













#### 18th November, 2024

To, **BSE Limited** Phiroze Jeejeebhoy Towers, Dalai Street, Fort, Mumbai 400001

To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400051

**Scrip Code: 541967** 

**Trading Symbol: SKYGOLD** 

Subject: Submission of Investor/ Analysts Presentation

Dear Sirs,

Please find enclosed herewith the Investor/ Analysts presentation on Unaudited Financial Results (Consolidated and Standalone) for the quarter ended 30<sup>th</sup> September 2024.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

The same is also being made available on the Company's website www.skygold.co.in

This is for your information and records.

Thanking you

For Sky Gold Limited,

Mangesh Chauhan Managing Director & CFO DIN: 02138048

Place: Navi Mumbai

Encl.: As above.

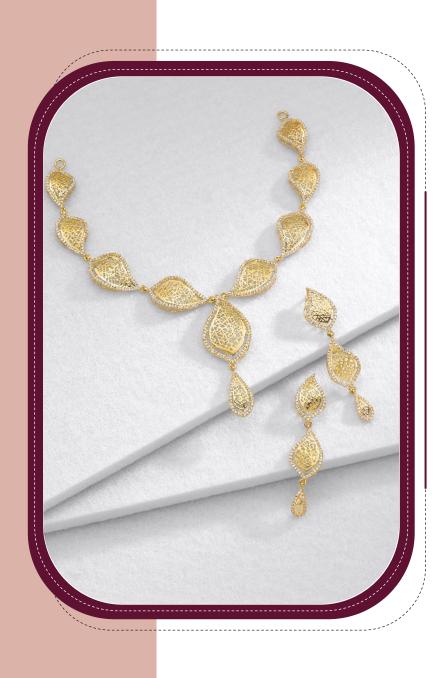


## Safe Harbor Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties.

Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs.

The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

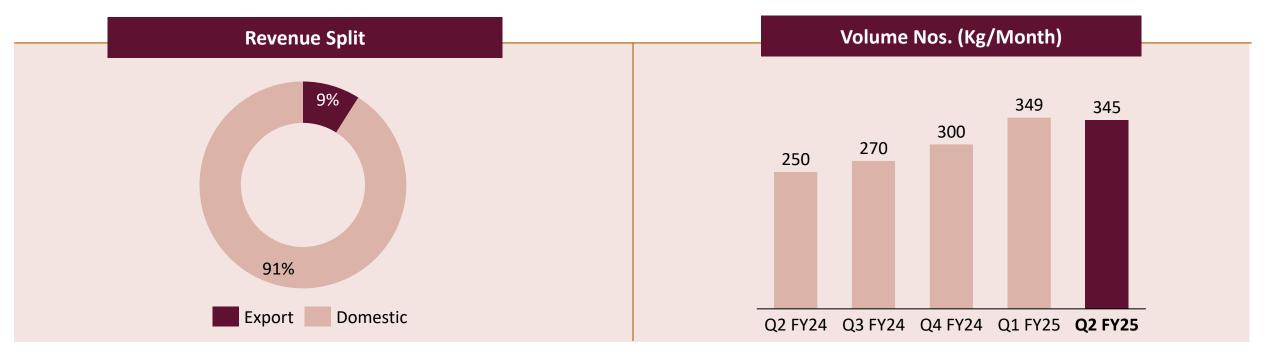


- Q2 & H1 FY25 Financial Snapshot
- O3 Company Overview & Milestones
- 04 S Experienced Management Team
- 05 Robust Design, Manufacturing & Quality Control Process
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- 07 Sky Gold Vision 2.0
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# Q2 & H1FY25 Financials

## **Q2 FY25 Performance Highlights (Y-o-Y)**





## **Q2 & H1FY25 Performance Scorecard**









₹ 768.8 Crore

Revenue from Operations +94.2% Y-o-Y

₹ **50.0** Crore

Gross Profit +136.5% Y-o-Y

₹ 38.8 Crore

EBITDA +154.3% Y-o-Y ₹ 36.7 Crore

PAT +405.2% Y-o-Y

### **Highest Ever Quarterly Revenue & PAT**

₹ 1491.9 Crore

Revenue From Operations +93.3% Y-o-Y

₹ 95.9 Crore

Gross Profit +114.7% Y-o-Y

₹ 76.0 Crore

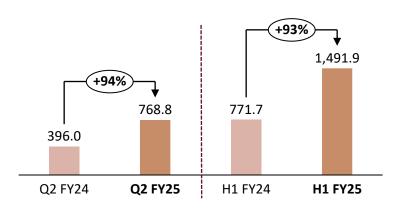
EBITDA +124.4% Y-o-Y ₹ **57.9** Crore

PAT +223.0% Y-o-Y

Q2 FY25

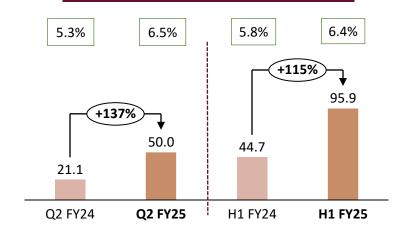
## **Q2 & H1FY25 Performance Highlights**



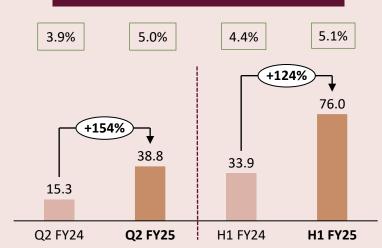


## (All Figures In Rs Cr) (Margins in %)

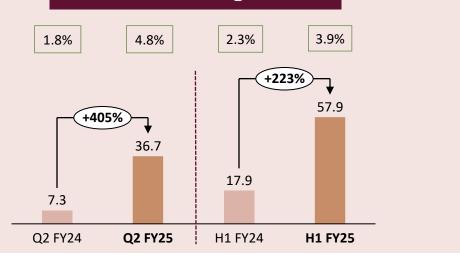
### Gross Profit & Gross Margin %



### EBITDA & EBITDA Margin %



### PAT & PAT Margin %



## **Q2 & H1 FY25 Consolidated Profit & Loss Statement**

Profit & Loss Statement (Rs. Crs.)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Revenue from Operations	768.8	396.0	94.2%	723.0	6.3%	1,491.9	771.7	93.3%
Cost of Materials Consumed	723.6	374.5		683.8		1,407.4	743.1	
Changes in Inventories of FG & WIP	-4.7	0.3		-6.7		-11.4	-16.0	
Gross Profit	50.0	21.1	136.5%	45.9	8.7%	95.9	44.7	114.7%
GP %	6.5%	5.3%		6.4%		6.4%	5.8%	
Employee Benefits Expense	6.2	2.8		4.8		10.9	5.5	
Other Expenses	5.0	3.0		3.9		8.9	5.3	
EBITDA	38.8	15.3	154.3%	37.3	4.1%	76.0	33.9	124.4%
EBITDA %	5.0%	3.9%		5.2%		5.1%	4.4%	
Other Income	19.7	0.9		1.2		21.0	1.7	
Depreciation and Amortisation Expense	2.2	1.4		2.1		4.3	2.4	
EBIT	56.3	14.8	281.7%	36.4	54.5%	92.8	33.2	179.6%
Finance Costs	10.1	5.0		8.0		18.1	9.2	
PBT	46.2	9.7	373.9%	28.5	62.3%	74.6	24.0	210.9%
Total Tax Expense	9.5	2.5		7.2		16.7	6.1	
Profit for the period	36.7	7.3	405.2%	21.2	72.9%	57.9	17.9	223.0%
PAT %	4.8%	1.8%		2.9%		3.9%	2.3%	

## **Consolidated Balance Sheet**

ASSETS (Rs. Crs.)	30-Sep-24	31-Mar-24
ASSETS		
Non - Current Assets		
Property, plant and equipment	29.4	24.7
Capital work-in-progress	4.8	1.0
Right of Use Assets	11.5	10.2
Investment Property	2.4	0.0
Goodwill	42.3	-
Other Intangible Assets	0.8	0.1
Financial Assets		
(i) Investments	86.0	90.6
(ii) Other Financial Assets	1.5	1.1
Other non-current assets	0.4	1.5
Total Non - Current Assets	179.0	129.1
Current Assets		
Inventories	319.2	266.1
Financial Assets		
(i) Investments	-	-
(ii) Trade receivables	246.1	102.1
(iii) Cash and cash equivalents	6.0	13.4
(iv) Bank Balance other above	103.7	63.4
(v) Loans	0.8	0.1
Other current financial assets	0.8	0.4
Current Tax Assets (Net)	-	-
Other current assets	18.6	11.0
Total Current Assets	695.1	456.5
TOTAL ASSETS	874.2	585.6

EQUITY AND LIABILITIES (Rs. Crs.)	30-Sep-24	31-Mar-24
Equity		
(a) Equity share capital	13.7	13.2
(b) Other equity	333.8	230.9
Equity attributable to equity holders	347.5	244.1
Non-controlling interests		
Total Equity	347.5	244.1
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Borrowings	63.1	17.6
(ii) Lease liabilities	10.0	9.1
(iii) Other Financial Liabilities	-	-
Provisions	1.2	1.0
Deferred Tax Liabilities (Net)	3.1	2.4
Total Non - Current Liabilities	77.4	30.1
Current Liabilities		
Financial liabilities		
(i) Borrowings	392.2	281.1
(ii) Lease liabilities	3.1	2.2
(iii) Trade payables		
(a) total outstanding dues of MSME	6.0	1.3
(b) total outstanding dues other than MSME	3.7	3.1
(iv) Other financial liabilities	26.0	21.1
Other current liabilities	2.9	0.8
Provisions	2.4	0.4
Current tax liabilities (Net)	12.9	1.4
Total Current Liabilities	449.2	311.4
TOTAL EQUITY AND LIABILITIES	874.2	585.6

## **Consolidated Cash Flow Statement**

Cash Flow Statement (Rs. Crs.)	Sep-24	Sep-23
Cash Flow from Operating Activities		
Profit before Tax	74.6	24.0
Adjustment for Non-Operating Items	1.6	10.4
Operating Profit before Working Capital Changes	76.2	34.4
Changes in Working Capital	-129.4	-46.5
Cash Generated from Operations	-53.2	-12.1
Less: Direct Taxes paid	-8.6	-3.1
Net Cash from Operating Activities	-61.8	-15.2
Cash Flow used in Investing Activities	-39.7	-21.9
Cash Flow (used in)/ from Financing Activities	93.4	23.7
Net increase/ (decrease) in Cash & Cash equivalents	-8.0	-13.3
Cash and cash equivalents at beginning of the period	14.0	18.4
Cash and cash equivalents at the end of the period	6.0	5.1

# H1 FY25 Key Updates

## **Successful Capital Raise: Unlocking Potential through Strategic Initiatives**

Sky Gold Ltd. is delighted to announce the successful capital raise of INR 270 crores. This investment will support the company's ambitious plans of sustained and high growth as a specialist in lightweight jewelry



Product Portfolio
Expansion: Co. will
broaden its offerings in
18K gold and diamond
catering to the evolving
preferences of today's
customers



Infusion of Capital in Subsidiaries: Capital infusion in Star Mangalsutra Pvt Ltd. & Sparkling Chains Pvt. Ltd. which will help the co. to cater to much larger TAM of ~65%



Enhanced Organizational
Capacity to meet increasing
demand & foster creativity,
company will bolster its team by
adding new designers and skilled
artisans (karigars) as well as
strengthening our sales,
merchandising, and design
teams

Geographic Expansion: Sky Gold Ltd. will focus on penetrating key international markets, especially in the Middle East, UAE, Singapore & Malaysia to establish a global presence



Inorganic Growth: The company will actively seek acquisition opportunities to reinforce its market position and accelerate growth



## **Bolstering Portfolio with the Acquisitions of Starmangalsutra & Sparkling Chains**

### M/s Sparkling Chains Private Limited (Sparkling) & M/s Starmangalsutra Private Limited (Star)



"Sparkling & Star", are engaged in the business of manufacturing of jewellery of gold, silver and other precious or base metal clad with precious metals, precious or semi precious stones, or of combinations of precious metals



These acquisitions will enable the company to foray into fastmoving segments of jewellery like Chains as well as highly established & traditionally sacred Mangalsutra business



The company has acquired full ownership of both firms for Rs. 26.00 crores and Rs. 23.98 crores respectively. Unsecured loans from directors amount to Rs. 21 crores in M/s. Sparkling and Rs. 16.5 crores in M/s. Starmangalsutra, which will be repaid upon board approval



These consideration will be discharged by issue of 4,17,542 Equity Shares of the Company at an issue price of Rs. 1,197 having a face value of INR 10/- each to the existing Shareholders of M/s Sparkling Chains Private Limited and M/s Starmangalsutra Private Limited on a preferential basis



Sky Gold will benefit from increased TAM which will be created because of the above acquisitions and aligns with the growth objectives of the company as well as creating synergies on multiple fronts

Revenue (INR Crs.)	FY 2021-22	FY 2022-23	FY 2023-24
Sparkling	70	130	200
Star	38	132	171

Particulars	Pre-Acquisition	Post-Acquisition
Capacity	750 kg/month	1,050 kg/month
No. of Live Designs	2 Lakhs	2.012 Lakhs
No. of Designs Churned	2000/month	2200/month



### **Acquisition Rationale: Product Expansion And Enhance Future Growth**

## Administrative efficiency and optimal utilization

Various resources being in a similar line of business and provide a **common leadership vision** for the consolidated business

#### **Economies of scale**

Consolidation of the financials, economies of scale, and integration of processes of the combined entity will contribute to the overall growth prospects of **Sky Gold 2.0** at a **much faster rate than earlier anticipated** 

#### **Improved Operational Efficiency**

The acquisition will enhance efficiencies and combine similar business interests for both entities, resulting in operational synergies, streamlining and optimization of the business

## Shared Resources, Infrastructure & Access to New Markets

Sky Gold intends to provide its expertise and management capabilities ensuring steady growth through

- Increased focus on expanding territorial coverage,
- Improving competitiveness,
- Increase the customer network, and
- Greater penetration in the export market as well

#### **Enhanced Product Portfolio**

Broaden its range of high-quality jewelry and strengthen its presence in the **lightweight chain and mangalsutra** categories, supported by renowned expert craftsmanship



#### **Synergies & Cost Savings**

Combined entities can make use of each other's marketing and post-sales network to promote and market complementary products also leading to increased TAM (Total Addressable Market) also at individual store level

#### **Increased profitability**

These acquisitions of "Sparking" & "Star" by Sky Gold Ltd. will lead to **better margins & improved EPS** resulting in overall value accretion to all the stakeholders of the company

# Company Overview





Leading the way in manufacturing of Casting Gold Jewellery since 2005.

Established in 2005, Sky Gold has been a trailblazer in the realm of casting jewellery.

Founded by three visionary founders:

Mangesh Chauhan Mahendra Chauhan Darshan Chauhan

Sky Gold has evolved into a symbol of excellence in light weight design & quality.

#### Some of Our Distinctive Features are as follows:

- **1. Extensive Industry Experience:** With years of dedicated service, Sky Gold brings a wealth of experience to the art of jewellery manufacturing.
- 2. Customizable Designs: We take pride in offering a personalized touch to our jewellery, ensuring that each piece reflects the unique style and preferences of our customers.
- **3. Skilled and Talented Craftsmen:** Behind every masterpiece is a team of skilled and talented craftsmen, dedicated to precision and artistry.
- **4. Fair Price and Trade Policy:** At Sky Gold, transparency and fairness are integral to our trade policy, ensuring that our customers receive quality jewellery at honest prices.

At Sky Gold, we go beyond being manufacturers; we are creators of timeless pieces, and our commitment to excellence resonates in every facet of our craftsmanship.

Throughout the journey, Sky Gold has consistently demonstrated resilience, evolution, and a commitment to excellence, making it a prominent and respected name in the industry.



**19 years** of Experience



**500+** Employees



Manufacturing Facility **81,000 sqft** 



Manufacturing Capacity **9 tonne per year** 



Available with reputed **Indian & international** corporates & distributors



Available in **2,000** retail outlets across **India & 500+** outlets **globally** 

## **Key Milestones**



2005 - 2008

Incubated as a
SkyGold Started as a
Partnership firm,
laying the foundation
of its remarkable
journey in jewellery
industry

2018

Achievement of listing on the BSE SME reflecting transparency & scale of operations

Crossed Turnover of ₹ 500 Cr 2024

9 Lakh product SKUs

Successful completion of QIP worth ₹ 270 Cr

2008

Transformed into
a Pvt Ltd
Marking a significant
step towards growth
and expansion

2023

Made it to the Main Boards of NSE & BSE

New 81,000 Sq Ft Manufacturing Facility

Fund raise from UHNI & warrants issuance to promoters (₹128Cr)

# Management Team



### Mr. Mangesh Chauhan

As the company's Managing Director & Chief Financial Officer, Mr. Mangesh Chauhan, a key promoter, brings over 15 years of expertise in the gem & jewelry industry. Starting from humble beginnings in Mumbai's Zaveri Bazar in 2000, he co-founded "M/s Sky Gold" in partnership with Mr. Mahendra Chauhan and Mr. Darshan Chauhan, focusing on gold jewelry production & sales. After dissolving the partnership in 2008, they formed "Sky Gold Private Limited" to manufacture and promote their jewelry collection in-house. Mr. Mangesh Chauhan oversees the finance department and actively contributes to marketing. His journey reflects a remarkable evolution from a local shop to a prominent player in the industry.



### Mr. Mahendra Chauhan

At the helm of our brand's production, design, quality control, and machinery is Mr. Mahendra Chauhan. He oversees technological advancements, research, and development across all our plants and machinery, ensuring a seamless manufacturing process. Proficient in plant and machinery management, he plays a pivotal role in the smooth operation of our processes. Thanks to his adept leadership, we've achieved significant progress in the realm of affordable yet innovative jewelry design and development.



Mr. Darshan Chauhan

With over a decade of expertise in the gem and jewelry sector, our co-director, Mr. Darshan Chauhan, focuses extensively on product enhancement, styling, pricing strategies, and overall commercial development. Additionally, he plays a pivotal role in conceptualizing and visualizing new designs. Managing marketing and sales for the brand, he keeps a keen eye on emerging trends in the market. It's worth noting that Mr. Chauhan has previously overseen overseas sales, showcasing his comprehensive involvement in the brand's global presence.



# Crafting Exclusively

What sets Sky Gold apart in our collection of monopoly designs is the embodiment of exclusivity and creativity.

Our exclusive creations stand as a testament to the unparalleled ingenuity and innovation of our dedicated design team. With a commitment to meeting the diverse tastes of consumers and covering a broad spectrum of jewellery types, Sky Gold takes pride in presenting a portfolio that extends across 18 distinctive sub-brands. Each piece in our collection is meticulously crafted to encapsulate a unique blend of sophistication and trendsetting style, ensuring that our clients experience a level of exclusiveness that is unmatched in the realm of jewellery design. At Sky Gold, we transcend the ordinary, offering a curated selection that resonates with individuality and sets a new standard for elegance in the jewellery world.

# Competitive Advantages



#### **Lead Time**

From design to finished product in 7-10 days.



### Tech-focused Manufacturer

Using latest technology like 3D printing machines from Germany, Italy & The United States.



# Scale of Operation

Leading single-location manufacturer in India.



# Vast Design Collection

Offering 9 lac plus unique designs in our catalog.



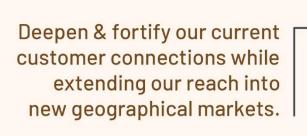
### Our R&D Approach

Analyze global fashion trends, innovate, design in India.



### **Experience**

Total promoters experience of more than 50 years.





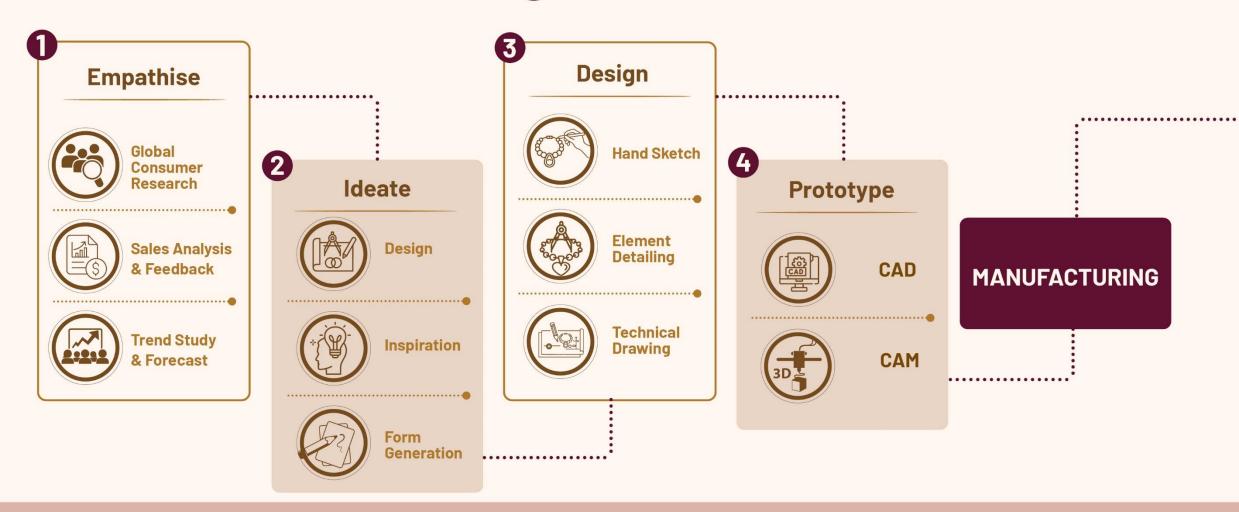
Bolster our Inventory Management practices for enhanced efficiency on a global scale.

Amplify our production capabilities & enrich our product portfolio, both domestically & internationally.

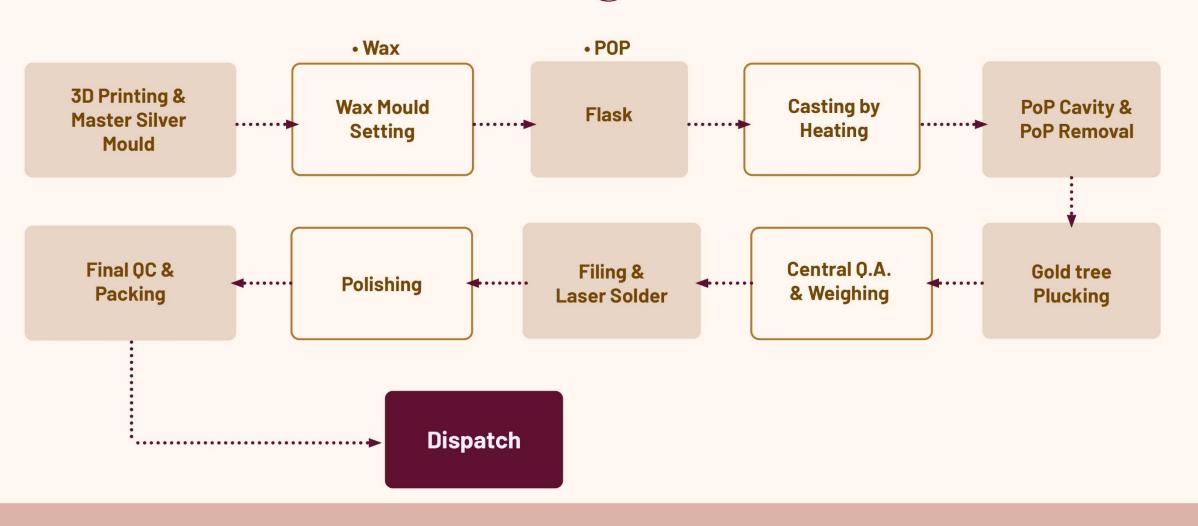
Persist in substantial investments in marketing & brand-building endeavors, with a focus on global visibility.

Harness the power of technology for expansion, embracing international strategic directions.

# **Design Process**



# **Manufacturing Process**



# **Quality Control Process**

### Stage 1

### Raw Material Testing





**XRF** 

**Fire Assay** 

### Design Observation







**Element Quality** Inspection

### Stage 2

#### **Production Process Examination**



#### **Cleanliness Aspects**

- Gold Purity
- Cubic Zirconia Quality
- Gemstone Quality
- Pearl Quality
- Stone Quality



#### **Aesthetic Aspects**

- Shape Uniformity
  - No Design Mismatch
  - No Defect or Damage
  - No Polish Discoloration
  - No Excess Solder
  - No Improper Enamel
  - No Gemstone Colour Mismatch
  - No Broken Cubic Zirconia



#### **Functional Aspects**

- No Sharp Edges
- No Strength Issue
- Proper Fit and Fall
- Proper Flexibility
- Proper Findings
- Proper Earring Patch
- Smooth Bangle Screw
- Proper Locking of Kada
- Proper Sizing of Rings

### Stage 3

### Final Inspection and Packaging



- Purity testing
- Cubic Zirconia testing
- Durability check
- Hallmarking



- Safety
- Wrapping
- Packing

# **Our Product**









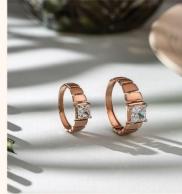














# Our Sub-Brands



# Clients

### Indian Stores















































































### **Global Stores**



























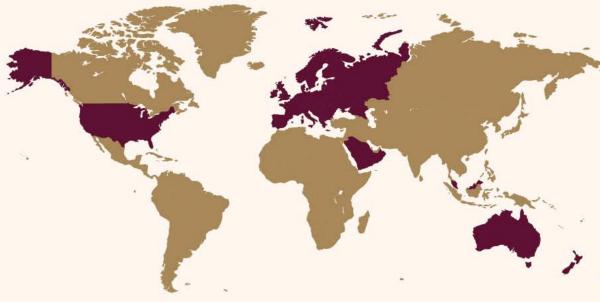






### • GCC Countries

- Saudi Arabia
- Kuwait
- Bahrain
- Qatar
- UAE
- Oman
- UK
- US
- Europe
- Australia
- New Zealand





Participation in Prestigious Shows and Industry Associations

















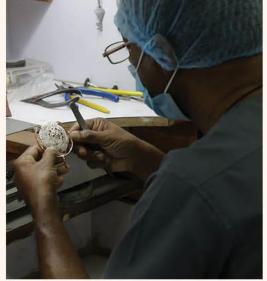
## A Glimpse of our Navi Mumbai Facility



















# Drivers of Growth

## **Growing Jewellery Industry**

- (S) In the fiscal year 2023, the domestic gems and jewellery market was estimated at approximately Rs. 4,700 billion
- S Gold jewellery dominated the Gems & Jewellery market with a commanding 66% share
- S The industry has over the years withstand various headwinds, including demonetization, rising gold prices, the COVID-19 pandemic, and adverse regulatory changes
- S Gold jewellery demand continue to improve over the medium term. Pent-up demand, increased spending on weddings are likely to further boost jewellery demand
- S Over the long term, improving economic growth, rising urbanisation, and increasing disposable income levels are expected to aid growth



#### Some Of The Fine-Tuned Strategies Adopted By Industry Players

Transparency in pricing	Benchmarked Making Charges	Competitive Gold Rates
Regionalized Store	100% Exchange Value	Cutting-edge
Inventory	Assurance	technology

Source: Industry, CRISIL MI&A Research

## **Win-Win Proposition**

#### **How our Client Benefits**

- S End Customer Knowledge
- S Exclusive Customized Design Catalogue
- S Consistency and Quality Products
- S Assured Lifetime Maintenance
- S Increased responsiveness to End Customer Needs
- S Outsourced Manufacturing = Higher ROCE

### **How Sky Gold Benefits**



Increased Revenue & Growth Visibility

**Business** 

Stickiness of



Higher Volumes leading to Operating Leverage



Higher assurity of Receivables with Larger Clients



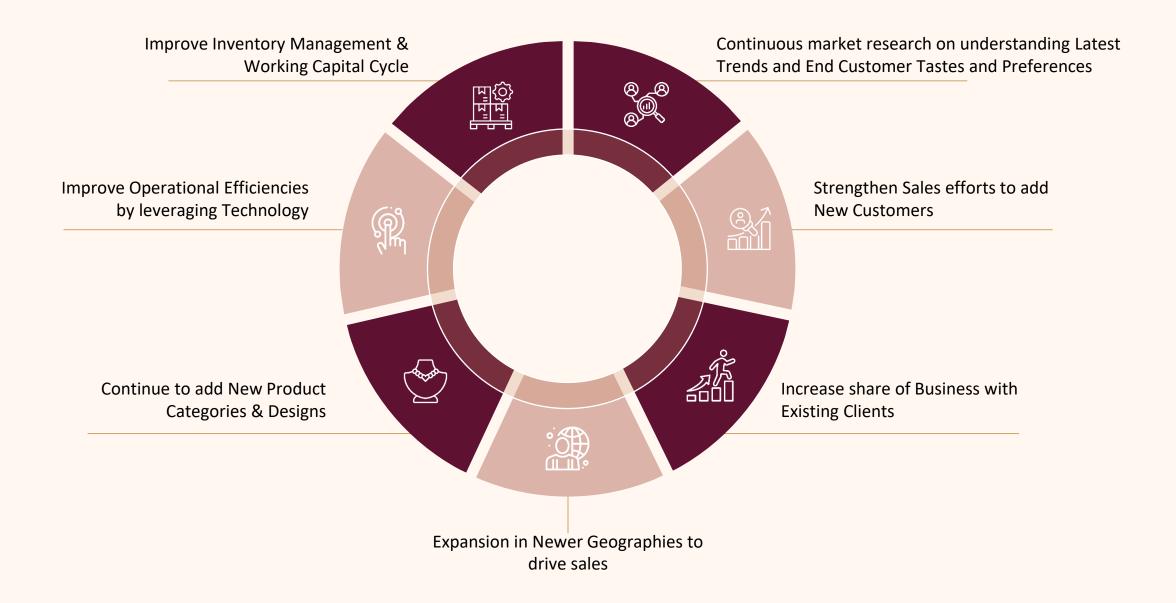
Monitoring & Quality Control at every stage



Deployment of Latest Technology and Skilled Artisans

Win-win proposition assures Stickiness of Clients

## **Focussed Growth Strategy**



## Sky Gold Vision: 2.0 – Driving next leg of growth

### **Corporate Action**

Total Capital infusion of INR 128 Crores (108 Crs +20 Crs)

To support
Increased Working
Capital
Requirement

Higher Liquidity available for Higher Growth

Strengthening of Management Team & Regional Sales Team

**Key Initiatives in** 

this

Direction

Successful capital raise of INR 270 crores with participation from marquee DIIs

**Banking Partners** 



KVB Karur Vysya Bank









**Sky Gold Vision** 



Make in Bharat, for the World

Revenues ~ Rs. 6,300 Crs by FY27

Capacity Utilization ~ 1050 kgs per month (Post Acquisition)

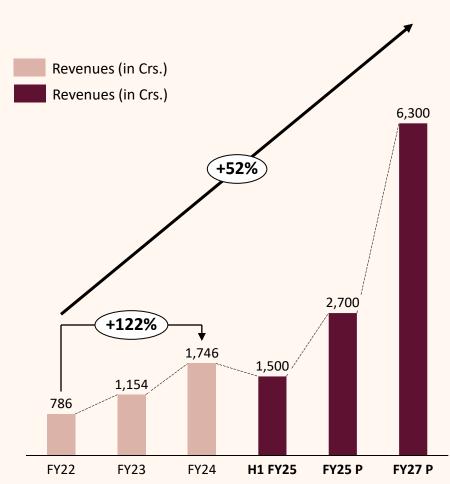
PAT Margin ~3%

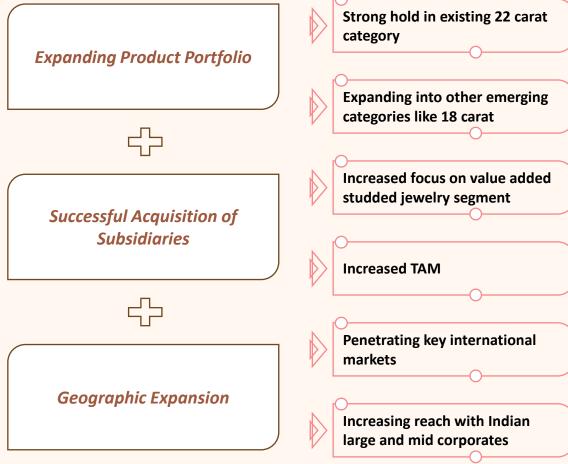
**ROCE >25%** 

## **Charting the Course – Core Pillars for Progress**

### **Delivering on Growth Guidance**

### **Achieving Growth Through Strategic Focus on Key Pillars**





**37** 

\*Revenue Projection on consolidated level

# Financial Delivery

## **Historical Profit & Loss Statement**

Profit & Loss Statement (Rs. Crs.)	31-Mar-24	31-Mar-23	31-Mar-22
Revenue from Operations	1,745.5	1,153.8	785.7
Cost of Materials Consumed	1,821.7	1,114.9	774.0
Changes in Inventories of FG & WIP	-180.9	-10.9	-16.9
Gross Profit	104.7	49.8	28.6
GP %	6.0%	4.3%	3.6%
Employee Benefits Expense	13.5	5.4	2.9
Other Expenses	13.9	8.0	5.4
EBITDA	77.2	36.3	20.3
EBITDA %	4.4%	3.1%	2.6%
Other Income	3.7	1.0	10.6
Depreciation and Amortisation Expense	6.4	1.4	1.1
EBIT	74.6	35.8	29.7
Finance Costs	20.5	10.8	8.0
РВТ	54.1	25.0	21.7
Total Tax Expense	13.6	6.4	4.8
Profit for the period	40.5	18.6	17.0
PAT %	2.3%	1.6%	2.2%

## **Historical Balance Sheet**

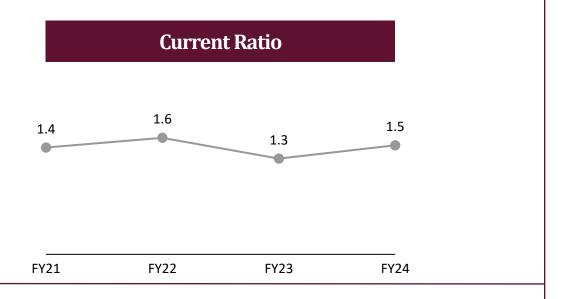
ASSETS (Rs. Crs.)	31-Mar-24	31-Mar-23	31-Mar-22
ASSETS			
Non - Current Assets			
Property, plant and equipment	24.7	6.2	4.9
Capital work-in-progress	1.0	0.1	0.0
Right of Use Assets	10.2	0.5	0.8
Investment Property	0.0	2.5	2.4
Other Intangible Assets	0.1	0.1	0.0
Financial Assets			
(i) Investments	90.6	68.3	45.0
(ii) Other Financial Assets	1.1	0.8	0.1
Other non-current assets	1.5	0.3	0.0
<b>Total Non - Current Assets</b>	129.1	78.5	53.3
Current Assets			
Inventories	266.1	85.2	74.4
Financial Assets			
(i) Investments	0.0	0.0	0.0
(ii) Trade receivables	102.1	67.0	43.5
(iii) Cash and cash equivalents	13.4	18.4	1.4
(iv) Bank Balance other above	63.4	0.0	
(v) Loans	0.1	0.2	0.2
Other current financial assets	0.4	0.3	0.2
Current Tax Assets (Net)	0.0	0.0	0.0
Other current assets	11.0	2.5	2.3
<b>Total Current Assets</b>	456.5	173.6	121.9
TOTAL ASSETS	585.6	252.2	175.2

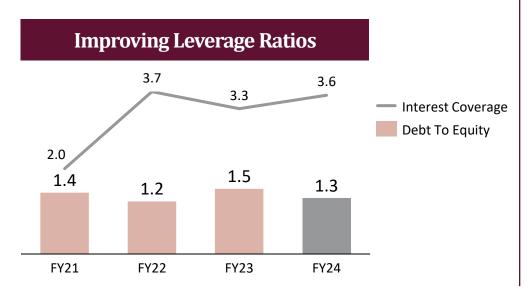
EQUITY AND LIABILITIES (Rs. Crs.)	31-Mar-24	31-Mar-23	31-Mar-22
Equity			
(a) Equity share capital	13.2	10.7	5.4
(b) Other equity	230.9	87.4	71.4
Equity attributable to equity holders	244.1	98.1	76.7
Non-controlling interests			
Total Equity	244.1	98.1	76.7
Liabilities			
Non - Current Liabilities			
Financial liabilities			
(i) Borrowings	17.6	14.8	17.4
(ii) Lease liabilities	9.1	0.0	0.4
(iii) Other Financial Liabilities	0.0	0.0	0.0
Provisions	1.0	0.8	0.6
Deferred Tax Liabilities (Net)	2.4	3.5	2.2
Total Non - Current Liabilities	30.1	19.1	20.7
Current Liabilities			
Financial liabilities			
(i) Borrowings	281.1	131.1	73.9
(ii) Lease liabilities	2.2	0.5	0.5
(iii) Trade payables			
(a) total outstanding dues of MSME	1.3	1.4	1.4
(b) total outstanding dues other than MSME	3.1	0.1	0.0
(iv) Other financial liabilities	21.1	0.4	0.4
Other current liabilities	0.8	0.1	0.1
Provisions	0.4	0.3	0.2
Current tax liabilities (Net)	1.4	1.0	1.4
Total Current Liabilities	311.4	134.9	77.7
TOTAL EQUITY AND LIABILITIES	585.6	252.2	175.2

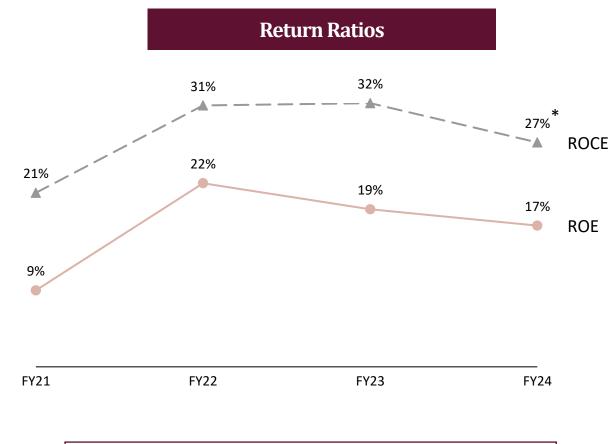
## **Historical Cash Flow Statement**

Cash Flow Statement (Rs. Crs.)	Mar-24	Mar-23	Mar-22
Cash Flow from Operating Activities			
Profit before Tax	54.1	25.0	21.7
Adjustment for Non-Operating Items	23.6	10.9	-1.8
Operating Profit before Working Capital Changes	77.7	36.0	19.9
Changes in Working Capital	-201.5	-35.3	-23.9
Cash Generated from Operations	-123.9	0.7	-4.0
Less: Direct Taxes paid	-14.2	-7.1	-3.3
Net Cash from Operating Activities	-138.1	-6.5	-7.2
Cash Flow used in Investing Activities	-106.2	-19.8	-2.3
Cash Flow (used in)/ from Financing Activities	239.2	43.2	10.5
Net increase/ (decrease) in Cash & Cash equivalents	-5.0	17.0	1.0
Cash and cash equivalents at beginning of the year	18.4	1.4	0.4
Cash and cash equivalents at the end of the year	13.4	18.4	1.4

## **Key Return Ratios**







Higher Return Ratios as a result of better managed Operational & Disciplined Capital Allocation

# Thank You



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