



Indian Toners & Developers Limited

Investor Release: 24th July 2018, New Delhi

Indian Toners & Developers Ltd. (ITDL), India's largest manufacturer and exporter of compatible toners industry declared its un-audited Results for the quarter ended 30th June, 2018.

Momentum continues in Q1 FY19 with growth in both India and International markets

- **23% growth in Revenue**
- **53% growth in EBITDA with 445bps improvement in EBITDA margin**
- **63% growth in Profit After Tax**

Key Financials at a Glance:

Particulars (Rs Lakhs)	Standalone		
	Q1 FY19	Q1 FY18	YoY%
Revenue from Operations [#]	2,655	2,167	23%
EBITDA	599	392	53%
EBITDA Margins	22.6%	18.1%	445 bps
PAT	582	357	63%
PAT Margins	21.9%	16.5%	545 bps
Cash PAT*	675	446	51%

[#] Revenue is Net of Taxes

*Cash PAT = PAT + Depreciation

Commenting on the Results, Mr. Sushil Jain, Chairman and Managing Director said, "We have seen good traction across our key markets. We are confident to continue to grow and strengthen our brands and customer relationships in India as well as International markets. Q1 FY19 saw a slew of launches from our stable in the International markets which will put us in a commanding position in India as well going forward.

We continue to take measures to increase efficiency in our manufacturing by focusing on better control in supply chain and managing other key costs.

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 and Racer.”

Recent Launches*:

ITDL has launched a number of compatible toners for its key clients in the International Markets. We have launched the new range of compatible toners for HP, Samsung, Canon, Konica Minolta, Sharp, Xerox, Ricoh and Brother. With these launches we continue to strengthen our relationship with our customers. More importantly, as these compatible toners get launched in India markets, we expect to gain significantly due to the lowest turn around time in making these toners available to India markets.

Future Outlook:

- We continue to focus on developing more efficient and compatible toners for the upcoming photocopiers, digital machines and laser printers with the help of our competent research team and thus deliver world class products
- We are working towards re-sourcing raw material from alternate economical sources in a bid to control raw material costs and manage overhead costs
- In order, to diversify our product offerings, we are focusing on Advance research to help us in development of colour toner formulations
- Through our R&D capabilities we will consistently achieve efficient plant operations, international standard product quality and self-development of products.

**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.

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. The Brand Names/Model Designations mentioned in this document are the property of their respective owners and are used here for identification purpose only.

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