

Ref: STL/REG-30/BSE/NSE/2018-19/33

02<sup>nd</sup> February, 2019

To,  
Department of Corporate Services,  
BSE Limited  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Mumbai – 400 001

To,  
Listing Department,  
National Stock Exchange of India Limited  
C-1, G-Block, Bandra-Kurla Complex  
Bandra, (E), Mumbai – 400 0051

**BSE Scrip Code: 541163; NSE: SANDHAR**

**Sub: Intimation to Stock Exchange - Investor Presentation in connection with Un-audited Standalone Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2018.**

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Un-audited Standalone Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2018.

Kindly take the above on your record.

Thanking you,

Yours faithfully,

**FOR SANDHAR TECHNOLOGIES LIMITED**

  
(Arvind Joshi)  
Whole-Time Director,  
Chief Financial Officer &  
Company Secretary  
DIN: 01877905



**Encl: As above**

**Sandhar Technologies Limited**



# SANDHAR TECHNOLOGIES LIMITED

INVESTORS PRESENTATION - **4<sup>TH</sup> FEBRUARY 2019**

QUARTER III AND NINE MONTHS ENDED REVIEW - **FY 2018-19**



## Safe Harbour



This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

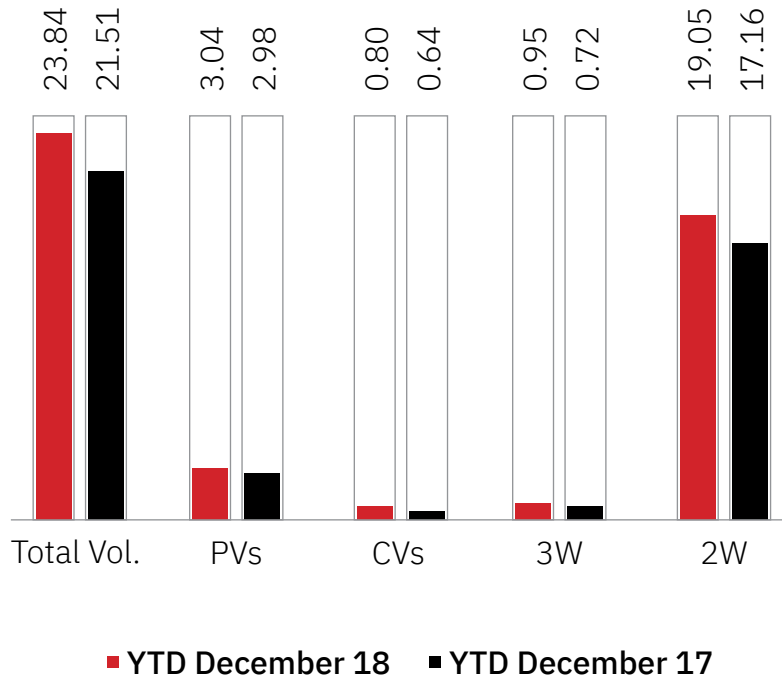
These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto components industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# Industry Performance

(vol. in mn)

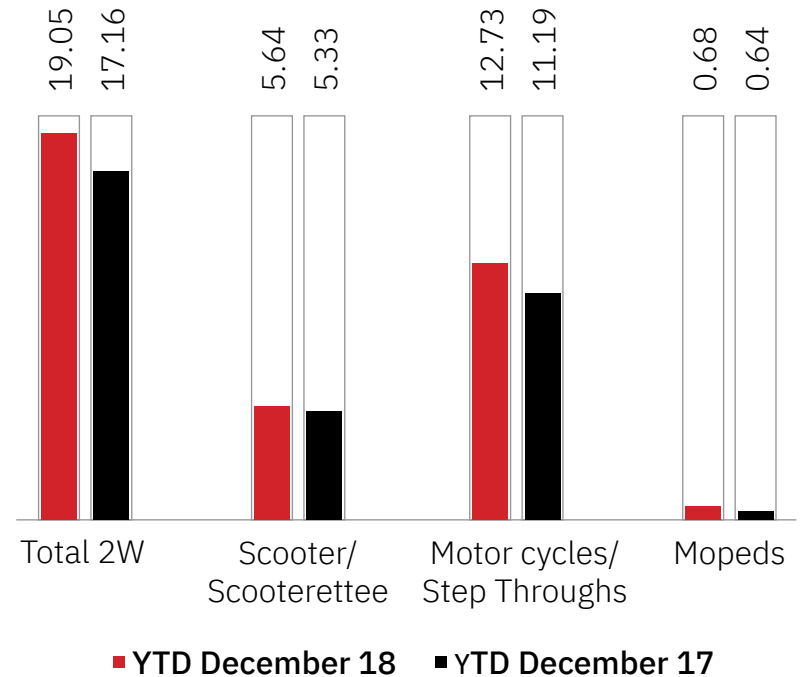
## 10.9%

Indian Auto Sector



## 11%

2 Wheelers



## 13.8%

Motorcycles

## 5.9%

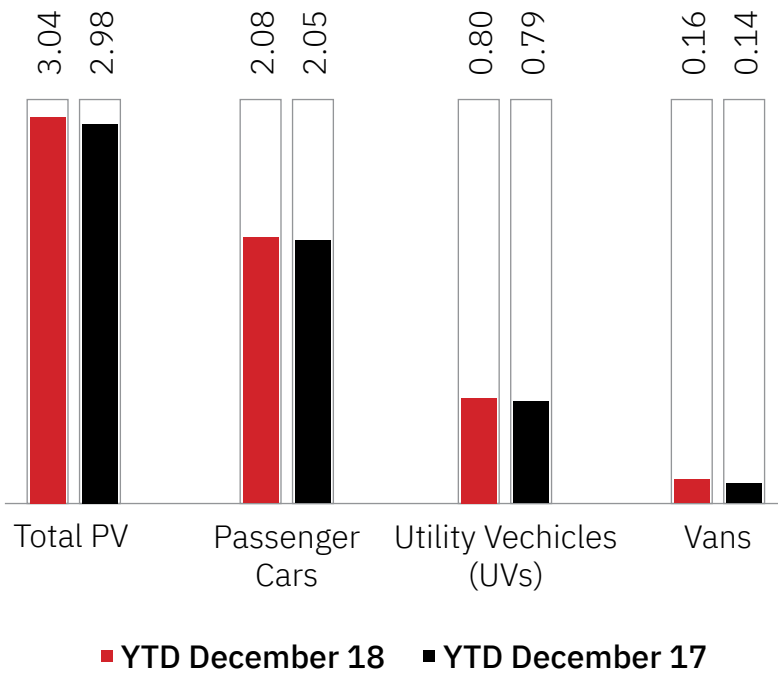
Scooters

# Industry Performance

(vol. in mn)

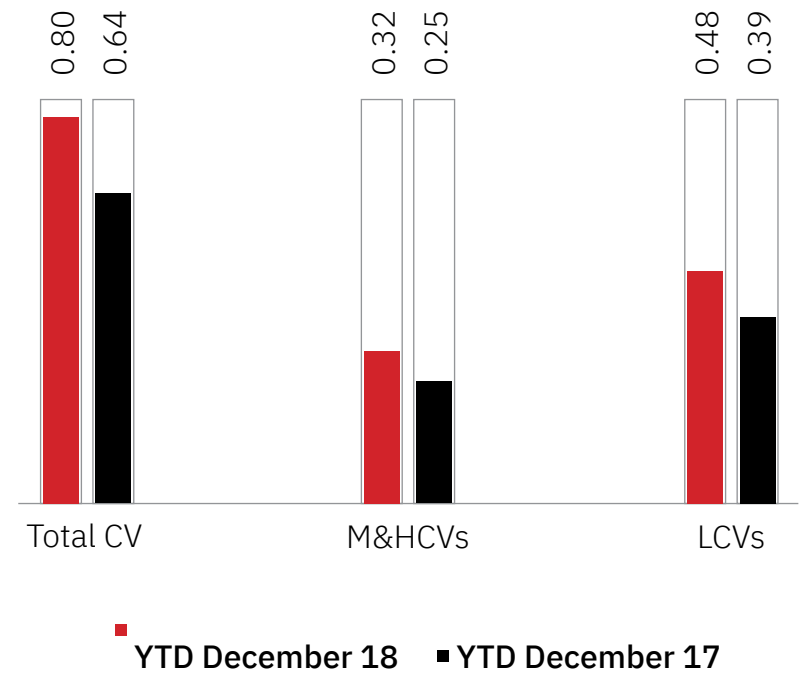
**2%**

## Passenger Vechivles



**24.3%**






## CVs



# Where are we.....

## Consolidated (Un-audited)






(fig in Rs Crs)

	YTD Dec'18 (UA)	YTD Dec'17 (UA)	GR vs LY %	Q3-FY'19 (UA)	Q3-FY'18 (UA)	Q3-FY'19 Vs Q3 FY'18
 <b>Revenue</b>	<b>1751.7</b>	<b>1464.2</b>	<b>↑ 19.6%</b>	<b>576.0</b>	<b>465.7</b>	<b>↑ 23.7%</b>
 <b>EBITDA</b>	<b>185.2</b>	<b>156.8</b>	<b>↑ 18.1%</b>	<b>61.2</b>	<b>51.5</b>	<b>↑ 18.8%</b>
EBITDA %	10.57%	10.71%		10.63%	11.07%	
 <b>EBT</b>	<b>102.7</b>	<b>71.5</b>	<b>↑ 43.5%</b>	<b>32.5</b>	<b>21.9</b>	<b>↑ 48.5%</b>
EBT %	5.86%	4.89%		5.64%	4.7%	
 <b>PAT</b>	<b>69.6</b>	<b>49.6</b>	<b>↑ 40.2%</b>	<b>21.3</b>	<b>13.7</b>	<b>↑ 54.7%</b>
PAT %	3.98%	3.39%		3.7%	2.96%	
 <b>EPS (Rs/Sh)</b>	<b>11.5</b>	<b>9.7</b>	<b>↑ 19.1%</b>	<b>3.5</b>	<b>2.7</b>	<b>↑ 31.5%</b>







# Where are we.....









## Standalone (Un-audited)









(fig in Rs Crs)

	YTD Dec'18 (UA)	YTD Dec'17 (UA)	GR vs LY %	Q3-FY'19 (UA)	Q3-FY'18 (UA)	Q3-FY'19 Vs Q3 FY'18
 <b>Revenue</b>	<b>1524.5</b>	<b>1272.5</b>	<b>↑ 19.8%</b>	<b>494.6</b>	<b>414.2</b>	<b>↑ 19.4%</b>
 <b>EBITDA</b>	<b>164.0</b>	<b>140.8</b>	<b>↑ 16.5%</b>	<b>54.0</b>	<b>45.5</b>	<b>↑ 18.7%</b>
EBITDA %	10.76%	11.07%		10.9%	11.0%	
 <b>EBT</b>	<b>101.2</b>	<b>72.3</b>	<b>↑ 39.9%</b>	<b>31.7</b>	<b>21.5</b>	<b>↑ 47.0%</b>
EBT %	6.64%	5.69%		6.4%	5.2%	
 <b>PAT</b>	<b>68.0</b>	<b>49.5</b>	<b>↑ 37.3%</b>	<b>20.4</b>	<b>15.5</b>	<b>↑ 31.7%</b>
PAT %	4.46%	3.90%		4.1%	3.7%	
 <b>EPS (Rs/Sh)</b>	<b>11.3</b>	<b>9.7</b>	<b>↑ 16.4%</b>	<b>3.4</b>	<b>3.0</b>	<b>↑ 11.8%</b>

## Where are we..... (as on YTD Dec-18)

Business Segment*	
	41.7%
	16.4%
	8.5%
	12.2%
	12.9%
	8.1%

Product Categories*	
Locking Systems 	21.1%
Vision Systems 	9.8%
Sheet Metal 	11.6%
Cabins & Fabrication 	12.8%
ADC 	16.4%
Plastics 	2.4%
Assemblies 	14.1%
Others 	11.8%

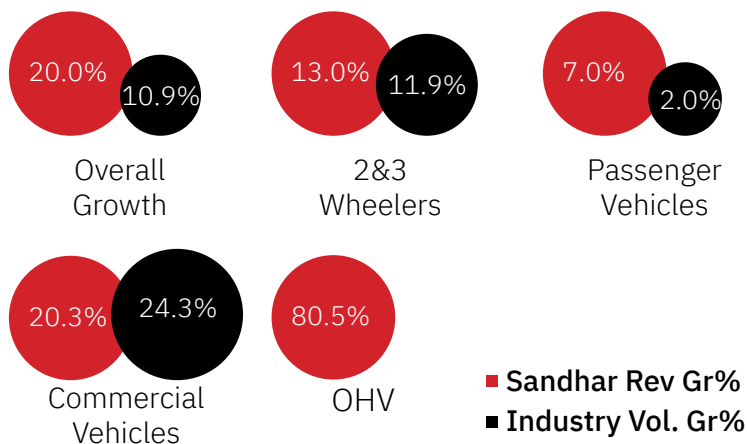
Customers*	
	28.0%
	22.0%
	7.0%
	6.4%
	4.6%
	4.0%
	3.6%
	2.2%

\* Based on Consolidated

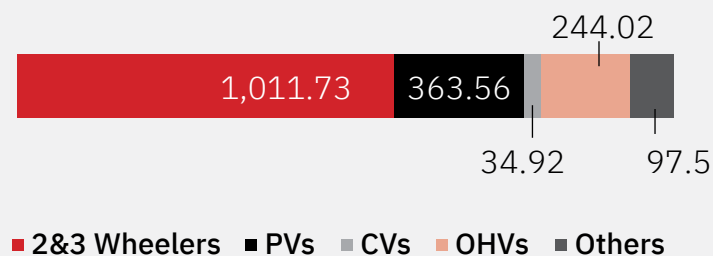


# Where are we..... (as on YTD Dec-18)

## Sandhar vs Industry



## Segmentwise Revenue - Rs. 1,751.5 Crs

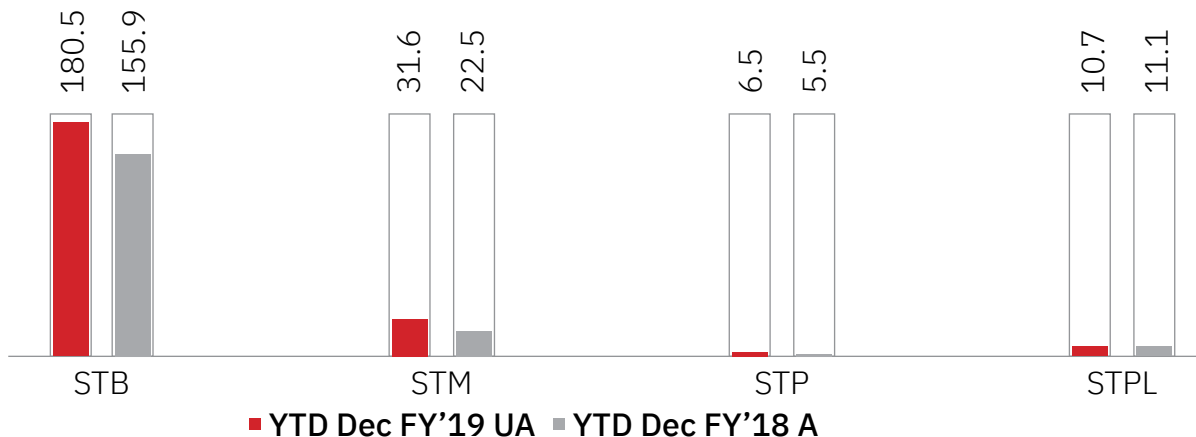


Customer	OEM Vol (Mn)	OEM Gr %	STL Gr %
Hero	6.0	8.2%	15.8%
TVS	2.9	15.4%	27.3%
HONDA	0.1	3.9%	-5.3%
JCB	NA	NA	156.6%
BOSCH	NA	NA	7.7%
ROYAL ENFIELD	0.6	6.1%	12.0%
TRW	NA	NA	7.3%
Autoliv	NA	NA	41.7%
TATA HITACHI Reliable solutions	NA	NA	55.2%
TATA	0.5	24.0%	14.4%
HONDA	4.8	3.2%	35.0%

# Where are we..... WOS- Financials

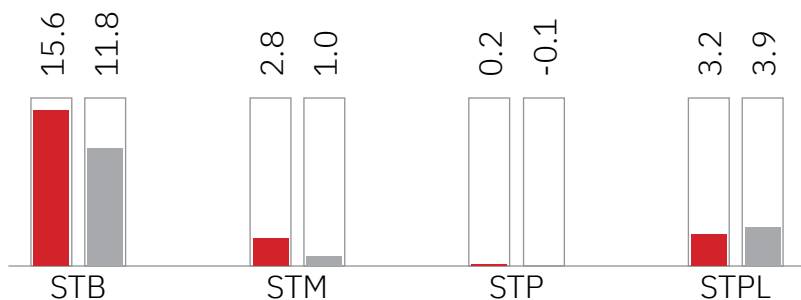
## Total Income (Rs. Crs)

STB Gr (INR) Vs LY - 19 %;  
STB Gr (Eur) Vs LY- 15.7 %



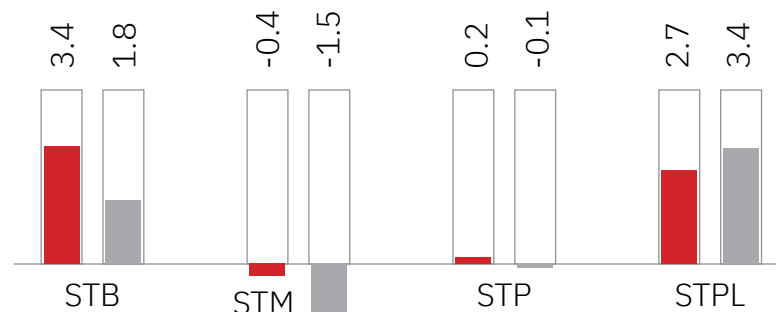
## EBITDA (Rs Crs)

STB Gr (INR) Vs LY - 32 %;  
STB Gr (Eur) Vs LY- 2.9 %



## EBT (Rs. Crs)

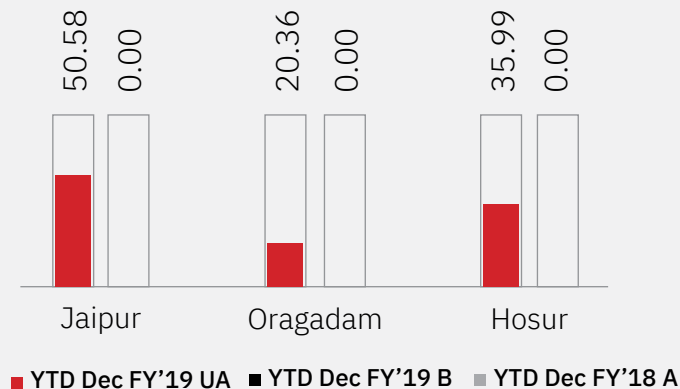
STB Gr (INR) Vs LY - 83.9 %;  
STB Gr (Eur) Vs LY- 65.5 %



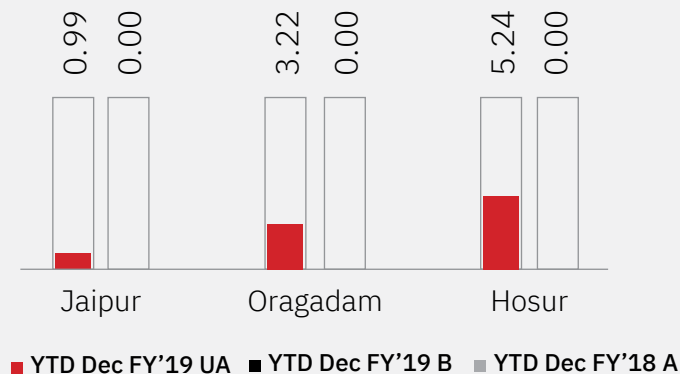
■ YTD Dec FY'19 UA ■ YTD Dec FY'18 A

# Where to cover.....

## Revenue



## Gross Profit



(fig in Rs Crs)

### Jaipur



**Investments** : 32.7 Crs  
**EBITDA** : (4.26) Crs Vs 0.0 Crs YTD Dec 17  
**EBT** : (7.14 Crs) Vs 0.0 Crs YTD Dec 17

### Oragadam



**Investments** : 51.91Crs  
**EBITDA** : 0.80 Crs Vs 0.3 Crs YTD Dec 17  
**EBT** : (1.25) Crs Vs (0.55) Crs YTD Dec 17

### Hosur



**Investments** : 65.23 Crs  
**EBITDA** : 0.19 Crs Vs 0.0 Crs YTD Dec 17  
**EBT** : (3.97) Crs Vs 0.0 Crs YTD Dec 17

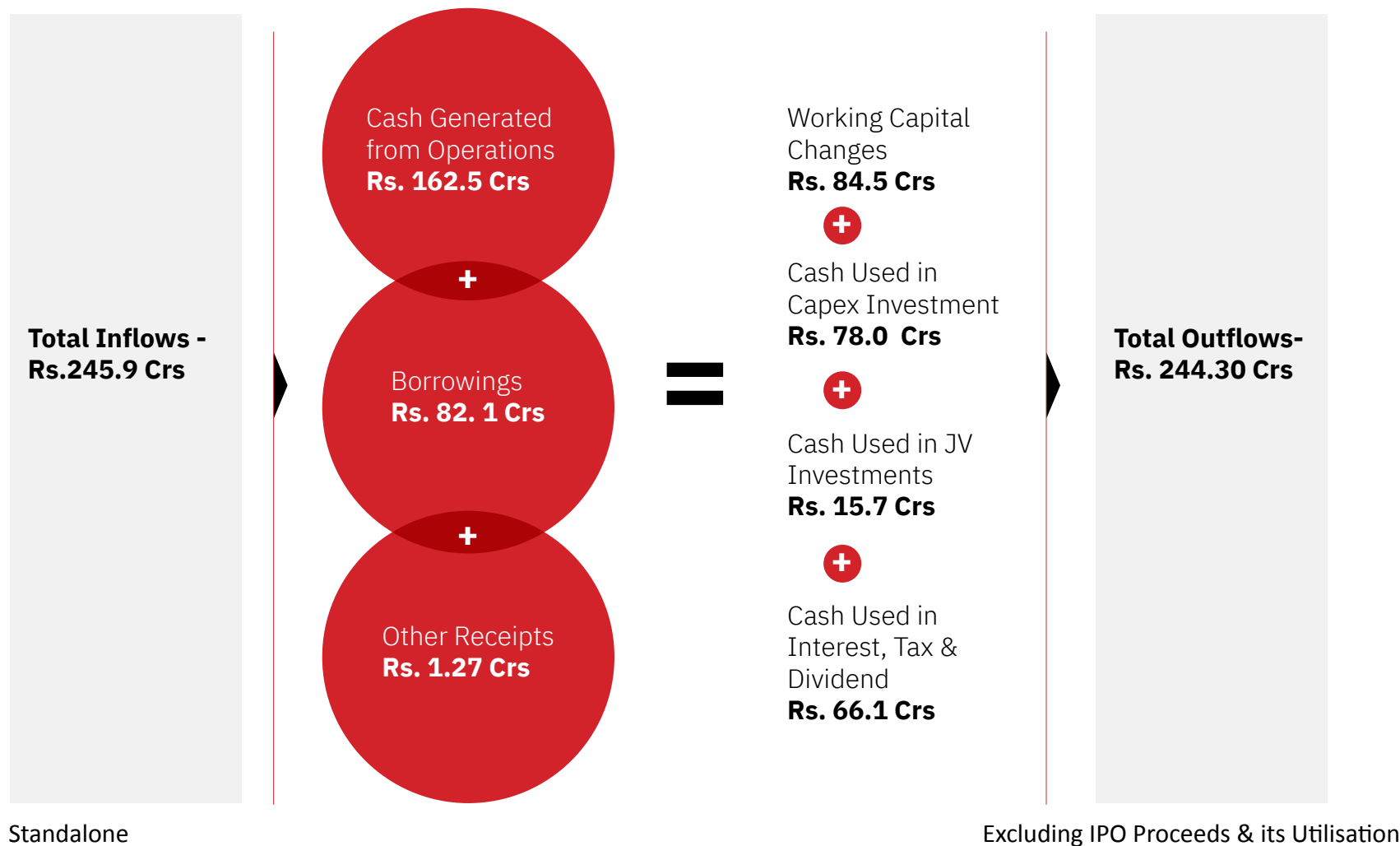
Rs. **149.84** Crs  
**Total Investment**

Rs. **-3.3** Crs  
**Total EBITDA**

Rs. **106.93** Crs  
**Total Revenue**

Rs. **-12.33** Crs  
**Total EBT**

## How we managed Cash during the period ...



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# Thank you

**Sandhar Technologies Limited**

CIN: L74999DL1987PLC029553

Investor Relations: Ms. Charu Khatri

Email: [investors@sandhar.in](mailto:investors@sandhar.in)