

SANDHAR

Growth. Motivation. Better Life

**INVESTOR PRESENTATION –Q1 FY 2018-19
EARNINGS CALL
6TH AUGUST, 2018 11:30 AM**



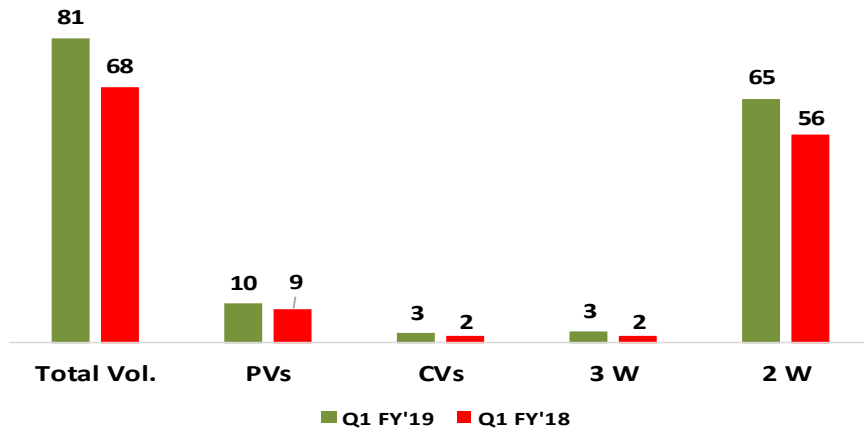
SAFE HARBOR

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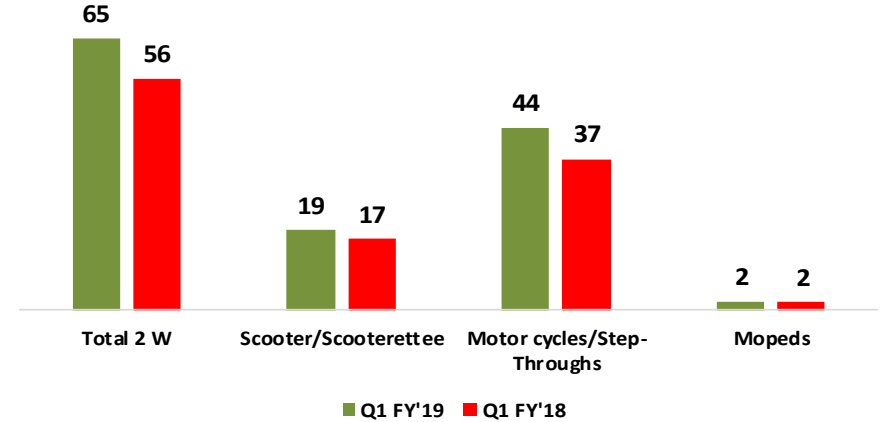
Indian Auto Sector

Vol in Lacs



2 Wheelers

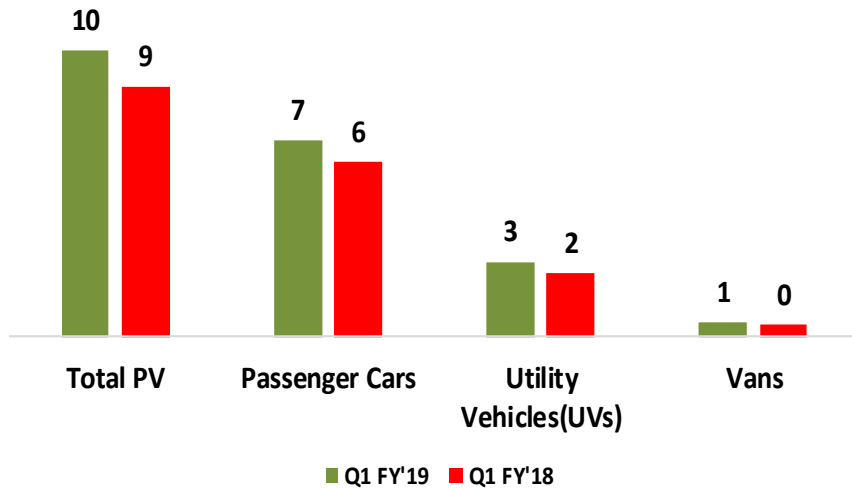
Vol in Lacs



Auto Sector Gr: + 19% ; 2-W Gr: 17% - Motorcycles : 20%, Scooters : 12% ; PVs Gr: 14% ; CVs : 50%

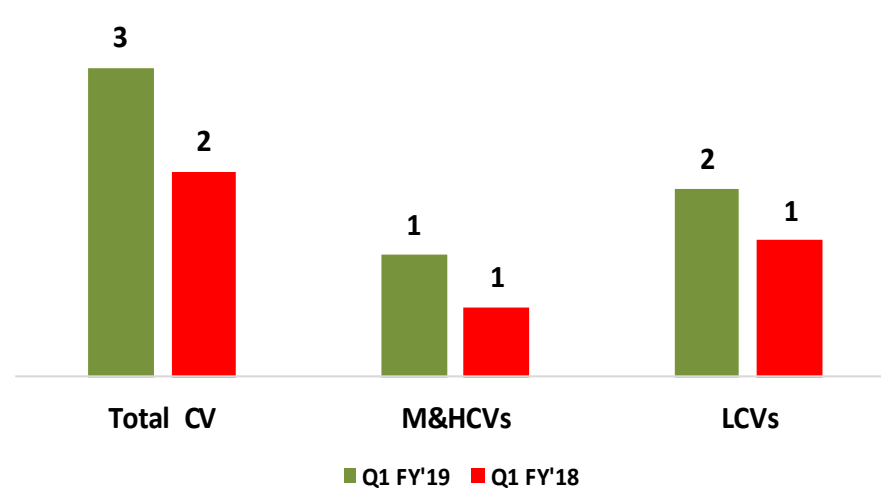
Passenger Vehicles

Vol in Lacs



CVs

Vol in Lacs



Auto Sector Gr: 19%

2- W :

Volume: 6.53 mn (17%)

3-W :

Volume: 0.31 mn (63%)

Passenger Vehicles:

Volume: 1.04 mn (14%)

Commercial Vehicles

Volume: 0.25 mn (50%)

Sandhar Consolidated:

Gr Total Income (Net of Excise^):

Rs. 574 Crs (26%)^

2 & 3 Wheelers:

Rs. 336 Crs (23%)

4-Wheelers incl CVs:

Rs. 134 Crs (18%)

OHV: Rs. 72 Crs (63%)

Others: Rs. 32 Crs



OEM Vol : 2.11 mn (14%)
STL :(Rs. 169 Crs) 19%



OEM : 0.93 mn (16%)
STL :(Rs.120 Crs) 31%



OEM : 1.81 mn (16%)
STL:(Rs. 6 Crs) 24%



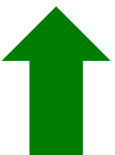
STL : (Rs.32 Crs) 136%



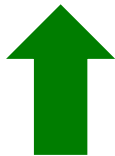
HONDA

OEM : 0.044 mn (10%)
STL :(Rs. 38 Crs) 3%

ROYAL ENFIELD



OEM : 0.23 mn (22%)
STL : (Rs. 26 Crs) 33%



OEM : 0.18 (61%)
STL : (Rs. 8 Crs) 54%

TATA HITACHI

Reliable solutions



STL : (Rs.11 Crs) 13%

Business Segment



43%



16%



24%



13%



4%

Product Categories

21

Locking Systems



22%

Vision Systems



10%

Sheet Metal



15%

Cabins & Fabrication



13%

ADC



17%

Customers

79 OEMs



30%



21%



6%



6%



5%



5%



4%



3%

Consolidated Financials (Rs. In Crs)



Particulars	Q1- FY 19 (UA)	Q4-FY 18 (A)	Q1-FY 18 (UA)	FY 2018 (A)	Gr.Vs Q4FY-18	Gr.Vs Q1FY 18
Revenue	574	488	457	1,946	18%	26%
Gross Margin	114	109	98	416	4%	16%
EBITDA	57	58	51	213	-1%	12%
Finance Cost	5	13	12	43	-63%	-61%
Depreciation	19	18	16	68	7%	20%
EBT	33	26	23	97	26%	46%
Net Profit	23	18	15	66	25%	48%
Share Capital	60	60	51	60		
EPS	4	3	3	13	25%	26%

Particulars	Quarter ended			Year ended
	30 June 2018	31 March 2018	30 June 2017	31 March 2018
	Un-audited	Audited	Un-audited	Audited
Revenue from operations	49,393	41,161	43,233	1,72,140
Other income	79	145	95	444
Total income	49,472	41,305	43,328	1,72,584
Expenses				
(a) Cost of materials consumed	31,460	24,583	24,739	1,07,148
(b) Changes in inventories of finished goods and work-in-progress	256	(63)	308	(331)
(c) Excise duty	-	-	3,723	3,723
(d) Employee benefits expense	6,017	5,426	4,824	20,202
(e) Finance costs	312	1,016	901	3,812
(f) Depreciation and amortization expense	1,571	1,466	1,308	5,513
(g) Other expenses	6,685	6,349	5,364	22,751
Total expenses	46,302	38,777	41,166	1,62,816
Profit from operations before tax	3,170	2,528	2,163	9,768
Profit before tax	3,170	2,528	2,163	9,768
Tax expenses				
(a) Current tax	687	758	663	2,967
(b) Deferred tax (credit) / charge	237	(0)	20	28
Total tax expenses	924	758	683	2,995
Net profit after tax	2,246	1,770	1,480	6,773
Other comprehensive income				
a) Items that will not be reclassified to profit and loss				
i) Loss on remeasurement of defined benefit obligation	(25)	(22)	(20)	(88)
ii) Income tax relating to the above	8	8	7	30
Total other comprehensive income for the period (a (i+ii))	(16)	(14)	(13)	(58)
Total comprehensive income for the period	2,230	1,756	1,467	6,715
Paid up equity share capital (Face value of Rs 10/- per share)	6,019	6,019	5,115	6,019
Earnings Per Share (EPS) (Face value of Rs 10/- per share)	3.73	3.45	2.89	13.21

Particulars	As at 30 June 2018	As at 31 March 2018
Assets		
Non-current assets		
Property, plant and equipment	57,227	51,917
Capital work-in-progress	1,429	6,360
Goodwill	552	552
Other Intangible assets	800	874
Financial assets		
(i) Investments	6,064	4,928
(ii) Loans	816	767
Income-tax assets	99	99
Other non-current assets	919	1,308
Total non-current assets	67,906	66,806
Current assets		
Inventories	13,542	12,196
Financial assets		
(i) Investments	-	
(ii) Loans	337	314
(iii) Trade receivables	25,574	23,480
(iv) Cash and cash equivalents	32	25,347
(v) Other bank balances	101	102
(vi) Other financial assets	948	1,029
Other current assets	3,270	2,837
Total current assets	43,804	65,305
Assets held for sale	97	97
Total assets	1,11,807	1,32,208

Particulars	As at 30 June 2018	As at 31 March 2018
Equity and liabilities		
Equity		
Equity share capital	6,019	6,019
Other equity	58,569	56,339
Total equity	64,588	62,358
Liabilities		
Non-current liabilities		
Financial liabilities		
(i) Borrowings	90	100
(ii) Other financial liabilities	4	4
Deferred tax liabilities (net)	794	565
Other non-current liabilities	-	
Total non current liabilities	888	669
Current liabilities		
Financial liabilities		
- Borrowings	12,794	7,399
- Trade payables	25,731	28,947
- Other financial liabilities	2,972	29,148
Other current liabilities	2,045	1,158
Income-tax Liabilities	1,539	1,377
Provisions	1,249	1,152
Total current liabilities	46,330	69,181
Total equity and liabilities	1,11,807	1,32,208

Net Worth

649 (+22)

129 (-200)

Borrowings

Cash generated from Operations

50.0

61/53

Increase in WC / Borrowings

Gross Block

702 (+68)

61(+ 11)

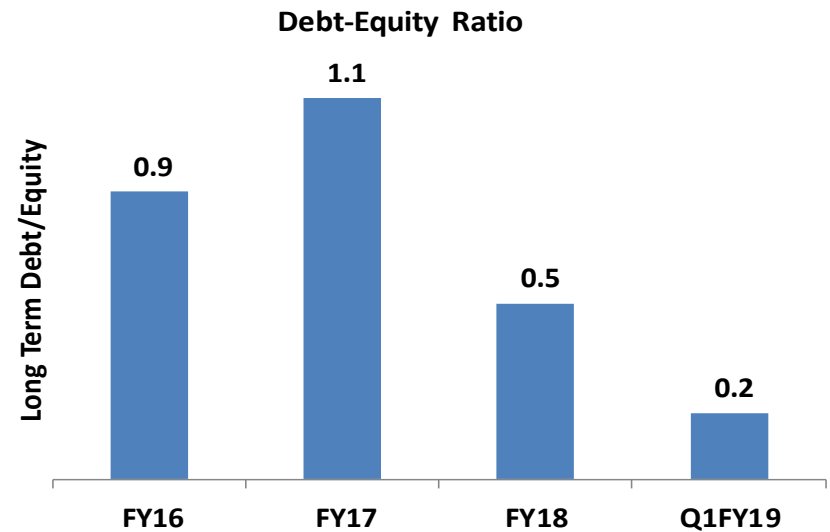
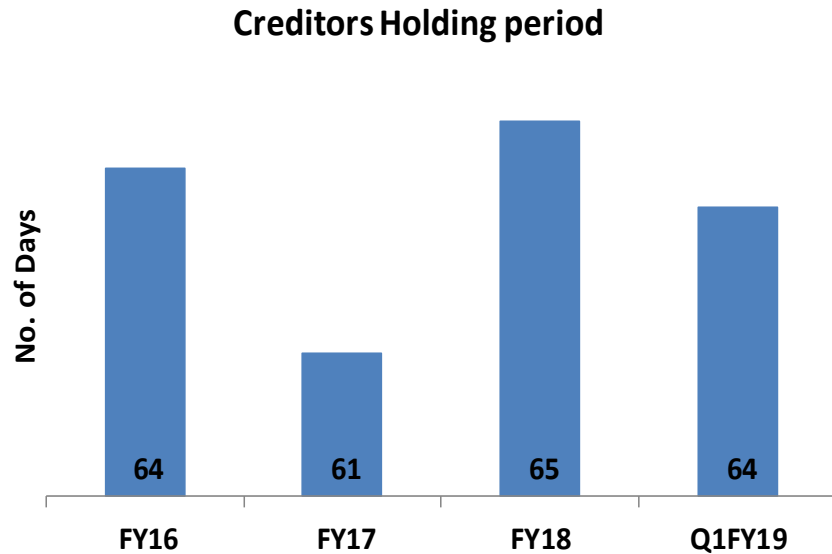
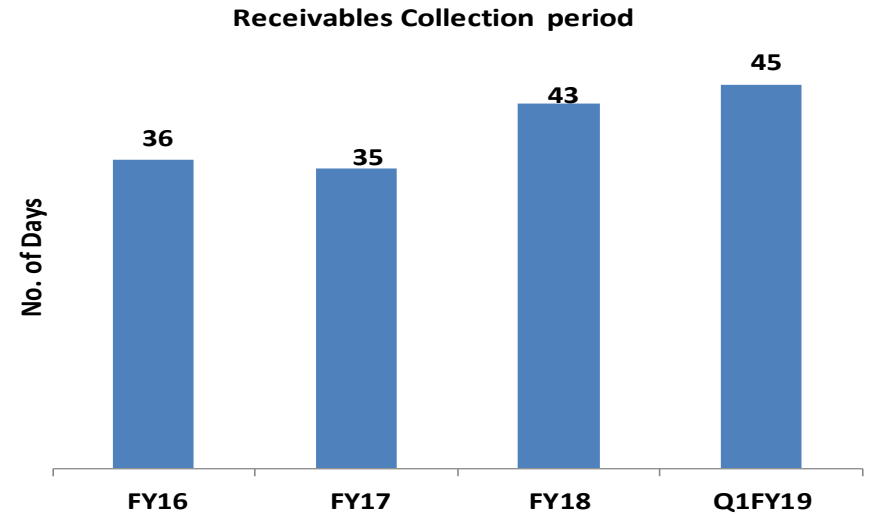
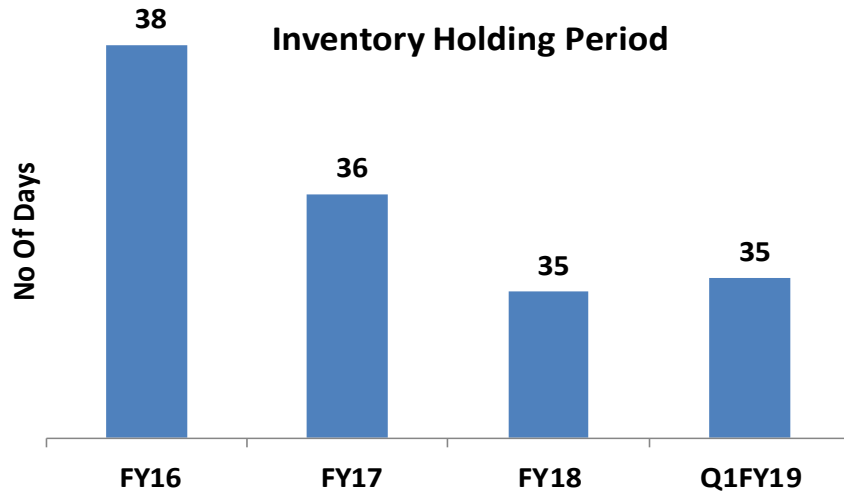
Investments

Cash Used in Investing

33

9

Free Cash Flow



New Business Status



Annual - Rs. 47 Crs



Annual - Rs. 59 Crs



Annual - Rs. 76Crs



OHV - Rs. 81 Crs



Others - Rs. 21.59 Crs



Annual - Rs. 11.15 Crs

New Business Status- Product category

Total New Annual Business awarded: Rs. 276 Crs

Lock Assembly

• Rs.77 Crs

Sheet Metal components

• Rs. 48 Crs

Mirror Assembly

• Rs 35 Crs

Cabins & Fabrication

• Rs. 38 Crs

Handle Assemblies

• Rs 28 Crs

Aluminium Die Casting

• Rs. 30 Crs

Zinc Die Casting parts

• Rs.9 Crs

Plastic Components

• Rs. 11 Crs



THANK YOU

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