



For Immediate Release

Polycab India Limited

Results for the Third Quarter and Nine months ended December 31 2019

Strong Growth Across All Business Segments

Q3FY20 Revenue at Rs. 25,073 mn; up 24% y-o-y

Q3FY20 PAT at Rs. 2,214 mn; up 14% y-o-y

9MFY20 Revenue at Rs. 67,006 mn; up 21% y-o-y

9MFY20 PAT at Rs. 5,505 mn; up 53% y-o-y

Mumbai, January 21, 2020: Polycab India Limited (BSE: 542652, NSE: POLYCAB) today announced its consolidated results for the third quarter and nine months ended December 31 2019.

Commenting on the financial performance, Mr. Inder T. Jaisinghani, Chairman and Managing Director, Polycab India Limited, said: *“We have delivered yet another quarter of resilient growth. Our top line growth remains strong across segments helped by our robust pan India distribution network coupled with exports while profitability improved sequentially on the back of enhanced and evolving product mix and various strategic initiatives which we have implemented over the past few years. As we enter the new decade we will continue to build on our current strengths while acquiring new ones to stay competitive and drive profitable growth.”*

Highlights on consolidated performance for the quarter ended December 31 2019

- Revenue grew 24% y-o-y to Rs. 25,073 mn driven by healthy growth across segments
 - The wires and cables business grew 20% to Rs. 21,502 mn in Q3FY20 from Rs. 17,956 mn in Q3FY19
 - The FMEG business grew 34% to Rs. 2,166 mn in Q3FY20 from Rs. 1,617 mn in Q3FY2019
- PAT grew by 14% to Rs. 2,214 mn from Rs. 1,936 mn in Q3FY19. PAT margin at 8.8% in Q3FY20, was 73bps lower y-o-y.
 - PAT margin in Q3FY20 has improved considerably vs 6.3% in FY19
- ROCE stood at 30.6% and ROE at 23.5% for Q3FY20



Highlights on consolidated performance for the nine months ended December 31 2019

- Revenue grew 21% y-o-y to Rs. 67,006 mn driven by strong growth across segments
 - The wires and cables business grew 17% to Rs. 56,759 mn in 9MFY20 from Rs. 48,663 mn in 9MFY19
 - The FMEG business grew 46% to Rs. 6,523 mn in 9MFY20 from Rs. 4,480 mn in 9MFY2019
- PBT grew by 32% to Rs. 7,268 mn in 9MFY20 from Rs. 5,491 mn in 9MFY19
- PAT grew by 53% to Rs. 5,505 mn in 9MFY20 from Rs. 3,601 mn in 9MFY19. PAT in 9M FY20 was higher than what was achieved in FY19
 - PAT margin at 8.2% in 9MFY20, was up by c. 169bps y-o-y and 195bps higher than FY19.
- ROCE at 26% and ROE at 19.5% for 9MFY20 was up 53 bps and 185 bps respectively from 9MFY19

About Polycab

Polycab India Limited (PIL) is engaged in the business of manufacturing and selling wires and cables and Fast-Moving Electrical Goods (FMEG) under the “POLYCAB” brand. PIL is the largest manufacturer of wires and cables in India and a fast-growing player in FMEG space. PIL manufactures and sells various types of cables, wires, electric fans, LED lighting and luminaires, switches and switchgears, solar products and conduits and accessories.

PIL has 25 manufacturing facilities, including two joint ventures with Techno Electromech Private Limited (“Techno”) and Trafigura Pte Limited. (“Trafigura”), located across the states of Gujarat, Maharashtra and Uttarakhand and the union territory of Daman and Diu. The Company has a well-established supply chain network in India comprising of over 3,450 authorised dealers and distributors and 30 warehouses. PIL supplies products directly to authorised dealers and distributors who in turn supply it to over 125,000+ retail outlets in India. PIL has also exported goods to over 40 countries in past few years.

For further information, please visit www.polycab.com

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