


KEY OPERATING AND FINANCIAL DATA
Annexure "A"

		FY18/19	FY19/20	FY20/21	FY21/22	FY22/23	FY23/24
INCOME STATEMENT							
Net Sales	Rs. in '000	1,962,721	1,971,294	2,162,727	2,453,305	3,024,531	1,502,010
Cost of Goods Sold	Rs. in '000	(1,310,766)	(1,313,294)	(1,725,063)	(1,834,462)	(1,434,536)	(1,008,371)
Gross Profit	Rs. in '000	651,955	658,100	437,664	618,843	1,589,995	493,639
GP Ratio	%	33.20%	33.40%	20.24%	25.22%	52.57%	32.87%
Other income	Rs. in '000	30,244	59,972	65,209	9,226	127,769	226,469
Selling, marketing and distribution expense	Rs. in '000	(328,538)	(287,045)	(259,568)	(302,107)	(398,116)	(211,900)
Administrative expenses	Rs. in '000	(45,786)	(47,132)	(59,392)	(77,405)	(53,769)	(89,297)
Other operating expenses	Rs. in '000	(41,811)	(26,473)	(27,546)	(91,341)	(841,511)	(47,449)
Finance Cost	Rs. in '000	(7,593)	(5,891)	(3,101)	(8,251)	(153,240)	(218,136)
Net Profit before taxes	Rs. in '000	258,471	351,531	153,266	148,965	271,128	153,326
PBT Ratio	%	13.17%	17.83%	7.09%	6.07%	8.96%	10.21%
Income tax expense	Rs. in '000	(94,078)	(129,407)	(114,883)	(171,123)	(157,229)	(51,342)
Net Earnings AT	Rs. in '000	164,393	222,124	38,383	(22,158)	113,899	101,984
PAT Ratio	%	8.38%	11.27%	1.77%	-0.90%	3.77%	6.79%
EPS	(Rs./share)	8.56	11.57	1.64	(0.70)	3.57	3.20
Dividends	(Rs./share)	1	4	Nil	Nil	Nil	Nil
BALANCE SHEET							
Cash & cash equivalents	Rs. in '000	562,937	493,515	534,379	46,525	1,487,955	455,350
Trade Receivables	Rs. in '000	156,356	193,290	131,198	264,936	55,799	209,404
Other Receivables	Rs. in '000	81,130	139,306	260,014	733,161	209,765	698,281
Inventory	Rs. in '000	326,792	511,860	648,844	911,761	1,035,163	1,111,711
Right of use assets	Rs. in '000	-	32,644	20,650	12,043	-	-
Other Assets	Rs. in '000	62,780	91,968	86,698	475,296	305,847	405,697
Total Assets	Rs. in '000	<u>1,189,995</u>	<u>1,462,583</u>	<u>1,681,783</u>	<u>2,443,722</u>	<u>3,094,529</u>	<u>2,880,407</u>
Trade Payables	Rs. in '000	449,186	517,012	562,677	1,043,884	944,979	338,566
Other Payables	Rs. in '000	87,323	117,205	143,476	102,716	182,440	97,716
Deferred liabilities	Rs. in '000	11,572	46,097	37,430	34,999	25,157	25,135
Short term running finance	-	-	-	-	350,000	930,000	1,300,000
Equity	Rs. in '000	641,914	782,269	938,200	912,123	1,011,953	1,118,990
Total Liability and Equity	Rs. in '000	<u>1,189,995</u>	<u>1,462,583</u>	<u>1,681,783</u>	<u>2,443,722</u>	<u>3,094,529</u>	<u>2,880,407</u>
Current ratio	Times	2.10	2.11	2.23	1.71	2.47	5.67
Quick ratio (inventory excluded)	Times	1.49	1.30	1.31	0.91	1.56	3.12
Book value per share	Rs. Per share	33.43	40.74	29.44	28.62	31.75	35.11
Receivable days	Days	29.08	35.79	22.14	39.42	6.73	50.89
Inventory days	Days	91.00	142.26	137.29	181.41	263.38	402.41
Payable days	Days	125.08	143.69	119.05	207.70	240.44	122.55