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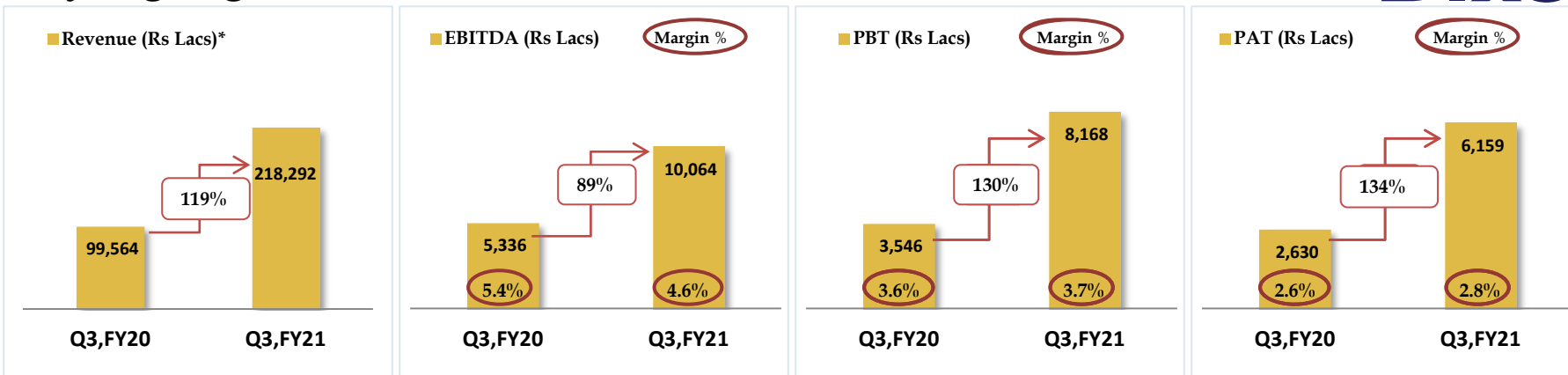
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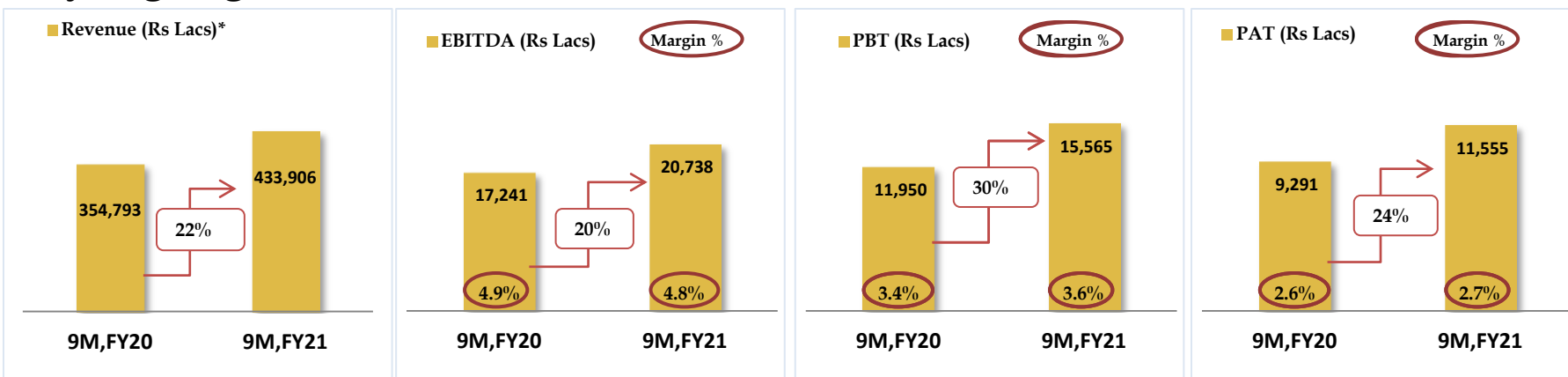
EARNINGS PRESENTATION
Q3, FY 20-21

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Key highlights of Q3,FY 20-21



Key highlights of 9M,FY 20-21



*Revenue and EBITDA include other income

Consolidated Results Summary



Particulars (INR Lacs)	Q3, FY 20-21	Q3, FY 19-20	% Change	9M,FY 20-21	9M,FY 19-20	% Change
Income	218,278	99,381	120%	433,846	354,270	22%
Expenses	208,228	94,228	121%	413,168	337,552	22%
Operating Profit	10,050	5,153	95%	20,678	16,718	24%
Operating Profit Margin	4.6%	5.2%	-0.6%	4.8%	4.7%	0.1%
Other Income	14	183	-92%	60	523	-89%
EBITDA	10,064	5,336	89%	20,738	17,241	20%
EBITDA Margin	4.6%	5.4%	-0.8%	4.8%	4.9%	-0.1%
Depreciation	1,125	984	14%	3,142	2,562	23%
EBIT	8,939	4,352	105%	17,596	14,679	20%
Finance Cost	771	806	-4%	2,031	2,729	-26%
PBT	8,168	3,546	130%	15,565	11,950	30%
PBT Margin	3.7%	3.6%	0.1%	3.6%	3.4%	0.2%
Tax	2,009	916	119%	4,010	2,659	51%
PAT	6,159	2,630	134%	11,555	9,291	24%
PAT Margin	2.8%	2.6%	0.2%	2.7%	2.6%	0.1%
Diluted EPS	52	22	133%	98	79	24%

Segment Wise Performance : Q3, FY 20-21 vs Q3, FY 19-20

Particulars (INR Lacs)	Q3, FY 20-21	Q3, FY 19-20	% change	Q3, FY 20-21	Q3, FY 19-20	% change
Revenues				% of Total Revenue		
Consumer Electronics	135,983	45,425	199%	62%	46%	16%
Lighting Products	34,861	27,668	26%	16%	28%	-12%
Home Appliances	11,518	6,839	68%	5%	7%	-2%
Mobile & EMS Division	29,917	13,954	114%	14%	14%	-
Security Systems (50%)	5,553	5,032	10%	3%	5%	-2%
Reverse Logistics	446	462	-3%	0.2%	0.5%	-0.3%
Total	218,278	99,381	120%	100%	100%	-
Operating Profit				Operating Profit Margin %		
Consumer Electronics	3,943	1,149	243%	2.9%	2.5%	0.4%
Lighting Products	3,315	2,385	39%	9.5%	8.6%	0.9%
Home Appliances	1,175	915	28%	10.2%	13.4%	-3.2%
Mobile & EMS Division	1,377	322	328%	4.6%	2.3%	2.3%
Security Systems (50%)	195	223	-13%	3.5%	4.4%	-0.9%
Reverse Logistics	46	159	-71%	10.3%	34.4%	-24.1%
Total	10,050	5,153	95%	4.6%	5.2%	-0.6%

1. Consumer Electronics :- Includes AC PCB Revenue of Rs 2,676 Lacs as against a Revenue of Rs 2,662 Lacs in the same period last year, a growth of 1%

2. Mobile & EMS Division :- Includes Set top box & Medical electronics revenue of Rs 6,932 lacs & Rs 1,092 lacs respectively

Segment Wise Performance : 9M,FY 20-21 vs 9M,FY 19-20

Particulars (INR Lacs)	9M, FY 20-21	9M, FY 19-20	% change	9M, FY 20-21	9M, FY 19-20	% change
Revenues				% of Total Revenue		
Consumer Electronics	266,401	170,223	57%	61%	48%	13%
Lighting Products	72,204	88,491	-18%	17%	25%	-8%
Home Appliances	28,465	30,629	-7%	7%	9%	-2%
Mobile & EMS Division	54,987	47,663	15%	13%	13%	-
Security Systems (50%)	10,839	16,176	-33%	2%	5%	-3%
Reverse Logistics	950	1,087	-13%	0.2%	0.3%	-0.1%
Total	433,846	354,270	22%	100%	100%	-
Operating Profit				Operating Profit Margin %		
Consumer Electronics	7,459	4,058	84%	2.8%	2.4%	0.4%
Lighting Products	6,664	7,224	-8%	9.2%	8.2%	1.0%
Home Appliances	2,947	3,625	-19%	10.4%	11.8%	-1.4%
Mobile & EMS Division	3,222	1,058	205%	5.9%	2.2%	3.7%
Security Systems (50%)	300	533	-44%	2.8%	3.3%	-0.5%
Reverse Logistics	88	220	-60%	9.2%	20.3%	-11.1%
Total	20,678	16,718	24%	4.8%	4.7%	0.1%

1. Consumer Electronics :- Includes AC PCB Revenue of Rs 4,436 Lacs as against a Revenue of Rs 9,319 Lacs in the same period last year, de-growth of 58%
2. Mobile & EMS Division :- Includes Set top box & Medical electronics revenue of Rs 10,992 lacs Rs 1,188 lacs respectively

ODM Revenue (%)

Revenue (%)	Q3, FY 20-21	Q3, FY 19-20	% change	9M, FY 20-21	9M, FY 19-20	% change
Consumer Electronics	6%	3%	3%	5%	6%	-1%
Lighting Products	91%	89%	2%	90%	85%	5%
Home Appliances	100%	100%	-	100%	100%	-

Segment Wise – 9M,FY 20-21 ROCE (%)

Particulars (INR Lacs)	Capital Employed			ROCE *		
	9M,FY 20-21	FY 19-20	% change	9M,FY 20-21	FY 19-20	% change
Consumer Electronics	6,788	6,348	7%	147%	46%	101%
Lighting Products	23,566	26,796	-12%	33%	37%	-4%
Home Appliances	16,251	12,319	32%	22%	30%	-8%
Mobile & EMS Division	12,513	7,185	74%	28%	31%	-3%
Security Systems (50%)	1,926	1,630	18%	20%	36%	-16%
Reverse Logistics	1,133	1,175	-4%	1%	10%	-9%
Total	62,178	55,454	12%			

*9M,FY20-21 ROCE = TTM EBIT / Average Net Capital Employed based on the Capital employed as on 31st Dec 20 & 31st Dec 19

Expenditure Analysis : Q3,FY 20-21 vs Q3,FY 19-20

Particulars (As a % of operating revenues)	Q3, FY 20-21	Q3, FY 19-20	% Change
Cost of Material Consumed	90.4%	87.2%	3.2%
Employee benefit expenses	1.7%	2.7%	-1.0%
Finance Cost	0.4%	0.8%	-0.4%
Depreciation and Amortization Expense	0.5%	1.0%	-0.5%
Other expenses	3.2%	4.9%	-1.7%

Expenditure Analysis : 9M,FY 20-21 vs 9M,FY 19-20

Particulars (As a % of operating revenues)	9M, FY 20-21	9M, FY 19-20	% Change
Cost of Material Consumed	89.3%	88.6%	0.7%
Employee benefit expenses	2.2%	2.5%	-0.3%
Finance Cost	0.5%	0.8%	-0.3%
Depreciation and Amortization Expense	0.7%	0.7%	-
Other expenses	3.8%	4.2%	-0.4%

Key Financial Ratios

Particulars	As on 31 st Dec 2020
Inventory days (A)	26
Debtors Days (B)	44
Creditors days (C)	68
Cash Conversion Cycle / Working Capital Days (A+B-C)*	1
ROCE (%)**	31.7%
ROE (%) ***	23.8%

** Working capital days for 31st Dec, 20 calculated on quarterly basis*

****ROCE** = Trailing 12 Months EBIT / Average Net Capital Employed based on the Capital employed as on 31st Dec 20 & 31st Dec 19

*****ROE** = Trailing 12 months PAT / Average Shareholder Funds based on the Shareholder Funds as on 31st Dec 20 & 31st Dec 19

THANK YOU