

October 30, 2018

To,
The Manager, DCS-CRD
Corporate Relationship Department,
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai- 400 001.
Security Cods:- **539207**
ISIN:- **INE122R01018**

To,
The Listing Department,
National Stock Exchange of India Limited
5th Floor, "Exchange Plaza", Bandra-Kurla
Complex," Bandra (East),
Mumbai-400 051.
Security ID:- **MANPASAND**
ISIN:- **INE122R01018**

Dear Sir/Madam,

Sub:- Disclosure under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, Please find attached herewith Investor Presentation on Second Quarter and Half year ended on 30th September, 2018.

This is for your information and record purpose.

Thanking you,

For Manpasand Beverages Limited



Bhavesh Jingar
Company Secretary & Compliance officer
Mem. No. A28011



Encl
- *Presentation*



MANPASAND BEVERAGES LIMITED

INVESTOR PRESENTATION
2nd QUARTER AND HALF YEAR FY19



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WHAT DRIVES US

OUR MISSION

Create and Promote healthy and organic beverages.

OUR VISION

Through a commitment to excellence and continual investment in our people, we seek to become the leading beverage company that provides customers and consumers with Value and Pleasure.

OUR VALUES

- ✧ We put our customers and consumers at the center of what we do.
- ✧ We value, challenge and reward our people.
- ✧ We demonstrate a relentless effort to meet commitments and consistently deliver better results through goal setting, clear communications, and hard work.
- ✧ We collaborate, innovate, make decisions, and execute with speed and agility.
- ✧ We anticipate opportunities and challenges, and are quick to confront complex or ambiguous situations, while always considering the impact of our decisions before we proceed.
- ✧ We collaborate inside and outside the organization to maximize our shared knowledge and bring greater value to one another and most importantly, to our customers.
- ✧ We act in a competent, honest and transparent manner, in order to gain the trust of our colleagues, customers and external collaborators, respecting individual differences.



We are shaping our future with a strong entrepreneurial spirit based on an inspiring purpose and a common vision for the future, which unites everyone at Manpasand. Our actions are guided by clear values.



OUR DIRECTION

- Maintain our strategic focus towards leadership in value-based drinks.
- Leverage our strong brands and drive harder our superior product delivery.
- Maintain focus on cost efficiency and effectiveness.
- Move with greater speed.
- Deliver winning results.

FINANCIAL UPDATE

Q2 and H1 of FY19

Q2 FY19 vs Q2 FY18

(INR in Lakhs)

PARTICULARS	Q2 FY19	Q2 FY18
TOTAL INCOME	17,791.95	13,226.60
TOTAL EXPENSE	17,046.73	12,209.81
PROFIT BEFORE TAX	745.22	1,016.79
TAX EXPENSE	-97.09	121.79
PROFIT AFTER TAX	842.31	895.00

H1 FY19 vs H1 FY18

(INR in Lakhs)

PARTICULARS	H1 FY19	H1 FY18
TOTAL INCOME	51,798.92	44,356.79
TOTAL EXPENSE	46,797.00	39,131.28
PROFIT BEFORE TAX	5,001.92	5,225.51
TAX EXPENSE	521.76	739.93
PROFIT AFTER TAX	4,480.16	4,485.58

Q2 FY19 vs Q2 FY18 (MOVEMENT ANALYSIS)

PARTICULARS	Q2 FY19	Q2 FY18	CHANGE
REVENUE FROM OPERATIONS (INR IN LAKHS)	17,424.13	12,581.67	38%
OTHER INCOME (INR IN LAKHS)	367.82	644.93	-43%
EXPENSES AS % OF REVENUE FROM OPERATIONS			
> COGS	63.3%	61.4%	1.9%
> EMPLOYEE BENEFIT	4.1%	4.9%	-0.8%
> FINANCE COST	1.6%	0.7%	0.9%
> DEPRECIATION AND AMORTISATION	12.5%	13.4%	-0.9%
> OTHER EXPENSES	16.3%	16.5%	-0.2%

The change in Other Income is on account of decrease in Interest Income. Since 30/09/17, two plants have been capitalised – Vadodara and Varanasi. Also, significant development took place in respect of Sri-City and Odisha units post 30/09/17. Funds were utilised to cater the aforesaid capex needs which led to the decrease in interest income.

The increase in COGS is on account of rise in fuel cost which led to increase in cost of raw materials and packing material. Preform being resin-based saw significant increase of approximately 14% in rates. Also, freight inward witnessed an increase of almost 19% on account of rising fuel prices.

The increase in Finance cost was compensated by the reduction in employee benefits.

HIGHLIGHTS

Q2 FY19

₹ 17424

LakhsREVENUE FROM
OPERATIONS

₹ 3216

Lakhs

EBITDA

₹ 842

Lakhs

PAT

H1 FY19

₹ 50888

LakhsREVENUE FROM
OPERATIONS

₹ 10565

Lakhs

EBITDA

₹ 4480

Lakhs

PAT

HIGHLIGHTS

Q2 FY19
VS
Q2 FY18

38%

CHANGE IN REVENUE
FROM OPERATIONS

15%

CHANGE IN EBITDA

39%

CHANGE IN OPERATING
PROFIT

H1 FY19
VS
H1 FY18

19%

CHANGE IN REVENUE
FROM OPERATIONS

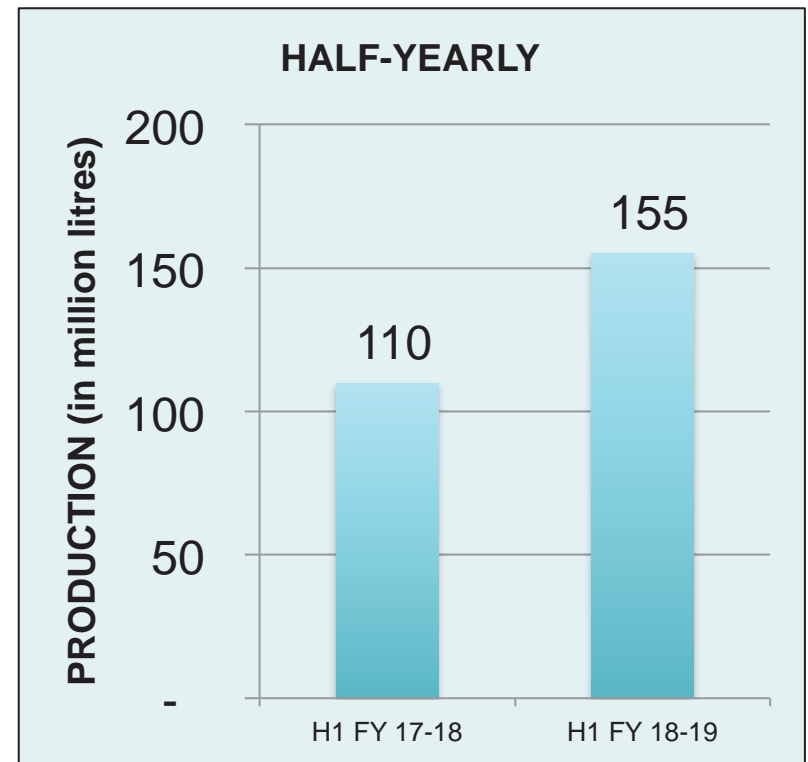
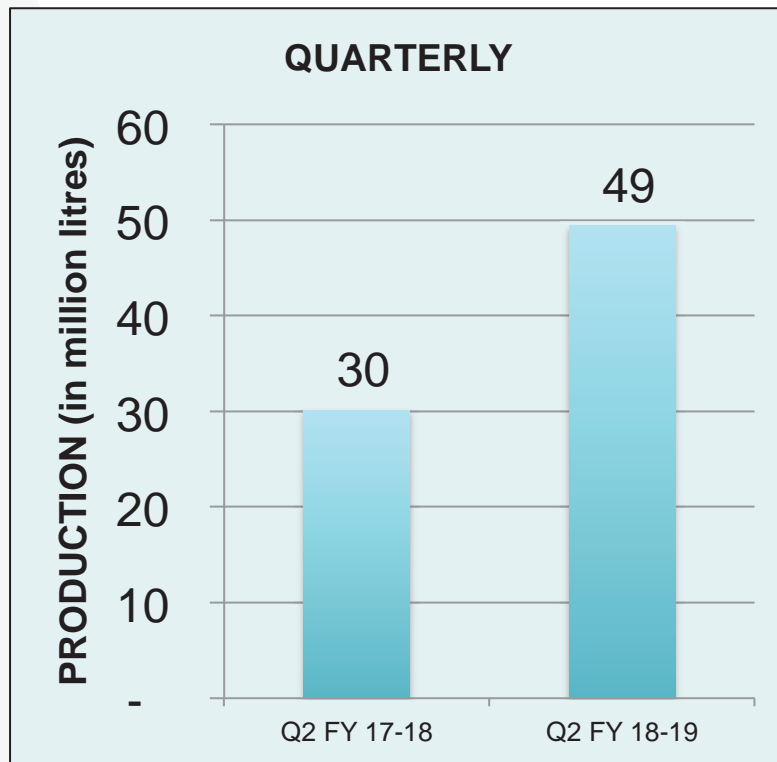
12%

CHANGE IN EBITDA

16%

CHANGE IN OPERATING
PROFIT

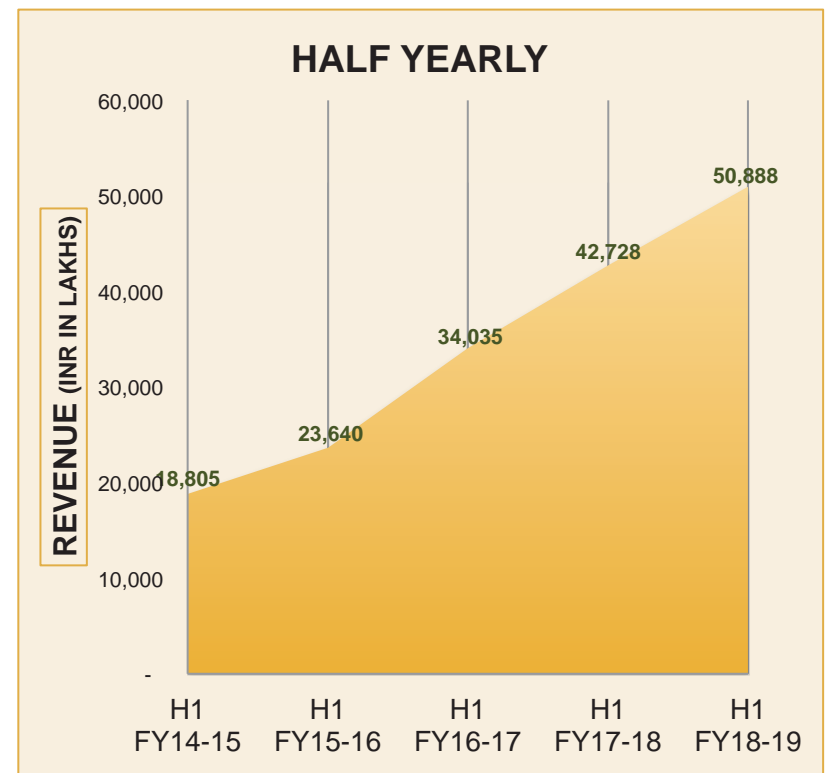
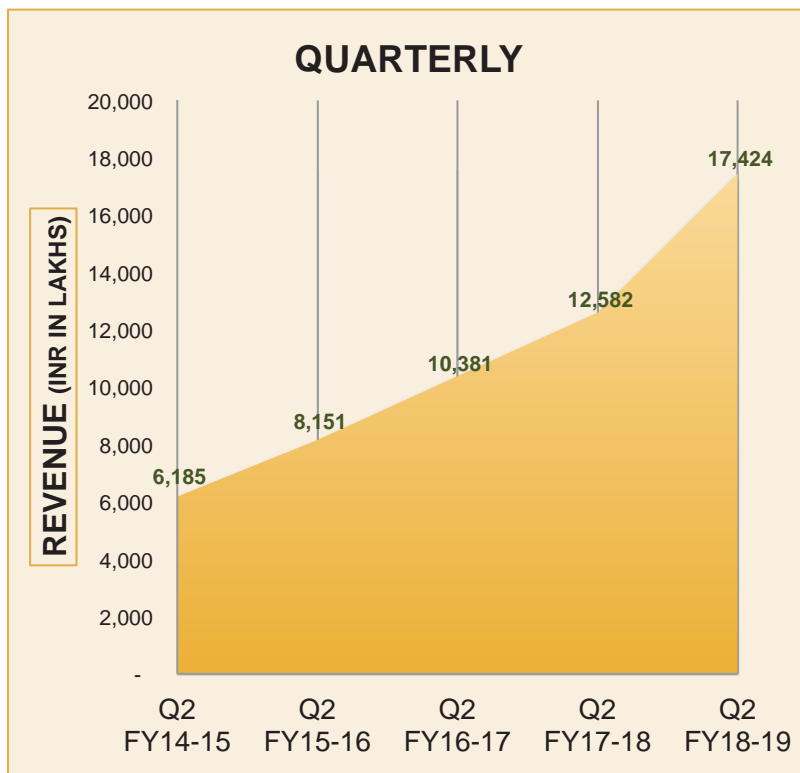
HIGHLIGHTS



FINANCIAL EVOLUTION

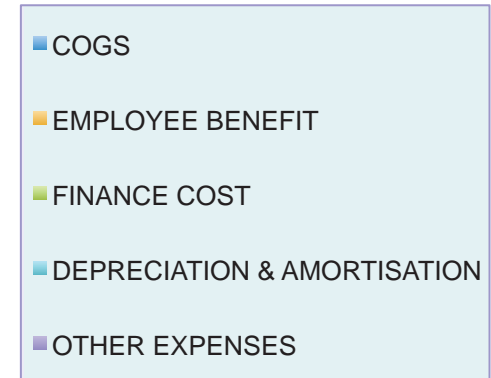
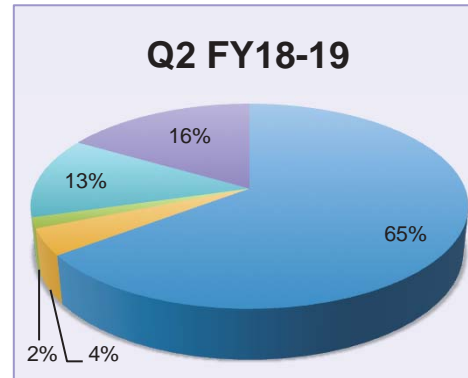
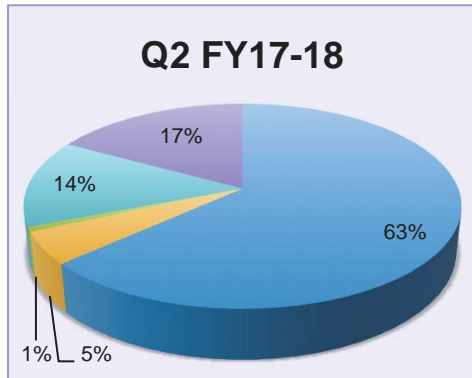
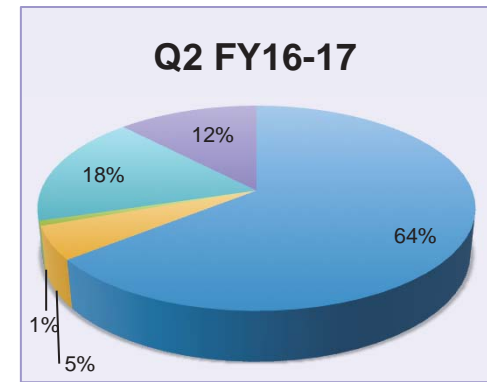
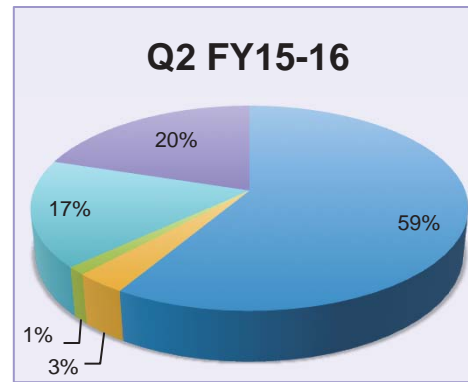
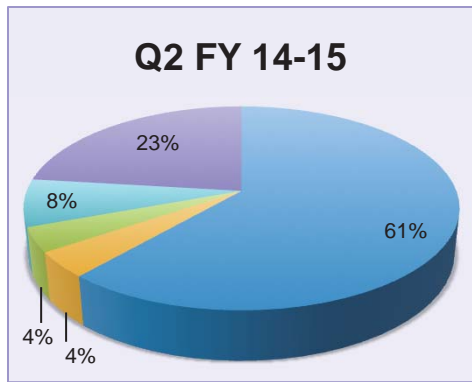
A brief periodical comparision

REVENUE



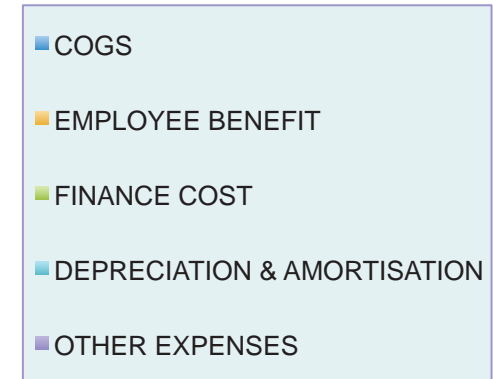
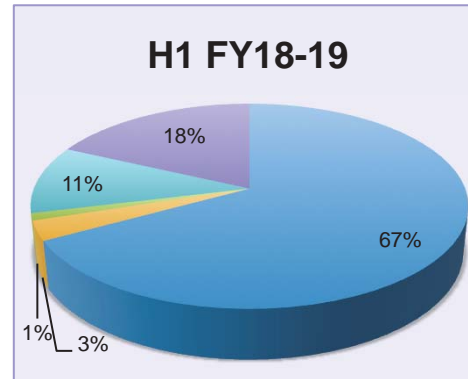
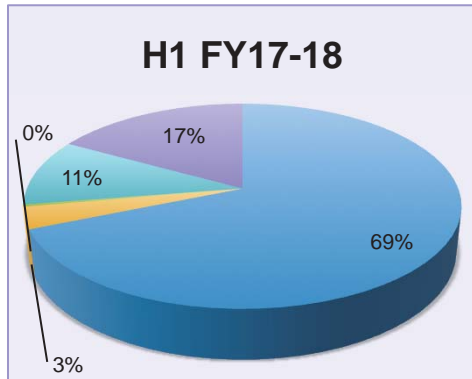
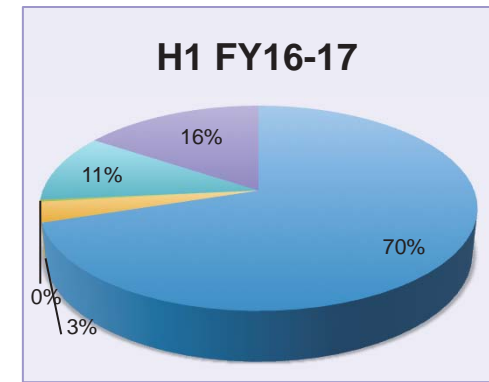
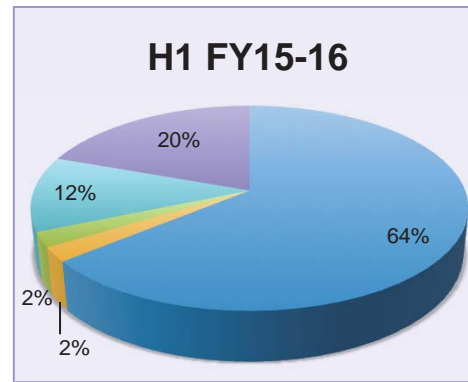
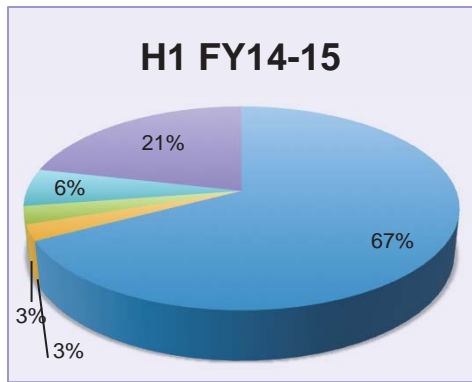
EXPENSES - BREAKUP (as % of total expenses)

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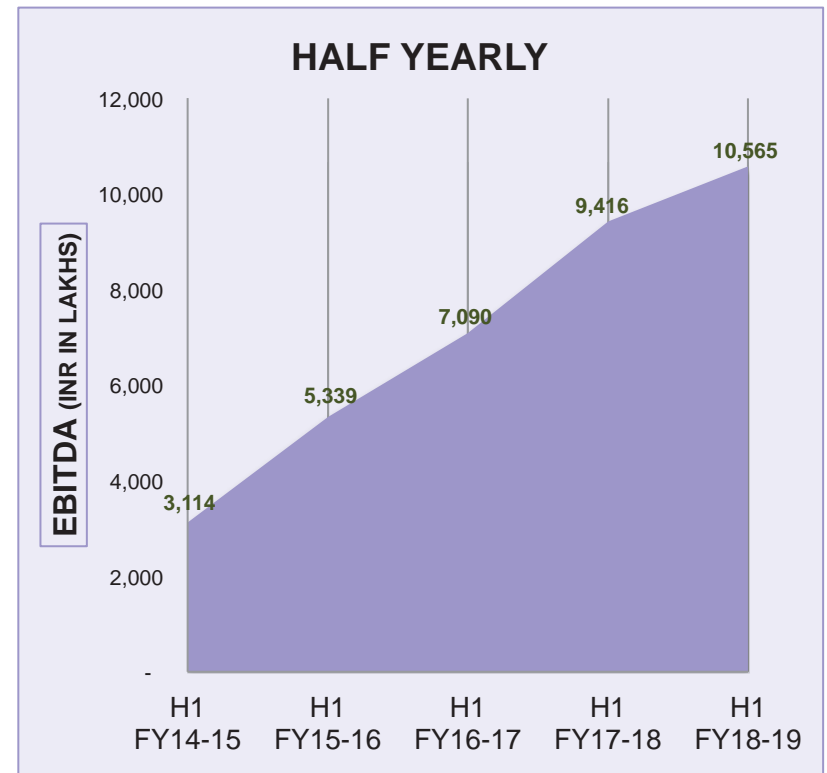
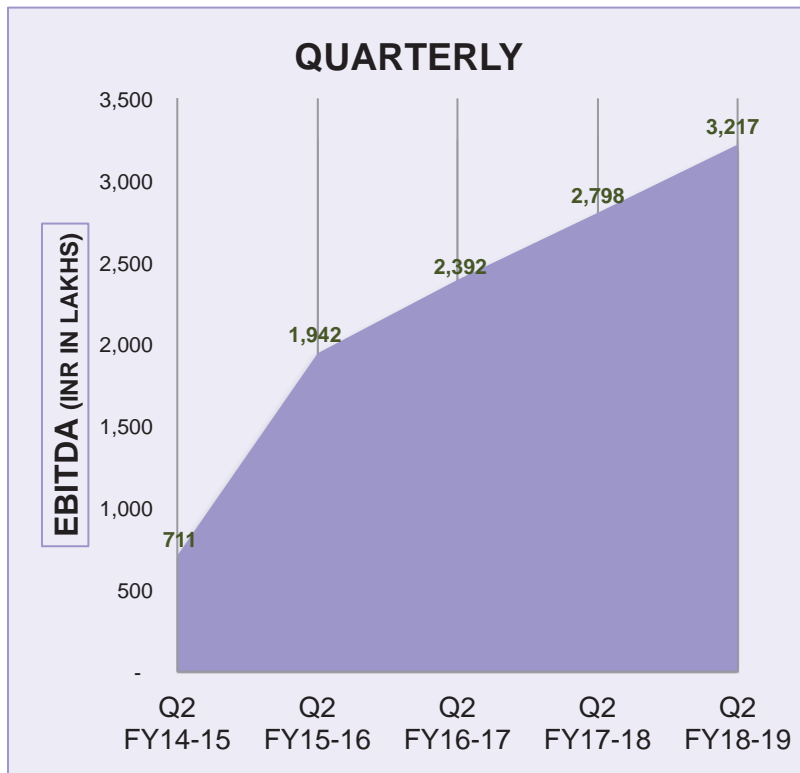


EXPENSES - BREAKUP (as % of total expenses)

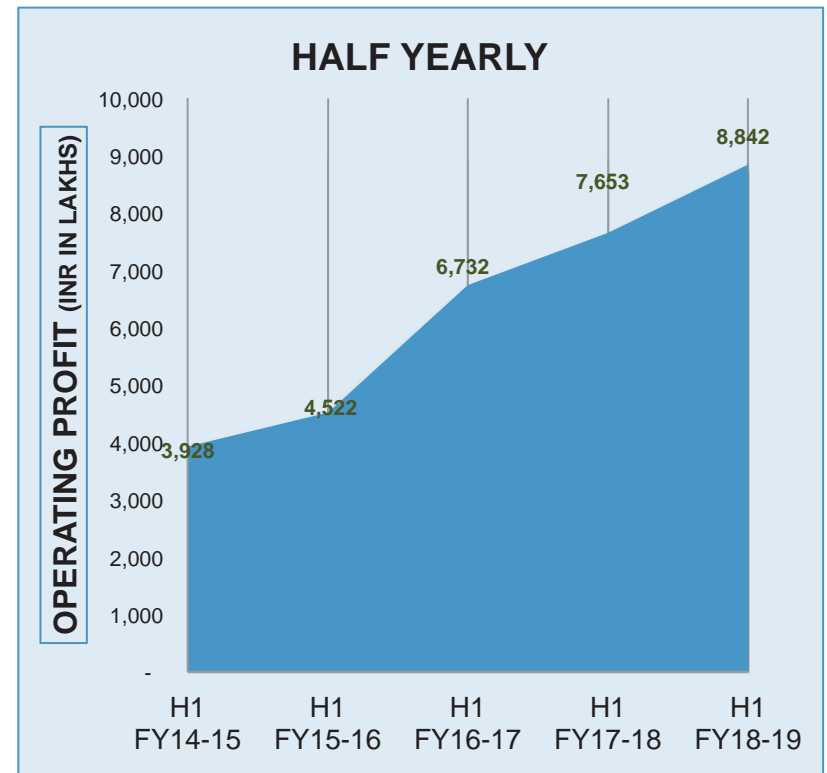
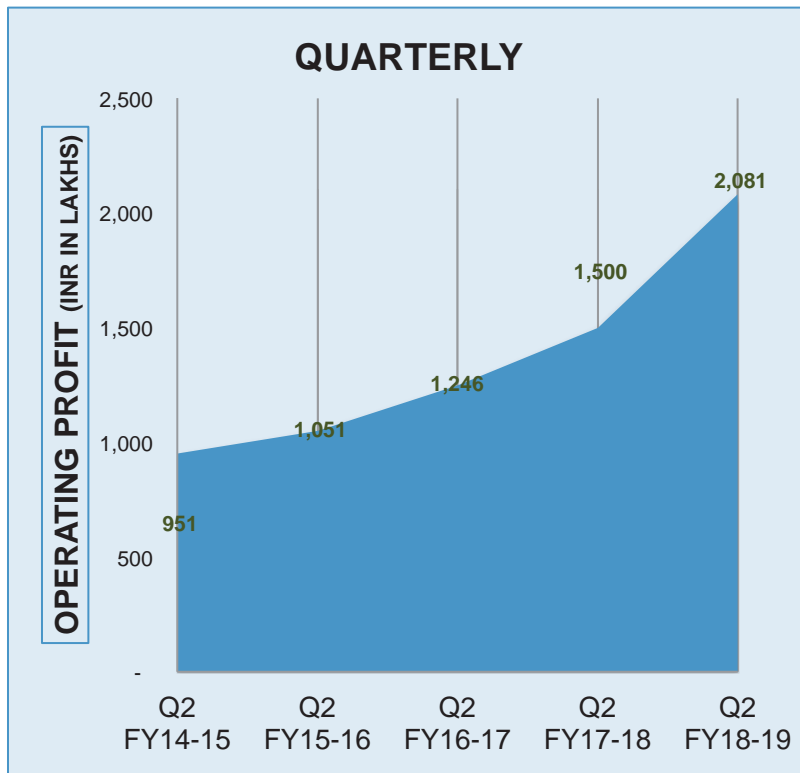
HALF-YEARLY



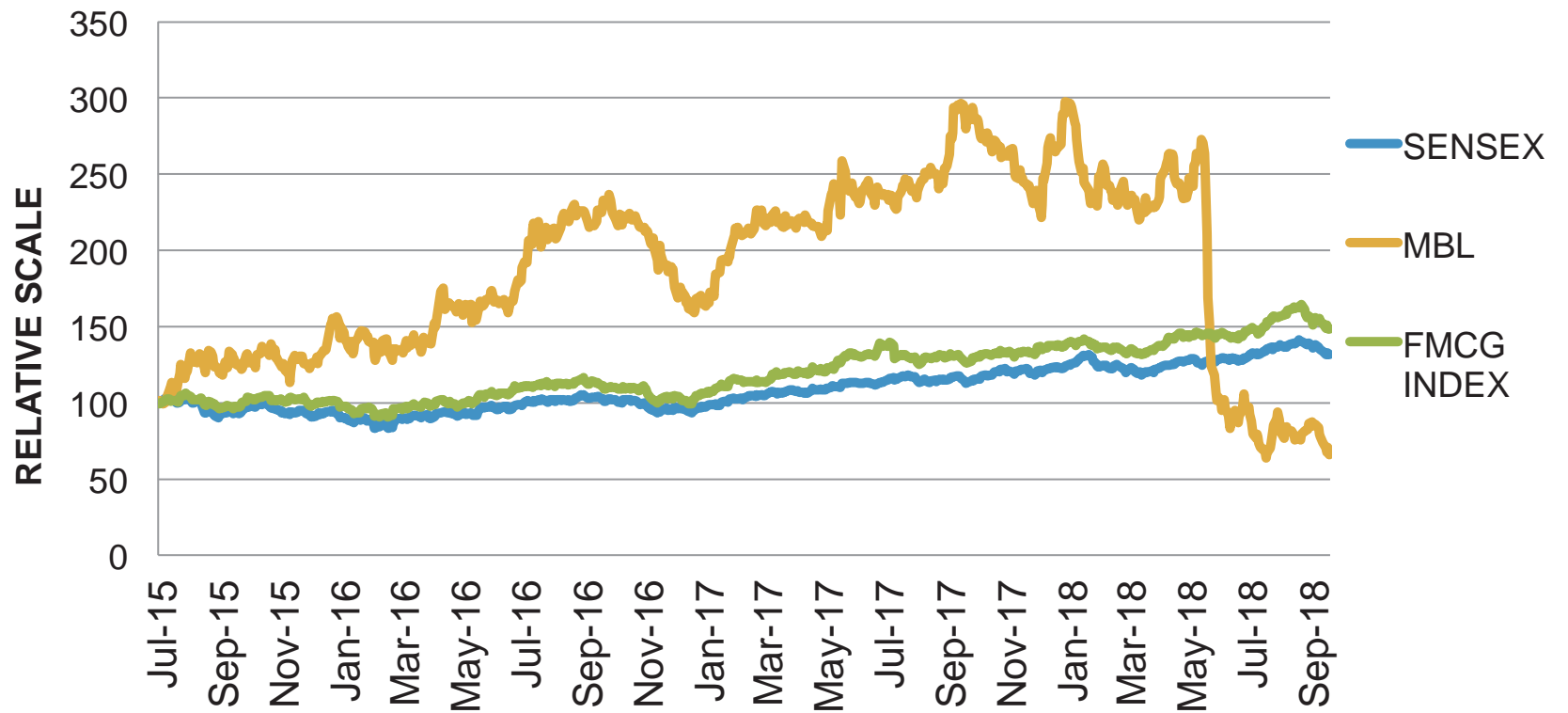
EBITDA



OPERATING PROFIT



SHARE PRICE AGAINST INDICES





THANK YOU !