


**KEY OPERATING AND FINANCIAL DATA**

Annexure "A"

		FY17/18	FY18/19	FY19/20	FY20/21	FY21/22	FY22/23
<b>INCOME STATEMENT</b>							
Net Sales	Rs. in '000	1,828,717	1,962,721	1,971,294	2,162,727	2,453,305	<b>3,024,531</b>
Cost of Goods Sold	Rs. in '000	(1,233,559)	(1,310,766)	(1,313,294)	(1,725,063)	(1,834,462)	<b>(1,434,536)</b>
Gross Profit	Rs. in '000	595,158	651,955	658,100	437,664	618,843	<b>1,589,995</b>
<b>GP Ratio</b>	%	32.55%	33.20%	33.40%	20.24%	25.22%	<b>52.57%</b>
Other income	Rs. in '000	2,910	30,244	59,972	65,209	9,226	<b>127,769</b>
Selling, marketing and distribution expense (398,116)	Rs. in '000		(336,221)	(328,538)	(287,045)	(259,568)	<b>(302,107)</b>
Administrative expenses	Rs. in '000	(29,132)	(45,786)	(47,132)	(59,392)	(77,405)	<b>(53,769)</b>
Other operating expenses	Rs. in '000	(107,217)	(41,811)	(26,473)	(27,546)	(91,341)	<b>(841,511)</b>
Finance Cost	Rs. in '000	(8,930)	(7,593)	(5,891)	(3,101)	(8,251)	<b>(153,240)</b>
Net Profit before taxes	Rs. in '000	116,568	258,471	351,531	153,266	148,965	<b>271,128</b>
<b>PBT Ratio</b>	%	6.37%	13.17%	17.83%	7.09%	6.07%	<b>8.96%</b>
Income tax expense	Rs. in '000	(112,246)	(94,078)	(129,407)	(114,883)	(171,123)	<b>(157,229)</b>
Net Earnings AT	Rs. in '000	4,322	164,393	222,124	38,383	(22,158)	<b>113,899</b>
<b>PAT Ratio</b>	%	0.24%	8.38%	11.27%	1.77%	-0.90%	<b>3.77%</b>
<b>EPS</b>	(Rs./share)	0.23	8.56	11.57	1.64	(0.70)	<b>3.57</b>
<b>Dividends</b>	(Rs./share)	Nil	1	4	Nil	Nil	<b>Nil</b>
<b>BALANCE SHEET</b>							
Cash & cash equivalents	Rs. in '000	1,092	562,937	493,515	534,379	46,525	<b>1,487,955</b>
Trade Receivables	Rs. in '000	168,062	156,356	193,290	131,198	264,936	<b>55,799</b>
Other Receivables	Rs. in '000	205,105	81,130	139,306	260,014	733,161	<b>209,765</b>
Inventory	Rs. in '000	382,081	326,792	511,860	648,844	911,761	<b>1,035,163</b>
Right of use assets	Rs. in '000	-	-	32,644	20,650	12,043	<b>-</b>
Other Assets	Rs. in '000	85,242	62,780	91,968	86,698	475,296	<b>305,847</b>
<b>Total Assets</b>	Rs. in '000	<u>846,582</u>	<u>1,189,995</u>	<u>1,462,583</u>	<u>1,681,783</u>	<u>2,443,722</u>	<b>3,094,529</b>
Trade Payables	Rs. in '000	96,859	449,186	517,012	562,677	1,043,884	<b>944,979</b>
Other Payables	Rs. in '000	61,874	87,323	117,205	143,476	102,716	<b>182,440</b>
Deferred liabilities	Rs. in '000	10,725	11,572	46,097	37,430	34,999	<b>25,157</b>
Short term running finance		144,774	-	-	-	350,000	<b>930,000</b>
Equity	Rs. in '000	532,350	641,914	782,269	938,200	912,123	<b>1,011,953</b>
<b>Total Liability and Equity</b>	Rs. in '000	<u>846,582</u>	<u>1,189,995</u>	<u>1,462,583</u>	<u>1,681,783</u>	<u>2,443,722</u>	<b>3,094,529</b>
Current ratio	Times	4.76	2.10	2.11	2.23	1.71	<b>2.47</b>
Quick ratio (inventory excluded)	Times	2.36	1.49	1.30	1.31	0.91	<b>1.56</b>
Book value per share	Rs. Per share	27.73	33.43	40.74	29.44	28.62	<b>31.75</b>
Receivable days	Days	33.54	29.08	35.79	22.14	39.42	<b>6.73</b>
Inventory days	Days	113.05	91.00	142.26	137.29	181.41	<b>263.38</b>
Payable days	Days	28.66	125.08	143.69	119.05	207.70	<b>240.44</b>