



## Indian Toners & Developers Limited

**Investor Release: 18th May 2018, New Delhi**

Indian Toners & Developers Ltd., India's largest manufacturer and exporter of compatible toners industry declared its audited Results for the quarter and year ended 31<sup>st</sup> March, 2018.

### **Highlights for FY18**

- Consolidated Revenue stood at Rs. 11,048 lakhs for FY18 as against Rs. 11,450 lakhs in FY17
- Consolidated EBITDA stood at Rs. 2,653 lakhs for FY18 as against Rs. 2,637 lakhs in FY17
- Consolidated Profit after tax stood at Rs. 2,405 lakhs for FY18 as against Rs. 2,287 lakhs in FY17
- Total Dividend for the year – 30% (incl. interim dividend of 15%) on F.V. of Rs.10

### **Key Consolidated Financials at a Glance:**

Particulars (Rs Lakhs)	Consolidated		
	FY18	FY17	YoY%
Revenue from Operations <sup>#</sup>	11,048	11,450	-4%
EBITDA	2,653	2,637	1%
EBITDA Margins	24.0%	23.0%	100 bps
PAT	2,405	2,287	5%
PAT Margins	21.8%	20.0%	180 bps
Cash PAT*	2,773	2,609	6%

<sup>#</sup> Revenue is Net of Excise

\*Cash PAT = PAT + Depreciation

**Commenting on the Results, Mr. Sushil Jain, Chairman and Managing Director said, "FY18 has been a challenging year due to initial hiccups in GST implementation during H1FY18. The momentum picked up in H2FY18 making up for the subdued H1 and we ended the year with a flattish revenue and a volume growth of approximately 5%. For FY19 we are optimistic to continue to outperform industry on back of our strong product portfolio. With our strong R&D team, we will continue to expand and improve our product range to meet the ever-emerging needs of the market. We continue to focus on expanding our footprint in Branded Product Segments through expansion of our Brands like Supremo, Formula-L, Racer & ITDL Colour Premium."**

## **Dividend**

The Board of Directors has recommended payment of Final Dividend @15% i.e. Rs.1.50 per equity share of Face Value of Rs. 10 each for the Year ended 31<sup>st</sup> March 2018 which together with Interim Dividend paid at 15% i.e. Rs.1.50 per equity share aggregates to @30% i.e. Rs.3.0 per equity share for the current year.

The Final Dividend of 15% i.e. Rs.1.50 per equity share of Face Value of Rs.10 each is subject to approval of Shareholders at the Annual General Meeting.

## **Business Updates:**

- Domestic Business continues to do well with the imaging industry expected to flourish on back of increasing demand for offices especially in tier 2 and tier 3 cities. India still remains a largely under-penetrated market as compared to the developed countries giving us the visibility for long term growth. With 600 dealers spread across the country, we are well placed to increase our market share in India.
- International business has been facing pricing pressure as lower quality toners are being dumped in the market. Our focus is to create a product positioning, known for its high quality compatible toners and establish our self as a trusted supplier. We also plan to focus on certain key countries in the Asian Markets for which a lot of ground work has been done in the form of product testing in the past financial year. We see our US Business gaining traction due to our local presence established through our wholly owned subsidiary.
- Recent Product Launches

### **Compatible Laser Toner Launches**

- Recently we have launched compatible toners for use in a lot of HP Models such as: HP LJ M 102/104/106, HP LJ M 402, LJ M 506, LJ M 603, LJ M 604, LJ M 607/608/609, in order to cater to the after-market demand giving us the first mover advantage, both in the domestic as well as the international markets.
- We have also launched compatible toners for use in Samsung 4510 as well as Brother 2370 & 6400 models, primarily for the international markets

### **Compatible Copier Toner Launches**

- We have also recently introduced compatible toners for use in Toshiba T 3008 & E-studio 457

Note: The Brand Names/Model Designations mentioned in the Product List are the property of their respective owners and are used here for identification purpose only.

**About Indian Toners & Developers Limited:**

ITDL promoted by Mr. Sushil Jain, incorporated in 1990 is India’s largest manufacturer and exporter of compatible toners for use in laser printers, the new age digital machines, multi-function printers, analogue copiers as well as wide format printers and copiers. The Company has two production units with manufacturing capacity to produce 3,600 metric tons of toners per annum. The manufacturing plants are located at Rampur (U.P.) and Sitargunj (Uttarakhand).

The Company has a widespread distribution network with around 120 distributors present in every nook and corner of the country. The Company caters to around 600 dealers, 1,500 re-fillers and 44,000 jobbers present in all parts of the country which are supported by Sales team of the company comprising of around 100 people stationed in various parts of India. The Company also exports it’s products to around 20 countries across the globe.

**Safe harbor statement:**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For further details please contact:**

Company	Investor Relations Advisors:
 <p><b>Indian Toners &amp; Developers Limited</b> CIN: L74993UP1990PLC015721</p>	 <p><b>Strategic Growth Advisors Pvt. Ltd.</b> CIN: U74140MH2010PTC204285</p>
<p><b>Mr. S.C. Singhal - Company Secretary</b> <a href="mailto:investors@indiantoners.com">investors@indiantoners.com</a> <a href="http://www.indiantoners.com">www.indiantoners.com</a></p>	<p><b>Mr. Jigar Kavaia / Mr. Shrenik Shah</b> <a href="mailto:jigar.kavaia@sgapl.net">jigar.kavaia@sgapl.net</a> / <a href="mailto:shrenik.shah@sgapl.net">shrenik.shah@sgapl.net</a> +91-99206 02034 / +91-96647 64465 <a href="http://www.sgapl.net">www.sgapl.net</a></p>

