

## **PRESS RELEASE**

### **Blue Star's Q3FY22 revenue surpasses pre-pandemic levels; Operating profit all-time high at Rs 90.59 crores**

Encouraging traction from the products portfolio and service solutions, coupled with the revival of business and economic activities, enabled the Company to end the quarter on a strong note with all the business segments witnessing robust volume growth. The consolidated revenue from operations and revenue from each of the segments for the quarter surpassed revenue achieved in the pre-pandemic period. Despite increases in commodity prices, cost of raw materials and ocean freight, the Company delivered a record Q3 Operating Profit of Rs 90.59 crores.

#### **Consolidated Financial Performance for Q3FY22**

- The Company's Revenue from Operations increased by 34.0% to Rs 1506.22 crores for the quarter ended December 31, 2021, on a consolidated basis, compared to Rs 1123.89 crores during the same period in the previous year.
- The Operating Profit (PBIDTA excluding Other Income and Finance Income) for the quarter was Rs 90.59 crores (6.0% of Revenue) compared to Rs 81.56 crores (7.3% of revenue) in Q3FY21. Impact of increase in commodity prices, raw materials and ocean freight and roll back of FY21 cuts in discretionary spends led to a lower EBITDA percentage for Q3FY22.
- Net Profit for the quarter grew by 29.4% to Rs 47.57 crores compared to Rs 36.77 crores in Q3FY21.

- Other Income (including Finance Income) for Q3FY22 was Rs 13.38 crores compared to Rs 8.09 crores in Q3FY21. Other Income for Q3FY22 was higher on account of a subsidy received for one of the Company's manufacturing plants.
- Finance Cost for the quarter decreased to Rs 11.56 crores from Rs 14.92 crores in Q3FY21 due to a reduction in gross borrowings and lower cost of funds.
- The Tax expense for the quarter was Rs 22.75 crores compared to Rs 12.96 crores in Q3FY21.
- Earnings per share for Q3FY22 (Face value of Rs 2.00) was Rs 4.94 compared to Rs 3.82 in Q3FY21.
- Carried Forward Order Book as on December 31, 2021, grew by 4.5% to Rs 3301.33 crores compared to Rs 3157.90 crores as on December 31, 2020.
- Net Borrowing as on December 31, 2021, increased marginally to Rs 165.11 crores (debt equity ratio of 0.18) compared to Rs 131.01 crores as on December 31, 2020 (debt equity ratio of 0.16), owing to planned advancement in inventory levels to meet the demand for the upcoming season and investments in the expansion projects at Sri City and Wada.

### **Consolidated Segment Performance for Q3FY22**

- Revenue of the Electro-Mechanical Projects and Commercial Air Conditioning Systems grew by 41.7% to Rs 829.85 crores in Q3FY22 compared to Rs 585.49 crores in Q3FY21. The Segment Result for Q3FY22 grew by 53.6% to Rs 52.41 crores compared to Rs 34.11 crores in Q3FY21. The overall pace of execution of projects improved compared to the previous quarter. Order inflows from the Factories and Light Industrial sectors continued to be encouraging and order inflows from the Infrastructure sector also began to pick up. Continued traction in the Healthcare, Pharmaceutical, Industrial and Government customer segments coupled with the increased pace of revival in the traditional segments, namely, Buildings, Retail, IT and

Educational Institutions enabled encouraging growth for the Commercial Air Conditioning business.

- Unitary Products revenue grew by 23.7% to Rs 609.68 crores in Q3FY22 compared to Rs 492.97 crores in Q3FY21. The Segment Result for Q3FY21 was almost flat at Rs 38.78 crores compared to Rs 38.79 crores in Q3FY21 primarily due to input cost pressures. Focus on expansion of distribution footprint contributed to the robust revenue growth in the Room ACs business. Improvement in demand for modular cold rooms from the Pharma, Healthcare, E-commerce, and Food & Beverages segments coupled with a revival in demand for Kitchen Refrigeration equipment with the opening up of hotels and restaurants enabled growth in revenue for the Commercial Refrigeration business during the quarter.
- The Professional Electronics and Industrial Systems Business revenue grew by 46.8% to Rs 66.69 crores in Q3FY22 compared to Rs 45.43 crores in Q3FY21 driven by a few high-value orders secured in the Data Security Solutions business and growth in revenue from the Healthcare business. The Testing Machines business also continued to witness growth with a revival of investments in the manufacturing sector. Segment Result grew by 54.5% to Rs 12.76 crores compared to Rs 8.26 crores in Q3FY21.

### **Consolidated Financial Performance for nine months ended December 31, 2021**

- For nine months ended December 31, 2021, the Company reported Revenue from Operations of Rs 3798.00 crores compared to Rs 2652.03 crores over the same period in the previous year, a growth of 43.2%.
- Operating Profit (PBIDTA excluding Other Income and Finance Income) was Rs 203.52 crores compared to Rs 138.00 crores during the same period last year.
- Net Profit for nine months ended December 31, 2021, was Rs 91.73 crores compared to Rs 32.57 crores during the same period last year.

## Outlook

Vir S. Advani, Vice Chairman & Managing Director, Blue Star Limited adds, "We delivered an impressive performance for the quarter, despite margins being impacted by the volatility in commodity prices and ocean freight. With the third wave causing a relatively moderate disruption from the first week of January 2022, we are anticipating economic activities to revive fully by the end of February and are optimistic on the growth outlook for the peak selling months, commencing March.

"Our mass premium product portfolio in the Room ACs business continues to resonate well with distributors and customers; prospects for our expanded range of commercial refrigeration products are encouraging; and increased investments by both the public and private sectors are expected to offer good opportunities to our Projects business."

Place: Mumbai

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