



PARAMOUNT COMMUNICATIONS LIMITED

INVESTOR PRESENTATION
Q2 & H1FY25



Wiring The World With The Best

Safe Harbor

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Paramount Communications Limited (referred to as Paramount, “The Company”), will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

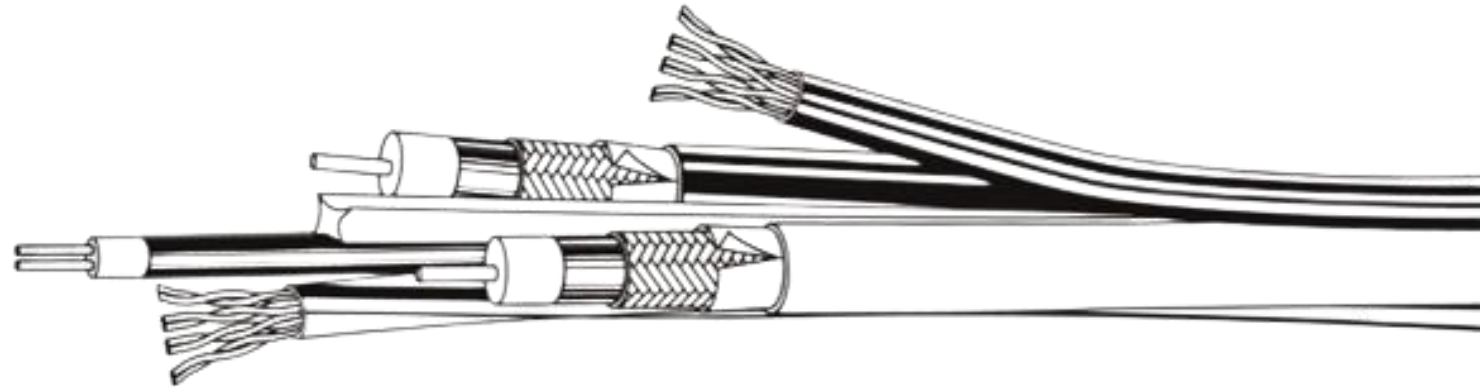


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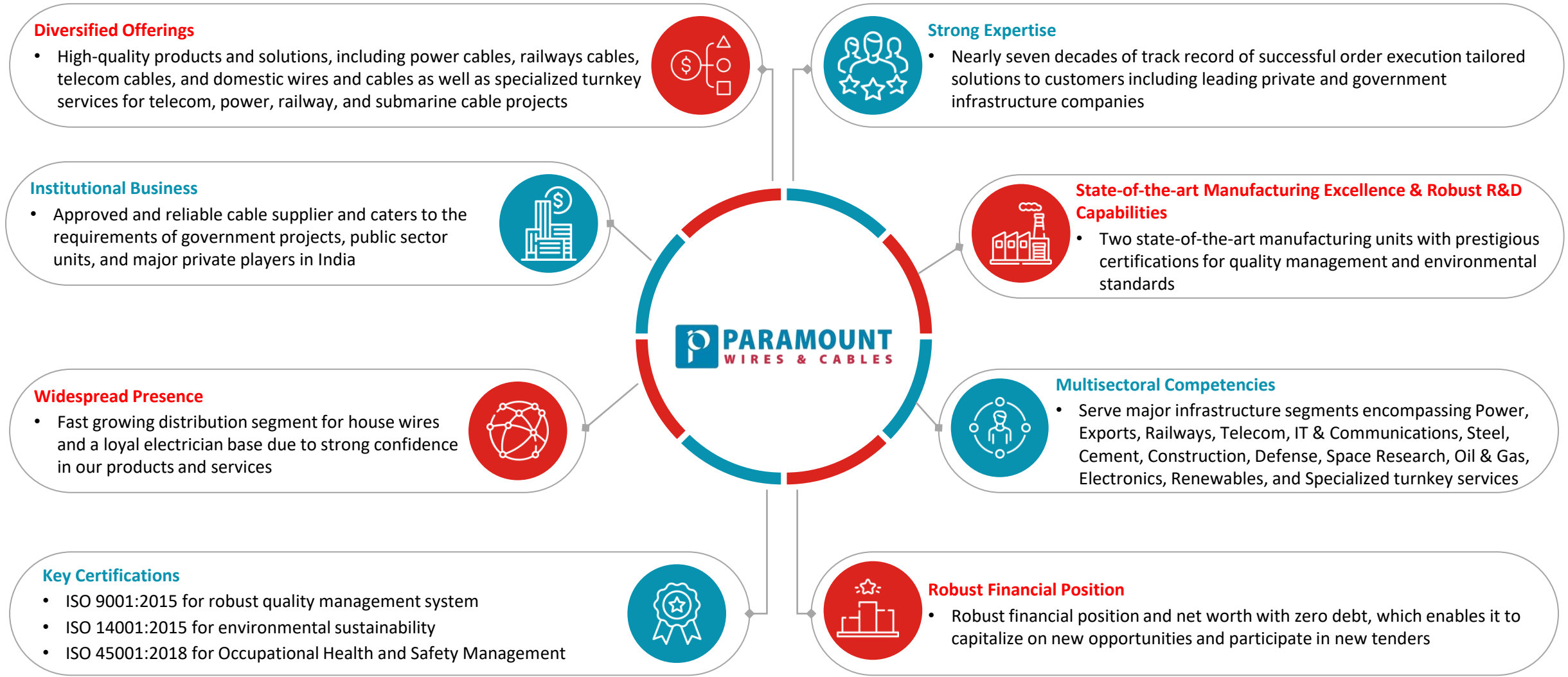
04 Industry Overview



01

About The Company

Paramount's Strengths Will Continue To Drive Success



Paramount At A Glance

Paramount, a global company with over six decades of expertise in the wires and cables industry, serves prestigious public and private sector clients. The Company's brand "Paramount Cables" is highly regarded for its quality and reliability.

Products (Wires & Cables)



25+
Product Range

2,500+
SKU

Production Units



Haryana & Rajasthan

Quality & Reliability



Hold certifications from various Indian and global agencies

PAN India Presence



600+
Institutional Clients

150+
Channel Partners

7,000+
Electricians

E-commerce
Presence on recognized platforms

1st Manufacturer in India



Axle Counter Railway Cables

Lead-free house wires

Laying & Repairing Undersea Cable

FY23 VS FY24



34.4%
Revenue Growth

51.5%
EBITDA Growth

79.3%
PAT Growth

Paramount Parivar App



Bringing together its dealers and distributors onto a unified platform.

Certifications

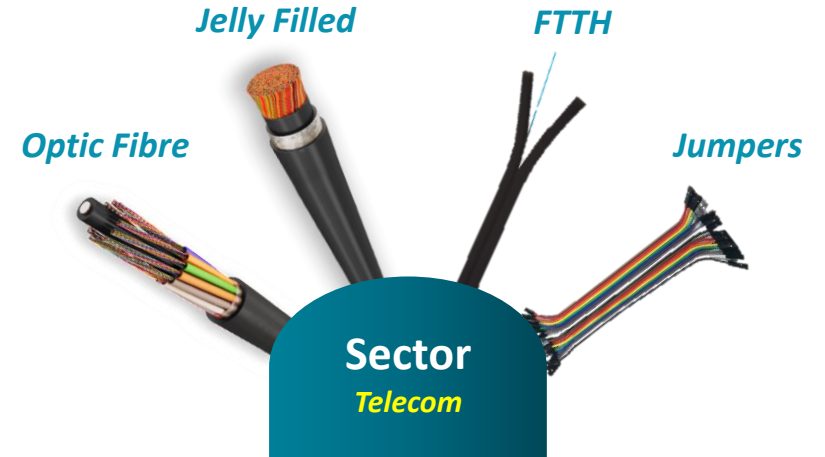


Glimpse Of Our Product Portfolio

Power Cables



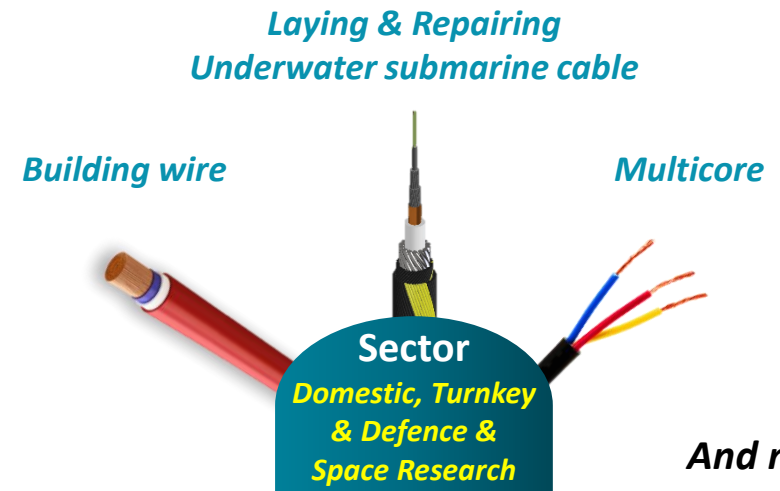
Telecom Cables



Special Cables

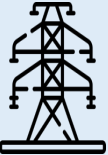





Others



And many More...

Key Factors Driving Growth In The Cables & Wires Segment

Segments	Factors driving growth in the cables segment
 <p>Power Cables</p>	<ul style="list-style-type: none">▪ Investments in power transmission and distribution▪ Capacity addition in solar and wind energy▪ Smart cities mission▪ Increasing investments in Railways for electrification
 <p>Building Wires</p>	<ul style="list-style-type: none">▪ Affordable housing schemes▪ Spike in nuclear families▪ Investments in commercial and residential infrastructure▪ Increased construction activity supported by growing infrastructure projects
 <p>Control & Instrumentation Cables</p>	<ul style="list-style-type: none">▪ Capex rising across industries such as Auto, Steel, Oil and Gas, and Power▪ Investment expenditure by Indian Railways and in other mass transit systems▪ Increased focus on automation in 'manufacturing and processing' to monitor and control quality
 <p>Telecom Cables</p>	<ul style="list-style-type: none">▪ Service and industrial sector growth increasing the need for data cables▪ Intercom and security system penetration in residential buildings▪ Smart cities projects▪ Surge in internet users with rising internet penetration as a percentage of total households

Experienced Management Team



Sanjay Aggarwal
Chairman & CEO

Sanjay is Chairman & CEO of the Company. He joined the Company straight after completing his B.Com (Hons) from Sri Ram College of Commerce in 1983. He has been an integral part of the growth story of the Company, from a small-scale industrial unit to one of the largest cable manufacturers in India. Sanjay has personally led various key initiatives for the Group including the public issue on BSE in 1995, the transformation of the Company into a medium scale enterprise with the launch of its PIJF Telecom Cable plant and further expansion & diversification into Optical Fiber Cables in 2001 and High Voltage Cables in 2007. He was the national president of PHD Chamber of Commerce & Industries for 2020-21.



Sandeep Aggarwal
Managing Director

Sandeep is the Managing Director and Promoter of Paramount. He studied BA Eco(Hons) from the prestigious Sri Ram College of Commerce, Delhi University and joined Paramount in 1986. Sandeep is the Chairman of Telecom Equipment and Services Export promotion Council (TEPC). He has received numerous awards from social, cultural and industry organizations over the past 30 years. He serves as a member of various organizations, including the Telecom Equipment & Services Export Promotion Council, PHD Chamber of Commerce, Rotary Club of Delhi South Central, and National Telecom Development Advisory Group.



S. K. Aggarwal
CFO

Mr. Agarwal is a Chartered Accountant from India and a law graduate. He has over 3 decades of experience in financial Planning, Budgeting & Reporting and Corporate Restructuring. He is acclaimed for developing & implementing financial control and processes in various organizations.



**Manmeet Singh
Anand**
Business Development
Head

Mr. Singh has over 4 decades of experience in the Business Development and Marketing of Wires and Cables. He has full knowledge of Indian and International Cable Market, and is skilled in Negotiation, Sales Management, and Business Development Worldwide. Mr. Singh has been associated with Paramount for more than 15 years and has been managing the Power Cable business with great efficiency.



D.S. Muchhal
President Operations-
Dharuhera

Mr. Muchhal is a Bachelor of Engineering (Mechanical) and has a Diploma in Industrial and Business Management. He has been associated with the Company since 1997 and has over 40 years of work experience in Product development, implementation of efficient operations and cost-effective systems and administration.



**Punawasi
Prasad Pal**
Vice President,
Khushkhera

Mr. P. Pal is a Bachelor of Technology from JRN Rajasthan Vidyapeeth University. He has been associated with the Company since 1999 and has over 3 decades of work experience in product development, implementation of efficient operations and cost-effective systems and administration.

Evolving Business Model



**Diversification
over the
years**

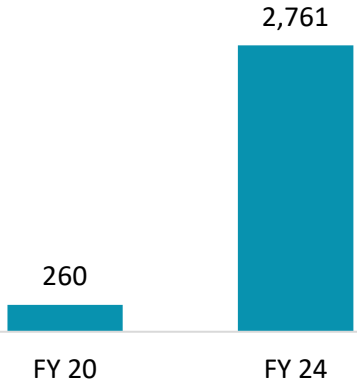
- 1955** Established. Soon became a well-known brand for House-wires and cables.
- 1976** Launched PVC Telecom Cables for the Dept. of Telecom, Govt. of India
- 1985** Became the first cable manufacturer to successfully develop Axle Counter Cables for Telecom & Signal network of Indian Railways.

- 1996** PIJF Cables Plant operational at Dharuhera
- 1999** Optical Fibre Cables plant operational
- 2005** Diversified into the production of 11 & 33 KV, medium voltage power cables
- 2008** Became a household name with the launch of the 1st Lead Free Wires for domestic wiring in India
- 2012** Started manufacturing Fire Survival cables. Most technologically advanced FS cable. Approved by BASEC & LPCB
- 2013** Started manufacturing PTFE Cables
- 2016** With the introduction of Solar Cables, Paramount takes a big leap towards facilitating clean energy in India
- 2017** Introduced EPC services as end-to-end solutions for Construction, Design, Engineering & Commissioning in various sectors.
- 2019** Submarine Cable Repairing Project
- 2020** Started focusing on Exports
- 2023** Exports increased to 50%
 - Acquisition of Valens which makes Pipes for telecom network and Water pipeline business
 - Created Reserve Fund for ARC Debt Liquidation
 - Clocked INR 1,000 cr Revenue
- 2024**

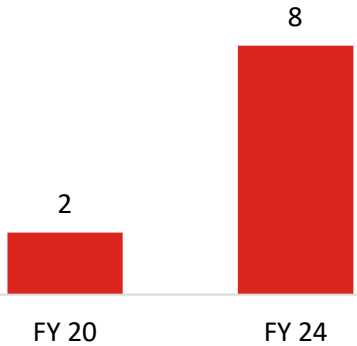
Paramount over the years has carefully mitigated concentration risk by innovating and developing various products to diversify product basket across multiple industries.

Strong Presence In Domestic And Exports markets

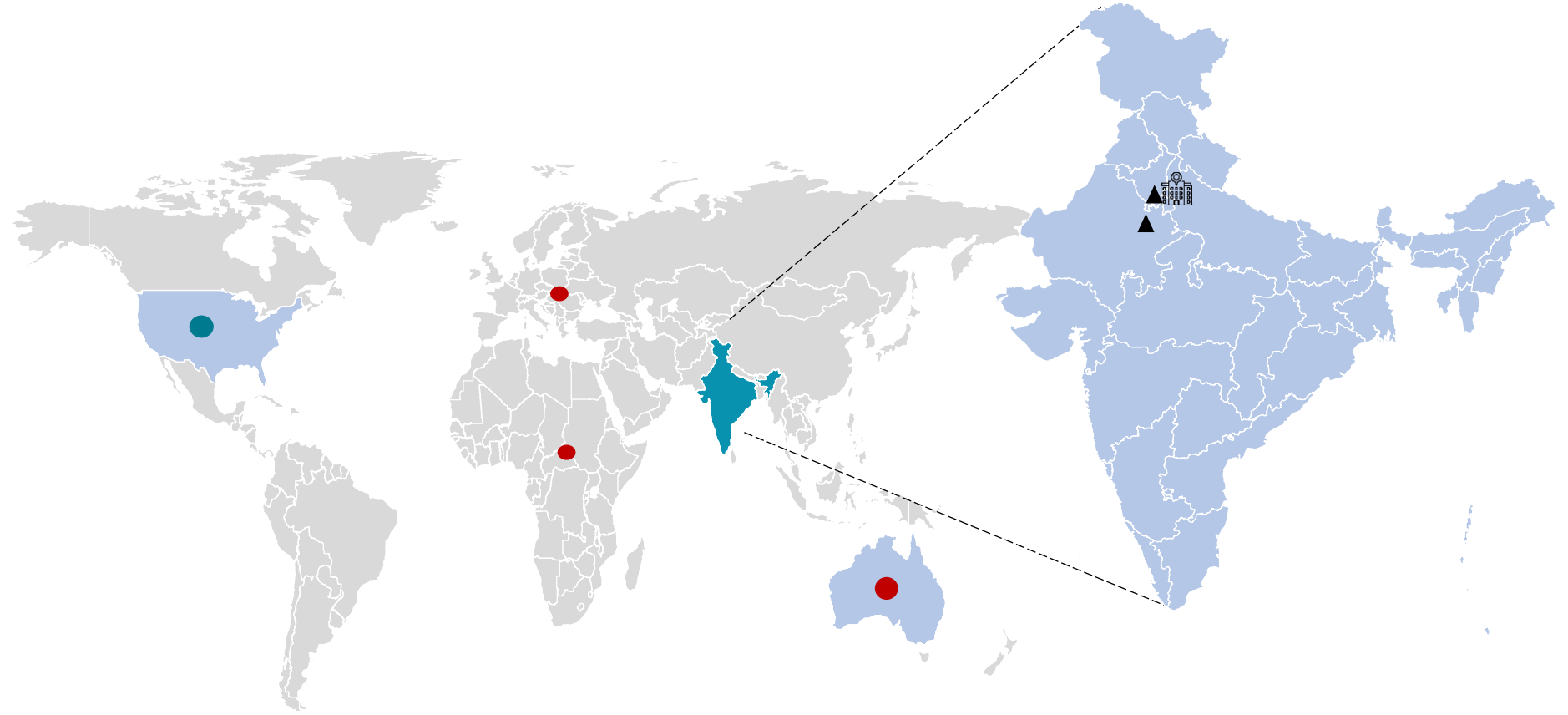
Exports (Rs. in Mn.)



Number of Distributors in USA



Supplying its products to every port of USA



DELHI (INDIA)
Head Office



USA:
Largest Export Market



Growth Opportunities



Manufacturing Plant:
Khushkhera, (Rajasthan) & Dharuhera, (Haryana)

Focused on replicating similar success story as USA on back of superior product quality in other geographies.

World Class Manufacturing Facility

Khushkera Plant – Rajasthan (India)



Dharuhera Plant – Haryana (India)



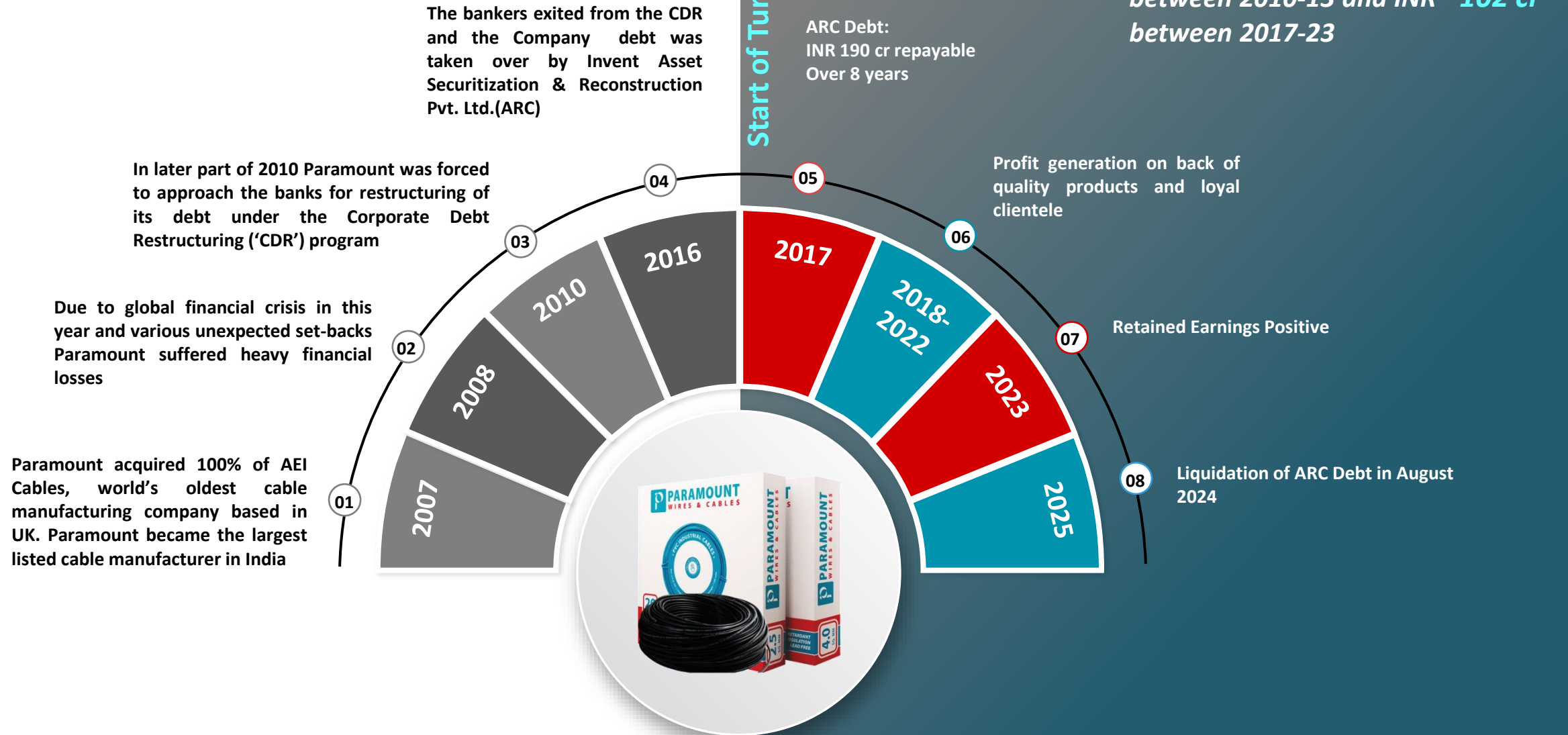
Long Standing Relationships With Key Customers



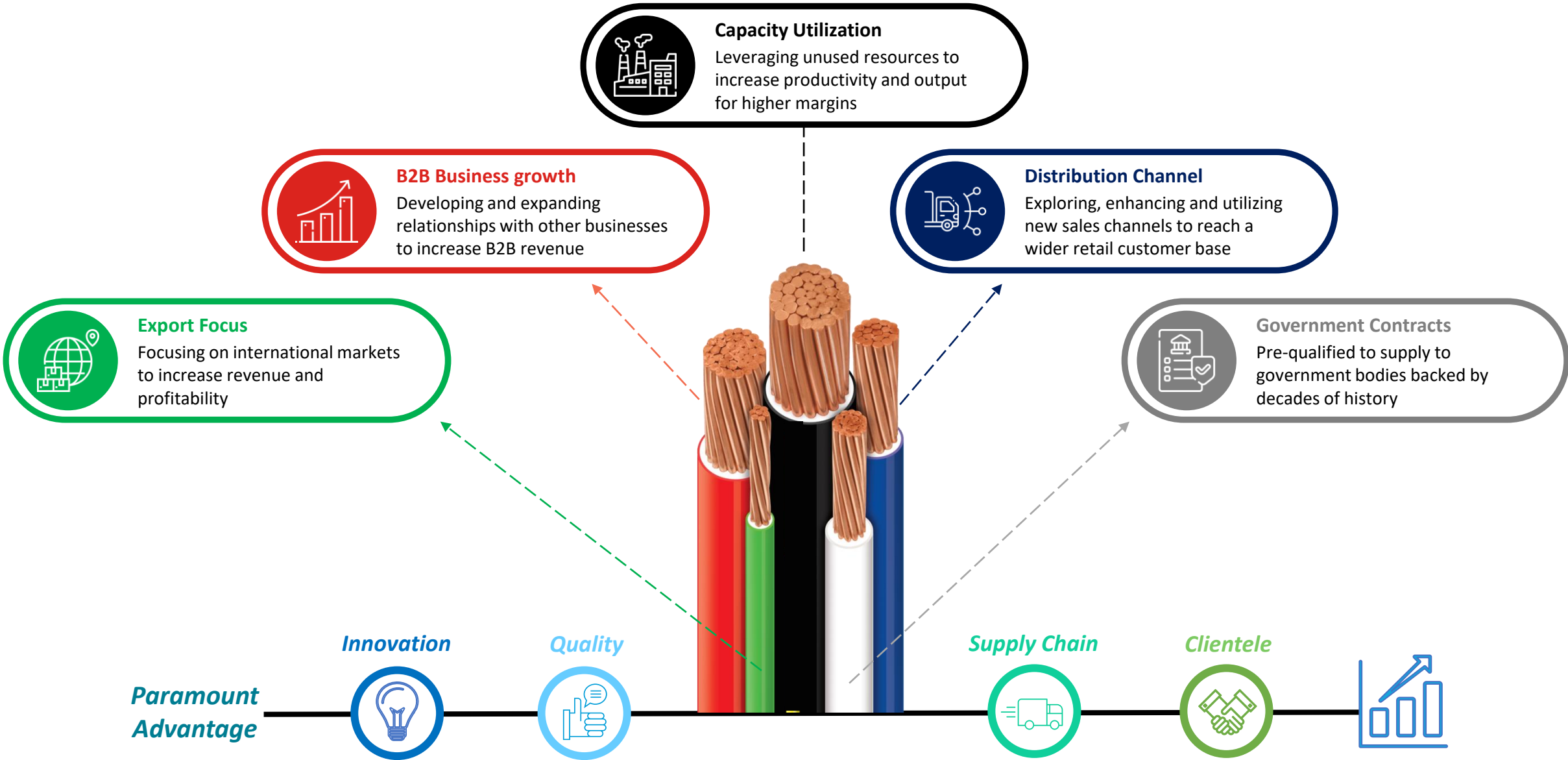
AWARDS & RECOGNITION

 <p>Udyog Ratna Award 2019 Institute of Economic Studies (India)</p>	 <p>Corporate Excellence Award 2010 Amity University (India)</p>	 <p>Niryat Shree Award 2010 Federation of India Exports Organization (FIEO)</p>	 <p>Star Performer Award 2006, 2008, 2011, 2012, 2013, 2014 & 2015 EEPC (India)</p>	 <p>National Entrepreneurship Award 1984 Ministry of Skills & Entrepreneurship</p>	 <p>Marketing Gold Award 1992 Institute of Marketing Management (India)</p>	 <p>Community Service Award 2003 Rotary Club of Delhi Central</p>	 <p>Indo-African ICT Award 2017</p>
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Turnaround Story

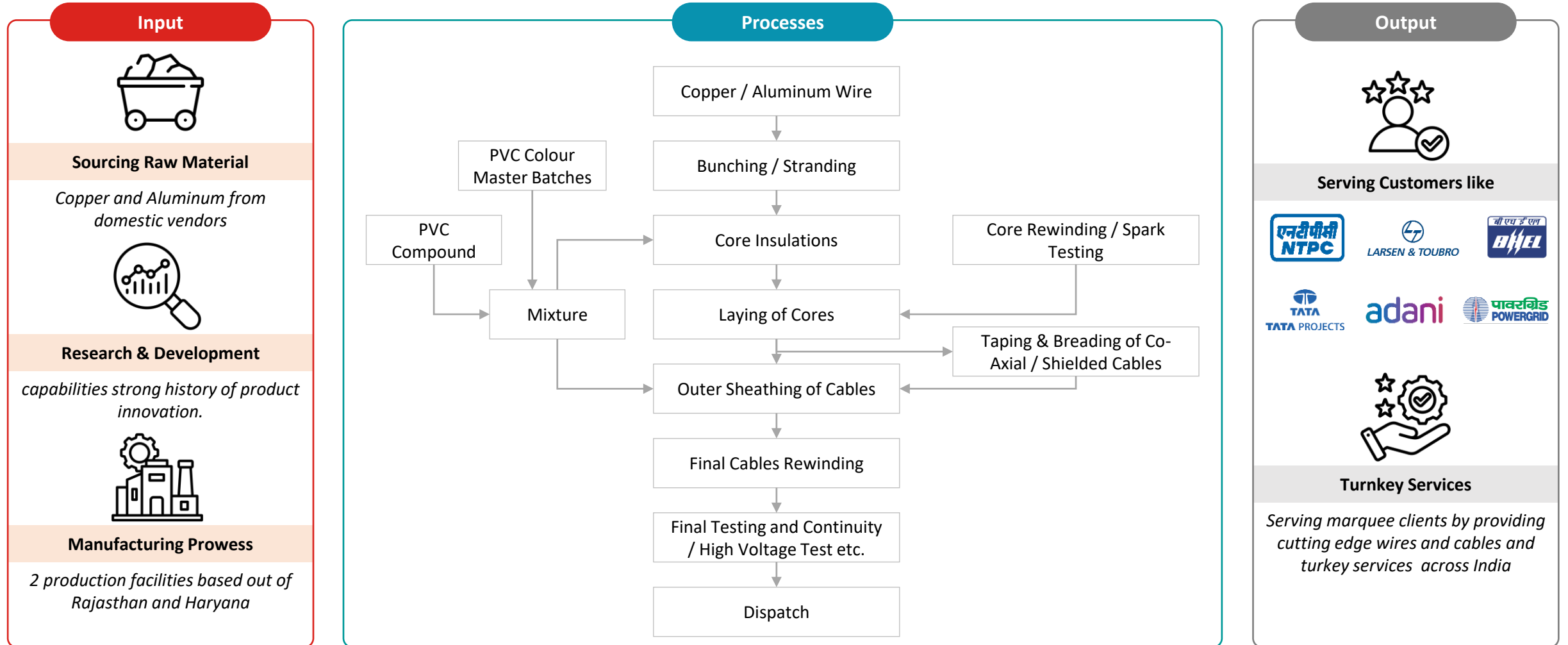


Multiple Levers Underpinning Future Growth



Our Value Chain

Ability to scale quickly on back of manufacturing capability and capacity to deliver high quality products.

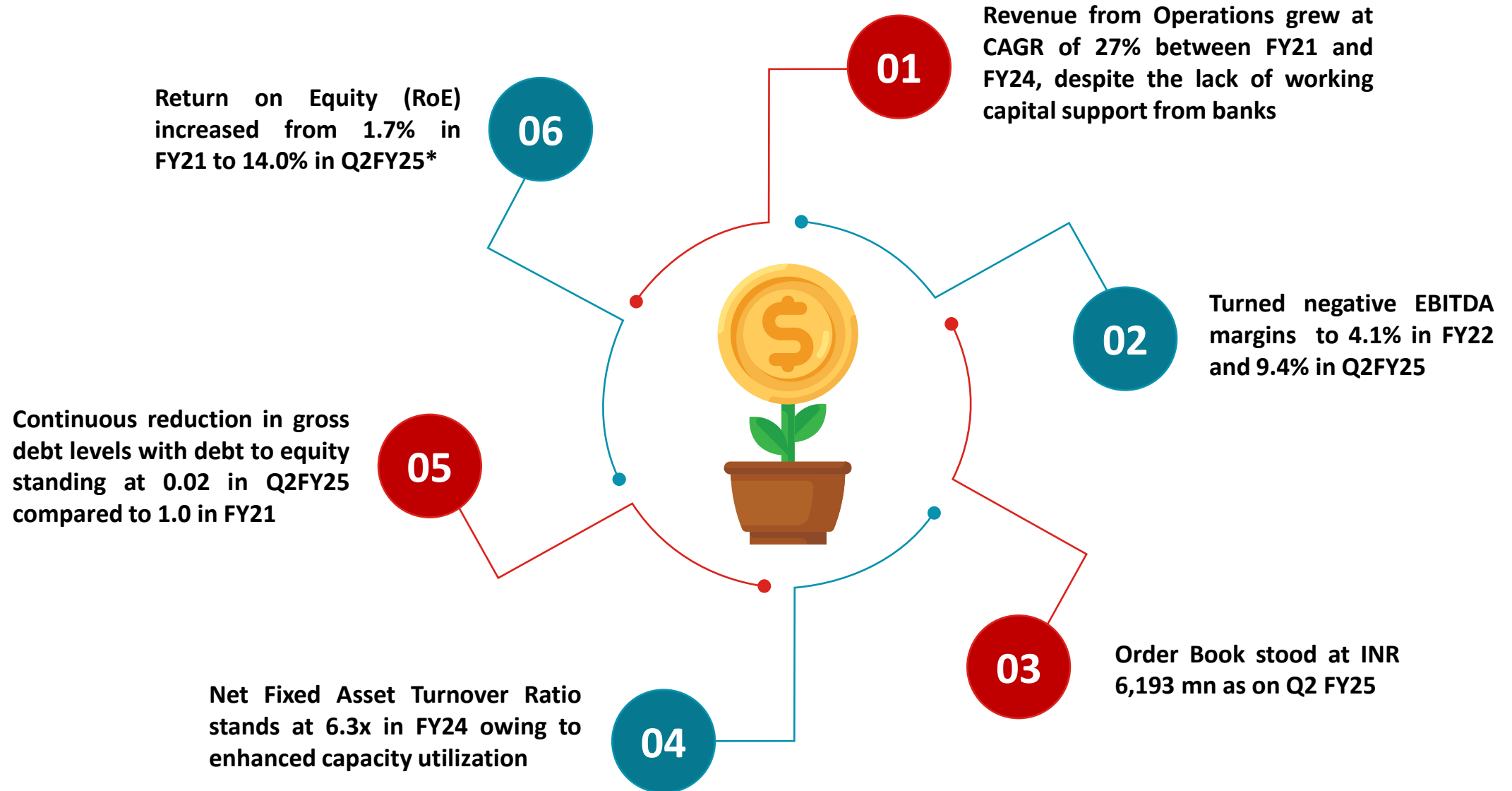




02

Financial Performance

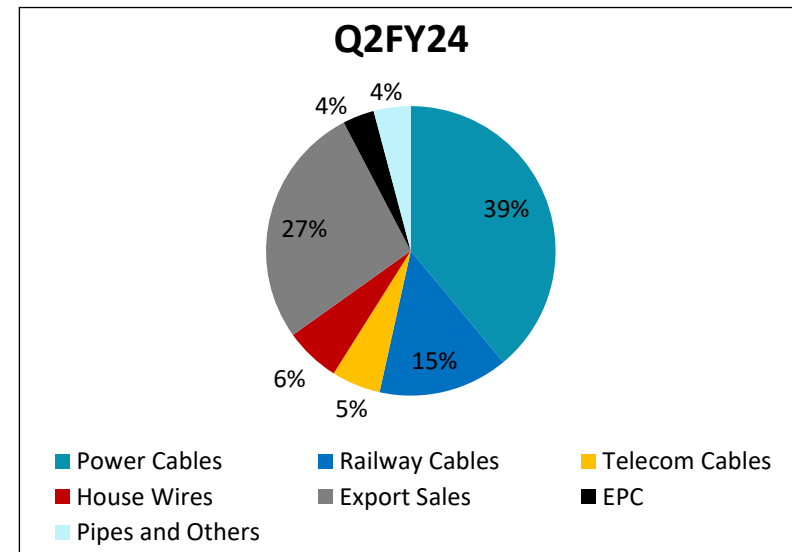
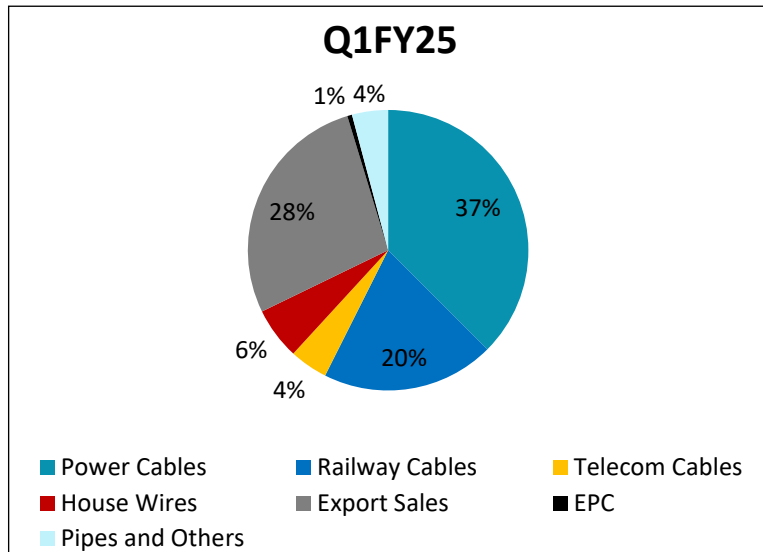
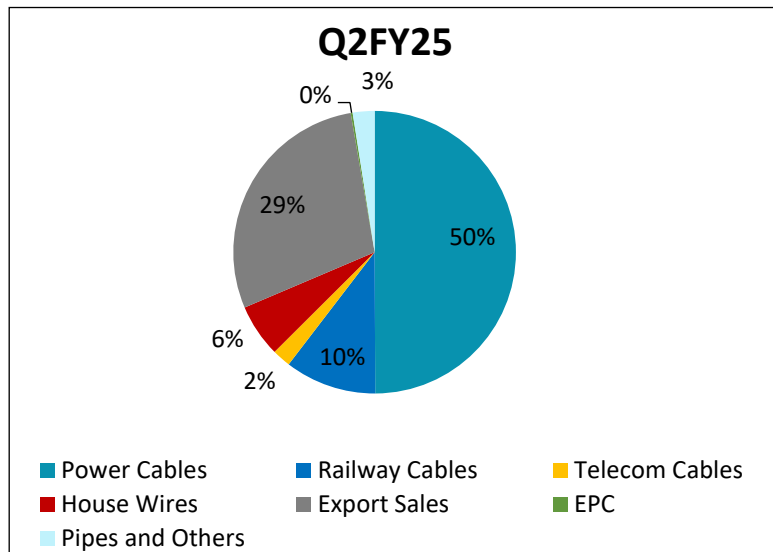
Key Financial Highlights



Note: EBITDA includes other income, ROE = PAT/Average shareholders funds; * annualised

Revenue Mix

Exports and Power cables are major revenue segments



Power Cables

- Low Tension (LT) & High Tension (HT) Power Cables
- LT & HT Aerial Bunch Cables
- Screened & Unscreened Cables
- Control Cables
- Instrumentation Cables
- UL certified cables for housing and renewables for USA

Railway Cables

- Signaling Cables
- Railway Power Cables
- Axle Counter Cables

Domestic Wires & Cables

- Building wires
- Multicore cables
- Submersible cables
- Coaxial and LAN cables

Telecom Cables

- Optical Fibre Cables (OFC)
- Jelly Filled Cables (JFTC)
- Fibre to Home Cables (FTTH)
- CATV Cables
- Jumpers

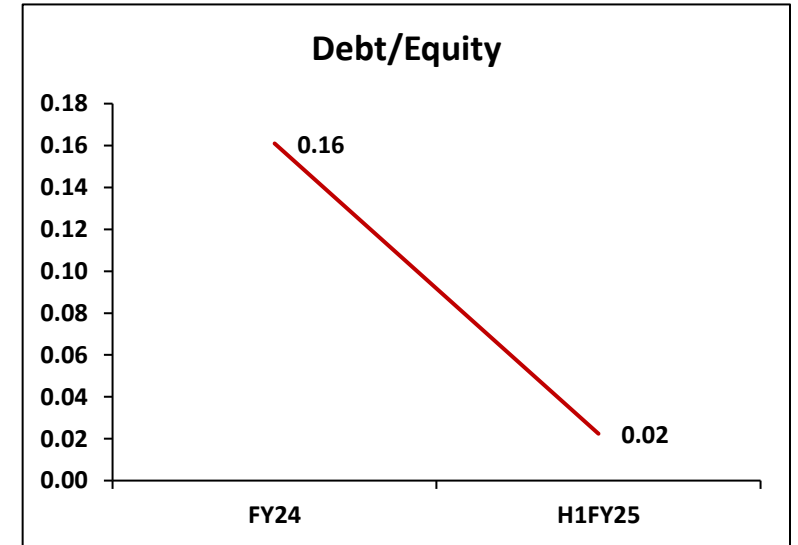
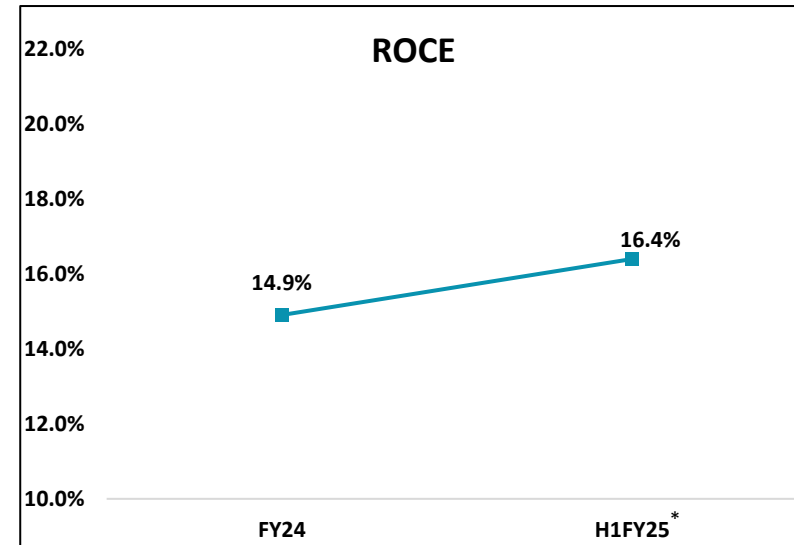
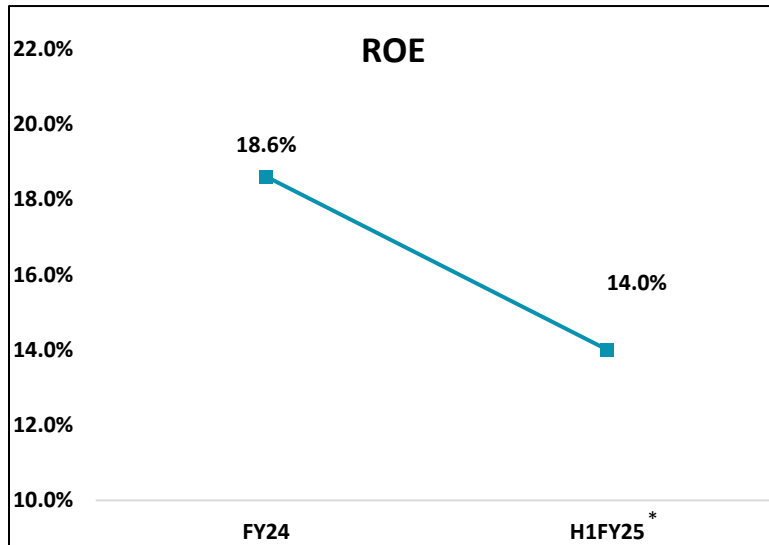
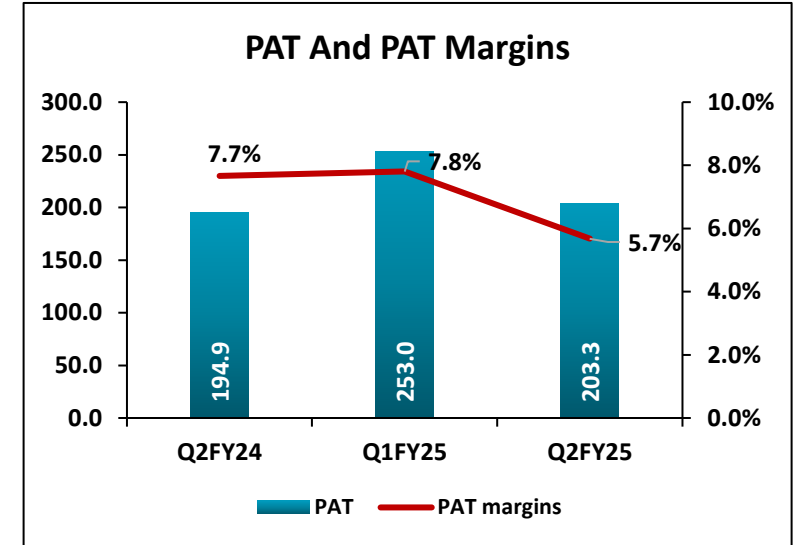
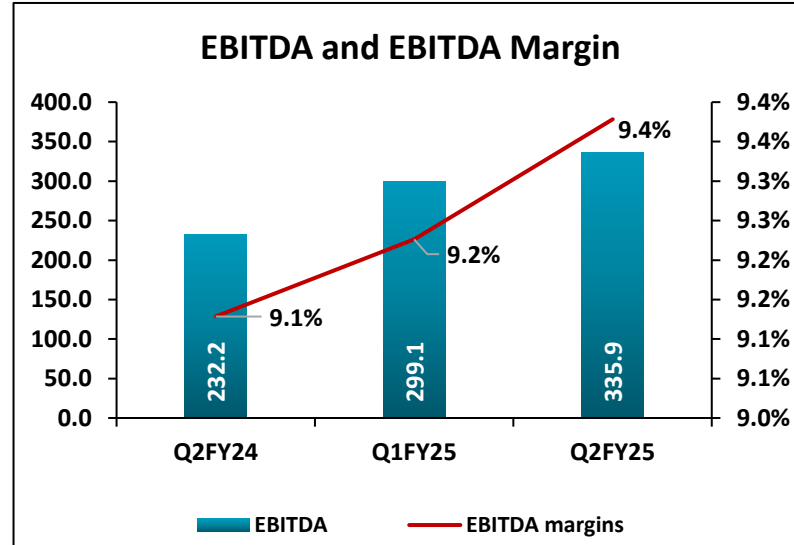
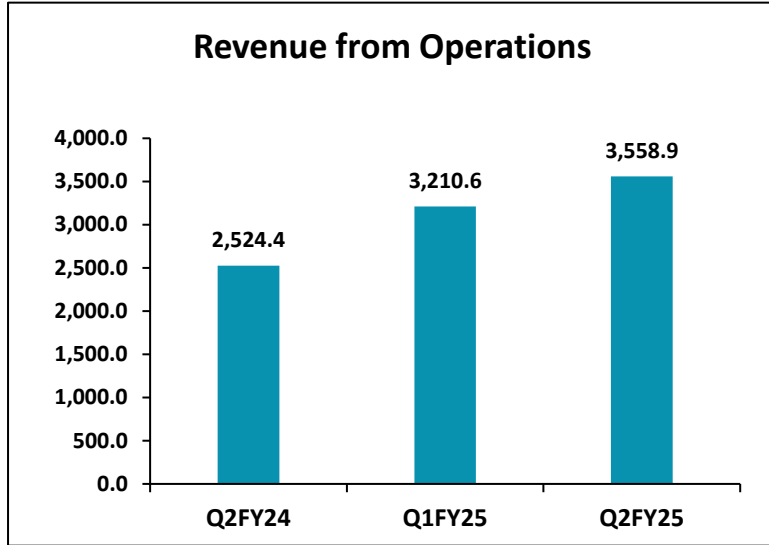
Special Cables

- Covered conductors – MVCC, HTLS, etc.
- PV Solar cables
- PTFE cables
- Fire survival cables
- Solar cables
- PTFE cables
- Cables for Electric Vehicle (EV) battery charging stations

Turnkey Services

- OPGW and Submarine Cables Installation and Repair
- Telecom Consultancy and Turnkey
- Power and Railway Turnkey Projects

Key Financial



Note: EBITDA includes other income
*Annualized



03

Financials

Consolidated Income Statement

Particulars (Rs. Mn)	Q2 FY25	Q2 FY24	Q1 FY25	H1 FY25	H1 FY24
Revenue from operations	3,558.9	2,524.4	3,210.6	6,769.5	4,629.8
Other income	22.8	18.9	31.4	54.3	36.2
Total revenue	3,581.7	2,543.3	3,242.0	6,823.8	4,666.0
Total expenses excluding depreciation, amortization, and finance cost	3,245.8	2,311.1	2,942.9	6,188.8	4,248.7
EBITDA (Inc. Other Income)	335.9	232.2	299.1	635.0	417.3
EBITDA Margin %	9.4%	9.1%	9.2%	9.3%	8.9%
Depreciation & Amortization	27.8	22.3	27.5	55.3	44.0
Finance Cost	17.0	14.9	12.6	29.6	33.0
PBT	291.1	195.0	259.0	550.1	340.3
Tax Expense	87.8	0.1	6.0	93.8	0.1
PAT	203.3	194.9	253.0	456.3	340.2
PAT Margin %	5.7%	7.7%	7.8%	6.7%	7.3%
Diluted EPS	0.7	0.9	0.8	1.5	1.6

Consolidated Balance Sheet

Particulars (Rs. Mn)	As at 30.09.24	As at 31.03.24	Particulars (Rs. Mn)	As at 30.09.24	As at 31.03.24
Assets			Equity & Liabilities		
Non-Current Assets			Shareholder's Funds		
Property, Plant & Equipment	1,626.8	1,402.4	Equity Share Capital	609.9	606.9
Capital work in progress	10.5	14.9	Other Equity	6,139.6	5,654.7
Right of Use Asset	331.5	283.7			
Intangible Assets	5.6	7.7	Total Shareholder's Funds	6,749.5	6,261.6
Loans	0.9	0.5			
Other Non Financial Assets	188.3	190.8	Non-Current Liabilities		
Other Non-Current Assets	88.3	99.0	Long-Term Borrowings	18.1	134.1
Deferred Tax Assets	-	37.2	Lease Liabilities	67.6	21.7
Total Non-Current Assets	2,251.9	2,036.2	Provisions	18.6	15.2
			Deferred Tax Liabilities	27.5	0.00
Current Assets			Total Non-Current Liabilities	131.8	171.0
Inventories	2,937.8	2,342.8	Current Liabilities		
Investments	0.00	557.4	Short-term Borrowings	132.7	873.7
Trade Receivables	2,257.4	2,522.5	Lease Liability	5.7	0.9
Cash & Cash Equivalents	67.4	45.6	Total Outstanding dues of Micro Enterprises and Small Enterprises	88.7	119.4
Bank Balance other than Cash	173.4	180.8	Total Outstanding dues of Creditors other than micro & small enterprises	1,044.3	728.1
Loans	6.6	4.9	Other Financial Liabilities	84.7	53.6
Other Current Financial Assets	46.0	43.6	Other Current Liabilities	65.0	56.1
Current Tax Assets (Net)	1.1	24.1	Provisions	1.7	1.3
Other Current Assets	562.5	508.6	Current Tax Liabilities	-	0.8
Total Current Assets	6,052.2	6,230.3	Total Current Liabilities	1,422.8	1,833.9
Total Assets	8,304.1	8,266.5	Total Equity & Liabilities	8,304.1	8,266.5

Consolidated Cash Flow Statement

Particulars (In Mn)	H1FY25	H1FY24
Cash Flow from Operating Activities	568.7	(349.2)
Cash Flow from Investing Activities	315.2	(231.3)
Cash Flow from Financing Activities	(862.1)	567.5
Net Change in Cash & Cash Equivalent	21.8	(13.0)





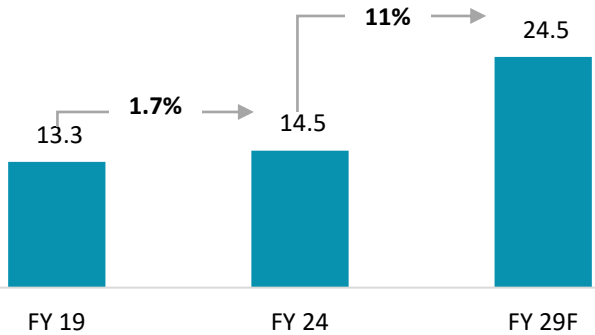
04

Industry Overview

Large, Growing Wires and Cables Markets, Driven By Strong Macro Tailwinds (1/2)

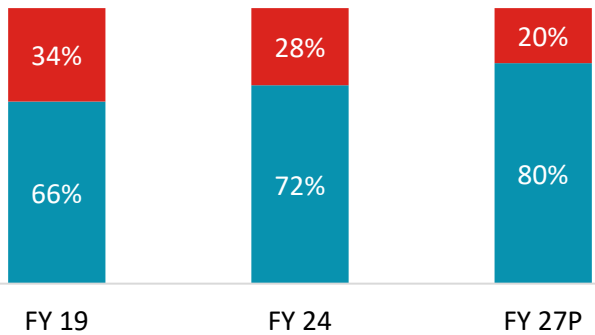
Industry Growth

Indian Wires and Cables Market – Value (USD bn)



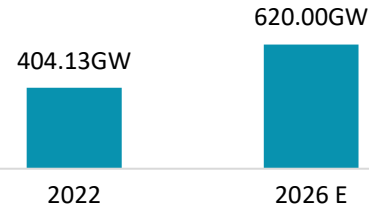
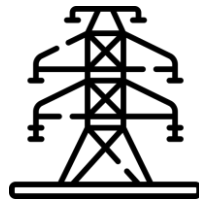
Organized Market Share In India C&W Industry

■ Branded ■ Unbranded

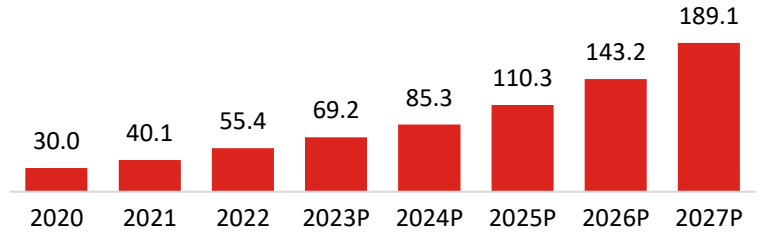


Power Generation

Power Generation total installed capacity

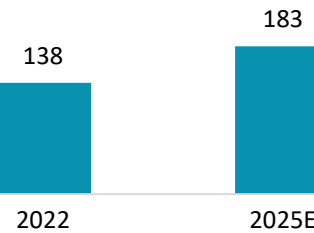


Shift towards renewable resources

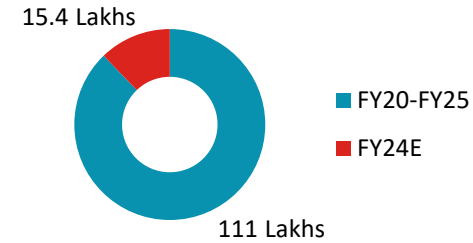


Infrastructure

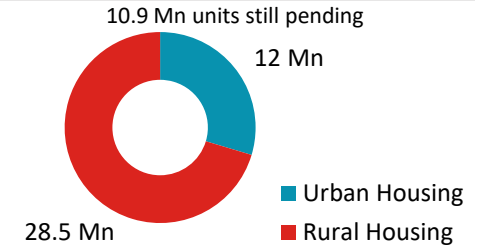
Number of Data Centers



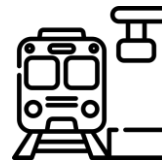
National Infrastructure Plan Capital



'Housing for All' Scheme



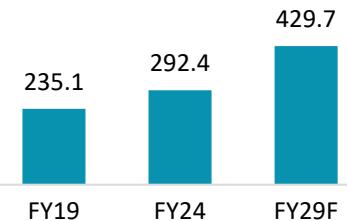
Railway



Highest ever Union Budget for Railways

Global

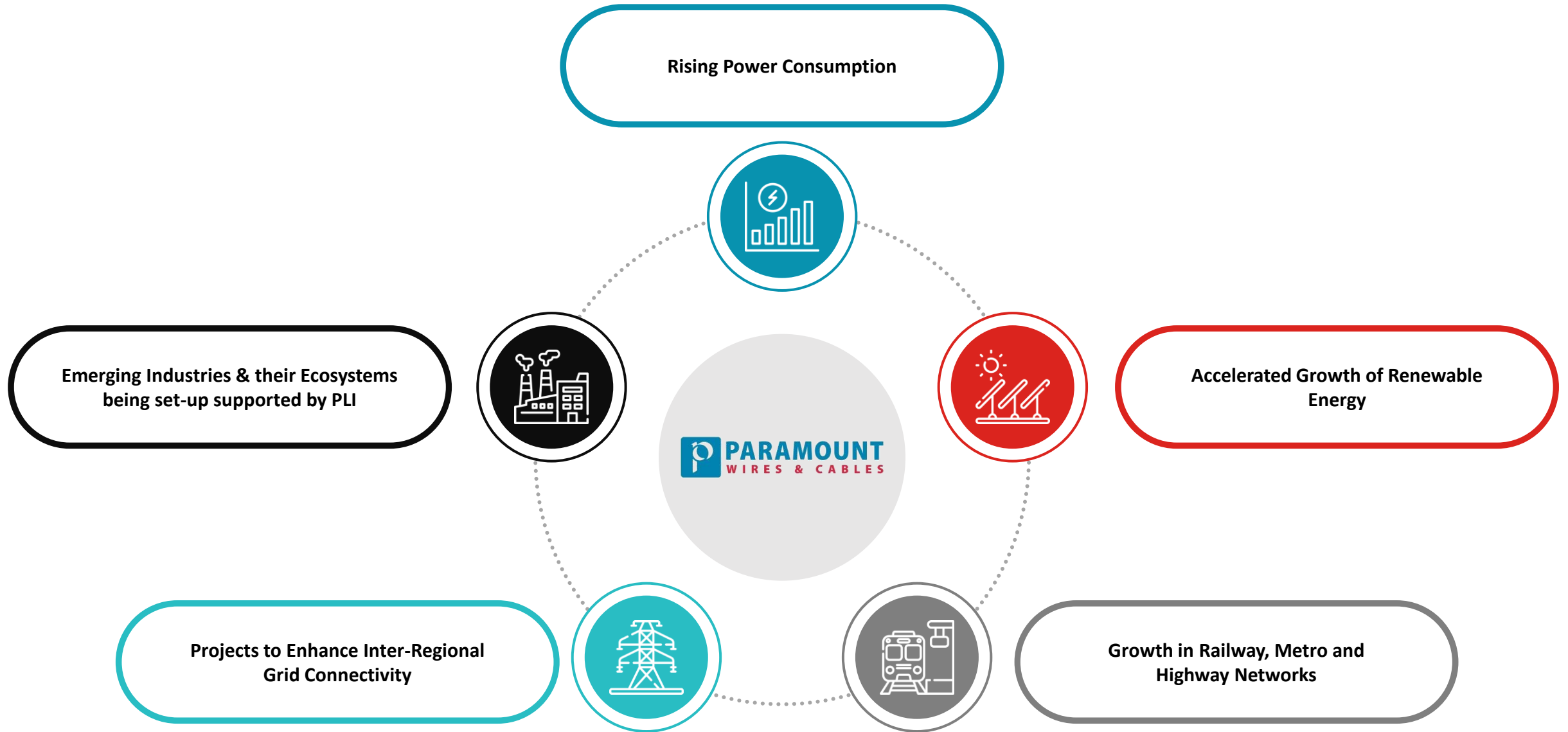
Global C&W Industry (in bn)



- This will get a further thrust by the mega USA Government's \$3 trillion infrastructure plan

Growth is led by initiatives such as rural electrification, smart cities, awareness for safety standards, digitalization, distribution reach, demand for premium products and overall infrastructure development.

Large, Growing Wires and Cables Markets, Driven By Strong Macro Tailwinds (2/2)





Thank You

Paramount Communications Limited

For further information on the Company, please visit
www.paramountcables.com



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