

POLYCAB INDIA LIMITED

Polycab House, 771 Mogul Lane, Mahim (W), Mumbai – 400016

CIN: L31300GJ1996PLC114183

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Email: shares@polycab.com Website: www.polycab.com



Date: 18th October 2022

To
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai – 400 001

To
Listing Department
National Stock Exchange of India Limited
C-1, G-Block, Bandra-Kurla Complex
Bandra (E), Mumbai – 400 051

Scrip Code: 542652 Scrip Symbol: Polycab
ISIN:- INE455K01017

Dear Sir / Madam

Sub: Corporate Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Corporate presentation on the Unaudited (Standalone and Consolidated) Financial Results of the Company for the quarter and half year ended 30th September 2022.

Kindly take the same on your record.

Thanking you

Yours Faithfully

For Polycab India Limited

MANITA
CARMEN ALBERT
GONSALVES

Digitally signed by MANITA CARMEN ALBERT
GONSALVES
DN: c=IN, o=Personal, title=9350,
pseudonym=eabefef7dc029bcd710c6613294
3a606726f3dc91bdc911eb9b71e80f4d3dc79,
postalCode=400104, st=Maharashtra,
serialNumber=e9923616b581748338360a9d
cca7adbf5379238962e492291cc2916065f
, cn=MANITA CARMEN ALBERT GONSALVES
Date: 2022.10.18 15:22:02 +05'30'

Manita Carmen A Gonsalves
Company Secretary and Compliance Officer
Membership No.: A18321
Address: Polycab House, 771, Mogul Lane
Mahim (West), Mumbai - 400 016



Registered Office:
Unit No.4, Plot No.105, Halol Vadodara Road
Village Nurpura, Taluka Halol, Panchamahar, Gujarat-389350
Tel : 2676- 227600 / 227700

Evolving through excellence

Corporate Presentation

October 2022

A large, stylized power button symbol. It consists of a thick vertical line passing through the center of a circle. The circle has a glowing blue-to-purple gradient, and the vertical line is a solid, bright white. The text "Transforming with focus" is positioned at the bottom of the circle.

Transforming with focus

Content

- 01** Company Overview
- 02** Leadership in Wires & Cables
- 03** Fast growing FMEG Business
- 04** Strengthening Brand Recognition
- 05** Strong Manufacturing and R&D capabilities
- 06** ESG
- 07** Robust Financials



Company Overview

Polycab: A Snapshot

#1 Manufacturer in India

Market leader in Wires and Cables¹

22 - 24% Share of Organized Market²



PAN India Network



4,600+ Dealers & Distributors

2,05,000+ Retail Outlets

Fast Growing FMEG Brand



5-year CAGR at ~30%

Manufacturing Footprint



25 Facilities, 5 locations

Strong backward integration

Strong Management Bandwidth



Blend of Entrepreneurial and highly experienced professional management

Proven Track Record

5 year CAGR

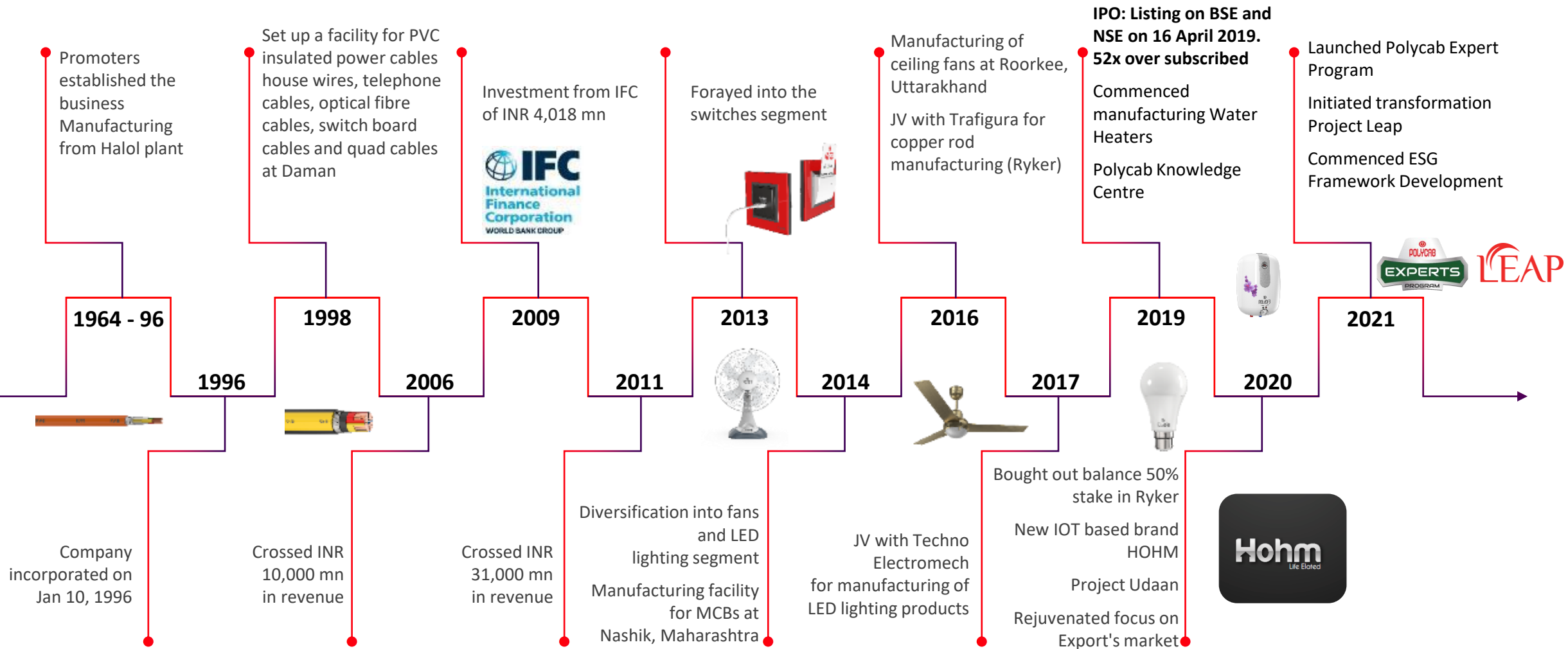
Revenue 17%

EBITDA 20%, PAT 31%



Note: FMEG: Fast Moving Electrical Goods; (1) In India, In terms of segment revenue; (2) As of March 31, 2022; (3) EBITDA - Earnings before Interest, Tax, Depreciation & Amortization excludes other Income; (4) PAT – Adjusted Profit after tax

Our Journey

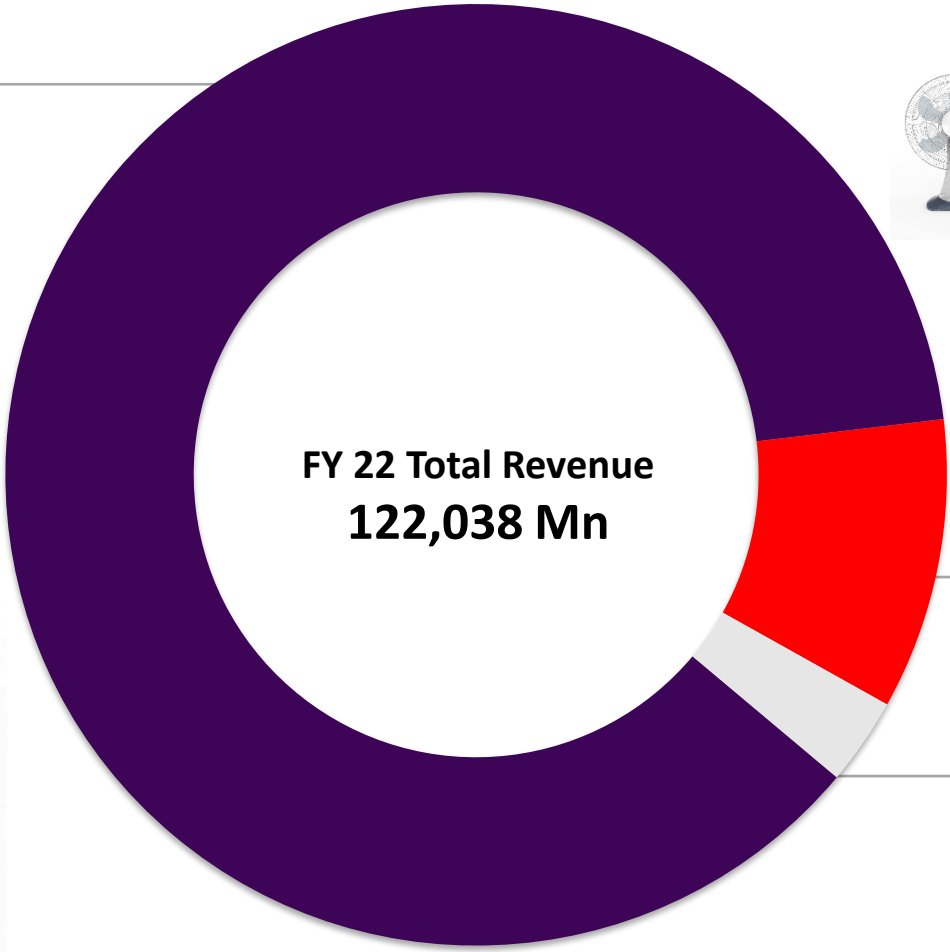


Our Segments: An Overview



% of External Sales

87%
Wires & Cables



FY 22 Total Revenue
122,038 Mn

10%
Fast Moving
Electrical Goods

3%
Copper + Other
(incl. EPC)

Notes: Consolidated Revenue in INR Mn, Rounded off

STRUCTURAL GROWTH DRIVERS

Current opportunity landscape provides highly conducive environment for exponential business growth in the medium-to-long term

01

Consumption

Growing affluence leading to premiumization • Growth of rural India • Nuclearization of families • Evolving consumer behaviour



02

Infrastructure

Power and railways spend increase • Electrification • Capex cycle uptick • Urbanization, Smart cities, Housing for all



03

Policy Reforms

PLI scheme • Duty reforms to bridge competitiveness gap with China • Make in India initiative • Export subsidy schemes • ESG reforms



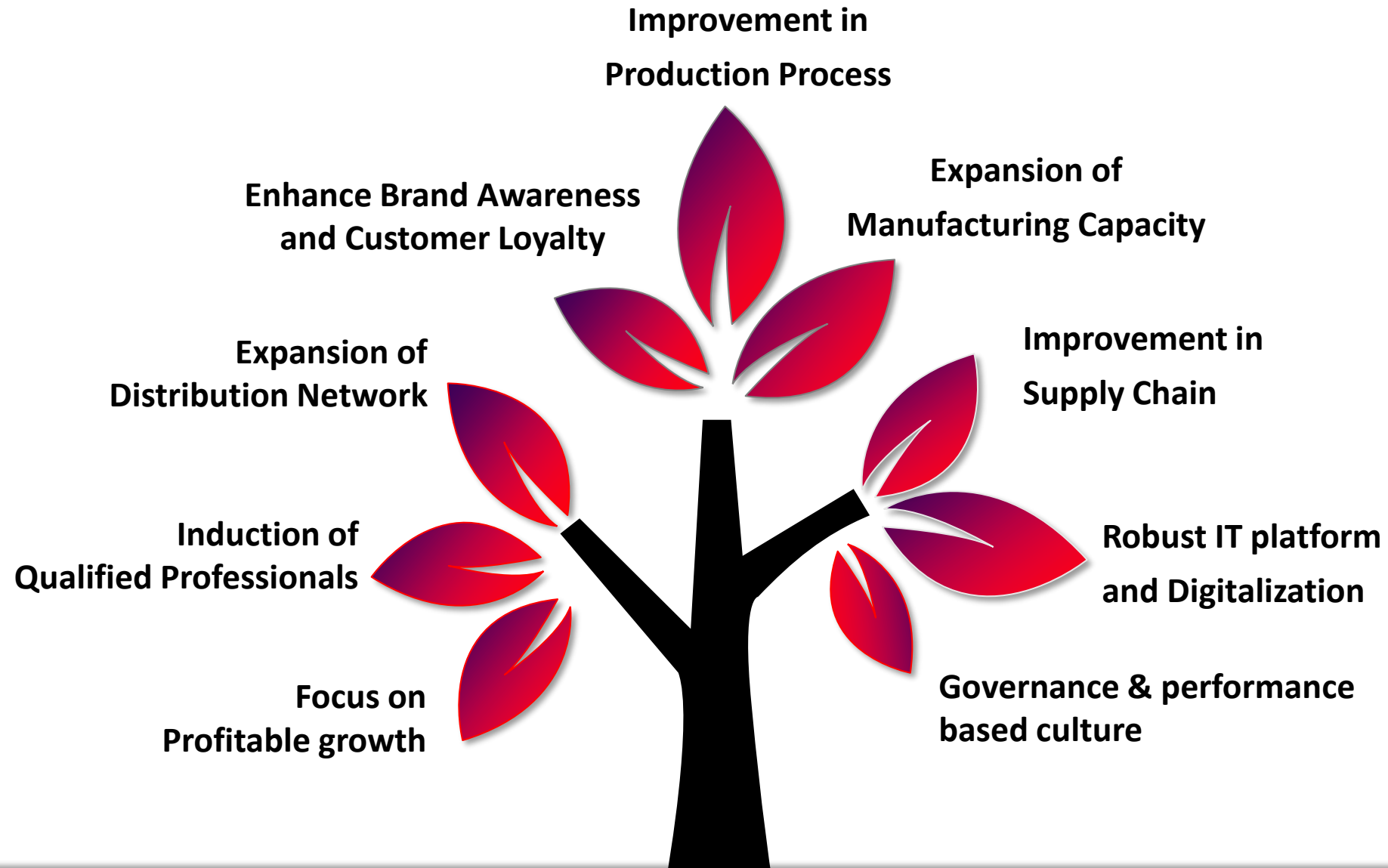
04

Emerging

Digitalization • Renewable energy
Electric Mobility • IoT and Industry 4.0



Key Management Initiatives to create value



Purpose

We innovate for a brighter living

Our innovative, safe and energy efficient products and solutions delight our customers

Our vibrant and inclusive culture leads to deep connections, value creation and growth for our People, Partners and Stakeholders

Our focus on sustainable development reflects our commitment to be a caring and responsible enterprise

Values

Innovative mindset



Giving wings to novel ideas

People at the core



Caring about our people and their growth

Obsession for the customer



Serving to create delightful experiences

Winning together



Collaborating and celebrating wins

Entrepreneurial drive



Bringing new possibilities to life with passion

Renew



Being courageous, resilient and agile

Our Capitals which help us create value...

Inputs

Manufactured capital

- 23 Manufacturing units
- 28 Warehouses and depots

Intellectual capital

- R&D expenditure INR 223 Mn
- 144 registered IPRs

Human capital

- Employed on roll: 4,431
- Contract employees: 7,337

Social & relationship capital

- Retail outlets: 2,05,000+
- Registered dealers: 4,600+

Natural capital

- Environment expend: INR 136 Mn
- Electricity consumption: 156 Mn KWH

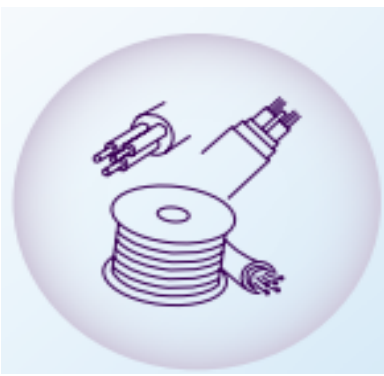
Processes



Outputs

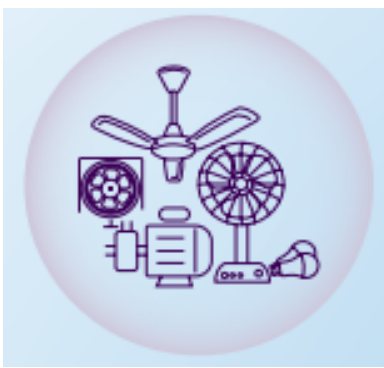
Wires & cables

No of SKUs 11,000+
Sales: INR 106.95 BN



FMEG

No of SKUs 6,000+
Sales: INR 12.54 BN



Outcomes

- Range of wires & cables: 0.20 KV to 220 KV
- Range of FMEG products: 10+ categories
- 100% sales manufactured in India
- Water recycled: 67+ Mn litres
- Electricity from renewable sources: 17%

Leadership in Wires and Cables

Market leader in Wires & Cables with a diverse portfolio

Polycab is the largest Wires and Cables manufacturer in India, with a strong suite of products...

Power Cable



Control Cables



Other Cables



Optical Fiber Cable



Instrumentation Cables



Flexible Wires



Building Wires



FR (Flame Retardant)



FRLS (Flame Retardant Low Smoke)



ZHFR (Zero Halogen Flame Retardant)

Solar Cable



Wide Customer Base across Industries...



Power



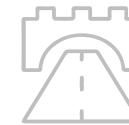
Oil and Gas



Construction



IT Park



Infrastructure



Renewable



Non-Metal



Cement



Agriculture



Real Estate



Telecom



Railway

Polycab's dominant position in Wires and Cables industry to capture attractive market size

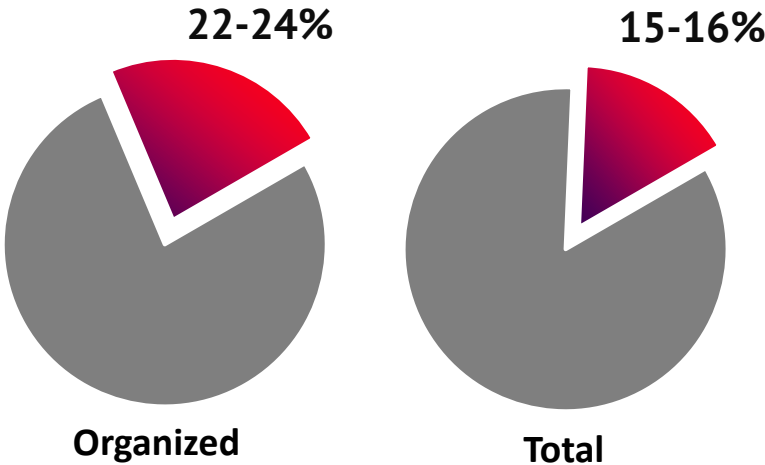
Wires and Cables industry In FY22¹:

~ 600 – 650bn
Market Size

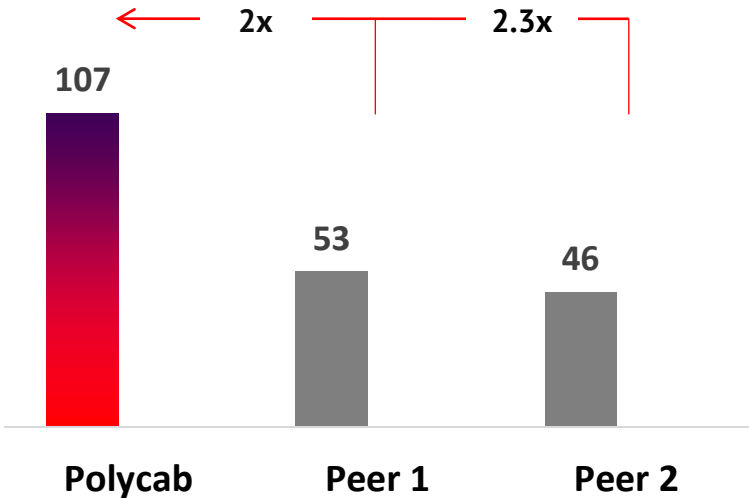
40–45% of the electrical
equipment industry

Healthy market share gains in Wires and Cables over the past few years

Market Share in FY22⁽¹⁾



FY22 Wires and Cables Revenue⁽²⁾



The Polycab Advantage



Note: (1) Industry estimates, Polycab estimates; (2) 12 months ended March 2022. Revenue in INR billion; No adjustment for Inter segment revenue

Fast growing FMEG Business

FMEG : Expanding presence in 'Electricals' ecosystem

FMEG continues to become a sizeable part of the business - growing at 30% CAGR in past 5 years

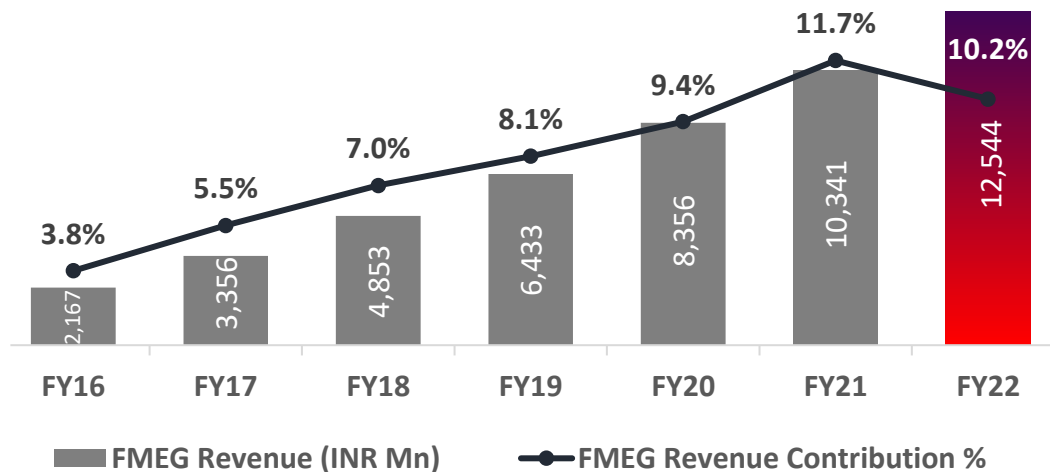


Forayed in FY14 ...

- Diversified portfolio with focus on the upcoming industry trends
- Inhouse Manufacturing
- Pan India Distribution
- Present in Fans, Lighting Luminaires, IOT products, Switches, Switchgears, Water heaters, Pipes, Conduits, Agro pumps, Solar etc.

... leveraging synergies

- Common raw materials - higher negotiating power
- Manufacturing know how
- Strong brand goodwill in electricals space
- Economies of scale - Cost-savings in transportation & distribution
- Cross-sell opportunities to a larger customer base



High Growth Opportunity in the Indian FMEG Industry

Macro drivers include evolving consumer aspirations, increasing awareness, rising income, rural electrification, urbanisation, digital connectivity

Fans & Appliances



125Bn

- Preference for **energy efficient fans & appliances**
- **Value added products**
- Increasing demand for **premium and smart fans** with aesthetic appeal

Switches



72Bn

- Customer preferences towards **modular switches**
- Demand for **safe and secure switches**
- Greater awareness towards **building automation and management**

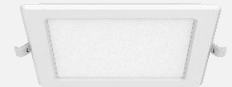
LV Switchgear



20Bn

- **LV to outgrow MV / HV** segment
- **Modular devices and safe products** gaining preference
- Rising demand for various **electrical appliances**

Lighting



187Bn

- Considerable **shift towards LED segment**
- Government efforts and consumer awareness towards **energy efficient technology**
- **Emerging technology trends** like Smart LED's

Notes: Industry estimates, Polycab estimates; Figures in INR

Multi format retail approach: Polycab Galleria, Arena and Shoppee

- ❑ Strategic showcase enabling consumers and trade constituents to experience and choose from a wide range of quality products
- ❑ At iconic electric markets hub which is also an important feeder market to western and southern India
- ❑ Equipped with audio-visual facilities for training electricians and retailers on safety, soft skills, basics in English and computers
- ❑ Virtual reality showcase for B2B buyers to experience the plants and facilities
- ❑ Deepens connect with direct customers in the FMEG market as well as retailers from upcountry
- ❑ Currently in Mumbai, Chandigarh, Jaipur, Trivandrum, Visakhapatnam, Indore, Ahmedabad, Cochin, Surat, Hyderabad, Patna and Madurai
- ❑ Aiming to expand such experimental stores across key cities



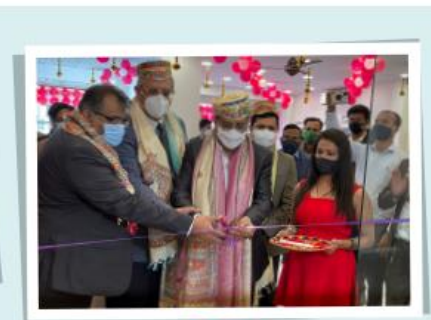
Chandigarh



Jaipur



Madurai



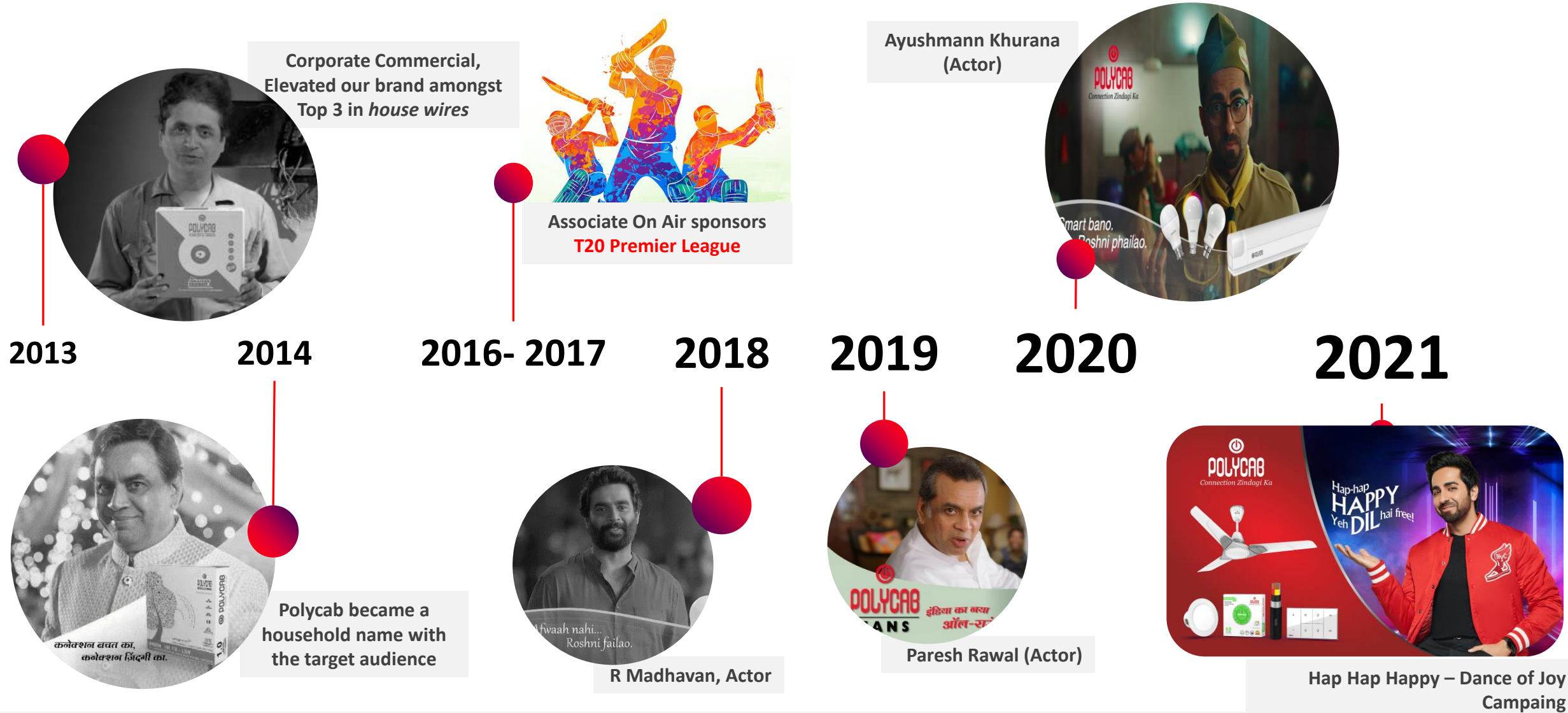
Patna

Strengthening Brand Recognition

Strong Brand Recognition in the Electricals Industry..

Our Brand Journey from B2B to B2C

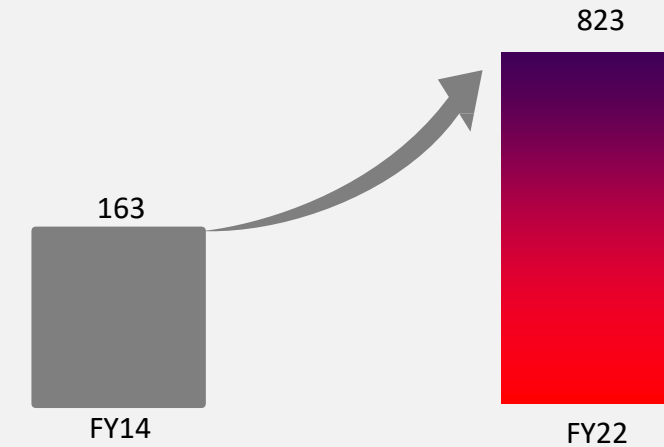
'Connection Zindagi Ka' was a hit with customers- the impactful narrative with their minds and hearts



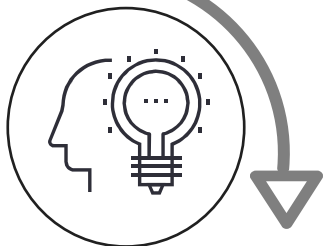
... and strengthening it further using multi pronged approach



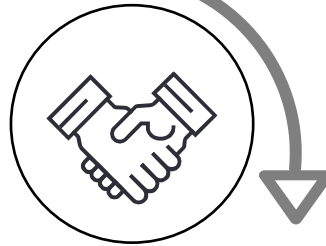
Advertising and Sales Promotion Expenditure (INR mn)



Multi pronged approach to increase brand awareness



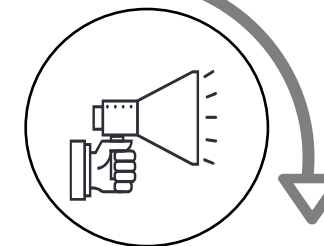
Actively engage Dealers and Distributors



Loyalty Points via Experts Program



Increased Advertising on Social Media and Sales Promotion



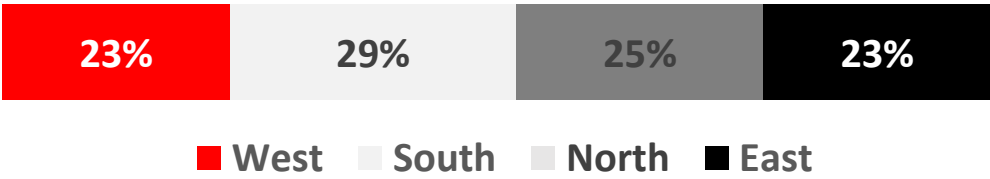
Pan India distribution network to support diverse customer base and product categories



By Product



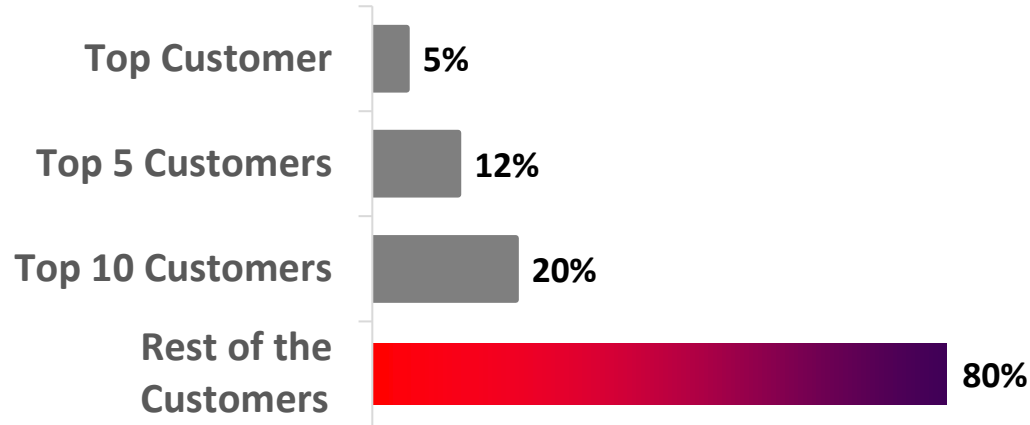
By Geography



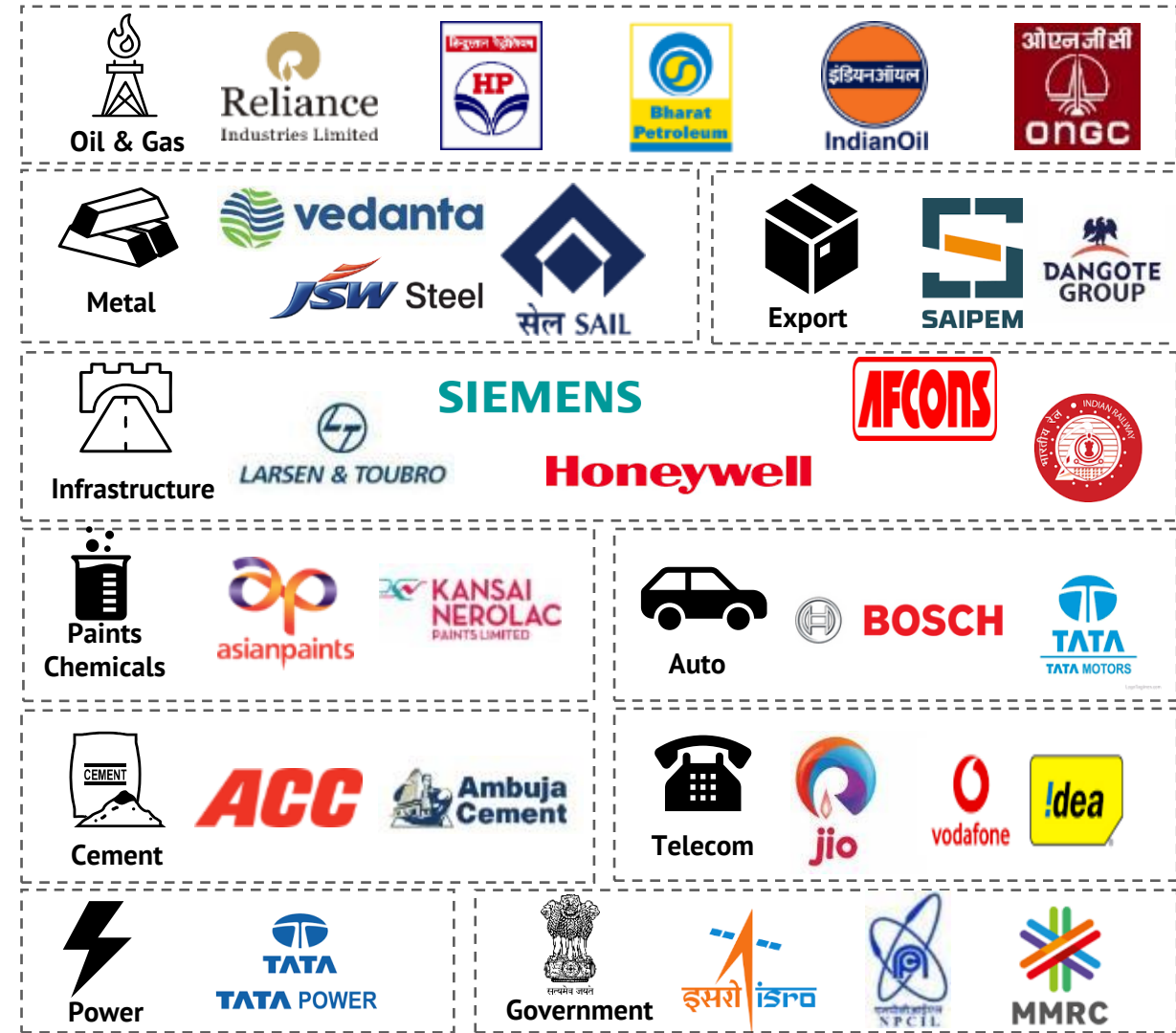
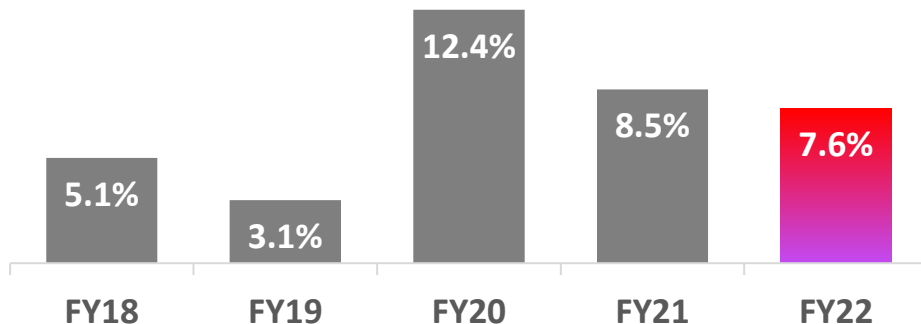
Notes: As of Mar'22. Bar charts represents split of authorised dealers and distributors.

Catering to marquee customers

Total Revenue Contribution in FY22



Revenue from outside India (% of total revenue)



Note: Companies served in past and present, directly or indirectly through authorised dealer/ distributors

**Strong Manufacturing
& R&D capabilities**

Inhouse Manufacturing with a high degree of backward integration and Automation...

Multi-location manufacturing (Products¹; Annual capacity)



Halol



Fan Manufacturing Unit



Nashik



Cable CCV Line

1. Figures are absolute numbers where no units are indicated as of 31st March, 2022;

...Strong R&D and innovation capabilities with quality assurance

Investments in in-house R&D capabilities with strong focus on backward integration

- NABL ISO 17025 certified R&D centre to support own manufacturing
- Over 100 engineers and technicians
- Centre of excellence for R&D on polymers
- Existing facilities for key raw materials with continuously improving R&D capabilities to capitalize on industry trends
- Environmentally friendly power cables, rubber (elastomeric) cables and electron-beam irradiated cables



Green Wire

Our ecological initiative

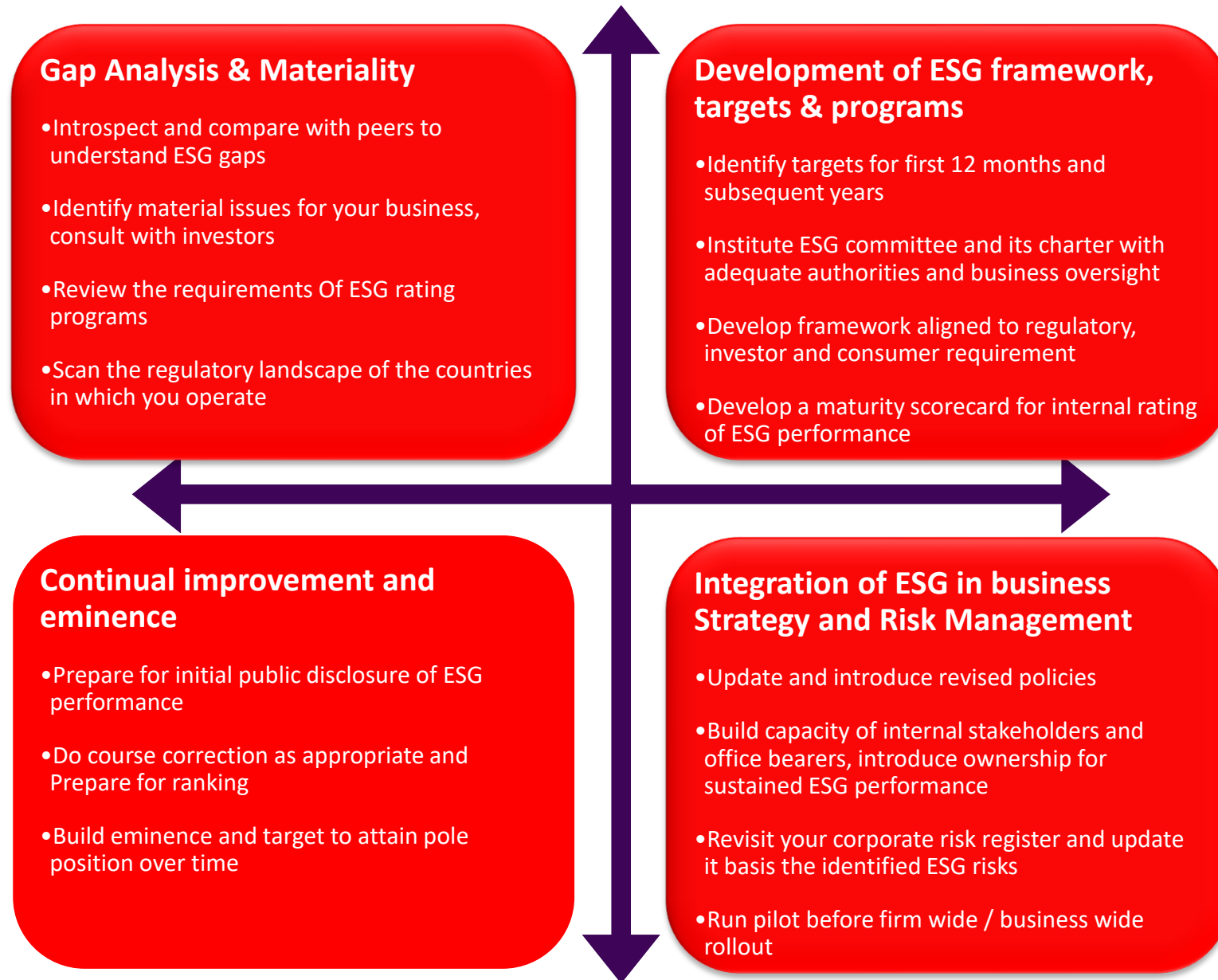
Launched Green Wire - an energy efficient and environment-friendly product that contributes to India's 'Go Green' mission

Supported by quality & reliability initiatives...



ESG

Initiated ESG framework development project to be concluded in FY23



.. made healthy progress over the last three months

ESG Maturity & Initial Assessment



Capacity building of key SPOCs



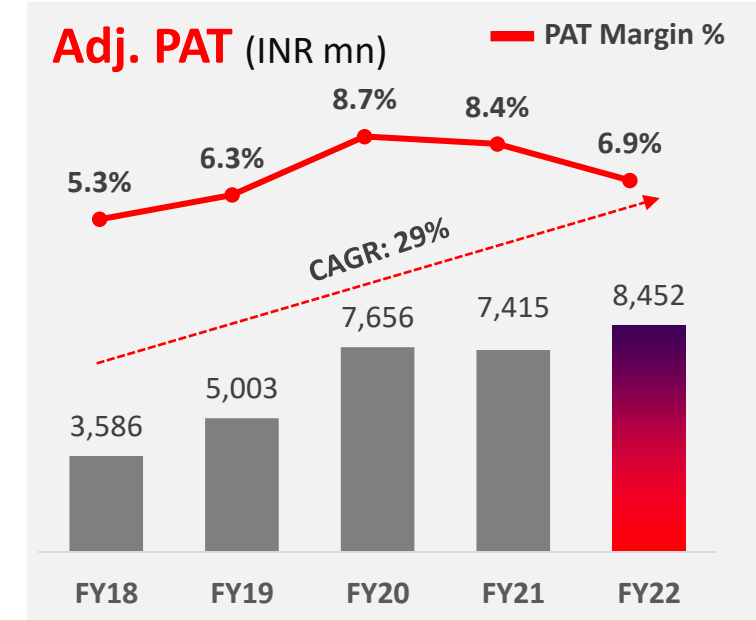
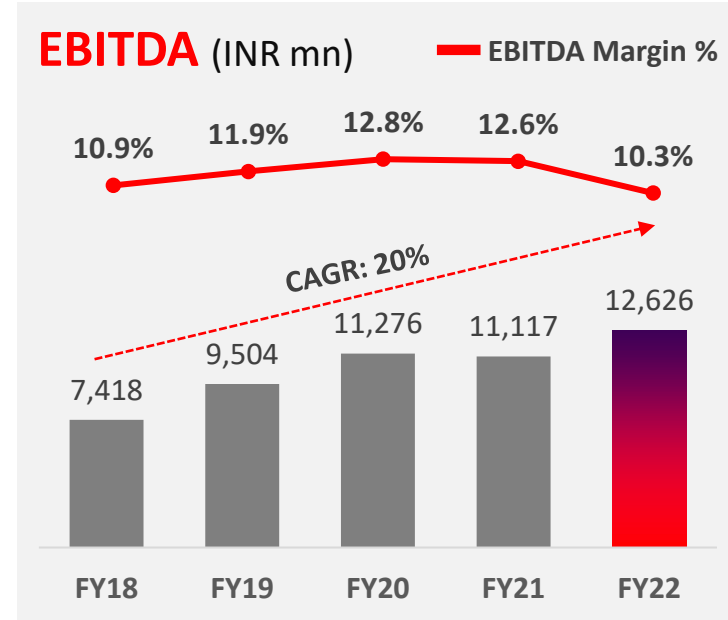
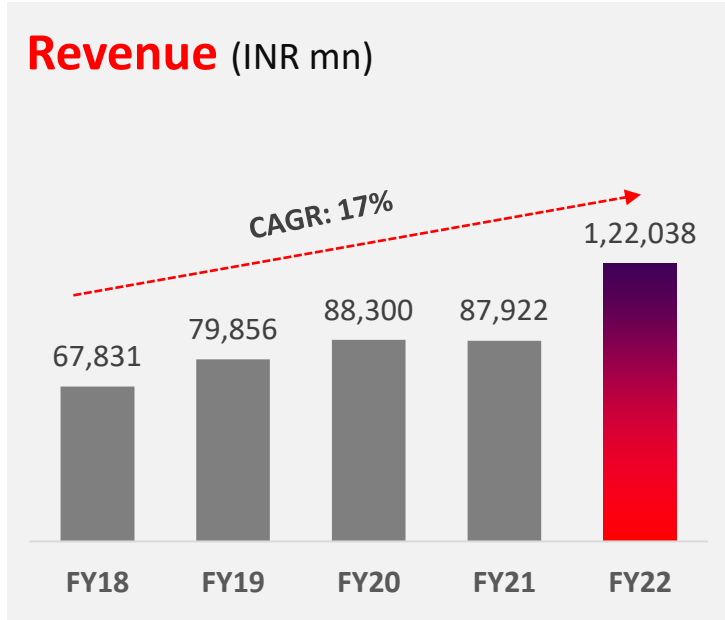
Conducted a materiality assessment exercise



Peer benchmarking and gap assessment

Robust Financials

Proven track record of financial performance



Delivering steady growth + profitability

Strong manufacturing
capability



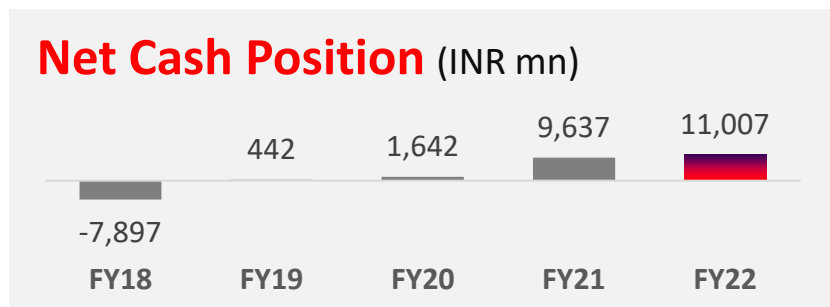
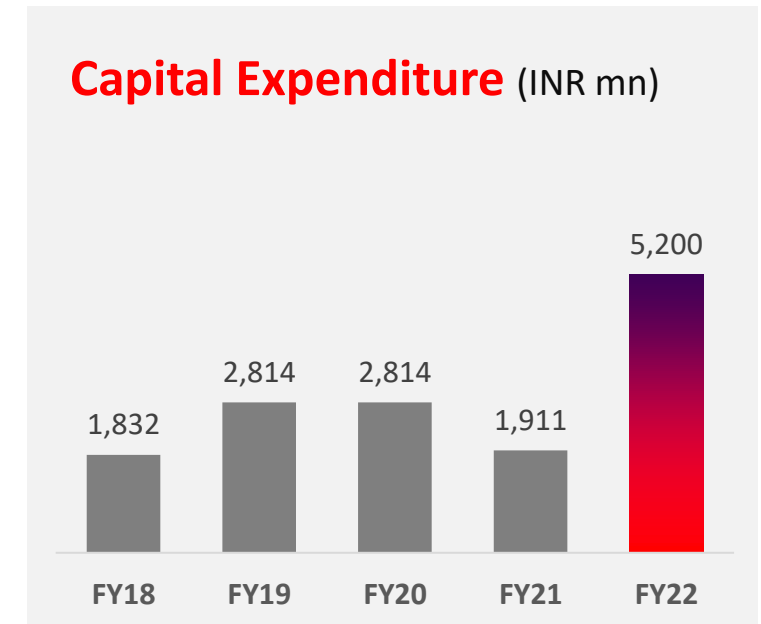
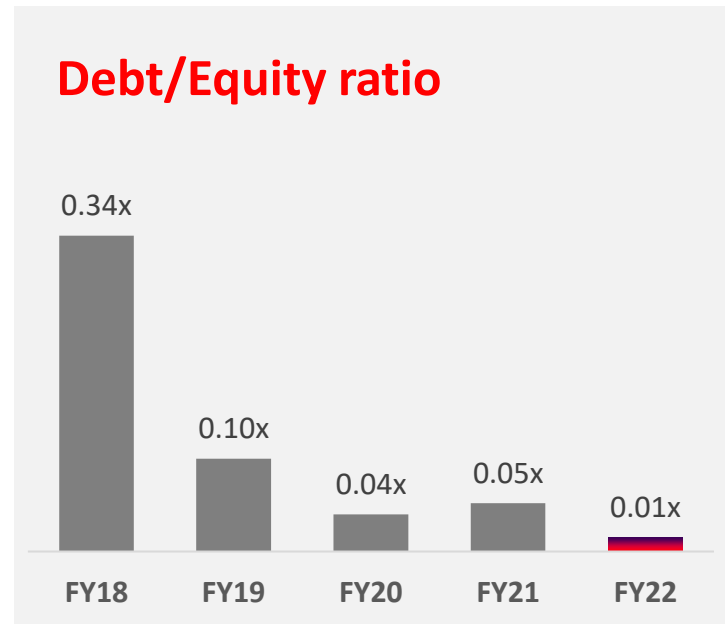
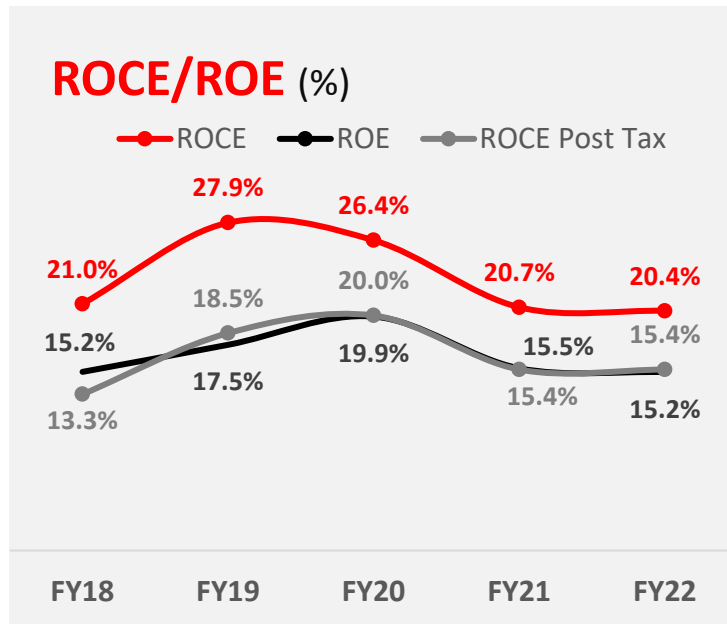
Expansion of Distribution
Network



Focus on
Profitable Growth

Notes: (1) Numbers on consolidated basis (2) Revenue: Revenue from operations (3) EBITDA excludes Other Income (4) CAGR - five years (5) Adjusted PAT

Proven track record of financial performance



Improving returns and surplus cash to fuel future growth

Growth Funded by Internal
Accruals



Invested in technology and
built capacities for future

Notes: (1) ROCE (Return on Capital Employed) is (Profit before tax plus finance cost) divided by closing value of (Debt plus total equity including non-controlling interest), ROCE post tax uses effective tax rate (2) ROE (Return on Equity) is Profit for the year divided by closing value of equity including non-controlling interests (3) Debt / Equity: Total debt / equity including non-controlling interests (4) Net Cash Position: Cash + Bank balances + Investments - Debt

Consolidated Profit and Loss Statement

Particulars (INR mn)	FY 2022	%	FY 2021	%	FY 2020	%
Revenue from Operation	1,22,038	100.0%	87,922	100.0%	88,300	100.0%
Cost of Goods sold	94,657	77.6%	65,171	74.1%	63,686	72.1%
Contribution (A)	27,381	22.4%	22,751	25.9%	24,613	27.9%
Employee cost	4,066	3.3%	3,537	4.0%	3,657	4.1%
Other Operating Expenses	10,663	8.7%	8,102	9.2%	9,606	10.9%
Total Operating Expenses (B)	14,729	12.1%	11,639	13.2%	13,263	15.0%
Share of profit/(loss) of JVs (Net of tax) (C)	-26	0.0%	6	0.0%	-74	-0.1%
EBITDA (A) - (B) + (C)	12,626	10.3%	11,117	12.6%	11,276	12.8%
Other Income	899	0.7%	1,029	1.2%	928	1.1%
Depreciation	2,015	1.7%	1,762	2.0%	1,609	1.8%
Finance Cost	352	0.3%	427	0.5%	495	0.6%
PBT	11,159	9.1%	9,958	11.3%	10,100	11.4%
Income Tax	2,706	2.2%	2,543	2.9%	2,444	2.8%
Adjusted PAT	8,452	6.9%	7,415	8.4%	7,656	8.7%
Exceptional items	721	0.6%	1,444	1.6%	0	0.0%
Reported PAT	9,173	7.5%	8,859	10.1%	7,656	8.7%

Consolidated Balance Sheet

Particulars (INR mn)	FY 2022	FY 2021	FY 2020
<u>Assets</u>			
<u>Non-Current Assets</u>			
Fixed Assets	20,598	19,805	16,632
Non-current Deposits	126	580	14
Financial / Non-current Assets	1,983	2,036	2,471
Total Non-current Assets	22,708	22,421	19,117
<u>Current Assets</u>			
Inventories	21,996	19,879	19,250
Trade Receivables	12,964	14,358	14,336
Investments	7,641	6,231	400
Cash and Bank Balances	4,071	5313	2813
Others - Current Assets	4,739	1,945	3,700
Total Current Assets	51,411	47,726	40,499
Total Assets	74,119	70,147	59,616

Particulars (INR mn)	FY 2022	FY 2021	FY 2020
<u>Equity & Liabilities</u>			
Shareholder's Funds			
Share Capital	1,495	1,491	1,489
Reserves and Surplus	53,943	46,048	36,875
Total Shareholder's Funds	55,438	47,539	38,364
Minority Interest	250	188	150
<u>Non-current Liabilities</u>			
Borrowings	30	1,037	107
Others - Non-current Liabilities	988	1,237	904
Total Non-current Liabilities	1,018	2,274	1,011
<u>Current Liabilities</u>			
Short-term Borrowings	802	1,450	1,115
Trade Payables	12,175	13,480	13,537
Others - Current Liabilities	4,436	5,215	5,440
Total Current Liabilities	17,413	20,146	20,091
Total Equity and Liabilities	74,119	70,147	59,616

Consolidated Annual Cash Flow Statement

Particulars (INR mn)	FY 2022	FY 2021	FY 2020
Net Cash Flow from Operating Activities	5,116	12,524	2,446
Net cash flow from/(used in) investing activities	-4,270	-10,121	-2,622
Net cash flow from/(used in) financing activities	-2,007	-1,748	107
Net Increase / (Decrease in cash and cash equivalents)	-1,160	656	-69

Credit ratings

Rating Agency	Long Term Rating	Short Term Rating	Commercial Paper
 CRISIL An S&P Global Company	CRISIL AA+/Stable (Reaffirmed)	CRISIL A1+ (Reaffirmed)	CRISIL A1+ (Affirmed)
 India Ratings & Research A Fitch Group Company	IND AA+/Stable (Reaffirmed)	IND A1+ (Reaffirmed)	IND A1+ (Affirmed)

Q2 FY23: Key Highlights



Top-line (Revenue)

Q2FY23: 33,324 mn

⌘ 11% YoY

⌘ 22% QoQ

H1FY23: 60,689 mn

⌘ 25% YoY



Operating (EBITDA)

Q2FY23: 4,268 mn

⌘ 46% YoY

⌘ 38% QoQ

H1FY23: 7,367 mn

⌘ 73% YoY



Profitability (PAT)

Q2FY23: 2,705 mn

⌘ 37% YoY

⌘ 22% QoQ

H1FY23: 4,930 mn

⌘ 82% YoY



Notes: (1) Numbers on consolidated basis (2) Revenue: Revenue from operations (3) EBITDA excludes other Income (4) PAT: Adjusted Profit After Tax

Q2 FY23: Consolidated Profit and Loss Statement

Particulars (INR mn)	Quarter						Year To Date			
	Q2FY23	%	Q1FY23	%	Q2FY22	%	H1FY23	%	H1 FY22	%
Revenue from Operations	33,324	100.0%	27,366	100.0%	30,066	100.0%	60,689	100.0%	48,618	100.0%
Cost of Goods sold	24,625	73.9%	20,524	75.0%	23,474	78.1%	45,148	74.4%	37,670	77.5%
Contribution (A)	8,699	26.1%	6,842	25.0%	6,592	21.9%	15,541	25.6%	10,948	22.5%
Employee cost	1,148	3.4%	1,101	4.0%	1,052	3.5%	2,249	3.7%	1,991	4.1%
Other Operating Expenses	3,275	9.8%	2,630	9.6%	2,611	8.7%	5,904	9.7%	4,686	9.6%
Total Operating Expenses (B)	4,422	13.3%	3,731	13.6%	3,662	12.2%	8,153	13.4%	6,677	13.7%
Share of profit/(loss) of JVs (Net of tax) (C)	-8	0.0%	-13	0.0%	-3	0.0%	-21	0.0%	-24	-0.1%
EBITDA (A)-(B)+(C)	4,268	12.8%	3,098	11.3%	2,927	9.7%	7,367	12.1%	4,247	8.7%
Other Income	-22	-0.1%	443	1.6%	275	0.9%	421	0.7%	515	1.1%
Depreciation	523	1.6%	510	1.9%	509	1.7%	1,033	1.7%	1,002	2.1%
Finance Cost	139	0.4%	84	0.3%	51	0.2%	223	0.4%	149	0.3%
PBT	3,585	10.8%	2,947	10.8%	2,642	8.8%	6,532	10.8%	3,612	7.4%
Income Tax	880	2.6%	722	2.6%	664	2.2%	1,602	2.6%	896	1.8%
Adjusted PAT	2,705	8.1%	2,225	8.1%	1,978	6.6%	4,930	8.1%	2,715	5.6%
Exceptional items / Discontinued ops.	0	0.0%	0	0.0%	27	0.1%	0	0.0%	43	0.1%
Reported PAT	2,705	8.1%	2,225	8.1%	2,005	6.7%	4,930	8.1%	2,758	5.7%

Exceptional items / Discontinued ops. (INR mn)	Quarter						Year To Date			
	Q2FY23	%	Q1FY23	%	Q2FY22	%	H1FY23	%	H1 FY22	%
Profit from Discontinued operations	-	-	-	-	27	-	-	0.0%	43	0.1%
Total	0	0.0%	0	0.0%	27	0.1%	0	0.0%	43	0.1%

Q2 FY23: Consolidated Balance Sheet

Particulars (INR mn)	Sep-22	Jun-22	Sep-21
<u>Assets</u>			
<u>Non-current Assets</u>			
Fixed Assets	21,151	20,716	20,320
Non-current Deposits	7	7	2,090
Other Non-current Assets	1,884	2,020	2,335
Total Non-current Assets	23,042	22,743	24,746
<u>Current Assets</u>			
Inventories	24,129	25,770	21,559
Trade Receivables	9,604	8,822	10,908
Investments	12,799	3,567	6,619
Cash and Bank Balances	4,878	3,170	2,421
Others - Current Assets	6,332	6,291	3,801
Total Current Assets	57,741	47,620	45,310
Total Assets	80,783	70,363	70,055

Particulars (INR mn)	Sep-22	Jun-22	Sep-21
<u>Equity and Liabilities</u>			
<u>Shareholder's Funds</u>			
Share Capital	1,497	1,496	1,493
Reserves and Surplus	56,835	54,053	47,397
Total Shareholder's Funds	58,332	55,549	48,889
Minority Interest	305	279	227
<u>Non-current Liabilities</u>			
Borrowings	28	34	779
Others - Non-current Liabilities	1,067	966	1,286
Total Non-current Liabilities	1,095	1,000	2,065
<u>Current Liabilities</u>			
Short-term Borrowings	1,004	806	1,579
Trade Payables	16,600	8,545	13,125
Others - Current Liabilities	3,447	4,184	4,170
Total Current Liabilities	21,051	13,536	18,874
Total Equity and Liabilities	80,783	70,363	70,055

Q2 FY23: Consolidated Condensed Cash Flow Statement

Particulars (INR mn)	Quarter			Year To Date	
	Q2FY23	Q1FY23	Q2FY22	H1FY23	H1 FY22
Net Cash Flow from Operating Activities	11,628	-2,053	3,655	9,576	2,071
Net cash flow from/(used in) investing activities	-11,265	3,541	-1,024	-7,723	-1,826
Net cash flow from/(used in) financing activities	-36	-2,095	-2,409	-2,131	-1,661
Net Increase / (Decrease) in cash and cash equivalents	328	-607	222	-279	-1,416

Q2 FY23: Other key data points

Particulars (INR mn)	Quarter			Year To Date	
	Q2FY23	Q1FY23	Q2FY22	H1FY23	H1 FY22
Advertisement and sales promotion expense	168	195	142	363	220
Capital expenditure	967	1,044	708	2,011	1,508
Net Cash Position*	16,652	5,904	8,773	16,652	8,773
Trade acceptances*	10,776	2,920	7,471	10,776	7,471
Goods in Transit*	582	2,065	430	582	430
Exports contribution (%)	13.2%	6.7%	8.4%	10.3%	7.5%

* as at period end

Q2 FY23: Other financial metrics

Working Capital in days	Average				Closing			
	Q2FY23	Q1FY23	FY22	FY21	Q2FY23	Q1FY23	FY22	FY21
Receivable Days	28	25	41	59	26	25	39	59
Inventory days	82	94	81	108	86	93	85	110
Payable Days	66	56	67	102	71	45	63	102
Net Working Capital	44	63	54	65	42	73	61	67

Other Income (INR mn)	Q2FY23	Q1FY23	Q2FY22	H1FY23	H1 FY22
Interest income	61	59	60	120	140
Gain/loss on Redemption of investment	123	63	56	186	109
Fair value of financial assets (MTM)	-182	254	19	73	2
Exchange differences (net)	-45	45	113	0	229
Miscellaneous income	21	22	27	42	35
Total	-22	443	275	421	515

Finance Cost (INR mn)	Q2FY23	Q1FY23	Q2FY22	H1FY23	H1 FY22
Interest on Bank Borrowings	10	4	8	14	35
Interest on LC, VBD and Leases	86	33	8	118	16
Other borrowing costs	43	48	0	91	0
Foreign Exchange Gain/loss	0	0	35	0	97
Total	139	84	51	223	149

Project Leap

A multi year transformation journey



Energize B2B | Strengthen leadership

- Recalibrate business model
- Refine value proposition
- Micro market analytics
- Business development



Breakout growth in B2C | Position to win

- Create a winning variant ladder
- Redefine brand architecture
- “Digital-first” led execution
- Exploring adjacencies



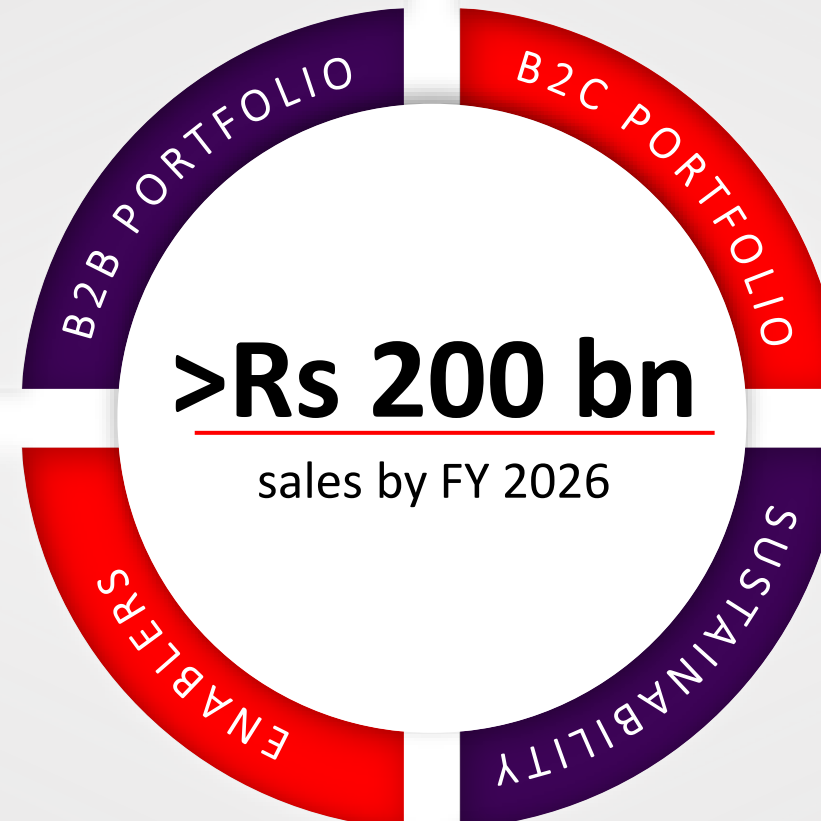
Future proof success | Organization excellence

- Operating Model
- Talent and Capability
- Digital & Analytics



Accelerate Sustainability Agenda

- Renewable Energy
- Waster & Water Recycling
- Inclusive Growth
- CSR spends



Project Leap

Made significant strides towards achieving our vision



Setup of right organization enablers

- ❖ Majority of talent acquisition for critical roles completed across businesses and functions
- ❖ Performance measures, Rewards & Recognition aligned to the growth strategy
- ❖ New transformation office to strengthen governance and implementation rigor



Customer centricity: Foundational moves

- ❖ Redesigned operating model of B2B businesses
- ❖ Heavy Duty & Light Duty Cables verticals merged to unlock significant value
- ❖ Structured approach to strategic key accounts
- ❖ Designed and piloted first in Industry, structured influencer management



Go – To – Market Excellence

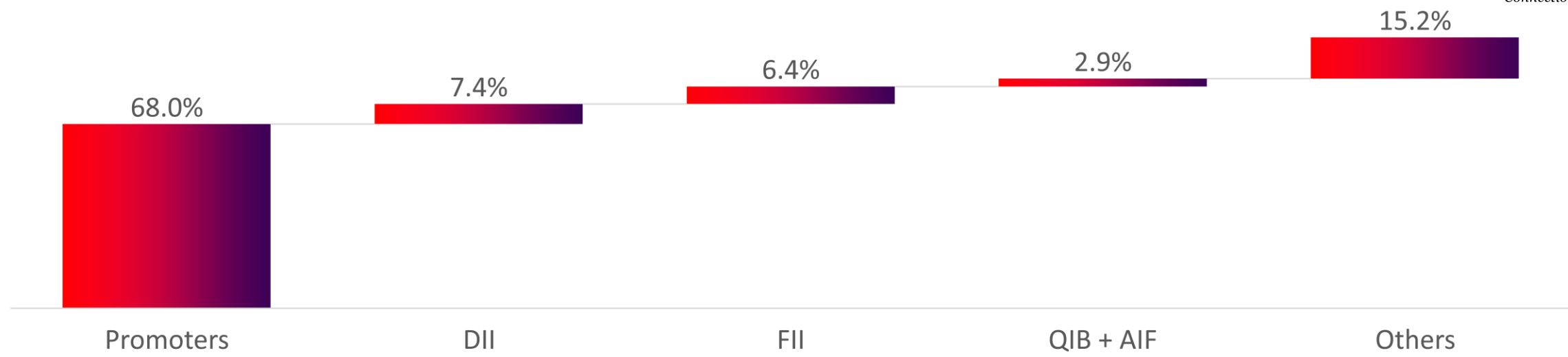
- ❖ Built presence in Emerging India (Semi Urban & Rural) and Alternate channels
- ❖ Fast-tracked distribution expansion with ~ 2x increase in direct towns coverage
- ❖ Successfully piloted End to End digitization of front-end sales



Winning with new products

- ❖ Launched new sub brand “Etira” which will play pivotal role in economy price segments
- ❖ Portfolio roadmap in place for key businesses
- ❖ NPD council setup across businesses for structured review and governance

Shareholding Pattern



Note: As on 30th September 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"



Leadership Team - Board of Directors



Inder T Jaisinghani
Chairman and Managing Director



Bharat A Jaisinghani
Whole-Time Director



Nikhil R Jaisinghani
Whole-Time Director



Rakeshkumar Talati
Whole-Time Director



RS Sharma
Independent Director

Holds a degree from ICWA . Previously served as Chairman and MD at ONGC Ltd. He has also worked as a Senior Advisor at McKinsey & Company and Chaired the FICCI Hydrocarbon committee.



TP Ostwal
Independent Director

Practicing Chartered Accountant and is a senior partner with T.P Ostwal and Associates LLP. Contributed to transfer pricing regulations in India as well as Developing Countries of United Nations



Pradeep Poddar
Independent Director

IIM-Ahmedabad Alumni. Was M.D. of Heinz for India and South Asia. Led the Tata Group's Global foray into healthy beverages. Currently on the Boards of Monsanto India Ltd, Welspun India Ltd, and Uflex Ltd.



Sutapa Banerjee
Independent Director

Advanced Leadership Fellow at Harvard. Economics Gold medalist. On Boards of Zomato, Godrej Properties, JSW Cement, Axis Capital, Manappuram Finance, amongst others

Leadership Team - Management

- Blend of Entrepreneurial and Professional Management
- Professionals with Prior Experience in Bajaj, Crompton, Havells, Orient, Panasonic, SRBC & Co, Tata Group, Unilever, Vedanta etc.
- Vision to Execute Strategies in a Dynamic Environment
- Extensive Relationships and Deep Business Understanding



Anil Hariani
Director – Commodities
(Non-board member)



Anil Shipley
Head – Strategic Projects,
Electrical & Electronics



Anurag Agarwal
Strategic Initiatives &
International Businesses



Ashish D. Jain
Executive President & Chief
Operating Officer - Telecom



Bhushan Sawhney
Executive President & Chief
Business Officer (HLDC)



Diwaker Bharadwaj
President (Packaging
Development)



Gandharv Tongia
Chief Financial Officer



Kunal I Jaisinghani
Head – Agri Products



Manita Carmen A. Gonsalves
Company Secretary and
Compliance Officer



Rajesh Nair
Executive President & Chief
HR Officer



Rishikesh Rajurkar
President - Project



Sandeep Bhargava
Executive President & Chief
Procurement Officer



Sanjeev Chhabra
Executive President & Chief
Treasury Officer



Ritesh Arora
Chief Digital Officer



Vivek Sharma
Deputy Managing Director
(Non-Board Member)

Our Social Responsibility – A Philosophy of Empathetic Care

Health



On an average per day, 90-100 patients are taking advantages of our Mobile Medical Unit

Conducted breast tumour detection camps
Health camps in nearby villages

Support provided to Dr. Hedgewar Hospital, Aurangabad in setting up two General Wards and mammography machine in the Radiology department

Education



Construction of new classes in Narukot Javahar Ashram School, Narukot Utarbuniyadi Ashram School, and Tuwa Ashram School

Study Science, Technology, Engineering & Mathematics (STEM) Laboratory set up for students to learn practical aspects of education

Leadership Enrichment for Adolescence through Assessment & Development (LEAAD) programme organised

Environment



17% electricity generated through renewable sources, which led to 15,000+ tonnes reduction in CO2 emission

Replaced 100% conventional lighting with energy efficient LED lighting

Installation of Variable Frequency Drive (VFD) in compressors and pumps, resulting in 20% energy saving

Rural development



Promoting efficient farming through sessions on soil testing & model farms.

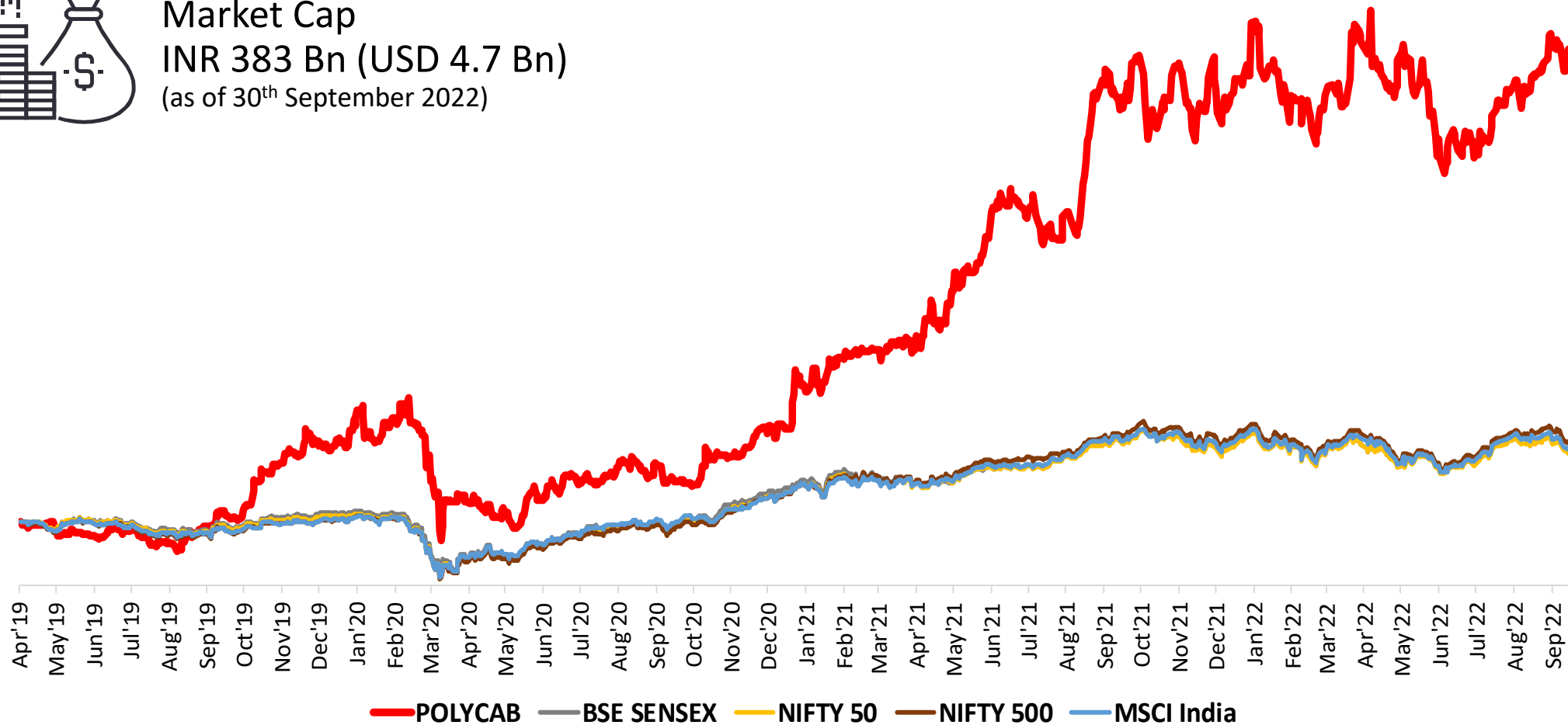
Women oriented skill training & creation of self help groups

Deepening of water reservoirs under Gujarat Government's "Sujalam Sufalam" programme in villages of Asoj, Bodidra & Waghodia

Enhancing shareholder value



Market Cap
INR 383 Bn (USD 4.7 Bn)
(as of 30th September 2022)



Market Cap in USD calculated using USD INR spot rate of 79

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 on the basis of 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.

THANK YOU

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