

13 February 2013

CMP: Rs.17.95

Industry: Other agricultural products

BSE group: B

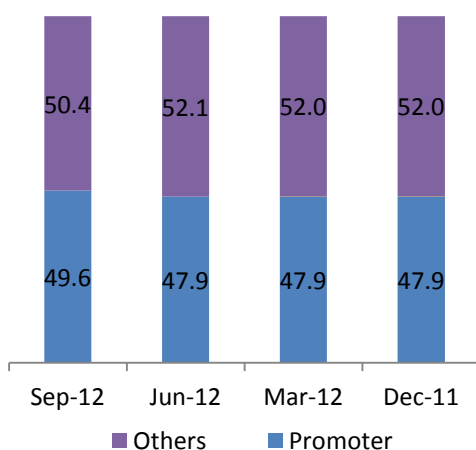
Promoters

Ashok Vishandas Motiani and family

Key Data (as on 21 Jan' 13)

BSE	530077
ISIN	INE795D01011
Face Value (Rs.)	10.0
Mkt Cap (Rs. mn)	198.3
Current P/E	10.8
Current P/BV	0.6
52 week low-high	10.32-21.85
30 days avg daily trading volume	4744
Equity capital (Rs mn)	110.5
Net worth (Rs mn)	339.6

Shareholding Pattern (%)



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Company business

Freshtrop Fruits Limited (FFL) is engaged in the production and export of fresh fruits. It operates in two segments: Fresh fruits and processed fruits/vegetables. i. Fresh fruits consist of grapes, pomegranates, mangoes. ii. Processed fruits/vegetables consist pomegranates concentrate, mango pulp, guava pulp, papaya concerntrate and tomato paste. FFL exports its products to European Union countries, Islamic countries, USA etc. During FY12, 'grape sales' contributed approximately 75% of total income (80% in FY11) while 'pomegranate concentrate' and 'mango pulp' contributed 10% each. FFL has four processed fruit/vegetables manufacturing plants. All these are located in Maharashtra – one in Satara, one is Sangli and two in Nasik.

Particulars (Rs in mn)	Jul '12 to Sep '12	Jul '11 to Sep '11	% Change ¹	Apr'12 to Jun '12	% Change ²
Total income	73.0	47.3	54.3%	420.3	(82.6%)
Total expenditure	63.0	42.1	49.6%	369.1	(82.9%)
EBIDTA	10.0	5.2	92.3%	51.2	(80.5%)
EBIDTA margin	13.70%	10.99%	24.6%	12.18%	12.5%
PBT	(0.4)	(6.5)	-	38.1	-
PAT	(0.5)	(4.4)	-	25.7	-
PAT margin	negative	negative	-	6.11%	-
Cash accruals	5.2	1.3	300.0%	31.6	(83.5%)
EPS	-	-	-	2.3	-

¹ compared to corresponding quarter in the previous year

² sequential comparisons

Source: Moneycontrol, Company

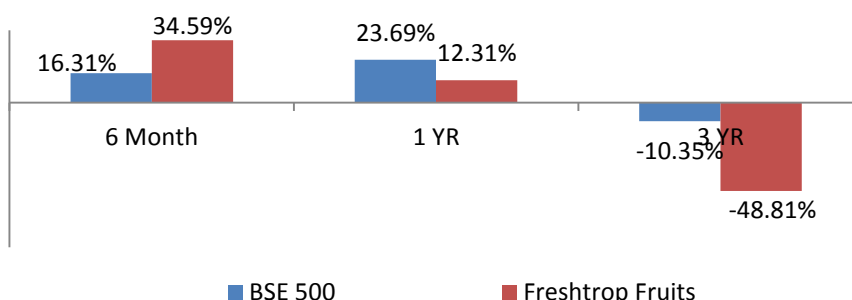
The fruit export business is seasonal, with the highest level of income during the first quarter. Approximately 50% of total income is reported in quarter ending Jun 2011 of FY12.

Financial Performance

On a Y-o-Y basis, total income grew by 54% to Rs 73 mn in the second quarter of FY13 from Rs 47 mn (corresponding quarter). The growth is largely on account of 73% increase in processed food sales. Processed food sales contributed approximately 78% of total income during the quarter ended September 2012. EBIDTA margin improved from 11% to 14%. FFL made a loss of Rs 0.5 mn in the second quarter of FY13 as against a net loss of Rs 4.4 mn in the same quarter previous year.

The trailing 12 months P/E multiple has increased to 11.3 times (Sep-12 quarter) from 9.5 times (Jun-12 quarter).

Share Price Performance



Financials

P&L (Rs. mn)	FY10	FY11	FY12	Balance Sheet (Rs. mn)	FY10	FY11	FY12
Total income	518.1	563.4	618.8	Equity share capital	105.4	110.4	110.4
EBIDTA	71.0	46.5	57.1	Reserves & surplus	219.9	228.0	229.1
EBIDTA margin	13.7%	8.3%	9.2%	Net worth	325.3	338.4	339.5
Depreciation	21.1	22.8	23.1	Borrowings	244.1	197.9	209.1
EBIT	49.9	23.7	34.0	Deferred tax liabilities	22.5	23.2	25.4
Interest	18.7	21.9	26.4	Current liabilities & provisions	161.5	227.9	226.2
PBT	31.2	1.8	7.6	Total liabilities	753.4	787.4	800.2
Tax	9.5	1.3	2.2	Fixed assets	436.6	429.6	411.8
PAT	21.7	0.5	5.4	Investments	0.4	0.0	0.0
PAT margin	4.2%	0.1%	0.9%	Term loans & advances	48.0	47.6	37.5
Dividend (including tax)	-	-	-	Current assets	268.4	310.2	350.9
Dividend per share	-	-	-	Total assets	753.4	787.4	800.2

Valuation ratios	FY10	FY11	FY12	Cash Flow (Rs. mn)	FY10	FY11	FY12
P/E	11.7	442.0	30.3	PBT	31.2	1.8	7.6
P/BV	0.8	0.7	0.5	CF from Operation	(0.2)	26.0	19.2
				CF from Investment	(57.5)	(14.3)	(5.3)
				CF from Financing	53.6	(4.4)	(14.5)
				Inc/(dec) in Cash	(4.1)	7.3	(0.6)
				Closing Balance	12.8	20.1	19.5

Source: Company

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