



## Investor Update

For quarter and year ended March, 2008

**Cords Cable Industries Ltd**



April 28, 2008

# Robust Growth with Higher Profitability

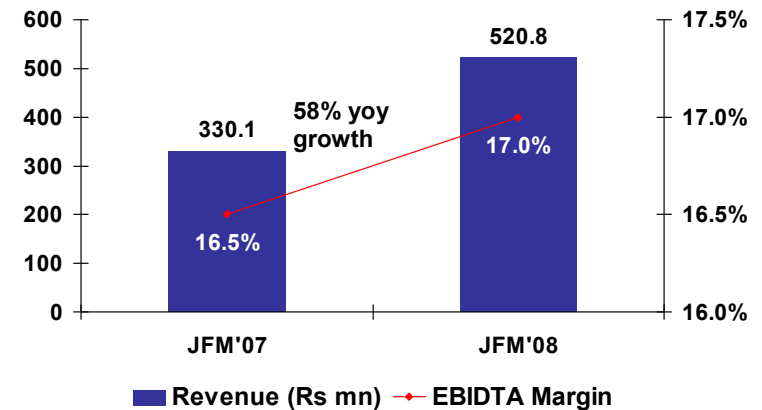


## Performance Review Q4'08 Vs. Q4'07

- ➔ Net income up by 57.8% to Rs 520.8mn in Q4'08 from Rs 330.1mn in Q4'07
- ➔ EBIDTA up 63.3% to Rs 88.8mn in Q4'08 from Rs 54.3mn in Q4'07
- ➔ EBIDTA Margin increased marginally to 17.0% from 16.5%
  - ➔ Consumption of raw materials decreased from 74.7% of sales in Q4'07 to 73.4% in Q4'08
  - ➔ Increase in export sales leads to higher margins

- ➔ PAT up 66% to Rs 47.9mn in Q4'08 from Rs 28.9mn in Q4'07
- ➔ PAT margin also increased marginally to 9.2% in Q4'08 from 8.7% in Q4'07

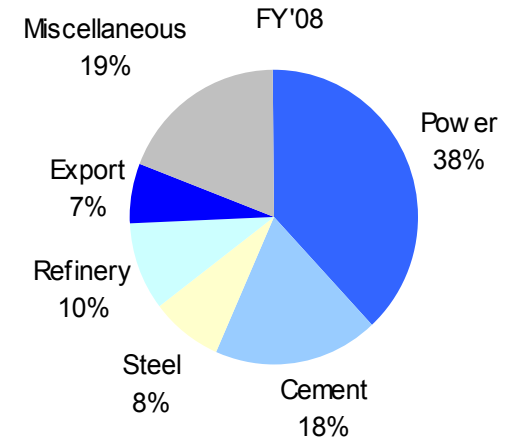
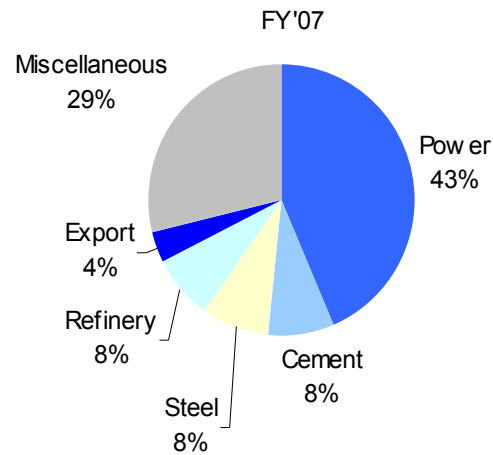
Revenue and EBIDTA Margin



# Well Diversified Revenue Streams

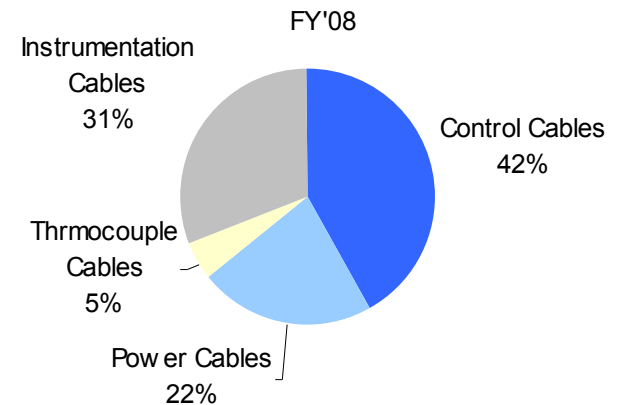
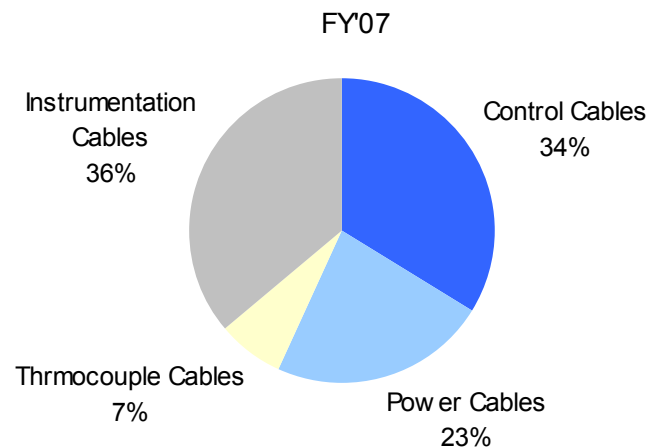


## Sector wise Revenue Breakup



Share of exports sales increased to 6.8% in FY'08 as compared to 3.7% in FY'07.

## Product wise Revenue Breakup

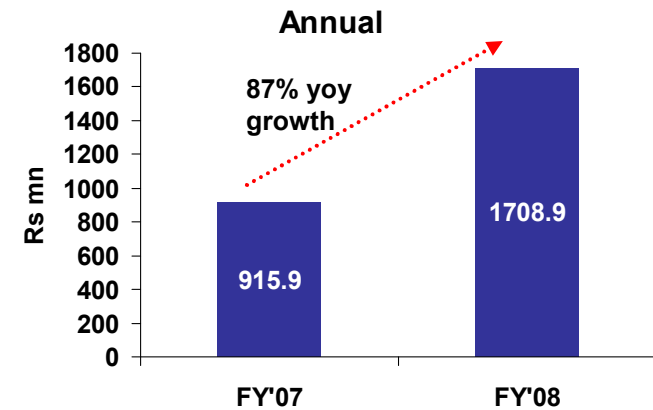
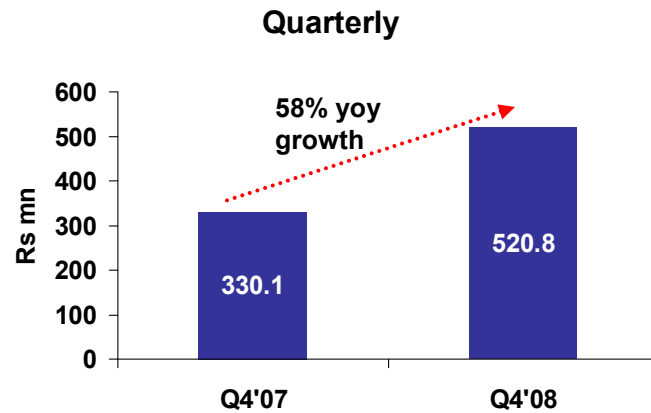


# Strong Growth in Revenue & Profitability.....

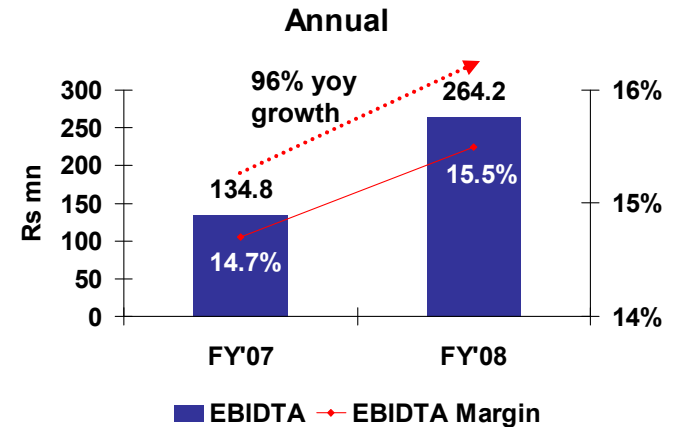
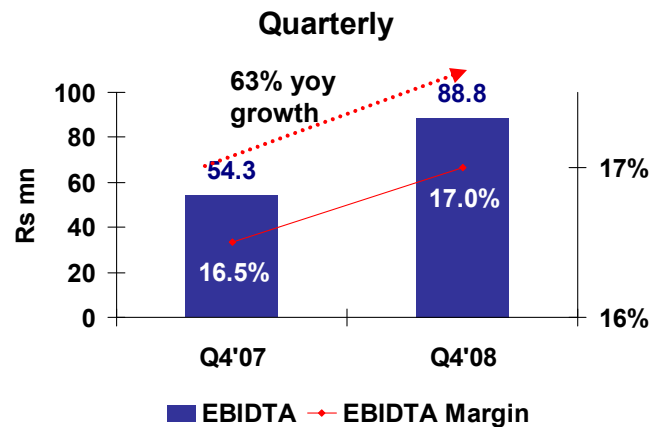


✓ Focus on export markets leads to increase in margins

## Revenues



## EBIDTA & EBIDTA Margin

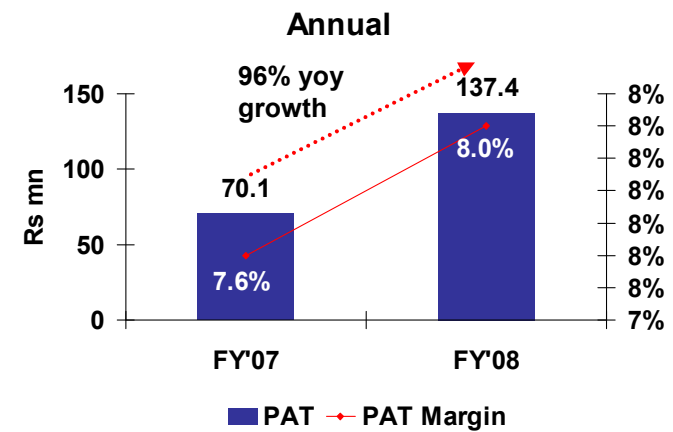
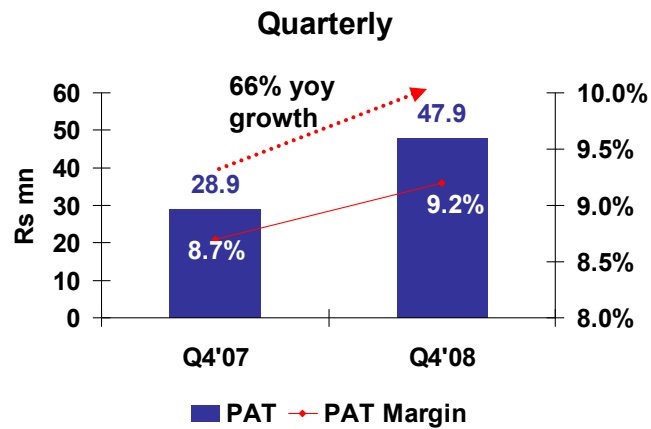


# ....leads to better PAT and EPS

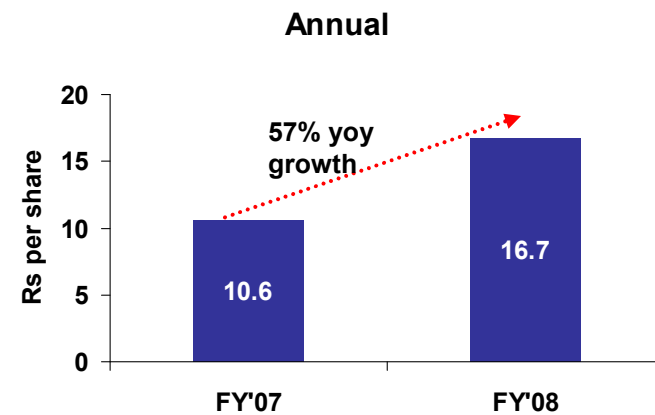
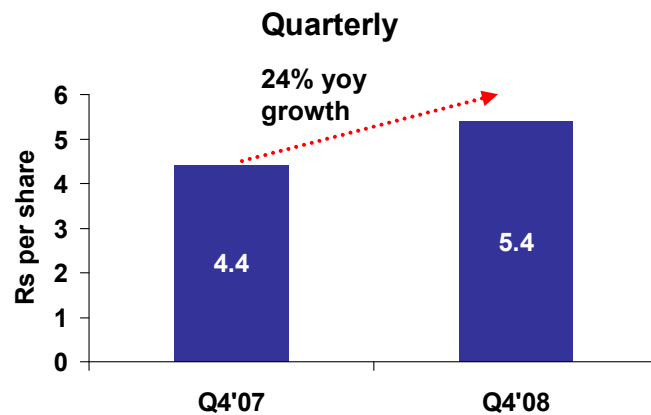


✓ PAT margins also improved during the quarter

## PAT & PAT Margin



## EPS



# Operational Highlights



## Expanding Reach

- ✓ The company has added 4 new clients- 2 each in domestic and export market during Q4'08 to its existing client base
- ✓ Recently participated in international exhibitions like –
  - ✓ Wire Dusseldorf Germany
  - ✓ Dubai Middle East Electricity
  - ✓ Hannover Fair, Germany

## New Approvals

- ✓ Got approvals from Alstom, Areva T&D, Siemens & Technip for their global operations in addition to existing approvals from them within India

## Others

- ✓ Diversified order book worth Rs 102cr
- ✓ Got an export order worth Rs 8cr for SIDEM, France for their Saudi Arabia Project
- ✓ In the process of implementing ERP- “Microsoft Dynamics Navision”

## Expansion on Target

- ✓ Placed major orders for Plant & Machinery for its new manufacturing unit
- ✓ Hired senior professionals for PEM and to look after smooth operations after commissioning of its new manufacturing unit

# Financial Statements– Income Statements

Amount in Rs mn

Particulars	Q4'08	Q4'07	FY'08	FY'07
<b>Net Income from Operations</b>	<b>520.8</b>	<b>330.1</b>	<b>1,708.9</b>	<b>915.9</b>
<b>Total Expenditure</b>	<b>432.1</b>	<b>275.7</b>	<b>1,444.7</b>	<b>781.1</b>
(a) Consumption of Raw Material	352.4	259.2	1,278.1	746.0
(b) Power & Fuel	4.9	3.8	16.8	10.6
(c) Staff Cost	13.6	8.9	54.2	28.3
(d) Other Expenses	31.2	16.5	102.2	57.0
(e) Increase(-)/ Decrease in Stock in trade	30.0	(12.8)	(6.6)	(60.8)
<b>OPBITDA</b>	<b>88.8</b>	<b>54.3</b>	<b>264.2</b>	<b>134.8</b>
Depreciation & Amortisation	3.2	1.8	8.8	4.4
<b>OPBIT</b>	<b>85.6</b>	<b>52.5</b>	<b>255.3</b>	<b>130.4</b>
Finance Charges	16.1	9.8	53.6	27.9
<b>OPBT</b>	<b>69.4</b>	<b>42.7</b>	<b>201.8</b>	<b>102.5</b>
Non Operating Income/ Other Income	4.8	1.4	8.2	4.0
<b>PBT</b>	<b>74.2</b>	<b>44.1</b>	<b>209.9</b>	<b>106.5</b>
Tax	19.0	13.9	60.5	33.0
Fringe benefit tax	0.3	0.1	0.9	0.5
Provision for deferred tax	7.0	1.2	11.2	2.9
<b>PAT</b>	<b>47.9</b>	<b>28.9</b>	<b>137.4</b>	<b>70.1</b>
EPS (Rs.)	5.4	4.4	16.7	10.6

# Financial Statements



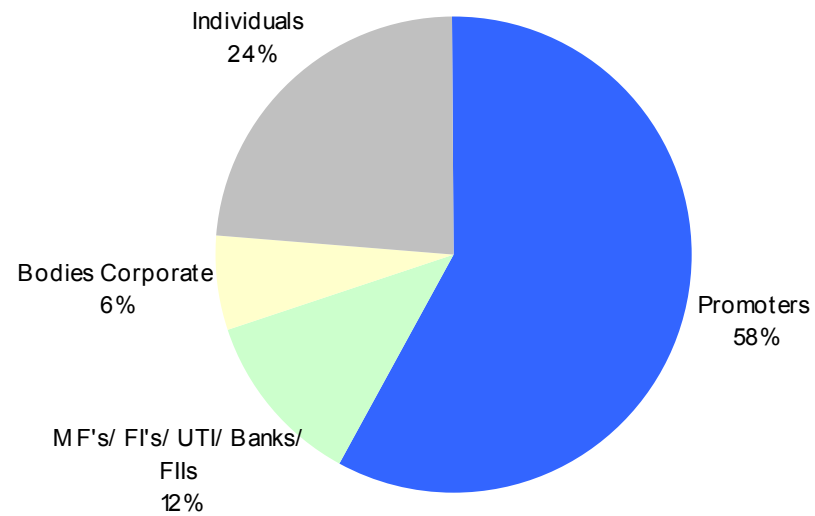
## Key Ratios

	Q4'08	Q4'07	FY'08	FY'07
EBIDTA Margin	17.0%	16.5%	15.5%	14.7%
PAT Margin	9.2%	8.7%	8.0%	7.6%
Total Expenditure/Net Income from Operations	83.0%	83.5%	84.5%	85.3%
Raw material/Net Income from Operations	73.4%	74.7%	74.4%	74.8%
Staff Cost/Net Income from Operations	2.6%	2.7%	3.2%	3.1%

# Shareholding Pattern



## Percentage Shareholding



**Total number of shares: 11,427,780**

As on March 31, 2008

## **Forward Looking Statement**

*Certain statements in this document with words or phrases such as “will”, “should”, etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company’s filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.*

## **About Cords Cable Industries Ltd**

Cords Cable Industries is engaged in the manufacturing and marketing of cables. The ISO 9001:2000 accredited company manufactures cables and the product range includes low tension (LT) control cables, LT power cables, instrumentation cables, coaxial cables, thermocouple extension cables and speciality cables. The company has a manufacturing unit at Chopanki, Rajasthan and is the process of setting up a new manufacturing unit to be partly funded by their recently concluded IPO. The company caters to industries like power, steel, cement, fertilizers, chemicals, and petroleum among several others. The company’s main focus area is on Specialised and Value added business. Around 80% of company’s revenue comes from these specialised cables. For more information please visit [www.cordscable.com](http://www.cordscable.com)

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# Contact Us



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