

SML/SEC/EXCH
4th June, 2018

Dy. General Manager- Corporate Relationship Department BSE Limited P J Towers, Dalal Street, Fort Mumbai 400 001	The Secretary National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor Plot No. C/1, G Block Bandra – Kurla Complex Bandra (East), Mumbai 400 051
Scrip Code: 505192	Scrip Code: SMLISUZU

Dear Sir,

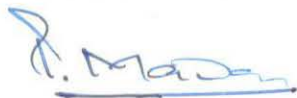
Presentation made to Analysts / Institutional Investors

This is further to our letter dated 1st June, 2018 wherein we had given you an advance intimation of the upcoming Analyst/ Institutional Investor meet on 4th June, 2018 in terms of the applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Please note that today i.e. 4th June, 2018 (Monday), the Company participated in the B & K - Investor Conference, Mumbai with several funds/investors and the presentation which was made at the said conference is attached herewith and is also placed on the Company's website www.smlisuzu.com.

Kindly take the same on record and acknowledge the receipt.

Yours faithfully
For SML ISUZU LIMITED



(PARVESH MADAN)
Company Secretary & Compliance Officer
pmadan@smlisuzu.com
ACS-31266

SML ISUZU Limited

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Trucks & Buses

SML ISUZU LIMITED

Company Presentation

B & K Investor Conference

4th June, 2018 (Mumbai)



Safe Harbor

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Board of Directors

<p>S.K.Tuteja, IAS (Retd.) <i>Chairman & Independent Director</i></p>	<ul style="list-style-type: none"> After serving on the key assignments in various Government Departments at Punjab and Center, Mr. Tuteja retired as Secretary, Food & Public Distribution, Government of India in 2005. Mr. Tuteja has over 47 years of rich experience in diverse fields which include district administration, education, industry, trade, commerce, finance and company matters.
<p>A.K.Thakur <i>Independent Director</i></p>	<ul style="list-style-type: none"> A qualified Chartered Accountant. Mr. Thakur retired as an Executive Director from UTI. He has around 51 years of experience in various areas such as accounts, finance, investment and corporate affairs.
<p>P.K.Nanda <i>Independent Director</i></p>	<ul style="list-style-type: none"> A qualified Chartered Accountant, Mr. Nanda held several key managerial positions in multi national companies both abroad and in India having over 55 years of rich experience in various areas such as finance, corporate affairs, international trade and commerce, business strategy, etc. <p>He was appointed as the Chairman and Managing Director of Metal Box India in 1970. He was also the founder president of the Confederation of Indian Industry (CII) and served as a member of several Government appointed committees, RBI working groups and of Confederation of British Industry, etc.</p>

Board of Directors

<p>Sudhir Nayar <i>Independent Director</i></p>	<ul style="list-style-type: none"> A B.Tech from IIT Delhi and MBA from FMS, Delhi University. Mr. Nayar has over 31 years of rich experience in Sales & Marketing functions. He has worked with many reputed organizations such as Hindustan Lever Limited (HUL) and Tata Oil Mills Company (TOMCO).
<p>Dr. (Mrs) Vasantha S. Bharucha <i>Independent Director</i></p>	<ul style="list-style-type: none"> An economist of repute, Dr. Bharucha holds Doctorate in Economics from University of Mumbai. She served as Economic Adviser in the Ministry of Commerce & Industry, Government of India. Dr. Bharucha has rich experience in industry, trade and finance in the engineering and consumer goods sectors and has published a number of reports and strategy papers on Economic subjects. <p>Dr. Bharucha was an Independent Director on the Central Board of State Bank of India (SBI) for three years during 2008-2011 and was also a Director on the Board of Delhi Circle of SBI.</p>
<p>G. Iwanami</p>	<ul style="list-style-type: none"> A graduate from Keio University, Japan. Mr. Iwanami joined Sumitomo Corporation in 1988 and currently holds the post of Deputy General Manager, Automotive Division 2 of Sumitomo Corporation. Mr. Iwanami has 30 years of experience in the Automotive Business.

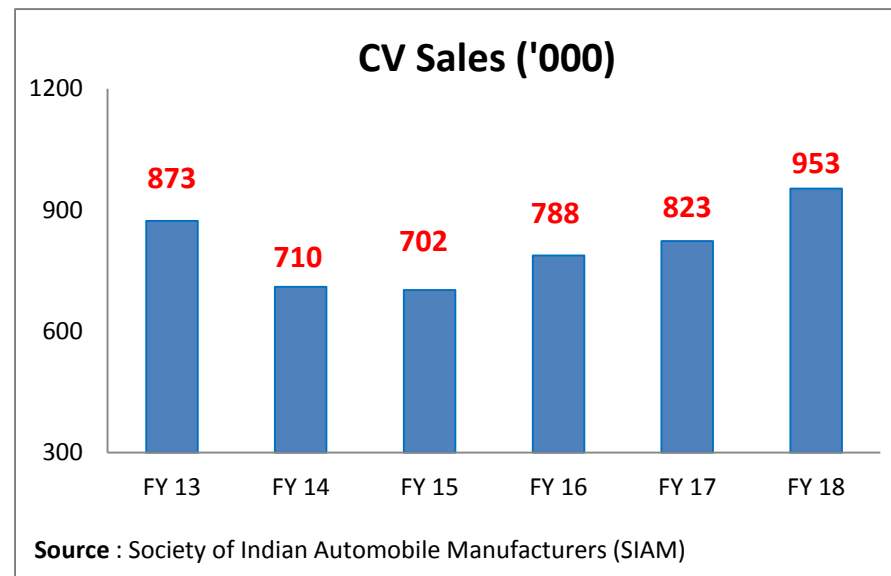
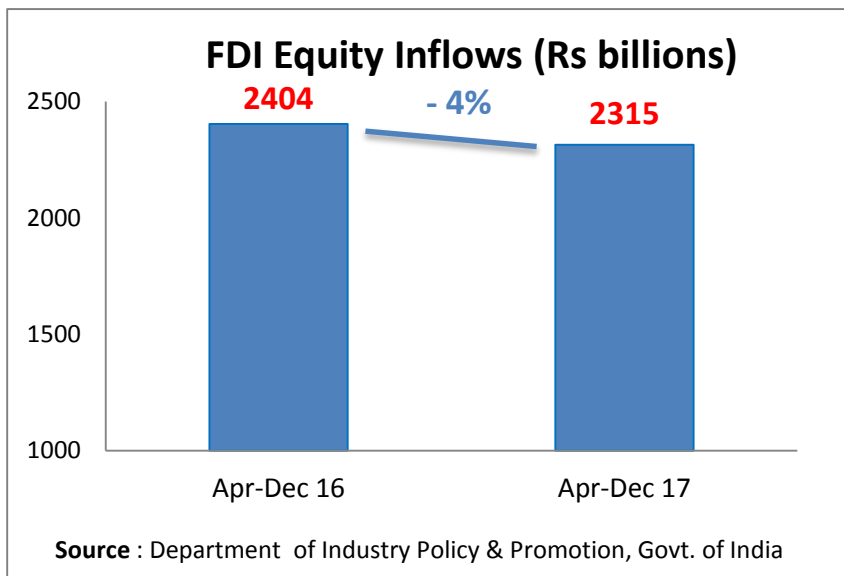
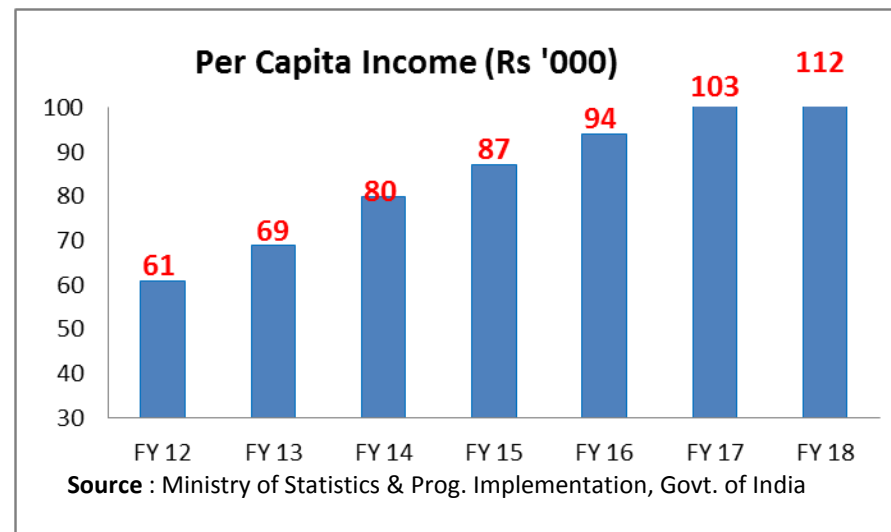
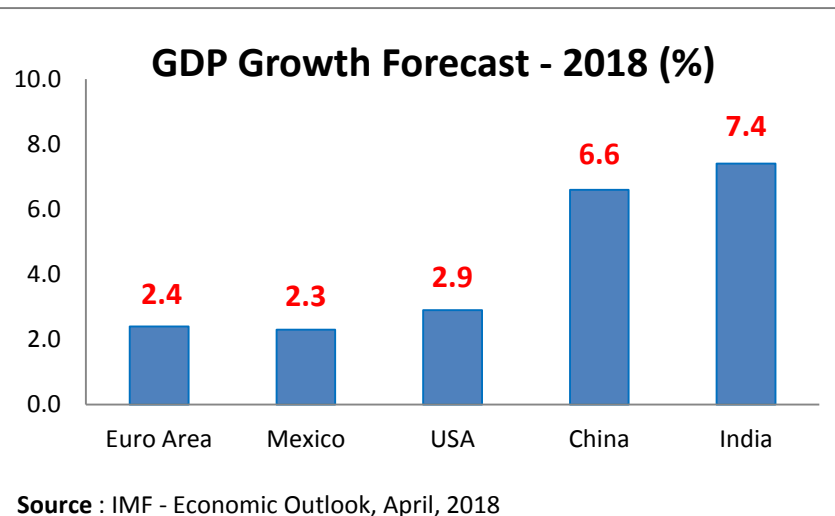
Board of Directors

T. Kikkawa	<ul style="list-style-type: none"> A graduate from Keio University, Japan. Mr. Kikkawa joined Sumitomo Corporation in April, 1983 and his current position in Sumitomo Corporation is General Manager, Automotive Manufacturing Business Department 1. He has around 34 years of experience in automotive business.
M. Morohoshi	<ul style="list-style-type: none"> A graduate from Waseda University, Japan. Mr. Morohoshi joined Sumitomo Corporation, Japan in April 1987 and has over 30 years of rich experience in the Automotive Business. He is currently Chairman & Managing Director of Sumitomo Corporation India Pvt. Limited.
Pankaj Bajaj	<ul style="list-style-type: none"> A qualified Chartered Accountant and Company Secretary. Mr. Bajaj started his career in 1995 with Deloitte Haskins & Sells and joined Sumitomo Corporation India Private Limited in 1997 as company secretary. He is currently Director and Company Secretary of Sumitomo Corporation India Pvt. Limited.
K. Goda	<ul style="list-style-type: none"> A graduate from Kyoto Sangyo University, Japan. Mr. Goda joined Isuzu Motors in 1990 and has over 25 years of experience in International Business Development and International Sales. He is currently associated with Isuzu Motors as a General Manager, International Sales.

Board of Directors

T. Imai	<ul style="list-style-type: none"> A graduate in Engineering from Kyushu University (Japan). He joined Isuzu Motors Limited in 1997 and his last position in the Isuzu Motors was Manager-CV Chassis Engineering. He has experience of around 19 years with Isuzu in the area of Automobile Engineering.
Eiichi Seto <i>(Managing Director & CEO)</i>	<ul style="list-style-type: none"> A graduate in Law from Waseda University, Tokyo (Japan). Mr. Seto joined Sumitomo Corporation in 1982 and has several years of experience in the motor vehicles department. In 1993, he was appointed as General Manager, Automotive Department in Sumitomo Corporation de Mexico and in 2004, he was appointed as Vice President and General Manager, Detroit Office, Sumitomo Corporation of America. In 2007, he was appointed as Director and General Manager, Melbourne Office, Sumitomo Australia Private Limited. Further in 2009, he was also appointed as General Manager, Automotive Manufacturing Business Department, Sumitomo Corporation.
Gopal Bansal <i>(Whole-time Director & CFO)</i>	<ul style="list-style-type: none"> A qualified Chartered Accountant & Company Secretary. He started his career in 1980 with Punjab Tractors Limited - PTL (Swaraj Group) and got associated with SML Isuzu on secondment from PTL, the promoter of the Company. <p>Mr. Bansal has over 33 years of rich experience in various areas such as corporate affairs, finance & accounts, risk management, secretarial & taxation, investor relations, etc.</p>

India - An Overview



Changing Trends

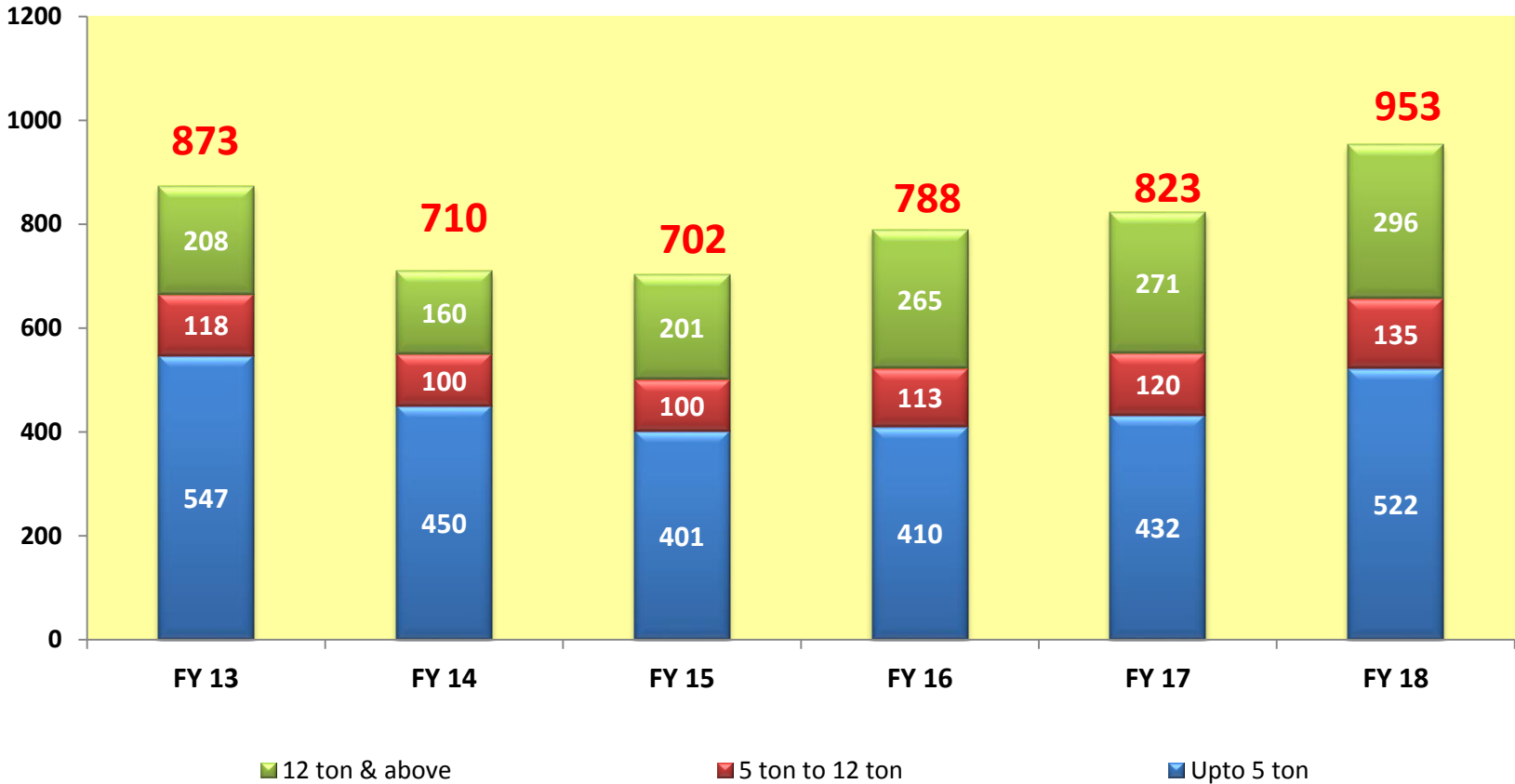
Old



New



Total Commercial Vehicle Industry (Nos. in '000)



Commercial Vehicle Industry

CV Industry (Domestic+Export)

	Apr-17	Apr-18	% change
M&HCVs (above 7.5 ton)			
Passenger Carriers	3,198	3,178	-0.6%
Goods Carriers	9,644	28,176	192.2%
Total M&HCVs - A	12,842	31,354	144.2%
LCVs (upto 7.5 ton)			
Passenger Carriers	3,540	4,564	28.9%
Goods Carriers	29,164	43,249	48.3%
Total LCVs - B	32,704	47,813	46.2%
Total (A+B)	45,546	79,167	73.8%

SMLI Segment (5 - 12 ton)

Passenger Carriers (5 to 12 ton)	3,936	4,735	20.3%
Goods Carriers (3.5 to 10 ton)	3,283	4,868	48.3%
Total	3,813	5,707	49.7%

SMLI Sales

Passenger Carriers	530	839	58.3%
Goods Carriers	238	309	29.8%
Total	768	1,148	49.5%

SML growth during April 2018 was at par with Industry

Major Milestones

1983	Swaraj Vehicles Ltd. (SVL) incorporated								
1984	Joint Venture and Technical Assistance Agreement between Punjab Tractors Ltd., Mazda Motor Corporation & Sumitomo Corporation concluded. SVL renamed Swaraj Mazda Limited (SML)								
1985	Project setup with a capacity of 5,000 LCVs at capital outlay of Rs. 200 Million. Equity of Rs. 105 Million was subscribed by <table> <tr> <td>-- Punjab Tractors Ltd</td><td>29.0%</td></tr> <tr> <td>-- Mazda Motor Corpn. Japan</td><td>15.6%</td></tr> <tr> <td>-- Sumitomo Corpn. Japan</td><td>10.4%</td></tr> <tr> <td>-- Public</td><td>45.0%</td></tr> </table> Trial production and test marketing of Swaraj Mazda Truck WT-48, WT-49 and WT-50 LCVs commenced	-- Punjab Tractors Ltd	29.0%	-- Mazda Motor Corpn. Japan	15.6%	-- Sumitomo Corpn. Japan	10.4%	-- Public	45.0%
-- Punjab Tractors Ltd	29.0%								
-- Mazda Motor Corpn. Japan	15.6%								
-- Sumitomo Corpn. Japan	10.4%								
-- Public	45.0%								
1986	Beginning of Commercial operations								
1987	Launch of Indigenously developed 26 seater bus								
1994	Became financially sick – due sharp Rupee devaluation								
1997	Financial health restored –3 years earlier than Rehabilitation Scheme.								

Major Milestones

- 2000 Maiden Dividend @ 10%
- 2005 Sumitomo Corporation, Japan raised its equity holding in the Company to 41%.
- 2006 Technical Assistance Agreement with Isuzu Motors signed.
- 2008 Ultra Luxury Buses both on SML & Isuzu Platforms launched.
- 2009 Sumitomo raised its stake in the Company to 53.52% by buying entire equity holding of Punjab Tractors Ltd. in the Company.
- 2010 Rights Issue of 3,984,946 equity share of Rs. 10 each at a premium of Rs. 190 per share in the ratio of 11:50 raised Rs. 79.7 crores.
- 2011 Swaraj Mazda renamed as SML ISUZU LIMITED.
- 2012 Isuzu Motors raises its stake to 15%; Dividend raised to 80% on post-rights equity.
S7 Bus 5100 WB (50+1 seater) on SML platform launched.
FR1318 bus (40+1 Seater) on Isuzu platform introduced.
Highest-ever Production and Highest-ever Profit achieved.

Major Milestones

- 2014 S7 Bus 3940 WB (37+1 seater) & S7 Bus AC version launched
 Fuel Efficient & High Torque series launched (for all vehicles)
 Sartaj 5252 XM (5200 GVW) Truck Launched
- 2015 Sartaj 59XM (5900 GVW) Truck Launched
 Sales volume crossed 2 Lacs mark
- 2016 Executive Lx Coach (GVW-7 ton) & Ecomax Bus (GVW-5 ton) under Tourist Bus
 segment Launched
- 2017 Trucks with new facelift launched
 Ecomax LR bus (GVW-4.5 Ton) under School Bus Segment launched
- 2018 “Global Series” trucks introduced
 Advanced Vehicle Tracking and Telematics Solution: SMLSarthi launched
 CNG Variant for Executive Lx Tourist Segment launched

Equity & Dividend Record

Year	Nature of Issue	No. of Shares (Lacs)	Price Per Share	Current Price (31 st May' 18)
1985	Initial Public Offer (IPO)	105	Rs.10/-	Rs. 790/- approx.
2010	Rights Issue	40	Rs. 200/-	Rs. 790/- approx.

Dividend Track Record

2002 Dividend – 25%
 2003 Dividend – 45%
 2004 Dividend – 70%
 2005 Dividend – 75%
 2006 Dividend – 55%
 2007 Dividend – 55%
 2008 Dividend – 55%
 2009 Dividend – 15%
 2010 Dividend – 40%

2011 Dividend – 80%
 2012 Dividend – 80%
 2013 Dividend – 80%
 2014 Dividend – 30%
 2015 Dividend – 60%
 2016 Dividend – 80%
 2017 Dividend – 80%
 2018 Dividend – 15%*

* Subject to approval of shareholders

Equity Shareholding Pattern as on 25th May, 2018

Category	No. of Shares held	% age of Shareholding
Sumitomo Corporation (Promoter)	6362306	43.96
Isuzu Motors Limited	2170747	15.00
National Westminster Bank PLC	480639	3.32
Sachin Bansal	298499	2.06
Aditya Birla Sunlife Trustee Private Ltd.	144887	1.00
UTI Mid Cap Fund	140952	0.97
Jupiter South Asia Investment Company Limited - South Asia Access Fund	118223	0.82
Emerging Markets Core Equity Portfolio	107790	0.75
Others	4647603	32.12
GRAND TOTAL	14471646	100.00

Market Potential

Long term prospects of commercial vehicle industry are secular. Economic growth in the medium to long term would be driven by infrastructure investments in areas such as – roads, bridges, power generation, information technology, civil aviation, sea-ports, health, education etc. This trend would generate increased demand for commercial vehicles in coming years.

Demand Factor Conditions

- As per IMF Forecast – April 2018, India's GDP growth in 2018 is estimated at 7.4% against world average estimate of 3.9%.
- International ratings agency Moody's Investor Service has upgraded India's sovereign bond rating to "**Baa2**" from "Baa3" with a stable outlook.
- As per GIA study on Commercial Vehicles (CV), Asia-Pacific is expected to emerge as the fastest growing hub for CV production led by shifting of automobile production bases to low cost Asian countries.
- As per CRISIL, long term prospects of the Commercial Vehicle industry are positive. Apart from macro-economic factors, implementation of emission & anti-overloading norms, scrapping regulations for older vehicles and changing landscape of the logistics industry towards an organized one would continue to support demand for CVs.

- As per ICRA, the Government's focus on infrastructure projects, higher demand from consumption driven sectors and from e-commerce logistic service providers, preference for hub-n-spoke model etc., are expected to drive volumes in truck segment. Based on these factors, **M&HCV truck segment is likely to register a growth of 4-6%** during 2018-19 whereas **LCV truck segment is expected to register a growth of 9-11%**.
- As per ICRA, **Bus segment will witness a growth of 12-14% during 2018-19** supported by replacement led demand and government thrust on improvement of transport systems in urban as well as rural sector with focus on the smart city initiatives.

Improving conditions of road infrastructure – development of state highways & expressways, focus on power generation, housing, health & education coupled with increasing disposable incomes and changing commuting habits, are expected to maintain the growth momentum in the Indian CV market.

- Wide Range of Products
 - Both in Cargo (5 – 12 ton) and Passenger Categories (13 - 52 seats)

- Installed Capacity
 - 18000 Vehicles
 - 4000 Bus Bodies

- Manpower Strength
 - Regular - 1000 approx.
 - Contract - 1100 approx.

Introduction of “Global Series”

Existing



GS Series



Product Portfolio - Trucks

Cargo

GVW(Kgs)

LCVs

– Sartaj GS 5252 XM	-	4990/5200
– Sartaj GS 59	-	5900
– Sartaj GS HG72	-	7200
– Prestige GS	-	6440



ICVs

– Supreme GS	-	7490/ 8000
– Super GS	-	8720
– Samrat GS	-	10250
– Super 12.0 XM	-	11990
– Super 12.9 XM	-	12900



Product Portfolio - Buses

Buses

School Buses

- Prestige School buses 17 to 52 seater
- S7 School buses 32 to 62 seater
- Ecomax LR School buses 13/14/19



Staff & Tourist/Site-seeing Buses

- S7 Staff buses 20 to 39 seater
 - Ecomax buses 13/14 seater
 - Executive Coach 13/14
 - Executive Lx Coach 20/29/31
-
- Air-conditioned Variant available for all buses
 - CNG Variant also available
 - Deluxe Pushback Reclining Seats Available for Staff, Tourist and Luxury Travel

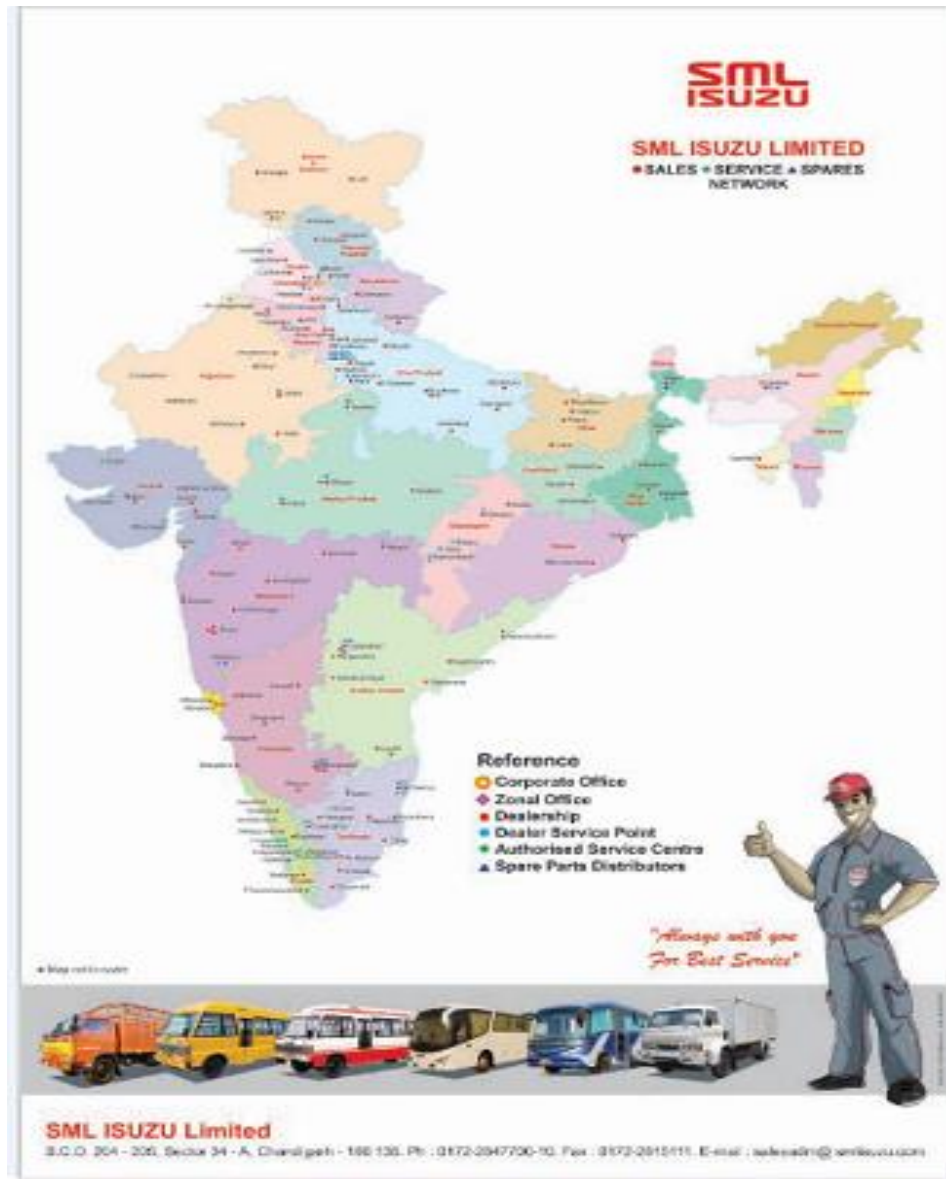


Special Application Vehicles

- Ambulance
- Water Tanker
- Tipper
- Delivery Van
- Dual Cabin
- 4-Wheel Drive Truck
- 4-Wheel Drive Ambulance
- Troops Carrier



Marketing Network



▪ ZONAL OFFICES = 12

- Ahmedabad
- Bangalore
- Bhopal
- Chennai
- Cochin
- Delhi
- Hubli
- Hyderabad
- Kolkata
- Lucknow
- Pune
- Mumbai

▪ SALES, DISTRIBUTION & SERVICE NETWORK

- 121 Dealers (including Export)
- 19 Authorized Service Centres
- 25 Spare Parts Distributors
- 45 Dealer service branch
- 4 Sales Office

Performance Indicators – Last Ten Years

	Rs. Crores										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	IGAAP									IND AS	
Vehicles Sale											
- Passenger Carriers	6388	4860	5440	6417	6612	6310	6285	7803	6813	8012	6097
- Cargo Trucks	4884	3160	4693	6453	7034	5735	3475	3956	5887	7172	5258
- Total	11272	8020	10133	12870	13646	12045	9760	11759	12700	15184	11355
Revenue (Net)	671.4	547.0	722.2	913.0	1042.2	1011.1	886.0	1,114.3	1,172.6	1,360.3	1,138.2
Operating Profit	53.7	28.0	57.9	70.7	86.0	79.3	36.4	74.3	93.0	114.2	48.5
<i>Margin</i>	8.0%	5.1%	8.0%	7.7%	8.3%	7.8%	4.1%	6.7%	7.9%	8.4%	4.3%
Interest	11.7	18.1	18.9	10.4	10.6	18.6	5.9	5.8	5.2	6.2	10.5
Cash Profit	42.0	9.9	39.0	60.3	75.4	60.7	30.5	68.5	87.8	108.0	38.0
<i>Margin</i>	6.3%	1.8%	5.4%	6.6%	7.2%	6.0%	3.4%	6.1%	7.5%	7.9%	3.3%
Depreciation	3.3	5.8	8.6	8.9	10.4	12.2	12.8	19.8	19.5	23.8	28.4
Profit Before Tax	38.7	4.1	30.4	51.4	65.0	48.5	17.7	48.7	68.3	84.1	9.5
<i>Margin</i>	5.8%	0.7%	4.2%	5.6%	6.2%	4.8%	2.0%	4.4%	5.8%	6.2%	0.8%
Exceptional Item	-	-	-	-	4.9	-	-	-	-	-	-
Profit After Tax	25.2	4.8	21.4	36.6	41.9	36.4	17.4	36.9	51.2	63.0	8.5
Dividend											
- Rate	55%	15%	40%	80%	80%	80%	30%	60%	80%	80%	15%
- Outflow	6.8	1.8	6.8	13.5	13.5	13.5	5.1	10.5	13.9	13.9	2.6
- Payout Ratio	27%	38%	32%	37%	32%	37%	29%	28%	27%	22%	31%
Retained Earnings	18.4	3.0	14.6	23.1	28.5	22.9	12.3	26.4	37.3	63.0	8.5*
Equity Share Capital	10.5	10.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5
Net Worth	93.6	96.6	189.7	212.8	241.2	264.1	276.4	302.8	340.1	403.8	398.1
EPS (Rs.)	24.0	4.4	19.4	25.3	28.9	25.2	12.0	25.5	35.4	43.5	5.9
(before exceptional item)											
Book Value (Rs.)	89.1	92.1	131.1	147.0	166.7	182.4	191.0	209.2	235.0	279.0	275.1

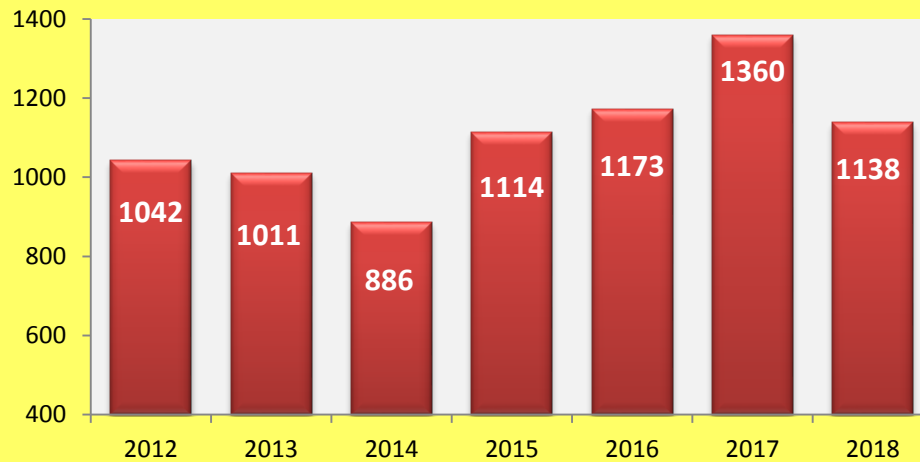
*Dividend declared for FY 2017-18 will be accounted for when it is paid (i.e. in FY 2018-19)

FINANCIAL RESULTS – FOURTH QUARTER AND YEAR ENDED MAR' 18 (Ind AS)

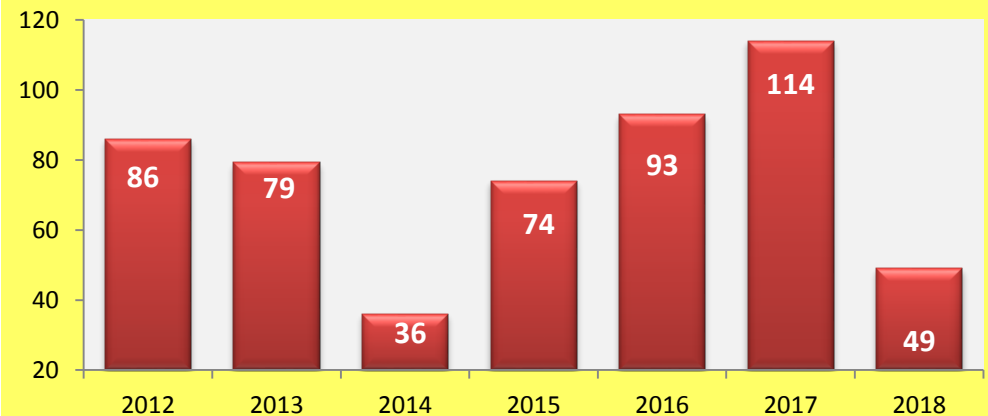
	(Rs. Crores)				
	Quarter Ended			Year ended	
	31.03.2018	31.12.2017	31.03.2017	31.03.2018	31.03.2017
	Audited	Unaudited	Audited	Audited	
INCOME					
a) Revenue from operations	368.08	221.45	409.59	1,174.14	1,516.19
b) Other income	1.78	0.66	0.09	3.11	4.15
Total Income	369.86	222.11	409.68	1177.25	1,520.34
EXPENSES					
a) Cost of materials consumed	274.56	194.65	237.09	851.48	919.41
b) Purchase of stock-in-trade	13.98	13.17	14.72	53.27	47.61
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	-13.48	-43.88	27.75	-64.36	33.99
d) Excise duty on sales	-	-	43.75	39.09	160.02
e) Employee benefits expense	36.91	35.99	36.49	146.12	140.25
f) Finance Cost	1.30	4.07	0.10	10.52	6.18
g) Depreciation and amortisation expense	6.85	7.51	6.19	28.40	23.82
h) Other expenses	31.80	23.35	31.66	103.27	104.91
Total Expenses	351.92	234.86	397.75	1167.79	1,436.19
Profit / (Loss) before exceptional items and tax	17.94	-12.75	11.93	9.46	84.15
Exceptional Items	-	-	-	-	-
Profit / (Loss) before tax	17.94	-12.75	11.93	9.46	84.15
Tax expense	3.07	-3.00	2.43	0.96	21.14
Profit / (Loss) for the period	14.87	-9.76	9.50	8.50	63.01
Total Comprehensive income for the period (comprising Profit /(Loss) and Other Comprehensive income for the period)	14.67	-8.77	9.25	8.19	63.27
Basic and diluted earnings per share (Rupees)	10.27	-6.74	6.57	5.87	43.54
Paid-up equity share capital (Face value Rs. 10/- per share)	14.48	14.48	14.48	14.48	14.48
Other equity	-	-	-	383.58	389.32

Financial Graphs

Revenue (net) - Rs crores

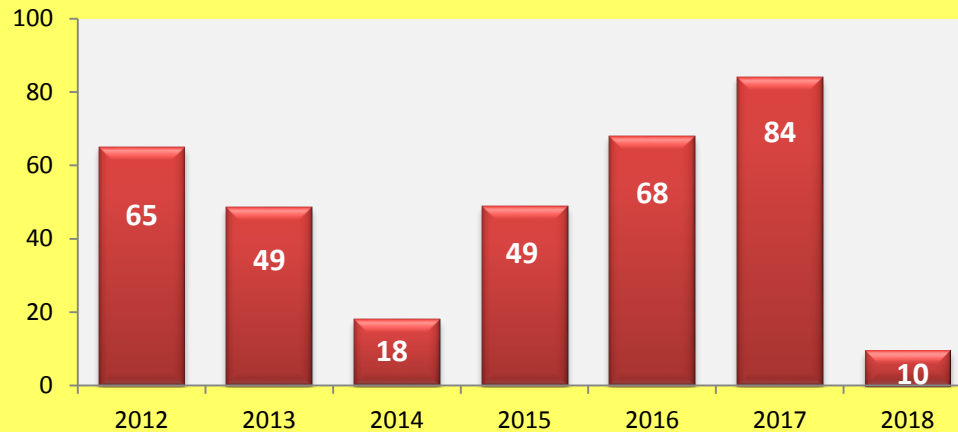


Operating Profit - Rs crores

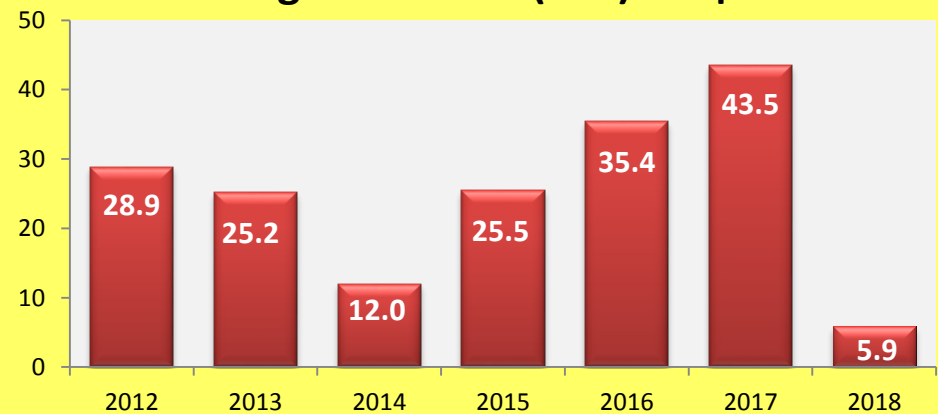


Financial Graphs

Profit Before Tax - Rs crores



Earnings Per Share (EPS) - Rupees



Balance Sheet Analysis – Last Ten years

Rs. Crores

	As at 31st									
	MAR' 08	MAR' 09	MAR' 10	MAR' 11	MAR' 12	MAR' 13	MAR' 14	MAR' 15	MAR' 16	MAR' 17
SOURCES OF FUNDS										
SHAREHOLDER'S FUNDS										
SHARE CAPITAL	10.5	10.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5
RESERVES & SURPLUS	83.1	86.0	175.2	198.3	226.7	249.6	261.9	288.4	325.7	388.0
TOTAL	93.6	96.5	189.7	212.8	241.2	264.1	276.4	302.9	340.2	402.5
BANK BORROWINGS (net)	142.6	220.3	84.6	67.0	40.0	132.1	-	-	30.0	38.6
DEFERRED TAX LIABILITY (net)	(1.60)	(2.80)	6.2	8.0	10.1	10.5	9.6	2.6	5.6	5.6
TOTAL	141.0	217.5	90.8	75.0	50.1	142.6	9.6	2.6	35.6	44.2
TOTAL FUNDS	234.6	314.0	280.5	287.8	291.3	406.7	286.0	305.5	375.8	446.7
APPLICATION OF FUNDS										
FIXED ASSETS (net)	99.7	127.9	125.1	135.3	143.4	149.3	151.9	164.4	211.4	290.9
TOTAL	99.7	127.9	125.1	135.3	143.4	149.3	151.9	164.4	211.4	290.9
CURRENT ASSETS, LOANS & ADVANCES										
INVENTORIES	123.5	149.3	160.0	210.2	226.4	230.6	243.3	285.9	338.5	294.6
TRADE RECEIVABLES	185.6	146.3	136.6	116.5	121.0	150.7	81.8	104.4	102.8	114.8
CASH AND BANK BALANCES	9.2	7.0	32.0	23.0	28.0	45.1	41.7	65.4	11.1	7.6
LOANS AND ADVANCES	24.9	30.3	33.8	37.0	35.5	42.5	30.9	27.7	35.5	74.2
OTHER CURRENT ASSETS	4.6	1.9	1.6	3.2	4.4	10.6	0.9	4.9	2.3	0.6
TOTAL (A)	347.8	334.8	364.0	389.9	415.3	479.6	398.7	488.4	490.3	491.9
CURRENT LIABILITIES AND PROVISIONS										
TRADE PAYABLES	192.6	133.5	185.0	198.5	223.3	164.3	212.0	262.9	239.0	262.8
PROVISIONS	20.3	15.2	23.6	38.9	44.1	57.9	52.6	84.4	86.9	73.3
TOTAL(B)	212.9	148.7	208.6	237.4	267.4	222.2	264.6	347.3	325.9	336.1
NET CURRENT ASSETS (A-B)	134.9	186.1	155.4	152.5	147.9	257.4	134.1	141.1	164.4	155.8
TOTAL	234.6	314.0	280.5	287.8	291.3	406.7	286.0	305.5	375.8	446.7

Ind-AS Balance Sheet

Rs. Crores

	AS AT		
	MAR' 18	MAR' 17	MAR' 16
SOURCES OF FUNDS			
SHAREHOLDER'S FUNDS			
SHARE CAPITAL	14.5	14.5	14.5
OTHER EQUITY	383.6	389.3	340.0
TOTAL	398.1	403.8	354.5
BORROWINGS			
- BANK BORROWINGS			
- ECB LOAN FOR CAPEX	140.2	33.5	-
- SHORT TERM BORROWINGS	70.0	5.1	55.0
- FINANCE LEASE OBLIGATIONS	0.8	1.5	0.5
DEFERRED TAX LIABILITY (NET)	2.8	5.2	5.8
TOTAL	213.8	45.4	61.3
TOTAL FUNDS	611.9	449.2	415.8
APPLICATION OF FUNDS			
PROPERTY, PLANT & EQUIPMENT AND INTANGIBLE ASSETS	365.0	215.4	172.4
CAPITAL WIP / INTANGIBLE ASSETS UNDER DEVELOPMENT	34.9	78.2	40.3
TOTAL	399.9	293.5	212.7
CURRENT ASSETS AND FINANCIAL ASSETS			
INVENTORIES	363.8	294.6	338.5
TRADE RECEIVABLES	117.3	114.8	102.8
CASH AND BANK BALANCES	22.0	7.6	36.1
LOANS AND OTHER FINANCIAL ASSETS	6.9	4.6	4.9
OTHER CURRENT ASSETS	76.9	70.2	32.9
TOTAL (A)	586.9	491.9	515.3
CURRENT AND FINANCIAL LIABILITIES			
TRADE PAYABLES	211.8	190.7	171.9
OTHER FINANCIAL LIABILITIES	58.4	39.2	31.9
PROVISIONS & OTHER CURRENT LIABILITIES	104.7	106.3	108.4
TOTAL (B)	374.9	336.2	312.2
NET CURRENT ASSETS (A-B)	212.0	155.7	203.1
TOTAL	611.9	449.2	415.8

Thanks