



Executive Financial Summary – Q4 Report

◆ 1. Overall Financial Performance

- **Revenue:** ₹5,840 Cr
▲ **11.4% YoY**, driven by domestic demand and strong execution in core product segments.
 - **Net Profit:** ₹1,120 Cr
▲ **15.8% YoY**, supported by efficiency gains and favorable product mix.
 - **EPS:** ₹8.64
Up from ₹7.45 — consistent shareholder value creation.
 - **EBITDA Margin:** 31.8%
▲ Up from 30.9% last quarter. Reflects improved cost control and operating leverage.
 - **ROE:** 18.2%
▲ 140 bps YoY — solid return profile, effective capital allocation.
 - **Cost/Income Ratio:** ~68%
Gradual decline indicates increasing operational efficiency.
-

◆ 2. Profitability & Growth Drivers

- **Profitability** strengthened through stable pricing, cost discipline, and better utilization (92% capacity).
 - **Core growth areas:**
 - Domestic market expansion
 - High-margin segments (value-added products)
 - Automation-led operational gains
 - **Free Cash Flow:** Positive — reinvestment-ready, supports long-term growth.
-

3. Strategic & Operational Initiatives

- **New manufacturing facility** in South India to increase capacity by 15% (operational by Q4 FY26).
 - **Increased R&D and digitization spend** (▲ 18%) focused on:
 - Smart factory integration
 - Process automation
 - Product innovation
 - **Sustainability steps:**
 - 24% of energy now from renewable sources
 - Targeting carbon neutrality for select plants by 2028
 - **Strategic partnerships:** New logistics partner signed for cost reduction and last-mile efficiency.
-

4. Risks & Watchpoints

- **Raw material volatility** (esp. crude-linked inputs) could pressure margins.
 - **Export headwinds** due to geopolitical uncertainty.
 - **Forex exposure** remains a mild concern (no updated hedging disclosed).
 - Slight uptick in **inventory levels** — worth monitoring for demand-supply alignment.
-

Conclusion: What the Board Needs to Know

This is a **financially sound, growth-focused company** with a clear strategy and stable execution. Margin trends, ROE, and cash generation are improving. Management is forward-thinking with tangible investments in capacity, tech, and sustainability — all while keeping risk exposure contained.

Decision levers for the board:

- Evaluate capital allocation toward automation & expansion
- Monitor forex/inventory risks
- Consider structured shareholder returns (buybacks/dividends)
- Support long-term ESG roadmap

Chat Url: <https://chatgpt.com/share/68491184-1b18-800a-90b2-720375daa041>

Balance sheet

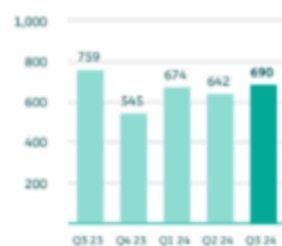
Condensed consolidated statement of financial position

(in millions)	30 September 2024	30 June 2024	31 December 2023
Cash and balances at central banks	31,652	38,085	53,656
Financial assets held for trading	3,095	2,109	1,371
Derivatives	4,303	4,576	4,403
Financial investments	53,094	50,326	41,501
Securities financing	39,049	34,993	21,503
Loans and advances banks	2,683	3,279	2,324
Loans and advances customers	259,603	251,513	245,935
Other	10,292	8,522	7,218
Total assets	403,771	393,404	377,909
Financial liabilities held for trading	2,080	1,410	917
Derivatives	2,680	2,628	2,856
Securities financing	20,264	18,523	11,710
Due to banks	5,408	5,286	5,352
Due to customers	262,712	260,826	254,466
Issued debt	71,332	67,241	66,227
Subordinated liabilities	6,383	5,608	5,572
Other	7,100	6,887	6,641
Total liabilities	377,961	368,408	353,741
Equity attributable to the owners of the parent company	25,807	24,993	24,165
Equity attributable to non-controlling interests	3	3	3
Total equity	25,810	24,995	24,168
Total liabilities and equity	403,771	393,404	377,909
Committed credit facilities	49,233	50,927	53,968
Guarantees and other commitments	6,786	6,801	6,289

Figures at a glance

Net profit/(loss)

(in EUR million)



Return on equity

(in %) Target is 9-10%



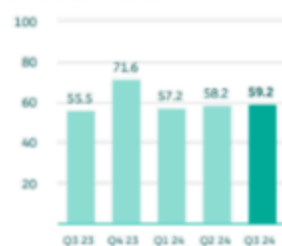
Earnings per share

(in EUR)



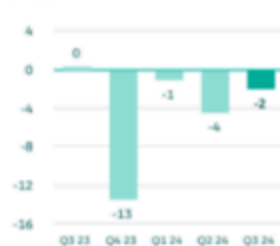
Cost/income ratio

(in %) Target is circa 60%



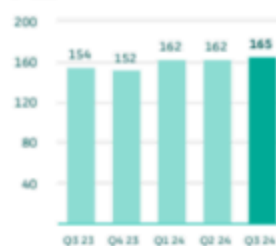
Cost of risk

(in bps)



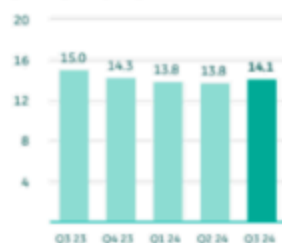
Net interest margin

(in bps)



CET1 ratio (Basel III)¹

(end-of-period, in %)



CET1 ratio (Basel IV)¹

(end-of-period, in %) Target is 13.5%



Leverage ratio (CRR2)¹

(end-of-period, in %)

