

Ref: STL/REG-30/BSE/NSE/2019-2020/55 (Revised))

05<sup>th</sup> November, 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 Code: 541163; NSE: SANDHAR**

**Sub: Intimation to Stock Exchange – (Revised) Investor Presentation in connection with Un-Audited Standalone & Consolidated Financial Results for the quarter and half year ended 30<sup>th</sup> September, 2019.**

Dear Sir/Madam,

This is in furtherance to our letter dated 05<sup>th</sup> November, 2019 vide ref no. STL/REG-30/BSE/NSE/2018-19/55, wherein we uploaded Investor Presentation in connection with Un-Audited Standalone & Consolidated Financial Results for the quarter and half year ended 30<sup>th</sup> September, 2019.

Due to inadvertence, an error was noticed, which has now been corrected. Kindly take the revised Investor Presentation on record and oblige.

The aforesaid revised presentation is also available on the Company website - [www.sandhargroup.com](http://www.sandhargroup.com)

Thanking you,

Yours faithfully,

**FOR SANDHAR TECHNOLOGIES LIMITED**

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



*Subho*

**Encl: As above**

**Sandhar Technologies Limited**



\*Sandhar Automotives, Bommasandra

**SANDHAR**  
Growth. Motivation. Better Life

**SANDHAR TECHNOLOGIES LIMITED**

INVESTORS' PRESENTATION

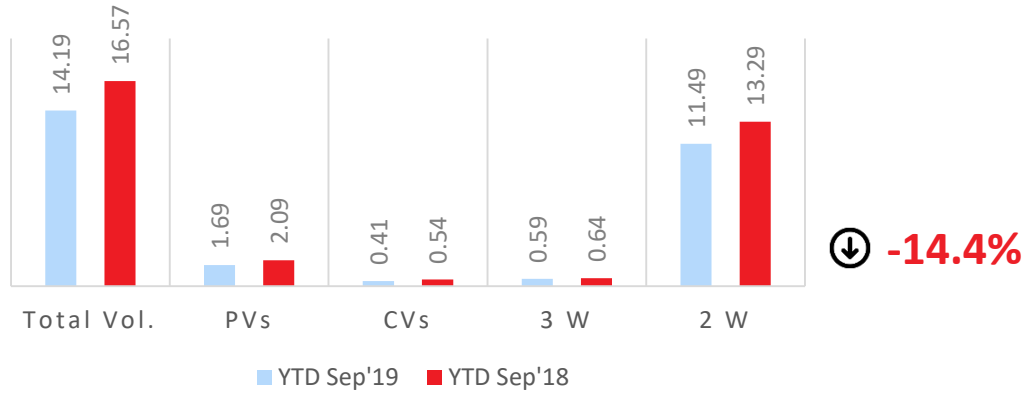
6<sup>th</sup> NOV 2019

Quarter 2 Financial Performance FY 19-20

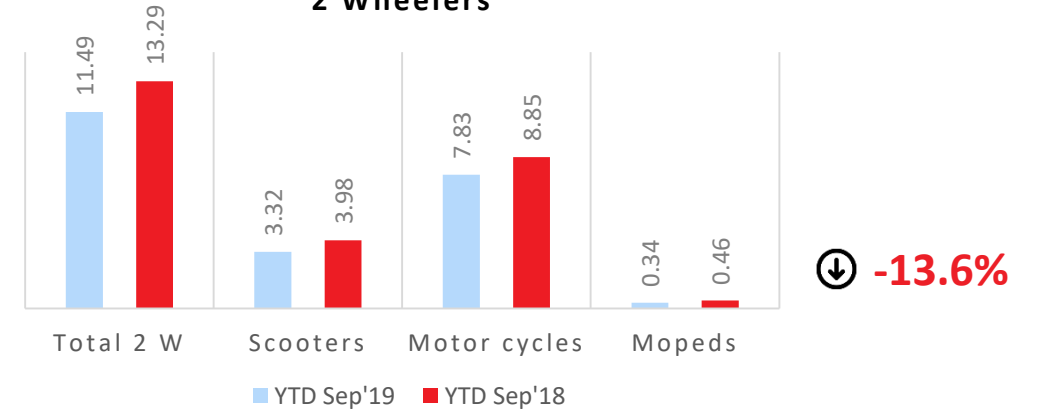
This presentation and the accompanying slides (the “Presentation”), which have been prepared by Sandhar Technologies Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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 tire 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.

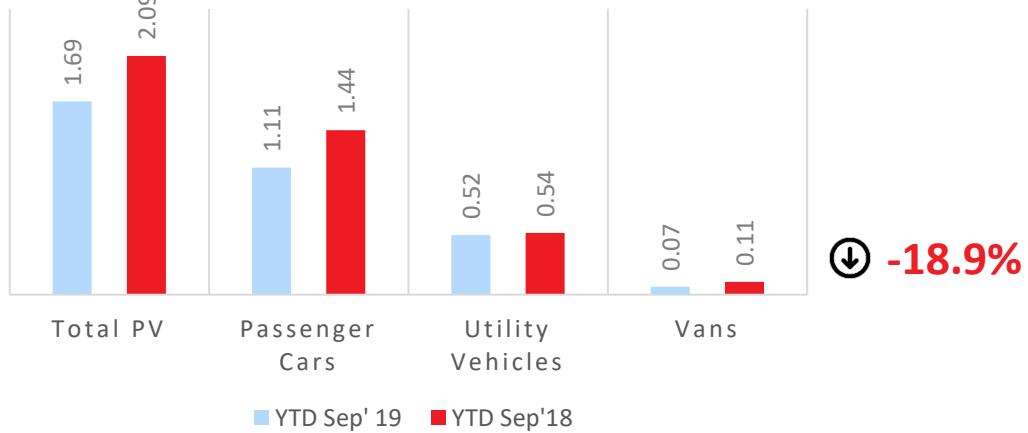
## Indian Auto Sector



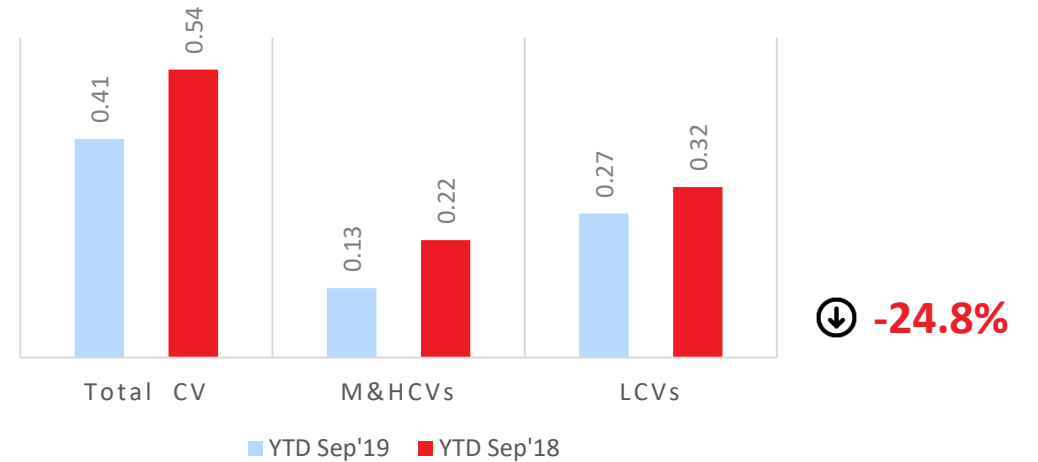
## 2 Wheelers



## Passenger Vehicles



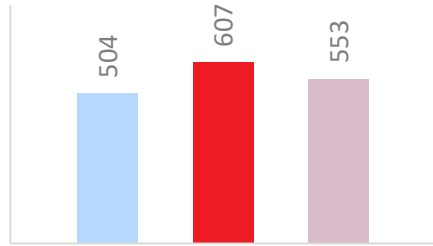
## CVs



# Q2 FY'20 Financial Snapshot (fig. in Rs. Crs)

## Consolidated

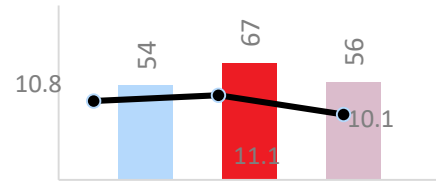
### REVENUE



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 17.0%** | GR Vs Q1 **⬇️ 8.9%**

### EBITDA/EBITDA %

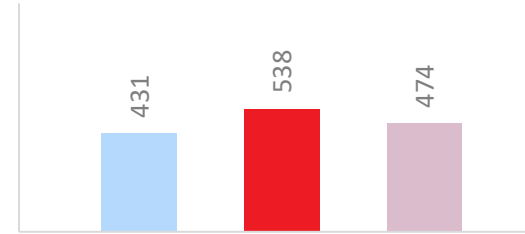


Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 19.3%** | GR Vs Q1 **⬇️ 3.1%**

## Standalone

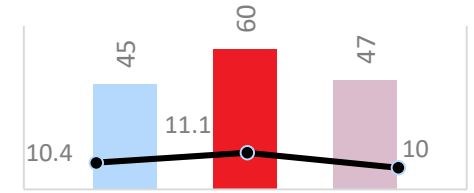
### REVENUE



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 20.0%** | GR Vs Q1 **⬇️ 9.1%**

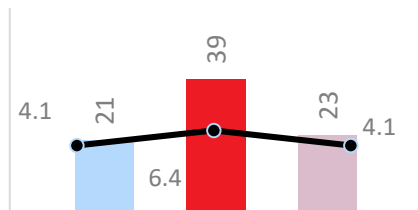
### EBITDA/EBITDA%



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 25.6%** | GR Vs Q1 **⬇️ 5.4%**

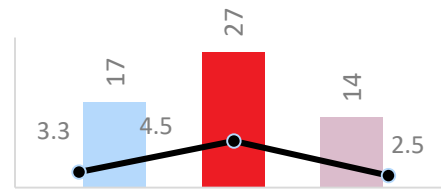
### EBT/EBT %



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 47.0%** | GR Vs Q1 **⬇️ 8.7%**

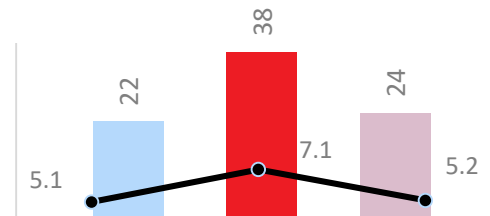
### PAT/PAT%



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 38.3%** | GR Vs Q1 **⬆️ 20.1%**

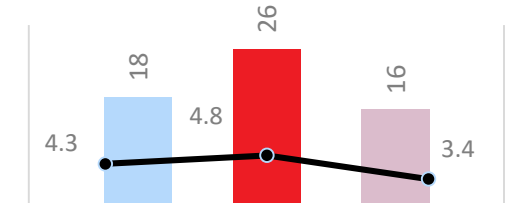
### EBT/EBT%



Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 42.6%** | GR Vs Q1 **⬇️ 9.8%**

### PAT/PAT%



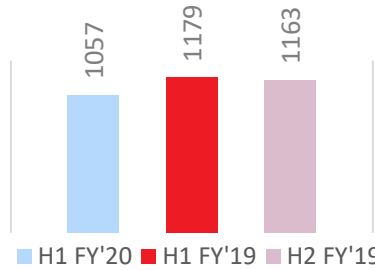
Q2 FY'20 Q2 FY'19 Q1 FY'20

GR Vs LY **⬇️ 29%** | GR Vs Q1 **⬆️ 14.2%**

# H1 FY'20 Financial Snapshot (fig. in Rs. Crs)

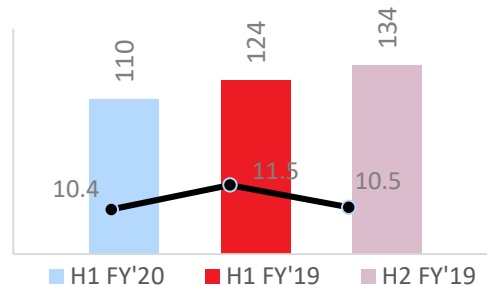
## Consolidated

### REVENUE



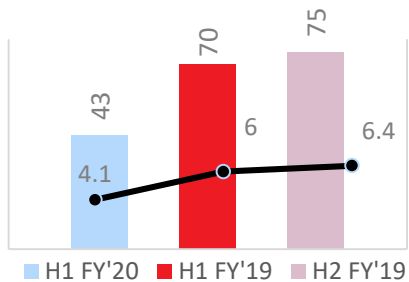
GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **10.3%** | ⬇️ **9.1%**

### EBITDA/EBITDA%



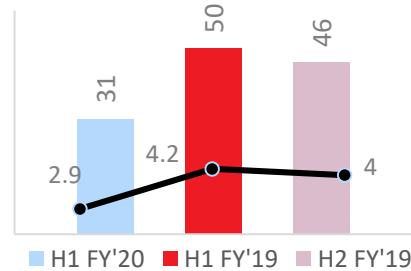
GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **10.9%** | ⬇️ **17.9%**

### EBT/EBT%



GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **38.6%** | ⬇️ **42.3%**

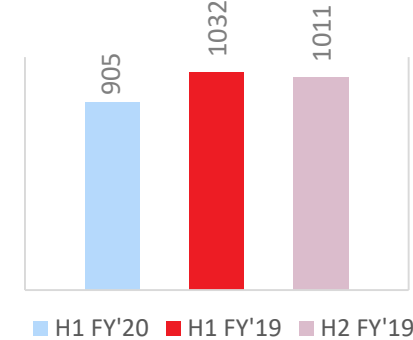
### PAT/PAT%



GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **38%** | ⬇️ **32.8%**

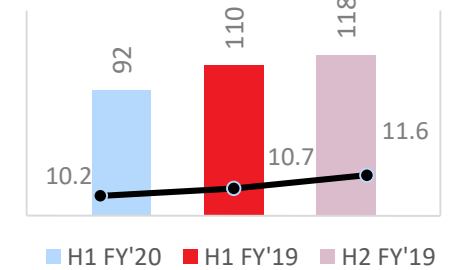
## Standalone

### REVENUE



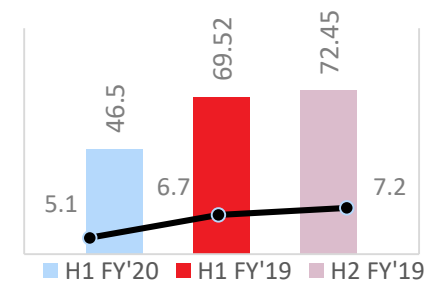
GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **12.4%** | ⬇️ **10.5%**

### EBITDA/EBITDA%



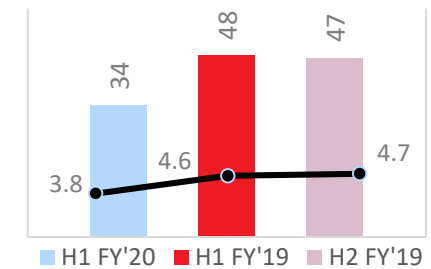
GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **16.5%** | ⬇️ **21.8%**

### EBT/EBT%



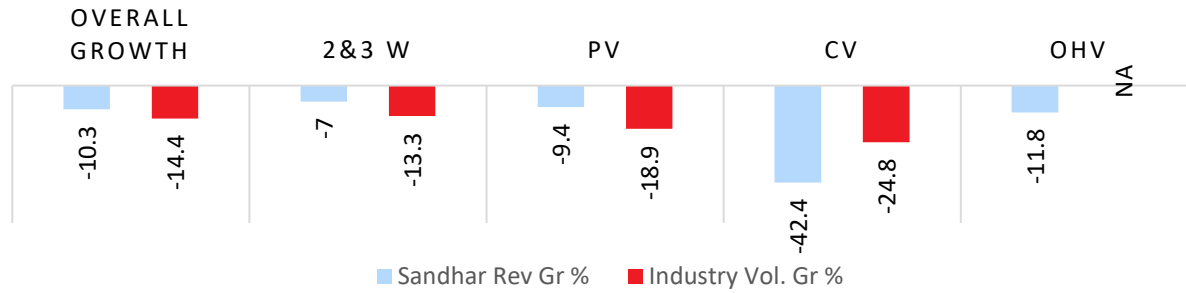
GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **33.1%** | ⬇️ **35.8%**

### PAT/PAT%

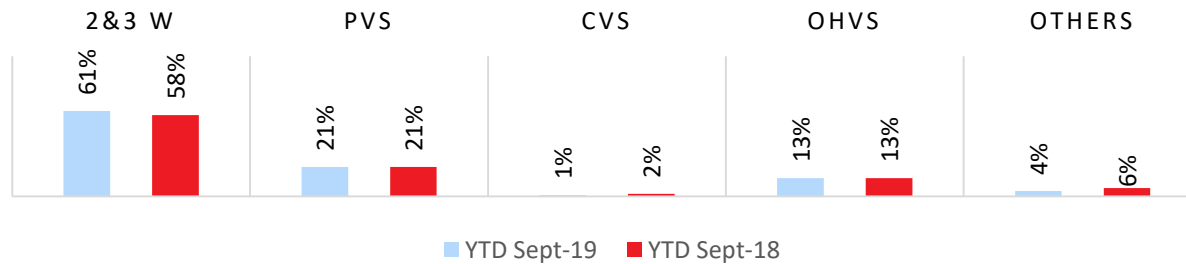


GR Vs H1 (FY19) | GR Vs H2 (FY19)  
 ⬇️ **27.6%** | ⬇️ **26.7%**

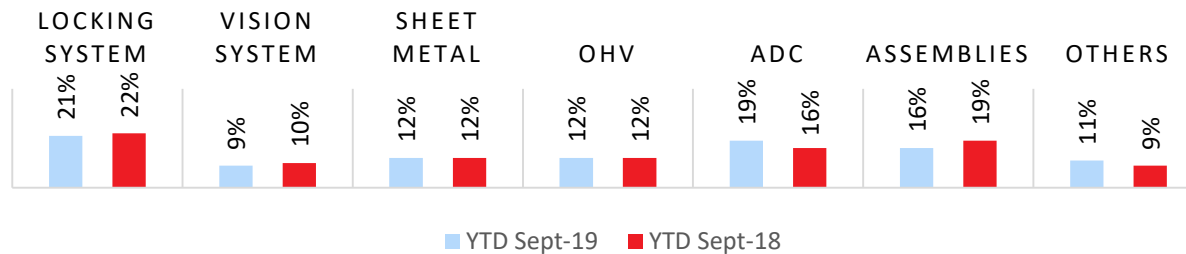
# Sandhar Vs Industry



## Segment wise Revenue



## Product wise Revenue

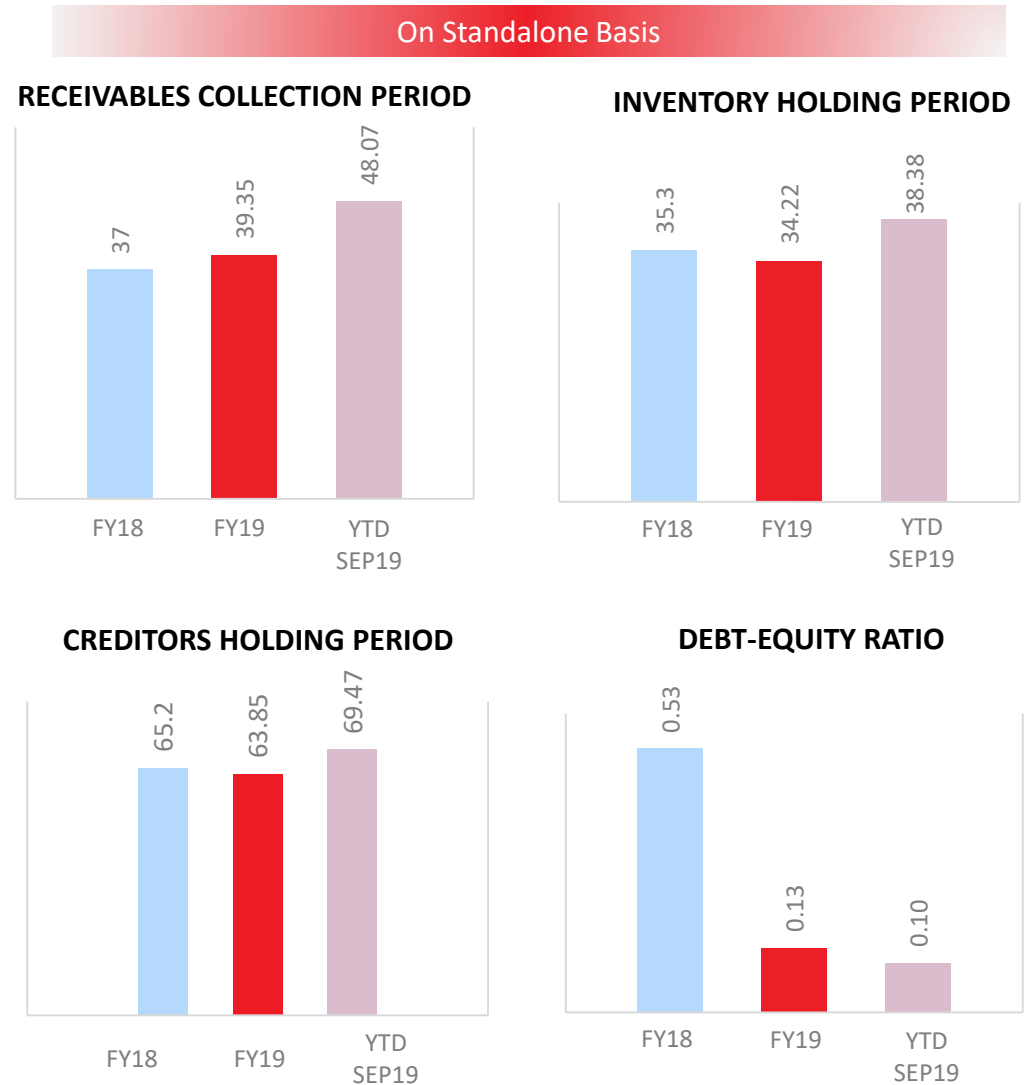


Customers	OEM Gr%	STL Gr %	Pie
Hero	-16.7	-15.4	27.4%
TVS	-11.1	6.8	25.6%
HONDA	-35.2	-35.2	5.1%
JCB	-40.0	-10.8	6.1%
<b>BOSCH</b>	NA	-4.7	4.7%
ROYAL ENFIELD	-19.6	-8.2	4.2%
TRW	NA	0.1	4.0%
Autoliv	NA	12.1	2.7%
TATA HITACHI Reliable solutions	NA	-1.3	2.4%
TATA	-33.9	-40.4	0.9%
HONDA	-19.0	-0.6	1.3%

# Balance Sheet (fig in Rs. Crs)

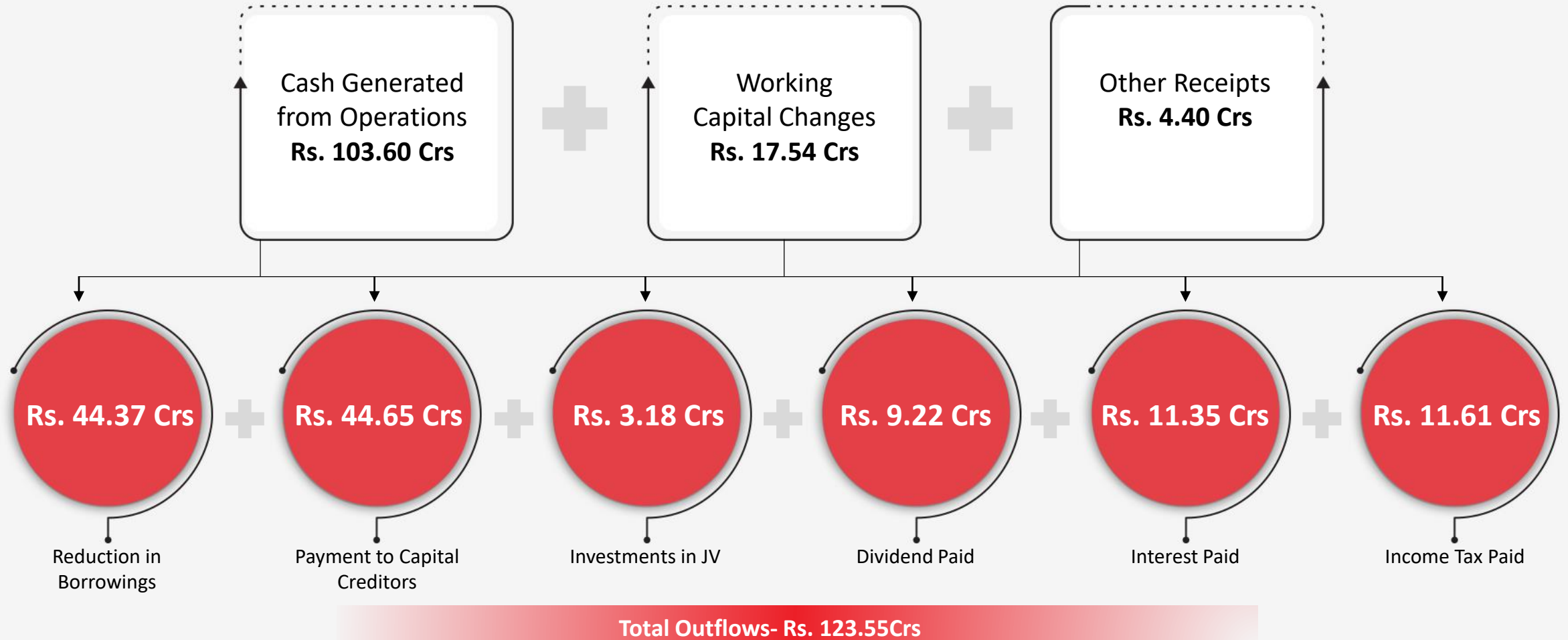
	Consolidated		Standalone	
	30 <sup>th</sup> Sept' 19	March' 19	30 <sup>th</sup> Sept' 19	March' 19
<b>Application of Funds</b>				
Net Fixed assets	848.8	780.8	621.1	617.5
Non-current investments	33.9	30.7	77.0	67.4
Other non-current assets	19.0	19.3	16.4	17.5
Current assets	543.4	630.7	405.3	477.3
<b>Total Application of Funds</b>	<b>1,445.1</b>	<b>1,461.5</b>	<b>1,119.8</b>	<b>1,179.7</b>
<b>Sources of Funds</b>				
Share capital	60.2	60.2	60.2	60.2
Reserves and surplus	675.7	659.4	672.6	648.5
<b>Shareholders' Funds</b>	<b>735.9</b>	<b>719.6</b>	<b>732.8</b>	<b>708.7</b>
Minority Interest	3.6	3.5	-	-
Long Term Secured Loans	7.0	8.4	0.4	0.6
Other Non-current liabilities	88.3	23.9	19.1	11.7
Short Term Loans	218.1	259.5	70.6	113.2
Current liabilities & Provisions	392.1	446.6	296.9	345.5
<b>Total Sources of Funds</b>	<b>1,445.1</b>	<b>1,461.5</b>	<b>1,119.8</b>	<b>1,179.7</b>

New Capex Commitment (YTD) : 12.84 Crs



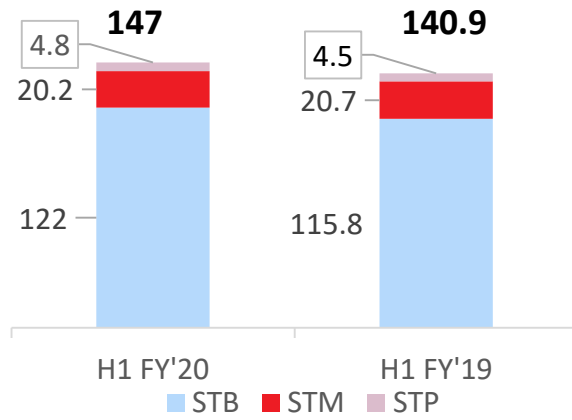


Total Inflows- Rs. 124.83 Crs

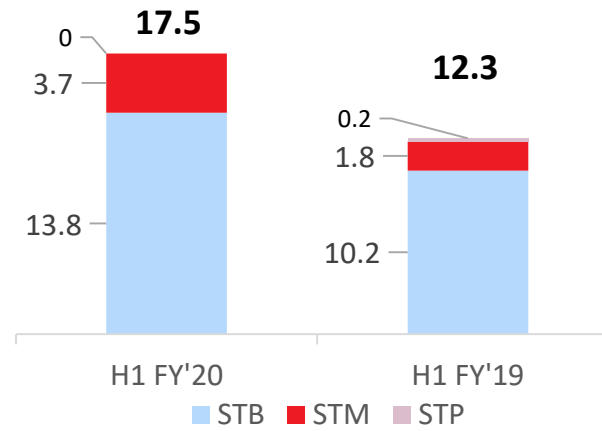


# WOS Performance (fig in Rs. Crs)

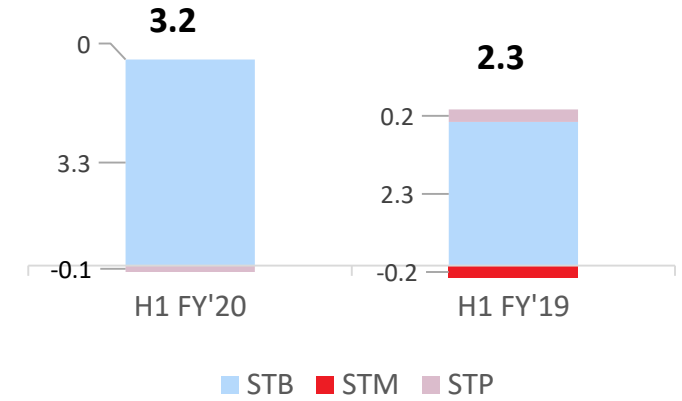
### Revenue



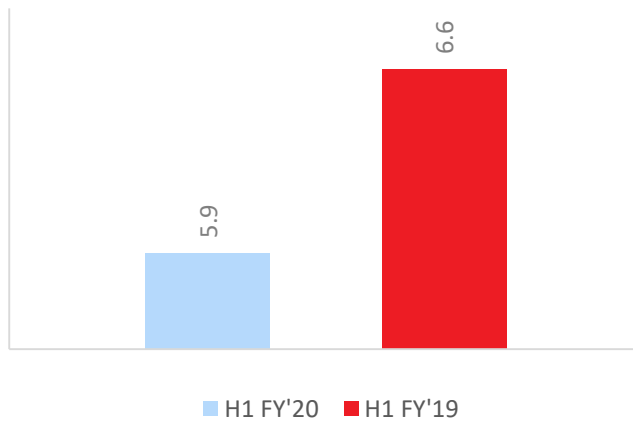
### EBITDA



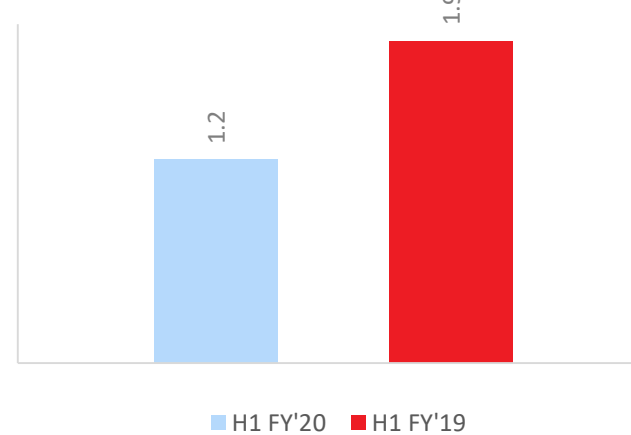
### EBT



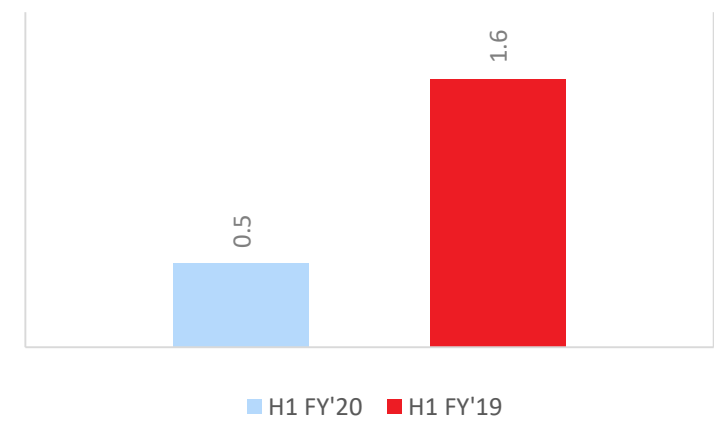
### STPL-REVENUE



### STPL-EBITDA



### STPL-EBT



S. No.	Name of Joint Ventures	Product Name	Net Income YTD Sep 2018 (Actual)	Net Income YTD Sep 2019 (Actual)	EBITDA YTD Sep 2018 (Actual)	EBITDA YTD Sep 2019 (Actual)	PAT YTD Sep 2018 (Actual)	PAT YTD Sep 2019 (Actual)	Investment Held by STL as at 30 Sep 2019	Gross Block including CWIP as at 30 Sep 2019
1	Indo Toolings	Forging Dies, Jigs & Furnitures	367.50	635.38	41.49	57.14	13.77	19.02	308.85	103.87
2	Jinyoung Sandhar Mechatronics Pvt Ltd	AVN Panel, Switch, etc.	716.96	760.82	(85.25)	(135.77)	(95.06)	(183.36)	900.07	2,075.04
3	Kwangsung Sandhar Technologies	Sunvisor, Cargo Screen, Blackout Tape, Glove Box, Blow molded products, etc.	-	0.09	-	(3.91)	-	(8.11)	109.52	307.28
4	Sandhar Amkin Industries	Helmets	-	267.90	(76.36)	(204.76)	(76.36)	(240.40)	712.00	873.49
5	Sandhar Daeshin Auto Systems	Gear Shifter, Parking Brake	-	-	(0.08)	(0.01)	(0.08)	(0.01)	1.07	-
6	Sandhar Daewha Automotive Systems	Fuel Pump, Fuel/ Air Filter, Starter Motor, Wiper Blade	0.39	40.82	(33.62)	(54.96)	(26.38)	(104.45)	1,482.31	1,170.66
7	Sandhar Ecco Green Energy	Solar Power Plants	2.53	3.53	(1.71)	2.71	(2.95)	2.14	74.43	9.46
8	Sandhar Han Shin Automotive	Antenna Cable, HSD Cable, AVM Cable	-	-	-	(2.94)	-	(2.94)	1.00	-
9	Sandhar Han Sung Technologies	Relay's press parts, Electric switch parts, other press parts	464.91	580.44	(19.24)	(43.71)	(64.80)	(120.86)	1,218.00	1,290.86
10	Sandhar Whetron Electronics	AVM Cameras, DVR, Blind Spot Detection etc.	-	11.12	(0.02)	9.95	(0.02)	(3.59)	433.06	272.28
11	Winnercom Sandhar Technologies	Shark-Fin Antenna, Micro-Pole Antenna, Glass Antenna, Etc.	-	-	-	(5.27)	-	(5.27)	-	117.25
<b>Total</b>			<b>1,552.29</b>	<b>2,300.11</b>	<b>(174.79)</b>	<b>(381.51)</b>	<b>(251.88)</b>	<b>(647.81)</b>	<b>5,240.32</b>	<b>6,220.19</b>

# New Business Status



Annual - Rs. 17.40 Crs



Annual - Rs. 71.55 Crs



Annual - Rs. 90.92 Crs

**Total:-Annual - Rs. 257.34 Crs\*;  
FY20 (YTD SEP19): Rs. 4.08 Crs  
Act Vs 25.22 Crs Bud.)**



Annual - Rs. 26.48 Crs



Annual - Rs. 29.78 Crs



Annual - Rs. 0.82 Crs



Annual - Rs. 19.20 Crs

*\* Includes BS-VI related New Business 118.90 Crs*

# New Business Status - Product category

Sheet Metal components	Rs. 34.66 Crs ( 13.5% )
Lock Assembly	Rs. 41.83 Crs ( 16.3 %)
Mirror Assembly	Rs 30.88 Crs ( 12.0%)
Cabins & Fabrication	Rs. 29.78 Crs ( 11.6%)
Assembly	Rs 1.66 Crs ( 0.6%)
Aluminium Die Casting	Rs. 80.24 Crs ( 31.2%)
Zinc Die Casting parts	Rs. 8.15 Crs ( 3.2%)
Plastic Components	Rs. 13.60 Crs ( 5.3%)



Total New Annual  
Business awarded  
**Rs. 257.34 Crs\***

Business-FY 19-20  
(YTD SEP19)  
**Rs. 4.08 Crs Act  
Vs Rs. 25.22 Cr  
Bud.**

THANK YOU

Sandhar Technologies Limited  
CIN: L74999DL1987PLC029553  
Investor Relations: Ms. Charu Khatri  
Email: [investors@sandhar.in](mailto:investors@sandhar.in)