

Value Creation at POLYCAB

Our Purpose

Connecting all to a brighter future

Our Values

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Our Strategy (Project LEAP)

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Energise B2B Portfolio
Breakout Growth in B2C
Organisational Excellence
Accelerating Our Sustainability Agenda

Our Business Segments

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Wires and Cables



FMEG

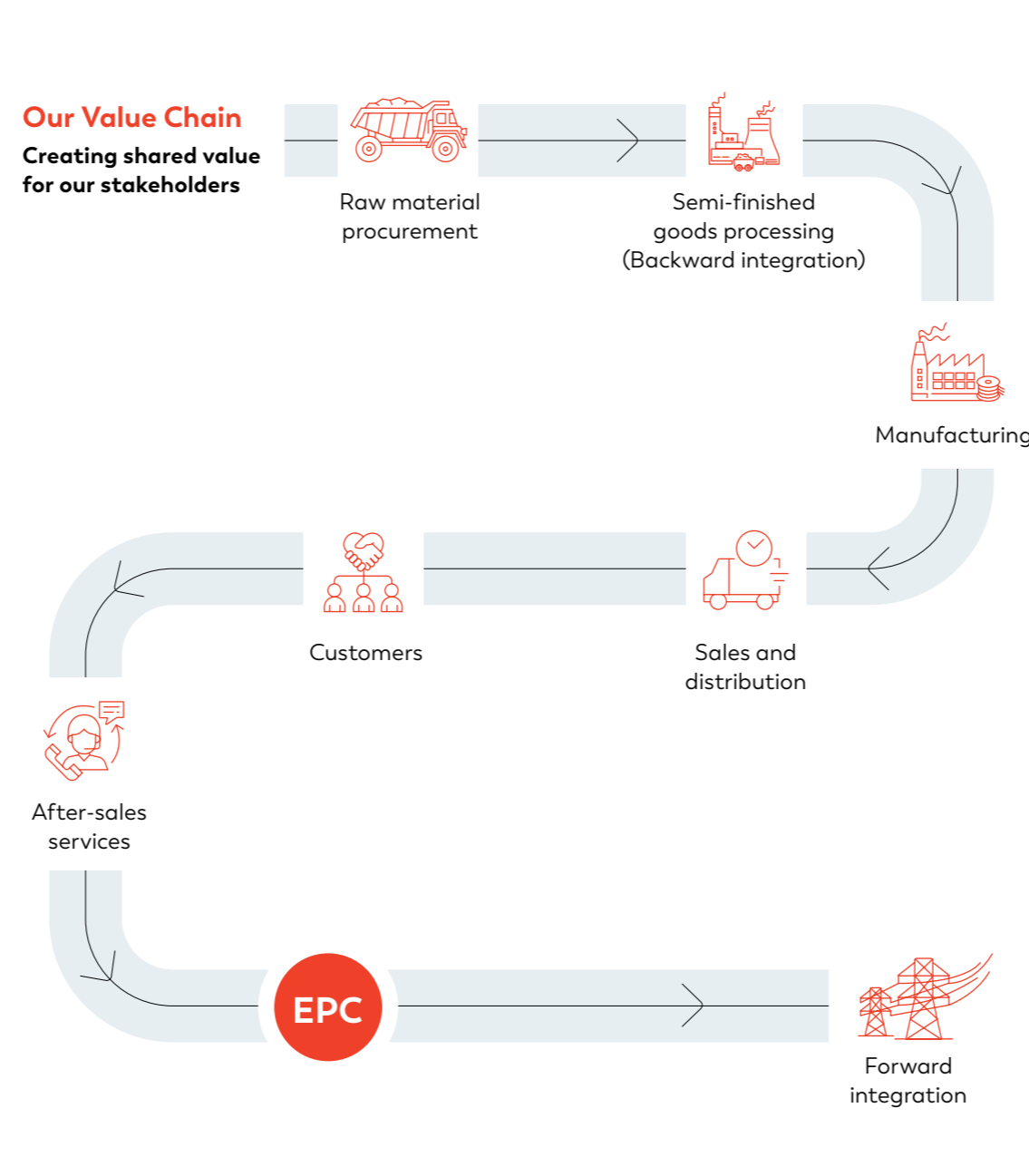


Others
(including EPC)

Input

Financial Capital	₹81,871 Mn Equity		₹21,408 Mn Net cash	
Manufactured Capital	28 Manufacturing units	29 Warehouses and depots	₹8,580 Mn Capex	₹35,152 Mn Gross block of fixed assets
Intellectual Capital	₹260 Mn Total R&D expenditure		282 Total registered IPR	
Human Capital	4,843 People employed on-roll	10,896 People employed on contract	60,881 Total training hours	
Social and Relationship Capital	₹264 Mn CSR expenditure	3,800+ Dealers and distributors	205,000+ Retail outlets	
Natural Capital	1,232,205 GJ Total energy consumption		251,583 KL Total water consumption	

Value Creation Process



Outcome

Financial Capital	₹180,394 Mn Revenue (28% YoY)	₹24,918 Mn EBITDA (35% YoY)	30% RoCE	₹18,029 Mn PAT (41% YoY)	300% Proposed Dividend
Manufactured Capital	100% Sales from C&W products manufactured in-house		70-80% Capacity utilisation of installed capacity		
Intellectual Capital	78 IPR registered in FY 2023-24		424 IPR applied in FY 2023-24		
Human Capital	62% Employees associated for 5+ years	86% Engagement Score in Survey	0.08 LTIFR		
Social and Relationship Capital	77,930 Lives impacted	98% Customer satisfaction	9% Material sourced from MSME vendors		
Natural Capital	25,093 MTCO ₂ e Emissions avoided due to renewable energy		87 Mn litres Water recycled		