

			Standalone				Consolidated		
Q3FY16	Q3FY15	Q2FY16	Particulars	9 Months ended FY16 (Refer Note No. 2)	9 Months ended FY15 (Refer Note No. 2)	FY15	9 Months ended FY16 (Refer Note No. 2)	9 Months ended FY15 (Refer Note No. 2)	FY15
i) Sales & Profitability									
13,715	12,437	16,210	Sales (Refer Note No.1)	41,367	35,180	46,229	44,436	37,496	52,547
10.3%		19.6%	Y-O-Y Growth %	17.6%			18.5%		
72	3	38	Other Operating income	118	13	41	119	13	41
13,787	12,440	16,248	Income from Operations(net)	41,485	35,193	46,270	44,555	37,509	52,588
10.8%		19.9%	Y-O-Y Growth %	17.9%			18.8%		
534	874	697	Other Income	1,949	2,047	2,993	2,089	2,282	3,369
14,321	13,315	16,944	Gross Revenue	43,434	37,240	49,263	46,644	39,791	55,957
7.6%			Y-O-Y Growth %	16.6%			17.2%		
8,020	6,828	8,733	Gross Margin(Sales - Material Cost) Value	22,667	18,118	24,440	24,307	19,969	28,594
6,320	5,115	6,734	EBITDA Excluding Exceptional items	17,176	13,481	16,444	15,689	12,595	16,595
6,247	5,073	6,656	PBT (Rs. Lacs)	16,949	13,284	16,174	16,486	12,239	16,127
23.1%		28.9%	Y-O-Y Growth %	27.6%			34.7%		
25.6%	28.0%	28.3%	Tax (%)	27.4%	29.1%	28.3%	30.5%	31.6%	28.4%
4,652	3,651	4,773	PAT (Rs. Lacs)	12,300	9,416	11,642	11,837	8,373	11,591
27%		32.5%	Y-O-Y Growth %	30.6%			41.4%		

ii) Secondary Segmentwise Revenue and Results

Value	Value	Value	Segment Revenue	Value	Value	Value	Value	Value	Value
10,886	9,859	14,928	India	36,787	30,765	40,857	36,837	31,003	41,118
2,829	2,578	1,282	Rest of the world	4,580	4,415	5,372	7,599	6,493	11,429
13,715	12,437	16,210	Total	41,367	35,180	46,229	44,436	37,496	52,547
4,980	4,002	6,100	Segment Profit before Interest and Taxes	15,056	11,771	14,279	15,103	11,804	14,374
1,268	1,071	562	India	1,901	1,568	1,952	156	492	1,811
6,248	5,073	6,662	Rest of the world	16,957	13,339	16,231	15,259	12,296	16,185
			Total	16,957	13,339	16,231	15,259	12,296	16,185

iii) Air Cooler Realisation (India + Rest of the World)

230,897	212,640	283,351	Sales Volume (In Numbers)	708,831	615,295	783,711	717,799	604,827	808,963
8.6%		18.7%	Y-O-Y Growth %	15.2%			18.7%		
5,846	5,725	5,590	Average Realisation (Rs. per Unit)	5,734	5,632	5,803	6,090	6,120	6,403

iv) Margins

58.5%	54.9%	53.9%	Gross margin (%) of Sales	54.8%	51.5%	52.9%	54.7%	53.3%	54.4%
44.1%	38.4%	39.7%	EBITDA Excluding Exceptional items (% of Gross Revenue)	39.5%	36.2%	33.4%	33.6%	31.7%	29.7%
43.6%	38.1%	39.3%	PBT Margin (% of Gross Revenue Including Exceptional Items)	39.0%	35.7%	32.8%	34.4%	30.8%	28.8%
32.5%	27.4%	28.2%	PAT Margin (% of Gross Revenue Including Exceptional Items)	28.3%	25.3%	23.6%	24.7%	21.0%	20.7%

v) Capital Employed

12,758	12,160	5,431	Air Coolers	12,758	12,160	4,413	13,825	13,206	6,015
18,037	18,851	29,132	Corporate Funds (Treasury Investments)	18,037	18,851	24,606	18,037	18,851	24,606
Return % on Capital Employed (PBIT) - Not Annualised									
60.8%	39.2%	94.0%	Air Coolers %	222.5%	145.8%	165.1%	152.9%	108.9%	138.8%
2.0%	4.1%	1.8%	Corporate Funds %	5.4%	7.7%	11.4%	5.4%	7.7%	11.4%
1000.0%		250.0%	Dividend : (A) Interim Dividend	1250.0%	200.0%	200.0%	1250.0%	200.0%	200.0%
			(B) Final Dividend	-	-	500.0%	-	-	500.0%

Notes :

1 Net sales / income from operations as reported in these financial results have been presented net of VAT/CST as against the earlier practice of presenting the same on gross basis and presenting VAT/CST amounts as Selling & Distribution expense as stated here in below:

(Rs. in Lacs)

Q3FY16	Q3FY15	Q2FY16	Particulars	9 Months ended FY16 (Refer Note No. 2)	9 Months ended FY15 (Refer Note No. 2)	FY15	9 Months ended FY16 (Refer Note No. 2)	9 Months ended FY15 (Refer Note No. 2)	FY15
1,500	1,314	1,954		VAT/CST	4,913	3,983	5,303	4,913	3,983

Hence, Average realisation per unit is also recalculated accordingly.

2 In view of the provision of Companies Act 2013, the company has changed its accounting year to March ending instead of June ending as earlier. Accordingly current accounting year is of Nine months ended on March 31, 2016. To enable better evaluation of the performance of the Company, the unaudited financials of corresponding period of nine months of the preceding year ended on March 31, 2015 are voluntarily given for comparison purpose only.

3 Segment Profit (PBIT) % on Capital Employed has been calculated on average monthly Capital

4 Investment of Corporate Funds includes investment in Growth Mutual Funds and Fixed Maturity Plans, income of which is accounted on maturity / distribution of dividend.