

Business model

Leveraging our strengths to create sustainable value

Inputs

Financial capital

Financial resources that the Company already has or obtains through financing

- Equity: ₹1,495 million
- Retained earnings: ₹53,943 million
- Net worth: ₹55,438 million
- Capital expenditure: ₹5,200 million

Manufactured capital

Tangible assets used by the Company to conduct its business initiatives

- No. of manufacturing units: 23
- Warehouses and depots: 28
- No. of offices: 16

Intellectual capital

Intangible, knowledge-based assets

- Total R&D expenditure: ₹223 million
- Total registered IPRs: 144

Human capital

Employee knowledge, skills, experience and motivation

- People employed on roll: 4,431
- People employed on contract: 7,337
- Total training hours: 40,000+
- % of employees trained in safety: 55%

Social and relationship capital

Ability to share, relate and collaborate with stakeholders, promoting community development and wellbeing

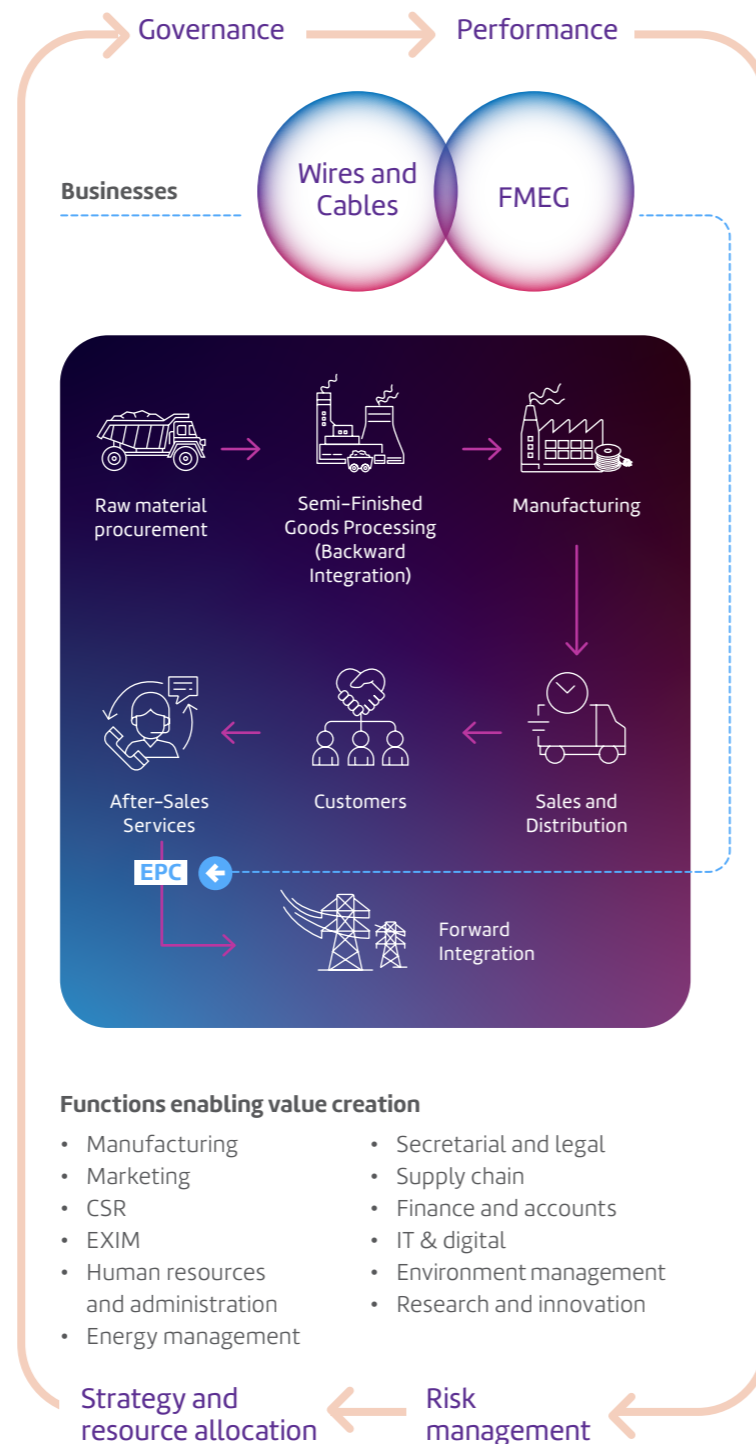
- Retail outlets connected: 2,05,000+
- Registered dealers: 4,600+
- CSR expenditure: ₹192 million

Natural capital

Natural resources impacted by the Company's activities

- Renewable energy installed: 14.20 MW (including wind and solar)
- Environment expenditure: ₹136 million
- Water recycled/reused: 67+ million litres
- Total electricity consumption: 155.94 million KWH

Processes



We operate in a competitive, highly regulated industry across multiple geographies. To thrive in this environment, we operate an integrated business model that is focused on creating value at every point and for every stakeholder.

Value Generated

For providers of financial capital

We deliver consistent, profitable and responsible growth

For customers

Value to customers by providing high-quality and sustainable products

For our people

We strive to provide equal opportunities to all our employees, ensure capacity building, training, and a safe work environment.

For suppliers

We ensure an optimum supply chain with competent suppliers for seamless operations. We also engage and collaborate with our suppliers closely for knowledge enhancement, process improvements and product applications

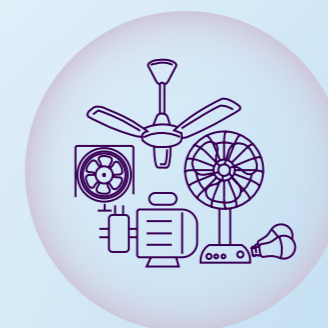
For communities around us

We contribute towards improving the living conditions of communities around us through our CSR activities and at the same time ensure that our production processes do not have any adverse impact on the environment around us

Outputs

Wires and cables

No. of SKUs: 11,000+
Sales: ₹1,06,953 million



FMEG

No. of SKUs: 6,000+
Sales: ₹12,544 million

Outcomes

Financial capital

- Revenue: ₹1,22,038 million
- EBITDA: ₹12,626 million
- Profit After Tax: ₹9,173 million
- EPS: ₹60.9
- Return on Capital Employed (RoCE): 20.4%
- Proposed dividend for FY22: 140% per share

Manufactured capital

- Range of wires and cables: 0.20 KV to 220 KV
- Range of FMEG products: 10+ categories
- Sales from products manufactured in India: 100%

Intellectual capital

- No. of IPRs granted: 144

Human capital

- New joinees during the year: 565
- LTIFR: 0.15
- Fatality: Zero

Social and Relationship capital

- Villages getting benefitted by medical services rendered by mobile medical units: 41
- Customer satisfaction score: 100%

Natural capital

- Reduction in CO₂ emissions: 15,000+ tonnes
- Water recycled: 67+ million litres
- Electricity from renewable sources: 17%