

Dated: 14.08.2019

To,

The Manager – Listing National Stock Exchange of India Ltd. Exchange Plaza, BandraKurla Complex Bandra East Mumbai – 400051 Symbol – SALASAR	The Secretary Corporate Relationship Dept. BSE Limited P.J.Tower, Dalal Street, Mumbai – 400001 Scrip Code: 540642
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Sub : - Investor Presentation

Dear Sir/Madam

Please find attached herewith Investor Presentation of the Company w.r.t. Financial Results of the Company for quarter ended and year ended 30th June, 2019, for your record and further dissemination.

Kindly take the same on record.

Thanking You,

Yours Sincerely

For Salasar Techno Engineering Limited



Pramod Kumar Kala
(Chief Financial Officer)

SALASAR TECHNO ENGINEERING LTD.

Works : Unit-I : Khasra No. 265, 281-283, Vill.- Parsaun- Dasna, P.O.- Jindal Nagar, Distt. Hapur- 201313 (U.P.)

Ph.: +91 8938802180 / 7351991000 Fax : +91-11-45823834

Unit-II : Khasra No. 1184, 1185, Vill.- Khera, P.O. Pilkhuwa, Tehsil- Dhaulana, Distt- Hapur-245304 (U.P.) Ph. : +91 8938802184

Unit-III : Khasra No. 686/6 Vill.- Khera, P.O. Pilkhuwa, Tehsil- Dhaulana, Distt- Hapur-245304 (U.P.)

Office : KL - 46, Kavi Nagar, Ghazlabad-201002 (U.P.) Ph.: +91 120 - 6546670, Fax : 91- 11 - 45823834

CIN No. L23201DL2001PLC174076 E-mail : towers@salasartechno.com Website : www.salasartechno.com

An ISO 9001:2015, 14001:2015 & 18001:2007 CERTIFIED COMPANY

Regd Office : E - 20, South Extension - 1, New Delhi - 110049

Salasar Techno Engineering Limited

Investor Presentation
Q1 & FY20





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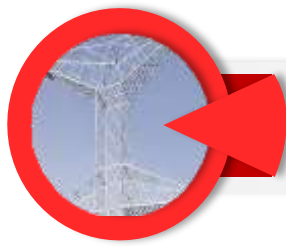
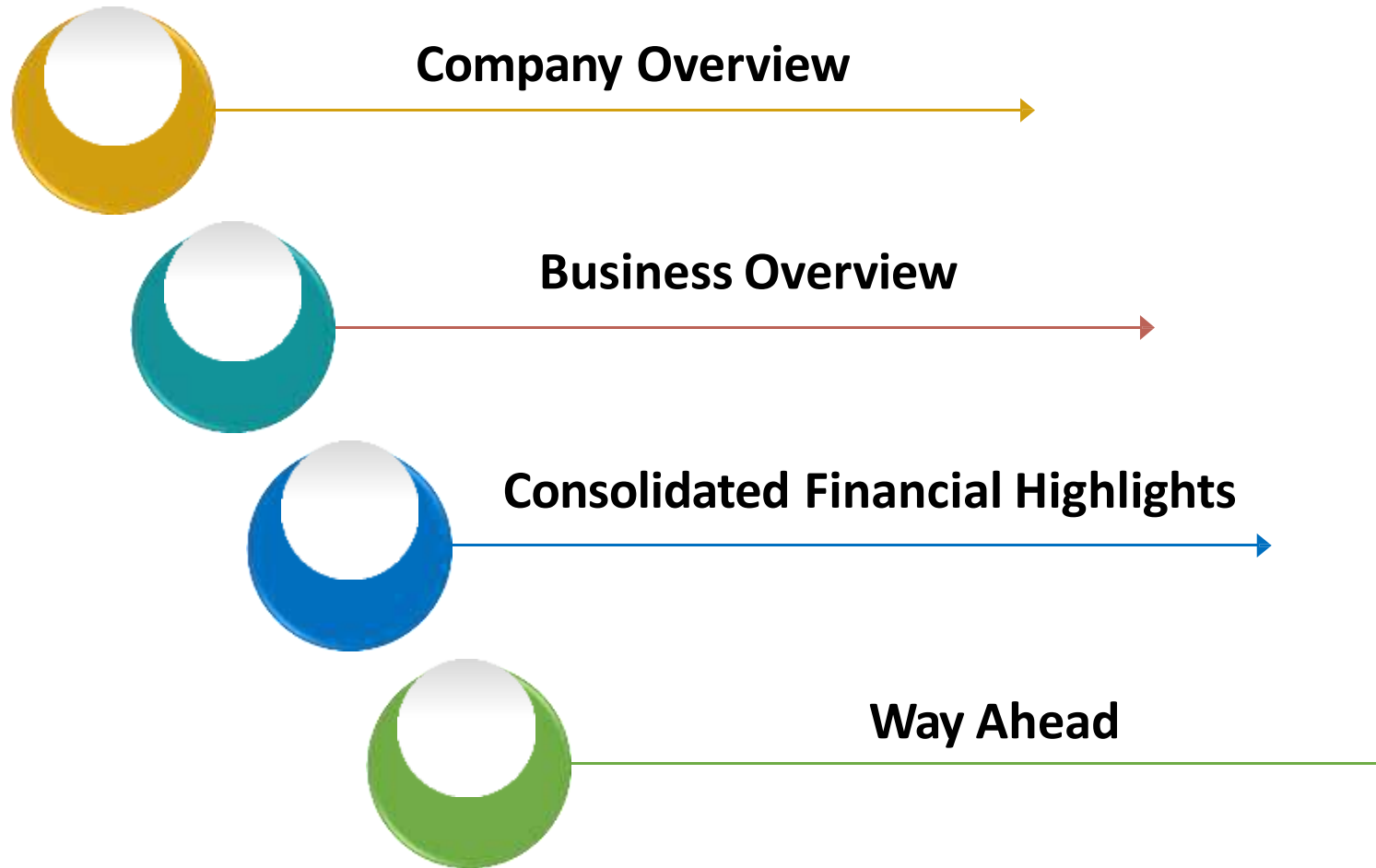


Table of Contents





Company Overview





About Us



Among Leading Manufacturers & Fabricators of Steel Structures in India

Provider of Customized Infrastructure Solutions

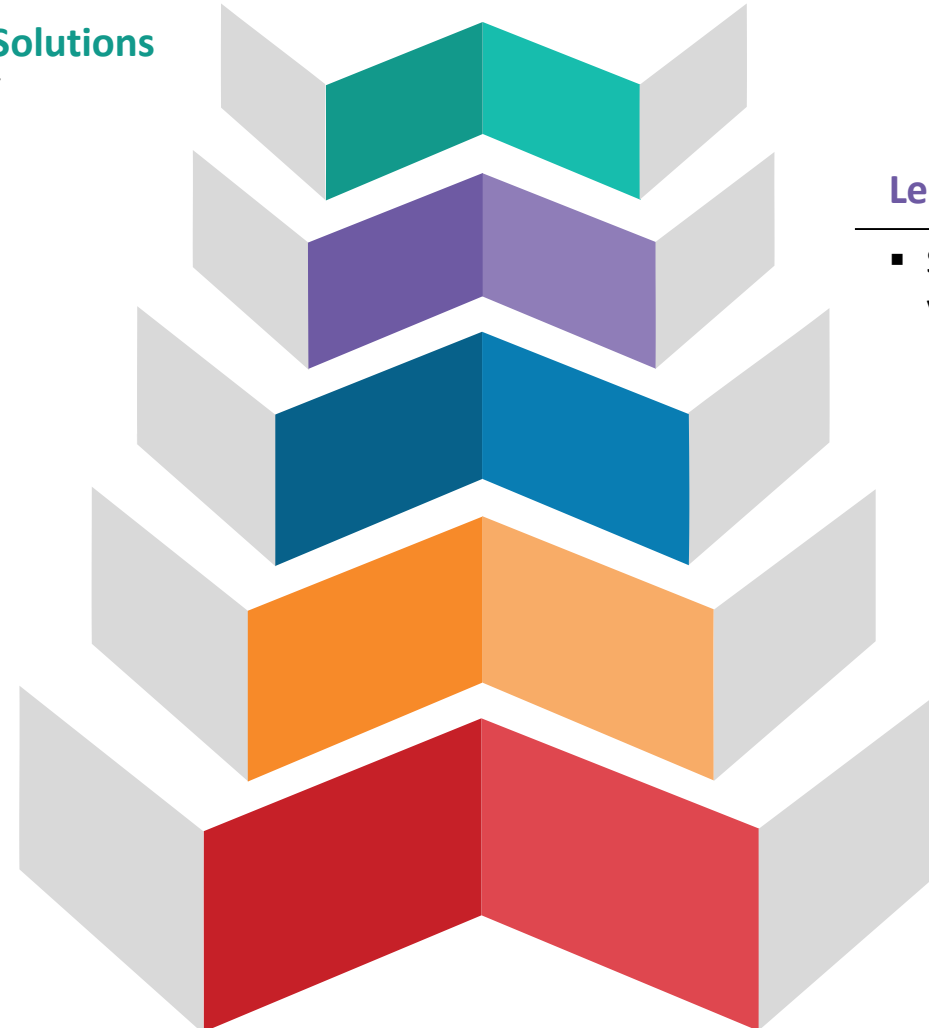
- Manufacturing and fabrication of steel structures for Telecom Towers, Transmission Towers, Substations Structures and Solar Module Mounting Structures

Diversified Product Portfolio

- Camouflaged Towers Solution
- Cold Formed Structures
- Products for Indian Railways
- Cell on Wheels, etc.

State of art Manufacturing Facility

- 1,00,000 MT installed capacity of Steel Galvanizing equipped with latest technology



Leading Manufacturer of Telecom Towers

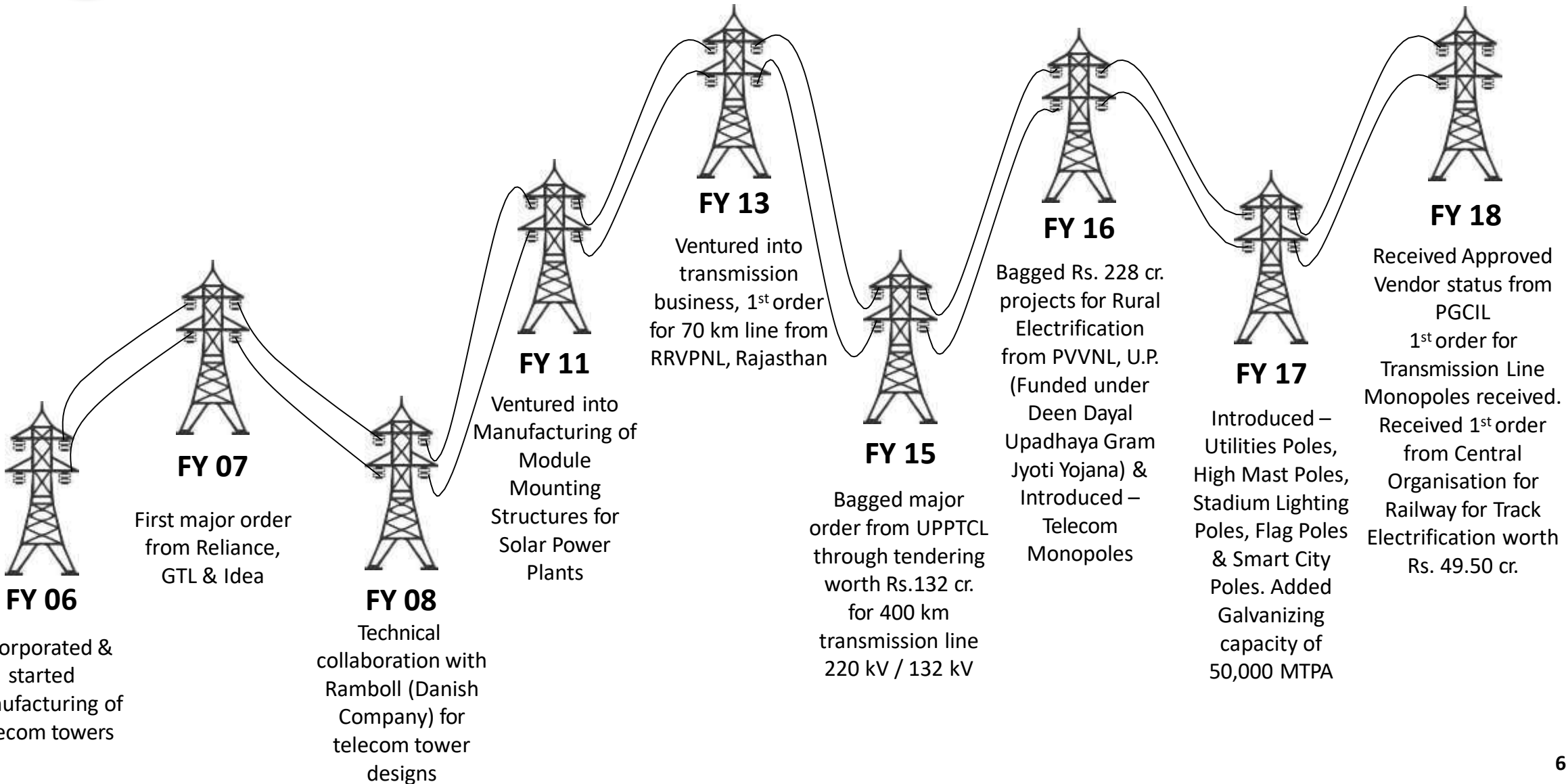
- Supplied more than 25,000 towers of various designs since inception

Technical Tie-Up

- Technical tie-up with Ramboll - leading Danish Company for structural designs



Timeline





Management Team



Mr. Alok Kumar
Chairman & Managing Director

- B.Sc. from Punjab University
- Over 40 years of experience in trading, manufacturing and fabrication of iron & steel products
- Responsible for purchases & finance



Mr. Shashank Agarwal
Joint Managing Director

- B.E. (Mech.) from MIT, Manipal
- Responsible for operations, sales & marketing of telecom towers & solar mounting structures



Mr. Shalabh Agarwal
Director

- B. Tech from MIT, Manipal
- Over 18 years of experience in sugar industry and trading, manufacturing and fabrication of iron & steel products



Ms. Tripti Gupta
Director

- MBA in Finance & Marketing from Institute of Management Technology, Nagpur
- Over 5 years of experience in strategic Mgmt, business development, policy making & other corporate matters
- Responsible for corporate planning & HR



Mr. Pramod Kumar Kala
Chief Finance Officer

- Member of Institute of Chartered Accountants of India
- More than 23 years of experience in Finance, Banking, Accounts & Taxation and Commercial operations

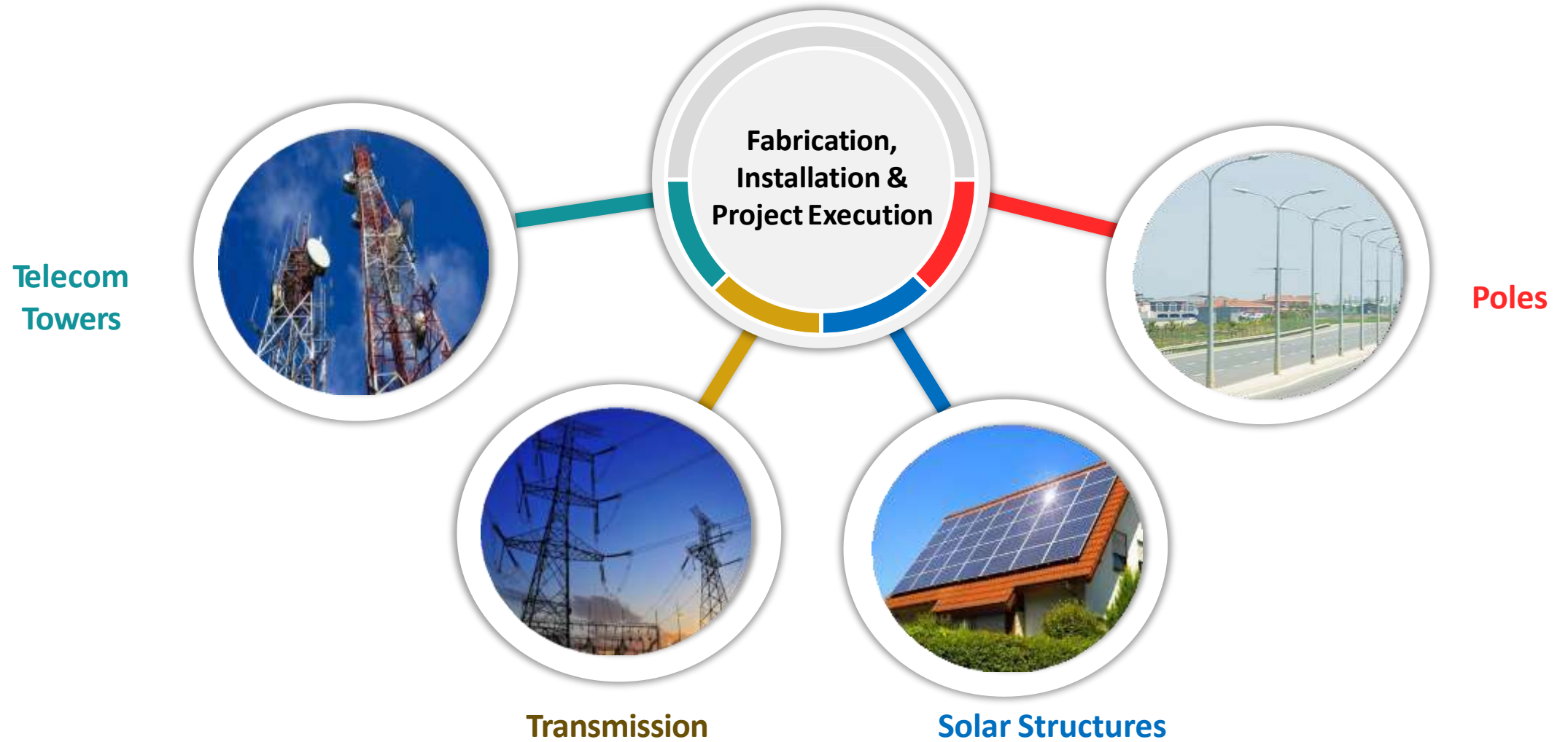


Business Overview





Business Verticals





Product Portfolio

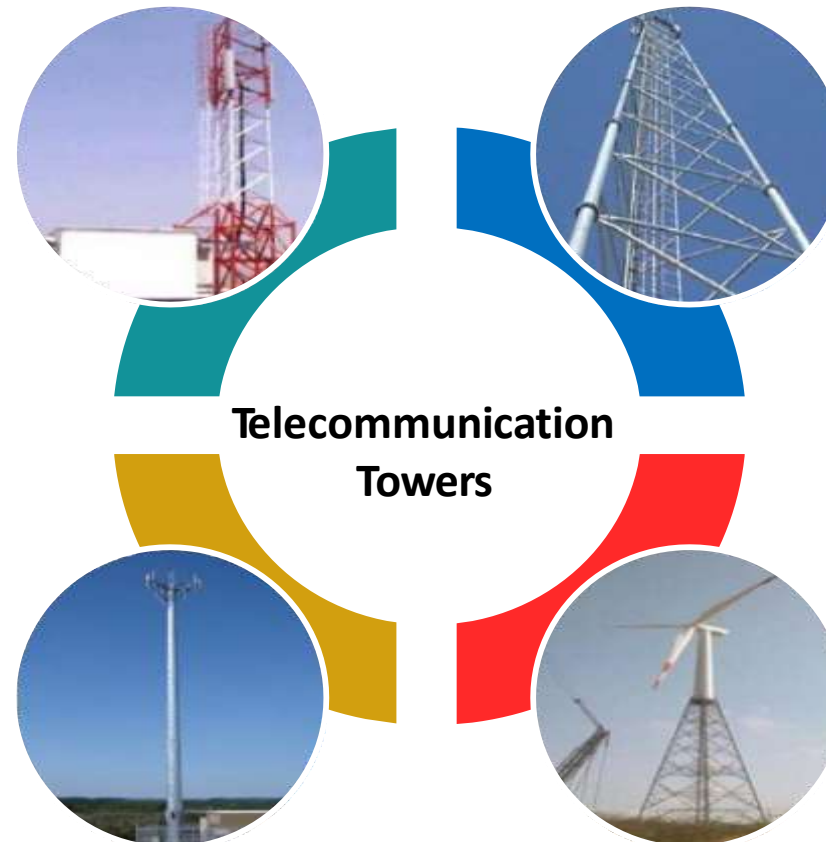
- **Customized Galvanized and Non-galvanized steel structures**
 - ✓ Process of applying protective zinc coating to steel or iron, to prevent rusting
 - ✓ Forms zinc coating - serves as sacrificial anode and protects base metal from corroding

Angular

- Preferred for small towers with relatively light loads, mainly because of wide range of sizes, simple connections and low manufacturing cost

Monopoles

- Designed tapered single-pole tubular section
- Least intrusive – popular tower types in wireless communication



Tubular

- Made of bolted angles, especially used when stresses are low enough to allow relatively simple connections
- Lighter than angular towers because of reduced wind load on circular sections

Hybrid

- Built for large sites - requires independence from grid - employ independent source of energy



Product Portfolio contd...

Transmission Towers and Substation Structures

- Tall structure usually steel lattice used to support overhead power line
- Used in high-voltage AC and DC systems, and available in wide variety of shapes and sizes



Solar Module Mounting Structures

- Used to fix solar panels on surfaces like roofs, building facades or ground



Feeder Segregation and Rural Electrification

- Carrying out separation of high feeder for agricultural and non-agricultural consumers



Lighting Poles for Smart Cities

- Steel Structure to provide light on edge of road or walk way to provide visibility in darkness



Product Portfolio



Smart Poles

- Used in places where aesthetic requirements are high
- Practical substitute - combination of Telecom Poles, Wi-Fi, Smart Lighting, Local Area Monitoring and environmental census
- Designed as per requirement arising of local conditions





Key Strengths



State of Art Infrastructure

- State of art infrastructure facility for galvanizing steel structures
- Capability to ramp up operations in minimum time with existing facilities

Partnership with Ramboll

- Tie up with Ramboll for technical expertise in Structural Design of Tubular Telecom Towers
- Market leader in innovative design & supply of tower solutions

Requisite Qualifications

- Qualified to bid for Rural Electrification projects
- Qualified by CORE (Central Organization for Railway Track Electrification)

Customer Centric

- Experienced team to work in any terrain and weather thereby attaining highest level of customer satisfaction



Strong Financial Capabilities

- Improving EBITDA Margins
- Strong return ratios

Operational Excellence

- Best quality raw material procurement in line with stringent industry standards
- Continually updated equipment that serve wide variety of manufacturing needs

On time Delivery

- Capable to service and provide solutions within stipulated time frame
- Provides on time delivery of products to clients



State of art Manufacturing Facilities



Location

- Unit-I, Khasra No. 265, 281 & 283, Parsaun, Jindal Nagar, Dasna, Hapur-201313, Uttar Pradesh (UP)
- Unit-II, Khasra No. 1184, 1185, Khera, Pilkhuwa, Hapur-245304. Uttar Pradesh (UP)
- Unit-III, Khasra No. 686/6, Khera, Pilkhuwa, Hapur-245304, Uttar Pradesh (UP)

Other Specifications

- Three state of art manufacturing units
- Approximately 1,30,000 square yards area in heart of National Capital Region's industrial hub
- Heavy overhead cranes and multiple Hydra equipment for seamless material loading and unloading
- Three fully equipped in-house Galvanizing plants
- Fabrication equipment and installed machinery is regularly upgraded





Awards & Recognitions



- Best Tower Partner award from Indus Towers for 2014-15
- Excellence thru Collaboration award from Indus in 2014
- Best Partners award from Bharti Infratel for 2014-15

- One of Top PAN India Tower Supplier in VIOM and ATC
- **'Gold Award'** in Infra Structures (category: Tower manufacturing)
- Recognised as Indus **"Platinum Partner of the Year 2018 - 19"**





Bouquet of Satisfied Customers

The following logos are displayed in three columns and four rows:

- Column 1:** indus TOWERS, AMERICAN TOWER, Reliance jio, TowerVision™ Infrastructure Lighting, !dea, Bharti Infratel Limited, IRRAWADDY GREEN TOWERS, RELIANCE Communications, IHS Towers of strength, VIDEOCON Experience Change, airtel, HUAWEI
- Column 2:** बी एच ई एल BHEL, KFC INTERNATIONAL LIMITED, NDPL, UPPCL, WELSPUN Data to Connect Welspun Energy Ltd., पावरग्रिड, TATA TATA PROJECTS LIMITED, Sagemcom, ABB
- Column 3:** ENERCON INDIA, ACME Leading Through Innovation, susten By Mahindra, insta power the future of LED lighting, NEXTracker POWER ON, Zamilinfra, viom NETWORKS, JAKSON emPowering People, AREVA, GAR, vikramsolar CRAFTING CLIMATE FOR CHANGE, ISOLUX CORSÁN



**Consolidated
Financial Highlights**





Joint Managing Director's Message



Commenting on this development, **Mr Shashank Agarwal**, Joint Managing Director, **Salasar Techno Engineering Ltd.** Said -

“ We present the quarterly results of M/s Salasar Techno Engineering Ltd for June 2019. Our telecom business contributed 59%, whereas transmission business contributed nearly 35%. All our business segments offer significant headroom for growth and operating leverage as they scale up. Railways electrification continues to remain a key growth segment and will remain a focus area for us.

Though we envisaged good growth from telecom sector due to 5G expansion and strengthening of 4G network but some how it has not actually turned into numbers this quarter as was expected due to large level of consolidation in telecom industry and partially due to general election in the country. The second quarter also seems to be almost flat mainly because of prevailing weather conditions in significant part of the country and expansion work by telecom companies has not been able to take off due to flooding of large areas of land across the Country.

Overall industry scenario is passing through a dull phase due to feeling of overall slow down.”

I would like to thank entire team of Salasar Techno Engineering for their untiring efforts.



Key Financial Highlights – Q1 FY20

Rs. 163.51 Cr

Revenue from Operations

Rs. 16.72 Cr

EBITDA

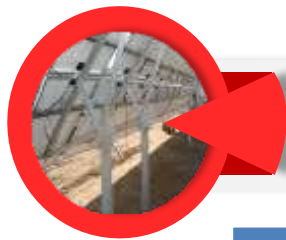
10.23%

EBITDA Margin

Rs. 7.15 Cr

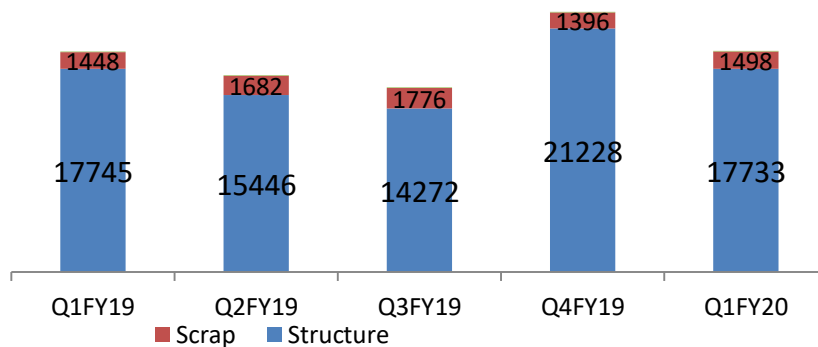
PAT



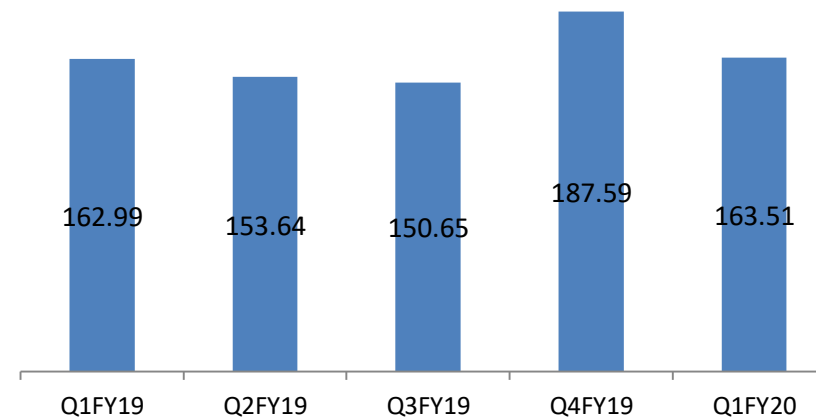


Key Financial Highlights - Quarterly

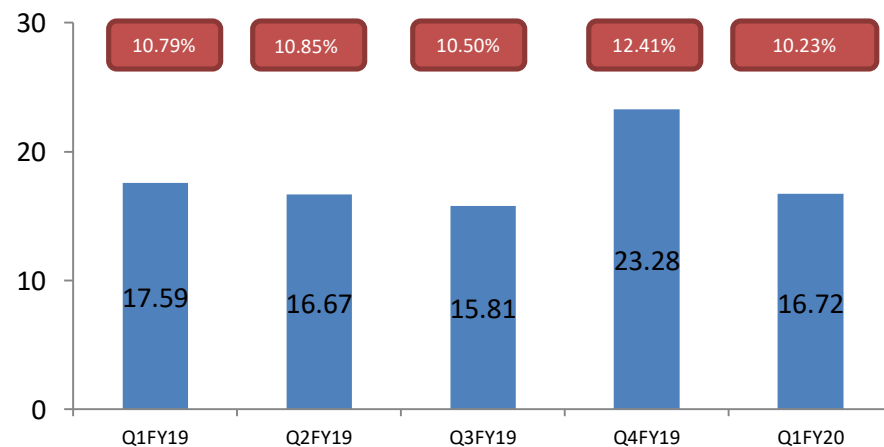
Dispatch Volumes (MT)



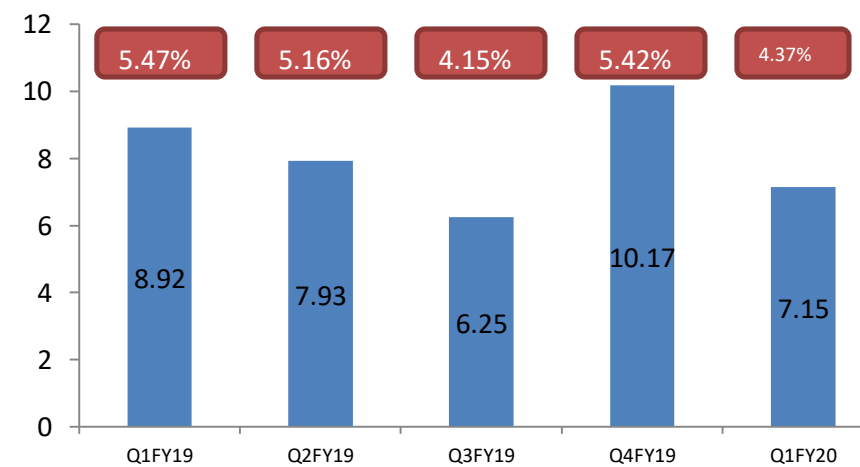
Revenue from Operations (Rs. Crs)



EBITDA (Rs. Crs) / Margin (%)



PAT (Rs. Crs) / Margin (%)





Q4 FY19 Financial Highlights

Particulars (Rs. Cr.)	Q1 FY20	Q1 FY19	Q4 FY19
Income from Operation	163.51	162.99	187.59
Excise Duty	0.00	0.00	0.00
Revenue from Operations	163.51	162.99	187.59
Cost of Material Consumed	142.31	138.50	142.95
Purchase of Traded goods	0.00	0.00	0.00
Changes in Inventories	-10.64	-5.33	4.33
Raw Material Expenses	131.67	133.17	147.28
Employee Expenses	7.21	6.34	8.28
Other Expenses	7.91	5.89	8.75
Total Expenditure	146.79	145.40	164.31
EBITDA	16.72	17.59	23.28
EBITDA Margin	10.23%	10.79%	12.41%
Other Income	0.25	0.22	0.13
Depreciation	1.20	1.08	1.19
Interest / Finance Cost	4.57	3.03	5.12
Exceptional Item (Gain) / Loss	0.00	0.00	0.00
PBT	11.20	13.70	17.10
Tax	4.05	4.78	6.93
PAT	7.15	8.92	10.17
PAT Margin	4.37%	5.47%	5.42%
EPS	5.38	6.71	7.66



Way Ahead





Industry Opportunities

-
- Strong growth expected in telecom infrastructure industry - new technologies, 4G & expansion in rural areas to boost this growth
 - Governments initiatives to electrify rural areas and build smart cities thereby increasing demand for Smart Poles
 - Around 70 per cent of towers in India are owned and operated by tower companies
 - Global galvanized steel market to grow at CAGR of 5.18% during period 2016-2020
 - Asia & Pacific fastest-growing region galvanized steel market – expected 68% market share by 2020 across globe
 - Funding Availability
 - Innovative ways by Government to fund various projects including Smart City and others



Way Ahead

Utilization of Incremental Capacity and Expanding Product Portfolio

- Fully utilize additional 50,000 MT Galvanizing unit installed in FY18
- Continue to expand product portfolio by upgrading existing and introducing new products to maintain market share and engage new customers
- Continued focus on EPC esp. Power & Railway

Expanding Design & Engineering Capabilities

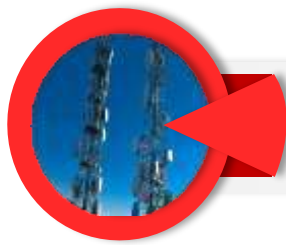
- Invest in design and engineering services to provide additional value to customers
- Emphasis on process, product innovation and value engineering solutions in order to meet requirements of wider range of products

Targeting New Customer Accounts and Expanding Existing Ones

- Customer penetration by targeting new customers and securing larger orders from existing ones
- Develop capabilities so as to be able to enter new markets

Developing Camouflaging Capabilities for Monopoles

- Develop capabilities to provide better camouflage solution for evolving telecom industry
- To meet demands of consumers who prefers small towers



Thank You



For further information, please contact:

Company :

Salasar Techno Engineering Limited

Mr. Pramod Kumar Kala - CFO

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www.salasartechno.com
