

# Financial Performance

|                                                    |    | 2024             | 2023      | 2022      | 2021      | 2020      | 2019      |
|----------------------------------------------------|----|------------------|-----------|-----------|-----------|-----------|-----------|
| <b>Profitability</b>                               |    |                  |           |           |           |           |           |
| Gross profit margin                                | %  | <b>10</b>        | 9         | 13        | 20        | 16        | 12        |
| EBITDA margin to sales                             | %  | <b>10</b>        | 10        | 13        | 20        | 17        | 13        |
| Profit before tax margin                           | %  | <b>3</b>         | 3         | 8         | 15        | 9         | 6         |
| Net profit margin                                  | %  | <b>1</b>         | 2         | 6         | 10        | 6         | 4         |
| Return on equity                                   | %  | <b>4</b>         | 7         | 18        | 29        | 20        | 14        |
| Return on capital employed                         | %  | <b>11</b>        | 10        | 21        | 30        | 22        | 14        |
| <b>Operating Performance / Liquidity</b>           |    |                  |           |           |           |           |           |
| Total assets turnover (excl. CWIP)                 |    | <b>1.48 : 1</b>  | 1.67 : 1  | 1.50 : 1  | 1.42 : 1  | 1.32 : 1  | 1.22 : 1  |
| Fixed assets turnover                              |    | <b>3.95 : 1</b>  | 4.60 : 1  | 4.63 : 1  | 3.29 : 1  | 2.66 : 1  | 2.44 : 1  |
| Debtors turnover                                   |    | <b>9.59 : 1</b>  | 11.45 : 1 | 11.65 : 1 | 10.86 : 1 | 9.55 : 1  | 9.60 : 1  |
| Debtors days                                       |    | <b>38</b>        | 32        | 31        | 34        | 38        | 38        |
| Inventory turnover                                 |    | <b>4.85 : 1</b>  | 5.04 : 1  | 5.01 : 1  | 5.15 : 1  | 5.66 : 1  | 6.14 : 1  |
| Inventory days                                     |    | <b>75</b>        | 73        | 73        | 71        | 65        | 59        |
| Creditors turnover                                 |    | <b>8.10 : 1</b>  | 9.08 : 1  | 7.62 : 1  | 6.64 : 1  | 7.53 : 1  | 8.25 : 1  |
| Creditors days                                     |    | <b>45</b>        | 40        | 48        | 55        | 49        | 44        |
| Operating cycle days                               |    | <b>68</b>        | 65        | 56        | 50        | 54        | 53        |
| Return on assets (excl. CWIP)                      | %  | <b>1.83</b>      | 3.17      | 8.50      | 14.68     | 8.24      | 4.85      |
| Current ratio                                      |    | <b>1.62 : 1</b>  | 1.71 : 1  | 1.33 : 1  | 1.60 : 1  | 1.27 : 1  | 1.20 : 1  |
| Quick / Acid test ratio                            |    | <b>0.54 : 1</b>  | 0.57 : 1  | 0.40 : 1  | 0.52 : 1  | 0.43 : 1  | 0.45 : 1  |
| <b>Capital Market / Capital Structure Analysis</b> |    |                  |           |           |           |           |           |
| Market value per share                             | Rs | <b>29.95</b>     | 28.24     | 61.80     | 122.07    | 71.57     | 31.15     |
| Breakup value / (Net assets/shares)                | Rs | <b>34.06</b>     | 32.64     | 60.26     | 58.51     | 51.57     | 42.10     |
| Earnings per share (pre tax)                       | Rs | <b>2.92</b>      | 3.54      | 8.11      | 10.57     | 5.37      | 3.08      |
| Earnings per share (post tax)                      | Rs | <b>1.30</b>      | 2.25      | 5.51      | 7.37      | 3.79      | 2.20      |
| Price earning ratio                                |    | <b>23.04 : 1</b> | 12.55 : 1 | 11.22 : 1 | 16.56 : 1 | 18.88 : 1 | 14.16 : 1 |
| Market price to breakup value                      |    | <b>0.88 : 1</b>  | 0.87 : 1  | 1.03 : 1  | 2.09 : 1  | 1.39 : 1  | 0.74 : 1  |
| Debt equity ratio                                  |    | <b>29 : 71</b>   | 34 : 66   | 19 : 81   | 24 : 76   | 28 : 72   | 40 : 60   |
| Weighted average cost of debt                      | %  | <b>18.37</b>     | 16.39     | 8.97      | 7.06      | 12.60     | 9.59      |
| Interest coverage ratio                            |    | <b>1.64 : 1</b>  | 1.71 : 1  | 5.82 : 1  | 11.46 : 1 | 3.18 : 1  | 2.63 : 1  |