

*Evolving* through excellence



*Transforming* with focus

**Q1 FY2023 Presentation**

19 July 2022




# Q1 FY2023


Financial Performance




# Key Highlights

 **Top-line (Revenue)**

**Q1FY23: 27,366 mn**  
⌆ 48% YoY  
⌇ -31% QoQ

 **Operating (EBITDA)**

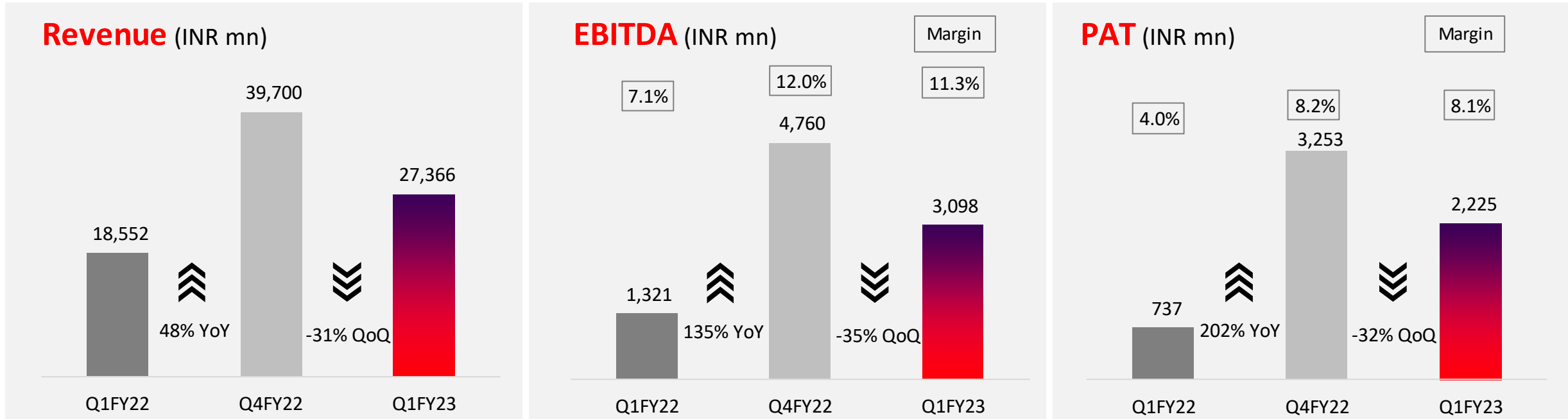
**Q1FY23: 3,098 mn**  
⌆ 135% YoY  
⌇ -35% QoQ

 **Profitability (PAT)**

**Q1FY23: 2,225 mn**  
⌆ 202% YoY  
⌇ -32% QoQ



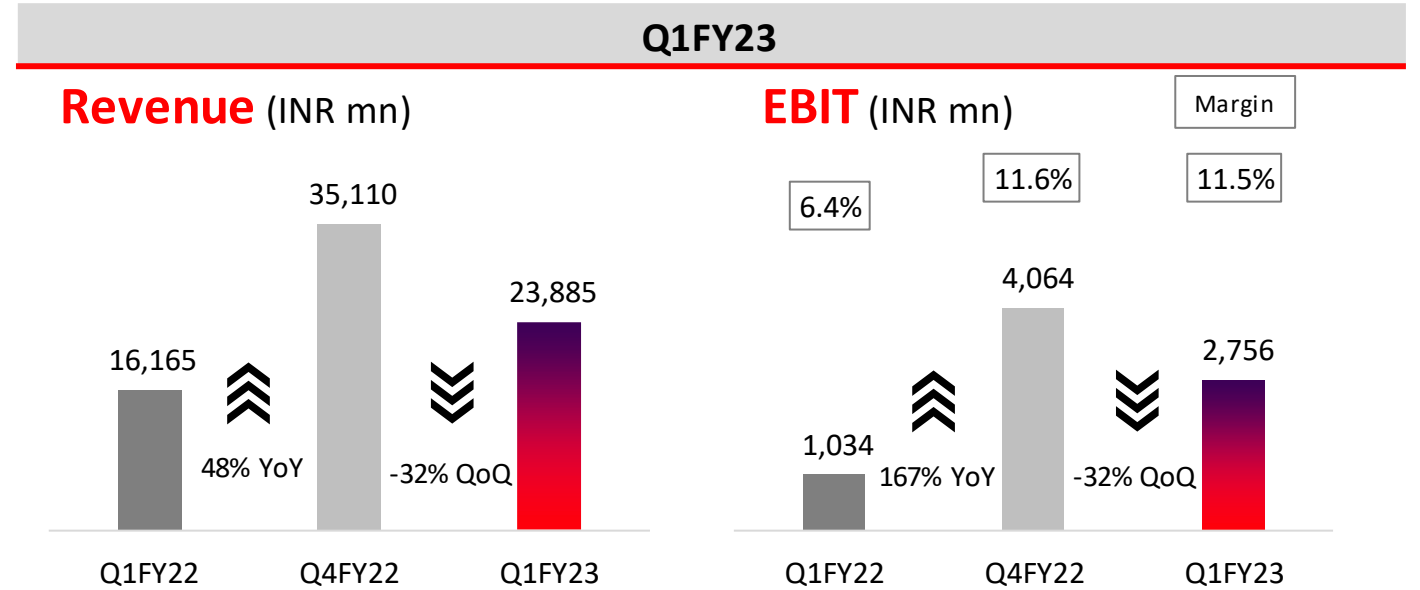
# Q1 FY23: Strong growth trajectory



- Revenue grew by 48% YoY with broad based growth across segments and markets.
- EBITDA margin improved by 420 bps YoY to 11.3% led by calibrated price hikes and better operating leverage.
- PAT was up 202% YoY and PAT margin improved to 8.1%.
- Ryker Base divestment transaction was consummated in December 2021. Consequently, P&L and segment numbers for prior comparable periods are restated in accordance with the applicable accounting standard.

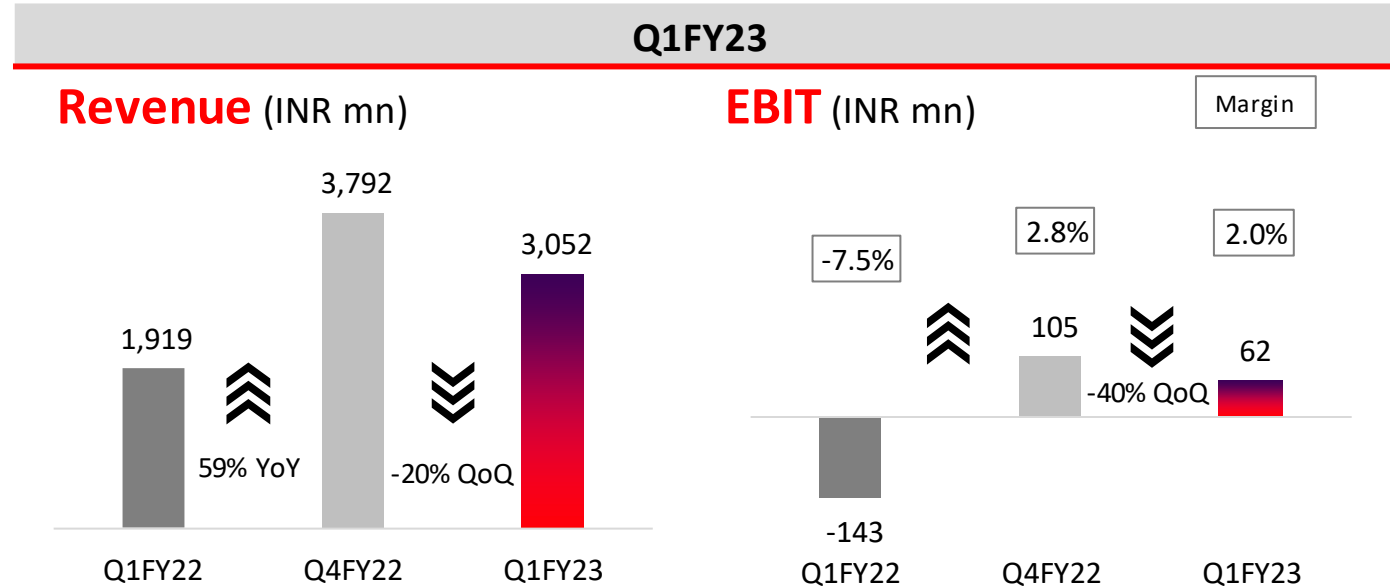
# Wires and Cables

- Wires & Cables business saw a strong growth of 48% YoY. The growth was broadly uniform across cables and wires. While domestic distribution driven business sustained its strong growth momentum, institutional business improved its performance compared to same quarter last year.
- On the geographical front, the growth was broad-based with the highest contribution from west followed by south, north and east region.
- Export business contributed 6.7% to consolidated revenue and reported a healthy revenue growth of 62%. The growth was driven by USA, Africa and Australia.
- Our new economy sub-brand "Etira", which was launched in the last quarter, posted 2x growth on sequential basis.
- Profitability improved on a YoY basis led by calibrated price hikes and better operating leverage.



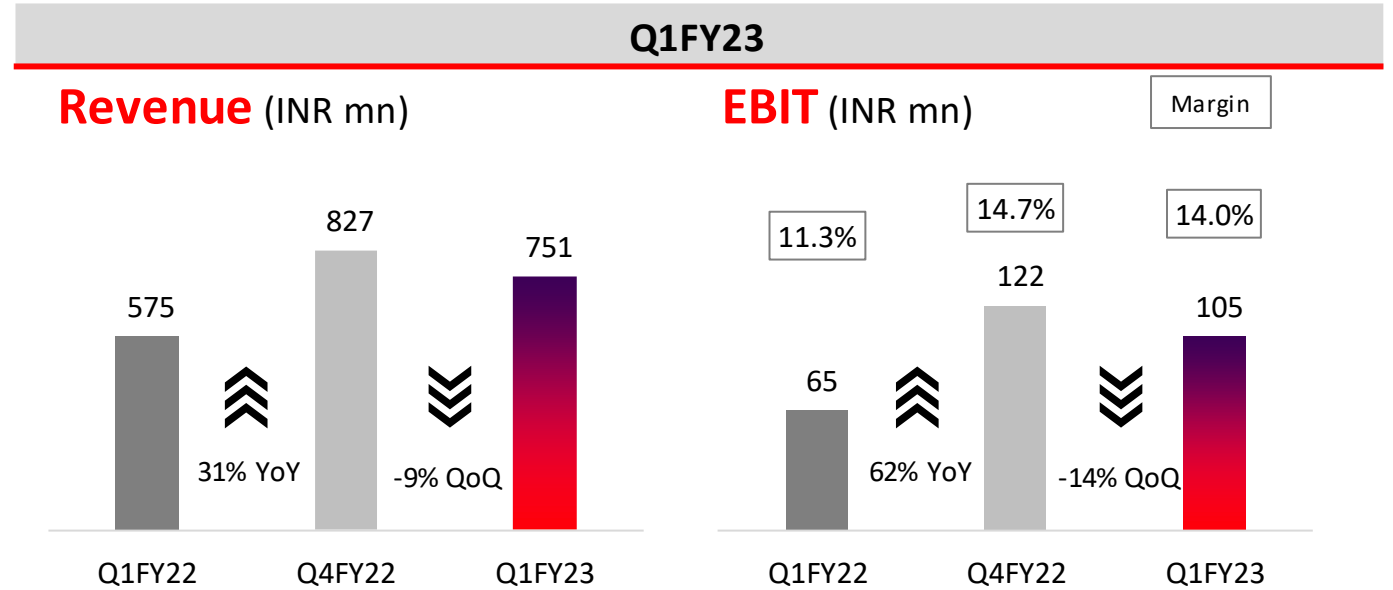
# Fast Moving Electrical Goods

- FMEG business grew by 59% YoY to Rs 3,052 mn. While lighting, switchgears and pump continued their strong growth momentum, Fans, Conduit Pipes and Solar business posted healthy growth. However, switches saw a decline due to supply challenges.
- Distribution expansion continued with greater thrust on digital marketing campaigns. Innovation driven product development remains a key focus area.
- Focus enhanced on rural markets through creation of 'Emerging India' vertical
- Segmental EBIT increased to Rs 62 mn, with a 2% margin largely on account of pricing actions, cost saving initiatives and premiumisation partly offset by input cost pressures.
- The company is committed to achieving 12% annualized EBITDA margin in this business by FY26 .



# Other

- Other segment which largely comprises of our EPC business witnessed a 31% YoY increase in revenue to Rs. 751 Mn.
- Segmental EBIT was 62% higher on YoY basis but down by 14% QoQ. Margin stood at 14%, up by 270 bps YoY.
- Annual sustainable operating margin in this business is expected to be in high single digit over mid to long term.



# Financial Statements

Scan for Financial Results



Scan for Condensed Financial Statements





# Consolidated Profit and Loss Statement

Particulars (INR mn)	Quarter					
	Q1FY23	%	Q4FY22	%	Q1FY22	%
<b>Revenue from Operations</b>	<b>27,366</b>	<b>100.0%</b>	<b>39,700</b>	<b>100.0%</b>	<b>18,552</b>	<b>100.0%</b>
Cost of Goods sold	20,524	75.0%	30,892	77.8%	14,196	76.5%
<b>Contribution (A)</b>	<b>6,842</b>	<b>25.0%</b>	<b>8,808</b>	<b>22.2%</b>	<b>4,356</b>	<b>23.5%</b>
Employee cost	1,101	4.0%	1,050	2.6%	939	5.1%
Other Operating Expenses	2,630	9.6%	2,994	7.5%	2,075	11.2%
Total Operating Expenses (B)	3,731	13.6%	4,044	10.2%	3,014	16.2%
Share of profit/(loss) of JVs (Net of tax) (C)	-13	0.0%	-4	0.0%	-21	-0.1%
<b>EBITDA (A)-( B)+(C)</b>	<b>3,098</b>	<b>11.3%</b>	<b>4,760</b>	<b>12.0%</b>	<b>1,321</b>	<b>7.1%</b>
Other Income	443	1.6%	168	0.4%	240	1.3%
Depreciation	510	1.9%	503	1.3%	493	2.7%
Finance Cost	84	0.3%	125	0.3%	98	0.5%
<b>PBT</b>	<b>2,947</b>	<b>10.8%</b>	<b>4,300</b>	<b>10.8%</b>	<b>970</b>	<b>5.2%</b>
Income Tax	722	2.6%	1,047	2.6%	233	1.3%
<b>Adjusted PAT</b>	<b>2,225</b>	<b>8.1%</b>	<b>3,253</b>	<b>8.2%</b>	<b>737</b>	<b>4.0%</b>
Exceptional items / Discontinued ops.	0	0.0%	0	0.0%	15	0.1%
<b>Reported PAT</b>	<b>2,225</b>	<b>8.1%</b>	<b>3,253</b>	<b>8.2%</b>	<b>753</b>	<b>4.1%</b>

Exceptional items / Discontinued ops. (INR mn)	Quarter					
	Q1FY23	%	Q4FY22	%	Q1FY22	%
Profit from Discontinued operations	-	-	-	-	15	-
<b>Total</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>	<b>15</b>	<b>0.1%</b>

# Consolidated Balance Sheet

Particulars (INR mn)	Jun-22	Mar-22	Jun-21
<b>Assets</b>			
<b><u>Non-current Assets</u></b>			
Fixed Assets	20,716	20,506	20,082
Non-current Deposits	7	126	580
Other Non-current Assets	2,020	2,076	2,357
<b>Total Non-current Assets</b>	<b>22,743</b>	<b>22,708</b>	<b>23,019</b>
<b><u>Current Assets</u></b>			
Inventories	25,770	21,996	26,026
Trade Receivables	8,822	12,964	9,292
Investments	3,567	7,641	5,888
Cash and Bank Balances	3,170	4,071	3,996
Others - Current Assets	6,291	4,739	3,334
<b>Total Current Assets</b>	<b>47,620</b>	<b>51,411</b>	<b>48,536</b>
<b>Total Assets</b>	<b>70,363</b>	<b>74,119</b>	<b>71,555</b>

Particulars (INR mn)	Jun-22	Mar-22	Jun-21
<b>Equity and Liabilities</b>			
<b><u>Shareholder's Funds</u></b>			
Share Capital	1,496	1,494	1,492
Reserves and Surplus	54,053	53,943	46,803
<b>Total Shareholder's Funds</b>	<b>55,549</b>	<b>55,437</b>	<b>48,294</b>
Minority Interest	279	251	201
<b><u>Non-current Liabilities</u></b>			
Borrowings	34	30	912
Others - Non-current Liabilities	966	988	1,290
<b>Total Non-current Liabilities</b>	<b>1,000</b>	<b>1,018</b>	<b>2,202</b>
<b><u>Current Liabilities</u></b>			
Short-term Borrowings	806	802	2,256
Trade Payables	8,545	12,175	14,578
Others - Current Liabilities	4,184	4,436	4,024
<b>Total Current Liabilities</b>	<b>13,536</b>	<b>17,413</b>	<b>20,858</b>
<b>Total Equity and Liabilities</b>	<b>70,363</b>	<b>74,119</b>	<b>71,555</b>

# Consolidated Condensed Cash Flow Statement

Particulars (INR mn)	Quarter		
	Q1FY23	Q4FY22	Q1FY22
Net Cash Flow from Operating Activities	-2,053	7,027	-1,584
Net cash flow from/(used in) investing activities	3,541	-6,440	-802
Net cash flow from/(used in) financing activities	-2,095	-123	748
<b>Net Increase / (Decrease) in cash and cash equivalents</b>	<b>-607</b>	<b>464</b>	<b>-1,639</b>

## Other key data points

Particulars (INR mn)	Quarter		
	Q1FY23	Q4FY22	Q1FY22
Advertisement and sales promotion expense	195	166	78
Capital expenditure	1,044	2,762	800
Net Cash Position*	5,904	11,007	7,296
Trade acceptances*	2,920	6,365	9,149
Goods in Transit*	2,065	317	1,972
Exports contribution (%)	6.7%	6.0%	6.1%

\* as at period end

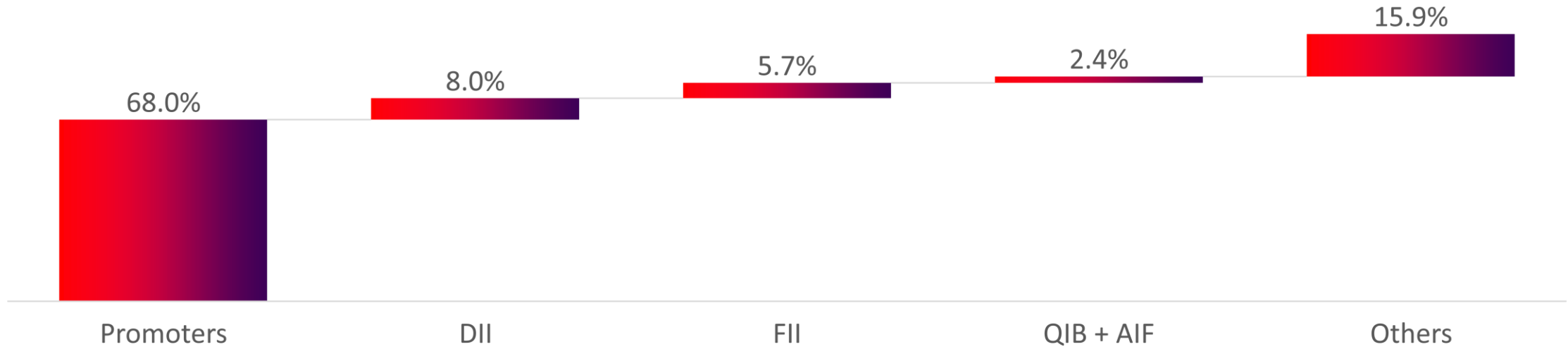
# Other financial metrics

Working Capital in days	Average			Closing		
	Q1FY23	FY22	FY21	Q1FY23	FY22	FY21
Receivable Days	25	41	59	25	39	59
Inventory days	94	81	108	93	85	110
Payable Days	56	67	102	45	63	102
<b>Net Working Capital</b>	<b>63</b>	<b>54</b>	<b>65</b>	<b>73</b>	<b>61</b>	<b>67</b>

Other Income (INR mn)	Q1FY23	Q4FY22	Q1FY22
Interest income	59	67	80
Gain/loss on Redemption of investment	63	71	53
Fair value of financial assets (MTM)	254	-26	-17
Exchange differences (net)	45	14	116
Miscellaneous income	22	42	8
<b>Total</b>	<b>443</b>	<b>168</b>	<b>240</b>

Finance Cost (INR mn)	Q1FY23	Q4FY22	Q1FY22
Interest on Bank Borrowings	4	3	3
Interest on LC, VBD and Leases	33	76	32
Other borrowing costs	48	46	62
Foreign Exchange Gain/loss	0	0	0
<b>Total</b>	<b>84</b>	<b>125</b>	<b>98</b>

# Shareholding Pattern



*Note: As on 30<sup>st</sup> June 2022. DII (Domestic Institutional Investors) includes "Mutual Funds". FII (Foreign Institutional Investors) includes "Foreign Portfolio - Corp" and "Foreign Corporate Bodies". QIB/ AIF stands for "Qualified Institutional Buyer"/ "Alternative Investment Fund"*



# Safe Harbour

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international copper, aluminum, oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time based on subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

# Notes and general definitions



1. Numbers on consolidated basis in INR million
2. Revenue: Revenue from operations
3. Segment Revenue: Total income (external sales) excluding finance income
4. EBITDA: Excludes other income
5. EBITDA Margin: EBITDA / Revenue
6. Segment EBIT: Includes other income and excludes finance income.
7. Segment EBIT margin: Segment EBIT divided by Segment Revenue.
8. PAT: Adjusted Profit After Tax excluding exceptional items and discontinued operations
9. PAT Margin: PAT for the period divided by Revenue
10. Net Cash: Cash & equivalents + Investments + Non-current Deposits – Debt
11. Working Capital: Working capital days on Average basis is calculated using average of balance sheet number and sum of trailing 12 months P&L number. Closing basis uses period close balance sheet number and sum of trailing 12 months P&L number.
12. P&L and Segment numbers in current and prior comparable periods are restated due to divestment of Ryker Base.

THANK YOU

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