



Thinking of Tomorrow

Earnings Call Presentation (9M & Q3FY24)

30-Jan-24

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27°C

A WORLD WE ARE
SEEKING TO CREATE



MILLION AIR COOLERS
SOLD WORLDWIDE



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Performance Highlights

Performance Highlights: Consol. & Standalone



Financials	Consol.		Standalone.	
	9MFY24	Q3FY24	9MFY24	Q3FY24
Revenue from Operations	₹ 824 cr.	₹ 247 cr.	₹ 545 cr.	₹ 177 cr.
YoY change (%)	-6%	-11%	-16%	-21%
Gross Margin	47.9%	47.5%	49.3%	46.3%
YoY change (bps)	+320	+380	+180	+90
EBITDA Margin	13.5%	17.6%	18.0%	23.3%
YoY change (bps)	+40	+190	-190	-170
PAT Margin	12.1%	16.6%	19.6%	24.2%
YoY change (bps)	+80	+270	+70	+100

India domestic sales impacted due to summer-end trade inventory (of ACs and Air-coolers of peers)

Gross Margin improved on YoY basis due to:

- Tactical pricing
- Value engineering
- Softening of input costs

EBITDA margin:

- Consol : Improved performance of subsidiaries
- Standalone : Gross margin expansion offset by lower sales

LSV: Robust performance and growth

3rd Interim Dividend: ₹ 2/- per share (FV: ₹ 2/-) for FY24

- Dividend Payout: ₹ 13.79 cr.

Performance Highlights: Subsidiaries



Subsidiaries (CT + IMPCO + GSK + Brazil)	9MFY24	Q3FY24
Revenue from Operations	321	92
YoY change (%)	+12%	15%
EBITDA Margin	3.1%	3.0%
YoY change (bps)	+740	+1450
PAT Margin	-3.1%	-0.3%
YoY change (bps)	+350	+1290

CT, Australia:

- Demand headwind persists
- EBITDA loss narrowed, despite lower sale

IMPCO, Mexico:

- Highest ever 9M and Q3 revenue
- Summer season: A strong tailwind
- Robust air coolers and heaters sale

Symphony, Brazil:

- Highest ever 9M and Q3 revenue
- Summer season: A strong tailwind
- Expansion of network distribution

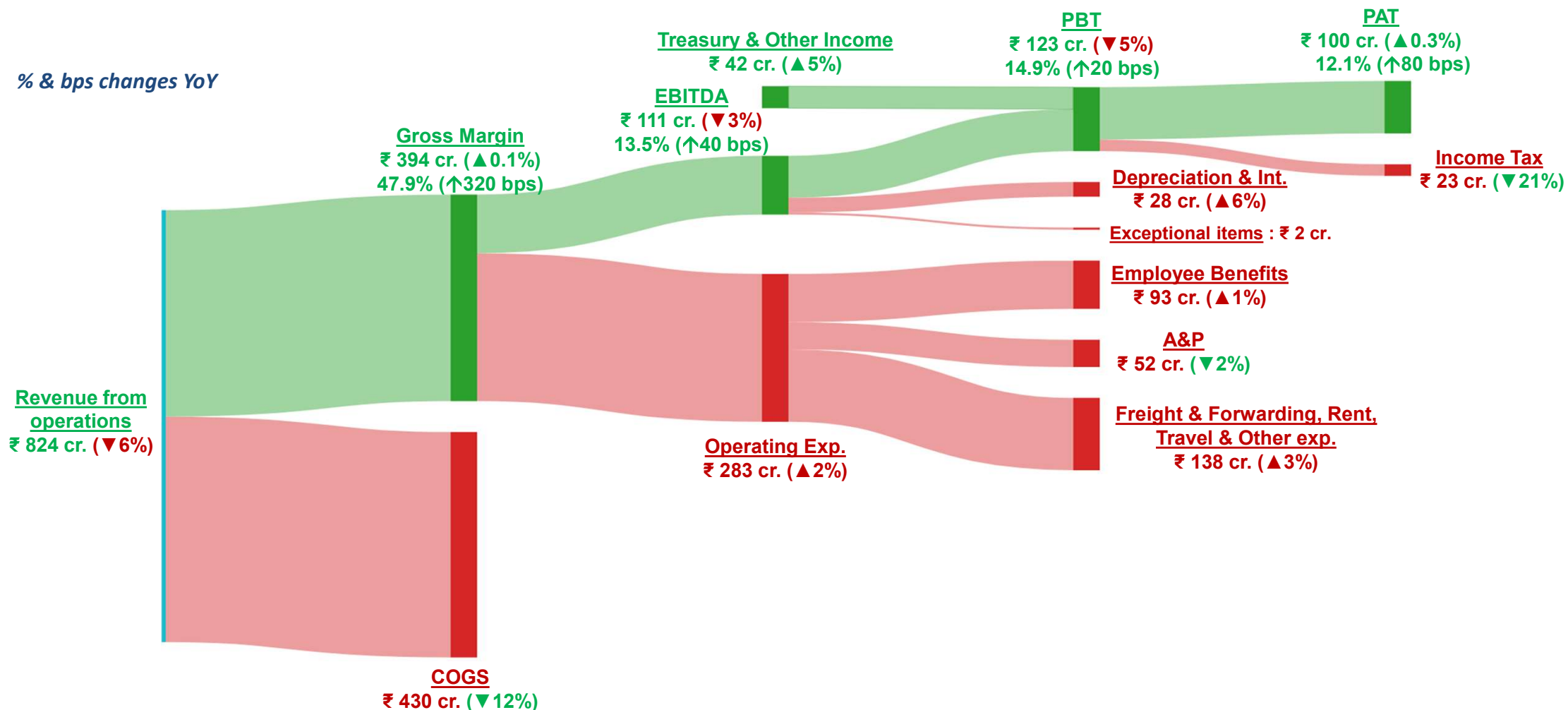
GSK, China:

- Steady performance continues
- Breakeven at PAT

Consolidated Financials

Consol. (9MFY24): Financials

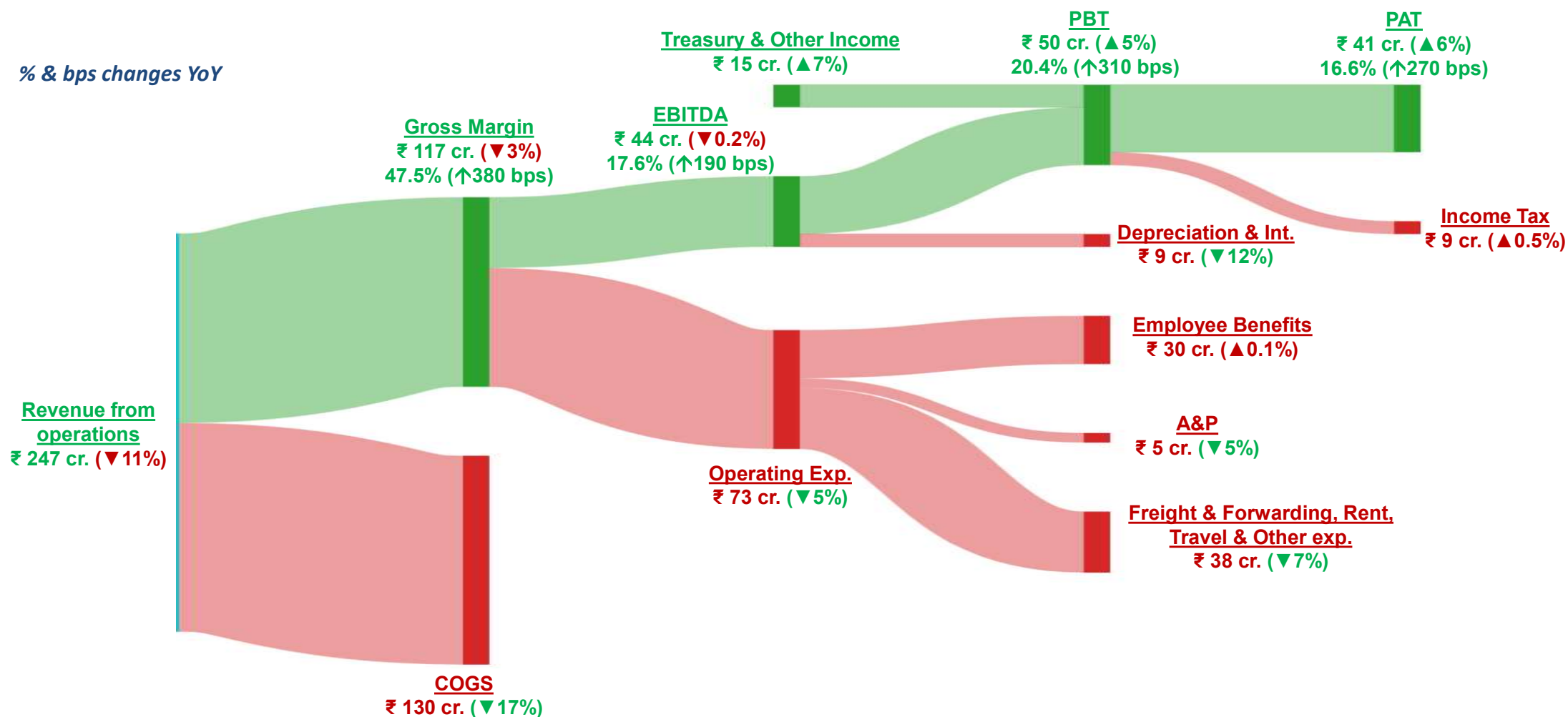
% & bps changes YoY



Green and red texts/symbols in the bracket indicates positive and negative outcomes resp.

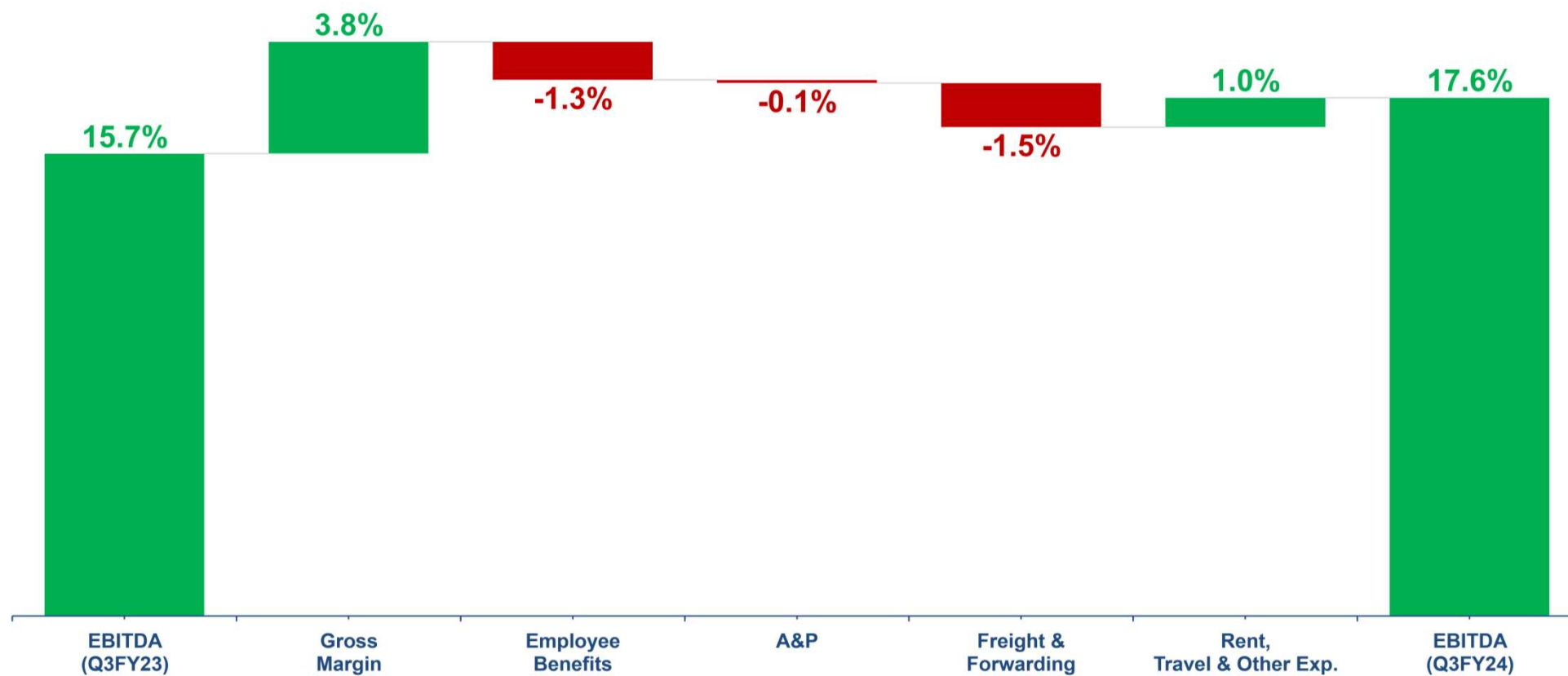
Consol. (Q3FY24): Financials

% & bps changes YoY



Green and red texts/symbols in the bracket indicates positive and negative outcomes resp.

Consol. (Q3FY24): EBITDA Margin Movement



Consol. (Q3FY24): Key Financials Metrics



% changes YoY

Capital Employed
(Core Business)

₹ 248 Cr.

↑6%

(Monthly Avg.)

ROCE
(Core Business)

18%

↑1%

PBIT % (on Monthly Avg. Capital Employed)

RONW

15%

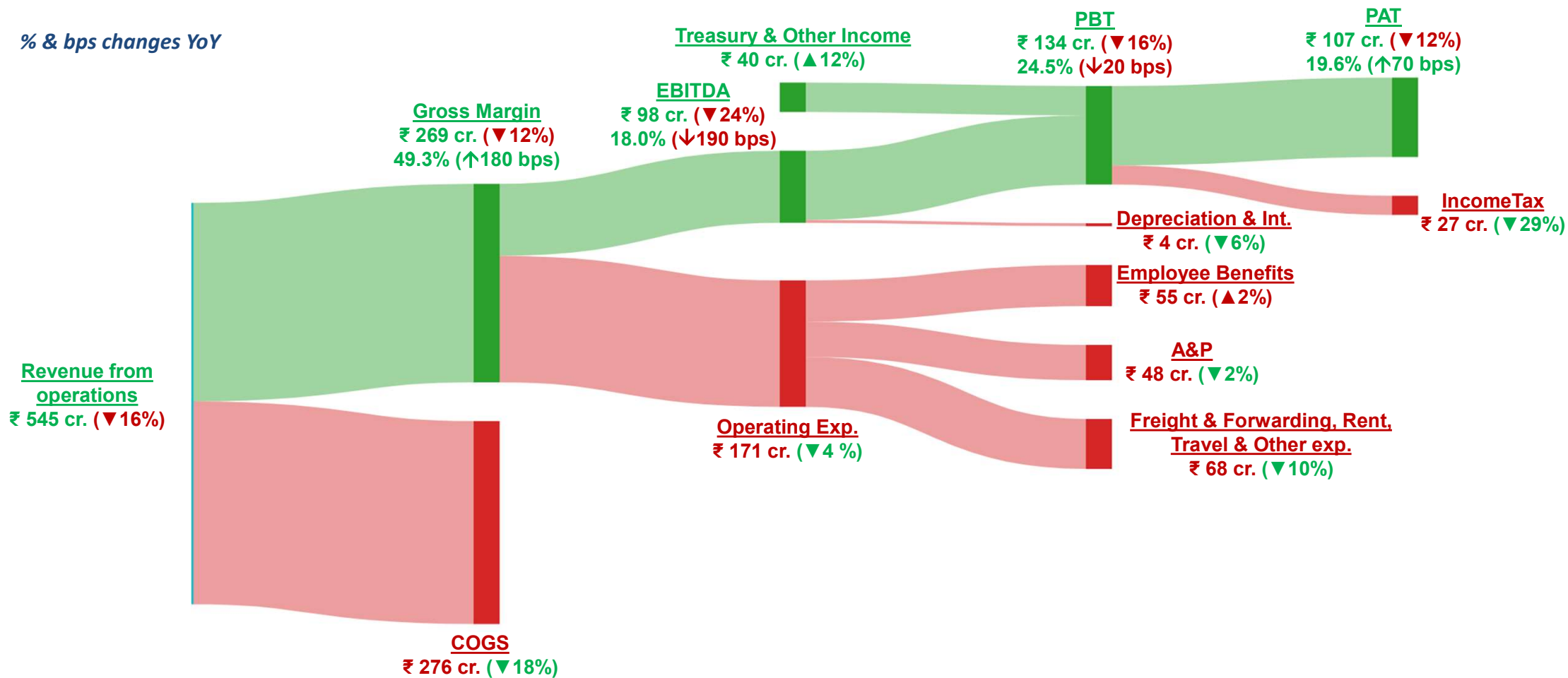
↓5%

TTM PAT % (On Avg. Net Worth)

Standalone Financials

Standalone (9MFY24): Financials

% & bps changes YoY

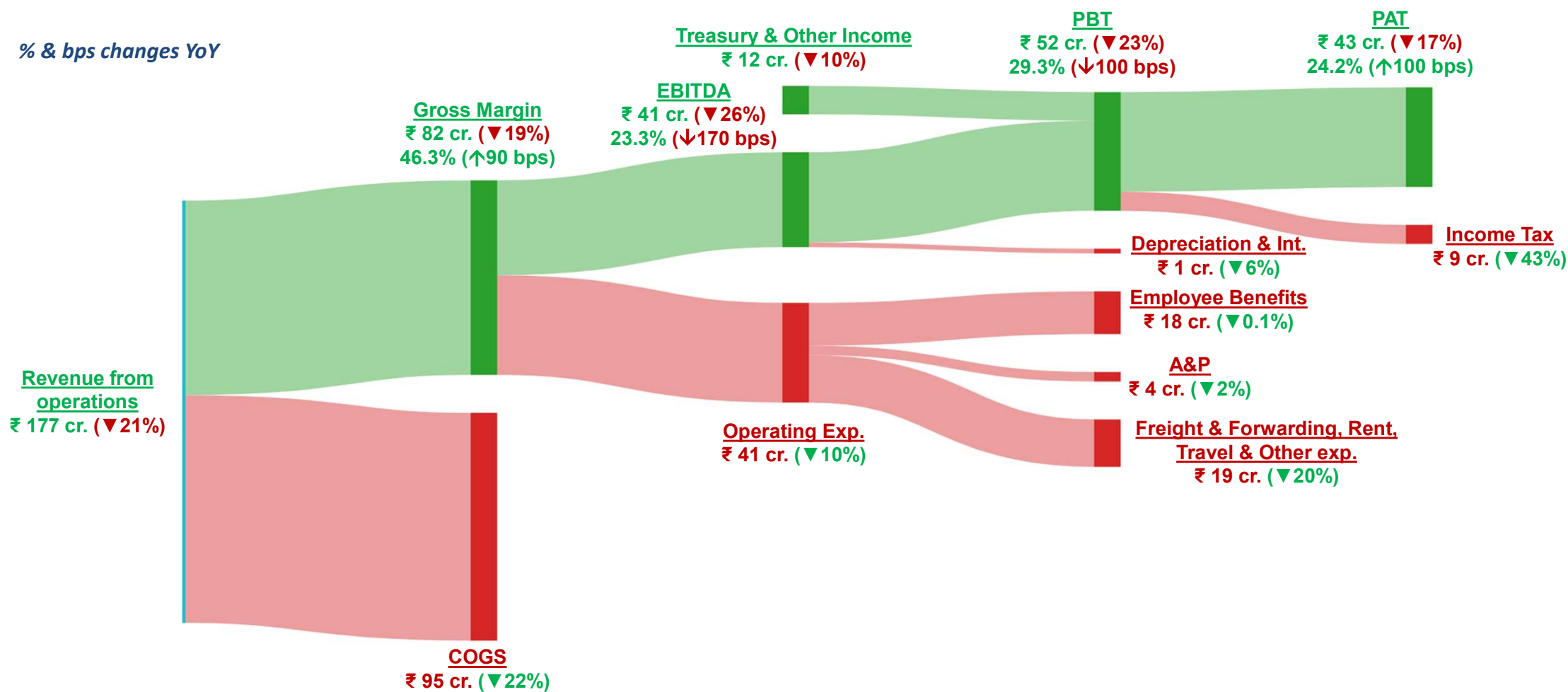


Green and red texts/symbols in the bracket indicates positive and negative outcomes resp.

Standalone (Q3FY24): Financials

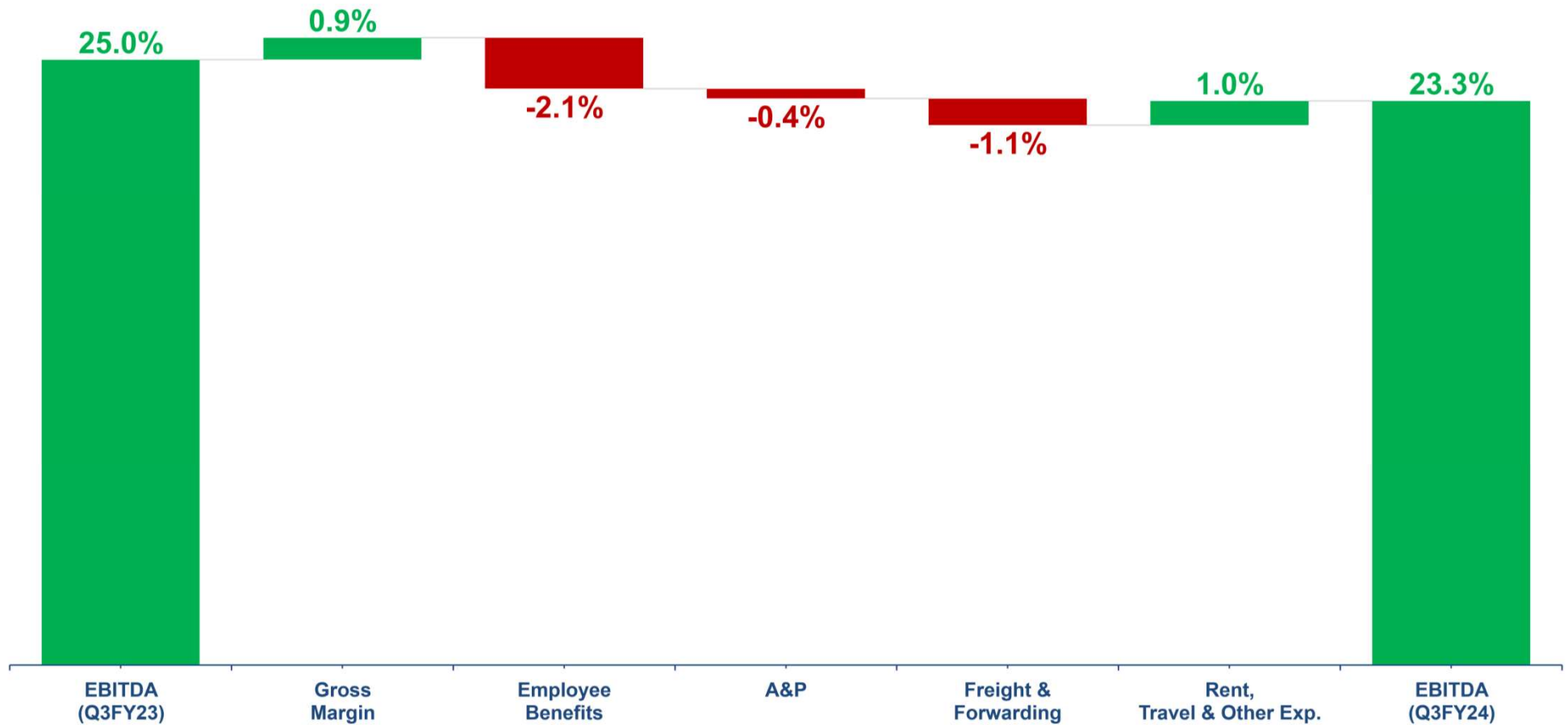


% & bps changes YoY



Green and red texts/symbols in the bracket indicates positive and negative outcomes resp.

Standalone (Q3FY24): EBITDA Margin Movement



Standalone (Q3FY24): Key Financials Metrics



% changes YoY

Capital Employed
(Core Business)

(-₹ 11 Cr.)

(Monthly Avg.)

ROCE
(Core Business)

Infinite

PBIT % (on Monthly Avg. Capital Employed)

RONW

19%

↓1%

TTM PAT % (On Avg. Net Worth)

Treasury* as on 31/12/23

₹ 455 Cr.

*Excl. loans/investments in subsidiaries

Outlook

Outlook



“Numero Uno” in the air cooler industry:

- *Innovative value-added products ahead of competition*
- *Calibrated price hikes & value engineering*
- *Continuous thrust on semi-urban and rural markets*
- *Growth through alternate sales channels*



Leveraging complementary strengths of international business

- *Normalization of international sea freight*
- *Outsourced manufacturing to India and China (Shift from CT and IMPCO)*



Long term structural drivers in overseas market

- *Intensified heatwave and climate change*
- *Strong tailwinds for air coolers*



Major business transformation at CT, Australia currently underway through

- *Substantial rationalization of gross margin and CODB*
- *Revamping product categories*
- *In-house manufacturing to outsourced business model*
- *Leveraging retail distribution channel*



Committed to pursue growth with a focus on ESG

Glossary



Gross Margin (%)	: % of Revenue from operations
A&P Expenses	: Advertisement and Sales Promotion Expenses
EBITDA	: Earnings Before Interest, Tax, Depreciation and Amortization (Excludes Other Income, Exceptional Items and Foreign Exchange Loss)
EBITDA Margin (%)	: % of Revenue from operations
PAT Margin (%)	: % of Revenue from operations
ROCE (%) (of Core Business)	: Profit Before Interest & Tax / Monthly Avg. Capital Employed
Return on Net Worth	: TTM Profit After Tax / Average Net Worth
Treasury	: Including Cash & Cash equivalents and excluding loans / investments in subsidiaries
CT, Australia	Climate Technologies, Australia
Symphony, Brazil	Symphony Climatizadores Ltda, Brazil

THANK YOU

