

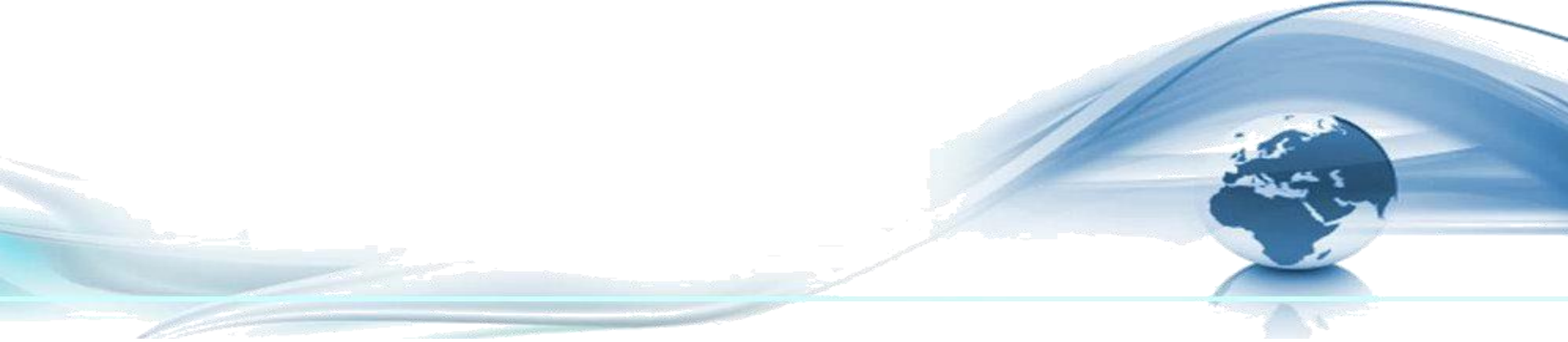


# INDO RAMA

*Two decades of polyester manufacturing excellence*

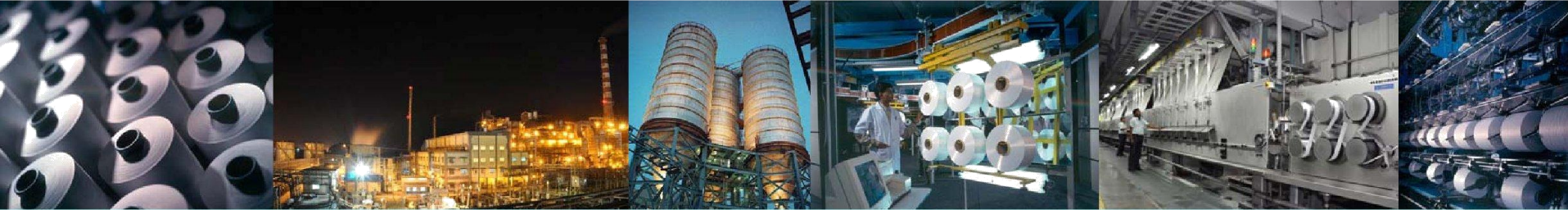


INDO RAMA SYNTHETICS (INDIA) LTD. 



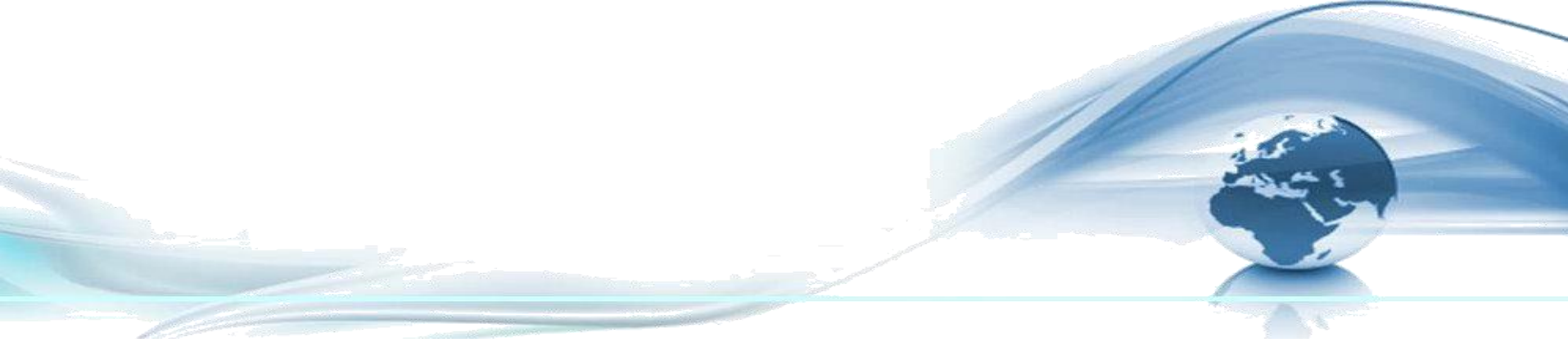
*An abiding faith in “Self” A dogged determination to “Excel” A resolve to hold one’s own against all odds A passion to seek greater and newer challenges, consistently A vision to be first and the “best among the best”*

*We are* **INDO RAMA**



# *Financial Results & Outlook*

*for the Quarter / Nine Months ended December 31, 2010*



# *Financial Performance Update*

# HIGHLIGHTS

3<sup>rd</sup> Quarter (Oct, 2010 – Dec, 2010)



- ↑ **Net turnover** up by 6.29% at Rs. 651.88 Crore as compared to Rs. 613.33 Crore of the corresponding quarter last year.
- ↑ **EBIDTA** up by 139.91% at Rs. 121.03 Crore as compared to Rs. 50.66 Crore of the corresponding quarter last year.
- ↑ **Profit After Tax** is at **Rs.47.08 Crore** as compared to Rs. 0.09 Crore of the corresponding quarter last year.

# HIGHLIGHTS

*Nine Months (April, 2010 – Dec, 2010)*



- ↑ **Net turnover** up by 2.29% at Rs. 1941.45 Crore as compared to Rs. 1897.44 Crore of the corresponding period last year.
- ↑ **EBIDTA** up by 25.15 % at Rs. 205.44 Crore as compared to Rs. 164.16 Crore of the corresponding period last year.
- ↑ **Profit After Tax** is at Rs. 38.73 Crore as compared to Rs. 2.10 Crore of the corresponding period last year.

# FINANCIAL HIGHLIGHTS



*Rs. in crore*

*3<sup>rd</sup> Quarter (Oct. – Dec., 2010)*

PARTICULARS	2010-11	2009-10	% Change
Net Turnover	651.88	613.33	6.29%
<b>Expenses:</b>			
Raw materials cost	450.85	453.51	-0.59%
Employees cost	16.18	14.27	13.38%
<b>Total Expenditure</b>	<b>574.84</b>	<b>608.87</b>	<b>-5.59%</b>

*Nine Months (April – Dec., 2010)*

PARTICULARS	2010-11	2009-10	% Change
Net Turnover	1,941.45	1,897.94	2.29%
<b>Expenses:</b>			
Raw materials cost	1,399.82	1,429.53	-2.08%
Employees cost	46.90	42.68	9.89%
<b>Total Expenditure</b>	<b>1,867.85</b>	<b>1,859.90</b>	<b>0.43%</b>

# FINANCIAL HIGHLIGHTS



*Rs. in crore*

## 3<sup>rd</sup> Quarter (Oct. – Dec., 2010)

PARTICULARS	2010-11	2009-10	% Change
EBDITA	121.03	50.66	138.91%
Interest	13.43	14.12	-4.89
Depreciation	37.57	37.39	0.48%
Profit Before Tax	70.49	0.14	50250.00%
Profit After Tax	47.08	0.09	52211.11%

## Nine Months (April – Dec., 2010)

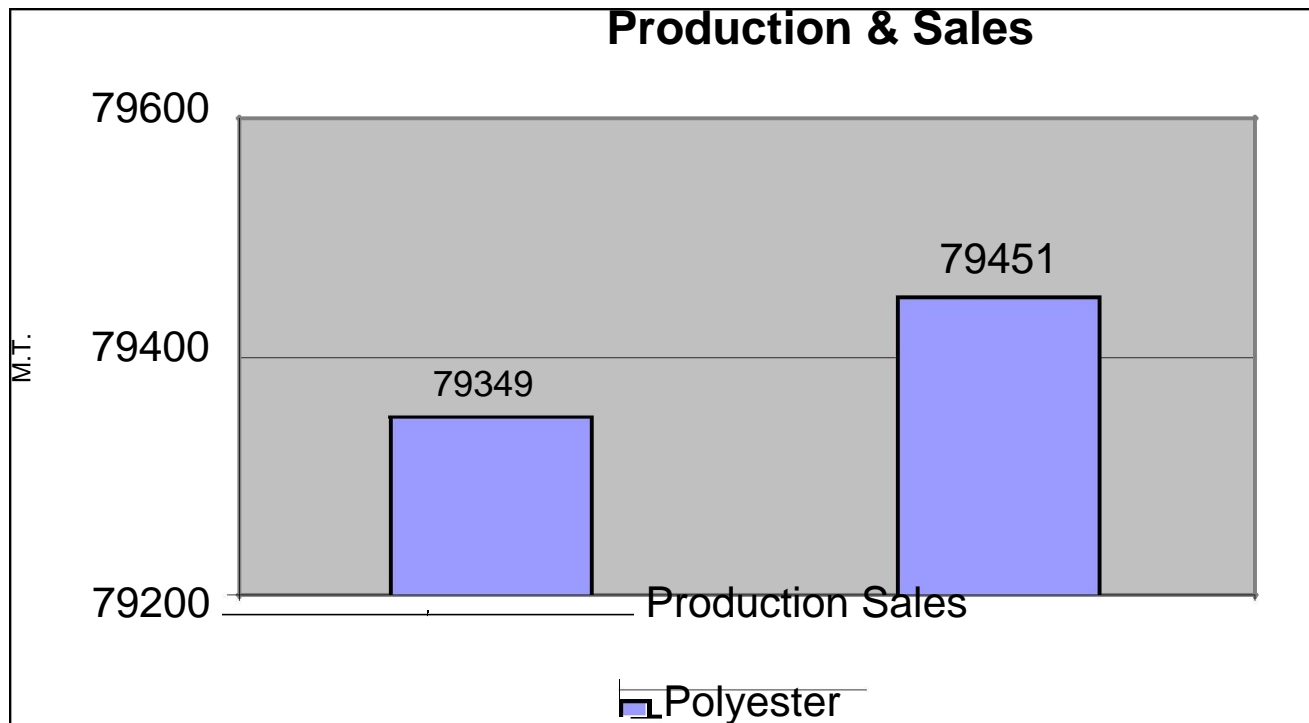
PARTICULARS	2010-11	2009-10	% Change
EBDITA	205.44	164.16	25.15%
Interest	43.56	51.56	-15.52%
Depreciation	112.38	113.57	-1.05%
Profit Before Tax	57.99	3.18	1723.58%
Profit After Tax	38.73	2.10	1744.29%

# Capacity, Production and Sale

3<sup>rd</sup> Quarter (Oct. – Dec., 2010)



Annual Operational Capacity 616000 MT



Higher polyester demand will lead to higher capacity utilization leading to higher contribution **INDO RAMA**

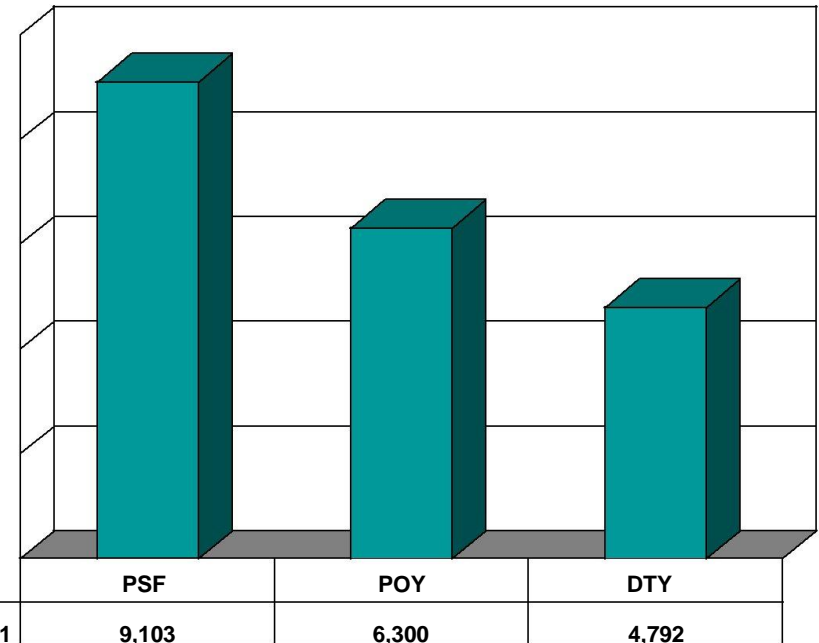
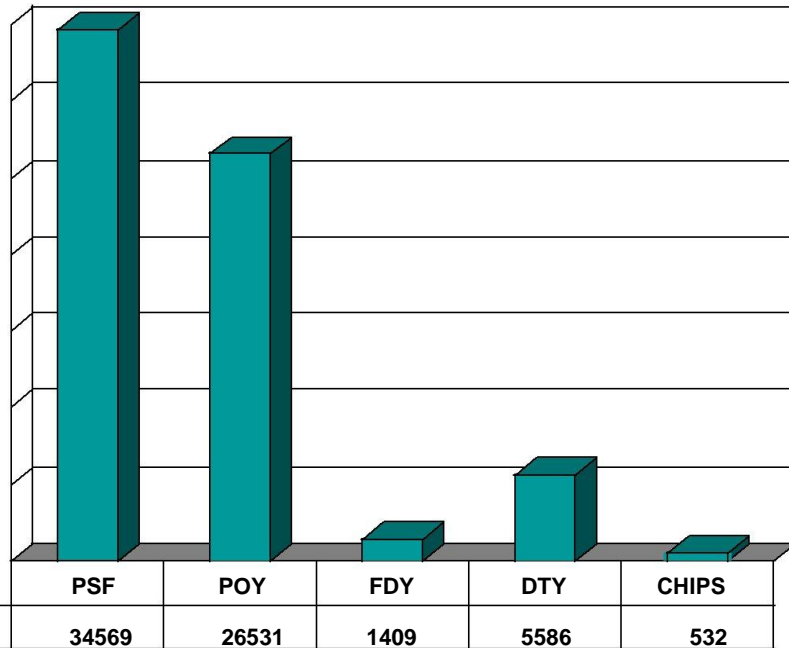
# ANALYSIS OF SALES MIX

3<sup>rd</sup> Quarter (Oct. – Dec., 2010)



Domestic Sales (MT)

Export Sales (MT)

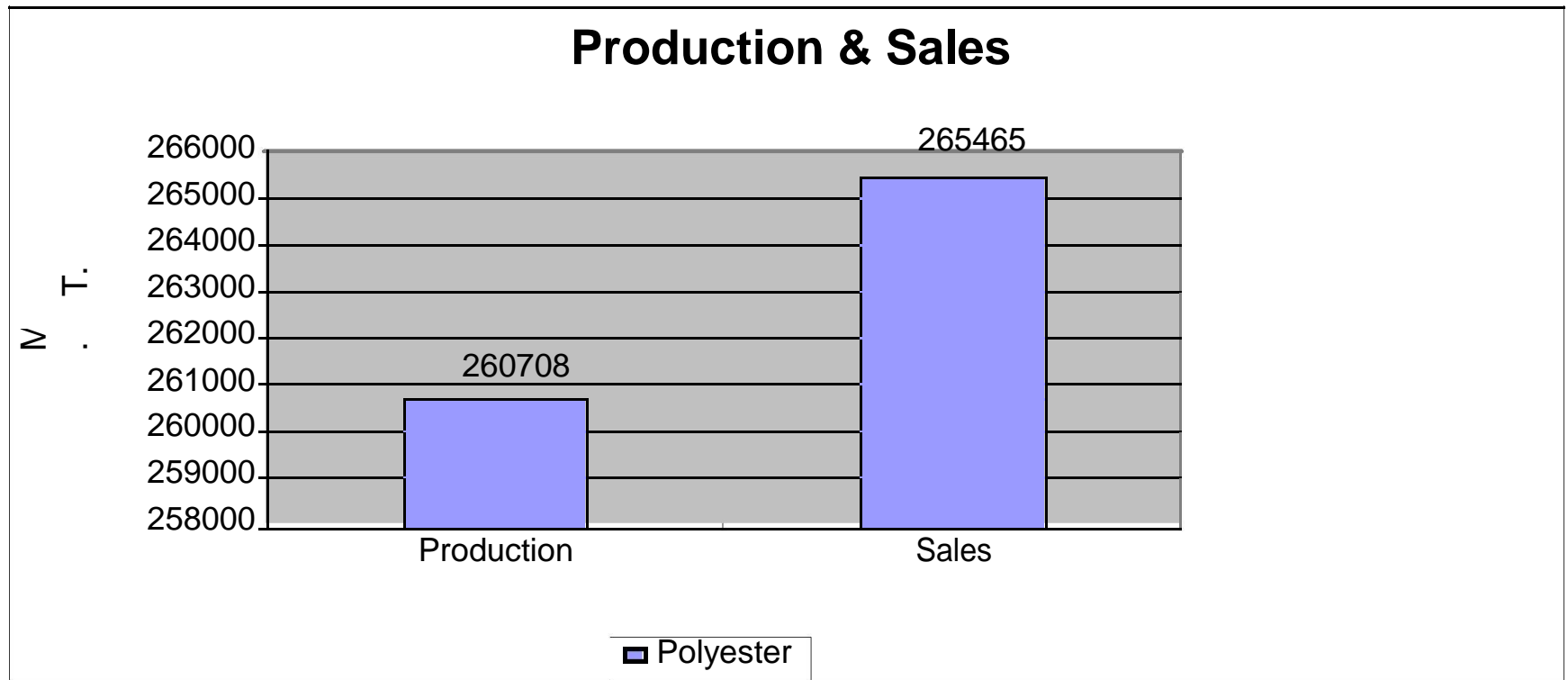


# Capacity, Production and Sale

9 months (April – Dec. 2010)



Annual Operational Capacity 616000 MT



Higher polyester demand will lead to higher capacity utilization leading to higher contribution.

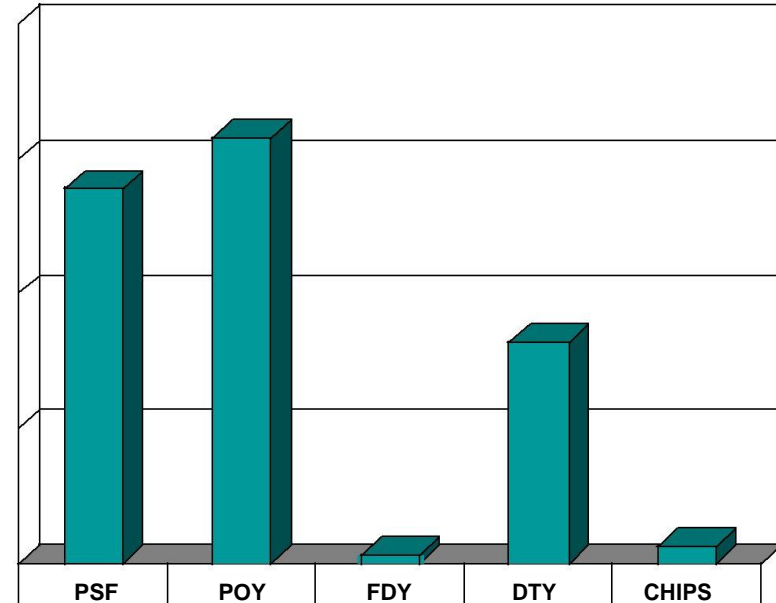
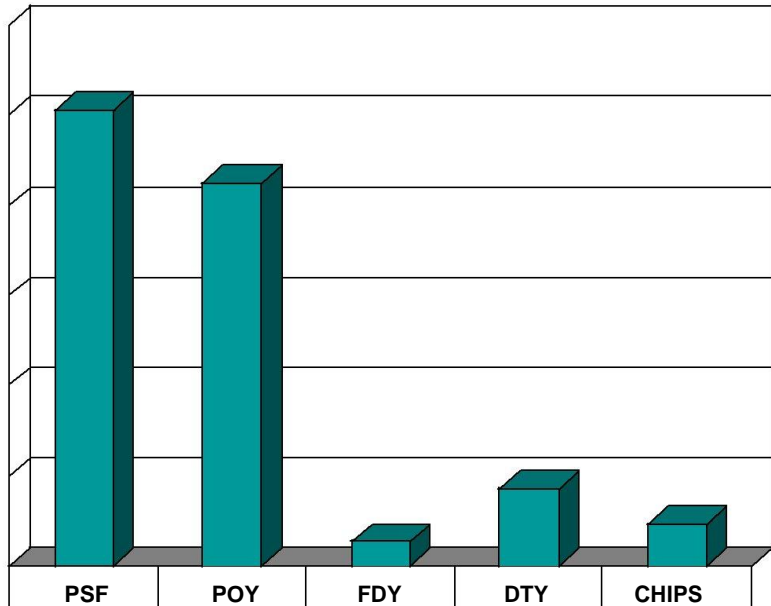
# ANALYSIS OF SALES MIX

9 months (April – Dec. 2010)

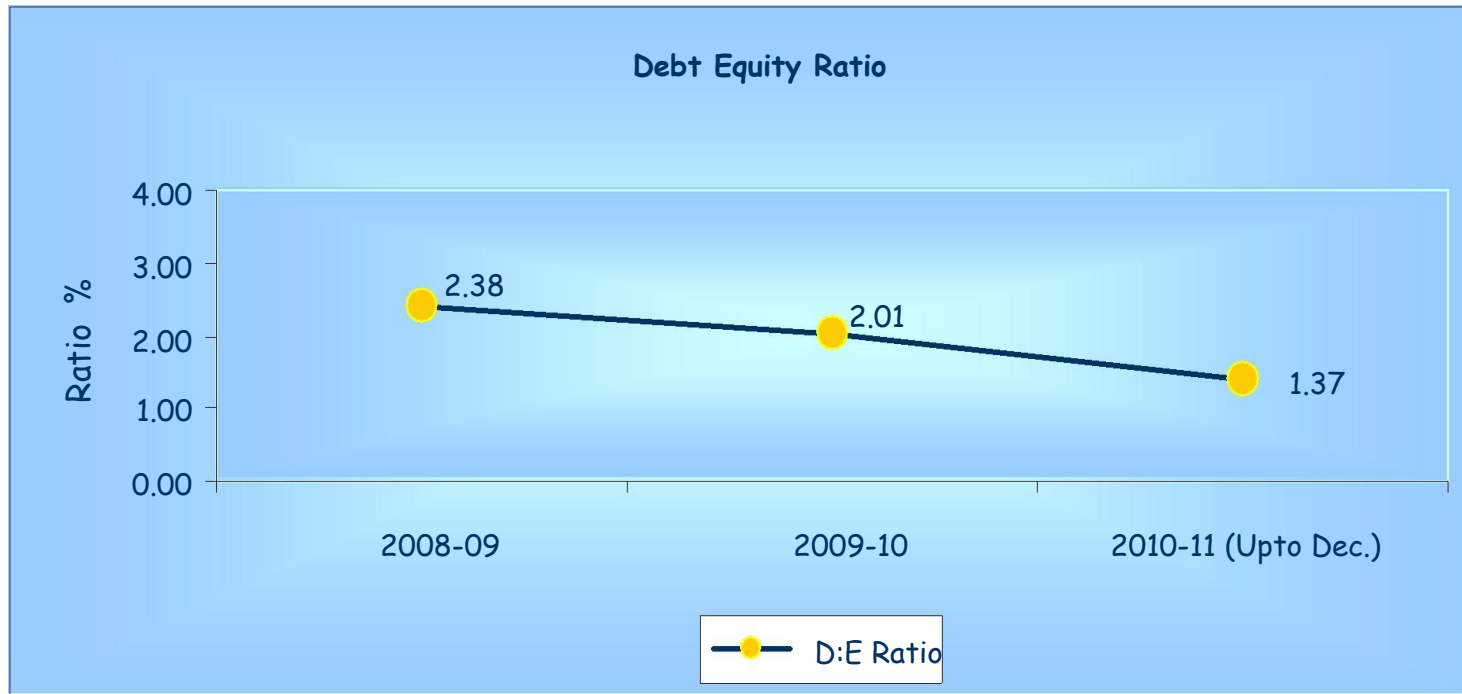


Domestic Sales (MT)

Export Sales (MT)



# DEBT EQUITY RATIO



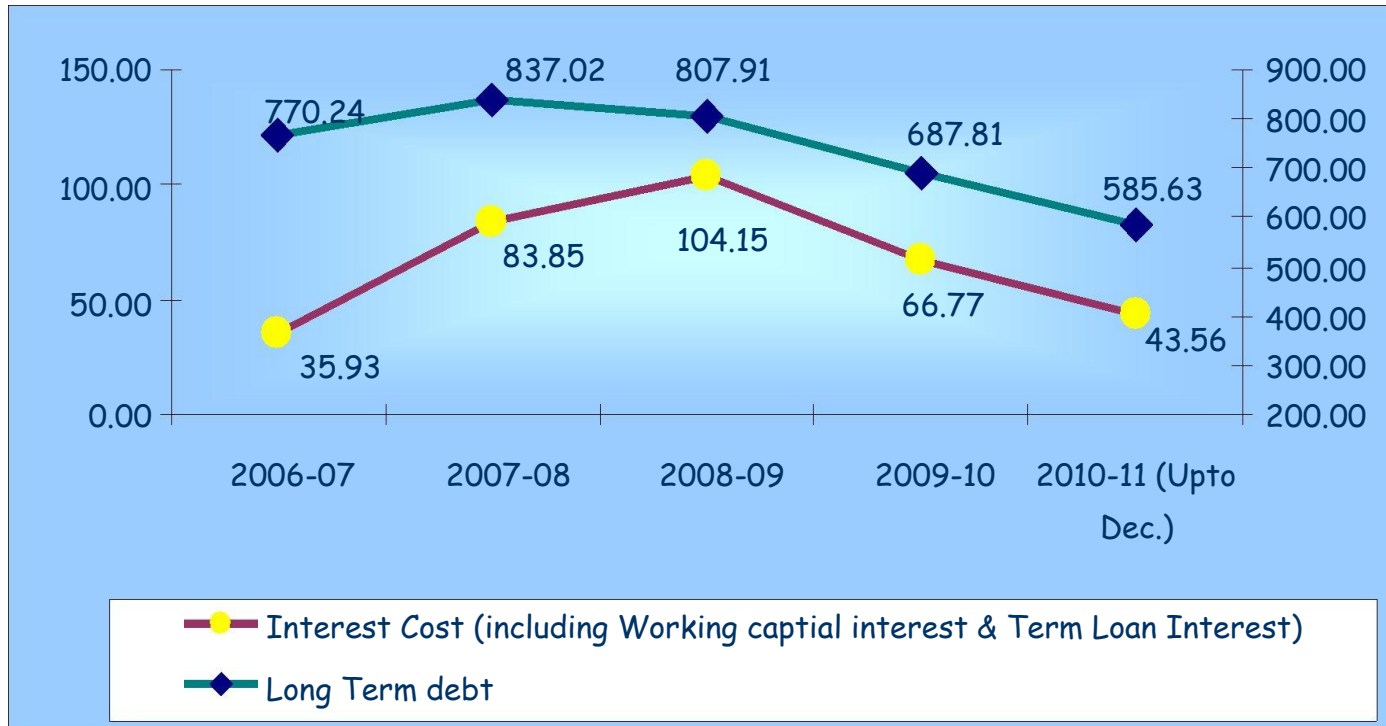
**Current Debt Equity Ratio is at 1.37.**

**March, 2011, Debt Equity Ratio expected to be less than 1**

# Interest Cost & Debt



Fig. in Rs. Cr.



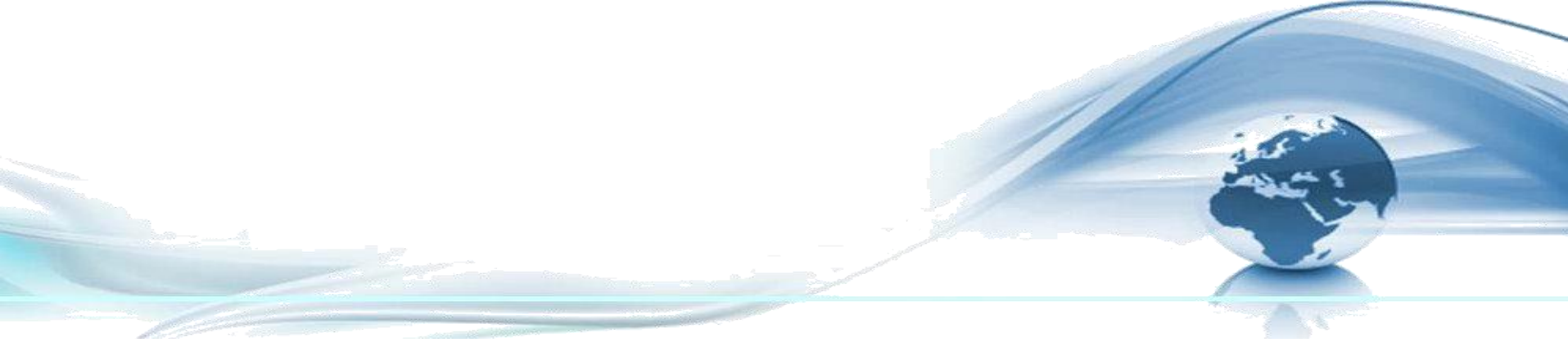
Debt level being reduced dramatically.

Mar 2011, long term debt will be close to Rs.500cr

# *Performance Attributes*



- ↳ **Customer Focus**
- ↳ **Focus on Raw Materials**
- ↳ **Finance Cost Reduction**
- ↳ **Reduction of Key Operating Cost**
- ↳ **Thrust of Value Added Products**



*Indo Rama's Value  
addition and Cost  
reduction Program*

# Project Update



**Expansion of value added product capacity by addition of 16 new high capacity Draw Texturized Yarn (DTY) machines.**

- ☞ Installed capacity of Draw Texturised Yarn (DTY) was 43,800 TPA. With 8 new high capacity DTY Machines already commissioned, the capacity has increased to 64,800 TPA.
- ☞ Total Cost for this project is Rs. 14.40 Crore.
- ☞ Payback period for the project will be 1.25 Years.

**8 More DTY Machines being ordered, which will be commissioned by September 2011, thereafter total DTY capacity to reach 84,000 TPA.**

# Project Update

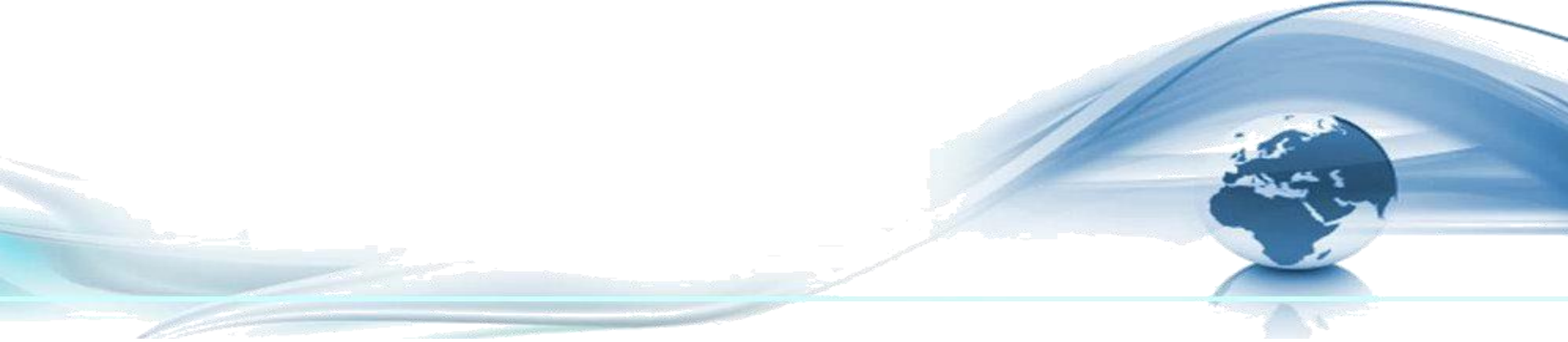


**The existing Dowtherm Heating System is based on Furnace Oil (FO) which will be replaced by coal based plant.**

- Under this project four coal based heaters will be commissioned by July 2011.
- Total Cost for this project would be Rs. 73 Crore.
- Payback period for the project will be 2.2 Years.

**The company will also be setting up Steam turbine generator with capacity of 11 MW to utilize the available Steam capacity for captive use and thereby reducing dependence on Furnace Oil based DG set.**

- Under this project Steam Turbine Generator will be commissioned by November 2011.
- Total Cost for this project would be Rs. 29.3 Crore.
- Payback period for the project will be 3.2 Years.



*Thank You*