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Ref: OK/BSE/2024-25/SPL

Dated: 01/07/2024

BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400001

**Sub: Investor Presentation**

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation for the quarter ended 30<sup>th</sup> June, 2024. Kindly take the same on your record.

Thank you.

For **OK Play India Limited**

**Meenu Goswami**  
**Company Secretary**

**OK PLAY INDIA LIMITED**

**Corporate Office:** 124, New Manglapuri, Mehrauli, New Delhi -110030 **Tel:** +91 11 4619000 **Fax:** +91 11 4619090  
**Registered Office & Works:** Plot No 17 & 18, Roz Ka Meo, Industrial Estate, Tehsil Nuh, District Mewat, Haryana-122103  
**Tel:** +91 124 2362335-36 **Fax:**+91 124 2362326 **CIN-L28219HR1988PLC030347**  
**Website:** www.okplay.in **Email:** info@okplay.in



**OK PLAY INDIA LTD**

**INVESTOR  
PRESENTATION**

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**JUNE 2024**



## Diversified Plastics Business





ANN-HUMMEL World  
Global Presence at more than 80 Locations

AIR FILTRATION



AUTOMOTIVE  
COMPONENTS



ELECTRIC VEHICLES



TOYS

# COMPANY OVERVIEW

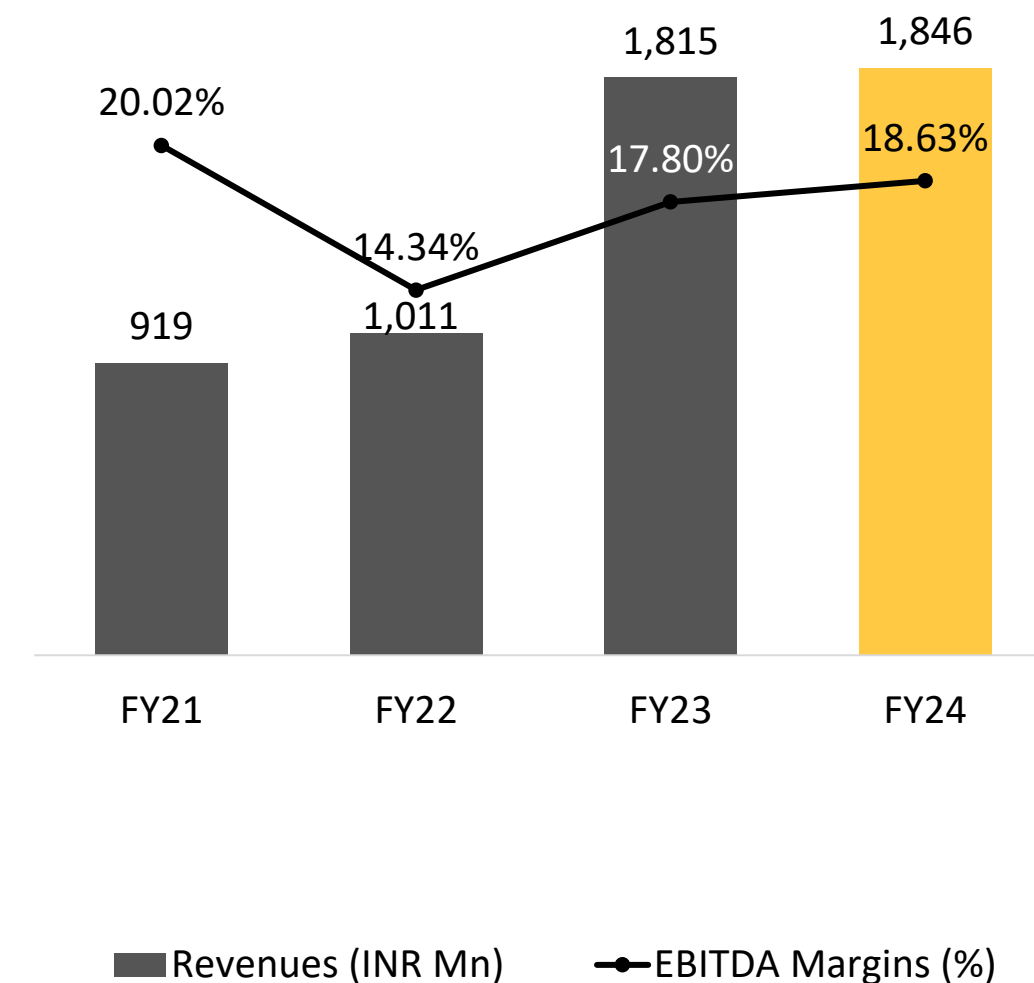




# COMPANY OVERVIEW

- Incorporated in 1988, OK Play India Limited is engaged in the manufacturing of plastic moulded products, having three primary business segments of Toys, Automotive components, and E-vehicles.
- The company has over three decades of experience in plastic products manufacturing.
- Its manufacturing plants are located in Haryana, Tamil Nadu and Rajasthan where advanced technologies such as Roto, Blow, and Injection moulding are used for production.
- The company has a wide range of 75+ SKUs under its Toys segment, where it caters to both retail and institutional clients.
- OK Play is a preferred supplier to top automotive manufacturers such as Ashok Leyland, Volvo, Eicher and Caterpillar.
- Committed to innovation and growth, OK Play ventured into the electric vehicle market in 2015 and has 12 variants of L3 Electric 3-wheelers.
- The engineering and design department are renowned for high proficiency, with a focus on innovation, quality, and sustainability.

Revenues (INR Mn) & EBITDA Margins (%)



# KEY MANAGEMENT PERSONNEL



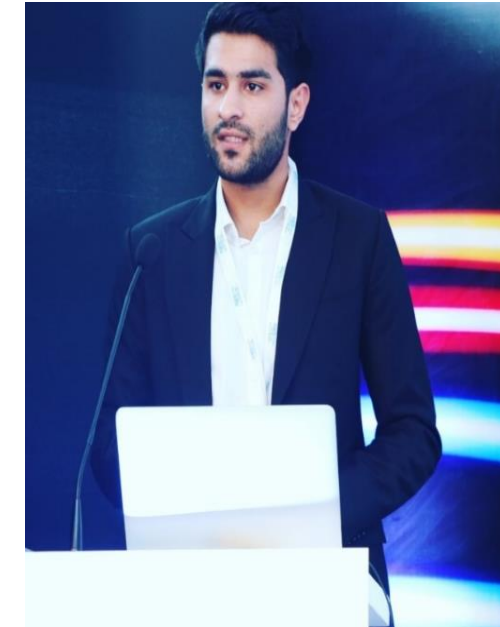
**Mr. Rajan Handa**  
*Managing Director*

- Engineering Graduate from Punjab University
- Promoter of the OK Play Group, manages overall affairs of the Company
- 30 years + experience



**Mr. Rishab Handa**  
*Executive Director & CFO*

- Engineering Graduate from State University, Pennsylvania
- Responsible for financial management, sales, marketing and brand management of all products being manufactured by OK Play
- 9 years + experience



**Mr. Raghav Handa**  
*Executive Director*

- Engineering Graduate from State University, Pennsylvania
- Responsible for New Product Development and managing overall operations of OK Play
- 9 years + experience



**Mr. Sudhir K Patro**  
*Executive Director*

- He is an automobile engineer with an MBA degree and has over 33 years of experience in the automotive components industry and business development

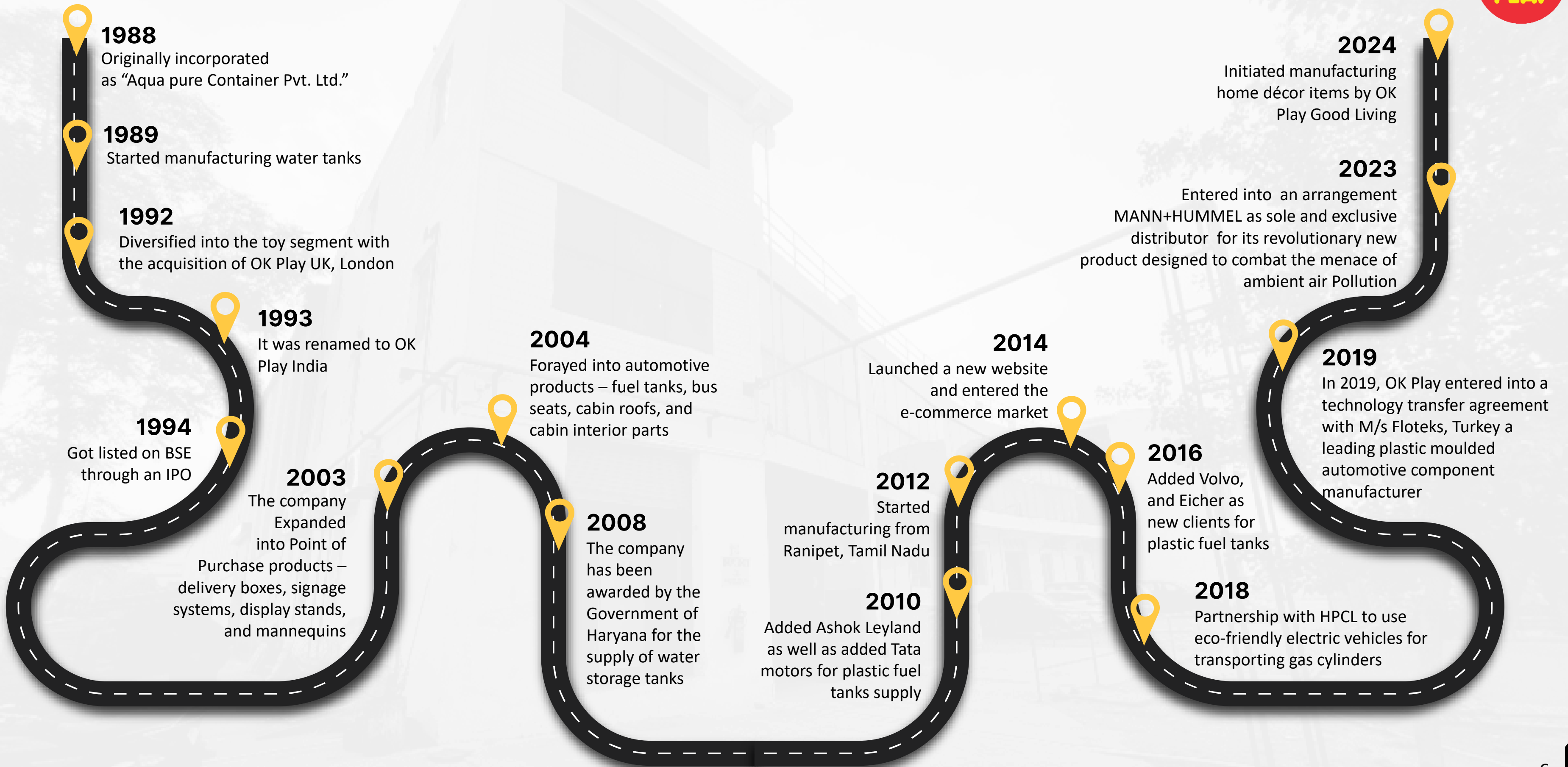


**Mr. Rakesh Bhat**  
*VP - Corporate Quality*

- He is a B.E. (Mechanical) graduate and a certified Six Sigma Black Belt. He has worked as a management representative for IATF 16949, EMS, and OHSAS and has over 24 years of experience working with reputed companies like Tata Motors



# OUR JOURNEY



# MANUFACTURING FACILITIES



**Years of operation :** 36 Years



**Headquarters location:** 124, New Manglapuri, Mehrauli, Delhi-110030



**Country of Origin :** India



**No Of Employees :** 500+



**Manufacturing Location Count:** 03

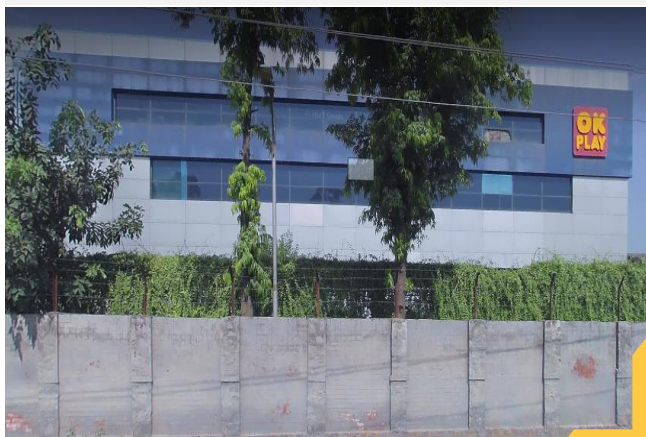
## MEHRAULI, NEW DELHI

- 124, New Manglapuri, Manglapuri Village Mehrauli, New Delhi, Delhi- 110030



## SOHNA, HARYANA

- Spread across 4 acres
- Built up area – 1,20,000 sq. ft.
- Utilization – ~60%
- Workforce – 200 per shift
- Ownership – Freehold/Leasehold



## RANIPET, TAMIL NADU (AUTO & TOYS)

- Spread across 11 acres
- Built up area – 40,000 sq. ft.
- Utilization – ~40%
- Workforce – 75 per shift
- Ownership – Freehold
- Surplus -- ~10.08 acres



## BHIWADI, RAJASTHAN (TOYS & AUTO)






- Spread across 1.5 acres
- Built up area – 42,386 sq. ft.
- Utilization – ~60%
- Workforce – 75 per shift
- Ownership – Leasehold





# INTEGRATED MANUFACTURING FACILITIES



	ROTO MOULDING	BLOW MOULDING	INJECTION MOULDING	VACUUM FORMING	OTHER CAPABILITIES
<b>NORTH SOHNA PLANT</b>	 <p><b>Number</b> : 5 machines <b>Capability</b> : upto 4300 mm diagonal length</p>	 <p><b>Number</b> : 11 machines <b>Capability</b> : upto 200 litre</p>	 <p><b>Number</b> : 2 machines <b>Capability</b> : upto 180 tons</p>	 <p><b>Number</b> : 1 machine <b>Capability</b> : upto 180 tons</p>	 <p>Tool Room, Extrusion, Pulverizing, PU Foaming, Ultrasonic Welding, Pad Printing, Powder Coating</p>
<b>NORTH BHIWADI PLANT</b>	<p><b>Number</b> : 3 machines <b>Capability</b> : upto 4300 mm diagonal length</p>	<p><b>Number</b> : 1 machines <b>Capability</b> : upto 200 litre</p>	<p><b>Number</b> : Nil <b>Capability</b> : Nil</p>	<p><b>Number</b> : Nil <b>Capability</b> : Nil</p>	<b>Tool Room</b>
<b>SOUTH RANIPET PLANT</b>	<p><b>Number</b> : 4 machines <b>Capability</b> : upto 4300 mm diagonal length</p>	<p><b>Number</b> : 1 machines <b>Capability</b> : upto 200 litre</p>	<p><b>Number</b> : Nil <b>Capability</b> : Nil</p>	<p><b>Number</b> : Nil <b>Capability</b> : Nil</p>	<b>Tool Room, Extrusion, Pulverizing</b>



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Global Presence at more than 80 Locations

AIR FILTRATION



AUTOMOTIVE  
COMPONENTS



TOYS



ELECTRIC VEHICLES

# BUSINESS OVERVIEW

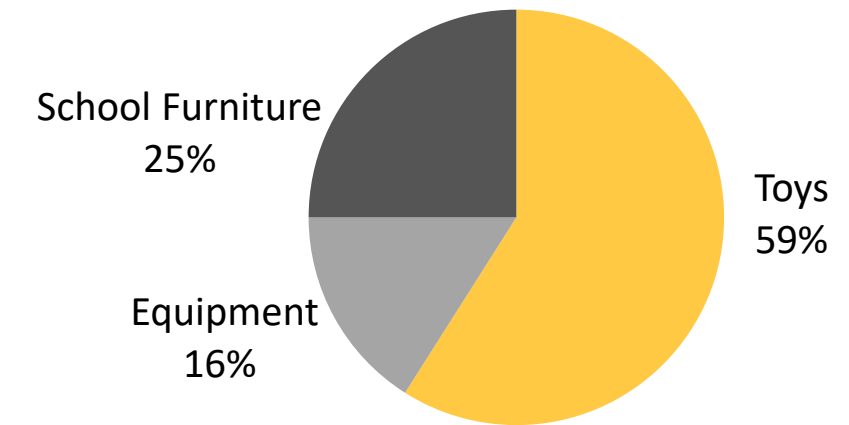




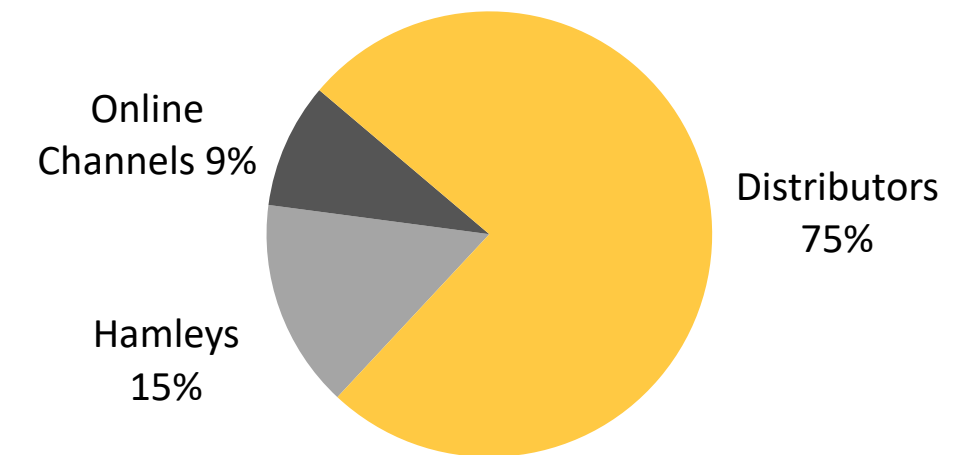
# TOYS

- OK Play India Ltd, established through the acquisition of OK Play UK, London, in 1992, is among the India's largest homegrown manufacturer of plastic rotational and blow-molded toys, school furniture, and outdoor play equipment.
- Utilizing Roto, Blow, and Injection Molding techniques, the company ensures high-quality production.
- In-house R&D facility supports design and development, including product design, prototype manufacturing, process design, and validation/testing. This comprehensive setup ensures meticulous attention to detail and enables smooth progression through our project's developmental phases.
- A stringent quality control process, encompassing material inspection, testing, feedback integration, compliance monitoring, and training, ensures manufacturing integrity and customer satisfaction.
- With a robust distribution network of over 150+ stores in India and abroad, and 100+ dealer networks and touchpoints, the company also plans to increase exports in the future.
- This distributor channel distribute products for sale in retail stores, online marketplaces, and international markets.
- Major companies including MGA Entertainment and Hamleys (Reliance Industries) have contract manufacturing provisions with the company.
- Institutional Sales is done to Podar, Bal Bharti, Euro Kids, Heritage School, Army Public School, Indian AirForce School, DPS, Navy Children School and Lotus Valley International School.
- Retail Customers includes Firstcry, Hamleys, Babyhug, Shooting Star, Toycra, Zoozi etc.
- Company also sells its products online through websites such as Amazon, Myntra, Flipkart, and Firstcry
- Offerring white labelling services to industry titans like Amazon, Firstcry, Kmart, and Little Likes.
- Exporting to reputed brands such as Zoozi, Hamleys, MGA Entertainment, Kmart, Little likes and Anko.
- Successfully launched 500+ Products; Onboarded 80,000+ schools as customers and 5000+ retail stores.

**FY24 Toys Revenue Mix (INR Mn)**



**Distribution Channel wise Revenue**



# MARQUEE CLIENTS





# PRODUCTS



## Toys

- OK Play makes colourful, non-toxic, extremely safe toys by instilling learning and other core values required for healthy childhood.
- OK Play has a wide range of toys for children of all age groups ranging from sports, games, active play, ride-ons and pre school.
- Price Ranges from INR 200 – INR 30,000



## Equipment

- Indoor Play Equipment series comprises of Fun-stations, Easels, Rockers, See-Saws, Slides, Swings, Ride-Ons and many more options
- Outdoor play equipment includes fun stations of various ranges.
- Price Ranges from INR 19,000 – INR 21,84,000



## School Furniture

- With options for both primary and secondary school settings, OK Play's school furniture meets European safety standards and is favored countrywide for quality and value.
- Furniture can be divided into two main categories i.e., furniture for primary schools & furniture for secondary schools
- Price Ranges from INR 700 - INR 24,000

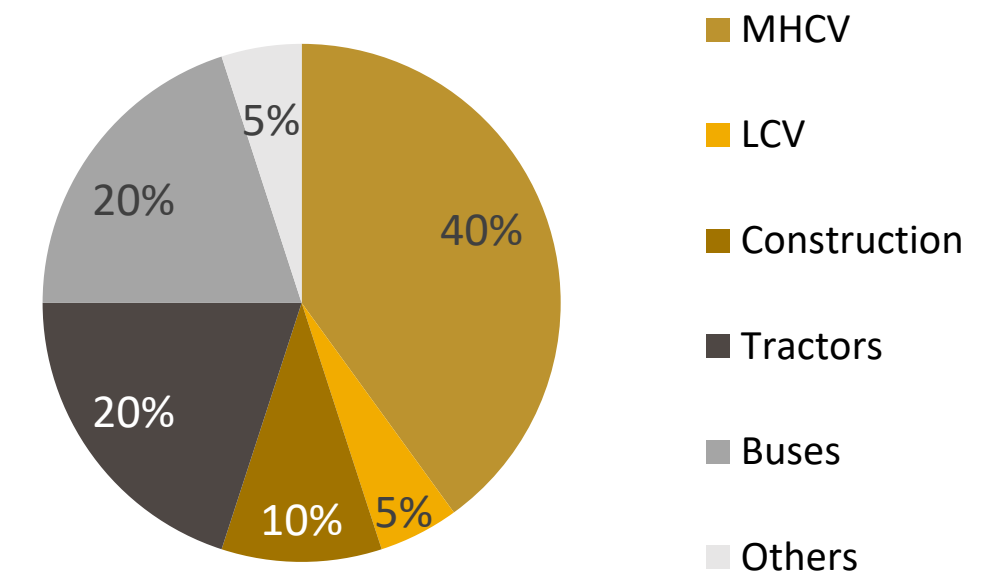




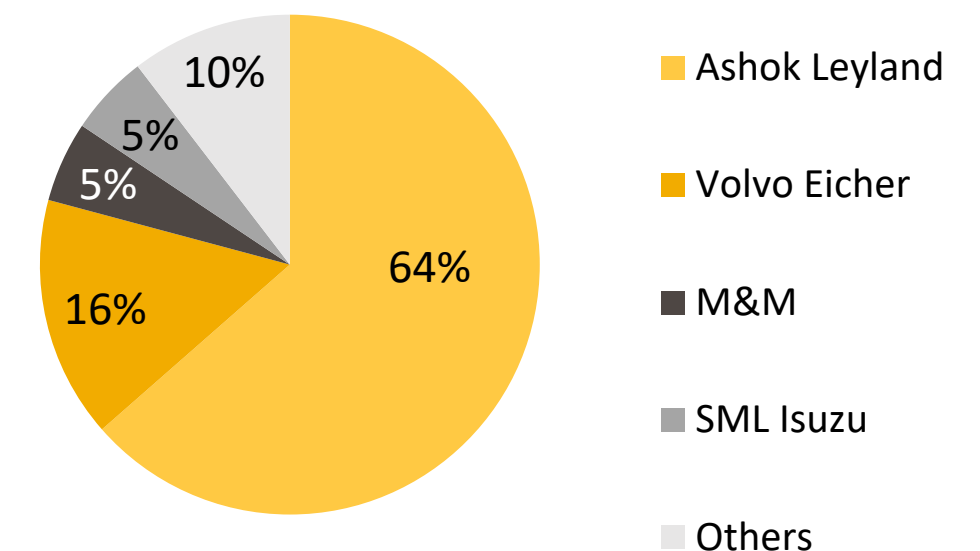
# AUTOMOTIVE COMPONENTS

- In 2004, OK Play expanded into automotive products, including fuel tanks, bus seats, cabin roofs, and interior parts.
- Now operating as OK Auto, it's the largest manufacturer of plastic fuel tanks, producing 250,000 annually.
- Specializing in plastic components for MHCVs, buses, tractors, and electric 3Ws, OK Auto provides end-to-end solutions from mold design to manufacturing.
- Serving as a Tier 1 supplier to 30 OEMs, it's a single-source supplier to companies like Ashok Leyland and CAT.
- Focused on weight reduction and improved fuel efficiency, OK Auto uses high-grade plastic materials.
- Having partnered with Floteks in 2019 to comply with BS VI standards and partnering with ATEK Group, which includes Solar Plastics LLC, a leader in roto molding fuel tanks technology.
- Achieving a high growth rate over the last five years with consistent EBITDA margins, a considerable portion of revenue comes from the non-auto sector.

**FY24 Revenue Breakup : Application Wise**



**FY24 Revenue Breakup : Client Wise**





# MARQUEE CLIENTS



# PORTFOLIO OVERVIEW



	<p>Fuel Tank, Urea Tank, Snorkel, Mudguard, Fender, Ducts (Air Intake)</p>				
	<p>Fuel Tank, Urea Tank, Bus Seat, Bus Interior Parts</p>				
	<p>Fuel Tank, Canopy, Roof Top, Heat Insulator Cover</p>				
	<p>Fuel Tank, Canopy, Roof Top, Heat Insulator Cover</p>				
	<p>Fuel Tank, Water Tank, Fender, Consoles, Hydraulic Tank, Expansion Tank, Canopy, Rooftop, Belt Guards, Skirting, Ring Bellow, Light Cover</p>				
	<p>Fuel Tank, Water Tank, Fender, Consoles, Hydraulic Tank, Expansion Tank, Canopy, Rooftop, Belt Guards, Skirting, Ring Bellow, Light Cover</p>				
	<p>Plastic Box, Cell Holder, Chassis, Dashboard, Mud Guard, Side Panel, Wheel Cap, Front Fascia, Driver &amp; Passenger Seat, Door &amp; Roof, Frame, Bumper</p>				
	<p>Fuel Tank For DG Sets, Fan Box, Cooling Tank For Windmills Ducts, Cabinet</p>				



# PRODUCTS



## EXISTING

## NEW LAUNCH



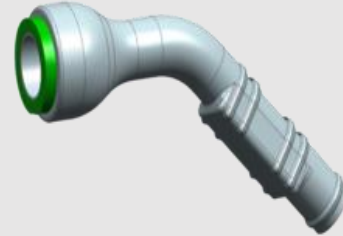
CANOPY /  
ROOF TOP



PLASTIC FUEL  
TANKS



CONTAINER BASED  
SANITATION



REAR PIPELINE



COMBINATION  
TANK



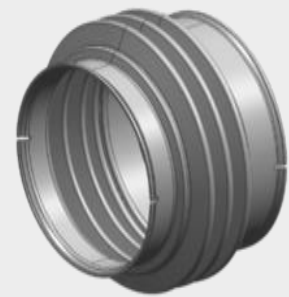
PLASTIC FUEL  
TANKS



CONVENTIONAL  
(Diesel + Urea tank)



BUS SEATS



DUCT (AIR INTAKE)



UREA TANK



FENDERS



COOLING TANK



PLASTIC FUEL  
TANKS



COMPTANK  
(single piece tank)

# ROBUST PORTFOLIO



## FUEL TANKS



## UREA / HYDRAULIC / WATER TANKS



## OTHER PRODUCTS



Application : Trucks, Buses, Tractors, Construction Equipment, Off Road Vehicles, Electric Vehicles, DG Sets, Water Treatment, etc.



# COLLABORATION WITH MANN + HUMMEL

MANN+  
HUMMEL



MANN+HUMMEL is a leading global company in filtration technology. Under its two business units - Transportation and Life Sciences & Environment, the Ludwigsburg-based Group (Germany) develops intelligent filtration and separation solutions that enable cleaner mobility, cleaner air, cleaner water, and cleaner industry.

Thus, the 1941 founded family-owned company makes an important contribution to a clean earth and the sustainable use of limited resources. In 2022, over 22,000 employees at more than 80 locations generated a turnover of EUR 4.8 billion.

## TEAMED UP FOR SWIFT LAUNCH IN INDIA

- Tested and certified for fine dust filtration
- German technology with local manufacturing capability
- Partnership with OKPLAY for swift market entry, installation & Service





# MANN + HUMMEL AND OK PLAY INDIA

## INTRODUCE REVOLUTIONARY TECHNOLOGY TO COMBAT THE MENACE OF AIR POLLUTION

OK Play India Limited and global filtration solutions company MANN+HUMMEL, in association with the Indo-German Chamber of Commerce hosted a symposium to create awareness on air-pollution causes, effects and solutions at Hotel Ashok, New Delhi on 15th February 2024. The gathering brought together several senior dignitaries, government functionaries, NGOs, industry and academia to deliberate on solutions that can aid in tackling the incessant issue of air pollution.

### OK PLAY INDIA AND MANN+HUMMEL INTRODUCED THREE PATH BREAKING PRODUCTS AT THE SYMPOSIUM, TARGETED AT TACKLING THE MENACE OF AIR POLLUTION AS UNDER

- **OurAir Mobile Air Purifiers:** Targets indoor air quality, reducing viruses, harmful gases, and allergens with >99.995% virus capture using HEPA H14 filters, including SARS-COV2 and influenza. Also tackles unpleasant odors and harmful gases, promoting a healthier environment and boosting productivity by reducing sick rates.
- **PureAir:** Boasts nano-fiber enhanced filter elements for superior filtration, achieving high clean air delivery rates (CADR) through innovative design. Ideal for vehicles and adaptable for public spaces like Metro stations and convention halls, offering a solution for enhanced air quality and reducing outdoor pollution.
- **Filter Cube:** Designed for outdoor use in pollution hotspots, such as traffic junctions and school yards, effectively reducing air pollutants. Equipped with sensors for monitoring air quality and weather data, with automated filter controls for energy efficiency.





# ELECTRIC VEHICLES

- OK Play ventured into the EV Space in 2015 and is well-positioned with an indigenous lineup of electric vehicles
- Company operated through 5 contract manufacturing Plants (2017-2019), has commenced partnership with Hero Motor Company as a contract manufacturer starting Jan 2024.
- Providing comprehensive solutions in the electric mobility sector, addressing the Passenger, Cargo, and Multi-Utility Vehicle segments, while targeting diverse markets such as B2B, B2C, and B2G
- 12 variants of Electric 3-wheelers launched in L3 category and 4 variants in L5 category.
- Currently selling vehicles in Rajasthan, Delhi NCR, Madhya Pradesh, Bihar, Maharashtra, Haryana, Punjab & Uttar Pradesh via dealer networks
- Modes of Selling include B2C (Dealer network), B2B (Logistics companies), Fleet operations (Franchisee model)
- In-house software development for fleet/driver management, manufacturing & after-sales service, telematics & IoT, as well as the main vehicle controller - including having customizable parameters that help generate superior vehicle performance
- In March 2022, Company has transferred its entire EV business to RIRA (100% subsidiary of OKPI)
- RIRA had entered into an agreement for contract manufacturing with HMC E valley, a Hero Motors group company
- Entered into an agreement with Hindustan Petroleum Corporation Limited (HPCL)

## MARQUEE CUSTOMERS

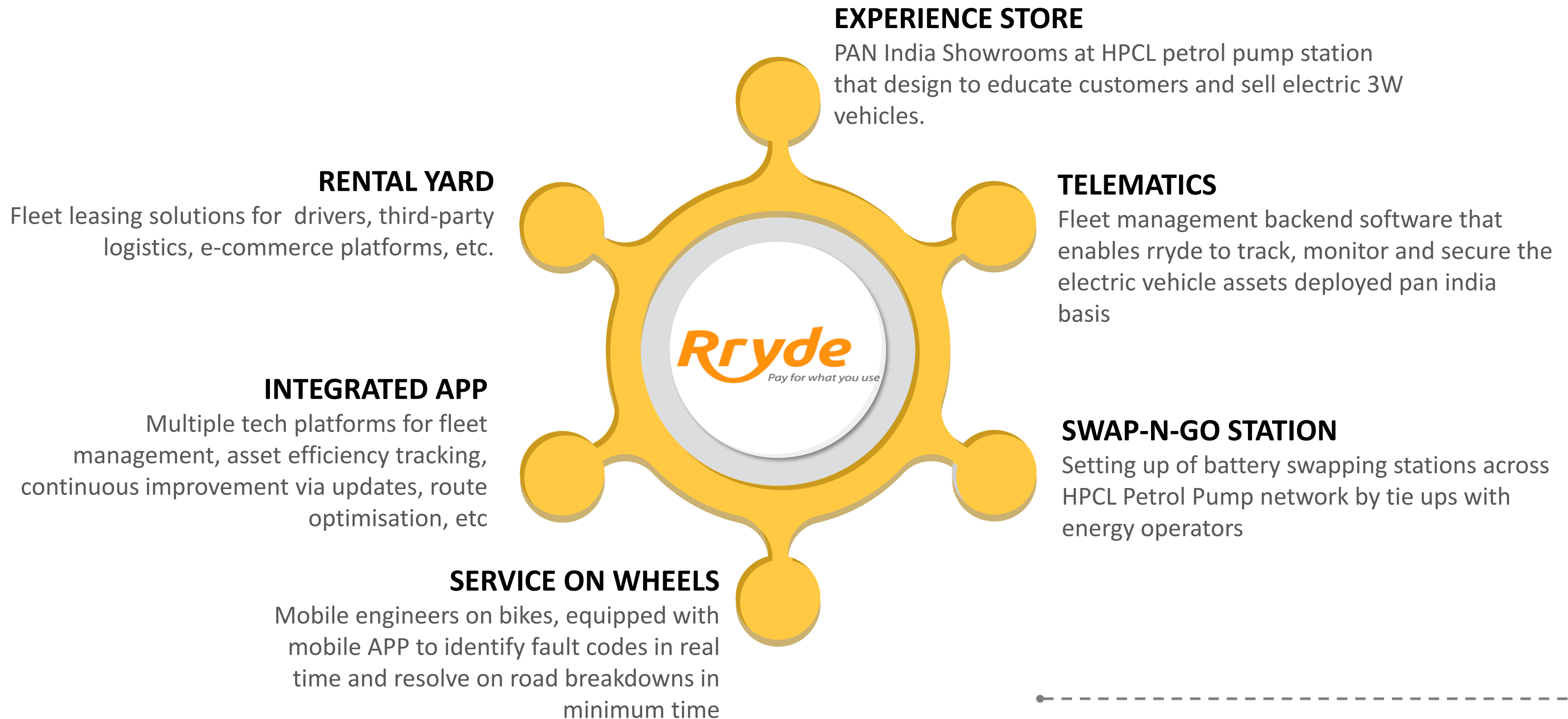


# RENTAL DIVISION

**B2C RENTAL BUSINESS :** Offers electric passenger and cargo vehicles on a rental basis via a franchise base model.

**B2B RENTAL BUSINESS :** Commercially viable electric fleet for E commerce, HPCL and hyper local businesses via a franchise base model

**SERVICES :**





# PRODUCTS



E RICK L3 – 25/35  
KMPH



E LDR DX L3 (500 KG) – 25/35  
KMH



E LDR DX L3 (300 KG) – 25/35  
KMPH



L5 E-AUTO



E GVC L3 – 25/35 KMPH



E MUV L3 – 25/35 KMPH



E RICK DX L3 – 25/35 KMPH



L5 E-LOADER



# RELATIONSHIP WITH HPCL

## OK PLAY HAS ENTERED INTO A RELATIONSHIPSHIP WITH HINDUSTAN PETROLEUM (HPCL) WITH THE FOLLOWING SCOPE

- OK Play will use HPCL Petrol Pumps to set up battery swapping stations as well as experience showrooms in partnerships with Energy Operators, providing the traffic to the system.
- HPCL in effect has invested in (5% stake) an allied entity owned by the same promoters.
- In Phase 1, OK Play will deploy 1,000 vehicles to regional distributors in Delhi-NCR for delivering LPG Cylinders.
- The company's new E-Loader has the highest load bearing capacity in the segment, allowing up to 40 cylinders (1200kg payload) be delivered seamlessly while supported by back-end fleet management software and telematics.

### CURRENT DELIVERY SYSTEM



### SMART ECO-FRIENDLY DELIVERY EV





# TECHNOLOGY INTEGRATION



Customized  
Analytics



Range  
Prediction



Geo Fencing



Fault Codes



Vehicle  
Efficiency



Vehicle  
Immobilization



Vehicle  
History Tracking



Driver Renting  
History

## FEATURES OF TECHNOLOGICAL INTEGRATION

- Fleet & Driver Management Software
- Reprogrammable & Customizable Motor Controller
- Modifying and achieving High Performance as well as desired results
- Speedometer & Motor Controller for different payloads and variants

## SERVICES

Extensive Contract Manufacturing and After-Sale Service Management application developed to enabled by Barcode to Trace:

- Spare Parts Management
- Spare Parts Reordering
- Warranty Claim Management
- Live Tracking of Spares Delivery
- History of Service repairs of all vehicles
- Many other additional features

ANN-HUMMEL World  
Global Presence at more than 50 Locations

AIR FILTRATION



AUTOMOTIVE  
COMPONENTS



TOYS



ELECTRIC VEHICLES

# STRATEGIC OVERVIEW





# KEY DIFFERENTIATORS



## Exceptional Capabilities



- Expertise across the value chain right from conceptualizing to product assembly
- In-house commercial tool room with competency to produce very large plastic components

## Global Partnerships



- International tie ups with global majors for innovative products, patented technology
- Competitive edge and ability to provide better solutions to customers

## Bottomline Focused Approach



- Focussing towards high margin orders vis-à-vis high volume business
- Working with clients / orders which ensure certain minimum profitability

## Illustrious Clientele



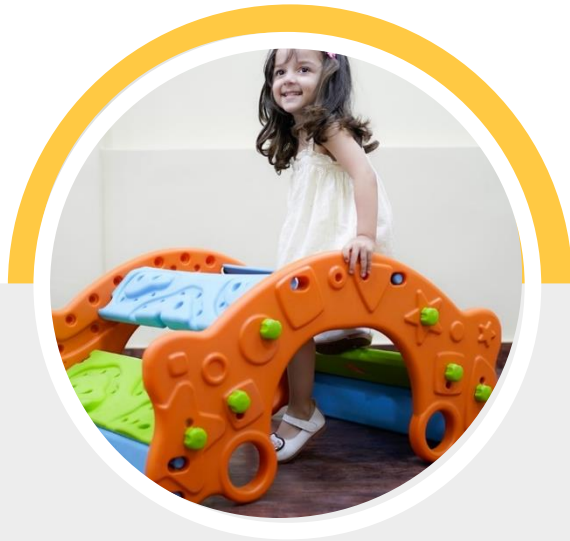
- Fortune 500 companies and global brands are the clients for years
- This is a testimony to the company's product quality, delivery, stringent manufacturing process, audit etc.

## Experienced & Empowered Team



- Professionally led by a dynamic & independent management team with reporting to the BOARD
- Highly skilled and experienced workforce of ~500 including design engineers to machine operators

# FUTURE GROWTH STRATEGY



## TOYS

- Existing Partnerships with Hamleys, MGAE, Amazon etc offering INR 3000mn opportunity in next 2-3 years
- Increase exports due to China+1 strategy deployed by various countries
- Expand capacities to meet demand from organic growth, envisaged capex INR 1000mn



## AUTOMOTIVE COMPONENTS

- OK Auto in collaboration with Flotek Turkey has successfully developed and commercialized the production of “COMPTANK”
- Adopted multi pronged strategy – augment product offering, onboard new CV clients, expand non auto segment and increase share of exports
- OK Auto in association with Mann + Hummel has developed plastic components for PureAir – a dust particle filter roof box for the Singapore & European market
- Diversify into blow molded fuel tank for passenger vehicles
- Diversify Industry segments to non-automotive plastic components like industrials.



## E-VEHICLES

- Expanding dealer network presence in North India (Punjab , Uttar Pradesh, Haryana ,Delhi & Jammu & Kashmir)
- Tapping Pan India market instead of regional market presence and upgrading technology in the panel and Battery segment
- Expanding R&D division - specializing in vehicle controllers & motors, speedometers & BMS
- HMC E - Valley a Hero motors group company added as contract manufacture in early 2024



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Global Presence at more than 80 Locations

AIR FILTRATION



AUTOMOTIVE  
COMPONENTS

ELECTRIC VEHICLES



TOYS

# INDUSTRY OVERVIEW





# TOY INDUSTRY OVERVIEW

## Industry Outlook

- From a staggering USD 325 Billion, the global toy market is on track to skyrocket to a whopping USD 440 Billion by 2030, Boasting a thrilling 4.3% annual growth rate
- The Toy Industry in India is INR 15,000 – INR 18,000 crore market wherein the organized market is around INR 3,000 crore – INR 4,000 crore

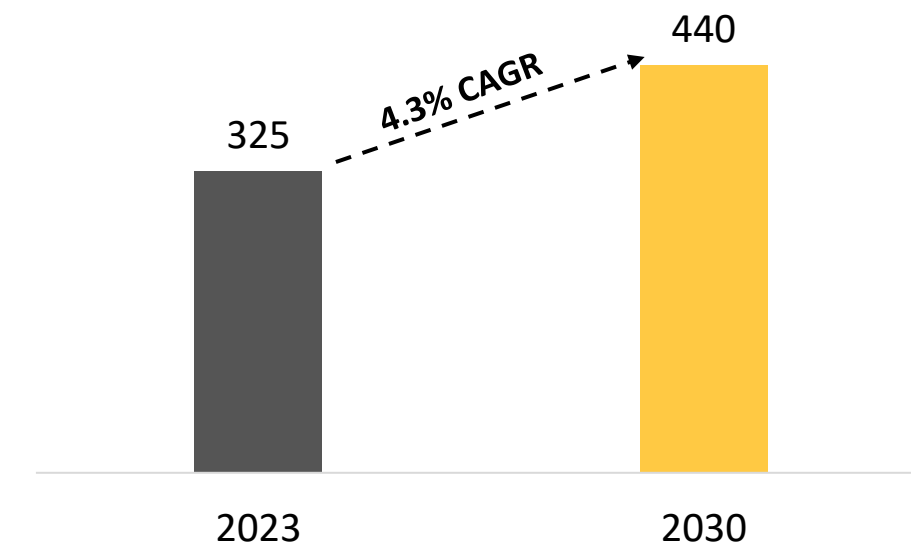
## Growth Drivers

- Shifting preference from conventional toys towards modern and hi-tech electronic toys
- Rising awareness among individuals about the benefits of toys in improving the cognitive capabilities of children
- Indian toy industry is growing at CAGR of 12% between 2022-2028
- Share of the organized market is rising with the entry of world-class toy manufacturers and will have an upward bias toward growth
- Exports from India have risen 42% from 2019 to 2023; meanwhile, Imports have fallen 57% during the same period and import duties rose from 20% to 60%
- Indian Imports from China have declined by 40% over the same period, with 70% of imports coming from China in FY19 to 55% share in FY23
- USA and UK contribute 37% and 13% respectively in India's export of Toys

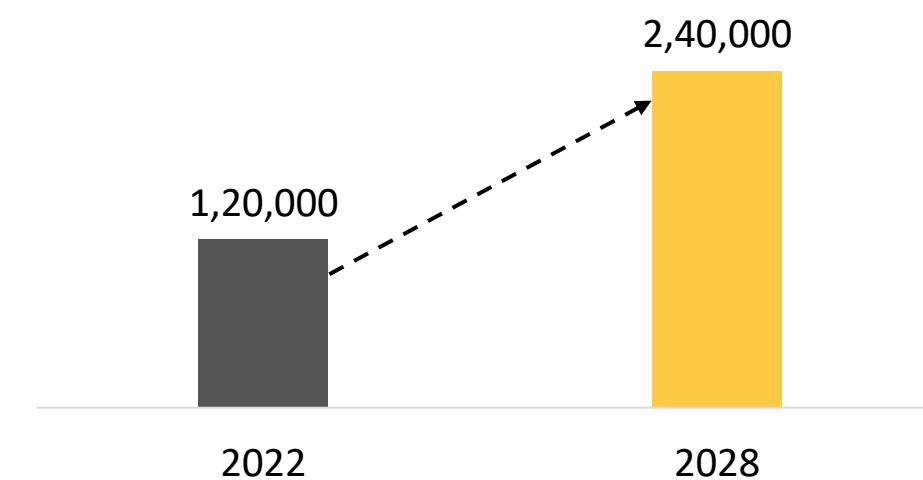
## Government Initiatives

- BIS norms in the toys sector to stop Chinese imports from coming into India provide a huge opportunity for the company, both domestically as well as internationally
- The PLI scheme in the toys sector will also give a huge boost to the company to further strengthen its domestic as well as international market
- Concluded Free Trade Agreements with UAE and Middle East, providing zero-duty market access opportunities for India-made toys

**Global Toy Market (USD BILLIONS)**



**Indian Toys Market (USD MILLIONS)**





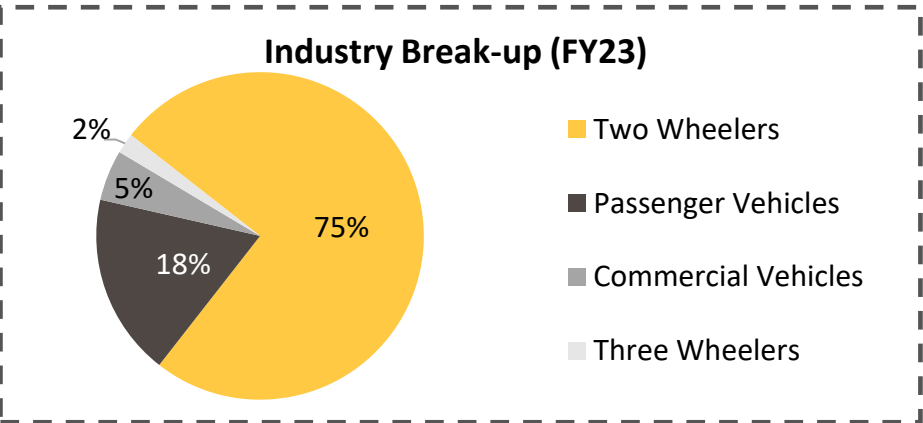
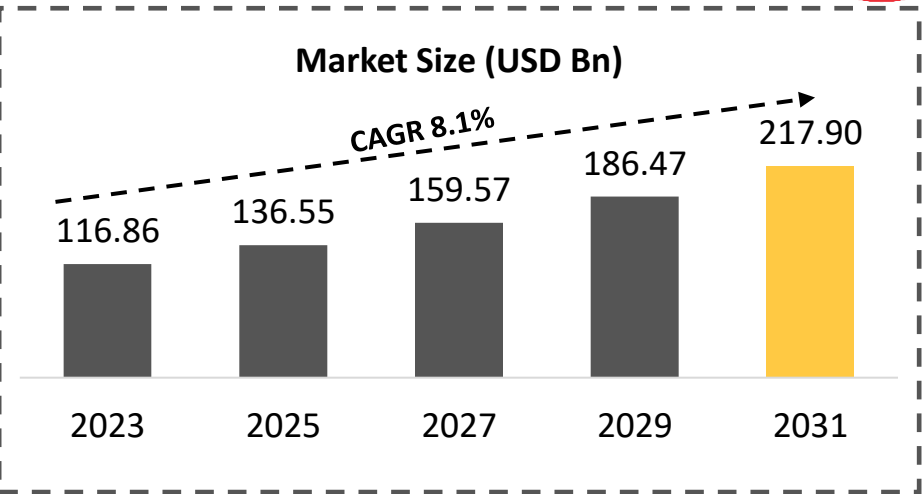
# AUTOMOTIVE INDUSTRY OVERVIEW

### Industry Outlook

- India is the world’s 3rd largest Automobile market and the industry accounts for 7.1% of India's total GDP
- Export of total number of automobiles in FY’23 was recorded at 47,61,487 out of which two wheelers accounted for about 77% of the total exports
- Automobile Sector resulted in 5.35% of the total FDI inflow
- Electric vehicles (EVs) market in India is likely to increase at a CAGR of 36% until 2026

### Government Initiatives

- 100% FDI is allowed under the automatic route for the auto components sector
- National Mission for Electric Mobility 2020
- NATRIP
- The Automotive Mission Plan (AMP) 2016 – 2026 targets a four-fold growth in the automobile sector in India which include manufacturers of automobiles, auto components and tractors over the next 10 years.



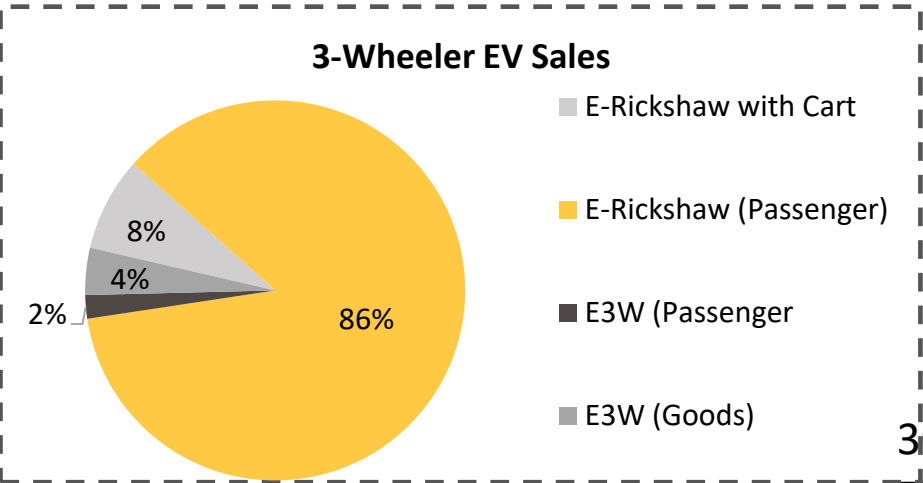
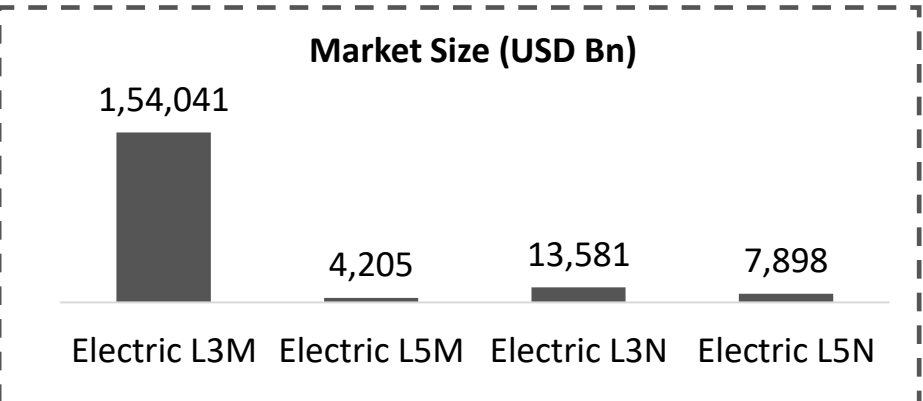
# ELECTRIC VEHICLE INDUSTRY OVERVIEW

### Market Dynamics & Preferences

- **E-commerce/Logistics Growth:** The rise of e-commerce and logistics industries has funneled a rise in demand for cheap, sustainable, efficient last-mile delivery services - boosting the adoption of electric 3Ws as preferred mobility solutions.
- **Urbanization:** Compact sizes and easy maneuverability make electric 3Ws an ideal choice in navigating increasingly congested environments.

### Government Initiatives

- **Financial Incentives:** Schemes like FAME/state-level subsidies significantly reduce the purchasing costs, making them more accessible to buyers.
- **Manufacturing Boost:** PLI schemes incentivize domestic manufacturing of electric vehicles and their components, leading to a more sustainable and self-sufficient EV ecosystem.





our business and our responsibility

WANN+HUMMEL Worldwide  
Global Presence at more than 80 Locations

1988 1992 1993 1994 2000 2014 2018

PURE AIR FILTRATION



TOYS



AUTOMOTIVE COMPONENTS

ELECTRIC VEHICLES

# FINANCIAL OVERVIEW





# CONSOLIDATED INCOME STATEMENT



PARTICULARS (INR MN)	FY21	FY22	FY23	FY24
<b>Revenue from Operations</b>	<b>919</b>	<b>1,011</b>	<b>1,815</b>	<b>1,846</b>
Total Expenses	737	866	1,492	1,502
<b>EBITDA</b>	<b>184</b>	<b>145</b>	<b>323</b>	<b>344</b>
<b>EBITDA Margins (%)</b>	<b>20.02%</b>	<b>14.34%</b>	<b>17.80%</b>	<b>18.63%</b>
Depreciation and amortization expenses	105	130	122	133
Finance costs	171	132	172	149
Other Income	4	12	2	4
<b>Profit before exceptional item</b>	<b>(88)</b>	<b>(105)</b>	<b>31</b>	<b>66</b>
Exceptional item	(2)	(1)	(2)	(18)
<b>PBT</b>	<b>(90)</b>	<b>(106)</b>	<b>29</b>	<b>48</b>
Deferred Tax*	(21)	(29)	48	32
Other Tax	11	-	1	5
Tax	(10)	(29)	(49)	37
<b>PAT</b>	<b>(80)</b>	<b>(77)</b>	<b>(20)</b>	<b>11</b>
<b>PAT Margins (%)</b>	<b>(8.71%)</b>	<b>(7.62%)</b>	<b>(1.10%)</b>	<b>0.60%</b>
Other Comprehensive Income	1	0	(5)	4
<b>Total Comprehensive Income</b>	<b>(79)</b>	<b>(77)</b>	<b>(25)</b>	<b>15</b>
Diluted EPS (INR)	(4.11)	(4.00)	(1.31)	0.04

\* Due to high deferred tax in FY23 and FY24, Net profits were substantially impacted in these respective years

# CONSOLIDATED BALANCE SHEET

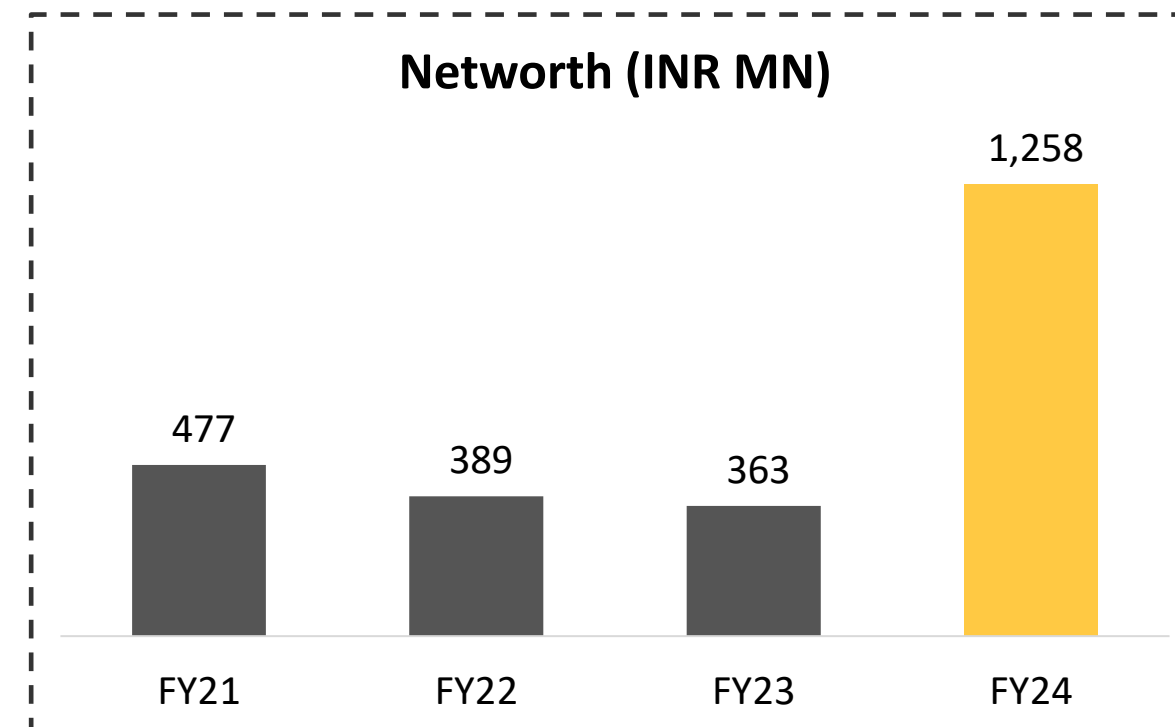
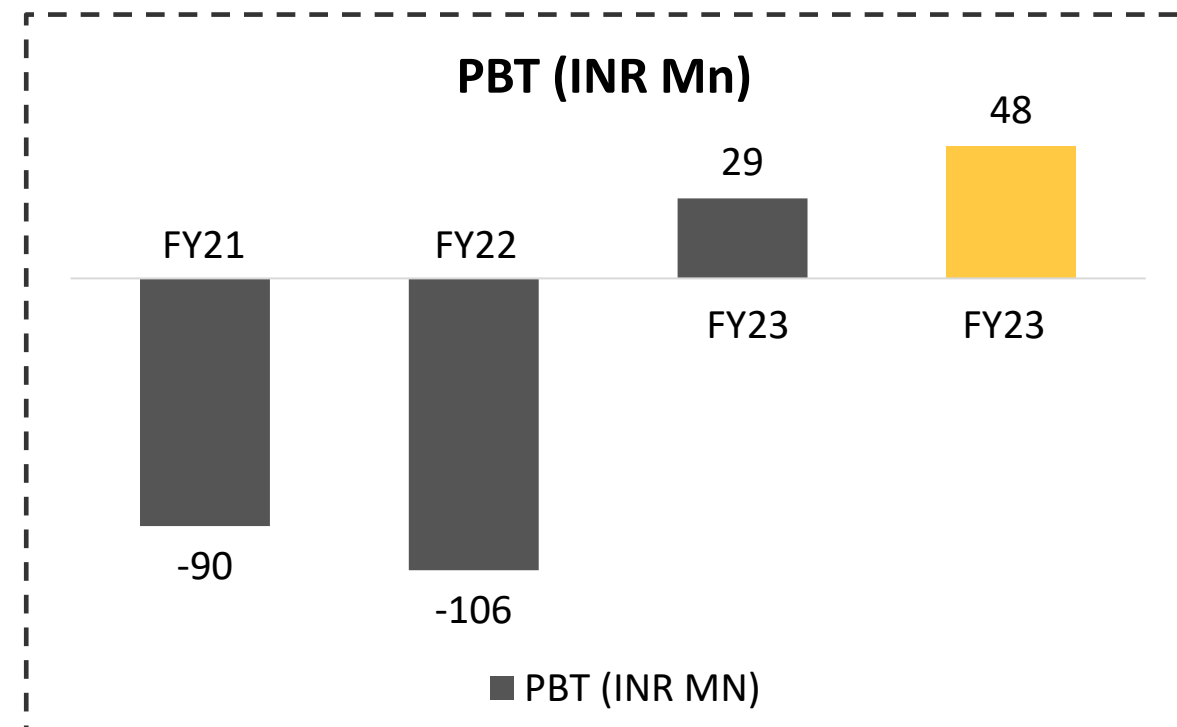
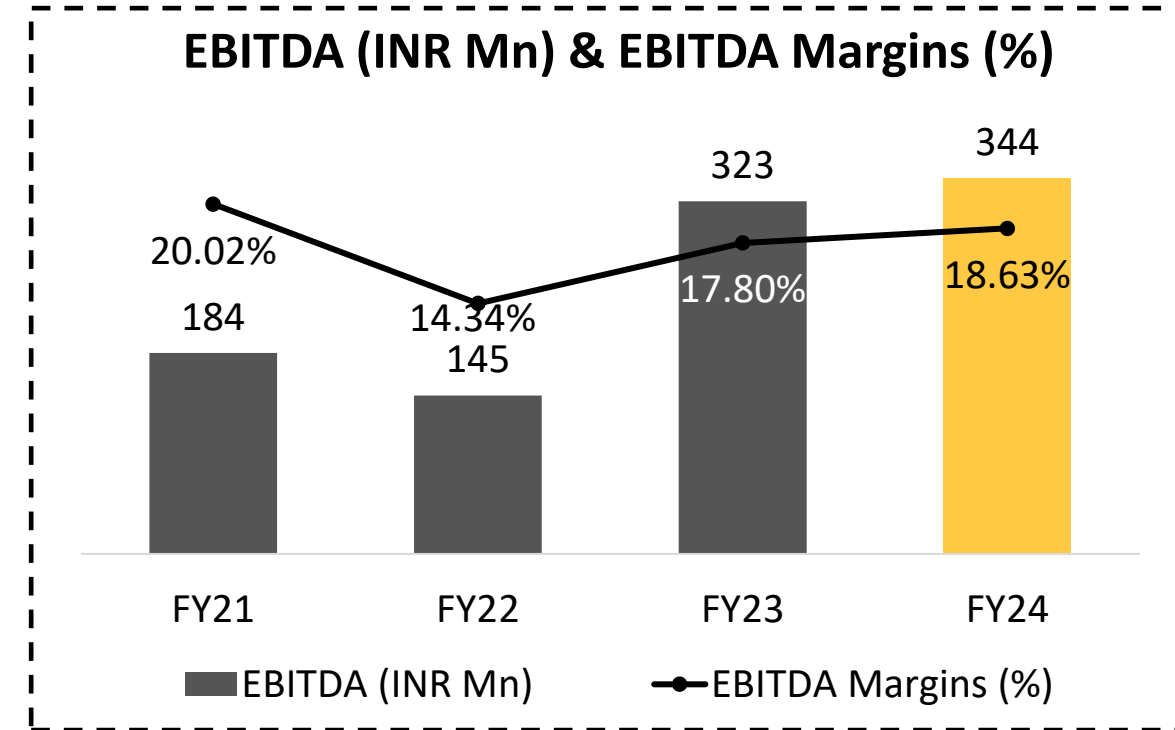
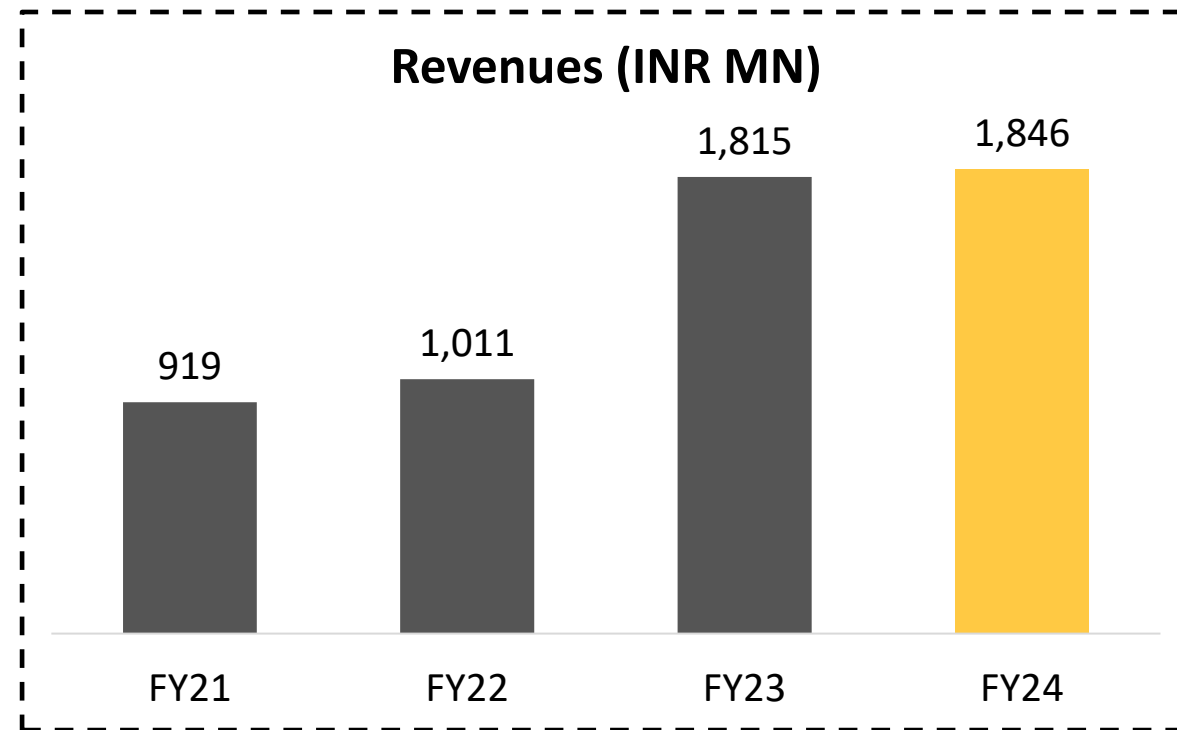


PARTICULARS (INR MN)	FY22	FY23	FY24
<b>TOTAL EQUITY</b>	<b>389</b>	<b>363</b>	<b>1258</b>
a) Equity Share Capital	192	192	290
b) Other Equity	196	171	840
c) Money received against share warrants	-	-	128
<b>Total Non Current liabilities</b>	<b>583</b>	<b>741</b>	<b>502</b>
Financial Liabilities			
a) Long Term Borrowings	571	720	502
b) Provisions	12	21	19
c) Lease Liability	-	-	31
<b>Total Current liabilities</b>	<b>1399</b>	<b>1287</b>	<b>1,120</b>
a) Financial Liabilities			
(i) Short Term Borrowings	409	344	323
(ii) Trade payables	213	250	192
(iii) Other Financial Liabilities	-	-	10
(b) Other current liabilities	770	689	587
(c) Provisions	7	4	8
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>2371</b>	<b>2391</b>	<b>2880</b>

PARTICULARS (INR MN)	FY22	FY23	FY24
<b>Total Non - Current Assets :</b>	<b>1330</b>	<b>1241</b>	<b>1390</b>
a) Property, Plant and Equipment	764	774	943
b) Capital Work - in - Progress	5	5	5
c) Other Intangible Assets	466	413	384
d) Financial Assets			
(i) Loans	11	12	16
(ii) Other Financial Assets	2	2	3
e) Deferred Tax Assets (net)	82	34	2
<b>Total Current Assets</b>	<b>1041</b>	<b>1150</b>	<b>1490</b>
a) Inventories	670	756	798
b) Financial assets			
(i) Trade receivables	127	161	256
(ii) Cash and cash equivalents	17	12	22
(iii) Other Financial Assets	1	4	6
c) Other Current Assets	226	217	409
<b>GRAND TOTAL – ASSETS</b>	<b>2371</b>	<b>2391</b>	<b>2880</b>



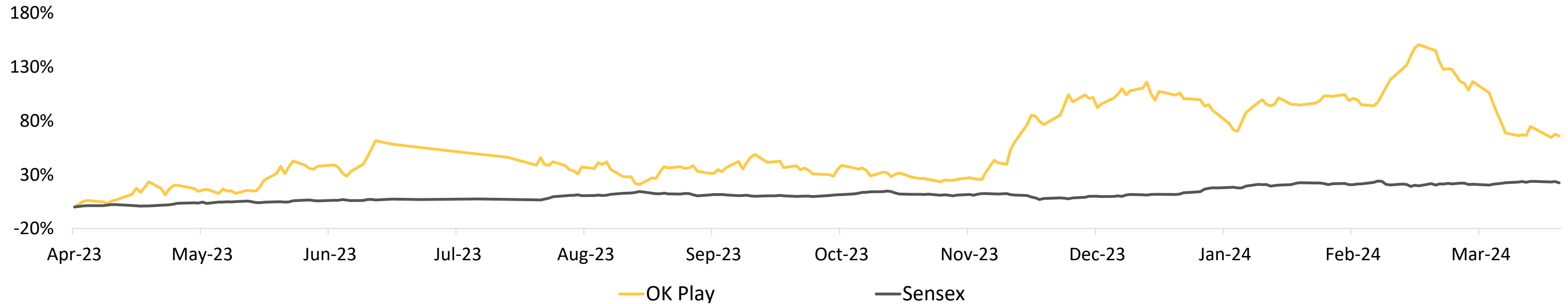
# FINANCIAL GRAPHS



# CAPITAL MARKET DATA



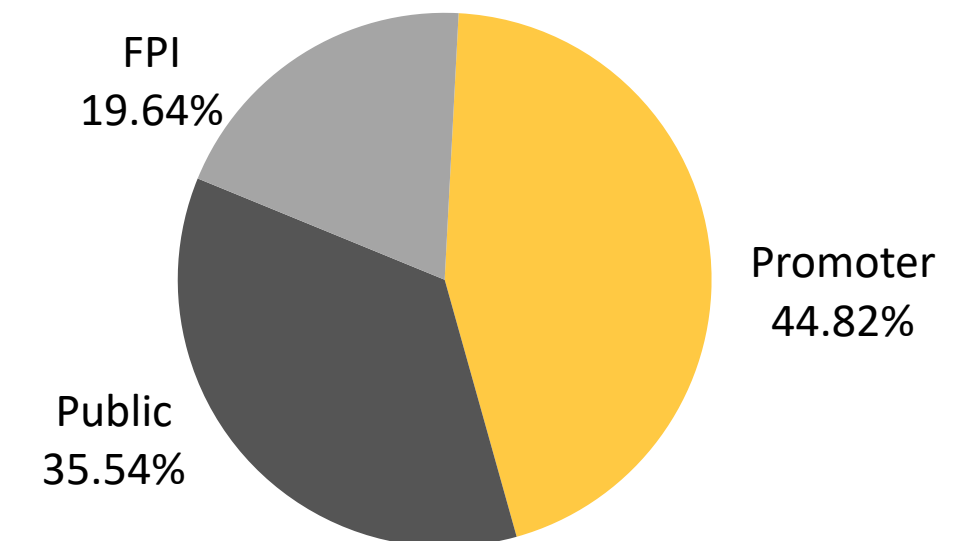
Stock Performance (Up To 31<sup>ST</sup> March, 2024)



Market Data (as on 31<sup>ST</sup> March, 2024)

Face Value	1.00
CMP	14.00
52 Week H/L	21.5/ 13.25
Market Capitalization (Mn)	4,063.94
Shares O/S (Mn)	290.28

Shareholding Pattern (As On 31<sup>ST</sup> March, 2024)





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