

Dixon Technologies (India) Ltd.

(Formerly Known as Dixon Technologies (India) Pvt. Ltd )

CIN: U32101UP1993PLC066581

Regd. Office: B-14 & 15, Phase-II, Noida-201305, (U.P.) India, Ph.: 0120-4737200 E-mail: info@dixoninfo.com. Website: http://www.dixoninfo.com, Fax.: 0120-4737263

14.11.2017

Fo Secretary Listing Department BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	To Secretary Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050
Scrip Code - 540699	Scrip Code- DIXON
ISIN: INE935N01012	ISIN: INE935N01012

Dear Sir/Madam,

Sub: Results for the Q2 and H1 FY 2018

In furtherance to our intimation dated 17th October, 2017, we hereby inform you that the Board at its Meeting held today, 14th November, 2017, considered and approved, interalia among other business, the Un-audited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Half year ended 30th September, 2017. The detailed format of the Un-Audited Financial Results (Standalone and Consolidated) together with the Limited Review Report is enclosed for your records. A copy of the same is also uploaded on the Company's Website www.dixoninfo.com.

Further, an extract of the aforestated Financial Results shall be published in the manner as prescribed under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are kindly requested to take the aforesaid on your records.

Thanking You,

For DIXON TECHNOLOGIES (INDIA) LIMITED

(Group Company Secretary and Compliance Officer)



Chartered Accountants

Unit No. 1704, 17th Floor, Tower B, World Trade Tower, DND FLyway, C-01, Sector 16, Noida-201301, Delhi-NCR (India) | Ph:(0120) 2970005 Mob. 9205575996 E-mail: newdelhi@singhico.com | Website: www.singhico.com

Review Report on Quarter and Six months ended Standalone Financial Results Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015

To **Board of Directors** Dixon Technologies (India) Limited

We have reviewed the accompanying statement of unaudited standalone financial results ("Statement") of Dixon Technologies (India) Limited ('the Company'') for the quarter and half year ended 30th September, 2017. Attention is drawn to the fact that the figures for the corresponding quarter and half year ended 30th September, 2016 including the reconciliation of net profit for the quarter and half year ended 30th September, 2016 under Ind AS with net profit reported under the Indian GAAP for the afore said period as included in the Statement have not been subjected to limited review. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform there view to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of un audited standalone financial results prepared in accordance with applicable accounting standards as notified under the Companies (Indian Accounting Standards) Rules,2015 and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as modified by Circular No. CIR/CFD/FAC/62/2016 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

> For Singhi & Co, Chartered Accountants Firm Registration No. 302049E

> > B.L. Choraria

Partner

Membership No. 022973

Place: Noida (Delhi-NCR) Date: 14th November,2017

BENGALURU

MUMBAI CHENNAI KOLKATA

AHMEDABAD

#### DIXON TECHNOLOGIES (INDIA) LIMITED

REGISTERED OFFICE

B14 & 15,PHASE II, NOIDA

UTTAR PRADESH-201305

CIN: U32101UP1993PLC066581, Website: www.dixoninfo.com

## STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER & SIX MONTHS ENDED 30TH SEPTEMBER 2017

S.No.	Particulars		Quarter Ended		Six Mont	(Rupees in Lakhs
		30th Sep 2017	30th June 2017	30th Sep 2016	30th Sep 2017	
		Unaudited	Unaudited	Unaudited	Unaudited	30th Sep 2016 Unaudited
1 2	Revenue from Operations Other Income	<b>73,631</b>	<b>40,132</b>	46,415	113,763	77,464
3	Total Income (1+2)	73,801		6	226	33
4	Expenses	73,001	40,188	46,421	113,989	77,497
	a) Cost of Materials consumed     b) Changes in inventories of finished goods, work-in-progress and	62,675	34,974	39,476	97,648	66,781
	stock-in-trade	1,877	(2,596)	272	(719)	(1,000)
	c) Employees benefits expense	1,681	1,454	1,359	3,135	2,702
	d) Excise Duty	0	564	651	564	1,186
	e) Finance Costs	344	305	482	649	820
	f) Depreciation and amortisation expense	369	269	240	638	479
_	g) Other Expenses	4,170	3,789	2,180	7,959	3,687
	Total Expenses	71,115	38,759	44,660	109,874	
5	Profit before Exceptional Items & Tax	2,686	1,429	1,761	4,114	74,656
	Exceptional Items		14	-,,,,,	4,114	2,841
	Profit before tax	2,686	1,429	1,761	4,114	
7	Tax Expenses (Net)			2,701	4,114	2,841
	a) Current tax	803	428	358	1,231	500
	b) Deferred tax	22	22	46	1,231	633
	Net Profit for the Period (6-7)	1,861	979	1,356	2,840	92
	Other Comprehensive Income (OCI)  a) Items that will not be reclassified to Profit or Loss (net of tax)  b) Items that will be reclassified to Profit or Loss (net of tax)	(3)	(3)	(3)	(5)	2,115
10	Total Comprehensive Income	1,858	976			
11	Paid-up equity share capital (Face value per share Rs. 10)	1,133		1,354	2,834	2,109
12	Earning per share of (before & after extraordinary items) Rs. 10/- each(not annualised)	1,133	1,099	1,099	1,133	1,099
	(a) Basic (Rs.)	16.87	8.88	14.04	25.73	21.88
otes:	(b) Diluted (Rs.)	16.87	8.88	12.52	25.73	19.51

- There were no extraordinary items during the Quarter and Six months ended September 2017.
- The Company adopted Indian Accounting Standards (Ind AS) from 01st April'2017 and the Figures for the the quarter and six months ended 30th September 2016 are also Ind AS complied.
- Reconciliation of Net profit on account of transition from the Indian GAAP to Ind-AS for the quarter and Six Months ended 30th September 2016

(Rupees in Lakhs) Unaudited (Refer Note 2) S.No. **Particulars** Unaudited (Refer Note 2) Six Months ended 30.09.2016 Three Months ended 30.09.2016 Net Profit under Indian GAAP 2391 1564 Remeasurement of defined benefit plan 8 4 b On account of amortisation of assets -4 -2 Finance Cost due to time value of Compulsory convertible debenture -278 -208 Tax on defined benefit plan d -3 -1 Net Profit as per Ind AS

Revenue from operations for the current quarter and six months are not comparable with previous periods, since sales for the current quarter are net of Goods and Services Tax (GST), whereas excise duty formed part of the other expenses in the previous periods.





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The Company had made an Initial Public Offer (IPO) during the Quarter ended 30th September 2017, for 33,93,425 equity shares of Rs. 10 each, comprising of 3,39,750 fresh issue of equity shares by the Company and 30,53,675 equity shares offered for sale by Selling share holders. The equity shares were issued at a price of Rs. 1766 per share (including premium of Rs. 1756 per share). Out of the total proceeds from the IPO of Rs. 59,928 Lakhs, the Company's share was Rs. 6,000 Lakhs from the fresh issue of 339,750 equity shares. Fresh equity shares were allotted by the Company on 14th September 2017 and the shares of the Company were listed on the stock exchanges

#### Details of utilization of IPO Proceeds are as follow

(Rupees In Lakhs) Particulars Object of the Issue **Total Utilization Amount Pending** Re-payment/pre-payment, in full or in part, of certain borrowings availed by the as per Prospectus Up to Sept 2017 Utilization 2,200 Company 2,200 Setting up a unit for manufacturing of LED TVs at the Tirupati (A.P) Finance the enhancement of our backward integration capabilities in the lighting 758 758 products vertical at Dehradun Facility 886 886 Upgradation of the information technology infrastructure of the Company 1,063 General corporate purposes 186 877 751 5,658 **IPO** Expenses 2,386 3,272 342 Total 6,000

The above results were reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on November 14, 2017. The Limited

Review for the quarter ended 30th September, 2017, has been carried out by the Statutory Auditors, as required under Regulation 33 of SEBI (LODR) Regulation, 2015.

Figure of the previous periods have been regrouped /rearranged, wherever necessary

or Dixon Technologies (India) Limited

(Atul.B.Lall) (Managing Director) (DIN: 00781436)

Place: Noida Date: 14.11.2017

#### DIXON TECHNOLOGIES (INDIA) LIMITED

## UNAUDITED STANDALONE STATEMENT OF ASSETS AND LIABLITIES AS AT 30TH SEPTEMBER, 2017

	Particulars	(Rs. In Lakhs) As at 30-09-2017
Α	ASSETS	713 41 30 03-2017
1	NON-CURRENT ASSETS	
а	Property Plant and Equipment	15,528
b	Capital work-in-progress	817
С	Intangible assets	
d	Financial Assets	9
	i. Investments	1.005
	ii. Other Financial Assets	1,005
e	Other Non-Current Assets	514
	Total of Non-Current Assets	2,664
2	CURRENT ASSETS	20,537
а	Inventories	
b	Financial Assets	24,670
~	i. Trade Receivables	
		25,245
	and a series	2,763
	The state of the s	4,033
	iv. Loans	19
	v. Other Financial Assets Other Current Assets	393
С		8,921
	Total of Current Assets	66,045
	TOTAL ASSETS	86,582
В	FOURTY AND HARMITIES	
1	EQUITY AND LIABILITIES	
	Equity	
a	Equity Share Capital	1,133
b	Equity In Nature	1,874
С	Other Equity	24,460
	Total of Equity	27,467
2	NON-CURRENT LIABILITIES	
а	Financial Liabilities:	
	i. Borrowings	979
b	Provisions	504
С	Deferred Tax Liabilities (Net)	953
		2,435
3	CURRENT LIABILITIES	2,433
a	Financial Liabilities:	
	i. Borrowings	6,659
	ii. Trade Payables	45,043
	iii. Other Financial Liabilities	877
b	Other Current Liabilities	1,121
С	Provisions	271
d	Current Tax Liabilities (Net)	
	1,154	2,709
		56,680
	<b>TOTAL EQUITY &amp; LIABILITIES</b>	86,582





#### Unaudited Standlalone Segment wise Revenue, Results, Assets, Liabilities

Segment wise Performance		Quarter Ended	1	Six Months Ended		
	30th Sep 2017	30th June 2017	30th Sep 2016		30th Sep 2016	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	
1 Segment Revenue						
Washing Machine	5,814	3,936	5,985	9,751	10,076	
Moulding	3,081	1,759	2,378	4,839	4,066	
Other Electronics	67,537	36,158	40,416	103,695	67,360	
Total Income From Operations (Gross)	76,432	41,853	48,779	118,285	81,502	
Less : Inter Segment Revenue	2,801	1,721	2,364	4,522	4.039	
Net Income From Operations (Gross)	73,631	40,132	46,415	113,763	77,464	
2 Segment Results						
Washing Machine	484	315	612	798	1,082	
Moulding	151	94	301	245	428	
Other Electronics	2,817	1,753	1,730	4,570	2,898	
Profit/(Loss) Before Finance Cost & Tax	3,452	2,162	2,643	5,613	4,408	
Less: Finance Cost	344	305	482	649	820	
Less: Un-allocable Expenses / (Income)(Net)	422	428	400	850	747	
Profit/(Loss) Before Tax	2,686	1,429	1,761	4,114	2,841	
3 Segment Assets						
Washing Machine	8,567	6.322	4,914	8,567	4,914	
Moulding	4,130	3,621	2,313	4,130	2,313	
Other Electronics	59,685	42,986	33,276	59,685	33,276	
Unallocated Assets	14,201	7,537	5,663	14,201	5,663	
Total	86,582	60,467	46,166	86,582	46,166	
4 Segment Liabilities					10,100	
Washing Machine	1,995	3,370	3,624	1,995	3,624	
Moulding	1,627	2.721	2,879	1,627	2,879	
Other Electronics	42,944	25,316	13,436	42,944	13,436	
Unallocated Liabilities	12,548	9.101	9,234	12,548	9,234	
Total	59,115	40,508	29,173	59,115	29,173	

The company has reported segment information as per Indian Accounting Standards-108 "operating Segments "(IND AS -108). The identification of operating segment is consistent with performance assessment and resource allocation by the chief operating decision maker.

Place : Noida Date : 14.11.2017 MOIDA, ON THE PROPERTY OF THE

For Dixon Technologies (India) Limited

(Atul.B.Lafi)

(Managing Director)

(DIN: 00781436)



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Review Report on Quarter and Six months ended Consolidated Financial Results Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015

To Board of Directors Dixon Technologies (India) Limited

We have reviewed the accompanying statement of unaudited consolidated financial results ("Statement") of Dixon Technologies (India) Limited ('the Company') and its subsidiary (the company and its subsidiary together referred to as 'the Group') and its Jointly controlled entities for the quarter and six months ended 30<sup>th</sup> September, 2017. Attention is drawn to the fact that the figures for the corresponding quarter and six months ended 30th September, 2016 including the reconciliation of net profit for the quarter and six months ended 30th September, 2016 under Ind AS with net profit reported under the Indian GAAP for the aforesaid period as included in the Statement have not been subjected to limited review. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

The unaudited consolidated financial results for the quarter and six months ended 30<sup>th</sup> September,2017 includes the result of one Jointly controlled entity, whose financial result reflect the revenue from operation of Rs. Nil for the quarter and six months ended 30<sup>th</sup> September,2017, net loss & total comprehensive loss of Rs. 10,19,909/- and Rs 17,69,928/- for the quarter and six months ended 30<sup>th</sup> September,2017 respectively which have been reviewed by its auditor.

Based on our review conducted as above and the consideration of management certified accounts referred as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited consolidated financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Singhi & Co. Chartered Accountants Firm Registration No. 302049E

B.L. Choraria

Partner Membership No. 022973

Place: Noida (Delhi-NCR) Date: 14<sup>th</sup> November '2017

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#### **DIXON TECHNOLOGIES (INDIA) LIMITED**

REGISTERED OFFICE B14 & 15, PHASE II, NOIDA UTTAR PRADESH-201305

CIN: U32101UP1993PLC066581, Website: www.dixoninfo.com

#### STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER & SIX MONTHS ENDED 30TH SEPTEMBER 2017

(Rupees in Lakhs S.No. Particulars Quarter Ended Six Months Ended 30th Sep 2017 30th June 2017 30th Sep 2017 30th Sep 2016 30th Sep 2016 Unaudited Unaudited Unaudited Unaudited Unaudited Revenue from Operations 87.884 69,629 75,169 157,513 119,111 Other Income 226 76 (19) 302 3 Total Income (1+2) 88.110 69,705 75,150 157,814 119,207 4 Expenses a) Cost of Materials consumed 76,277 67,789 70,335 144,067 111,328 b) Changes in inventories of finished goods, work-in-progress and stock-1,983 (6,968) (3,387)(4,985)(6.447)c) Employees benefits expense 1,778 1,551 1,582 3.329 3,045 Excise Duty d) (0) 1,174 1,334 1,174 2,220 e) Finance Costs 349 313 501 662 854 Depreciation and amortisation expense 386 285 250 671 499 g) Other Expenses 4,354 3,978 2,458 8,332 4,349 **Total Expenses** 85.128 68,122 73,073 153,250 115,848 5 Profit before Exceptional Items & Tax 2,982 1,583 2,077 4,564 3,359 Exceptional Items 6 Profit before tax 2,982 1,583 2,077 4,564 3,359 Tax Expenses (Net) a) Current tax 884 472 475 1,356 766 b) Deferred tax 27 27 46 54 92 Net Profit for the Period (6-7) 8 2,070 1.083 1,556 3,154 2,500 9 Other Comprehensive Income (OCI) a) Items that will not be reclassified to Profit or Loss (net of tax) (3) (3) (3) (5) (5) b) Items that will be reclassified to Profit or Loss (net of tax) 10 **Total Comprehensive Income** 2.068 1,081 1,553 3.149 2,495 11 Paid-up equity share capital (Face value per share Rs. 10/-) 1,133 1,099 1,099 1,133 1,099 12 Earning per share of (before & after extraordinary items) Rs. 10/each(not annualised) (a) Basic (Rs.) 18.77 9.84

#### Notes:

(b) Diluted (Rs.)

- There were no extraordinary items during the Quarter and Six months ended September 2017.
- 2 The Company adopted Indian Accounting Standards (Ind AS) from 01st April'2017 and the Figures for the the quarter and six months ended 30th September 2016 are also Ind AS

18.77

3 Reconciliation of Net profit on account of transition from the Indian GAAP to Ind-AS for the Quarter and Six Months ended 30th September 2016

(Rupees in Lakhs)

25.87

23.07

28.58

28.58

16.11

14.36

9.84

S. No.	Particulars	Unaudited (Refer Note 2)	Unaudited (Refer Note 2) Three Months ended 30.09.2016	
		Six Months ended 30.09.2016		
	Net Profit under Indian GAAP	2700	1781	
a	Remeasurement of defined benefit plan	8	1,02	
b	On account of amortisation of assets	-4	-2	
С	Finance Cost due to time value of Compulsory convertible debenture	-278	-208	
d	Gain/(Loss) on Forward Contract	76	10	
е	Tax on Defined Benefit Plan	-3	-18	
	Net Profit as per Ind AS	2500	1556	

Revenue from operations for the current quarter and six months are not comparable with previous periods, since sales for the current quarter are net of Goods and Services Tax (GST), whereas excise duty formed part of the other expenses in the previous periods.



The Company had made an Initial Public Offer (IPO) during the Quarter ended 30th September 2017, for 33,93,425 equity shares of Rs. 10 each, comprising of 3,39,750 fresh issue of equity shares by the Company and 30,53,675 equity shares offered for sale by Selling share holders. The equity shares were issued at a price of Rs. 1766 per share (including premium of Rs. 1756 per share). Out of the total proceeds from the IPO of Rs. 59,928 Lakhs, the Company's share was Rs. 6,000 Lakhs from the fresh issue of 339,750 equity shares. Fresh equity shares were allotted by the Company on 14th September 2017 and the shares of the Company were listed on the stock exchanges on 18th

Particulars	1		(Rupees In Lakhs
	Object of the Issue as per Prospectus	Total Utilization Up to Sept 2017	Amount Pending for Utilization
Repayment/pre-payment, in full or in part, of certain borrowings availed by the Company	2,200	2,200	-
Setting up a unit for manufacturing of LED TVs at the Tirupati (A.P)	758		758
Finance the enhancement of our backward integration capabilities in the lighting products vertical at Dehradun Facility	886	-	886
Upgradation of the information technology infrastructure of the Company	1.063	186	877
General corporate purposes	751	100	751
PO Expenses	5,658	2,386	3,272
Total	342		
	6,000		

The above results were reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on November 14, 2017. The Limited Review

for the quarter ended 30th September, 2017, has been carried out by the Statutory Auditors, as required under Regulation 33 of SEB (LODR) Regulation, 2015.

Figure of the previous periods have been regrouped /rearranged , wherever necessary.

For Dixon Technologies (India) Limited

(Atul.B.Lall)

(Managing Director) (DIN: 00781436)

Place: Noida Date: 14.11.2017

#### DIXON TECHNOLOGIES (INDIA) LIMITED

#### UNAUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABLITIES AS AT 30TH SEPTEMBER,

S.No.	Particulars	(Rupees In Lakhs) As at 30-09-2017
Α	ASSETS	A3 dt 30-03-2017
1	NON-CURRENT ASSETS	
a	Property Plant and Equipment	16,352
b	Capital work-in-progress	817
С	Intangible assets	13
d	Financial Assets	15
	i. Investments	0
	ii. Other Financial Assets	542
е	Other Non-Current Assets	
	Total of Non-Current Assets	2,690
2	CURRENT ASSETS	20,415
a	Inventories	22 205
b	Financial Assets	33,385
D	i. Trade Receivables	10.504
	ii. Cash and Cash Equivalents	49,531
	iii. Bank balances other than above	3,797
	iv. Loans	4,847
	v. Other Financial Assets	14
С	Other Current Assets	416
C	Total of Current Assets	11,273
	Total of Current Assets	103,262
	TOTAL ASSETS	123,676
В	EQUITY AND LIABILITIES	
1	Equity	
a	Equity Share Capital	1,133
b	Equity In Nature	1,874
С	Other Equity	25,491
	Total of Equity	28,498
2	NON-CURRENT LIABILITIES	
a	Financial Liabilities:	
	i. Borrowings	979
b	Provisions	
С	Deferred Tax Liabilities (Net)	510
	beleffed tax Elabilities (Net)	1,032
3	CURRENT LIABILITIES	2,521
	Financial Liabilities:	
a	i. Borrowings	
	ii. Trade Payables	6,659
	iii. Other Financial Liabilities	80,395
h		908
	Other Current Liabilities	1,457
	Provisions	274
d	Current Tax Liabilities (Net)	2,965
		92,658
TO	TAL EQUITY & LIABILITIES	123,676



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### Unaudited Consolidated Segment wise Revenue, Results, Assets, Liabilities

Segment wise Performance		Quarter Ended	d	Six Mor	ths Ended
	30th Sep 2017	30th June 2017	30th Sep 2016	30th Sep 2017	30th Sep 2016
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudite
1 Segment Revenue			- Induction	Onadanted	Unaudite
Washing Machine	5,814	3,936	5,985	9,751	10.070
Moulding	3,081	1,759	2,378	4,839	10,076
Mobiles	14,169	29,856	28,717	44,025	
Other Electronics	67,620	35,799	40,454	103,419	41,402
Total Income From Operations (Gross)	90,684	71,350	77,533	162,035	67,606
Less: Inter Segment Revenue	2,801	1,721	2,364	4,522	123,149
Net Income From Operations (Gross)	87,884	69,629	75,169	157,513	4,039
2 Segment Results		00,020	73,103	137,513	119,111
Washing Machine	484	315	612	798	4.000
Moulding	151	94	301	245	1,082
Mobiles	245	133	294	378	428
Other Electronics	2,817	1,753	1,730		368
Profit/(Loss) Before Finance Cost & Tax	3,697	2,295	2,936	4,570	2,898
Less: Finance Cost	349	313	501	5,991	4,776
Less: Un-allocable Expenses / (Income)(Net)	366	399	358	662	854
Profit/(Loss) Before Tax	2,982	1,583		765	563
	2,302	1,003	2,077	4,564	3,359
Segment Assets					
Washing Machine	8,860	6,614	5,000	0.000	
Moulding	4,130	3,621	5,082	8,860	5,082
Mobiles	35,828	32,249	2,313	4,130	2,313
Other Electronics	60,242		21,795	35,828	21,795
Unallocated Assets	14,616	43,503	33,710	60,242	33,710
Total	123,676	8,559	6,870	14,616	6,870
Segment Liabilities	123,076	94,546	69,769	123,676	69,769
Washing Machine	2 204	2.005	0.055	200	
Moulding	2,291	3,865	3,956	2,291	3,956
Mobiles	1,627	2,721	2,879	1,627	2,879
Other Electronics	34,571	31,156	20,833	34,571	20,833
Unallocated Liabilities	43,516	26,692	14,092	43,516	14,092
Total	13,173	9,333	10,362	13,173	10,362
1	95,179	73,768	52,122	95,179	52,122

The company has reported segment information as per Indian Accounting Standards-108 "Operating Segments "(IND AS -108). The identification of operating segment is consistent with performance assessment and resource allocation by the chief operating decision maker.

Place : Noida Date : 14.11.2017



r Dixon Technologies (India) Limited

(Managing Director)

(DIN: 00781436)



Dixon Technologies (India) Ltd.

(Formerly Known as Dixon Technologies (India) Pvt. Ltd )

CIN: U32101UP1993PLC066581

Regd. Office: B-14 & 15, Phase-II, Noida-201305, (U.P.) India, Ph.: 0120-4737200 E-mail: info@dixoninfo.com. Website: http://www.dixoninfo.com, Fax.: 0120-4737263

14.11.2017

To Secretary Listing Department BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	To Secretary Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050
Scrip Code - 540699	Scrip Code- DIXON
ISIN: INE935N01012	ISIN: INE935N01012

Dear Sir/Madam,

Sub: Investor Presentation on Financial Results for Q2 and H1 (FY 2017-18) Results Ref: Regulation 30 and 46 of SEBI (LODR) Regulations, 2015

In furtherance to our intimation dated 13.11.2017 with respect to Conference Call with Investors on Q2 and H1 FY 2018 Results and in Compliance with the provisions of Regulation 30 and Regulation 46 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed herewith Financial Results update 'Investor Presentation Q2 and H1 FY 2018' along with the Press Release. The same is uploaded on the Company's website.

We request you to kindly take this on your record.

Thanking You,

For DIXON TECHNOLOGIES (INDIA) LIMITED

Ashish Kumar

Group Company Secretary & Compliance Officer



R I S E

Research Innovation Scale Excellence

INVESTOR UPDATE

Q2&H1, FY 2017-2018

#### **DISCLAIMER**

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, competition, inflationary pressures, litigation and labour relations.

Dixon Technologies will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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### KEY UPDATES FOR CURRENT FINANCIAL YEAR

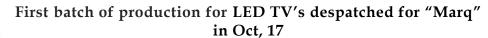


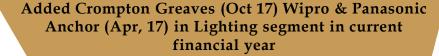
Commenced production of LED TV's in Sept, 17 in Tirupati Facility

Started production of Washing machines for Samsung in July, 17



Signed agreement in Oct, 17 for design, manufacturing and supply with private label brand of Flipkart called "Marq" for a number of electrical appliances

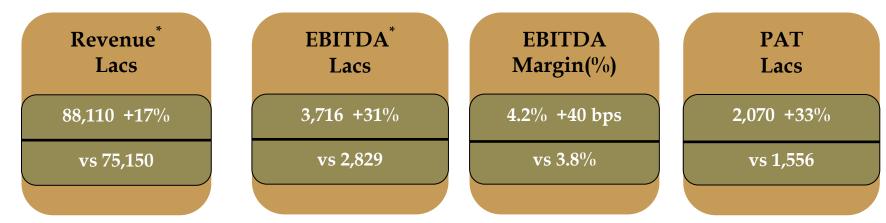




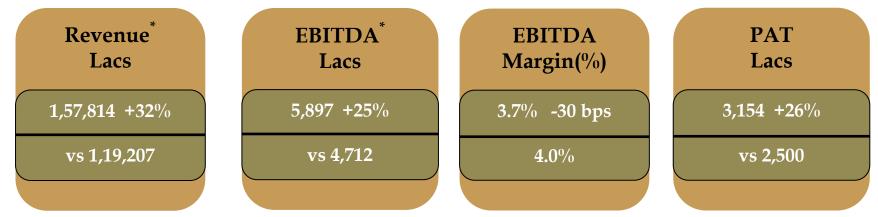




### KEY NUMBERS - Q2, FY 17-18 VS Q2, FY 16-17



### KEY NUMBERS - H1, FY 17-18 VS H1, FY 16-17



<sup>\*</sup>Revenue and EBITDA include other income

<sup>\*</sup>Figures for revenue are not comparable as excise duty was part of cost till June-17 in excise exempted units in Dehradun

#### **CONSOLIDATED RESULTS**

Particulars (INR Lacs)	Q2, FY 17-18	Q2, FY 16-17	% Change	H1, FY 17-18	H1, FY 16-17	% Change
Income	87,884	75,169	16.9%	1,57,513	1,19,111	32.2%
Expenses	84,393	72,322	16.7%	1,51,917	1,14,495	32.7%
Operating Profit	3,490	2,847	22.6%	5,595	4,616	21.2%
<b>Operating Profit Margin</b>	4.0%	3.8%	+20 bps	3.6%	3.9%	-30 bps
Other Income	226	(19)		302	96	213.7%
EBITDA	3,716	2,829	31.4%	5,897	4,712	25.2%
EBITDA Margin	4.2%	3.8%	+40 bps	3.7%	4.0%	-30 bps
Depreciation	386	250	54.1%	671	499	34.4%
EBIT	3,331	2,578	29.2%	5,226	4,213	24.1%
Finance Cost	349	501	-30.4%	662	854	-22.5%
PBT	2,982	2,077	43.6%	4,564	3,359	35.9%
Tax	911	521	74.9%	1,411	858	64.3%
PAT	2,070	1,556	33.1%	3,154	2,500	26.1%
PAT Margin	2.3%	2.1%	+20 bps	2.0%	2.1%	-10 bps
EPS	18.8	16.1	16.5%	28.6	25.9	10.5%

The Company adopted Indian Accounting Standards (Ind AS) from 1<sup>st</sup> April,2017 and the figures for the quarter and six months ended 30<sup>th</sup> September, 2016 are also Ind AS complied.

## SEGMENT WISE PERFORMANCE: Q2, FY 17-18 vs Q2, FY 16-17

Particulars (INR Lacs)	Q2, FY 17-18	Q2, FY 16-17	% change	Q2, FY 17-18	Q2, FY 16-17	% change
	% of Total Revenue					
Consumer Electronics*	46,609	26,608	75.2%	53.0%	35.4%	17.6%
Lighting Products*	18,813	11,596	62.2%	21.4%	15.4%	6.0%
Home Appliances *	5,814	5,985	-2.9%	6.6%	8.0%	-1.4%
Mobile Phones	14,169	28,034	-49.5%	16.1%	37.3%	-21.2%
Reverse Logistics	2,478	1,612	53.7%	2.8%	2.1%	0.7%
Total	87,884	73,835	19.0%			
Add: Excise Duty	-	1,334				
Total Revenue	87,884	75,169				
	EBITDA			EBI	TDA Margin %	/o
Consumer Electronics*	1,122	841	33.4%	2.4%	3.2%	-0.8%
Lighting Products*	1,292	595	117.1%	6.9%	5.1%	1.8%
Home Appliances *	678	746	-9.2%	11.7%	12.5%	-0.8%
Mobile Phones	243	294	-17.3%	1.7%	1.0%	0.7%
Reverse Logistics	155	371	-58.3%	6.2%	23.0%	-16.8%
Operating Profit	3,490	2,847	22.6%	4.0%	3.8%	0.2%
Other Income	226	(19)				
EBIDTA	3,716	2,828	31.4%	4.2%	3.8%	0.4%

<sup>\*</sup> Figures for revenue are not comparable as excise duty was part of cost till June-17 in excise exempted units in Dehradun

## SEGMENT WISE PERFORMANCE: H1, FY 17-18 vs H1, FY 16-17

Particulars (INR Lacs)	H1, FY 17-18	H1, FY 16-17	% change	H1, FY 17-18	H1, FY 16-17	% change
Revenues				% of Total Revenue		
Consumer Electronics*	63,105	42,560	48.3%	40.1%	35.7%	4.4%
Lighting Products*	36,178	20,947	72.7%	23.0%	17.6%	5.4%
Home Appliances *	9,751	10,076	-3.2%	6.2%	8.5%	-2.3%
Mobile Phones	43,424	40,368	7.6%	27.6%	33.9%	-6.3%
Reverse Logistics	3,881	2,939	32.1%	2.5%	2.5%	0.0%
Total	156,339	116,891	33.7%			
Add: Excise Duty	1,174	2,220				
Total Revenue	1,57,513	1,19,111				
	EBITDA			EBITDA Margin %		
Consumer Electronics*	1,569	1,256	24.9%	2.5%	3.0%	-0.5%
Lighting Products*	1,979	1,048	88.8%	5.5%	5.0%	0.5%
Home Appliances *	1,146	1,262	-9.2%	11.8%	12.5%	-0.7%
Mobile Phones	391	368	6.0%	0.9%	0.9%	0.0%
Reverse Logistics	510	680	-25.0%	13.1%	23.1%	-10.0%
<b>Operating Profit</b>	5,595	4,616	21.2%	3.6%	3.9%	-0.3%
Other Income	302	96	213.7%			
EBITDA	5,897	4,712	25.2%	3.7%	4.0%	-0.3%

<sup>\*</sup> Figures for revenue are not comparable as excise duty was part of cost till June-17 in excise exempted units in Dehradun

## **SEGMENT WISE- ODM REVENUE SHARE (%)**

Particulars (%)	Q2, FY 17-18	Q2, FY 16-17	% change	H1, FY 17-18	H1, FY 16-17	% change
Consumer Electronics	5.4%	13.5%	-8.1%	6.6%	12.7%	-6.1%
Lighting Products	36.2%	28.1%	8.1%	41.6%	29.8%	11.8%
Home Appliances	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%

## **SEGMENT WISE- ROCE (%)**

Danticulare (IND Lace)	Capital Employed			ROCE (Annualized) *		
Particulars (INR Lacs)	H1, FY 17-18	H1, FY 16-17	% change	H1, FY 17-18	H1, FY 16-17	% change
Consumer Electronics	(1,833)	3,686		N.A.	64.9%	
Lighting Products	14,437	8,635	67.2%	22.9%	18.6%	4.3%
Home Appliances	9,640	5,203	85.3%	20.6%	44.8%	-24.2%
Mobile Phones	1,257	962	30.6%	56.9%	72.3%	-15.5%
Reverse Logistics	4,096	4,300	-4.7%	22.2%	28.0%	-5.8%
Total	27,596	22,786				

<sup>\*</sup> **ROCE =** EBIT/ Net Capital Employed as on 30<sup>th</sup> Sept.,17

# **SEGMENT WISE CAPACITY UTILIZATION: H1, FY 17-18**

Particulars (Volume in Lacs)	Installed Capacity	Sales	Capacity Utilization
Consumer Electronics	6.0	6.1	101.7%
Lighting products	1,302.0	724.3	55.6%
Home Appliances	3.8	2.1	55.3%
Mobile Phones	50.4	15.4	30.6%
Reverse Logistics	18.3	4.4	24.0%

## EXPENDITURE ANALYSIS: Q2, FY 17-18 vs Q2, FY 16-17

Particulars (As a % of total revenues)	Q2, FY 17-18	Q2, FY 16-17	% change
Cost of Material Consumed*	88.8%	89.1%	-0.3%
Employee benefit expenses	2.0%	2.1%	-0.1%
Other Expenses	4.9%	5.0%	-0.1%
Depreciation and Amortization Expense	0.4%	0.3%	0.1%
Finance Cost	0.4%	0.7%	-0.3%

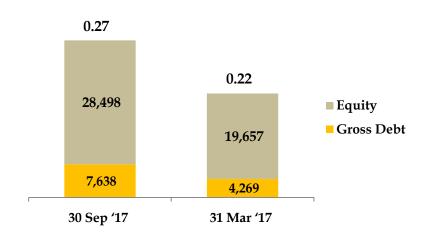
### **EXPENDITURE ANALYSIS: H1, FY 17-18 vs H1, FY 16-17**

Particulars (As a % of total revenues)	H1, FY 17-18	H1, FY 16-17	% change
Cost of Material Consumed*	88.1%	88.0%	0.1%
Employee benefit expenses	2.1%	2.6%	-0.5%
Other Expenses	6.0%	5.5%	0.5%
Depreciation and Amortization Expense	0.4%	0.4%	0.0%
Finance Cost	0.4%	0.7%	-0.3%

<sup>\*</sup> Cost of Material Consumed includes changes in inventories

## **CONSOLIDATED BALANCE SHEET**

Particulars (INR Lacs)		30 Sep '17	31 Mar '17	
Total Shareholder funds	(A)	28,498	19,657	
Equity share capital		1,133	1,099	
Other equity		27,365	18,558	
Total Debt	(B)	7,638	4,269	
Short Term Borrowings	S	6,659	3,306	
Long Term Borrowings	3	979	963	
Other Non Current Liabil	lities (C)	1,541	1,416	
Total Liabilities	(A+B+C)	37,677	25,342	
Fixed Assets	(A)	17,183	13,787	
Other Non Current Asset	s (B)	3,232	2,292	
Cash & Cash Equivalents	(C)	8,644	1,533	
Trade Receivables		49,531	27,961	
Inventories		33,385	28,220	
Other Current Assets		11,702	5,983	
Total Current Assets		94,618	62,164	
Less: Current Liabilities & Provisions		85,999	54,434	
Net Current Assets	(D)	8,619	7,730	
Total Assets (A	A+B+C+D)	37,677	25,342	



Particulars (INR Lacs)	30 Sep '17	31 Mar '17	Change
Total Gross Debt	7,638	4,269	3,369
Cash & Cash Equivalents	8,644*	1,533	7,111
Net Debt	(1,006)	2,736	(3,742)

<sup>\*</sup> Includes Rs.33 crores of balance IPO Proceeds

#### **KEY RATIOS**

Particulars (INR Lacs)	30 Sep '17	31 Mar '17
Receivables days Outstanding (A)	57.4	40.9
Inventory Days Outstanding (B)	38.7	41.2
Payables days outstanding (C)	99.4	80.2
Cash Conversion Cycle / Working Capital Days (A+B-C)	(3.4)	1.9
ROCE (%)*	33.7%	35.1%
ROE (%) **	26.2%	30.2%

<sup>\*</sup>ROCE = EBIT/Average Net Capital Employed . Balance IPO proceeds of 33 crores has been excluded for calculation of ROCE

<sup>\*\*</sup>ROE = PAT/ Average Shareholder Funds. Decrease in ROE is due to infusion of IPO proceeds of Rs. 60 crores

#### TIRUPATI FACILITY

- ☐ Tirupati Facility set up to penetrate the markets in South India and to provide easier access to the exports market ( *Just 140 kms from the Chennai Port*)
- ☐ 12 acre facility with 2 lac sq ft construction leased by Govt for 30 years
- ☐ 100% SGST benefit from Andhra Pradesh Govt
- ☐ Commenced production of LED TV's in Sept 17
- ☐ CCTV's and DVR's expected to commence production in 3<sup>rd</sup> week on Nov 17





#### Dixon Technologies announces results for the Quarter & Half Yearly ended 30<sup>t</sup> Sept, 2017

**Noida, Nov 14, 2017:** Dixon Technologies today announced its unaudited standalone and consolidated financial results for the quarter ended 30<sup>th</sup> Sept, 2017

The consolidated revenues for quarter ended Sept 30, 2017 was Rs 881 crores as compared to Rs. 751 crores during the corresponding period of last year, up by 17%. Consolidated EBITDA for the quarter was Rs. 37 crores as against Rs 28 crores in the same period last year, up by 31%. Consolidated PAT for the quarter was Rs 21 crores as against Rs 16 crores in same period last year, up by 33%

The consolidated revenues for half year ended Sept 30, 2017 was Rs 1,578 crores as compared to Rs. 1,192 crores during the corresponding period of last year, up by 32%. Consolidated EBITDA for half year ended was Rs 59 crores as compared to Rs 47 crores in same period last year, up by 25%. Consolidated PAT for the period was Rs 31.5 crores as against Rs 25 crores, up by 26%.

The company has delivered a stellar financial performance in the first six months of the current financial year considering that Q1, FY 18 was impacted by channel de-stocking ahead of the GST implementation. Lack of clarity on GST transitional provisions led to a great reluctance on the part of companies to pick up fresh inventory & companies resorted to heavily discounted pre-GST sales in a bid to minimise their own stock levels at the time of transition.

The company delivered a stellar performance in the "Lighting products" segment which saw a growth of 73% in revenues in half year ended 30<sup>th</sup> Sept, 17 as against same period last year. A 48% revenue growth in "Consumer Electronics" vertical in the same period reflected strong continuing positive performance year on year.

Company commenced production of LED TV's in the Tirupati facility which has been set up primarily to penetrate the markets in South India and to provide easier access to the exports market. CCTV's and DVR's are expected to commence production at Tirupati by 3<sup>rd</sup> week of Nov 17.

Commenting on the results and performance, **Mr. Sunil Vachani**, **Chairman**, **Dixon Technologies** said "Despite a challenging short term disruption caused by GST the company has managed to post a strong in revenues & profitability. We are optimistic regarding the performance in the forthcoming quarters on back of new customer additions in the last few months, new business of CCTV's and DVR's at Tirupati facility & the investments in projects with backward integration.

Our scale & leading market position in key verticals, flexible & cost effective manufacturing capabilities, own design capabilities, focus on backward integration & strong management team are key differentiators which allow us to capitalize on opportunities with new and existing customers & will help us generate positive operating results over the long-term. We remain confident in our strategy and our ability to drive continuous improvements in the current fiscal year.

#### About Dixon Technologies (India) Limited

Dixon Technologies (India) Limited is the largest\* home grown design-focused and solutions company engaged in manufacturing products in the consumer durables, lighting and mobile phones markets in India. Their diversified product portfolio includes (i) consumer electronics like LED TVs; (ii) home appliances like washing machines; (iii) lighting products like LED bulbs and tubelights, downlighters and CFL bulbs; and (iv) mobile phones. Dixon also provides solutions in reverse logistics i.e. repair and refurbishment services of set top boxes, mobile phones and LED TV panels.

\*Source: Project Rise: Indian Consumer Electronics & Appliances Market Study, issued by Frost & Sullivan India Private Limited