

## Indag Rubber Limited

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ISO14001:2015

ISO9001: 2015

May 23, 2024

**BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001

CB 00

(Company code-1321) (Scrip code-509162)

#### Sub.: Investor Presentation – Q4 FY24.

Dear Sir,

Enclosed please find the Investor Presentation of Q4 FY24, for the information of the investors and public at large.

Thanking you.

Yours faithfully,

For Indag Rubber Limited

Sonal Garg Company Secretary & Compliance Officer







## **INDAG RUBBER LIMITED**

The only alternate to new tyres

Investor Presentation May 2024



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### Mr. Vijay Shrinivas CEO & Whole Time Director, Indag Rubber Ltd.

### Commenting on the Result, Mr. Vijay Shrinivas, CEO, Indag Rubber Limited said,

"FY24 proved to be a year of resilience for the company. While Q4 saw a temporary 4% dip in revenue compared to the previous year due to commodity price fluctuations, the full fiscal year (FY24) ended strong with a total revenue of Rs. 261 crores, reflecting a 4% YoY growth. This positive momentum extended to profitability. EBITDA grew by a significant 26% YoY to Rs. 28 crores, with margins reaching 10.6%, a 190-bps improvement. Furthermore, PAT surged by an impressive 27% YoY to Rs. 17 crores, driven by a combination of volume growth in both tread rubber and allied products business.

Over the last year, our strategy is focused on solidifying our position in the tyre retreading industry through a multifaceted approach. We prioritized our product leadership position in the market and implemented proactive marketing initiatives. This included strengthening relationships with established retreaders and forging new partnerships directly with fleet owners. These efforts deliver tangible benefits to fleet owners, like reduced tyre costs and optimized cost per kilometer. As a result, we captured a larger market share and increased wallet share with existing customers.

The growth of the retreading industry is fueled by several factors: the demand for sustainable and cost-effective tyre options, the expansion of the logistics industry, improved road infrastructure, increasing radialisation, higher capacity trucks, and regulations against overloading. Additionally, policy changes such as on account of demonetization and the implementation of GST are formalizing the industry. This shift towards formalization presents significant opportunities for growth, leading to the adoption of advanced technologies that will further enhance the quality and appeal of branded retreaded tyres.

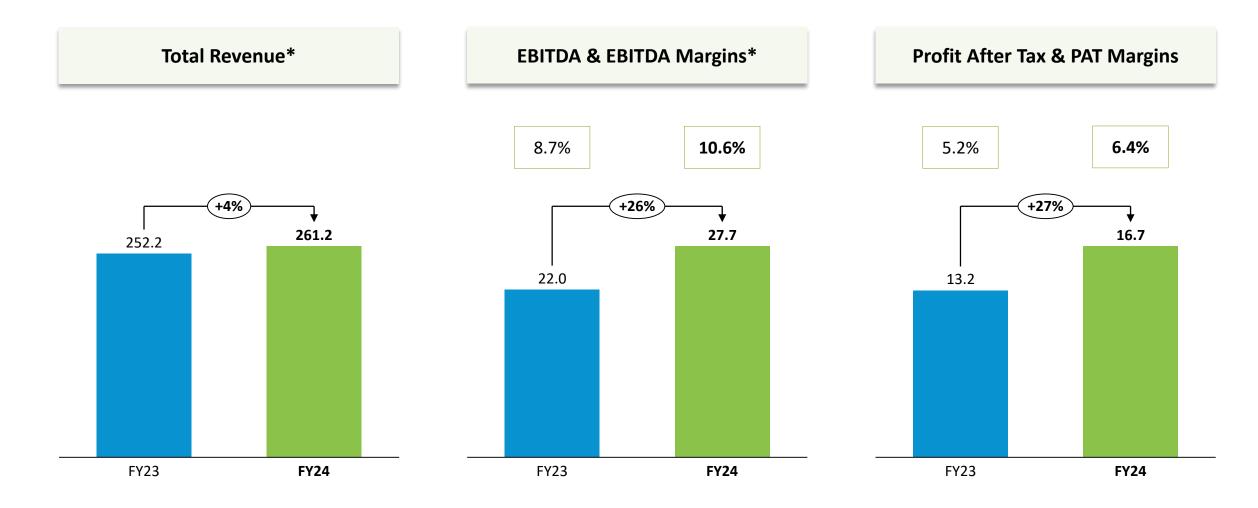
The inclusion of retreading under the Extended Producer Responsibility Scheme further underscores the industry's growing recognition as a provider of sustainable reuse solutions. This recognition will be instrumental in propelling the industry's continued growth and positive impact.

In addition to the growth opportunities that prevail in the industry, there are certain challenges also involved with respect to the below average natural rubber production during the peak season and shut down of plants producing butyl i.e. a raw material for synthetic rubber, disrupting the supply change. We are closely monitoring the situation and taking proactive steps to manage the same.

With the growing opportunities that the industry is providing us, we are strategically positioned to leverage our strength of being India's sole comprehensive retreading ecosystem provider with unmatched value proposition. We leverage our extensive network of over 3,000 retreaders by actively aligning our marketing outreach with industry growth needs. We consistently provide our network with process optimization consultancy and training programs, ensuring their continued success.

Deriving benefits from this vast network, in FY25 we look forward to growth across multiple avenues, including the expansion of our retreader network, increased open market sales, a larger share of progressive & financially viable state road transport corporation business, and strategic entry into promising export markets."

## **FY24** Financial Highlights





Particulars (Rs. In Crs.)	FY24	FY23	Y-o-Y
Revenue from Operations	251.2	243.9	3%
Other Income	10.0	8.4	
Total Revenue (incl. Other Income)	261.2	252.2	4%
Total Raw Material	169.4	174.1	
Gross Profit	91.9	78.1	18%
Gross Profit %	35.2%	31.0%	420 bps
Employee Expenses	24.8	22.1	
Other Expenses	39.3	34.0	
EBITDA	27.7	22.0	26%
EBITDA %	10.6%	8.7%	190 bps
Depreciation	5.3	4.5	
EBIT	22.5	17.6	28%
EBIT (%)	8.6%	7.0%	
Finance Cost	0.6	0.3	
Profit before Tax	21.8	17.2	
Тах	5.1	4.0	
Profit after Tax	16.7	13.2	27%
PAT %	6.4%	5.2%	120 bps
EPS	6.38	5.04	

# **Q4 & FY24 Balance Sheet**

Liabilities (Rs. In Crs.)	Mar-24	Mar-23
Equity		
Share Capital	5.3	5.3
Other Equity	221.6	206.6
Total Equity	226.8	211.8
Non Current Liabilities		
Financial Liabilities		
Lease Liabilities	5.5	5.9
Provisions	0.9	0.9
Deferred Tax Liabilities (Net)	3.3	3.0
Total Non Current Liabilities	9.7	9.9
Current Liabilities		
Financial Liabilities		
Lease Liabilities	0.4	0.4
Trade Payables	19.7	22.8
Other Financial Liabilities	3.3	3.4
Provisions	0.1	0.2
Other Current Liabilities	2.7	2.7
Total Current Liabilities	26.3	29.4
Total Equity and Liabilities	262.8	251.1

Assets (Rs. In Crs.)	Mar-24	Mar-23
Non Current assets		
Property, Plant and Equipments	28.0	24.4
Capital Work-In-Progress	0.2	0.4
Investment Property	19.9	21.0
Right of Use Assets	5.5	6.3
Other Intangible Assets	0.5	0.1
Financial Assets		
Investments	110.4	95.7
Loans	0.0	0.0
Other Financial Assets	0.5	1.3
Income Tax Assets (net)	0.7	0.3
Other Non-Current Assets	0.4	1.4
Total Non Current Assets	166.2	150.8
Current Assets		
Inventories	39.5	42.2
Financial Assets		
Investments	16.5	17.0
Trade Receivables	25.7	29.3
Cash and Cash Equivalents	2.9	1.7
Other Bank Balances	1.6	0.6
Loans	0.2	0.2
Other Financial Assets	2.8	1.8
Other Current Assets	7.4	7.5
Total Current Assets	96.6	100.3
Total Assets	262.8	251.1



Particulars (Rs. In Crs.)	Mar-24	Mar-23
Net Profit Before Tax	21.8	17.2
Adjustments for: Non Cash / Other Items	1.1	1.8
Operating profit before working capital changes	23.0	19.0
Changes in working capital	2.6	-6.6
Cash generated from operations	25.6	12.5
Direct taxes paid	-5.7	-2.8
Net Cash from Operating Activities	19.9	9.7
Net Cash from Investing Activities	-11.4	-1.8
Net Cash from Financing Activities	-7.4	-6.8
Net Decrease in cash and cash equivalents	1.2	1.0
Add: Cash & Cash equivalents at the beginning of the period	1.7	0.7
Cash & Cash equivalents at the end of the period	2.9	1.7





## THE ONLY ALTERNATE TO NEW TYRES ...

INDAG is dedicated to helping fleet owners reduce their expenses on buying new tyres providing lower tyre CPKM (Cost-per-Km) and curtailing carbon footprints making them a sustainable and green fleet

## Premium Retreading Solution Since 1978



One Stop Solution for Retreading



Experience in Excellence

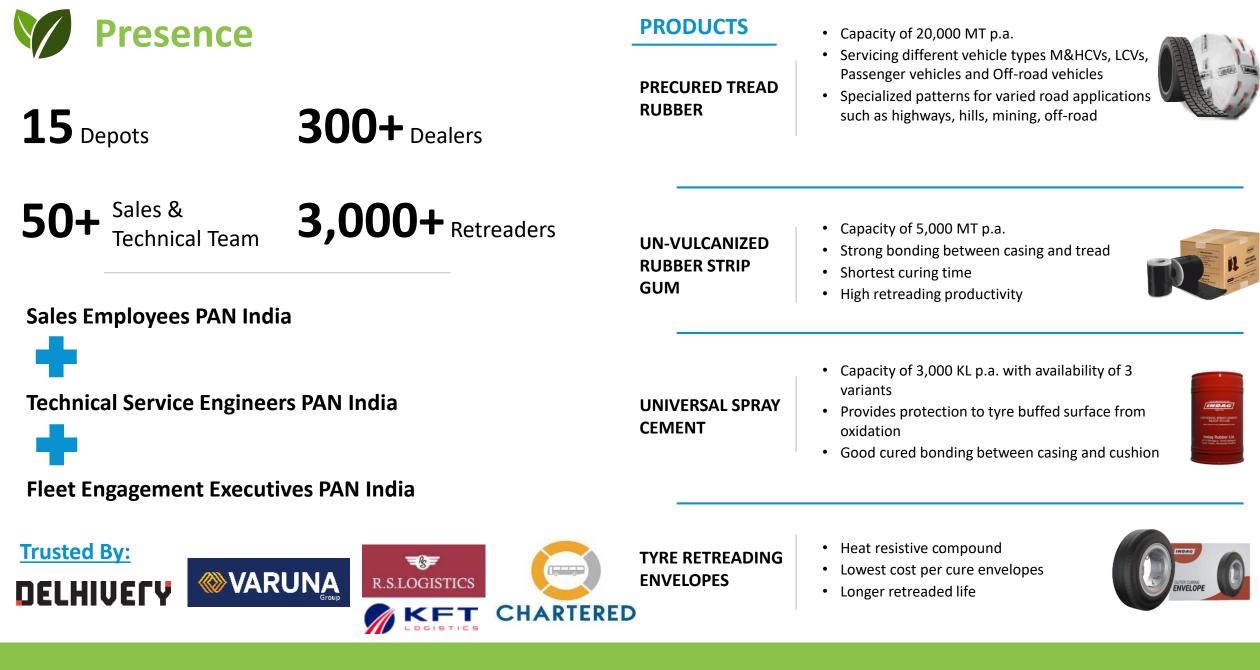


Cutting Edge Technology



Highly Certified Products AN EXCELLENT HISTORY OF PROVIDING BEST-IN-CLASS RETREADING MATERIALS AND SOLUTIONS

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1978 : Incorporated as JV between Khemka Group & M/S Bandag Inc, (USA)

**1979 :** Set up plant at Bhiwadi (Rajasthan)

**1984 :** Listed on BSE

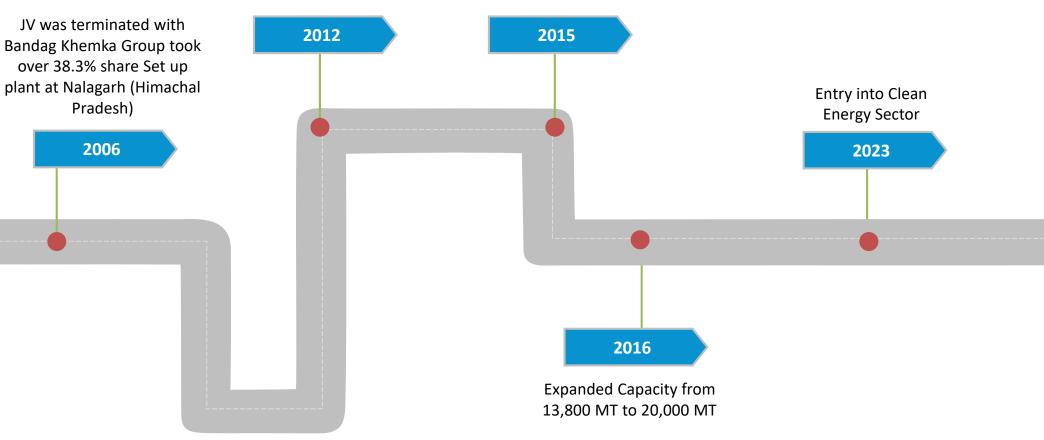
1978 - 84

Pradesh)

2006

Increased capacity at Nalagarh plant from 6,000 MT to 13,800 MT Foray into Foreign market with launch of "Zoma" Brand

Included as one of the best 'Under 1 Bn' company by Forbes Asia Certificate of Excellence from Inc 500 in 2012 & 2013



## State of the Art Manufacturing Facility

## State of the art manufacturing unit Located at Nalagarh Industrial Estate in Himachal Pradesh

Advanced Technology in terms of machinery and equipment + State of the art Research and Development Center













### Mr. Nand Khemka Chairman & Managing Director

M.S. in Foreign Trade & MBA in Production Management from Columbia University, New York, U.S.A.

Over 50 years of experience in promoting and running successfully various organizations

### Mr. Uday Khemka Director

Over 30 years of Investment Banking & Entrepreneurial experience in Emerging markets

Vice-Chairman of the SUN Group of companies

Educated at Eton College, he received his undergraduate and Master's degrees at Cambridge University and received an MBA with distinction from Harvard Business School (Baker Scholar)



### **Mr. Shiv Khemka**

Director

Vice-Chairman of SUN Group, founded in the early 90's

Educated at Eton College, Brown University, and the Lauder program at The Wharton School, University of Pennsylvania

### Mr. Vijay Shrinivas CEO & Whole Time Director

With the company since 2018. He was last working with Arvind Ltd. as Chief Sales & Marketing Officer. Prior to that, he was with DuPont, Shell and Larsen & Toubro in various operating and leadership roles

MBA in International Business from Indian Institute of Foreign Trade, New Delhi ,with 25 years of experience





Mr. Nikhil Khanna

Non-Executive Director (Independent)



Mr. Raj Kumar Agrawal

Non-Executive Director (Independent)



Ms. Ranjana Agarwal

Non-Executive Director (Independent)



Mr. Anil Bhardwaj G.M.(Accounts) & CFO



## Mr. Sushil Kumar Dalmia

Non-Executive Director (Independent)



Ms. Sonal Garg Company Secretary

## **Voice of Customers**

#### R. R. LOGISTICS Jaipur, Raiasthan

#### INDAG ZZYL TREAD PATTERN TO **RUN 1.4 LAKH KMs**

<sup>66</sup> We are a prominent fleet with 80 vehicles primarily running on Ambala - Mumbai & Ambala-Hyderabad route. We had retreaded 88 tyres in the last 6 Months with Indag Tread (ZZYL & ZZE2 Patterns). We are using Retreaded Tyre fixed on Dummy Axle of Size: 10.00R20. We anticipate a mileage of 1.4 Lakh KM at 80% Wear, which is 32% better than competitor. I would strongly advocate the use of Indag Tread to my fellow transporters as well. 99

Application: Truck

#### **NEW JAISHANKAR TRANSPORT COMPANY** Jaipur, Rajasthan

B LOGISTICS

#### **INDAG ZZA1 PROVIDES 14% MORE** MILEAGE ON STEER AXLE

We are a prominent fleet of 600+ vehicles, plying on the Janagar- Uttarakhand and Nimbahera-Gujarat route. We are highly satisfied with ZZY3, ZM857 and ZZA1 Patterns, providing 14% better Mileage on Steering Axle than competition. Timely recommendations by Indag Team helped us in achieving better performance. We strongly advocate the use of Indag Treads to our fellow transporters as well. 99 Application: Multi-axle Truck Trailer

### VEERBHADRA SWAMY TOURS & TRAVELS

Hyderabad, Telangana

#### INDAG ZZYL TREAD PATTERN **RUNS 90.000 KMs**

<sup>66</sup> For last 11 Months I have been using Indag Tread Rubber for my fleet of 80 Buses. The retreaded tyres are giving around 89,500 Mileage, which is 24% better than competitor. I am satisfied with the service of Indag Rubber Limited. 99 Application: Bus

#### BHAGWATI AIR EXPRESS PVT. LTD. New Delhi

#### INDAG ZZYL TREAD PATTERN RUNS 1.6 LAKH KMs

We, M/S Bhagwati Transport have a fleet of 90 Trucks plying PAN -India, mostly in medium to long haulage catering to the e-commerce industry. We used Indag's retreaded tyres on Dummy Axle of size: 295/80R22.5 and achieved to Lakh Km Mileage at 85% Wear. After getting 100+ tyres retreaded through Indag's franchisee Harvana Cold Retreads, we are pleased to confirm that Indag's Retreads performed almost 85% of New Tyre Mileage.99 Application: Truck

#### JYOTI TRANSPORT SERVICE Mumbai, Maharastra

#### INDAG TREADS PERFORM **EXCEPTIONALLY WELL ON BOTH KACHA AND PAKKA ROADS**

<sup>66</sup> Our vehicles operate across India in mixed road conditions (20 % bad and 80 % good) running 61500kms per month. We face a problem of cutting and chipping in tyres leading to low mileage. Indag's offerings exceeded our expectations and provided an excellent performance of up to 85% of New Tyre Mileage.99 Application: Truck + Trailer

### MANTHAN TRANSPORT

Namakkal, Tamil Nadu

### 95.000 KM's A NEW NORMAL FOR ZLD

<sup>66</sup> We have been using Indag retreaded tyres from Retreader Nethra Tyres. We are using Apollo-Endurance LD as New Tyre & since getting superior mileage, we suggested Same Pattern like New Tyre to our retreader. We used ZLD 220 and received a very good mileage of 95,000 kms."

Application: Truck



MATHAN TRANSPORTS

### PERFORMANCE OF 4219 ULTIMA ENVELOPE

66 We are very much with performance of 4219 Ultima. We used this Envelope from August 2022. We have cured 150 tyres as on average in every month & this Envelope cured around 500 tyres. We are very much satisfied with INDAG 4219 Ultima Envelope.

We would urge everyone to try 4219 Ultima Envelope of INDAG once. 99

### INDAG CONSULTANCY SERVICES

<sup>66</sup> I would like to appreciate the INDAG Consultancy Services received from your Company recently, 7 Chambers, Buffers and builders are repaired properly. We are satisfied and move. 99

### HELPED GET PRODUCTION BACK ON TRACK

<sup>16</sup> We are very satisfied with the work done by INDAG Service Engineer Mr Manohar Lal. He inspected & repaired the chamber in a very short period of time, which helped us get the production up & running.99

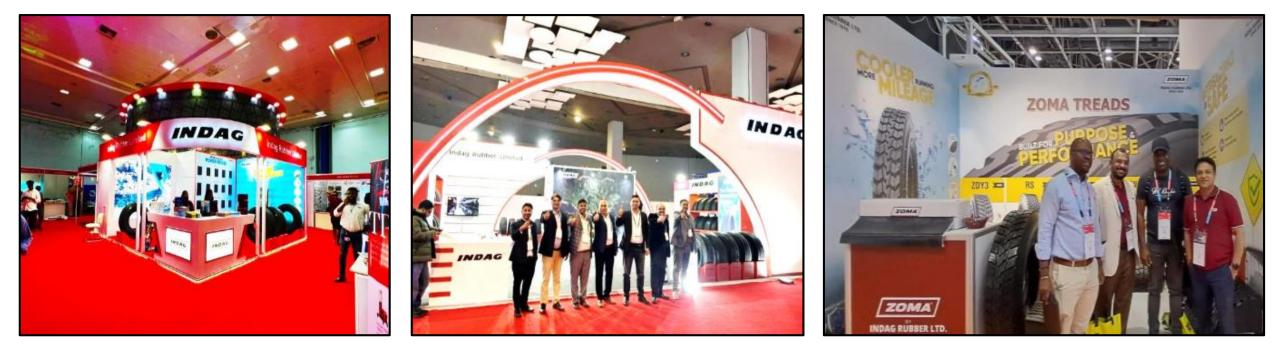
### EXPERT & KNOWLEDGABLE SUPPORT ENGINEER PROVIDED BY INDAG

<sup>66</sup> We had issues with the Rasper & Chamber in our plant, which was rectified by Service Engineer Mr Mohammed Haris who was very genuine & had great knowledge about all machinery. This issue was long pending and required expertise to be rectified. We appreciate INDAG & Mr Haris, 99



## **Building Brand Awareness – INDAG at Major EXPOs**

Indag has been actively showcasing its product range and offerings on the domestic and global stage, having participated in 3 major exhibitions in the last year



Chennai Truck & Trailer Tyre Expo

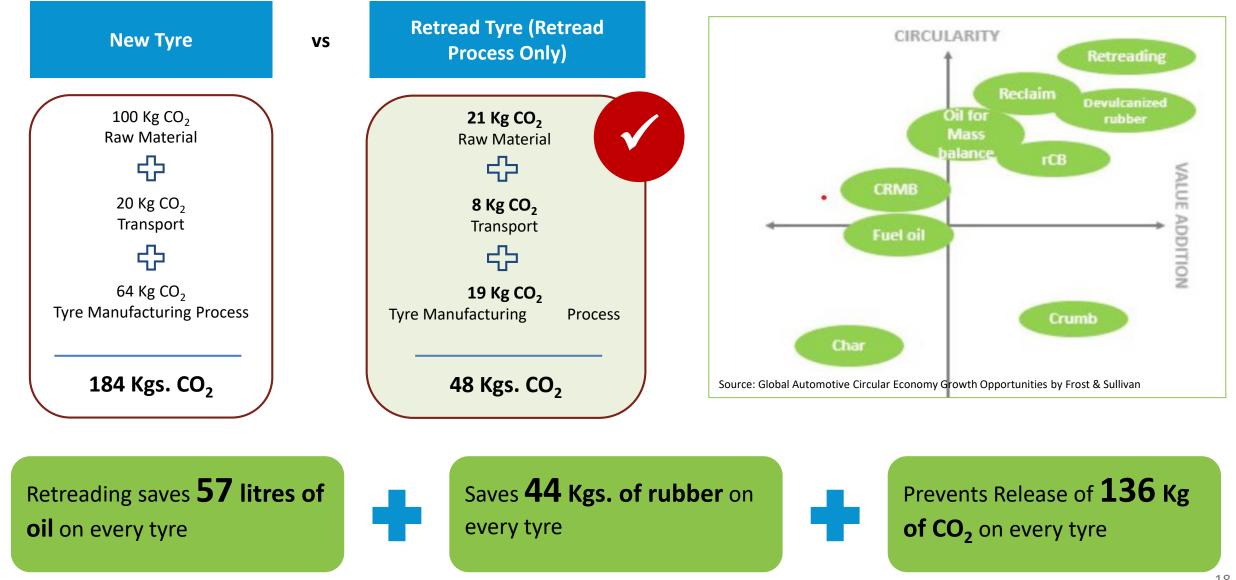
Bharat Mobility Global Expo - Delhi

Automechanika Expo - Dubai



# Highly Underpenetrated Industry -Poised For Growth

## **Retreading - Strong Pillar of a Circular Economy**



Source: a) Centre for Remanufacturing & Reuse Carbon UK, Footprint Report Retread vs New Tyre Report, European Remanufacturing Association; b) End-of-life tyres. A review, University of Trento Italy

## **Retreading - The only Cost Saving Measure for Fleet Owners**



Going forward, retreading of tyres is the only considerable solution to reduce costs



Retreading **saves** upto **70%** of a new tyre **cost** 



Provides **70%** life compared to a new tyre



**Reduces CPKM** (Cost-per-KM) to **1/3** of a new tyre

**Safety** is Tested to same stringent performance criteria as a new tyre

## The Future of Retreading is Bright

As per ATMA, the Indian tyre industry is all set to more than double its revenue to USD 22 billion by FY 2032 from USD 9 billion in FY 2022

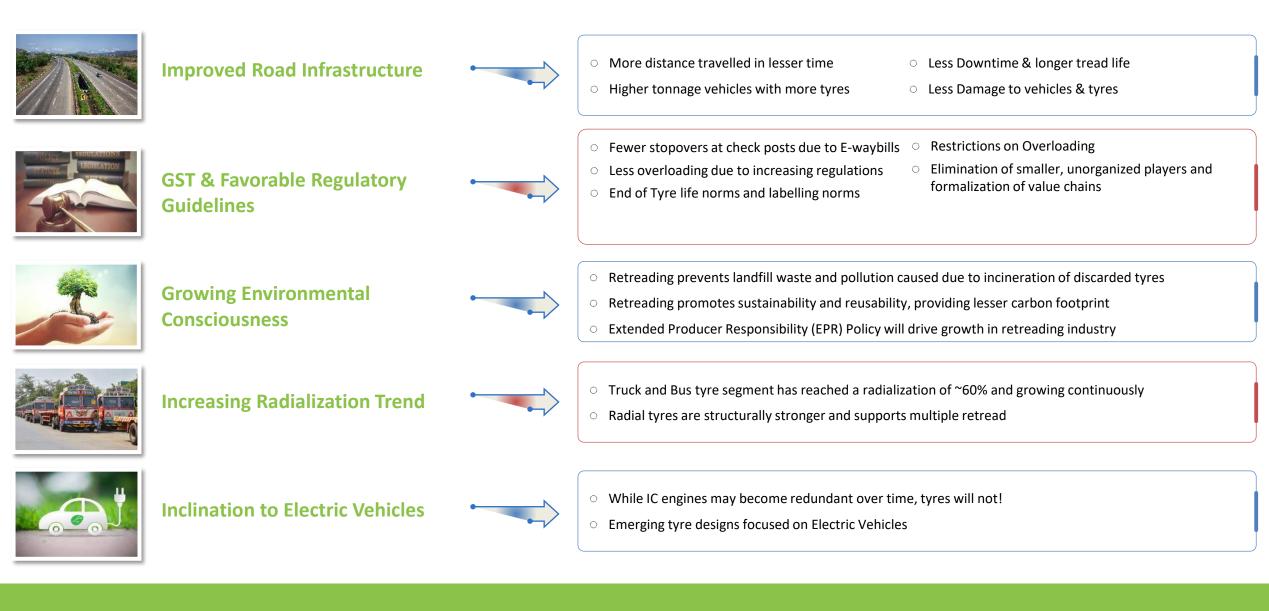
## ROADS AND HIGHWAYS DEVELOPMENT

The amount of budget allotted for roads and national highways creation across India was around Rs. 2.7 trillion during FY24, an increase of 27% in comparison with the previous year. It has been further increased to approximately Rs. 2.8 trillion in FY25 Make In India' Manufacturing Push Hinges on Logistics Investments

In the next 5 years growth is expected to double in the manufacturing sector at a CAGR of ~4% from FY23-FY28.

	2022-23		2023-24P	2024-25P	FY23- FY28P
Segment	Tonnes ('000)	Growth (%)	Growth (%)	Growth (%)	CAGR(%)
OEM demand	772	18-20	5-7	6-8	6-8
Replacement demand	1,358	5-7	8-10	5-7	8-10
Overall tyre demand	2,130	9-11	7-9	5-7	7-9
	2022-23		2023-24P	2024-25P	FY23- FY28P
Segment	Tonnes ('000)	Growth (%)	Growth (%)	Growth (%)	CAGR(%)
MHCV	885	8-10	8-10	5-7	7-9
LCV	125	10-12	7-9	(1)-1	8-10

## Highly Underpenetrated Industry - Poised For Growth



## Indag Poised For Strong Growth

Indag continues to be a leading player in the retreading industry, demonstrating a robust recovery post-COVID-19 and amidst global and domestic market challenges. Our compelling value proposition and unwavering commitment to product innovation are propelling our leadership in this highly competitive landscape

Unparalleled Product Portfolio	Indag boasts a best-in-class product range, catering to diverse customer needs across various tyre segments	Expert On-ground Team	Indag's team of over 50 highly trained on-ground personnel, comprising sales executives, technical engineers, and dedicated fleet engineers, ensures timely solutions and services tailored to customer needs	Indag Ke Sitare Being the only company offering loyalty program
Cutting-Edge R&D	Indag's recently established state-of- the-art research and development facility at Nalagarh, Himachal Pradesh which spearheads innovation, ensuring the delivery of best-in-class products	Dedicated Fleet Support	Indag's dedicated assistance to fleet owners and operators helps them reduce tyre cost per kilometer (CPKM), enhancing fleet profitability	to its customer in the retreading industry, Indag is directly connected to over 3,000 retreaders across India which are handling over 40K fleet on a regular
Pan-India Network	Indag's expansive network spanning over 200 dealers, 1400 retreaders, and 15 strategically located depots ensures comprehensive market coverage and customer proximity, guaranteeing pan- India availability	Indag Consultancy Services	Indag's consultancy services offer expert guidance to retreaders, covering retreading processes, machinery, and troubleshooting, ensuring efficient and cost-effective operations	basis 22



## **Diversification – Indag's foray into Green Energy Sector**

Investment in Millennium Manufacturing Systems Pvt. Ltd. (erstwhile Indergy Power Systems Pvt. Ltd.)

On 14<sup>th</sup> July'23 the Board of Directors of Indag approved a strategic investment in Millenium Manufacturing Systems Pvt. Ltd (erstwhile Indergy Power Systems Pvt. Ltd.) marking a foray into green energy sector.

In this strategic investment, Indag has joined hands with Elcom Innovations Pvt. Ltd. and Sun Renewables WH Pvt. Ltd. to establish a technologically advanced manufacturing facility in Mohali, Punjab, for the production of power conversion systems for Battery Energy Storage Systems (BESS) projects worldwide.

Indag holds 51% stake in this strategic alliance and will be investing ₹11.1 Crores by March 31, 2026, in one or more tranches through a combination of equity and preference shares. Till date, Indag has invested ₹5.1 Crores.

The manufacturing facility set-up has been completed and has already commenced its commercial production.







## More than **550 students** and **350 families** are direct beneficiaries under the Education Program







Indag is committed to empowering underprivileged communities through education and skill development

The Company has partnered with **The Nabha Foundation** to provide literacy programs in primary and senior secondary schools, ensuring that every child has access to quality education and the opportunity to reach their full potential



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- Innovative Teaching Methods
- Door-to-door teacher visits
- Board exam support and mentorship



- Books and stationary distribution
- Community Engagement
- Cultural programs for students and their families



- Regular Teacher Trainings
- Extra-curricular activities for students

In addition, the company undertakes various CSR activities in the field of promoting education, sports, social infra development, healthcare and sustainability in and around its Plant situated at Nalagarh, Himachal Pradesh.

Key Initiatives





## Historical Profit & Loss Statement

Particulars (Rs. In Crs.)	FY24	FY23	FY22	FY21*
Revenue from Operations	251.2	243.9	166.9	169.8
Other Income	10.0	8.4	6.4	4.0
Total Revenue (incl Other Income)	261.2	252.2	173.3	173.9
Total Raw Material	169.4	174.3	120.2	107.6
Gross Profit	91.9	77.9	53.2	66.3
Gross Profit (%)	35.2%	30.9%	30.7%	38.1%
Employee Expenses	24.8	22.1	20.7	21.0
Other Expenses	39.3	33.8	25.3	25.0
EBITDA	27.7	22.0	7.2	20.3
EBITDA (%)	10.6%	8.7%	4.2%	11.7%
Depreciation	5.3	4.5	4.2	3.3
EBIT	22.5	17.6	3.0	17.0
EBIT (%)	8.6%	7.0%	1.7%	9.8%
Finance Cost	0.6	0.3	0.2	0.3
Profit before Tax	21.8	17.2	2.9	3.5
Тах	5.1	4.0	0.3	0.8
Profit after Tax	16.7	13.2	2.6	2.8
PAT %	6.4%	5.2%	1.5%	1.6%
EPS	6.38	5.04	0.99	1.05

On Standalone Basis

\* Exceptional Item of Rs 13.24 crores as the Company opted for the Himachal Pradesh (Legacy Cases Resolution) Scheme, 2019 on January 21, 2021 for settlement of Entry Tax matter of earlier years which was pending decision before Honourable High Court of Himachal Pradesh

# **Historical Balance Sheet**

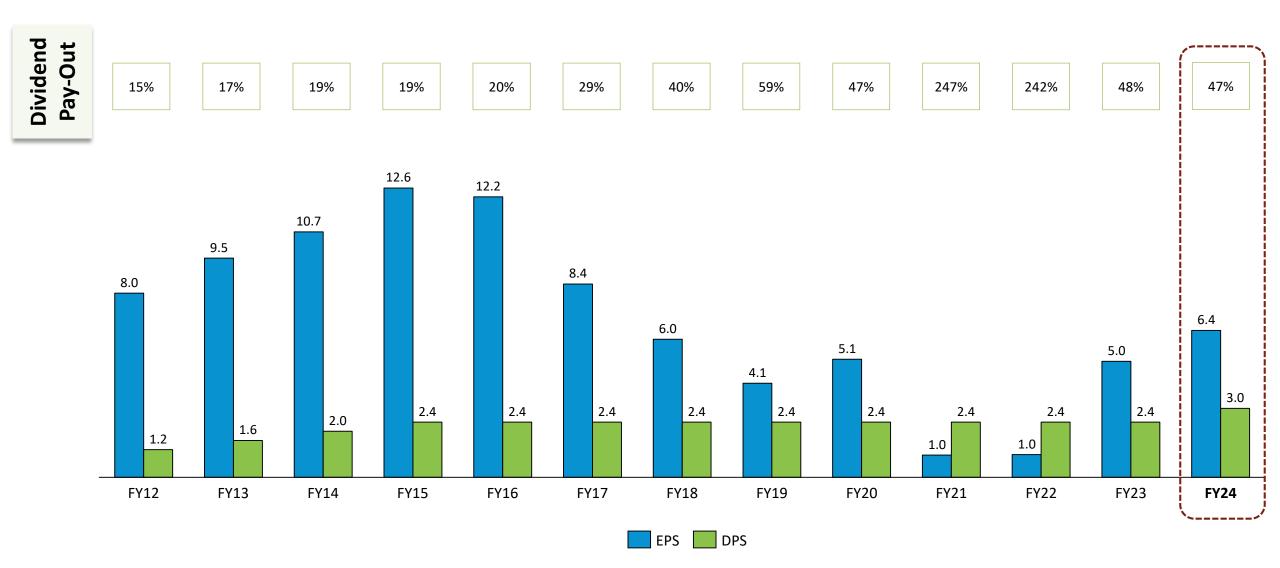
Liabilities (Rs. In Crs.)	Mar-24	Mar-23	Mar-22	Mar-21
Equity				
Share Capital	5.3	5.3	5.3	5.3
Other Equity	221.6	206.6	201.3	191.9
Total Equity	226.8	211.8	206.5	197.2
Non Current Liabilities				
Financial Liabilities				
Lease Liabilities	5.5	5.9	-	-
Provisions	0.9	0.9	0.9	0.9
Deferred Tax Liabilities (Net)	3.3	3.0	3.5	2.8
Total Non Current Liabilities	9.7	9.9	4.4	3.7
Current Liabilities				
Financial Liabilities				
Lease Liabilities	0.4	0.4	-	-
Trade Payables	19.7	22.8	16.6	15.2
Other Financial Liabilities	3.3	3.4	4.4	3.3
Provisions	0.1	0.2	0.1	0.5
Other Current Liabilities	2.7	2.7	1.8	2.3
Total Current Liabilities	26.3	29.4	22.9	21.3
Total Equity and Liabilities	262.8	251.1	233.8	222.2

Assets (Rs. In Crs.)	Mar-24	Mar-23	Mar-22	Mar-21
Non Current assets				
Property, Plant and Equipments	28.0	24.4	23.3	25
Capital Work-In-Progress	0.2	0.4	1.0	19.3
Investment Property	19.9	21.0	21.6	-
Right of Use Assets	5.5	6.3	-	-
Other Intangible Assets	0.5	0.1	0.2	0.1
Financial Assets				
Investments	110.4	95.7	85.7	87.3
Loans	0.0	0.0	0.0	-
Other Financial Assets	0.5	1.3	0.5	1
Income Tax Assets (net)	0.7	0.3	2.3	2.8
Other Non-Current Assets	0.4	1.4	0.2	2.3
Total Non Current Assets	166.2	150.8	134.8	137.9
Current Assets				
Inventories	39.5	42.2	39.2	36
Financial Assets				
Investments	16.5	17.0	26.7	7.3
Trade Receivables	25.7	29.3	22.6	29.5
Cash and Cash Equivalents	2.9	1.7	0.7	1.7
Other Bank Balances	1.6	0.6	1.7	1.9
Loans	0.2	0.2	0.2	0.2
Other Financial Assets	2.8	1.8	1.5	1.5
Other Current Assets	7.4	7.5	6.3	6.2
Total Current Assets	96.6	100.3	99.0	84.3
Total Assets	262.8	251.1	233.8	222.2

# Historical Cash Flow Statement

Particulars (Rs. In Crs.)	Mar-24	Mar-23	Mar-22	Mar-21
Net Profit Before Tax	21.8	17.2	2.9	3.5
Adjustments for: Non Cash / Other Items	1.1	1.8	0.7	13.1
Operating profit before working capital changes	23.0	19.0	3.6	16.6
Changes in working capital	2.6	-6.6	6.0	7.8
Cash generated from operations	25.6	12.5	9.6	24.4
Direct taxes paid	-5.7	-2.8	-1.1	-11.7
Net Cash from Operating Activities	19.9	9.7	8.5	12.7
Net Cash from Investing Activities	-11.4	-1.8	-3.0	-9.4
Net Cash from Financing Activities	-7.4	-6.8	-6.5	-2.6
Net Decrease in cash and cash equivalents	1.2	1.0	-1.0	0.7
Add: Cash & Cash equivalents at the beginning of the period	1.7	0.7	1.7	1.1
Cash & Cash equivalents at the end of the period	2.9	1.7	0.7	1.7

## **Consistent Dividend Pay-Out**





## For further information, please contact

#### Company :

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