

Blue Star Limited

Q2FY18 - Investor Update

GST roll out from Jul 1, 2017 had a profound impact on business operations across all our segments. We have explained impact of this transition in the relevant segment result discussion section. Prior to GST going live, revenue for previous periods included excise duty and other applicable input taxes. Comparable revenue and EBIDTA % in this update have been computed by adjusting excise duty and other applicable input taxes from the revenue of respective previous periods, on a like-to-like basis. There is no impact of this on the profit before tax and profit after tax figures.

I. FINANCIAL HIGHLIGHTS FOR Q2FY18

Following are comparable financial highlights of the Company for the quarter ended September 30, 2017 on a consolidated basis:

- Revenue from Operations for Q2 FY18 was Rs 835.71 Cr, which reduced marginally as compared to Rs 847.84 Cr in Q2 FY17.
- EBIDTA (excluding other income and finance income) for Q2FY18 was Rs 45.91 Cr as compared to Rs 40.19 Cr in Q2FY17, a growth of 14%. EBIDTA as a percentage of Revenue increased to 5.5% in Q2 FY18 from 4.7% in Q2FY17.
- Profit before Tax was Rs 28.78 Cr in Q2 FY18 as compared to Rs 26.66 Cr in Q2FY17, a growth of 8%.
- Tax expense for Q2FY18 was Rs 8.42 Cr as compared to Rs 7.34 Cr in Q2FY17. Effective tax rate for Q2FY18 was 29% as compared to 28% for Q2FY17
- Consequently, consolidated net profit for Q2FY18 increased to Rs 20.78 Cr from Rs 20.01 Cr in Q2FY17, a growth of 4%.
- Carry-forward order book as at Sep 30, 2017 increased by 15% to Rs. 2120 Cr as compared to Rs. 1840 Cr as at Sep 30, 2016.
- On a standalone basis, Blue Star had net borrowing of Rs 252 Cr as on Sep 30, 2017 as compared with Rs 263 Cr as on Sep 30, 2016
- Net borrowings for our wholly owned subsidiary, Blue Star Engineering & Electronics Limited decreased to Rs 45 Cr as on Sep 30, 2017 from Rs 56 Cr as on Sep 30, 2016.
- Consolidated capital employed increased marginally to Rs 757 Cr as on Sep 30, 2017 from Rs 705 Cr as on Sep 30, 2016.

II. BUSINESS HIGHLIGHTS FOR Q2FY18

Segment I: Electro-Mechanical Projects & Packaged Air Conditioning Systems

Unfulfilled customer orders in this segment needed to be individually realigned under the GST tax structure. This turned out to be a slow and arduous process and consequently led to a slowdown in project execution and therefore billing. Segment I comparable revenue was Rs 501.82 Cr in Q2FY18 as

against Rs 538.67 Cr in Q2FY17. The segment results grew to Rs 38.30 Cr (7.63%) in Q2FY18 from Rs 28.56 Cr (5.30%) in Q2FY17. Closure of certain projects having higher profitability particularly in Q2FY18 resulted in better margin realization. Order inflow in Q2FY18 was Rs 582 Cr as compared to Rs 560 Cr in Q2FY17, a growth of 4%.

1. Electro-Mechanical Projects business

Overall, the market demand slowed down in Q2 due to business and operational uncertainty post introduction of GST and sluggish demand from private investments as corporates continued to adopt a 'wait & watch' approach. Spending was largely driven by Government in various infrastructure projects like metro and healthcare. Our sales prospects base remained static with a drop in the office segment and some growth in the residential space mostly for fire, ventilation, electrical & plumbing services. New order booking from heavy industrial & factory segments continued to be muted.

Select large value investments from Government and a few corporates are going the super bundled route through general contractors. Further, customer preference for single vendor for multi services is gradually on the rise. Our share of mechanical, electrical and plumbing systems in building and industrial projects continues to be higher than the industry.

The strategy to focus selectively on profitable and healthier cash flow projects has started to show result. Blue Star continues to invest in smart systems and technology in line with its value proposition of superior project delivery through intelligent engineering, modern execution practices and committed teams. Blue Star maintained its dominant leadership position in the electro mechanical space in India. Some major orders won during Q2FY18 included Cube Constructions, DLF Cyber park, Sintex Corporate office, Ford, Deloitte, Smitha Hospital and MRF

2. Central and Packaged Air Conditioning Systems business

Overall market for the Central Plant equipment business also experienced a slowdown in Q2 due to the implementation of GST. Billing cycle got delayed due to lack of sufficient clarity on interpretation of new GST rules. Bookings, however, showed some signs of recovery in the month of September.

In spite of the slow down reported in this quarter, VRF product range continued to record good growth rates. The 5th generation VRFs and the new configured series chillers have gained very good acceptance in the market. There is also a good momentum among the dealers for the sales of our inverter ducted systems. Major orders booked during the quarter were JSW Cement, Samhi Hotel, Theni Anantham Silks, NTPC, Jindal India and Greenply Industries.

3. International Business

Blue Star continued its focus on expanding its product export business. Healthy order inflow continued for water coolers, room air conditioners and other applied products such as VRF, AHU &

chillers from various distributors and OEM customers. However, strengthening of Rupee against the US dollar in Q2 impacted export billing.

Blue Star conducted a number of distributor and consultant interactions as part of confidence building measures and also participated in number of exhibitions across Srilanka, Qatar, Iran and Maldives. Blue Star's stall in the 'SIVAR Expo' in Sri Lanka was adjudged best stall by the exhibitors. As reported earlier, our export business has presence in 19 international markets and we are currently focused on deepening the penetration in these markets. On the economic outlook, emerging markets of the Gulf Cooperation Council (GCC) countries and Africa remained under pressure. The ongoing sanctions on Qatar by GCC countries have impacted both order inflow and cash flows.

Blue Star continues its journey to strengthen its brand in select international markets. Blue Star has an aggressive plan to selectively and profitably grow its international business and overall business outlook remain positive.

Segment II: Unitary Products

Towards the middle of Q1 this year, dealers and distributors had started to destock their inventory in anticipation of GST migration. In addition, post GST going live, business supply chain had to undertake a short shut down during the month of Jul in order to revalue the stock of unsold finished goods to establish transition credits under GST.

Comparable revenue for this segment was Rs 294.38 Cr in Q2FY18 as against Rs 262.83 Cr in Q2FY17, a growth of 12%. Segment results reduced to Rs 15.66 Cr (5.32%) in Q2FY18 as compared with Rs 19.79 Cr (7.53%) in Q2FY17. Drop in segment result is due to higher commodity prices and planned investments in our new product categories such as water purifiers, air purifiers and air coolers.

1. Room Air Conditioner business

As explained above, overall the Room Air Conditioner business remained subdued in Q2, primarily due to GST transition. The secondary movement and restocking has commenced from September onwards. Consequently during Q2, our room AC business grew by 5% in value terms in line with the market growth.

Our market share remained steady at 11.0% in Q2FY18 as compared with same period last year. The Company continued to perform better in the high energy efficient products such as 5 star and inverter ACs. With growing volumes in tier 3/4/5 markets, more customers prefer availing consumer finance schemes.

2. Commercial Refrigeration business

The over-all market for Commercial Refrigeration products also experienced a slow down due to GST implementation. In spite of the GST impact, Blue Star grew faster than the industry during Q2FY18. The growth was seen across all product lines. The quarter was good for Deep Freezers, Bottled

water dispensers and Modular Cold rooms. Modular Cold Room business saw an increased traction with major contribution from dairy, ice cream and food processing segment. Our new lines of business 'Kitchen Refrigeration' and 'Medical Refrigeration' witnessed good acceptance in the market with increase in secondary sales.

Blue Star continued to strengthen its product offerings catering to the needs of constantly growing Dairy, Ice cream and Food processing segment and also continued to be a dominant player in the Commercial Refrigeration space.

3. Water Purifier business

Our Water Purifier business continued the growth momentum in Q2FY18. The products have been well received in the market and overall the business outlook remain positive. While the industry grew in line with the expectation, price realization continued to be under stress due to disruptive pricing strategies used by few large market players. Blue Star Water Purifiers are now available in 110 towns with over 450 channel partners and 1700 retail points. Plans are on anvil to increase the distribution network further in FY18. The entire service delivery process was made IT and app-enabled and is now fully supported by a call centre. Investments in brand building continued with advertisement campaigns across various TV, print and digital channels, the campaign received great visibility. We expect segment results to be impacted by 120-150 bps for the current financial year, due to investments in this product category primarily in distribution, R&D and brand building.

Segment III: Professional Electronics and Industrial Systems

Segment III revenue declined by 15% in Q2FY18 to Rs 39.51 Cr from Rs 46.34 Cr in Q2FY17. Segment result degrew to Rs 2.85 Cr (7.21%) in Q2FY18 as compared with Rs 8.08 Cr (17.44%) during the same period last year. Revenue in Q2 was lower due to continued softness in industrial capex and general uncertainties arising from GST migration. Margins in this segment were impacted by lower demand coupled with lower realization due to sluggish market conditions. Plans are on the anvil to rejig and renew the product portfolio in order to improve profitability and at the same time, the demand is expected to revive in the last quarter of the current financial year.

During the quarter, large orders were received from Karnataka Institute of Medical Science, Institute of Nephro Urology, Reliance Jio, Axis Bank, Ordinance Factory, Jindal Steel, Hindustan Aeronautics Limited and GB Springs.

III. BUSINESS OUTLOOK

Over the long term, we anticipate a positive impact of GST transition for the Company and industry. The procedural transition of GST for Blue Star was in line with our plans. Our billing and procurement activities reinitiated in the GST environment with minimal downtime. However, the markets that we serve have not yet fully stabilized and regained momentum. While Q3 is expected to be better in

terms of market potential, we anticipate some impact to continue during Q3 as well. Once the external environment stabilizes, the Company is confident of regaining its growth momentum.

The Company intends to continue to make investments in manufacturing, marketing, brand building, product development as well as human resources in the next few quarters in order to capitalize on the imminent growth opportunities.

For more information contact

Neeraj Basur

Blue Star Limited

Tel: 022-6654 4000

neerajbasur@bluestarindia.com

Gaurav Kapoor

Adfactors PR Pvt. Limited

Tel: 022-6754 4336

gaurav.kapoor@adfactorspr.com

SAFE HARBOUR

Certain statements in this release concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

BLUE STAR LIMITED

Registered Office : Kasturi Buildings, Mohan T. Advani Chowk, Jamshedji Tata Road, Mumbai 400 020,

CIN No.: L28920MH1949PLC006870, Telephone No +91 22 6665 4000, Fax No. +91 22 6665 4152

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2017

Rs in Crores

Sr. no.	PARTICULARS	CONSOLIDATED					
		QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	YEAR ENDED (AUDITED)
		30.9.17	30.6.17	30.9.16	30.9.17	30.9.16	31.3.17
	Revenue from operations	835.71	1,465.30	897.82	2,301.01	2,114.63	4,424.72
	Other Income	3.32	4.97	2.04	8.29	4.66	13.07
	Finance Income	1.19	3.65	8.13	4.84	16.66	21.51
1	Total Income	840.22	1,473.92	907.99	2,314.14	2,135.95	4,459.30
2	Expenses						
	a) Cost of materials consumed (including direct project cost)	395.78	605.63	458.98	1,001.41	993.54	2,189.33
	b) Purchase of Stock in trade	116.61	302.07	123.45	418.68	443.77	940.15
	c) Changes in Inventories of Finished Goods, Work-in-progress and Stock-in-Trade	30.42	135.06	43.07	165.48	60.49	(16.94)
	d) Excise Duty	-	9.18	8.78	9.18	16.49	36.99
	e) Employee Benefits Expense	100.16	88.40	86.24	188.56	162.56	339.03
	f) Depreciation and Amortisation Expense	15.77	12.53	14.96	28.30	28.47	60.58
	g) Finance Cost	5.87	4.81	8.75	10.68	17.98	37.78
	h) Other Expenses	146.83	239.64	137.12	386.47	321.11	713.75
	Total Expenses	811.44	1,397.32	881.35	2,208.76	2,044.41	4,300.67
3	Profit before Exceptional Items (1-2)	28.78	76.60	26.64	105.38	91.54	158.63
4	Exceptional Items	-	-	-	-	-	-
5	Profit before Tax (3+4)	28.78	76.60	26.64	105.38	91.54	158.63
6	Tax Expense						
	i) Current tax	9.28	18.27	6.86	27.55	22.89	44.33
	ii) Deferred tax	(0.86)	0.01	0.48	(0.85)	(1.07)	(7.66)
7	Net Profit after Tax (5-6)	20.36	58.32	19.30	78.68	69.72	121.96
8a	Share in Profit/(Loss) of Joint Ventures	0.55	0.16	0.74	0.71	1.74	1.27
8b	Profits attributable to Non-controlling interest	(0.13)	(0.02)	(0.05)	(0.15)	(0.08)	(0.18)
9	Net Profit for the Period, (7+8)	20.78	58.46	19.99	79.24	71.38	123.05
	Other Comprehensive Income, net of tax						
	A (i) Items that will not be reclassified to profit or loss	(2.53)	(1.13)	(0.15)	(3.66)	(0.48)	(6.22)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0.75	0.39	0.08	1.14	0.19	2.17
	B (i) Items that will be reclassified to profit or loss	0.55	(1.34)	(0.59)	(0.79)	(0.26)	(0.57)
	(ii) Income tax relating to items that will be reclassified to profit or loss	(0.18)	0.47	0.21	0.29	0.09	0.20
10	Other Comprehensive Income, net of tax	(1.41)	(1.61)	(0.45)	(3.02)	(0.46)	(4.42)
11	Total Comprehensive Income for the period (9+10)	19.37	56.85	19.54	76.22	70.92	118.63
12	Paid Up Equity Share Capital (Face Value of the share Rs 2/- each)	19.17	19.13	19.09	19.17	19.09	19.11
13	Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year						738.02
14	Earnings Per Share (EPS) (in Rs) (not annualised)						
	a) Basic	2.13	6.11	2.09	8.22	7.48	12.89
	b) Diluted	2.12	6.08	2.09	8.19	7.45	12.84

NOTES:

1 The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on October 31, 2017 and have been subjected to limited review by the Statutory Auditors who have issued an unqualified report.

2 According to the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, revenue from operations for the quarter and half year ended September 30, 2016, quarter ended June 30, 2017 and year ended March 31, 2017 was reported inclusive of excise duty and other input taxes. Goods and Services Tax ("GST") was implemented with effect from July 1, 2017, which replaced excise duty and other input taxes. As per Ind AS 18, revenue from operations for the quarter ended September 30, 2017 is reported net of GST. Therefore, revenue from operations for the current periods are not comparable with the corresponding earlier periods. Comparable revenue from operations (mentioned in note 3) has been computed by adjusting excise duty and other input taxes from the revenue from operations of respective previous periods, on a like-to-like basis.

3 Comparable revenue from operations (refer note 2) for the reported periods :

PARTICULARS	Rs in Crores					
	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	YEAR ENDED (AUDITED)
	30.9.17	30.6.17	30.9.16	30.9.17	30.9.16	31.3.17
Comparable revenue from operation	835.71	1,358.57	847.84	2,194.28	1,971.99	4,133.27

4 Financial Results of Blue Star Limited (Standalone Information) :

PARTICULARS	Rs in Crores					
	STANDALONE					
	Quarter Ended			Half Year Ended		Year Ended
	30.9.17	30.6.17	30.9.16	30.9.17	30.9.16	31.3.17
Income from operations	764.29	1,395.97	834.27	2,160.26	2,007.16	4,149.09
Profit before tax	26.11	65.06	24.10	91.17	91.24	148.28
Total Comprehensive Income	16.60	46.12	16.79	62.72	69.59	108.04

5 Previous period / year's figures have been regrouped / rearranged wherever necessary.

Date : October 31, 2017
Place : Mumbai

For BLUE STAR LIMITED

www.bluestarindia.com

Vir S. Advani
Managing Director
(DIN : 01571278)

BLUE STAR LIMITED

UNAUDITED SEGMENT WISE REVENUE, RESULTS & CAPITAL EMPLOYED FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2017

Rs in Crores

Sr. No.	PARTICULARS	CONSOLIDATED					
		QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	YEAR ENDED (AUDITED)
		30.9.17	30.6.17	30.9.16	30.9.17	30.9.16	31.3.17
I	SEGMENT REVENUE						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	501.82	574.83	538.67	1,076.65	999.46	2,233.68
	b. Unitary Products	294.38	840.37	262.83	1,134.75	1,034.01	1,999.56
	c. Professional Electronics and Industrial Systems	39.51	50.10	46.38	89.61	81.16	191.48
	TOTAL SEGMENT REVENUE	835.71	1,465.30	897.82	2,301.01	2,114.63	4,424.72
II	SEGMENT RESULT						
	PROFIT BEFORE INTEREST & TAX						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	38.30	22.50	28.56	60.80	31.69	90.67
	b. Unitary Products	15.66	81.81	19.79	97.47	101.45	167.88
	c. Professional Electronics and Industrial Systems	2.85	6.17	8.08	9.02	13.08	32.48
	TOTAL SEGMENT RESULT	56.81	110.48	56.43	167.29	146.22	291.03
	Less: i) Interest and Other Financial Charges	5.87	4.81	8.75	10.68	17.98	37.78
	ii) Un-allocable Expenditure	22.16	29.07	21.04	51.23	36.70	94.62
	TOTAL PROFIT BEFORE TAXATION AND EXCEPTIONAL ITEM	28.78	76.60	26.64	105.38	91.54	158.63
	Exceptional items	-	-	-	-	-	-
	PROFIT BEFORE TAXATION	28.78	76.60	26.64	105.38	91.54	158.63
III	SEGMENT ASSETS						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	1,404.14	1,445.33	1,317.39	1,404.14	1,317.39	1,362.94
	b. Unitary Products	559.67	631.67	554.74	559.67	554.74	815.83
	c. Professional Electronics and Industrial Systems	96.78	100.49	82.45	96.78	82.45	94.19
	d. Un-allocable Corporate Assets	347.50	362.79	358.95	347.50	358.95	376.63
	TOTAL SEGMENT ASSETS	2,408.09	2,540.28	2,313.53	2,408.09	2,313.53	2,649.59
IV	SEGMENT LIABILITIES						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	868.20	979.95	897.83	868.20	897.83	980.24
	b. Unitary Products	327.06	483.16	259.18	327.06	259.18	586.08
	c. Professional Electronics and Industrial Systems	59.43	63.05	41.67	59.43	41.67	54.72
	d. Un-allocable Corporate Liabilities	396.86	196.01	409.71	396.86	409.71	270.20
	TOTAL SEGMENT LIABILITIES	1,651.55	1,722.17	1,608.39	1,651.55	1,608.39	1,891.24
V	CAPITAL EMPLOYED						
	(Segment Assets - Segment Liabilities)						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	535.94	465.38	419.56	535.94	419.56	382.70
	b. Unitary Products	232.61	148.51	295.56	232.61	295.56	229.75
	c. Professional Electronics and Industrial Systems	37.35	37.44	40.78	37.35	40.78	39.47
	d. Un-allocable Corporate Assets less Liabilities	(49.36)	166.78	(50.76)	(49.36)	(50.76)	106.43
	TOTAL CAPITAL EMPLOYED IN THE COMPANY	756.54	818.11	705.14	756.54	705.14	758.35

NOTES:

1 Based on the "management approach" as defined in Ind AS 108-Operating Segments, the Chief Operating Decision Maker evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along these business segments.

2 Previous period / year's figures have been regrouped / rearranged wherever necessary.

For BLUE STAR LIMITED

Date : October 31, 2017

Place : Mumbai

Vir S. Advani
Managing Director
(DIN : 01571278)

BLUE STAR LIMITED
STATEMENT OF ASSETS AND LIABILITIES AS ON SEPTEMBER 30, 2017

Rs in Crores

Sr. No.	PARTICULARS	CONSOLIDATED	
		AS AT (UNAUDITED)	AS AT (AUDITED)
		30.9.17	31.3.17
A	ASSETS		
	1. Non-Current Assets		
	(a) Property Plant & Equipment	248.76	244.04
	(b) Capital Work in Progress	27.23	21.51
	(c) Investment Property	66.60	68.34
	(d) Intangible Assets	46.19	43.73
	(e) Intangible Assets under development	14.48	12.09
	(f) Investment in Joint Ventures	11.55	10.97
	(g) Financial Assets		
	-Trade Receivable	28.72	30.32
	-Loans	19.14	17.31
	-Other Financial Assets	3.76	3.61
	(h) Income tax Asset (Net)	31.54	38.82
	(i) Deferred Tax Assets (Net)	109.75	107.66
	(j) Other Non Current Assets	35.25	29.74
	Total - Non Current Assets	642.97	628.14
	2. Current Assets		
	(a) Inventories	422.57	595.58
	(b) Financial Assets		
	-Loans	2.38	4.01
	-Trade Receivables	863.47	938.98
	-Cash & cash Equivalents	91.74	96.57
	-Other Financial Assets	225.70	247.06
	(c) Other Current Assets	157.66	137.48
	Asset held for sale	1.60	1.77
	Total - Current Assets	1,765.12	2,021.45
	TOTAL - ASSETS	2,408.09	2,649.59
B	EQUITY AND LIABILITIES		
	1. Equity		
	(a) Equity Share Capital	19.17	19.11
	(b) Other Equity	735.96	738.02
	Equity attributable to equity holders of the company	755.13	757.13
	2. Non Controlling Interest	1.41	1.22
	Total Equity	756.54	758.35
	3. Non-Current Liabilities		
	(a) Financial Liabilities		
	-Borrowings	17.62	20.20
	(b) Long term Provisions	8.04	11.17
	(c) Government Grant	3.22	3.49
	Total - Non-current liabilities	28.88	34.86
	4. Current Liabilities		
	(a) Financial Liabilities		
	-Borrowings	368.31	195.92
	-Trade Payables	822.95	1,175.56
	-Other Payables	1.48	1.67
	-Other Financial Liabilities	14.45	17.68
	(b) Government Grants	0.59	0.65
	(c) Provisions	40.58	39.85
	(d) Other Current Liabilities	374.31	425.05
	Total - Current liabilities	1,622.67	1,856.38
	TOTAL - EQUITY AND LIABILITIES	2,408.09	2,649.59

For BLUE STAR LIMITED

Date : October 31, 2017
Place : Mumbai

Vir S. Advani
Managing Director
(DIN : 01571278)

BLUE STAR LIMITED

Registered Office : Kasturi Buildings, Mohan T. Advani Chowk, Jamshedji Tata Road, Mumbai 400 020,
CIN No.: L28920MH1949PLC006870, Telephone No +91 22 6665 4000 , Fax No. +91 22 6665 4152
UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2017

Rs in Crores

Sr. no.	PARTICULARS	STANDALONE					YEAR ENDED (AUDITED)
		QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	
		30.9.17	30.6.17	30.9.16	30.9.17	30.9.16	
	Revenue from operations	764.29	1,395.97	834.27	2,160.26	2,007.16	4,149.09
	Other Income	2.90	4.66	1.80	7.56	4.33	13.13
	Finance Income	1.06	3.84	7.95	4.90	16.19	21.25
1	Total Income	768.25	1,404.47	844.02	2,172.72	2,027.68	4,183.47
2	Expenses						
	a) Cost of materials consumed (including direct project cost)	368.01	584.15	429.99	952.16	945.28	2,069.03
	b) Purchase of Stock in trade	91.24	273.11	105.74	364.35	412.62	859.92
	c) Changes in Inventories of Finished Goods, Work-in-progress and Stock-in-Trade	30.60	134.46	41.40	165.06	58.31	(21.09)
	d) Excise Duty	-	9.18	8.78	9.18	16.49	37.00
	e) Employee Benefits Expense	90.30	80.74	78.97	171.04	148.80	309.78
	f) Depreciation and Amortisation Expense	14.54	13.21	13.41	27.75	25.73	54.97
	g) Finance Cost	4.43	3.32	6.93	7.75	14.36	30.61
	h) Other Expenses	143.02	241.24	134.70	384.26	314.85	694.97
	Total Expenses	742.14	1,339.41	819.92	2,081.55	1,936.44	4,035.19
3	Profit from Operations before Exceptional Items (1-2)	26.11	65.06	24.10	91.17	91.24	148.28
4	Exceptional Items	-	-	-	-	-	-
5	Profit before Tax (3+4)	26.11	65.06	24.10	91.17	91.24	148.28
6	Tax Expense						
	i) Current tax	8.44	18.19	6.43	26.63	22.37	42.26
	ii) Deferred tax	(0.34)	0.01	0.70	(0.33)	(1.08)	(5.95)
7	Net Profit after Tax (5-6)	18.01	46.86	16.97	64.87	69.95	111.97
	Other Comprehensive Income						
	(i) Items that will not be reclassified to profit or loss	(2.16)	(1.13)	(0.28)	(3.29)	(0.56)	(6.00)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0.75	0.39	0.10	1.14	0.20	2.07
8	Other Comprehensive Income, net of tax	(1.41)	(0.74)	(0.18)	(2.15)	(0.36)	(3.93)
9	Total Comprehensive Income for the period (7+8)	16.60	46.12	16.79	62.72	69.59	108.04
10	Paid Up Equity Share Capital (Face Value of the share Rs 2/- each)	19.17	19.13	19.09	19.17	19.09	19.11
11	Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year						898.65
12	Earnings Per Share (EPS) (in Rs) (not annualised)						
	a) Basic	1.88	4.90	1.78	6.78	7.33	11.73
	b) Diluted	1.87	4.88	1.77	6.75	7.30	11.68

NOTES:

1 The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on October 31, 2017 and have been subjected to limited review by the Statutory Auditors who have issued an unqualified report.

2 According to the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, revenue from operations for the quarter and half year ended September 30, 2016, quarter ended June 30, 2017 and year ended March 31, 2017 was reported inclusive of excise duty and other input taxes. Goods and Services Tax ("GST") was implemented with effect from July 1, 2017, which replaced excise duty and other input taxes. As per Ind AS 18, revenue from operations for the quarter ended September 30, 2017 is reported net of GST. Therefore, revenue from operations for the current periods are not comparable with the corresponding earlier periods. Comparable revenue from operations (mentioned in note 3) has been computed by adjusting excise duty and other input taxes from the revenue from operations of respective previous periods, on a like-to-like basis.

3 Comparable revenue from operations (refer note 2) for the reported periods :

PARTICULARS	Rs in Crores					
	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	YEAR ENDED (AUDITED)
	30.9.17	30.6.17	30.9.16	30.9.17	30.9.16	31.3.17
Comparable revenue from operations	764.29	1,289.24	784.29	2,053.53	1,864.52	3,857.64

4 Previous period / year's figures have been regrouped / rearranged wherever necessary.

Date : October 31, 2017
Place : Mumbai

For BLUE STAR LIMITED

www.bluestarindia.com

Vir S. Advani
Managing Director
(DIN : 01571278)

BLUE STAR LIMITED

UNAUDITED SEGMENT WISE REVENUE, RESULTS & CAPITAL EMPLOYED FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2017

Rs in Crores

Sr. No.	PARTICULARS	STANDALONE					YEAR ENDED (AUDITED)
		QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	QUARTER ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	HALF YEAR ENDED (UNAUDITED)	
		30.9.17	30.6.17	30.9.16	30.9.17	30.9.16	31.3.17
I	SEGMENT REVENUE						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	469.05	553.53	533.10	1,022.58	951.83	2,122.54
	b. Unitary Products	295.07	841.19	292.35	1,136.26	1,036.01	2,003.92
	c. Professional Electronics and Industrial Systems	0.17	1.25	8.82	1.42	19.32	22.63
	TOTAL SEGMENT REVENUE	764.29	1,395.97	834.27	2,160.26	2,007.16	4,149.09
II	SEGMENT RESULT						
	PROFIT BEFORE INTEREST & TAX						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	38.26	15.40	28.27	53.66	32.46	92.16
	b. Unitary Products	16.28	82.62	20.56	98.90	103.43	172.25
	c. Professional Electronics and Industrial Systems	0.01	(0.12)	2.17	(0.11)	5.10	4.00
	TOTAL SEGMENT RESULT	54.55	97.90	51.00	152.45	140.99	268.41
	Less: i) Interest and Other Financial Charges	4.43	3.32	6.93	7.75	14.36	30.61
	ii) Un-allocable Expenditure	24.01	29.52	19.97	53.53	35.39	89.52
	TOTAL PROFIT BEFORE TAXATION AND EXCEPTIONAL ITEM	26.11	65.06	24.10	91.17	91.24	148.28
	Exceptional items	-	-	-	-	-	-
	PROFIT BEFORE TAXATION	26.11	65.06	24.10	91.17	91.24	148.28
III	SEGMENT ASSETS						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	1,292.29	1,332.63	1,200.67	1,292.29	1,200.67	1,248.60
	b. Unitary Products	561.33	631.68	554.74	561.33	554.74	815.83
	c. Professional Electronics and Industrial Systems	4.46	5.74	16.68	4.46	16.68	11.28
	d. Un-allocable Corporate Assets	514.15	529.92	524.66	514.15	524.66	544.15
	TOTAL SEGMENT ASSETS	2,372.23	2,499.97	2,296.75	2,372.23	2,296.75	2,619.86
IV	SEGMENT LIABILITIES						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	792.08	897.79	807.95	792.08	807.95	891.41
	b. Unitary Products	327.06	483.16	259.18	327.06	259.18	586.08
	c. Professional Electronics and Industrial Systems	1.83	3.99	7.86	1.83	7.86	5.41
	d. Un-allocable Corporate Liabilities	348.75	148.09	347.13	348.75	347.13	219.20
	TOTAL SEGMENT LIABILITIES	1,469.72	1,533.03	1,422.12	1,469.72	1,422.12	1,702.10
V	CAPITAL EMPLOYED						
	(Segment Assets - Segment Liabilities)						
	a. Electro- Mechanical Projects and Packaged Air Conditioning Systems	500.21	434.84	392.72	500.21	392.72	357.19
	b. Unitary Products	234.27	148.52	295.56	234.27	295.56	229.75
	c. Professional Electronics and Industrial Systems	2.63	1.75	8.82	2.63	8.82	5.87
	d. Un-allocable Corporate Assets less Liabilities	165.40	381.83	177.53	165.40	177.53	324.95
	TOTAL CAPITAL EMPLOYED IN THE COMPANY	902.51	966.94	874.63	902.51	874.63	917.76

NOTES :

- 1 Based on the "management approach" as defined in Ind AS 108-Operating Segments, the Chief Operating Decision Maker evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along these business segments.
- 2 Previous period / year's figures have been regrouped / rearranged wherever necessary.

For BLUE STAR LIMITED

Date : October 31, 2017
Place : Mumbai

Vir S. Advani
Managing Director
(DIN : 01571278)

BLUE STAR LIMITED
STATEMENT OF ASSETS AND LIABILITIES AS ON SEPTEMBER 30, 2017

Rs in Crores

Sr. No.	PARTICULARS	STANDALONE	
		AS AT (UNAUDITED)	AS AT (AUDITED)
		30.9.17	31.3.17
A	ASSETS		
	1. Non-Current Assets		
	(a) Property Plant & Equipment	212.54	216.09
	(b) Capital Work in Progress	27.21	21.52
	(c) Investment Property	57.78	59.49
	(d) Intangible Assets	46.18	43.71
	(e) Intangible Assets under development	14.48	12.09
	(f) Financial Assets		
	- Investments	220.00	215.08
	-Trade Receivable	27.93	29.85
	-Loans	21.04	19.43
	-Other Financial Assets	3.76	3.61
	(g) Income tax Asset (Net)	29.95	37.65
	(h) Deferred Tax Assets (Net)	104.87	104.53
	(i) Other Non Current Assets	33.58	28.36
	Total - Non Current Assets	799.32	791.41
	2. Current Assets		
	(a) Inventories	407.85	580.45
	(b) Financial Assets		
	-Loans	4.30	5.41
	-Trade Receivables	727.93	812.76
	-Cash & cash Equivalents	73.50	78.00
	-Other Financial Assets	213.28	223.66
	(c) Other Current Assets	144.45	126.40
	Asset held for sale	1.60	1.77
	Total Current Assets	1,572.91	1,828.45
	TOTAL - ASSETS	2,372.23	2,619.86
B	EQUITY AND LIABILITIES		
	1. Equity		
	(a) Equity Share Capital	19.17	19.11
	(b) Other Equity	883.34	898.65
	Total Equity	902.51	917.76
	2. Non-Current Liabilities		
	(a) Financial Liabilities		
	-Other Financial Liabilities	0.58	0.56
	(b) Provisions	7.64	10.77
	(c) Government Grants	3.22	3.49
	Total - Non-current liabilities	11.44	14.82
	3. Current Liabilities		
	(a) Financial Liabilities		
	-Borrowings	326.23	149.23
	-Trade Payables	750.61	1,106.91
	-Other Payables	1.48	1.67
	-Other Financial Liabilities	9.82	13.27
	(b) Government Grants	0.59	0.65
	(c) Provisions	34.34	34.79
	(d) Other Current Liabilities	335.21	380.76
	Total - Current liabilities	1,458.28	1,687.28
	TOTAL - EQUITY AND LIABILITIES	2,372.23	2,619.86

For BLUE STAR LIMITED

Date : October 31, 2017
Place : Mumbai

Vir S. Advani
Managing Director
(DIN : 01571278)