




Investor Presentation

Financial Results- Quarter IV , 2017

Financial Results- Annual 2016-17

May,2017

Three green arrows of varying lengths, pointing upwards and slightly to the right, arranged in a vertical stack. They are positioned on the left side of the slide, next to the four text boxes.

**Recorded highest ever sales of 1751Cr in 2016-17
(with growth of 18.36% over last year)**

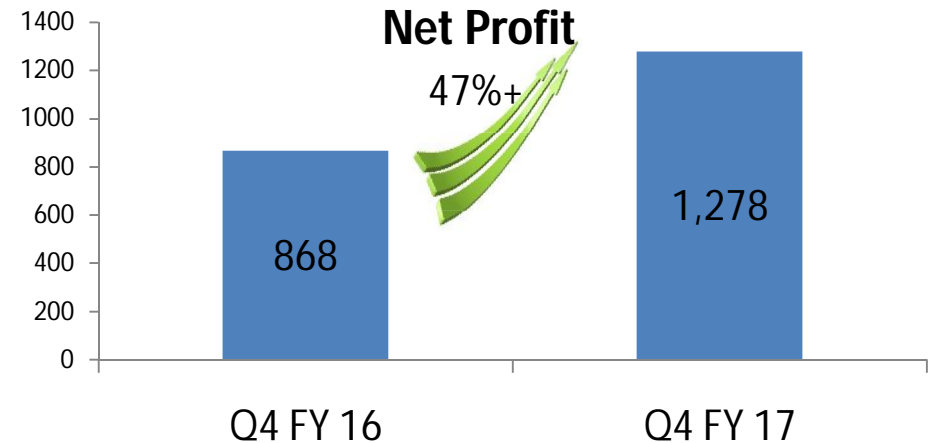
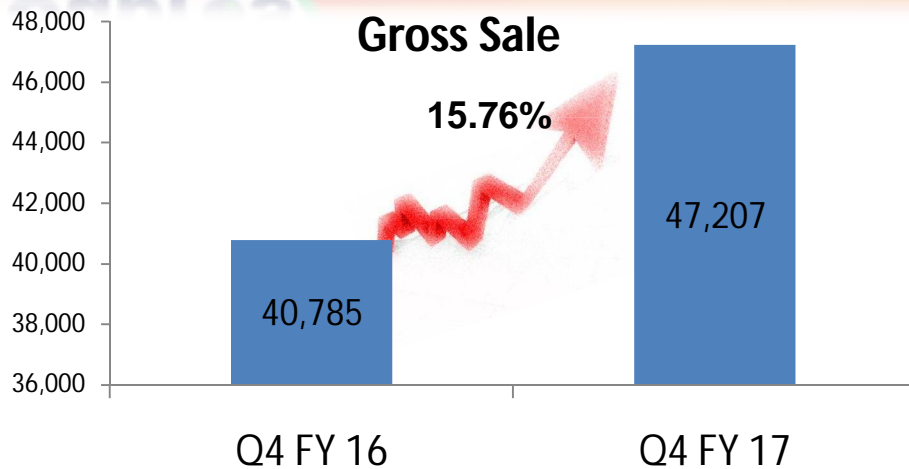
Profit Improvement by 52% over last year

**Fully Reinstatement of operations at Manesar plant after
incident of Fire in May,2016**

Start of Operations for SMG Gujarat from Subros Sanand Plant



PARTICULARS	Qr. Ended (Unaudited)			Year Ended (Audited)	
	31.03.2017	31.12.2016	31.03.2016	31.03.2017	31.03.2016
Gross Sale	47,207	41,726	40,785	175,134	147,964
Net Sales	41,374	36,994	35,889	154,498	130,293
Other Operating Income	97	296	111	448	397
Net Income from Operation	41,471	37,290	36,000	154,946	130,690
Other Income	25	-42	100	330	243
Net Revenue	41,496	37,248	36,100	155,276	130,933
Raw Material Consumed	28,361	25,401	24,442	106,688	88,335
Total Material cost % to Net Sales	68.55%	68.66%	68.10%	69.05%	67.80%
Staff Cost	4,002	3,939	3,514	15,386	13,099
Staff cost % to Net Sales	9.67%	10.65%	9.79%	9.96%	10.05%
Other Exp.	4,552	3,763	4,004	16,167	14,046
Other Exps. % to Net Sales	11.00%	10.17%	11.16%	10.46%	10.78%
EBIDTA	4,581	4,145	4,140	17,035	15,453
% to Net Sales	11.07%	11.20%	11.54%	11.03%	11.86%
Depreciation and Amortisation exp	2,185	2,101	2,254	8,791	8,636
Depreciation % to Net Sales	5.28%	5.68%	6.28%	5.69%	6.63%
Interest	1,118	1,045	1,018	4,222	4,172
Interest cost % to Net Sales	2.70%	2.82%	2.84%	2.73%	3.20%
Net Profit/(Loss)	1,278	999	868	4,022	2,645
% to Net Sales	3.09%	2.70%	2.42%	2.60%	2.03%
Exceptional Items-operation	-675	-795	0	-3103	0
Profit from Ordinary Activities	603	204	868	919	2,645
% to Net Sales	1.46%	0.55%	2.42%	0.59%	2.03%
Tax Expense	-120	-123	83	(485)	244
Net Profit after Tax/(Loss)	723	327	785	1,404	2,401
% to Net Sales	1.75%	0.88%	2.19%	0.91%	1.84%



Realisation of EBIDTA Level of 11.07%

Commencement of supplies to Suzuki Motors, Gujarat from Sanand Plant

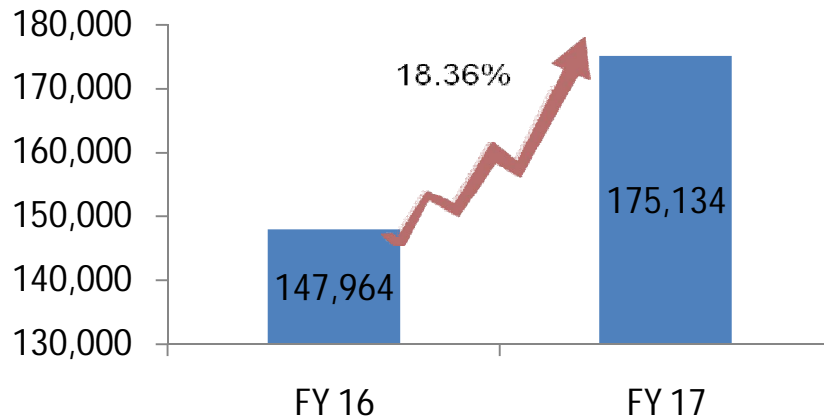
Exceptional Expenses of Rs. 675 Lacs incurred during the period

Production of ECM (Engine Cooling Module) Restarted

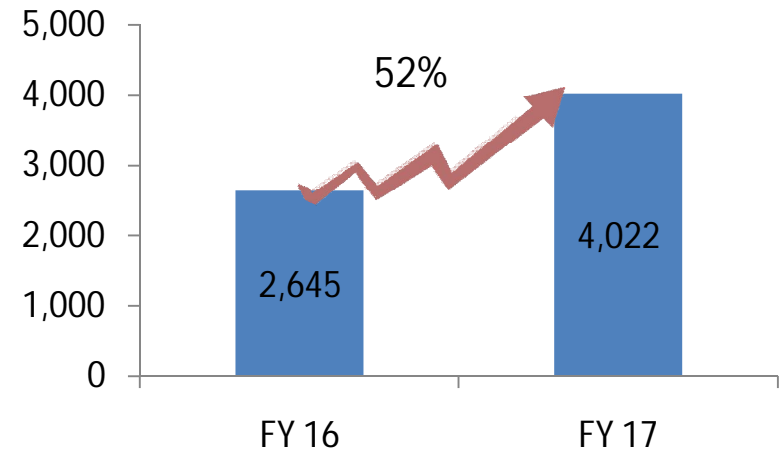
Supply of Home AC Condenser started to Whirlpool



Gross Sales



Net Profit



Realisation of EBIDTA level of 11.03%

Commencement of supplies to Suzuki Motors, Gujarat from Sanand Plant

Exceptional Expenses of Rs. 3103 Lacs incurred during the Year

Production of ECM (Engine Cooling Module) Restarted from Manesar Plant

Railways DLW Air Condition Order award and Execution during the Year



Customer supplies are reinstated in full

**Insurance claim filed with the Insurance Company
& interim payment received**

Building :

**Ground Floor is ready and production has been resumed
1st Floor expected to be completed by June'17**

Plant & Machinery :

**Major machines have been installed or put to use.
Remaining assets are under ordering or in transit**



Q4 FY'16-17 viz-a-viz Q4 FY'15-16

Indicators	Q4- FY16-17	Q4- FY15-16	Change	Status
Net Sales (Rs. in Lacs)	41,374	35,889	5,485	●
Material Cost	68.55%	68.10%	0.45	■
Employee Cost	9.67%	9.79%	(0.12)	●
Other Expenses	11.00%	11.16%	(0.16)	●
Op EBIDTA	11.07%	11.54%	(0.47)	■
Finance Cost	2.70%	2.84%	(0.14)	●
Depreciation	5.28%	6.28%	(1.00)	●
PBT (before exceptional item)	3.09%	2.42%	0.67	●
PAT	1.75%	2.19%	(0.44)	■

Material cost is higher due to change in product mix

**Green Indicator is Positive , Yellow is moderate and Red indicator is negative.*



Q4 FY'16-17 viz-a-viz Q3 FY'16-17

(% of Net Sales)

Indicators	Q4- FY16-17	Q3- FY16-17	Change	Status
Net Sales (Rs. in Lacs)	41,374	36,994	4380	●
Material Cost	68.55%	68.66%	(0.11)	●
Employee Cost	9.67%	10.65%	(0.98)	●
Other Expenses	11.00%	10.17%	0.83	■
Op EBIDTA	11.07%	11.20%	(0.13)	■
Finance Cost	2.70%	2.82%	(0.12)	●
Depreciation	5.28%	5.68%	(0.40)	●
PBT (before exceptional item)	3.09%	2.70%	0.39	●
PAT	1.75%	0.88%	0.87	●

Other Expenses are higher due to MTM loss on reinstatement of Forex liabilities and increase in Insurance Premium cost

**Green Indicator is Positive, Yellow is moderate and Red indicator is negative.*



FY'16-17 viz-a-viz FY'15-16

Indicators	FY 16-17	FY 15-16	Change	Status
Net Sales (Rs. in Lacs)	154,498	130,293	24,205	●
Material Cost	69.05%	67.80%	1.25	■
Employee Cost	9.96%	10.05%	(0.09)	●
Other Expenses	10.46%	10.78%	(0.32)	●
Op EBIDTA	11.03%	11.86%	(0.83)	■
Finance Cost	2.73%	3.20%	(0.47)	●
Depreciation	5.69%	6.63%	(0.94)	●
PBT (before exceptional item)	2.60%	2.03%	0.57	●
PAT	0.91%	1.84%	(0.93)	■

Material cost is higher due to change in product mix

**Green Indicator is Positive, Yellow is moderate and Red indicator is negative.*



**Market and
Revenue
Potential**

**Growth in Line with Indian Car and CV Segment
(Double Digit Growth in 2017-18)**

**Business Expansion in Bus, Railways, Truck
AC, Home AC Segment (Growth >10% over last year)**

**Business Expansion in ECM entrustment expansion
(Annual plan >200Cr in 2017-18)**

**Operational
Aspects**

**Mitigating Impact of Foreign Exchange Fluctuations
(Consistent Hedging Policy)**

**Material Cost Down thru VA/VE, Alternate sourcing
(Focus on Localisation for De-risking FE Impact)**

Improvement in EBIDTA and ROCE

**Reinstatement of Manesar Building and
Plant & Machinery and settlement of Insurance Claim**



Thank You
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