

POLYCAB INDIA LIMITED

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

CIN: L31300GJ1996PLC114183

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Email: shares@polycab.com Website: www.polycab.com



Date: 19th January 2023

To
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai – 400 001

To
Listing Department
National Stock Exchange of India Limited
C-1, G-Block, Bandra-Kurla Complex
Bandra (E), Mumbai – 400 051

Scrip Code: 542652 Scrip Symbol: Polycab
ISIN:- INE455K01017

Dear Sir / Madam

Sub: Corporate Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Corporate presentation on the Unaudited (Standalone and Consolidated) Financial Results of the Company for the quarter and nine months ended 31st December 2022.

Kindly take the same on your record.

Thanking you

Yours Faithfully

For **Polycab India Limited**

Manita Carmen A. Gonsalves
Company Secretary & Head Legal
Membership No.: A18321
Address: Polycab House, 771, Mogul Lane,
Mahim (West), Mumbai - 400 016



Registered Office:
Unit No.4, Plot No.105, Halol Vadodara Road
Village Nurpura, Taluka Halol, Panchamahar, Gujarat-389350
Tel : 2676- 227600 / 227700

Evolving through excellence



Transforming with focus

Corporate Presentation

January 2023

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Company Overview

#1 Manufacturer in India

Market leader in Wires and Cables¹

22 - 24% Share of Organized Market²



PAN India Network



4,600+ Dealers & Distributors

2,05,000+ Retail Outlets

Fast Growing FMEG Brand



5-year CAGR at ~30%

Manufacturing Footprint



25 Facilities, 5 locations

Strong backward integration

Strong Management Bandwidth



Blend of Entrepreneurial and highly experienced professional management

Proven Track Record

5 year CAGR

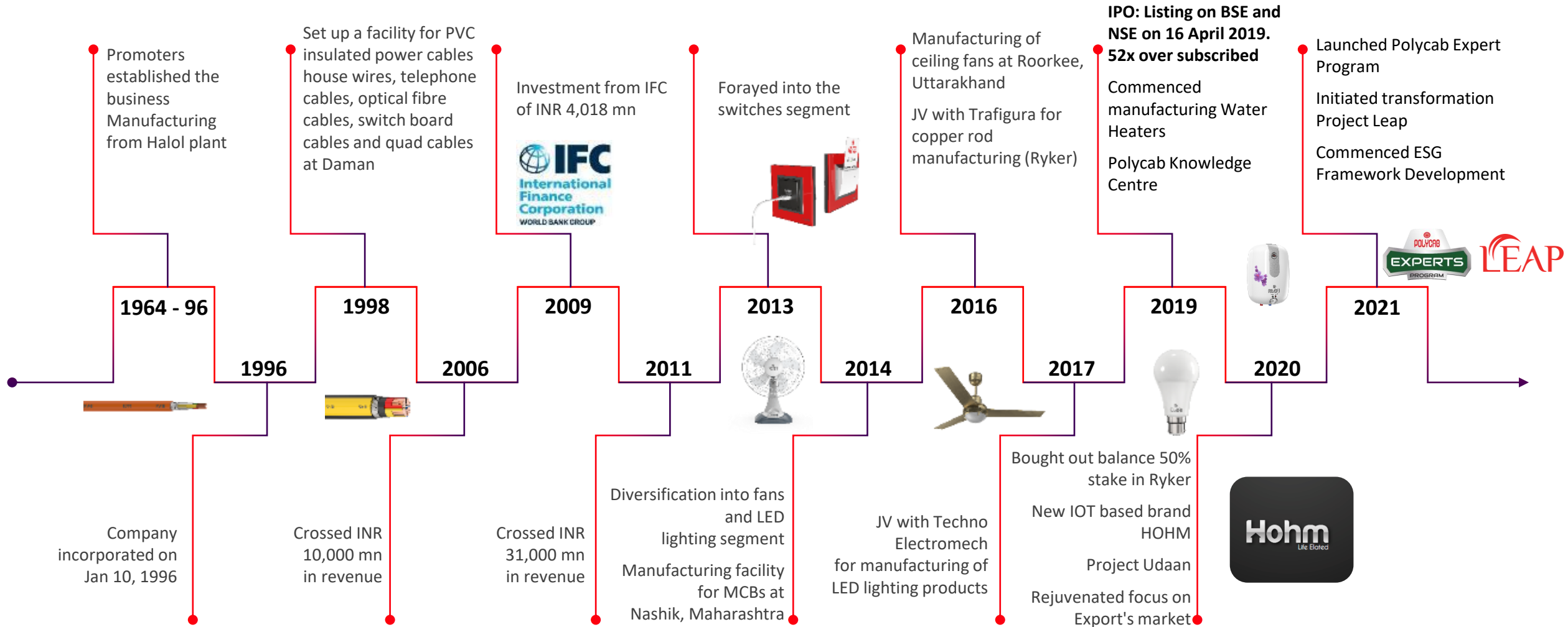
Revenue 17%

EBITDA 20%, PAT 31%



Note: FMEG: Fast Moving Electrical Goods; (1) In India, In terms of segment revenue; (2) As of March 31, 2022; (3) EBITDA - Earnings before Interest, Tax, Depreciation & Amortization excludes other Income; (4) PAT – Adjusted Profit after tax

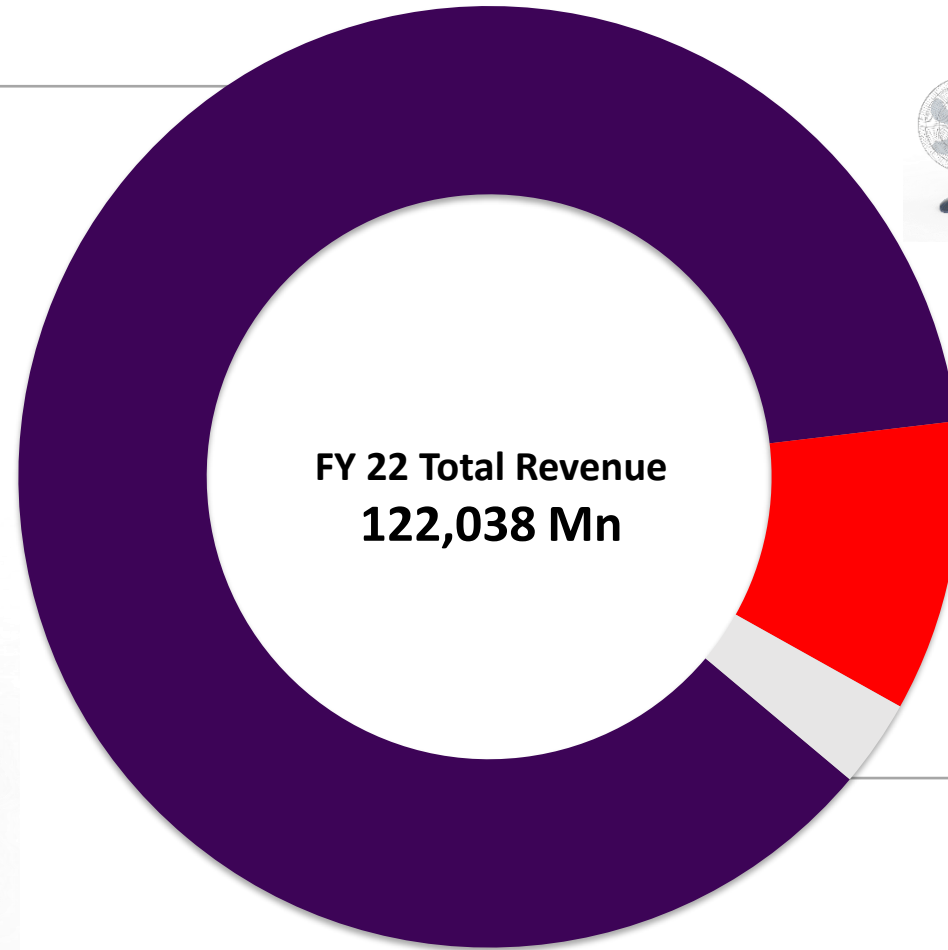
Our Journey



Our Segments: An Overview

% of External Sales

87%
Wires & Cables



10%
**Fast Moving
Electrical Goods**

3%
**Copper + Other
(incl. EPC)**

Notes: Consolidated Revenue in INR Mn, Rounded off

STRUCTURAL GROWTH DRIVERS

Current opportunity landscape provides highly conducive environment for exponential business growth in the medium-to-long term

01

Consumption

Growing affluence leading to premiumization • Growth of rural India • Nuclearization of families • Evolving consumer behaviour



02

Infrastructure

Power and railways spend increase • Electrification • Capex cycle uptick • Urbanization, Smart cities, Housing for all



03

Policy Reforms

PLI scheme • Duty reforms to bridge competitiveness gap with China • Make in India initiative • Export subsidy schemes • ESG reforms



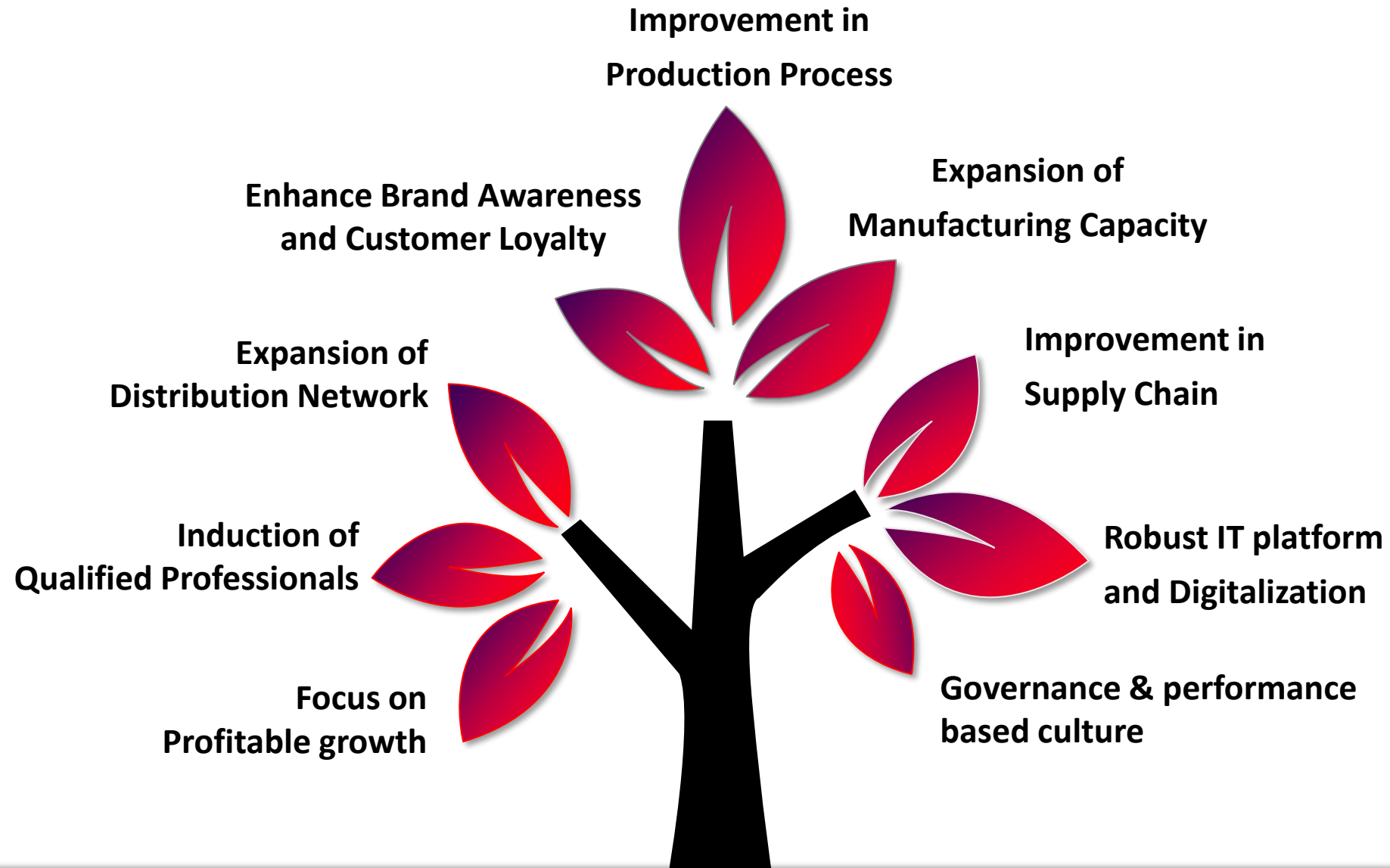
04

Emerging

Digitalization • Renewable energy
Electric Mobility • IoT and Industry 4.0



Key Management Initiatives to create value



Purpose

We innovate for a brighter living

Our innovative, safe and energy efficient products and solutions delight our customers

Our vibrant and inclusive culture leads to deep connections, value creation and growth for our People, Partners and Stakeholders

Our focus on sustainable development reflects our commitment to be a caring and responsible enterprise

Values

Innovative mindset



Giving wings to novel ideas

People at the core



Caring about our people and their growth

Obsession for the customer



Serving to create delightful experiences

Winning together



Collaborating and celebrating wins

Entrepreneurial drive



Bringing new possibilities to life with passion

Renew



Being courageous, resilient and agile

Our Capitals which help us create value...

Inputs

Manufactured capital

- 23 Manufacturing units
- 28 Warehouses and depots

Intellectual capital

- R&D expenditure INR 223 Mn
- 144 registered IPRs

Human capital

- Employed on roll: 4,431
- Contract employees: 7,337

Social & relationship capital

- Retail outlets: 2,05,000+
- Registered dealers: 4,600+

Natural capital

- Environment expend: INR 136 Mn
- Electricity consumption: 156 Mn KWH

Processes



Outputs

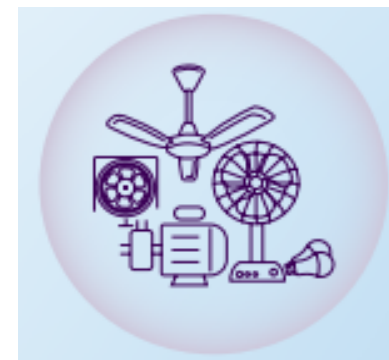
Wires & cables

No of SKUs 11,000+
Sales: INR 106.95 BN



FMEG

No of SKUs 6,000+
Sales: INR 12.54 BN



Outcomes

- Range of wires & cables: 0.20 KV to 220 KV
- Range of FMEG products: 10+ categories
- 100% sales manufactured in India
- Water recycled: 67+ Mn litres
- Electricity from renewable sources: 17%

Leadership in Wires and Cables

Market leader in Wires & Cables with a diverse portfolio

Polycab is the largest Wires and Cables manufacturer in India, with a strong suite of products...

Power Cable



Control Cables



Other Cables



Optical Fiber Cable



Instrumentation Cables



Flexible Wires



Building Wires



FR (Flame Retardant)



FRLS (Flame Retardant Low Smoke)



ZHFR (Zero Halogen Flame Retardant)

Solar Cable



Wide Customer Base across Industries...



Power



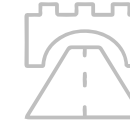
Oil and Gas



Construction



IT Park



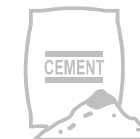
Infrastructure



Renewable



Non-Metal



Cement



Agriculture



Real Estate



Telecom



Railway

Polycab's dominant position in Wires and Cables industry to capture attractive market size

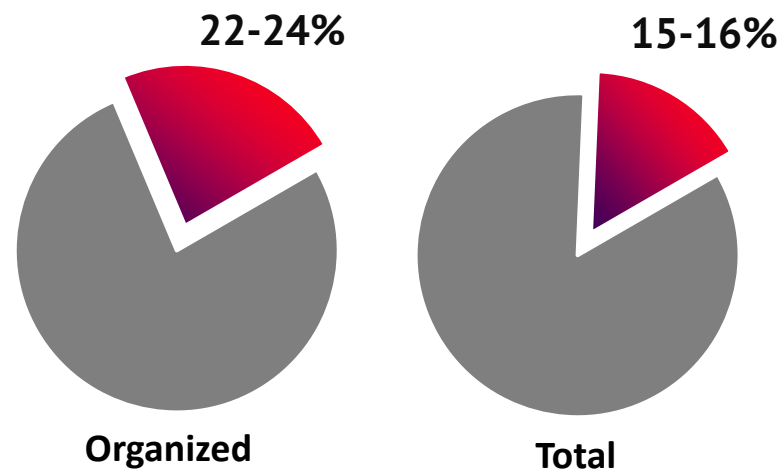
Wires and Cables industry In FY22¹:

~ 600 – 650bn
Market Size

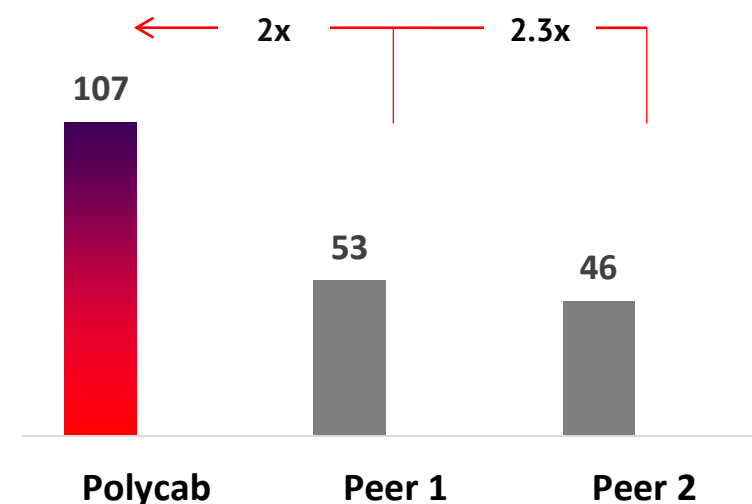
40–45% of the electrical
equipment industry

Healthy market share gains in Wires and Cables over the past few years

Market Share in FY22⁽¹⁾



FY22 Wires and Cables Revenue⁽²⁾



The Polycab Advantage



Note: (1) Industry estimates, Polycab estimates; (2) 12 months ended March 2022. Revenue in INR billion; No adjustment for Inter segment revenue

Fast growing FMEG Business

FMEG : Expanding presence in 'Electricals' ecosystem

FMEG continues to become a sizeable part of the business - growing at 30% CAGR in past 5 years

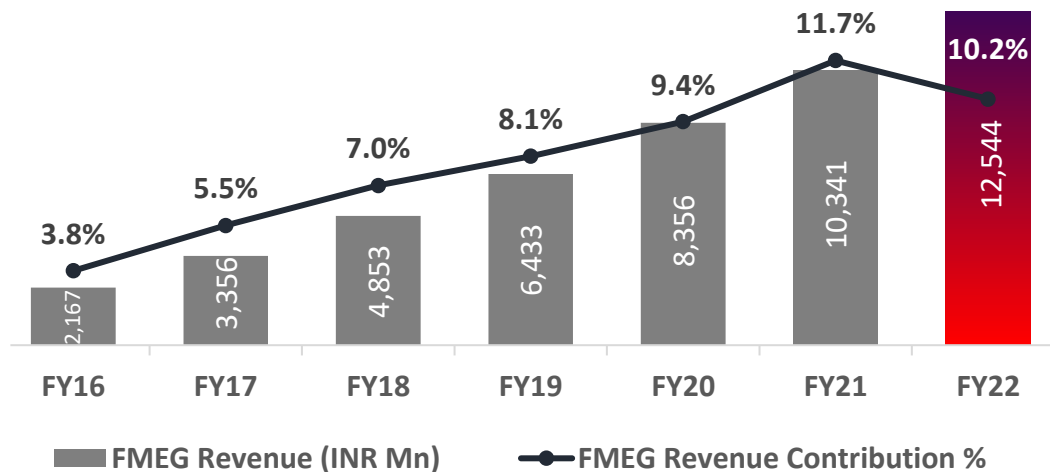


Forayed in FY14 ...

- Diversified portfolio with focus on the upcoming industry trends
- Inhouse Manufacturing
- Pan India Distribution
- Present in Fans, Lighting Luminaires, IOT products, Switches, Switchgears, Water heaters, Pipes, Conduits, Agro pumps, Solar etc.

... leveraging synergies

- Common raw materials - higher negotiating power
- Manufacturing know how
- Strong brand goodwill in electricals space
- Economies of scale - Cost-savings in transportation & distribution
- Cross-sell opportunities to a larger customer base



High Growth Opportunity in the Indian FMEG Industry

Macro drivers include evolving consumer aspirations, increasing awareness, rising income, rural electrification, urbanisation, digital connectivity

Fans & Appliances



125Bn

- Preference for **energy efficient fans & appliances**
- **Value added products**
- Increasing demand for **premium and smart fans** with aesthetic appeal

Switches



72Bn

- Customer preferences towards **modular switches**
- Demand for **safe and secure switches**
- Greater awareness towards **building automation and management**

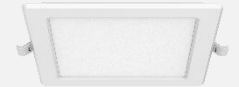
LV Switchgear



20Bn

- **LV to outgrow MV / HV** segment
- **Modular devices and safe products** gaining preference
- Rising demand for various **electrical appliances**

Lighting



187Bn

- Considerable **shift towards LED segment**
- Government efforts and consumer awareness towards **energy efficient technology**
- **Emerging technology trends** like Smart LED's

Notes: Industry estimates, Polycab estimates; Figures in INR

Multi format retail approach: Polycab Galleria, Arena and Shoppee

- ❑ Strategic showcase enabling consumers and trade constituents to experience and choose from a wide range of quality products
- ❑ At iconic electric markets hub which is also an important feeder market to western and southern India
- ❑ Equipped with audio-visual facilities for training electricians and retailers on safety, soft skills, basics in English and computers
- ❑ Virtual reality showcase for B2B buyers to experience the plants and facilities
- ❑ Deepens connect with direct customers in the FMEG market as well as retailers from upcountry
- ❑ Currently in Mumbai, Chandigarh, Jaipur, Trivandrum, Visakhapatnam, Indore, Ahmedabad, Cochin, Surat, Hyderabad, Patna and Madurai
- ❑ Aiming to expand such experimental stores across key cities



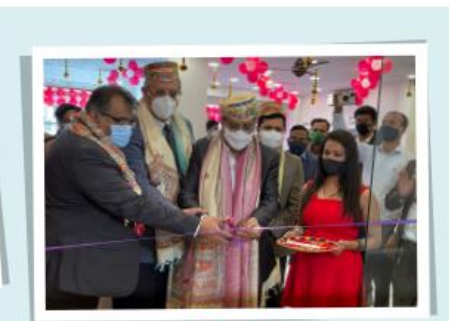
Chandigarh



Jaipur



Madurai



Patna

Strengthening Brand Recognition

Strong Brand Recognition in the Electricals Industry..

Our Brand Journey from B2B to B2C

'Connection Zindagi Ka' was a hit with customers- the impactful narrative with their minds and hearts



Corporate Commercial,
Elevated our brand amongst
Top 3 in *house wires*

2013

2014



Associate On Air sponsors
T20 Premier League

2016- 2017

2018

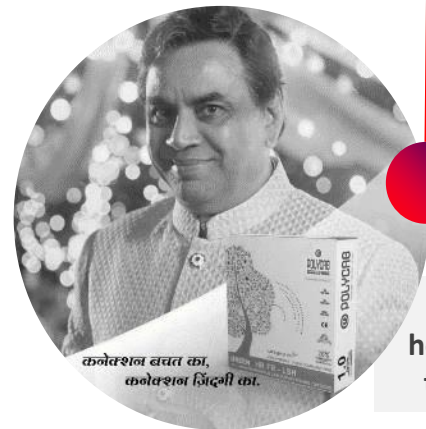
Ayushmann Khurana
(Actor)



2019

2020

2021



कनेक्शन बचत का,
कनेक्शन जिंदगी का.

Polycab became a
household name with
the target audience



फवाह नहि...
Roshni failao.

R Madhavan, Actor



POLYCAB
ANS
इंडिया का नया
ऑल-राउंडर

Paresh Rawal (Actor)

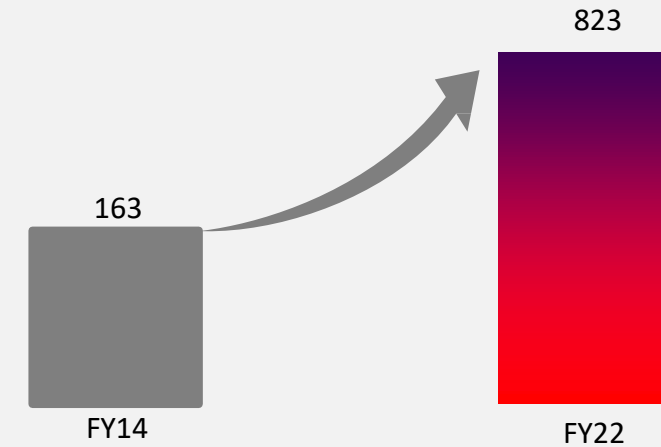


Hap Hap Happy – Dance of Joy
Campaign

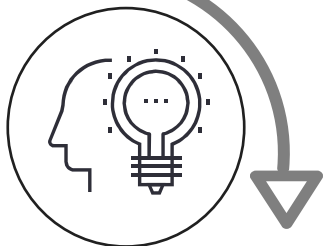
... and strengthening it further using multi pronged approach



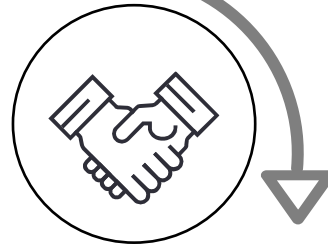
Advertising and Sales Promotion Expenditure (INR mn)



Multi pronged approach to increase brand awareness



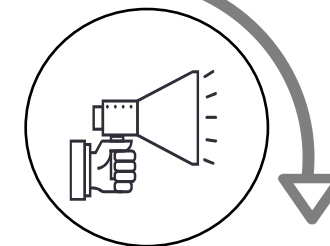
Actively engage Dealers and Distributors



Loyalty Points via Experts Program



Increased Advertising on Social Media and Sales Promotion



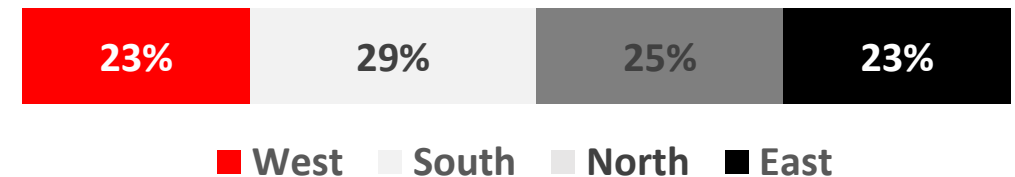
Pan India distribution network to support diverse customer base and product categories



By Product



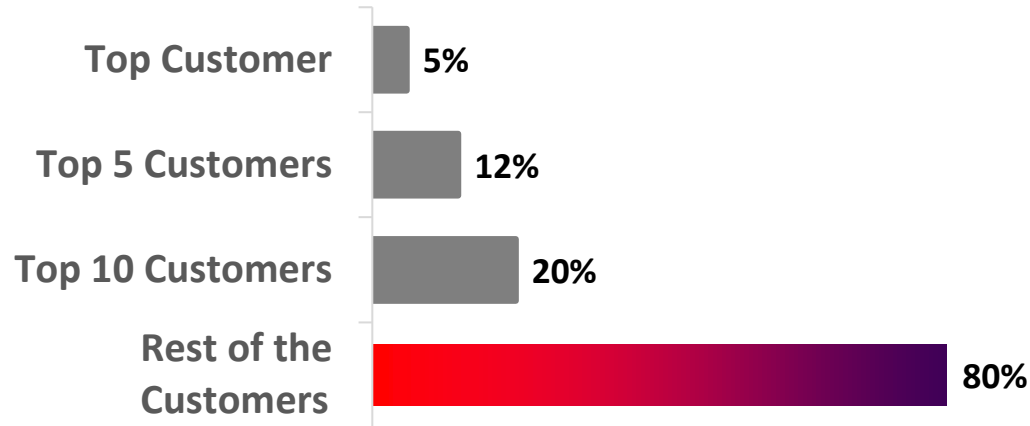
By Geography



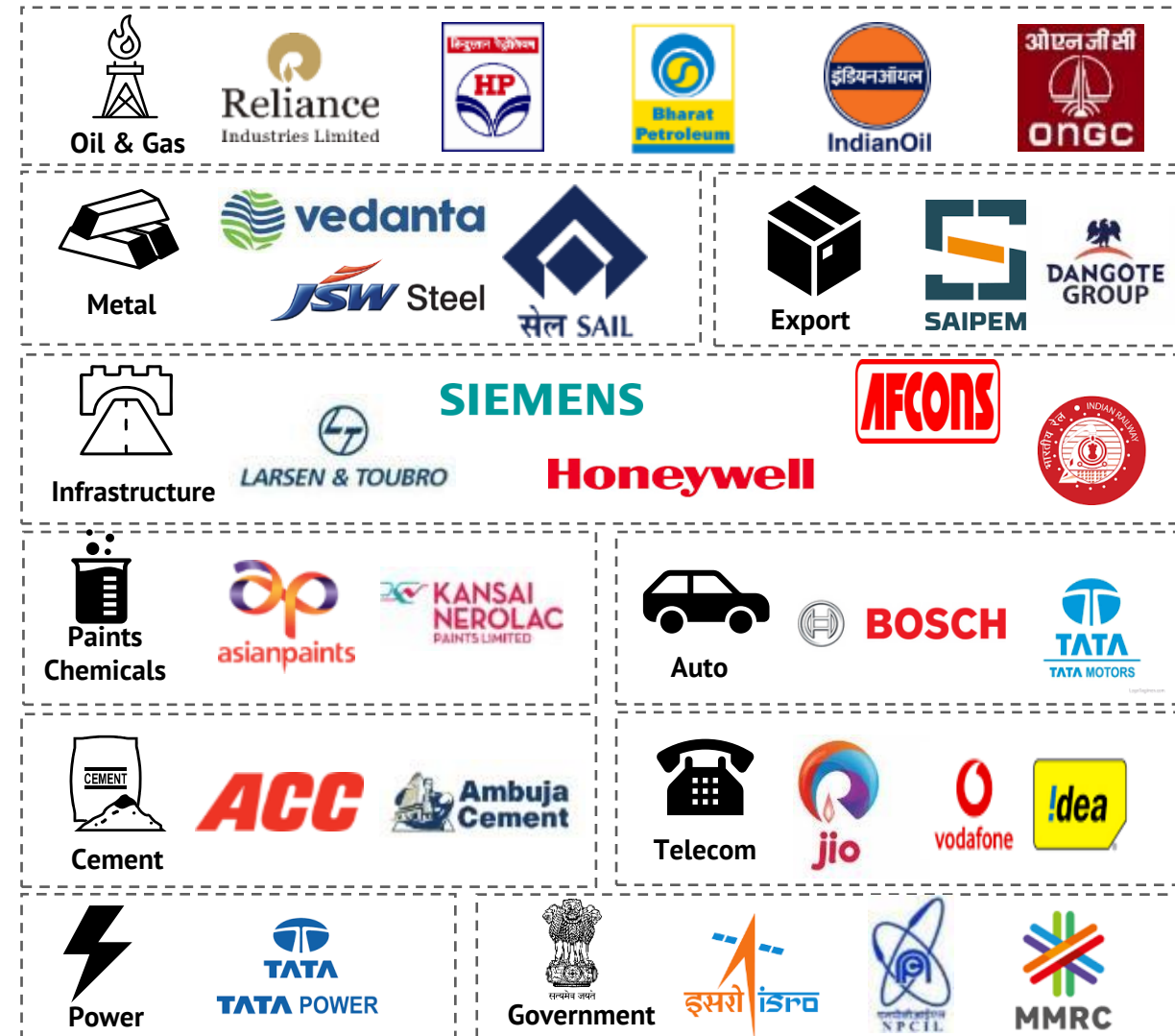
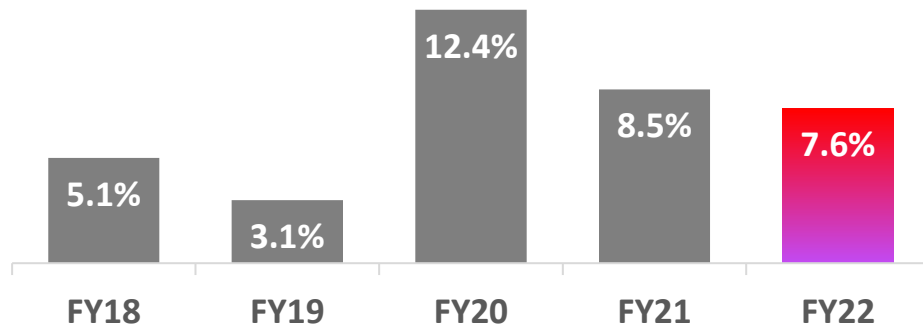
Notes: As of Mar'22. Bar charts represents split of authorised dealers and distributors.

Catering to marquee customers

Total Revenue Contribution in FY22



Revenue from outside India (% of total revenue)



Note: Companies served in past and present, directly or indirectly through authorised dealer/ distributors

**Strong Manufacturing
& R&D capabilities**

Inhouse Manufacturing with a high degree of backward integration and Automation...

Multi-location manufacturing (Products¹; Annual capacity)



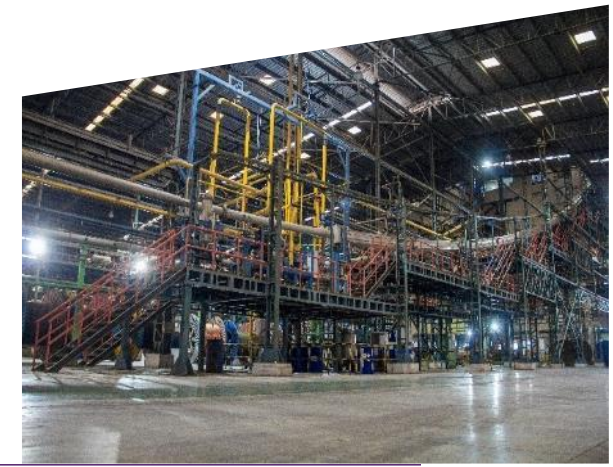
Halol



Fan Manufacturing Unit



Nashik



Cable CCV Line

1. Figures are absolute numbers where no units are indicated as of 31st March, 2022;

...Strong R&D and innovation capabilities with quality assurance

Investments in in-house R&D capabilities with strong focus on backward integration

- NABL ISO 17025 certified R&D centre to support own manufacturing
- Over 100 engineers and technicians
- Centre of excellence for R&D on polymers
- Existing facilities for key raw materials with continuously improving R&D capabilities to capitalize on industry trends
- Environmentally friendly power cables, rubber (elastomeric) cables and electron-beam irradiated cables



Green Wire

Our ecological initiative

Launched Green Wire - an energy efficient and environment-friendly product that contributes to India's 'Go Green' mission

Supported by quality & reliability initiatives...



ESG

Initiated ESG framework development project to be concluded in FY23



.. made healthy progress over the last three months

ESG Maturity & Initial Assessment

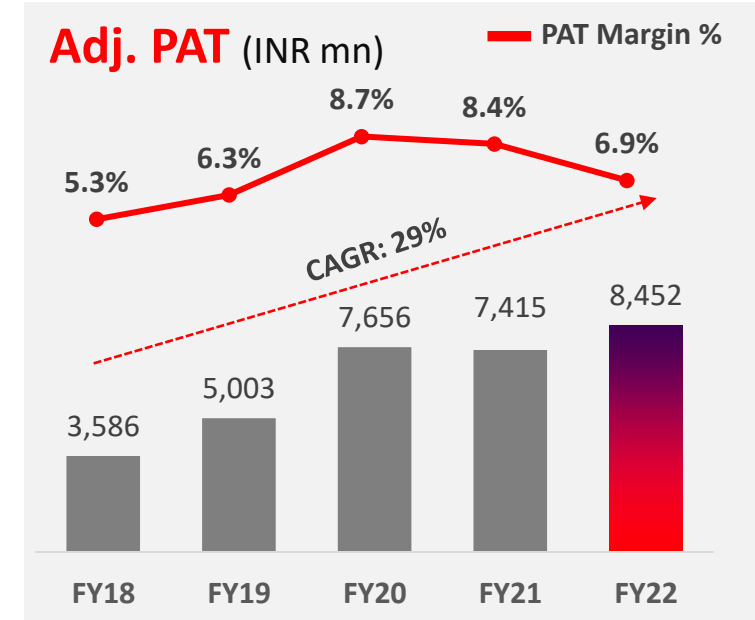
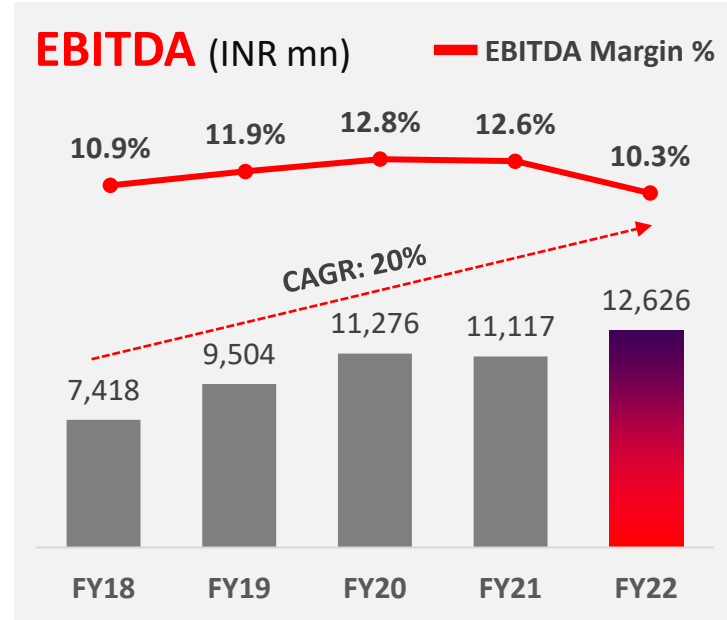
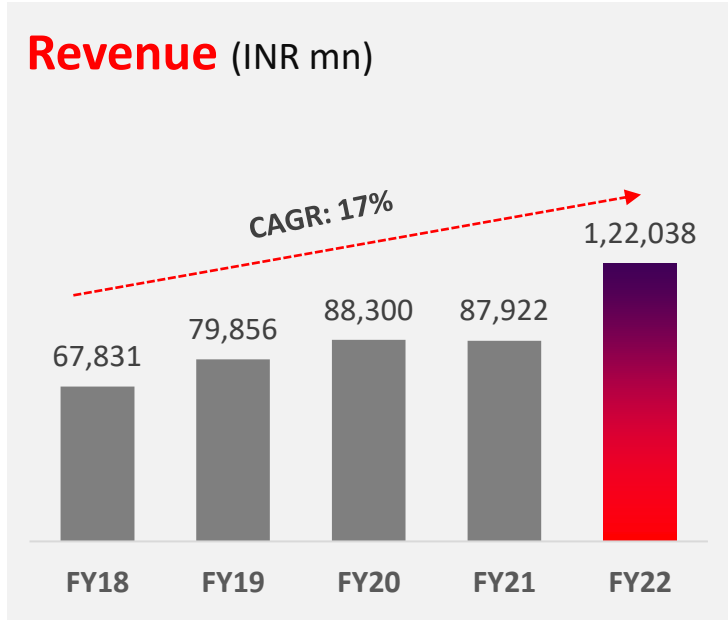
Capacity building of key SPOCs

Conducted a materiality assessment exercise

Peer benchmarking and gap assessment

Robust Financials

Proven track record of financial performance

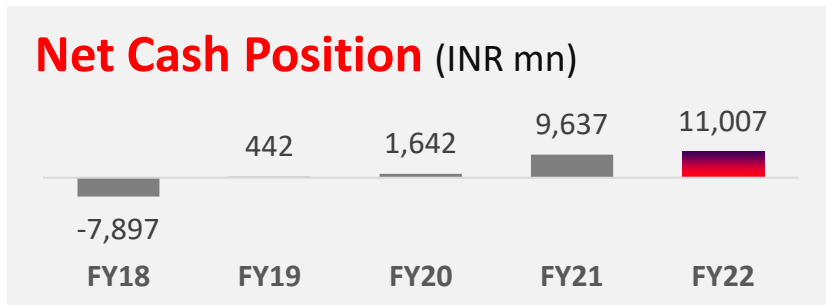
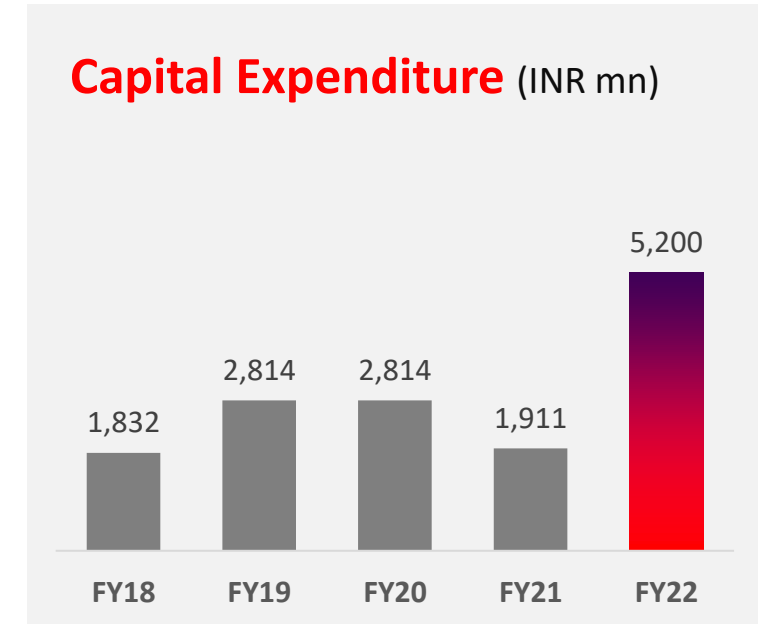
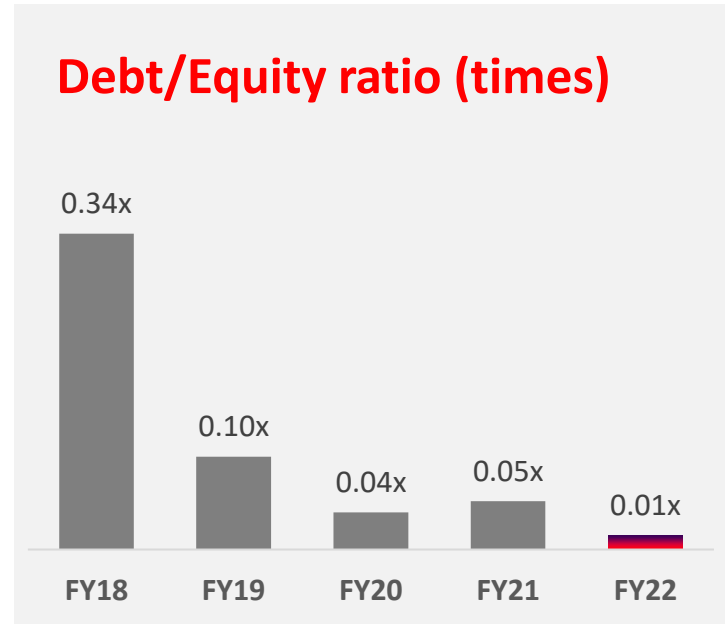
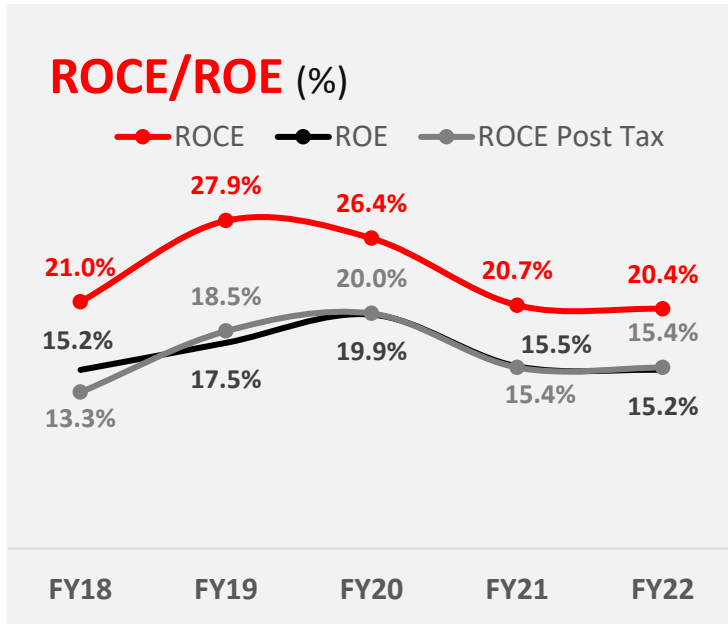


Delivering steady growth + profitability



Notes: (1) Numbers on consolidated basis (2) Revenue: Revenue from operations (3) EBITDA excludes Other Income (4) CAGR - five years (5) Adjusted PAT

Proven track record of financial performance



Improving returns and surplus cash to fuel future growth



Notes: (1) ROCE (Return on Capital Employed) is (Profit before tax plus finance cost) divided by closing value of (Debt plus total equity including non-controlling interest), ROCE post tax uses effective tax rate (2) ROE (Return on Equity) is 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) Net Cash Position: Cash + Bank balances + Investments - Debt

Consolidated Profit and Loss Statement

Particulars (INR mn)	FY 2022	%	FY 2021	%	FY 2020	%
Revenue from Operation	1,22,038	100.0%	87,922	100.0%	88,300	100.0%
Cost of Goods sold	94,657	77.6%	65,171	74.1%	63,686	72.1%
Contribution (A)	27,381	22.4%	22,751	25.9%	24,613	27.9%
Employee cost	4,066	3.3%	3,537	4.0%	3,657	4.1%
Other Operating Expenses	10,663	8.7%	8,102	9.2%	9,606	10.9%
Total Operating Expenses (B)	14,729	12.1%	11,639	13.2%	13,263	15.0%
Share of profit/(loss) of JVs (Net of tax) (C)	-26	0.0%	6	0.0%	-74	-0.1%
EBITDA (A) - (B) + (C)	12,626	10.3%	11,117	12.6%	11,276	12.8%
Other Income	899	0.7%	1,029	1.2%	928	1.1%
Depreciation	2,015	1.7%	1,762	2.0%	1,609	1.8%
Finance Cost	352	0.3%	427	0.5%	495	0.6%
PBT	11,159	9.1%	9,958	11.3%	10,100	11.4%
Income Tax	2,706	2.2%	2,543	2.9%	2,444	2.8%
Adjusted PAT	8,452	6.9%	7,415	8.4%	7,656	8.7%
Exceptional items	721	0.6%	1,444	1.6%	0	0.0%
Reported PAT	9,173	7.5%	8,859	10.1%	7,656	8.7%

Consolidated Balance Sheet



Particulars (INR mn)	FY 2022	FY 2021	FY 2020
<u>Assets</u>			
<u>Non-Current Assets</u>			
Fixed Assets	20,598	19,805	16,632
Non-current Deposits	126	580	14
Financial / Non-current Assets	1,983	2,036	2,471
Total Non-current Assets	22,708	22,421	19,117
<u>Current Assets</u>			
Inventories	21,996	19,879	19,250
Trade Receivables	12,964	14,358	14,336
Investments	7,641	6,231	400
Cash and Bank Balances	4,071	5,313	2,813
Others - Current Assets	4,739	1,945	3,700
Total Current Assets	51,411	47,726	40,499
Total Assets	74,119	70,147	59,616

Particulars (INR mn)	FY 2022	FY 2021	FY 2020
<u>Equity & Liabilities</u>			
Shareholder's Funds			
Share Capital	1,495	1,491	1,489
Reserves and Surplus	53,943	46,048	36,875
Total Shareholder's Funds	55,438	47,539	38,364
Minority Interest	250	188	150
<u>Non-current Liabilities</u>			
Borrowings	30	1,037	107
Others - Non-current Liabilities	988	1,237	904
Total Non-current Liabilities	1,018	2,274	1,011
<u>Current Liabilities</u>			
Short-term Borrowings	802	1,450	1,115
Trade Payables	12,175	13,480	13,537
Others - Current Liabilities	4,436	5,215	5,440
Total Current Liabilities	17,413	20,146	20,091
Total Equity and Liabilities	74,119	70,147	59,616

Consolidated Annual Cash Flow Statement

Particulars (INR mn)	FY 2022	FY 2021	FY 2020
Net Cash Flow from Operating Activities	5,116	12,524	2,446
Net cash flow from/(used in) investing activities	-4,270	-10,121	-2,622
Net cash flow from/(used in) financing activities	-2,007	-1,748	107
Net Increase / (Decrease in cash and cash equivalents)	-1,160	656	-69

Credit ratings

Rating Agency	Long Term Rating	Short Term Rating	Commercial Paper
 An S&P Global Company	CRISIL AA+/Stable (Reaffirmed)	CRISIL A1+ (Reaffirmed)	CRISIL A1+ (Affirmed)
 A Fitch Group Company	IND AA+/Stable (Reaffirmed)	IND A1+ (Reaffirmed)	IND A1+ (Affirmed)

Q3 FY23: Key Highlights

Top-line (Revenue)

Q3 FY23: 37,152 mn
 ≧ 10% YoY
 ≧ 11% QoQ

9M FY23: 97,841 mn
 ≧ 19% YoY

Operating (EBITDA)

Q3 FY23: 5,030 mn
 ≧ 39% YoY
 ≧ 18% QoQ

9M FY23: 12,397 mn
 ≧ 58% YoY

Profitability (PAT)

Q3 FY23: 3,608 mn
 ≧ 45% YoY
 ≧ 33% QoQ

9M FY23: 8,538 mn
 ≧ 64% YoY



Notes: (1) Numbers on consolidated basis (2) Revenue: Revenue from operations (3) EBITDA excludes other Income (4) PAT: Adjusted Profit After Tax

Q3 FY23: Consolidated Profit and Loss Statement

Particulars (INR mn)	Quarter						Year To Date			
	Q3 FY23	%	Q2 FY23	%	Q3 FY22	%	9M FY23	%	9M FY22	%
Revenue from Operations	37,152	100.0%	33,324	100.0%	33,720	100.0%	97,841	100.0%	82,338	100.0%
Cost of Goods sold	27,603	74.3%	24,625	73.9%	26,095	77.4%	72,752	74.4%	63,765	77.4%
Contribution (A)	9,548	25.7%	8,699	26.1%	7,625	22.6%	25,089	25.6%	18,573	22.6%
Employee cost	1,132	3.0%	1,148	3.4%	1,025	3.0%	3,381	3.5%	3,016	3.7%
Other Operating Expenses	3,378	9.1%	3,275	9.8%	2,983	8.8%	9,282	9.5%	7,669	9.3%
Total Operating Expenses (B)	4,510	12.1%	4,422	13.3%	4,008	11.9%	12,663	12.9%	10,685	13.0%
Share of profit/(loss) of JVs (Net of tax) (C)	-8	0.0%	-8	0.0%	3	0.0%	-29	0.0%	-22	0.0%
EBITDA (A)-(B)+(C)	5,030	13.5%	4,268	12.8%	3,620	10.7%	12,397	12.7%	7,867	9.6%
Other Income	397	1.1%	-22	-0.1%	216	0.6%	818	0.8%	731	0.9%
Depreciation	525	1.4%	523	1.6%	511	1.5%	1,557	1.6%	1,513	1.8%
Finance Cost	93	0.2%	139	0.4%	78	0.2%	316	0.3%	227	0.3%
PBT	4,810	12.9%	3,585	10.8%	3,247	9.6%	11,342	11.6%	6,858	8.3%
Income Tax	1,202	3.2%	880	2.6%	763	2.3%	2,804	2.9%	1,659	2.0%
Adjusted PAT	3,608	9.7%	2,705	8.1%	2,484	7.4%	8,538	8.7%	5,199	6.3%
Exceptional items / Discontinued ops.	-	0.0%	-	0.0%	678	2.0%	-	0.0%	721	0.9%
Reported PAT	3,608	9.7%	2,705	8.1%	3,162	9.4%	8,538	8.7%	5,919	7.2%

Exceptional items / Discontinued ops. (INR mn)	Quarter						Year To Date			
	Q3 FY23	%	Q2 FY23	%	Q3 FY22	%	9M FY23	%	9M FY22	%
Profit from Discontinued operations	-	-	-	-	678	-	-	0.0%	721	0.9%
Total	-	0.0%	-	0.0%	678	2.0%	-	0.0%	721	0.9%

Q3 FY23: Consolidated Balance Sheet

Particulars (INR mn)	Dec-22	Sep-22	Dec-21
Assets			
<u>Non-current Assets</u>			
Fixed Assets	21,951	21,151	18,032
Non-current Deposits	7	7	2,092
Other Non-current Assets	1,971	1,884	2,321
Total Non-current Assets	23,928	23,042	22,444
<u>Current Assets</u>			
Inventories	26,059	24,129	27,173
Trade Receivables	9,771	9,604	12,216
Investments	14,812	12,799	3,546
Cash and Bank Balances	5,342	4,878	1,895
Others - Current Assets	4,074	6,332	4,527
Total Current Assets	60,058	57,741	49,357
Total Assets	83,987	80,783	71,801

Particulars (INR mn)	Dec-22	Sep-22	Dec-21
Equity and Liabilities			
<u>Shareholder's Funds</u>			
Share Capital	1,497	1,497	1,494
Reserves and Surplus	60,601	56,835	50,667
Total Shareholder's Funds	62,098	58,332	52,160
Minority Interest	337	305	219
<u>Non-current Liabilities</u>			
Borrowings	48	28	37
Others - Non-current Liabilities	1,136	1,067	1,119
Total Non-current Liabilities	1,185	1,095	1,155
<u>Current Liabilities</u>			
Short-term Borrowings	1,379	1,004	756
Trade Payables	15,003	16,600	13,952
Others - Current Liabilities	3,985	3,447	3,559
Total Current Liabilities	20,367	21,051	18,267
Total Equity and Liabilities	83,987	80,783	71,801

Q3 FY23: Consolidated Condensed Cash Flow Statement

Particulars (INR mn)	Quarter			Year To Date	
	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
Net Cash Flow from Operating Activities	3,500	11,628	-3,981	13,076	-1,910
Net cash flow from/(used in) investing activities	-3,357	-11,265	3,996	-11,081	2,171
Net cash flow from/(used in) financing activities	-58	-36	-223	-2,189	-1,884
Net Increase / (Decrease) in cash and cash equivalents	85	328	-208	-194	-1,624

Q3 FY23: Other key data points

Particulars (INR mn)	Quarter			Year To Date	
	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
Advertisement and sales promotion expense	636	168	436	999	656
Capital expenditure	1,441	967	930	3,452	2,438
Net Cash Position*	18,734	16,652	6,740	18,734	6,740
Trade acceptances*	7,870	10,776	6,936	7,870	6,936
Goods in Transit*	826	582	805	826	805
Exports contribution (%)	5.9%	13.2%	8.1%	8.6%	7.7%

* as at period end

Q3 FY23: Other financial metrics

Working Capital in days	Average			
	Q3 FY23	Q2 FY23	FY22	FY21
Receivable Days	29	28	41	59
Inventory days	94	82	81	108
Payable Days	63	66	67	102
Net Working Capital	59	44	54	65

Working Capital in days	Closing			
	Q3 FY23	Q2 FY23	FY22	FY21
Receivable Days	26	26	39	59
Inventory days	92	86	85	110
Payable Days	66	71	63	102
Net Working Capital	52	42	61	67

Other Income (INR mn)	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
Interest income	78	61	62	198	202
Gain/loss on Redemption of investment	200	123	48	386	157
Fair value of financial assets (MTM)	1	-182	25	73	26
Exchange differences (net)	-	-45	74	-	303
Miscellaneous income	119	21	8	161	43
Total	397	-22	216	818	731

Finance Cost (INR mn)	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22
Interest on Bank Borrowings	3	10	2	17	8
Interest on LC, VBD and Leases	66	86	28	184	74
Other borrowing costs	24	43	48	115	145
Foreign Exchange Gain/loss	-	-	-	-	-
Total	93	139	78	316	227

Project Leap

A multi year transformation journey



Energize B2B | Strengthen leadership

- Recalibrate business model
- Refine value proposition
- Micro market analytics
- Business development



Breakout growth in B2C | Position to win

- Create a winning variant ladder
- Redefine brand architecture
- “Digital-first” led execution
- Exploring adjacencies



Future proof success | Organization excellence

- Operating Model
- Talent and Capability
- Digital & Analytics



Accelerate Sustainability Agenda

- Renewable Energy
- Waster & Water Recycling
- Inclusive Growth
- CSR spends

>Rs 200 bn

sales by FY 2026

B2B PORTFOLIO

B2C PORTFOLIO

ENABLERS

SUSTAINABILITY

Project Leap

Made significant strides towards achieving our vision



Setup of right organization enablers

- ❖ Majority of talent acquisition for critical roles completed across businesses and functions
- ❖ Performance measures, Rewards & Recognition aligned to the growth strategy
- ❖ New transformation office to strengthen governance and implementation rigor



Customer centricity: Foundational moves

- ❖ Redesigned operating model of B2B businesses
- ❖ Heavy Duty & Light Duty Cables verticals merged to unlock significant value
- ❖ Structured approach to strategic key accounts
- ❖ Designed and piloted first in Industry, structured influencer management



Go – To – Market Excellence

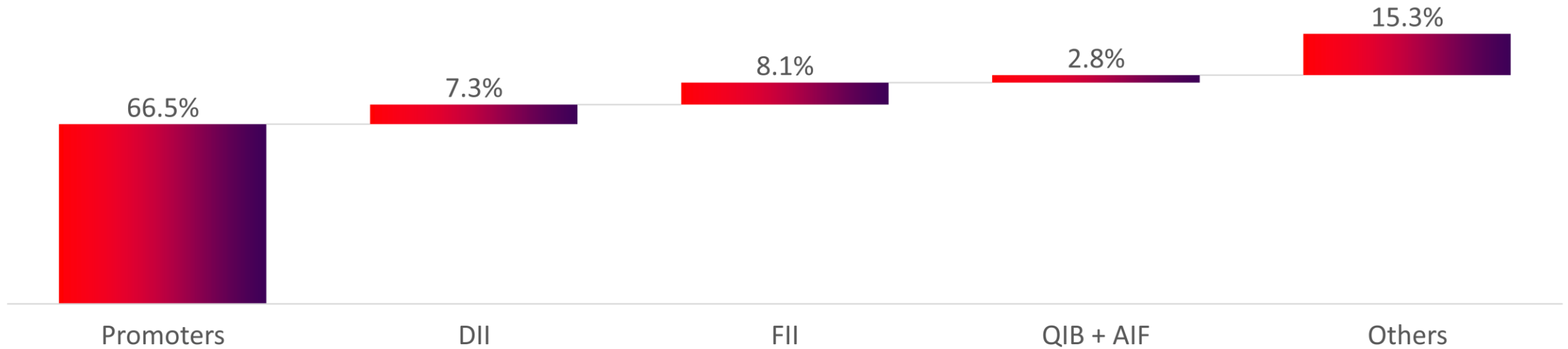
- ❖ Built presence in Emerging India (Semi Urban & Rural) and Alternate channels
- ❖ Fast-tracked distribution expansion with ~ 2x increase in direct towns coverage
- ❖ Successfully piloted End to End digitization of front-end sales



Winning with new products

- ❖ Launched new sub brand “Etira” which will play pivotal role in economy price segments
- ❖ Portfolio roadmap in place for key businesses
- ❖ NPD council setup across businesses for structured review and governance

Shareholding Pattern



Note: As on 30th September 2022. DII (Domestic Institutional Investors) includes "Mutual Funds". FII (Foreign Institutional Investors) includes "Foreign Portfolio - Corp" and "Foreign Corporate Bodies". QIB/ AIF stands for "Qualified Institutional Buyer"/ "Alternative Investment Fund"



Leadership Team - Board of Directors



Inder T Jaisinghani
Chairman and Managing Director



Bharat A Jaisinghani
Whole-Time Director



Nikhil R Jaisinghani
Whole-Time Director



Rakeshkumar Talati
Whole-Time Director



Gandharv Tongia
Whole-Time Director



RS Sharma
Independent Director

Holds a degree from ICWA . Previously served as Chairman and MD at ONGC Ltd. He has also worked as a Senior Advisor at McKinsey & Company and Chaired the FICCI Hydrocarbon committee



TP Ostwal
Independent Director

Practicing Chartered Accountant and is a senior partner with T.P Ostwal and Associates LLP. Contributed to transfer pricing regulations in India as well as Developing Countries of United Nations



Pradeep Poddar
Independent Director

IIM-Ahmedabad Alumni. Was M.D. of Heinz for India and South Asia. Led the Tata Group's Global foray into healthy beverages. Currently on the Boards of Monsanto India Ltd, Welspun India Ltd, and Uflex Ltd.



Sutapa Banerjee
Independent Director

Advanced Leadership Fellow at Harvard. Economics Gold medalist. On Boards of Zomato, Godrej Properties, JSW Cement, Axis Capital, Manappuram Finance, amongst others



Manju Agarwal
Independent Director

Career banker with 34 years of experience with SBI. On Boards of Gulf Oil Lubricants, Glenmark Life Sciences, PayTM Payments Bank, Hinduja Leyland Finance, CMS Infosystems amongst others

Leadership Team - Management

- Blend of Entrepreneurial and Professional Management
- Professionals with Prior Experience in Bajaj, CEAT, Crompton, Havells, Orient, Panasonic, SRBC & Co, Tata Group, Unilever, Vedanta etc.
- Vision to Execute Strategies in a Dynamic Environment
- Extensive Relationships and Deep Business Understanding



Anil Hariani
Director – Commodities
(Non-board member)



Anil Shipley
Head – Strategic Projects,
Electrical & Electronics



Anurag Agarwal
Strategic Initiatives &
International Businesses



Ashish D. Jain
Executive President & Chief
Operating Officer - Telecom



Bhushan Sawhney
Executive President & Chief
Business Officer (HLDC)



Diwaker Bharadwaj
President (Packaging
Development)



Kunal I Jaisinghani
Head – Agri Products



Manita Carmen A. Gonsalves
Company Secretary and
Compliance Officer



Rajesh Nair
Executive President & Chief
HR Officer



Rishikesh Rajurkar
President - Project



Ritesh Arora
Chief Digital Officer



Sandeep Bhargava
Executive President & Chief
Procurement Officer



Sanjeev Chhabra
Executive President & Chief
Treasury Officer



Vivek Sharma
Deputy Managing Director
(Non-Board Member)

Our Social Responsibility – A Philosophy of Empathetic Care

Health



On an average per day, 90-100 patients are taking advantages of our Mobile Medical Unit

Conducted breast tumour detection camps
Health camps in nearby villages

Support provided to Dr. Hedgewar Hospital, Aurangabad in setting up two General Wards and mammography machine in the Radiology department

Education



Construction of new classes in Narukot Javahar Ashram School, Narukot Utarbuniyadi Ashram School, and Tuwa Ashram School

Study Science, Technology, Engineering & Mathematics (STEM) Laboratory set up for students to learn practical aspects of education

Leadership Enrichment for Adolescence through Assessment & Development (LEAAD) programme organised

Environment



17% electricity generated through renewable sources, which led to 15,000+ tonnes reduction in CO2 emission

Replaced 100% conventional lighting with energy efficient LED lighting

Installation of Variable Frequency Drive (VFD) in compressors and pumps, resulting in 20% energy saving

Rural development

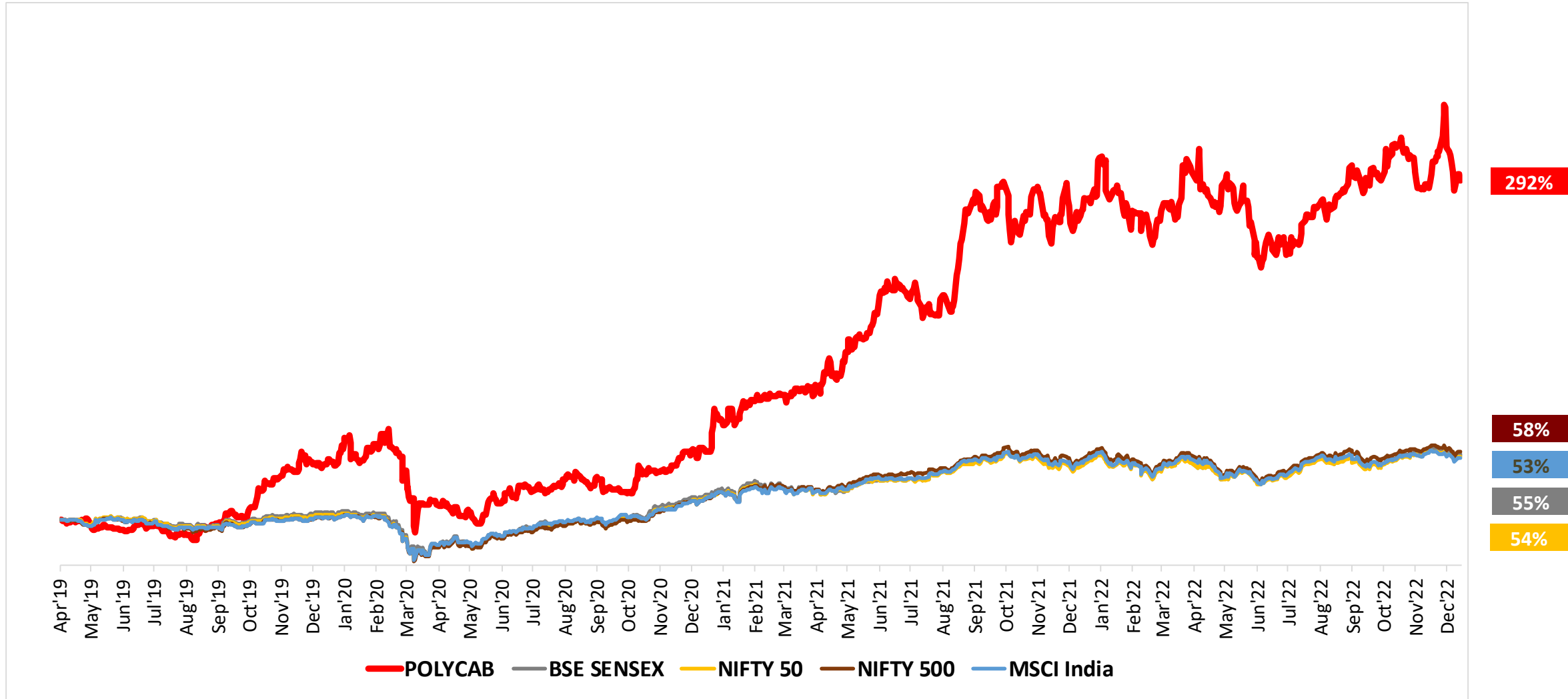


Promoting efficient farming through sessions on soil testing & model farms.

Women oriented skill training & creation of self help groups

Deepening of water reservoirs under Gujarat Government's "Sujalam Sufalam" programme in villages of Asoj, Bodidra & Waghodia

Enhancing shareholder value



Market Cap in USD calculated using USD INR spot rate of 79

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international copper, aluminum, oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

THANK YOU

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