



#### (A) Standalone Performance Analysis

##### i) Sales & Profitability

(₹ in Crores)

Standalone			Particulars	Standalone		
Quarter Ended				Half Year Ended		Year Ended
30-Sep-21	30-Sep-20	30-Jun-21		30-Sep-21	30-Sep-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
139	112	104	Sales	243	152	486
24%			Growth % Y-O-Y	60%		
9	8	9	Other Income	18	18	36
149	120	113	Gross Revenue	262	170	524
24%			Growth % Y-O-Y	54%		
67	54	49	Gross Margin(Sales - Material Cost)Value	116	72	234
44	37	9	EBITDA	53	39	152
42	35	8	PBT	50	36	147
20%			Growth % Y-O-Y	38%		
32	27	7	PAT	39	28	112
17%			Growth % Y-O-Y	37%		

➤ Sales for the quarter ended September 2021 is higher than September 2020 quarter, however, sales in September 2021 is affected by inventory build up in Distribution channel level due to various restrictions imposed by Central and State government during June 2021 quarter due to second wave of Covid-19 which struck in summer.

##### ii) Financial ratios

Standalone			Particulars	Standalone		
Quarter Ended				Half Year Ended		Year Ended
30-Sep-21	30-Sep-20	30-Jun-21		30-Sep-21	30-Sep-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
			<u>Profitability ratios</u>			
47.92%	48.20%	47.55%	Gross margin % of Sales	47.64%	47.42%	48.14%
29%	30%	8%	EBITDA % of Gross Revenue	20%	23%	29%
21%	23%	6%	PAT Margin % of Gross Revenue	15%	17%	21%
			<u>Segment-wise capital employed and ROCE</u>			
			Capital employed (Monthly Average)			
14	(16)	150	Air Cooling and Other Appliances	82	59	50
608	564	476	Corporate Funds	542	478	505
			<u>ROCE (PBIT) % - Not Annualised</u>			
241%	Infinite	0%	Air Cooling and Other Appliances	41%	37%	237%
1%	1%	1%	Corporate Funds	3%	3%	5%
17%	19%	17%	Return on Networth (PAT TTM/AVG Networth)	17%	19%	16%
			<u>Debtors and Inventory ratios</u>			
4	5	23	Debtor Days (Debtors/TTM Sales)	4	5	61
6	7	34	Debtor Amount	6	7	81
36	21	39	Inventory Days (Inventory/TTM Sales)	36	21	37
57	29	58	Inventory Amount	57	29	49

➤ Gross margin % for the quarter and Six months ended Sept 2021 is more or less in line with FY 20-21 despite massive increase in input cost as well as freight cost. This is on account of value engineering, cost rationalisation and price increase.

##### iii) Treasury Investment:

638	606	463	a) Treasury including Cash & Cash equivalents (excluding loans/investments in subsidiaries)	638	606	503
784	722	608	b) Treasury including Cash & Cash equivalents (including loans/investments in subsidiaries)	784	722	646

##### iv) Geographical Segment-wise Revenue

135	105	86	<u>Segment Revenue</u>			
5	7	18	India	221	139	431
140	112	104	Rest of the world	23	13	57
			Total	244	152	488

**(B) Consolidated Performance Analysis****i) Sales & Profitability**

(₹ in Crores)

Consolidated			Particulars	Consolidated		
Quarter Ended				Half Year Ended		Year Ended
30-Sep-21	30-Sep-20	30-Jun-21		30-Sep-21	30-Sep-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
220	190	229	Sales	449	344	897
16%			Growth % Y-O-Y	30%		
9	8	8	Other Income	17	16	31
229	199	238	Gross Revenue	467	361	931
15%			Growth % Y-O-Y	29%		
100	83	99	Gross Margin(Sales - Material Cost)Value	199	143	400
48	35	18	EBITDA (Excluding Exceptional Items)	66	38	170
40	26	10	PBT (Excluding Exceptional Items)	50	22	138
52%			Growth % Y-O-Y	132%		
-	7	-	Exceptional Items	-	7	7
40	19	10	PBT	50	15	131
110%			Growth % Y-O-Y	247%		
30	15	6	PAT	36	17	107
94%			Growth % Y-O-Y	112%		

**ii) Financial ratios**

Quarter Ended			Particulars	Consolidated		
Month Ended				Half Year Ended		Year Ended
30-Sep-21	30-Sep-20	30-Jun-21		30-Sep-21	30-Sep-20	31-Mar-21
(Unaudited)	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	(Audited)
			<b>Profitability ratios</b>			
45.44%	43.83%	43.48%	Gross margin % of Sales	44.37%	41.63%	44.57%
21%	14%	8%	EBITDA % of Gross Revenue	14%	9%	18%
13%	8%	3%	PAT Margin % of Gross Revenue	8%	5%	12%
			<b>Segment-wise capital employed and ROCE</b>			
			<b>Capital employed (Monthly Average)</b>			
290	195	437	Air Cooling and Other Appliances	363	257	282
608	564	476	Corporate Funds	542	478	505
			<b>ROCE (PBIT) - Not Annualised</b>			
12%	9%	1%	Air Cooling and Other Appliances	11%	3%	41%
1%	1%	1%	Corporate Funds	3%	3%	5%
18%	15%	16%	Return on Networth (PAT TTM/AVG Networth)	18%	15%	15%
			<b>Debtors and Inventory ratios</b>			
20	22	40	Debtor Days (Debtors/TTM Sales)	20	22	68
55	53	106	Debtor Amount	55	53	166
44	32	47	Inventory Days (Inventory/TTM Sales)	44	32	48
120	78	126	Inventory Amount	120	78	118

**iii) Treasury Investment**

664	625	492	Treasury including Cash & Cash equivalents	664	625	519
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**iv) Geographical Segment-wise Revenue**

<b>Segment Revenue</b>						
135	105	86	India	221	139	431
85	86	144	Rest of the world	229	206	469
220	191	230	Total	450	345	900

➤ The Company declared interim dividend of 100% i.e. ₹ 2/- per equity share of ₹ 2/- each amounting to ₹ 14 crores.

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