# Financial Position: (in lakhs)

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| --- | --- | --- | --- | --- | --- | --- |
| Particulars | 2021 \* | 2022 \* | 2023 # | 2024 # | 2025 # | 2026 # |
| Local Sales | 1873.81 | 1835.31 | 2294.96 | 6411.04 | 7063.91 | 8476.69 |
| Other Income | 30.4 | 1.46 | 2.32 | 2.94 | 1.62 | 1.62 |
| Total Income | 1904.21 | 1836.77 | 2297.28 | 6413.98 | 7065.53 | 8478.31 |
| Cost of Sales | 1524.12 | 1524.21 | 2079.9 | 4533.08 | 5033.05 | 6061.78 |
| Gross Profit | 380.09 | 312.56 | 217.38 | 1880.9 | 2032.48 | 2416.53 |
| Other Expenses | 176.71 | 98.94 | 118.94 | 1118.97 | 1176.2 | 1409.54 |
| Interest on CC | 11.29 | 18.52 | 14.14 | 13.25 | 10.12 | 10.12 |
| Interest on Term Loan | 89.66 | 110.24 | 106.48 | 122.65 | 132.34 | 110.52 |
| PBDT | 102.43 | 84.86 | -22.18 | 626.03 | 713.82 | 886.35 |
| Depreciation | 52.1 | 45.51 | 69.1 | 129.22 | 60.39 | 51.61 |
| Tax | 28.37 | 37.83 | 1.97 | 158.98 | 209.1 | 267.12 |
| Net Profit | 21.96 | 1.52 | -93.25 | 337.83 | 444.33 | 567.62 |
| Gross Profit Ratio (%) | 19.96 | 17.03 | 9.47 | 29.34 | 28.77 | 28.51 |
| Net Profit Ratio (%) | 1.15 | 0.08 | -4.06 | 5.27 | 6.29 | 6.7 |
| Cost of Sales / Sales | 81.34 | 83.05 | 90.63 | 70.71 | 71.25 | 71.51 |
| Other Expenses / Sales | 9.43 | 5.39 | 5.18 | 17.45 | 16.65 | 16.63 |

Sales: The sales figures show a significant increase in 2023, with local sales rising from Rs. 1835.31 lakhs in 2022 to Rs. 2294.96 lakhs in 2023, marking a 25% growth. This surge is likely due to the execution of a substantial order from Zenith Home Corp, which began in October 2022. The projected sales for 2024 and beyond indicate continued growth, with a notable jump to Rs. 6411.04 lakhs in 2024, driven by increased demand from clients like Godrej.  
  
Cost of Sales: The cost of sales remained relatively stable between 2021 and 2022 but increased significantly in 2023 to Rs. 2079.90 lakhs, aligning with the rise in sales volume. This increase is expected to continue, with projections showing a cost of Rs. 4533.08 lakhs in 2024. The firmâ€™s restructuring and acquisition of new machinery likely contributed to improved cost efficiency, although the full impact will be clearer in future financial periods.  
  
Other Expenses: Other expenses decreased from Rs. 176.71 lakhs in 2021 to Rs. 98.94 lakhs in 2022, but rose again to Rs. 118.94 lakhs in 2023. The projections for 2024 show a significant increase to Rs. 1118.97 lakhs, possibly due to the expansion and operational scaling required to meet new orders. The firmâ€™s investment in machinery and increased production capacity are key drivers of these changes.  
  
Depreciation: Depreciation expenses increased from Rs. 45.51 lakhs in 2022 to Rs. 69.10 lakhs in 2023, reflecting the acquisition and installation of new machinery worth Rs. 101.99 lakhs. This trend is expected to continue with a projected depreciation of Rs. 129.22 lakhs in 2024, indicating further capital investments.  
  
Profitability: The firm experienced a decline in profitability in 2023, with a net loss of Rs. 93.25 lakhs, primarily due to increased costs and initial setup expenses for new orders. However, profitability is projected to improve significantly in 2024, with a net profit of Rs. 337.83 lakhs, as the firm capitalizes on new business opportunities and increased demand. The restructuring under the RF-2 scheme and the commencement of loan repayments in October 2023 are expected to stabilize financial performance.