

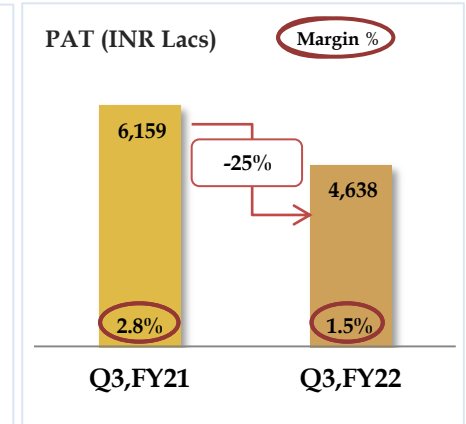
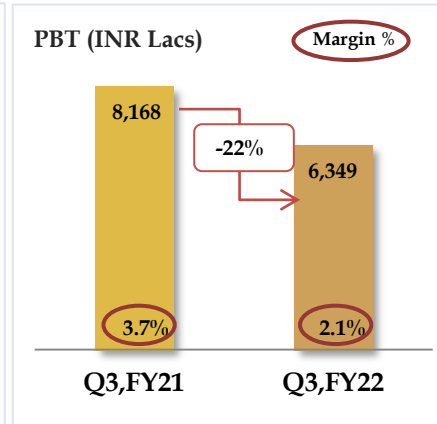
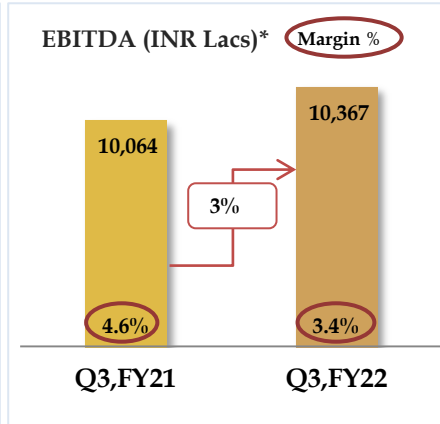
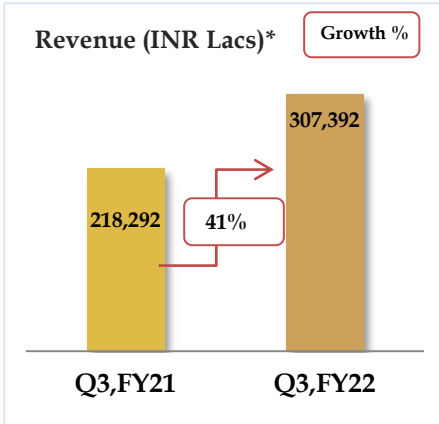


Dixon[®]
The brand behind brands

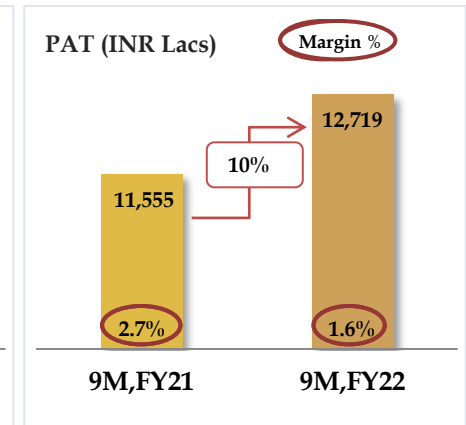
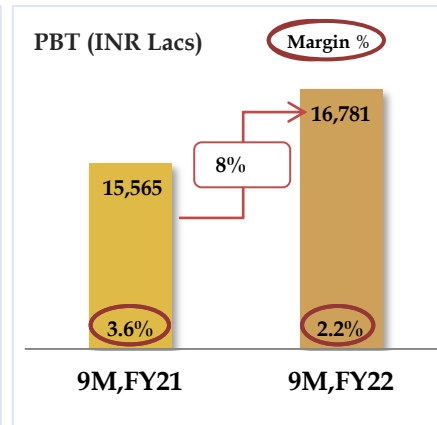
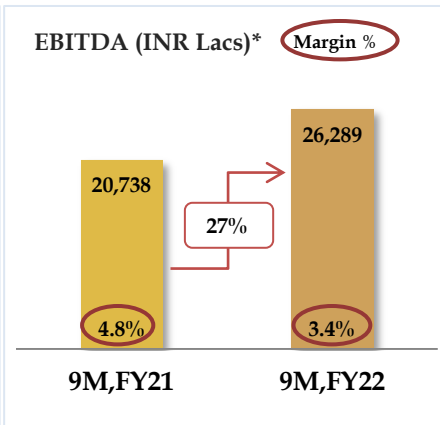
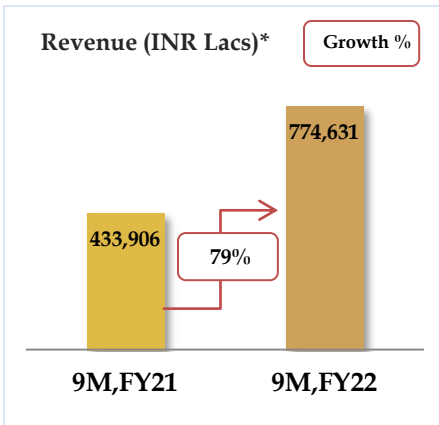
EARNINGS PRESENTATION Q3, FY 21-22

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Key highlights of Q3, FY 21-22



Key highlights of 9M, FY 21-22

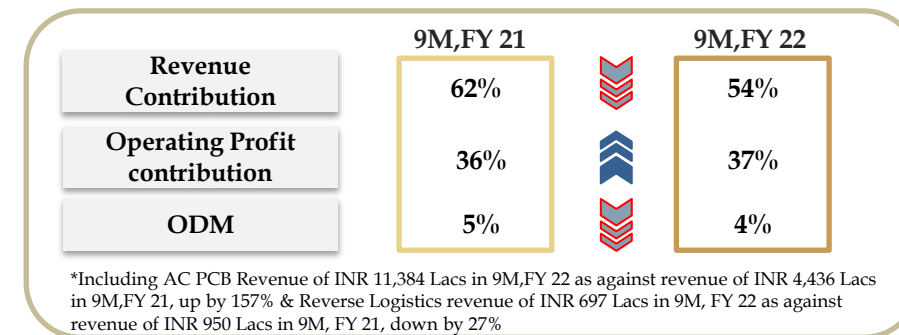
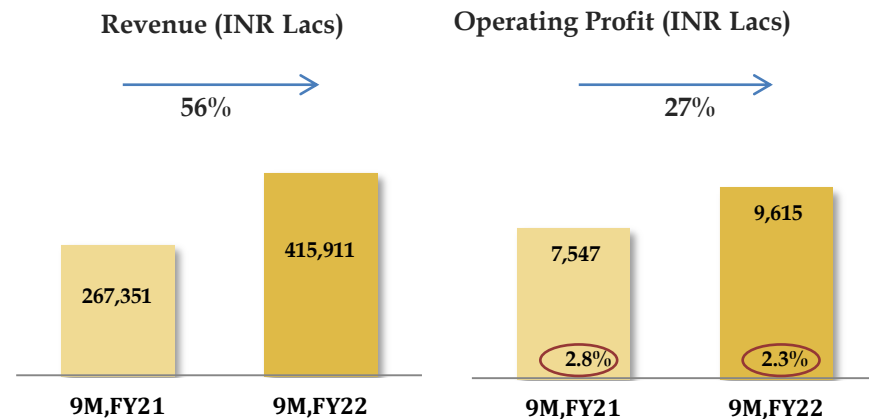
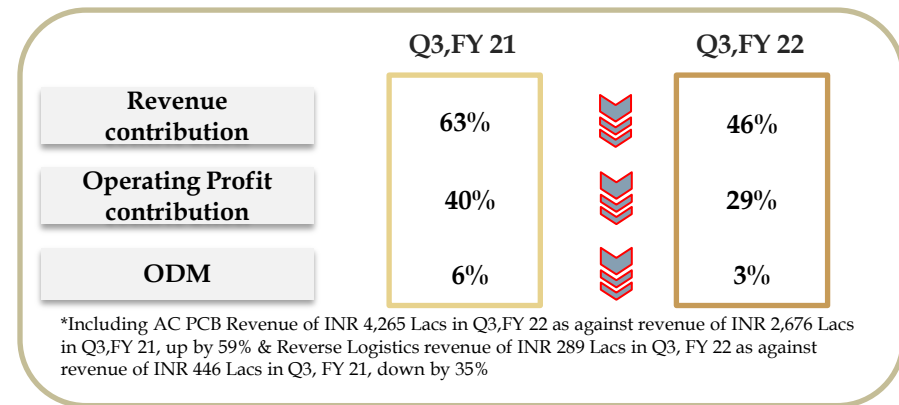
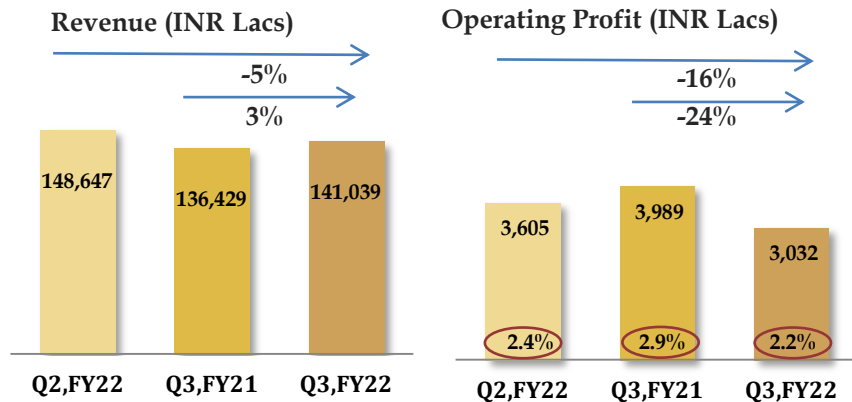


*Revenue and EBITDA include other income

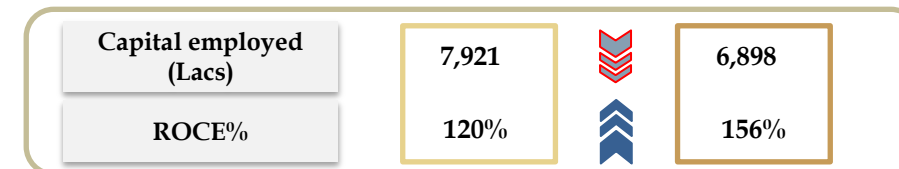
Consolidated Results Summary

Particulars (INR Lacs)	Q3, FY 21-22	Q3, FY 20-21	% Change	9M, FY 21-22	9M, FY 20-21	% Change
Income	307,325	218,278	41%	774,432	433,846	79%
Expenses	297,025	208,228	43%	748,342	413,168	81%
Operating Profit	10,300	10,050	2%	26,090	20,678	26%
Operating Profit Margin	3.4%	4.6%	-1.2%	3.4%	4.8%	-1.4%
Other Income	67	14	379%	199	60	232%
EBITDA	10,367	10,064	3%	26,289	20,738	27%
EBITDA Margin	3.4%	4.6%	-1.2%	3.4%	4.8%	-1.4%
Depreciation	2,819	1,125	151%	6,483	3,142	106%
EBIT	7,548	8,939	-16%	19,806	17,596	13%
Finance Cost	1,199	771	56%	3,025	2,031	49%
PBT	6,349	8,168	-22%	16,781	15,565	8%
PBT Margin	2.1%	3.7%	-1.6%	2.2%	3.6%	-1.4%
Tax	1,711	2,009	-15%	4,062	4,010	1%
PAT	4,638	6,159	-25%	12,719	11,555	10%
PAT Margin	1.5%	2.8%	-1.3%	1.6%	2.7%	-1.1%
Diluted EPS	7.7	10.4	-26%	21.2	19.6	8%

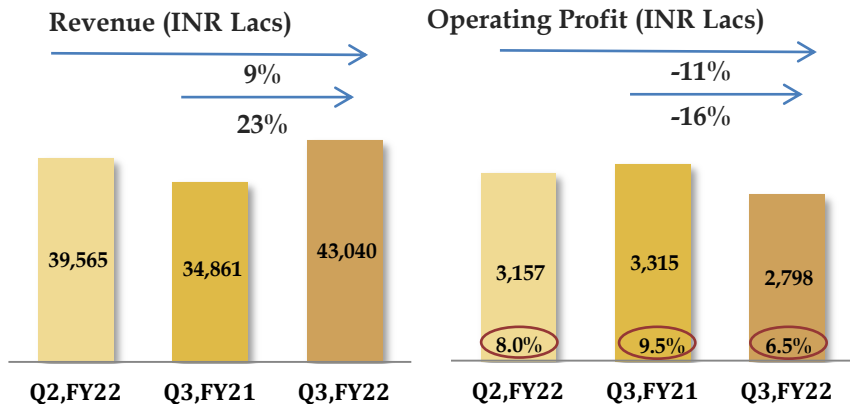
Consumer Electronics*



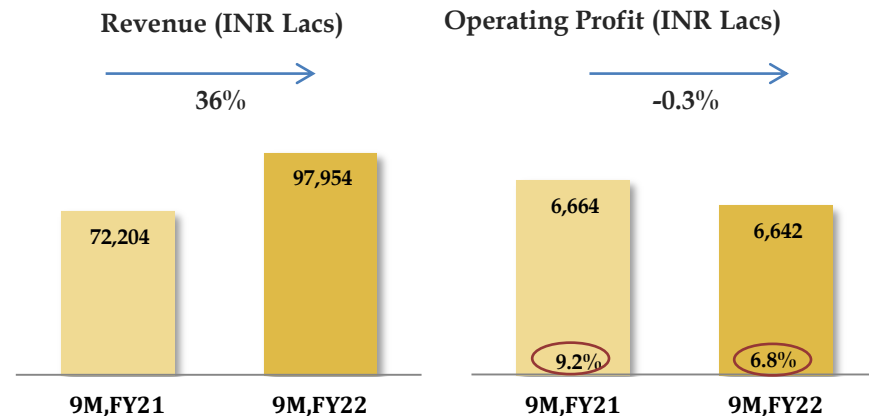
Margin %



Lighting Products



	Q3, FY 21		Q3, FY 22
Revenue contribution	16%	↓	14%
Operating Profit contribution	33%	↓	27%
ODM	91%	↑	93%

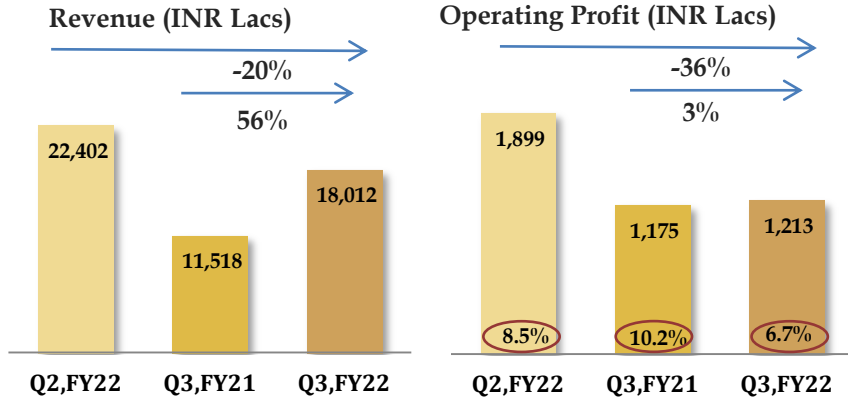


	9M, FY 21		9M, FY 22
Revenue Contribution	17%	↓	13%
Operating Profit contribution	32%	↓	25%
ODM	90%	↑	92%

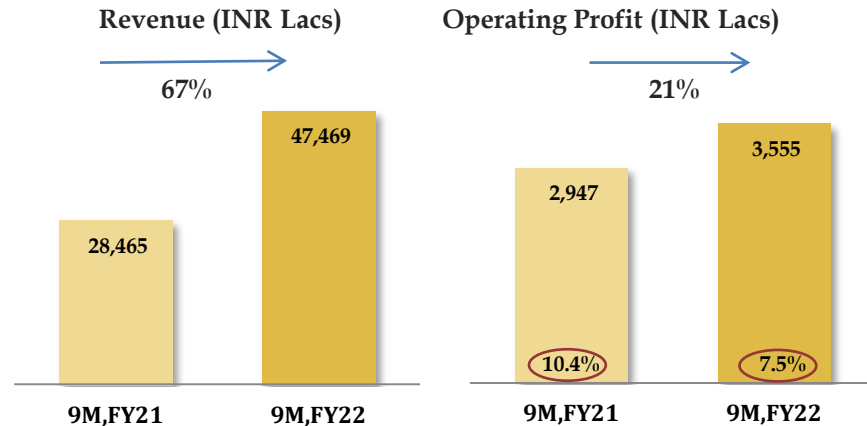
Capital employed (Lacs)	23,566	↑	37,519
ROCE%	33%	↓	27%

Margin %

Home Appliances



	Q3, FY 21		Q3, FY 22
Revenue contribution	5%	⬆️	6%
Operating Profit contribution	12%	➡️	12%
ODM	100%	➡️	100%



	9M, FY 21		9M, FY 22
Revenue Contribution	7%	⬇️	6%
Operating Profit contribution	14%	➡️	14%
ODM	100%	➡️	100%

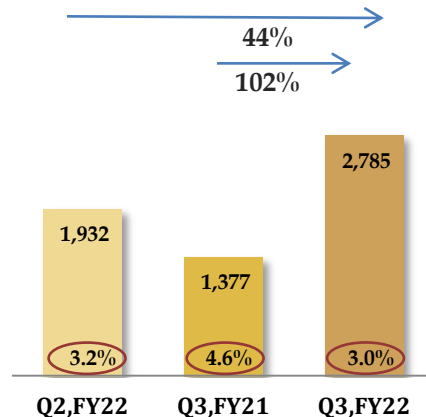
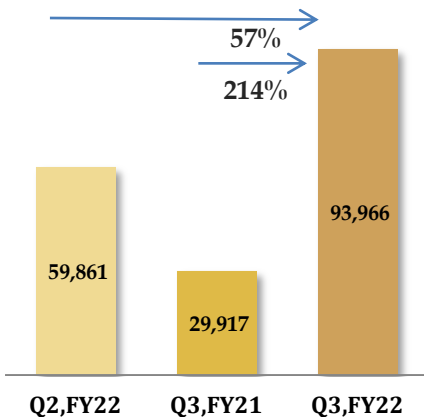
	9M, FY 21		9M, FY 22
Capital employed (Lacs)	16,251	⬆️	16,665
ROCE%	22%	➡️	22%

Margin %

Mobile & EMS Division

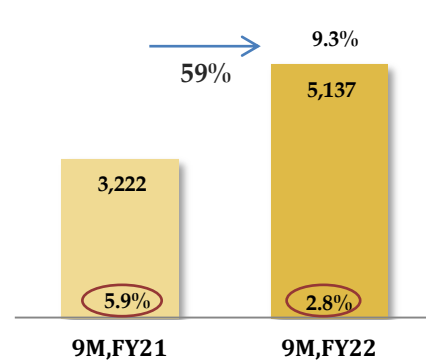
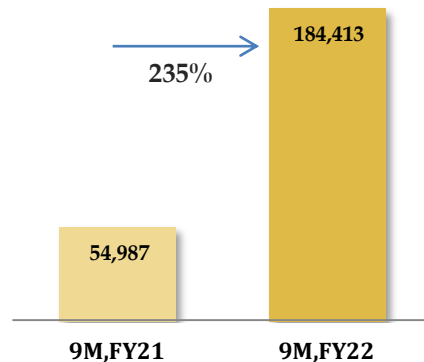
Revenue (INR Lacs)

Operating Profit (INR Lacs)



Revenue (INR Lacs)

Operating Profit (INR Lacs)



Margin %

	Q3,FY 21	Q3,FY 22
Revenue contribution	14%	31%
Operating Profit contribution	14%	27%

Mobile & EMS Division (Q3 FY22) : - Includes Set top box revenue & Operating profit (Margin) of INR 7,023 Lacs & INR 163 Lacs (2.3%) respectively, Includes Medical electronics revenue & Operating profit (Margin) of INR 48 Lacs & INR 13 Lacs (26.4%) respectively

	9M,FY 21	9M,FY 22
Revenue Contribution	13%	24%
Operating Profit contribution	16%	20%

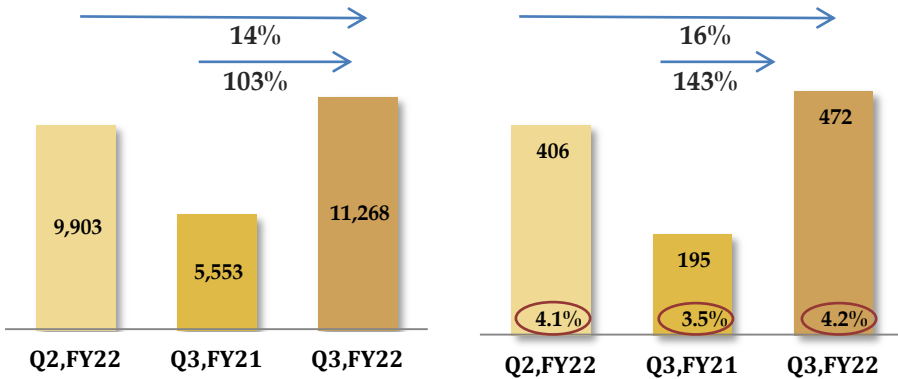
Mobile & EMS Division (9M,FY22) : - Includes Set top box revenue & Operating profit (Margin) of INR 19,891 Lacs & 494 Lacs (2.5%) respectively, Includes Medical electronics revenue & Operating profit (Margin) of INR 722 Lacs & INR 204 Lacs (28.3%) respectively

Capital employed (Lacs)	12,581	36,332
ROCE%	28%	8%

Security Systems (Dixon 50% share)

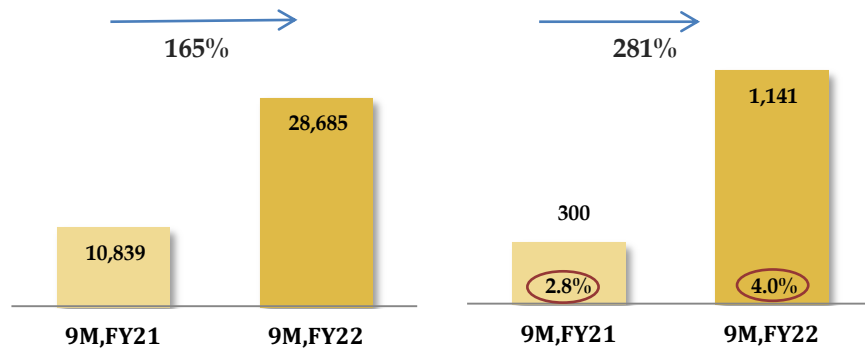
Revenue (INR Lacs)

Operating Profit (INR Lacs)

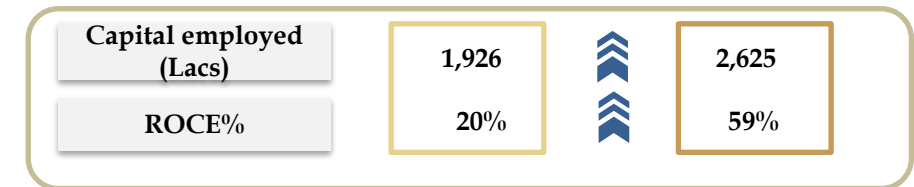
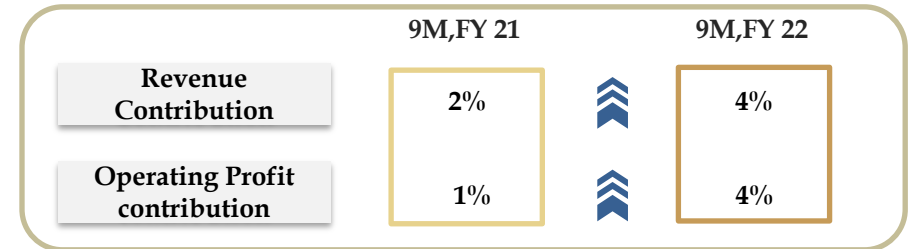
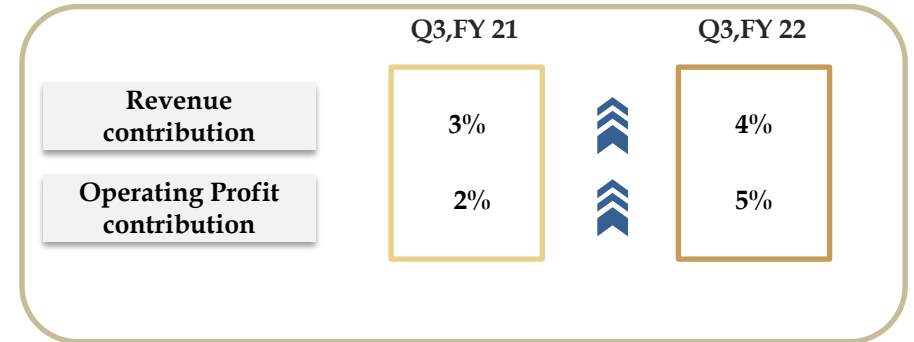


Revenue (INR Lacs)

Operating Profit (INR Lacs)



Margin %



Expenditure Analysis : Q3,FY 21-22 vs Q3,FY 20-21

Particulars (As a % of operating revenues)	Q3, FY 21-22	Q3, FY 20-21	% Change
Cost of Material Consumed	91.6%	90.4%	1.2%
Employee benefit expenses	1.7%	1.7%	-
Finance Cost	0.4%	0.4%	-
Depreciation and Amortization Expense	0.9%	0.5%	0.4%
Other expenses	3.3%	3.2%	0.1%

Expenditure Analysis : 9M,FY 21-22 vs 9M,FY 20-21

Particulars (As a % of operating revenues)	9M, FY 21-22	9M, FY 20-21	% Change
Cost of Material Consumed	91.6%	89.3%	2.3%
Employee benefit expenses	1.9%	2.2%	-0.3%
Finance Cost	0.4%	0.5%	-0.1%
Depreciation and Amortization Expense	0.8%	0.7%	0.1%
Other expenses	3.1%	3.8%	-0.7%

Key Financial Ratios

Particulars	As on 31 st Dec 2021
Inventory days (A)	36
Debtors Days (B)	25
Creditors days (C)	61
Cash Conversion Cycle / Working Capital Days (A+B-C)*	0
ROCE (%)**	24.1%
ROE (%) ***	21.2%

** Working capital days for 31st Dec, 21 calculated on quarterly basis*

****ROCE** = Trailing 12 months EBIT / Average Net Capital Employed based on the Capital employed as on 31st Dec 21 & 31st Dec 20

*****ROE** = Trailing 12 months PAT / Average Shareholder Funds based on the Shareholder Funds as on 31st Dec 21 & 31st Dec 20

THANK YOU