

SANDHAR

Growth. Motivation. Better Life

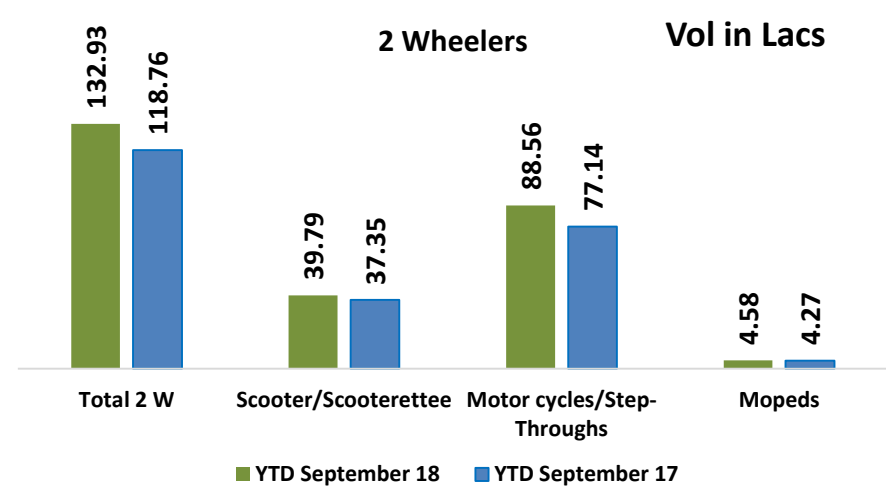
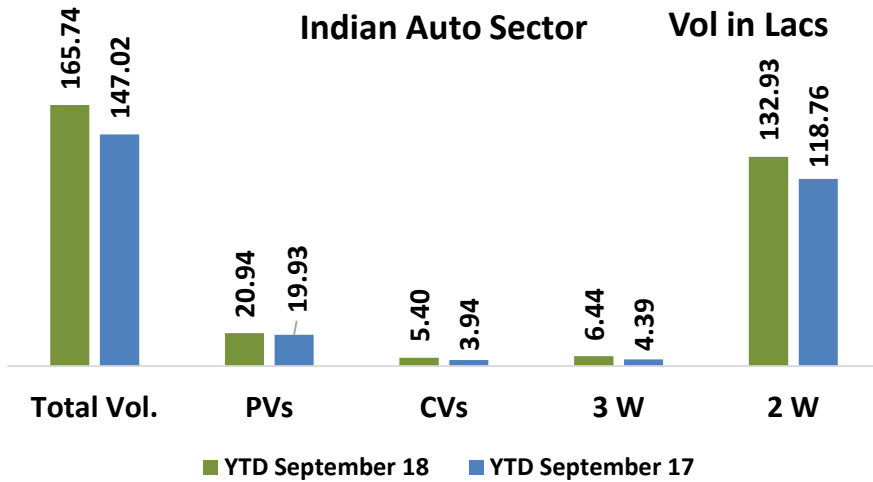
QUARTER II AND HALF YEARLY FINANCIAL REVIEW-FY 2018-19



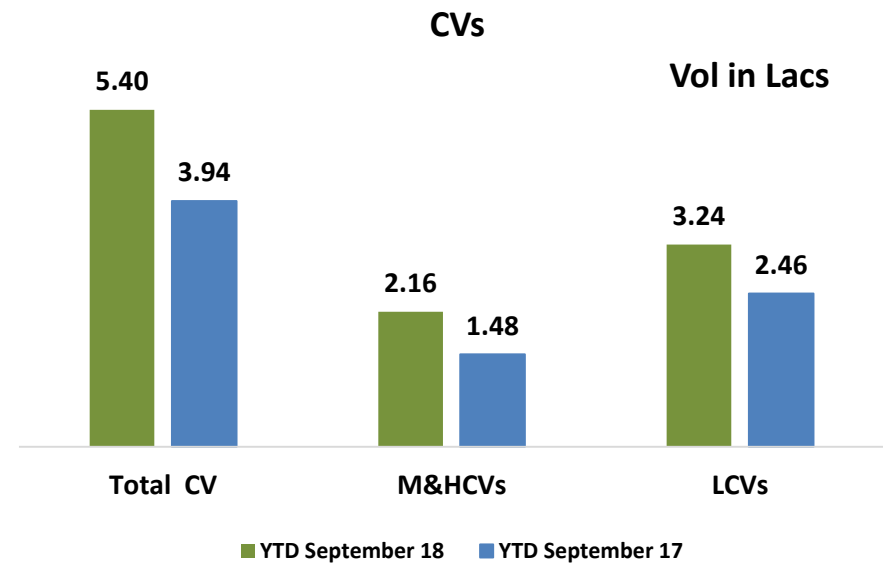
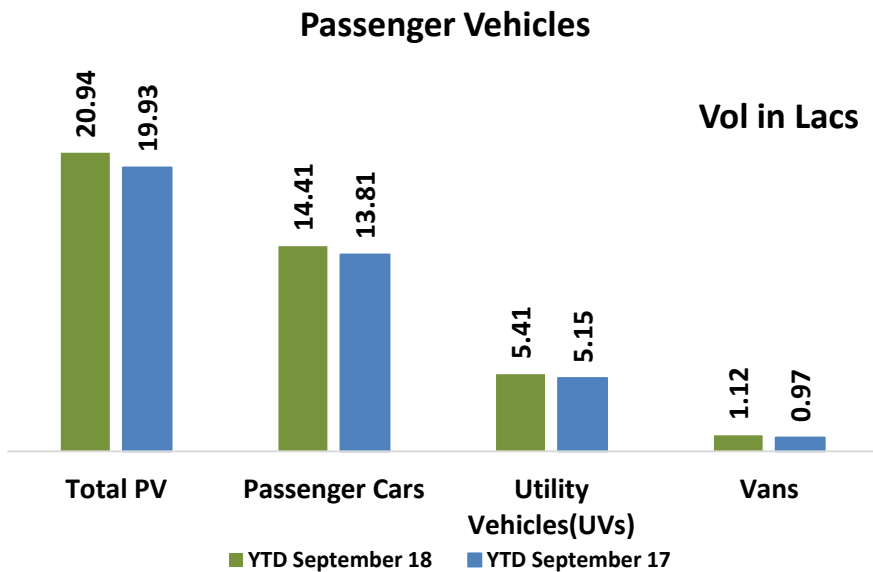
SAFE HARBOR





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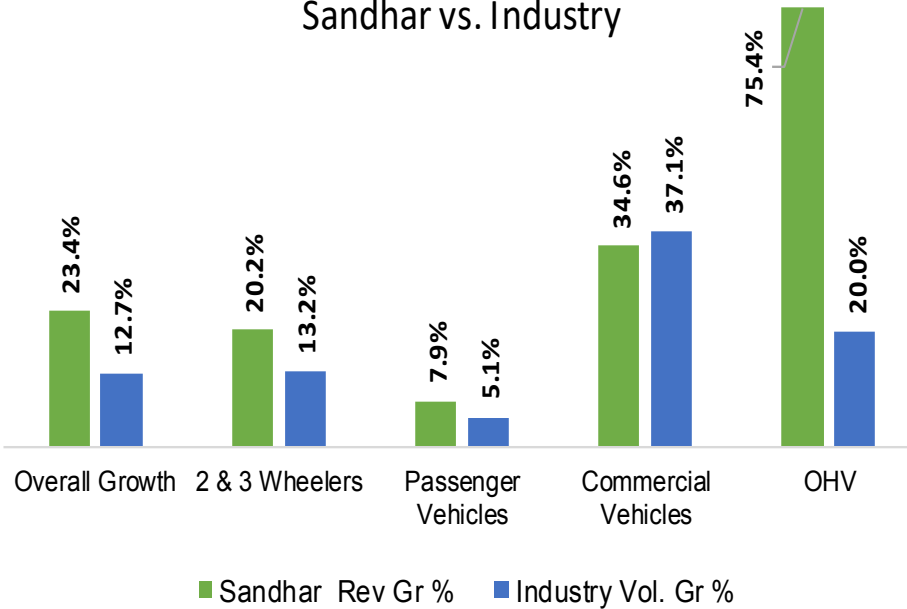
Auto Sector Gr: + 12.7% ; 2-W Gr: 11.9% - Motorcycles : 14.8%, Scooters : 6.5% ; PVs Gr: 5.1% ; CVs : 37.1%



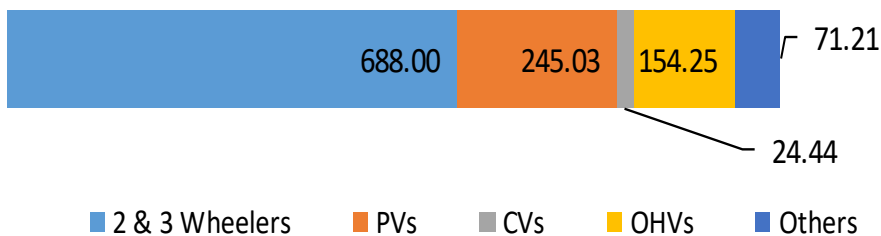
	HI FY'19 (A)	HI FY'19 (B)	HI FY'18 (A)	GR Vs LY %	GR Vs B %
 Total Income	1182.9	1208.3	958.4	↑ 23.4%	● -2.1%
 EBITDA	123.87	132.9	106.8	↑ 16.0%	● -6.8%
EBITDA %	10.47%	11.00%	11.14%		
 EBT	70.06	69.9	51.7	↑ 35.5%	↑ 0.2%
EBT %	5.92%	5.78%	5.39%		
 PAT	48.33	48.5	35.9	↑ 34.6%	● -0.4%
PAT %	4.09%	4.01%	3.75%		

	HI FY'19 (A)	HI FY'19 (B)	HI FY'18 (A)	GR Vs LY %	GR Vs B %
 Total Income	1032.3	1058	831.1	↑ 24.2%	● -2.4%
 EBITDA	109.6	116.3	95.8	↑ 14.4%	● -5.8%
EBITDA %	10.60%	11.00%	11.50%		
 EBT	69.1	67.5	50.4	↑ 37.1%	↑ 2.4%
EBT %	6.70%	6.40%	6.10%		
 PAT	47.65	46.85	34.99	↑ 36.2%	↑ 1.7%
PAT %	4.60%	4.40%	4.20%		

Sandhar vs. Industry



Segmentwise Revenue- Rs. 1182.9 Crs



Custom	OEM Vol (Mn)	STL Rev (Rs in Crs)	OEM Gr %	STL Gr %
Hero	4.2	342.0	9.4%	18.7%
TVS	2.0	253.3	15.3%	22.9%
HONDA	0.1	91.8	3.9%	1.1%
JCB	NA	72.2	NA	163.0%
BOSCH	NA	52.0	NA	8.6%
ROYAL ENFIELD	0.4	48.0	12.6%	18.4%
TRW	NA	42.6	NA	7.8%
Autoliv	NA	25.8	NA	39.5%
TATA HITACHI Reliable solutions	NA	25.1	NA	33.1%
TATA	0.4	16.2	39.6%	33.7%
HONDA	3.5	12.1	5.8%	27.9%

Business Segment*

7



43.2%



15.8 %



11.5 %



12.0 %



13.0 %



4.5 %

Product Categories*

21

Locking Systems



21.8%

Vision Systems



9.9%

Sheet Metal



12.2 %

Cabins & Fabrication



12.1 %

ADC



15.5%

Customers*



29%



22%



7%



6.2%



4.4%



4.1%



3.6%

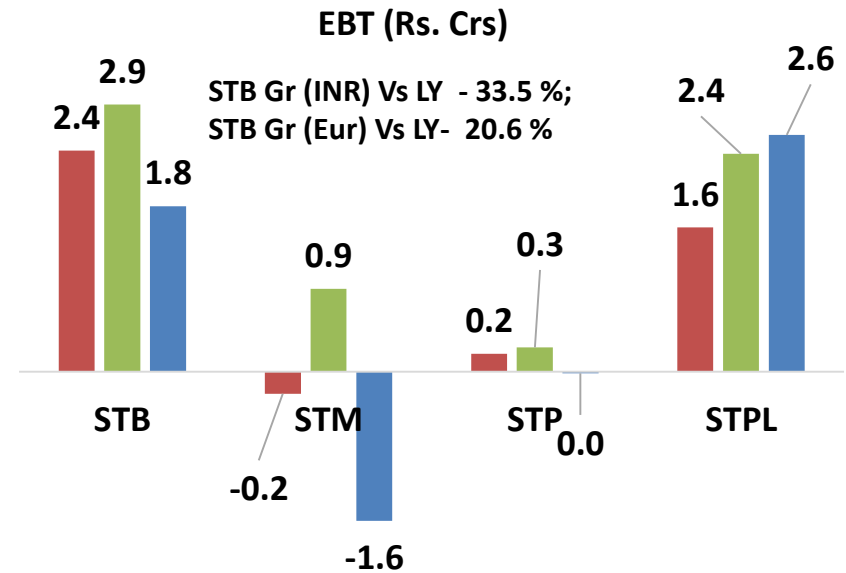
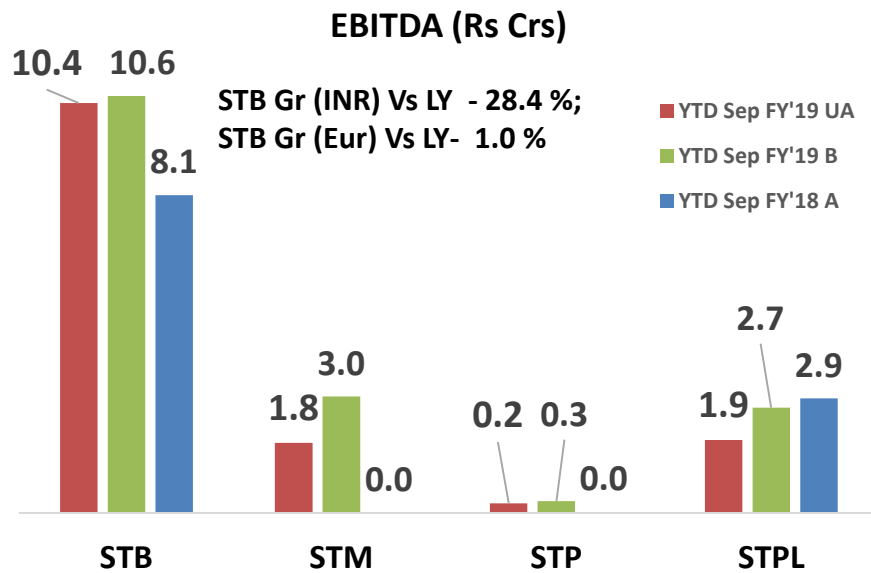
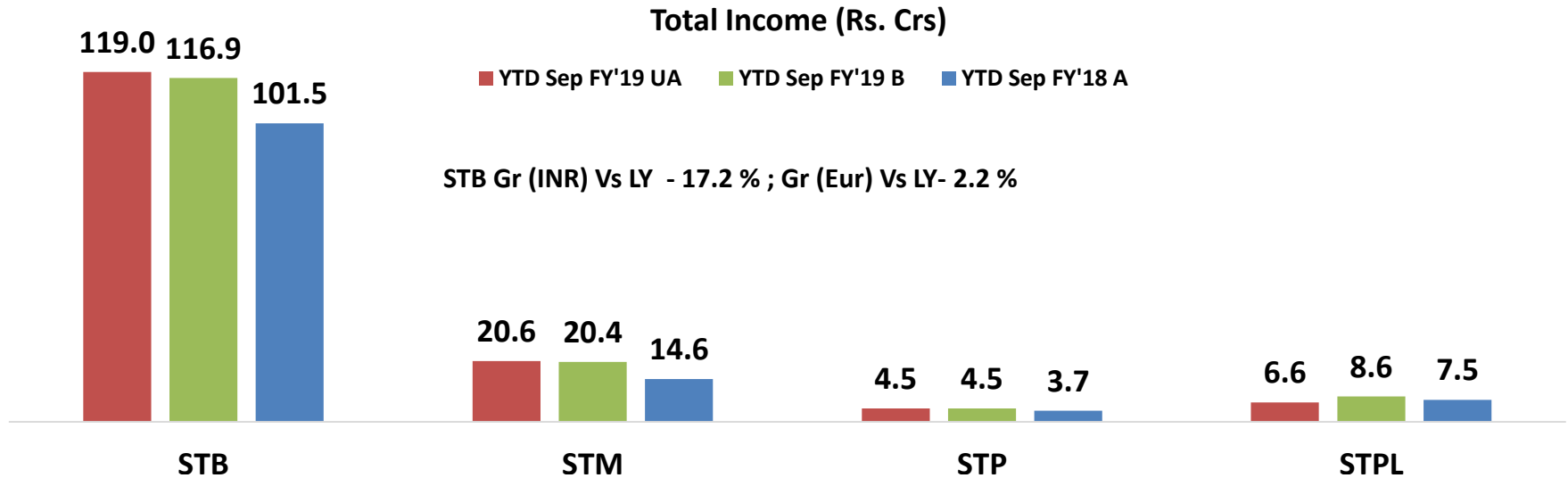


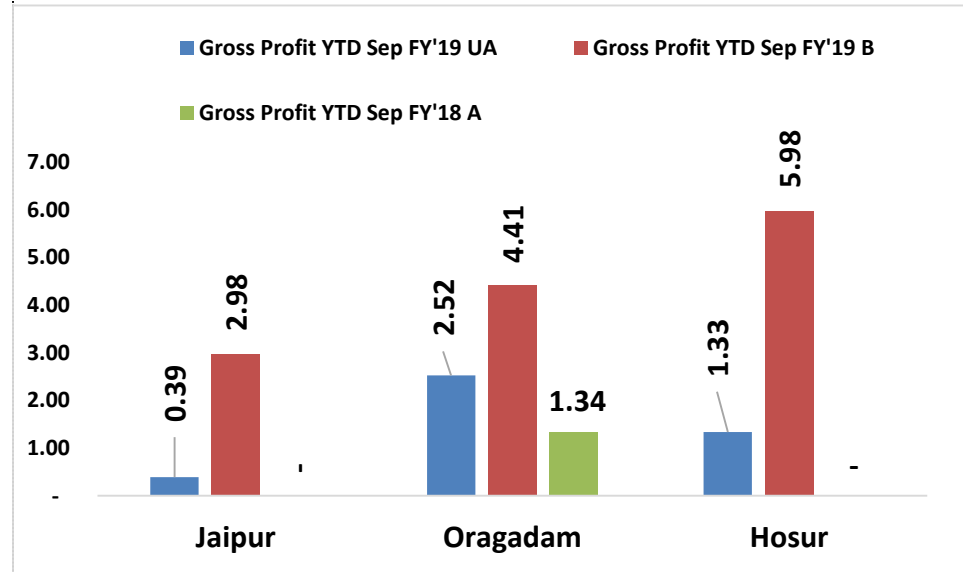
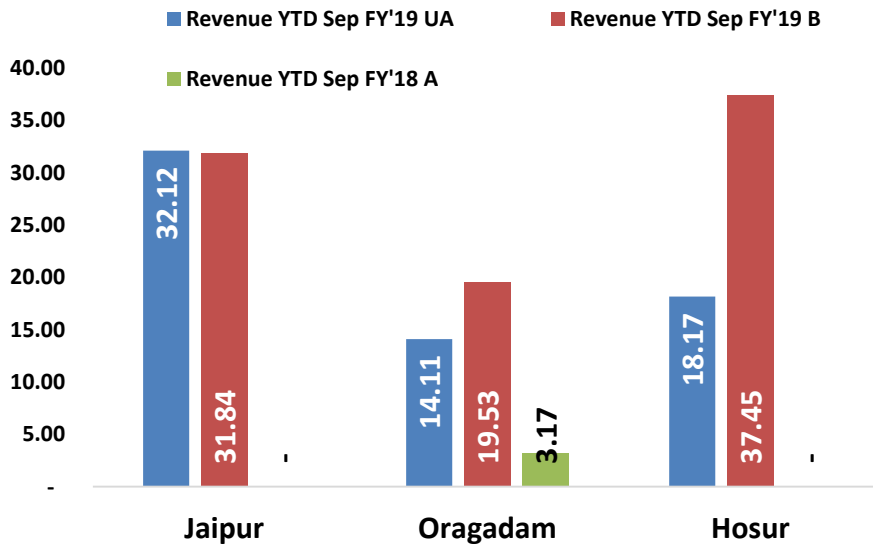
2.2%

Financials**



Particulars	Q2- FY 19 (UA)	Q1-FY 19 (UA)	Q2-FY 18 (UA)	H1-FY 19 (UA)	H1-FY 18 (UA)	Q2-FY 19 Vs Q1-FY 19	Q2-FY 19 Vs Q2-FY 18
Revenue from Operations	536.63	493.37	463.30	1,030.00	895.64	9%	16%
Gross Margin	108.27	93.45	89.91	201.72	170.34	16%	20%
EBITDA	60.08	49.97	51.59	110.05	95.30	20%	16%
Finance Expenses	4.74	3.12	8.71	7.87	17.72		
EBDT	55.33	46.85	42.88	102.18	77.58	18%	29%
EBT	38.38	31.14	29.19	69.52	50.81	23%	32%
Net Profit	25.91	21.74	19.44	47.65	34.08	19%	33%
Share Capital	60.19	60.19	51.15	60.19	51.15		
EPS (in Rs.)	4.33	3.64	3.83	7.97	6.72	19%	13%





- Investments : 31.9 Crs
- EBITDA : (3.03) Crs Vs 0.0 Crs YTD Sep 17
- EBT : (4.88 Crs) Vs 0.0 Crs YTD July 17

- Investments : 51.9 Crs
- EBITDA : (0.48) Crs Vs 0.3 Crs YTD Sep 17
- EBT : (1.69) Crs Vs (0.55) Crs YTD Sep 17

- Investments : 64.89 Crs
- EBITDA : (1.89) Crs Vs 0.0 Crs YTD Sep 17
- EBT : (4.51) Crs Vs 0.0 Crs YTD Sep 17

• EBITDA impact : -5.4 Crs (Margin impacted by 0.46 %) ; EBT impact : -11.08 Crs (Margin impacted by 0.94%)

Net Worth (Vs. Mar-18)

Gross Block (Vs. Mar- 18)

671.2 (+47.7)

720.7 (+86.1)

166.0 (-163.4)

64.5 (+ 15.19)

Borrowings

Investments

Cash generated from Operations

Cash Used in Investing

109.2

67.5

107.4/90.9

22.7

Increase in WC / Borrowings

Free Cash Flow



Annual - Rs. 5.06 Crs

Total:-Annual - Rs. 358.46 Crs; FY 18-19 (YTD Sep 18): Rs. 85.80 Crs Act Vs 125.64 Crs Bud



OHV - Rs. 94.28 Crs

Others - Rs. 21.90 Crs



Annual - Rs. 51.16 Crs



Annual - Rs. 4.11 Crs



Annual - Rs. 101.46 Crs



Annual - Rs. 65.70 Crs



Annual - Rs. 14.76 Crs

New Business Status- Product category

Total New Annual Business awarded: Rs. 358.46 Crs



Business – FY 18-19(YTD Sep18): Rs. 85.80 Crs Act Vs Rs. 125.64 Budgeted.



- **Employees:** STBarcelona - 150 / STPoland - 80 / STMexico - 90
- **Outputs:** 200,000 parts per day (running under normal conditions)
- **Tonnage aluminium capacity:** 25 Tn per day STB & 5 Tn per day in STM
- **Certifications:** IATF 16949:2016 / ISO 14001 / OHSAS 18001
- **Alloys used:** Al 226 - (A-380 in Mex.)
Al 230
Al 231 - (Al 413 in Mex.)
- **Main Customers:** (Automotive and Non Automotive)



BOSCH

CHAMBERLAIN.



Seat Belt Components

Volume 45.000.000 pcs / y

20 - 150 gr
&
4 - 12 cv.



Brackets, Supports & Pivots

Volume 4.500.000 pcs / y

70 - 700 gr
&
1 - 8 cv.



Machined & not machined
Assemblies of metallic bushings and grommets

Thermo Systems & Others

Volume 2.000.000 pcs / y

100 gr - 1Kg
&
1 - 8 cv.



Technical cleaning
Machining, Coating

Housings, Covers & Heatsinks

Volume 3.000.000 pcs / y

150 - 800 gr
&
2 - 6 cv.



Technical cleaning
Machined & not machined
Leakage test / Impregnation

Electrical Drives



Front Wiper System Brackets



Seatbelt Safety Systems



*Smart Mechatronics Actuators
Truck Turbo Systems*



*Autonomous Driving
- Radars*



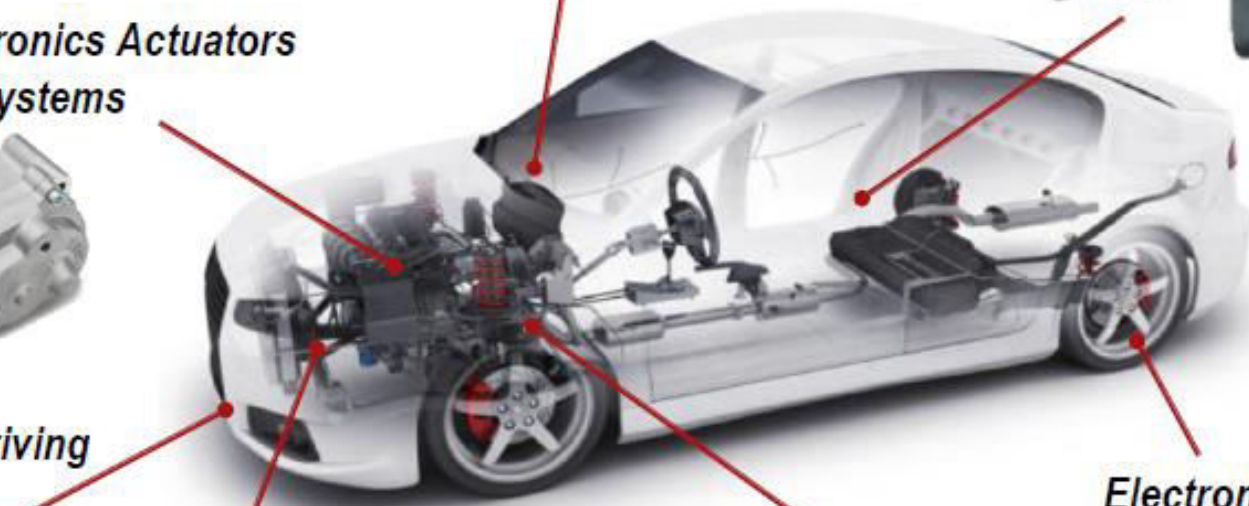
Lighting Control Modules



Thermo Cooling Systems



*Electronic Braking
Modules*



THANK YOU