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Exceeding Expectations...Always

Powered by Vision

Driven by Values

Pearl Global Industries Limited

Investor Presentation

May 2024

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Q4 & FY24 Business Highlights

Message from the Management

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Commenting on the Results, Mr. Pulkit Seth, Vice-Chairman & Non-Executive Director, said, *"We are pleased to announce our best financial year performance since inception, driven by a 21% year-over-year increase in overseas revenue. Our exceptional results for fiscal year 2024 highlight our robust global competitive edge. We leveraged our core strengths to achieve continuous growth, fueled by a diversified customer portfolio. With a strong and diverse customer base and geographic presence, we are well-positioned for a strong performance in coming years, allowing us to further expand our market share and strengthen our presence in both domestic and export markets."*

Commenting on the Results, Mr. Pallab Banerjee, Managing Director said, *"We are pleased to announce that our FY24 performance has witnessed strong growth year-over-year across all metrics. Our group level Adjusted EBITDA crossed Rs. 300 crores mark on a full year basis. Increased profitability from our overseas operations, combined with a better product mix and enhanced operational efficiency, has boosted our EBIDTA margin (excluding ESOP expenses) by 100 basis points year-over-year. Our steadfast commitment to maintaining a multinational presence and implementing sustainable practices is crucial for successfully navigating today's dynamic business environment. With our extensive geographic reach and strong relationships with esteemed clients, we are well-positioned to consistently deliver outstanding results."*

Business Highlights Q4 & FY24

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Highlights

FY24 Revenue: Rs. 3,436.2 Crs, +8.8% YoY
Q4FY24 Revenue: Rs: 877.4 cr, +20.2% YoY

- Overseas revenue increased by 21% YoY
- India revenue saw a growth of 17% YoY in Q4FY24. However, on a full year basis, for FY24, we saw an adverse impact mainly because of low sales volume in Knit business. One major reason for such decline is business transitioned to Bangladesh

FY24 Adj. EBITDA[#] stood at Rs. 316.4 crores, +22.5% YoY
Q4FY24 Adj. EBITDA[#] stood at Rs. 83.9 crores, +30.8% YoY

Adj. EBITDA improved in FY24 due to:

- Enhancements in operational efficiency contributed to increased revenue in Bangladesh, leading to economies of scale and consequently improving the EBITDA margin from international operations

FY24 Adj. EBITDA Margin stood at 9.2%, +100 bps YoY
Q4FY24 Adj. EBITDA Margin stood at 9.6%, +80 bps YoY

Adj. EBITDA Margins improved in FY24 due to

- Continues improvement based on better operational efficiency
- Increased profitability due to improving efficiency in Bangladesh and Vietnam units

ROCE*
28.2% ▲ **+400 bps**

ROCE improved from 24.2% in FY23 to 28.2% in FY24 due to:

- Prudent capital allocation policy
- Profitability at group level
- Efficient working capital management

Dividend

- Dividend distribution amounting to Rs. 38.1 crores in FY24, i.e. **22.5% of PAT**

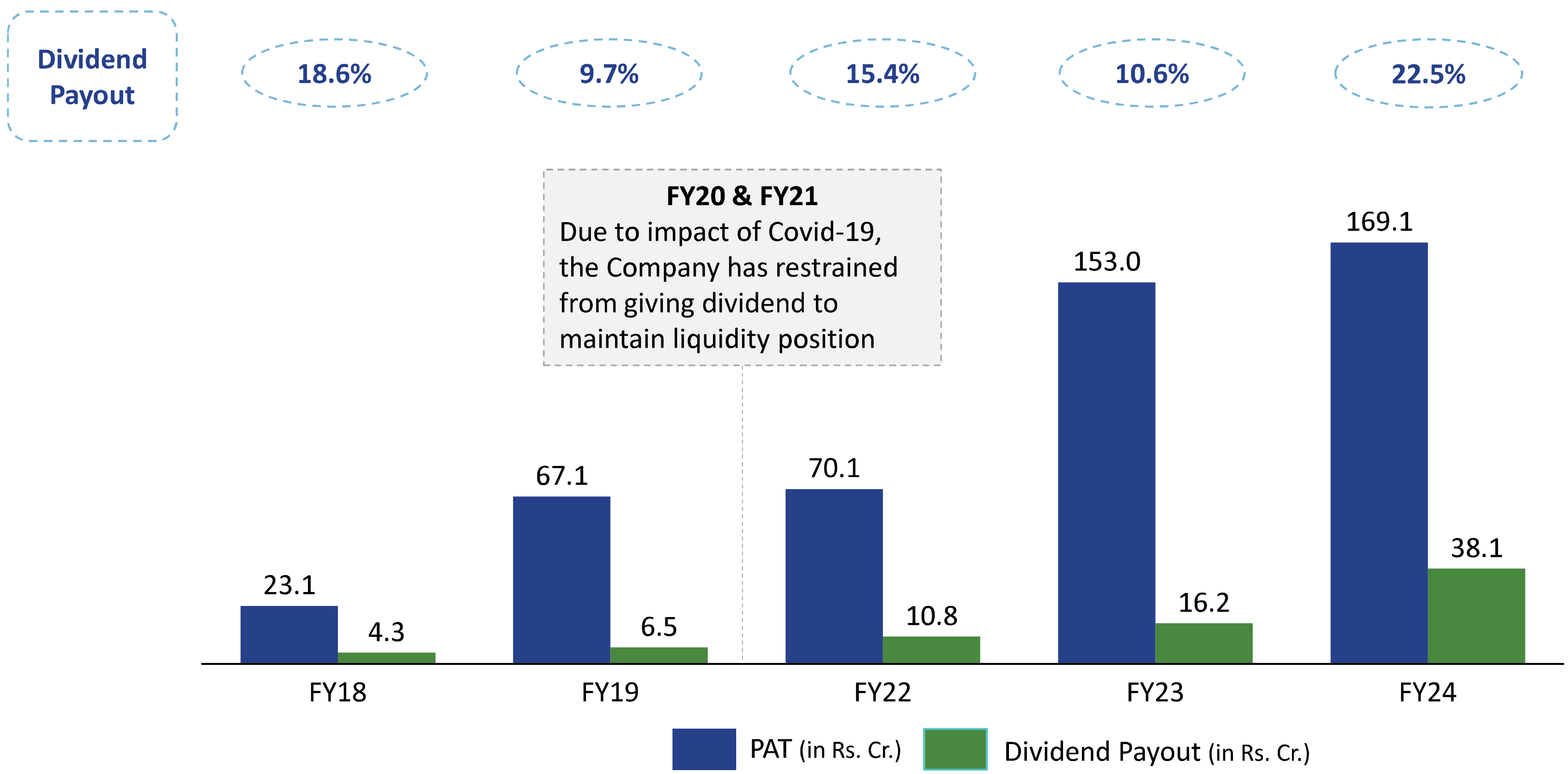
CAPEX

- Incurred PPE Capex of Rs. 115 crs in FY24
- Capex incurred across geographies for growth, upgradation, automation and leasehold improvements

Robust Governance Control
KPMG appointed as a statutory auditor in Bangladesh

[#]Adj. EBITDA excludes ESOP expenses
*ROCE = EBIT / (Total Shareholder's equity + Total Net Debt + Cash ear marked for LC payments)

Regular Dividend Payout



The Company has finalised a dividend policy wherein the Company will declare dividend of at least 20% of the consolidated profit after tax in a given year to the shareholders

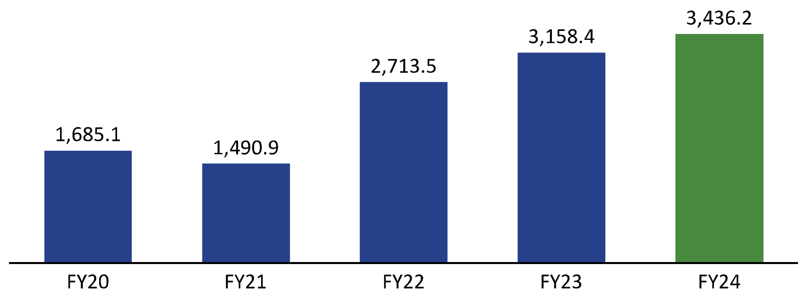
During the year, we had paid a dividend of Rs. 17.50 per share of FV Rs. 10 each

Consolidated Financial Highlights

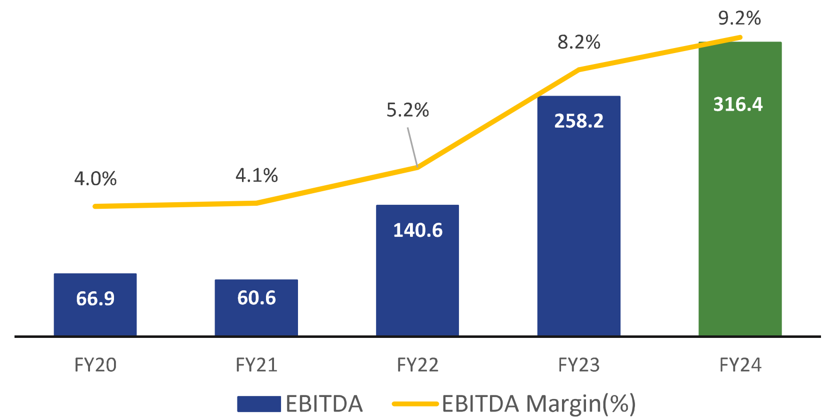
Consolidated Group Performance – FY24

In Rs. Crs.

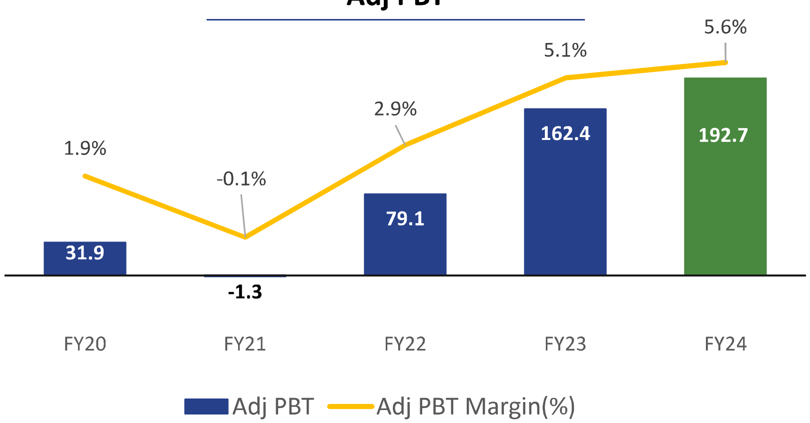
Revenue



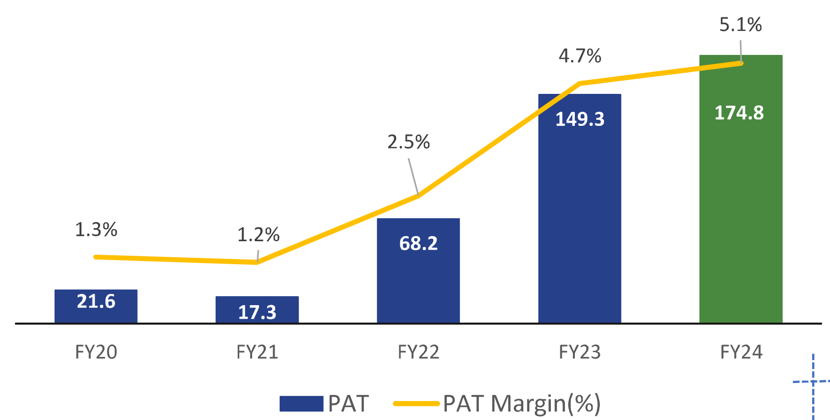
Adj EBITDA*



Adj PBT#



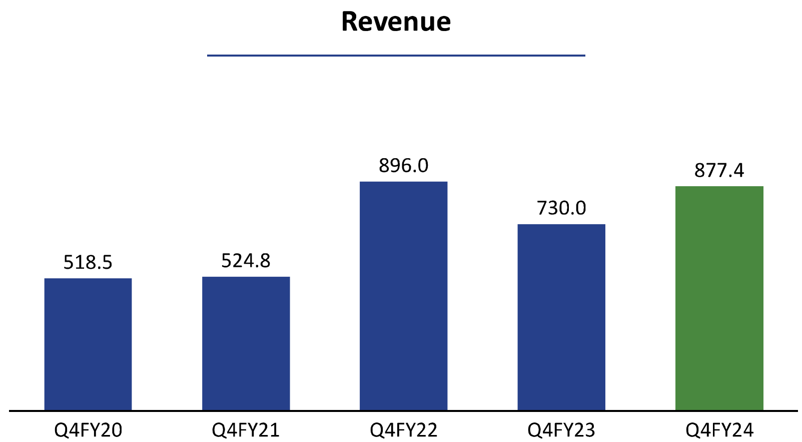
PAT after Minority Interest^

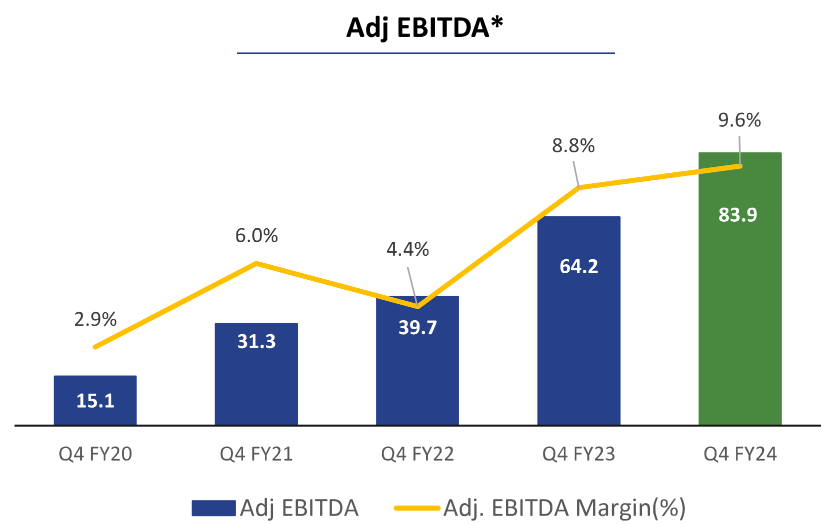


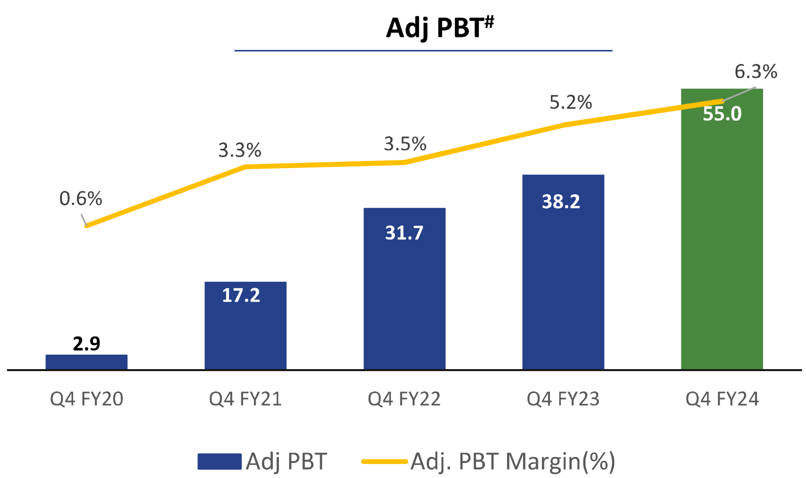
*Adj. EBITDA excludes Esop expenses
#Adj PBT excludes exceptional items

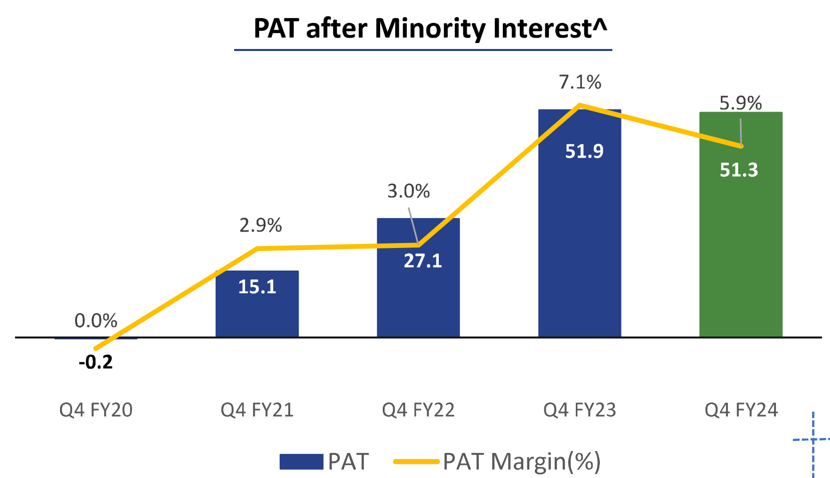
^PAT for FY23 includes exceptional gain of Rs. 13.4 crore

Consolidated Group Performance – Q4 FY24









*Adj. EBITDA excludes Esop expenses
#Adj PBT excludes exceptional items

^PAT for Q4FY23 includes exceptional gain of Rs. 17.8 crore

Improved Financial Metrics

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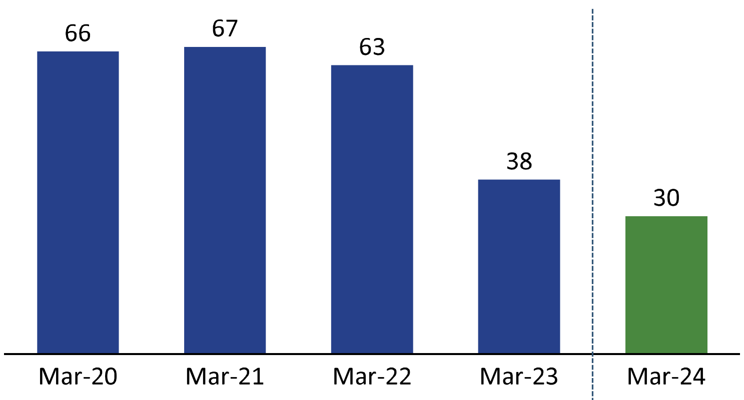
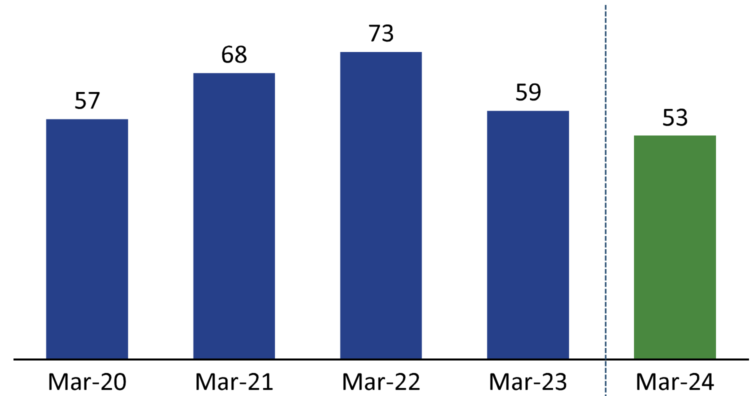
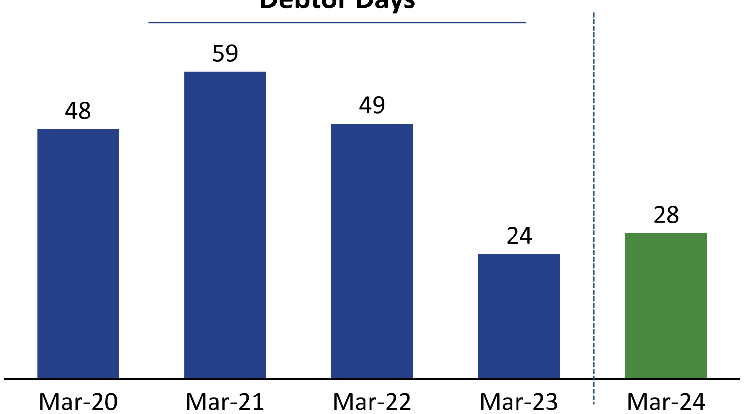
Working Capital Days



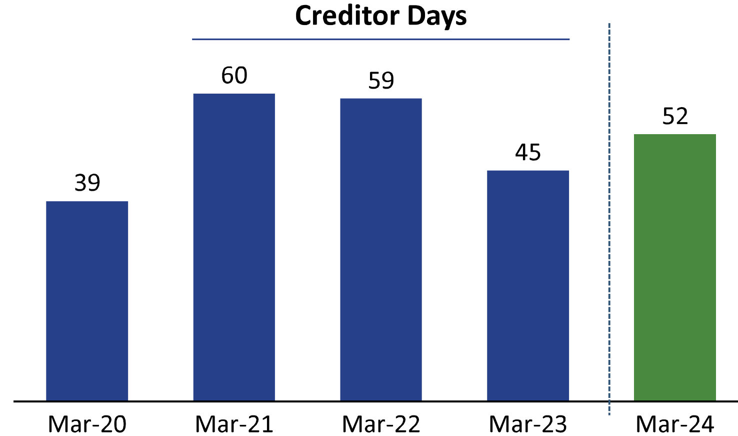
Inventory Days



Debtor Days

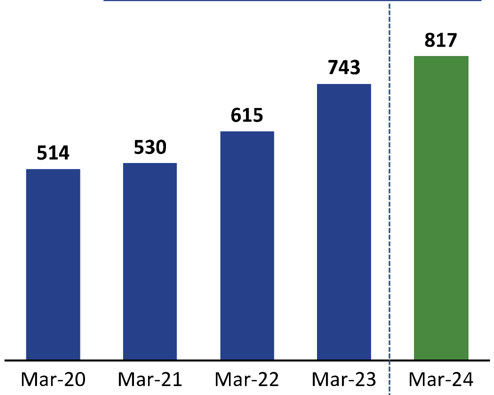


Creditor Days

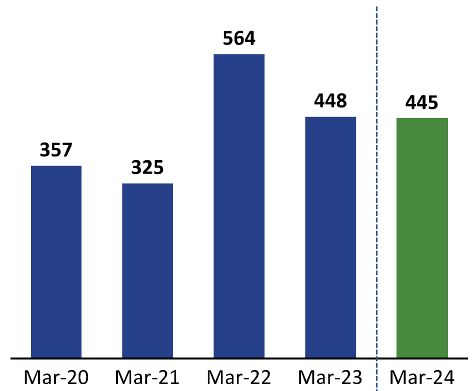


Consolidated Financial Parameters

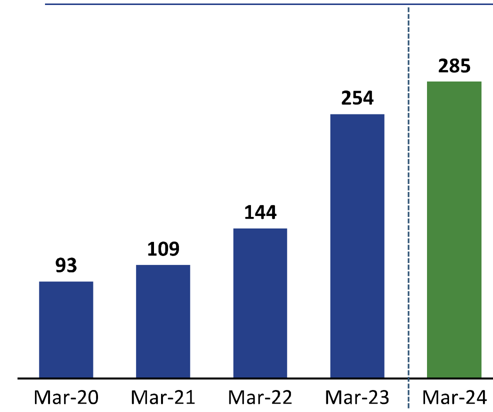
Networth (Rs. Crs.)



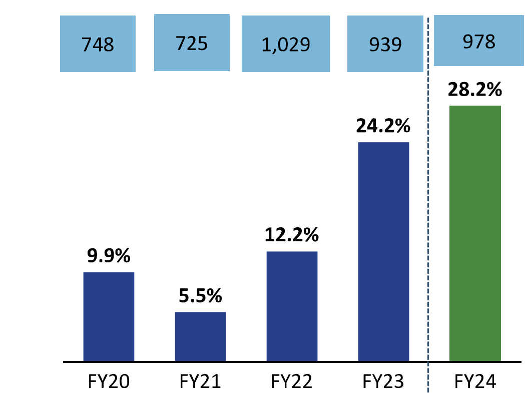
Gross Debt (Rs. Crs.)



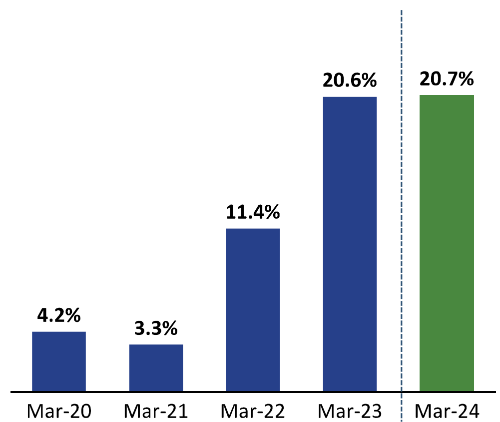
Cash and Bank Balance (Rs. Crs.)^



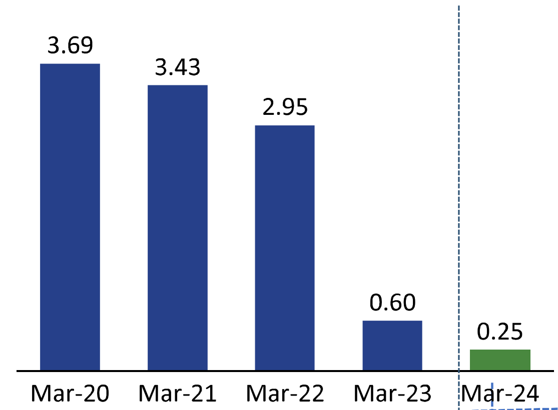
Return on Capital Employed (%)*



ROE (%)



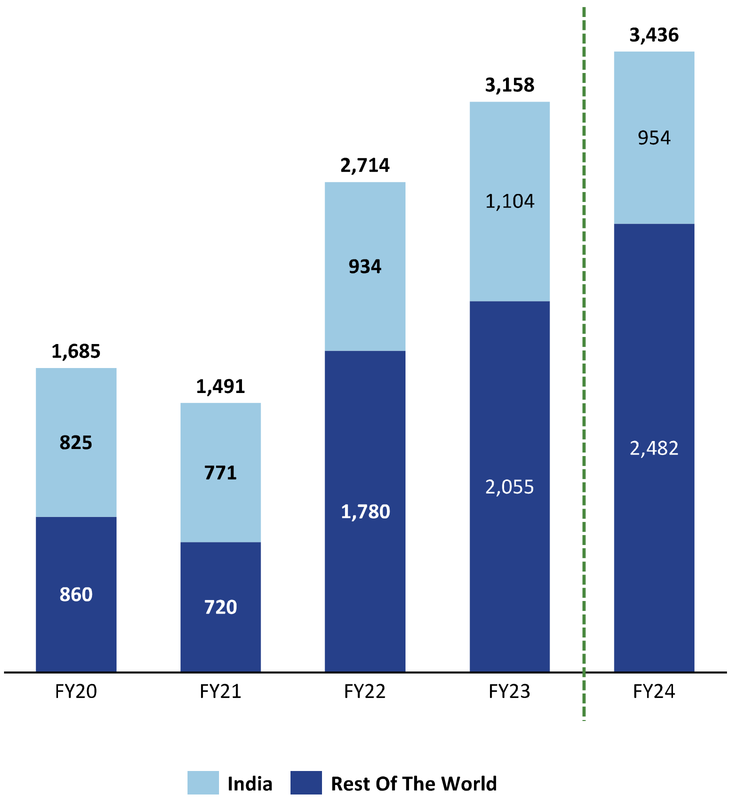
Net Debt/EBITDA



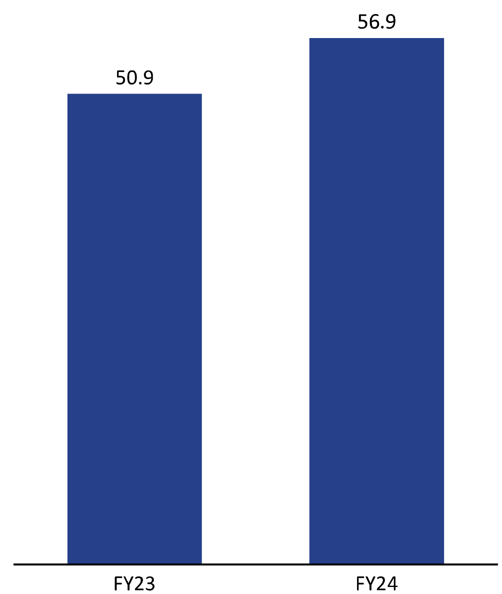
*ROCE = EBIT / (Total Shareholders equity + Total Net Debt + Cash ear marked for LC payments)
^Cash and Bank Balance excludes cash earmarked for LC Payments

Consolidated Performance Highlights FY24

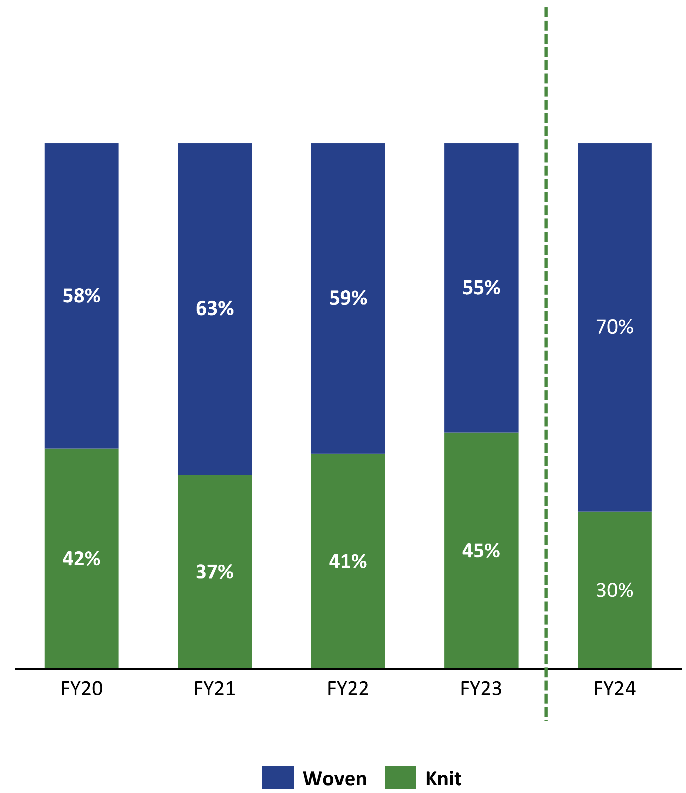
Geographical Revenue Split (Rs in Crs)



No. Of Pieces Shipped (Mn pieces)



Product wise Split



Consolidated Financial Statements

Consolidated Profit and Loss Statement

Particulars (in Rs. Crs)	Q4 FY24	Q4 FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	**877.4**	**730.0**	**20.2%**	**704.0**	**24.6%**	**3,436.2**	**3,158.4**	**8.8%**
Cost of Goods Solds	408.0	356.4		305.0		1,697.9	1,629.5	
Gross Profit	**469.3**	**373.6**	**25.6%**	**399.0**	**17.6%**	**1,738.3**	**1,528.9**	**13.7%**
Gross Profit Margin	**53.5%**	**51.2%**		**56.7%**		**50.6%**	**48.4%**	
Employee Cost	182.6	141.1		163.6		661.8	558.8	
Other Expenses	202.8	168.3		166.8		760.1	711.9	
Adj. EBITDA	**83.9**	**64.2**	**30.8%**	**68.6**	**22.4%**	**316.4**	**258.2**	**22.5%**
Adj. EBITDA Margin	**9.6%**	**8.8%**		**9.7%**		**9.2%**	**8.2%**	
ESOP Expenses	2.5	1.4		3.2		8.6	2.7	
Depreciation	18.9	14.0		16.2		64.2	50.8	
Other Income	14.8	5.6		2.8		32.4	22.8	
EBIT	**77.4**	**54.5**	**42.0%**	**51.9**	**49.0%**	**276.0**	**227.6**	**21.3%**
EBIT Margin	**8.8%**	**7.5%**		**7.4%**		**8.0%**	**7.2%**	
Finance Cost	22.4	16.3		17.4		83.3	65.2	
Adj Profit before Tax	**55.0**	**38.2**	**44.2%**	**34.5**	**59.6%**	**192.7**	**162.4**	**18.6%**
Adj Profit before Tax Margin	**6.3%**	**5.2%**		**4.9%**		**5.6%**	**5.1%**	
Exceptional Item (Gain) / Loss	0.6	(17.8)		(0.1)		0.6	(13.5)	
Profit before Tax	**54.4**	**55.9**	**-2.7%**	**34.6**	**57.3%**	**192.1**	**175.8**	**9.2%**
Profit before Tax Margin	**6.2%**	**7.7%**		**4.9%**		**5.6%**	**5.6%**	
Tax	5.4	2.6		0.8		22.9	22.9	
Profit after Tax	**49.0**	**53.3**	**-8.1%**	**33.8**	**44.8%**	**169.1**	**153.0**	**10.5%**
Minority Interest	-2.4	1.4		-1.9		-5.7	3.7	
PAT after Minority Interest	**51.3**	**51.9**	**-1.1%**	**35.8**	**43.6%**	**174.8**	**149.3**	**17.1%**
PAT after Minority Interest Margin	**5.9%**	**7.1%**		**5.1%**		**5.1%**	**4.7%**	
EPS^	11.82	11.99		8.25		40.26	34.45	

^Previous quarters and year adjusted for split

FY24 Revenue: Rs. 3,436.2 Crs, up 8.8% YoY
- Overseas Revenue witnessed a growth of 21% YoY whereas India revenue witnessed a de-growth of 14% YoY in FY24

On Adj. EBITDA & Adj. EBIDTA Margin:
- Enhancements in operational efficiency contributed to increased revenue in Bangladesh, leading to economies of scale and consequently improving the EBITDA margin from international operations

ESOP Expenses:
- ESOP expenses for the full year are INR 8.6 Crs. Considering same allotment, ESOP expenses for next year will be in range of Rs. 4.5 crs to 5 crs

Depreciation:
- Depreciation increased on account of capitalisation and increase in lease amortisation amount

Increase in Other Income is due to:
- One time Redemption of mutual funds and forex gain

Increase in Finance Cost is due to:
- Increase in interest on factoring cost and borrowings
- Increase in interest for lease amortization

Consolidated Balance Sheet

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Assets (In Crs)	Mar-24	Mar-23
Non Current assets		
Property, Plant and Equipment	369.2	288.2
Capital work-in-progress	34.9	33.1
Investment Property	56.4	57.4
Other Intangible Asset	2.3	1.6
Right of use assets	161.7	133.9
Goodwill	21.9	19.2
Financial Assets		
Investments	30.0	54.2
Loans	0.1	0.3
Other financial assets	14.2	8.1
Deferred Tax Assets	2.5	1.4
Non Current Tax Assets	5.5	20.5
Other non-current assets	7.8	1.6
Total Non Current Assets	**706.5**	**619.5**
Current Assets		
Inventories	502.7	513.3
Financial Assets		
Investments	0.0	5.6
Trade receivables	265.4	209.4
Cash and cash equivalents	328.0	256.1
Other bank balances	38.5	38.3
Loans	22.6	25.4
Other financial assets	10.6	8.2
Other current assets	111.1	104.9
Total Current Assets	**1,278.9**	**1,161.2**
Total Assets	**1,985.5**	**1,780.6**

Liabilities (In Crs)	Mar-24	Mar-23
Equity		
Equity Share capital	21.8	21.7
Other Equity	780.2	700.8
Non Controlling Interest	15.4	20.3
Total Equity	**817.5**	**742.8**
Financial liabilities		
Borrowings	104.2	89.3
Lease liabilities	126.7	96.8
Other Financial Liabilities	17.7	4.5
Provisions	35.1	28.9
Other non current Liability	0.74	1.0
Deferred tax liabilities (Net)	0.5	0.6
Total Non Current Liabilities	**284.9**	**221.0**
Financial liabilities		
Borrowings	340.9	359.1
Trade Payables	486.4	391.7
Lease liabilities	16.6	12.5
Other financial liabilities	6.3	14.0
Provisions	6.6	1.4
Other current liabilities	19.1	19.4
Current tax liabilities (Net)	7.1	18.8
Total Current Liabilities	**883.1**	**816.8**
Total Equity and Liabilities	**1,985.5**	**1,780.6**

Consolidated Cash Flow

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Particulars (Rs. Crs)	Mar-24	Mar-23
Net Profit Before Tax	**192.1**	**175.8**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	135.9	67.8
Operating profit before working capital changes	**328.0**	**243.7**
Changes in working capital	44.5	157.7
Cash generated from Operations	**372.5**	**401.3**
Direct taxes paid (net of refund)	-21.0	-23.1
Exceptional items	0.6	-13.5
Net Cash from Operating Activities	**352.1**	**364.8**
Net Cash from Investing Activities	**-128.1**	**-25.7**
Net Cash from Financing Activities	**-152.1**	**-199.8**
Net Decrease in Cash and Cash equivalents	**71.8**	**139.3**
Add: Cash & Cash equivalents at the beginning of the period	256.1	116.9
Cash & Cash equivalents at the end of the period	**328.0**	**256.1**

Standalone Financial Statements

Standalone Profit and Loss Statement

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Profit and Loss (in Rs. Crs)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	**320.1**	**274.6**	**16.6%**	**157.6**	**103.1%**	**953.7**	**1,103.8**	**-13.6%**
Cost of Goods Solds	144.9	129.2		46.8		415.0	541.9	
Gross Profit	**175.2**	**145.4**	**20.5%**	**110.8**	**58.1%**	**538.6**	**561.9**	**-4.1%**
Gross Profit Margin	**54.7%**	**52.9%**		**70.3%**		**56.5%**	**50.9%**	
Employee Cost	68.3	53.3		56.1		234.0	196.8	
Other Expenses	86.3	69.9		55.4		255.3	293.9	
Adj EBITDA	**20.6**	**22.2**	**-7.0%**	**-0.8**	**-**	**49.3**	**71.1**	**-30.7%**
Adj EBITDA Margin	**6.4%**	**8.1%**		**-0.5%**		**5.2%**	**6.4%**	
ESOP Expenses	1.7	0.7		2.4		6.0	1.5	
Depreciation	8.2	5.5		5.8		24.4	18.8	
Other Income	11.2	6.0		15.8		42.3	30.4	
EBIT	**21.9**	**21.9**	**0.1%**	**6.8**	**220.0%**	**61.2**	**81.1**	**-24.5%**
EBIT Margin	**6.8%**	**8.0%**		**4.3%**		**6.4%**	**7.3%**	
Finance Cost	8.1	8.2		6.2		30.1	30.4	
Adj Profit before Tax	**13.7**	**13.7**	**0.3%**	**0.7**	**21.0x**	**31.2**	**50.7**	**-38.5%**
Adj Profit before Tax Margin	**4.3%**	**5.0%**		**0.4%**		**3.3%**	**4.6%**	
Exceptional Item (Gain) / Loss	0.5	-15.9		0.1		0.7	-11.0	
Profit before Tax	**13.2**	**29.5**	**-55.3%**	**0.5**	**24.2x**	**30.5**	**61.7**	**-50.6%**
Adj Profit before Tax Margin	**4.1%**	**10.8%**		**0.3%**		**3.2%**	**5.6%**	
Tax	1.3	1.6		-3.0		2.2	7.9	
Profit After Tax	**11.9**	**27.9**	**-57.4%**	**3.5**	**236.1%**	**28.2**	**53.8**	**-47.5%**
Profit After Tax Margin	**3.7%**	**10.2%**		**2.2%**		**3.0%**	**4.9%**	
EPS^	2.74	6.44		0.81		6.50	12.42	

^Previous quarters and year adjusted for split

FY24 Revenue: Rs. 953.7 Crs, down by 13.6% YoY

- The decline is mainly because of low sales volume in Knit business. One major reason for such decline is business transitioned to Bangladesh

Q4FY24 Revenue: Rs 320.1 Crs, up by 16.6% YoY

- Increase in the woven business

Decrease in EBIDTA Margin:

- YTD employee expenses and other expenses being fix in nature, thus negatively affecting EBITDA with decline in revenue

Increase in Other Income is due to:

- One time redemption of mutual funds, rental, forex, interest income and dividend received from subsidiary companies

Standalone Balance Sheet

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Assets (In Crs)	Mar-24	Mar-23
Non Current assets		
Property, Plant and Equipment	153.4	128.2
Capital work-in-progress	14.3	6.9
Investment Property	56.4	57.4
Other Intangible Asset	2.1	1.6
Right of use assets	31.8	30.0
Financial Assets		
Investments	124.9	126.5
Loans	0.1	0.1
Other financial assets	6.7	6.8
Deferred Tax Assets	1.6	0.7
Non Current Tax Assets	5.2	5.2
Other non-current assets	5.8	1.4
Total Non Current Assets	**402.5**	**364.9**
Current Assets		
Inventories	150.7	135.6
Financial Assets		
Investments	0.0	5.6
Trade receivables	126.3	110.4
Cash and cash equivalents	61.2	67.4
Other bank balances	23.5	22.0
Loans	5.5	4.2
Other financial assets	1.8	1.0
Other current assets	68.0	70.6
Total Current Assets	**437.1**	**416.8**
Total Assets	**839.6**	**781.7**

Liabilities (In Crs)	Mar-24	Mar-23
Equity		
Equity Share capital	21.8	21.7
Other Equity	352.3	359.2
Non Controlling Interest	0.0	0.0
Total Equity	**374.1**	**380.9**
Financial liabilities		
Borrowings	58.3	57.8
Lease liabilities	29.8	29.5
Other Financial Liabilities	1.2	1.1
Provisions	14.8	11.6
Employee benefits Obligation	0.0	0.0
Other non current Liability	0.7	1.0
Deferred tax liabilities (Net)	0.0	0.0
Total Non Current Liabilities	**104.9**	**100.9**
Financial liabilities		
Borrowings	173.6	148.6
Trade Payables	160.3	126.0
Lease liabilities	8.6	5.7
Other financial liabilities	3.2	6.1
Provisions	1.3	1.0
Other current liabilities	13.4	10.7
Current tax liabilities (Net)	0.1	2.0
Total Current Liabilities	**360.5**	**299.9**
Total Equity and Liabilities	**839.6**	**781.7**

Standalone Cash Flow

Particulars (Rs. Crs)	FY24	FY23
Net Profit Before Tax	**30.5**	**61.7**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	35.3	0.8
Operating profit before working capital changes	**65.7**	**62.5**
Changes in working capital	1.4	46.3
Cash generated from Operations	**67.2**	**108.8**
Direct taxes paid (net of refund)	-5.6	-7.1
Exceptional Items	0.7	-11.0
Net Cash from Operating Activities	**62.3**	**90.8**
Net Cash from Investing Activities	**-11.9**	**37.3**
Net Cash from Financing Activities	**-56.5**	**-103.9**
Net Decrease in Cash and Cash equivalents	**-6.2**	**24.2**
Add: Cash & Cash equivalents at the beginning of the period	67.4	43.2
Cash & Cash equivalents at the end of the period	**61.2**	**67.4**

Historical Financial Statements

Historical Consolidated Profit And Loss Statement

Profit and Loss (in Rs. Crs)	FY24	FY23	FY22	FY21	FY20
Revenue from Operations	**3,436.2**	**3,158.4**	**2,713.5**	**1,490.9**	**1,685.1**
Cost of Goods Solds	1,697.9	1,629.5	1,510.6	768.9	808.3
Gross Profit	**1,738.3**	**1,528.9**	**1,202.9**	**722.0**	**876.8**
Gross Profit Margin	**50.6%**	**48.4%**	**44.3%**	**48.4%**	**52.0%**
Employee Cost	661.8	558.8	458.6	325.3	393.3
Other Expenses	760.1	711.9	603.7	336.1	416.6
Adjusted EBITDA	**316.4**	**258.2**	**140.6**	**60.6**	**66.9**
Adjusted EBITDA Margin	**9.2%**	**8.2%**	**5.2%**	**4.1%**	**4.0%**
ESOP Expenses	8.6	2.7	-	-	-
Depreciation*	64.2	50.8	48.3	44.1	42.0
Other Income	32.4	22.8	33.5	23.5	49.1
EBIT	**276.0**	**227.6**	**125.7**	**40.0**	**73.9**
EBIT Margin	**8.0%**	**7.2%**	**4.6%**	**2.7%**	**4.4%**
Finance Cost	83.3	65.2	46.6	41.3	42.0
Adj PBT	**192.7**	**162.4**	**79.1**	**-1.3**	**31.9**
Adj PBT Margin	**5.6%**	**5.1%**	**2.9%**	**-0.1%**	**1.9%**
Exceptional Item (Gain) / Loss	0.6	-13.5	-6.7	-12.7	0.7
Profit before Tax	**192.1**	**175.8**	**85.8**	**11.4**	**31.2**
Profit before Tax Margin	**5.6%**	**5.6%**	**3.2%**	**0.8%**	**1.9%**
Tax	22.9	22.9	15.7	-6.1	9.5
Profit After Tax	**169.1**	**153.0**	**70.1**	**17.5**	**21.7**
Minority Interest	-5.7	3.7	2.0	0.2	0.2
PAT After Minority Interest	**174.8**	**149.3**	**68.2**	**17.3**	**21.6**
Profit After Tax and Minority Interest Margin	**5.1%**	**4.7%**	**2.5%**	**1.2%**	**1.3%**
EPS^	40.26	34.45	15.73	3.99	4.98

*includes leasehold amortization from FY20 onwards

^Previous years EPS adjusted for split

Historical Consolidated Balance Sheet

Assets (In Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Non Current assets					
Property, Plant and Equipment	369.2	288.2	258.2	213.8	221.9
Capital work-in-progress	34.9	33.1	15.2	47.0	36.1
Intangible assets	0.0	0.0	0.7	0.5	0.8
Investment Property	56.4	57.4	59.0	0.0	0.0
Other Intangible Asset	2.3	1.6	0.0	0.0	0.0
Intangible assets Under Development	0.0	0.0	0.0	60.5	73.9
Right of use assets	161.7	133.9	111.7	98.0	107.3
Goodwill	21.9	19.2	18.0	17.6	17.9
Financial Assets					
Investments	30.0	54.2	49.9	47.4	30.8
Loans	0.1	0.3	1.3	21.7	24.5
Other financial assets	14.2	8.1	11.0	12.2	13.6
Deferred Tax Assets	2.5	1.4	0.9	4.7	0.9
Non Current Tax Assets	5.5	20.5	6.0	7.7	7.6
Other non-current assets	7.8	1.6	2.1	2.1	7.7
Total Non Current Assets	**706.5**	**619.5**	**533.9**	**533.2**	**543.1**
Current Assets					
Inventories	502.7	513.3	539.6	278.8	263.9
Financial Assets					
Investments	0.0	5.6	5.3	7.5	6.9
Trade receivables	265.4	209.4	366.6	242.2	220.4
Cash and cash equivalents	328.0	256.1	116.9	94.7	88.1
Other bank balances	38.5	38.3	32.9	22.3	21.7
Loans	22.6	25.4	34.6	17.1	17.3
Other financial assets	10.6	8.2	5.9	0.9	1.1
Other current assets	111.1	104.9	144.9	97.3	89.7
Total Current Assets	**1,278.9**	**1,161.2**	**1,246.7**	**760.8**	**709.2**
Total Assets	**1,985.5**	**1,780.6**	**1,780.6**	**1,294.0**	**1,252.3**

PEARL GLOBAL
Exceeding Expectations...Always

Liabilities (In Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Equity					
Equity Share capital	21.8	21.7	21.7	21.7	21.7
Other Equity	780.2	700.8	577.3	495.6	478.9
Non Controlling Interest	15.4	20.3	15.9	12.9	13.0
Total Equity	**817.5**	**742.8**	**614.9**	**530.2**	**513.5**
Financial liabilities					
Borrowings	104.2	89.3	123.8	124.6	99.8
Lease liabilities	126.7	96.8	71.6	65.3	69.9
Other Financial Liabilities	17.7	4.5	2.4	1.4	2.5
Provisions	35.1	28.9	24.3	23.1	20.8
Other non current Liability	0.74	1.0	30.1	30.1	30.0
Deferred tax liabilities (Net)	0.5	0.6	2.6	0.0	2.5
Total Non Current Liabilities	**284.9**	**221.0**	**254.8**	**244.5**	**225.4**
Financial liabilities					
Borrowings	340.9	359.1	440.3	199.9	257.2
Trade Payables	486.4	391.7	438.7	246.8	181.1
Lease liabilities	16.6	12.5	8.8	8.6	8.1
Other financial liabilities	6.3	14.0	9.0	54.6	57.2
Provisions	6.6	1.4	2.4	1.1	0.7
Other current liabilities	19.1	19.4	9.5	7.4	8.6
Current tax liabilities (Net)	7.1	18.8	2.2	0.9	0.6
Total Current Liabilities	**883.1**	**816.8**	**911.0**	**519.3**	**513.3**
Total Equity and Liabilities	**1,985.5**	**1,780.6**	**1,780.6**	**1,294.0**	**1,252.3**

Consolidated Cash Flow

Particulars (Rs. Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Net Profit Before Tax	**192.1**	**175.8**	**85.8**	**11.4**	**31.2**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	135.9	67.8	76.2	60.8	93.3
Operating profit before working capital changes	**328.0**	**243.7**	**162.1**	**72.2**	**124.5**
Changes in working capital	44.5	157.7	-239.2	38.6	-44.4
Cash generated from Operations	**372.5**	**401.3**	**-77.1**	**110.8**	**80.1**
Direct taxes paid (net of refund)	-21.0	-23.1	-7.7	-3.5	-17.1
Exceptional items	0.6	-13.5	-6.7	-12.7	0.7
Net Cash from Operating Activities	**352.1**	**364.8**	**-91.5**	**94.6**	**63.7**
Net Cash from Investing Activities	**-128.1**	**-25.7**	**-39.6**	**-26.0**	**-84.5**
Net Cash from Financing Activities	**-152.1**	**-199.8**	**153.3**	**-61.9**	**14.6**
Net Decrease in Cash and Cash equivalents	**71.8**	**139.3**	**22.1**	**6.6**	**-6.3**
Add: Cash & Cash equivalents at the beginning of the period	256.1	116.9	94.7	88.1	94.3
Cash & Cash equivalents at the end of the period	**328.0**	**256.1**	**116.9**	**94.7**	**88.1**

Standalone Profit and Loss Statement

PEARL GLOBAL
Exceeding Expectations...Always

Profit and Loss (in Rs. Crs)	FY24	FY23	FY22	FY21	FY20
Revenue from Operations	**953.7**	**1,103.8**	**933.8**	**771.4**	**825.3**
Cost of Goods Solds	415.0	541.9	428.1	473.1	399.6
Gross Profit	**538.6**	**561.9**	**505.7**	**298.3**	**425.7**
Gross Profit Margin	**56.5%**	**50.9%**	**54.2%**	**38.7%**	**51.6%**
Employee Cost	234.0	196.8	152.2	107.8	150.2
Other Expenses	255.3	293.9	312.5	194.3	257.1
EBITDA	**49.3**	**71.1**	**41.0**	**-3.8**	**18.5**
EBITDA Margin	**5.2%**	**6.4%**	**4.4%**	**-0.5%**	**2.2%**
ESOP Expenses	6.0	1.5	0.0	0.0	0.0
Depreciation*	24.4	18.8	17.6	18.1	17.6
Other Income	42.3	30.4	32.0	24.1	33.4
EBIT	**61.2**	**81.1**	**55.4**	**2.2**	**34.2**
EBIT Margin	**6.4%**	**7.3%**	**5.9%**	**0.3%**	**4.1%**
Finance Cost	30.1	30.4	25.9	24.0	24.5
Adj Profit before Tax	**31.2**	**50.7**	**29.5**	**-21.9**	**9.7**
Adj Profit before Tax Margin	**3.3%**	**4.6%**	**3.2%**	**-2.8%**	**1.2%**
Exceptional Item (Gain) / Loss	0.7	-11.0	-6.6	-12.7	-1.2
Profit before Tax	**30.5**	**61.7**	**36.1**	**-9.2**	**10.9**
Profit before Tax Margin	**13.0%**	**31.3%**	**23.7%**	**-8.5%**	**7.3%**
Tax	2.2	7.9	8.9	-10.0	5.9
Profit After Tax	**28.2**	**53.8**	**27.2**	**0.8**	**5.0**
Profit After Tax Margin	**3.0%**	**4.9%**	**2.9%**	**0.1%**	**0.6%**
EPS^	6.50	12.42	6.27	0.20	1.15

*includes leasehold amortization from FY20 onwards
^Previous years EPS adjusted for split

Standalone Balance Sheet

PEARL GLOBAL
Exceeding Expectations...Always

Assets (In Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Non Current assets					
Property, Plant and Equipment	153.4	128.2	124.1	128.5	131.7
Capital work-in-progress	14.3	6.9	0.0	0.4	2.3
Intangible assets	0.0	0.0	0.7	0.5	0.8
Investment Property	56.4	57.4	59.0	60.5	73.9
Other Intangible Asset	2.1	1.6	0.0	0.0	0.0
Right of use assets	31.8	30.0	21.7	29.0	26.1
Financial Assets					
Investments	124.9	126.5	126.4	119.1	118.7
Loans	0.1	0.1	0.1	4.9	5.1
Other financial assets	6.7	6.8	6.5	7.5	9.4
Deferred Tax Assets	1.6	0.7	0.0	3.9	0.0
Non Current Tax Assets	5.2	5.2	5.7	0.5	5.0
Other non-current assets	5.8	1.4	0.5	5.6	4.7
Total Non Current Assets	**402.5**	**364.9**	**344.8**	**360.6**	**377.8**
Current Assets					
Inventories	150.7	135.6	221.8	132.7	147.9
Financial Assets					
Investments	0.0	5.6	5.3	7.6	6.9
Trade receivables	126.3	110.4	115.9	145.2	97.4
Cash and cash equivalents	61.2	67.4	43.2	46.0	20.6
Other bank balances	23.5	22.0	21.4	11.1	9.3
Loans	5.5	4.2	0.4	3.2	3.3
Other financial assets	1.8	1.0	4.9	2.1	0.9
Other current assets	68.0	70.6	105.8	68.4	49.9
Total Current Assets	**437.1**	**416.8**	**518.7**	**416.4**	**336.2**
Total Assets	**839.6**	**781.7**	**863.5**	**777.0**	**714.0**

Liabilities (In Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Equity					
Equity Share capital	21.8	21.7	21.7	21.7	21.7
Other Equity	352.3	359.2	321.8	292.1	284.2
Total Equity	**374.1**	**380.9**	**343.5**	**313.8**	**305.9**
Financial liabilities					
Borrowings	58.3	57.8	83.3	111.7	84.4
Lease liabilities	29.8	29.5	21.5	0.0	0.0
Other Financial Liabilities	1.2	1.1	2.4	0.0	0.0
Provisions	14.8	11.6	9.3	9.4	8.8
Other non current Liability	0.7	1.0	30.1	30.1	30.0
Deferred tax liabilities (Net)	0.0	0.0	2.3	0.0	2.5
Total Non Current Liabilities	**104.9**	**100.9**	**148.9**	**151.3**	**125.7**
Financial liabilities					
Borrowings	173.6	148.6	176.3	113.3	152.5
Trade Payables	160.3	126.0	178.8	187.0	118.8
Lease liabilities	8.6	5.7	3.9	3.8	2.4
Other financial liabilities	3.2	6.1	2.4	0.0	0.0
Provisions	1.3	1.0	1.1	0.7	0.6
Other current liabilities	13.4	10.7	8.5	7.1	8.2
Current tax liabilities (Net)	0.1	2.0	0.0	0.0	0.0
Total Current Liabilities	**360.5**	**299.9**	**371.1**	**311.9**	**282.4**
Total Equity and Liabilities	**839.6**	**781.7**	**863.5**	**777.0**	**714.0**

Standalone Cash Flow

PEARL GLOBAL
Exceeding Expectations...Always

Particulars (Rs. Crs)	FY24	FY23	FY22	FY21	FY20
Net Profit Before Tax	**30.5**	**61.7**	**36.1**	**-9.2**	**10.9**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	35.3	0.8	29.5	42.3	33.7
Operating profit before working capital changes	**65.7**	**62.5**	**65.6**	**33.1**	**44.6**
Changes in working capital	1.4	46.3	-78.3	21.8	-22.9
Cash generated from Operations	**67.2**	**108.8**	**-12.7**	**54.9**	**21.7**
Direct taxes paid (net of refund)	-5.6	-7.1	-4.1	-1.0	-8.7
Exceptional Items	0.7	-11.0	-13.1	-12.6	-0.7
Net Cash from Operating Activities	**62.3**	**90.8**	**-23.3**	**41.3**	**12.3**
Net Cash from Investing Activities	**-11.9**	**37.3**	**6.9**	**15.2**	**-32.1**
Net Cash from Financing Activities	**-56.5**	**-103.9**	**13.6**	**-31.0**	**18.5**
Net Decrease in Cash and Cash equivalents	**-6.2**	**24.2**	**-2.8**	**25.4**	**-1.7**
Add: Cash & Cash equivalents at the beginning of the period	67.4	43.2	46.0	20.6	22.3
Cash & Cash equivalents at the end of the period	**61.2**	**67.4**	**43.2**	**46.0**	**20.6**

PEARL GLOBAL

Exceeding Expectations...Always

For further information, please contact

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