

REVENUES ABOVE ESTIMATES TOO Hero profit jumps 37%, beats Street

ROHIT VAID
New Delhi, May 4

HERO MOTOCORP, THE country's largest two-wheeler manufacturer by volume, on Thursday beat estimates with a 37% year-on-year jump in its net profit during the January-March quarter to ₹859 crore. Bloomberg consensus estimate had pegged the profit at ₹734 crore.

Revenue from operations was up 12% at ₹8,307 crore, again higher from the estimates of ₹8,234 crore. The Ebitda was up 31% at ₹1,083 crore, once again beating estimate of ₹981 crore. Ebitda margin was up 190bps at 13%, on the back of lower commodity costs, higher savings and judicious price increases.

"The company has been able to drive margin expansion and profitable growth this quarter through a judicious combination of pricing, savings and mix," Niranjan Gupta, CEO, Hero MotoCorp, said,



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NIRANJAN GUPTA, CEO, HERO MOTOCORP

adding that the company has lined up a slew of product launches in FY24 in different

segments with an aim to strengthen premium portfolio as well as premiumisation of existing models.

Hero expects the two-wheeler industry revenue growth to be double digit in FY24.

During the quarter, the company sold 1.27 million units of motorcycles and scooters, which was higher by 7% than the same period last year.

The company also declared a final dividend of ₹35 per share, taking the total dividend for the year to ₹100 for the fiscal.

"We are accelerating our EV (Vida) rollout, with a plan to be in 100 cities within this calendar year. Apart from exclusive Vida outlets in certain cities, we will be using our existing distribution system across cities to ensure wider reach," Gupta said.

He said that the recent price revision makes Vida accessible to more customers, and the company expects this will increase the EV transition in the scooter category.

TVS Motor Q4 PAT rises 49%

SAJAN C KUMAR
Chennai, May 4

TVS MOTOR COMPANY on Thursday reported a 49% jump in its profit after tax (PAT) to ₹410 crore for the fourth quarter of FY23 against ₹275 crore a year ago on the back of higher scooter and electric vehicle sales. The revenue from operations grew 19% to ₹6,605 crore against ₹5,530 crore a year ago.

TVS Motor's scooter sales grew 30% to 340,000 units in Q4FY23 against 262,000 units a year ago. Electric vehicles registered sales of 43,000 units against 6,000 units a year ago.

Operating Ebitda in Q4 was higher at 10.3% while the company achieved a record Ebitda of ₹680 crore, a growth of 22%, against ₹557 crore. Its profit before tax (PBT) grew 47% to ₹547 crore against ₹373 crore. The PBT for the fourth quarter includes a fair valuation gain of ₹62 crore on the equity shares held by the company.

For FY23, the company's revenue from operations grew 27% to ₹26,378 crore against ₹20,791 crores recorded in FY22. Similarly, the operating Ebitda for the year was higher at 10.1% compared to 9.4%. The PBT before exceptional items was higher at ₹2,003 crore compared to ₹1,243 crore while PAT for the year was at ₹1,491 crore compared to ₹894 crore, registering an increase of 67%.

The overall two- and three-wheeler sales, including exports, were at 868,000 units in the quarter ended March 2023 against 856,000 units a year ago. Motorcycle sales registered 389,000 units against 442,000 units. Three-wheeler sales were at 29,000 units against 42,000 units in the fourth quarter of last fiscal.

During FY23, the overall two and three-wheeler sales of TVS Motor grew 11% to 36,82,000 units against 33,10,000 units in the previous year. Motorcycle sales recorded 17,33,000 units against 17,32,000 units.

Dabur Q4 profit falls marginally

PRESS TRUST OF INDIA
New Delhi, May 4

HOMEGROWN FMCG MAJOR Dabur India on Thursday reported a marginal decline in its consolidated net profit to ₹292.76 crore for the fourth quarter ended March 2023.

The company, which had posted a consolidated net profit of ₹294.34 crore in Q4FY22, has proposed a final dividend of ₹2.70 per share for FY23, aggregating ₹478.38 crore, it said in a regulatory filing. Its consolidated revenue from operations in Q4 stood at ₹2,677.8 crore against ₹2,517.81 crore a year ago. Total expenses were higher at ₹2,402.08 crore compared to ₹2,141.04 crore a year ago.

"In an environment where

In an environment where high inflation continues to impact consumption, we are happy to have progressed well with broad-based growth in our key categories.



MOHIT MALHOTRA, DABUR CEO

high inflation continues to impact consumption, we are happy to have progressed well with broad-based growth in our key categories and report market share gains across our product portfolio," Dabur India CEO Mohit Malhotra said.

During Q4, the consumer care business revenue was ₹2,096.65 crore against

₹2,095.15 crore a year ago. The food business clocked ₹521.17 crore, up from ₹359.9 crore, while retail stood at ₹27.48 crore against ₹22.26 crore a year ago. Dabur said it ended Q4 with a volume case growth of 11% and FY23 with 14%. For FY23, consolidated net profit slipped to ₹1,701.33 crore from ₹1,742.3 crore in FY22.

Udaipur Cement strengthens its position in industry

ADVERTORIAL

UCWL UDAIPUR CEMENT WORKS LIMITED



Udaipur Cement Works Limited is expanding its installed cement production capacity from 2.2 million tons per annum (MTPA) to 4.7 million tons per annum (MTPA) and the work on the expansion is going in full swing

— Mr. Shrivats Singhania
CEO & Director, Udaipur Cement Works Limited

UDAIPUR Cement Works Ltd. (UCWL) is a member of the JK Organisation, a renowned conglomerate with a heritage of more than 135 years, contributing to various sectors crucial for the nation's growth. Combining modern technology and a rich legacy, UCWL's brand philosophy is centred around sustainable brand pull, emphasising the creation of strong brand value that works for a better tomorrow. The company's focus on product quality, customer satisfaction and innovation is unwavering.

Udaipur Cement Works Limited is rapidly emerging as one of the major players in the Cement manufacturing Industry. The company has gained a good foothold in the western and central part of India. We have Mr. Shrivats Singhania, CEO and Director of Udaipur Cement Works Limited with us. Let us get more insights into the company's journey since its inception.

The company's inhouse brands are well known amongst consumers for its quality, please elaborate on your brand building efforts?

UCWL made a significant impact in the cement industry with Platinum Heavy Duty Cement, which quickly gained recognition in the market due to its quality and unmatched features. Its special combination of high reactive fly ash protects reinforced bars from rust, ensuring customers' dream houses remain durable for decades.

The company introduced Platinum Supremo Cement, a premium roofing solution positioned as a Roof Specialist, emphasising its long-lasting durability. Brand ambassador Vijender Singh's qualities perfectly align with the Platinum Supremo Cement product, making him the ideal fit for the brand. His presence not only reinforces the brand's image but also enhances its visibility, showcasing the brand's commitment to excellence and strength. The post-pandemic world has changed in numerous ways, hence

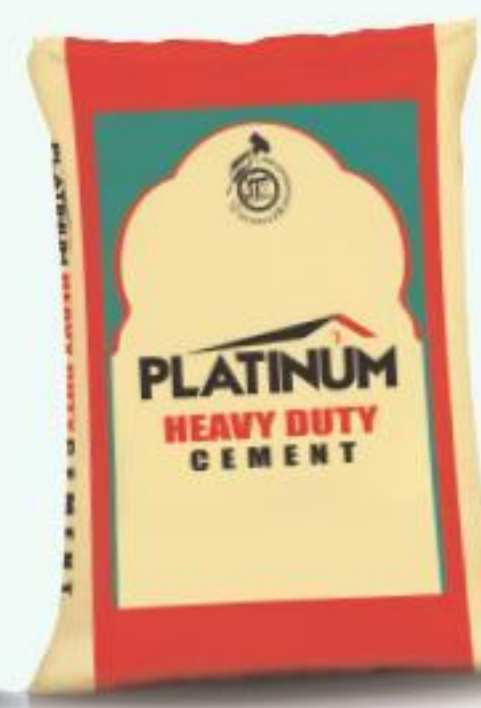
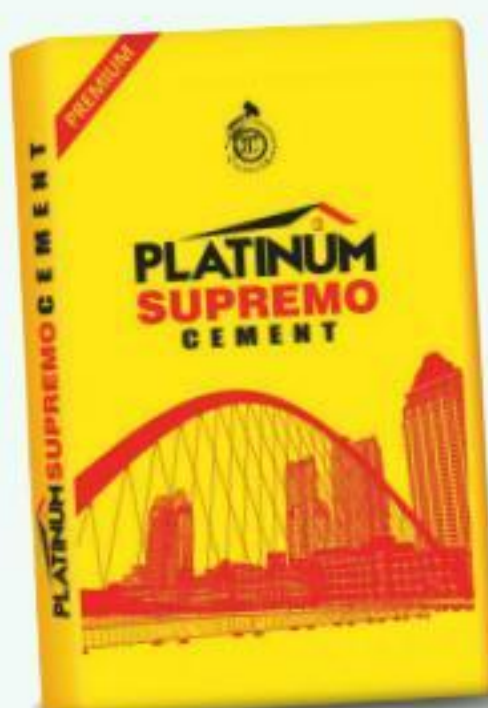
we swiftly tweaked our communication strategies to suit the new age. We have adopted a multi-pronged strategy to communicate with customers. Through innovative successful campaigns on digital and social media, we are reaching a wider audience.

What efforts are being taken at Udaipur Cement to enhance service and build relationship with the consumers?

We boast of a highly trained Technical Service Cell team for guiding our customers in best construction-related practices and offering value-added services like slab supervision and roof casting by a qualified civil engineer and guiding individual house builders on cement and sand ratio in concrete, etc. Our technical service team visits these sites in large numbers and ensures satisfied end users.

Our staunch efforts in building relationships with

our channel partners, influencers and customers rose to great heights through fruitful interactive sessions. Last year, multiple road shows and individual house builders meets were conducted, resulting in deep penetration of the brand in the tier-2 and tier-3 cities. Multiple contractor and mason meets were conducted to impart construction knowledge



amongst influencers, creating a strong goodwill for the brand.

How is Udaipur Cement plans to poise itself as a future sustainability leader in the cement industry, what are its expanding plans on energy efficiency and conservation?

At UCWL, we are fully committed to a sustainable future and have ramped up our solar power generation capacity to 15.5 MW, meeting over 50 per cent of the company's electricity requirements from green renewable sources. The company has also launched a unique floating solar power plant at its Daroli Mines, reducing carbon emissions by 1,500 metric tons per year and water evaporation by 8,000 cubic metres per year. Additionally, we have shifted to electric-based



Floating Solar Plant at UCWL

rakes for transporting loose cement, saving around 20,000 kg CO2 per rake movement, and becoming the first cement company in the North-West region to implement this innovative step.

The company's efforts have been recognised and appreciated through numerous awards, signifying UCWL's overall performance and reputation in the market. Moving forward, the company plans to expand its renewable energy capacity and reduce its carbon footprint to maintain its position of a sustainability leader in the industry.

Through its emphasis on systematic growth and a balanced framework, this company is committed to creating value for all its stakeholders — from employees to customers to the broader community.

What are your views on increasing use of Technology and digitalisation in cement manufacturing and what initiatives are taken by Udaipur Cement?

Digitalisation and automation have made it possible to completely overhaul conventional manufacturing processes. With integration of automation systems in cement plants, it becomes easier for cement companies like us becoming more efficient, get higher levels of control and monitor and achieve better quality. By automating processes and leveraging data, we try to

digitalization in the way we communicate with our customers through Chatbot and Mobile applications.

As a socially responsible corporate citizen what are the steps taken at Udaipur Cement for community development and Upliftment?

Our growth as a company is accompanied with our efforts in corporate social responsibility (CSR). We define CSR as the way a company balances its economic, social and environmental objectives while addressing stakeholder expectations and enhancing shareholder value.

In continuation of the philosophy of the JK Organisation of giving back to the society much before the term CSR was coined, UCWL too is actively involved in enriching the community living around the factory and mines where the weaker sections of rural and tribal population have limited access to even the basic amenities. The community sustainable development programmes aim at the integrated development of such villages.

The major focus areas of intervention are education, healthcare, livelihood, and community development, contributing towards human development index. The CSR action plan is based on the survey reports, consultations with stakeholders and need identification. Based on this mapping, UCWL is working closely with the communities to help prioritise their needs in three categories — immediate plan, short term plan and long-term plan.

Udaipur Cement has created a remarkable impact in the cement industry in all its fields of operation, how do you look at these achievements?

Because of our continuous efforts in various fields and processes, our company is racking up a haul of prestigious awards. Our Platinum Heavy Duty Cement was crowned Asia's most promising Cement Brand, cementing our reputation as a powerhouse in the industry. The Economic Times also recognised Platinum Supremo with the Promising Brands Award for 2021. The 8th CII National Award for Environmental Best Practices 2021 recognised the company's tireless efforts in conserving natural resources. We were also bestowed with the coveted title of Rajasthan's Best Employer Brand 2021 by Star Group, World HRD Congress, Mumbai, showcasing our commitment to creating an inspiring work culture for their employees.

The company also clinched a Certificate of Excellence in the Large-Scale Category from The Employer's Association of Rajasthan, further cementing its reputation as a champion of workplace excellence. UCWL's philosophy centres on systematic growth and a balanced framework for a better tomorrow. It recognises that employees and the community are key elements of its success and has undertaken initiatives to strengthen these relationships. It has helped them receive an 'AA' (Double A) & A1+ (One Plus) rating from CARE & CRISIL, respectively, indicating a healthy financial status.

UCWL is paving its own success path one benchmark at a time and keeping inclusive growth in its core, its rapidly positioning itself as a sustainable responsive company ready for the future.



An aerial view of Udaipur Cement Works Plant at Udaipur

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