

FCL:SEC:SE:19:137
7th June, 2019

The Manager
Listing Department
National Stock Exchange of India Ltd
'Exchange Plaza', C-1, Block G,
Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400 051

Ref: Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Regulations"),

Dear Sirs,

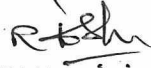
Sub: Conference Call organized for 7th June, 2019

We refer our earlier letter Ref.No. FCL:SEC:SE:19:136 dated 6th June, 2019 and enclose a copy of presentation made by the Company, represented by Mr D K Chhabria, Executive Chairman and Mr Mahesh Viswanathan, Deputy Managing Director & Chief Financial Officer during the said Conference call held at 3.00 p.m. on Friday, 7th June, 2019.

This is for your kind information and updation on the of website of the Exchange.

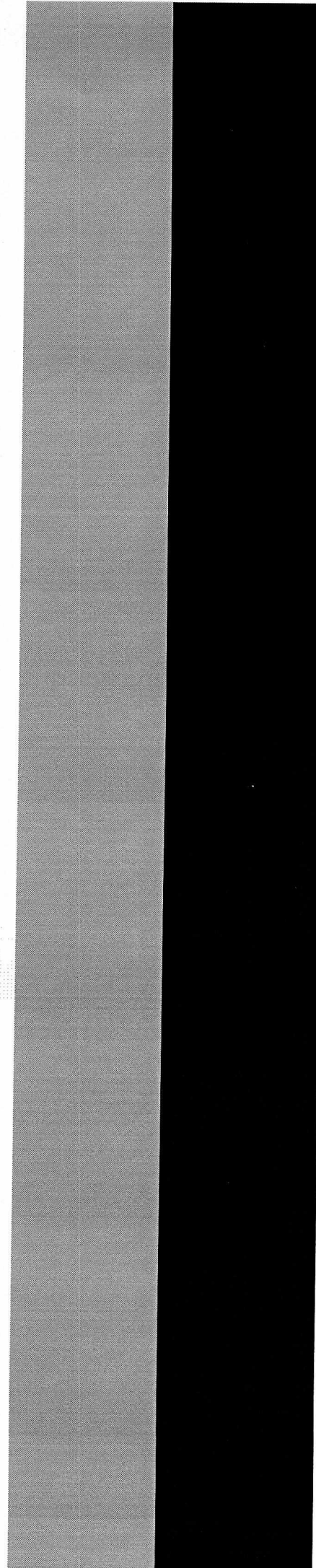
Thanking you,

Yours faithfully
For FINOLEX CABLES LIMITED


R G D'SILVA
Company Secretary &
President (Legal)

Encl: As stated above.

Finolex
gets people together



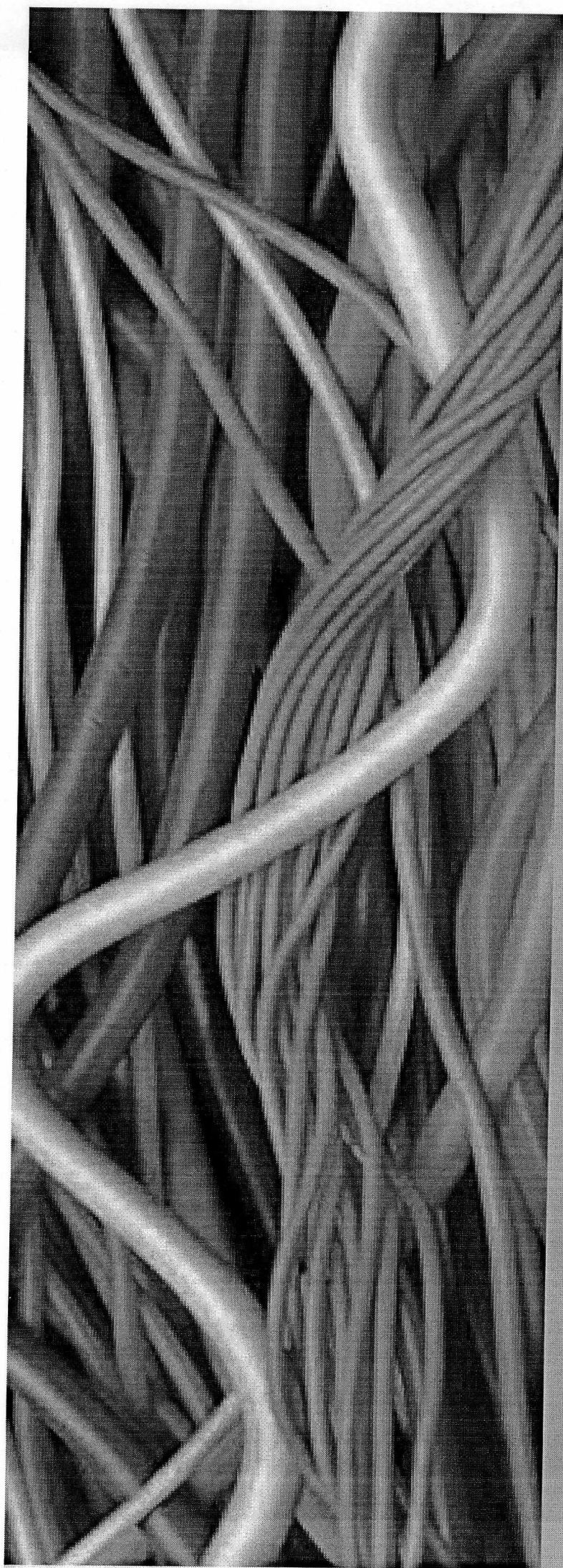
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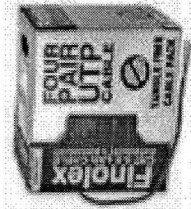
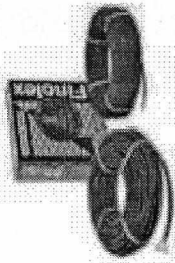
TABLE OF CONTENT

Executive Summary	4
Company Overview	6
Category & Product Portfolio	9
Key Management	13
Timeline	14
Geographical Footprint	16
SWOT Analysis	17
Financial Overview	20
Capital Market Data	31



One of India's leading Electricals brand - a market leader in India's Wires & Cables (W&C) industry and fast growing player in the FMEG category

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Diversified product portfolio

- **Wires and cables:** Light duty cables, power and control cables and communication cables
- **FMEG:** Electric switches, switchgears, LED Lightings, Fans, water heaters
- Leveraging the brand equity of Finolex, extended our brand offerings to home appliances

Multi location manufacturing

- 6 manufacturing plants
- 28 depots
- JV with Sumitomo, Japan for EHV cables
- Marketing JV with Corning for Optic Fibre technology
- Technical collaboration with NSW, Germany for manufacture of cables for submersible pump industry

Widespread distribution network

- 4000+ channel partners
- 30000+ retailer touch points
- Launched our own e-retail site

FY19 Financial (Cr)

Revenue

3199.62

EBITDA

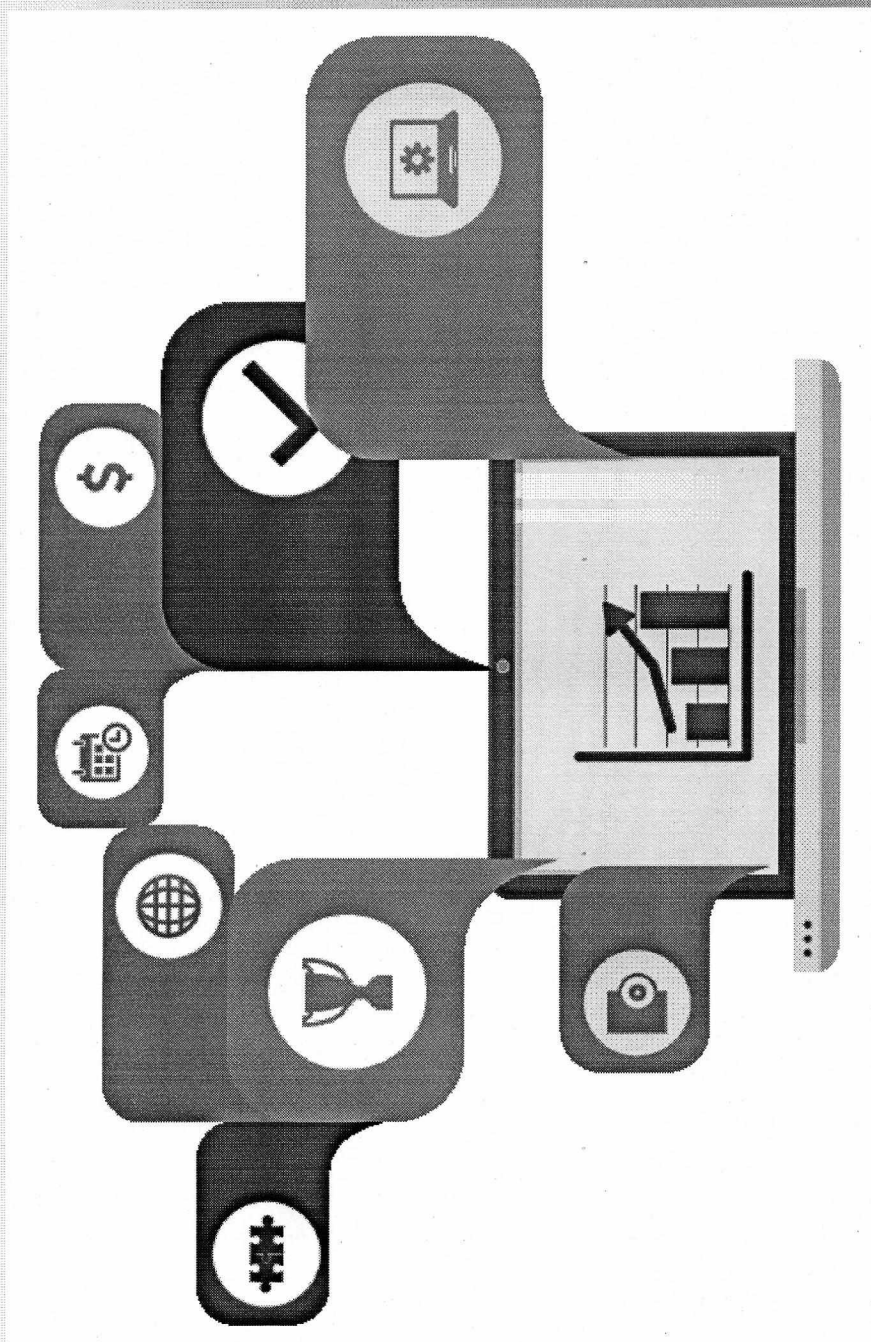
573.33

PAT

344.09

EPS

22.50



Finolex is a leading provider of financial services, offering a wide range of products and services to its customers. The company is committed to providing high-quality service and support to its clients.

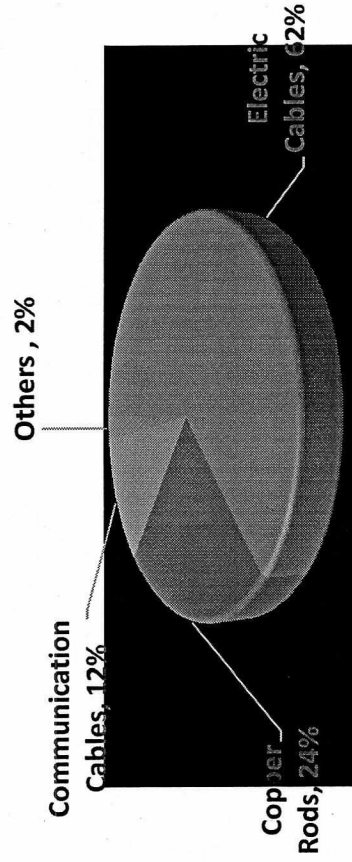
Premium Player – Cables and Wires Industry

Electrical Cables and Wires

- Leader in the electrical housing wires segment and commands a premium over its peers
- Strong brand positioning and superior product quality enabled the company to achieve higher margins
- This segment accounts for 80% of the company's revenues and offers a wide range of products in each of the segments

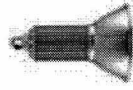
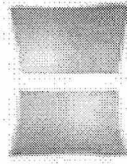
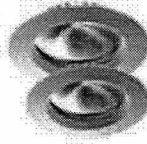
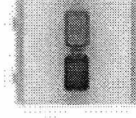
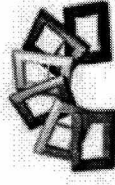
Communication Cables

- Revenues growth was led by ramp up of its communication cables business
- Rising volume of mobile data traffic coupled with government's thrust on digitization has led to a surge in demand
- OFCs accounts for 70% of communication cables and is largely B2B business
- Finolex is increasing its OFC capacity as its current unit is operating close to capacity



Emerging Player - FMEG

- Finolex entered the FMEG segment to capitalize on the strong brand recall and sales network
- The company first entered the electrical switches and lighting segment, leveraging its widespread distribution network in the country. The company then introduced switchgears, fans and water heaters
- New products within FMEG sector grew by more than 10% y-o-y each in FY19
- These products have been well accepted, along with that the distributors have expanded and continued presence in visual media have contributed to the Finolex brand recognition
- For these products the company has setup a different channel and is using asset light model
- We expect this business to grow faster than the market during FY20-21



Category & Product Portfolios

WIRES & CABLES

Light Duty Cables

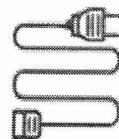
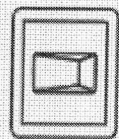
- FR PVC insulated industrial cables
- Flexible cables
- Solar cables
- Elevator cables
- 3CF & WW cables for agricultural sector
- Auto & Battery cables for automobile sector

Power & Control Cables

- LT & HT Power and Control cables

Communication Cables

- Co-axial cables
- Speaker cables
- CCTV cables



- Jelly Filled Telephone Cables (JFTC)
- LAN cables
- Telephone cables
- Optic Fibre cables

LIGHTING

- CFL range
- T5 & T8 tubes
- Ballast Fittings
- Luminaries
- LED products

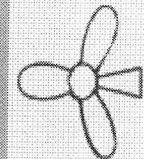


ELECTRICAL SWITCHES

- Switch range
- Mounting boxes

SWITCHGEAR

- MCB
- RCCB
- DB



FANS

- Ceiling fans
- Table fans
- Wall fans
- Pedestal fans
- Exhaust fans

WATER HEATERS

- Instant
- Storage



Group	Product Covered		Applications
<ul style="list-style-type: none"> Electrical Cables 	 <ul style="list-style-type: none"> 1100 V PVC Insulated Cables 		Electrification of industrial establishments, used by construction industry, electrical panel wiring and consumer electrical goods
	<ul style="list-style-type: none"> Motor winding PVC insulated 		Submersible pumps and electrical motors
	<ul style="list-style-type: none"> Automotive/battery cables 		Wiring harness for automobile industry and battery cables for various applications
	<ul style="list-style-type: none"> UPS cables 		For providing power from the UPS to the computer / appliances in the networking environment
	<ul style="list-style-type: none"> Heavy duty, underground, low voltage and control cables 		Connection to the user point from main supply of power
	<ul style="list-style-type: none"> Heavy duty, underground, high voltage, power cable 		Intra-city power distribution network
	<ul style="list-style-type: none"> Elevator cables 		For use by Elevator industry
	<ul style="list-style-type: none"> Solar Cables 		Specially insulated cables for use in solar parks

Group	Product Covered		Applications
<ul style="list-style-type: none"> Copper Rods Electrical Switches Lamps 	 <ul style="list-style-type: none"> • CCC rods of 8 mm diameter 		Raw material for manufacturing copper-based Cables
	<ul style="list-style-type: none"> • Premium and classic switches, sockets, regulators, etc 		For power supply to equipment in domestic, commercial and industrial environment
	<ul style="list-style-type: none"> • Retrofit/non-retrofit CFL lamps and T5 Tube Lights and Fittings, LED based lighting solutions 		Lighting for homes, hotels, shops, offices and factories (both indoor and outdoor applications). Also available for street light applications
<ul style="list-style-type: none"> Electrical Fans 	 <ul style="list-style-type: none"> • Ceiling Fans, Portable Fans, Exhaust Fans 		For use in domestic, commercial and industrial environment
	 <ul style="list-style-type: none"> • Miniature Circuit Breakers (MCB), Residual Current Circuit Breakers (RCCB), Moulded Current Circuit Breakers (MCCB) and Distribution Boxes 		For use in voltage surge protection and safety applications in domestic and commercial environment
<ul style="list-style-type: none"> Water Heaters 	 <ul style="list-style-type: none"> • Instant and Storage Water Heaters 		For use in domestic and commercial environment

Group	Product Covered		Applications
<ul style="list-style-type: none"> • Communication Cables 	➔	• Jelly filled telephone cables (JFTCs)	➔ Telephone line connections to exchanges and users
		• Local area network (LAN) cables	➔ Indoor and outdoor networking, voice and data transmission, broadband usage
		• PE insulated telephone cables	➔ Telephone instrument connections to EPABX
		• Coaxial cables	➔ Cable TV network solutions, microwave communications, mobile towers
		• Speaker cables	➔ Broadcasting applications in buildings and electronic goods
		• Optic Fibre	➔ Principal raw material for Optic Fibre cables
		• Optic Fibre cables	➔ Networks requiring high speed transfer of large bandwidth for voice image and data transmission
		• V-SAT cables	➔ For connecting V-SAT dish to base station
		• CCTV cables	➔ For better quality of CCTV images

Key Management Team

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Mr. Deepak Chhabria, Chairman and Managing Director

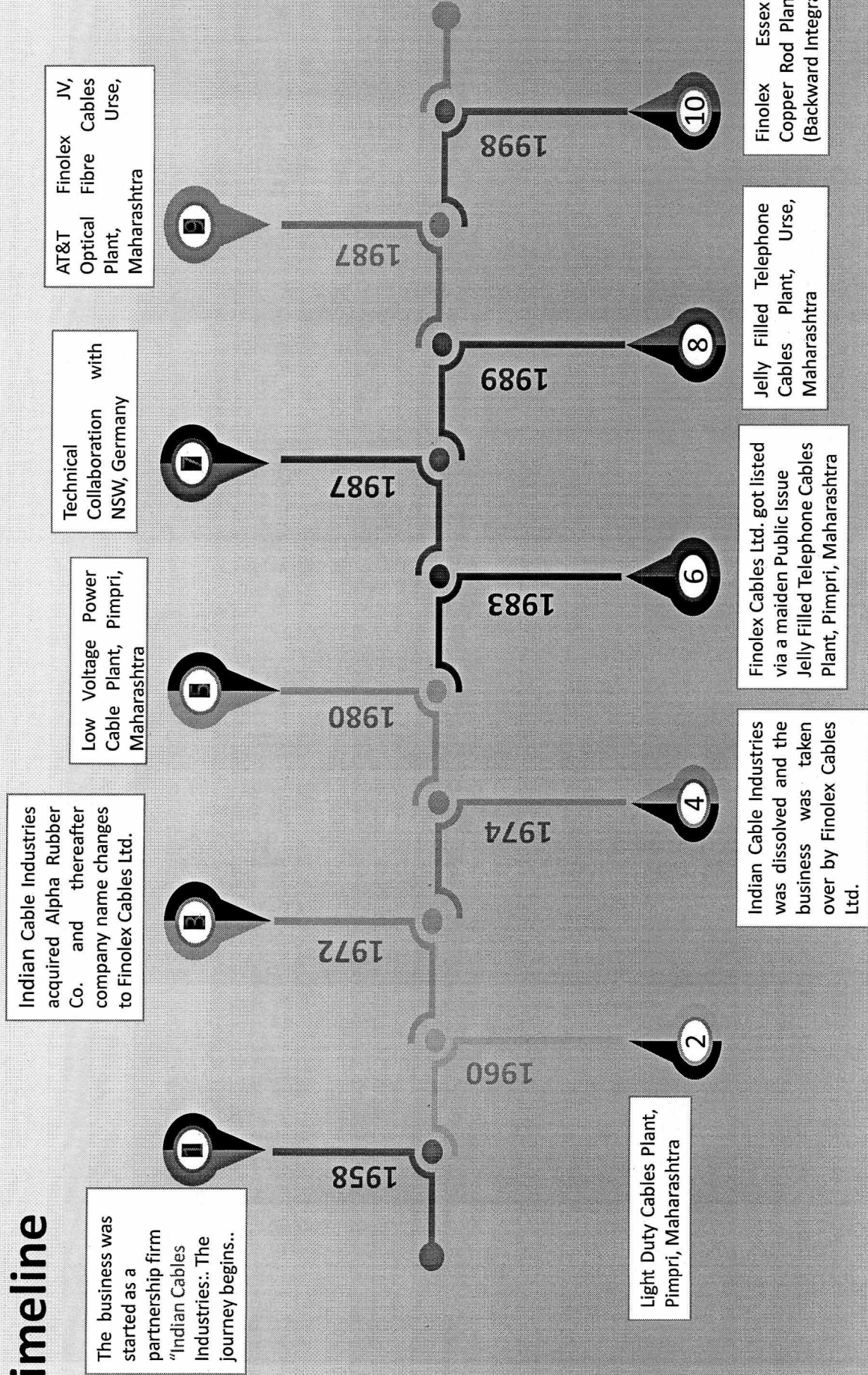
He joined Finolex Cables Ltd as Deputy Production Manager in 1986. Deepak was actively involved in setting up 9 different manufacturing Plant across 4 locations in India. Under his able guidance, the Company now produces a variety of electrical and communication cable products, copper rods, electrical switches, Compact Fluorescent lamps and PVC Sheets. Mr. Chhabria is also the Chairman of Finolex J-Power Systems Pvt. Ltd., a Joint Venture with J-Power Systems, Japan to produce power cables up to 500 KV. Mr. Chhabria has also served as the Chairman of CII-Pune Chapter in 2008. He is an alumni of S.S.C – Loyola High School, Pune and completed his A-Levels from Seven Oaks School, Kent, England. He holds a Bachelor's degree in Engineering Management from University of Evansville, Indiana, USA.



Mr. Mahesh Viswanathan, Deputy Managing Director and Chief Financial Officer

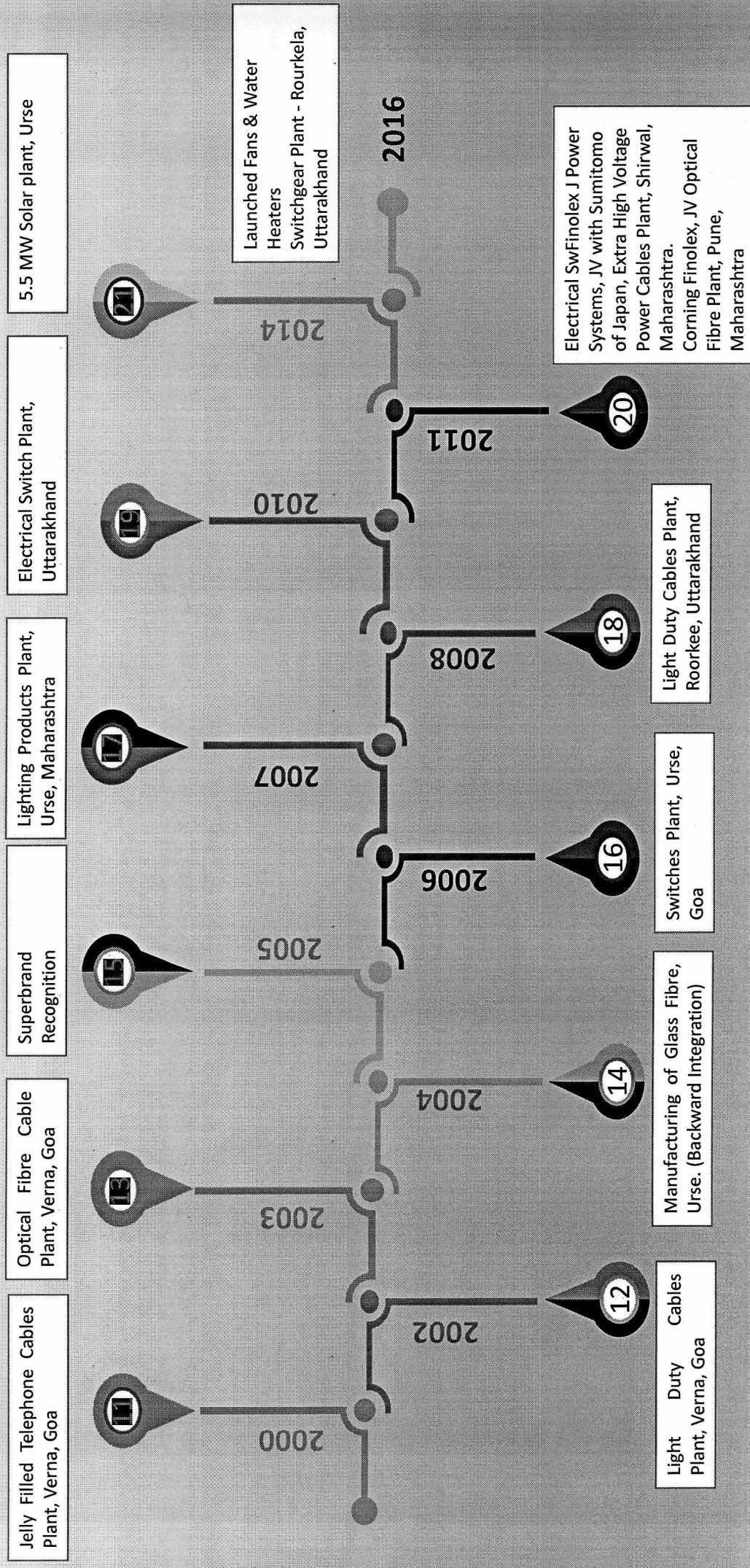
He joined Finolex Cables Ltd in October 2008. A Chartered Accountant by profession, he has many years of experience in the industry and in various aspects such as Management, Taxation and Finance. He has worked in number of leading companies in India and also has international experience in multinational companies. Mr. Mahesh Viswanathan is also a director (nominee director of the Company) on the boards of Corning Finolex Optical Fibre Pvt Ltd and Finolex J-Power Systems Ltd.

Timeline

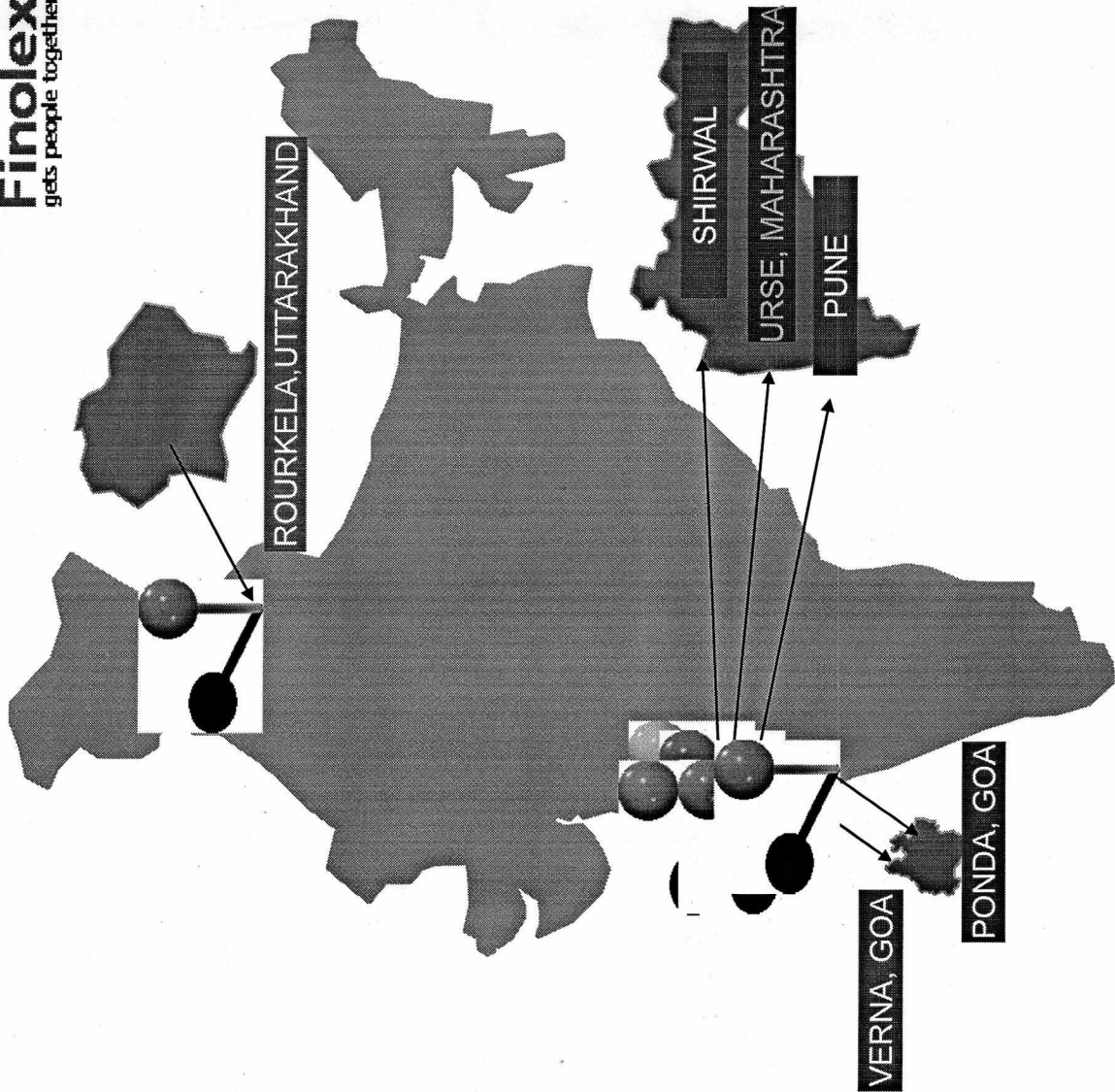


Timeline

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GEOGRAPHICAL FOOTPRINT



6 28

Manufacturing Plants

Depots

4000+

30000+

Channel Partners

Retail Touch Points

Geographical Footprint

LOCATION	PRODUCT
Rourkela, Uttarakhand	Electric wire for construction; wires for automobile; switches; switchgear and Agricultural applications
Shirwal, Maharashtra	Extra High Voltage (EHV) cables
Urse, Maharashtra	All electrical cables, optic fibre cables and all communication cables
Pimpri, Pune, Maharashtra	Minimal manufacturing, telephone cables; winding wire for pump-set industry
Verna, Goa	All electrical products except power cables, communication cables except lan cables
Ponda, Goa	Copper Rods
Note: Capacity utilization levels at all manufacturing facilities at 75% except Ponda Goa	

S

STRENGTHS

WEAKNESSES

W

O

OPPORTUNITIES

THREATS

T

• Strength

- **Strong Brand Name :** The Company is one of India's leading and most diversified cable manufacturers with strong brand resonance
- **Wide Product Portfolio:** The Company has a wide product basket comprising more than fifty thousand SKUs meeting diverse customer requirements across diverse application
- **Quality:** The Company's state-of-the-art manufacturing facilities and technological competence enables it to maintain high quality standards.
- **Distribution network:** The Company has over 4000 + channel partners enabling it to supply products on pan India basis
- **Integrated:** The Company's backward integration into manufacture of CCC Rods, PVC compounds, Optical Fibre and FRP rods enable it to maintain product quality, ensure supply reliability and control costs
- **Diversified:** The Company has diversified to manufacture of newer product segments that are complementary to the electrical cable market enabling it to have additional market coverage and better economies of scale

• Weakness

- **High cost of replacing existing experts:** Replacement of key employees as they retire with people of similar capabilities may be a challenge.
- **Declining market share:** Increasing competition from their peers in the same market has been affecting the market shares of the company.
- **Business Model:** Finolex Cables can be easily imitated by the competitors in the industry. To overcome these challenges Finolex needs to build a platform model that can integrate suppliers, vendors and end users.
- **Extra cost of building new supply chain and logistics network:** Internet and Artificial Intelligence has significantly altered the business model in the Basic Materials industry and given the changing demand scenario, the Company may have to relook at its supply chain platform and reorganize the same.

• Opportunities

➤ **Customer preferences are fast changing:** Driven by rising disposable incomes, easy access to information, and fast adoption of technological products, customers today are more willing to experiment / try new products in the market. Finolex Cables has to carefully monitor not only wider trends within the Misc. Fabricated Products industry but also in the wider Basic Materials sector.

➤ **Local Collaboration:** Tie-up with local players can also provide opportunities of growth for the Finolex Cables in international markets. The local players have local expertise while Finolex Cables can bring global processes and execution expertise on table.

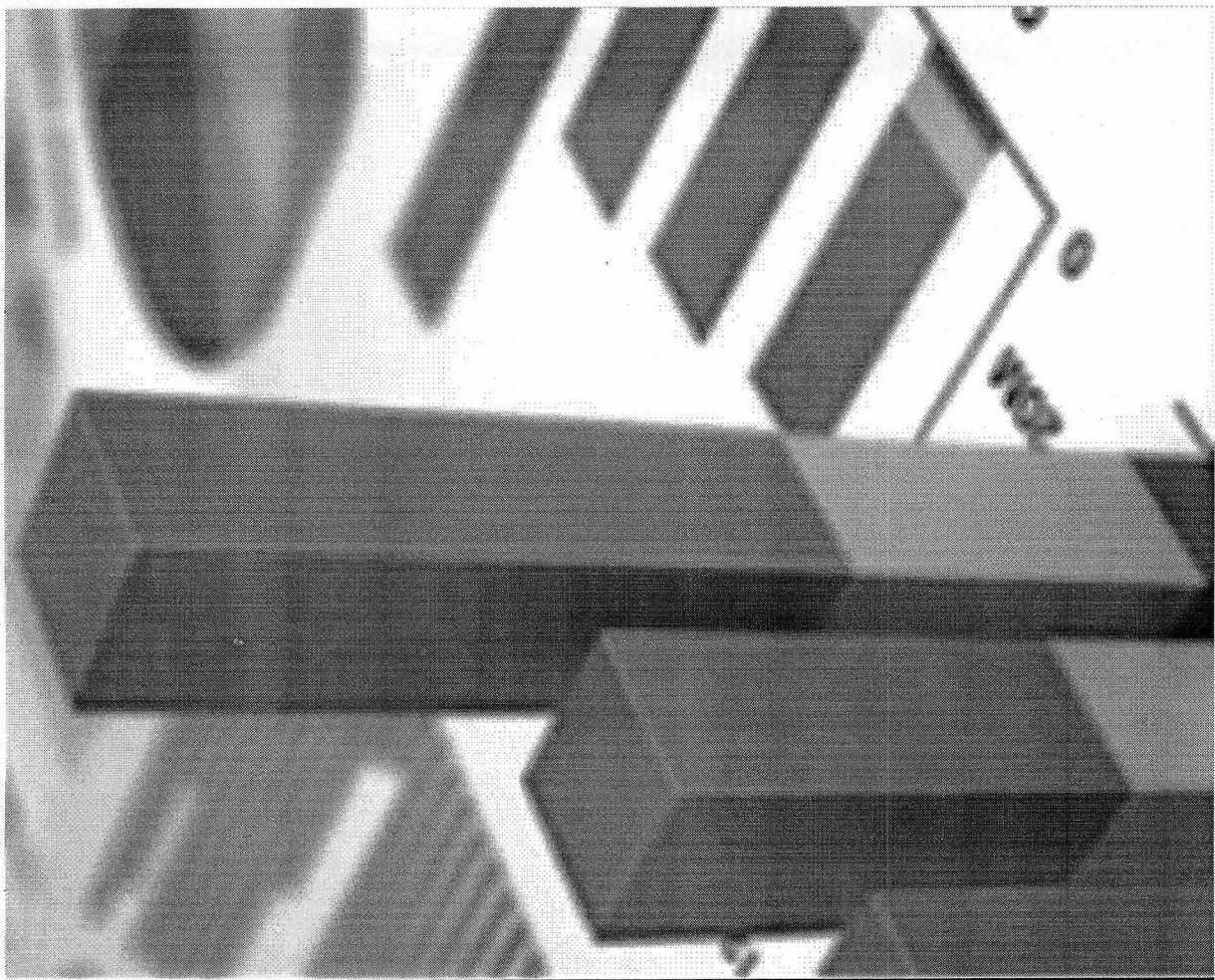
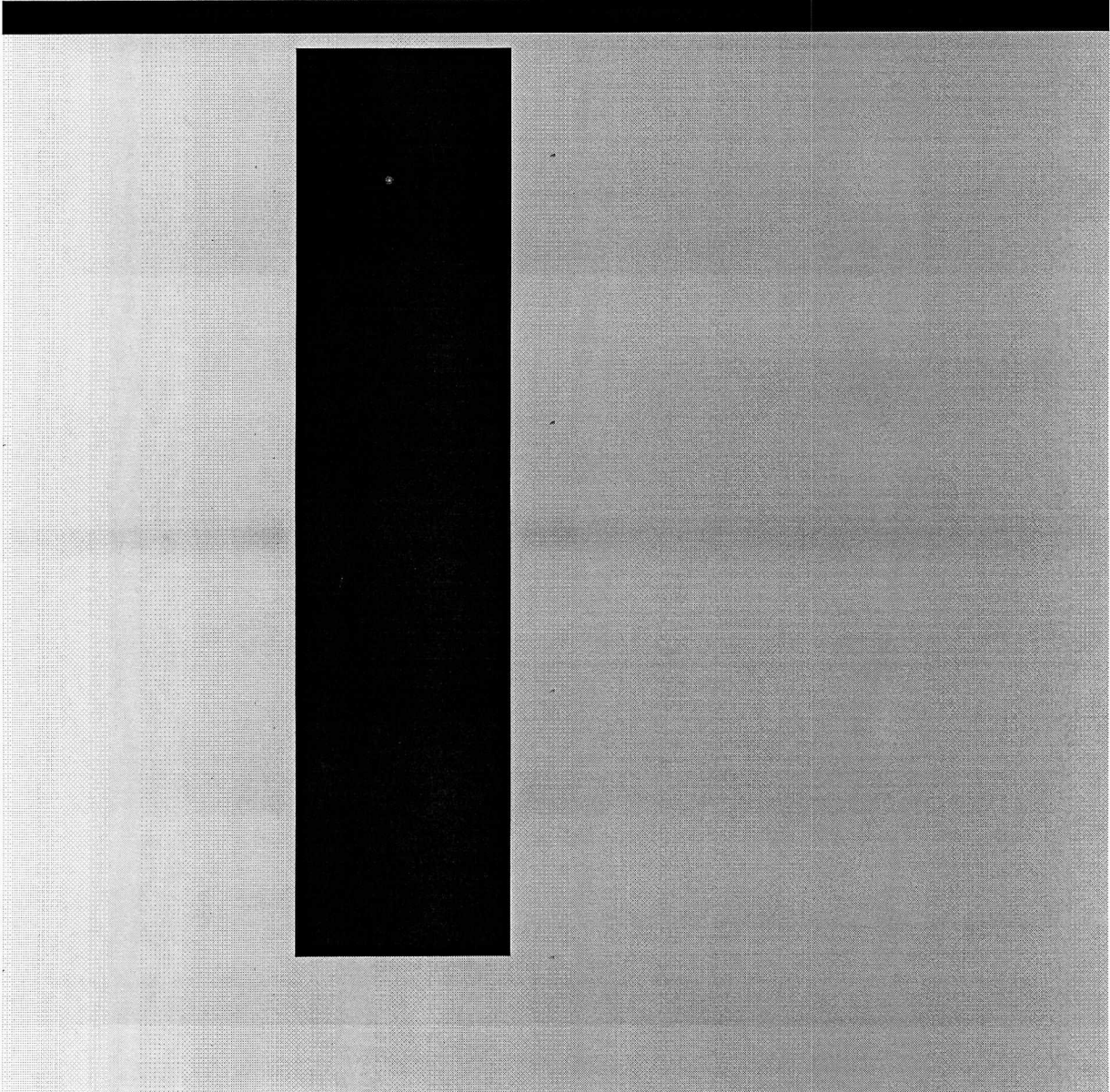
➤ **Trend of customers migrating to higher end products:** It represents great opportunity for Finolex Cables, as the firm has strong brand recognition in the premium segment, customers have experience with excellent customer services provided by Finolex Cables brands in the lower segment. It can be a win-win for the company and provides an opportunity to increase the profitability.

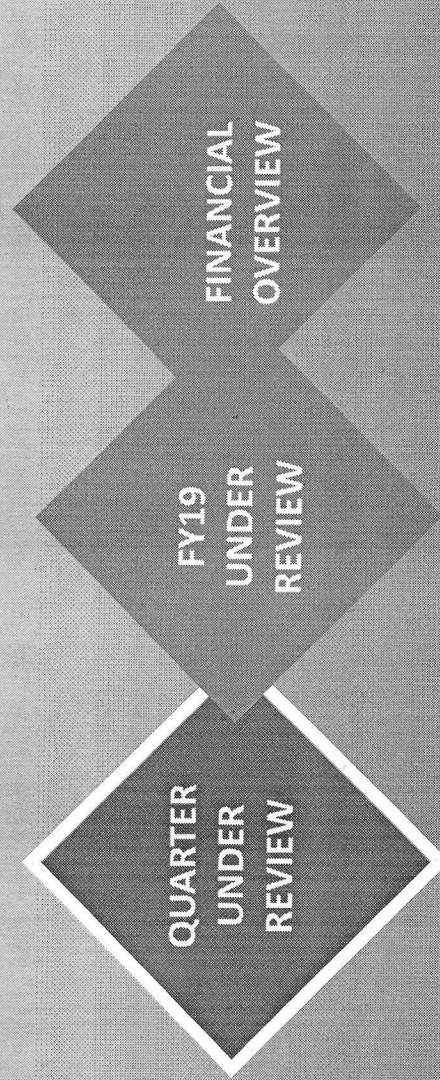
➤ **Lower inflation rate:** The low inflation rate bring more stability in the market, enable credit at lower interest rate to the customers of Finolex Cables. This will increase the consumption of Finolex Cables products.

• Threats

➤ **Changing demographics:** As the babyboomers are retiring and new generation finding hard to replace their purchasing power. This can lead to higher profits in the short run for Finolex Cables but reducing margins over the long run as young people are less brand loyal and more open to experimentation.

➤ **Competitive pressures:** As the new product launch cycles are reducing in the Basic Materials industry. It has put additional competitive pressures on players such as Finolex Cables. Given the large customer base, Finolex Cables has to respond quickly to the needs of the niche markets that disruptors are focusing on.





Q4-FY19 KEY FINANCIAL HIGHLIGHTS

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(Standalone Quarter Performance)



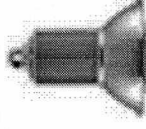
*Includes other income

STANDALONE FINANCIAL HIGHLIGHTS Q4-FY19 (IND-AS)

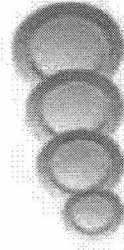
INCOME STATEMENT (INR Cr)	Q4-FY19	Q3-FY18	Q-o-Q	Q4-FY18	Y-o-Y
Total Income*	847.05	768.9	10.2%	819.57	3.4%
Total Expenses	696.79	639.97	8.9%	680.58	2.4%
EBITDA	150.26	128.93	16.5%	138.99	8.1%
EBITDA Margins (%)	17.74%	16.77%	97Bps	16.96%	78Bps
Depreciation	10.05	9.73	3.3%	9.87	1.8%
EBIT	140.21	119.2	17.6%	129.12	8.6%
EBIT Margins (%)	16.55%	15.50%	105Bps	15.75%	80Bps
Finance Cost	0.27	0.03	NA	1.44	(81.3)%
Profit Before Tax	139.94	119.17	17.4%	127.68	9.6%
Tax	55.04	43.23	27.3%	45.92	NA
Profit After Tax	84.9	75.94	11.8%	81.76	3.8%
PAT Margins (%)	10.02%	9.88%	14Bps	9.98%	4Bps
Other Comprehensive Income	8.12	(24.19)	(133.6)%	3.37	140.9%
Total Comprehensive Income	93.02	51.75	79.7%	85.13	9.3%
EPS Basic (INR)	5.55	4.97	11.7%	5.37	3.4%

*Includes other income

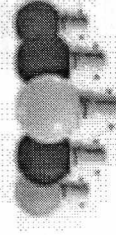
LIGHTING PRODUCT



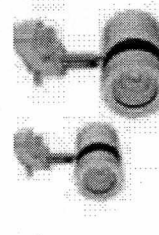
HIGHBAY



LED SLIM
PANELS ROUND



NEW LED BULB
BLISTER PACK



LED TRACK LIGHT

STANDALONE FINANCIAL HIGHLIGHTS Q4-FY19 (IND-AS)

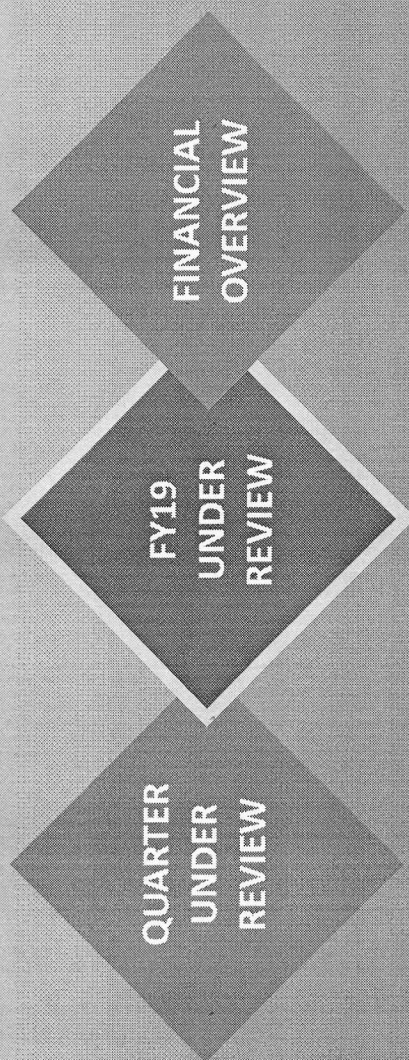
(Rs. in Cr)

Segment wise Revenue –Quarterly

	Q4 FY 19	Q4 FY 18	Change %
A. Electric Cables	688.1	648.9	6%
B. Communication Cables	103.8	122.7	-15%
C. Copper Rods	252.4	231.7	9%
D. Others	20.8	18.9	10%
Total	1,065.1	1,022.2	4%
Less : Inter Segment Revenue	(243.4)	(223.0)	9%
Total	821.7	799.2	3%

STANDALONE FINANCIAL HIGHLIGHTS Q4-FY19 (IND-AS)

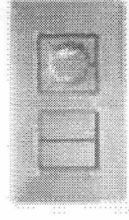
Segment wise Segment margin analysis –Quarterly							(Rs. in Cr)
	Revenue Mix 31-Mar-19	31-Mar-19 Segment(Mn.)	Segment Result % 31-Mar-19	Revenue Mix 31-Mar-18	31-Mar-18 Segment(Mn.)	Segment Result % 31-Mar-18	Change in Segment Results
A. Electric Cables	65%	127.1	18%	63%	124.5	19%	-1%
B. Communication Cables	10%	11.3	11%	12%	12.4	10%	1%
C. Copper Rods	24%	0.7	0.3%	23%	(5.9)	-3%	3%
D. Others	2%	(1.6)	-8%	2%	(1.4)	-7%	0%
Total	100%	137.5		100%	129.6		
Less : Interest		0.27			1.4		
: Other Unallocable expenditure net of income		2.7			(0.5)		
Total		139.9			127.7		



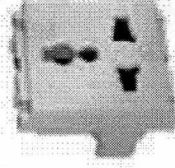
STANDALONE FINANCIAL HIGHLIGHTS FY19 (IND-AS)

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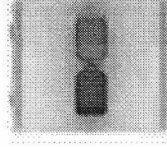
SWITCHES



FERIHA_1



Ferha_FB103



FERIHA_FB601



Premium Plus
Color Plates

INCOME STATEMENT (INR Cr)	FY19	FY18	Y-O-Y
Total Income*	3,199.62	3,011.63	6.2%
Total Expenses	2626.29	2,461.91	6.7%
EBITDA	573.33	549.72	4.3%
<i>EBITDA Margins (%)</i>	17.92%	18.25%	(33Bps)
Depreciation	40.55	43.8	(7.4)%
EBIT	532.78	505.92	5.3%
<i>EBIT Margins (%)</i>	16.65%	16.80%	(15Bps)
Finance Cost	0.92	1.44	(36.1)%
Profit Before Tax	531.86	504.48	5.4%
Tax	187.77	146.28	28.4%
Profit After Tax	344.09	358.2	(3.9)%
<i>PAT Margins (%)</i>	10.75%	11.89%	(114Bps)
Other Comprehensive Income	(24.57)	13.47	(282.4)%
Total Comprehensive Income	319.52	371.67	(14.0)%
EPS Basic (INR)	22.5	23.42	(3.9)%

*Includes other income

STANDALONE FINANCIAL HIGHLIGHTS -FY19 (IND-AS)

Segment wise Revenue Finolex Cables Ltd – FY 19

	(Rs. in Cr)		
	31-Mar-19	31-Mar-18	Change %
A. Electric Cables	2,494.42	2,306.16	8%
B. Communication Cables	488.84	476.93	2%
C. Copper Rods	939.98	904.32	4%
D. Others	71.01	59.91	19%
Total	3,994.25	3,747.32	7%
Less : Inter Segment Revenue	(911.67)	(844.84)	8%
Total	3,082.58	2,902.48	6%

STANDALONE FINANCIAL HIGHLIGHTS -FY19 (IND-AS)

Segment wise - margin analysis – FY 19

(Rs. in Cr)

	Revenue Mix 31-Mar-19	31-Mar-19 Segment	Segment Result % 31-Mar-19	Revenue Mix 31-Mar-18	31-Mar-18 Segment	Segment Result % 31-Mar-18	Change
A. Electric Cables	62%	381.4	15%	62%	376.1	16%	-1%
B. Communication Cables	12%	66.0	14%	13%	46.7	10%	4%
C. Copper Rods	24%	9.7	1%	24%	9.7	1%	0%
D. Others	2%	(12.0)	-17%	2%	(10.0)	-17%	0%
Total		445.1			422.5		
Less : Interest		0.9			1.4		
: Other Unallocable expenditure net of income		87.7			83.4		
Total	100%	531.9		100%	504.5		

CONSOLIDATED FINANCIAL HIGHLIGHTS FY19 (IND-AS)

INCOME STATEMENT (INR Cr)	FY19	FY18	Y-o-Y
Total Income*	3,159.43	2,965.41	6.5%
Total Expenses	2608.12	2443.43	6.7%
EBITDA	551.31	521.98	5.6%
EBITDA Margins (%)	17.45%	17.60%	(15Bps)
Depreciation	40.55	43.8	(7.4)%
EBIT	510.76	478.18	6.8%
EBIT Margins (%)	16.17%	16.13%	4Bps
Finance Cost	0.92	1.44	(36.1)%
Share of profit/ loss of Associate	100.38	72.4	38.6%
Profit Before Tax	610.22	549.14	11.1%
Tax	202.75	219.03	(7.4)%
Profit After Tax	407.47	330.11	23.4%
PAT Margins (%)	12.90%	11.13%	177Bps
Other Comprehensive Income	(25.6)	13.18	(294.2)%
Total Comprehensive Income	381.87	343.29	11.2%
EPS Diluted (INR)	26.64	21.58	23.4%

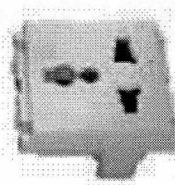
*Includes other income

Finolex
gets people together

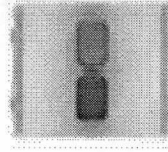
SWITCHES



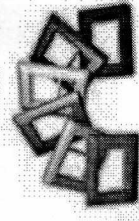
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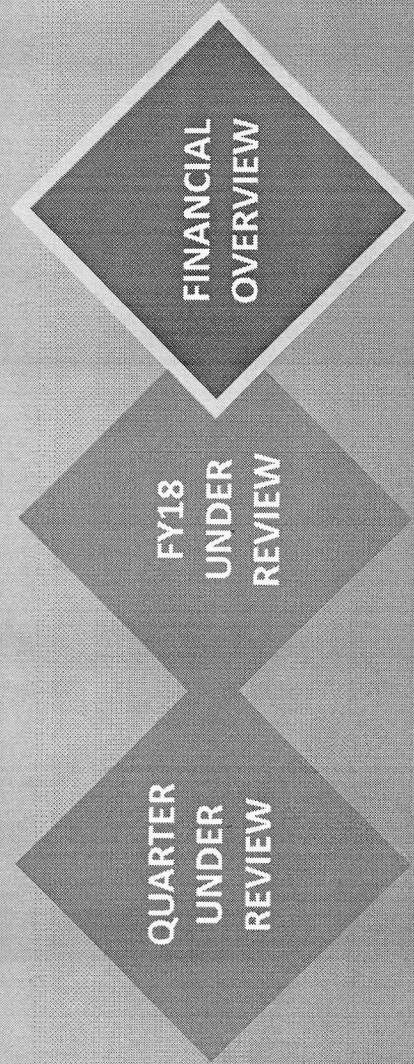
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Premium Plus
Color Plates



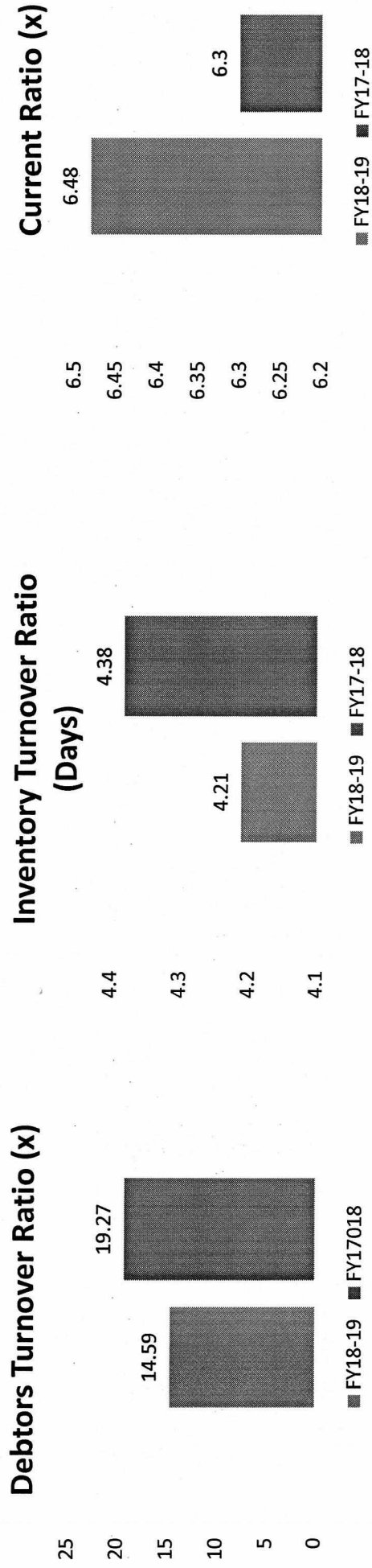
STANDALONE BALANCE SHEET (IND-AS)

PARTICULARS (INR Cr)		FY19	FY18	PARTICULARS (INR Cr)		FY19	FY18
EQUITIES & LIABILITIES				ASSETS			
(A) Equity				1. Non Current Assets			
1. Equity Share Capital		31	31	(A) Property, Plant and Equipment's		404	408
2. Other Equity		2,409	2,163	(B) Capital Work-in-progress		10	5
Total Equity		2,440	2,194	(C) Intangible Assets		1	1
				(D) Financial Assets			
(B) LIABILITIES				(i) Investment in Associate		206	205
1. Non-Current Liabilities				(ii) Other Investment		408	309
(a) Financial liabilities				(iii) Loans		4	4
(i) Borrowings		0	1	(iv) Others		0	1
(b) Provisions		9	7	(E') Non-Current tax Assets (Net)		21	12
(c) Deferred Tax Liabilities (Net)		58	35	(F) Other Non- Current Assets		23	21
(d) Other Non-Current Liabilities		-	-				
Total Non Current Liabilities		68	42	Other Non Current Assets		1,077	966
2. Current Liabilities				2. Current Assets			
(A) Financial liabilities				(A) Inventories		587	499
(i) Trade Payables		208	177	(B) Financial Assets			
(ii) Other Financial Liabilities		3	3	(i) Investments		768	701
(B) Other Current Liabilities		22	21	(ii) Trade Receivables		211	175
(C) Provisions		6	30	(iii) Cash & cash equivalents		46	77
(D) Current Tax Liabilities (Net)		21	8	(iv) Other Bank balances		2	27
Total Current Liabilities		261	240	(v) Other		0	2
				(C) Other Current Assets		77	29
Total Liabilities		329	282	Total Current Assets		1,692	1,510
GRAND TOTAL - EQUITIES & LIABILITIES		2,769	2,476	GRAND TOTAL - ASSETS		2,769	2,476

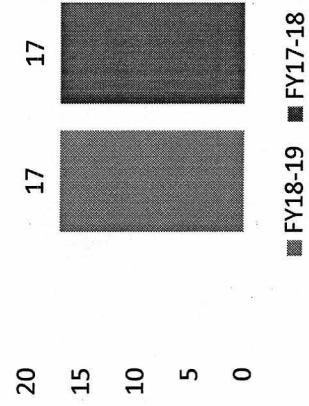
CONSOLIDATED BALANCE SHEET (IND-AS)

PARTICULARS (INR Cr)		FY19	FY18	PARTICULARS (INR Cr)		FY19	FY18
EQUITIES & LIABILITIES				ASSETS			
(A) Equity				1. Non Current Assets			
1. Equity Share Capital		31	31	(A) Property, Plant and Equipment's		404	408
2. Other Equity		2,706	2,398	(B) Capital Work-in-progress		10	5
Total Equity		2,737	2,429	(C) Intangible Assets		1	1
				(D) Investment in Associate		591	513
(B) LIABILITIES				(E) Financial Assets			
1. Non-Current Liabilities				(i) Other Investment		408	309
(a) Financial liabilities				(ii) Loans		4	4
(i) Borrowings		0	1	(iii) Others		0	1
(b) Provisions		9	7	(F) Non-Current tax Assets (Net)		21	12
(c) Deferred Tax Liabilities (Net)		146	108	(G) Other Non- Current Assets		23	21
(d) Other Non-Current Liabilities		-	-				
Total Non Current Liabilities		156	115	Other Non Current Assets		1,462	1,274
2. Current Liabilities				2. Current Assets			
(a) Financial liabilities				(A) Inventories		587	499
(i) Trade Payables		208	177	(B) Financial Assets			
(ii) Other Financial Liabilities		3	3	(i) Investments		768	701
(B) Other Current Liabilities		22	21	(ii) Trade Receivables		211	175
(C) Provisions		6	30	(iii) Cash & cash equivalents		46	77
(D) Current Tax Liabilities (Net)		21	8	(iv) Other Bank balances		2	27
Total Current Liabilities		261	240	(v) Other		0	2
Total Liabilities		417	355	(C) Other Current Assets		77	29
				Total Current Assets		1,692	1,510
GRAND TOTAL - EQUITIES & LIABILITIES		3,154	2,784	GRAND TOTAL - ASSETS		3,154	2,784

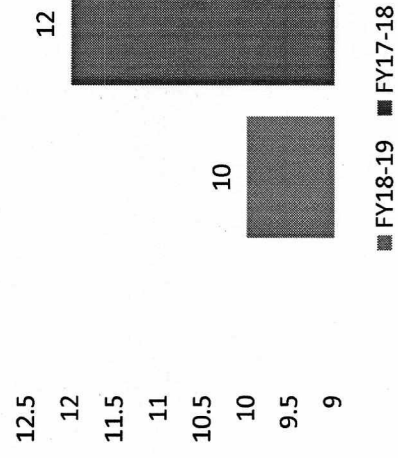
Key Ratios



Operating Profit Margin (%)

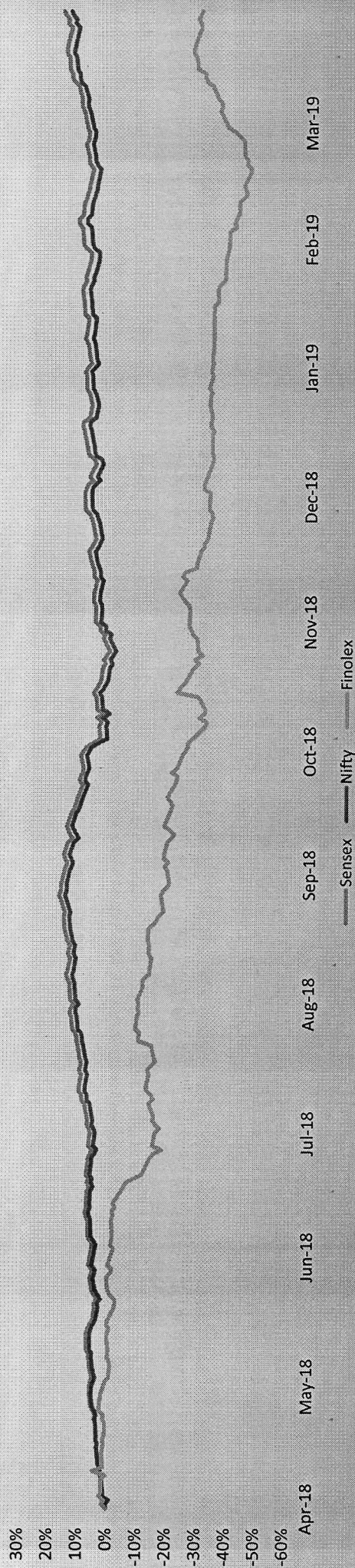


Net Profit Margin (%)



CAPITAL MARKET DATA

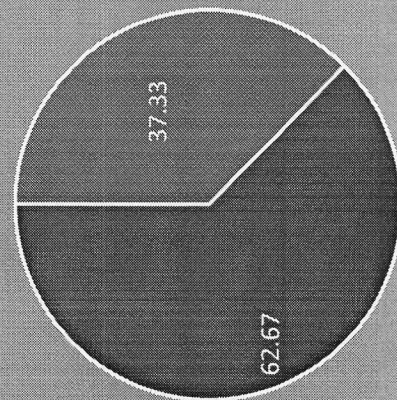
Stock Return (As on 31st March, 2018)

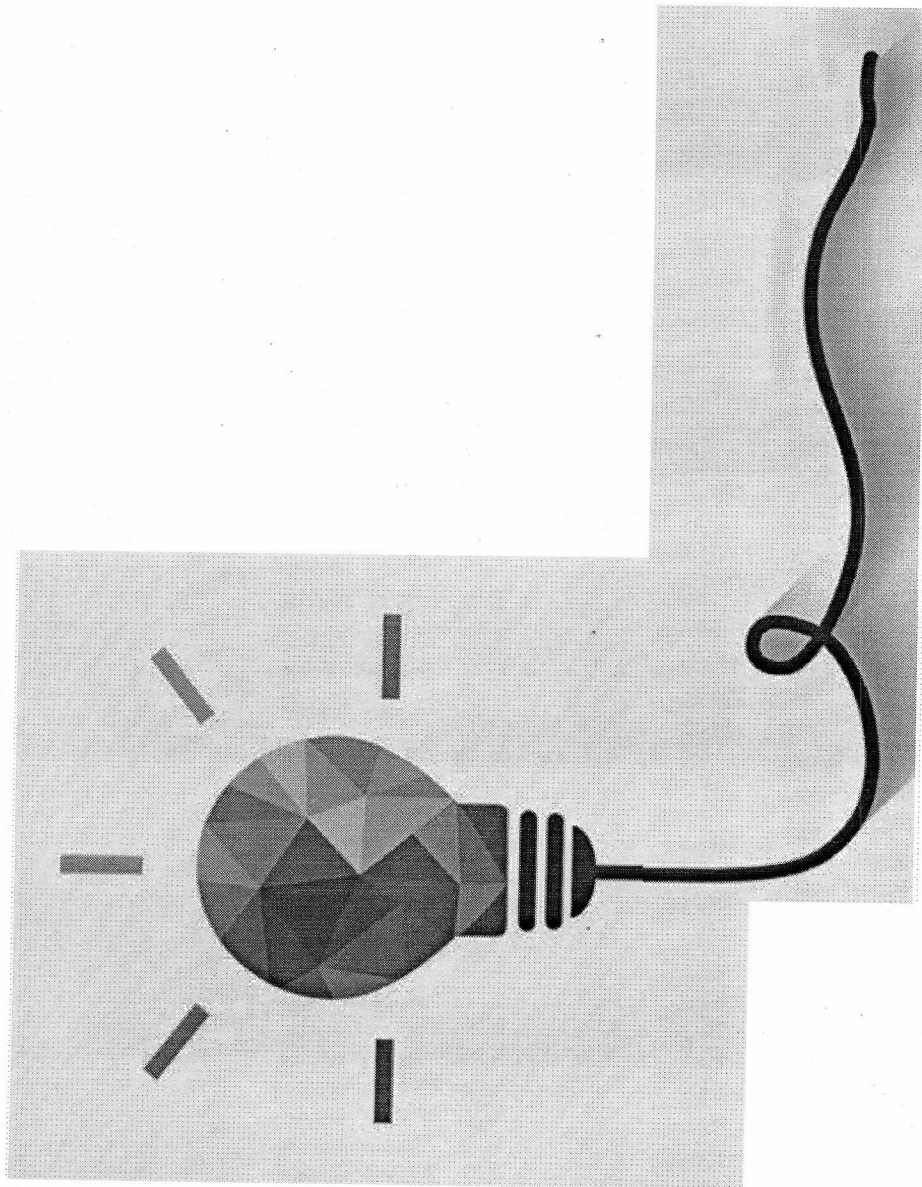


Price Data (As on 31st March 2019)

Face value (INR)	2.00
Market Price (INR)	477.35
52 Week H/L (INR)	740/356
Market Cap (INR Cr)	7300.56
Equity Shares Outstanding (Mn)	152.93
1 Year Avg. trading volume ('000)	79.97

Shareholding Structure (As on 31st March, 2019)





THANK YOU