

Transformative Vision. Accelerated Progress.

Amidst a robust demand landscape, we sustained and improved our growth momentum, solidifying our leadership position. More significantly, we placed strategic bets on India's growth story and outperformed the industry

How we 'LEAP' ahead of the curve

Our groundwork laid in previous years, including the establishment of capacities, has empowered us to meet the needs of a growing and rising India

₹26 Bn
5-year capex (FY19-FY24)

Embracing India's Growth Momentum

Broad-based domestic demand supported by government expenditure, strong real-estate off-take, and improving private capex opened up new possibilities for growth



Government Expenditure

The government's investment plan for infrastructure, construction, and power fed into the demand momentum for wires and cables, which has direct linkages with the growth of these industries

₹9.5 Tn
Government's capex towards infrastructure growth in FY 2023-24



Real Estate

As per report by a leading global real estate consultant, the residential real estate sector witnessed a 10-year high in annual sales volume and launches in 2023, which translated into healthy demand for wires

911,257
Total launches between 2021 and 2023



Private Capex

Leading private companies displayed strong capex plans, with sectors such as chemicals, transportation, and renewables leading the charge

₹49 Tn
Private capex announced in FY 2022-23 and FY 2023-24

Strategic Interventions Over the Years

Started distribution model in W&C business

Invested heavily in capacity expansion

Introduced channel financing for distributors

Began sourcing metals from overseas

Project LEAP

FY 2023-24: A Year of Excellence

₹180,394 Mn
Revenue

13.8%
EBITDA Margin

10.0%
PAT Margin

2-3%
Improvement in Market Share

~70 bps
Improvement in EBITDA Margin

~90 bps
Improvement in PAT Margin