

ORIENT  **Be11**

 WALL & FLOOR TILES 



Quarter 1/Financial Year Overviews

Own Manufacturing

*In H1 FY17 - Produced
9.89 msm from its own
manufacturing plants.*

Capacity utilised 82.4%.

Operational Performance

*In H1 FY17 – Net Sales
decreased by 5.6% over
H1 FY16.*

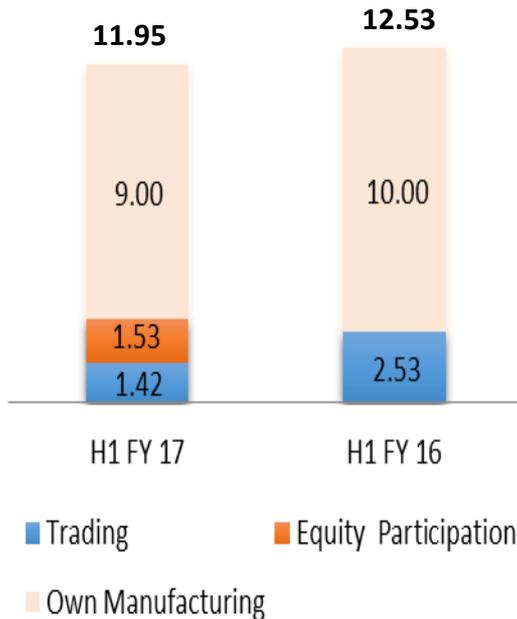
Financial Performance

*In H1FY17 – PBT
increased by 151.4%
compared to H1 FY16.*

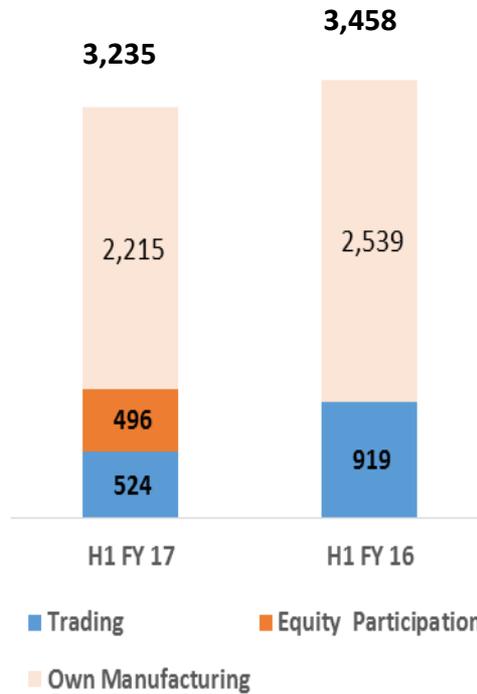
*In H1FY17 – PAT
increased by 189.3%
compared to H1 FY16*

Sales Performance

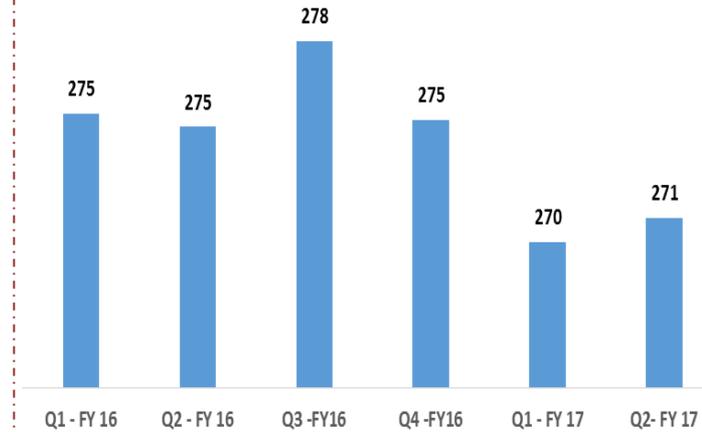
Sales Volume (in Mn Sq Mtrs)



Sales Value (INR Mn)

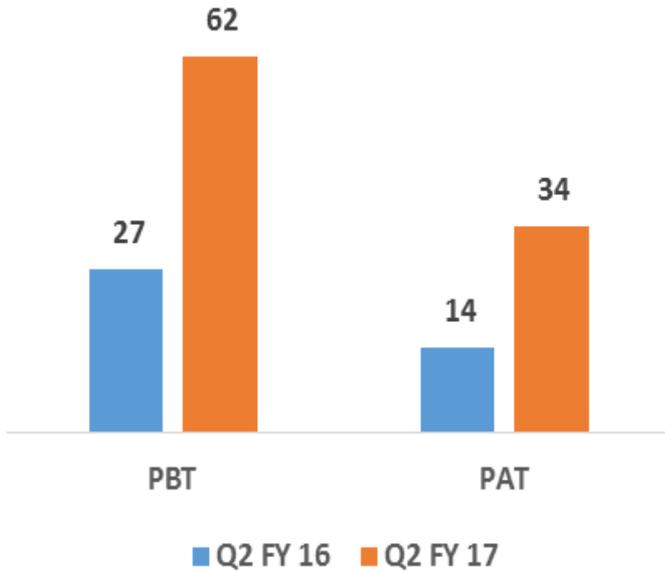


Average Sales Price (INR/m2)



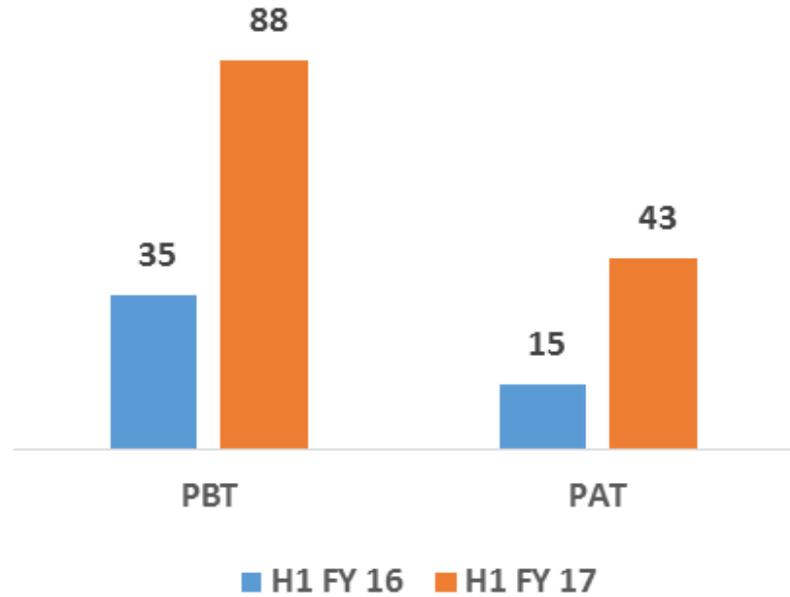
Financial Performance

Quarter Performance (in Mn `)



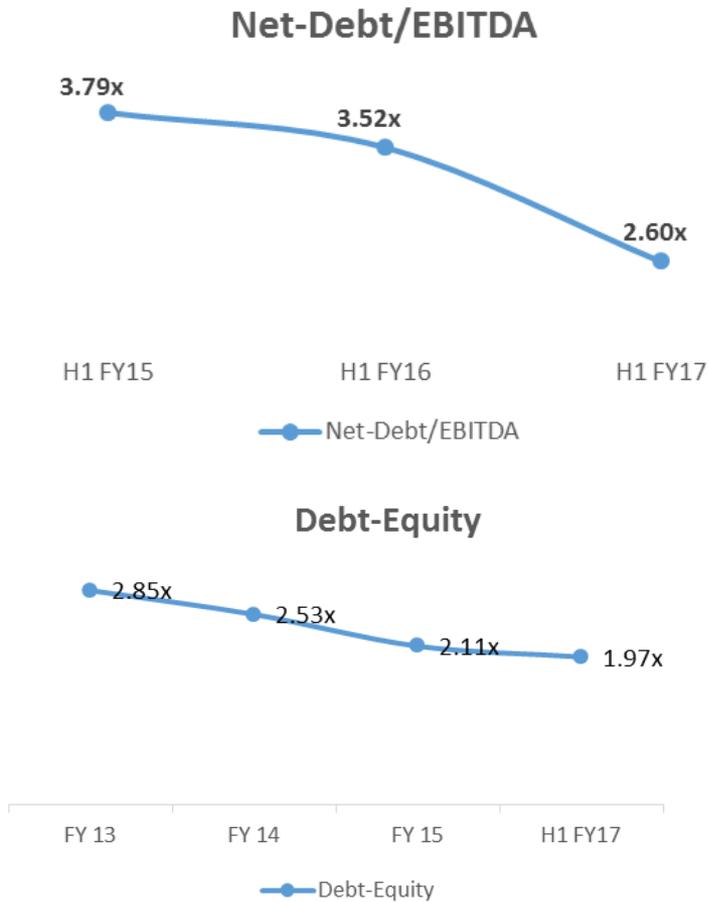
In Q2 PBT increased by 129.6% and PAT increased by 142.9%

Half Year Performance (in Mn `)



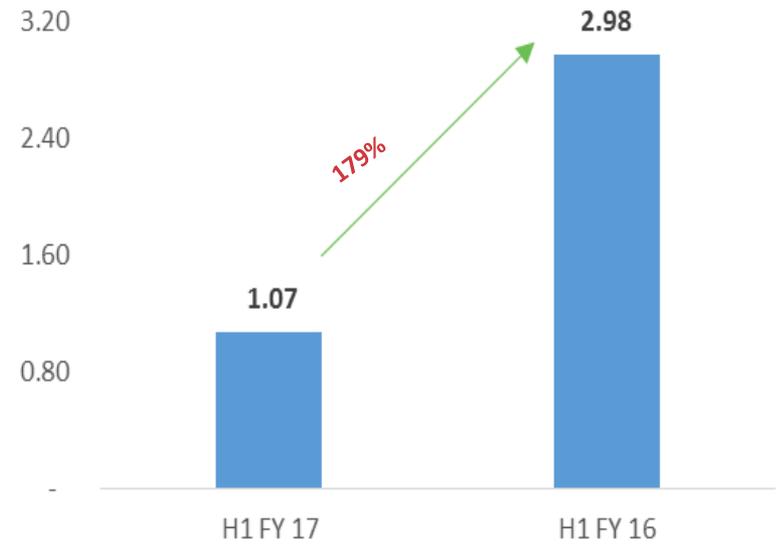
In H1 PBT increased by 151.4.6% and PAT increased by 189.3%

Leverage



Balance Sheet

*EPS (INR/share)



*Fully Diluted EPS

Income Statement

| | | | | Growth FY 17 Q2 vs FY 17 | Growth FY 17 Q2 vs FY 16 | | | Growth H1 FY 17 vs H1 FY 16 |
|---------------------|----------|----------|----------|--------------------------------|--------------------------------|----------|----------|--------------------------------------|
| | Q2 FY 17 | Q1 FY 17 | Q2 FY 16 | Q1 | Q2 | H1 FY 17 | H1 FY 16 | 16 |
| Gross Sales | 1,715 | 1,519 | 1,956 | 12.9% | -12.3% | 3,234 | 3,458 | -6.5% |
| Net Sales | 1,597 | 1,411 | 1,814 | 13.2% | -12.0% | 3,007 | 3,187 | -5.6% |
| EBITDA | 128 | 102 | 106 | 25.5% | 20.8% | 230 | 204 | 12.7% |
| Margin on Net Sales | 8.0% | 7.2% | 5.8% | 10.9% | 37.2% | 7.6% | 6.4% | 19.5% |
| PBT | 62 | 26 | 27 | 138.5% | 129.6% | 88 | 35 | 151.4% |
| Margin on Net Sales | 3.9% | 1.8% | 1.5% | 110.7% | 160.8% | 2.9% | 1.1% | 166.5% |
| PAT | 34 | 10 | 14 | 240.0% | 142.9% | 43 | 15 | 189.3% |
| Margin on Net Sales | 2.1% | 0.7% | 0.8% | 200.4% | 175.9% | 1.4% | 0.5% | 206.7% |

All figures in INR mn except Margin and Growth y-o-y data.

Balance Sheet

| | Sep-16 | Sep-15 | Mar-16 |
|-----------------------------|--------|--------|--------|
| Equity Share Capital | 140 | 138 | 140 |
| Reserves and Surplus* | 1,174 | 1,694 | 1,739 |
| Net Worth | 1,314 | 1,832 | 1,879 |
| Total Long Term Debt | 530 | 668 | 531 |
| Net Block* | 1,472 | 2,180 | 2,097 |
| Investments | 233 | 219 | 233 |
| Net Current Assets | 158 | 39 | 84 |
| Others Assets/(Liabilities) | (19) | 62 | (4) |

*In compliance with para 32 of revised Accounting Standard-10 "Property, Plant & Equipment" issued by the Central Government in consultation with National Advisory Committee on Accounting Standards vide notification dated March 30, 2016 the Company has adopted the option of cost model for recognition of fixed assets for entire class of property, plant and equipment. Further in accordance with para 91 of the revised Accounting standard, the Company has adjusted the existing revaluation reserve of 612.72 mn against the carrying amount of relevant items of property, plant and equipment.

All figures in INR mn .

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

Mr. Jaywant Puri
jaywant.puri@orientbell.com
www.oblcorp.com