



Quarterly Earnings Release | Q2 FY20

Mumbai, November 7th, 2019: GMM Pfaudler (GMMP) a leading supplier of process equipment to the pharmaceutical and chemical industry segments today announced its **second quarter (Q2FY20) and Half Year (H1FY20) results** for the period ended September 30th, 2019

Financial Performance

Standalone Q2FY20 review (Y/Y %)

- Operating revenue increased to Rs.1,361mn, up 37% versus Rs.992mn during Q2 of last year.
- EBITDA improved significantly to Rs.267mn, up 66% versus Rs.161mn during Q2 of last year.
- EBITDA Margin improved to 20% versus 16% in Q2 of last year, up 339 bps.
- Net profit increased substantially to Rs.180mn, up 84% versus Rs.98mn during Q2 of last year.

Standalone H1FY20 review (Y/Y %)

- Operating revenue increased to Rs.2,664mn, up 38% versus Rs.1,924mn during H1 of last year.
- EBITDA improved to Rs.506mn, up 61% versus Rs.314mn during H1 of last year.
- EBITDA Margin improved to 19% versus 16% in H1 of last year, up 271 bps.
- Net profit increased to Rs.327mn, up 73% versus Rs.189mn during H1 of last year.

Consolidated Q2FY20 review (Y/Y %)

- Operating revenue increased to Rs.1,531mn, up 28% versus Rs.1,198mn during Q2 of last year.
- EBITDA improved significantly to Rs.306mn, up 54% versus Rs.199mn during Q2 of last year.
- EBITDA Margin improved to 20% versus 17% in Q2 of last year, up 340 bps.
- Net profit increased substantially to Rs.208mn, up 51% versus Rs.138mn during Q2 of last year.

Consolidated H1FY20 review (Y/Y %)

- Operating revenue increased to Rs.3,033mn, up 31% versus Rs.2,321mn during H1 of last year.
- EBITDA improved to Rs.582mn, up 60% versus Rs.364mn during H1 of last year.
- EBITDA Margin improved to 19% versus 16% in H1 of last year, up 350 bps.
- Net profit increased to Rs.385mn, up 53% versus Rs.252mn during H1 of last year.

Management Comment

Commenting on the Company's performance for Q2FY20, Mr. Tarak Patel, Managing Director said "We continue to build on the momentum of the first quarter with a strong second quarter with consolidated revenue growth of 28% and EBITDA growth of 54% over the same period in the previous year. Our order book continues to remain strong across all our business lines backed by buoyant demand from the Chemical and Pharmaceutical sectors."

He further added "We remain confident about the long-term prospects of the Company and continue to look at ways of increasing revenue and profitability."

About GMM Pfaudler

GMM Pfaudler (GMMP) is a leading supplier of process equipment to the pharmaceutical and chemical industries. GMMP is the market leader and has more than five decades' experience in manufacturing Glass lined Equipment. Over the years GMMP has diversified its product portfolio to include Mixing Systems, Filtration & Drying Equipment, Engineered Systems and Heavy Engineering Equipment and is today a one stop shop for the chemical process industry. The Company has long standing track record of consistent dividends. For Details please contact www.gmmpfaudler.com



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