

Consumer durables cos' Q4 dampened by unseasonal rain

Industrial demand buoyant during Jan-March period

UNDER THE WEATHER

Net sales (in ₹ cr)	Mar'22	Mar'23	YoY change %
Havells India	4,426.3	4,859.2	9.8
Dixon	2,952.8	3,065.5	3.8
Voltas	2,637.7	2,936.8	11.5
Blue Star	2,254.2	2,623.8	16.4
Whirlpool India	1,706.9	1,672.7	-2.0

Source: Capitaline Compiled by BS Research Bureau

SHARLEEN P'NDIZA
Mumbai, 2 June

Unseasonal rain in the second half of March impacted consumer durables companies' performance during the January-March (Q4) quarter, leading to a stock pile-up in the supply chain.

However, companies said that industrial or business-to-business (B2B) demand was robust during the quarter.

"It's been a moderate performance, given that we had a subdued consumer demand, but also buoyed by a good industrial-inspired demand," Anil Rai Gupta, chairman and managing director of Havells India told investors, after its quarter ended March earnings. He added, "We are witnessing a delayed summer, which may impact the demand for summer products this season."

Havells India also saw sustained and steady demand in the B2B segment as infrastructure and housing activities witnessed a revival in the second half.

During the quarter, Havells India's net sales stood at ₹4,859.2 crore, up 9.8 per cent compared to the same period last year.

Anand Rathil said that the near-term outlook (for Havells) looks constrained amid volatile commodity prices, which squeezed demand.

"Voltas also witnessed high-channel inventory in the quarter and the company attributed it to the rainfall in late March," Manish Desai, head of corporate finance at the company told investors post its January-March results.

Desai also told investors, "If we just look at the point in time at the end of March, there is a possibility that in certain channel partners, the inventories were stuck."

Even Voltas witnessed better commercial demand in the commercial refrigeration category as it saw higher sales in water coolers, water dispensers and water coolers.

It expects this demand to continue due to rapid organisation, change in dietary preferences, demand for frozen foods and market expansion by the original equipment manufacturers (OEMs) of ice creams, chocolates and beverages.

Contract manufacturer Dixon Technologies also said it saw a mixed bag as the order book was flatish during the last quarter of the previous financial year.

But the company expects demand to revive in the coming months as orders will start pouring in ahead of the festive season.

"I find the demand in consumer electronics and lighting to be slightly flatish, but fortunately in the last two weeks, I'm seeing an element of positivity and things turning around. And in any case, from next quarter, we are trading towards a festive period," Atul Lall, managing director (MD) at Dixon Technologies told investors.

Nuvama Institutional Equities said in its post results report on the firm that despite a delay in signing two clients in the mobile division, the company is confident of doubling mobile revenue from ₹4,000 crore to ₹8,000 crore in FY24. The brokerage also said that structural drivers such as strategic price hikes and cost optimisation should not only sustain, but also improve margins in FY24 and FY25.

However, Blue Star witnessed a strong quarter, and in January-March, it saw its net sales rise 16.4 per cent at ₹2,623.8 crore while its net profit was up significantly at ₹225.3 crore.

Nuvama said in its report on Whirlpool of India that its business has shown no green shoots of recovery coupled with weak demand for refrigerators and intense competition.

The brokerage also said the company took price cuts to fend off weak demand. This resulted in margin pressure despite lower commodity costs.

'Dated' seats on long-haul planes to be replaced from 2024: Air India CMD

DEEPAK PATEL
New Delhi, 2 June

"Dated" seats and in-flight entertainment (IFE) systems on Air India's old long-haul aircraft such as B777 and B787 will be replaced 2024 onwards, said its Chief Executive Officer and Managing Director (CMD) Campbell Wilson on Friday.

As on May 15, the Tata Group-owned carrier had an active fleet of 107 planes, according to aviation analytics firm Cirium. Wide-bodied B777 and B787 aircraft comprise about 42 per cent of the active fleet, while the remaining 58 per cent fleet consists of narrow-bodied planes such as A319, A320 and A321.

The specific definition of what can be called a "dated seat" or "dated IFE" according to aviation terminology. This refers to features in older aircraft. Air India's B777 planes are between 5 and 16 years old, while its B787 planes are aged 5-12.

"Our domestic and short-haul international routes... score well in passenger survey, as do our airport operations at such places as Pune, Kolkata and Trivandrum," he told employees in a message, which has been seen by Business Standard.

"As expected, the long-haul routes operated by our legacy B777 and B787 aircraft are not rated so well due to the dated seats and IFE systems... which is, of course,

why we're preparing to refit these interiors starting next year so that they complement those on all brand-new aircraft we have coming" Wilson added.

The airline had in December said it planned to refurbish its 40 legacy wide-bodied aircraft fleet at an investment of more than \$400 million. All these planes were acquired when the airline was under the government's ownership. The Tata Group regained control of Air India in January last year.

Air India has mandated London-based product design companies JPA Design and Trendworks to assist with the cabin refurbishment exercise. The airline has received more than 100,000 responses to date in its passenger survey, which is used to calculate a "net promoter score," Wilson said.

"Pleasingly, although we're short of where we want to eventually be, we've seen a significant improvement in NPS compared to last year's benchmark, and there are many areas where we are doing very well," CMD mentioned.

Over the last three months, Air India has expanded net promoter score to cover the entire physical footprint of the airline, from check-in, through to lounges, in-flight experience and the arrival process, and it will be extended to the online and call centre experiences too.



AIR INDIA, SPICEJET SEE TURBULENCE IN MAY OTP

Air India's on-time performance (OTP) fell from the second best among the major carriers in April to the second worst in May, according to data from the Ministry of Civil Aviation (MoCA). The airline's OTP dropped from 91.63 per cent in April to 83.27 per cent in May, according to data reviewed by Business Standard.

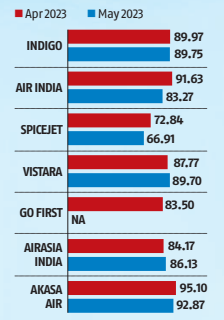
Meanwhile, Tata group's other airlines—AirAsia India and Vistara—were able to improve their OTPs in May. SpiceJet, which has been at the bottom of OTP charts for the past few months, saw a further decrease in punctuality. Its OTPs in April and May were 78.84 per cent and 66.91 per cent, respectively, according to the MoCA data. The budget carrier scheduled about 10 per cent fewer flights in May as compared to April, according to aviation analytics firm Cirium.

Akasa Air retained the top spot in the OTP rankings. However, its OTP dropped from 95.1 per cent to 92.87 per cent.

Indigo—India's largest carrier—(May 2023) saw its OTP at around 89.75 per cent. None of the six major airlines responded to the queries sent by Business Standard on this matter.

COMPILED BY DEEPAK PATEL

ON-TIME PERFORMANCE OF INDIAN CARRIERS



Source: Ministry of Civil Aviation

IndiGo starts flights to six new destinations

ANEESH PHADNIS
Mumbai, 2 June

IndiGo will add 174 weekly flights in the summer schedule with the launch of services to six new overseas destinations and resumption of service to Hong Kong.

New destinations announced by IndiGo on Friday include Almaty (Kazakhstan), Baku (Azerbaijan), Jakarta (Indonesia), Nairobi (Kenya),

Tashkent (Uzbekistan) and Tbilisi (Georgia).

There are no non-stop flights from India to Georgia and Indonesia at present while other destinations are served by direct or via options.

IndiGo's network expansion comes amid a surge in international travel. It also comes in the backdrop of civil aviation minister Jyotiraditya Sinha's visit to India.

Jakarta (Indonesia), Nairobi (Kenya), India's international passenger traffic is carried by foreign airlines.

The share of Indian carriers, however, is rising and they carried over 43 per cent of international traffic in January-March 2023. This compares to over 39 per cent in the October-December quarter of 2019 (passenger flights were impacted and suspended due to Covid in March 2020).

"The addition of these

new direct flight routes, enhanced flight frequencies, and strategic codeshare partnerships, will help us open our footprint across four continents with Africa and Central Asia being penetrated for the first time. With this expansion in our network, we will now be directly touching 32 international destinations

(from Feb 20, next to our 78 domestic destinations, 15 Indigo chief executive officer

(CEO) Pieter Elbers said in a statement.

While Jakarta and Nairobi will be connected from Mumbai late July/early August, the Central Asia destinations will be linked to Delhi in August and September.

IndiGo will also be resuming daily services from Delhi to Hong Kong in August. This flight was suspended with the onset of Covid and will now be reinstated.

HCLTech revises HR rewards, performance bonus policy

SOUBRAH LELE
New Delhi, 2 June

IT services major HCLTech has revised its HR rewards and compensation bonus policy to turn the "engagement performance bonus (EPB)" component into variable pay from the current fixed 100 per cent bonus paid to all employees.

According to an internal email from the company, the management has informed employees about the updated policy that came into effect on April 23.

According to the new policy, employees on the bench will not be eligible to receive the performance bonus, which may reduce their monthly salary.

The EPB will now be paid to employees based on a quarterly assessment from the managers instead of a monthly payment of the bonus provided earlier.

The company has completed the computation of the EPB bonus for May based on the outcomes of its performance review. The monthly salaries of May will be adjusted accordingly, the email says.

According to the revised policy, the company will define key performance parameters and targets.

At the end of every quarter, a score-based performance review will be done. The achievement will be computed every quarter. If an employee resigns during the quarter, no EPB amount will be paid for that quarter.

"To support employees during the pandemic, the company made a policy exception and paid 100 per cent EPB irrespective of performance. Post-

pandemic, the company is reverting to the original policy. This has been communicated to our employees," an HCLTech spokesperson said in an email response to Business Standard.

The spokesperson added that, "At HCLTech, we have always offered an EPB as part of our compensation package up to the E3 band. The EPB is typically 3-4 per cent of the total compensation, and the

average payout is approximately 80 per cent. Our employment contract identifies EPB as performance-linked variable pay, and this is governed by the company policy."

IT employees' union Nascent Information Technology Employees' Union (NITEUS) has called HCLTech's decision to change the policy "unethical."

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Extract of Financial Results for the Quarter and year ended 31st March, 2023 (Rs. in Lacs)

Sl. No.	Particulars	Standalone					
		Quarter Ended		Year Ended		Year Ended	
		31.03.2023	31.12.2022	31.03.2022	31.03.2023	31.03.2022	31.03.2023
		Audited	Unaudited	Audited	Audited	Audited	
1	Income	1,429.44	0.52	40.00	1,429.44	40.00	
2	Profit / (Loss) (before Tax, Exceptional Items)	759.97	(34.74)	(322.52)	657.81	(668.26)	
3	Profit / (Loss) (after Tax after Exceptional Items)	760.07	(34.74)	(322.45)	657.90	(669.19)	
4	Profit / (Loss) (after Tax, after Exceptional Items)	760.07	(34.74)	(322.45)	657.90	(669.19)	
5	Total Comprehensive Income for the year	760.07	(34.74)	(322.45)	657.90	(669.19)	
6	Equity Share Capital	4135.01	4135.01	4135.01	4135.01	4135.01	
7	Reserves (excluding Revaluation Reserves) shown in the Audited Balance Sheet of the previous year				(970.70)	(1,628.60)	
8	Earnings per Share (of Rs. 10 th each)						
a) basic		1.84	(0.08)	(0.78)	1.59	(1.37)	
b) Diluted		1.84	(0.08)	(0.78)	1.59	(1.37)	

Sl. No.	Particulars	Consolidated					
		Quarter Ended		Year Ended		Year Ended	
		31.03.2023	31.12.2022	31.03.2022	31.03.2023	31.03.2022	31.03.2023
		Audited	Unaudited	Audited	Audited	Audited	
1	Income	1,429.44	0.52	40.00	1,429.95	40.00	
2	Profit / (Loss) (before Tax, Exceptional Items)	746.67	(41.52)	(375.14)	623.06	(640.74)	
3	Profit / (Loss) (before Tax after Exceptional Items)	746.76	(41.52)	(375.07)	623.15	(640.87)	
4	Profit / (Loss) (after Tax, after Exceptional Items)	746.76	(41.52)	(375.17)	623.15	(640.77)	
5	Total Comprehensive Income for the year	746.76	(41.52)	(375.17)	623.15	(640.77)	
6	Equity Share Capital	4135.01	4135.01	4135.01	4135.01	4135.01	
7	Reserves (excluding Revaluation Reserve)				(407.36)	(1,030.51)	
8	Earnings per Share (of Rs. 10 th each)						
a) basic		1.81	(0.10)	(0.79)	1.51	(1.43)	
b) Diluted		1.81	(0.10)	(0.79)	1.51	(1.43)	

Note: The above is an extract of the detailed format of the Financial Results for the Quarter and year ended 31st March, 2023. The full format of the Standalone and Consolidated Financial Results are available on the Company's website www.premierinfra.com.

For Premier Energy and Infrastructure Limited
M Narayanan
Managing Director
DIN: 00322455

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CIN: U65990MH1999PLC064670

NOTICE is hereby given that the 32nd Annual General Meeting ("AGM") of Tata Capital Limited ("the Company") will be held on Thursday, June 28, 2023 at 11:30 A.M. through Video Conferencing ("VC") / Other Audio Visual Means ("OAVM") facility provided by National Securities Depository Limited ("NSDL") to transact the business as set out in the Notice convening the AGM.

The AGM will be convened through VC / OAVM in compliance with the applicable provisions of the Companies Act, 2013 and the rules made thereunder, read with Circular No. 20/2020 dated May 5, 2020 and Circular No. 10/2022 dated December 28, 2022 issued by the Ministry of Corporate Affairs ("collectively referred to as MCA Circulars").

In accordance with the MCA Circulars, the Notice setting out the businesses to be transacted at the AGM along with the explanatory Statement pursuant to Section 102 of the Companies Act, 2013 read with the Annual Report of the Company for the FY 2022-23 has been sent through electronic mode on June 02, 2023 to those Members who have registered their e-mail addresses with their Depository Participants. In accordance with the MCA Circulars, no physical copies of the Notice of the AGM or the Annual Report for the FY 2022-23 will be sent to the Members.

The Notice of the AGM along with the Annual Report of the Company for the FY 2022-23 is available on the website of the Company at www.tatacapital.com and on the website of the National Stock Exchange of India Limited at www.nseindia.com (in compliance with Section 102 of the Companies Act, 2013 read with Rule 20 of the Companies (Management and Administration) Rules, 2014, as amended from time to time). The Company is pleased to offer the facility of voting through electronic means and the businesses as set out in the Notice of the AGM may be transacted through electronic voting system of NSDL ("remote e-voting"). Members who are not registered in the Register of Beneficial Owners maintained by the Depositories as on the Cut-off Date of Wednesday, June 21, 2023 shall be entitled to avail the facility of remote e-voting either during the Cut-off Date as mentioned below or e-voting during the AGM. The remote e-voting will commence on Saturday, June 24, 2023 at 9:00 a.m. and will end on Tuesday, June 27, 2023 at 5:00 p.m. The facility of remote e-voting would also be made available at the AGM and the Members present in the AGM through VC/OAVM facility who have not already cast their votes by remote e-voting shall be able to exercise their right of voting remotely through the facility of voting system of NSDL. The Members who are not registered in the Register of Beneficial Owners maintained by the Depositories as on the Cut-off Date of Wednesday, June 21, 2023 shall be entitled to avail the facility of remote e-voting either during the Cut-off Date as mentioned below or e-voting during the AGM. 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