

Date: 13<sup>th</sup> August, 2019

<b>BSE Limited</b> Department of Corporate services Phirojee Jeejeebhoy Towers Dalal Street, Mumbai – 400023	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai – 400051
<b>Scrip Code: 500136</b>	<b>Symbol: ESTER</b>

Dear Sir,

**Subject: Press Release on financial results for the quarter ended on 30<sup>th</sup> June, 2019**

We wish to submit the Press Release on financial results for the quarter ended on 30<sup>th</sup> June, 2019.

Please acknowledge the receipt of the same.

Thanking You

Yours Faithfully  
For Ester Industries Limited



**Diwaker Dinesh**  
Head-Legal & Company Secretary



Encls: As Above



## Ester Industries delivers stellar performance

**Revenue up 25% Rs. 284 cr; EBITDA grows 2x to Rs.54 cr  
PAT surges ~3.25x to Rs. 24 cr**

**Gurugram, 13<sup>th</sup> August, 2019:** Ester Industries Limited, India's leading manufacturer of Polyester Films, Engineering Plastics and Specialty Polymers, announced its financial results for the quarter ended June 30, 2019.

Particulars (Rs.cr)	Q1 FY20	Q1 FY19	%
Total Revenue *	284	227	25%
EBITDA	54	27	100%
<b>Margins (%)</b>	<b>18.8%</b>	<b>11.8%</b>	<b>+700 bps</b>
PAT (A)	24	7	224%
Other comprehensive income for the period (B)	(0.23)	0.08	-
Total Comprehensive Income (A+B)	23.7	7.5	217%

\* Net of Excise and GST

**Commenting on the performance, Mr. Arvind Singhania, Chairman, Ester Industries said:**

*"We have started the year on a positive note with healthy revenue growth of 25% and profitability of three fold on the back of strong performance from our Specialty Polymer and Film businesses.*

*While the pick-up in Specialty Polymer business was largely driven by MB03, performance of other products as well has been encouraging. Cationic Dyeable Master Batch (MB-06) & Deep Dyeable Master Batch (MB-07) are some of the key products wherein we are witnessing positive response. We expect higher product off-take which in turn should further drive up the revenues and operating leverage for the business.*

*Film business performance as well was positive. Some capacity additions to be commissioned during FY 2019-20 is expected to be absorbed by the market with some disruptions. Our focus continues to be on enhancing our product mix and increasing the share of value added products which would help us be more resilient to these cycles. We are buoyant about medium to long term prospects of the Film business. With strong focus on cost reduction over the last 2 years, we have already achieved significant reduction in manpower cost. New initiative of business processes automation is expected to result into gains from improved efficiency and further reduce cost by Rs. 4 to 6 crores per annum.*

*Engineering Plastics business continues to operate under challenging conditions – tepid demand especially due to pressure on demand in Auto & Electric sectors. We are working towards shifting the product mix – focusing more on value added products and containing costs which should help in preserving margins and profitability.*



## Business Highlights

- **Polyester Films – Growth momentum maintained**
  - Revenue growth of 25% was driven by volumes and realisation improvement.
  - Additional capacity to commission during FY 2019-20 expected to be absorbed by the market with minimal disruptions
  - Efforts towards improving the product mix by increasing the share of high margin products to help maintain realisations
- **Specialty Polymers – Stellar performance, expect momentum to continue**
  - Strong performance highlighted by revenue and profitability growth of 101% & 472% respectively
  - Higher off-take of MB03 product drove bulk of the growth.
  - Witnessing traction in demand for remaining products as well.
  - Expect business momentum to continue during the year and grow further in the following years.
- **Engineering Plastics – Business environment continues to remain challenging**
  - Lower off-take amidst slowdown in auto sector. Electrical sector as well continues to remain under pressure
  - Working towards improving product mix – higher share of value added products
- **Debt Rationalization**
  - Outstanding term debt of Rs. 73 cr as of Jun. 30 2019
  - Interest bearing working capital liabilities stood at Rs. 129 cr as of June 30 2019
  - Debt / equity to remain at prudent level going forward

## About Ester Industries:

Ester Industries Limited is a public limited company incorporated in 1985 promoted by the Singhania family. The company is one of India's leading producers of Polyester Films, Engineering Plastics and Speciality Polymers having a track record of continually developing new and innovative products for customers across the globe. Ester Industries has state of the art manufacturing facilities in khatima in Uttarakhand with the capacity of 67,000 TPA of Polyester Resin, 57,000 TPA of Polyester Film, 30,000 TPA of Specialty Polymers and 16,500 TPA of Engineering Plastics. The company currently exports more than 30% of its production of Polyester Films with sales and distribution network in more than 56 countries across the world resulting in strong customer relationship. Specialty Polymers are manufactured primarily for the European and US markets.

## For more information contact:

Pradeep Kumar Rustagi (CFO)  
Ester Industries Ltd.

Tel: +91 124 2656 100

Fax: +91 124 2656 199

E-mail: [pradeep.rustagi@ester.in](mailto:pradeep.rustagi@ester.in)

Gavin Desa / Suraj Digawalekar  
CDR India

Tel: +91 22 6645 1237 / 1219

Fax: +91 22 6645 1213

E-mail: [gavin@cdr-india.com](mailto:gavin@cdr-india.com)

[suraj@cdr-india.com](mailto:suraj@cdr-india.com)

CIN: L24111UR1985PLC015063

Regd. Office : Sohan Nagar, P.O. Charubeta, Khatima- 262308 Distt. Udham Singh Nagar, Uttarakhand

Phone: EPABX No. (05943) 250153-57; Fax No.: (05943) 250158;

Email: [info@ester.in](mailto:info@ester.in); Website: [www.esterindustries.com](http://www.esterindustries.com)

