



Q4 FY15 Results

**Triton Valves Limited**

May 2015

*This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Triton Valves Limited’s future business developments and economic performance.*

*While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.*

*These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.*

*Triton Valves undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.*

# Q4 Highlights



# Q4 FY15 Results Overview

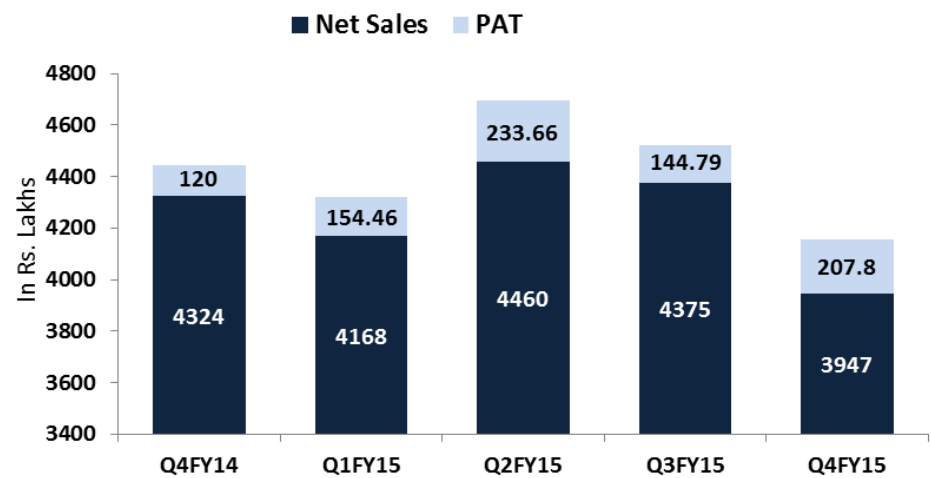
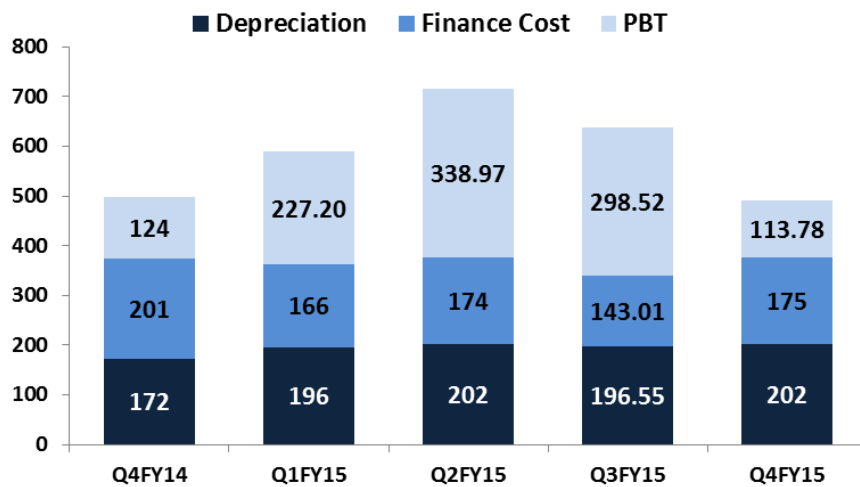
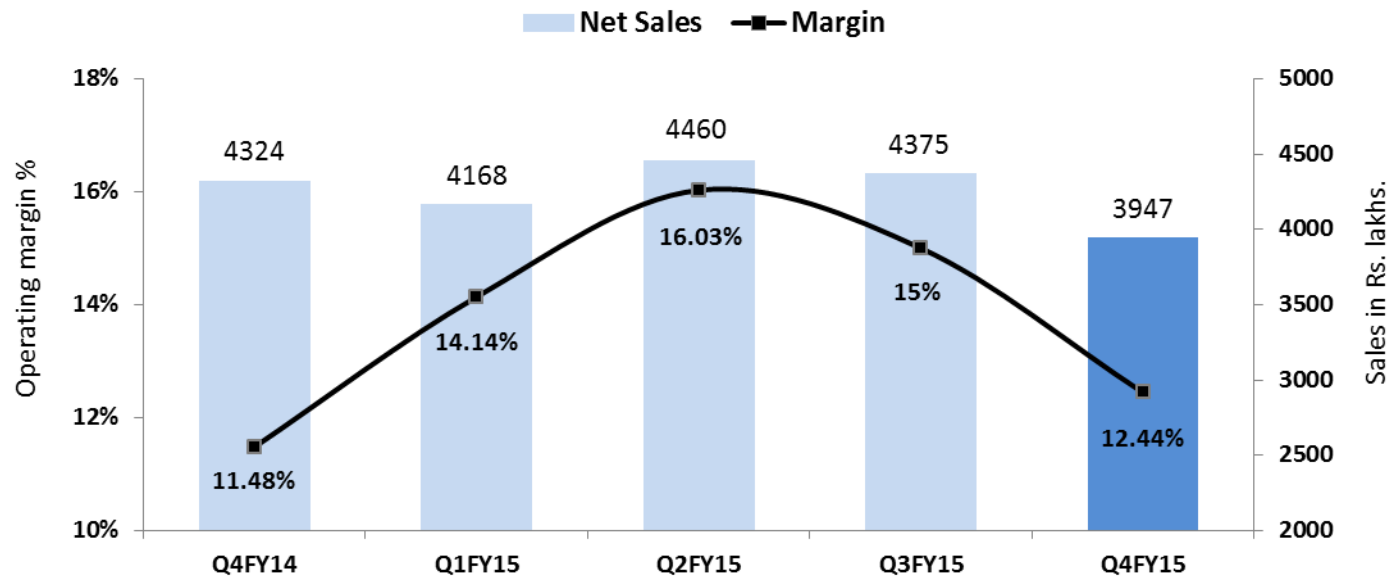
in Rs. Lakhs	Q4FY15	Q4FY14	% YoY	Q3FY15	% QoQ
Revenue	3947.0	4324.0	-8.7%	4375.0	-9.8%
EBITDA	491.0	496.4	-1.1%	638.1	-23.0%
% margin	12.4%	11.5%		14.6%	
PBT	113.8	124.0	-8.2%	298.5	-61.9%
PAT	207.8	120.0	73.2%	144.8	43.5%

- ❑ Volume sales were flat Y-o-Y and dropped by 8% Q-o-Q due to weak demand across all segments.
- ❑ Sales revenue dropped 8.7% Y-o-Y and 9.8% Q-o-Q due to a change in product mix and reduction in selling prices, in line with declining raw material cost.
- ❑ Raw Material cost increase by 268bps over the previous quarter. However Raw Material cost was lower by 331bps over the previous year.
- ❑ PAT rose in Q4 owing to a Tax Credit of Rs. 93Lakhs.

# Q4 FY15 Performance

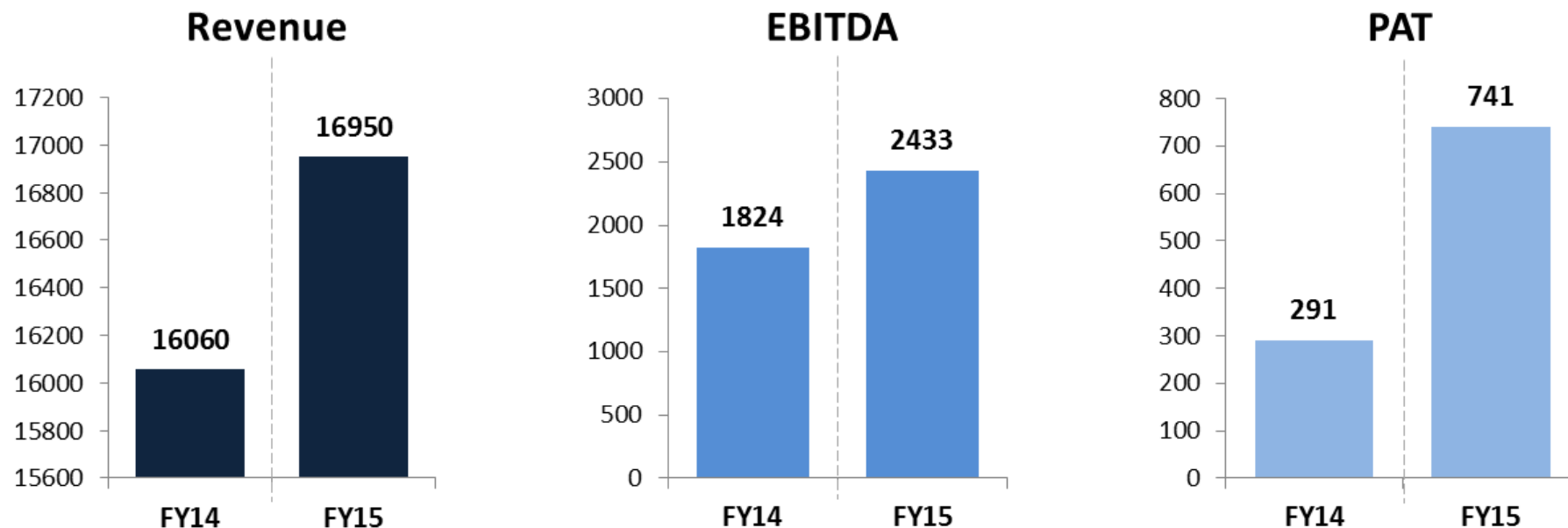


In Rs. Lakhs



# FY15 Performance

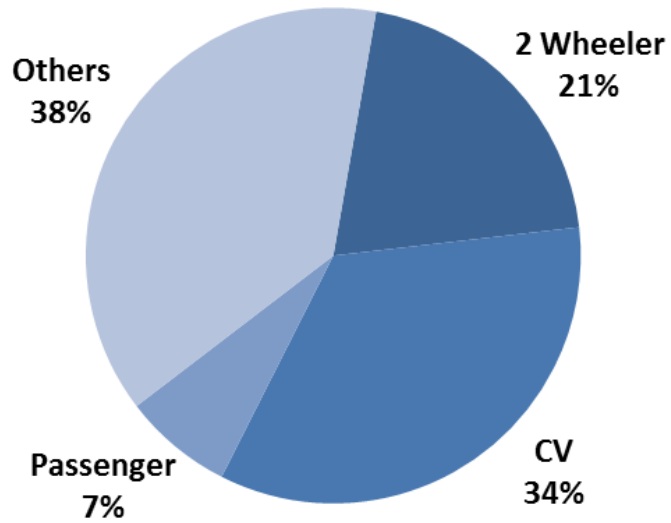
In Rs. Lakhs



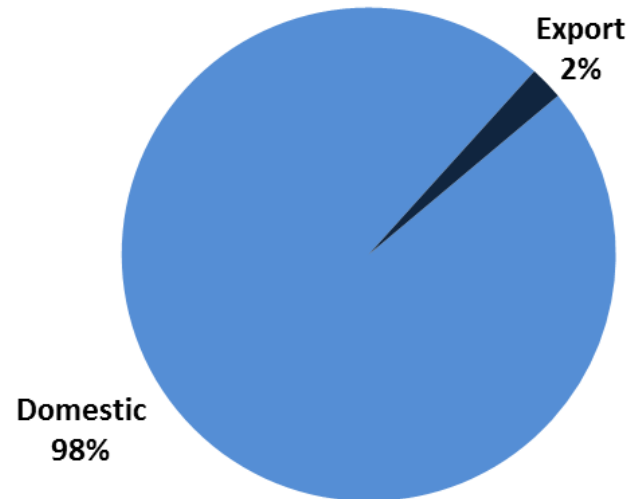
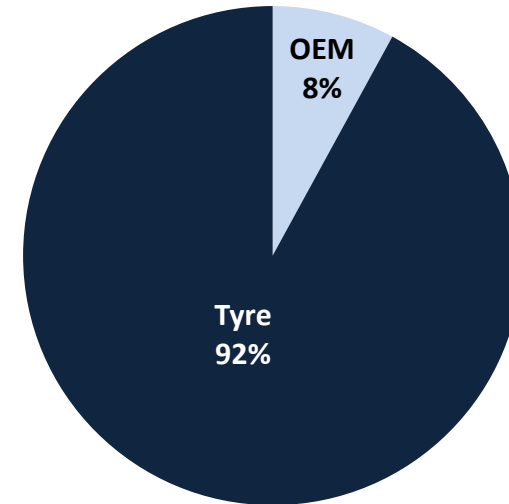
- ❑ Net sales increased 6% Y-o-Y on back of volume growth in almost all product segments.
- ❑ Strongest growth was seen in 2-wheeler segment where volume sales grew by 15% over the previous year.
- ❑ There was good control over raw material costs during the year which dropped 419bps over the previous year.
- ❑ Employee Benefits Expense increased by 49bps over the previous year while manufacturing costs increased by 85bps.

# Segment Break-up

## By Auto Category



## By Manufacturer



## By Geography





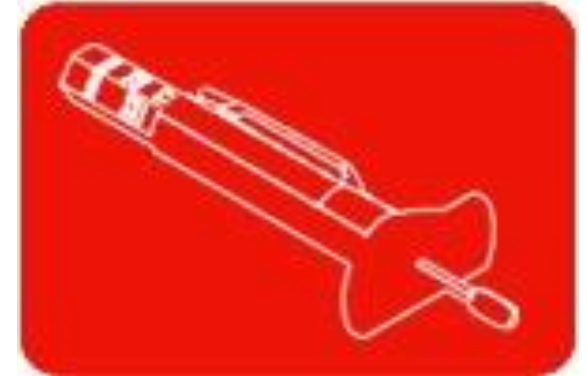
# Products Classification



**VALVES**



**CORES**



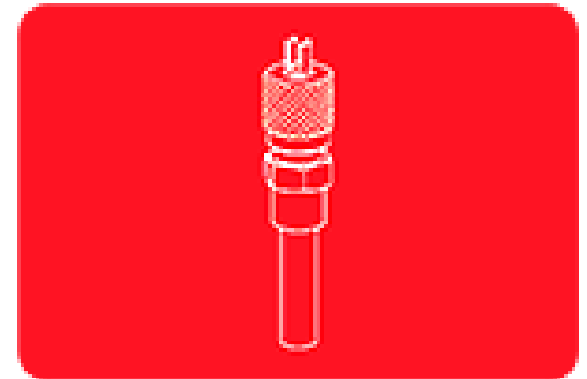
**SERVICE TOOLS**



**ADAPTERS & PLUGS**



**ACCESSORIES**



**AC PRODUCTS**

# Major Products



BICYCLE VALVES



MOTORCYCLE VALVES



SCOOTER VALVES



SCOOTER TUBELESS VALVES



INDUSTRIAL VEHICLE VALVES



PASSENGER CAR VALVES



PASSENGER CAR TUBELESS VALVES



TRACTOR VALVES



TRUCK & BUS VALVES



VALVE CORES TIGHTNERS



WATER FILLING ADAPTERS



CURING BAG VALVES



VALVE CORES



VALVE CAPS



BRIDGE WASHERS

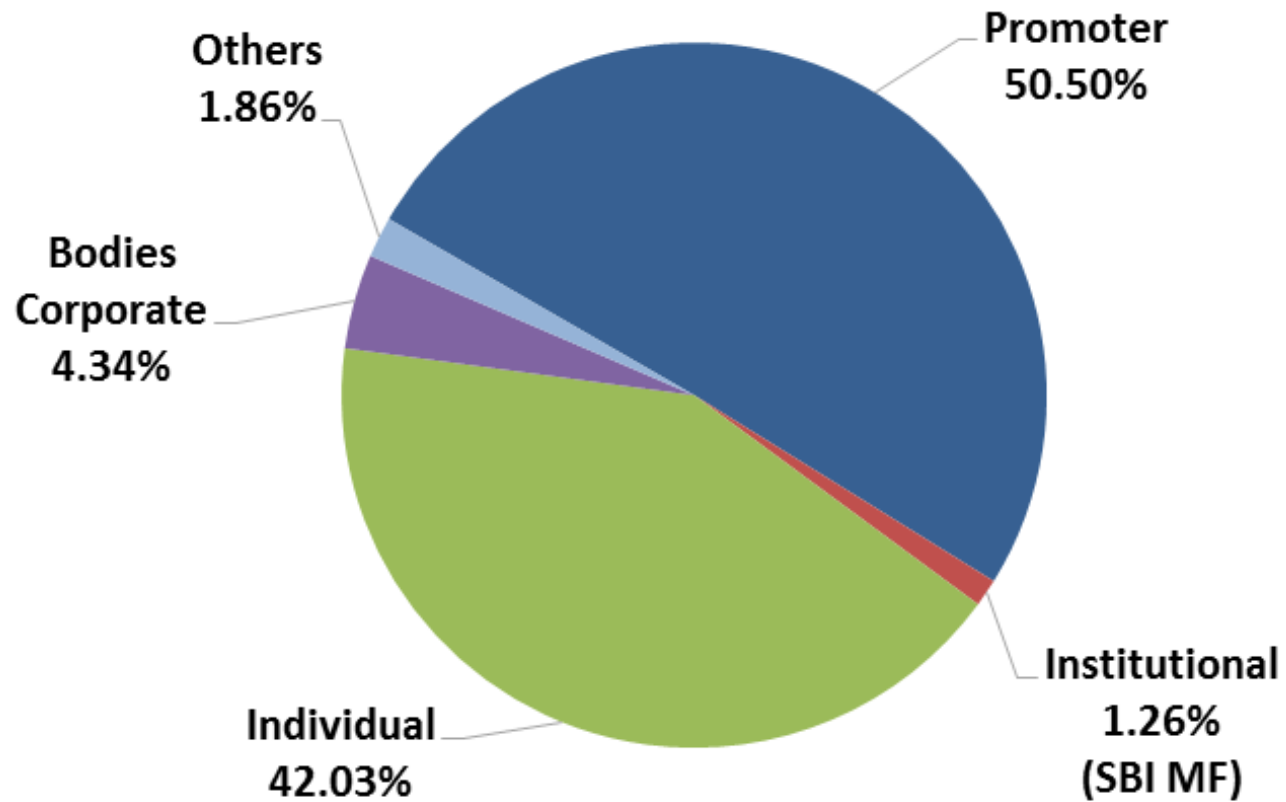


RIM NUTS

# Customers – Domestic and International



# Capital Structure



# Board of Directors & Key Management Personnel



S K Welling, Non-executive Chairman



Anuradha M Gokarn, Director



B R Pai, Independent Director

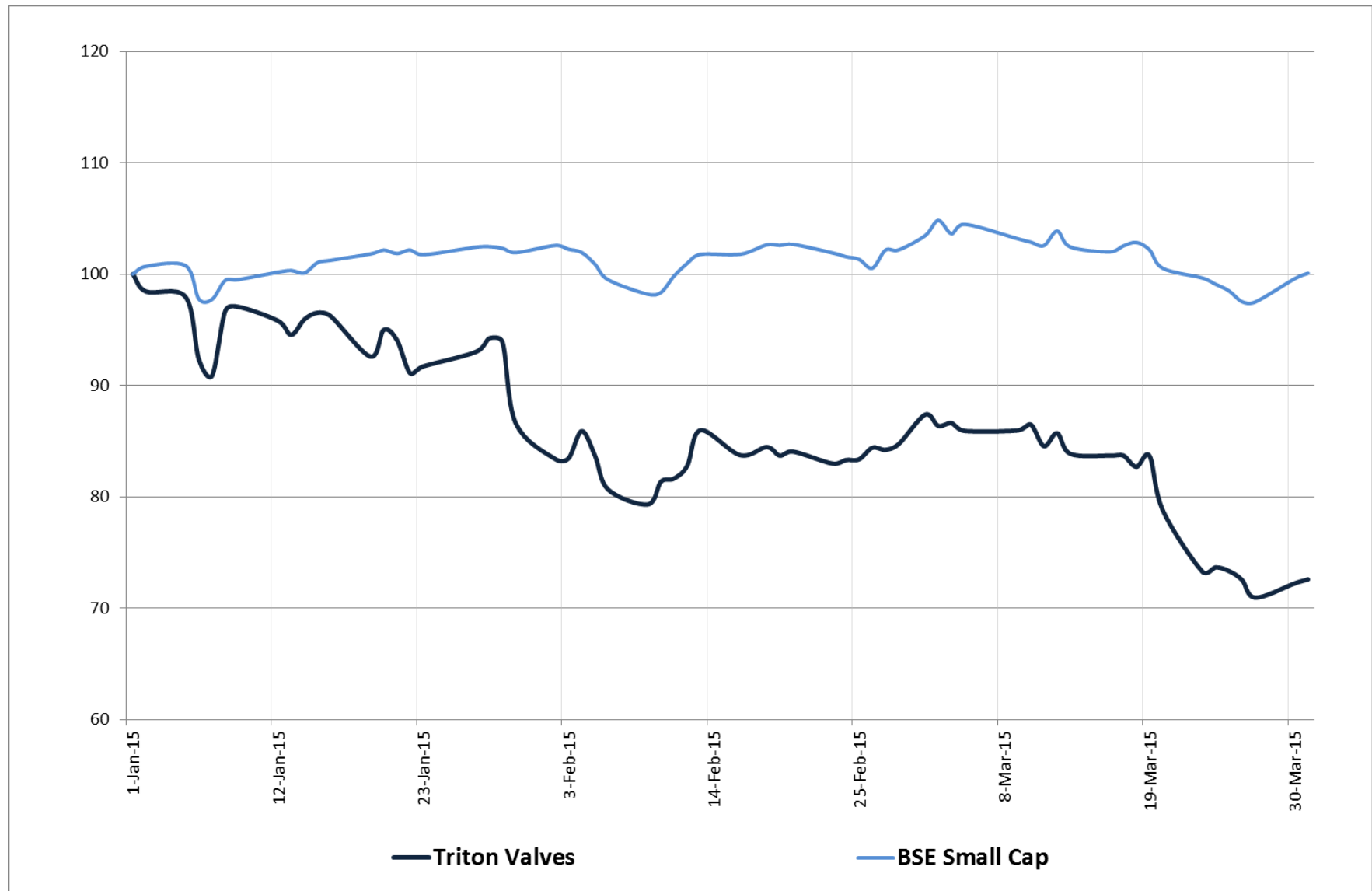


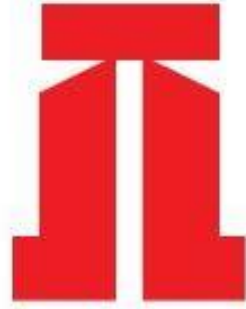
Aditya M Gokarn, MD



V. Sridhar, CFO

# Shareprice Movement Jan-March 2015





**TRITON**

Challenging Excellence

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