



**International
Conveyors
Limited**

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Mail : icltd@icbelting.com
Url : icbelting.com

ICL/DS/2024-25/133

June 18, 2024

The Manager
Listing Department
National Stock Exchange of
India Ltd
Exchange Plaza,
Plot No C-1, G Block,
Bandra- Kurla Complex,
Bandra (East),
Mumbai-400051
Symbol-INTLCONV

The General Manager
Dept. Of Corporate Services
BSE Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai-400001
Scrip Code-509709

Dear Sir/Madam,

Subject: Investor Presentation – Q4 & FY24

In compliance with Regulation 30 and other applicable provisions of the Listing Regulations, please find enclosed herewith Investor Presentation encompassing, inter-alia, an overview of the Audited Financial Results of International Conveyors Limited ("the Company") for the quarter and year ended March 31, 2024.

The same will also be available on the website of the Company at www.icbelting.com.

Kindly take the same on record.

Thanking You,
Yours faithfully,
For **International Conveyors Limited**

Dipti Sharma
Company Secretary & Compliance Officer

Encl: As above



Registered Office & Works I :
Falta SEZ, Sector - II, Near Pump House No. 3
Village & Mouza - Akalmegh
Dist. South 24 Parganas, West Bengal - 743 504

Works II :
E-39, M.I.D.C. Area, Chikalthana
Aurangabad - 431 006
Maharashtra



INTERNATIONAL CONVEYORS LIMITED

Belts That Trough



International Conveyors Ltd

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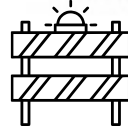
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**ICL : India's only Listed player
in PVC Conveyor Belting**



**High Entry Barriers : Long
Gestation Period, Dual
Regulatory Approvals & Depth
of Customer Engagement**



**Experience of Four
Decades**



**A critical consumable for High
Growth Mining & Bulk
Transportation**



**Fully Integrated Manufacturing
Plant**



**Marquee International &
Domestic Consumers**

Building the company with incredible people, competent processes and innovating high-quality products that are long-lasting.

Four Decades Of Business Guided By Core Human Values

ICL was set up to address the key pain point for coal miners - Long waiting period for conveyor belting

1979 - 2001

- Mr R K Dabriwala, Founder & MD of ICL, while managing family's erstwhile coal-mining business; experienced long waiting periods for conveyor belting an impediment, with the erstwhile Fenner India, a monopoly in India.
- To address this consumer pain point, ICL, in technical collaboration with Scandura Plc, part of the British Belting & Asbestos (BBA) Group of UK (FTSE 100), commenced operations in 1977 in Aurangabad.
- Technical collaboration ended in 1997 as Scandura Plc was acquired by Fenner International, the parent company of Fenner India (now a part of Michelin), which also acquired Dunlop to become Fenner Dunlop.

Entered International Markets to multiple growth avenues

2002 - 2014

- During 1980s-1990s, Coal India and its subsidiaries were primary customers of ICL – a pure domestic play.
- ICL moved to international markets with its products finding approvals with the mining authorities and customers in
 - USA and Canada in 2002-2003,
 - Australia in 2007-2008 and
 - China in 2012-2013.
- By FY13, 70% of ICL's total sales came from international markets, which was 80% of the total PVC belting exports from India, making ICL the largest PVC Belting exporter from India. ICL enjoyed 35% of domestic market share of PVC belting in India as well.
- During FY13, manufacturing facilities started at Falta SEZ in West Bengal to serve international markets.

Diversification into New Customer Segments, New Products with New Marketing Structure

2014 - 2023

- Domestic Demand for PVC Conveyor Belting did not pick up as envisaged
- Favorable regulation led to growth of coal mining in USA .
- Simultaneously ICL moved to serve the needs of miners of potash, phosphate, etc. in North America.
- 100% subsidiaries were created in Australia, USA (North America)
- New products were developed as per the needs and specifications of the customer & countries
- Signed long term contracts with world's largest potash mining companies
- Started supplies to Cement/crusher and waste management industries

We manufacture belting which is critical for mining...

Mining
Operations
Relies
Heavily On
Belting

Conveyor's belting intended for mining must be engineered to minimize downtime and operate reliably long term, despite tough conditions

- Conveyor belting is critical for bulk transportation of materials like, coal, potash salt etc and no substitute has been found
- ICL design team can undertake full in-house design starting from preliminary design of systems from power and tension calculations all the way through to detailed design
- The ICL team have years of experience in solid woven conveyor belting both for underground and above ground applications
- First company to have BIS Certifications
- Our team has been involved in such projects as:



Moonee colliery (Australia)
which was used as the
benchmark for underground
conveyor systems



Numerous supply
arrangements for Indian
Coal Mines

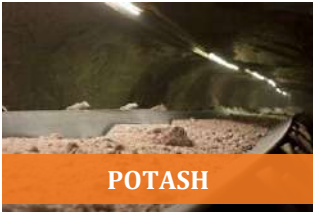


Support to the customer for
selecting belting based on
conveyor structure (Sidewinder
Software). Pioneer to use PVC
belting in Cement industries

...with an extensive product range serving Diversified Industries

Tailored
Products To
Different
Customers

Products of International quality, superior technology and testing capability



We manufacture the most extensive range of products comprising Type-3 to Type-12 that are the most suitable for meeting Indian requirements and Type-3 to Type-18 that are popular in markets abroad.

Industry Concertation Risk Mitigated

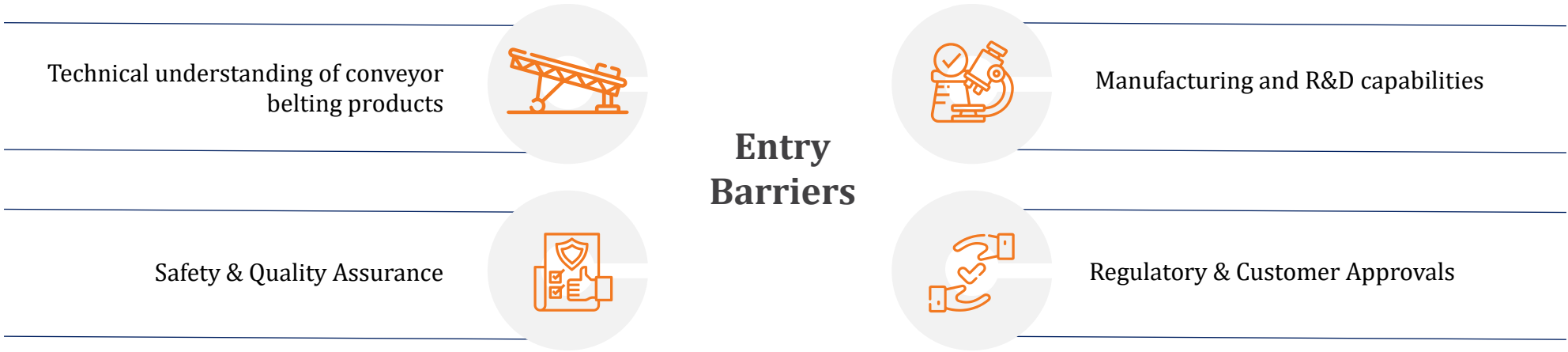
Belting Type	Belting Width	End Use
Mining: Type 12000	Mining: 72 inch	Export Market
Mining: Type 8000, 10000	Mining: 54 inch 60 inch	Export Market
Mining: Type 3500, 4500, 5000, 6000, 6500 Industrial: PVC 3500, 4500, 6000, 7500	Mining: 36, 42, 43, 48 inch Industrial: 60 & 72 inch	Export Market
Mining: Type 8000, 12000	Mining: 55 inch	Domestic Market
Mining: Type 3000, 5000, 6000	Mining: 30 inch to 48 inch	Domestic Market

We have fully integrated manufacturing ...

Excellence
Is Not Just
Goal, But
Priority

ICL is one of the largest manufacturer of solid woven belting in the world and has a complete product range with the ability to make conveyors up to 3150 kN/m (type 18 width in strength and belt widths up to 1800 mm)

Twisting and doubling machines, capable of handling up to 20 Tons of yarn at a time	One of the widest and heaviest beaming machines in the world with a 2400 mm beam width	Carcass making machine capable of handling up to 22 tons of beamed yarn in a single load
Highly skilled team with an average on-the-job experience exceeding 20 years	Widest and heaviest belting fabric weaving looms (working on principal of shuttle weaving) up to 2100mm reed space and each weighing up to 100 tons, including their structure, machine and loaded beam weights	Gold plated Quartz infra-red heat curing
Fully equipped Test Laboratory	Six storey high Vacuum Impregnation Tower	Electronically controlled Integrated Coating plant



We deploy wide-ranging engineering capabilities to complete manufacturing of products on schedule realizing that our products drive our customer's business ahead.

Cost Competitiveness

Aurangabad Plant : Total annual installed capacity of 700,000 meters

Facility	Details	Area (Sq. Mtrs)
E39 facility	Fully-integrated plant with comprehensive equipped laboratory	12,000
H19 facility	Plant	1,527

Infrastructure / locational advantage:

- Excellent road infrastructure between Aurangabad and Mumbai
- Convenient rail and air connectivity with Mumbai and New Delhi & is a part of Delhi-Mumbai industrial corridor (DMIC)
- Mumbai sea-port is at a distance of ~350 km and proposed dry port of Jalna is at ~40 km

Falta SEZ Plant : Total annual installed capacity of 4,25,000 meters

Facility	Details	Area (Sq. Mtrs)
Falta SEZ facility	Fully-integrated plant with comprehensive equipped laboratory	6,000

Infrastructure / locational advantage:

- Kolkata sea-port is at a distance of only ~50 km

Cost Advantages :

- Exemption from customs duty and GST on purchase of all raw material and services
- Governed by SEZ laws and conducive cost structures

Safety By Choice, Not By Chance

Complete integrated in-house manufacturing - from yarn preparation, fabric weaving, compound mixing to finishing - to ensure total process and quality control at each step of manufacturing activity

ICL cares for human life and that is why our high-performance belting are a result of integrated in-house development - from yarn preparation, fabric weaving, and compound mixing to finishing

The high standards of quality control at every stage conform to the highest global standards of safety and performance

Each belting is meticulously tested for physical, fire retardant and anti static properties

Superior solid woven Carcass that completely prevents of any ingress of moisture to create perfectly finished Conveyor Belting

Safety Testing



Drum Friction Test



Laboratory Flame Test



Fire Propagation Test



Electrical Resistance Test

We have approvals meeting international quality benchmarks

We are an ISO 9001:2015 certified Company meeting international quality benchmarks. We also enjoy several certifications and endorsements from stringent global regulatory bodies.

- Global – ISO 9001:2015 Certification

Country specific Mine Safety Approval (Fire Retardant Antistatic – FRAS) for product usage:



Directorate General of Mines Safety (DGMS) approval conforming to IS 3181:1992 (Second Revision). Presently all our belts are BIS approved.



Mine Safety and Health Administration approval conforming to US-MSHA Part-14, Title 30 of Code of Federal Regulations (CFR)
Mine Safety and Health Administration approval conforming to US-MSHA Part-18, Title 30 of Code of Federal Regulations (CFR).



Conforming to CSA-M422-14 Type A-1.1.



TestSafe Australia conforming to AS 4606:2012 Grade 'S'.



South African Bureau of Standards conforming to SANS 971:2003.



Laboratorio Oficial J.M Madariaga LOM23MINE31119



Long Gestation
Period Acts As
Huge Entry
Barrier

We have approvals meeting international quality benchmarks

We are an ISO 9001:2015 certified Company meeting international quality benchmarks. We also enjoy several certifications and endorsements from stringent global regulatory bodies.

Customers
First

International Customers



Domestic Customers



We have approvals meeting international quality benchmarks

Customer
Stickiness
Brand
Resonates
Well With
Customers

Enables the company to continually invest in leading edge equipment, processes and employee training in order to improve the quality of its products.



High Entry Barriers

- High entry barrier due to **Dual Stage Approval** process to be an approved supplier
 - Product Approval by regulatory authorities of importing countries
 - Approvals specific to importing entities
- Long term contracts with approved suppliers to avoid **long gestation & tedious process of approvals** for vendor selection



High Revenue Visibility

- Long term contracts **ranging between 5-7 years** with customers for order visibility & repeat orders
- **Specific tailor-made products** manufactured as per Country's & Customers specifications
- Contracts have **price variability clause** to safeguard swings in raw material prices
- **Few manufacturers of the product globally**, enables ICL to grab a large market share of a niche industry

We produce more green energy than we consume

Rs. 13.3
Million
Revenues
From Renewable
Energy
For FY24

All our Windmills are generating green energy in the states of Karnataka, Maharashtra, Gujarat and Andhra Pradesh.

Energy consumed for operations in **FY24** is
43,69,262 units .

Renewable Energy generated in **FY24** is
65,13,695 units.

At ICL we produce more Green energy than
we consume.

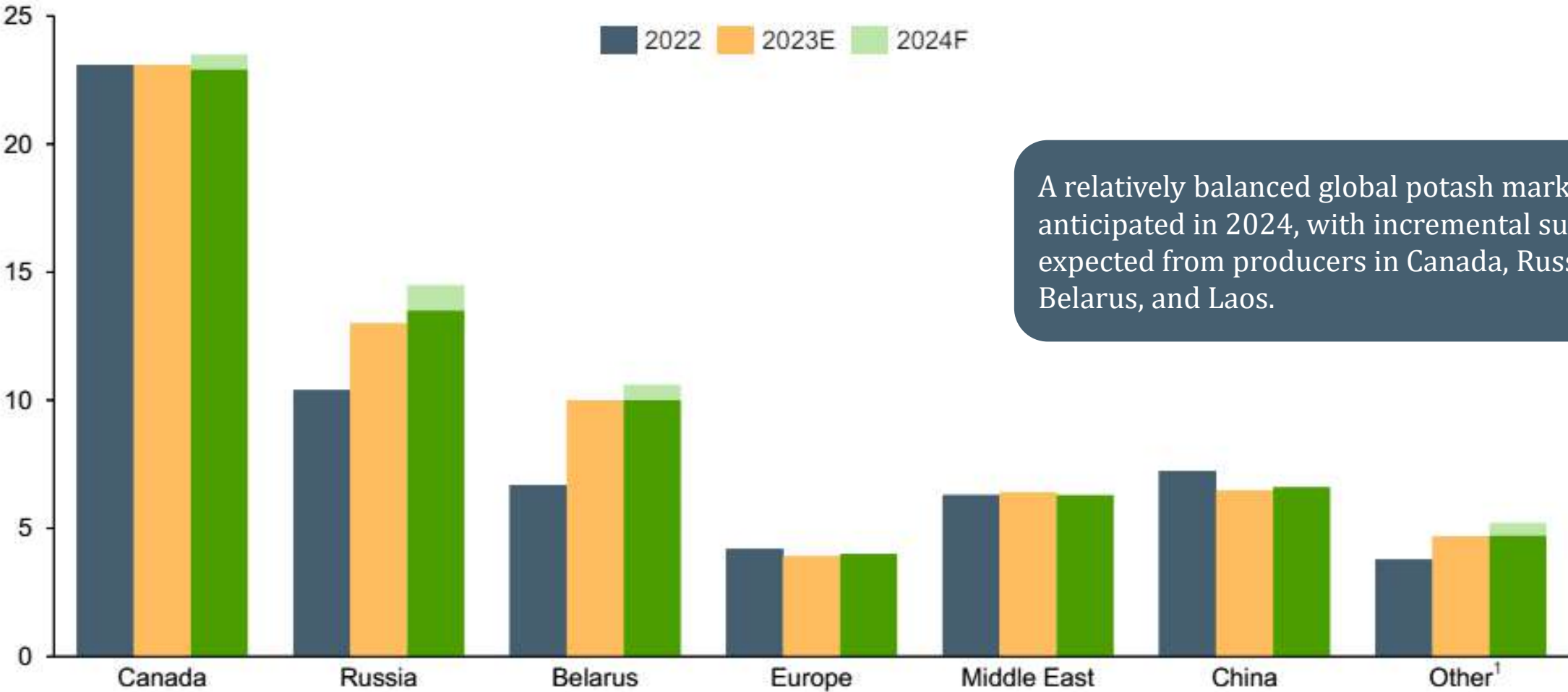
Windmill Details	Capacity (KWH)
Chitradurga Dist., Karnataka	14,00,000
Panchpatta Dist., Maharashtra	14,00,000
Kutch Dist., Gujarat	47,00,000
Kurnool Dist., Phase - 1, Andhra Pradesh	17,00,000
Kurnool Dist., Phase - 2, Andhra Pradesh	17,00,000

**MINING INDUSTRY AT AN
INFLECTION POINT**



Potash Production in Selected Regions

Potash Production in Selected Regions
Millions of Tonnes KCI



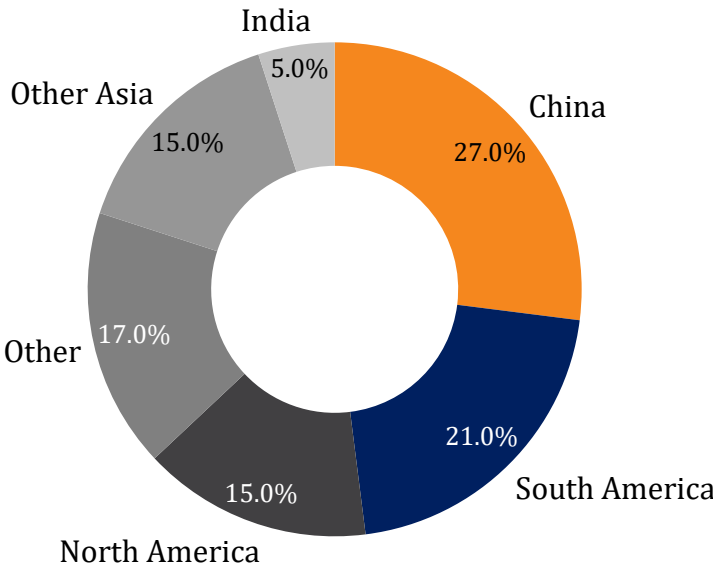
A relatively balanced global potash market is anticipated in 2024, with incremental supply expected from producers in Canada, Russia, Belarus, and Laos.

source :- Nutrien

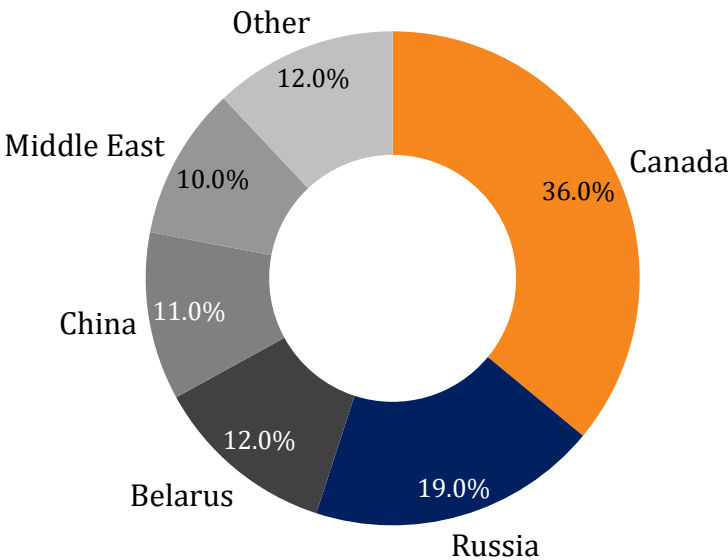
Global Potash Market was valued at US\$ 28.83 billion in 2023 and is expected to reach US\$ 38.44 billion by 2029. The global potash market production capacity stood at 71.55 million tonnes in 2023

Estimated 4 year CAGR ~5.4% (2024-2028)

Global Potash Demand % (2023)



Global Potash Production % (2023)



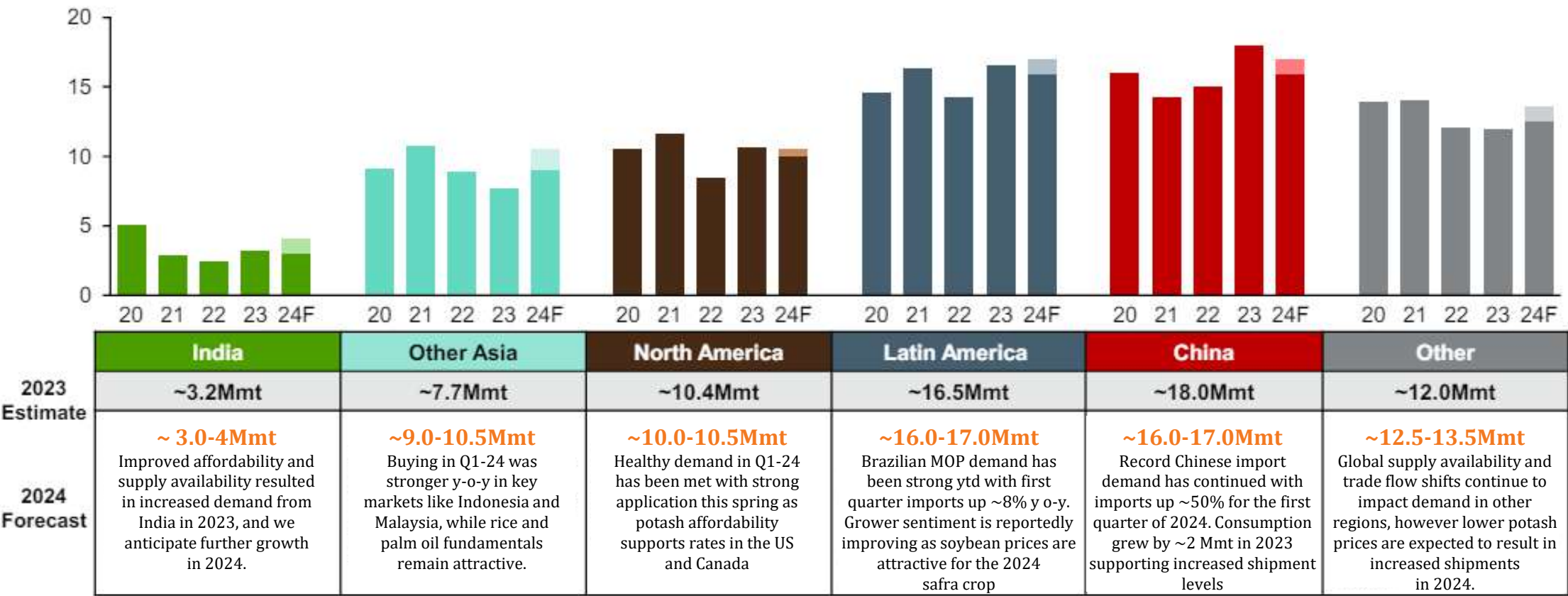
Canada contributes ~33% of the total production of Potash Industry
ICL being the leading supplier with majority market share in Canada for the Potash Industry

Global Potash Deliveries by Region

Global potash demand is expected to recover towards trend levels in 2024, with projected shipments ranging between 68 to 71 million tonnes

Potash Demand

Millions of Tonnes KCl



Advantageous Policies & Regulations

National Mineral Policy 2019

- Introduction of appropriate incentives for exploration
- Encouragement of merger and acquisition of mining entities
- Creation of dedicated mineral corridors to boost private sector mining
- Encouraging technology for mineral administration and curb illegal mining
- Proposes to grant 'industry' status to mining with the objective of boosting financing of private sector
- Harmonize taxes, levies & royalty with world benchmarks

Salient Features of MMDR Amendment Act, 2015

- Auctions for allocation of mining leases
- Longer lease duration
- Stringent provisions for illegal mining
- Provision of composite license
- Establishing a dedicated trust 'NMET' for collecting funds and use it for exploration purposes

Relaxed FDI Norms

- FDI of up to 100 per cent is permitted under the Automatic Route
- Government allowed 100 per cent FDI in commercial coal mining to introduce private sector participation

Investment Incentives

- Low custom duty on the capital equipment
- Income Tax Benefits for certain explorations

...supporting growth across Indian Mining Industry

Mining Sector Growth Drives

India is at an early stage in terms of per capita mineral consumption and has a significant potential to grow at accelerated growth than historical growth

Strong economic growth–Projected to be **fastest growing economy at-least till 2024**

New application areas such as **electric vehicles, renewables, defense etc.**

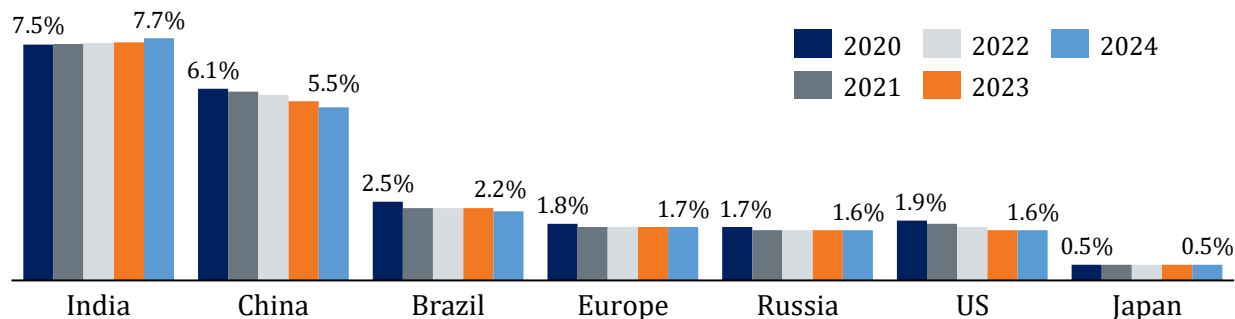
Technology Development in the sector increasing efficiencies and productivity

Make in India –Focus on increase in Manufacturing share to 25% by 2025

Growing demand from end-use industries such as infrastructure, Automotive, Power

Low per capita metal consumption creates tremendous potential

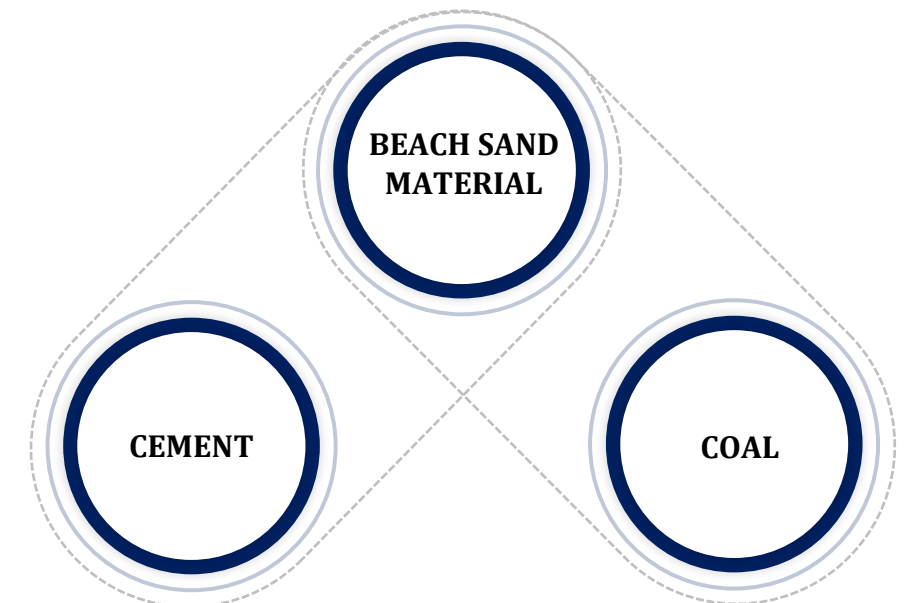
India remains an oasis of growth amongst slowing global outlook



Source: KPMG Report - June 2019, Industry Reports

Key Sectors

- High reserve share of beach sand minerals (35%) presents high potential
- Exploration covered only ~2,000 km of coastal stretch, out of ~6000km



Cement industry has huge potential in the country & estimated to grow at a CAGR of ~12% by 2025

Demand estimated to increase to 1.3-1.9BT by 2030 (Base case- 1.5BT) from 1BT in 2019

...making us well placed to benefit from rising growth in Mining Activities

We are ready to deliver the most Efficient, Reliable & Safe Conveyor Belting and Material handling systems to significantly enhance the Efficiency and Productivity of Modern Mining operations.

Incredible
Competent
Long-lasting
Conveyor
Belting

01

Economic life cycle of the belting is ~3 years depending on conditions and loads being handled

02

FRAS PVC Conveyor Belting from Type 3 to 18 catering to various customer requirements

03

High entry barriers: Separate approval per geography per plant

04

Significant opportunities to grow in Europe, Asia, South Africa, Canada, Australia and USA

05

Strong R&D capabilities to quickly adapt to regulatory changes in various developed countries

06

Reputed Clients in International and Domestic Markets

Our Aim : Zero Defects,Zero Waste, Zero Accidents, Zero Breakdowns

Learn Today
Lead Tomorrow

Expand Customer Base

- Enhance customer base in the USA and Canada, where ICL already enjoys significant customer Relationships

Penetrate New Markets

- Penetrate further into Australia underground coal mine segment
- Grow South Africa market.
- Start Supplies to Europe

Increase Product Portfolio

- Strategic limited marketing alliance with manufacturers and distributors to provide a total basket of conveyor belting – Rubber, PVG and PVC – to select end-users

Modernize Manufacturing Facilities

- Further Modernize manufacturing facilities in Falta and Aurangabad
- Evaluate ramping up of capacities



High entry barriers & revival of capex cycle gives us visibility of huge replacement demand
Addition of newer products & customers has strengthened our order book giving revenue visibility

Planned Capex To Address The Growing Demand



Capex in Mining Sector

Continuous investments in the mining sector in line with growing demand from the end user industries gives us long runway for growth for our products going forward



Automation across Facilities

Our in-house R & D team working on automation and upgradation of machines & processes for efficiencies & enhanced product portfolio



Reduce reliance on Single Territory

To reduce the reliance on single geography (Canada) or on one product (Potash), we are hiring new members in USA & Australia, to tap into new business for the future, as demand from Canada market will remain sluggish for some time now. This is due to reduce in offtake of Potash internationally. Our intent is to diversify into Soda Ash, Salt industry etc in new geographies.



Huge Replacement Demand

Revival of capex cycle envisages a huge replacement demand across sectors.

Average replacement cycle for Potash industry is 4-5 years & Coal industry is 1-2 years

Over the period, the commodity sector has been under capitalized. Growth in capacities envisages higher demand generation for our products across sectors, thus diversifying order book from multiple industries.

Experienced Leadership Team

Mr. R K Dabriwala | Managing Director

- JEDP – IIM (Calcutta) & Harvard Alumni
- Having more than 5 decades of experience in diversified business and been a joint venture partner to GE, Fanuc, Emerson Electric among other multinationals

Mr. Surbhit Dabriwala | Director

- Bachelor of Arts and Science from University of Pennsylvania
- Holds senior level board positions including Elpro International Ltd erstwhile an engineering company with now an exposure to real estate and retail; Partner of Kaer Air LLP, a JV with Kaer Pte Singapore

Mr. Prasad Deshpande | Executive Director

- Textile Engineer by qualification and has 30 years of work experience in manufacture of yarns and fabric for industrial application
- Worked with Large corporates and MNC's for last 26 years and has handled business operations both in India and overseas. He was in charge of SRF's facility in Thailand prior to joining ICL

Mr. Jeff Maranville | Director of Sales

International Conveyors America Ltd., Inc.

- Head of Sales and Marketing in the United States with over 23 years' experience in managing business through a variety of market channels
- He was earlier with Continental group in the USA

Mr. Udit Sethia | Director

- Member of Institute of Chartered Accountants of India
- Associated with the Dabriwala group of companies in a senior executive roles such as Elpro International Limited and I G E (India) Private Limited.

Mr. Ashok Kumar Gulgulia | Chief Financial Officer

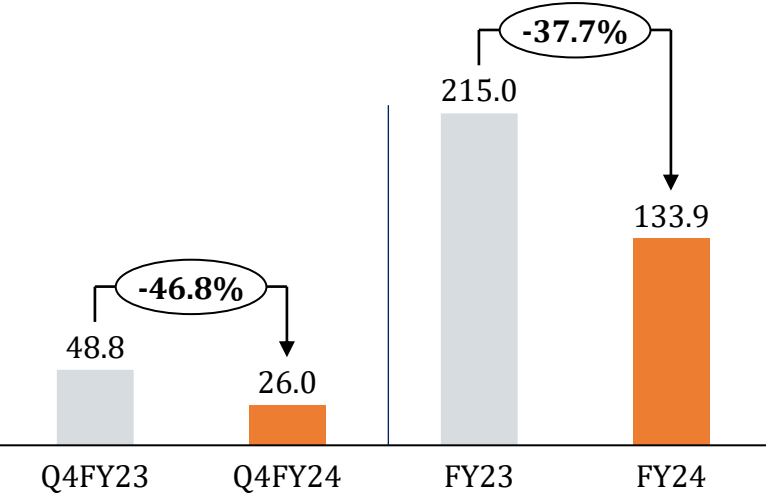
- FCS & B.com with more than 3 decades of experience in Finance & Accounts.
- Associated with ICL since 2000 and is responsible for company law matters, finalization of accounts, taxation & corporate finance

FINANCIAL HIGHLIGHTS

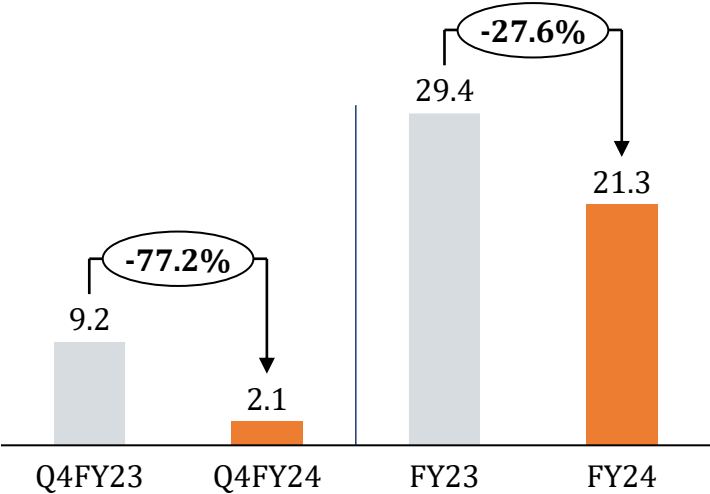


Consolidated Quarterly Financial Performance

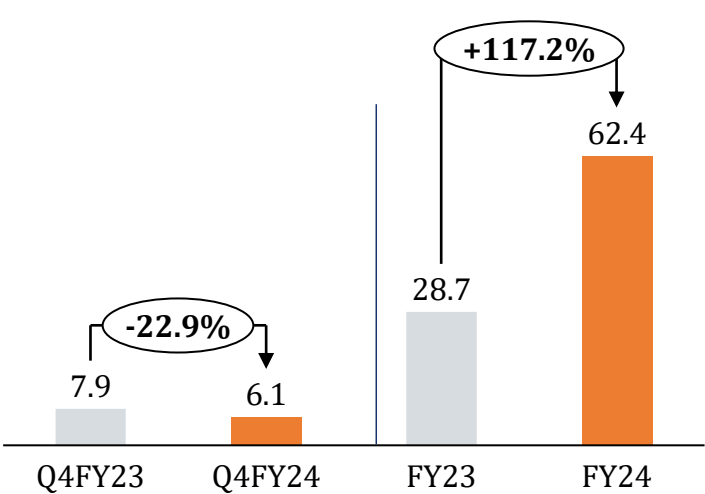
Revenue (Rs. Crs.)



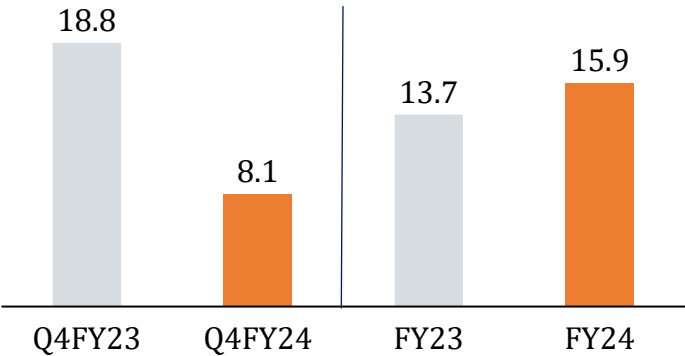
EBITDA (Rs. Crs.)



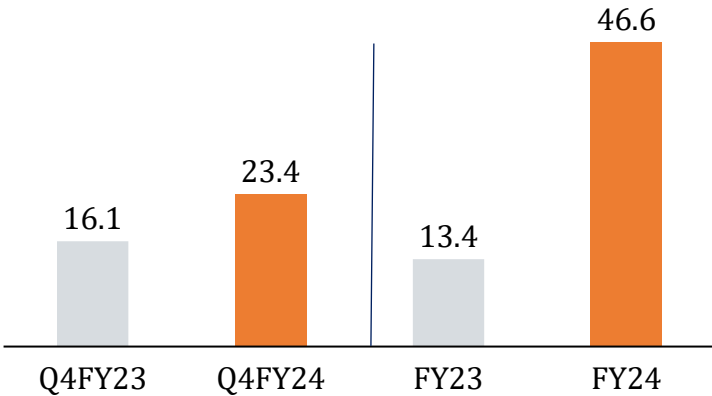
PAT (Rs. Crs.)



EBIDTA Margins (%)

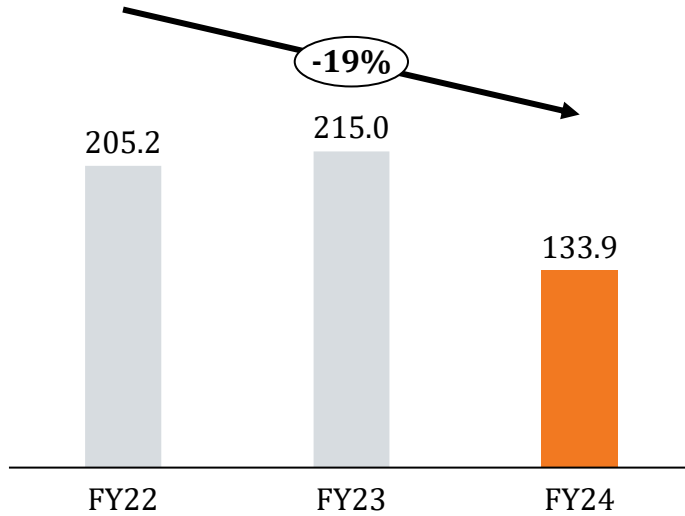


PAT Margins (%)

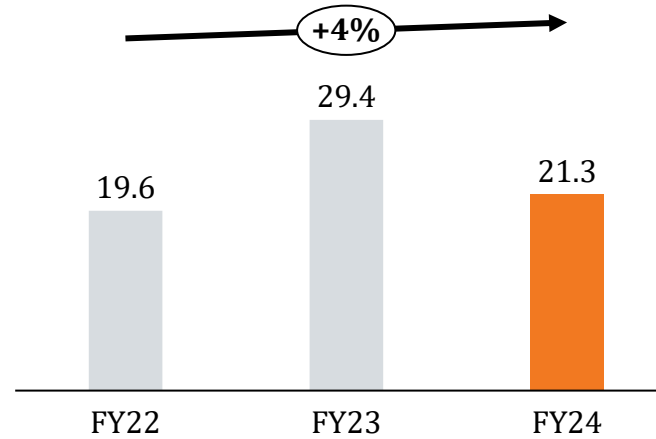


Historical Financial Performance (Consolidated)

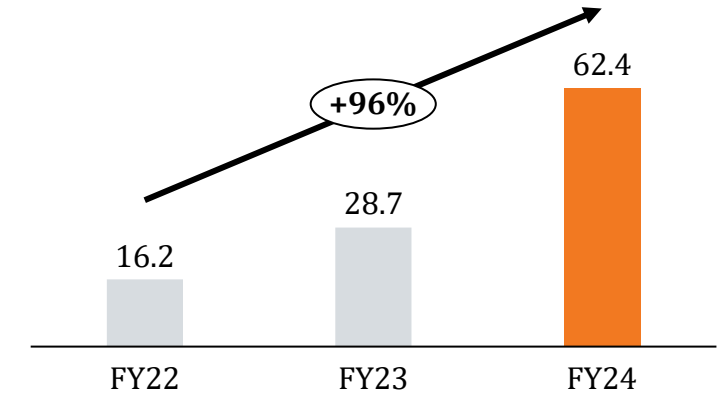
Revenues (Rs. Crs.)



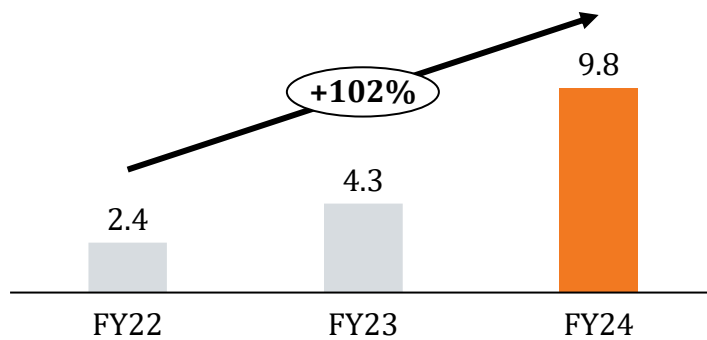
EBITDA (Rs. Crs.)



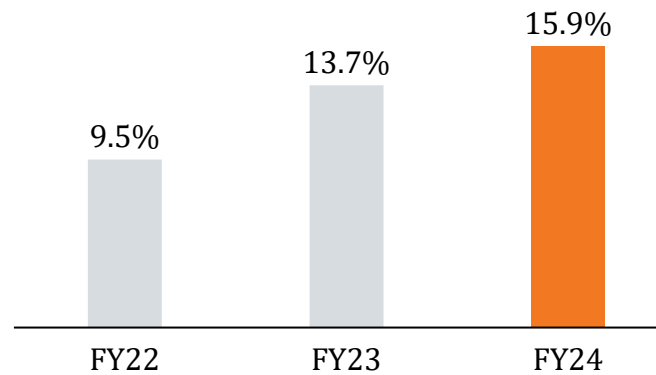
PAT (Rs. Crs.)



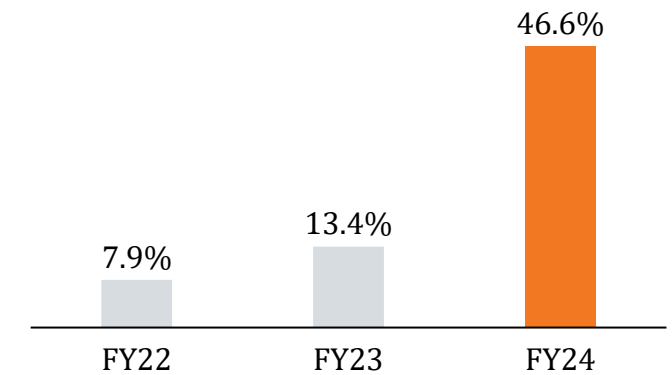
EPS growth



EBIDTA Margins (%)

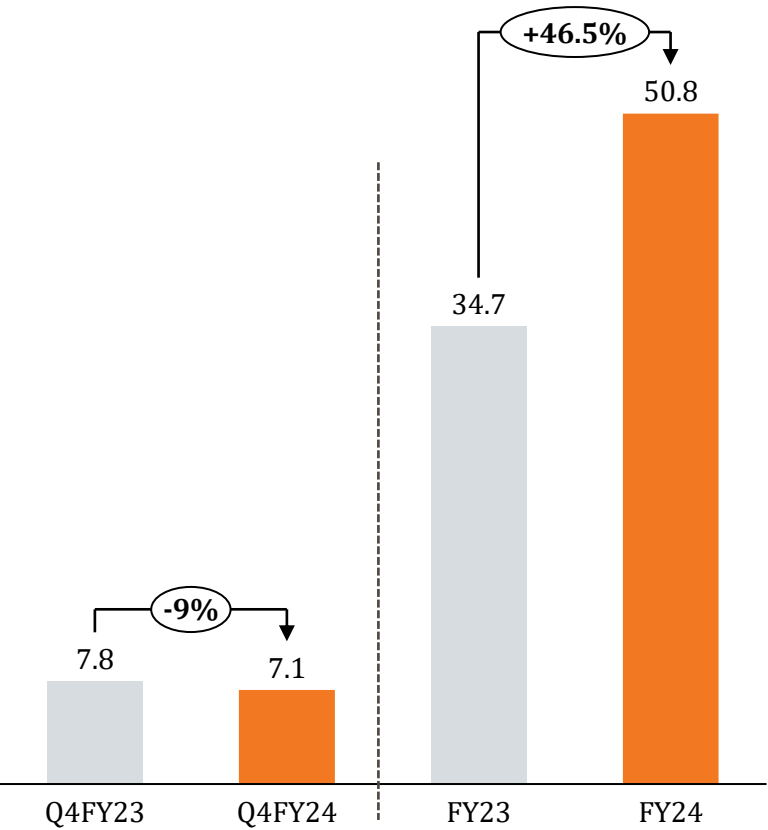


PAT Margins (%)

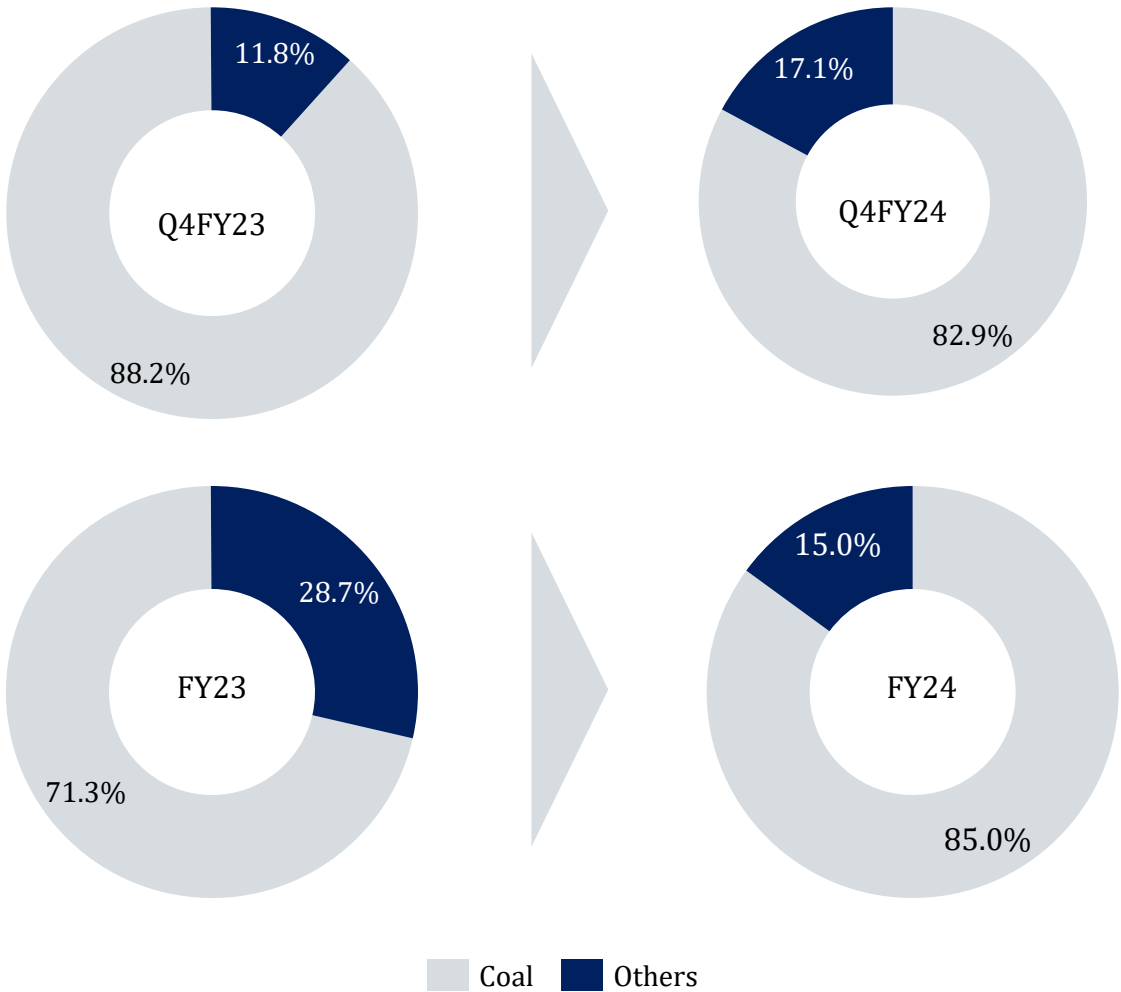


Domestic Revenue Break-up

Rs. Crs

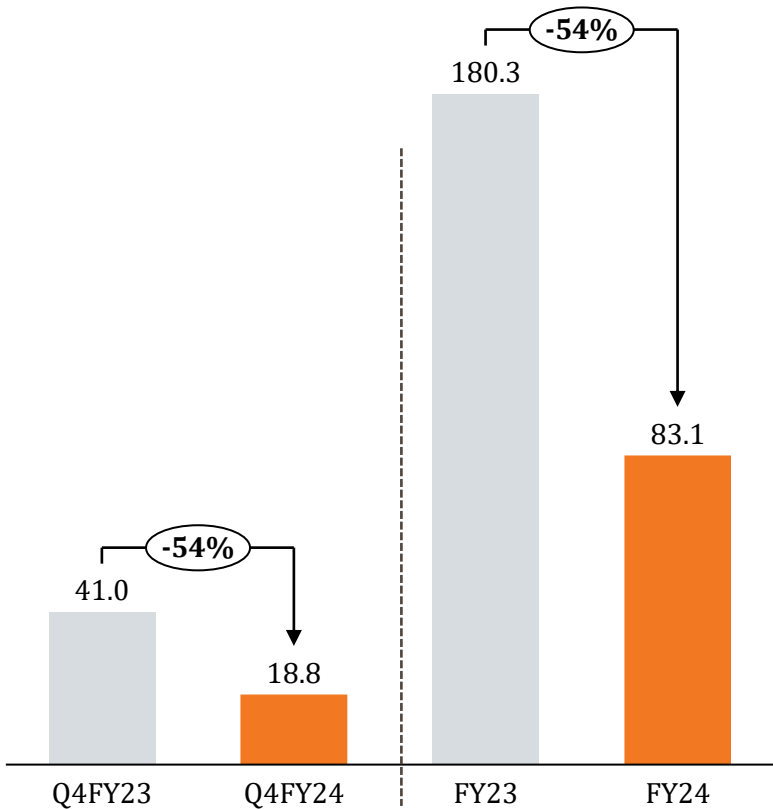


Industry Wise

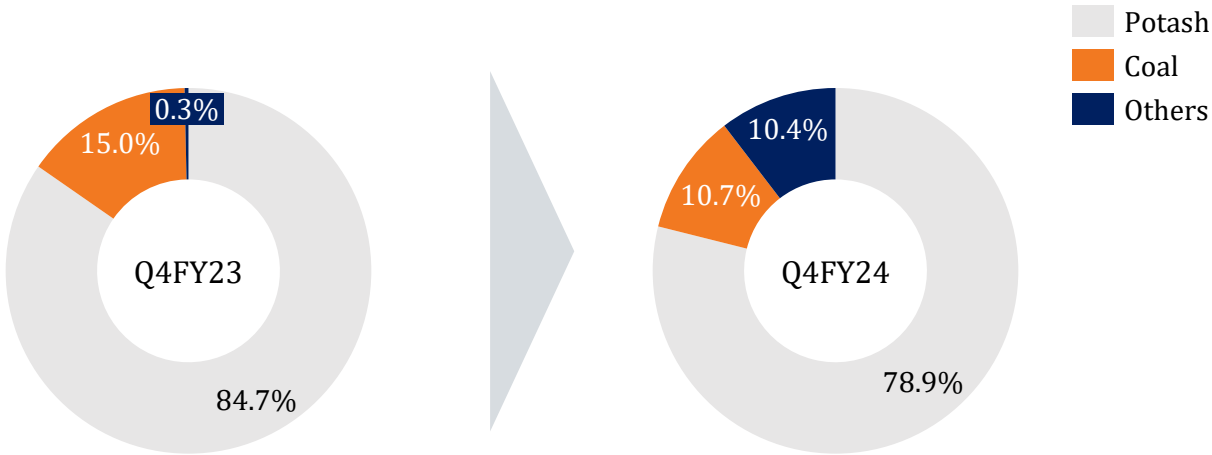


Exports Revenue Break-up

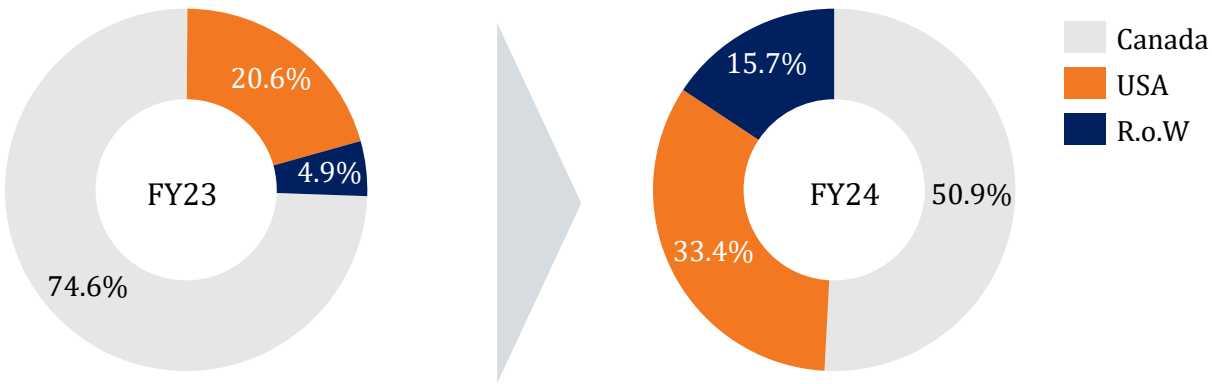
Rs. Crs



Industry Wise



Geography Wise



Q4 FY24 Consolidated Profit & Loss

Particulars (Rs. Crs.)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	26.0	48.8	-46.8%	22.6	15.1%	133.9	215.0	-37.7%
Cost of Materials Consumed	17.7	27.9		6.7		60.3	120.0	
Purchase of Traded Goods	3.7	1.9		3.7		8.5	8.7	
Changes in Inventories of Finished Goods and Work in Progress	-10.7	-4.1		-0.1		-3.6	0.9	
Employee Benefits Expense	5.9	4.3		4.7		20.9	18.0	
Other Expenses	7.3	9.7		3.9		26.5	38.2	
EBITDA	2.1	9.2	-77.2%	3.7	-43.2%	21.29	29.4	-27.6%
EBITDA %	8.1%	18.8%		16.3%		15.9%	13.7%	
Other Income	8.2	4.0		22.6		66.6	14.0	
Depreciation and Amortisation Expense	0.5	0.6		0.5		1.9	2.3	
EBIT	9.7	12.6		25.7		86.0	41.1	
Finance Costs	2.1	1.2		2.2		9.0	3.9	
PBT	7.7	11.4	-33.0%	23.5	-67.5%	77.0	37.2	107.2%
Total Tax Expense	1.6	3.5		4.2		14.64	8.5	
Profit for the year	6.1	7.9	-22.9%	19.3	-68.6%	62.4	28.7	117.2%
PAT %	23.4%	16.1%		85.6%		46.6%	13.4%	
EPS	1.0	1.2		3.0		9.8	4.3	

Consolidated Balance Sheet

EQUITY & LIABILITIES (Rs. Crs.)	Mar-24	Mar-23
Equity Share Capital	6.3	6.5
Other Equity	266.6	208.5
Total Equity	273.0	215.0
Financial Liabilities		
1. Borrowings	0.1	0.0
ii. Lease Liabilities	0.0	0.0
Provisions	0.4	0.4
Deferred Tax Liabilities (Net)	9.4	0
Other Non-Current Liabilities	0.0	0
Total Non-Current Liabilities	9.9	0.4
Financial Liabilities		
(i) Borrowings	124.6	64.7
(ii) Lease Liabilities	0.1	0.1
(ii) Trade payables		
Total Outstanding dues of micro enterprises and small enterprises	0.2	1.4
Total Outstanding dues of creditors other than micro enterprises and small enterprises	19.9	23.2
(iii) Other Financial Liabilities	0.0	0.1
Provisions	5.0	3.9
Other Current Liabilities	6.0	2.0
Current tax liabilities (net)	0.6	0.0
Total Current Liabilities	156.4	95.3
TOTAL EQUITY & LIABILITIES	439.2	310.8

ASSETS (Rs. Crs.)	Mar-24	Mar-23
Property, Plant and Equipment	13.9	14.7
Capital Work-in-progress	0.0	0.0
Goodwill on consolidation	1.0	1.0
Right of use assets	0.1	0.1
Intangible assets	0.0	0.0
Financial Assets		
(i) Investments	75.3	94.1
(ii) Loans	0.0	0
(iii) Other Financial Assets	2.1	2.8
Deferred Tax Assets (Net)	0.0	0.4
Non-Current Tax Assets (Net)	1.1	0.1
Other Non-Current Assets	0.0	0.5
Total Non-Current Assets	93.6	113.8
Inventories	28.78	25.1
Financial Assets		
(i) Investments	176.6	62.9
(i) Trade Receivable	20.7	17.2
(ii) Cash and Cash Equivalents	1.2	2.3
(iii) Other Bank Balances	2.2	8.8
(iv) Loans	111.3	70.9
(v) Other Current Financial Assets	1.2	4.9
Other Current Assets	3.8	4.8
Total Current Assets	345.7	196.9
TOTAL ASSETS	439.2	310.8

Consolidated Cash Flow

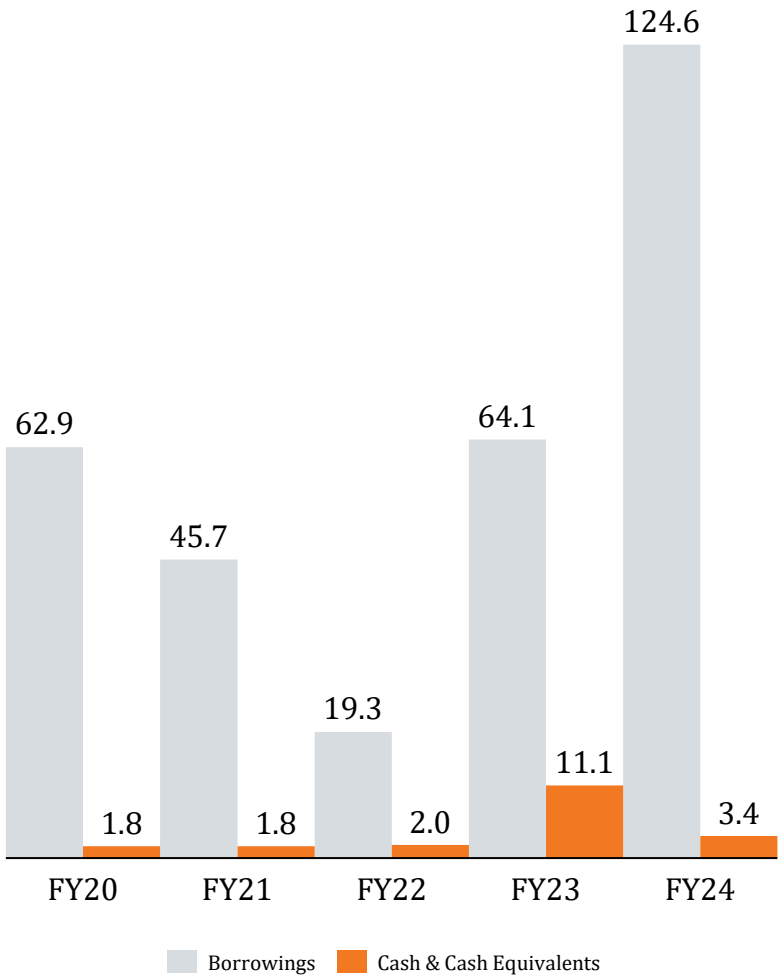
Cash Flow Statement (Rs. Crs.)	Mar-24	Mar-23	Mar-22
Cash Flow from Operating Activities			
Profit before Tax	77.0	37.2	26.8
Adjustment for Non-Operating Items	-49.1	-0.6	-0.9
Operating Profit before Working Capital Changes	27.9	36.6	25.9
Changes in Working Capital	-9.5	-24.1	19.4
Cash Generated from Operations	18.5	12.5	45.3
Less: Direct Taxes paid	6.5	-8.9	8.6
Net Cash from Operating Activities	12.0	3.6	36.7
Cash Flow from Investing Activities	-47.6	-18.5	0.5
Cash Flow from Financing Activities	34.5	15.3	-36.9
Net increase/ (decrease) in Cash & Cash equivalent	-1.1	0.4	0.24
Cash and cash equivalents at the beginning of the year	2.3	1.9	1.6
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0
Cash and cash equivalents at the end of the year	1.2	2.3	1.9

Consolidated Historical Profit & Loss

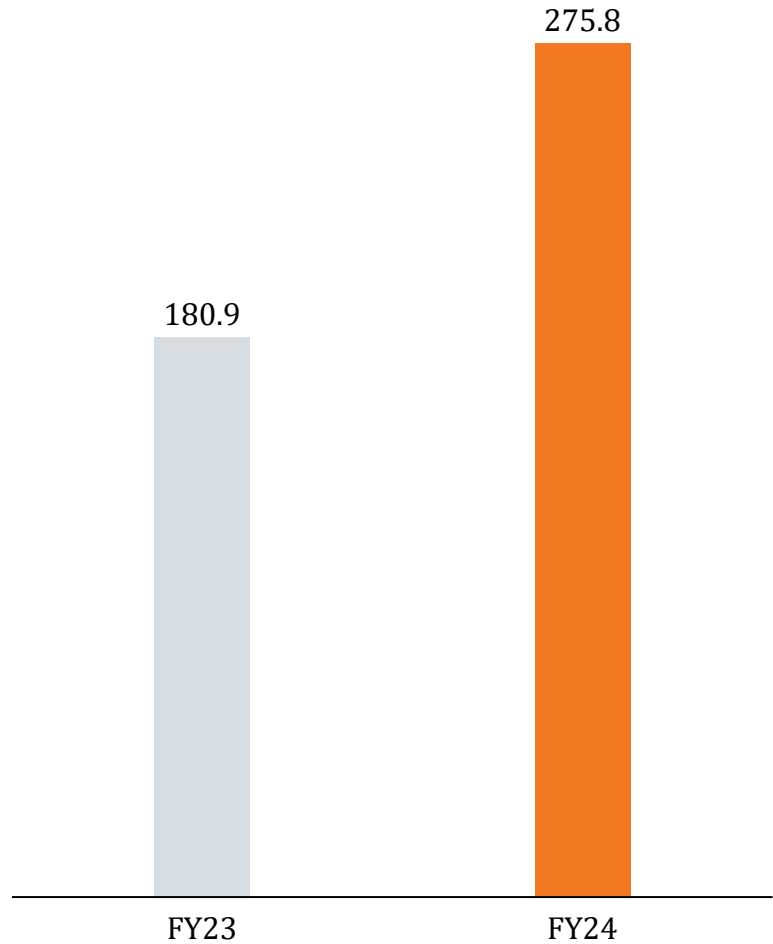
Particulars (Rs. Crs.)	Mar-23	Mar-22	Mar-21	Mar-20
Revenue from Operations	215.0	205.2	169.3	98.7
Cost of Materials Consumed	120.0	126.6	84.6	49.9
Purchase of Traded Goods	8.7	8.0	5.9	8.9
Changes in Inventories of Finished Goods and Work in Progress	0.9	-4.8	7.3	-12.3
Employee Benefits Expense	18.0	18.6	14.4	11.8
Other Expenses	38.2	37.3	37.1	33.7
EBITDA	29.4	19.6	19.9	6.7
EBITDA %	13.7%	9.5%	11.8%	6.8%
Other Income	14.0	13.5	9.0	8.2
Depreciation and Amortisation Expense	2.3	2.1	1.7	1.8
EBIT	41.1	31.0	27.2	13.1
Finance Costs	3.9	4.2	4.9	9.9
PBT	37.2	26.8	22.3	3.2
Total Tax Expense	8.5	10.6	5.7	-3.1
Profit for the year	28.7	16.2	16.6	6.4
PAT %	13.4%	7.9%	9.8%	6.4%
EPS	4.3	2.4	2.5	0.9

Balance Sheet :- Enhanced Investment Portfolio

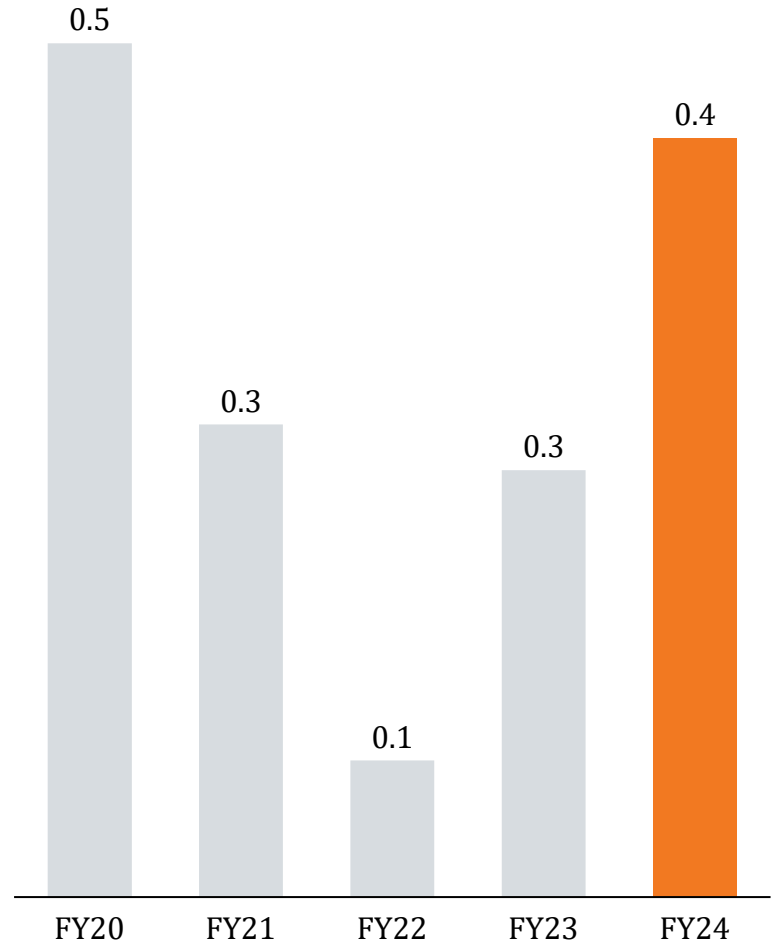
Borrowings & Cash and Cash Equivalents (Rs. Crs.)



Investments^

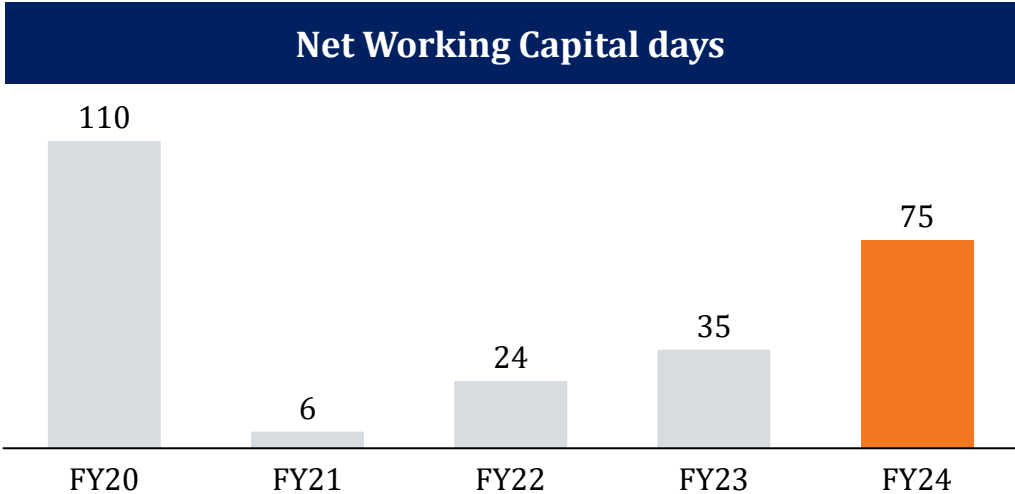
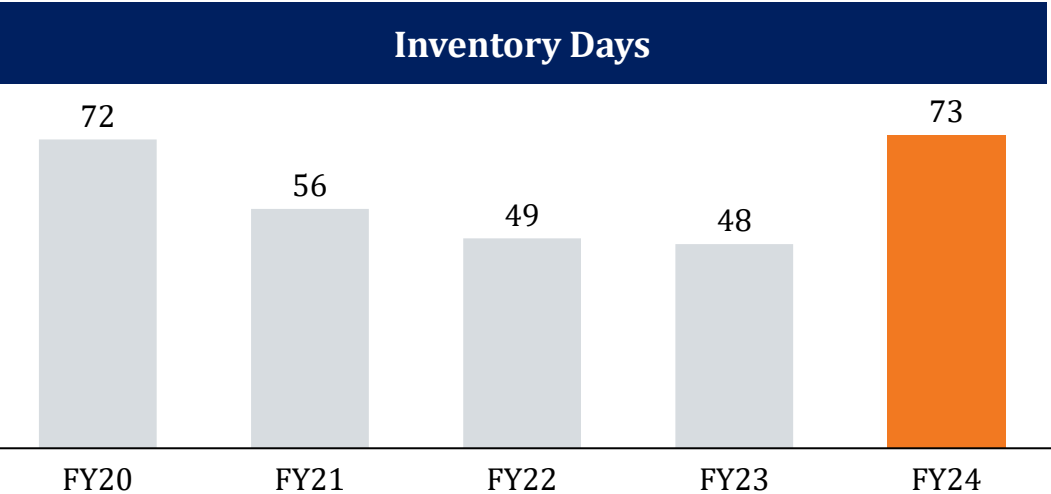
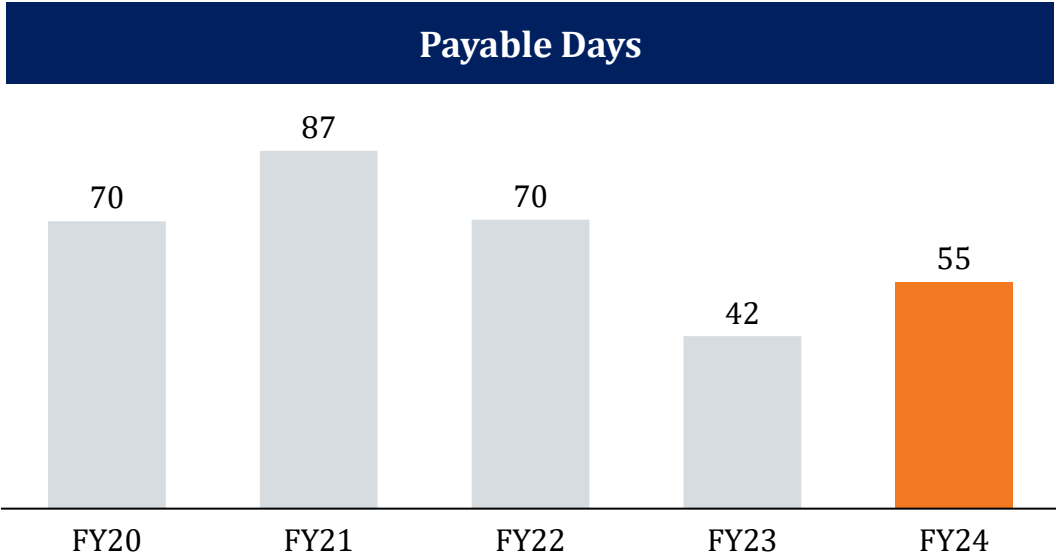
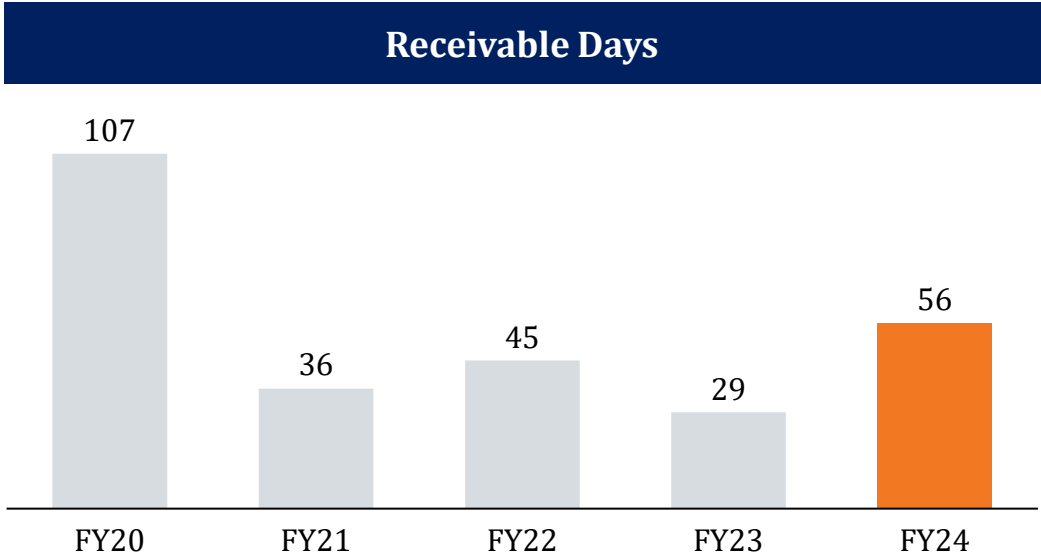


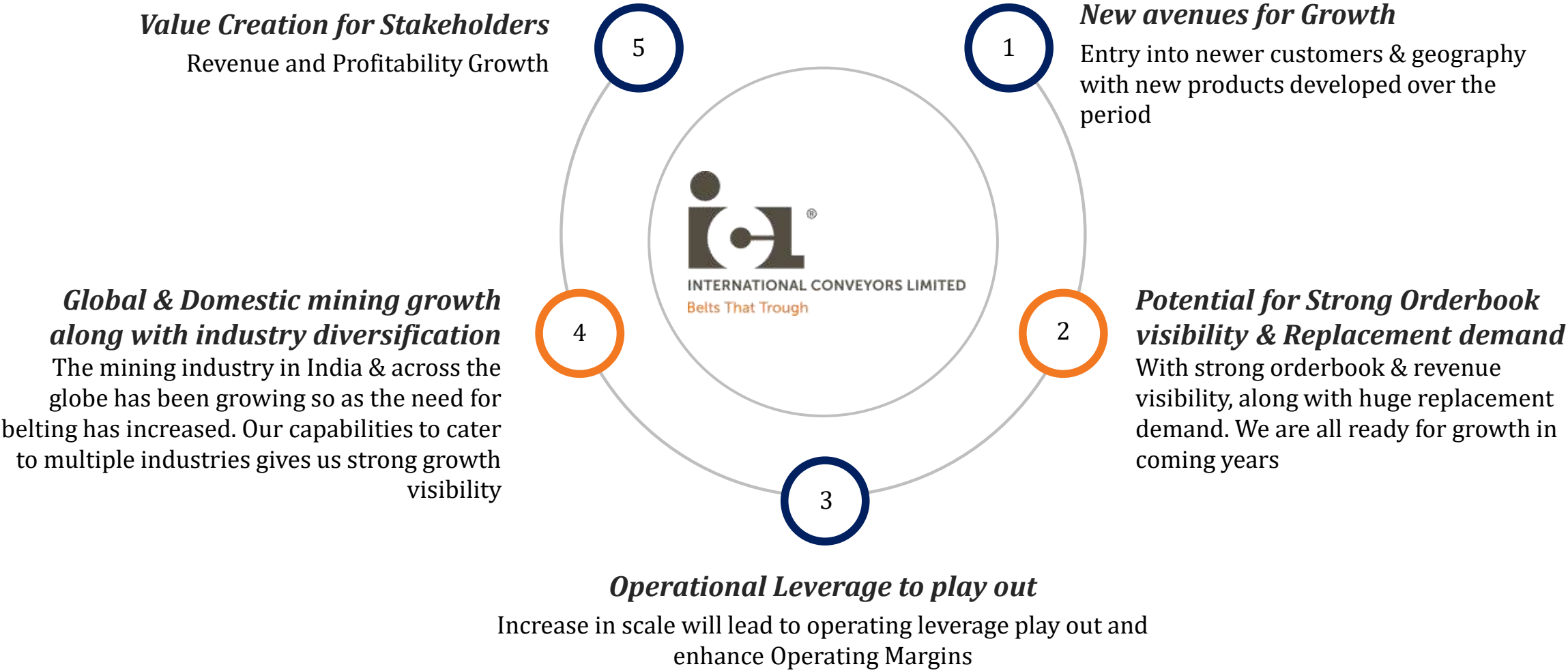
Net Debt to Equity



Figures on consolidated basis ^Standalone Basis

Efficient Working Capital Management







THANK YOU

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