

Result Update Presentation Q4 & FY18



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Q4 & FY18 Financial Highlights



Company Overview

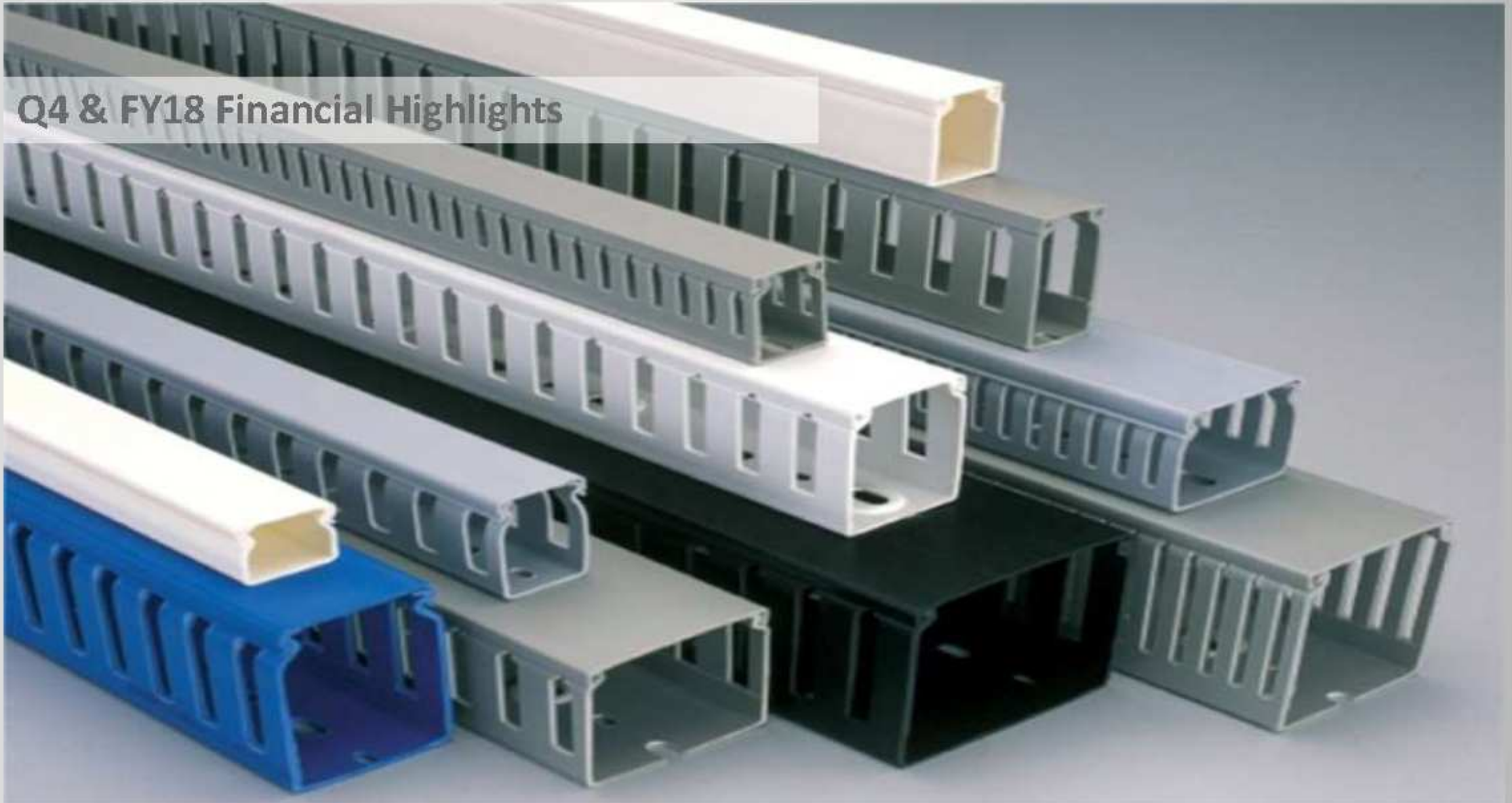


Business Overview



Way Ahead

Q4 & FY18 Financial Highlights



Commenting on the results, Mr. D Rajesh Kumar, Joint Managing Director, said :



"I am happy to share that this quarter once again, we have demonstrated good growth in our revenues. This growth was mainly driven by demand in our switchgear business segment and also from products like wire harness and three phase dry type transformers. The increase in exports to USA and Europe has also been another factor contributing to the increased revenues. Our EBIDTA for the quarter, has also grown and we have shown significant improvement in margins of more than 285 basis points year on year. I believe this is an indication of our efforts over the past three quarters, on increasing our margins and improving our operating efficiencies.

We expect this margin to sustain and our endeavour continues to remain on profitable growth and margin improvement. We are also making inroads into new industry like solar, elevators and locomotives for our products like three phase transformers and wire harness.

We continue to focus on adding new, niche and high margin products, enter new geographies and offer total and customised electrical solutions to our existing and new customers. To aid to this we are constantly on the lookout for any new opportunities for technical associations to strengthen the base for our product offerings."

Key Financial Highlights- Q4 FY18*

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13.5% ↑

Revenue Rs 126.8 crore

45.8% ↑

EBITDA Rs 16.4 crore

286bps ↑

EBITDA Margin 12.9%

13.3% ↑

PAT Rs 4.9 crore

- *Revenue increase mainly driven by Industrial Switchgear business*
- *EBIDTA growth of 46% is due to better realization in various switchgear products*
- *EBIDTA Margin improved by over 280 basis points to 12.94 %*

Q4 FY18 Financial Highlights*

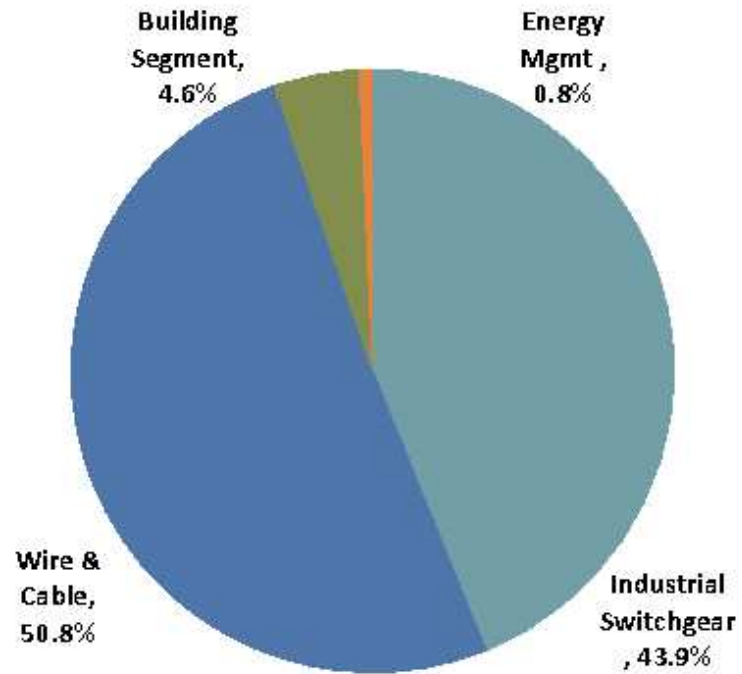
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Rs. in Crore	Q4 FY18	Q4 FY17	Y-o-Y %	Q3 FY18
Total Income from Operations	126.8	144.1		110.7
Excise Duty	0.0	32.4		-
Net Revenue	126.8	111.7	13.5%	110.7
Raw Materials	91.6	76.4		80.9
Employee Cost	5.4	5.1		4.6
Other Expenses	13.3	18.9		11.7
Total Expenditure	110.3	100.4		97.2
EBITDA	16.4	11.2	45.8%	13.5
EBIDTA margin (%)	12.94%	10.08%	286 bps	12.18%
Other Income	-0.9	1.9		0.6
Depreciation	2.9	2.3		2.6
Interest / Finance Cost	3.9	4.1		3.6
Profit Before Tax	8.7	6.7	29.7%	7.9
Tax	3.9	2.5		2.6
Profit After Tax	4.9	4.3	13.3%	5.3
PAT Margin (%)	3.83%	3.83%		4.78%

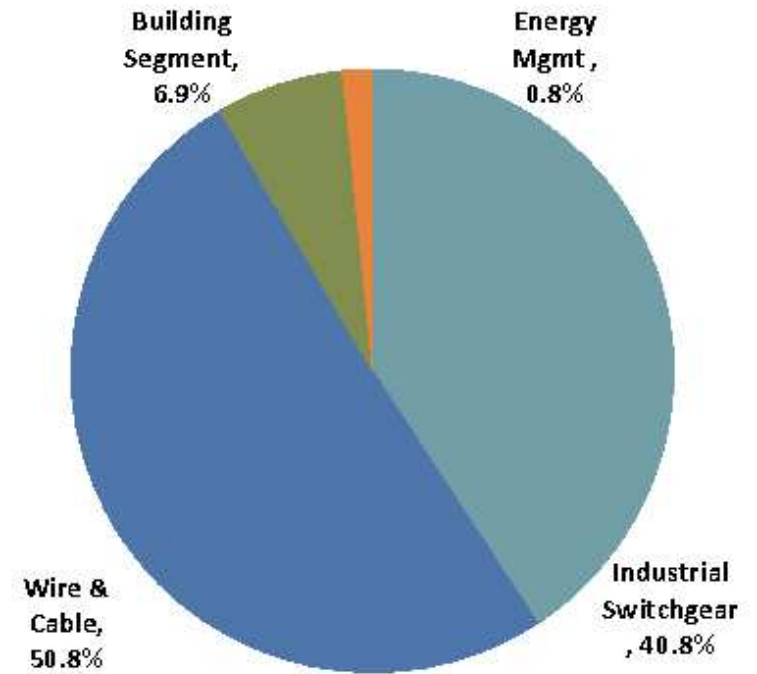
* Numbers as per Ind AS guidelines

Q4 FY18 Revenue Breakup – Business Verticals*

Q4 FY18



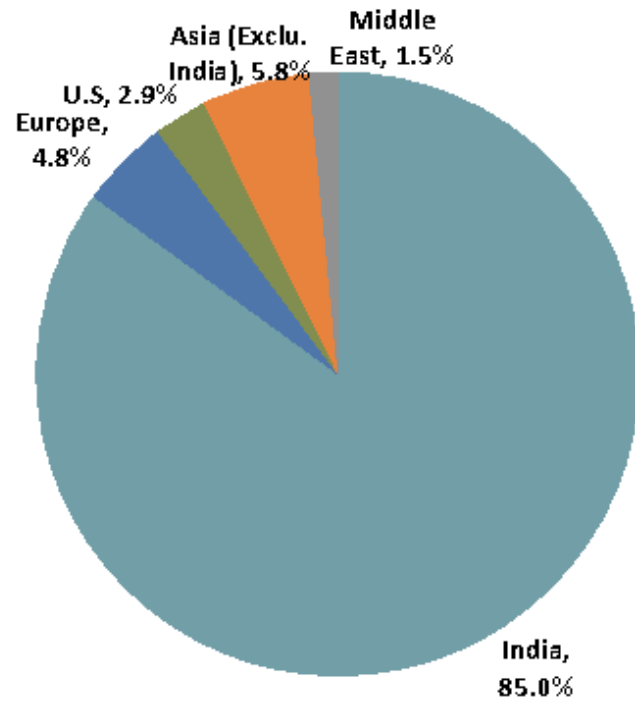
Q4 FY17



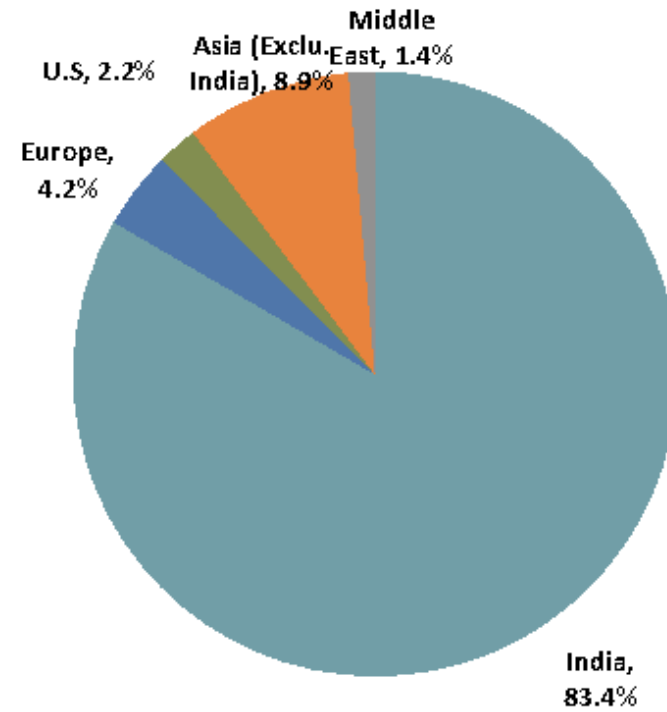
* Numbers as per Ind AS guidelines

Q4 FY18 Revenue Breakup – Geographical*

Q4 FY18



Q4 FY17



* Numbers as per Ind AS guidelines

15.0% ↑

Revenue Rs 442.8 crore

20.7% ↑

EBITDA Rs 53.3 crore

56bps ↑

EBITDA Margin 12.0%

15.4% ↑

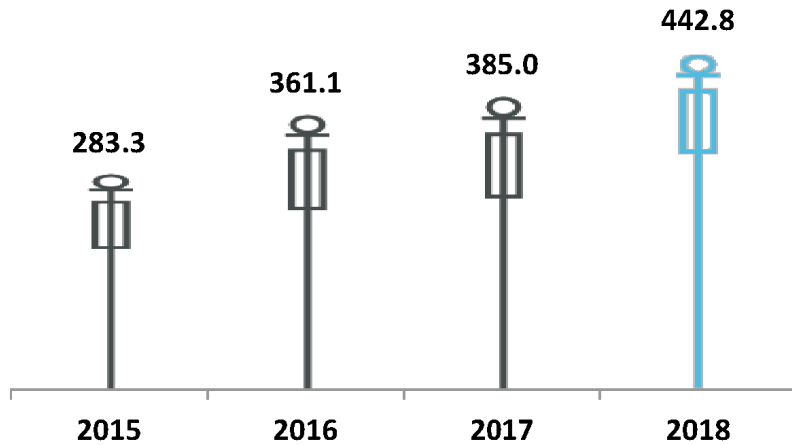
PAT Rs 20.0 crore

- ***Good traction in Three Phase Transformers – leading to significant contribution from this product***
- ***100% growth in wire harness business***
- ***Growth driven by uptick in Industrial Switchgear and higher demand in Wire & Cable Segments***

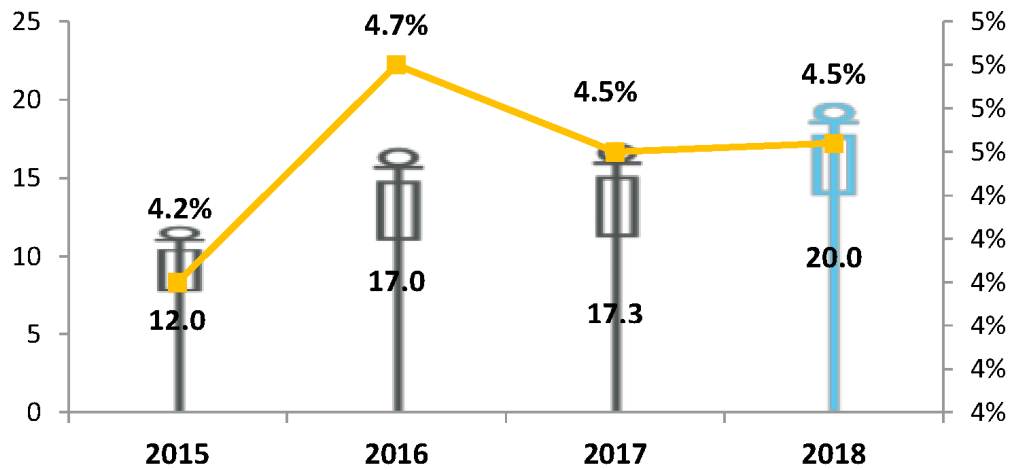
Key Financial Highlights – FY18*



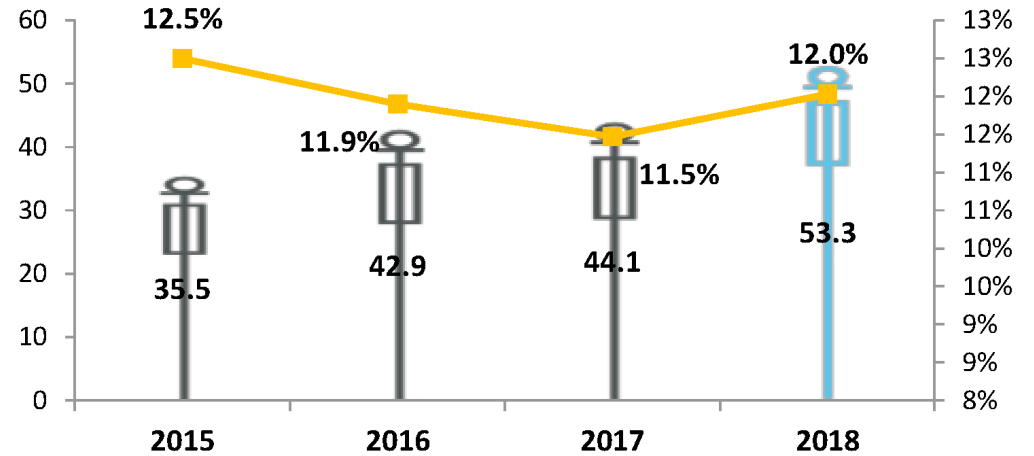
Revenue (Rs. Cr)



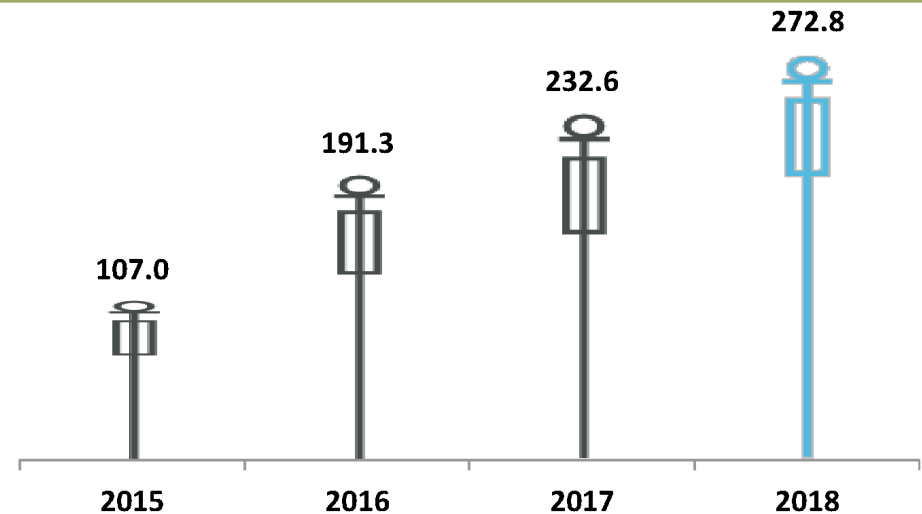
Net Profit (Rs. Cr)



EBITDA (Rs. Cr) / Margins (%)



Networth (Rs. Cr)



* Numbers as per Ind AS guidelines

FY18 Financial Highlights*

Rs. in Crore	FY18	FY17	Y-o-Y%
Total Income from Operations	453.3	443.7	
Excise Duty	10.6	58.7	
Net Revenue	442.8	385.0	15.0%
Raw Material Expenses	323.5	272.0	
Employee Expenses	19.9	18.7	
Other Expenses	46.2	50.1	
Total Expenditure	389.5	340.8	
EBITDA	53.3	44.1	20.7%
EBITDA Margin	12.03%	11.47%	56 bps
Other Income	3.1	5.4	
Depreciation	10.5	8.9	
Interest / Finance Cost	14.9	14.6	
PBT	30.9	26.1	18.5%
Tax	10.9	8.8	
PAT	20.0	17.3	15.4%
PAT Margin	4.52%	4.50%	

* Numbers as per Ind AS guidelines