

Result Update Presentation Q1 FY19



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Financial Highlights



Company Overview

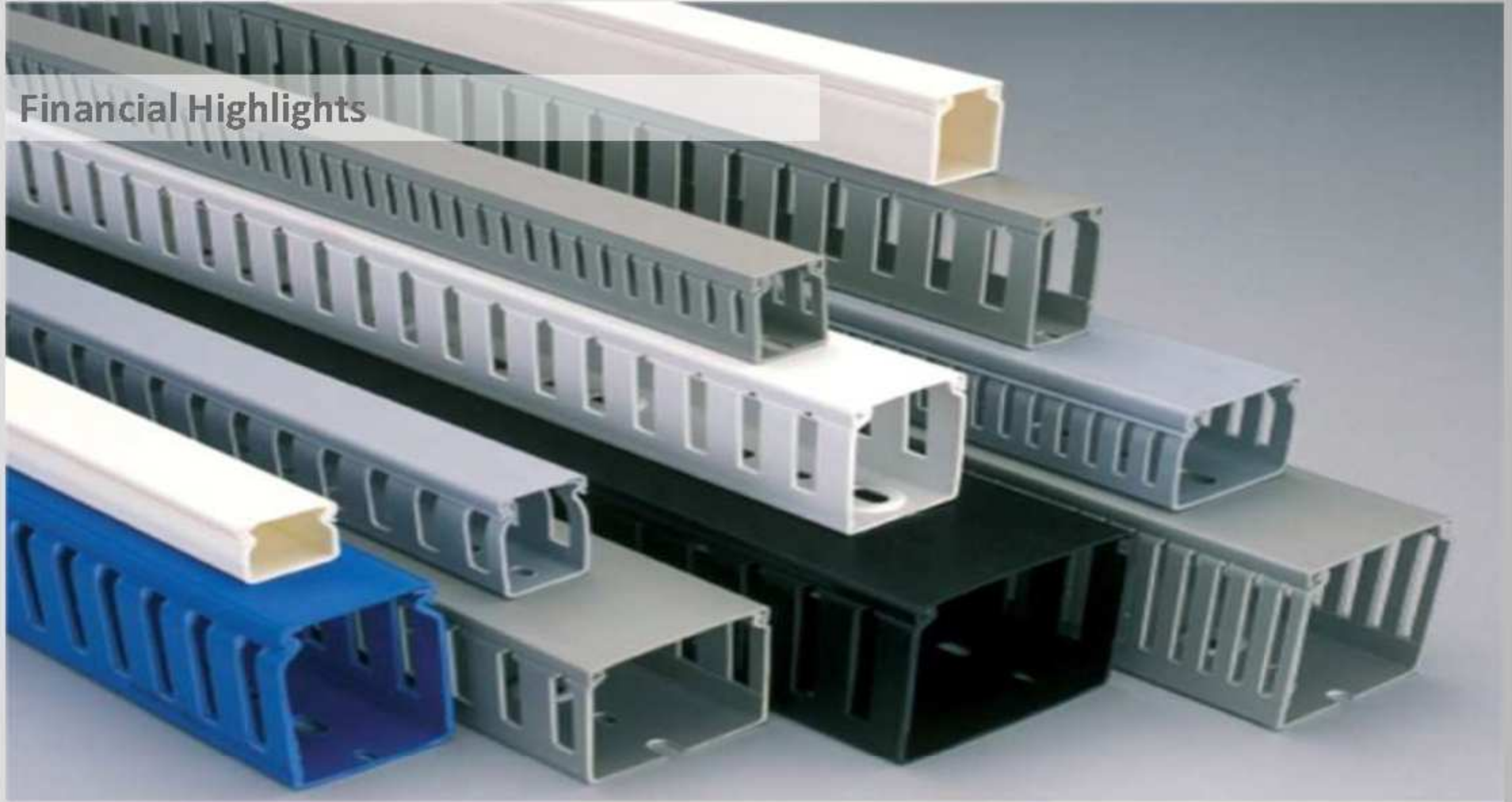


Business Overview



Way Ahead

Financial Highlights



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

"I am happy to share that this quarter once again, we have demonstrated good growth in our revenues. This growth has come from all across our three key businesses. We have seen a good growth from our newly launched products of wire harness and three phase dry type transformers. The building segment grew by more than 85% year on year, as we added new products like MCB's and Salzer Branded wires to the retail segment.

Our product mix and increased contribution from higher margin products led to a growth in EBIDTA. I believe this is an indication of our efforts to offer good quality and high margin products and improve our operational 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 investors for three phased transformers, elevators industry for wire harness and locomotives.

Our focus always remains on adding new high margin products, reach out newer geographies and offer customized solutions to our clients. We are constantly looking for new opportunities for technical associations to strengthen our base of product offering."



Key Financial Highlights- Q1 FY19* (YoY)

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21% ↑

Revenue Rs 126.5 crore

33% ↑

EBITDA Rs 14.0 crore

102bps ↑

EBITDA Margin 11.0%

12% ↑

PAT Rs 4.5 crore

- **Revenue driven by all three key businesses of Industrial Switch Gears, Building segment and Wires & Cables**
- **Better product mix leading to increase in EBITDA margin YoY**

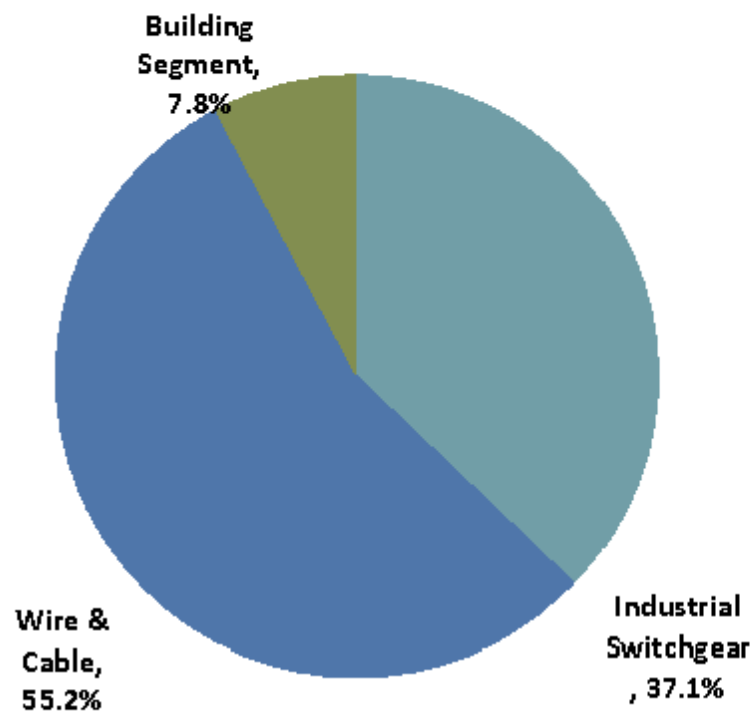
Q1 FY19 Financial Highlights*

Rs. in Crore	Q1 FY19	Q1 FY18	Y-o-Y%	Q4 FY18
Total Income from Operations	126.5	115.1	9.8%	126.8
Excise Duty	0.0	10.6		0.0
Net Revenue	126.5	104.6	20.9%	126.8
Raw Materials	96.1	78.1		91.6
Employee Cost	5.9	4.6		5.4
Other Expenses	10.5	11.3		13.3
Total Expenditure	112.5	94.1		110.3
EBITDA	14.0	10.5	33.2%	16.4
EBIDTA Margin (%)	11.05%	10.03%	102bps	12.94%
Other Income	0.2	2.0		(0.9)
Depreciation	3.1	2.7		2.9
Interest / Finance Cost	4.7	4.0		3.9
Profit Before Tax	6.3	5.8	8.5%	8.7
Tax	1.8	1.8		3.9
Profit After Tax	4.5	4.1	11.8%	4.9
PAT Margin (%)	3.59%	3.89%		3.83%

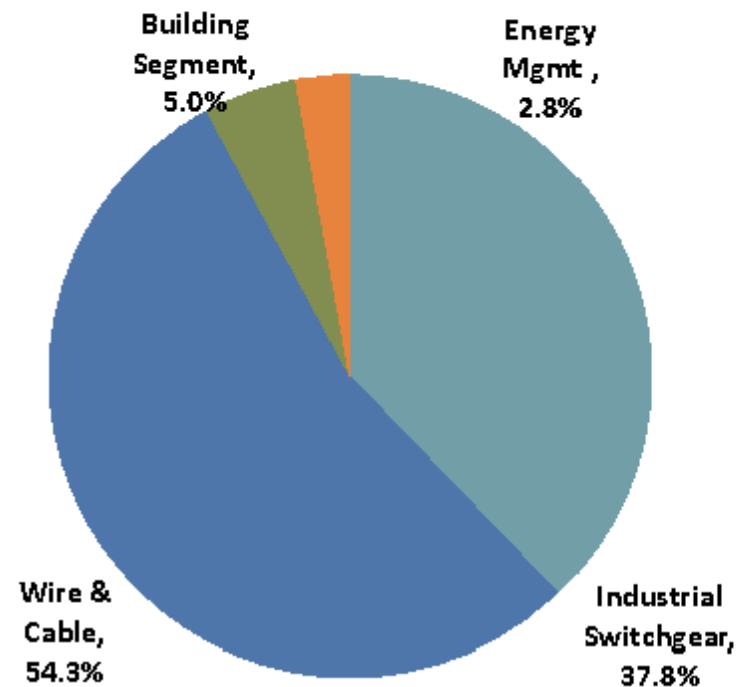
* Numbers as per Ind AS guidelines

Q1 FY19 Revenue Breakup – Business Verticals*

Q1 FY19



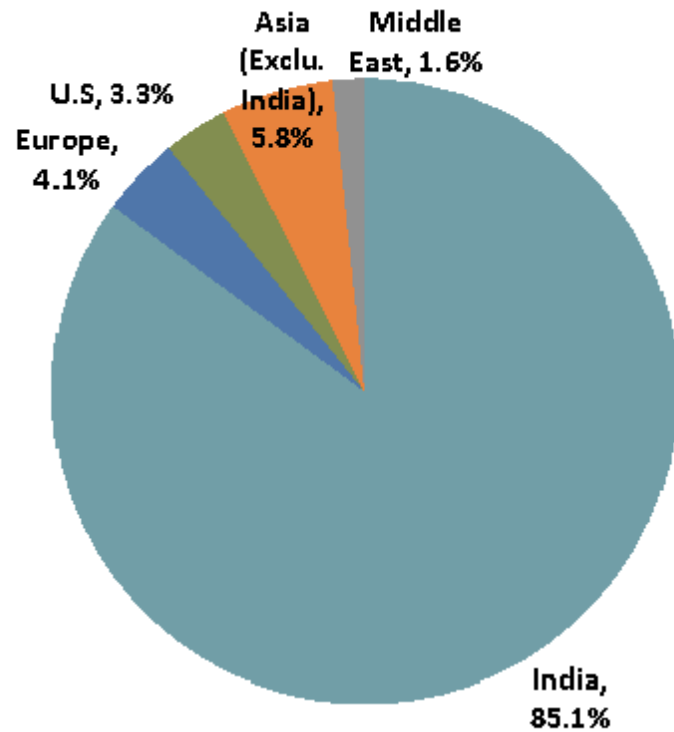
Q1 FY18



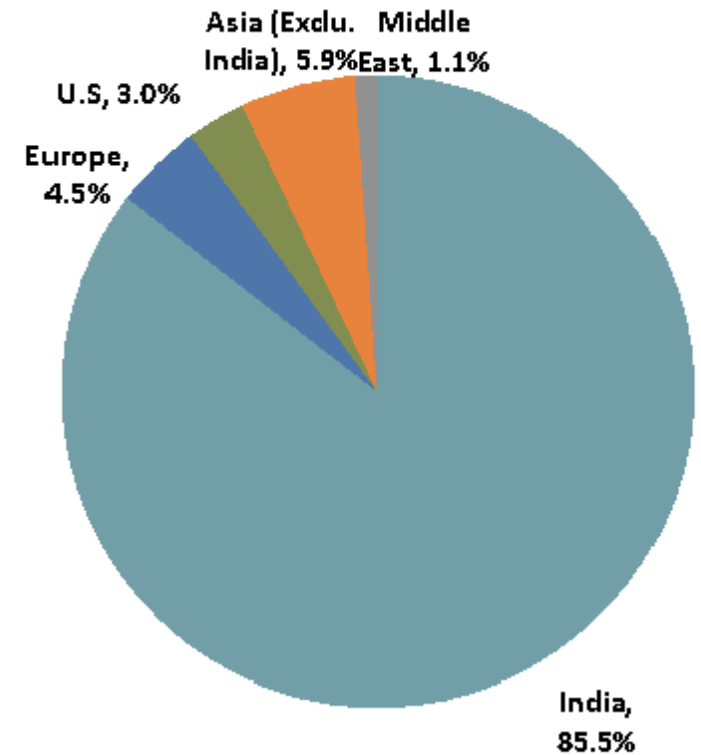
* Numbers as per Ind AS guidelines

Q1 FY19 Revenue Breakup – Geographical*

Q1 FY19



Q1 FY18



* Numbers as per Ind AS guidelines

Key Financial Highlights – FY18*

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15.0% ↑

Revenue Rs 442.8 crore

20.7% ↑

EBITDA Rs 53.3 crore

56bps ↑

EBITDA Margin 12.0%

15.4% ↑

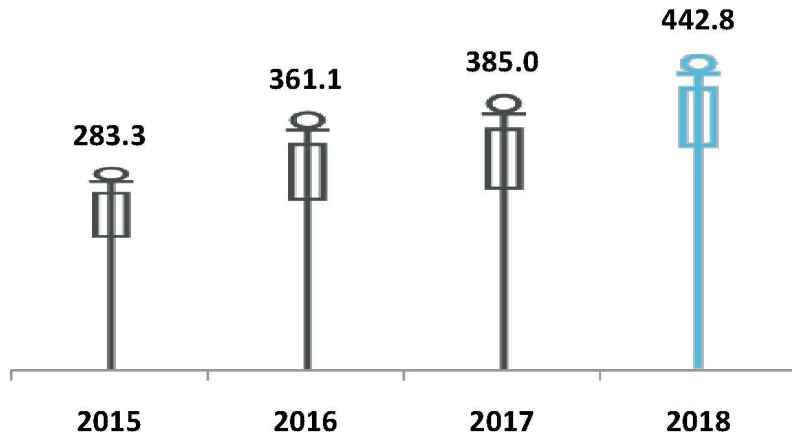
PAT Rs 20.0 crore

- ***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***

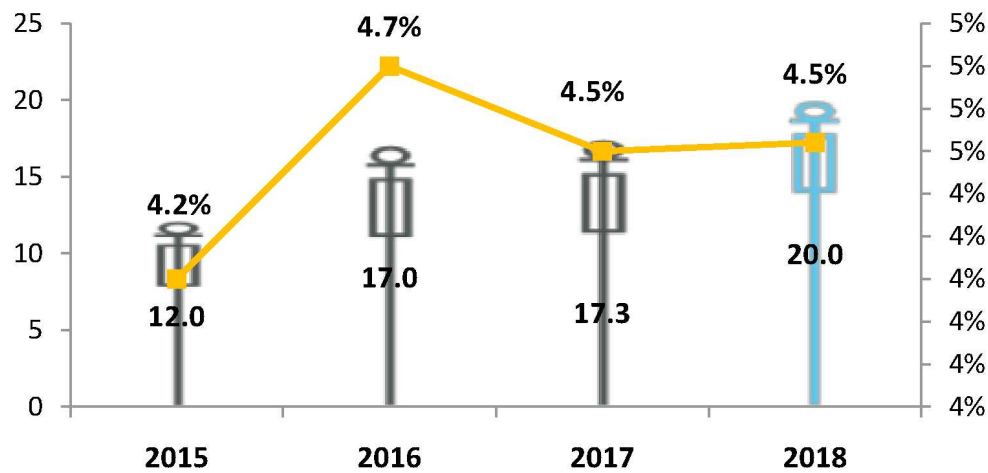
Key Financial Highlights – FY18*



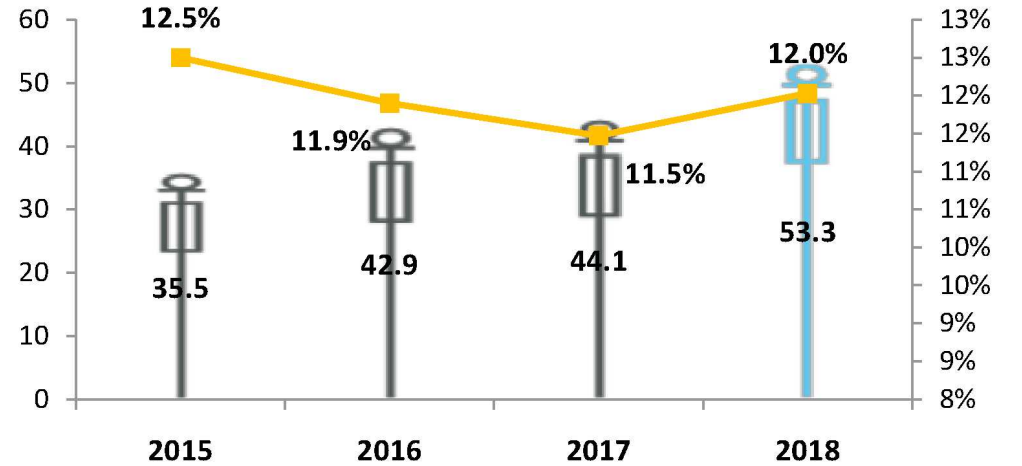
Revenue (Rs. Cr)



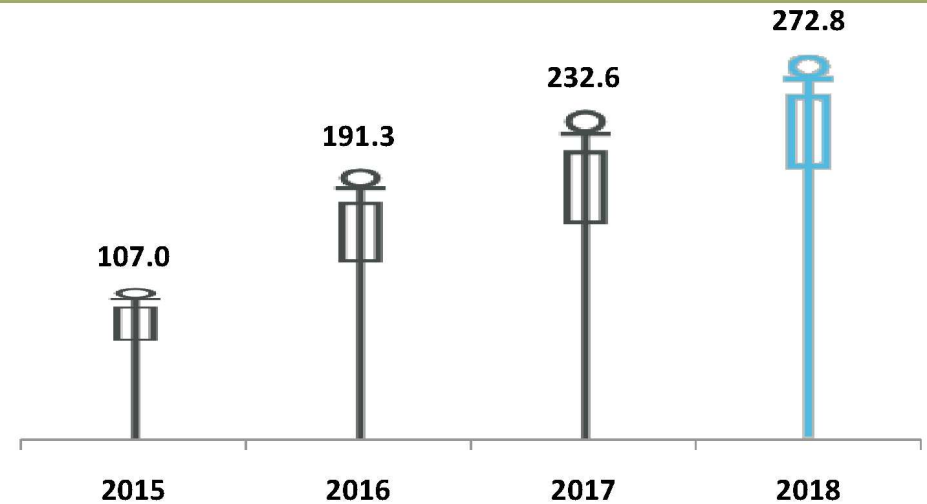
Net Profit (Rs. Cr)



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