STOVE KRAFT LIMITED





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Q4 & FY21 Financial Performance

Strong FY21 Performance



Revenue from Operations

Rs. 859 crores

+28%



EBITDA

Rs. 113 crores

EBITDA Margins at 13.1%

+234%



Profit After Tax

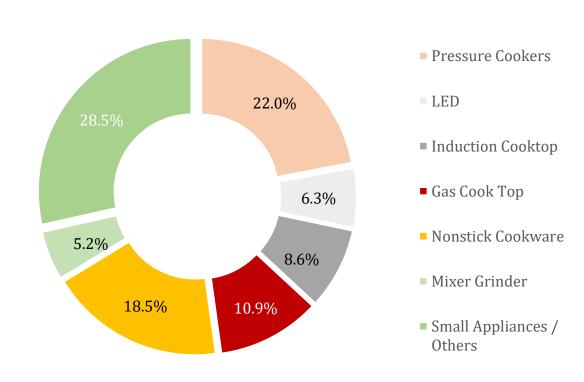
Rs. 81 crores

PAT Margins at 9.5%

+2,758%



Revenue Breakup : FY21



Strong Q4 FY21 Performance



Revenue from Operations

Rs. 235 crores

+53%



EBITDA

Rs. 25 crores

EBITDA Margins at 10.7%

Stellar Performance Q4 FY20 : Rs. -1.7 crores



Profit After Tax

Rs. 19 crores

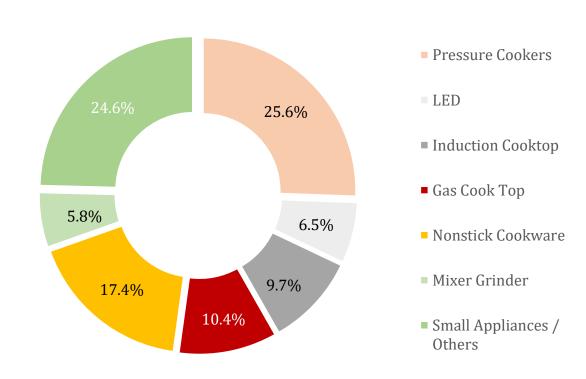
PAT Margins at 8.2%

Stellar Performance

Q4 FY20 : Rs. -10.4 crores

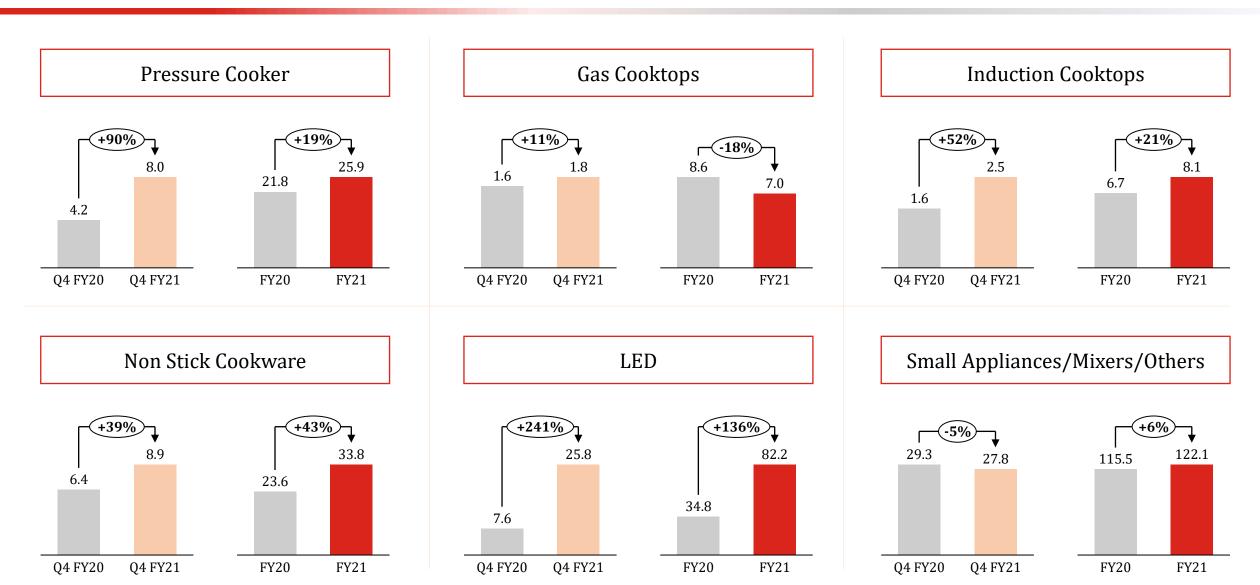


Revenue Breakup: Q4 FY21



Increased Volumes during the year

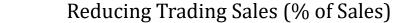


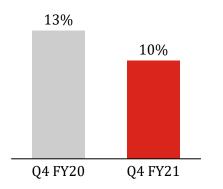


Units in Lakhs

Improving Efficiencies







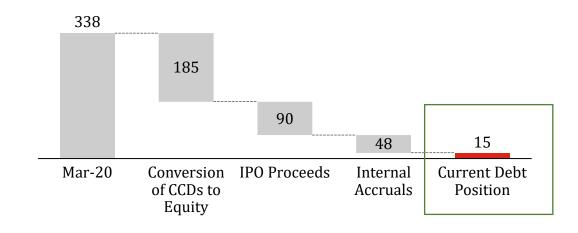


RoCE

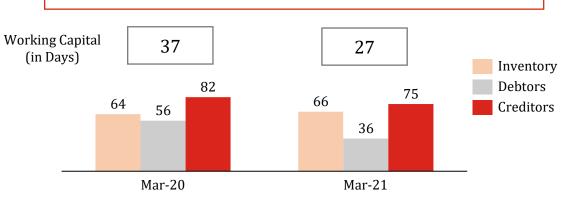
31.9%



Reducing Debt (Rs. Crs.)*







Profit & Loss Statement – Q4 & FY21



| Profit & Loss Statement (Rs. Crs.) | Q4 FY21 | Q4 FY20 | Y-o-Y | FY21 | FY20 | Y-o-Y |
|---|---------|---------|-------|-------|-------|-------|
| Revenue from Operations | 235.4 | 154.0 | 53% | 859.0 | 669.9 | 28% |
| Cost of Materials Consumed | 137.7 | 74.9 | | 442.4 | 323.2 | |
| Purchase of stock-in-trade | 18.3 | 18.7 | | 125.2 | 128.8 | |
| Changes in Inventories of Finished Goods and Work in Progress | -1.8 | 12.8 | | -9.4 | -10.1 | |
| Gross Profit | 81.3 | 47.6 | 71% | 300.7 | 228.0 | 32% |
| GP % | 34.5% | 30.9% | | 35.0% | 34.0% | |
| Employee Benefits Expense | 25.8 | 21.6 | | 80.6 | 82.0 | |
| Other Expenses | 30.3 | 27.7 | | 107.3 | 112.2 | |
| EBITDA | 25.2 | -1.7 | NA | 112.8 | 33.8 | 234% |
| EBITDA % | 10.7% | -1.1% | | 13.1% | 5.0% | |
| Other Income | 0.8 | 0.2 | | 1.5 | 2.1 | |
| Depreciation and Amortisation Expense | 3.6 | 3.3 | | 14.2 | 12.1 | |
| EBIT | 22.4 | -4.8 | | 100.0 | 23.7 | |
| Finance Costs | 3.2 | 5.6 | | 18.8 | 20.9 | |
| PBT | 19.2 | -10.4 | | 81.2 | 2.8 | |
| Total Tax Expense | 0.0 | 0.0 | | 0.0 | 0.0 | |
| Profit for the year | 19.2 | -10.4 | NA | 81.2 | 2.8 | 2758% |
| PAT % | 8.2% | -6.8% | | 9.5% | 0.4% | |

Balance Sheet as on 31st March 2021



| EQUITY AND LIABILITIES (Rs. Crs.) | 31-Mar-21 | 31-Mar-20 |
|-----------------------------------|-----------|-----------|
| Equity share capital | 32.6 | 24.7 |
| Other equity | 270.1 | -83.4 |
| Total Equity | 302.7 | -58.7 |
| Financial liabilities | | |
| Borrowings | 20.7 | 204.8 |
| Other Financial Liabilities | 0.0 | 0.0 |
| Deferred tax liabilities (net) | 17.1 | 10.8 |
| Provisions | 7.2 | 6.3 |
| Total Non-Current Liabilities | 45.0 | 221.9 |
| Financial liabilities | | |
| Borrowings | 29.8 | 122.1 |
| Lease liabilities | 0.0 | 0.2 |
| Trade payables | 176.6 | 151.2 |
| Other financial liabilities | 9.0 | 28.7 |
| Provisions | 2.2 | 1.7 |
| Other current liabilities | 5.8 | 4.8 |
| Total Current Liabilities | 223.3 | 308.8 |
| Total Liabilities | 268.3 | 530.7 |
| Total Equity and Liabilities | 571.0 | 472.0 |

| ASSETS | 31-Mar-21 | 31-Mar-20 |
|-------------------------------------|-----------|-----------|
| Property, plant and equipment | 217.7 | 193.4 |
| Capital work-in-progress | 19.1 | 4.2 |
| Intangible Assets | 3.2 | 0.3 |
| Intangible Assets under development | 0.0 | 3.3 |
| Financial Assets | | |
| Investments | 0.0 | 0.9 |
| Other Financial assets | 5.3 | 5.0 |
| Non-Current Tax Assets | 0.4 | 0.2 |
| Other non-current assets | 9.8 | 4.1 |
| Total Non-Current assets | 255.4 | 211.5 |
| Inventories | 156.0 | 116.6 |
| Financial Assets | | |
| Trade receivables | 84.7 | 103.0 |
| Cash and cash equivalents | 29.5 | 14.4 |
| Bank balances | 7.9 | 4.4 |
| Loans | 0.5 | 0.4 |
| Other financial assets | 2.9 | 1.3 |
| Other current assets | 34.0 | 20.5 |
| Total Current Assets | 315.6 | 260.5 |
| Total Assets | 571.0 | 472.0 |

Cash Flow Statement as on 31st March 2021



| Cash Flow Statement (Rs. Crs.) | Mar-21 | Mar-20 |
|--|--------|--------|
| Cash Flow from Operating Activities | | |
| Profit before Tax | 81.2 | 2.8 |
| Adjustment for Non-Operating Items | -36.8 | -34.4 |
| Operating Profit before Working Capital Changes | 117.9 | 37.2 |
| Changes in Working Capital | -8.1 | -27.5 |
| Cash Generated from Operations | 109.8 | 9.7 |
| Less: Direct Taxes paid | -0.1 | -0.0 |
| Net Cash from Operating Activities | 109.7 | 9.7 |
| Cash Flow from Investing Activities | -65.5 | -18.4 |
| Cash Flow from Financing Activities | -29.1 | -1.8 |
| Net increase/ (decrease) in Cash & Cash equivalent | 15.1 | -10.6 |
| Cash and cash equivalents at beginning of the year | 14.4 | 25.0 |
| Cash and cash equivalents at the end of the year | 29.5 | 14.4 |

Delivering value to stakeholders with IPO

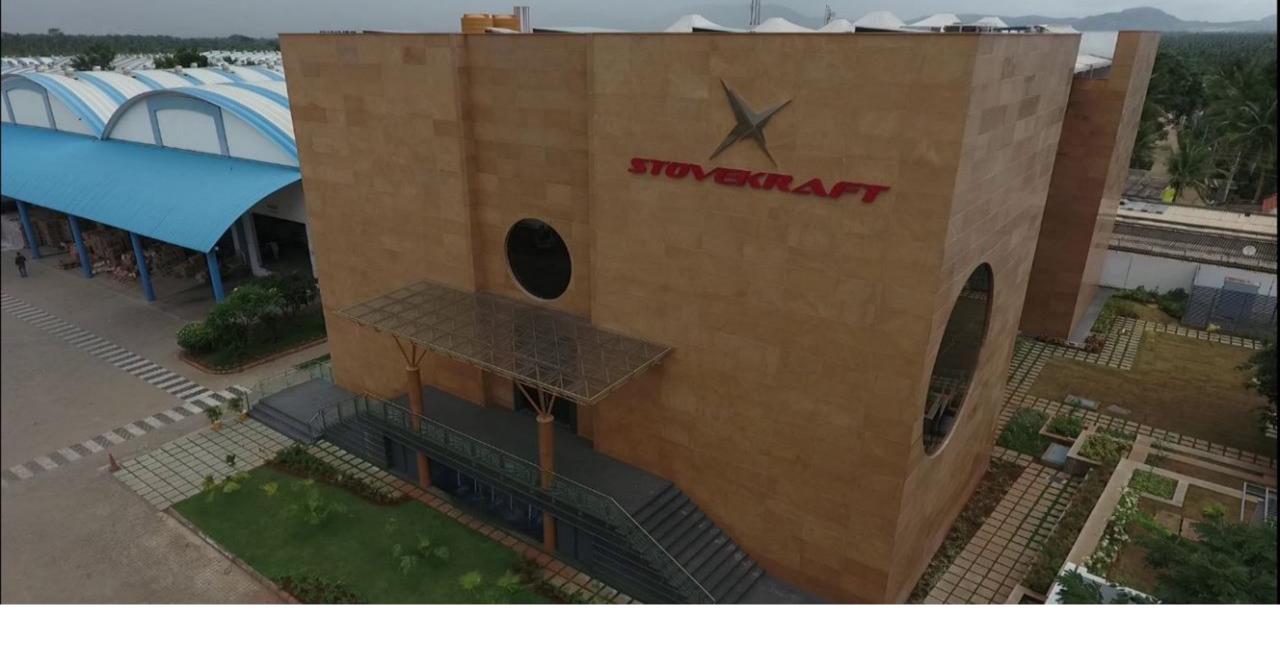




February 2021

- Listing of Stove Kraft Limited on BSE & NSE
- IPO Price: Rs. 385 per share
- Listing Price: Rs. 467 per share
- Objects of Issue:
 - Repayment of certain borrowings availed by Company

Stove Kraft Limited Listing at Valuation of $\sim Rs.~1,500~Crs.$ on 5^{th} February 2021



About Stove Kraft Limited

About Stove Kraft Limited







Headquartered in **Bengaluru, Karnataka**

Manufacture and retail of a wide and diverse suite of kitchen solutions under Pigeon, Gilma, and Black+Decker brands

Retail lighting solutions under the Pigeon LED brand

Well equipped backward integrated manufacturing facilities

- Bengaluru (Karnataka)
- Baddi (Himachal Pradesh)





Presence in more than **27 states & 5 UTs** in India

- **9** C&F Agents
- **651** Distributors
- **45,500**+ Retail Outlets

Built a **Separate Distribution Network** for Pigeon, Gilma,

Black+Decker and Pigeon

LED















Key Milestones



1999

2001

2003

2008

2010



Incorporated as Stove Kraft Pvt. Limited Gilma[®]
live in tomorrow

Granted trademark registrations for Gilma



Granted trademark registrations for Pigeon



Investments by SIDBI
Received factory license
for unit 1 of the
Bengaluru Facility

SEQUOIA 些

First Investment by Sequoia

2014



Commenced exports to a retailer in the USA

2015



Certificate of registration of design was granted for our product 'Pressure cooker' 2018



Achieved sales of 9.1 million units

2019



LED Plant in Bangalore & Inner Lid Cooker Plant in Baddi, HP 2021



IPO with listing on NSE and BSE with a valuation of over Rs. 1,500 crores

Competitive Strengths





1. Diverse range of products across consumer preferences...





- **Cookware**–Pressure cooker, wonder cast cookware, non-stick cookware, electric rice cookers and titanium hard anodized cookware
- Cooktops and other kitchen solutions –Hobs, glass cooktops, stainless steel cooktops, induction cooktops and chimneys
- **Small appliances** Mixer grinders, rice cookers, electric kettles, toasters, sandwich makers, knives, steam irons, juicers, food steamers, air fryers and electric grills
- **Other products** -Emergency lamps, water bottles and flasks, aluminum ladders, cloth dryers, water heaters, dustbins and mops



LPG Stoves

Massage apparatus

Water heaters

Chimney

Hobs

Cooktops

Kitchen sinks



- Small appliances –Food processors, juicers, hand blenders, hand mixers, mini choppers, oven toaster grills, rice cookers, coffee makers, toasters, sandwich makers and kettles
- Other products –Steam irons, dry irons, water heaters and oil fin radiators



LED bulbs

Battens

Downlights

16

Multi-brand approach to capture the entire value chain...

Value Semi - Premium Premium



One of the market leaders for

certain products such as

• 144+ year old brand

cookware*





 Launched in 2016 and manufacturing commenced in 2019



- Offers a modular kitchen experience
- Comprises chimneys, hobs and cooktops across price ranges and designs
- Sold exclusively though Gilma branded outlets, which are owned and operated by franchisees
- Gilma specific mobile application for customers to raise post sales service requests



- Entered into an exclusive brand licensing agreement with Stanley Black & Decker Inc. in 2016
- Retailer for and provider of post-sales service for blenders, juicers, breakfast appliances, etc.
- Separate distribution consisting of 863 dealers across 9 states

*Source: F&S Report

1. ...with continuous focus on innovations



Consistent launch of innovative products



Super Cooker Registered design with customizable products into multiple utilities



Super Storm Advanced With forced air-cooling technology



Infinity Glass Cooktop Glass cooktops with a fastener free body

Upcoming Launches

Turbo Chopper



Personal Blender



Feather Touch Mixer Grinder



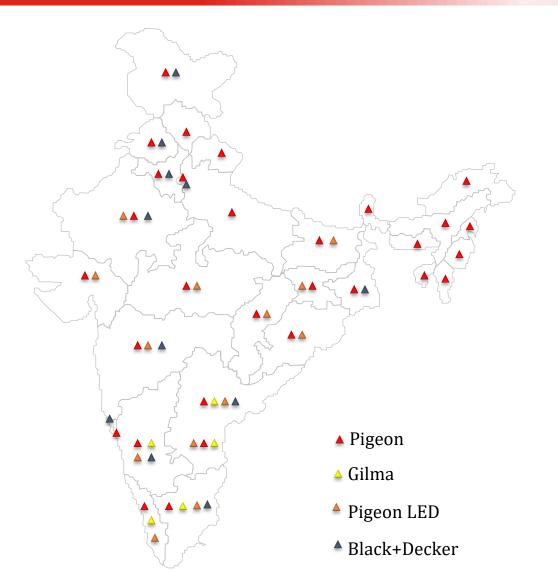
Pro Chopper



2. Well connected distribution network...



Sales Services Framework



- Implemented BIZOM for tracking and capturing movement of field sales executives and service engineers on real time basis
- Utilise DMS to track secondary and tertiary sales and maintain inventory level at the distributor's centre
- Dedicated service team with full in-house capabilities
- End services provided through company technicians
- Centralized CRM software enables tracking of customer requests, pre-installation & post-sales support
- Centralized call centres and allocation of service requests to branches based on mapping
- Dedicated mobile app for Gilma customers to raise installation and post sales services requests

9C & F Agents

45,500+

Retail Outlets

65

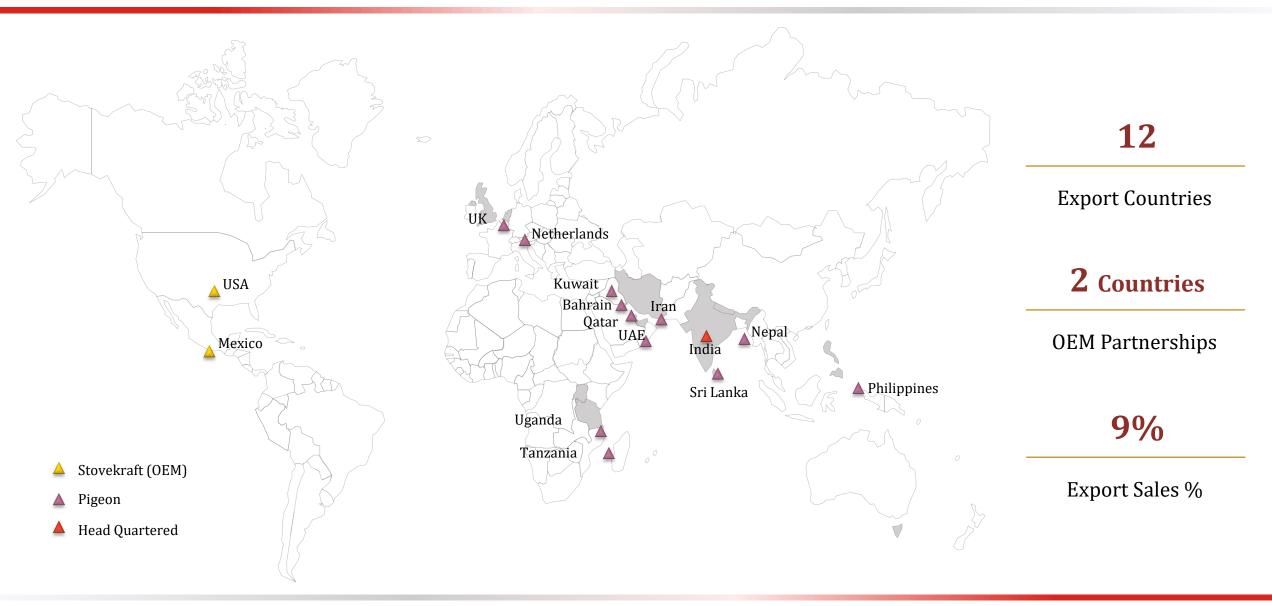
Exclusive Gilma Stores

566

Personnel

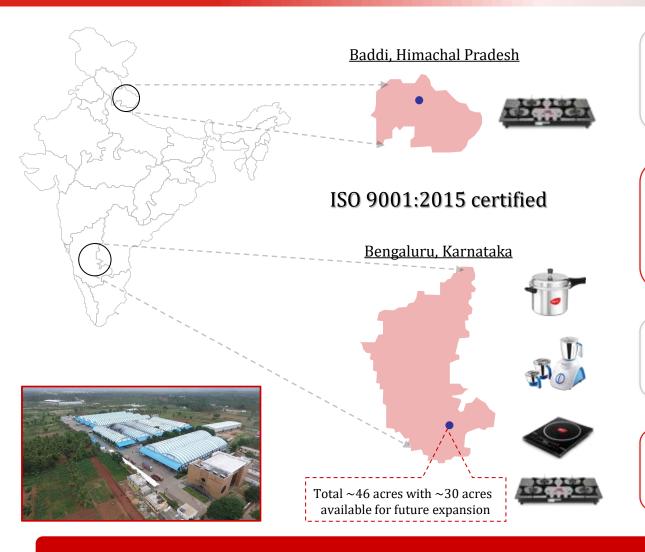
2. ... with huge exports opportunity





3. State of the Art Manufacturing Facilities with focus on quality





- Dedicated in-house R&D facility
 - Comprising of 13 personnel and tie-ups with foreign companies for technology enablement
- Focus on quality is maintained at all stages
 - Sourcing of raw materials
 - Product development
 - Manufacturing stage
- Subject to a **rigorous review and monitoring process** undertaken at our Bengaluru Facility
- Dedicated sourcing team and quality assurance team based out of China

Both facilities have a high level of backward integration and our manufacturing process is not dependent on third party suppliers and OEMs

4. Wide range of branding and marketing



Brand popularity and recall value is maintained by a wide range of marketing and advertising activities coordinated by in-house team of 15 personnel

- in-shop displays, merchandising, kiosks, live demo stands and social media marketing
- continuously engage with various publications, TV channels and other media

Diversification of product portfolio to suit the needs of customers by regularly seeking insights and feedback from them

Allows customers to engage with the brand specifically designed for their budget and lifestyle















5. Professional Management





Mr. Rajendra Gandhi, Managing Director

- Founder of Stove Kraft with over **21 years** of experience
- Entrepreneur who built Stove Kraft to one of the leading brands*for kitchen appliances in India
- Continues to be closely involved in the day-to-day affairs of the Company and is instrumental in promoting Stove Kraft's culture of innovation



Mr. Rajiv Mehta, Chief Executive Officer

- Independent director on the board of Stove Kraft since June 2018 & has been redesignated as the CEO with effect from September 2019
- Previously worked as the CEO of Arvind Limited
- Bachelor's degree in Chemical Engineering from the University of Mumbai and a Master's degree in Science from University of Pennsylvania; MBA from INSEAD



Mr. Shashidhar SK, CFO CS & Compliance Officer

- Bachelor's in commerce from Bangalore University, CGMA & FCMA by CIMA, Fellow member of the ICSI & ICAI
- 25+ years of experience in the field of corporate finance and corporate secretarial
- Ex Tata Advanced Materials Ltd (CFO & CS), Water Health India (Global CFO)

Ms. Neha Gandhi, Executive Director

- Holds a Bachelor's Degree in Business Administration from Christ University (Bengaluru) and completed Post Graduation Certificate Program in Sales and Marketing Management from MICA
- Served as a Graduate Trainee at Viacom18

Mr. Manoj N G, National Sales Head – Pigeon Division

- Holds a degree of B.Sc., (Calicut University);
 PGDM in business administration, Xavier
 Institute of Management &
 Entrepreneurship, Bangalore
- 16+ years of experience in the durable consumer goods sector
- Prior experience Stints with Samsung India Electronics, Panasonic India, MIRC Electronics, IFB Industries, BPL & TCL India Holdings

Mr. Venkitesh N, Head -Corporate Planning

- Bachelor's degree in Technology from University of Kerala
- 25+ years of experience in manufacturing, product development and project management with a stint in BPL for 13 years

Mr. Rohit Mago, CEO – Baddi Manufacturing Unit

- B Sc, Government Autonomous Science College, Jabalpur; MBA, Rani Durgavati Vishwavidyalya; Post-graduate certificate in retail management, XLRI Jamshedpur
- 18+ years of experience including a 14-year stint with HPCL

*Source: F&S Report

5. Backed by Experienced Board



Ms. Shubha Rao Mayya, Independent Director

Holds a bachelor's degree in commerce from the University of Mumbai and is a chartered accountant with the Institute of Chartered Accountants of India

Prior experience includes ICICI Limited, ICICI Prudential Life Insurance Company and Tata Consultancy Services

Serves as a Director on the board of Ace Manufacturing System Limited

Mr. Lakshmikant Gupta, Independent Director

Holds a bachelor's degree in economics from Hans Raj College, University of Delhi and a post-graduate diploma in business management from Institute of Management Technology, Ghaziabad

Previously associated with Ibibo Group, Procter & Gamble and Girnar Software

Mr. Bharat Singh, Nominee Director

Previously worked as CFO of Ibibo Group and SBI Business Process Management Services

Holds a bachelor's degree in commerce from the University of Delhi and is a Chartered Accountant with the Institute of Chartered Accountants of India

Mr. Rajendra Gandhi, Managing Director

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Entrepreneur who built Stove Kraft to one of the leading brands*for kitchen appliances in India

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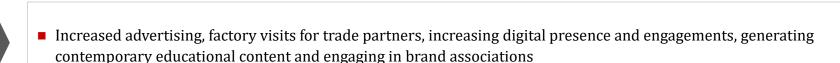
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Growth Strategies



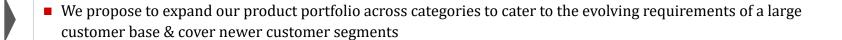


Scale up branding, promotional and digital activities



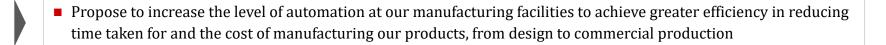


Expand our portfolio in the existing product categories



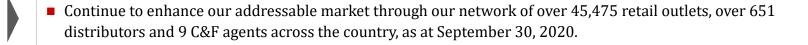


Invest in new plants and increase automation in existing manufacturing facilities





Increase our geographical reach and expansion of addressable market





Focus on and augment our LED consumer lighting business

■ Continue to introduce a wider range of LED lighting products for different end-use segments and expand to newer and broader geographies

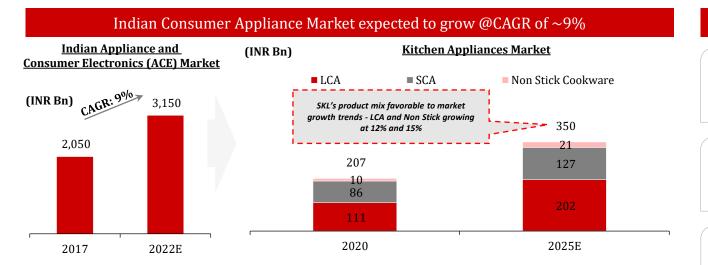


Increase exports

- Seek to expand our global reach, through constant innovation and increased customer acceptance of our products in international markets
- Our presence is currently spread across 14 countries including UAE, Qatar, Bahrain, Kuwait, Tanzania, Uganda,
 Nepal, Sri Lanka, Bangladesh, Oman, Ghana, USA, Mexico and Saudi Arabia

Shift in Consumption Patterns and Favourable Governments Policies





India Government's Policies Favourable For The Consumer Appliances Industry

- Shift from unorganized sector to organized sector in Indian manufacturing with the GST Implementation.
- Lower tax brackets (5%, 12% and 18%) used for Indian Kitchen Items vs excise +VAT taxed at ~31%
- Make In India Initiative gave ACE market necessary boost which fostered Retail Manufacturing
- Pradhan Mantri Ujjwala
 Yojana Target to provide
 5 Crore LPG connection to
 under privileged women

SKL partnered with HPCL & Indian Oil for providing cooktops with every new gas connection

- Majority Kitchen appliances are electricity driven, electricity consumption tripled since 2000
- Niche market for foreign investors, as Govt. allowed 100% FDI through automatic route in the electronic hardware manufacturing sector

Key Growth Drivers

Moving towards Aspirational Lifestyle from functional Kitchen tools

Need for Space Utilization – Emerging Concept of Modular Kitchen

Growth of E-Commerce and easy Financing options

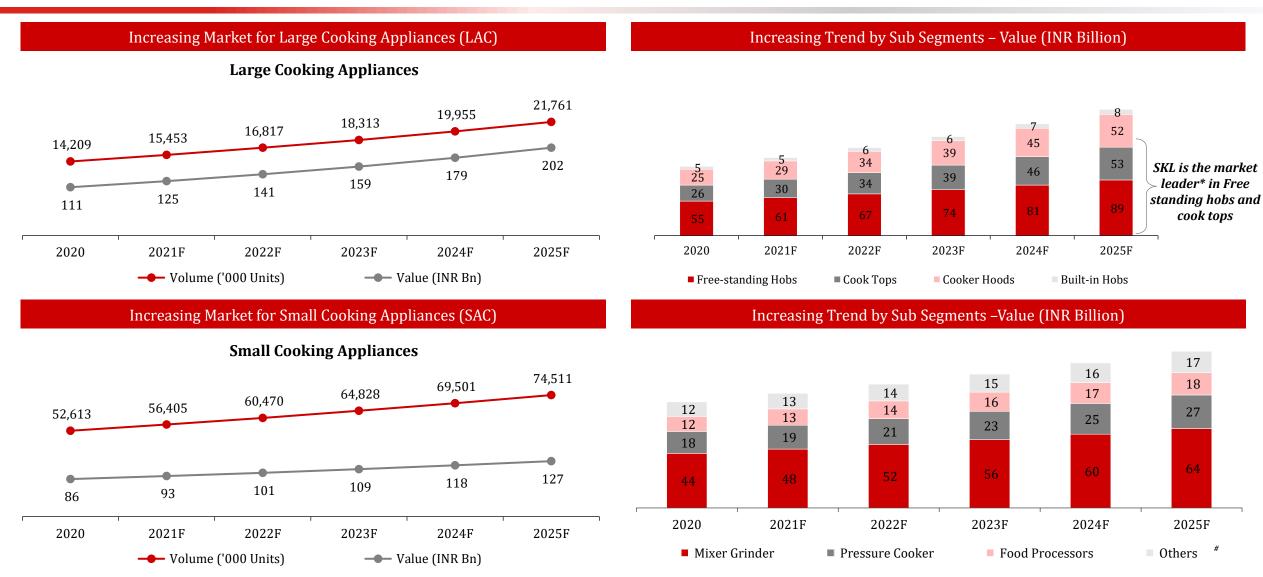
Awareness of Cookware through Mass Media and Retality Programs

Health and Environment Concerns

Technological Advancements

Indian Large & Small Cooking Appliance Market

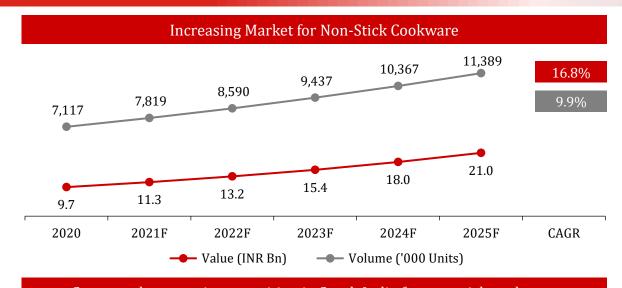




 $^{^*}$ As per market share of retail sales volume; # Others include electric rice cooker, blenders, electric kettle, coffee maker and juice extractor

Non – Stick Cookware and Indian Household Utility Products

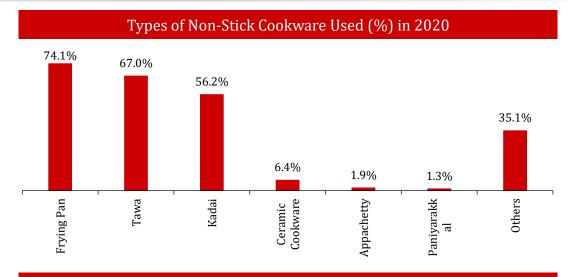




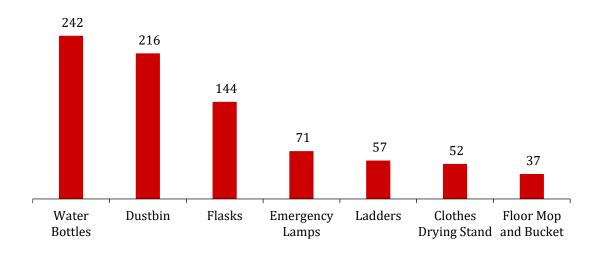
Company has prominent position in South India for non-stick cookware

- Stove Kraft Limited is the 3rd largest market share (12.4%) by volume in Non- Stick Cookware
- It enjoys a prominent position in the Non-Stick cookware market in the southern region
- Stove Kraft Limited has one of the few facilities in India to have an automated roller coating line for manufacturing of non-stick cookware
- It offers special range of products which cater to the regional cuisine of Southern India
- Latest innovation aimed at product efficiency and user convenience includes a new MIO[™] nonstick cookware range
 - Developed using latest Italian technology
 - ensuring high durability and smoothness
 - Range has 5 layer 'Scandia' coating





Household Utility Products - Market INR Billion in 2018



Awards & Recognition



Awarded the 'Gold Award' by Quality Circle Forum of India (Bengaluru chapter) in the years 2013 and 2014



Awarded 'India's Most Admired Brand 2016' by White Page International



CSR Activities





Enriching Lives

In an area that was suffering from the shortage of one of the most basic needs of life, we worked to alleviate the pain of the people, however much we could. Stove Kraft saw to the drilling of a bore-well for the local village in order to meet the water-needs of the villagers. The water is now supplied by the local governing authorities through their domestic water-supply scheme. The lives of over 200 families have been enriched by the water of this well and it gives us immense pleasure to have been able to do our share for the community.

Uplifting Primary Education

Seeing to the proper development of the future generation of our country remains to be one of the primary concerns of our CSR policy. Stove Kraft sponsored the complete repair and renovation of numerous portions of a local, government primary school. We also undertook the repair and construction of hygiene facilities for young boys and girls. So that the students do not need to sit on the ground at school, we also provided desks and benches for them. Since 2010 we have started the annual ritual of providing 60 students with books and stationery for the entire year.

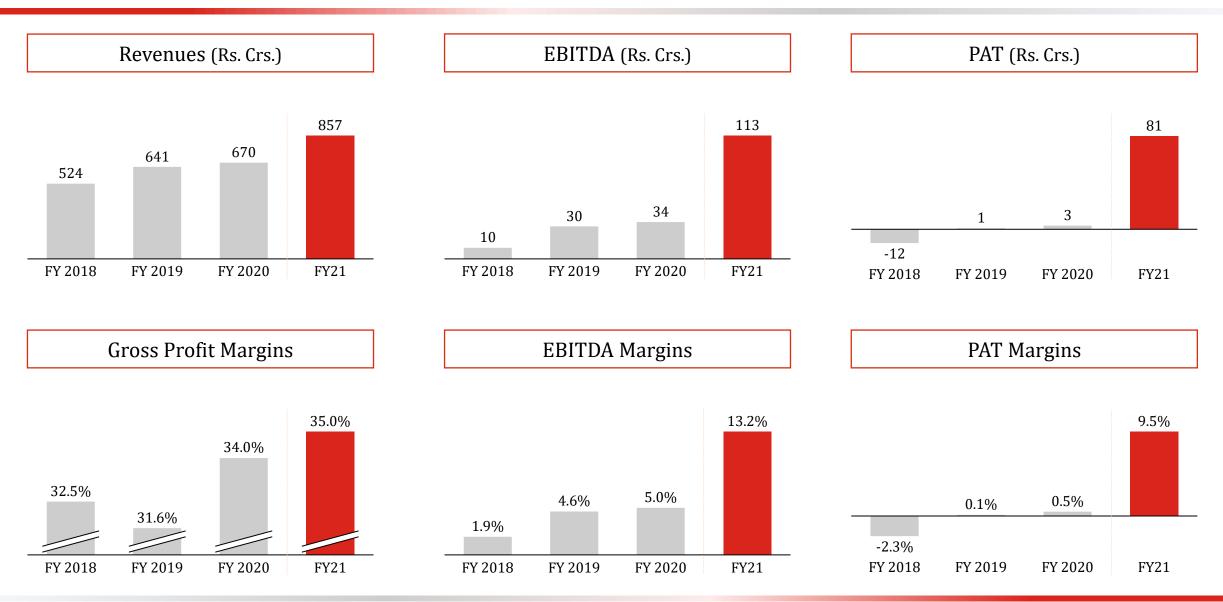




Historical Financials

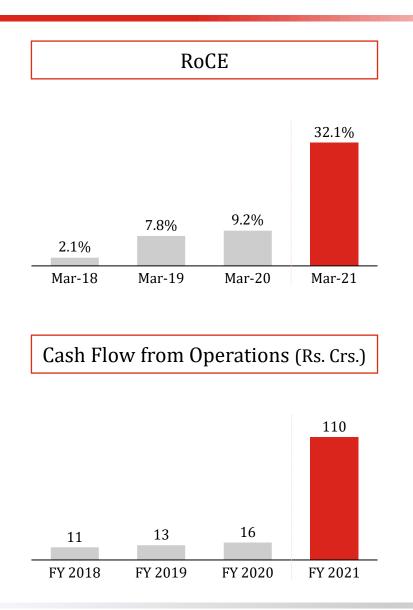
Strong track record and financial stability

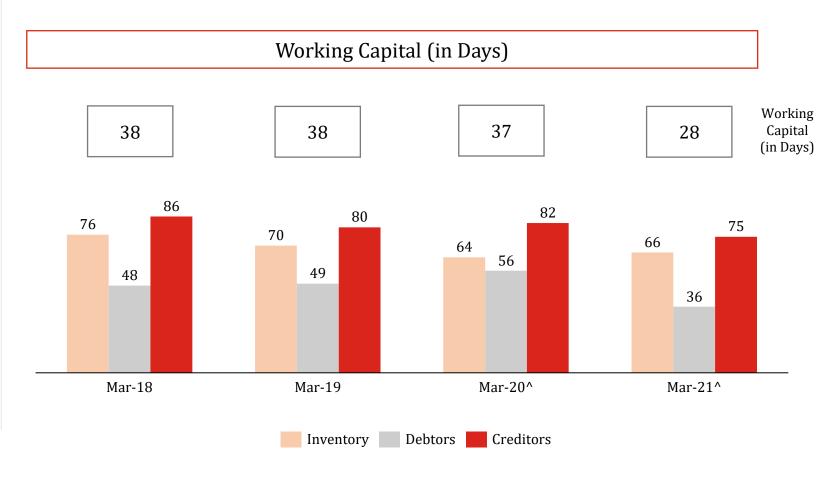




Strong track record and financial stability







Historical Profit & Loss Statement



| Profit & Loss Statement (Rs. Crs.) | FY21 | Mar-20 | Mar-19 | Mar-18 |
|---|-------|--------|--------|--------|
| Revenue from Operations | 857.4 | 669.9 | 640.9 | 523.7 |
| Cost of Materials Consumed | 441.9 | 323.2 | 317.5 | 241.1 |
| Purchase of stock-in-trade | 125.2 | 128.8 | 132.6 | 120.3 |
| Changes in Inventories of Finished Goods and Work in Progress | -9.4 | -10.1 | -11.5 | -7.9 |
| Gross Profit | 299.7 | 228.0 | 202.3 | 170.2 |
| GP % | 35.0% | 34.0% | 31.6% | 32.5% |
| Employee Benefits Expense | 80.6 | 82.0 | 69.8 | 59.1 |
| Other Expenses | 105.8 | 112.2 | 102.7 | 101.0 |
| EBITDA | 113.2 | 33.8 | 29.8 | 10.1 |
| EBITDA % | 13.2% | 5.0% | 4.6% | 1.9% |
| Other Income | 1.5 | 3.1 | 1.7 | 5.6 |
| Depreciation and Amortisation Expense | 14.2 | 12.4 | 12.3 | 11.2 |
| EBIT | 100.5 | 24.5 | 19.2 | 4.5 |
| Finance Costs | 19.2 | 20.9 | 17.9 | 16.9 |
| РВТ | 81.2 | 3.6 | 1.3 | -12.4 |
| Total Tax Expense | 0.0 | 0.4 | 0.5 | -0.5 |
| Profit for the year | 81.2 | 3.2 | 0.8 | -11.9 |
| PAT % | 9.5% | 0.5% | 0.1% | -2.3% |

Historical Balance Sheet



| EQUITY AND LIABILITIES (Rs. Crs.) | 31-Mar-21 | 31-Mar-20 | 31-Mar-19 | 31-Mar-18 |
|-----------------------------------|-----------|-----------|-----------|-----------|
| Equity share capital | 32.6 | 24.7 | 24.7 | 18.9 |
| Other equity | 270.2 | -83.4 | -88.7 | -199.0 |
| Total Equity | 302.8 | -58.7 | -63.7 | -179.9 |
| Financial liabilities | | | | |
| Borrowings | 20.7 | 204.8 | 210.0 | 311.3 |
| Other Financial Liabilities | 17.1 | 10.8 | 9.6 | 14.8 |
| Deferred tax liabilities (net) | 0.0 | 0.0 | 0.0 | 0.0 |
| Provisions | 7.2 | 6.3 | 4.6 | 3.4 |
| Total Non-Current Liabilities | 45.0 | 221.9 | 224.2 | 329.5 |
| Financial liabilities | | | | |
| Borrowings | 29.8 | 122.1 | 99.9 | 81.0 |
| Lease liabilities | 0.0 | 0.2 | 0.0 | 0.0 |
| Trade payables | 175.9 | 151.2 | 134.1 | 145.2 |
| Other financial liabilities | 9.0 | 28.7 | 23.8 | 11.0 |
| Provisions | 2.2 | 1.7 | 1.5 | 1.6 |
| Other current liabilities | 6.4 | 4.8 | 5.4 | 5.2 |
| Current tax liabilities (net) | 0.0 | 0.0 | 0.5 | 0.0 |
| Total Current Liabilities | 223.3 | 308.8 | 265.2 | 244.0 |
| Total Liabilities | 268.2 | 530.7 | 489.4 | 573.5 |
| Total Equity and Liabilities | 571.0 | 472.0 | 425.7 | 393.6 |

Historical Balance Sheet



| ASSETS | 31-Mar-21 | 31-Mar-20 | 31-Mar-19 | 31-Mar-18 |
|-------------------------------|-----------|-----------|-----------|-----------|
| Property, plant and equipment | 217.7 | 193.4 | 178.7 | 182.1 |
| Capital work-in-progress | 19.1 | 4.2 | 0.9 | 0.6 |
| Intangible assets | 3.2 | 3.6 | 1.2 | 0.6 |
| Financial Assets | | | | |
| Investments | 0.0 | 0.9 | 0.0 | 0.0 |
| Other Financial assets | 5.3 | 5.0 | 5.1 | 3.8 |
| Non-Current Tax Assets | 0.4 | 0.2 | 4.7 | 4.7 |
| Other non-current assets | 9.8 | 4.1 | 1.4 | 3.1 |
| Total Non-Current assets | 255.4 | 211.5 | 192.0 | 194.9 |
| Inventories | 155.7 | 116.6 | 97.4 | 105.1 |
| Financial Assets | | | | |
| Trade receivables | 85.0 | 103.0 | 89.7 | 79.6 |
| Cash and cash equivalents | 29.5 | 14.4 | 28.5 | 0.4 |
| Bank balances | 7.9 | 4.4 | 3.0 | 3.4 |
| Loans | 0.5 | 0.4 | 0.5 | 0.0 |
| Other financial assets | 2.9 | 1.3 | 1.9 | 1.1 |
| Other current assets | 34.0 | 20.5 | 12.8 | 9.1 |
| Total current assets | 315.9 | 260.5 | 233.7 | 198.7 |
| Total Assets | 571.0 | 472.0 | 425.7 | 393.6 |





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