



## Quarterly Earnings Release | Q4 FY22

Mumbai, May 25, 2022: GMM Pfaudler Limited announces its fourth quarter (Q4 FY22) and annual (FY22) results for the period ended March 31, 2022.

### Financial Performance

#### Consolidated\*

	FY22 →		Revenue up 154%		EBITDA up 79%		PAT up 55%	
(in ₹ Crore), except per share data	Q4 FY22	Q3 FY22	QoQ Growth	Q4 FY21	YoY Growth	FY22	FY21	YoY Growth
Revenue	699	642	9%	459	52%	2,541	1,001	154%
EBITDA <sup>(i)</sup>	72	82	-13%	76	-5%	330	184	79%
% margin	10.2%	12.8%		16.5%		13.0%	18.4%	
PAT <sup>(ii)</sup>	39	43	-8%	38	5%	165	107	55%
% margin	5.6%	6.7%		8.2%		6.5%	10.7%	
EPS (₹)	19.19	23.66	-19%	18.86	2%	91.44	66.21	38%

\*The above results excludes Purchase Price Allocation (PPA) adjustments (non cash), details provided in note (i) and note (ii)

(i) EBITDA includes fair value adjustment on inventory (non-cash) in Pfaudler International (PI) of ₹46 crore in Q4 FY21, ₹46 crore in FY22 and ₹46 crore in FY21

(ii) Profit after tax includes PPA and acquisition-related impact (non cash) of ₹22 crore in Q4 FY22, ₹5 crore in Q3 FY22, ₹43 crore in Q4 FY21, ₹90 crore in FY22 and ₹43 crore in FY21

(iii) Margin and growth percentages are calculated on absolute figures

#### Standalone

	FY22 →		Revenue up 27%		EBITDA up 12%		PAT stable YoY	
(in ₹ Crore)	Q4 FY22	Q3 FY22	QoQ Growth	Q4 FY21	YoY Growth	FY22	FY21	YoY Growth
Revenue	229	209	9%	190	20%	815	641	27%
EBITDA	39	38	4%	52	-25%	172	154	12%
% margin	17.2%	18.1%		27.5%		21.1%	24.0%	
PAT	20	20	4%	31	-35%	95	95	0%
% margin	8.9%	9.4%		16.6%		11.7%	14.8%	

Margin and growth percentages are calculated on absolute figures

### Other Highlights

- Board has approved issuance of bonus equity shares in the ratio of 2:1, i.e. two additional equity shares for every one existing equity share having face value of ₹2 each, by capitalising a part of reserves. This is subject to shareholders and regulatory approvals. The record date for the bonus issue is July 12, 2022.
- The Board recommended a final dividend of ₹3 per equity share (pre-bonus), subject to requisite approvals. Total dividend for FY22 (including interim dividend) would be ₹6 per equity share (pre-bonus) compared to ₹5 per equity share (pre-bonus) paid for FY21. FY23 and onwards, dividend payout to be on half-yearly basis.
- Appointment of Mr Prakash Apte as an Independent Director effective May 25, 2022.

### Management Comment

Commenting on the Company's FY22 results, **Mr Tarak Patel, Managing Director** said, "We are pleased to report a strong closing to the financial year with significant revenue growth across our International business and India business. With input costs continuing to surge, we remain focused on maintaining profitability through cost efficiencies, integration synergies and pricing."

He further added, "We will continue to enhance manufacturing capacity across geographies and leverage our global reach, scale and size to further strengthen our leadership position."

## ANALYSIS TO STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2022

(in ₹ Crore)	Standalone Reported Results		International Q4 FY22		Inter-Co Eliminations	Consolidated Reported Results	
	Q3 FY22	Q4 FY22	Business (Note i)	PPA (Note ii)		Q4 FY22	Q3 FY22
Particulars		A	B	C	D	A+B+C+D	
Revenue from Operations	209	229	526		-56	699	642
Cost of materials consumed	110	133	234		-61	305	287
Changes in inventory (WIP & FG)	-13	-24	-9		18	-16	-34
Employee benefits expense	23	23	164		0	187	178
Labour Charges	17	18	3		0	21	21
Other expenses	34	40	94		-4	130	108
<b>EBITDA</b>	<b>38</b>	<b>39</b>	<b>40</b>	<b>0</b>	<b>-8</b>	<b>72</b>	<b>82</b>
Other Income	1	1	3		-3	1	1
Finance cost	3	4	-2		0	2	6
Depreciation and amortisation expense	9	9	12	7 (Note iii)	0	27	28
<b>Profit before tax</b>	<b>27</b>	<b>28</b>	<b>34</b>	<b>-7</b>	<b>-11</b>	<b>44</b>	<b>50</b>
Taxes	7	7	6	15 (Note iv)	-3	26	12
<b>Profit after tax</b>	<b>20</b>	<b>20</b>	<b>27</b>	<b>-22</b>	<b>-8</b>	<b>17</b>	<b>38</b>

### Notes:

- (i) International business includes the standalone performance of Mavag and Pfaudler International (PFI) on operational basis  
(ii) PPA stands for Purchase Price Allocation  
(iii) ₹7 crore is amortisation on fair value of acquired intangible assets (mainly Trademarks, Technology, Customer Relationships)  
(iv) Deferred tax of ₹(15) crore on acquisition related adjustments (non-cash) and Note (iii)  
(v) Amounts are rounded off to crores and subject to casting

## ANALYSIS TO STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2022

(in ₹ Crore)	Standalone Reported Results		International FY22		Inter-Co Eliminations	Consolidated Reported Results	
	FY21	FY22	Business (Note i)	PPA (Note ii)		FY22	FY21
Particulars		A	B	C	D	A+B+C+D	
<b>Revenue from Operations</b>	<b>641</b>	<b>815</b>	<b>1,881</b>		<b>-155</b>	<b>2,541</b>	<b>1,001</b>
Cost of materials consumed	264	402	763		-121	1,045	386
Changes in inventory (WIP & FG)	10	-41	-31	46 (Note iii)	-5	-31	61
Employee benefits expense	70	87	627		0	713	207
Labour Charges	42	59	14		0	73	47
Other expenses	101	137	327		-7	457	160
<b>EBITDA</b>	<b>154</b>	<b>172</b>	<b>180</b>		<b>-22</b>	<b>284</b>	<b>139</b>
Other Income	8	4	6		-3	7	23
Finance cost	7	15	10		0	25	10
Depreciation and amortisation expense	29	34	48	51 (Note iv)	0	133	50
<b>Profit before tax</b>	<b>126</b>	<b>127</b>	<b>129</b>	<b>-97</b>	<b>-25</b>	<b>133</b>	<b>102</b>
Exceptional items							34 (Note vi)
<b>Profit before tax after exceptionals</b>	<b>126</b>	<b>127</b>	<b>129</b>	<b>-97</b>	<b>-25</b>	<b>133</b>	<b>68</b>
Taxes	31	32	40	-7 (Note v)	-6	58	5
<b>Profit after tax</b>	<b>95</b>	<b>95</b>	<b>89</b>	<b>-90</b>	<b>-19</b>	<b>75</b>	<b>64</b>

### Notes:

- (i) International business includes the standalone performance of Mavag and Pfaudler International (PFI) on operational basis
- (ii) PPA stands for Purchase Price Allocation
- (iii) ₹46 crore is due to fair value adjustment on inventory sold
- (iv) ₹51 crore is amortisation on fair value of acquired intangible assets (mainly Trademarks, Technology, Customer Relationships)
- (v) Deferred tax of ₹7 crore on acquisition related adjustments (non-cash) and Note (iv)
- (vi) ₹34 crore (GMM India and PFI) of one-time acquisition cost incurred to acquire PFI business in FY21
- (vii) Amounts are rounded off to crores and subject to casting



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### About GMM Pfaudler

GMM Pfaudler delivers corrosion-resistant technologies, systems, and services worldwide and remains the preferred choice by consistently providing its customers in the chemical and pharmaceutical industries with innovative and cost-effective solutions. GMM Pfaudler has 14 manufacturing locations with an extensive sales and service network and employs more than 1800 people across 4 continents. As part of our global ambitions, we continue to make Big Moves that will allow our people, customers, and the communities we operate in to grow.

More information is available at [www.gmmpfaudler.com](http://www.gmmpfaudler.com)

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