Polycab India Limited

Issue Snapshot:

Issue Open: Apr 05 – Apr 09, 2019

Price Band: Rs. 533 – 538 (Discount of Rs 53 per equity to the eligible employees)

Issue Size: *25,016,944 (Fresh issue of 7,434,944 eq sh + offer for sale of 17,582,000 eq sh)

Offer Size: Rs.1333.40 crs – 1345.91 crs

QIB	upto 50% eq sh
Non Institutional	atleast 15% eq sh
Retail	atleast 35% eq sh
Employee	upto 175,000 eq sh

Face Value: Rs 10

Book value: Rs 192.36 (Dec 31, 2018)

Bid size: - 27 equity shares and in multiples thereof

100% Book built Issue

Capital Structure:

Pre Issue Equity:	Rs. 141.20 cr
Post issue Equity:	Rs. 148.64 cr

Listing: BSE & NSE

Global Co-ordinator and Book Running Lead Manager: Kotak Mahindra Capital Company Ltd, Axis Capital Ltd, Citigroup Global Markets India Private Ltd, Edelweiss Financial Services Ltd

Book Running Lead Manager: IIFL Holdings Ltd, YES Securities (India) Ltd

Registrar to issue: Karvy Fintech Private Limited

Shareholding Pattern

Shareholding Pattern	Pre issue %	Post issue %
Promoter and Promoter Group	78.94	68.69
Public & Employee	21.06	31.31
Total	**100.0**	**100.0**

Source for this Note: RHP
*Assuming pricing at the higher end of band

Background & Operations:

Polycab India Ltd (PIL) is engaged in the business of manufacturing and selling wires and cables and fast moving electrical goods (“FMEG”) under the “POLYCAB” brand. It is the largest manufacturer in the wires and cables industry in India, in terms of revenue from the wires and cables segment and provides one of the most extensive range of wires and cables in India. For Fiscal 2018, it has a market share of approximately 18% of the organized wires and cables industry and approximately 12% of the total wires and cables industry in India, estimated at Rs 525 billion based on manufacturer’s realization. Apart from wires and cables, it manufactures and sell FMEG such as electric fans, LED lighting and luminaires, switches and switchgears, solar products and conduits and accessories. According to CRISIL Research, the wires and cables industry in India, in value terms, has grown at a compound annual growth rate (“CAGR”) of approximately 11% in the last five years to reach Rs525 billion in Fiscal 2018. CRISIL Research expects the wires and cables industry in India to expand at a CAGR of approximately 15% in value terms to reach approximately Rs1,033 billion by Fiscal 2023.

PIL manufactures and sells a diverse range of wires and cables and its key products in the wires and cables segment are power cables, control cables, instrumentation cables, solar cables, building wires, flexible cables, flexible/single multi core cables, communication cables and others including welding cables, submersible flat and round cables, rubber cables, overhead conductors, railway signaling cables, specialty cables and green wires. In 2009, it diversified into the engineering, procurement and construction (“EPC”) business, which includes the design, engineering, supply, execution and commissioning of power distribution and rural electrification projects. In 2014, PIL diversified into the FMEG segment and its key FMEG are electric fans, LED lighting and luminaires, switches and switchgears, solar products and conduits and accessories.

PIL has 24 manufacturing facilities, including its two joint ventures with Techno Electromech Pvt Ltd. (‘Techno’) and Trafigura Pte Ltd (‘Trafigura’), located across the states of Gujarat, Maharashtra and Uttarakhand and the union territory of Daman and Diu. Four of these 24 manufacturing facilities are for the production of FMEG, including a 50:50 joint venture with Techno, a Gujarat-based manufacturer of LED products. It has an established supply chain comprising its network of authorized dealers, distributors and retailers. This network supplies its products across India. Its distribution network in India comprised over 2,800 authorized dealers and distributors and 30 warehouses as at and for the nine months period ended December 31, 2018. It supplies its products directly to its authorized dealers and distributors who in turn supply its products to over 100,000 retail outlets in India. PIL manages its sales and marketing activities through its corporate office, three regional offices and 20 local offices in various parts of India as at December 31, 2018. In addition, in Fiscal 2018, it exported its products to over 40 countries.

PIL is an established manufacturer of cables and wires in India and will continue to strengthen its brand in both its wires and cables business and its FMEG business. It has been awarded the gold trophy for five consecutive years from 2013 to 2017 at the Annual Convention on Quality Concepts organized by the Quality Circle Forum of India. It works closely with major power utilities, oil and gas, IT parks, metro rail, infrastructure, metal and non-metal, cement and EPC companies that operates in India and abroad. Its customers include institutional clients such as L&T Construction and government clients such as Konkan Railway Corporation Ltd.

Objects of Issue:

The Offer comprises of the Fresh Issue and the Offer for Sale.

Offer for Sale

Each of the Selling Shareholders will be entitled to the respective proportion of the proceeds of the Offer for Sale net of their proportion of Offer related expenses. PIL shall not receive any proceeds from the Offer for Sale.

Fresh Issue

The Net Proceeds from the Fresh Issue are proposed to be utilised towards the following objects:

- Scheduled repayment of all or a portion of certain borrowings availed by the Company;
- To fund incremental working capital requirements of the Company; and
- General corporate purposes.

In addition to the aforementioned objects, PIL expects to receive the benefits of listing of the Equity Shares on the Stock Exchanges, including among other things, enhancing the visibility of its brand and Company.

Proposed Schedule of Implementation and Deployment of Net Proceeds:

Particulars	Amount to be funded from the Net Proceeds	Estimated deployment	
		Fiscal 2020	Fiscal 2021
Scheduled repayment of all or a portion of certain borrowings availed by PIL	800	750	50
To fund incremental working capital requirements of the Company	2,400	2,400	-
General corporate purposes	*	*	
Total	*	*	

Competitive Strengths

Market leader in wires and cables in India: PIL is the largest wires and cables manufacturer in India, in terms of segment revenues, with a market share of approximately 18% of the organized wires and cables industry and approximately 12% of the total wires and cables industry in Fiscal 2018. Having grown at a CAGR of 14.2% from Fiscals 2014 to 2018 in terms of operating revenues, it was the one of the faster growing manufacturers in the organized wires and cables industry during the period from Fiscals 2014 to 2018. It has one of the most extensive portfolio of wires and cables to cater to the needs of its institutional and retail customers in different industries. It is a trusted supplier of wires and cables for a diverse base of customers as has, among others, robust manufacturing facilities and strong R&D capabilities, enabling to produce quality and reliable products, provide quality after sales services and maintain a reputable brand name and successful track record in the industries of its customers. Its products are either (i) made-to-stock, produced based on demand forecasts from customers and/or company sales team, or (ii) made-to-order, where it works closely with its customers to develop customized products that are in line with their needs. Its established customers include institutional clients such as L&T Construction and Konkan Railway Corporation Ltd and other global leading brand companies.

Diverse suite of electrical products with varied applications across a diverse customer base: PIL manufactures and sells a diverse portfolio of wires and cables and FMEG, which also gives the opportunity to cross-sell its products to its diverse base of customers. Since incorporation as a business-to-business (“B2B”) manufacturer of wires and cables, the company has diversified into the FMEG business and transformed from a pure B2B company into a B2B and business-to-customer (B2C) company. It has one of the most diversified product portfolio as compared to its competitors. Its FMEG external sales, as per its segment reporting under Ind AS 108, increased at a CAGR of 57.96% from Fiscals 2016 to 2018. PIL has three business lines namely, (i) wires and cables, (ii) FMEG comprising electric fans, LED lighting and luminaire, switches and switchgears, solar products and conduits and accessories, and (iii) EPC. Key wires and cables products include light duty cables (“LDCs”), low voltage, medium voltage, extra-high voltage, instrumentation, building wires and electrical wiring accessories (EWA). has a diverse customer base comprising governmental authorities, retailers, distributors, dealers and industrial and institutional customers in a range of industries including power, oil and gas, construction, IT parks, infrastructure, metal and non-metal, cement, agriculture and real estate industries. Its diverse customer base across industries and customer profiles reduce its dependence on any one industry or customer and provides a natural hedge against market instability in a particular industry.

Strong distribution network: PIL’s distribution network across India enables it to roll out new products more quickly, which gives a competitive advantage over its competitors. For the nine months’ period ended December 31, 2018, its distribution network across India comprised over 2,800 authorized dealers and distributors. It supplies its products directly to its authorized dealers and distributors who in turn sells its products to over 100,000 retail outlets in India. Further, it supplies its portfolio of products to its direct customers including EPC companies and government companies through direct sales. PIL manages its sales and marketing activities through one corporate office, three regional offices and 20 local offices in India as at December 31, 2018. In Fiscal 2018 it also exported its products, including wires and cables and certain FMEG products such as electric fans, to more than 40 countries. It has strong, long-standing relationships with many of its authorized distributors and dealers. PIL’s strong relationships with authorized distributors and dealers provides it with a competitive edge over its competitors. Further, many of its authorized distributors are dependent on its products in their sales turnover. It has 30 warehouses located across 20 states and union territories in India.

Manufacturing facilities with high degree of backward integration: PIL’s competitive edge lies in product innovation, quality and availability. It manufactures its products within its manufacturing facilities, which were set up to address the specific needs of innovation, quality and availability. It has developed systems throughout its production process to ensure the quality and reliability of its products. Its manufacturing facilities are accredited with quality management system certificates for compliance with ISO 9001, ISO 14001, OHSAS 18001 requirements. Its central quality and test laboratory, located at Halol, is accredited by NABL and its central test laboratory, also located at Halol, for all flexible cables and wires is approved by UL. Certain of its products are also certified to be compliant with various national and international quality standards including BIS, BASEC, UL, IEC and various specific approvals from other countries. PIL make use of technology and automation systems such as IoT, MES, ERP and MOST to enhance its workflows and manufacture quality and reliable products. Its production capabilities, including the amount of capital and technology investment, operational expertise and industry knowledge accumulated to deliver its products which are further enhanced by the assistance from its research and development facilities, constitute a high barrier to entry that is difficult for other companies to emulate. It also has a strong focus on backward integration in its manufacturing process, where it seeks to produce a substantial portion of its raw materials and source the remaining from third-party suppliers. Further, production competence encompasses in-house design capabilities hemmed by a dedicated design team, which contribute to PIL's efficiency and stringent quality control. Its production capabilities also enable effective control over quality, production costs, product development and supply chain management, further empowering to service customer requests in an efficient manner, while better managing its production and administrative costs.

Strong brand in the electrical industry: PIL is an established manufacturer of wires and cables and other electrical products, and it sells its products under "POLYCAB" brand. It is the largest player in the wires and cables industry in India in terms of segment revenue. As of Fiscal 2018, it has approximately 18% market share of the organized wires and cables industry, estimated at Rs 346 billion, and approximately 12% market share of the total wires and cables industry, estimated at Rs 525 billion. Its focus on providing quality and reliable products and on continuous development of innovative products through its R&D efforts, together with strong distribution network and sales and marketing efforts has enabled to develop a strong brand recognition in the electrical industry. PIL's strong brand also provides the opportunity to cross-sell its FMEG to its wires and cables customers. It is focused on increasing brand awareness and seek to do so via a multi-pronged approach. It has and intends to continue to advertise through social media, conventional media such as television, print and the internet as well as in-store promotions such as sales promotion, retail pop-ups and visual merchandising. PIL also actively engage its distributors and dealers to ensure that it maintains good relationships and that they are incentivized to promote and sell its products.

Experienced and committed management team: PIL's success has been, and will continue to be, dependent on its management team. Its management team has collectively many years of entrepreneurial and managerial experience in the electrical products industry and also possesses an extensive network of customer relationships and a deep understanding of its operations, pricing strategies, business development and industry trends. Under the leadership of its experienced senior management team, PIL is well positioned to execute its strategies in the ever-changing electrical industry.

Business Strategy:

Enhance and strengthen leadership position in wires and cables: The Indian wires and cables market has grown at a CAGR of approximately 23% from Fiscals 2014 to 2018, in terms of production volume. Accordingly, CRISIL Research expects the domestic cables and wires industry to expand at a CAGR of approximately 12% and reach an estimated 26.2 million kms by Fiscal 2023. In value terms, CRISIL Research expects the Indian wires and cables market to grow at a CAGR of approximately 15% to reach an estimated Rs1,033 billion by Fiscal 2023, due largely to government initiatives in power and infrastructure such as increased infrastructure expenditure by the Government which will boost demand for wires and cables, growth in fire survival cables supported by metro, airport and commercial real estate projects and Smart Cities Missions investment in underground cables, an increase in industrial investment, a rise in consumer spending and an increase in exports of wires and cables from India. It intends to enhance, maintain and strengthen its leadership position in the wires and cables market in India by growing its share of business with existing customers, winning new customer contracts, geographical expansion and development of innovative and customized products. It intends to expand its market share by targeting key growth sectors such as mining, oil and gas, shipping, power, renewables, infrastructure, construction, automotive, telecommunication and agriculture. PIL seeks to expand its customer base and utilize its research and development capabilities to develop new and innovative products for these sectors.

Continue to expand FMEG business: PIL's FMEG business has potential for future growth. CRISIL Research expects (i) the switches industry in India to grow at a CAGR of approximately 9% to Rs62 billion by Fiscal 2023, driven by modular switches that have higher realizations, (ii) the lighting and luminaire industry in India to grow at a CAGR of approximately 7% to reach an estimated market size of Rs301 billion by Fiscal 2023 largely due to a decline in LED chip prices, government policies to encourage LEDs and increasing consumer awareness for energy efficient technologies such as LED lighting, and (iii) the electric fans industry in India to grow at a CAGR of approximately 7% to Rs111 billion by Fiscal 2023 largely due to government initiatives, the introduction of value added products by major fan manufacturers, replacement demand in urban areas, rise in rural penetration and improving economic factors. PIL seeks to grow and strengthen its market position in the FMEG market in India and abroad by leveraging on its brand, distribution network, diverse customer base and manufacturing capabilities. It aims to grow its market share in its existing FMEG product segments with a focus on expanding its distribution reach, increasing rural penetration and greater retail expansion. PIL is also undertaking detailed market mapping to identify and appoint new channels for geographical expansion. It will continue to enhance its internal and external facing initiatives such as Project Josh and Bandhan to strengthen customer loyalty and increase its market share in the customer electrical segment. It also intends to focus on manufacturing value-added FMEG that enjoy higher profit margins such as premium fans, a wider range of table, pedestal and wall fans, smart fans and lighting products in the professional luminaire segment and penetrate segments of the FMEG market that are fast growing such as growing preference for energy-effect LED sources and growing exports of ceiling fans, ensuring its presence in each rung of the value chain. It intends to further partnership with its direct customers in the FMEG market and continue to evolve and design products customized for their changing needs.

Expand distribution reach: PIL intends to increase the size of its addressable market by increasing the number of authorized dealers and distributors in North, South and East India. It also plans to penetrate new towns through these additional dealers and distributors. It continually evaluates the need for newer warehouses and take appropriate decisions when necessary. It intends to add regional distribution centers in Hyderabad and Kolkata and smaller warehouses in other locations depending on the market potential and its sales plans. PIL will also look to implement auto-replenishment modules across its warehouses to help it better monitor and manage the inventory levels at its authorized distributors and dealers and will continue to enhance its CRM programme, Bandhan, with features such as GPS, enhanced incentive programmes for accumulation of loyalty points and KYC compliance to ensure the authenticity of its users. In particular, PIL seeks to increase the take up rate of Bandhan among electricians and retailers.

Continue to invest in technology to improve operational efficiencies, customer satisfaction and sales: PIL intends to continue to invest in technology to improve its operational efficiencies, increase customer satisfaction and improve its sales and profitability. It will focus on optimizing and automating its production processes to improve returns in a rapidly changing technological environment. It aims to identify opportunities to implement production improvements and will dedicate R&D resources to enhance its production processes. PIL will also focus on introducing and implementing technology to aid it in its supply chain management to ensure high quality, low costs and on time delivery for its customers. It will continue to automate its production processes through initiatives such as ASRS and auto replenishment modules to help lower its inventory levels, increase inventory turnover cycle and better manage the inventory levels at its authorized distributors and dealers. Once implemented effectively, it expects these initiatives to improve profit margins as well as those of its authorized distributors and dealers. In addition, it will continue to expand its R&D capabilities to capitalize on emerging trends such as energy efficiency. In particular, it seeks to capitalize on the trend towards home automation through its continuous development of smart home electrical products such as fans, lights and curtains which feature apps-based operation and control in the switches and switchgear segment.

Strengthen brand recognition: PIL intends to continue enhancing its brand awareness and customer loyalty through promotional and marketing efforts. It will seek to increase its visibility and brand recognition through increased advertising in print and social media and television campaigns and increased one-to-one interactions with its authorized distributors, authorized dealers and end-consumers. It will also strengthen its influencer activities targeted at retailers, electricians, contractors, consultants, builders, industrial customers and government agencies. PIL will also focus on continuing to protect its brand by strengthening its anti-counterfeiting strategy. This will include creating a stronger brand identity such as using the same logos, similar design and packaging consistently across product lines and security features such as serial numbers to aid detection of counterfeit goods. Its strong presence in India and scale of operations allows PIL to increasingly focus on branding and promotional activities and enhance its visibility in the electrical products industry.

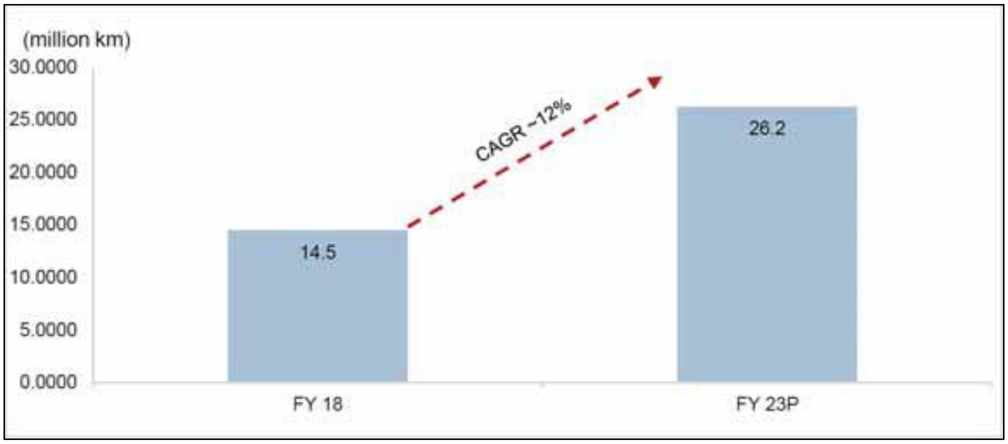
Industry:

Review and outlook of Indian cables and wires industry

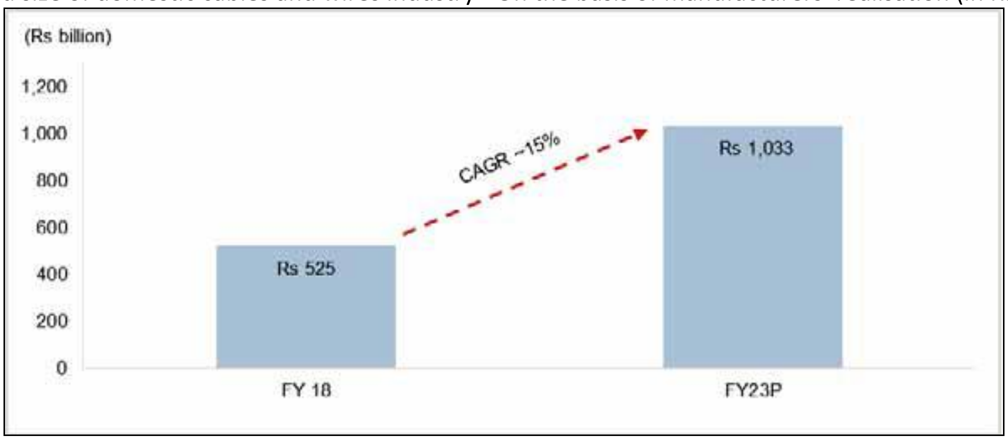
CRISIL Research has defined the cables and wires industry in India to include power cables, building wires, instrumentation and control cables, telecom cables (excluding OFC), elastomeric cables and other flexible and special application cables used in various industrial sectors.
The electrical cables and wires segment of the industry constitutes 40-45% of the electrical equipment industry in India, which constitutes 8% of the manufacturing sector in terms of value, and 1.5% of the overall GDP in fiscal 2018. The increasing demand for power, light and communication (voice as well as data) has kept the demand for cables and wires high. Investments in power transmission projects, execution of solar and wind energy projects, metro rail projects, and increased household spending have all led to an increase in demand for power and building wires and cables. Further, growth in the industrial sector has resulted in increased demand for flexible cables and wires and control and instrumentation cables. The Indian cables and wires industry has grown at a CAGR of approximately 11% by value in the last five years to reach Rs 525 billion in fiscal 2018. In general, realisation of the cables and wires industry follows the trend of key raw materials prices, mainly copper and aluminium. In value terms, CRISIL Research expects the industry to grow by approximately 15% CAGR and reach an estimated Rs1,033 billion by fiscal 2023.

Government initiatives in power and infrastructure will remain major contributors to growth in the future

Projected size of domestic cables and wires industry - Till FY23 (million km)



Projected size of domestic cables and wires industry - On the basis of manufacturers' realisation (in Rs billion)



Key growth drivers in the Indian cables and wires industry

Government initiatives in power and infrastructure will remain major contributors to growth in the future

Increased infrastructure spending by the government will boost growth in cables and wires as new construction activities will increase demand for elastomeric and flexible cables, development in infrastructure drives growth for commercial and industrial buildings thus increasing demand for building wires and LV cables. Demand for fire survival cables will be supported by metro, airport and commercial real estate projects.

Roads

CRISIL Research estimates overall construction spend in key infrastructure sectors to rise over the next 5 years, aided by several recent policy reforms. Roads are expected to drive the majority of the construction spend; investments in urban infrastructure, irrigation, and railways are expected to grow at a fast pace.

Urban infrastructure

The government's investment focus on smart cities and metro construction in major Indian cities will drive growth for various types of cables and wires. CRISIL Research expects metro projects to be the second-largest urban infrastructure investment contributor over the next five years. CRISIL Research estimates construction spends on metros to increase 1.9 times to approximately Rs 1.1 trillion over fiscals 2019-2023.

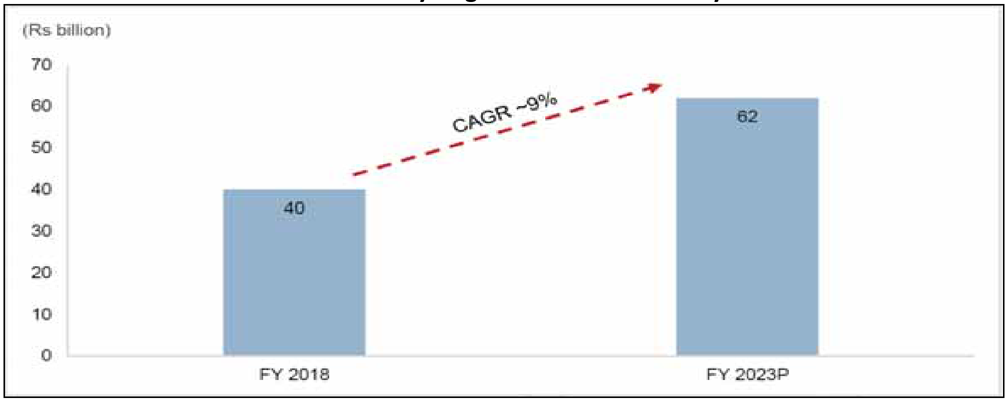
Consumer spending

CRISIL Research expects changing trends in relation to home improvements and increasing disposable incomes to boost demand for retail building wires segment. Rising disposable incomes will further drive demand for household appliances and automobiles, which CRISIL Research expects to have a positive impact on demand for flexible cables.

Review and outlook of Indian switches industry

CRISIL Research estimates the switches industry to be at Rs 40 billion as of fiscal 2018, having experienced a CAGR of approximately 8% over the past five years. Despite the impact of the real estate sector slowdown, the industry has grown in value with an increasing demand for modular switches with higher margins. CRISIL Research expects the switches industry to grow to Rs 62 billion by fiscal 2023 at a CAGR of approximately 9%, driven by modular switches with higher realisations.

Indian switches industry to grow to Rs 62 billion by fiscal 2023



Key growth drivers in the Indian switches industry

Electrification push and changing consumer preferences to drive growth

CRISIL Research expects the switches to experience robust growth, driven by government initiatives to improve power availability, a government push for affordable housing, rising disposable incomes and an overall positive macro-economic environment in the medium to long term. CRISIL Research expects traditional switches to witness slower growth due to changing consumer preferences.

Improving electrification to boost rural demand

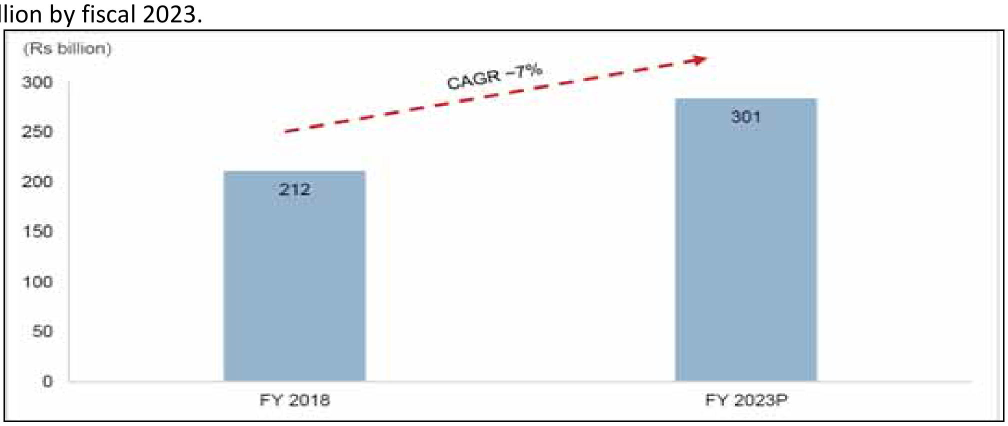
The government is expanding electrification through various initiatives, which CRISIL Research expects to boost demand for household electrical products, in turn increasing the demand for power. Higher power usage in residential and industrial applications is expected to drive growth in the switches industry in the medium to long term.

Review and outlook of Indian lightings industry

CRISIL Research estimates the lighting industry, comprising conventional lighting, LED lighting and accessories, to be at Rs 212 billion as of fiscal 2018. The industry is estimated to have experienced approximately 10.5% CAGR over the past five years. Within the LED segment the institutional category, comprising large organisations and government agencies like Energy Efficiency Services Ltd, have dominated sales thus far, given the significantly higher prices of LEDs, especially in the initial years of its introduction. CRISIL Research estimates that the Indian lighting and luminaire industry will experience approximately 7% CAGR, to reach an estimated market size of Rs 301 billion by fiscal 2023.

Indian lighting and luminaire industry to reach an estimated market size of Rs 301 billion by fiscal 2023

CRISIL Research estimates that the Indian lighting and luminaire industry will experience approximately 7% CAGR, to reach an estimated market size of Rs 301 billion by fiscal 2023.



Key growth drivers in the Indian lightings industry

Housing sector revival to drive retail demand

CRISIL Research expects the investments in public infrastructure, a government push for affordable housing, government initiatives to improve power availability, growth of the automobiles segment and an overall positive macro-economic environment to drive growth in the Indian lighting and luminaire industry in the medium to long term. Within the lighting segment, the LED segment has already managed to gain significant share over the past five years, driven largely by institutional sales.

Increasing awareness for energy-efficient technologies

Widespread efforts to promote LED Lighting by Central and State Government have resulted in high awareness in urban area. The shift from conventional lighting to LED lighting has increased in urban areas, where consumers with higher disposable income are adopting LEDs faster. Due to high initial investment in LEDs, the shift towards LEDs is lagging in rural areas, but is expected to pick up with government incentives.

Review and outlook of Indian switchgear industry

The LV switchgear industry primarily derives its demand from the residential and industrial sector, with MCBs, DBs, and RCCBs being the most common products. The residential sector experienced a slowdown because of multiple factors such as falling demand, demonetisation and the implementation of the Real Estate Regulatory Authority (RERA) under the Real Estate (Regulation and Development) Act, 2016. A slowdown in the industrial sectors with respect to capacity addition also constricted growth in the domestic LV switchgears segment in the past.

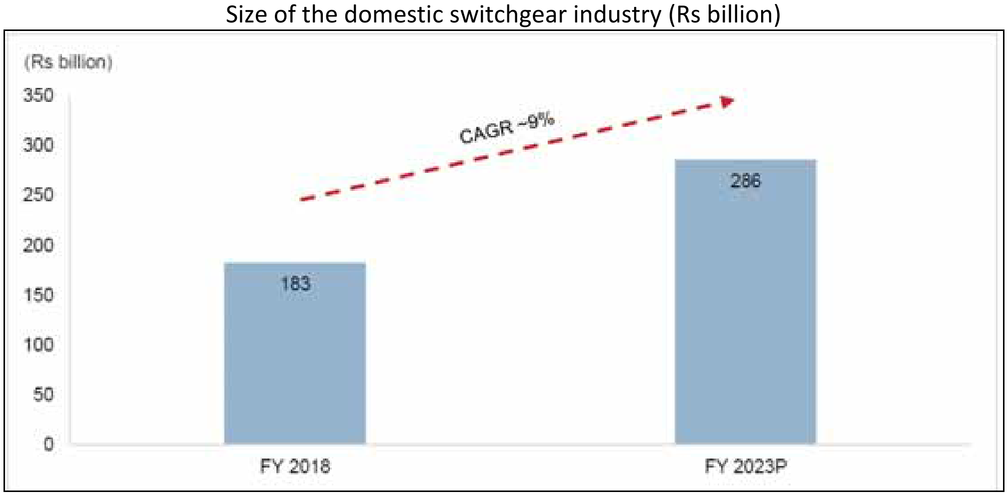
The MV/HV segment is driven by industry and power utilities, with the products being mainly used in power distribution stations and sub-stations having heavy voltage requirements. The segment experienced muted growth for the past five years, as power distribution companies were faced with issues such as financial stress and closure of unviable power plants. CRISIL Research estimates the switchgear industry to be at Rs 183 billion in fiscal 2018, having grown approximately 7% between fiscals 2014 and 2018.

CRISIL Research expects the Indian switchgear industry to grow at a CAGR of approximately 9% and reach Rs 286 billion in fiscal 2023.

Indian switchgear industry to reach Rs 286 billion in fiscal 2023 on account of consumption demand and electrification

CRISIL Research expects the Indian switchgear industry to grow at a CAGR of approximately 9% and reach Rs 286 billion in fiscal 2023.

Size of the domestic switchgear industry (Rs billion)



Key growth drivers in the Indian switchgear industry

Improving electrification to drive growth

The government is expanding electrification through initiatives such as Saubhagya and DDUGJY, which CRISIL Research expects to boost demand for household electrical products, in turn increasing the demand for power. Accordingly, CRISIL Research expects higher power usage in residential and industrial applications to drive demand for the switchgear industry in the medium to long term.

Modular devices are becoming the preference

CRISIL Research expects new construction in the real estate sector to employ an increasing proportion of modular devices, thus leading to customization of the switchgear assembly to suit the requirements of the construction.

Review and outlook of the Indian fans industry

CRISIL Research estimates the size of the electric fans industry at Rs 80 billion as of fiscal 2018, having grown at a CAGR of approximately 6% over the past five years. In relation to ceiling fans, while overall volumes have been impacted as a result of the slowdown in the real estate sector over the past few years, growth has been driven by an increasing preference for premium category products, including decorative fans, energy-efficient fans and custom-made fans. The TPW fans segment, which typically enjoys a higher demand from rural areas compared with urban areas because of its portable nature (as it eliminates the need for multiple fans) has also seen growth as the availability of electricity has improved as a result of varied government initiatives, thereby leading to increased demand for consumer appliances including fans.

Key growth drivers in the Indian fans industry

Premium ceiling fans segment to gain market share and drive growth for fans industry

There has been a noticeable shift from the economy category to the premium category as per industry estimates. Factors such as rising disposable incomes, changing consumer preferences and the increased availability of electricity across the country have provided the demand impetus for players to improve on aspects such as design, efficiency and technology, even in the case of standardised product categories such as electric fans.

Electrification to raise penetration in rural areas

The government is promoting increased electrification in rural areas with schemes such as DDUGJY, Saubhagya, and UDAY. CRISIL Research expects this to act as a catalyst for increasing the rural penetration of the electric fans industry.

Review and outlook of Indian water heaters industry

Enhanced features to drive adoption and growth

Industry sourcing indicates that electric water heaters are undergoing a revamp with the addition of new features to differentiate them from solar and gas-operated water heater players. CRISIL Research expects enhancements to lead to improved demand from consumers in the medium to long term.

Improved energy efficiency to boost demand

Organised players have begun producing more energy-efficient products, translating to a reduction in the energy costs required for the operation of electric water heaters, which CRISIL Research expects to boost their demand. The demand for water heaters is largely seasonal, because of which the penetration has stayed low. Also, the high energy costs associated with water heaters act as a deterrent for adoption of water heaters, especially in areas where the electricity supply is inconsistent. CRISIL Research estimates the electric water heater industry to be at Rs 18 billion in fiscal 2018, having grown at approximately 11% during fiscals 2014-18. CRISIL Research estimates the electric water heaters industry to grow at approximately 10.5% during fiscals 2018-23, reaching Rs 32 billion in fiscal 2023.

Key Concerns:

Significant increases or fluctuations in prices of, or shortages of, or delay or disruption in supply of primary raw materials could affect estimated costs, expenditures and timelines which may have a material adverse effect on the business, financial condition, results of operations and cash flows: PIL's operations are dependent upon the price and availability of the primary raw materials that it require for the production of its wires and cables and FMEGs. Its primary raw materials are (i) copper, (ii) aluminium, (iii) steel, and (iv) polyvinyl chloride ("PVC") compound / high-density polyethylene ("HDPE") / low-density polyethylene ("LDPE") / cross-linked polyethylene ("XLPE") / resin (collectively, "PVC Compounds"). As commodity metals, the prices of copper and aluminium are linked to the prices on the London Metal Exchange ("LME"), while the price of PVC Compounds is linked to crude oil prices. As such, it has in the past experienced cost fluctuations for these raw materials due to volatility in the commodity markets or crude oil prices, as the case may be. While it has generally been able to pass on the cost increases to its customers, there can be no assurance that it will be able to continue doing so in the future. If PIL is unable to pass on cost increases to its customers or are unsuccessful in managing the effects of raw material price fluctuations, its business, financial condition, results of operations and cash flows could be materially and adversely affected.

Continued operations at manufacturing facilities are critical to the business and any disruption, breakdown or shutdown of manufacturing facilities may have a material adverse effect on the business, financial condition, results of operations and cash flows: PIL manufacturing facilities are subject to operating risks, such as the breakdown or failure of equipment, power supply or processes, performance below expected levels of efficiency, obsolescence, labor disputes, natural disasters, industrial accidents and the need to comply with the directives of relevant government authorities. In addition, its facilities and operations require constant power supply. Any disruption in the supply of power may disrupt PIL's operations, which may interfere with manufacturing process, requiring it to either stop its operations or repeat activities which may involve additional time and increase its costs. PIL's customers rely significantly on the timely delivery of its products and ability to provide an uninterrupted supply of its products is critical to its business. While PIL seeks to ensure a continuous supply of products to its customers, its customer relationships, business and financial results may be materially adversely affected by any disruption of operations of its product lines, including due to any of the factors mentioned above.

Heavily dependent on the performance of the wires and cables market*:* PIL derives most of its revenue from operations from the manufacture and supply of wires and cables. As a result, its business and financial condition is heavily dependent on the performance of the wires and cables market globally and in India and it is exposed to fluctuations in the performance of these markets. In the event of a decrease in demand for wires and cables in India or abroad, it will experience pronounced effects on its business, results of operations, financial condition, cash flows and prospects. The wires and cables market may be affected by, among others, changes in government policies, government initiatives, economic conditions, income levels and interest rates, which may negatively affect the demand for and the valuation of the products.

Inability to maintain the stability of distribution network and attract additional distributors and dealers may have a material adverse effect on the results of operations and financial condition*:* PIL rely on its network of dealers and distributors to sell its products in each of the regions in which it operates. Additionally, it depends on its network of agents for, inter alia, business development in certain jurisdictions, cargo handling, transportation, warehousing and delivery at the destination and load port for export cargo and import cargo, respectively. For this purpose, it enters into dealer, distributor and logistics agreements with such agents and generally renewable pursuant to mutual consent. There can be no assurance that such arrangements will continue to be successful or be renewed after expiry of the stipulated term. Any alteration to or termination of its current agreements with agents or any failure to enter into new and similar agreements on commercially favorable terms or at all, could materially adversely affect the business, financial condition, prospects, results of operations or cash flows. In addition, PIL has no control over its competitors who may offer greater incentives to its distributors and dealers. As such, there can be no assurance that its current distributors and dealers will continue to do business with it, or that it can continue to attract additional distributors and dealers to its network. If PIL fails to maintain the stability of its distribution network and attract additional distributors to its distribution network, its sales and market share may decline which would have a material adverse impact on its business, financial condition, results of operations and cash flows.

If PIL is unable to maintain and enhance its brand, the sales of products will suffer*:* PIL's brand plays a significant role in the success of its business and sustaining customer loyalty. The ability to differentiate its brand and products from that of its competitors through promotional, marketing and advertising initiatives is an important factor in attracting customers. There can be no assurance that its brand name will not be adversely affected in the future by actions that are beyond its control including customer complaints or adverse publicity from any other source in India and abroad. Any damage to its brand name, if not immediately and sufficiently remedied, could have an adverse effect on its reputation, competitive position in India and abroad, business, financial condition, results of operations and cash flows.

Exposed to foreign currency fluctuation risks, particularly in relation to borrowings, import of raw materials and export of products*:* PIL face foreign exchange rate risk to the extent that its revenue, expenses, assets or liabilities are denominated in a currency other than the Indian Rupee. Its financial statements are presented in Indian Rupees. However, a significant portion of its raw material purchases, in particular aluminium, copper and PVC Compounds, are priced by reference to benchmarks quoted in US dollar, and hence its expenditures are largely influenced by the value of the US dollar. To a lesser extent, its revenue is influenced by the currencies of countries to which it exports its products, largely being the US dollar, Euro or British Pound. Depreciation of the Indian Rupee against the U.S. Dollar, the Euro and other foreign currencies may adversely affect PIL's results of operations by increasing the cost of the raw materials it imports or any proposed capital expenditure in foreign currencies. Although it generally seeks to pass exchange rate fluctuations through to its customers through increases in its prices, there can be no assurance that it will be able to do so immediately or fully, which could adversely affect the business, financial condition, results of operations and cash flows.

Highly dependent on key management team as well as mid-to-senior personnel and success depends in large part upon its Promoters*:* PIL's business and the implementation of its strategy is dependent upon its key management team, who oversee its day-to-day operations, strategy and growth of its business. There can be no assurance that it will be able to retain these personnel or find adequate replacements in a timely manner, or at all. In addition, its success in expanding its business will also depend, in part, on its ability to attract, retain and motivate skilled personnel. While it has an experienced technical and production team, it may not be able to continuously attract or retain such personnel, or retain them on acceptable terms, given the demand for such personnel. Each of its Promoters has more than four decades of experience in the wires and cables industry. The involvement of its Promoters in operations, including through strategy, direction and customer relationships have been integral to its development and business and the loss of any of its Promoters may have a material adverse effect on its business and prospects.

PIL has substantial capital expenditure and working capital requirements and may require additional financing to meet those*:* For Fiscals 2016, 2017 and 2018 and for the nine month periods ended December 31, 2017 and December 31, 2018, its capital expenditures, reflected in financial statements as additions/adjustments to property, plant and equipment were, Rs2,553.94 million, Rs2,685.56 million, Rs2,080.02 million, Rs1,264.76 million and Rs1,838.70 million respectively. The actual amount and timing of its future capital requirements may differ from estimates due to, among other factors, unforeseen delays or cost overruns, unanticipated expenses, regulatory changes, economic conditions, engineering design changes, weather related delays, technological changes, additional market developments and new opportunities in the wires and cable industry. Its working capital requirements may increase if the payment terms in PIL's agreements with its customers or purchase orders include reduced advance payments or longer payment schedules, or if its customers' access to channel financing is reduced. These factors may result, and have in the past resulted, in increases in the amount of its receivables and short-term borrowings. Continued increases in its working capital requirements may have a material adverse effect on the financial condition, results of operations and cash flows.

Face significant competitive pressures in business*:* PIL face significant competition in its business from other manufacturers and suppliers of electrical products. The industry and markets for its products are characterized by factors such as rapid technological change, the development of new end products and their rapid obsolescence, evolving industry standards and significant price erosion over the life of a product. There can be no assurance that it will maintain its competitiveness in any of these areas with respect to any of its products. While PIL work consistently to offset pricing pressures, produce new products, advance its technological capability, improve its services or enhance its production efficiency to reduce costs, such efforts may not be successful. Also, as it plans to expand its offerings to launch new products, it may face strong competition from other players in the same markets. Many of its existing and potential competitors may seek to equal or exceed PIL in terms of their financial, production, sales, marketing and other resources. If it fails to compete effectively in the future, its business and prospects could be materially and adversely affected.

PIL has significant power and fuel requirements and any disruption to power sources could increase production costs and adversely affect the results of operations and cash flows*:* PIL require substantial power and fuel for its manufacturing facilities, and energy costs represent a significant portion of the production costs for its operations. It sources most of its electricity requirements for its manufacturing facilities from state electricity boards, its five windmills located at Gujarat and its rooftop solar at its warehouse in Bhiwandi. The cost of electricity from state electricity boards could be significantly higher, thereby adversely affecting its cost of production and profitability. Further, natural disasters or adverse conditions may occur in the geographical areas in which PIL operates including severe weather, tropical storms, floods, excessive rainfalls as well as other events beyond its control. If for any reason such electricity is not available, it may need to shut down its plants until an adequate supply of electricity is restored. Interruptions of electricity supply can also result in production shutdowns, increased costs associated with restarting production and the loss of production in progress.

Operates in a labor-intensive industry*:* PIL's manufacturing processes are labor intensive in nature. In the summer months or during the harvesting season, a significant portion of its labor force return to their hometowns for summer holiday and/or to assist their families in the harvesting of crops, resulting in a temporary labor shortage which may affect the production in its manufacturing facilities. Further, if PIL or its contractors are unable to negotiate with the labor or their sub-contractors, it could result in work stoppages or increased operating costs due to higher than anticipated wages or benefits. During periods of shortages in labor, it may not be able to manufacture its products according to its previously determined time frames, at its previously estimated product costs, or at all, which may adversely affect the business, results of operations, cash flows and reputation. In addition, work stoppages or slowdowns experienced by the customers or key suppliers could result in slow-downs or closures of its units where its products are included in the end products. If PIL or one or more of its customers or key suppliers experience a work stoppage, such work stoppage could have an adverse effect on its business, financial condition, cash flows and results of operations.

Depend on a limited number of third parties for the supply of primary raw materials*:* PIL is dependent on a limited number of third-party suppliers for the supply of its primary raw materials which are copper, aluminium, steel and PVC Compounds. Further, it has entered into supply contracts with certain foreign and domestic suppliers for the purchase of these primary raw materials. Discontinuation of production by these suppliers, failure of these suppliers to adhere to any delivery schedule, failure to provide materials of the requisite quality and quantity or any discontinuation of these supplies as result of a breach of the supply contracts either by the Company or by the suppliers, could hamper its production schedule and therefore have a material adverse effect on its business, results of operations and cash flows. This dependence may also adversely affect the availability of primary raw materials to PIL at reasonable prices, thus affecting its margins, and may have a material adverse effect on its business, financial condition, results of operations and cash flows. PIL also uses third-party services for the transport of raw materials to its manufacturing plants and finished goods to its direct customers, distributors and dealers, as well as between production facilities. Transportation strikes have occurred in the past and has disrupted its supply of raw materials and delivery of products. If such strikes were to occur again in the future, its business, financial condition, results of operations and cash flows could be materially and adversely affected.

Inability to handle risks associated with export sales could negatively affect the sales to customers in foreign countries, as well as operations and assets in such countries*:* In Fiscal 2018 PIL exported its products to more than 40 countries. Its international operations are subject to risks that are specific to each country and region in which it operates, as well as risks associated with international operations in general. Its international operations are subject to, among other risks and uncertainties, the following:

- Demand for its products by its customers located outside India;
- Social, economic, political, geopolitical conditions and adverse weather conditions
- Compliance with local laws, including legal constraints on ownership and corporate structure, environmental, health, safety, labor and accounting laws, may impose onerous and expensive obligations on the foreign subsidiaries.
- Changes in foreign laws, regulations and policies, including restrictions on trade, import and export license requirements, and tariffs and taxes, intellectual property enforcement issues and changes in foreign trade and investment policies,
- Fluctuations in foreign currency exchange rates against the Indian Rupee

Any of these risks could have a material adverse effect on the business, financial condition, results of operations, cash flows and prospects

PIL is subject to various laws, regulations, approvals and licenses required in the ordinary course of business, including environmental, health and safety laws and other regulations*:* PIL's business and operations are subject to a number of approvals, licenses, registrations and permissions for construction of its manufacturing facilities, warehouses, branch offices and regional offices, in addition to extensive government regulations for the protection of the environment and occupational health and safety. It has either made or are in the process of making an application or renewal for obtaining necessary approvals that are not in place or has expired. In addition, PIL and its Subsidiaries and Joint Ventures have applied for certain approvals and renewals, but has yet to receive the relevant approvals and renewals. IT may also need to apply for additional approvals including the renewal of approvals which may expire from time to time, in the ordinary course of business. If it fails to retain, renew or receive any of such approvals, licenses, registrations, permissions or renewals, in a timely manner or at all, its business, financial condition, results of operations, cash flows and prospects may be adversely affected. Further, its government approvals and licenses are subject to certain conditions, some of which are onerous and require to make substantial compliance-related expenditure. If PIL fail to comply or a regulator claims that it has not complied with such conditions, its business, prospects, financial condition, results of operations and cash flows may be adversely affected.

If PIL is unable to accurately forecast customer demand for its products, it may not be able to maintain optimum inventory levels resulting in additional strain on the resources: While PIL manufactures a significant portion of its products for sale based on confirmed orders under direct contractual arrangements, it determine the quantities manufactured for sales and distribution through authorized dealers pursuant to management estimates based on historic trends and demand data and its forecasts provided to by its authorized distributors and dealers, which is used to extrapolate expected future sales pattern. Its future earnings through the sale and distribution of its products may not be realized as forecasted, due to cancellations or modifications of firm orders or its failure to accurately prepare demand forecasts. If PIL is unable to appropriately estimate th demand for its products for any reason, it could result in excess inventory levels or unavailability of its products during increased demand, resulting in below potential sales. On the other hand, if PIL face demand in excess of its production, it may not be able to adequately respond to the demand for its products. This could result in delays in delivery of its products to its customers and PIL may suffer damage to its reputation and customer relationships. In addition, its customers may be driven to purchase products offered by its competitors, thereby affecting the market share. There can be no assurance that it will be able to manage its inventories at optimum levels to successfully respond to customer demand.

PIL has applied for registration of certain trademark under the Trade Marks Act, 1999: PIL has filed applications for registration of the trademark in relation to its corporate logo (with the tagline 'connection zindagi ka'), under classes 7, 9, 11, 17 and 35 of the Trade Marks Act, 1999 (the "Trademarks Act") which are currently facing an objection. In addition, while that it is entitled to institute an action against and obtain remedies from third parties for passing off or for counterfeit products under the Trademarks Act, the recourse available to it may be less than the legal remedies available with respect to registered trademarks. If PIL is unable to obtain registrations due to opposition by third parties or if any injunctive or other adverse order is issued against it or if it is unable to remove the objections, it may be unable to avail itself of legal protection or prevent unauthorized use of such trademarks by third parties, which may adversely affect its goodwill, business, financial condition, results of operations, cash flows and prospects.

Exposed to counterparty risks in contracts and the ability of counterparties to perform such contracts is dependent on, among other things, economic conditions that are beyond control*:* PIL has entered into a number of contractual arrangements including, but not limited to, sales contracts, distribution contracts, dealer contracts and purchase contracts with its suppliers. Its business, operation and financial performance are dependent on, among other things, whether such contracts will be performed by the relevant counterparties. It cannot be assured that these contracts will be fully performed by its counterparties, or at all. If its counterparties do not fully perform their obligations under the relevant contracts, its business, financial condition, results of operations and cash flows could be adversely affected.

If PIL is unable to sustain or manage its growth, its business, results of operations, cash flows and financial condition may be materially adversely affected*:* PIL may not be able to sustain its rates of growth, due to a variety of reasons including a decline in the demand for wires and cables or other electrical products, increased price competition, the lack of availability of raw materials, lack of management availability or a general slowdown in the economy. A failure to sustain its growth may have a material adverse effect on the business, results of operations, cash flows and financial condition. PIL is embarking on a growth strategy that involves steps aimed at enhancing and strengthening its leadership position in the wires and cables industry, continuing expansion of its FMEG business, expanding distribution reach and penetration into new towns through additional distributors, dealers and retailers, continuing to invest in technology to improve efficiencies, customer satisfaction and sales and strengthening brand recognition. If PIL is unable to increase its production capacity, it may not be able to successfully execute its growth strategy. Further, as it scale-up and diversify its products, it may not be able to execute its operations efficiently, which may result in delays, increased costs and lower quality products. It cannot be assured that its future performance or growth strategy will be successful. Its failure to manage its growth effectively may have a material adverse effect on its business, results of operations, cash flows and financial condition.

PIL is entitled to certain tax benefits. These tax benefits are available for a definite period of time, which, on expiry or if withdrawn prematurely, may adversely affect the business, financial condition, results of operations, cash flows and prospects: PIL is entitled to certain tax benefits in respect of its windmill used for generation of power for captive consumption and additional depreciation benefits. Its profitability will be affected to the extent that such benefits will not be available beyond the periods currently contemplated. Its profitability may be further affected in the future if any of such benefits are reduced or withdrawn prematurely or if it is subject to any dispute with the tax authorities in relation to these benefits or in the event PIL is unable to comply with the requisite conditions to avail ourselves of each of these benefits. If any adverse development in the law or the manner of its implementation affects its ability to benefit from these tax incentives, its business, financial condition, results of operations, cash flows and prospects may be materially adversely affected.

The availability of counterfeit products, such as products passed off as PIL's products by others could have an adverse effect on the business and competitive position: Third parties could imitate PIL's brand name or pass off their own products as its, including counterfeit or pirated products. As a result, its market share could be reduced due to replacement of demand for its products and deficiency in the quality of the counterfeit products will adversely affect PIL's goodwill and brand reputation. It may also have to incur costs to remedy or manage such situations. During the past three years. There have been incidents of counterfeit products in India and certain countries where it exports. For instance, it has encountered multiple incidences of counterfeit goods in India, where the Company sought the assistance of the local police who then confiscated the infringing materials and counterfeit goods. In the month of September, 2018, two first information reports were registered with two separate police stations in India by the Company, pursuant to raids conducted by the police on two godowns, subsequent to which huge quantities of counterfeit cables and wires, which were being passed off as PIL's products, were confiscated and seized. In addition, a few first information reports were also registered with the police from the month of October, 2018 to January, 2019, which all led to raids conducted by the police and the seizure of duplicate material. While such incidents of counterfeit products have not had a material adverse effect on its goodwill and results of operations, there can be no assurance that the proliferation of counterfeit and pirated products in the future, and the time and attention lost to defending such claims and complaints regarding counterfeit products would not have a material adverse effect on the goodwill and its business, prospects, financial condition, results of operations and cash flows.

Exposed to risks arising from credit terms extended to the customers comprising distributors, dealers and direct customers: Due to the nature of, and the inherent risks in, the agreements and arrangements with PIL's distributors, dealers and direct customers, it is subject to counterparty credit risk and any delay in receiving payments or non-receipt of payments may adversely impact its results of operations and cash flows. There is no assurance that it will accurately assess the creditworthiness of its direct customers, distributors and dealers. Timely collection of dues from customers, distributors and dealers also depends on its ability to complete contractual commitments and subsequently bill for and collect from them. If PIL is unable to meet its contractual obligations, it might experience delays in the collection of, or be unable to collect, its balances and its results of operations and cash flows could be adversely affected. In addition, if it experiences delays in billing and collection for its services, its cash flows could be adversely affected.

Failure to identify and understand evolving industry trends and preferences and to develop new products to meet customers' demands may materially adversely affect the business*:* Changes in consumer preferences, regulatory or industry requirements or in competitive technologies may render certain of PIL's products obsolete or less attractive. Its ability to anticipate changes in technology and regulatory standards and to successfully develop and introduce new and enhanced products on a timely basis is a significant factor in PIL's ability to remain competitive. However, there can be no assurance that it will be able to secure the necessary technological knowledge that will allow to develop its product portfolio in this manner. If it is unable to obtain such knowledge in a timely manner, or at all, it may be unable to effectively implement its strategies, and its business, results of operations and cash flows may be adversely affected. The development of alternative technologies or a fundamental shift in technologies in key markets for electric equipment could have a material adverse effect on its business. The increased acceptance and use of alternative technologies may exert a downward pressure on PIL's sales and consequently have a material adverse effect on its future results of operations, cash flows and financial condition.

Performance is subject to seasonality*:* The wires and cables and FMEG industry is subject to seasonality. Generally, its sales tend to be relatively higher in the second half of the fiscal year than in the first half due to a variety of factors including, but not limited to, some customers not having finalized their annual business plans or budgets at the start of the year, and other customers pushing to achieve their annual targets towards the end of the year. In terms of expenses, certain of its expense items tend to be higher during the first half of the year, particularly its advertising and sales promotions as it often advertises at sporting events that take place near the start of the year. In addition, the wires and cables and FMEG industry is sensitive to other factors beyond control such as technological changes, cyclicality and unforeseen events, including political instability, recession, inflation, further volatility in crude oil prices and other adverse occurrences. Any such event that results in decreased demand in the wires and cables and FMEG industry could have an adverse effect on the business, results of operations, cash flows and financial condition.

Profit & Loss Rs in million

Particulars	9MFY19	FY18	FY17
Revenue from operations	**55067.0**	**69239.2**	**60470.1**
Other Income	543.5	622.2	755.3
Total Income	**55610.5**	**69861.4**	**61225.4**
Total Expenditure	**48126.6**	**61831.0**	**55670.6**
Cost of material consumed	40024.6	47747.4	41577.1
Purchases of traded goods	2356.0	2412.3	1945.9
Changes in Inventories of finished goods, traded goods and work-in-progress	-2997.2	674.5	-2195.1
Excise duty	0.0	1446.5	5468.9
Project bought outs and other cost	1259.2	1247.0	1104.2
Employee benefits expense	2358.3	2592.6	2291.0
Other expenses	5125.8	5710.7	5478.6
PBIDT	**7483.9**	**8030.4**	**5554.8**
Interest	904.9	936.8	659.5
PBDT	6579.0	7093.6	4895.3
Depreciation and amortisation expense	1071.4	1329.5	1278.8
PBT	**5507.6**	**5764.1**	**3616.5**
Share of profit/(loss) of joint ventures (Net of tax)	-46.1	1.1	-3.3
Tax (incl. DT & FBT)	1879.3	2056.0	1283.6
Current tax	1924.0	2175.8	836.7
Deferred tax (net)	-44.6	-119.8	446.9
Adj. PAT	**3582.2**	**3709.2**	**2329.6**
EPS (Rs.)	25.37	26.3	16.5
Equity	1412.1	1412.1	1412.1
Face Value	10.0	10.0	10.0
OPM (%)	12.6	10.7	7.9
PATM (%)	6.5	5.4	3.9

Balance Sheet: Rs in million

Particulars	As at December 31, 2018	FY18	FY17
Assets			
Non-Current Assets	**16871.9**	**15211.8**	**14726.6**
Property, Plant and Equipment	12,705.04	11944.3	11223.6
Capital work-in-progress	1434.2	1359.9	1648.8
Intangible assets	14.1	27.0	60.3
Investment in Joint Venture	267.3	314.1	327.0
Investments	0.0	1.4	1.1
Trade receivables	1169.8	880.0	483.2
Other financial assets	638.8	61.2	59.7
Income tax assets (Net)	82.0	311.42	572.88
Deferred tax asset (Net)	0.0	0.1	0.7
Other non-current assets	560.7	312.46	349.38
Current assets	**36987.2**	**29220.8**	**31061.5**
Inventories	23055.1	13656.9	15198.2
Trade receivables	10699.1	12862.1	11992.4
Cash and cash equivalents	76.1	82.3	234.4
Bank Balances other than cash and cash equivalents	1.5	24.1	67.2
Loans	143.9	152.7	15.4
Other current financial asset	271.4	184.6	211.2
Other current assets	2740.2	2,255.31	3,335.21
Assets classified as held for disposal	-	2.70	7.46

Total Assets	**53859.1**	**44432.6**	**45788.1**
Equity & Liabilities			
Shareholders Funds	**27228.8**	**23535.6**	**19968.1**
Equity Share Capital	1412.1	1412.1	1412.1
Other Equity	25749.9	22083.1	18525.5
Non Controlling Interest	66.8	40.5	30.5
Non-Current Liabilities	**1726.5**	**2420.3**	**2559.9**
Borrowings	937.7	1589.5	1617.7
Long Term Provisions	122.9	95.1	90.2
Deferred Tax Liabilities (Net)	504.3	553.5	657.4
Other non-current liabilities	161.5	182.2	194.6
Current Liabilities	**24903.8**	**18476.7**	**23260.1**
Borrowings	4464.0	5687.5	6590.3
Total outstanding dues of micro enterprises and small enterprises	64.6	77.7	74.4
Total outstanding dues of creditors other than micro enterprises and small enterprises	15274.6	9143.2	13468.3
Other current financial liabilities	1848.0	1331.9	1054.8
Other current liabilities	1153.4	1036.3	1474.3
Short term Provisions	368.6	376.3	289.4
Current Tax liability (Net)	1730.6	823.8	308.6
Total Equity & Liabilities	**53859.1**	**44432.6**	**45788.1**

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