



SANDHAR TECHNOLOGIES LIMITED

INVESTORS PRESENTATION - **4TH FEBRUARY 2019**

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



Safe Harbour



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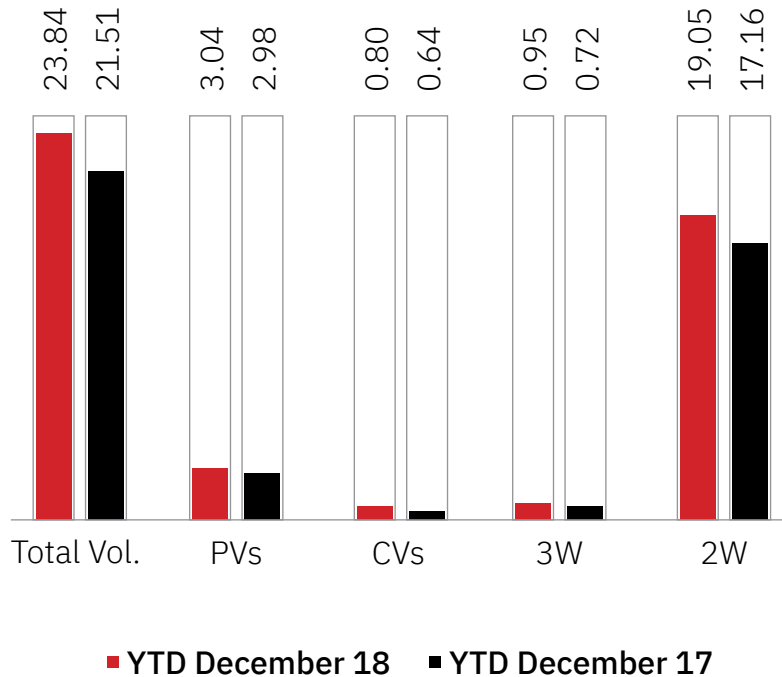
These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto components industry in India and world-wide, competition, the company's ability to successfully implement its strategy, 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)

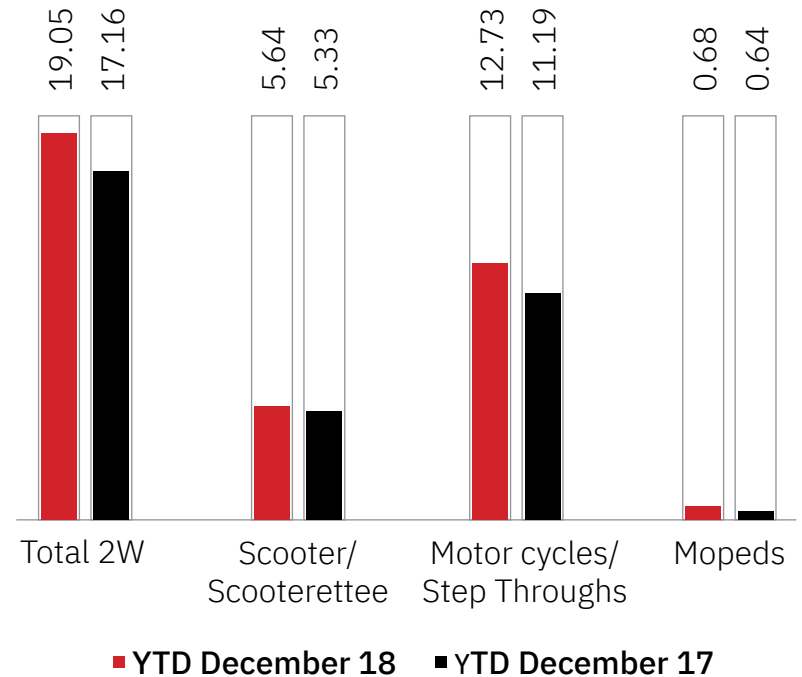
10.9%

Indian Auto Sector



11%

2 Wheelers



13.8%

Motorcycles

5.9%

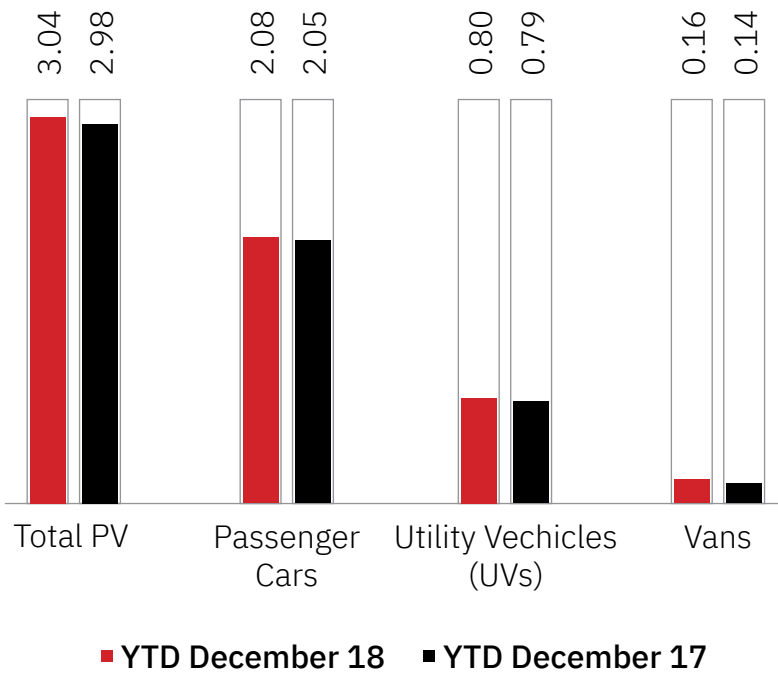
Scoters

Industry Performance

(vol. in mn)

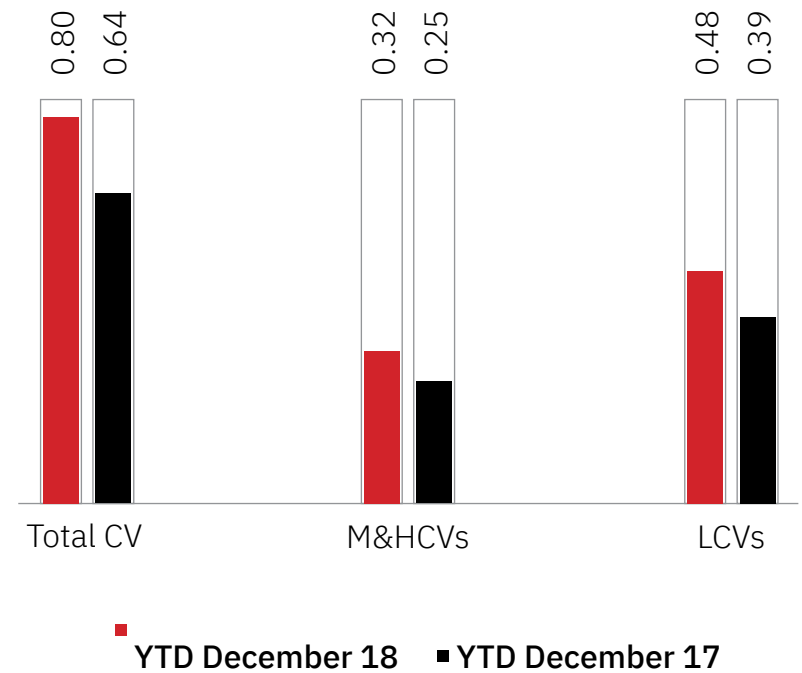
2%

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
 Revenue	1751.7	1464.2	↑ 19.6%	576.0	465.7	↑ 23.7%
 EBITDA	185.2	156.8	↑ 18.1%	61.2	51.5	↑ 18.8%
EBITDA %	10.57%	10.71%		10.63%	11.07%	
 EBT	102.7	71.5	↑ 43.5%	32.5	21.9	↑ 48.5%
EBT %	5.86%	4.89%		5.64%	4.7%	
 PAT	69.6	49.6	↑ 40.2%	21.3	13.7	↑ 54.7%
PAT %	3.98%	3.39%		3.7%	2.96%	
 EPS (Rs/Sh)	11.5	9.7	↑ 19.1%	3.5	2.7	↑ 31.5%







Where are we.....


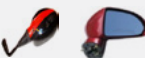






Standalone (Un-audited)









(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
 Revenue	1524.5	1272.5	↑ 19.8%	494.6	414.2	↑ 19.4%
 EBITDA	164.0	140.8	↑ 16.5%	54.0	45.5	↑ 18.7%
EBITDA %	10.76%	11.07%		10.9%	11.0%	
 EBT	101.2	72.3	↑ 39.9%	31.7	21.5	↑ 47.0%
EBT %	6.64%	5.69%		6.4%	5.2%	
 PAT	68.0	49.5	↑ 37.3%	20.4	15.5	↑ 31.7%
PAT %	4.46%	3.90%		4.1%	3.7%	
 EPS (Rs/Sh)	11.3	9.7	↑ 16.4%	3.4	3.0	↑ 11.8%

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

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

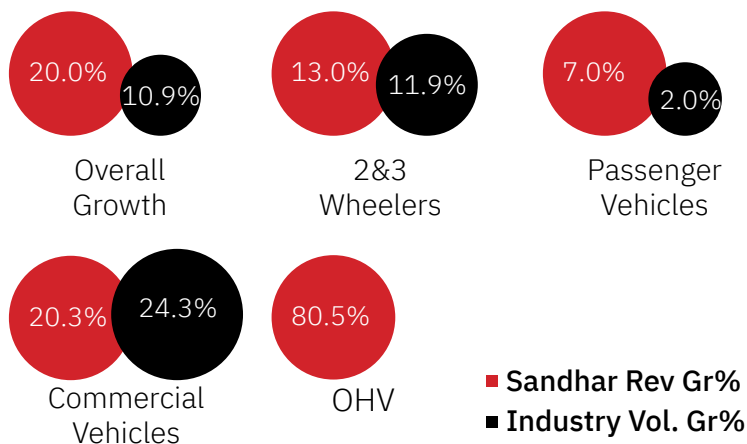
Product Categories*	
Locking Systems 	21.1%
Vision Systems 	9.8%
Sheet Metal 	11.6%
Cabins & Fabrication 	12.8%
ADC 	16.4%
Plastics 	2.4%
Assemblies 	14.1%
Others 	11.8%

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

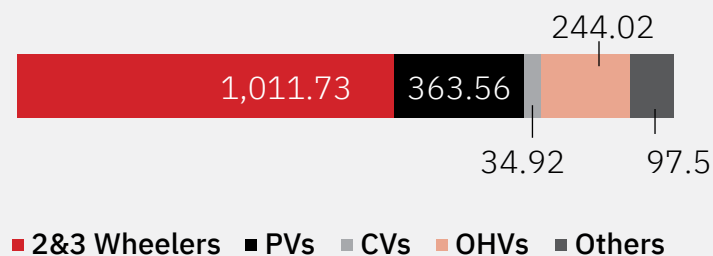
* Based on Consolidated

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

Sandhar vs Industry



Segmentwise Revenue - Rs. 1,751.5 Crs

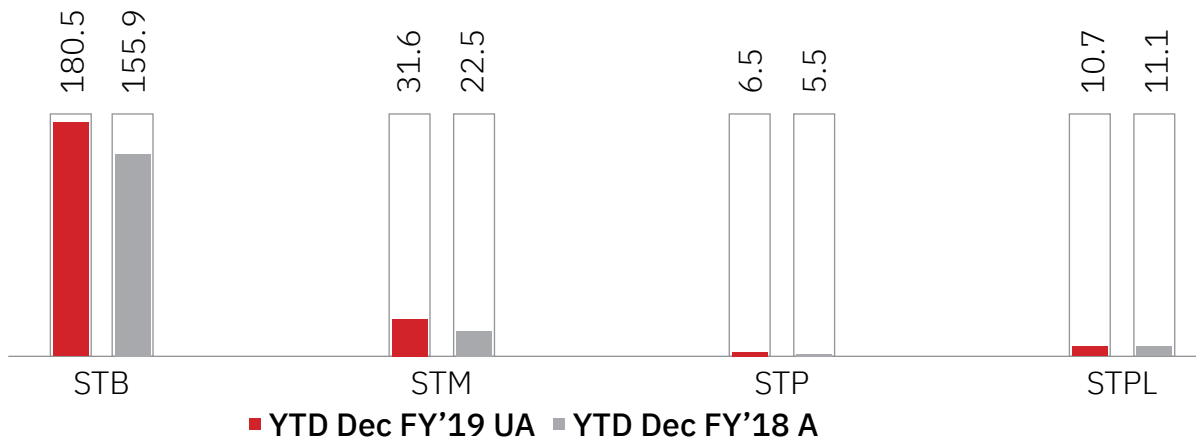


Customer	OEM Vol (Mn)	OEM Gr %	STL Gr %
Hero	6.0	8.2%	15.8%
TVS	2.9	15.4%	27.3%
HONDA	0.1	3.9%	-5.3%
JCB	NA	NA	156.6%
BOSCH	NA	NA	7.7%
ROYAL ENFIELD	0.6	6.1%	12.0%
TRW	NA	NA	7.3%
Autoliv	NA	NA	41.7%
TATA HITACHI Reliable solutions	NA	NA	55.2%
TATA	0.5	24.0%	14.4%
HONDA	4.8	3.2%	35.0%

Where are we..... WOS- Financials

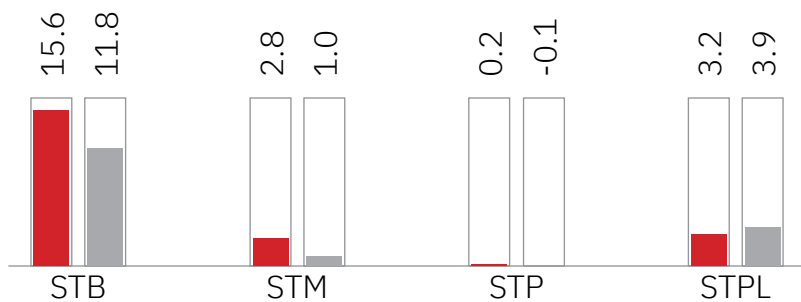
Total Income (Rs. Crs)

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



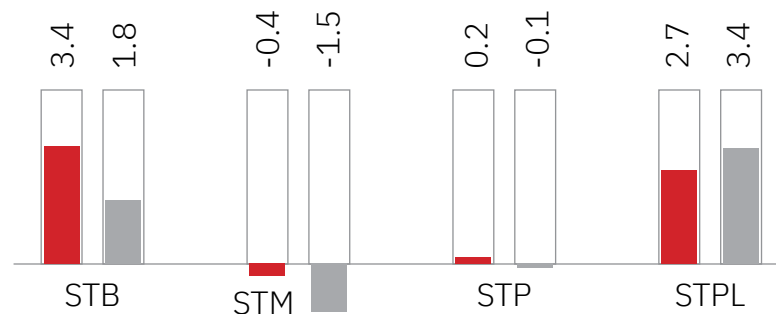
EBITDA (Rs Crs)

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



EBT (Rs. Crs)

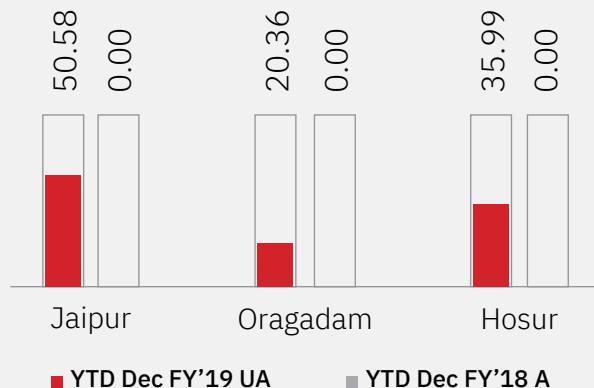
STB Gr (INR) Vs LY - 83.9 %;
STB Gr (Eur) Vs LY- 65.5 %



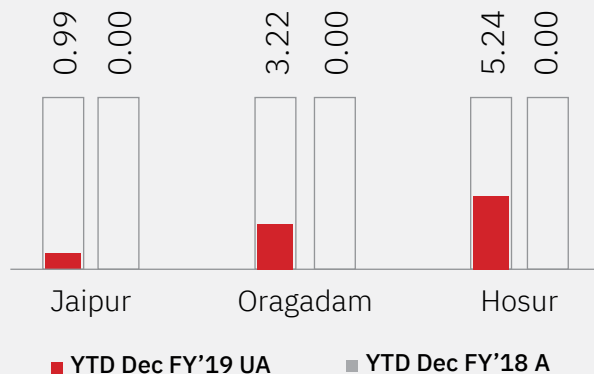
■ YTD Dec FY'19 UA ■ YTD Dec FY'18 A

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

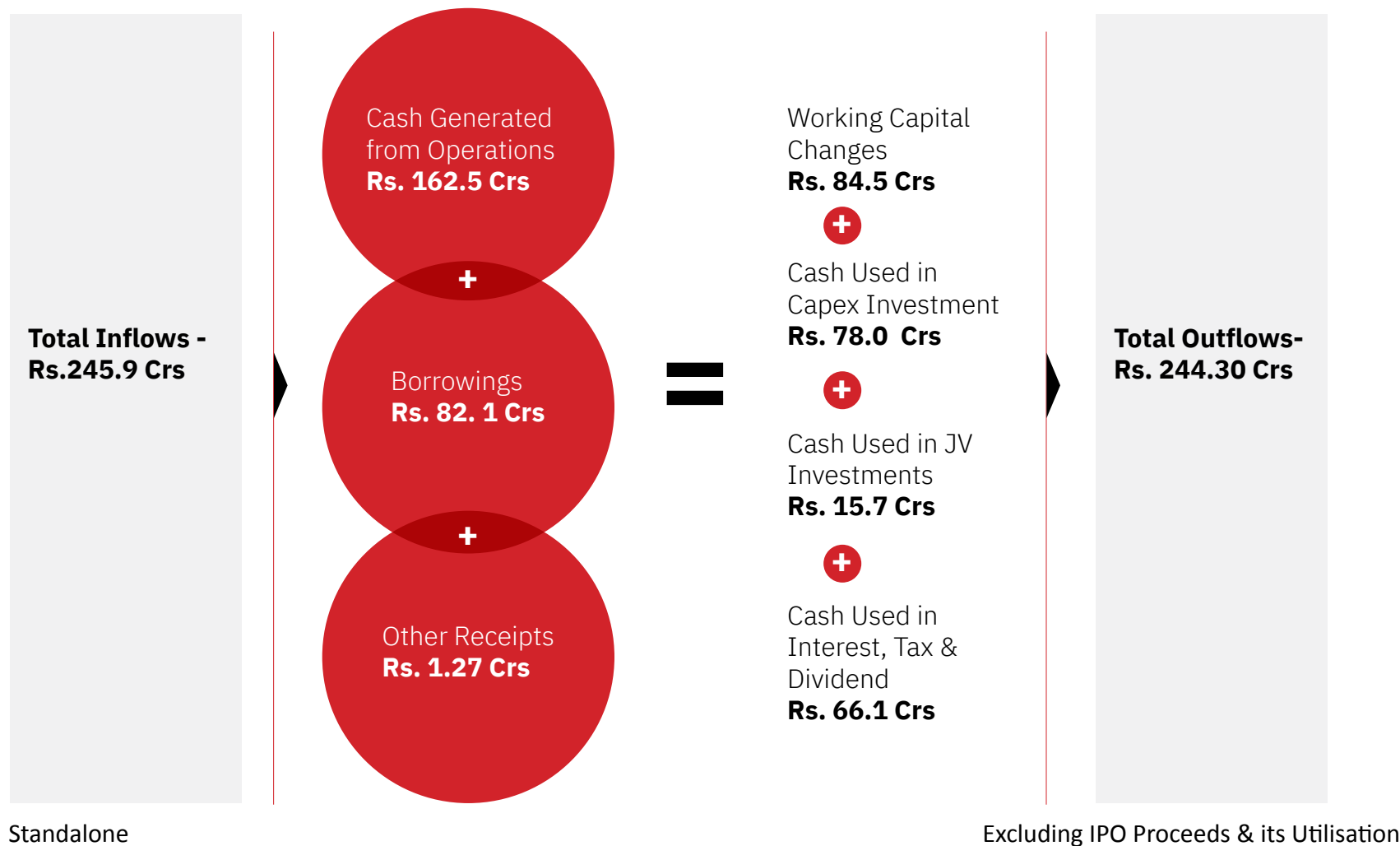
Rs. **149.84** Crs
Total Investment

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 ...



Thank you

Sandhar Technologies Limited

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Email: investors@sandhar.in