



## HSIL Limited EBIDTA jumps by 48% to Rs.109.15 crore for quarter ending December 31, 2018

- Revenue jumps by 27% to Rs.735.72 crore for quarter ending December 31, 2018
- Reports a strong quarter backed by strong sales gains, pricing, new product innovation and cost savings

**January 31, 2019, Thursday- HSIL Limited** today reported revenue of Rs.735.72 crore for quarter ending December 31, 2018 as against Rs.579.45 crore for the corresponding quarter of the previous year. The consumer business division of the Company grew 55% Y-o-Y in the quarter and the packaging business saw strong growth in revenue of 30% Y-o-Y.

Operating profit (EBIDTA) for the quarter stood at Rs.109.15 crore, and grew 48% Y-o-Y in the quarter. Profit before and after tax for the quarter ended December 31, 2018 was Rs.38.93 crore and Rs.25.50 crore, respectively, against the Profit before and after tax of Rs.24.80 crore (including exceptional loss of Rs.6.94 crore) and Rs.15.58 crore, for the corresponding quarter last year.

**Mr. Sandip Somany, Vice Chairman and Managing Director, HSIL Limited** said, “These solid sales gains, along with cost efficiencies generated Rs.25.50 crore profit for us this quarter. Our substantial investment in businesses outside of bathware space are yielding results, and this is visible from our initial success of plastic pipes and fittings business and profitability of consumer business. We have maximized our manufacturing capacity utilization and the same has aided us to achieve a strong result this quarter. “

He further said, “We expect sales and financial results across our businesses to further improve over the remainder of the current financial year driven by our investments in technology, digital tools and core innovation in products. We look forward to a strong FY 19-20.”

Financial highlights of the quarter ended December 31, 2018

### **Key Highlights of FY18-19 Q3:**

- Operating Revenue at Rs.735.72 crore up by 27%
- EBIDTA at Rs.109.15 crore up by 48%
- PBT at Rs.38.93 crore up by 57%

### **Financial numbers at a glance:**

Particulars	Q3' FY18-19	Q3' FY17-18	Growth (YOY)
Operating Revenue	735.72	579.45	26.97%
EBIDTA	109.15	73.54	48.42%
PBT	38.93	24.80	56.97%
PAT	25.50	15.58	63.67%
Cash Profit	77.85	43.96	77.09%
EPS	3.53	2.16	63.43%

All figures are in Rs. crore, except EPS & Growth



**About HSIL Limited:**

HSIL Limited listed on NSE and BSE has been crafting unforgettable home experiences and contemporary bathroom solutions for close to six decades. Incorporated in 1960 as Hindusthan Twyford's Limited, with a technological collaboration with Twyford's, UK, the company introduced vitreous china sanitaryware in India in the year 1962 and was subsequently renamed HSIL Limited in 2009. HSIL Ltd. is the first sanitaryware company to be featured in the 2014 'Fortune India 500' list and continue to be a part of the list in 2018.

The company has four distinct business segments, namely the Building Products Division (BPD), Consumer Products Division (CPD), Retail Division and Packaging Products Division (PPD). The plastic pipes and fittings business is represented by 'TRUFLO' by Hindware'. For the distribution of furniture functional hardware fitting products, HSIL has an agreement with Formenti E Giovenzana of Italy in India. Consumer Products Division contains home solution products such as kitchen appliances, water heaters, air coolers, water and air purifiers and vents under brands Hindware Kitchen Ensemble, Hindware Atlantic, Hindware Snowcrest, 'Moonbow by hindware' and Hindware Vents respectively. Retail Division under brand 'EVOK' showcases 20,000+ products at 14 large retail format stores and online at [www.evok.in](http://www.evok.in) and leading e-commerce platforms. The Packaging Products Division includes glass containers and PET bottles & plastic products under brands AGI and GP respectively. In FY 2017-18, HSIL Limited forayed into the business of security caps and closures under the brand 'AGI Clozures'.

The company has 11 manufacturing facilities across the country: Sanitaryware – Bahadurgarh, (Haryana) and Bibinagar (Telangana); Faucets – Kaharani and Bhiwadi (Rajasthan); Plastic Pipes & Fitting – Medak (Telangana); Glass Containers – Sanathnagar and Bhongir (Telangana); PET Bottles – Selaqui (Uttarakhand), Dharwad (Karnataka) and Medak (Telangana); and Security Caps and Closures – Medak (Telangana).