

Industry Sales Bulletin – FY18

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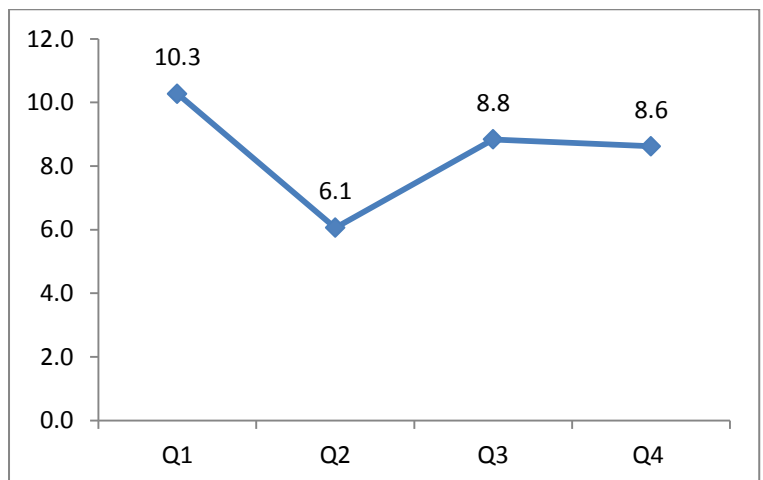
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Note: The following study includes analysis of company's sales performance that announced results on or before June 4, 2018.

Overview

Industry-wise sales performance of 2,936 companies showed marginally subdued performance in FY18 vis-à-vis FY17. In Q2 FY18, sales registered a decline of about 400 basis points q-o-q to reach 6.1% from about 10.3% in Q1 FY18. However, sales witnessed improvement in Q3 FY18 post the initial glitches faced by the industry with goods and services tax (GST) implementation. Also, in Q4, industry managed to maintain the quarterly sales growth with only marginal drop of about 20 basis points.

Chart 1: Net Sales Y-o-Y - FY18 (%)



Source: AceEquity

However, out of the 50 industries considered below for analysis, industry-wise sales has shown mixed performance with about 15 industries registered y-o-y upward trend (*in green*) in FY18 while about 28 industries recorded mixed performance (*in blue*) during the quarters and 7 industries witnessed a y-o-y declining trend in sales (*in red*).

Most of the industries registered a decline in Q2 FY18 post GST implementation on July 1, 2018 that hampered the manufacturing activities and disrupting the supply chain which impacted the overall sales. However, performance for most industries shows a recovery in sales during Q3 and Q4 FY18.

Please find below sales performance (%) of 50 major industries during FY18 vis-à-vis FY17. *Number in bracket denotes number of companies considered in the industry.*

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Chart 2: Consumer Foods (63)

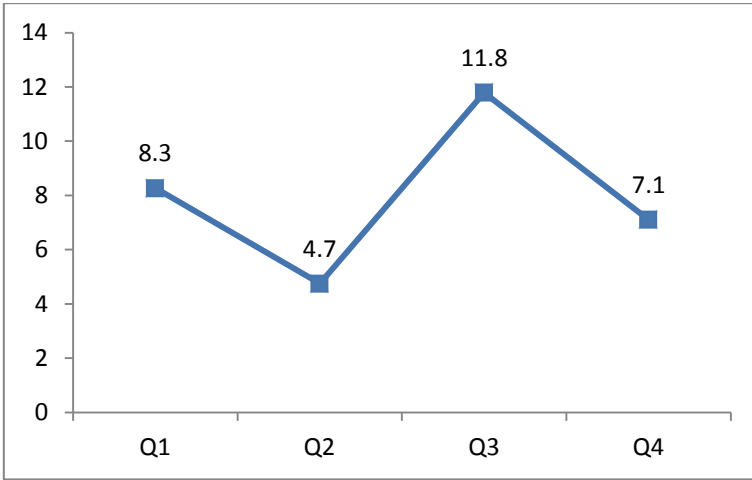


Chart 3: Sugar (26)

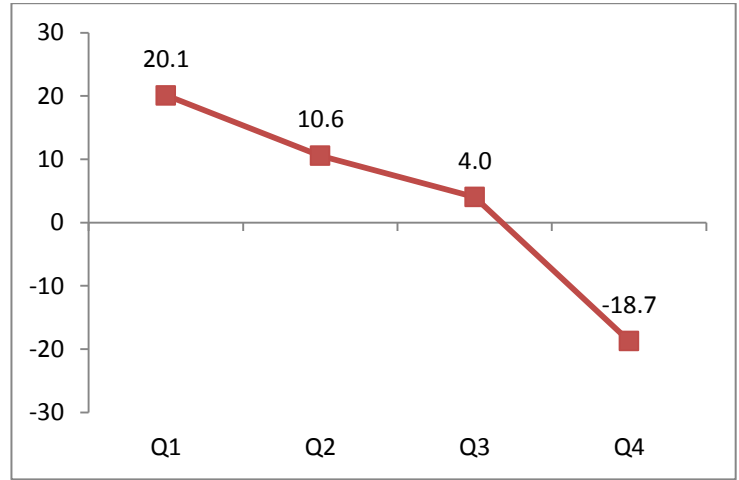


Chart 4: Tea/Coffee (19)

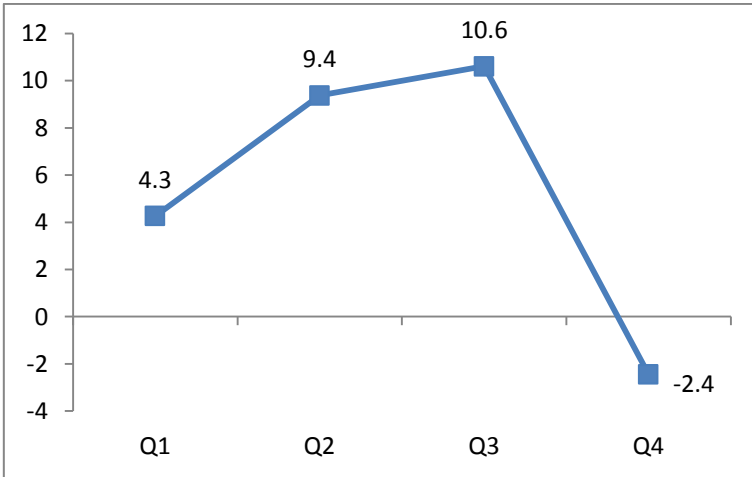


Chart 5: Solvent Extraction (20)

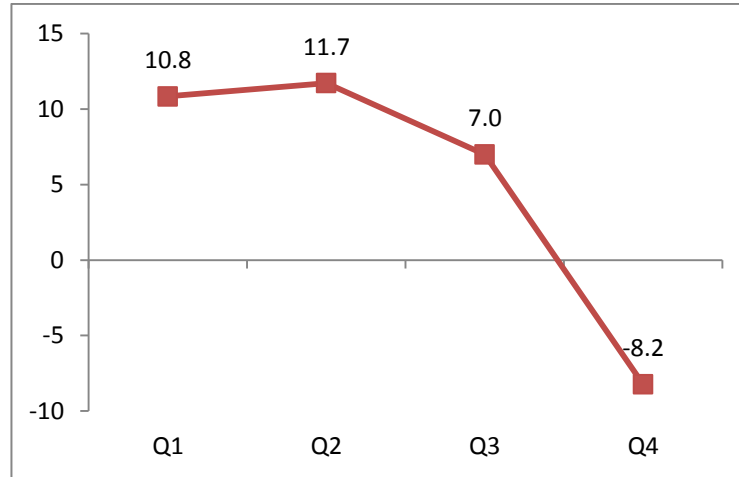


Chart 6: Pharmaceuticals & drugs (115)

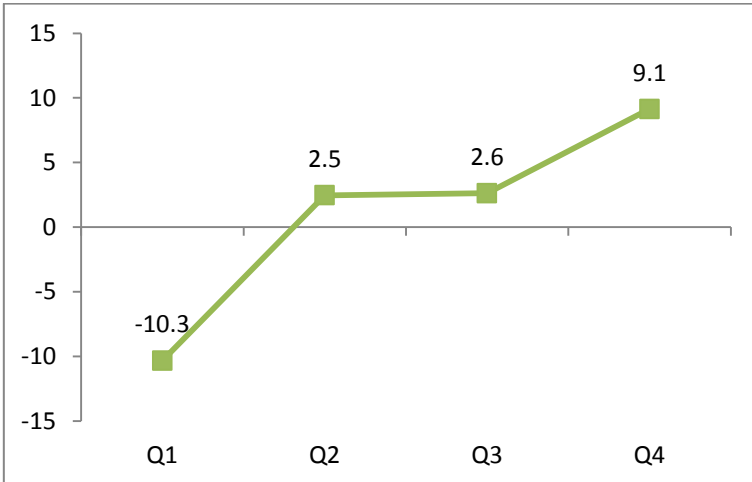


Chart 7: Household & Personal products (20)

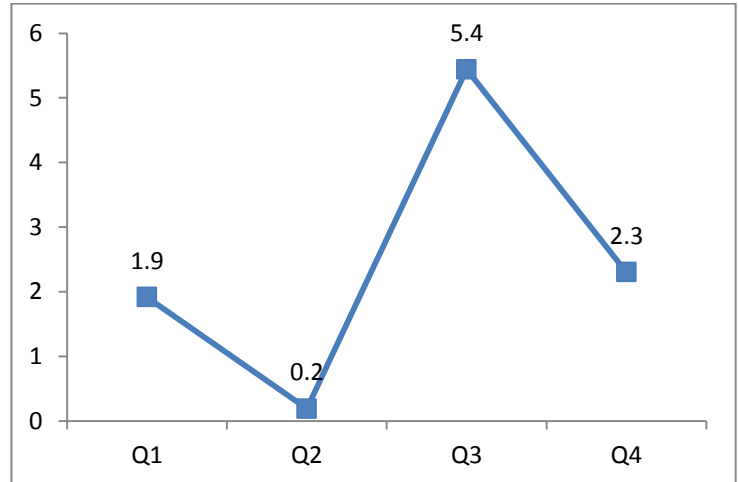


Chart 8: Textiles (120)

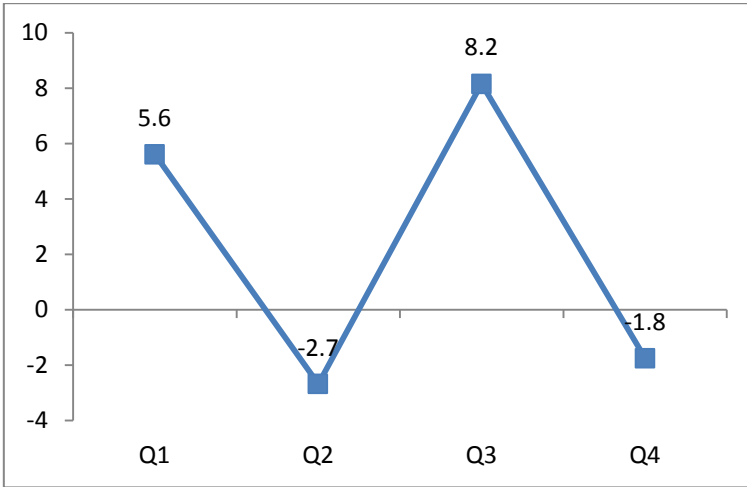


Chart 9: Consumer Durables-Domestic Appliances (11)

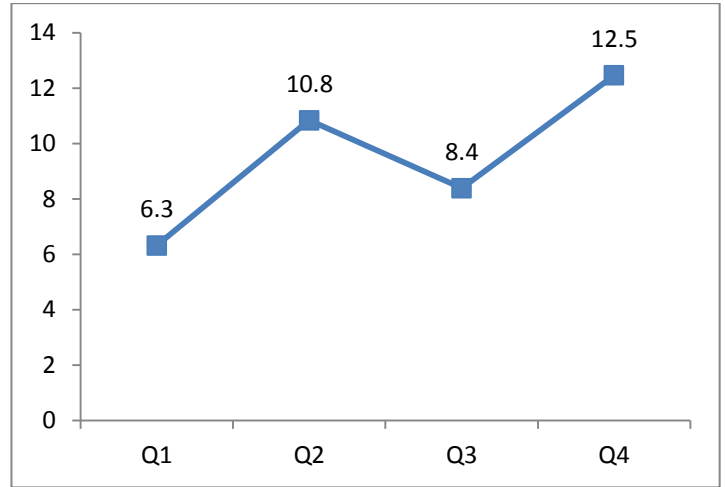


Chart 10: Consumer Durables-Electronics (3)

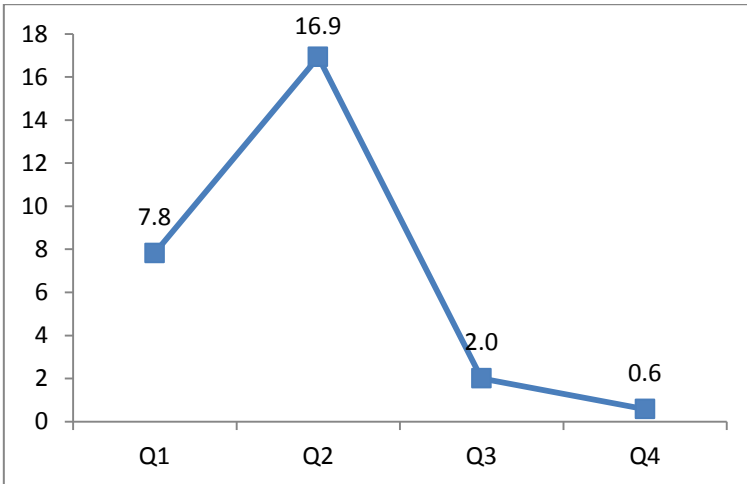


Chart 11: Passenger Cars (2)

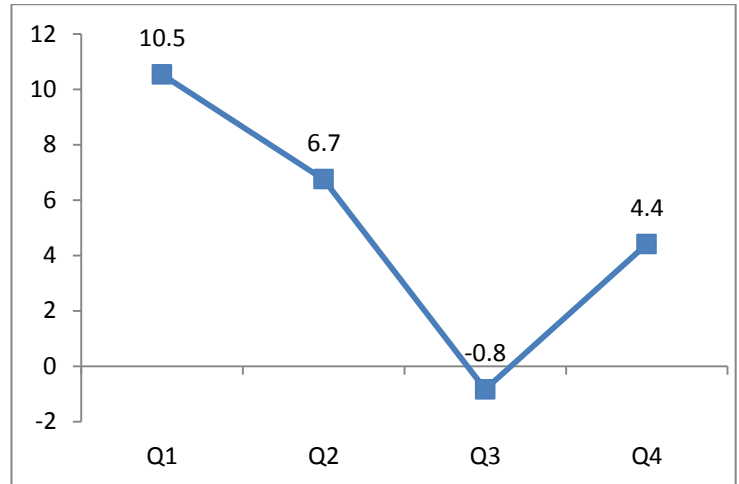


Chart 12: Tractors (2)

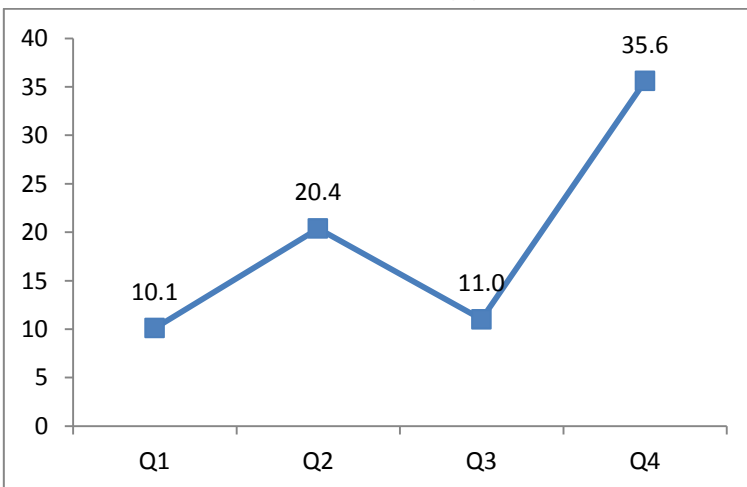


Chart 13: Two & Three Wheelers (6)

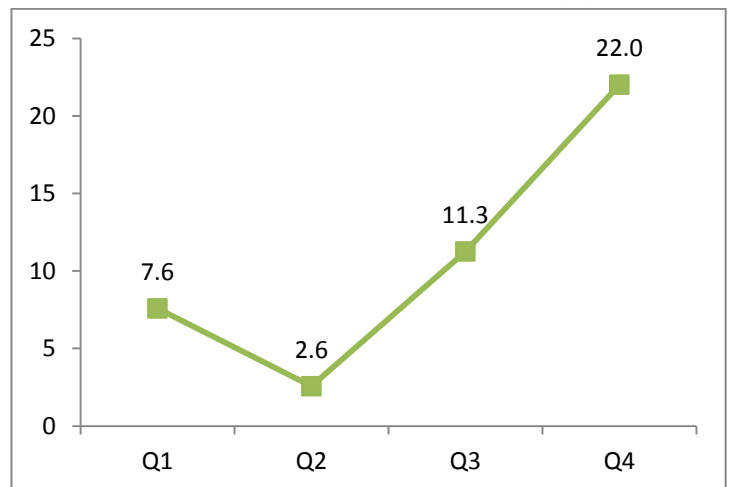


Chart 14: Auto Trucks/LCVs (4)

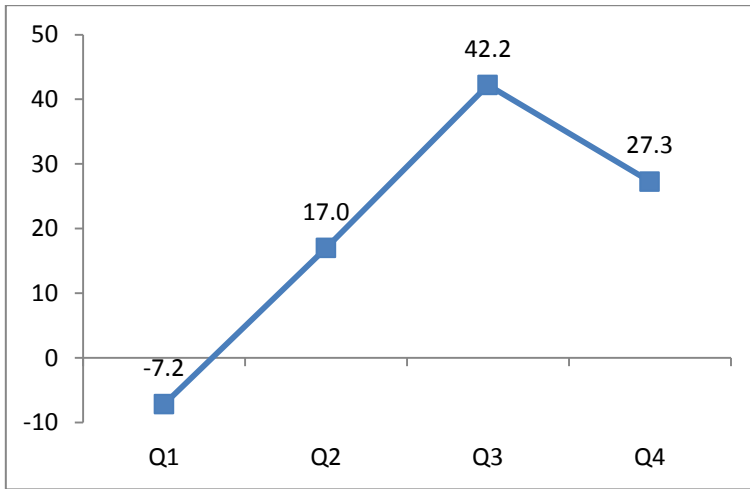


Chart 15: Tyres & allied services (8)

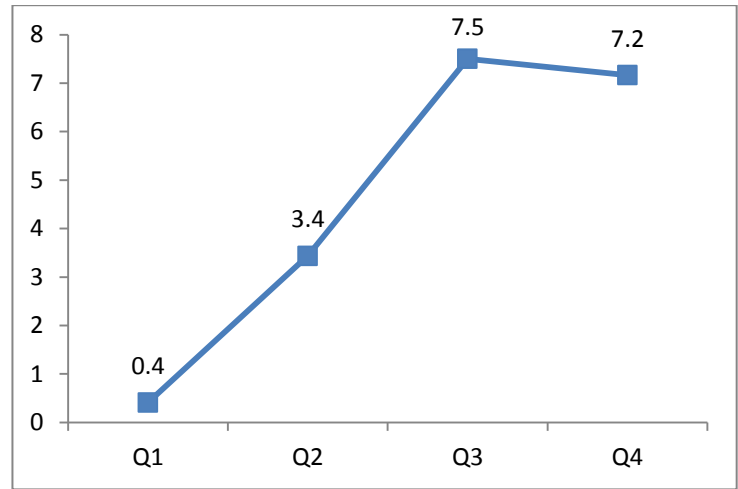


Chart 16: Auto Ancillary (69)

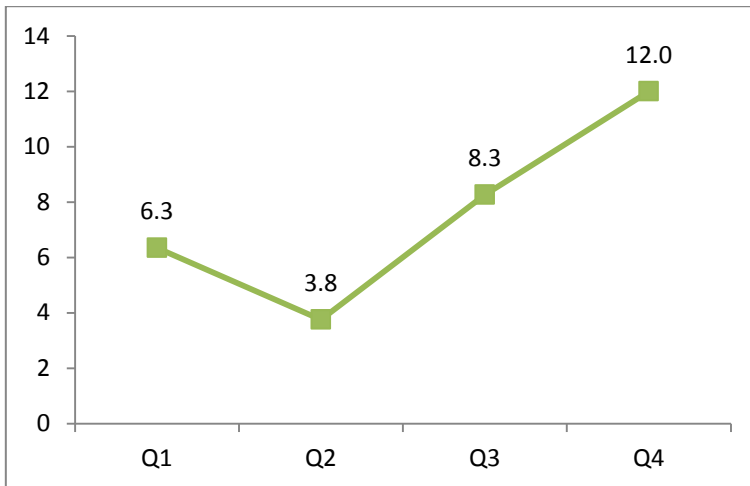


Chart 17: Engineering (106)

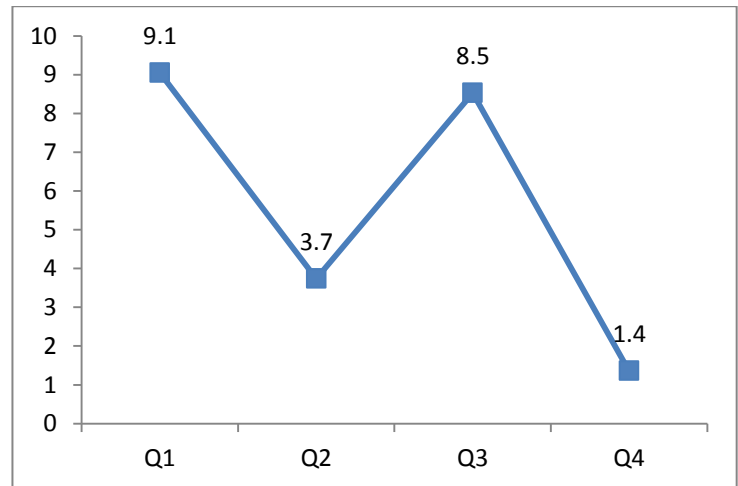


Chart 18: Electronics -Components (15)

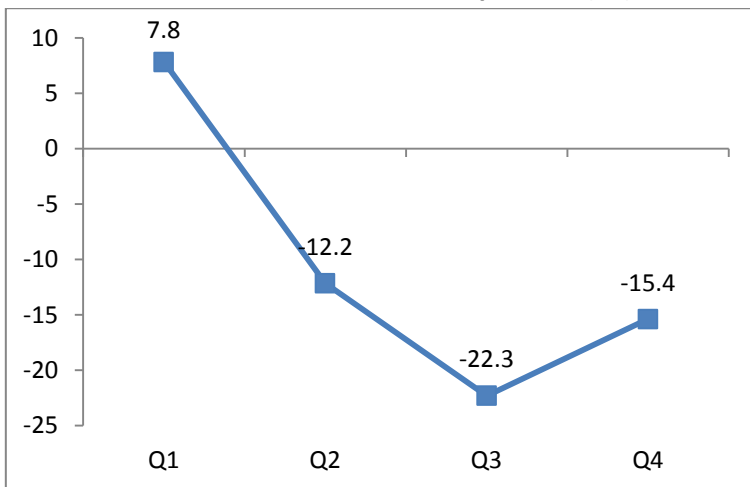


Chart 19: Electrodes & welding Equipment (9)

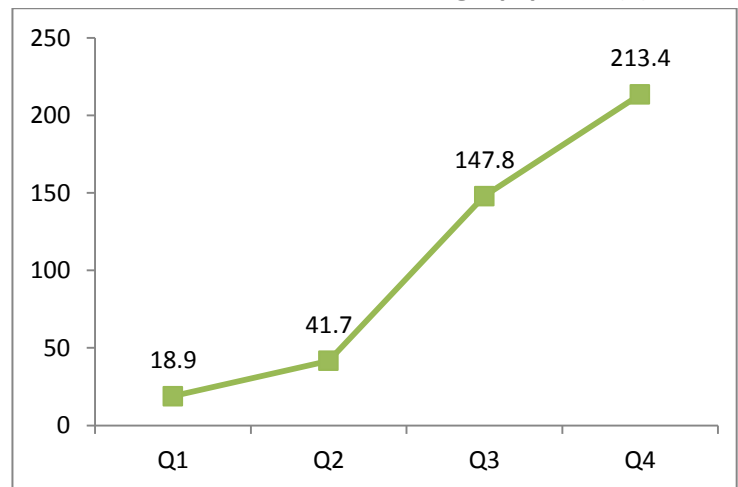


Chart 20: Electric Equipment (43)

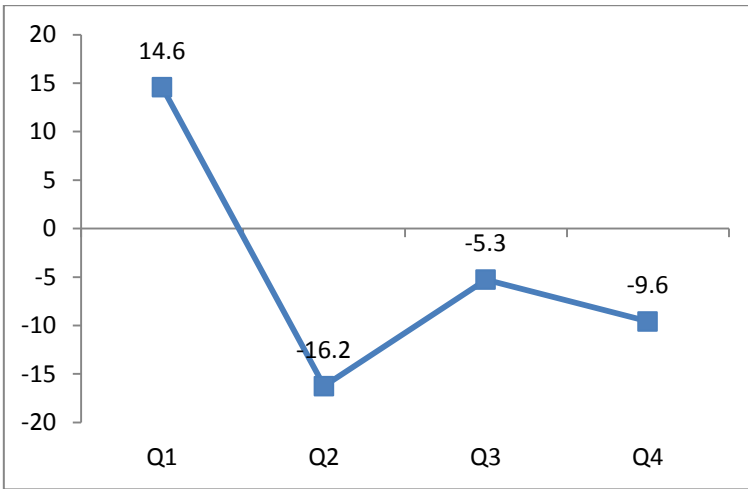


Chart 21: Telecom Equipment (11)

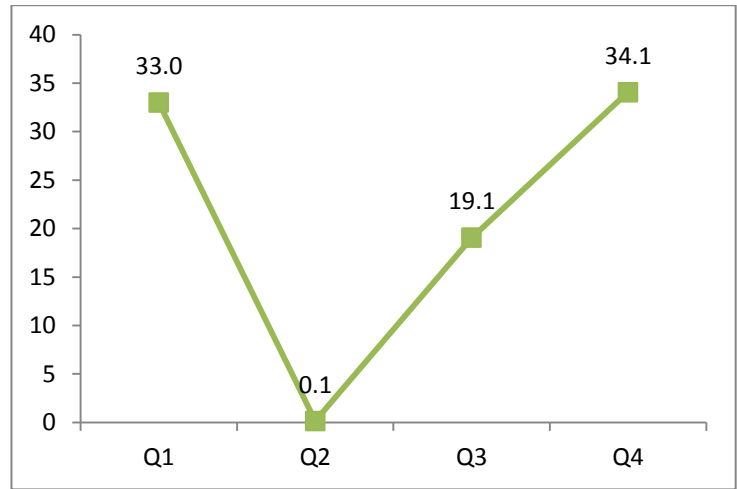


Chart 22: Steel & Iron products (64)

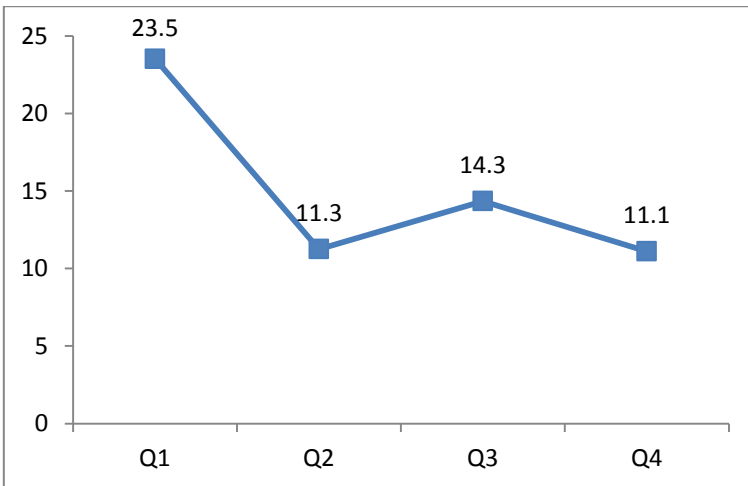


Chart 23: Aluminium & aluminium products (10)

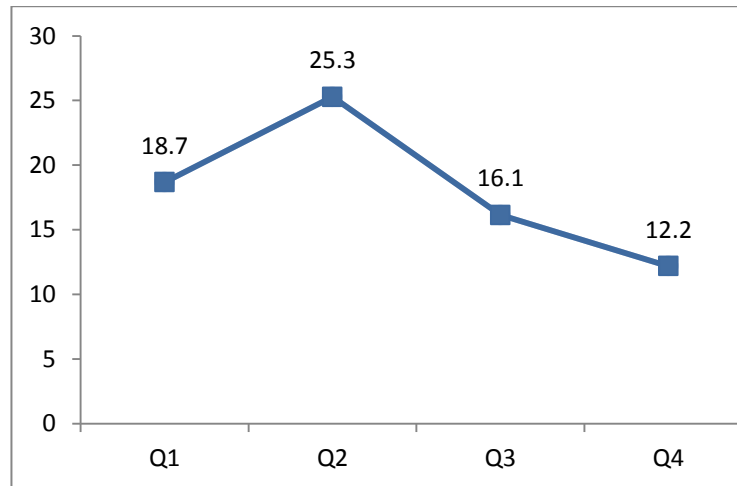


Chart 24: Metals - Non-ferrous (17)

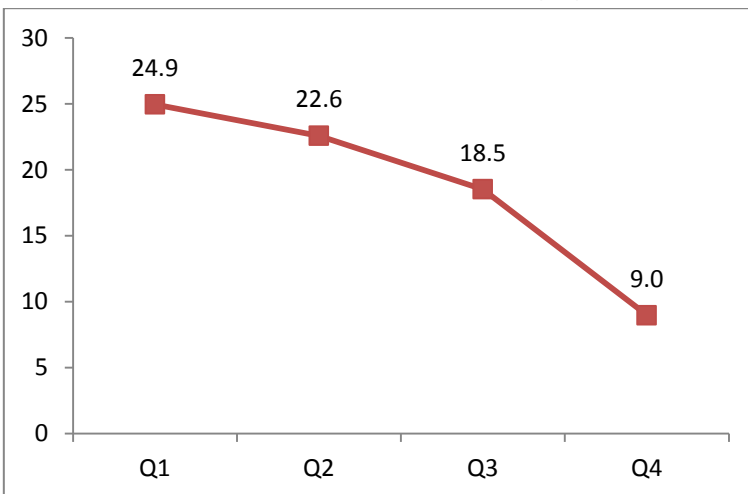


Chart 25: Cement (35)

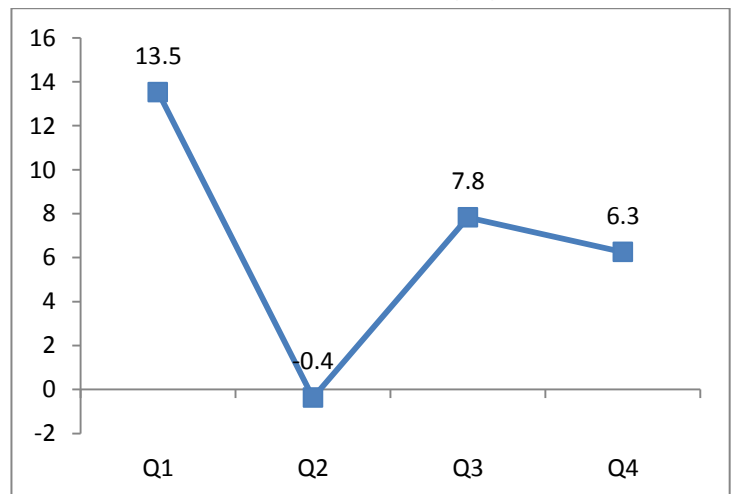


Chart 26: Ceramics/Marble/Granite/Sanitary ware (22)

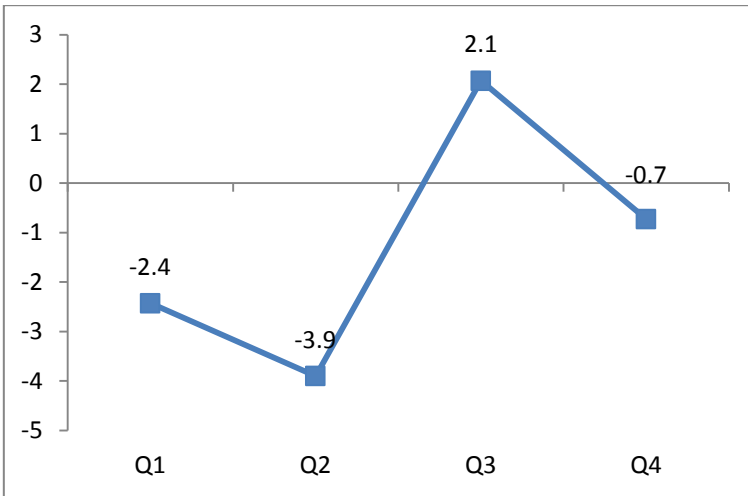


Chart 27: Construction - Real Estate (79)

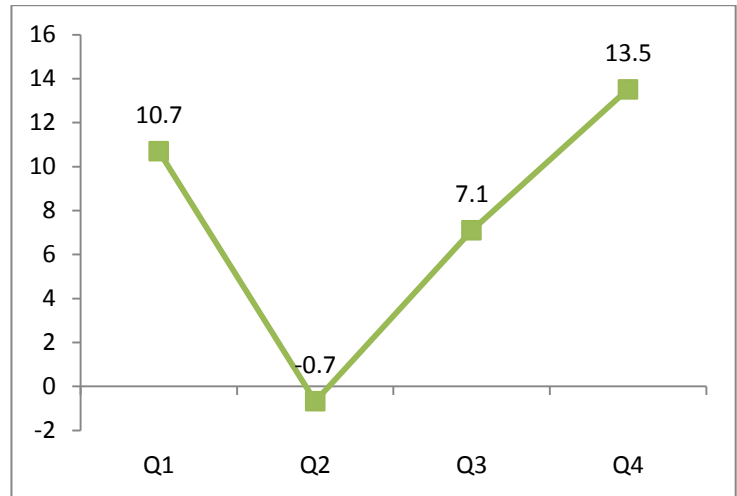


Chart 28: Engineering Construction (63)

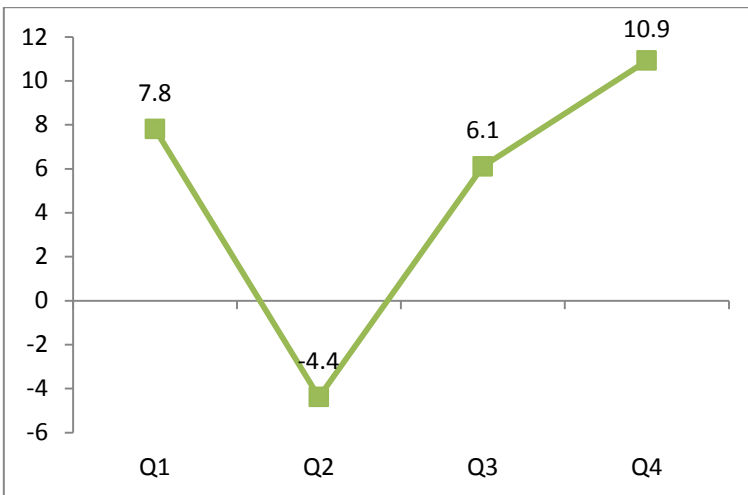


Chart 29: Banks - Public (21)

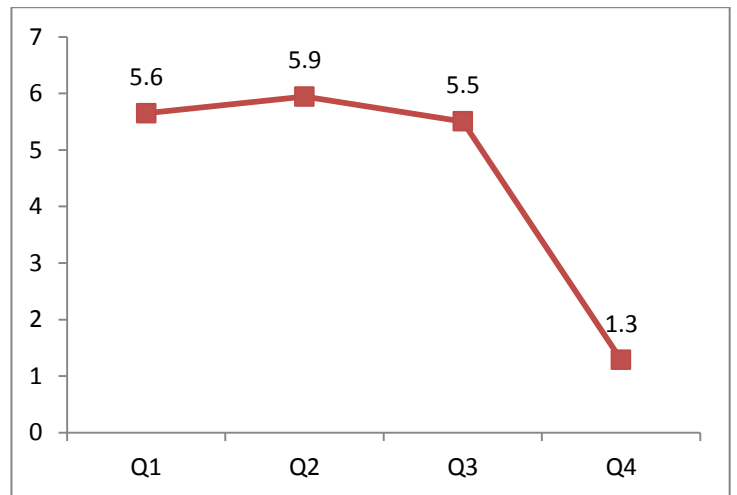


Chart 30: Banks - Private (17)

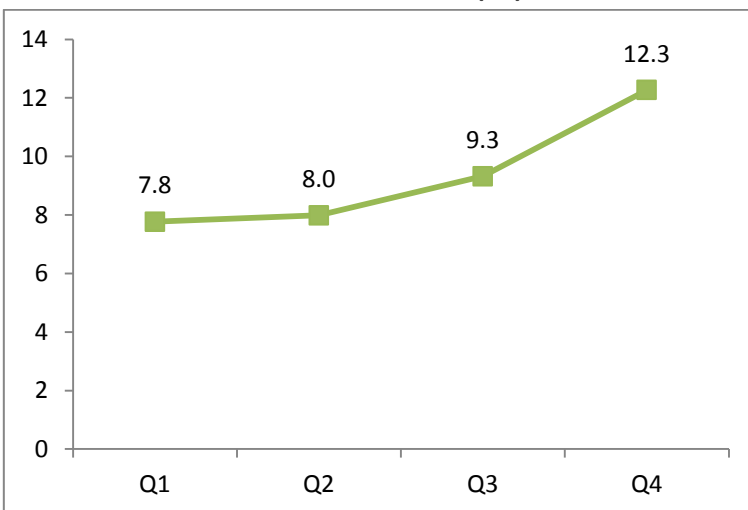


Chart 31: Housing Finance (15)

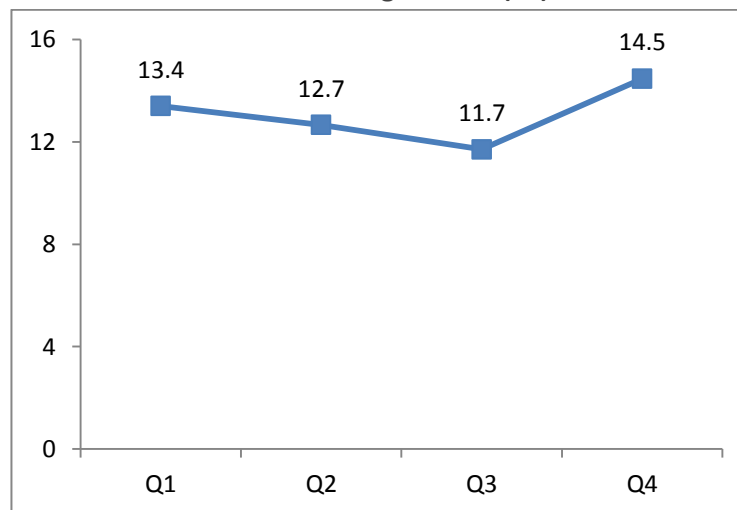


Chart 32: Finance - NBFC (227)

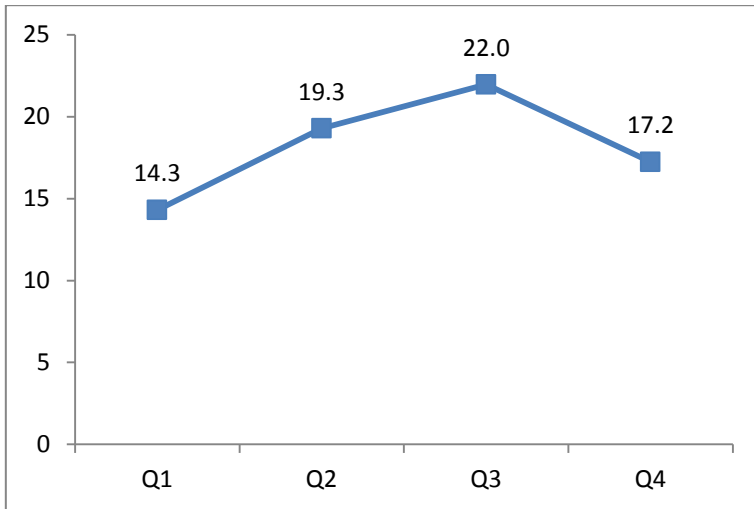


Chart 33: Hospitals & Healthcare Services (19)

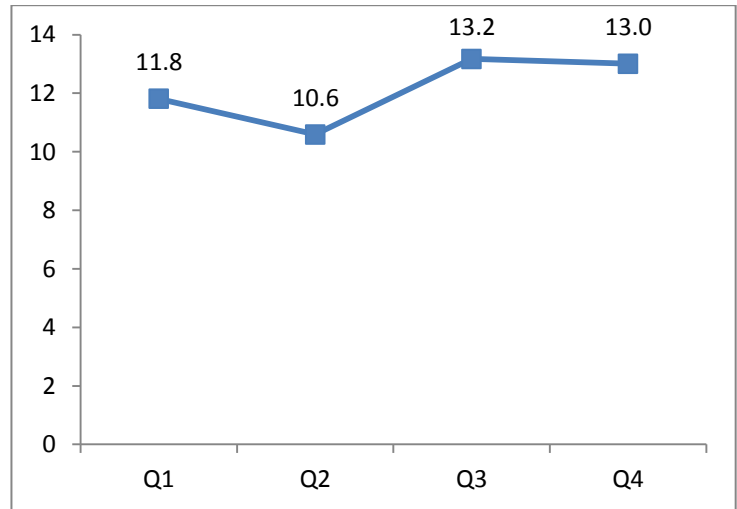


Chart 34: Retailing (14)

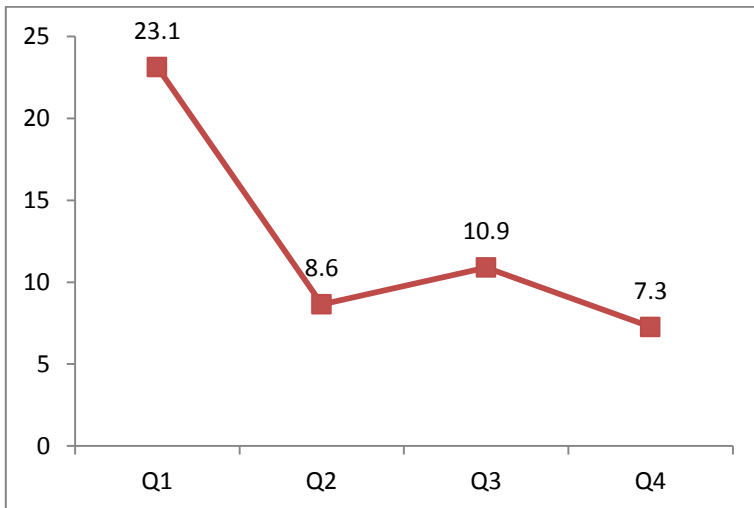


Chart 35: IT - Software (132)

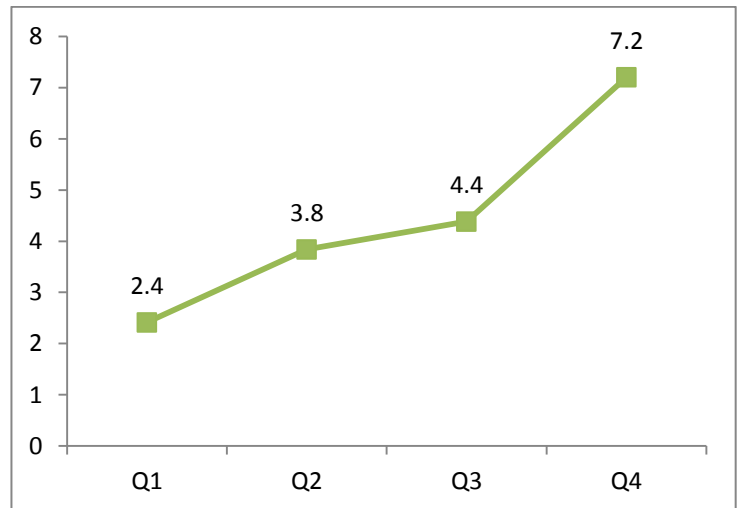


Chart 36: Airlines (5)

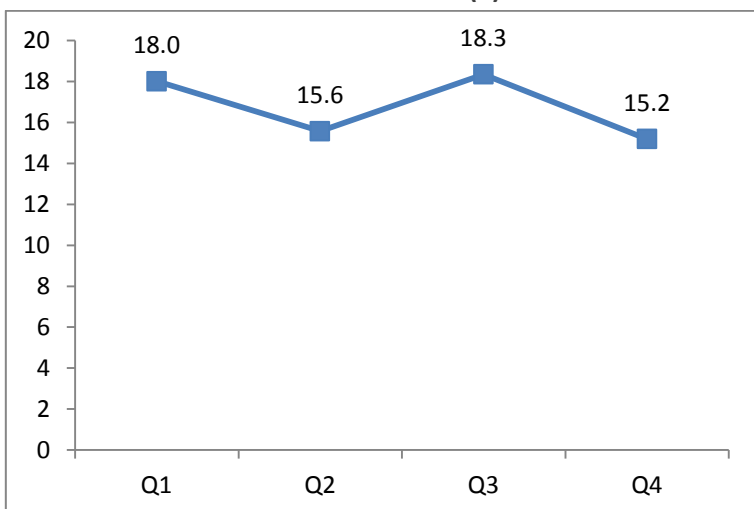


Chart 37: Telecommunications - Service Providers (8)

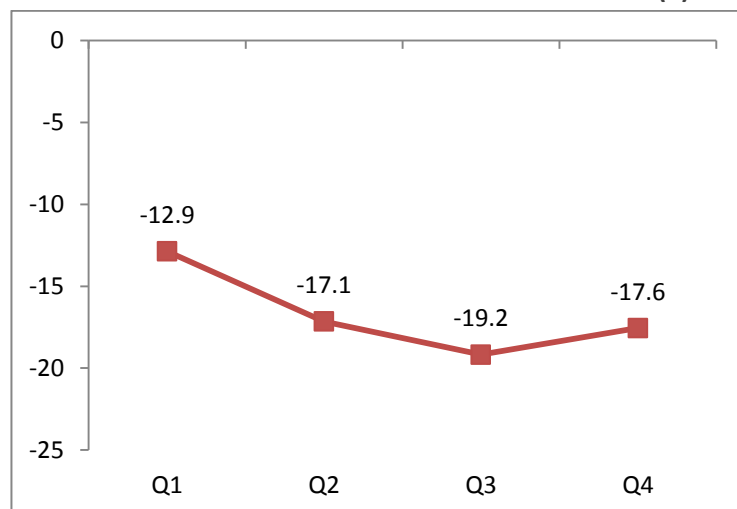


Chart 38: Hotels, Resorts & Restaurants (37)

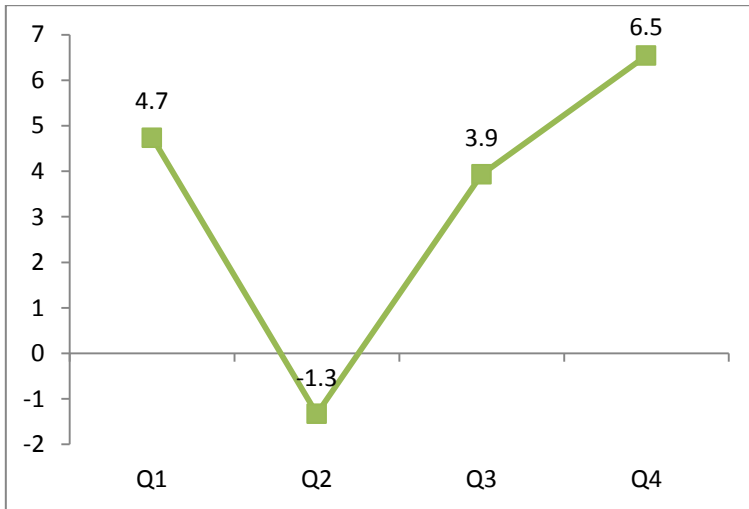


Chart 39: Mining & minerals (9)

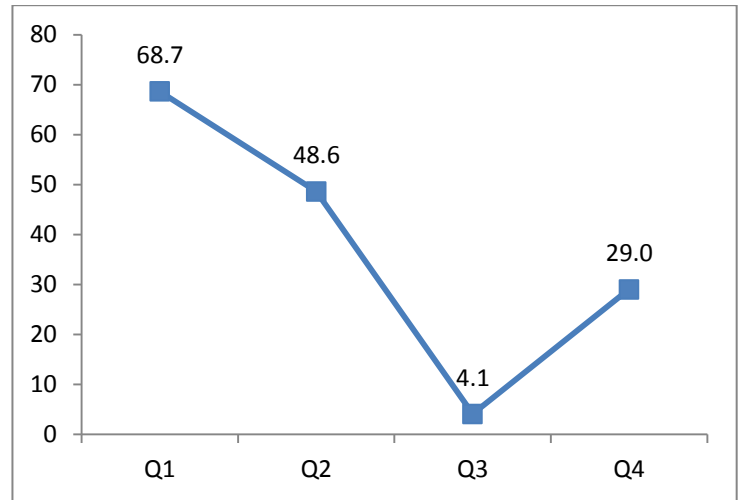


Chart 40: Refineries (6)

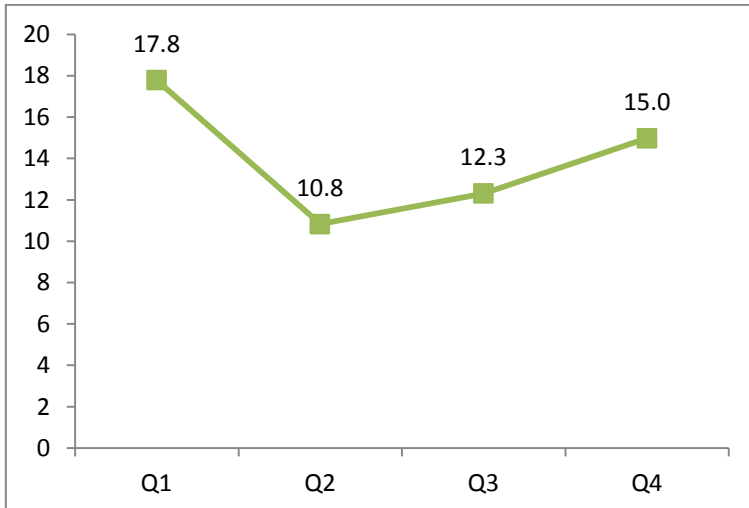


Chart 41: Oil Exploration (10)

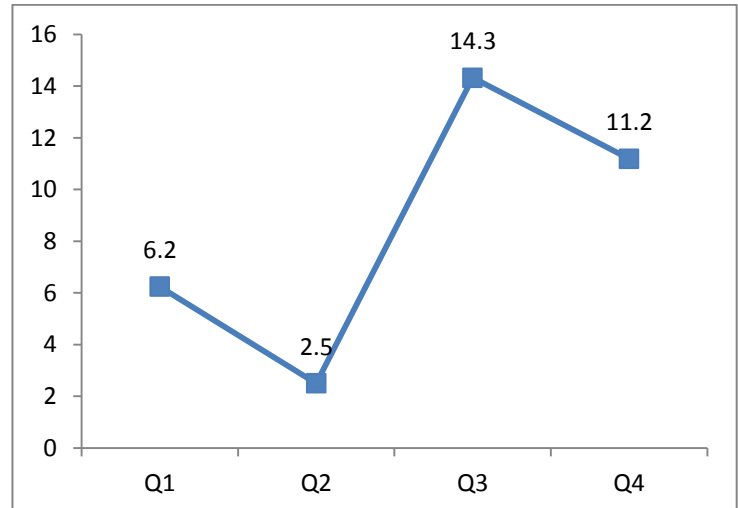


Chart 42: Pesticides & Agrochemicals (18)

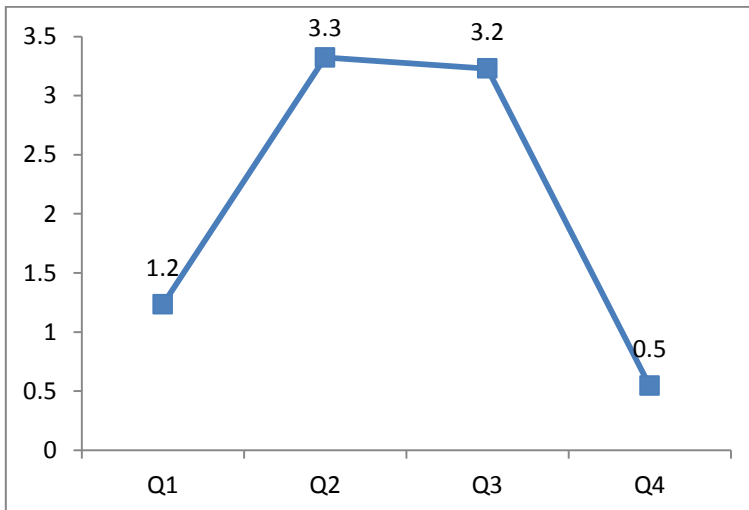


Chart 43: Fertilizers (20)

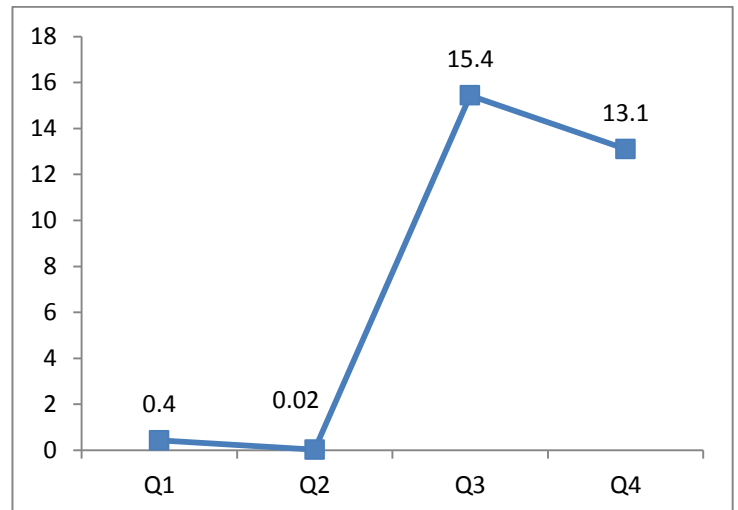


Chart 44: Dyes & pigments (14)

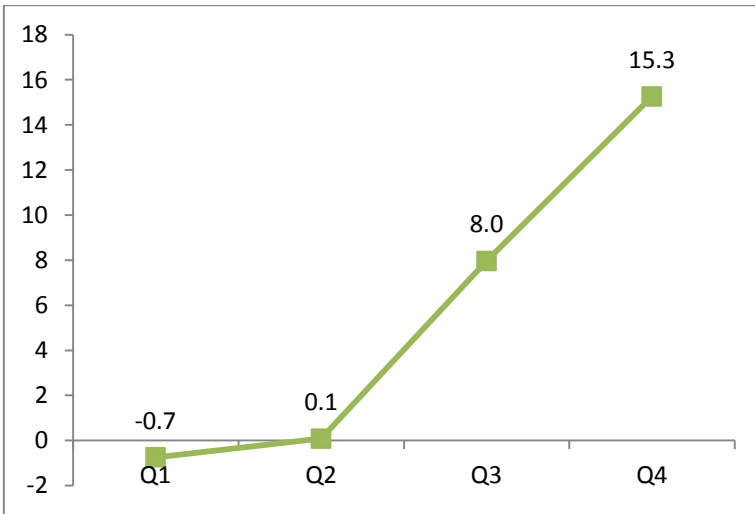


Chart 45: Paper & Paper products (41)

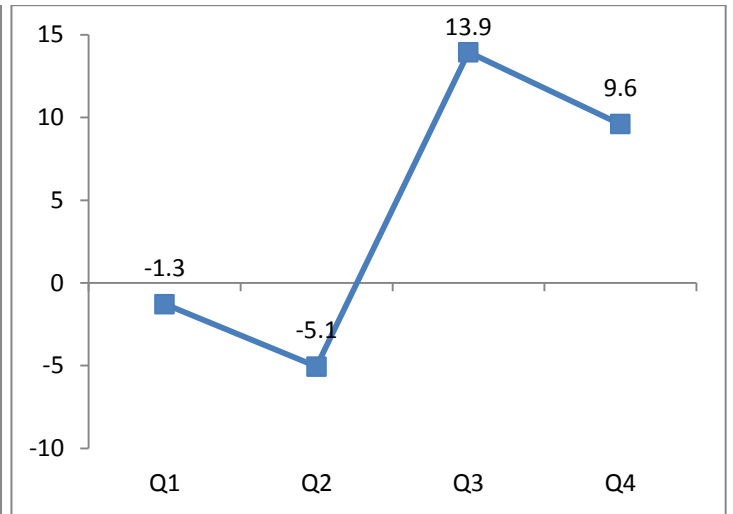


Chart 46: Diamond & Jewellery (21)

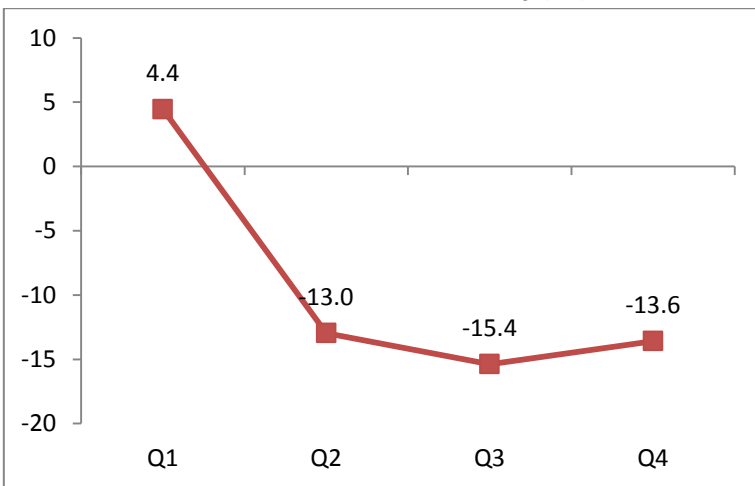


Chart 47: Rubber products (7)

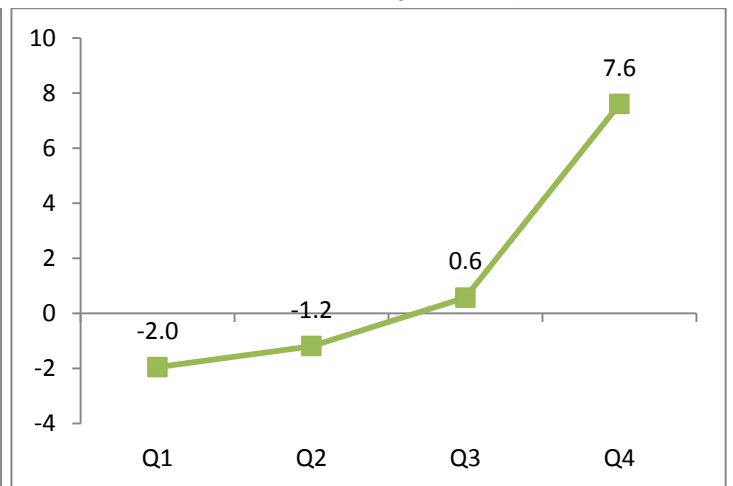


Chart 48: Plastic products (70)

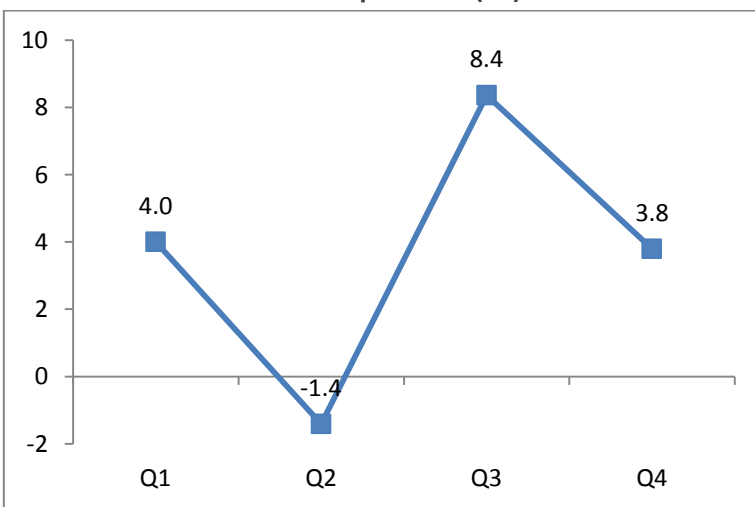


Chart 49: Glass (11)

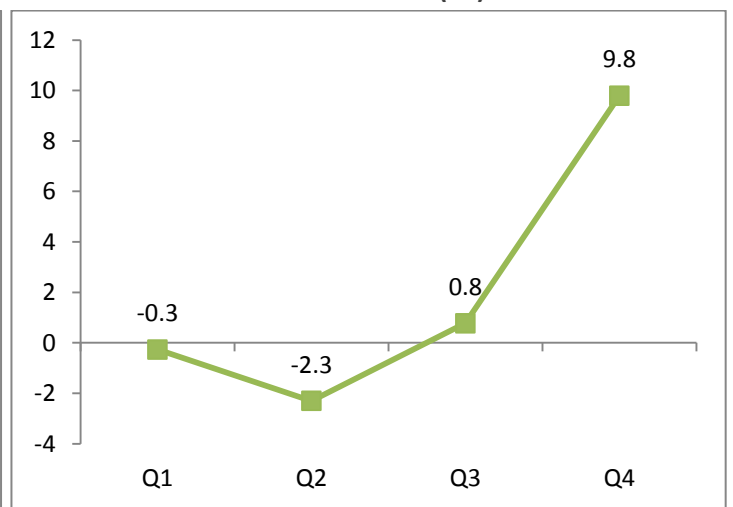


Chart 50: Paints (5)

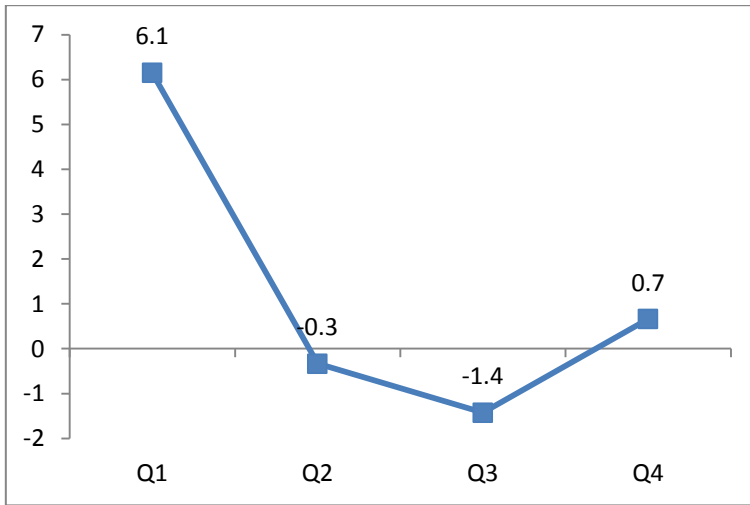


Chart 51: Industrial Gases & Fuels (13)

