

BSE Limited  
Corporate Relation Department  
1st Floor, New Trading Ring  
Rotunga Building Phiroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai - 400 001

Stock Code - 530365

National Stock Exchange of India Ltd.  
Exchange Plaza,  
Plot No. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (E)  
Mumbai-400 051

Stock Code: **ORIENTBELL**

**SUB: INVESTOR UPDATE FOR THE QUARTER AND FINANCIAL YEAR ENDED 31.03.2018.**

Dear Sir/ Madam,

Please find enclosed herewith Investor update of Orient Bell Ltd. highlighting the performance of the Company during the quarter and financial year ended on 31st March, 2018.

Kindly take the same on record.

Yours faithfully,

for Orient Bell Limited



Yogesh Mendiratta  
Company Secretary & Head - Legal



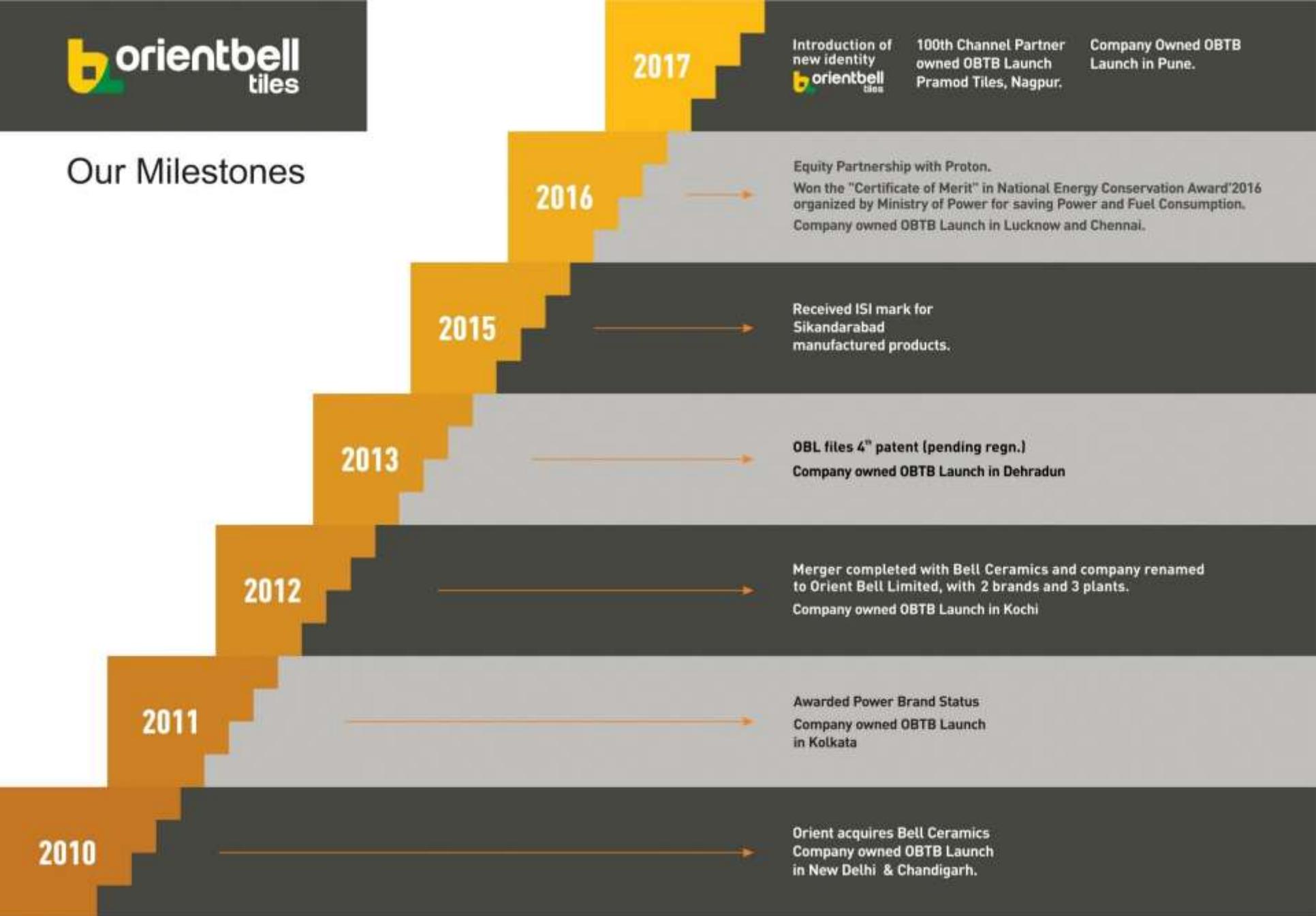
Encl: as above

Orient Bell Limited

**b orientbell  
tiles**



## Our Milestones

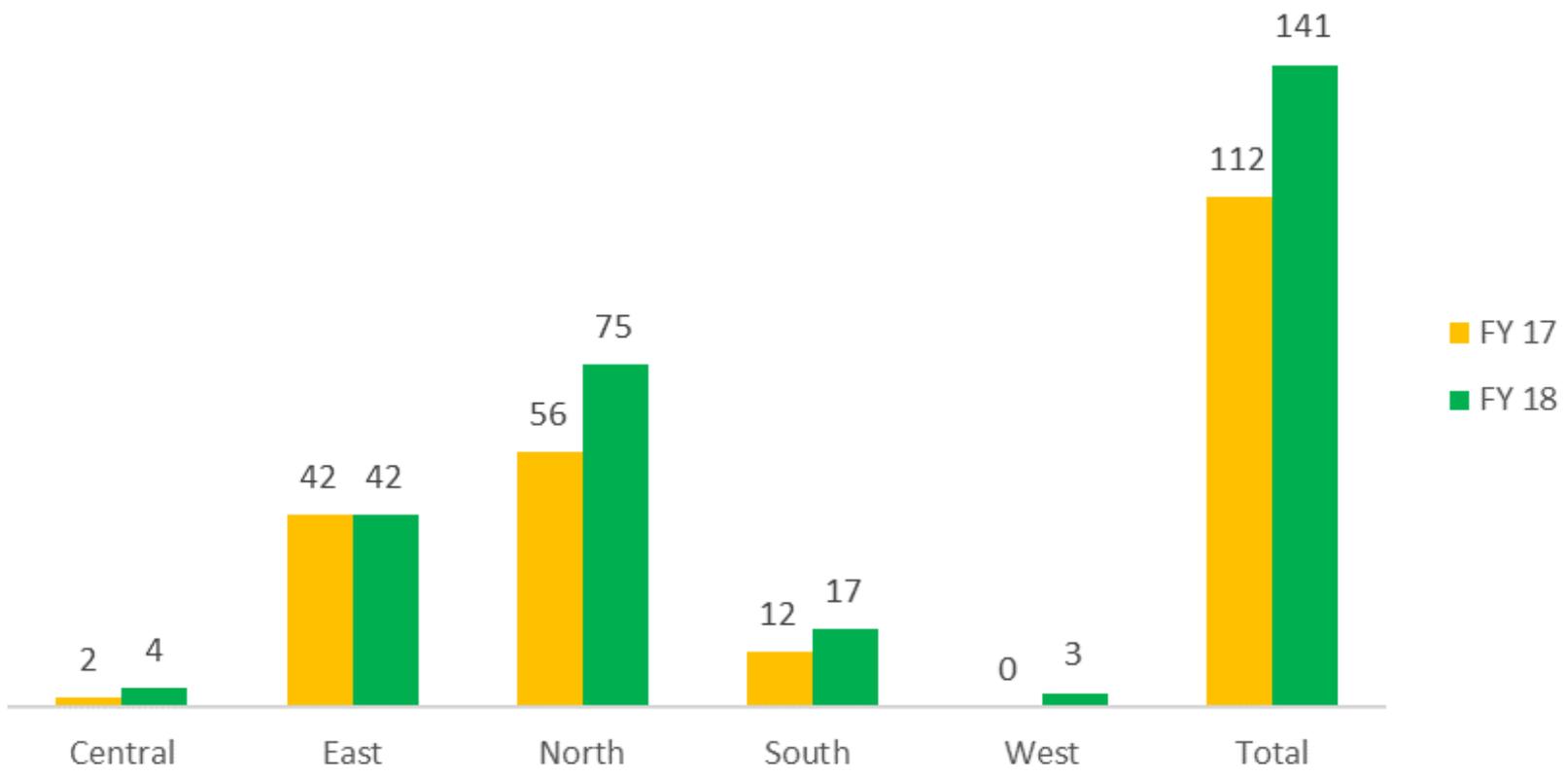


# OBL Dealer Boards with Logo



The Company has spent 9 Crores in refurbishing the brand during the year and has upgraded 384 dealer shops with the latest products of the Company.

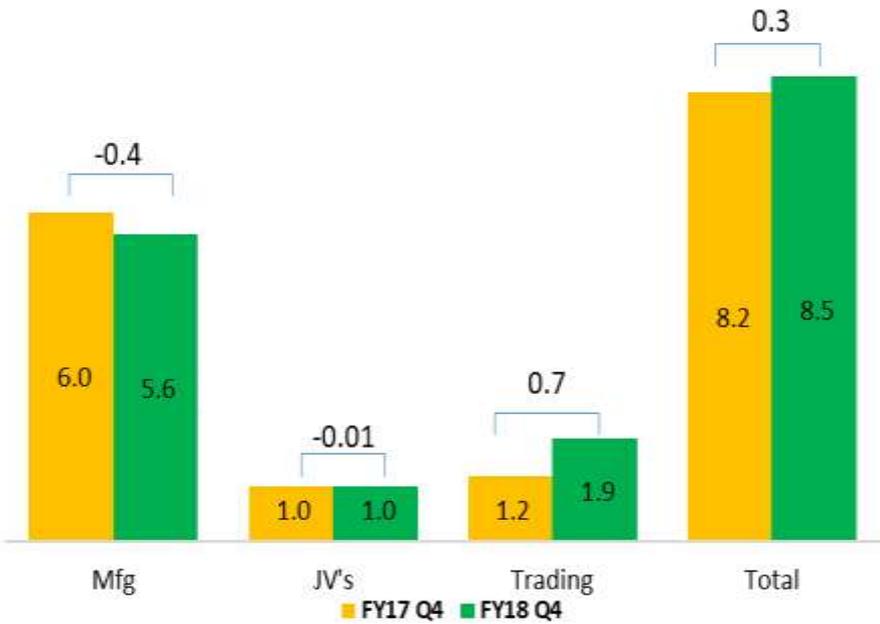
# Orient Tile Boutiques



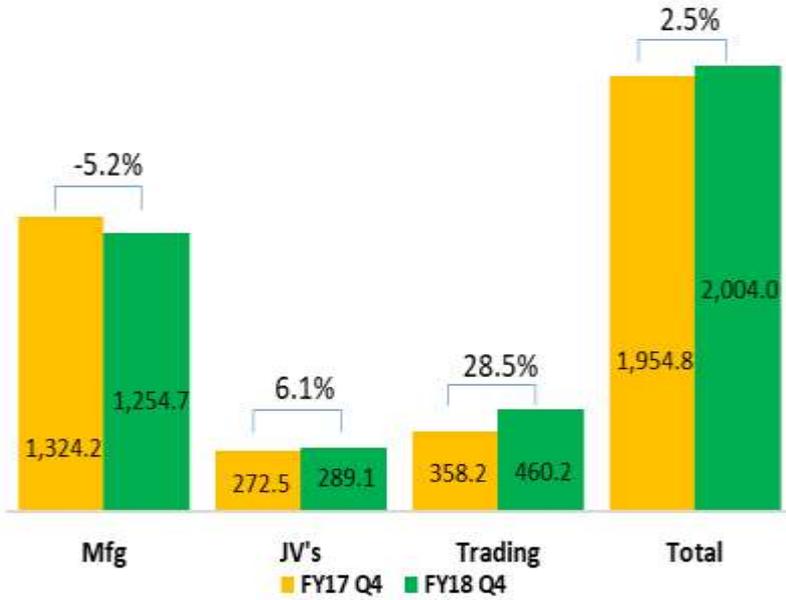
The Company has 141 own and Franchise Orient Tile Boutiques

# FY18 Q4 v/s FY17 Q4

Sales Quantity in Mn m2

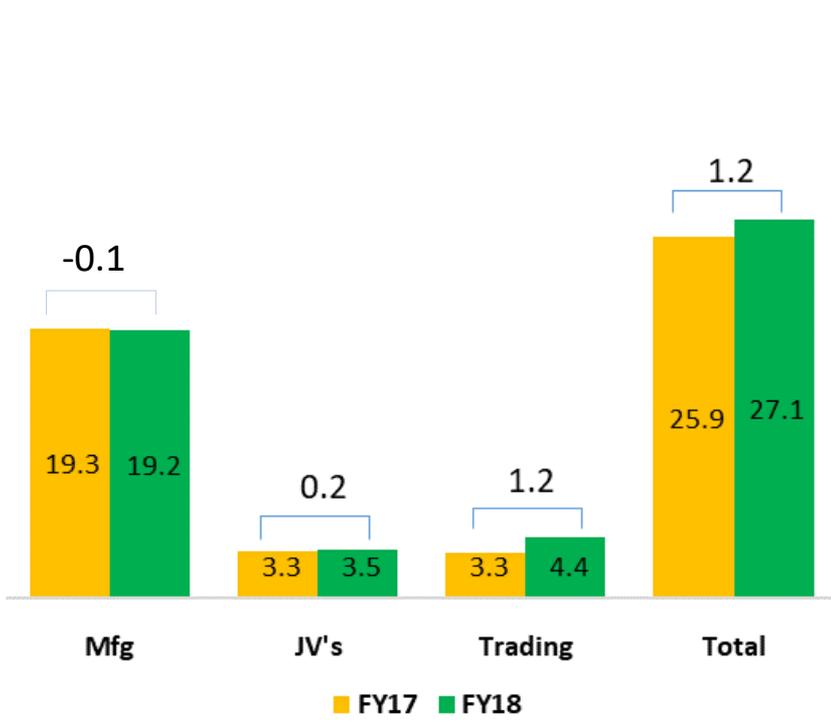


Sales Value in ` Mn

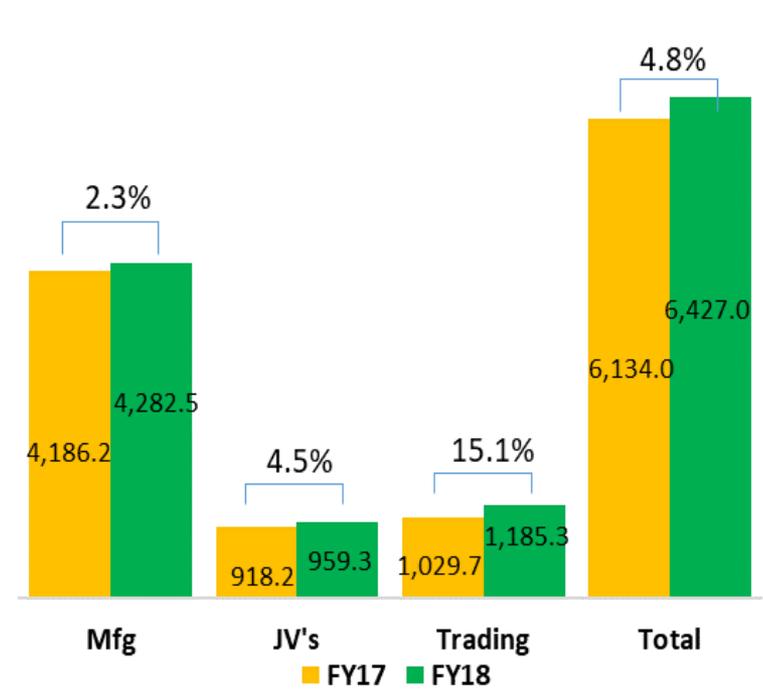


# FY17 v/s FY18

## Sales Quantity in Mn m2



## Sales Value in ` Mn



# Financial FY 18

In INR Mn

	Q4 FY 18	Q4 FY 17	FY 18 Q4 vs FY 17 Q4	FY 18	FY17	FY18 vs FY17
Sales	2004	1955	2.5%	6427	6134	4.8%
EBITDA	157	223	-30.0%	494	573	-13.8%
EBITDA Margin on Net sales	7.8%	11.4%		7.7%	9.3%	-17.8%
Depreciation	45	86	-4.7%	150	191	-21.5%
Finance Cost	12	25	-53.2%	73	134	-45.5%
PBT before Exceptional Items	99	112	-11.1%	271	248	9.1%
Exceptional Item				203		
Tax including Def Tax	16	48	-66.7%	73	112	-34.8%
Profit after Tax (without OCI)	83	64	29.7%	400	136	194.4%
PAT Margin on Sales	4.1%	3.3%		6.2%	2.2%	181.0%
Profit after Tax (without OCI) without Exception	83	64	29.7%	198	136	45.4%
PAT Margin on Sales	4.1%	3.3%		3.1%	2.2%	

Post applicability of Goods and Service Tax (GST) w.e.f. July 01, 2017, Revenue from Operations are required to be disclosed net of GST in accordance with the requirement of Ind AS. Accordingly, the Revenue from Operations for the quarter and Year ended March 31, 2018 are not comparable with the preceding previous year quarter and Year ended March 31, 2017 and corresponding previous periods presented in the financial results which are reported inclusive of Excise Duty, hence the sales are reported in the above table after such adjustments.

## Balance Sheet FY 18

In INR Mn

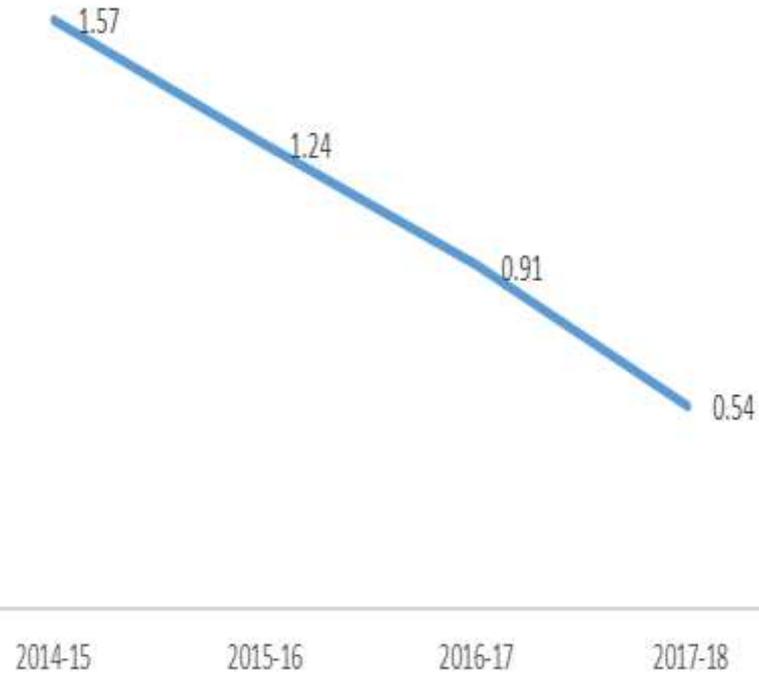
	Mar-16	Mar-17	Mar-18
Equity Share Capital	140	142	142
Other Equity	1549	1670	2076
Net Worth	1689	1812	2218
Borrowings	1332	1102	870
Other Liabilities	259	292	282
Property Plant and Equipment	2085	2017	1975
Investments	233	233	57
Net Current Assets without Current Borrowing	853	907	1272
Others Assets	108	48	66

Other Equity includes Revaluation Reserve of

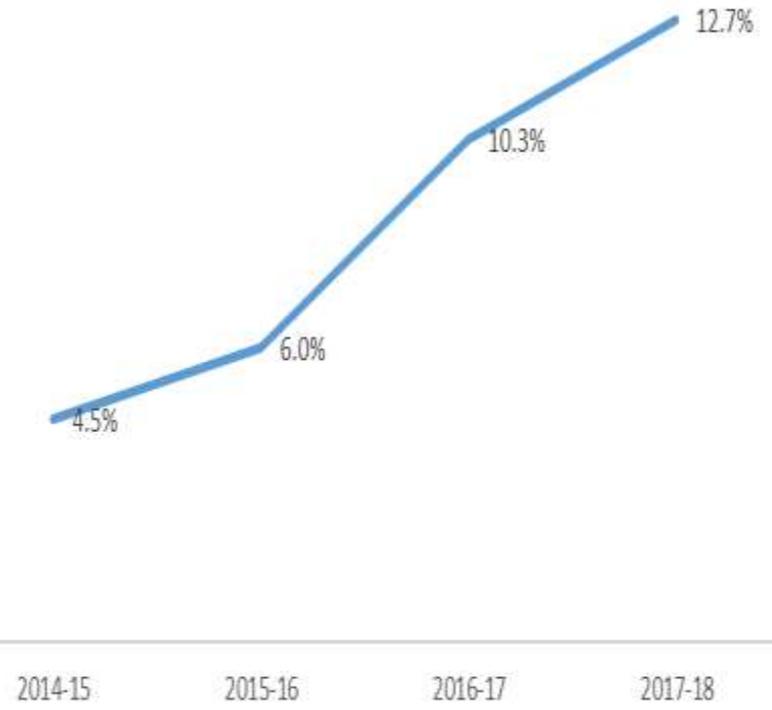
2017-18	598 mn
2016-17	606 mn
2015-16	613 mn

# Ratios –FY 18

## Debt to Equity Ratio

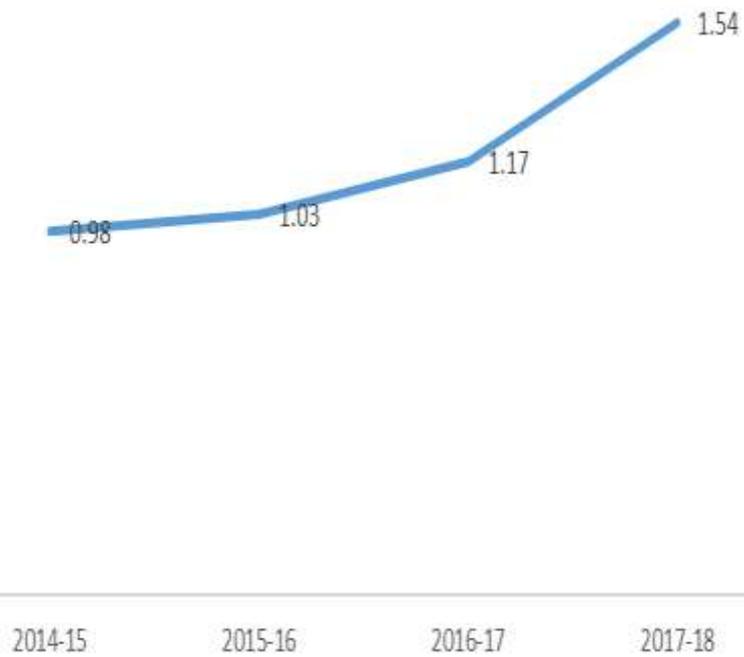


## Return on Equity

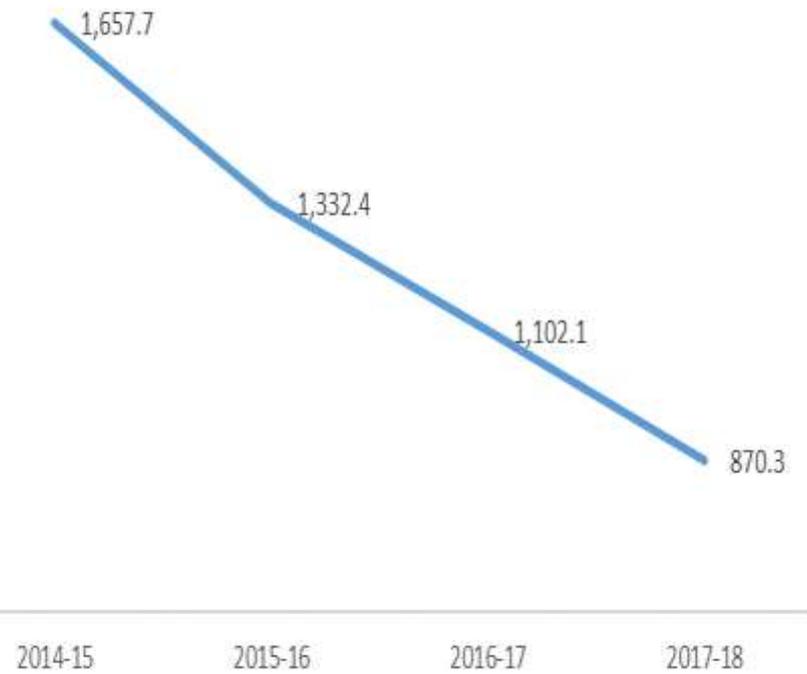


# Ratios –FY 18

## Current Ratio

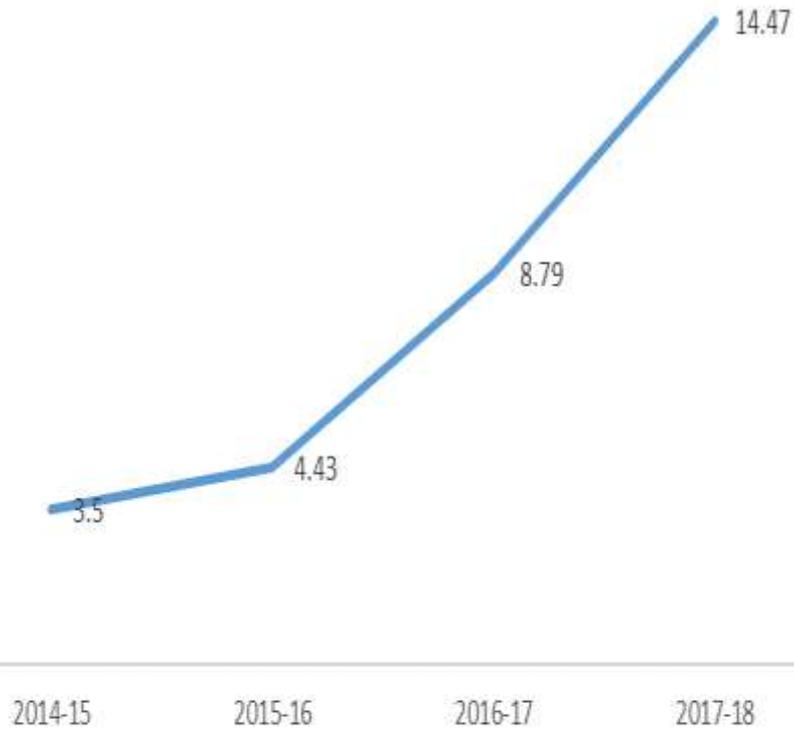


## Borrowings in Mn

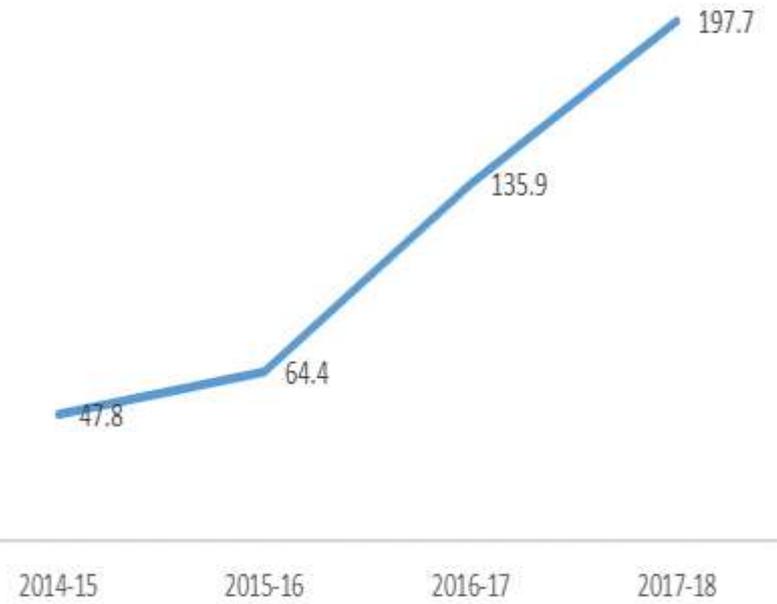


# Ratios FY 18

## EPS without Exception



## PAT before OCI in Mn





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# Disclaimer

*The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire.*

*This Information may include certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct.*

*Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company.*

*This presentation may contain statements that are “forward looking statements.” The company’s actual future results may differ materially from those suggested by such statements, depending on various factors for which the company and its management does not take any responsibility*

**For further information, please contact:**

## **Investor Relations:**

Orient Bell Limited

CIN Number - L14101UP1977PLC021546

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