



*Sandhar Automotives, Bommasandra

SANDHAR
Growth. Motivation. Better Life

SANDHAR TECHNOLOGIES LIMITED

INVESTORS' PRESENTATION

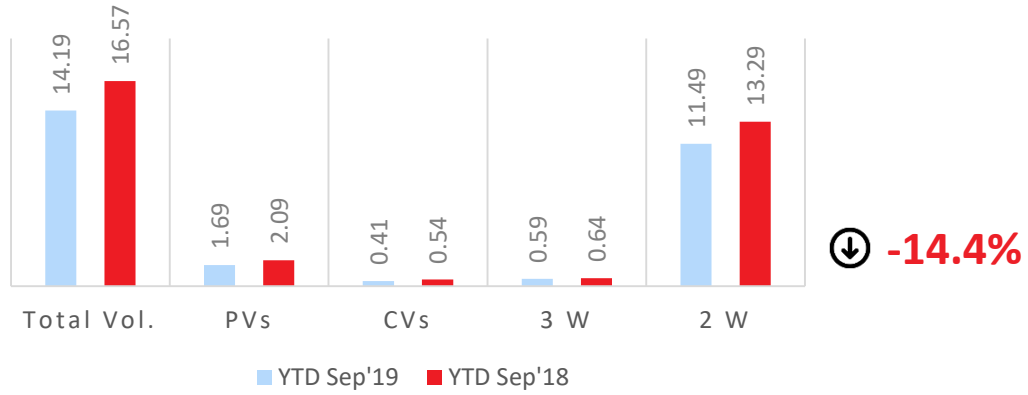
6th NOV 2019

Quarter 2 Financial Performance FY 19-20

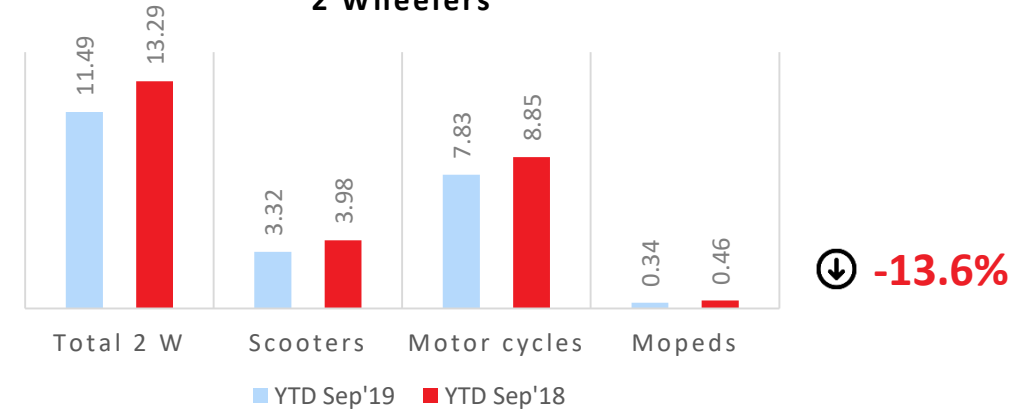
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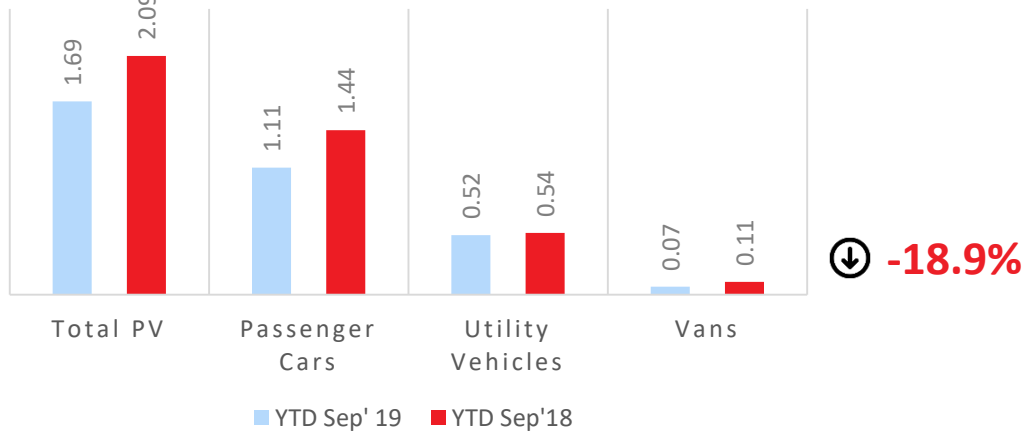
Indian Auto Sector



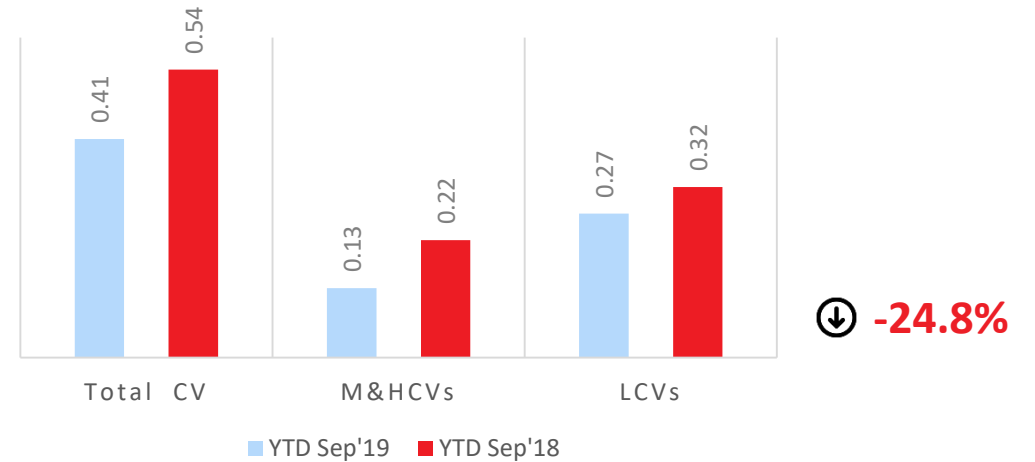
2 Wheelers



Passenger Vehicles



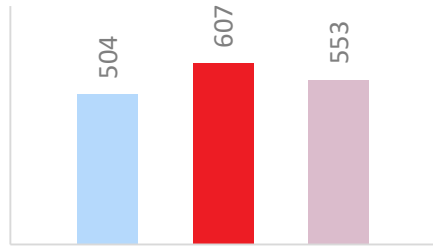
CVs



Q2 FY'20 Financial Snapshot (fig. in Rs. Crs)

Consolidated

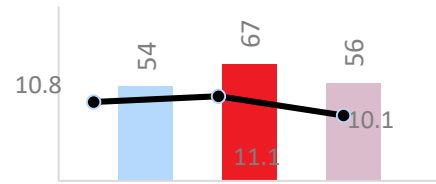
REVENUE



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 17.0%** | GR Vs Q1 **⬇️ 8.9%**

EBITDA/EBITDA %

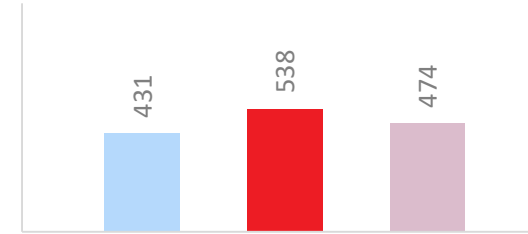


Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 19.3%** | GR Vs Q1 **⬇️ 3.1%**

Standalone

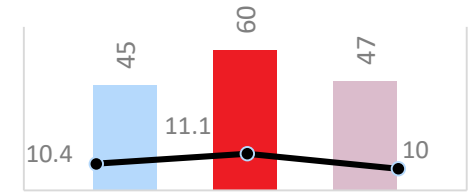
REVENUE



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 20.0%** | GR Vs Q1 **⬇️ 9.1%**

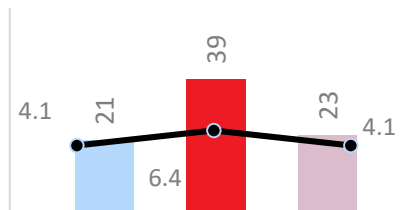
EBITDA/EBITDA%



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 25.6%** | GR Vs Q1 **⬇️ 5.4%**

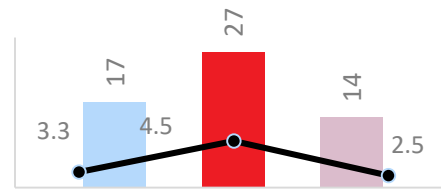
EBT/EBT %



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 47.0%** | GR Vs Q1 **⬇️ 8.7%**

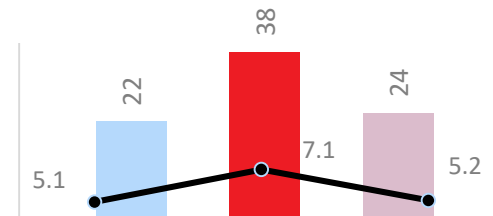
PAT/PAT%



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 38.3%** | GR Vs Q1 **⬆️ 20.1%**

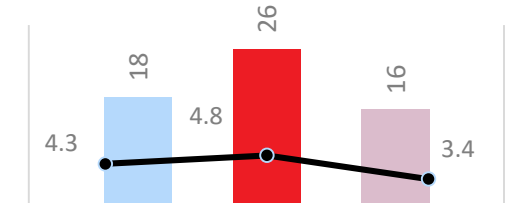
EBT/EBT%



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 42.6%** | GR Vs Q1 **⬇️ 9.8%**

PAT/PAT%



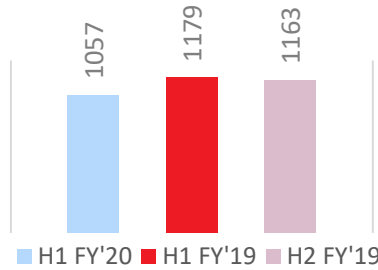
Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 29%** | GR Vs Q1 **⬆️ 14.2%**

H1 FY'20 Financial Snapshot (fig. in Rs. Crs)

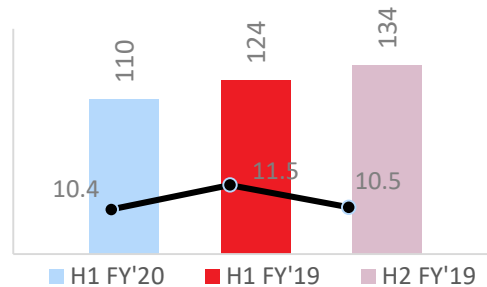
Consolidated

REVENUE



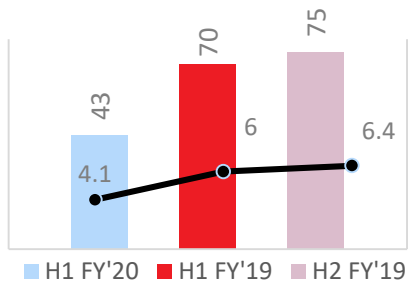
GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **10.3%** | ⬇️ **9.1%**

EBITDA/EBITDA%



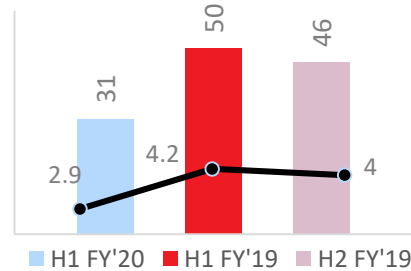
GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **10.9%** | ⬇️ **17.9%**

EBT/EBT%



GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **38.6%** | ⬇️ **42.3%**

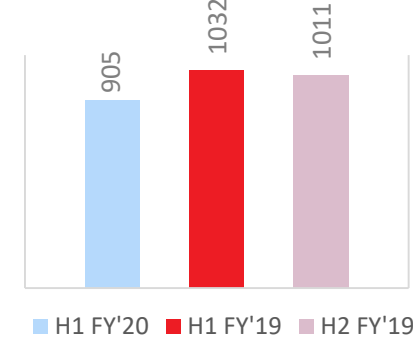
PAT/PAT%



GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **38%** | ⬇️ **32.8%**

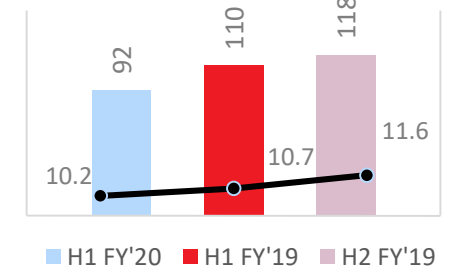
Standalone

REVENUE



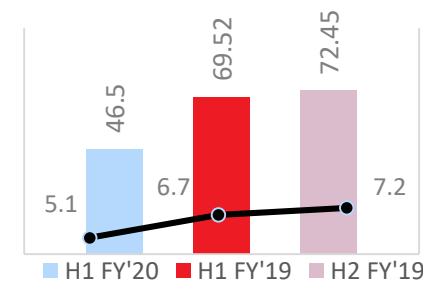
GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **12.4%** | ⬇️ **10.5%**

EBITDA/EBITDA%



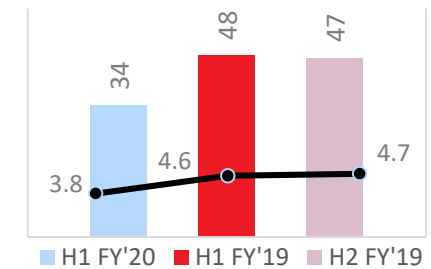
GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **16.5%** | ⬇️ **21.8%**

EBT/EBT%



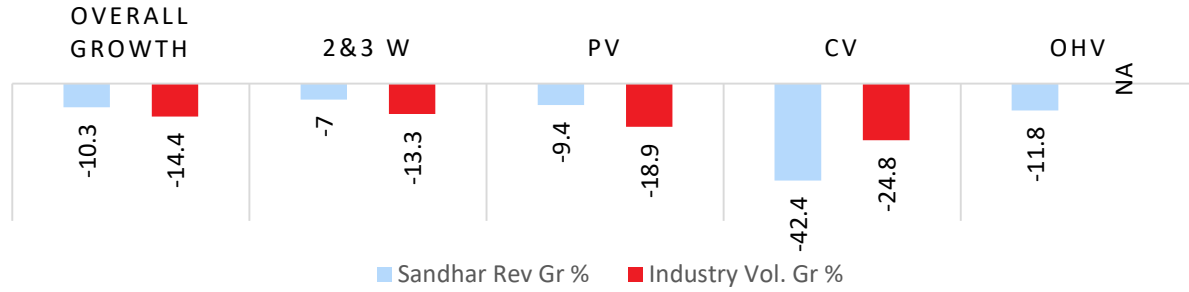
GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **33.1%** | ⬇️ **35.8%**

PAT/PAT%

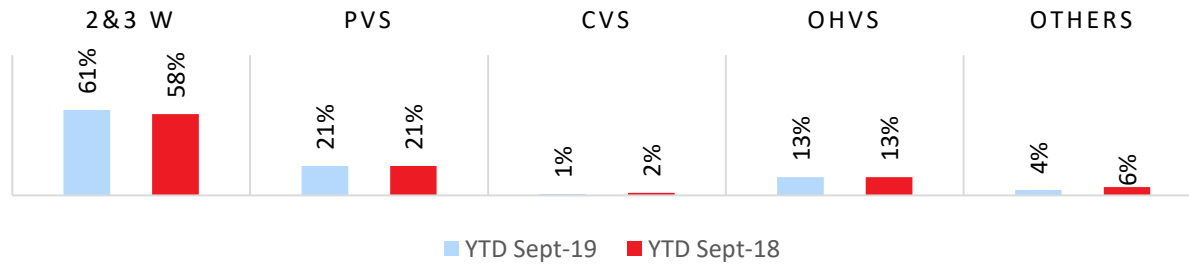


GR Vs H1 (FY19) | GR Vs H2 (FY19)
 ⬇️ **27.6%** | ⬇️ **26.7%**

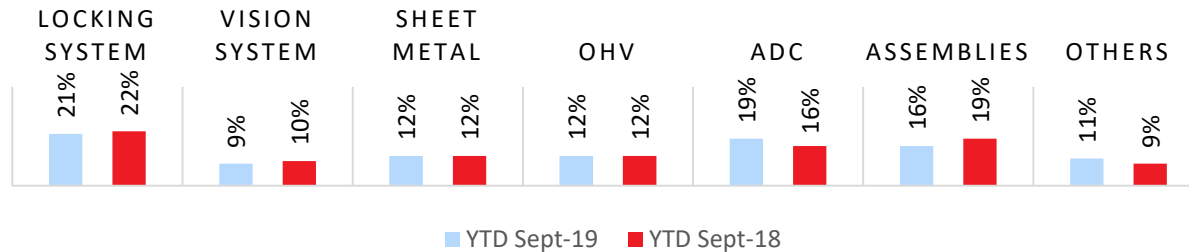
Sandhar Vs Industry



Segment wise Revenue



Product wise Revenue

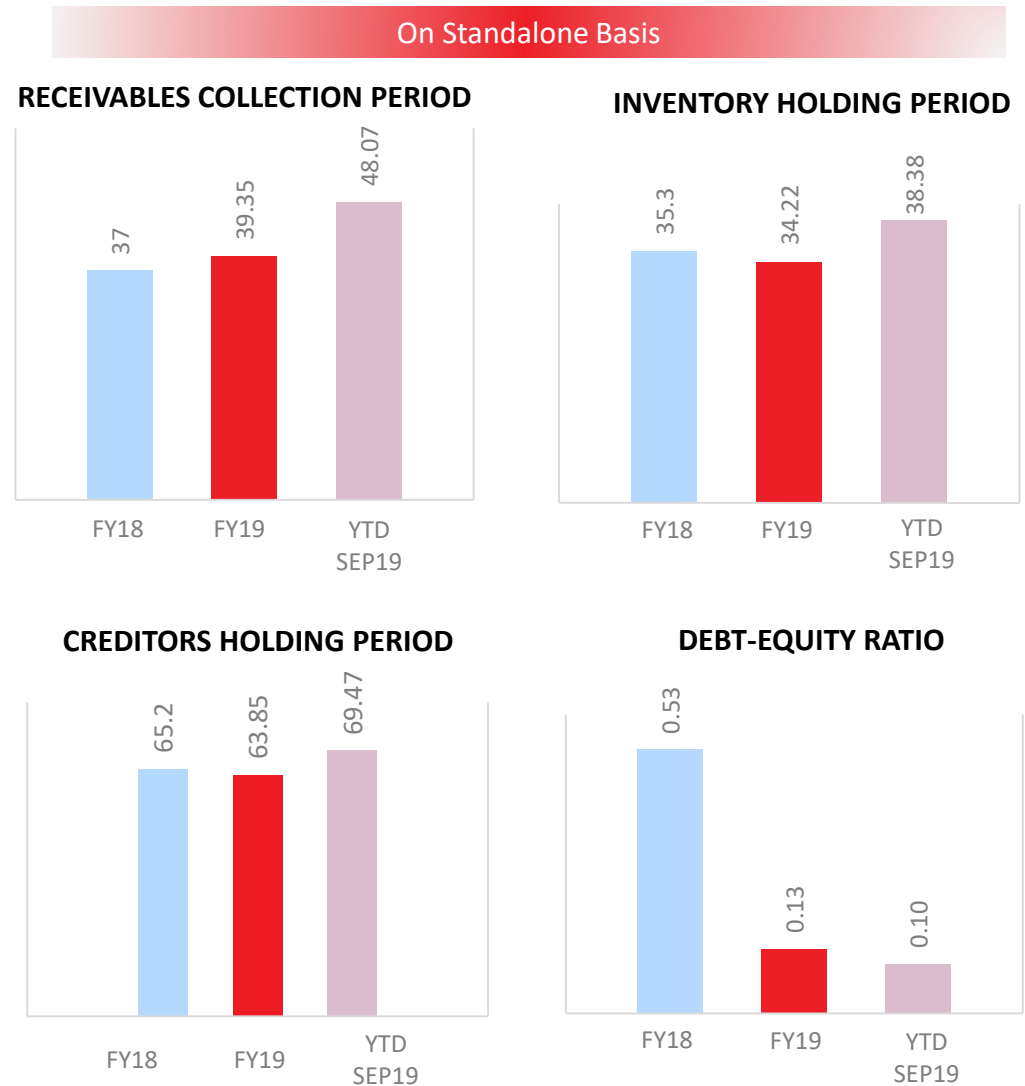


Customers	OEM Gr%	STL Gr %	Pie
Hero	-16.7	-15.4	27.4%
TVS	-11.1	6.8	25.6%
HONDA	-35.2	-35.2	5.1%
JCB	-40.0	-10.8	6.1%
BOSCH	NA	-4.7	4.7%
ROYAL ENFIELD	-19.6	-8.2	4.2%
TRW	NA	0.1	4.0%
Autoliv	NA	12.1	2.7%
TATA HITACHI Reliable solutions	NA	-1.3	2.4%
TATA	-33.9	-40.4	0.9%
HONDA	-19.0	-0.6	1.3%

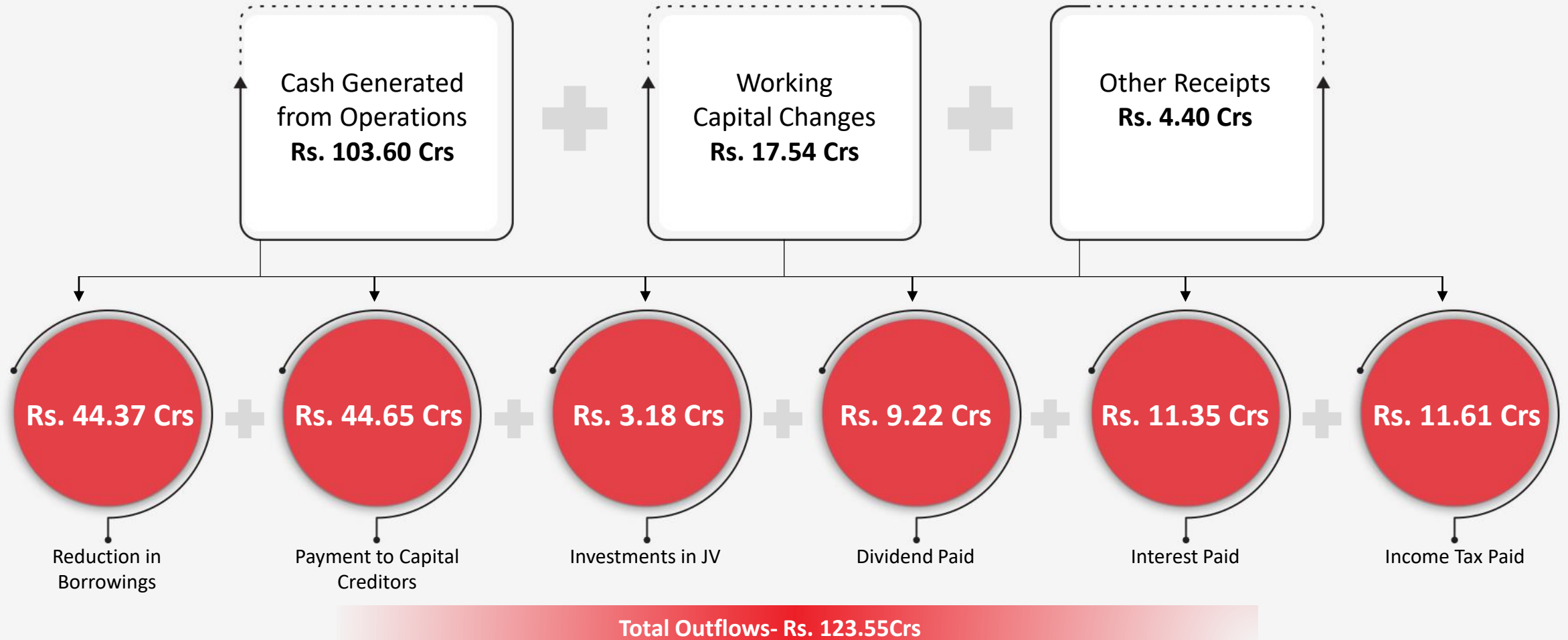
Balance Sheet (fig in Rs. Crs)

	Consolidated		Standalone	
	30 th Sept' 19	March' 19	30 th Sept' 19	March' 19
Application of Funds				
Net Fixed assets	848.8	780.8	621.1	617.5
Non-current investments	33.9	30.7	77.0	67.4
Other non-current assets	19.0	19.3	16.4	17.5
Current assets	543.4	630.7	405.3	477.3
Total Application of Funds	1,445.1	1,461.5	1,119.8	1,179.7
Sources of Funds				
Share capital	60.2	60.2	60.2	60.2
Reserves and surplus	675.7	659.4	672.6	648.5
Shareholders' Funds	735.9	719.6	732.8	708.7
Minority Interest	3.6	3.5	-	-
Long Term Secured Loans	7.0	8.4	0.4	0.6
Other Non-current liabilities	88.3	23.9	19.1	11.7
Short Term Loans	218.1	259.5	70.6	113.2
Current liabilities & Provisions	392.1	446.6	296.9	345.5
Total Sources of Funds	1,445.1	1,461.5	1,119.8	1,179.7

New Capex Commitment (YTD) : 12.84 Crs

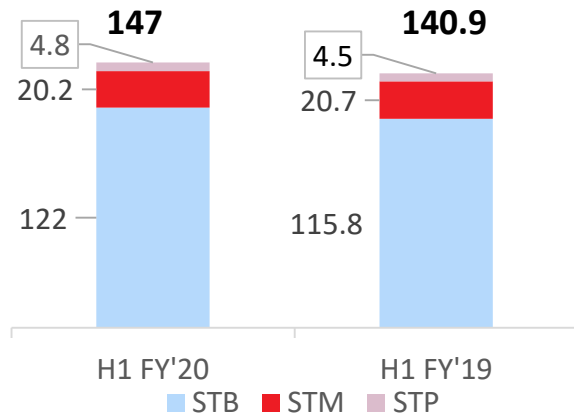


Total Inflows- Rs. 124.83 Crs

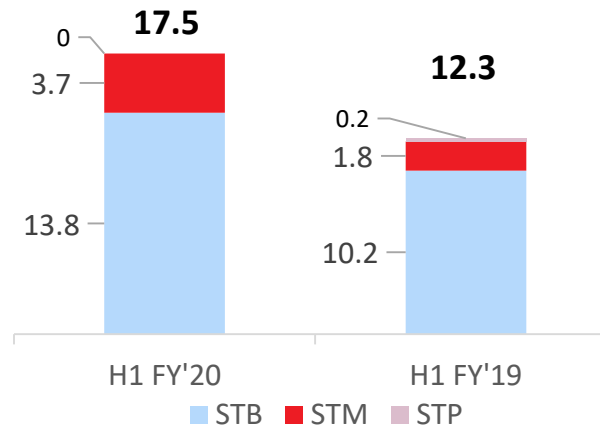


WOS Performance (fig in Rs. Crs)

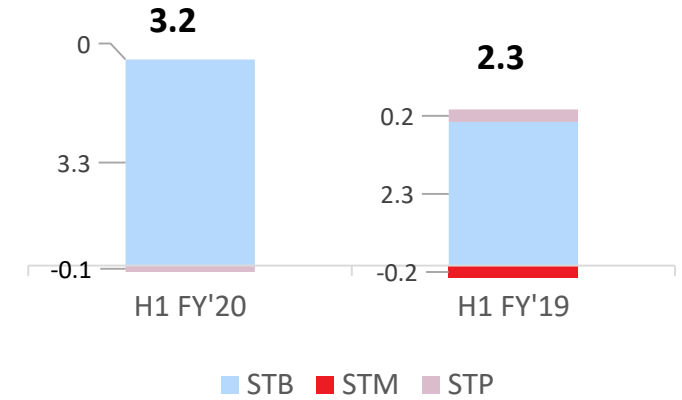
Revenue



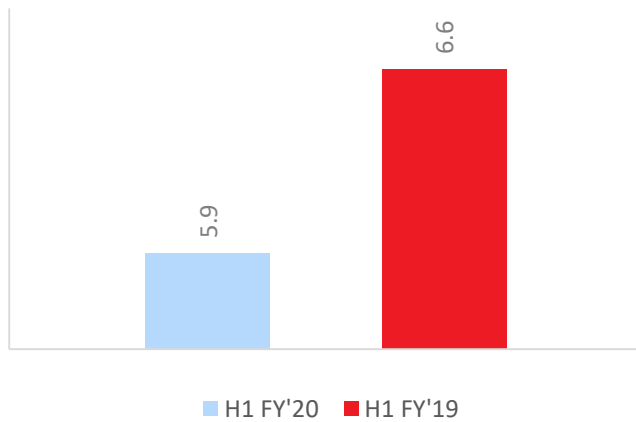
EBITDA



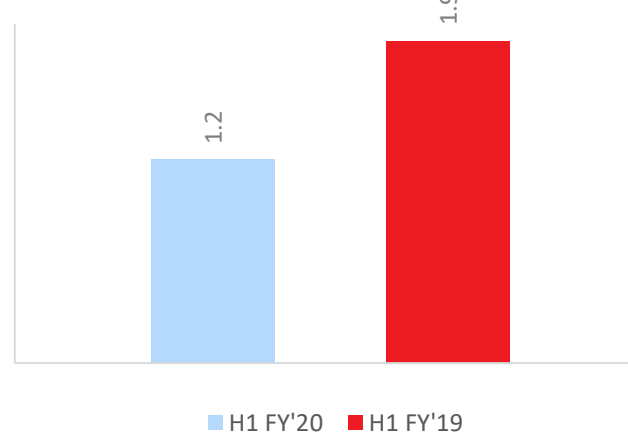
EBT



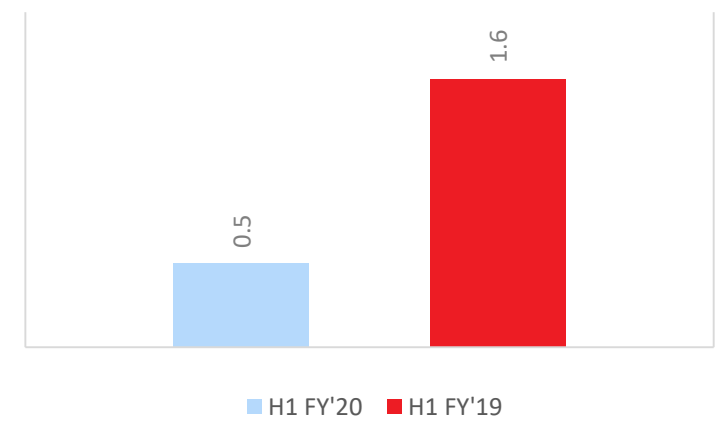
STPL-REVENUE



STPL-EBITDA



STPL-EBT



S. No.	Name of Joint Ventures	Product Name	Net Income YTD Sep 2018 (Actual)	Net Income YTD Sep 2019 (Actual)	EBITDA YTD Sep 2018 (Actual)	EBITDA YTD Sep 2019 (Actual)	PAT YTD Sep 2018 (Actual)	PAT YTD Sep 2019 (Actual)	Investment Held by STL as at 30 Sep 2019	Gross Block including CWIP as at 30 Sep 2019
1	Indo Toolings	Forging Dies, Jigs & Furnitures	367.50	635.38	41.49	57.14	13.77	19.02	308.85	103.87
2	Jinyoung Sandhar Mechatronics Pvt Ltd	AVN Panel, Switch, etc.	716.96	760.82	(85.25)	(135.77)	(95.06)	(183.36)	900.07	2,075.04
3	Kwangsung Sandhar Technologies	Sunvisor, Cargo Screen, Blackout Tape, Glove Box, Blow molded products, etc.	-	0.09	-	(3.91)	-	(8.11)	109.52	307.28
4	Sandhar Amkin Industries	Helmets	-	267.90	(76.36)	(204.76)	(76.36)	(240.40)	712.00	873.49
5	Sandhar Daeshin Auto Systems	Gear Shifter, Parking Brake	-	-	(0.08)	(0.01)	(0.08)	(0.01)	1.07	-
6	Sandhar Daewha Automotive Systems	Fuel Pump, Fuel/ Air Filter, Starter Motor, Wiper Blade	0.39	40.82	(33.62)	(54.96)	(26.38)	(104.45)	1,482.31	1,170.66
7	Sandhar Ecco Green Energy	Solar Power Plants	2.53	3.53	(1.71)	2.71	(2.95)	2.14	74.43	9.46
8	Sandhar Han Shin Automotive	Antenna Cable, HSD Cable, AVM Cable	-	-	-	(2.94)	-	(2.94)	1.00	-
9	Sandhar Han Sung Technologies	Relay's press parts, Electric switch parts, other press parts	464.91	580.44	(19.24)	(43.71)	(64.80)	(120.86)	1,218.00	1,290.86
10	Sandhar Whetron Electronics	AVM Cameras, DVR, Blind Spot Detection etc.	-	11.12	(0.02)	9.95	(0.02)	(3.59)	433.06	272.28
11	Winnercom Sandhar Technologies	Shark-Fin Antenna, Micro-Pole Antenna, Glass Antenna, Etc.	-	-	-	(5.27)	-	(5.27)	-	117.25
Total			1,552.29	2,300.11	(174.79)	(381.51)	(251.88)	(647.81)	5,240.32	6,220.19

New Business Status



Annual - Rs. 17.40 Crs



Annual - Rs. 71.55 Crs



Annual - Rs. 90.92 Crs

**Total:-Annual - Rs. 257.34 Crs*;
FY20 (YTD SEP19): Rs. 4.08 Crs
Act Vs 25.22 Crs Bud.)**



Annual - Rs. 26.48 Crs



Annual - Rs. 29.78 Crs



Annual - Rs. 0.82 Crs



Annual - Rs. 19.20 Crs

** Includes BS-VI related New Business 118.90 Crs*

New Business Status - Product category

Sheet Metal components	Rs. 34.66 Crs (13.5%)
Lock Assembly	Rs. 41.83 Crs (16.3 %)
Mirror Assembly	Rs 30.88 Crs (12.0%)
Cabins & Fabrication	Rs. 29.78 Crs (11.6%)
Assembly	Rs 1.66 Crs (0.6%)
Aluminium Die Casting	Rs. 80.24 Crs (31.2%)
Zinc Die Casting parts	Rs. 8.15 Crs (3.2%)
Plastic Components	Rs. 13.60 Crs (5.3%)



Total New Annual
Business awarded
Rs. 257.34 Crs*

Business-FY 19-20
(YTD SEP19)
**Rs. 4.08 Crs Act
Vs Rs. 25.22 Cr
Bud.**

THANK YOU

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