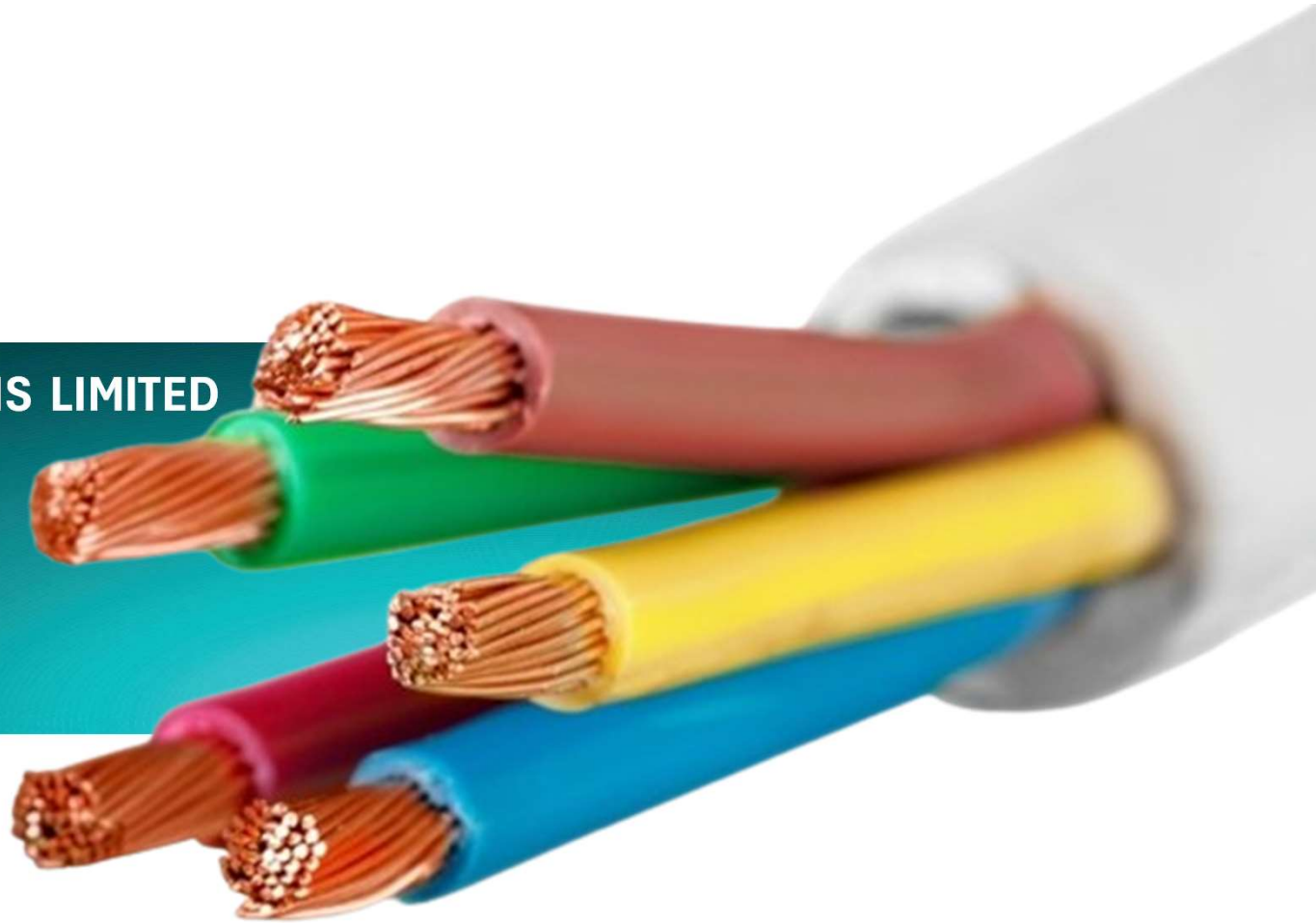




PARAMOUNT COMMUNICATIONS LIMITED

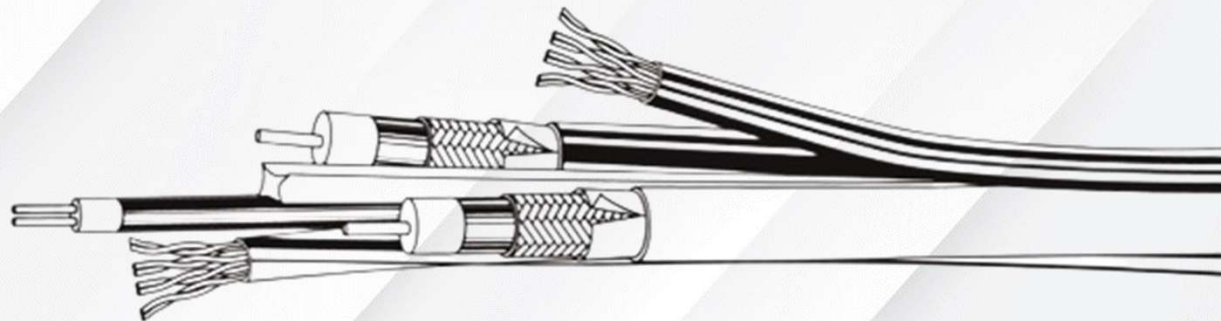
INVESTOR PRESENTATION
May 29, 2024



Wiring The World With The **Best**

SAFE HARBOR

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Paramount Communications Limited (referred to as Paramount, "The Company"), will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



PARAMOUNT AT A GLANCE

Paramount, a global company with over six decades of expertise in the wires and cables industry, serves prestigious public and private sector clients. The Company's brand "Paramount Cables" is highly regarded for its quality and reliability.

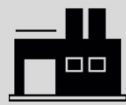


Wires & Cables

25+
Product Range

2,500+
SKU

Products



2
Production
Units

Haryana
&
Rajasthan



Quality
&
Reliability

Hold
certifications
from various
Indian and
global agencies



PAN
India
Presence

- 600+ Institutional Clients
- 150+ Channel Partners
- 7,000+ Electricians
- E-commerce - Presence on recognized platforms



1st
Manufacturer
in India

- Laying & Repairing Undersea Cable
- Lead-free house wires
- Offers 20 years of warranty



FY23
VS
FY24

- Revenue Growth 34.4%
- EBITDA Growth 51.5%
- PAT Growth 79.3%



Paramount
Parivar
App

Bringing together
its dealers and
distributors onto a
unified platform.



9001:2015
14001:2015



Certifications



CPRI



IS : 694

GLIMPSE OF OUR PRODUCT PORTFOLIO

Power Cables



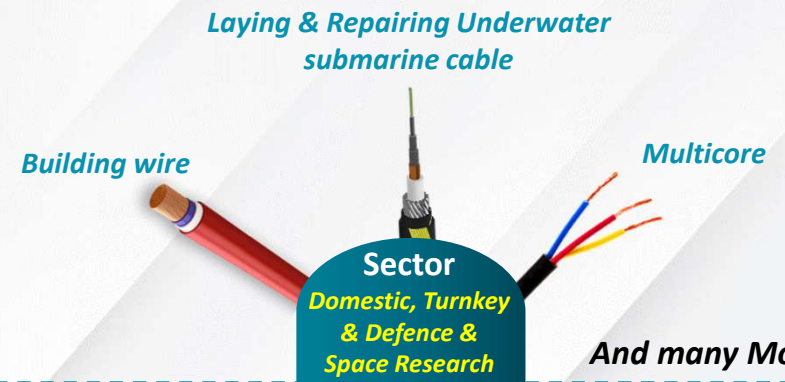
Telecom Cables



Special Cables



Others



KEY FACTORS DRIVING GROWTH IN THE CABLES & WIRES SEGMENT

Segments	Factors driving growth in the cables segment
Power Cables	<ul style="list-style-type: none"> Investments in power transmission and distribution Capacity addition in solar and wind energy Smart cities mission
Building Wires	<ul style="list-style-type: none"> Affordable housing scheme A spike in nuclear families Investments in commercial and residential infrastructure
Flexible Cable & Wires	<ul style="list-style-type: none"> Automobile industry growth and increasing investments in Railways for electrification Growing demand for household appliances and automobiles due to revival in per capita income Increased construction activity supported by growing infrastructure projects
Control & Instrumentation Cables	<ul style="list-style-type: none"> Capex rising across industries such as Auto, Steel, Oil and Gas, and Power Investment expenditure by Indian Railways and in other mass transit systems Increased focus on automation in 'manufacturing and processing' to monitor and control quality
Telecom Cables	<ul style="list-style-type: none"> Service and industrial sector growth increasing the need for data cables Intercom and security system penetration in residential buildings Smart cities project Surge in internet users with rising internet penetration as a percentage of total households

Source: Industry report

OUR TEAM

Sanjay Aggarwal (Chairman & CEO)

Sanjay is Chairman & CEO of the Company. He joined the Company straight after completing his B.Com (Hons) from Sri Ram College of Commerce in 1983. He has been an integral part of the growth story of the Company, from a small-scale industrial unit to one of the largest cable manufacturers in India. Sanjay has personally led various key initiatives for the Group including the public issue on BSE in 1994, the transformation of the Company into a medium scale enterprise with the launch of its PIJF Telecom Cable plant and further expansion & diversification into Optical Fiber Cables in 2001 and High Voltage Cables in 2007. He was the national president of PHD Chamber of Commerce & Industries for 2020-21.



Sandeep Aggarwal (Managing Director)

Sandeep is the Managing Director and Promoter of Paramount. He studied BA Eco(Hons) from the prestigious Sri Ram College of Commerce, Delhi University and joined Paramount in 1986. Sandeep is the Chairman of Telecom Equipment and Services Export promotion Council (TEPC). He has received numerous awards from social, cultural and industry organizations over the past 30 years. He serves as a member of various organizations, including the Telecom Equipment & Services Export Promotion Council, PHD Chamber of Commerce, Rotary Club of Delhi South Central, and National Telecom Development Advisory Group.



S. K. Aggarwal (CFO)

Mr. Agarwal is a Chartered Accountant from India and a law graduate. He has over 3 decades of experience in financial Planning, Budgeting & Reporting and Corporate Restructuring. He is acclaimed for developing & implementing financial control and processes in various organizations.



Manmeet Singh Anand (Business Development Head)

Mr. Singh has over 4 decades of experience in the Business Development and Marketing of Wires and Cables. He has full knowledge of Indian and International Cable Market, and is skilled in Negotiation, Sales Management, and Business Development Worldwide. Mr. Singh has been associated with Paramount for more than 15 years and has been managing the Power Cable business with great efficiency.



D.S. Muchhal (President Operations-Dharuhera)

Mr. Muchhal is a Bachelor of Engineering (Mechanical) and has a Diploma in Industrial and Business Management. He has been associated with the Company since 1997 and has over 40 years of work experience in Product development, implementation of efficient operations and cost-effective systems and administration.



Punawasi Prasad Pal (GM Operations-Khushkhera)

Mr. P. Pal is a Bachelor of Technology from JRN Rajasthan Vidyapeeth University. He has been associated with the Company since 1999 and has over 3 decades of work experience in product development, implementation of efficient operations and cost-effective systems and administration.



EVOLVING BUSINESS MODEL



Diversification
over the
years

1955

Established. Soon became a well-known brand for House-wires and cables.

1976

Launched PVC Telecom Cables for the Dept. of Telecom, Govt. of India

1985

Became the first cable manufacturer to successfully develop Axle Counter Cables for Telecom & Signal network of Indian Railways.

2013

Started manufacturing PTFE Cables

2012

Started manufacturing Fire Survival cables. Most technologically advanced FS cable. Approved by BASEC & LPCB

2008

Became a household name with the launch of the 1st Lead Free Wires for domestic wiring in India

2005

Diversified into the production of 11 & 33 KV, medium voltage power cables

1999

Optical Fibre Cables plant operational

1996

PIJF Cables Plant operational at Dharuhera

2016

With the introduction of Solar Cables, Paramount takes a big leap towards facilitating clean energy in India

2017

Introduced EPC services as end-to-end solutions for Construction, Design, Engineering & Commissioning in various sectors.

2019

Submarine Cable Repairing Project

2020

Started focusing on Exports

2023

Exports increased to 50%

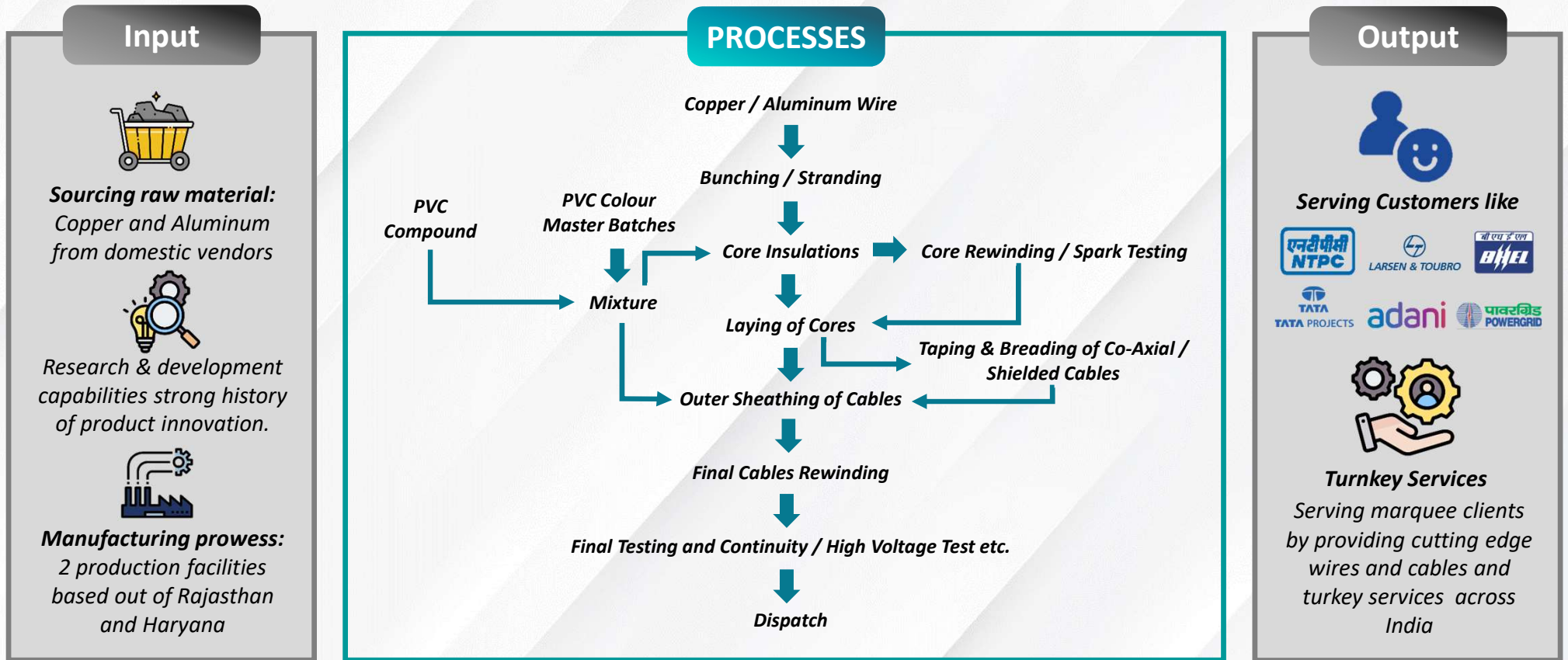
2024

- Acquisition of Valens which would enable us to provide turnkey services
- Partial repayment of ARC Debt.
- Clocked Rs. 1000 Crore Revenue

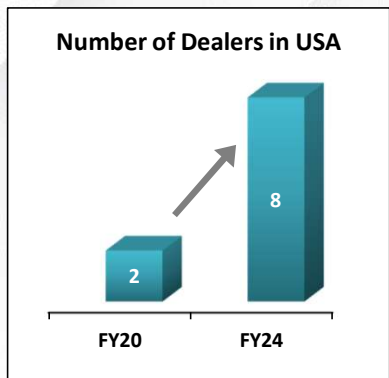
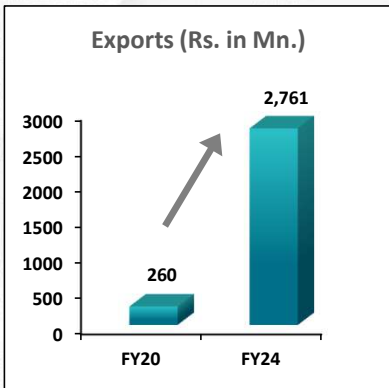
Paramount over the years has carefully mitigated concentration risk by innovating and developing various products to diversify product basket across multiple industries.

OUR VALUE CHAIN

Ability to scale quickly on back of manufacturing capability and capacity to deliver high quality products.



STRONG PRESENCE




Supplying its products to every port of USA



 **DELHI (INDIA)**
Head Office

 **USA:**
Largest Export Market

 **Growth Opportunities**

 **Manufacturing Plant:**
Khushkhera, (Rajasthan) & Dharuhera, (Haryana)

Focused on replicating similar success story as USA on back of superior product quality in other geographies.

"Map not drawn to scale. Only for illustration purposes"

MANUFACTURING FACILITY

Khushkhera Plant – Rajasthan (India)



Dharuhera Plant – Haryana (India)



MARQUEE CLIENTS



And many more...

AWARDS & RECOGNITION



Udyog Ratna Award 2019
from Institute of Economic Studies (India)



Corporate Excellence Award 2010
from Amity University (India)



Niryat Shree Award 2010
from Federation of Indian Exports Organization (FIEO)



Star Performer Award for 2006, 2008, 2011, 2012, 2013, 2014 & 2015
from EEPC (India)



National Entrepreneurship Award 1984
from Ministry of Skills & Entrepreneurship



Marketing Gold Award 1992
from Institute of Marketing & Management (India)

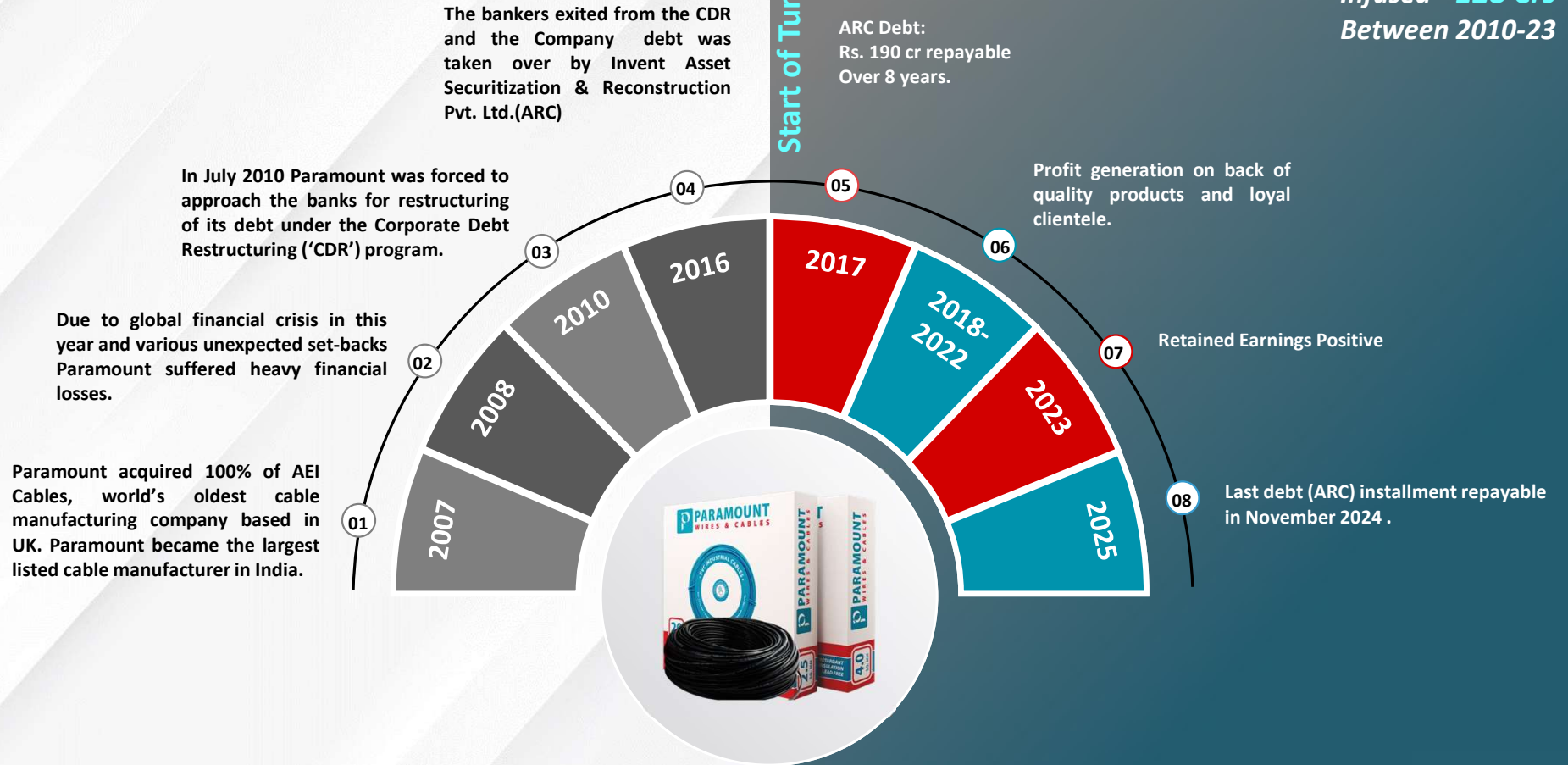


Community Service Award 2003
from Rotary Club of Delhi Central



Indo-African ICT Award 2017

TURNAROUND STORY



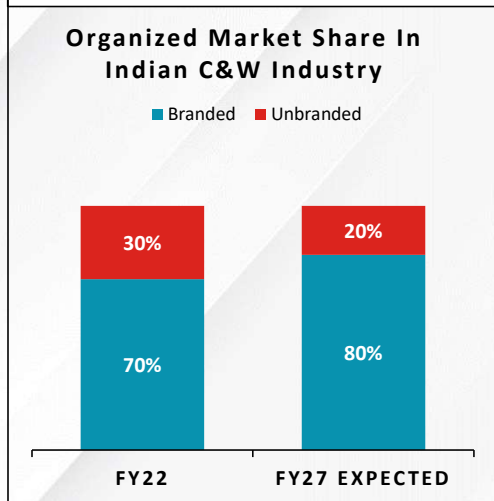
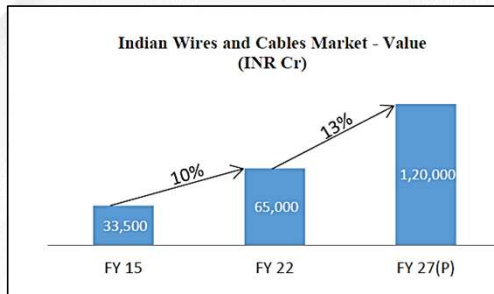
Promoters Have Infused ~128 Crs Between 2010-23

GROWTH STRATEGY



INDUSTRY OVERVIEW

Industry Growth



Growth Drivers

Power Generation

Power generation total installed capacity

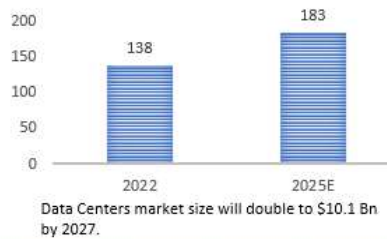


Shift towards renewable resources

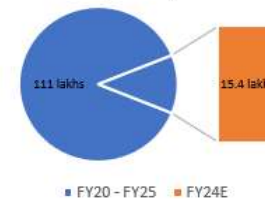


Infrastructure

NUMBER OF DATA CENTERS



National Infrastructure Plan Capital Outlay (Amt in Crs)



'Housing for All' Scheme



Railway

Highest ever Union Budget for Railways



Global

Global C&W Industry *Values in Bn



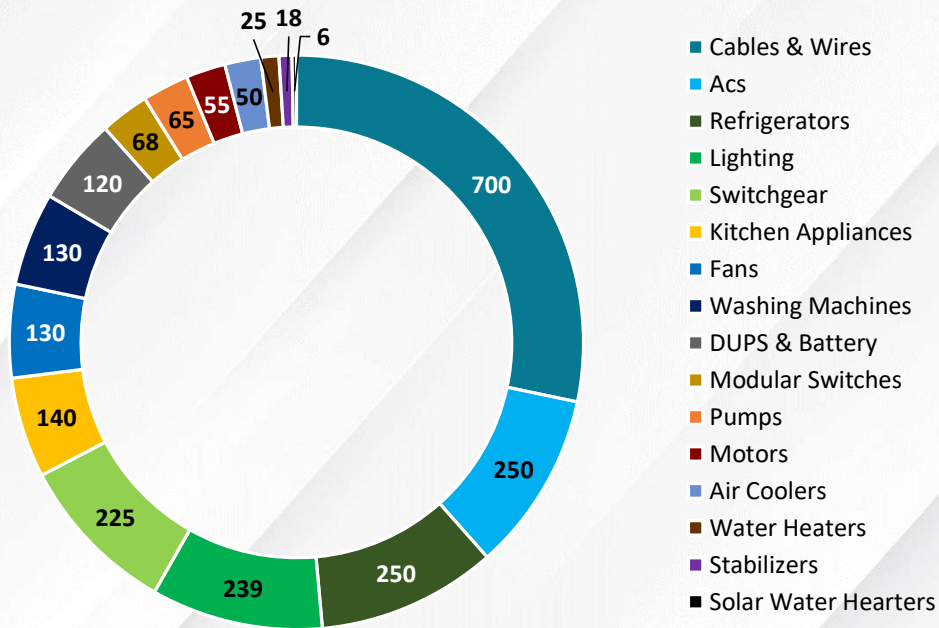
- This will get a further thrust by the mega USA Government's \$3 trillion infrastructure plan.
- India is third in world for C&W exports with USA being the major international market.

Growth is led by initiatives such as rural electrification, smart cities, awareness for safety standards, digitalization, distribution reach, demand for premium products and overall infrastructure development.

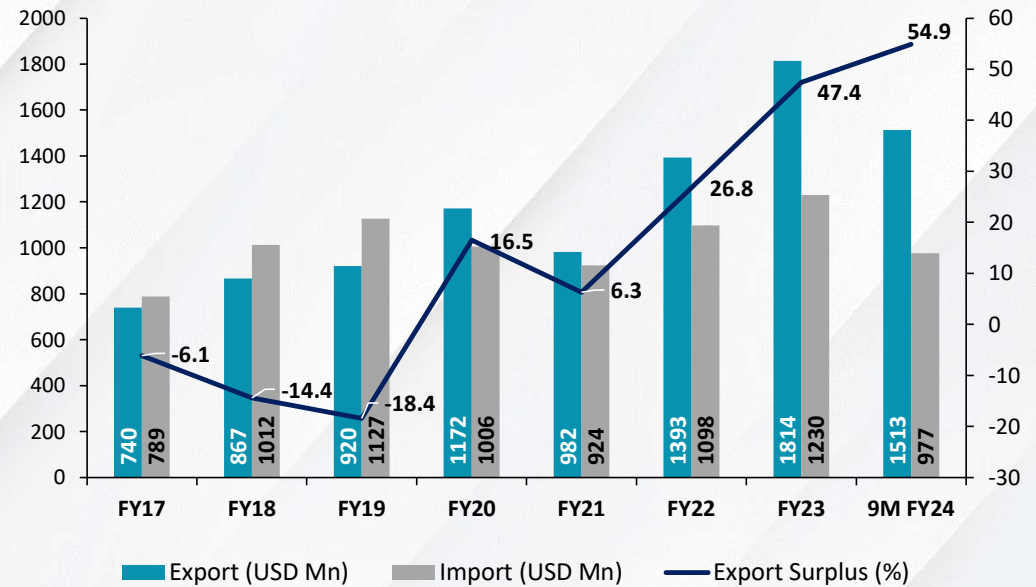
Sources: Fortune Insights, Technopak Analysis, secondary research

CONTINUED.....

Market Size Of Different Segments Of The Indian Electrical Industry

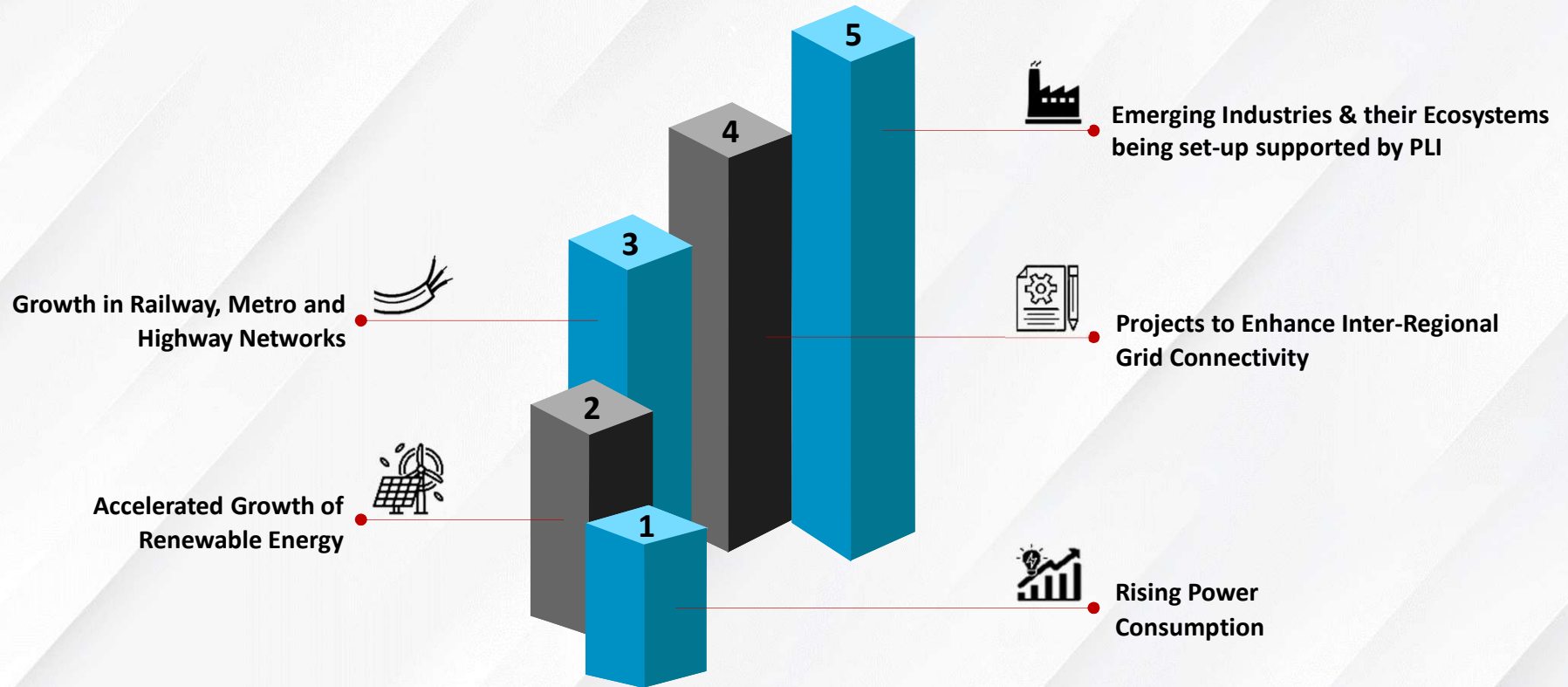


Rise In Exports Of Cables & Wires Higher Than The Imports

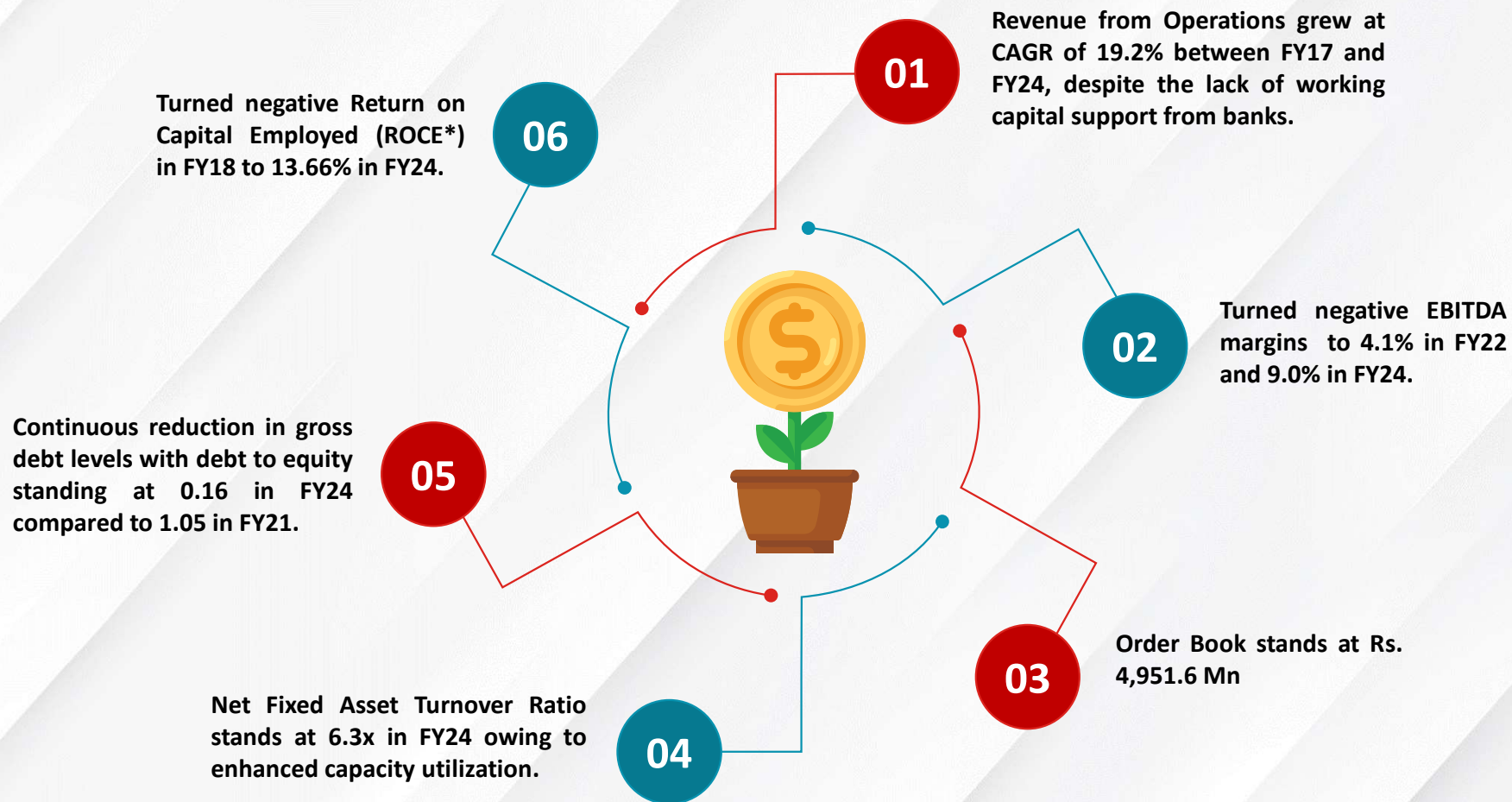


Sources: MOSL Report on Wires and Cables -

GROWTH DRIVERS



KEY FINANCIAL HIGHLIGHTS



*EBIT includes Other Income

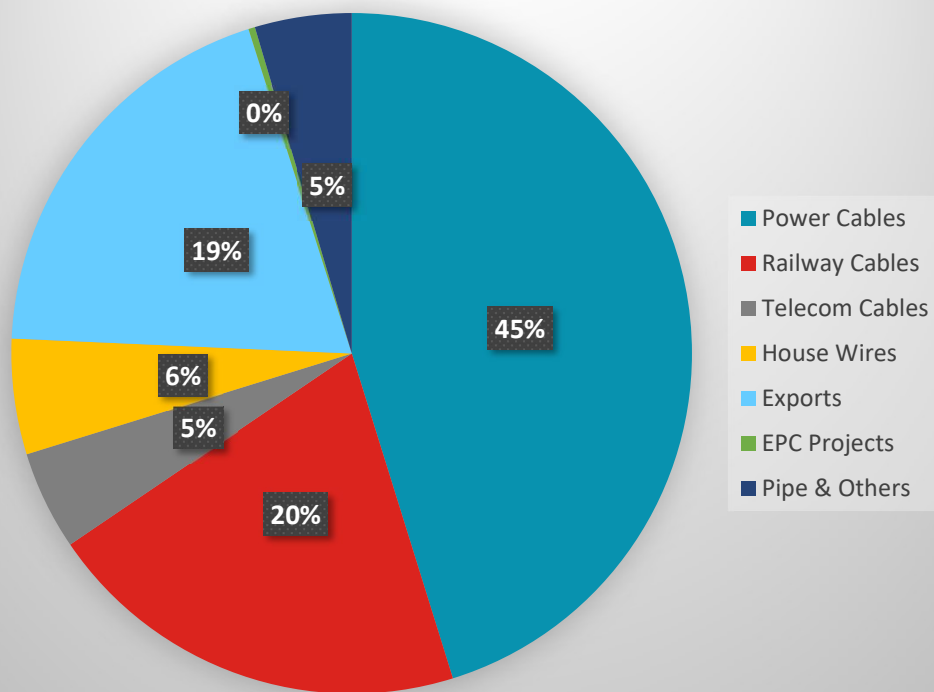
QUARTERLY FINANCIALS

Q4 & FY24 (Consolidated)

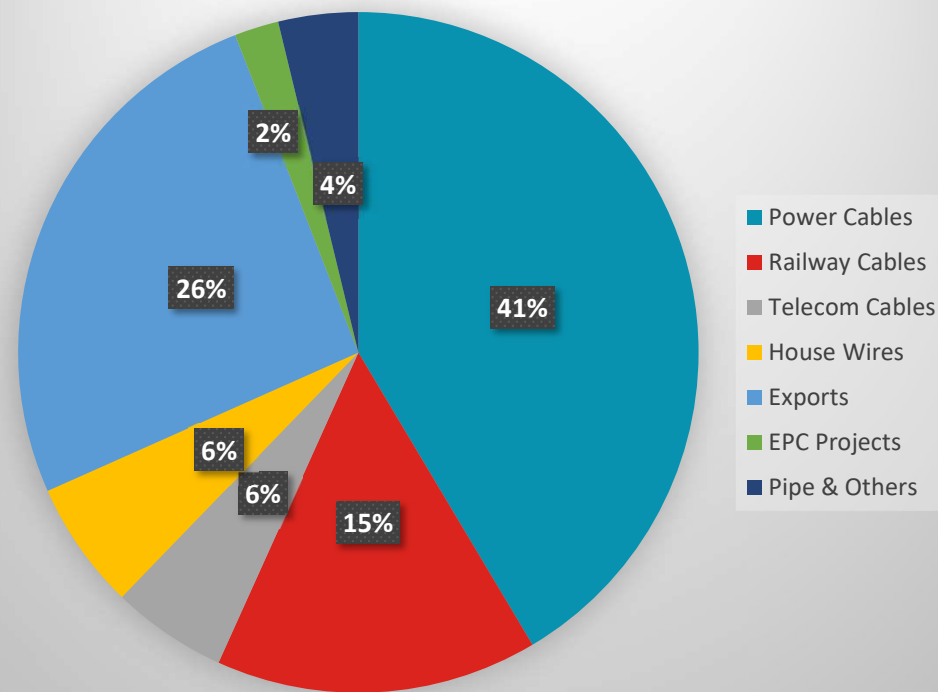


FINANCIAL METRICS: REVENUE MIX

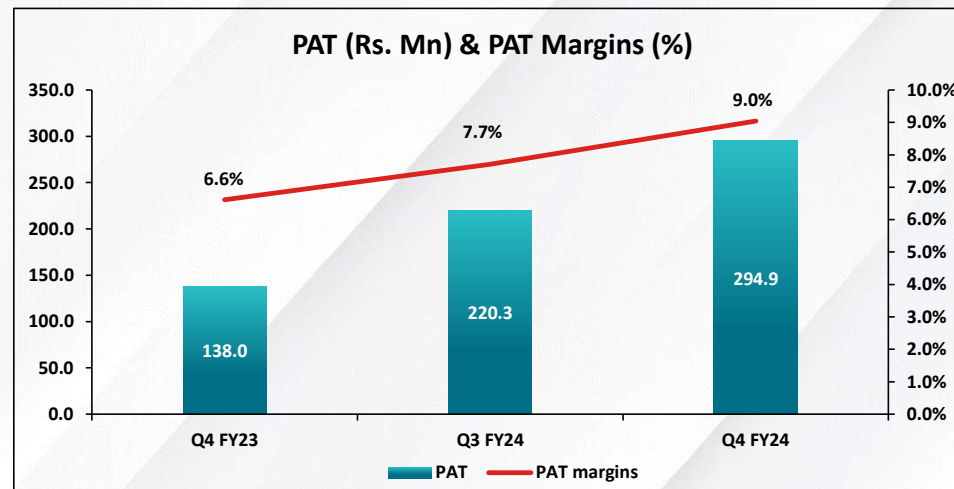
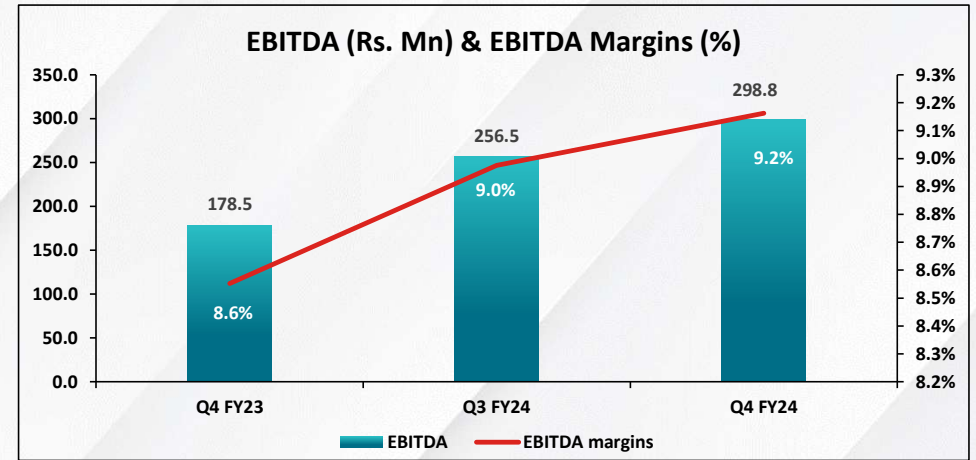
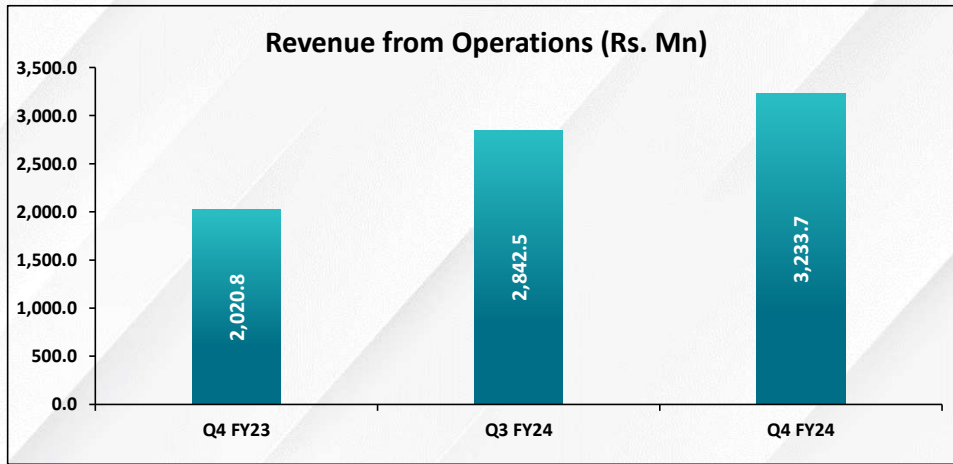
Q4FY24



FY24

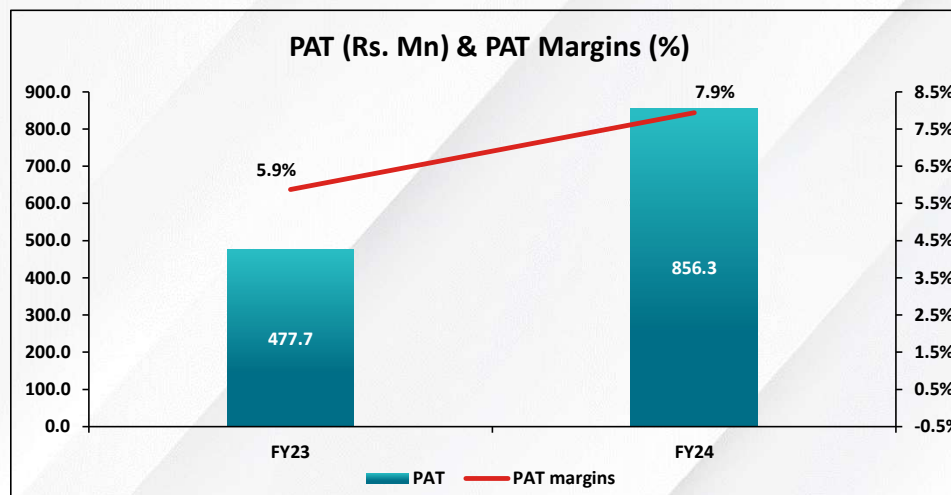
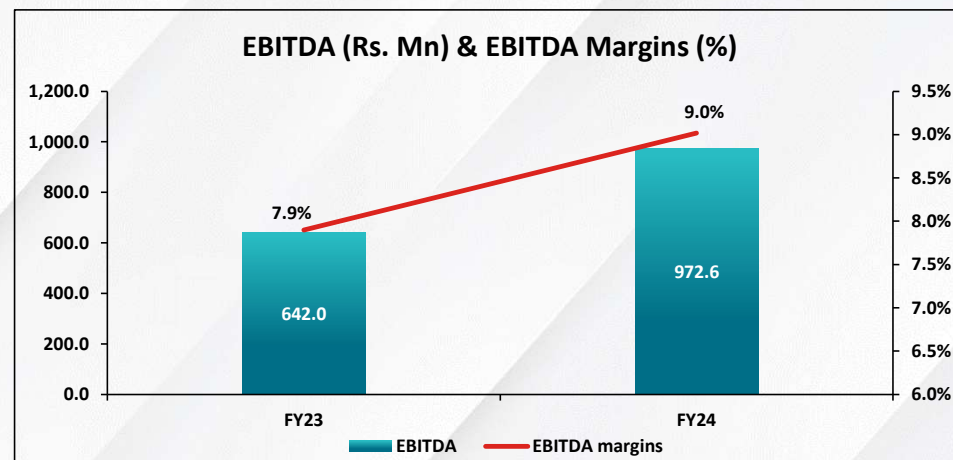
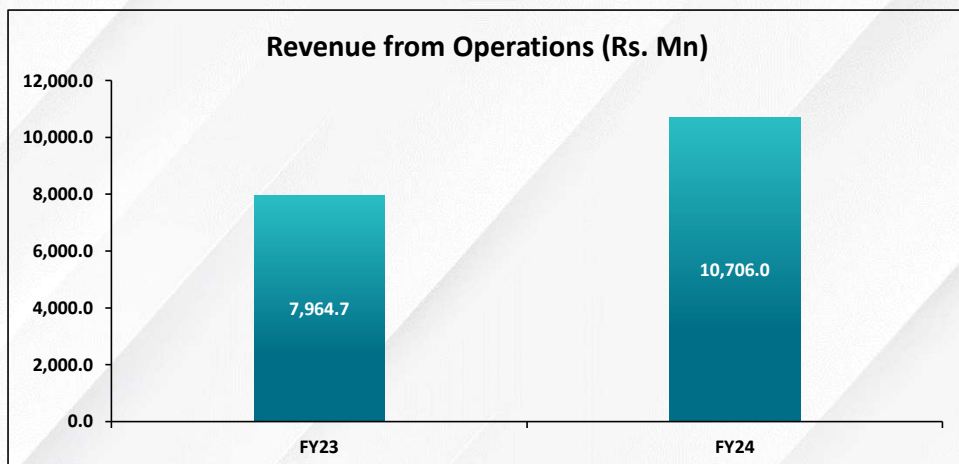


FINANCIAL METRICS - QUARTERLY



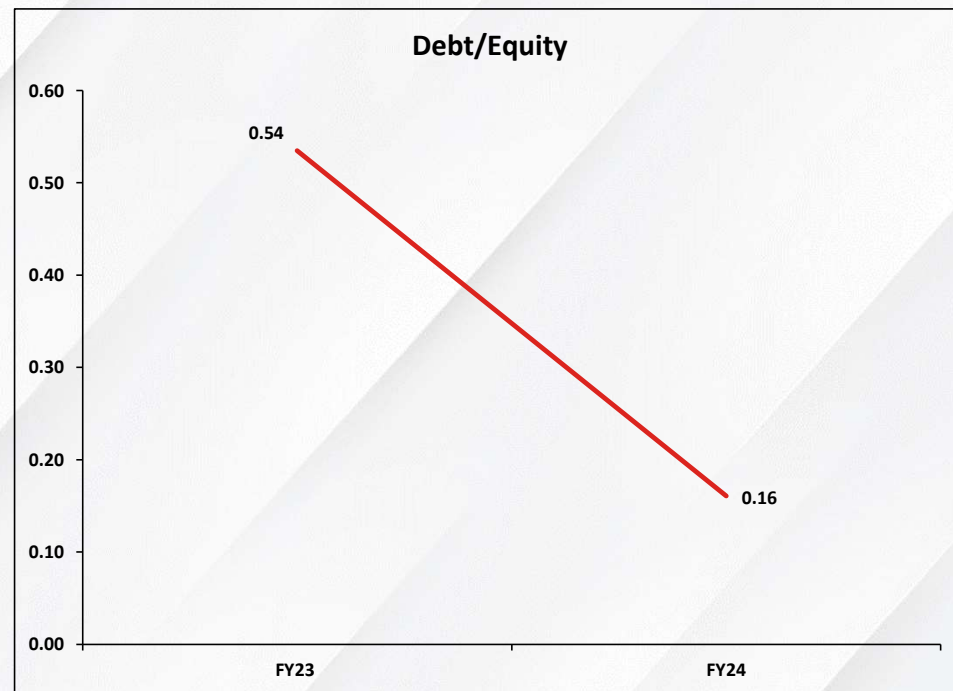
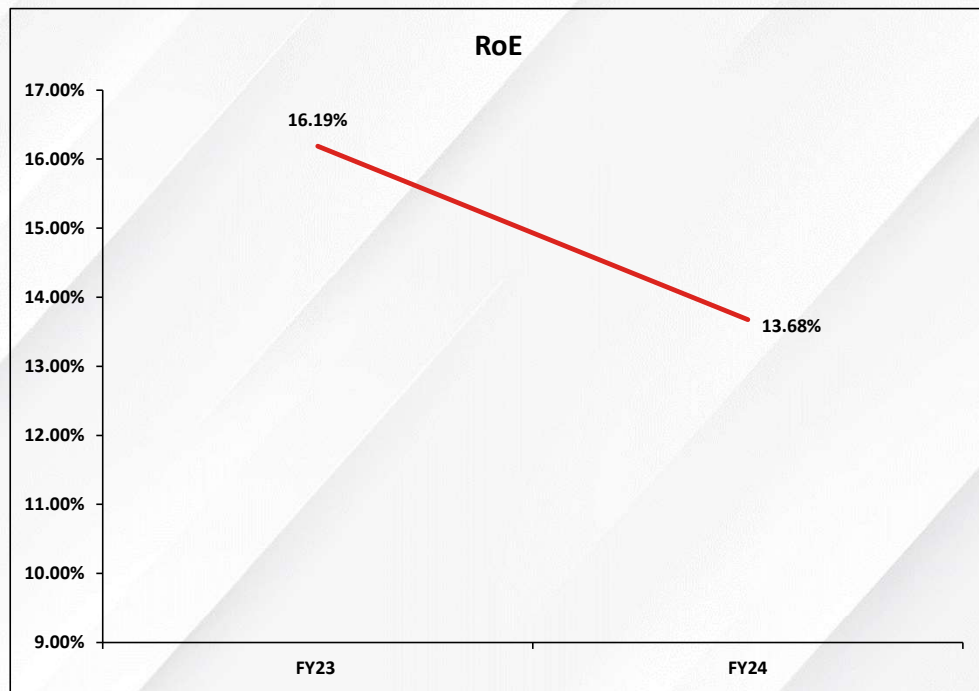
*EBIT includes Other Income

FINANCIAL METRICS - ANNUAL



FINANCIAL METRICS

Consistently reducing debt and improving financial performance



Temporary dilution in ROE due to recent fund infusion

FINANCIAL STATEMENTS

CONSOLIDATED INCOME STATEMENT:

Particulars (Rs. Mn)	Q4 FY24	Q4 FY23	YoY (%)	Q3 FY24	FY24	FY23	YoY (%)
Revenue from operations	3,233.7	2,020.8	60.0%	2,842.5	10,706.0	7,964.7	34.4%
Other income	27.7	66.0		15.8	79.6	162.5	
Total revenue	3,261.4	2,086.7	56.3%	2,858.3	10,785.6	8,127.2	32.7%
Total expenses excluding depreciation, amortization, & finance cost	2,962.6	1,908.3		2,601.8	9,813.0	7,485.2	
EBITDA*	298.8	178.5	67.4%	256.5	972.6	642.0	51.5%
EBITDA Margin %	9.2%	8.6%		9.0%	9.0%	7.9%	
Depreciation & Amortization	25.7	22.8		24.1	93.8	92.6	
Finance Cost	14.2	17.7		11.9	59.1	71.8	
PBT	258.9	138.0		220.6	819.8	477.7	
Tax Expense	36.1	-		0.3	36.5	-	
PAT	294.9	138.0	113.7%	220.3	856.3	477.7	79.3%
PAT Margin %	9.0%	6.6%		7.7%	7.9%	5.9%	
Other Comprehensive Income/Loss	(12.3)	(0.8)		0.9	(9.7)	3.5	
Net PAT	282.6	137.2		221.2	846.7	481.2	
Diluted EPS	1.00	0.67		0.81	3.29	2.40	

*EBITDA is calculated including other income

#Minor differences may be due to rounding off

Notes for Consolidated Income Statement:

- Revenue from Operations grew by **60.0%** from **Rs 2,020.8 Mn** in Q4 FY23 to **Rs.3,233.7 Mn** in Q4 FY24 and by **34.4%** from **Rs. 7,964.7 Mn** in FY23 to **Rs. 10,706.0 Mn** in FY24. This growth was led by robust demand for our products across markets and applications.
- EBITDA increased by **67.4%** from **Rs. 178.5 Mn** in Q4 FY23 to **Rs. 298.8 Mn** in Q4 FY24 and by **51.5%** from **Rs. 642.0 Mn** in FY23 to **Rs. 972.6 Mn** in FY24. EBITDA margins increased by **60 bps** from **8.6%** in Q4 FY23 to **9.2%** in Q4 FY24 and by **110 bps** from **7.9%** in FY23 to **9.0%** in FY24. This was led by increase in scale of operations, and efficient cost control measures.
- PAT increased by **113.7%** from **Rs. 138.0 Mn** in Q4 FY23 to **Rs. 294.9 Mn** in Q4 FY24 and by **79.3%** from **Rs. 477.7 Mn** in FY23 to **Rs. 856.3 Mn** in FY24. PAT margins increased by **240 bps** and by **200 bps** to **9.0%** in Q4 FY23 and to **7.9%** in FY24 respectively.

FINANCIAL STATEMENTS

CONSOLIDATED BALANCE SHEET:

Particulars (Rs. Mn.)	31.03.24	31.03.23
Assets		
Non-Current Assets		
Property, Plant & Equipment	1,402.4	976.4
Capital Work-in-Progress	14.9	0.0
Right of Use Assets	283.6	289.1
Intangible Assets	7.7	10.9
Financial Assets		
- Loans	0.5	0.3
- Other Financial Assets	190.8	97.7
Other Non-Current Assets	99.0	10.2
Deferred Tax Assets (Net)	37.2	0.0
Total Non-Current Assets	2,036.2	1,384.6
Current Assets		
Inventories	2,342.8	1,131.0
Investments	557.4	100.2
Trade Receivables	2,522.5	1,687.7
Cash & Cash Equivalents	45.6	179.7
Bank Balance other than Cash	180.8	122.0
Loans	4.9	4.3
Other Financial Assets	43.6	29.3
Current Tax Assets (Net)	24.1	18.5
Other Current Assets	508.6	381.8
Total Current Assets	6,230.3	3,654.5
Total Assets	8,266.5	5,039.1

Particulars (Rs. Mn.)	31.03.24	31.03.23
Equity & Liabilities		
Shareholder's Funds		
Equity Share Capital	606.9	388.4
Other Equity	5,654.7	2,562.5
Total Shareholder's Funds	6,261.6	2,950.8
Non-Current Liabilities		
Financial Liabilities		
- Long-Term Borrowings	134.1	1,123.2
- Lease Liabilities	21.7	22.6
Provisions	15.2	6.0
Total Non-Current Liabilities	171.0	1,151.8
Current Liabilities		
Short-term Borrowings	873.7	455.8
Lease Liabilities	0.9	0.8
Trade Payables	847.5	398.1
Other Financial Liabilities	53.6	43.6
Other Current Liabilities	56.1	37.4
Provisions	1.3	0.8
Current Tax liability (Net)	0.8	0.0
Total Current Liabilities	1,834.0	936.5
Total Equity & Liabilities	8,266.5	5,039.1

*Minor differences may be due to rounding off

CASH FLOW STATEMENT

Cash Flow Statement (Rs. Mn)	FY24	FY23
A. CASH FLOWS FROM OPERATING ACTIVITIES:	(1,009.3)	111.0
B. CASH FLOWS FROM INVESTING ACTIVITIES:	(958.2)	(163.4)
C. CASH FLOWS FROM FINANCING ACTIVITIES:	1,832.7	218.4
NET CHANGE IN CASH & CASH EQUIVALENTS	(134.9)	165.9

*Minor differences may be due to rounding off

CHAIRMAN'S NOTE



Sanjay Aggarwal, Chairman & CEO,
Paramount Communications Limited

*“At Paramount we are excited to announce that Paramount Communications Limited has achieved a significant milestone in fiscal year 2024 as we have clocked highest ever revenue exceeding **Rs.1,000 crore** for the first time. This remarkable accomplishment underscores our steadfast dedication to excellence and our focus on enhancing execution capabilities, introducing innovative products, expanding into new markets, and bolstering our presence in existing ones. This has significantly bolstered our order book, which currently stands **at Rs. 495 cr.** This accomplishment not only highlights the strength of our client relationships but also reaffirms our consistent delivery on commitments.*

*As our operations continue to expand, we remain focused on enhancing efficiency across all facets of our business. This relentless pursuit of operational excellence has resulted in significant improvements in our financial performance. Our EBITDA margins have grown by **110 bps y-o-y**, reflecting our success in driving operational efficiencies. Additionally, our EBITDA for FY24 has increased from **7.9% to 9.0%**, underscoring the robustness of our business model. Furthermore, we are pleased to report that our PAT margins for the fiscal year, have also improved from **5.9% to 7.9%**. These achievements highlight our ability to generate sustainable value for our stakeholders while maintaining a strong financial position.*

In FY24, Paramount achieved a significant milestone by substantially repaying its ARC debts and positioning itself to become debt free by FY 25 . This accomplishment demonstrates our commitment to prudent financial management and underscores our ability to effectively manage our liabilities, further strengthening our balance sheet.

*The business environment looks highly favourable, with a growing demand emerging from sectors like railways, power including renewable energy, telecommunications, etc. As India embraces sustainable practices, there is a surge in capital expenditure in the renewable energy space, particularly in the demand for power cables. The Indian electrical industry, valued at around **INR 1.8 trillion in FY23**, is expected to achieve a CAGR of approximately **10%**. This growth projection encompasses both the cables & wires sector and the Fast-Moving Electrical Goods (FMEG) segment, which together contribute to the overall industry value. With a significant portion of the electrical industry, cables & wires play a vital role in construction and infrastructure endeavours, constituting about **39%** of the sector. Paramount, a significant figure in this sector, is well-positioned to capitalize on the forthcoming expansion, primarily propelled by heightened involvement in infrastructure and real estate ventures. With its established presence and expertise, Paramount is primed to seize the opportunities arising from the surge in infrastructure and real estate initiatives, enhancing its influence and profitability within the market. Paramount also has a strong presence in USA B2C Market for cables with revenues exceeding **Rs 276 crores** in FY 24.*

At Paramount, we remain steadfast in our commitment to innovation, quality, and expansion. We are focused on diversifying our product range, delivering top-notch quality solutions in the wires and cables space, and continually developing new products. Moreover, we are dedicated to expanding our geographical footprint and reaching new markets in the future. With a strong foundation in place and a clear strategic direction, we are well-positioned to capitalize on emerging opportunities and drive sustained growth in the years to come.”

CAPITAL MARKET INFORMATION

Incorporated	1955
Listed on	BSE & NSE
BSE Scrip Code / NSE Symbol	530555 / PARACABLES
Issued Shares	30,34,34,870
Share Price (As at 24 th May, 2024)	80.49
Market Capital (Rs. Million)	24,423.5
52 Weeks High/Low	116.70/34.07



Shareholding Pattern as at 31st March, 2024:

Particulars	% Shareholding
Promoter and Promoter Group	49.31%
Institutions	6.98%
Public	43.71%
TOTAL	100.00%

Source: BSE

THANK YOU



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INVESTOR RELATIONS ADVISOR

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