



KEY OPERATING AND FINANCIAL DATA

Annexure "A"

| | | FY17/18 | FY18/19 | FY19/20 | FY20/21 | FY21/22 | FY22/23 |
|--|---|--|--|---|---|---|---|
| | | | | | | | |
| INCOME STATEMENT | | | | | | | |
| Net Sales | Rs. in '000 | 1,828,717 | 1,962,721 | 1,971,294 | 2,162,727 | 2,453,305 | 3,024,531 |
| Cost of Goods Sold | Rs. in '000 | (1,233,559) | (1,310,766) | (1,313,294) | (1,725,063) | (1,834,462) | (1,434,536 |
| Gross Profit | Rs. in '000 | 595,158 | 651,955 | 658,100 | 437,664 | 618,843 | 1,589,995 |
| GP Ratio | % | 32.55% | 33.20% | 33.40% | 20.24% | 25.22% | 52.57% |
| Other income | Rs. in '000 | 2,910 | 30,244 | 59,972 | 65,209 | 9,226 | 127,769 |
| Selling, marketing and distribution ex (398,116) | rpense | Rs. in '000 | (336,221) | (328,538) | (287,045) | (259,568) | (302,107) |
| Administrative expenses | Rs. in '000 | (29,132) | (45,786) | (47,132) | (59,392) | (77,405) | (53,769) |
| Other operating expenses | Rs. in '000 | (107,217) | (41,811) | (26,473) | (27,546) | (91,341) | (841,511 |
| Finance Cost | Rs. in '000 | (8,930) | (7,593) | (5,891) | (3,101) | (8,251) | (153,240 |
| Net Profit before taxes | Rs. in '000 | 116,568 | 258,471 | 351,531 | 153,266 | 148,965 | 271,128 |
| PBT Ratio | % | 6.37% | 13.17% | 17.83% | 7.09% | 6.07% | 8.96% |
| Income tax expense | Rs. in '000 | (112,246) | (94,078) | (129,407) | (114,883) | (171,123) | (157,229) |
| Net Earnings AT | Rs. in '000 | 4,322 | 164,393 | 222,124 | 38,383 | (22,158) | 113,899 |
| PAT Ratio | % | 0.24% | 8.38% | 11.27% | 1.77% | -0.90% | 3.77% |
| EPS | (Rs./share) | 0.23 | 8.56 | 11.57 | 1.64 | (0.70) | 3.57 |
| Dividends | (Rs./share) | Nil | 1 | 4 | Nil | Nil | Nil |
| | | FY17/18 | FY18/19 | FY19/20 | FY20/21 | FY21/22 | FY22/23 |
| | | | | | | | |
| BALANCE SHEET | | | | | | | |
| Cash & cash equivalents | Rs. in '000 | 1,092 | 562,937 | 493,515 | 534,379 | 46,525 | 1,487,955 |
| Trade Receivables | Rs. in '000 | 168,062 | 156,356 | 193,290 | 131,198 | 264,936 | 55,799 |
| Other Receivables | Rs. in '000 | 205,105 | 81,130 | 139,306 | 260,014 | 733,161 | 209,765 |
| Inventory | Rs. in '000 | 382,081 | 326,792 | 511,860 | 648,844 | 911,761 | 1,035,163 |
| Right of use assets | Rs. in '000 | - | - | 32,644 | 20,650 | 12,043 | - |
| Other Assets | Rs. in '000 | | | | | | |
| | HS. III 000 | 85,242 | 62,780 | 91,968 | 86,698 | 475,296 | 305,847 |
| Total Assets | Rs. in '000 | 85,242 846,582 | 62,780 1,189,995 | 91,968 1,462,583 | 86,698 1,681,783 | 475,296 2,443,722 | 305,847 |
| Total Assets | | | | 1,462,583 | | 2,443,722 | 3,094,529 |
| Total Assets Trade Payables | Rs. in '000 | 846,582 | 1,189,995 | | 1,681,783 | 1,043,884 | 3,094,529 |
| Total Assets Trade Payables Other Payables | Rs. in '000 | 96,859 61,874 | 1,189,995 449,186 87,323 | 1,462,583 517,012 | 1,681,783 562,677 143,476 | 2,443,722 1,043,884 102,716 | 3,094,529 944,979 182,440 |
| Trade Payables Other Payables Deferred liabilities | Rs. in '000 Rs. in '000 Rs. in '000 | 96,859 61,874 10,725 | 1,189,995 | 1,462,583 517,012 117,205 | 1,681,783 | 2,443,722 1,043,884 102,716 34,999 | 3,094,529 944,979 182,440 25,157 |
| Total Assets Trade Payables Other Payables Deferred liabilities Short term running finance | Rs. in '000 Rs. in '000 Rs. in '000 Rs. in '000 | 96,859 61,874 10,725 144,774 | 1,189,995 449,186 87,323 11,572 | 1,462,583 517,012 117,205 | 1,681,783 562,677 143,476 37,430 | 2,443,722 1,043,884 102,716 34,999 350,000 | 3,094,529 944,979 182,440 25,157 930,000 |
| Total Assets Trade Payables Other Payables Deferred liabilities Short term running finance Equity | Rs. in '000 Rs. in '000 Rs. in '000 | 96,859 61,874 10,725 | 1,189,995 449,186 87,323 | 1,462,583 517,012 117,205 46,097 | 1,681,783 562,677 143,476 | 2,443,722 1,043,884 102,716 34,999 | 3,094,529 944,979 182,440 25,157 930,000 1,011,953 |
| Total Assets Trade Payables Other Payables Deferred liabilities Short term running finance Equity Total Liability and Equity | Rs. in '000 | 96,859 61,874 10,725 144,774 532,350 846,582 | 1,189,995 449,186 87,323 11,572 - 641,914 1,189,995 | 1,462,583 517,012 117,205 46,097 - 782,269 1,462,583 | 1,681,783 562,677 143,476 37,430 - 938,200 1,681,783 | 2,443,722 1,043,884 102,716 34,999 350,000 912,123 2,443,722 | 3,094,529 944,979 182,440 25,157 930,000 1,011,953 3,094,529 |
| Total Assets Trade Payables Other Payables Deferred liabilities Short term running finance Equity Total Liability and Equity Current ratio | Rs. in '000 Times | 96,859 61,874 10,725 144,774 532,350 846,582 | 1,189,995 449,186 87,323 11,572 - 641,914 1,189,995 2.10 | 1,462,583 517,012 117,205 46,097 - 782,269 1,462,583 | 1,681,783 562,677 143,476 37,430 - 938,200 1,681,783 | 2,443,722 1,043,884 102,716 34,999 350,000 912,123 2,443,722 | 3,094,529 944,979 182,440 25,157 930,000 1,011,953 3,094,529 |
| Total Assets Trade Payables Other Payables Deferred liabilities Short term running finance Equity Total Liability and Equity Current ratio Quick ratio (inventory excluded) | Rs. in '000 Times Times | 96,859 61,874 10,725 144,774 532,350 846,582 4.76 2.36 | 1,189,995 449,186 87,323 11,572 - 641,914 1,189,995 2.10 1.49 | 1,462,583 517,012 117,205 46,097 - 782,269 1,462,583 2.11 1.30 | 1,681,783 562,677 143,476 37,430 - 938,200 1,681,783 2.23 1.31 | 2,443,722 1,043,884 102,716 34,999 350,000 912,123 2,443,722 1.71 0.91 | 3,094,529 944,979 182,440 25,157 930,000 1,011,953 3,094,529 2.47 1.56 |
| Total Assets Trade Payables Other Payables Deferred liabilities Short term running finance Equity Total Liability and Equity Current ratio Quick ratio (inventory excluded) Book value per share | Rs. in '000 Times Times Rs. Per share | 96,859 61,874 10,725 144,774 532,350 846,582 4.76 2.36 27.73 | 1,189,995 449,186 87,323 11,572 - 641,914 1,189,995 2.10 1.49 33.43 | 1,462,583 517,012 117,205 46,097 - 782,269 1,462,583 2.11 1.30 40.74 | 1,681,783 562,677 143,476 37,430 - 938,200 1,681,783 2.23 1.31 29,44 | 2,443,722 1,043,884 102,716 34,999 350,000 912,123 2,443,722 1.71 0.91 28.62 | 3,094,529 944,979 182,440 25,157 930,000 1,011,953 3,094,529 2.47 1.56 31.75 |
| Total Assets Trade Payables Other Payables Deferred liabilities Short term running finance Equity Total Liability and Equity Current ratio Quick ratio (inventory excluded) | Rs. in '000 Times Times | 96,859 61,874 10,725 144,774 532,350 846,582 4.76 2.36 | 1,189,995 449,186 87,323 11,572 - 641,914 1,189,995 2.10 1.49 | 1,462,583 517,012 117,205 46,097 - 782,269 1,462,583 2.11 1.30 | 1,681,783 562,677 143,476 37,430 - 938,200 1,681,783 2.23 1.31 | 2,443,722 1,043,884 102,716 34,999 350,000 912,123 2,443,722 1.71 0.91 | 3,094,529 944,979 182,440 25,157 930,000 1,011,953 3,094,529 2.47 1.56 |