



**Grindwell Norton Ltd.(GNO)**  
**Investor Meet**  
2<sup>nd</sup> June 2014



# Key Financial Indicators



(Rs. Crores)

Key Financials Consolidated	FY 13-14	FY 12-13	Growth %
<b>Net Sales</b>	<b>923</b>	<b>915</b>	<b>0.9%</b>
Operating Profit	125	139	-9.7%
Profit After Tax	84	97	-13.8%
OP margin %	13.5%	15.1%	
ROCE %	21.8%	26.3%	
Net Cash Flow from Operations (CFO)	106	104	
CFO after CapEx	80	21	

# Net Sales Bridge

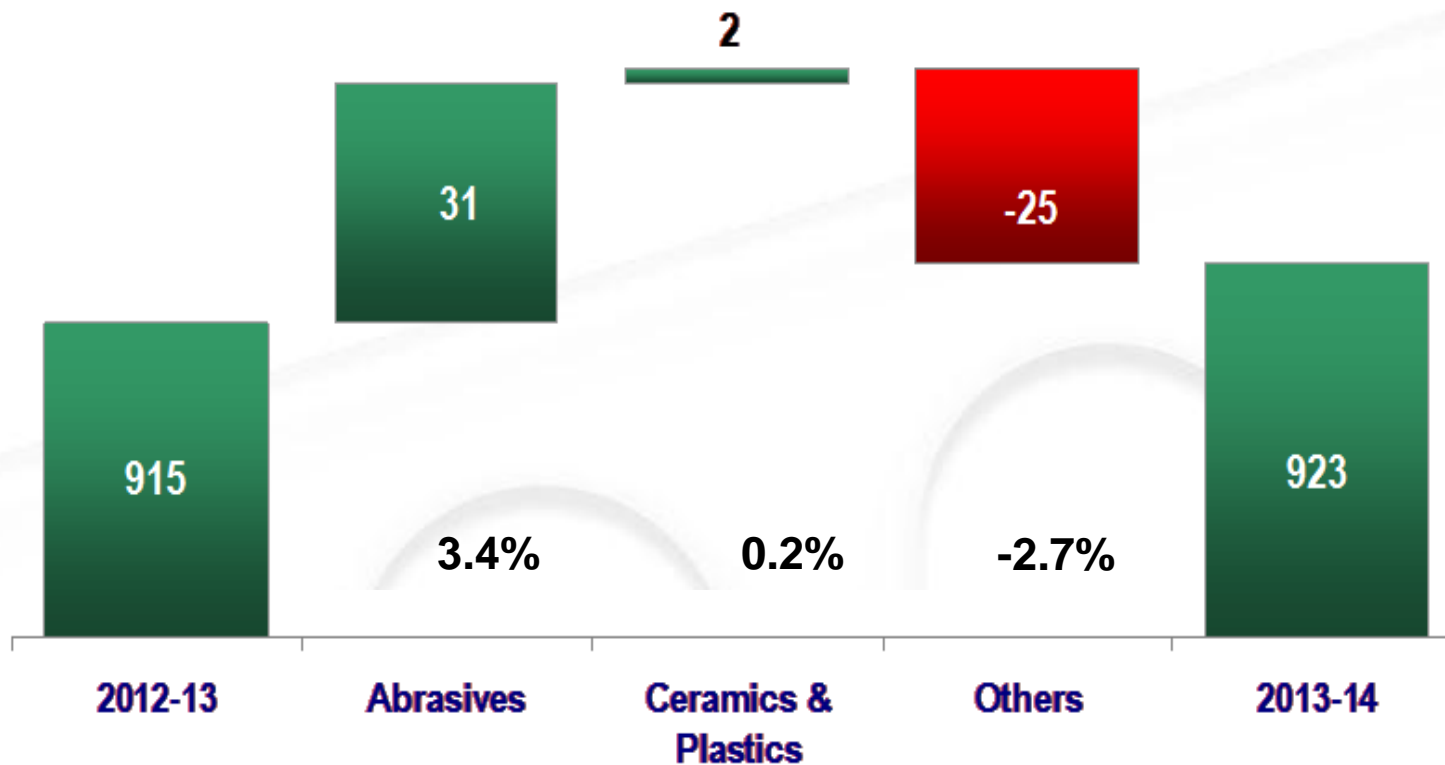


**FY 2012-13  
Sales = Rs.915**

**Increase of ~Rs. 8 crores (+0.9%)**

**FY 2013-14  
Sales = Rs.923**

(Rs. Crores)



Source: Published quarterly segment results

# Net Sales Bridge



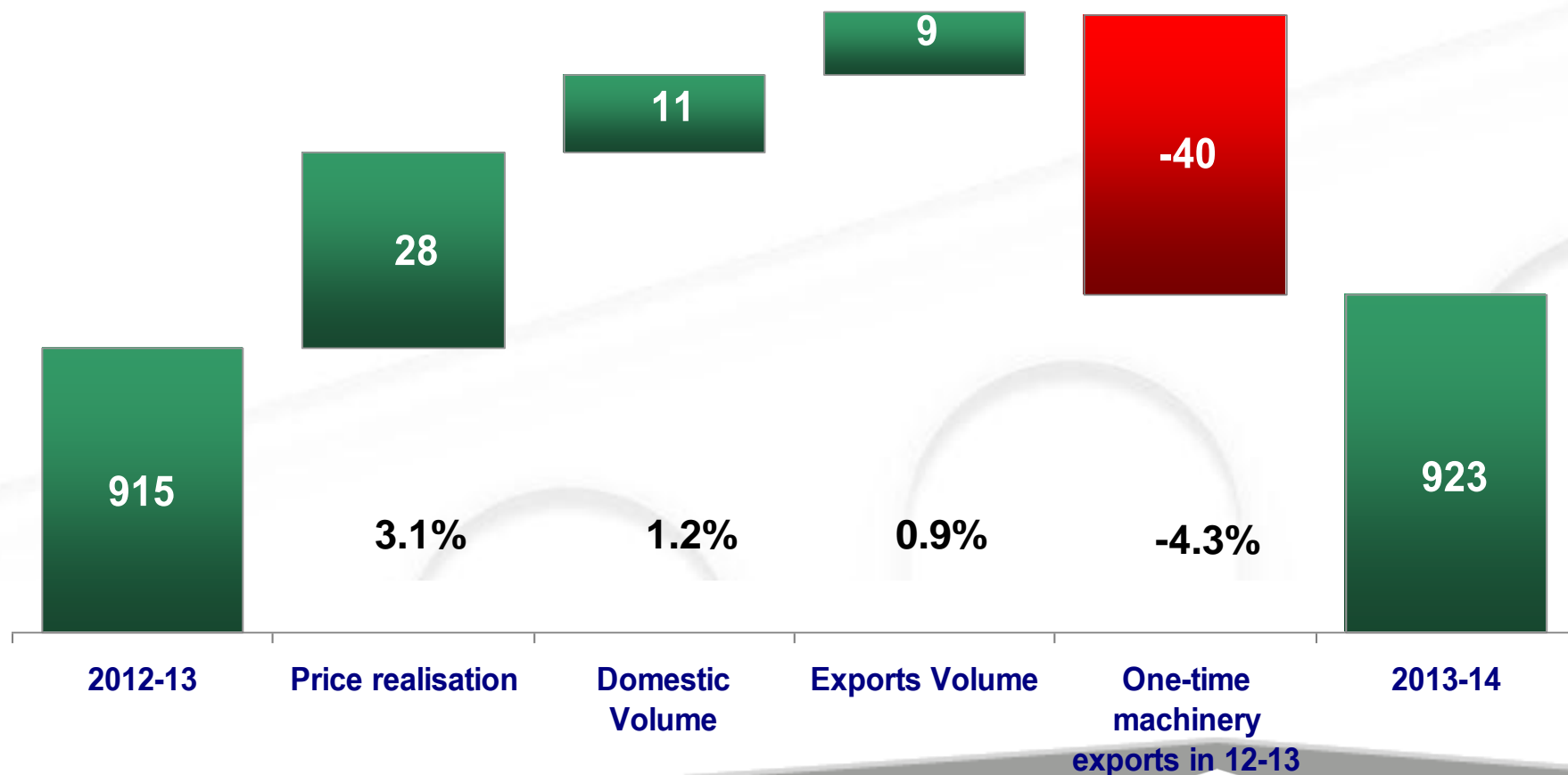
**FY 2012-13  
Sales = Rs.915**



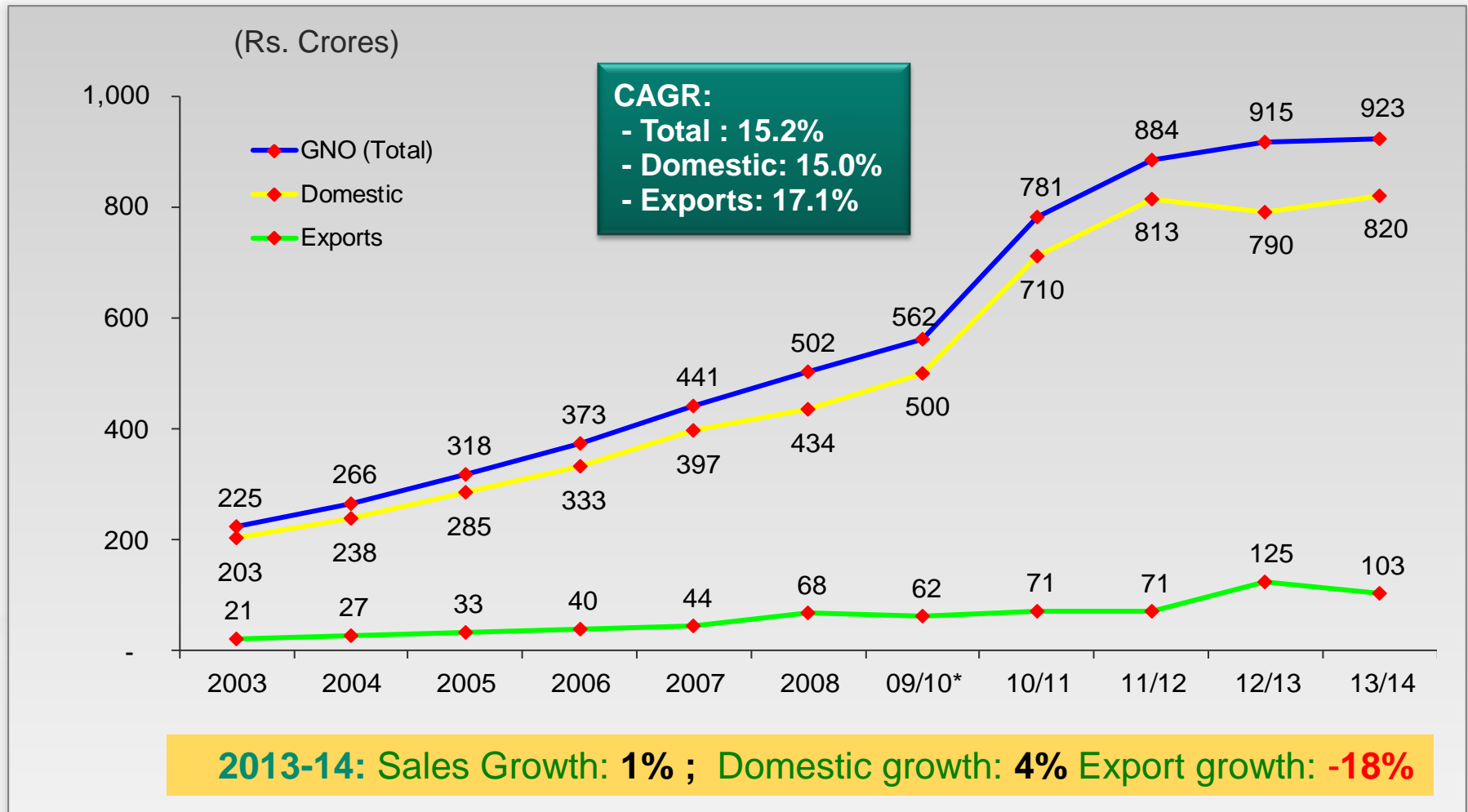
**Increase of ~Rs. 8 crores (+0.9%)**

**FY 2013-14  
Sales = Rs.923**

(Rs. Crores)



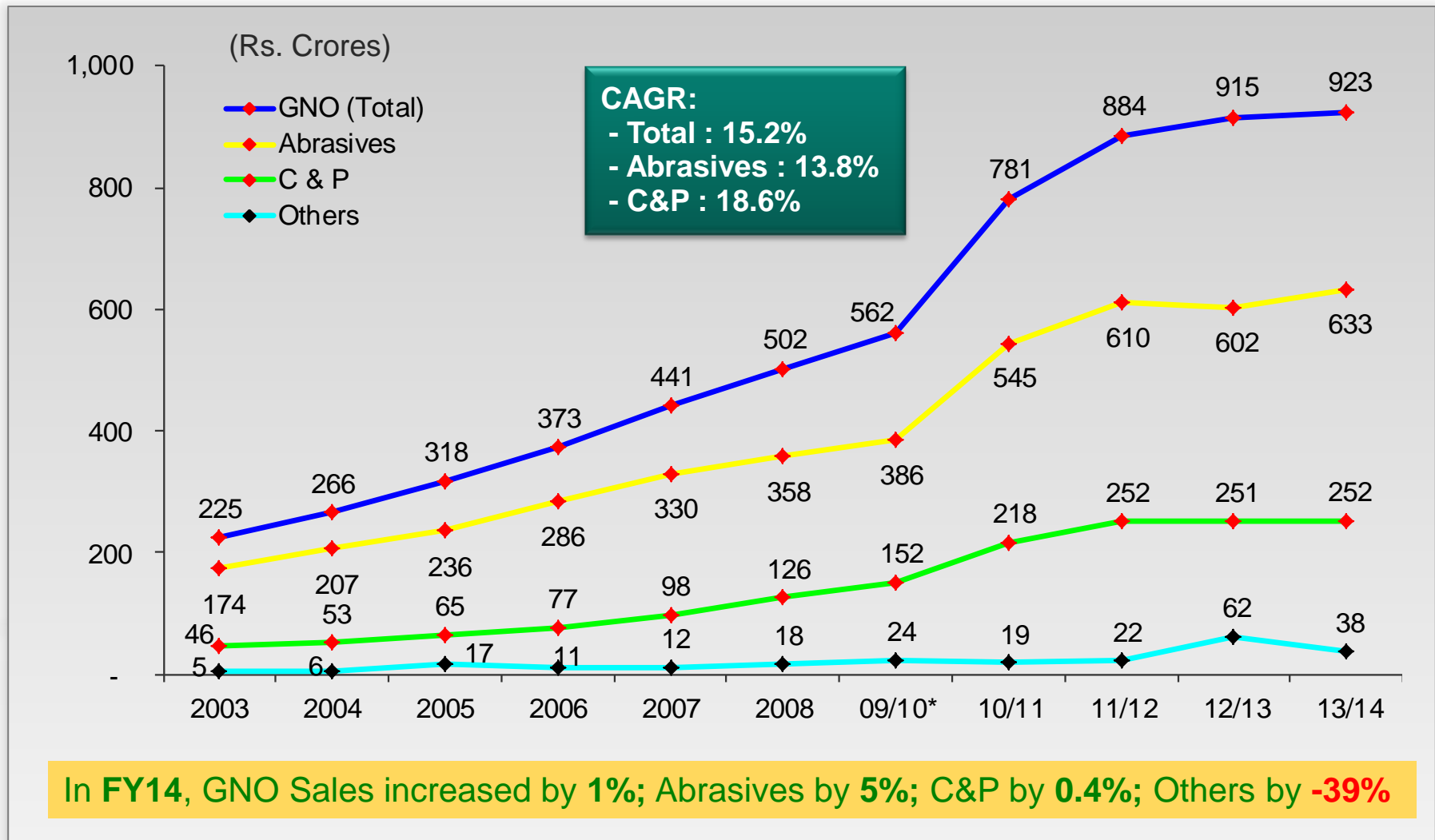
# GNO: Domestic & Export Sales (Net)



Source: Annual Reports

\* 2009/10 financial year was for 15 months. Figures in the graph are pro-rated for 12 months.  
 FY 2012-13 & FY 2013-14 Consolidated Accounts

# GNO, Abrasives, C&P, Others - Net Sales



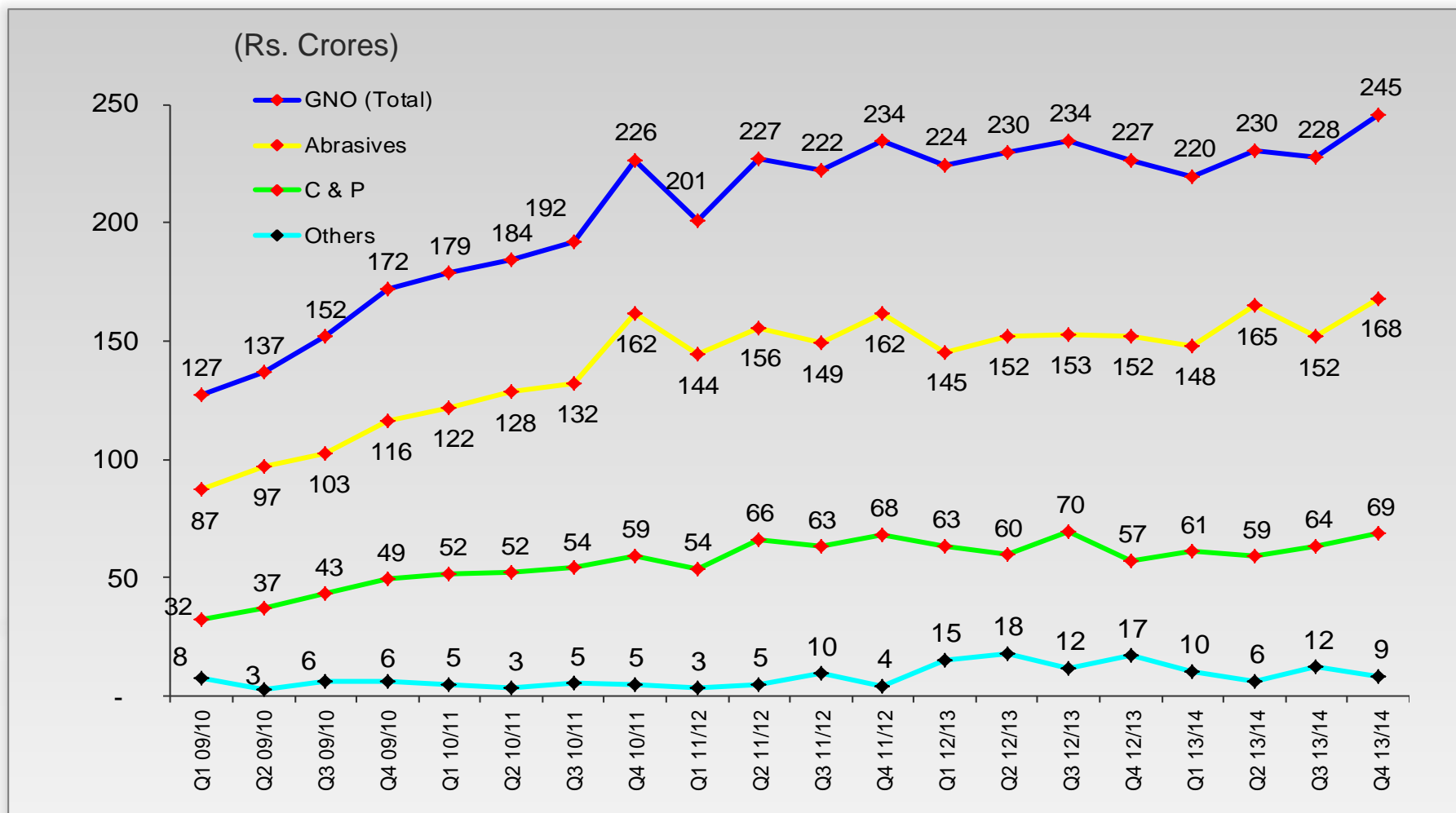
**Source: Annual Reports**

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FY 2012-13 & FY 2013-14 Consolidated Accounts



# GNO, Abrasives, C&P, Others Quarterly Sales



Source: Published quarterly segment results

FY 2012-13 & FY 2013-14 Consolidated Accounts

# Key Financial Indicators



(Rs. Crores)

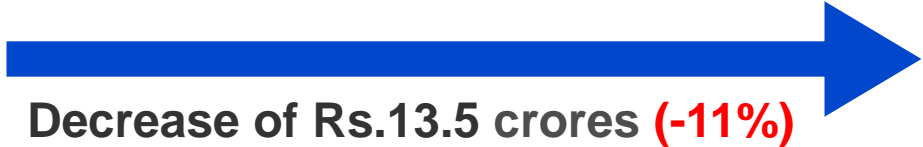
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# Operating Profit Bridge



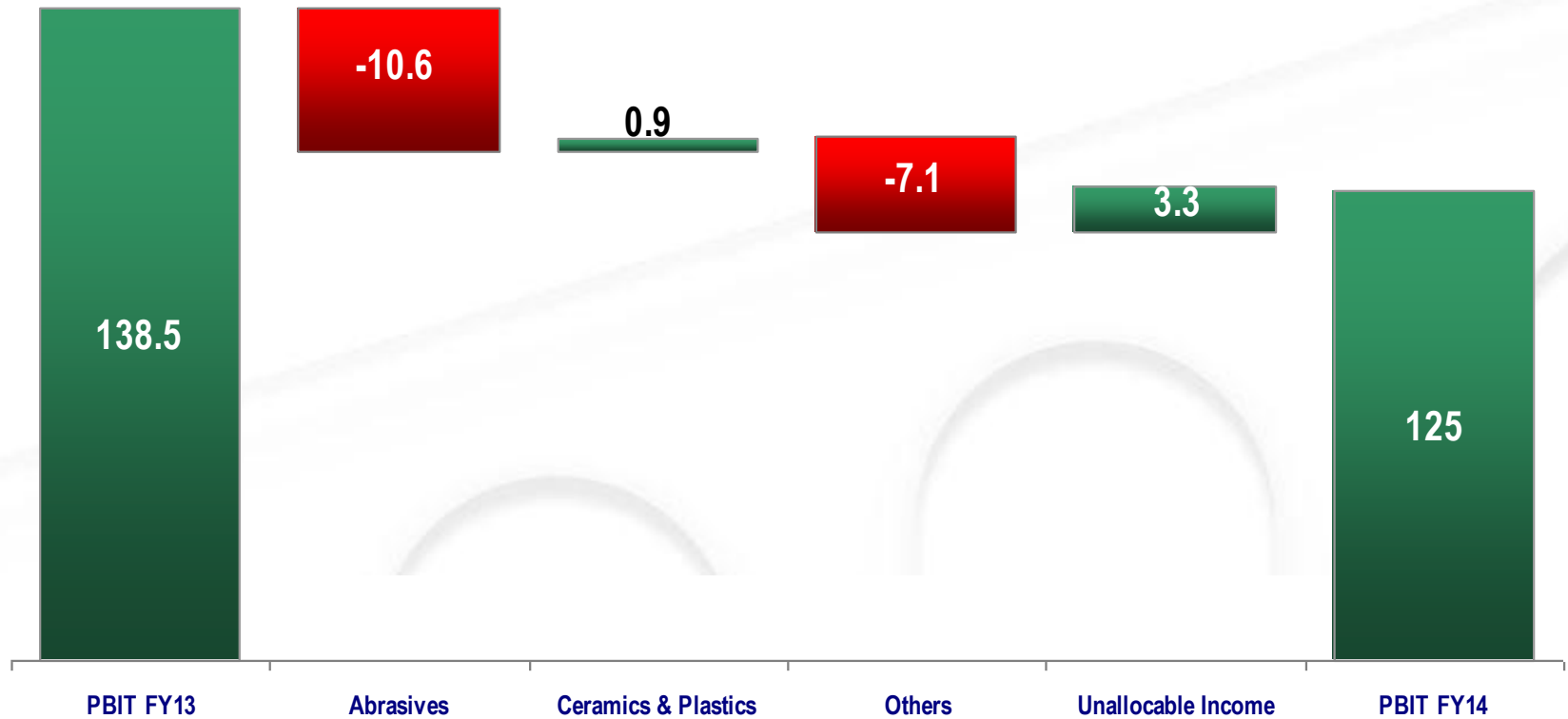
**FY 2012-13**  
**PBIT = Rs138.5**



**Decrease of Rs.13.5 crores (-11%)**

**FY 2013-14**  
**PBIT = Rs 125**

(Rs. Crores)



Source: Published quarterly segment results

# Operating Profit Bridge



**FY 2012-13**  
**PBIT = Rs138.5**

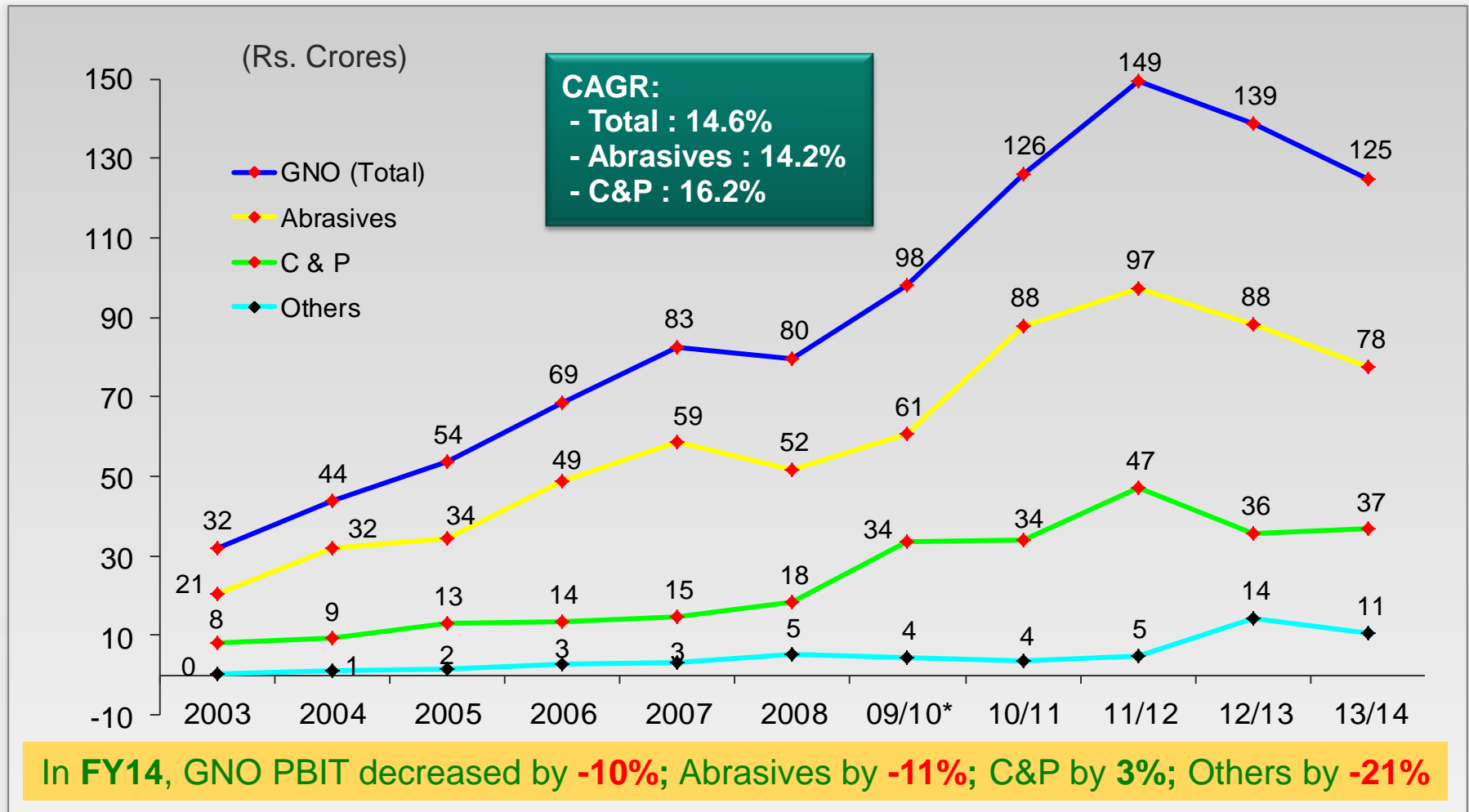
**Decrease of Rs.13.5 crores (-11%)**

**FY 2013-14**  
**PBIT = Rs 125**

(Rs. Crores)



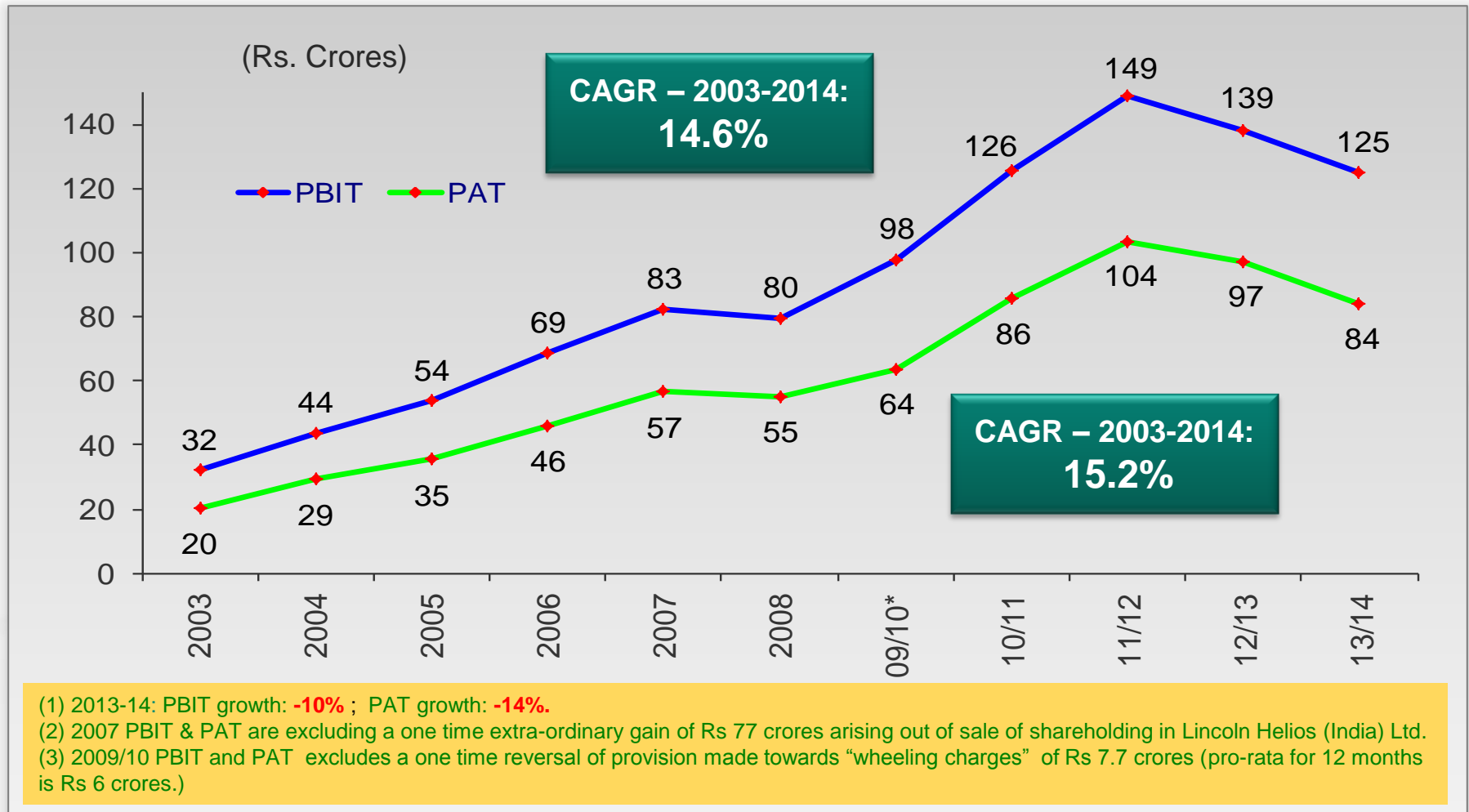
# GNO, Abrasives, C&P, Others - PBIT



**Source: Annual Reports**

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 FY 2012-13 & FY 2013-14 Consolidated Accounts

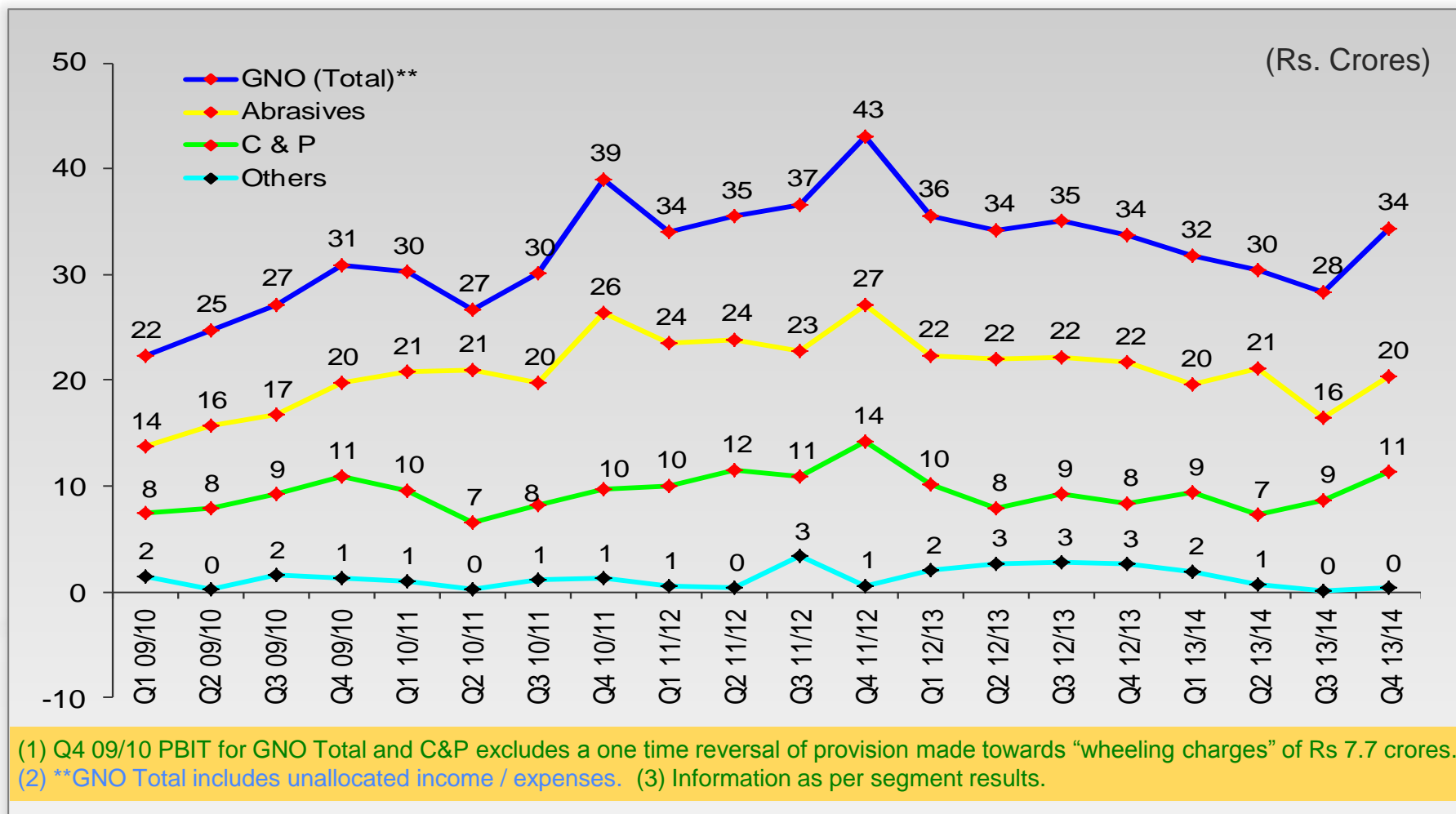
# GNO Profits – PBIT & PAT



**Source: Annual Reports**

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 FY 2012-13 & FY 2013-14 Consolidated Accounts

# GNO, Abrasives, C&P, Others - Quarterly PBIT



**Source: Published quarterly segment results**

FY 2012-13 & FY 2013-14 Consolidated Accounts



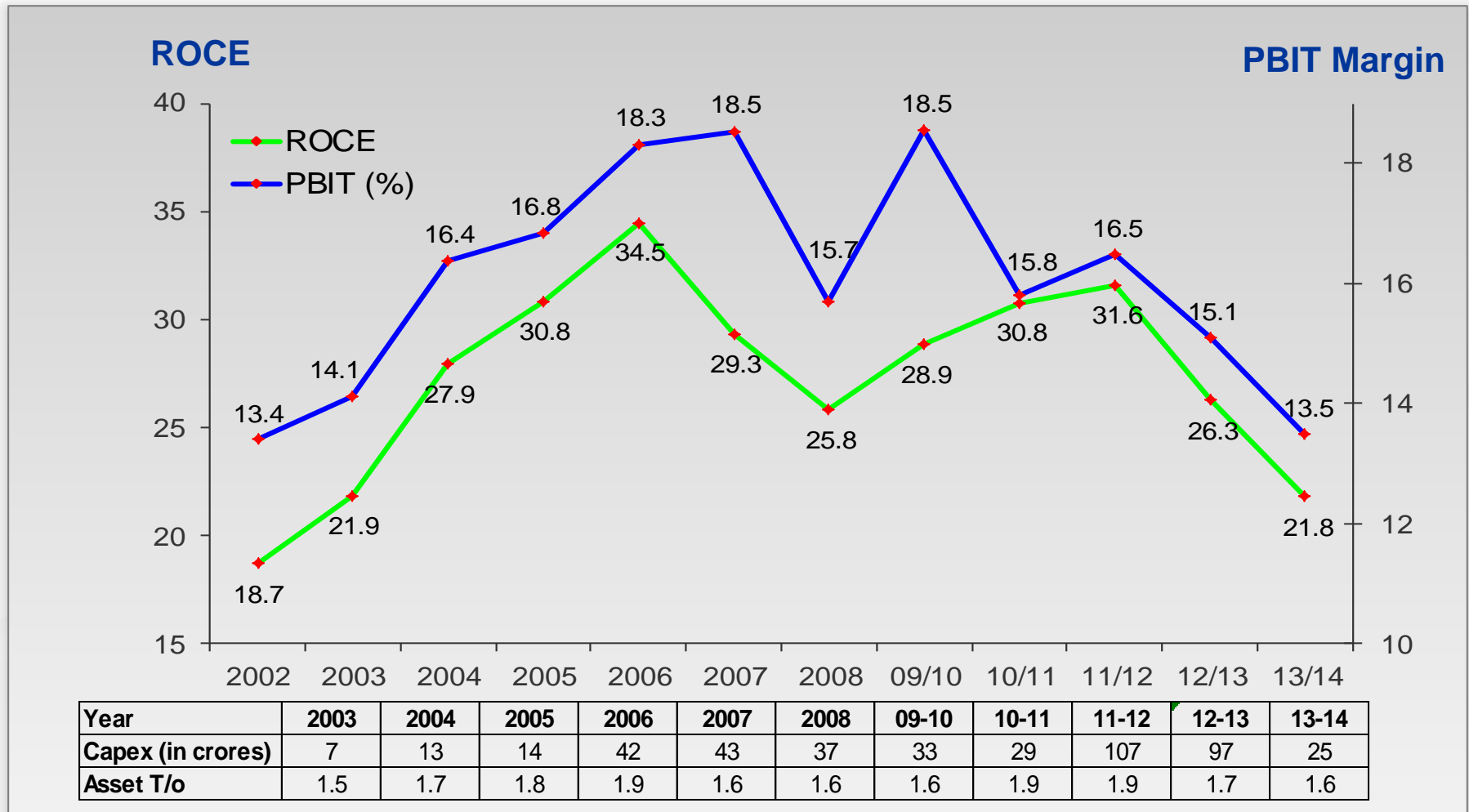
# Key Financial Indicators



(Rs. Crores)

<b>Key Financials Consolidated</b>	<b>FY 13-14</b>	<b>FY 12-13</b>	<b>Growth %</b>
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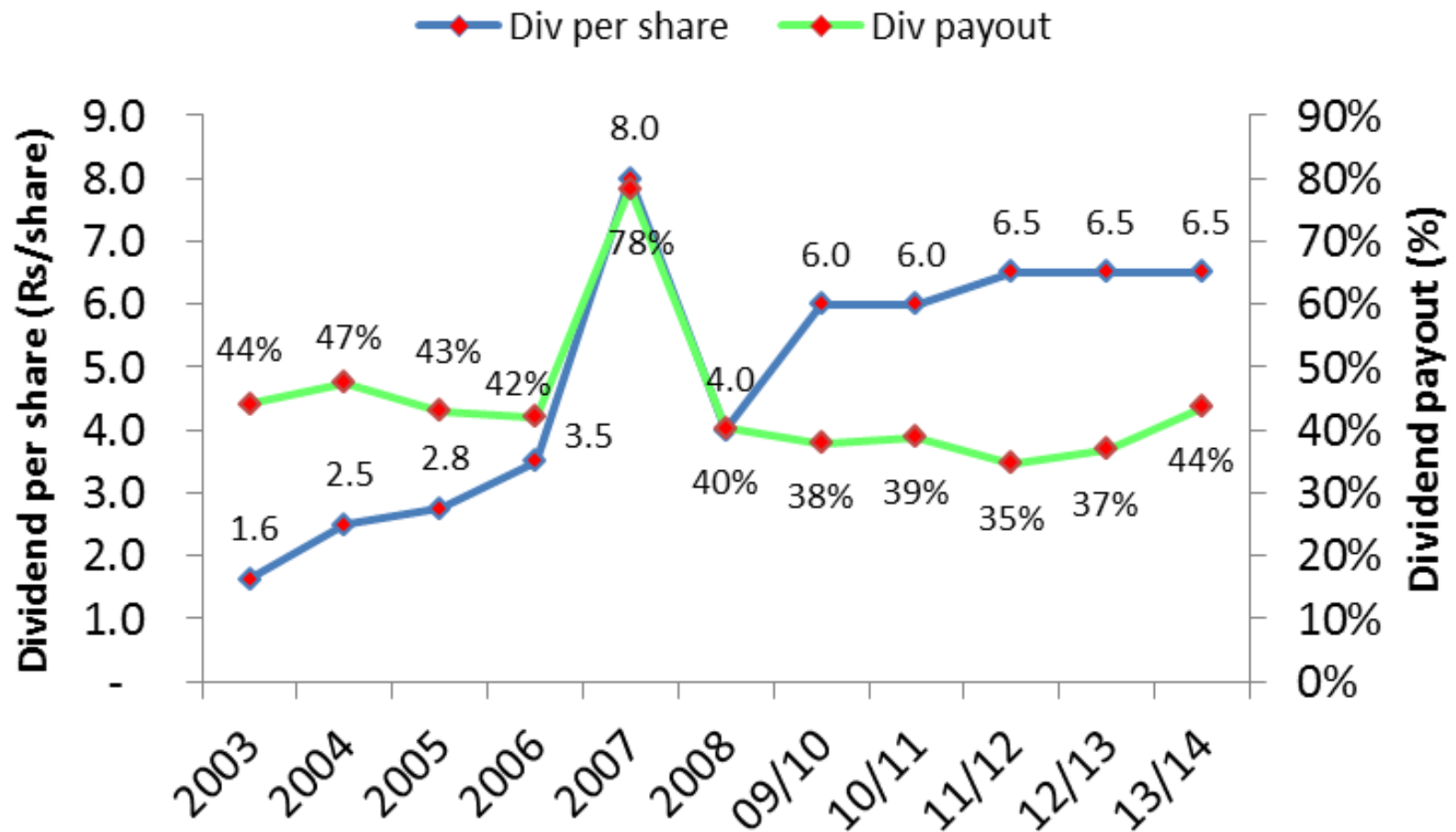
# GNO Profitability - ROCE, Operating Margin (%)



Note: 1. PBIT is before considering extra-ordinary items; 2. PBIT and Asset t/o based on Net Sales

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FY 2012-13 & FY 2013-14 Consolidated Accounts

# GNO – Dividend



In 2007, a special interim dividend of Rs 4 per share was declared

Source: Annual Reports





**Thank You**

