

# **MOLD-TEK TECHNOLOGIES LIMITED**

NOTE ON UNAUDITED FINANCIAL RESULTS FOR THE  
QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> DECEMBER 2020.

## **9M on 9M**

**Standalone: Sales down 13.93% | EBIDTA down 29.30% | PAT down 32.44%**

**Consolidated: Sales down 16.16% | EBIDTA down 29.40% | PAT down 32.49%**

Mold-Tek Technologies Limited, KPO in Structural Engineering and Designing services posted the financial results for the Quarter and Nine months ended 31<sup>st</sup> December 2020 in the Board Meeting dated 12<sup>th</sup> February 2021 as follows.

## **Consolidated results for the Quarter and Nine Months Ended 31<sup>st</sup> December 2020.**

### **Performance Highlights of Q3 to Q2**

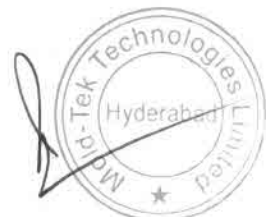
- ✓ Revenue ₹ 1859.14 Lakhs (FY 20-21 Q2: ₹ 2166.66 Lakhs) down by 14.19%
- ✓ PAT ₹ 102.74 Lakhs (FY 20-21 Q2: ₹ 325.15 Lakhs) down by 68.40%
- ✓ EBIDTA ₹ 245.03 Lakhs (FY 20-21 Q2: ₹ 565.49 Lakhs) down by 56.67%

### **Performance Highlights of Q3 to Q3**

- ✓ Revenue ₹ 1859.14 Lakhs (FY 19-20 Q3: ₹ 2455.61 Lakhs) down by 24.29%
- ✓ PAT ₹ 102.74 Lakhs (FY 19-20 Q3: ₹ 335.26 Lakhs) down by 69.35%
- ✓ EBIDTA ₹ 245.03 Lakhs (FY 19-20 Q3: ₹ 612.31 Lakhs) down by 59.98%

### **Performance Highlights of 9M to 9M**

- ✓ Revenue ₹ 6056.94 Lakhs (FY 19-20 9M: ₹ 7224.07 Lakhs) down by 16.16%
- ✓ PAT ₹ 633.77 Lakhs (FY 19-20 9M: ₹ 938.82 Lakhs) down by 32.49%
- ✓ EBIDTA ₹ 1227.00 Lakhs (FY 19-20 9M: ₹ 1738.00 Lakhs) down by 29.40%



## Standalone results for the Quarter and Nine Months Ended 31<sup>st</sup> December 2020.

### Performance Highlights of Q3 to Q2

- ✓ Revenue ₹ 1770.73 Lakhs (FY 20-21 Q2: ₹ 1975.09 Lakhs) down by 10.35%
- ✓ PAT ₹ 100.50 Lakhs (FY 20-21 Q2: ₹ 320.93 Lakhs) down by 68.68%
- ✓ EBIDTA ₹ 241.36 Lakhs (FY 20-21 Q2: ₹ 559.60 Lakhs) down by 56.87%

### Performance Highlights of Q3 to Q3

- ✓ Revenue ₹ 1770.73 Lakhs (FY 19-20 Q3: ₹ 2211.24 Lakhs) down by 19.92%
- ✓ PAT ₹ 100.50 Lakhs (FY 19-20 Q3: ₹ 331.37 Lakhs) down by 69.67%
- ✓ EBIDTA ₹ 241.36 Lakhs (FY 19-20 Q3: ₹ 605.69 Lakhs) down by 60.15%

### Performance Highlights of 9M to 9M

- ✓ Revenue ₹ 5571.87 Lakhs (FY 19-20 9M: ₹ 6473.43 Lakhs) down by 13.93%
- ✓ PAT ₹ 623.88 Lakhs (FY 19-20 9M: ₹ 923.51 Lakhs) down by 32.44%
- ✓ EBIDTA ₹ 1212.44 Lakhs (FY 19-20 9M: ₹ 1715.01 Lakhs) down by 29.30%

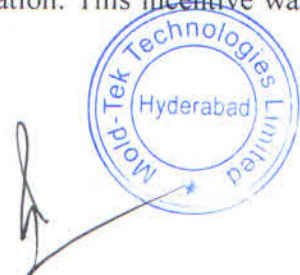
### Company's Q3 FY: 2020-21 Financial results:

The Company achieved revenue of \$2.509 million in Q3 2020-21 compared to \$2.890 million in Q2 2020-21 and \$3.424 million in Q3 2019-20.

The Company achieved revenue of \$8.091 million in 9M 2020-21 compared to \$10.229 million in 9M 2019-20.

### Service Export from India Scheme(SEIS):

As per the DGFT Notification No. 57/2015-20 dated 31st March 2020, for the services rendered w.e.f. 1st April 2020, the decision on continuation of the Service Export from India Scheme(SEIS) will be taken subsequently and notified accordingly. The Company has not accounted any export incentives (estimated at ₹ 1.16 crores) during the Q3 2020-21 and (estimated at ₹ 3.66 crores) during the 9M 2020-21 due to this notification. This incentive was ₹ 1.47 crores in Q3 2019-20 and ₹ 4.29 crores in 9M 2019-20.



### **Future Outlook:**

Due to severe pandemic situation in our major markets USA and Europe, Construction, Automobile and other Engineering activities have come down considerably resulting in reduced revenues.

However starting from January 2021, Company started receiving higher number of RFQs and jobs flow also improved considerably.

The Civil and Structural Engineering team has done well in this Quarter with improved productivity and quality, in spite of the pandemic situations. We retained all the major clients. From the Tier I clients alone we are getting 60% of our revenue. We are getting repeated orders from old clients proving our improved quality and project execution and customer service. In the coming quarters we hope to see revival of business and revenues in the Civil, Structural and Mechanical Engineering Services.

In Mechanical Engineering Services, Automotive and Hi-Tech engineering market started turning around from December 2020 onwards. We are already working on major automotive project from European region, which may improve our revenues in the coming months. We have strong sales funnel for next 2 quarters to make sure stronger growth in FY 2021-2022 in Automotive and Hi-Tech engineering verticals. New clients and high volume projects which are being quoted may result in strong growth in the coming quarters.

For Mold-Tek Technologies Limited



J. Lakshmana Rao  
(Chairman & Managing Director)

