

No of companies in S&P BSE 500: 17

Institutional EYE

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FY17 Profits after Tax: Rs.83 bn

years.

CEO Pay: Sector Analysis (Construction Materials)

This is the time of the year when boards are called upon to fix pay levels of its members for the coming financial year. This series on CEO pay, compiled by IiAS using data from comPAYre, IiAS' cloud-based pay-versus-performance tool, is aimed at sensitizing boards on the remuneration trends across the market, as a basis for determining appropriate pay structures. This eighth piece in the series is focused on pay levels in the construction materials sector.

The remuneration levels in the Construction Materials sector are high - the median pay for both CEOs and Executive Directors is well above market standards and the CEO pay to the median employee salary is close to 150 times. Four out of every 10 CEOs earned at least Rs.100 mn in the last fiscal and CEO remuneration, in aggregate, has grown at a faster pace than revenues and profits over the past five years. The sector is also characterized by the absence of women directors.

FY17 Revenues: Rs.1166 bn

Total Market Cap: Rs.3 tn

Sector Profile

Median pay in sector (Rs.mn)		CEO pay to median employee pay (x)		Pay levels of 5 highest paid CEOs in sector (Rs.mn)	
ED 21	28 Materials S&P BSE 500 88	S&P BSE 500	Materials 147x		444 382 196 156
he median CEO remuneration in the sector is significantly higher than the S&P BSE 500. Further, there is a wide disparity in the pay for CEOs and that of other EDs.		The CEOs in the sector draw remuneration amounting to almost 150 times of that of the median employee pay.		40% of CEOs in the sector were paid more than Rs.100 mn in FY17.	
Fixed vs Variable Pay (%)		Board Compensation as % of Profits		CEO Pay Growth in sector (%)	
54%	47% Variable (%)	S&P BSE 500	2.0%	■ Pay	PAT Revenues 25% 28% 15%
46% Materials	53% Fixed (%) S&P BSE 500	Materials	3.1%	5 yr	25% 39%
There is a higher mix of variable pay for CEOs in the Materials sector, due to commission linked pay structures.		The aggregate board compensation, as a % of net profits, is higher than the rest of the market.			's CEO pay levels have grown at a enues and profits over the last five





Disclosures:

- Data has been sourced from annual reports for the S&P BSE 500 companies and compiled using IiAS' proprietary pay analytics platform, comPAYre
- Data pertains to CY2016 or FY2016-17 (depending on financial year-end for respective companies)
- PSUs have been excluded from the analysis
- Fair value of stock options granted has been included while calculating overall pay
- The pay growth chart pertains only to directors who have been on the board for the past five years

About comPAYre:



IiAS' proprietary pay analytics platform, comPAYre gives access to historical remuneration and performance data for executive directors across the S&P BSE 500 companies.



A modified version of this report was published by Mint on 14 May 2018. You can read the earlier reports by clicking the links below:

Part 1: Indian CEO salaries outpace performance

Part 2: Bridging the pay gap

Part 3: <u>CEO Pay Sector Analysis: Private Banks</u>
Part 4: <u>CEO Pay Sector Analysis: Automobiles</u>
Part 5: <u>CEO Pay Sector Analysis: Healthcare</u>

Part 6: CEO Pay Sector Analysis: IT

Part 7: CEO Pay Sector Analysis: FMCG



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