

# Dixon

An ISO 9001 : 2008, 14001 : 2004 Company

## Dixon Technologies (India) Ltd.

(Formerly Known as Dixon Technologies (India) Pvt. Ltd )

CIN : L32101UP1993PLC066581

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6<sup>th</sup> August, 2018

To Secretary Listing Department BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	To Secretary Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050
Scrip Code - 540699 ISIN: INE935N01012	Scrip Code- DIXON ISIN: INE935N01012

Dear Sir/Madam,

**Sub:** Investor presentation on Financial Results for Q1 Results

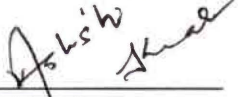
**Ref:** Regulation 30 and 46 of SEBI (LODR) Regulations, 2015

In furtherance to our intimation dated 3<sup>rd</sup> August, 2018 with respect to Conference Call with Investors on Q1-FY 2019 Results and in compliance with the provisions of Regulation 30 and Regulation 46 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed herewith Financial Results update 'Investor Presentation Q1-FY 2019'. The same is being uploaded on the Company's website.

We request you to kindly take this on your record.

Thanking You,

**For DIXON TECHNOLOGIES (INDIA) LIMITED**



**Ashish Kumar**  
(Group Company Secretary & Compliance Officer)



Encl: as above

**Dixon**

R

Research

I

Innovation

S

Scale

E

Excellence

**EARNINGS PRESENTATION**  
**Q1, FY 18-19**

## Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, competition, inflationary pressures, litigation and labour relations.

Dixon Technologies (India) Limited and its subsidiaries and joint ventures will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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Added Syska and Orient in the lighting vertical

Product expansion in Lighting portfolio - Added Wipro High Beam LED Bulb

Capacity in the Home Appliances segment expanded from 7.6 lacs in FY 17-18 to 1.2 mn in FY 18-19

Commenced production of LED TV's for iFFALCON

# Key Financials - Q1, FY 18-19 vs Q1, FY 17-18

Revenue* Lacs	EBITDA* Lacs	EBITDA Margin(%)	PBT Lacs	PAT Lacs
59,415 -15.0%	2,747 +26%	4.6% +150bps	1,752 +11%	1,276 +18%
vs 69,705	vs 2,181	vs 3.1%	vs 1,583	vs 1,083

## Key Highlights in Q1, FY18-19

Mobile business & Excise duty adjusted revenue growth of 33% YOY

EBITDA grew 26% YOY to Rs. 2,747 Lacs; PAT grew 18% YOY to Rs. 1276 Lacs

Strong Working Capital cycle in Q1 FY18-19

Robust return ratios

- Reported revenue growth of -15% YOY to Rs. 59,415 Lacs mainly on account of de-growth in mobile business (From Rs. 29,255 Lacs in Q1,17-18 to Rs. 7,321 Lacs in Q1,18-19)
- EBITDA margin at 4.6% in Q1 FY 18-19 as compared to 3.1% in Q1 FY 17-18 driven by Lighting & Home Appliances segment
- PAT Margin at 2.2% in Q1 FY 18-19 as compared to 1.6% in Q1 FY 17-18
- Working Capital cycle of negative 2 days in Q1 FY18-19
- Robust return ratio maintained with ROE & ROCE of 23.9% and 34.5% respectively (TTM Basis) in Q1, FY 18-19 despite adverse foreign exchange impact & raw material price increase

\*Revenue and EBITDA include other income

# Consolidated Results Summary

Particulars (INR Lacs)	Q1, FY 18-19	Q1, FY 17-18	% Change
Operating Income	59,268	69,629	-15%
Expenses	56,668	67,524	-16%
<b>Operating Profit</b>	<b>2,600</b>	<b>2,105</b>	<b>24%</b>
<b>Operating Profit Margin</b>	<b>4.4%</b>	<b>3.0%</b>	<b>1.4%</b>
Other Income	147	76	93%
<b>EBITDA</b>	<b>2,747</b>	<b>2,181</b>	<b>26%</b>
<b>EBITDA Margin</b>	<b>4.6%</b>	<b>3.1%</b>	<b>1.5%</b>
Depreciation	460	285	61%
<b>EBIT</b>	<b>2,287</b>	<b>1,896</b>	<b>21%</b>
Finance Cost	535	313	71%
<b>PBT</b>	<b>1,752</b>	<b>1,583</b>	<b>11%</b>
<b>PBT Margin</b>	<b>3.0%</b>	<b>2.3%</b>	<b>0.7%</b>
Tax	476	500	-5%
<b>PAT</b>	<b>1,276</b>	<b>1,083</b>	<b>18%</b>
<b>PAT Margin</b>	<b>2.2%</b>	<b>1.6%</b>	<b>0.6%</b>
EPS	11.3	9.8	14%

# Segment Wise Performance : Q1, FY 18-19 vs Q1, FY 17-18

Particulars (INR Lacs)	Q1, FY 18-19	Q1, FY 17-18	% change	Q1, FY 18-19	Q1, FY 17-18	% change
<b>Revenues</b>				<b>% of Total Revenue</b>		
Consumer Electronics*	22,275	16,496	35%	37.6%	23.7%	13.9%
Lighting Products*	18,992	17,365	9%	32.0%	24.9%	7.1%
Home Appliances *	8,573	3,937	118%	14.5%	5.7%	8.8%
Mobile Phones	7,321	29,255	-75%	12.4%	42.0%	-29.6%
Reverse Logistics	1,435	1,403	2%	2.4%	2.0%	0.4%
Security Systems	672	-	-	1.1%	-	1.1%
<b>Total</b>	<b>59,268</b>	<b>68,456</b>	<b>-13%</b>	<b>100.0%</b>	<b>98.3%</b>	
Add : Excise Duty	-	1,174	-		1.7%	
<b>Total Operating Revenue</b>	<b>59,268</b>	<b>69,629</b>	<b>-15%</b>	<b>100.0%</b>	<b>100.0%</b>	
<b>Operating Profit</b>				<b>Operating Profit Margin %</b>		
Consumer Electronics*	269	447	-40%	1.2%	2.7%	-1.5%
Lighting Products*	1,445	687	110%	7.6%	4.0%	3.6%
Home Appliances *	917	468	96%	10.7%	11.9%	-1.2%
Mobile Phones	81	148	-45%	1.1%	0.5%	0.6%
Reverse Logistics	(65)	355	-118%	-4.5%	25.3%	-29.8%
Security Systems	(46)	-	-	-6.8%	-	-6.8%
<b>Total</b>	<b>2,600</b>	<b>2,105</b>	<b>24%</b>	<b>4.4%</b>	<b>3.0%</b>	<b>1.4%</b>

- ❑ \*Figures for revenue are not comparable as excise duty was part of cost till June-17 in excise exempted units in Dehradun
- ❑ Rs. 319 Lacs pertaining to GST & other incentive has been included in respective segment



## Segment Wise - ODM Revenue Share (%)

Particulars (%)	Q1, FY 18-19	Q1, FY 17-18	% change
Consumer Electronics	9.1%	10.0%	- 0.9%
Lighting Products	34.1%	47.6%	-13.5%
Home Appliances	100.0%	100.0%	0.0%

## Segment Wise - ROCE (%)

Particulars (INR Lacs)	Capital Employed			ROCE *		
	Q1, FY 18-19	FY 17-18	% change	Q1, FY 18-19	FY 17-18	% change
Consumer Electronics	2,142	701	205.5%	88.4%	297.5%	-209.1%
Lighting Products	21,116	20,274	4.2%	22.0%	19.6%	2.4%
Home Appliances	13,119	12,142	8.0%	23.5%	22.0%	1.5%
Mobile Phones	298	139	114.3%	170.7%	414.5%	-243.8%
Reverse Logistics	1,991	2,348	-15.2%	2.7%	20.5%	-17.8%
Security Systems	579	272	112.8%	-17.7%	-18.3%	0.6%
<b>Total</b>	<b>39,245</b>	<b>35,876</b>	<b>9.4%</b>			

\* ROCE = Trailing 12 Months EBIT/Average Net Capital Employed

# Expenditure Analysis : Q1, FY 18-19 vs Q1, FY 17-18

Particulars (As a % of total revenues)	Q1, FY 18-19	Q1, FY 17-18	% Change
Cost of Material Consumed*	85.6%	89.0%	-3.4%
Employee benefit expenses	3.1%	2.2%	0.9%
Finance Cost	0.9%	0.4%	0.5%
Depreciation and Amortization Expense	0.8%	0.4%	0.4%
Other expenses	6.9%	5.7%	1.2%

\* Cost of Material Consumed includes changes in inventories and Excise duty

# Key Ratios

Particulars	Q1, FY 18-19	FY 17-18
Receivables days Outstanding (A)	57	38
Inventory Days Outstanding (B)	52	41
Payables days outstanding (C)	111	81
<b>Cash Conversion Cycle / Working Capital Days (A+B-C)</b>	<b>(2)</b>	<b>(2)</b>
<b>ROCE (%)*</b>	<b>34.5%</b>	<b>34.9%</b>
<b>ROE (%)**</b>	<b>23.9%</b>	<b>23.8%</b>

\*ROCE = Trailing 12 Months EBIT/Average Net Capital Employed. Balance IPO proceeds of Rs. 24 crores has been excluded for calculation of ROCE

\*\*ROE = Trailing 12 months PAT/ Average Shareholder Funds

**THANK YOU**