

### Press Release

**Revenues from operations at Rs. 90.2 crore, YoY growth of 30.0%**

**EBITDA at Rs. 10.1 crore, YoY growth of 23.8%**

**PAT at Rs. 3.4 crore, YoY growth of 4.6%**

**Coimbatore, February 10, 2016:** Salzer Electronics Limited (BSE: 517059, NSE: SALZERELEC), a leading player offering total and customised electrical solutions, announced its results for the quarter and Nine Month ended 31 December 2015.

#### Key Financials (Rs. In Crore) :

Particulars	Q3FY16	Q3FY15	YoY	9MFY16	9MFY15	YoY
Revenue from operations	90.2	69.4	30.0%	262.3	205.9	27.4%
EBITDA	10.1	8.2	23.8%	34.1	26.6	28.5%
PAT	3.4	2.2	4.6%	13.1	8.6	52.2%

#### Performance Highlights

For the quarter ended December 31, 2015:

- **Revenue from operations was at Rs. 90.2 crore** in Q3FY16, as against Rs. 69.4 crore in the corresponding previous period, a **YoY growth of 30.0%**. **Exports** contributed to **29% of revenues**
- Breakup of revenue as per business segments:
  - **Industrial Switchgear business - 48% of the total revenues**, with **YoY growth of 10%**, in line with business strategy of focusing on profitable and high growth products
  - **Buildings Products business – 5%**, with **YoY decline of 25%**
  - **Copper business – 36%**, with **YoY growth of 41%**
  - **Energy Management business – 11%**, with **YoY growth of over 789%**
- **EBITDA at Rs. 10.1 crore** in Q3FY16 as against Rs. 8.2 crore in the corresponding previous period, **grew by 23.8% YoY**
- **EBITDA margins at 11.2%, declined 53 basis points** mainly on account of change in product mix, higher contribution from copper business and one time consultation and testing fees charged during the quarter for a new product

- **Profit After Tax was at Rs. 3.4 crore** in Q3FY16 as against Rs. 2.2 crore in Q3FY15, **YoY growth of 56.6%**

**For nine month ended December 31, 2015:**

- **Revenue from operations was at Rs. 262.3 crore** in 9MFY16, as against Rs. 205.9 crore in the corresponding previous period, a **YoY growth of 27.4%**. **Exports** contributed to **26% of revenues**
- Breakup of revenue as per business segments:
  - **Industrial Switchgear business – 50% of the total revenues**, with YoY growth of 23%
  - **Buildings Products business – 4%**, with YoY growth of 9%
  - **Copper business – 34%**, with YoY growth of 7%
  - **Energy Management business – 12%**, with YoY growth of over 368%
- **EBITDA at Rs. 34.1 crore** in 9MFY16 as against Rs. 26.6 crore in the corresponding previous period, **grew by 28.5% YoY**
- **EBITDA margins at 13.0%** as against 12.9% in the corresponding previous period
- **Profit After Tax was at Rs. 13.1 crore** in 9MFY16 as against Rs. 8.6 crore in 9MFY15, **YoY growth of 52.2%**
- The Company reported **Earnings Per Share at Rs. 10.1** in 9MFY16 as compared to Rs. 7.8 in 9MFY15, **YoY increase of 29.5%**

**Balance Sheet as on December 31, 2015:**

- The **Networth** stood at **Rs. 195 crore** as against Rs. 107 crore as on March 31, 2015
- **The total debt** was at **Rs. 105 crore** as against Rs. 93 crore as on March 31, 2015, mainly on account of increase in short term borrowings

**About Salzer Electronics**

Salzer is a Leading player offering Total and Customized Electrical Solutions in Switchgears, Wires & Cables and Energy Management business. It is the largest manufacturer of CAM Operated Rotary switches & Wire Ducts in India, with a market share of 25% and 20% respectively. The Company caters to a wide range of products with five In-house manufacturing facilities, located in Coimbatore and Himachal Pradesh. The Company has a wide distribution network locally and globally, exporting to more than 40 countries. In India, Salzer markets its products through its own distributors and more than 350 local distributors of L&T. The Company has a strong R&D team that focuses on

developing and commercializing the technologies of the products, and as a result, can offer total customized electrical solutions to its customers.

**Earnings Conference Call – Q3 FY16**

Edelweiss Securities is organising an Earnings Conference Call to discuss the Quarterly Financial performance of the Company. The conference call details are as under:

Date: **Friday, February 12, 2016**

Time: **11:30 AM**

Dial-in Numbers: **+91 22 6746 8328 / +91 22 3938 1028**

**For further information, please contact:**

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*This document includes certain forward-looking statements. These statements are based on management's current expectations or beliefs, and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors. Salzer Electronics is under no obligation to, and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.*