

February 11, 2019

Manager, DCS
The Bombay Stock Exchange Ltd.
Phiroze jeejeebhoy Towers,
Dalal Street,
Mumbai

Scrip Code: - 530655

The Manager
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Scrip Code: - GOODLUCK

Sub: Earnings Presentation for Q3/ 9 Months FY 2019

Dear Sir,

The Company has issued an Earnings Presentation for Q3/ 9 Months FY 2019 of the company.

The copy of Earnings presentation is being enclosed herewith.

This is for your information and doing the needful.

Thanking you,
For Goodluck India Limited



Authorised Signatory

Encls: as above



9M / Q3-FY19 EARNINGS
PRESENTATION



EXECUTIVE SUMMARY



30
years of
excellence

Overview

- Goodluck India Ltd. incorporated in 1986 by Mr. Mahesh Chandra Garg, an IIT graduate, is an established name in the Steel Tubes, Engineering Structures, Forgings and Cold Rolled value added products industry.
- The company is headquartered in Ghaziabad with a 2,30,000 MT p.a. manufacturing facility in Sikandrabad in Uttar Pradesh, India with more than 2,000 employee strength.

Business Mix

- **CR Sheets & Pipes** – Includes C.R Sheet/Coil, G.P.G.C Sheet/Coil, C.R.C.A Sheet/Coil, Pipes, etc.
- **Engineering Structures** – Transmission & Telecom towers, Fabricated steel structures
- **Forging** – Forged flanges, gear rings, gear shanks, forged shafts, railway products
- **Precision Tubes** – Auto Tubes, CDW/ERW Tubes, Boiler Tubes, Transformer Tubes, Air Heater Tubes

Marquee Clients

- **Cold Roller sheets, coils & Engineering structures** : Indian Railways, ABB, L&T, Reliance Industries, GMR, ISGEC, Sterling & Wilson, Alstom, Power grid, NTPC, Toshiba, TRF, EIL, NPCIL
- **Forging** : GE Oil & Gas, Allied Group, Saint-Gobain, Midsteel, Flaboform, Edelstahlservice, BPCL, Indian Oil, BHEL, RIL, L&T, Alstom, Mitsubishi
- **Precision Tubes** : Volkswagen, Audi, BMW, Mercedes, Skoda, Renault, GM, Ashok Leyland, TVS, Bajaj, Gabriel, ISGEC, Talbros, Mahindra, Tata Motors

FY18 Financial Highlights

- **Total Income- INR 13,102 Mn**
- **EBITDA – INR 1,030 Mn**
- **PAT – INR 160 Mn**
- **ROCE – 11.93%**
- **ROE – 5.75%**



COMPANY OVERVIEW

- Goodluck India is a diversified company with **30 years** of experience in manufacturing of Cold rolled steel products, structural steel towers, Auto tubes, pipes, forgings and flanges.
- The company has a total manufacturing capacity of **2,30,000 MT p.a**
- The company's products get sold domestically and to over 100 countries across the world to high growth sectors like Auto, Power, Infrastructure, Oil & Gas and also diversified further for high end engineering structures for Auto, Solar, Railways, etc.
- Goodluck India Ltd is an **ISO 9001:2008 certified** organization.

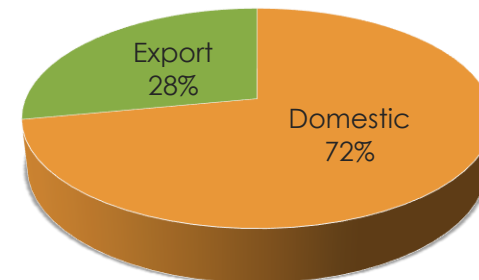
Myths about Company:

- Goodluck India is a steel company as the name suggests
- The company is a family managed company
- It is difficult to do manufacturing business in Uttar Pradesh

Truths about Company:

- Goodluck India converts steel into customized precision products
- Goodluck India is a professionally managed company employing skilled professionals
- The company started in UP in 1986, and has been able to continue to grow with continuous availability of power

Geographical Breakup – FY18





QUARTER UNDER REVIEW

Q3-FY19 Standalone Performance

Total Income: INR 4,445 Mn
EBITDA: INR 316 Mn
EBITDA Margin: 7.11%
Net Profit: INR 65 Mn
PAT margin: 1.46%
Diluted EPS: INR 2.82 / share

9M-FY19 Consolidated Performance

Total Income: INR 12,246 Mn
EBITDA: INR 944
EBITDA Margin: 7.71%
Net Profit: INR 217 Mn
PAT margin: 1.77%
Diluted EPS: INR 9.45 / share

INCOME STATEMENT (INR Mn)	Q3-FY19	Q3-FY18	Y-O-Y	Q2-FY19	Q-O-Q
Total Income[^]	4,445	3,219	38.1%	3,994	11.3%
Expenses	4,129	2,973	38.8%	3,677	12.3%
EBITDA	316	246	29.0%	317	(0.3)%
EBITDA Margin (%)	7.11%	7.64%	(53) Bps	7.94%	(83) Bps
Depreciation	61	49	24.5%	61	NA
Finance Cost	154	145	6.2%	147	4.8%
PBT	101	52	94.2%	109	(7.3)%
Tax	36	20	80.0%	23	56.5%
Profit After Tax	65	32	103.1%	86	(24.4)%
PAT Margin (%)	1.46%	0.99%	47 Bps	2.15%	(69) Bps
Other Comprehensive Income (Net of Tax)	-	-	NA	-	NA
Total Comprehensive Income	65	32	103.1%	86	(24.4)%
Diluted EPS (INR)	2.82	1.58	78.5%	3.73	(24.4)%

[^] Includes other income

9M-FY19 Standalone Income Statement (IND-AS)



INCOME STATEMENT (INR Mn)	9M-FY19	9M-FY18	Y-O-Y
Total Income[^]	12,231	10,003	22.3%
Expenses	11,301	9,224	22.5%
EBITDA	930	779	19.4%
EBITDA Margin	7.60%	7.79%	(19) Bps
Depreciation	171	142	20.4%
Finance Cost	455	430	5.8%
PBT	304	207	46.9%
Tax	97	83	16.9%
Profit After Tax	207	124	67.0%
PAT Margin	1.69%	1.24%	45 Bps
Other Comprehensive Income (Net of Tax)	0	0	NA
Total Profit including Comprehensive Income (Net of Tax)	207	124	67.0%
EPS	9.02	5.5	64.0%

[^] Includes other income

INCOME STATEMENT (INR Mn)	FY16*	FY17	FY18	9M-FY19
Total Income [^]	10,989	12,097	13,050	12,231
Total Expenses	9,969	11,172	12,037	11,301
EBITDA	1,020	925	1,013	930
EBITDA Margin (%)	9.28%	7.65%	7.76%	7.60%
Depreciation	149	175	199	171
Finance Cost	393	481	562	455
PBT	478	269	252	304
Tax	146	71	104	97
Prior Period Adjustments	-	-	-	-
Profit After Tax	332	198	148	207
PAT Margin (%)	3.02%	1.64%	1.13%	1.69%
Other Comprehensive Income (Net of Tax)	-	-	-	-
Total Comprehensive Income	332	198	148	207
EPS	15.09	8.98	6.63	9.02

[^] Total Income includes other income

*FY16 Financials are as per IGAAP

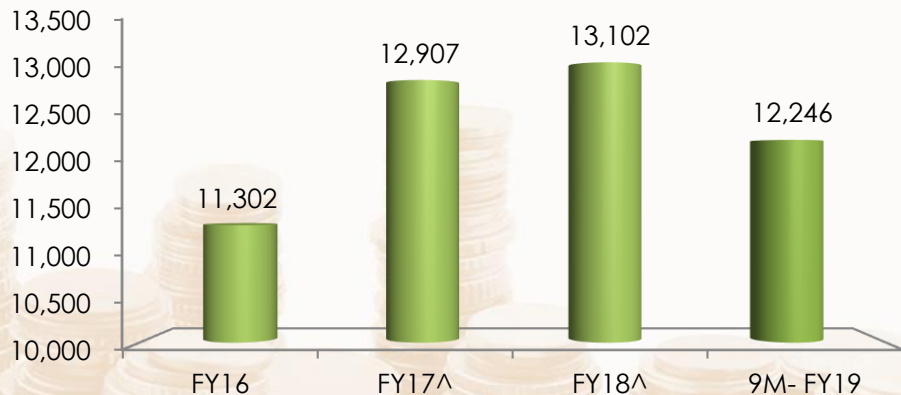
PARTICULARS (INR Mn)	FY17	FY18	H1-FY19	PARTICULARS (INR Mn)	FY17	FY18	H1-FY19
EQUITIES & LIABILITIES				ASSETS			
Shareholder Funds				Non Current Assets			
(A) Share Capital	44	46	46	(A) Plant, Plant & Equipments	2,557	2,520	3,263
(B) Other Equity	2,273	2,492	2,635	(B) Capital Work-in-Progress	44	569	69
Total Equity	2,317	2,538	2,681	(C) Investment in subsidiaries	10	10	10
Non Current Liabilities				(D) Other non-current assets	30	34	49
(A) Long Term Borrowings	1,149	1,241	1,207	Total Non Current Assets	2,641	3,133	3,391
(B) Deferred Tax Liabilities (net)	210	259	276	Current Assets			
(C) Provisions	25	31	28	(A) Inventories	2,335	2,387	2,662
Total Non Current Liabilities	1,384	1,531	1,511	(B) Financial Assets:			
Current Liabilities				(i) Trade Receivables	1,938	2,007	2,630
(A) Short term Borrowings	2,740	2,944	3,352	(ii) Cash & Cash Equivalent	18	23	24
(B) Trade Payables	914	976	995	(iii) Other balances with banks	106	116	124
(C) Other Current Liabilities	359	612	885	(C) Other Current Assets	694	955	608
(D) Short-term provisions	17	20	15	Total Current Assets	5,091	5,488	6,048
Total Current Liabilities	4,031	4,552	5,247	GRAND TOTAL - EQUITIES & LIABILITIES	7,732	8,621	9,439
GRAND TOTAL - EQUITIES & LIABILITIES	7,732	8,621	9,439	GRAND TOTAL - ASSETS	7,732	8,621	9,439

INCOME STATEMENT (INR Mn)	FY16	FY17	FY18	9M-FY19
Total Income [^]	11,032	12,097	13,102	12,246
Expenses	10,013	11,172	12,072	11,302
EBITDA	1,019	925	1,030	944
EBITDA Margin (%)	9.24%	7.65%	7.86%	7.71%
Depreciation	151	175	199	455
Finance Cost	397	481	562	171
PBT	471	269	269	318
Tax	143	71	109	101
Profit After Tax	328	198	160	217
PAT Margin (%)	2.97%	1.63%	1.22%	1.77%
Other Comprehensive Income	-	-	-	0
Total Profit including Comprehensive Income (Net of Tax)	14.91	198	160	218
EPS (INR)	11,032	8.98	7.19	9.45

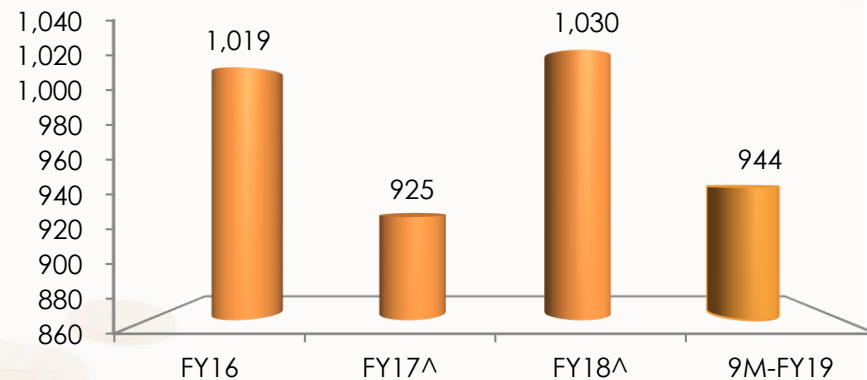
[^] Includes other income * FY16 Financials are as per IGAAP

PARTICULARS (INR Mn)	FY17	FY18	H1-FY19	PARTICULARS (INR Mn)	FY17	FY18	H1-FY19
EQUITIES & LIABILITIES				ASSETS			
Shareholder Funds				Non Current Assets			
(A) Share Capital	44	46	46	(A) Property, Plant & Equipment	2,557	2,520	3,262
(B) Other Equity	2,505	2,737	2,886	(B) Capital Work-in-Progress	44	569	70
(C) Money received against Share Warrant	-	-	-	(C) Investment in subsidiaries	-	-	-
Total Equity	2,549	2,783	2,932	(D) Other non-current assets	33	285	49
Non Current Liabilities				Total Non Current Assets	2,634	3,374	3,381
(A) Long Term Borrowings	1,149	1,241	1,207				
(B) Deferred Tax Liabilities (net)	210	259	28	Current Assets			
(C) Provisions	25	31	276	(A) Inventories	2,339	2,391	2,666
Total Non Current Liabilities	1,384	1,531	1,511	(B) Financial Assets:			
Current Liabilities				(i) Trade Receivables	1,938	2,035	2,630
(A) Short term Borrowings	2,740	2,944	3,352	(ii) Cash & Cash Equivalent	18	23	25
(B) Trade Payables	914	995	995	(iii) Other balances with banks	106	120	124
(C) Current Tax Liabilities	363	623	885	(C) Other Current Assets	943	958	869
(D) Short-term provisions	28	25	19	Total Current Assets	5,344	5,527	6,314
Total Current Liabilities	4,045	4,587	5,252				
GRAND TOTAL - EQUITIES & LIABILITIES	7,978	8,901	9,695	GRAND TOTAL – ASSETS	7,978	8,901	9,695

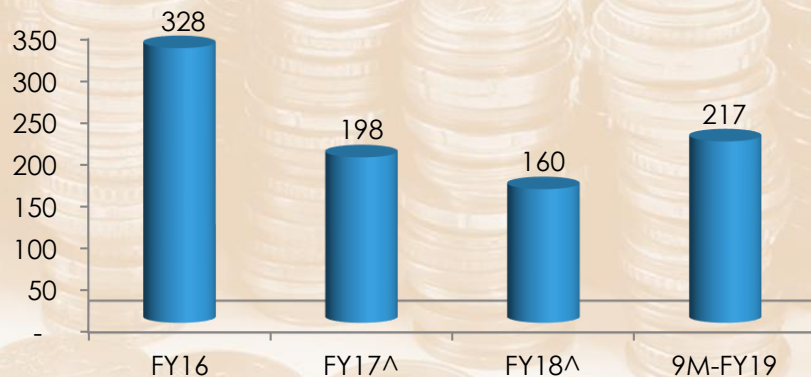
TOTAL INCOME * (INR Mn)



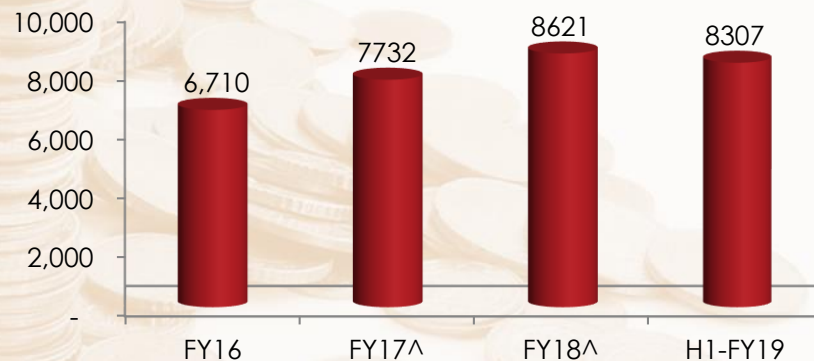
EBITDA (INR Mn)



PAT (INR Mn)



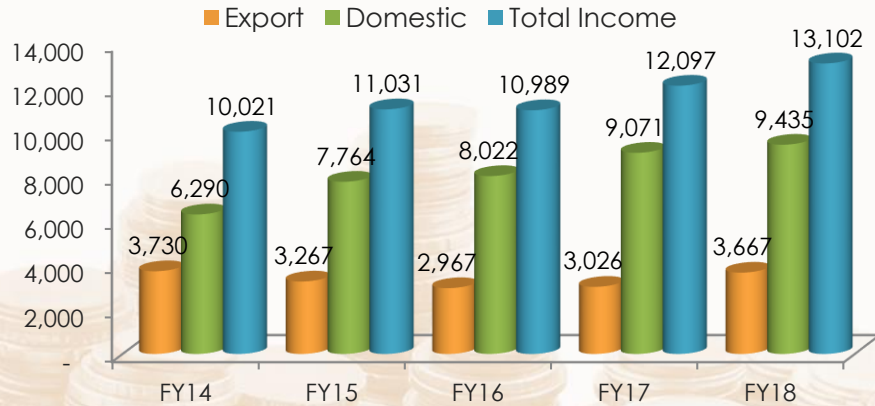
ASSETS (INR Mn)



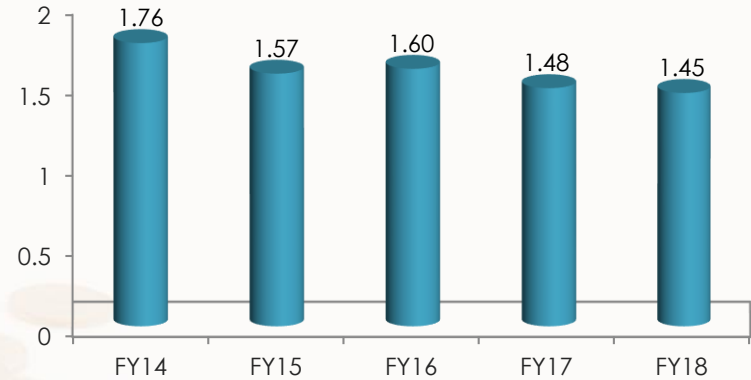
* Total Income includes Other Income

^ As per IND-As

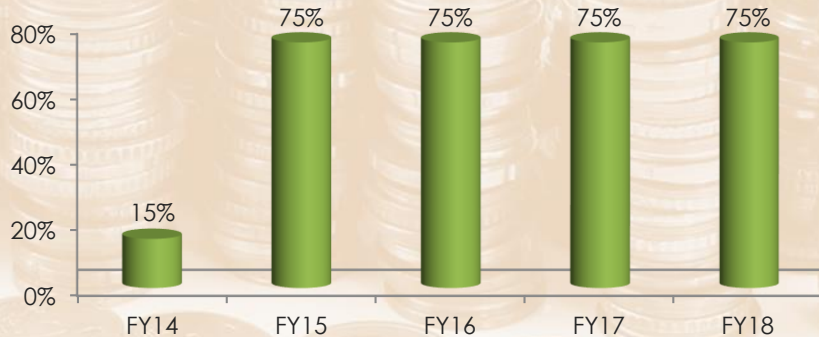
Geographical Revenue Breakup (INR Mn)



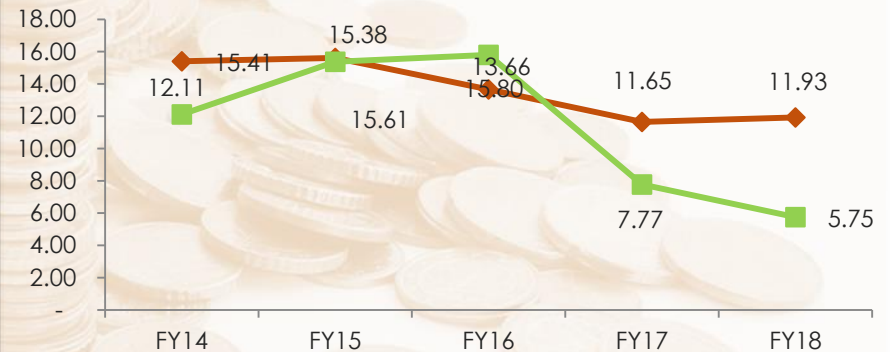
Net Debt to Equity Ratio



Dividend Payout as a percentage of FV



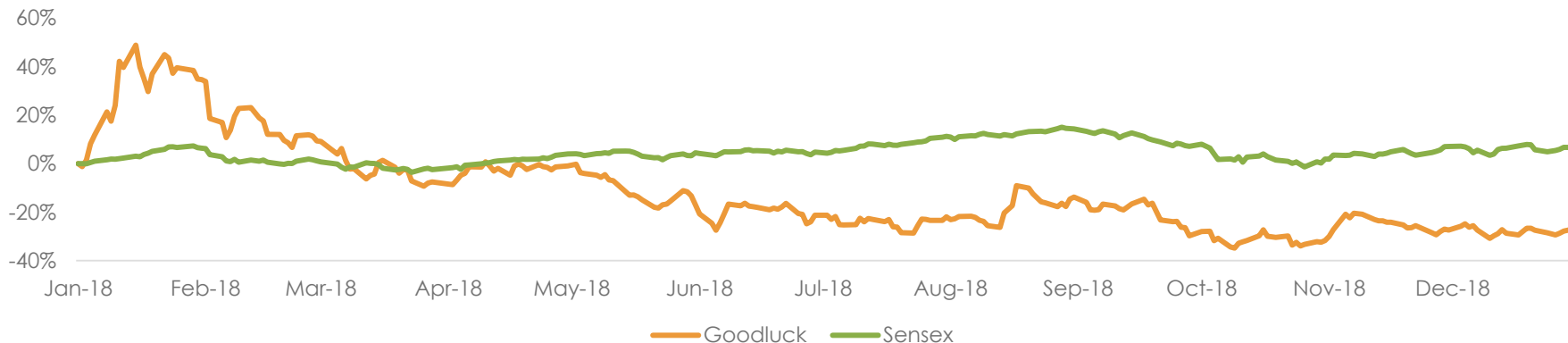
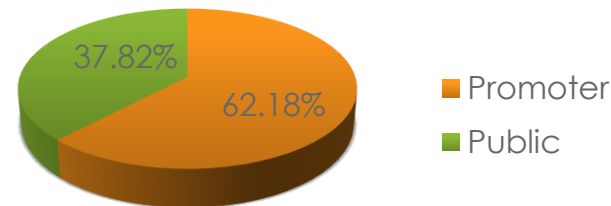
ROCE % and ROE %



PRICE DATA (AS ON 31ST DECEMBER, 2018)

Face value (INR)	2
Market Price (INR)	67
52 Week H/L (INR)	142.5/58.6
Market Cap (INR Mn)	1,541
Equity Shares Outstanding (Mn)	23.01
1 Year Avg. trading volume ('000)	99.90

Share holding pattern as on 31st DECEMBER, 2018



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For further information please contact our Investor Relations Representatives:



Valorem Advisors

Mr. Anuj Sonpal, CEO

Tel: +91-22 -49039500

Email: goodluck@valoremadvisors.com

The background is a grayscale collage of industrial and infrastructure images, including a worker at a control panel, a train, and a power transmission tower. Overlaid on this is a large, semi-transparent infinity symbol. The text 'THANK YOU' is centered in a bold, orange, sans-serif font with a slight reflection effect below it.

THANK YOU