



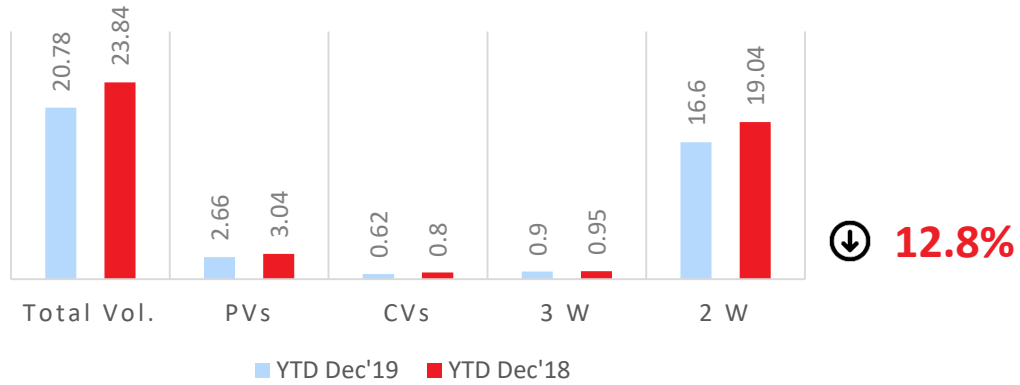
**SANDHAR**  
Growth. Motivation. Better Life

**SANDHAR TECHNOLOGIES LIMITED**  
INVESTORS' PRESENTATION  
Quarter 3 Financial Performance FY 19-20

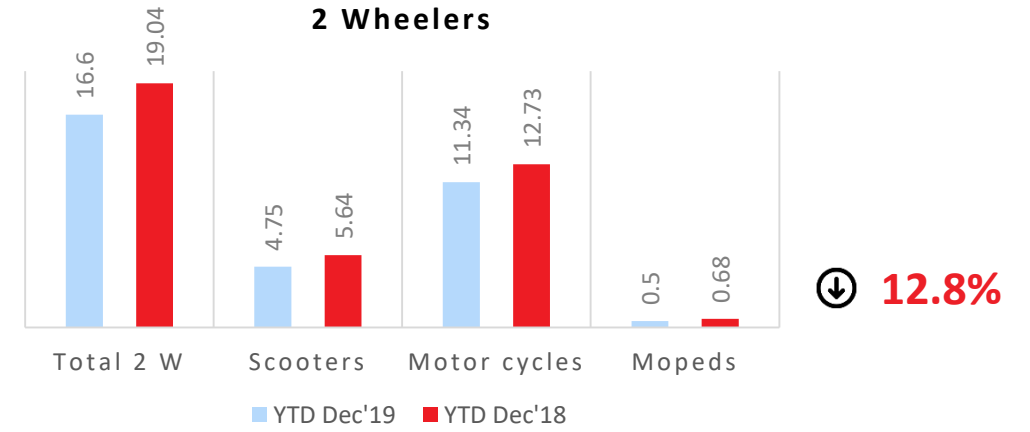
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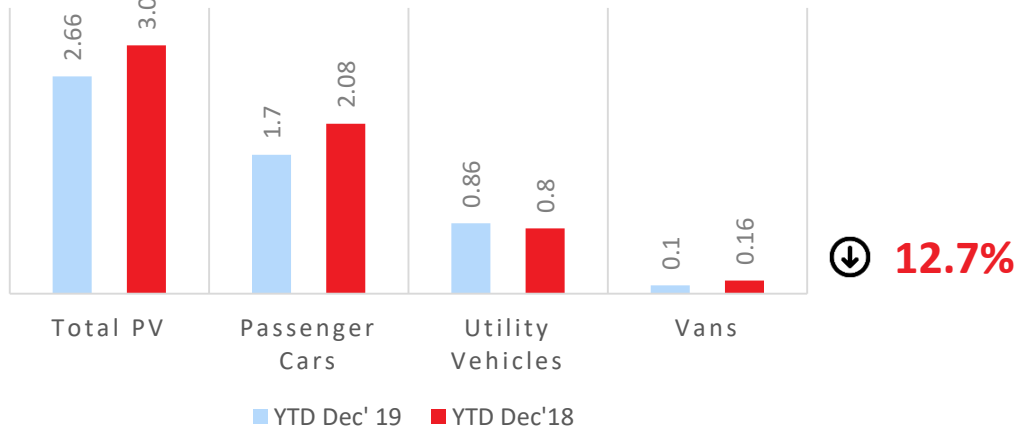
## Indian Auto Sector



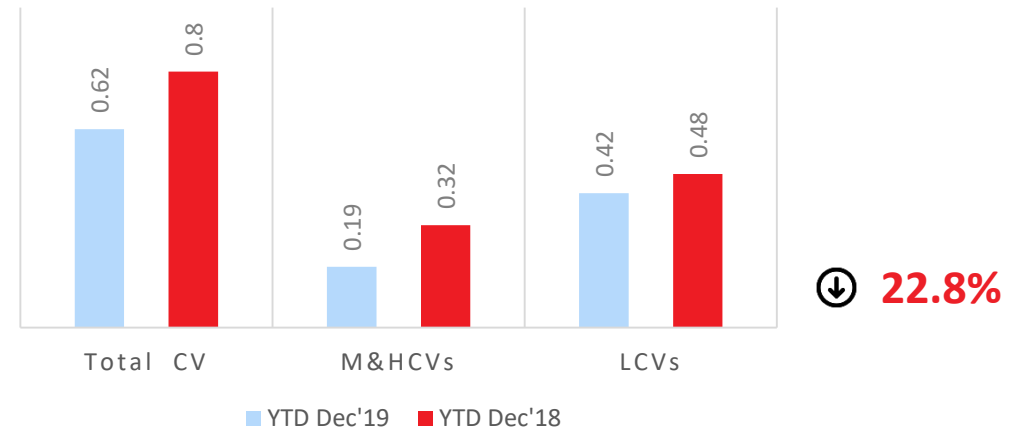
## 2 Wheelers



## Passenger Vehicles



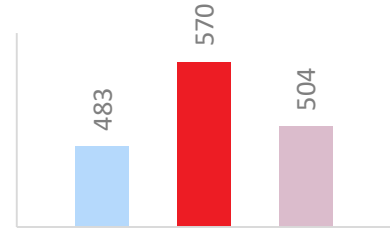
## CVs



# Q3 FY'20 Financial Snapshot (fig. in Rs. Crs)

## Consolidated

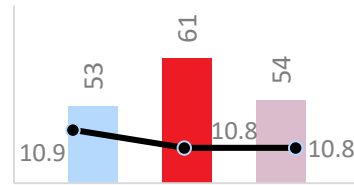
### REVENUE



Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 15.2%**  
GR Vs Q2 **⬇️ 4.2%**

### EBITDA/EBITDA %

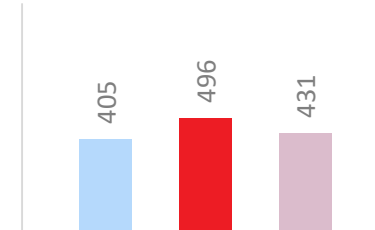


Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 14.5%**  
GR Vs Q2 **⬇️ 3%**

## Standalone

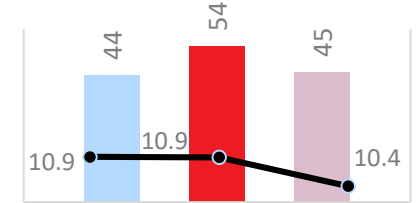
### REVENUE



Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 18.2%**  
GR Vs Q2 **⬇️ 5.9%**

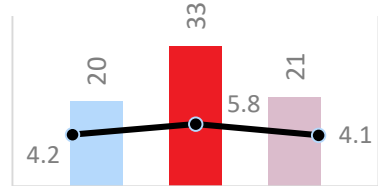
### EBITDA/EBITDA %



Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 18.3%**  
GR Vs Q2 **⬇️ 1.3%**

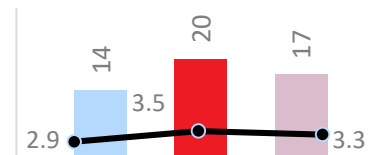
### EBT/EBT %



Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 38.3%**  
GR Vs Q2 **⬇️ 2.0%**

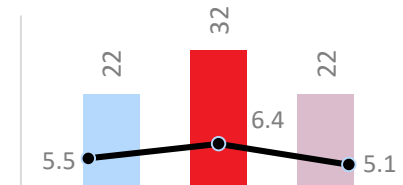
### PAT/PAT%



Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 28.3%**  
GR Vs Q2 **⬇️ 16.2%**

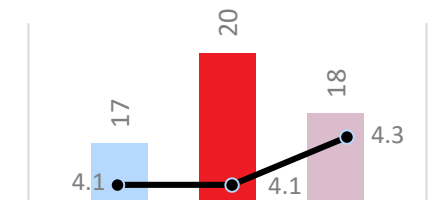
### EBT/EBT%



Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 29.4%**  
GR Vs Q2 **⬆️ 1.6%**

### PAT/PAT%



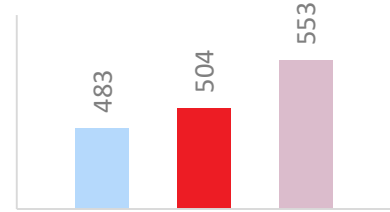
Q3 FY'20 Q3 FY'19 Q2 FY'20

GR Vs LY **⬇️ 19.1%**  
GR Vs Q2 **⬇️ 10.2%**

# Q3 FY'20 Financial Snapshot (Contd.) (fig. in Rs. Crs)

## Consolidated

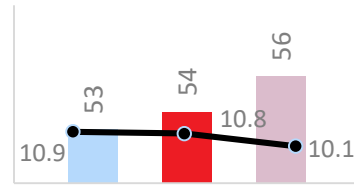
### REVENUE



■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬇️ 4.2%	⬇️ 12.7%

### EBITDA/EBITDA %

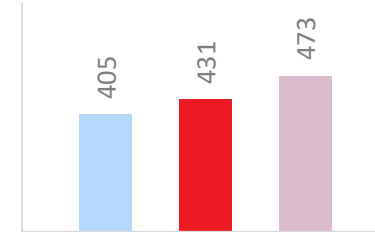


■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬇️ 3.0%	⬇️ 6.1%

## Standalone

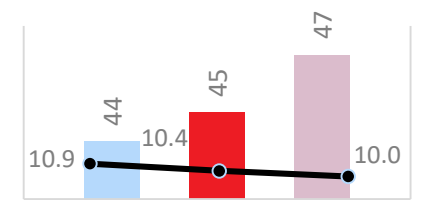
### REVENUE



■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬇️ 5.9%	⬇️ 14.2%

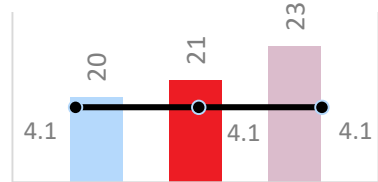
### EBITDA/EBITDA %



■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬇️ 1.3%	⬇️ 6.6%

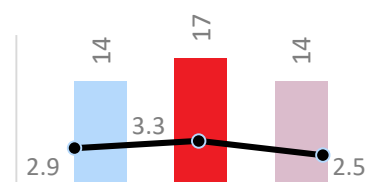
### EBT/EBT %



■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬇️ 2.0%	⬇️ 10.5%

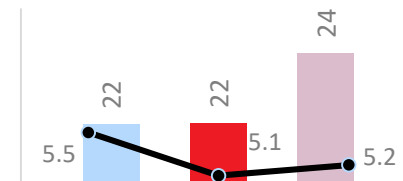
### PAT/PAT%



■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬇️ 16.2%	⬆️ 0.6%

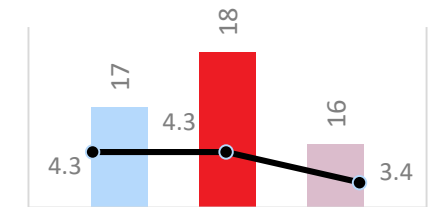
### EBT/EBT%



■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬆️ 1.6%	⬇️ 8.4%

### PAT/PAT%



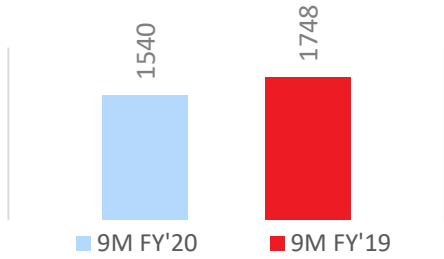
■ Q3 FY'20 ■ Q2 FY'20 ■ Q1 FY'20

GR Vs Q2	GR Vs Q1
⬇️ 10.1%	⬆️ 2.7%

# 9M FY'20 Financial Snapshot (fig. in Rs. Crs)

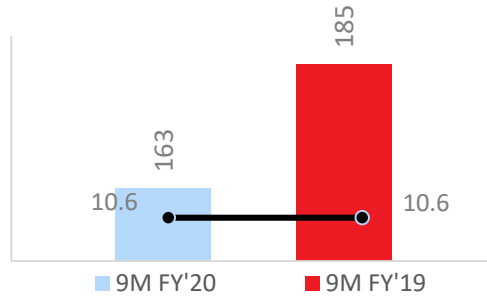
## Consolidated

### REVENUE



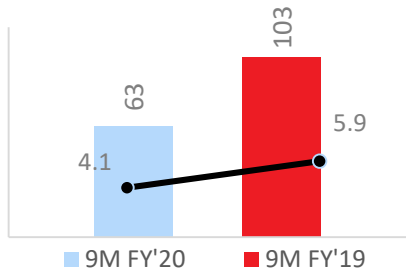
⬇️ **11.9%**

### EBITDA/EBITDA%



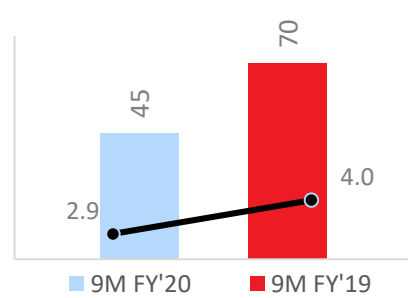
⬇️ **12.1%**

### EBT/EBT%



⬇️ **38.5%**

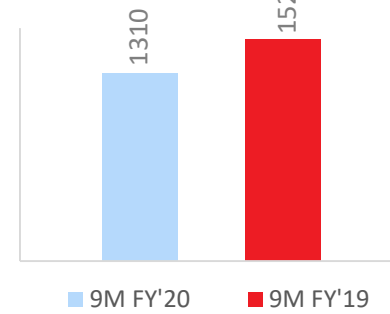
### PAT/PAT%



⬇️ **35.3%**

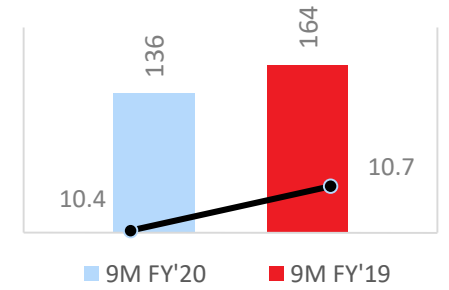
## Standalone

### REVENUE



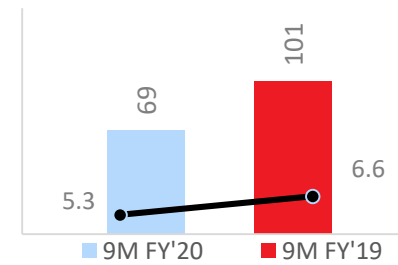
⬇️ **14.3%**

### EBITDA/EBITDA%



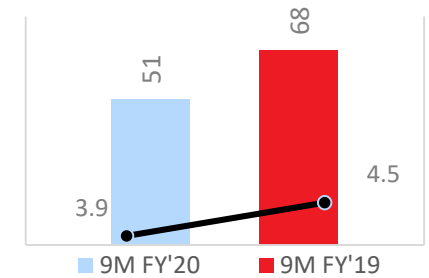
⬇️ **17.1%**

### EBT/EBT%



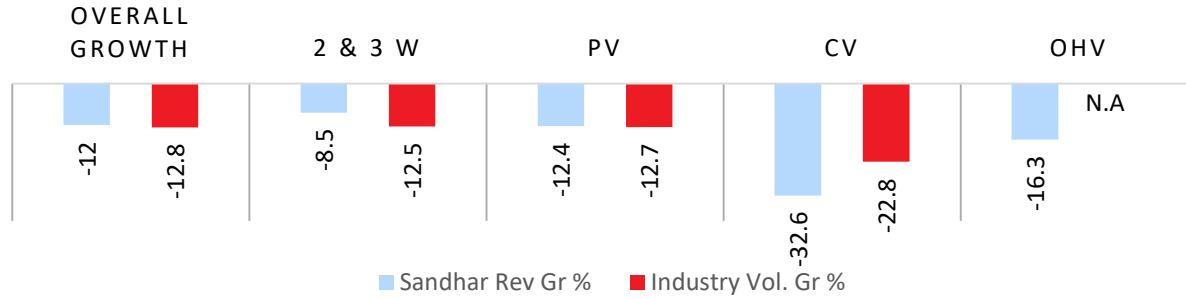
⬇️ **31.9%**

### PAT/PAT%

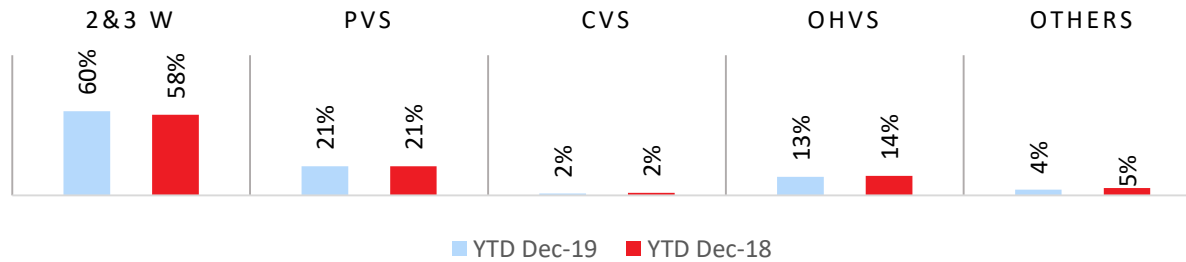


⬇️ **25.1%**

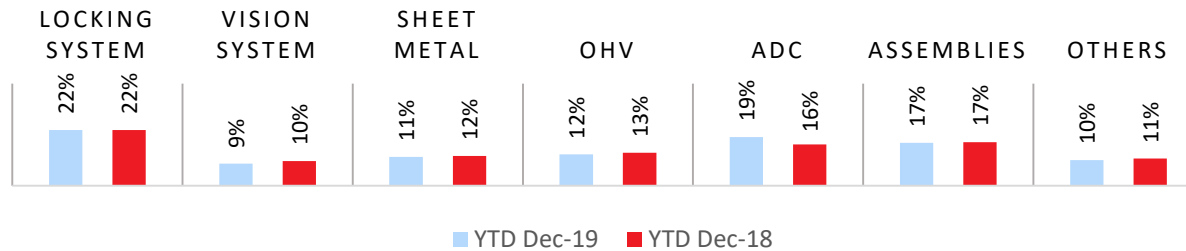
# Sandhar Vs Industry



## Segment wise Revenue



## Product wise Revenue

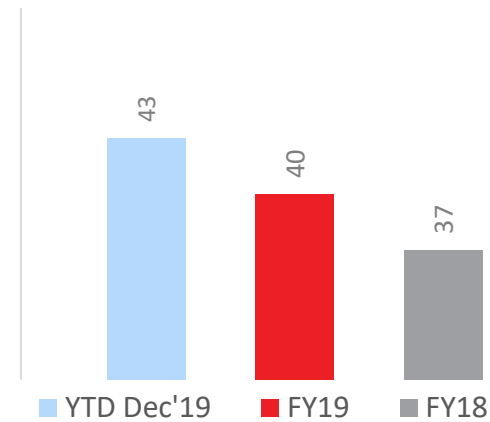


Customers	OEM Gr%	STL Gr %
Hero	-16.0%	-14.1%
TVS	-13.0%	-0.7%
HONDA	-36.1%	-40.1%
JCB	NA	-11.3%
BOSCH	NA	-8.6%
ROYAL ENFIELD	-15.4%	4.8%
TRW	NA	-2.8%
Autoliv	NA	22.5%
TATA HITACHI Reliable solutions	NA	-20.4%
TATA	-31.0%	-26.5%

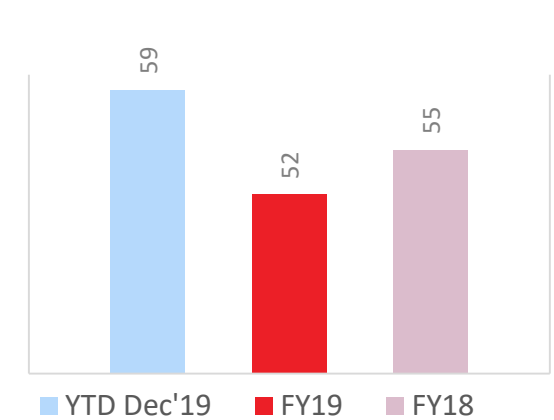
# Balance Sheet (fig in Rs. Crs)

	Consolidated		Standalone	
	Dec' 19	March' 19	Dec' 19	March' 19
<b>Application of Funds</b>				
Net Fixed assets	854.6	780.8	622	617.5
Non-current investments	37.8	30.7	84	67.4
Other non-current assets	11.8	19.3	9.2	17.5
Current assets	467.2	630.7	339.9	477.3
<b>Total Application of Funds</b>	<b>1,371.4</b>	<b>1,461.5</b>	<b>1,055.1</b>	<b>1,179.7</b>
<b>Sources of Funds</b>				
Share capital	60.2	60.2	60.2	60.2
Reserves and surplus	689.7	659.4	689.2	648.5
<b>Shareholders' Funds</b>	<b>749.9</b>	<b>719.6</b>	<b>749.4</b>	<b>708.7</b>
Minority Interest	3.7	3.5	-	-
Long Term Secured Loans	7.2	8.4	0.3	0.6
Other Non-current liabilities	90.3	23.9	19.2	11.7
Short Term Loans	189.9	259.5	37.5	113.2
Current liabilities & Provisions	330.4	446.6	248.8	345.6
<b>Total Sources of Funds</b>	<b>1,371.4</b>	<b>1,461.5</b>	<b>1,055.1</b>	<b>1,179.7</b>

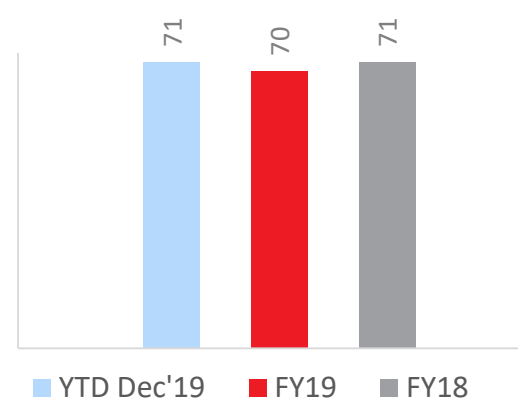
RECEIVABLES COLLECTION PERIOD



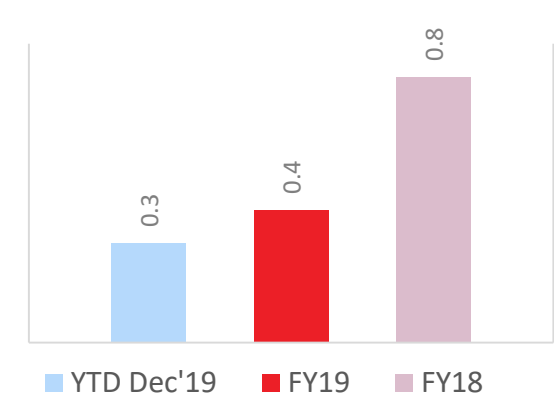
INVENTORY HOLDING PERIOD



CREDITORS HOLDING PERIOD



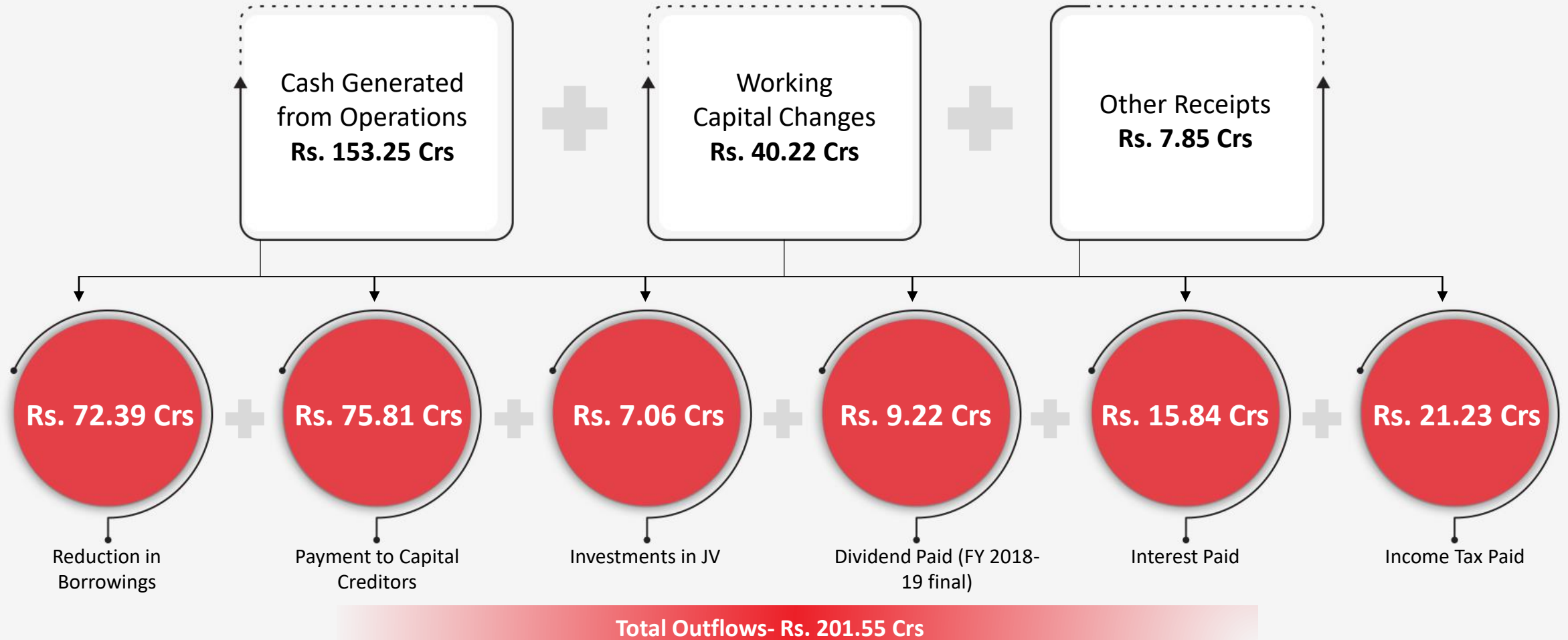
DEBT-EQUITY RATIO



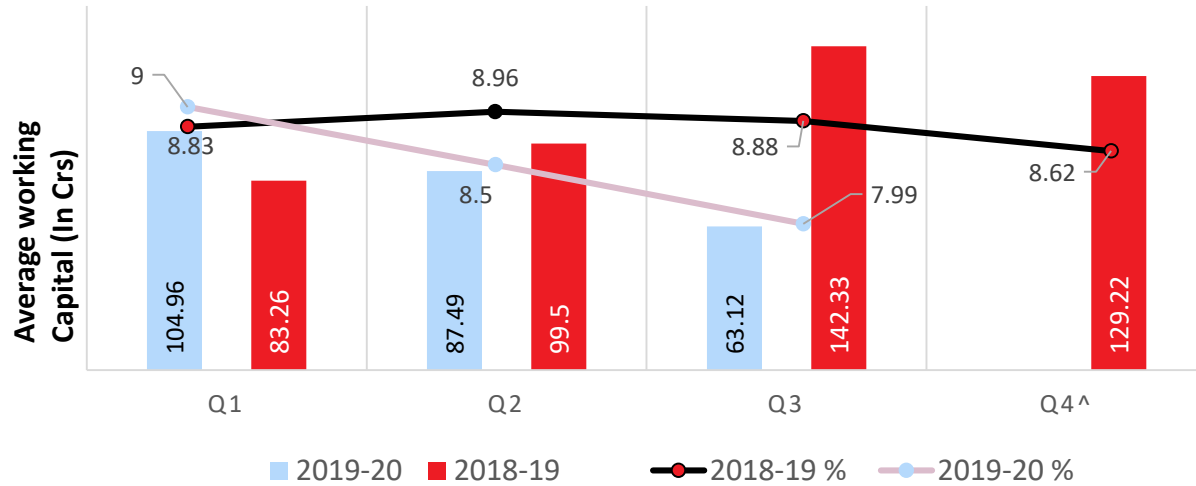
Note: All of the above graphs are on consolidated basis



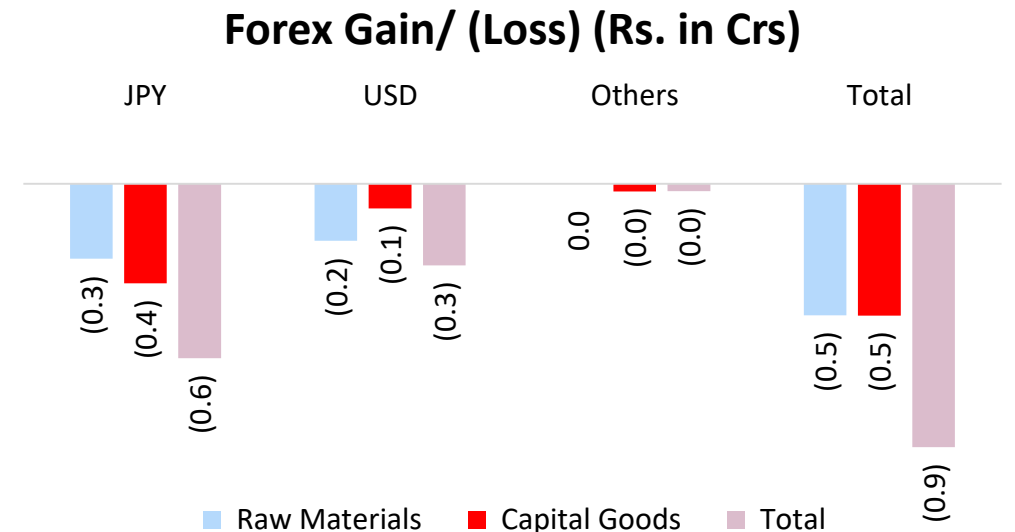
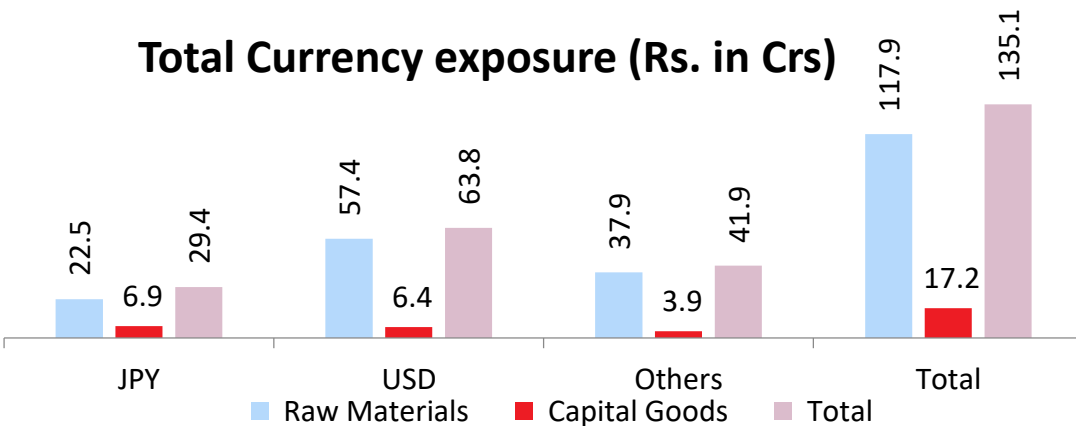
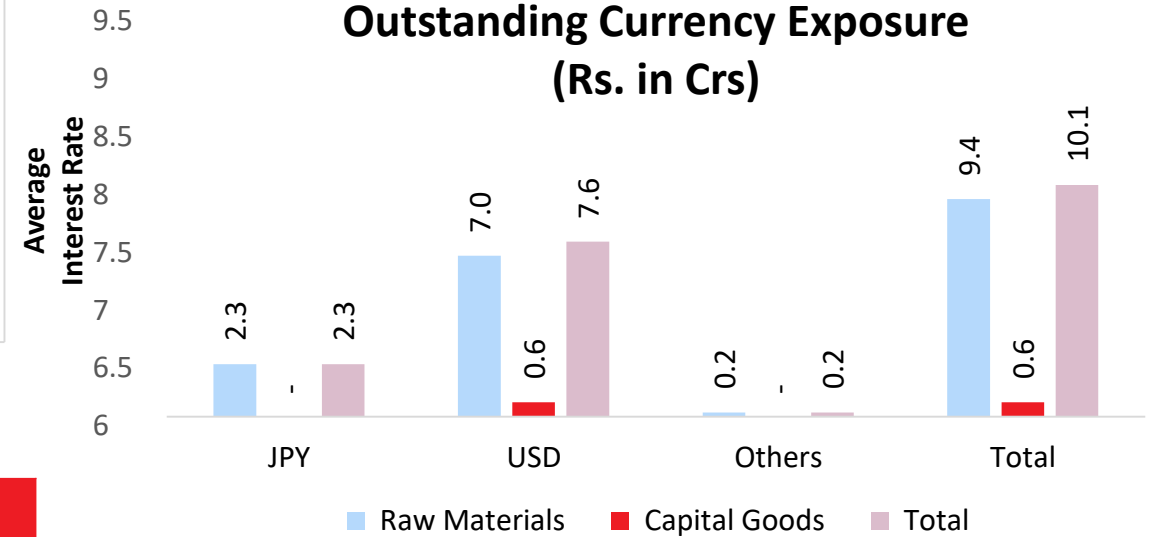
Total Inflows- Rs. 201.32 Crs



# Working Capital Utilization and Forex Exposure

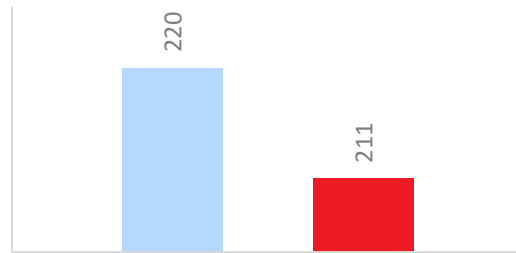


3 M MCLR (YBL)	Q1	Q2	Q3	Q4
FY 2019-20	9.00%	8.50%	7.99%	NA
FY 2018-19	8.83%	8.96%	8.88%	8.62%



# WOS Performance (fig in Rs. Crs)

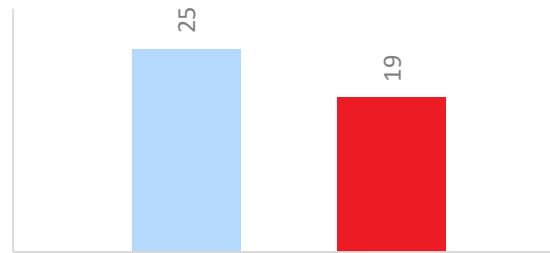
### STB-REVENUE



9M FY'20 9M FY'19

⬆️ **4.3%**

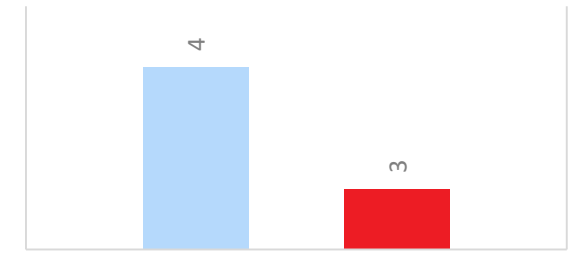
### STB-EBITDA



9M FY'20 9M FY'19

⬆️ **31.6%**

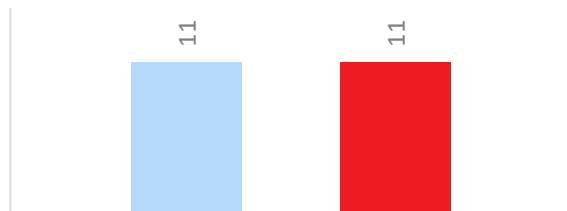
### STB-EBT



9M FY'20 9M FY'19

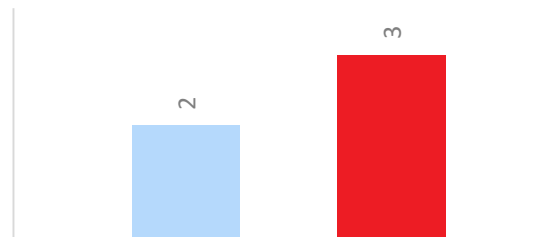
⬆️ **33.3%**

### STPL-REVENUE



9M FY'20 9M FY'19

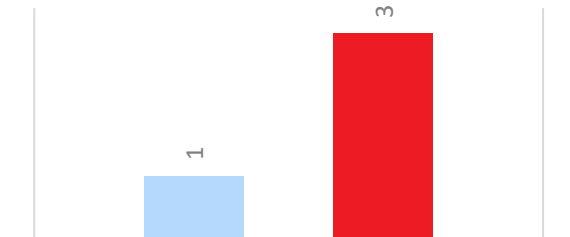
### STPL-EBITDA



9M FY'20 9M FY'19

⬆️ **33.3%**

### STPL-EBT



9M FY'20 9M FY'19

⬆️ **66.7%**

Note: STB figures on consolidated basis

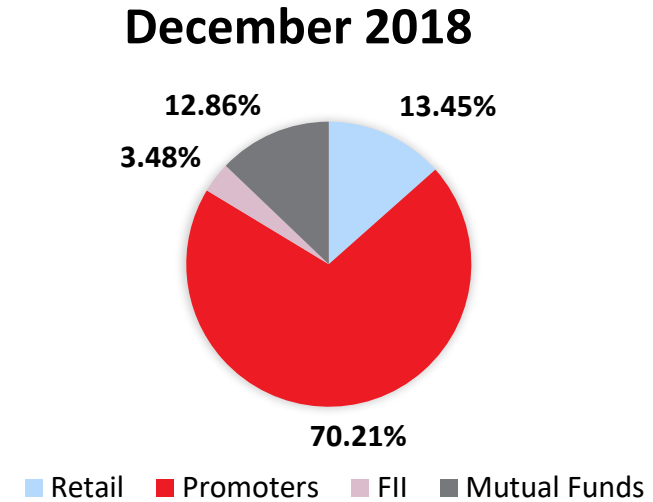
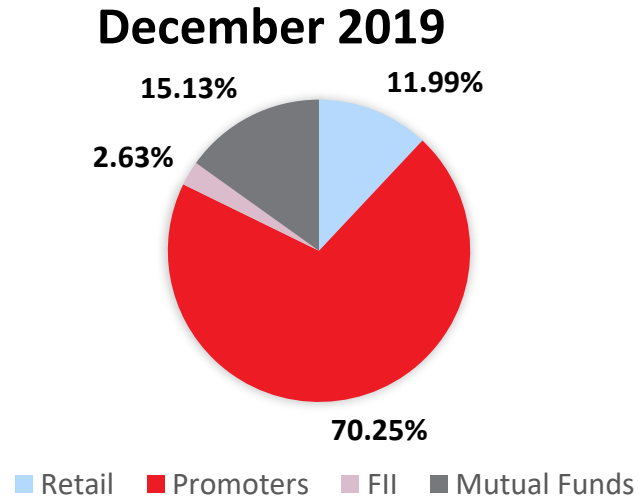
# JV Performance

(fig in Rs. Lakhs)

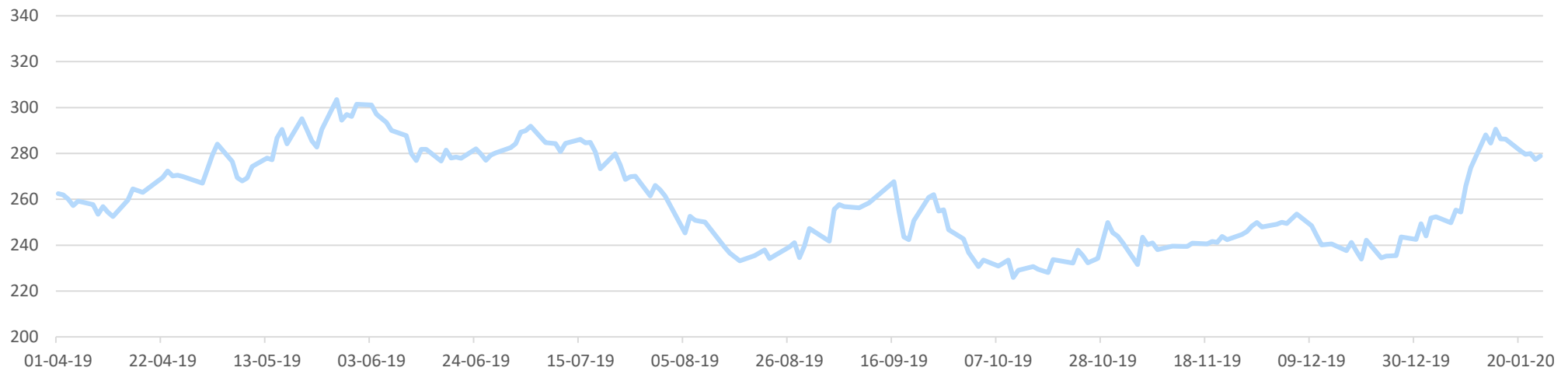
S. No.	Name of Joint Ventures	Product Name	Net Income YTD Dec 2019 (Actual)*	Net Income YTD Dec 2018 (Actual)*	EBITDA YTD Dec 2019 (Actual)*	EBITDA YTD Dec 2018 (Actual)*	PAT YTD Dec 2019 (Actual)*	PAT YTD Dec 2018 (Actual)*	Investment Held by STL as at 31 December 2019	Gross Block including CWIP as at 31 December 2019
1	Indo Toolings	Forging Dies, Jigs & Furnitures	1,308.35	847.23	123.28	71.42	62.03	18.03	308.84	208.13
2	Jinyoung Sandhar Mechatronics Pvt Ltd	AVN Panel, Switch, etc.	1,012.67	752.47	-159.81	(111.92)	(302.07)	(172.89)	900.07	4,093.60
3	Kwangsung Sandhar Technologies	Sunvisor, Cargo Screen, Blackout Tape, Glove Box, Blow molded products, etc.	0.65	-	-7.17	-	(7.17)	-	109.52	636.54
4	Sandhar Amkin Industries	Helmets	400.30	1.33	-297.81	(8.06)	(350.11)	(8.06)	762.00	1,754.03
5	Sandhar Daeshin Auto Systems	Gear Shifter, Parking Brake	-	-	-0.03	(0.38)	(0.03)	(0.38)	1.07	-
6	Sandhar Daewha Automotive Systems	Fuel Pump, Fuel/ Air Filter, Starter Motor, Wiper Blade	69.75	0.53	-80.30	(50.26)	(162.88)	(42.21)	1,482.31	2,346.80
7	Sandhar Ecco Green Energy	Solar Power Plants	4.78	14.63	3.75	(7.63)	2.89	(10.50)	74.43	18.92
8	Sandhar Han Shin Automotive	Antenna Cable, HSD Cable, AVM Cable	-	-	-3.04	-	(3.04)	-	1.00	-
9	Sandhar Han Shin Auto Technologies	-	-	-	-	(2.89)	-	(2.89)	1.00	-
10	Sandhar Han Sung Technologies	Relay's press parts, Electric switch parts, other press parts	891.57	721.69	-75.20	(59.98)	(194.28)	(134.52)	1,218.00	2,599.86
11	Sandhar Whetron Electronics	AVM Cameras, DVR, Blind Spot Detection etc.	16.62	0.36	13.67	(0.98)	6.88	(1.08)	683.07	834.13
12	Winnercom Sandhar Technologies	Shark-Fin Antenna, Micro-Pole Antenna, Glass Antenna, Etc.	-	-	(6.08)	-	(6.08)	-	400.00	351.53
	<b>Total</b>		<b>3,704.70</b>	<b>2,338.25</b>	<b>(488.73)</b>	<b>(170.68)</b>	<b>(953.85)</b>	<b>(354.50)</b>	<b>5,941.32</b>	<b>12,843.54</b>

\*All the above figures represent 50% share in JV

# Shareholding Pattern December 19 vs December 18



## Share Price Movement



# New Business Status



Annual - Rs. 17.40 Crs



Annual - Rs. 71.91 Crs



Annual - Rs. 97.08 Crs

Total:-Annual - Rs. 264.46 Crs\*;  
FY20 (YTD DEC19): Rs. 11.91 Crs  
Act Vs 66.72 Crs Bud.)



Annual - Rs. 27.08 Crs



OHV – Rs. 29.78 Crs



Annual - Rs. 0.82 Crs



Annual - Rs. 19.20 Crs

\* Includes BS-VI related New Business 125.21 Crs

THANK YOU

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