

POLYCAB INDIA LIMITED

(formerly known as "Polycab Wires Limited")

Polycab House, 771 Mogul Lane, Mahim (W), Mumbai 400016

CIN No U31300DL1996PLC266483

Tel : +91 22 2432 7070-74 Fax : +91 22 2432 7075 Email: info@polycab.com Web: www.polycab.com



14th May, 2019

The Manager
The Department of Corporate Services
BSE Limited
P.J. Towers
Dalal Street, Mumbai - 400 001
Scrip Code: 542652

The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East), Mumbai - 400 051
Scrip Code: POLYCAB

ISIN455K01017

Dear Sirs,


Sub: Media Release under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2017

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith an Earning presentation on the financial results of the company for the quarter and year ended 31st March, 2019.

We request you to take the same on record.

Thanking you

Yours faithfully,
For Polycab India Limited


Sai Subramaniam Narayana
Company Secretary & Compliance Officer
Membership No. F 5221



Registered Office :
E -554 ,Greater Kailash -II,
New Delhi-110048 India
Tel : 011-29228574



FY19 Earnings Presentation

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Polycab India Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

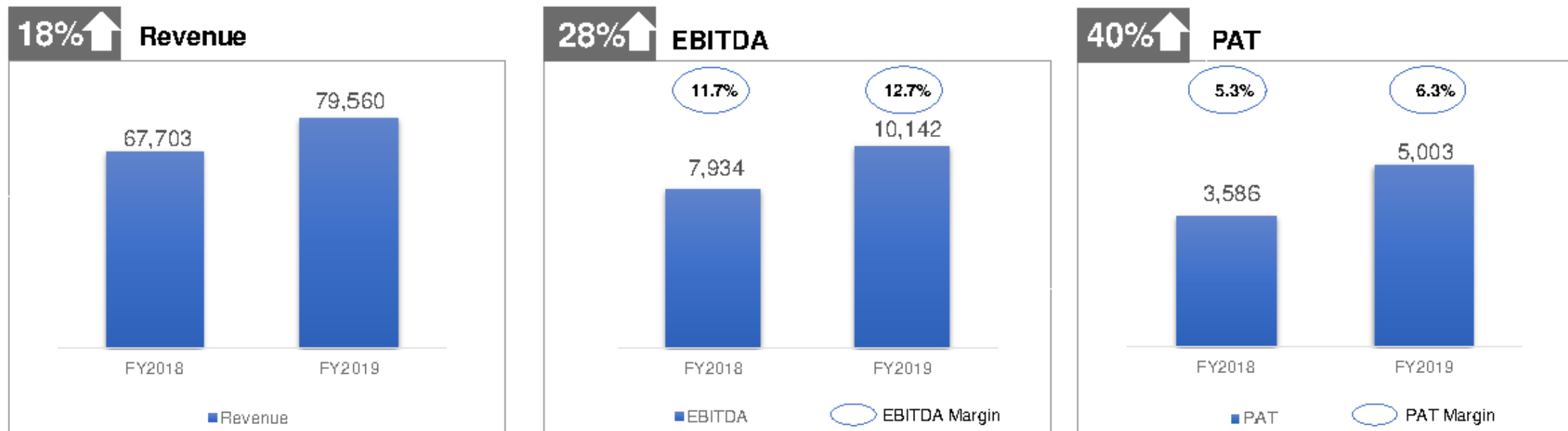
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

FY2019 Financial Performance



FY2019 highlights – Record annual performance

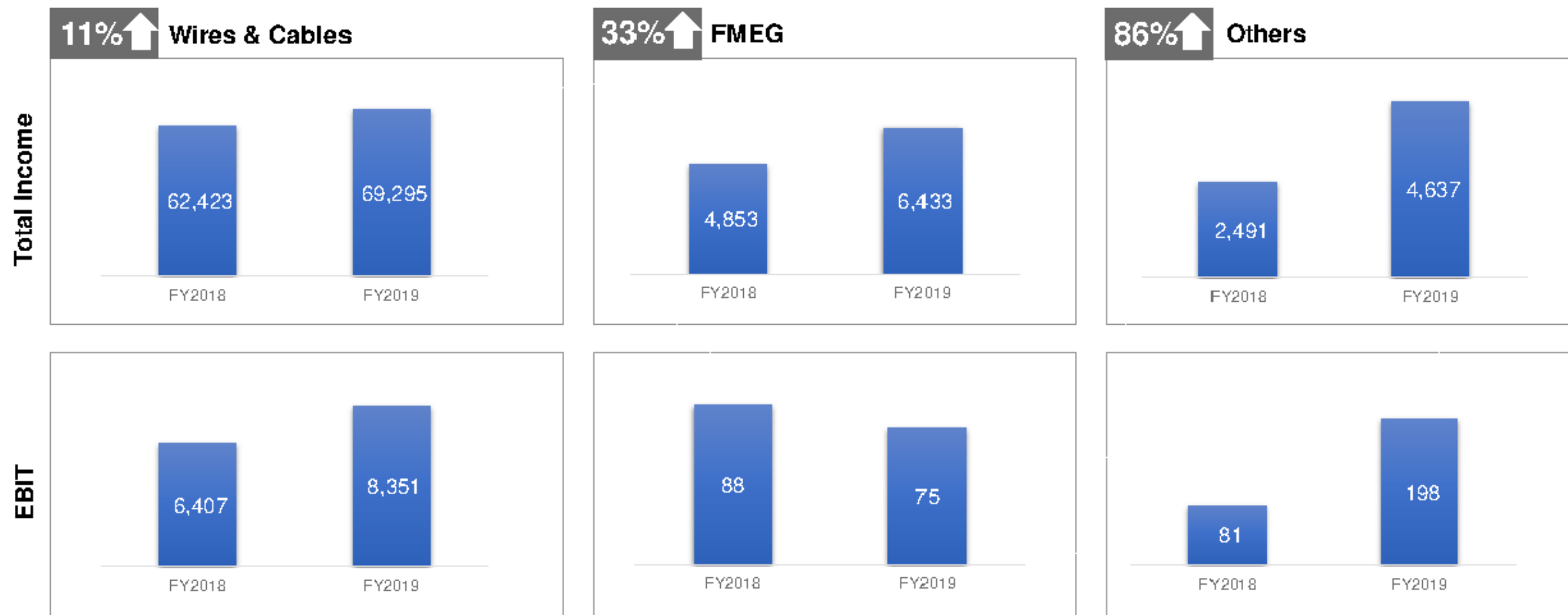


- Revenue growth of 18% primarily driven by growth in wires & cables and FMEG segment
- EBITDA increased by 28% to Rs.10,142 mn on account of change in sales mix and expansion in contribution

All Figures in Rs. mn unless specified

Notes: (1) Numbers on consolidated basis (2) Revenue: Revenue from operations net of excise (3) EBITDA Margin: EBITDA divided by Revenue (4) PAT Margin: Profit for the year divided Revenue

FY2019 segmental performance

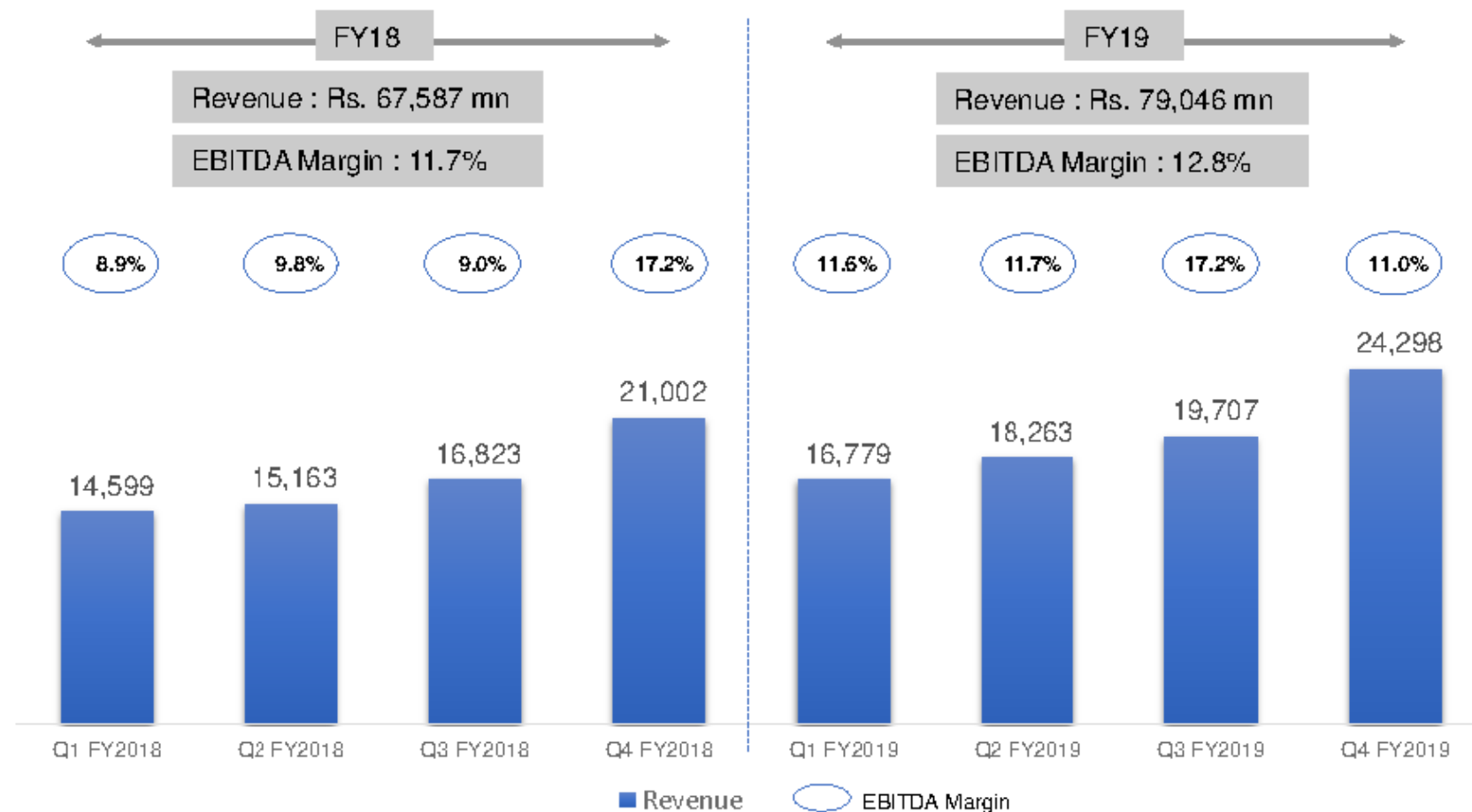


All Figures in Rs. mn unless specified

Notes: (1) Numbers on consolidated basis (2) Numbers as per regulatory filings (3) Total income excludes finance income (4) FMEG – Fast Moving Electrical Goods (5) Others includes EPC and subsidiaries (6) EBIT (Earnings before Interest and Tax): includes other income and excludes finance income

Quarterly trends

Revenue & EBITDA margins



➤ Q4 FY2019 EBITDA margin at 11.0%

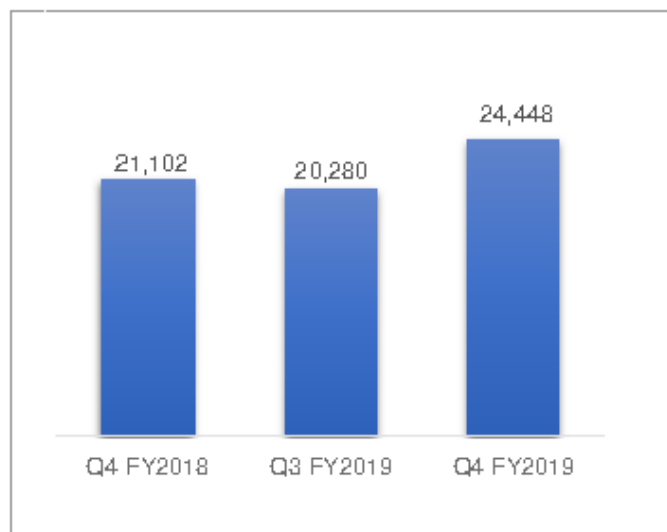
- Movement in EBITDA margins driven by sales and product mix
- On an annual basis, few quarters may have a higher EBITDA margins on account of change in sales mix
- Past steady state EBITDA margin ranges between 11-13%

All Figures in Rs. mn unless specified

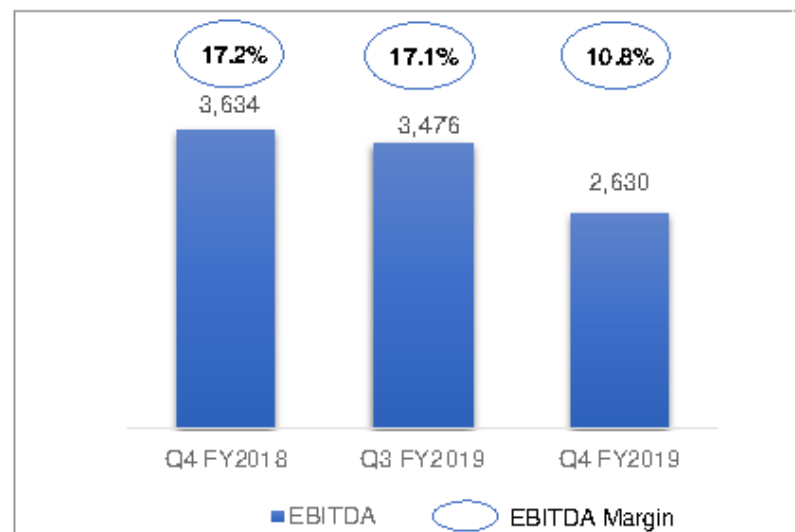
Notes: (1) Numbers on standalone basis (2) Revenue: Revenue from operations net of excise (3) EBITDA Margin: EBITDA divided by Revenue (4) Q1FY18, Q2FY18 and Q3FY18 are unaudited

Q4 FY2019 highlights

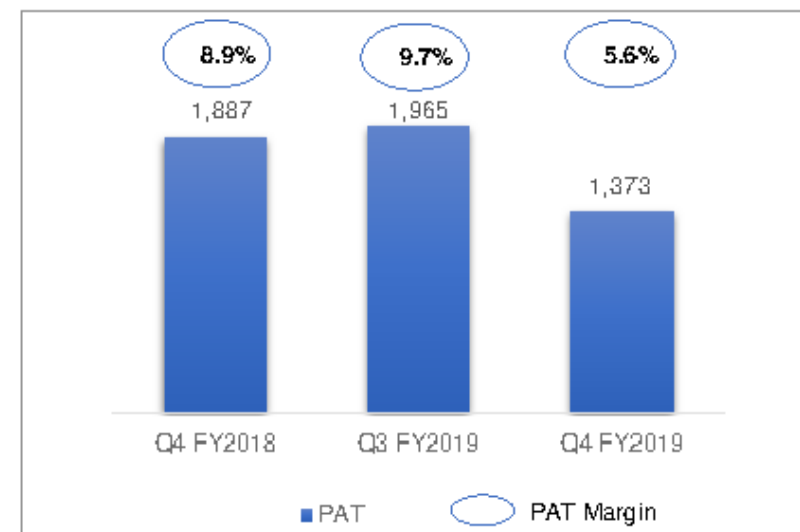
Revenue



EBITDA



PAT

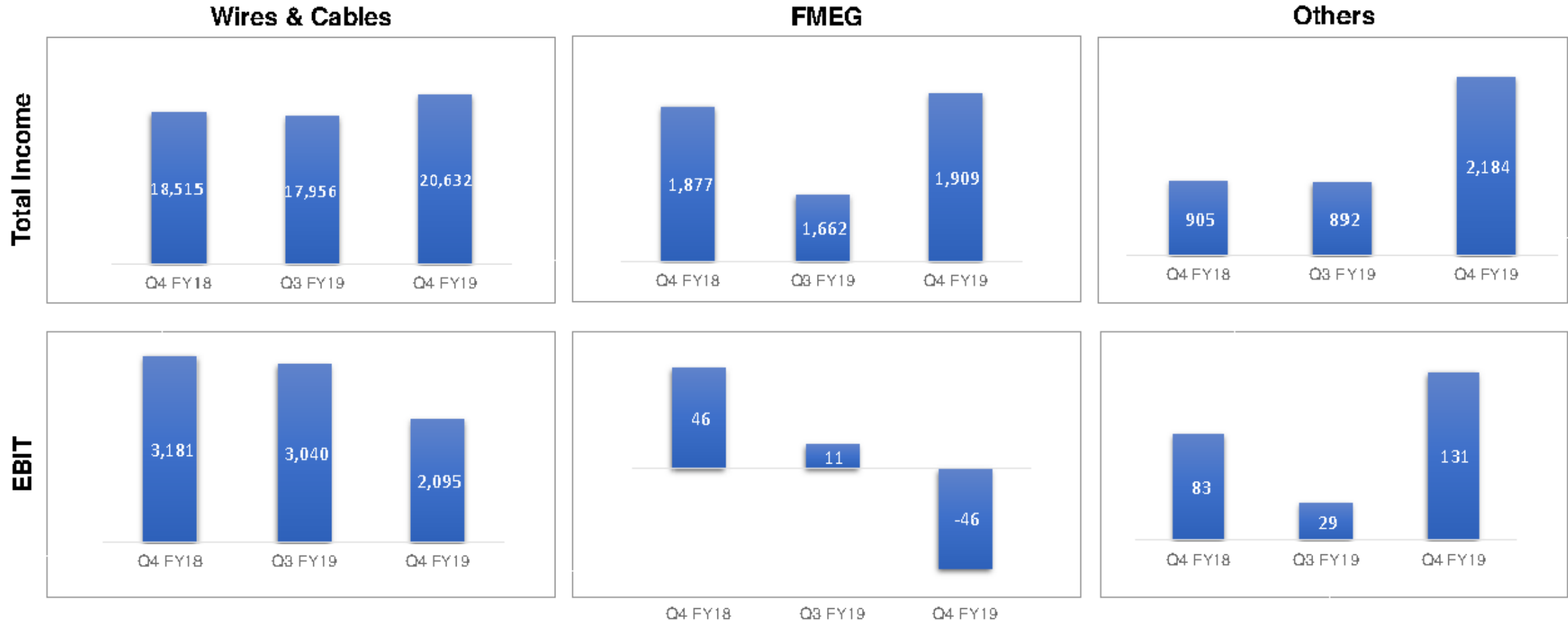


Revenue growth of 16% in Q4FY19 vs Q4FY18 driven by growth across all segments, specially wires & cables

All Figures in Rs. mn unless specified

Notes: (1) Numbers on consolidated basis (2) Revenue: Revenue from operations (3) EBITDA Margin: EBITDA divided by Revenue (4) PAT Margin: Profit for the year divided by Revenue

Q4 FY2019 segmental performance



All Figures in Rs. mn unless specified

Notes: (1) Numbers on consolidated basis (2) Numbers as per regulatory filings (3) Total income excludes finance income (4) FMEG – Fast Moving Electrical Goods (5) Others includes EPC and subsidiaries (6) EBIT (Earnings before Interest and Tax): includes other income and excludes finance income

Robust balance sheet enhancing shareholder value

ROE

17.5%

Up 227 bps y-o-y

ROCE

27.90%

Up 695 bps y-o-y

Capex

Rs. 2,793 mn

Up 55% y-o-y

Net Cash

Rs. 452 mn

Up from Rs. (7,897) mn

Debt/Equity

0.10x

Down from 0.34x in FY2018

Dividend

Rs. 3/share

Payout of c.10%

Notes: (1) ROCE (Return on Capital Employed): (Profit before tax plus finance cost) divided by closing value of (non-current borrowings plus current borrowings plus current maturities of non-current borrowings plus total equity including non-controlling interest)
 (2) ROE (Return on Equity): Profit for the year divided by closing value of equity including non-controlling interests (3) Debt / Equity: Total debt / equity including non-controlling interests (4) Payout: Amount of dividend paid / PAT

Financial statements



Consolidated Profit and Loss Statement

(Rs. mn)	Q4FY19	%	Q3FY19	%	Q4FY18	%	FY2019	%	FY2018	%
Revenue from Operation	24,448		20,280		21,102		79,560		69,150	
Less Excise Duty	-		-		-		-		1,446	
Net Revenue	24,448	100.0%	20,280	100.0%	21,102	100.0%	79,560	100.0%	67,703	100.0%
RM Consumed	19,017	77.8%	14,432	71.2%	15,399	73.0%	59,660	75.0%	52,053	76.9%
Contribution (A)	5,431	22.2%	5,848	28.8%	5,703	27.0%	19,900	25.0%	15,650	23.1%
Other Operating Income (B)	384	1.6%	271	1.3%	180	0.9%	910	1.1%	645	1.0%
Employee cost	644	2.6%	866	4.3%	688	3.3%	3,002	3.8%	2,593	3.8%
Other Operating Expenses	2,540	10.4%	1,777	8.8%	1,561	7.4%	7,666	9.6%	5,768	8.5%
Total Operating Expenses (C)	3,184	13.0%	2,642	13.0%	2,249	10.7%	10,668	13.4%	8,361	12.3%
EBITDA (A)+(B)-(C)	2,629	10.8%	3,476	17.1%	3,634	17.2%	10,141	12.7%	7,934	11.7%
Depreciation	343	1.4%	356	1.8%	338	1.6%	1414	1.8%	1330	2.0%
Finance Cost	262	1.1%	172	0.8%	388	1.8%	1167	1.5%	937	1.4%
PBT	2,024	8.3%	2,948	14.5%	2,908	13.8%	7,560	9.5%	5,668	8.4%
Income Tax	652	2.7%	983	4.8%	1020	4.8%	2558	3.2%	2082	3.1%
PAT	1,373	5.6%	1,965	9.7%	1,887	8.9%	5,003	6.3%	3,586	5.3%