

Ref: STL/REG-30/BSE/NSE/2018-19/29

08th December, 2018

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: Analysts / Investors Meet

Ref: Regulation 30 read with Part A of Schedule III to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In terms of the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Regulations") read with Part A of Schedule III to the Regulations and our Letter dated 05th November, 2018 giving therein the advance intimation of upcoming investor interactions, follow up discussions and presentations were held on 06th – 07th December, 2018 with the Analysts / Investors.

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Un-audited Standalone Financial Results for the quarter & half year ended 30th September, 2018.

Kindly take the above on your record.

Thanking you,

Yours faithfully,

FOR SANDHAR TECHNOLOGIES LIMITED


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

Encl: As above

Sandhar Technologies Limited

SANDHAR

Growth. Motivation. Better Life

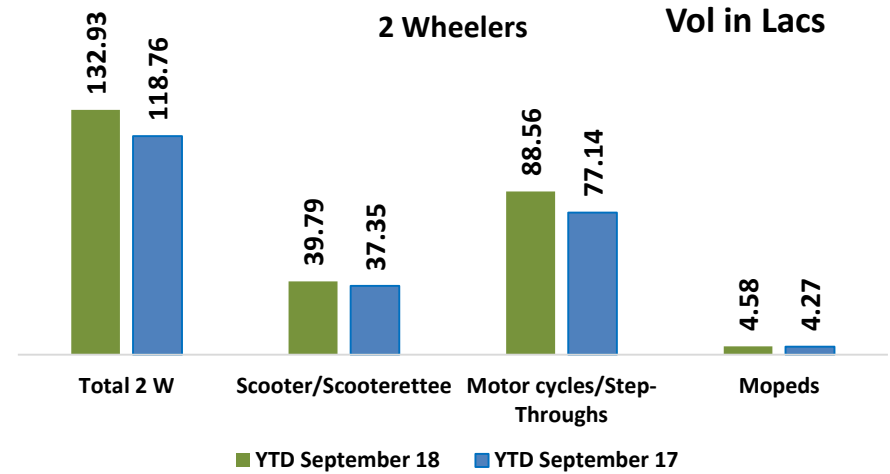
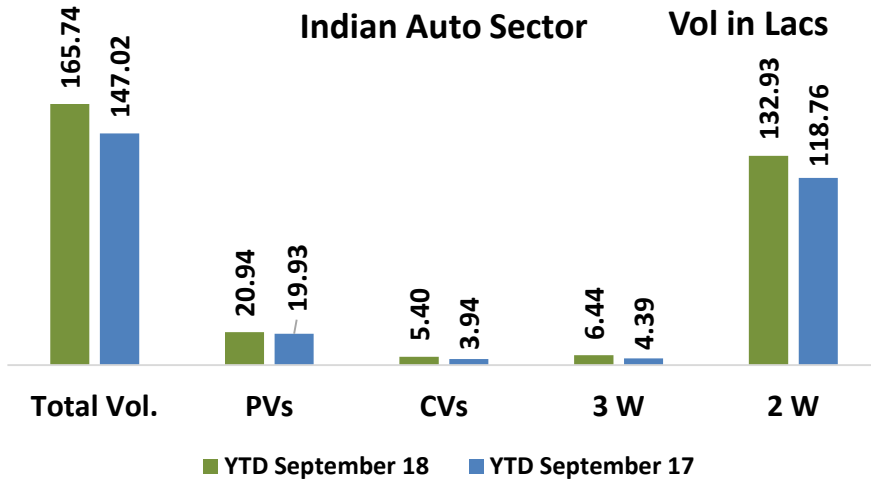
QUARTER II AND HALF YEARLY FINANCIAL REVIEW-FY 2018-19



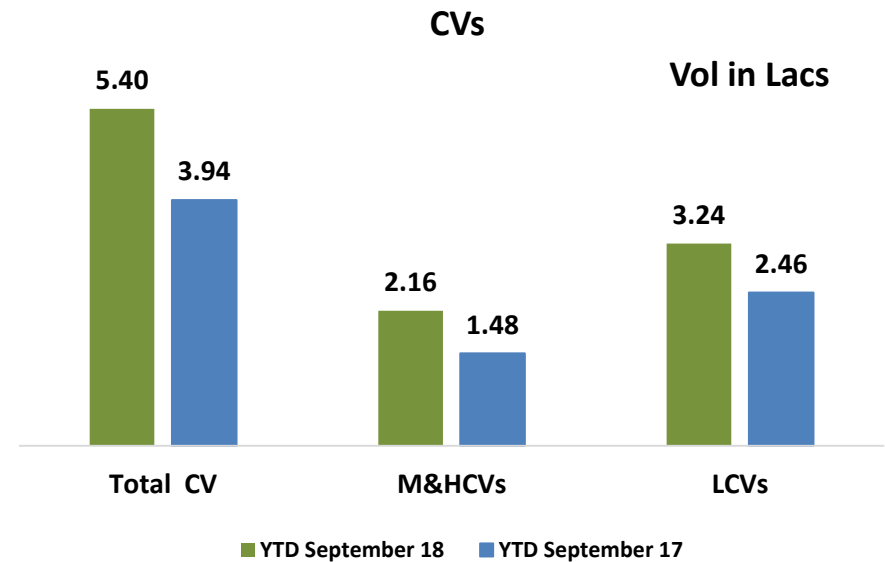
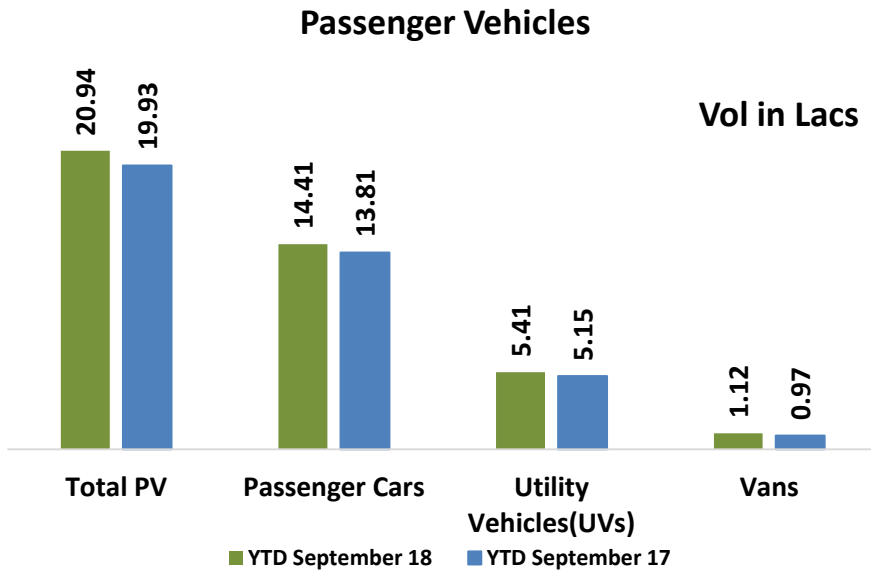
SAFE HARBOR

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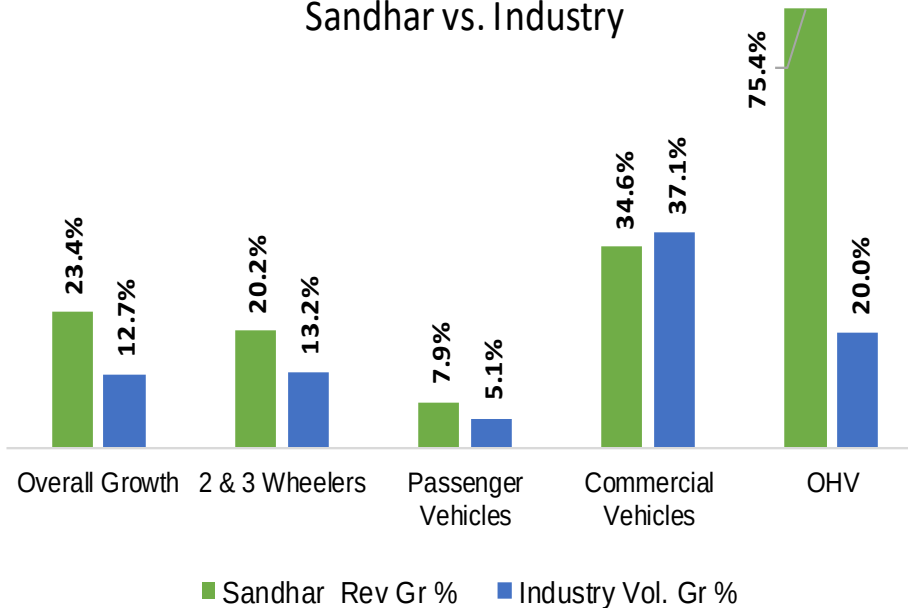
Auto Sector Gr: + 12.7% ; 2-W Gr: 11.9% - Motorcycles : 14.8%, Scooters : 6.5% ; PVs Gr: 5.1% ; CVs : 37.1%



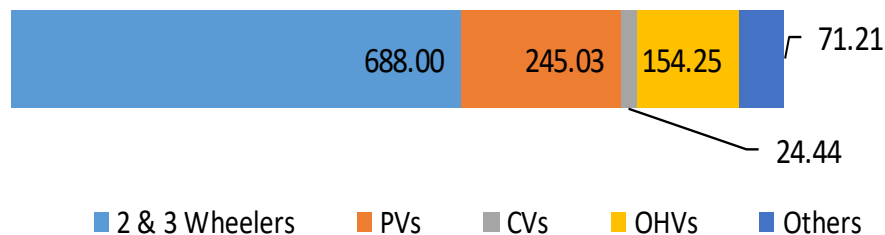
	HI FY'19 (A)	HI FY'19 (B)	HI FY'18 (A)	GR Vs LY %	GR Vs B %
 Total Income	1182.9	1208.3	958.4	↑ 23.4%	● -2.1%
 EBITDA	123.87	132.9	106.8	↑ 16.0%	● -6.8%
EBITDA %	10.47%	11.00%	11.14%		
 EBT	70.06	69.9	51.7	↑ 35.5%	↑ 0.2%
EBT %	5.92%	5.78%	5.39%		
 PAT	48.33	48.5	35.9	↑ 34.6%	● -0.4%
PAT %	4.09%	4.01%	3.75%		

	HI FY'19 (A)	HI FY'19 (B)	HI FY'18 (A)	GR Vs LY %	GR Vs B %
 Total Income	1032.3	1058	831.1	↑ 24.2%	● -2.4%
 EBITDA	109.6	116.3	95.8	↑ 14.4%	● -5.8%
EBITDA %	10.60%	11.00%	11.50%		
 EBT	69.1	67.5	50.4	↑ 37.1%	↑ 2.4%
EBT %	6.70%	6.40%	6.10%		
 PAT	47.65	46.85	34.99	↑ 36.2%	↑ 1.7%
PAT %	4.60%	4.40%	4.20%		

Sandhar vs. Industry



Segmentwise Revenue- Rs. 1182.9 Crs



Custom	OEM Vol (Mn)	STL Rev (Rs in Crs)	OEM Gr %	STL Gr %
	4.2	342.0	9.4%	18.7%
	2.0	253.3	15.3%	22.9%
	0.1	91.8	3.9%	1.1%
	NA	72.2	NA	163.0%
	NA	52.0	NA	8.6%
	0.4	48.0	12.6%	18.4%
	NA	42.6	NA	7.8%
	NA	25.8	NA	39.5%
	NA	25.1	NA	33.1%
	0.4	16.2	39.6%	33.7%
	3.5	12.1	5.8%	27.9%

Where are we.....

Business Segment*

7



43.2%



15.8 %



11.5 %



12.0 %



13.0 %



4.5 %

Product Categories*

21

Locking Systems



21.8%

Vision Systems



9.9%

Sheet Metal



12.2 %

Cabins & Fabrication



12.1 %

ADC



15.5%

Customers*



29%



22%



7%



6.2%



4.4%



4.1%



3.6%

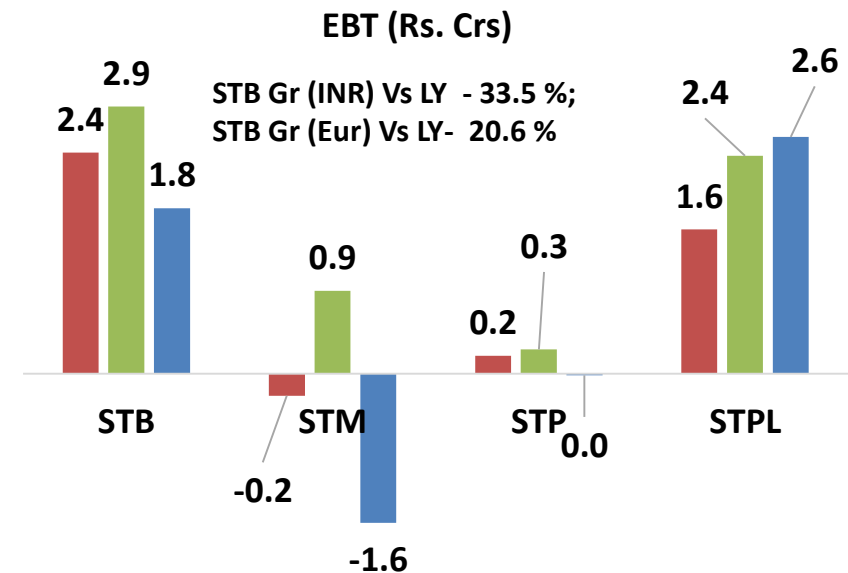
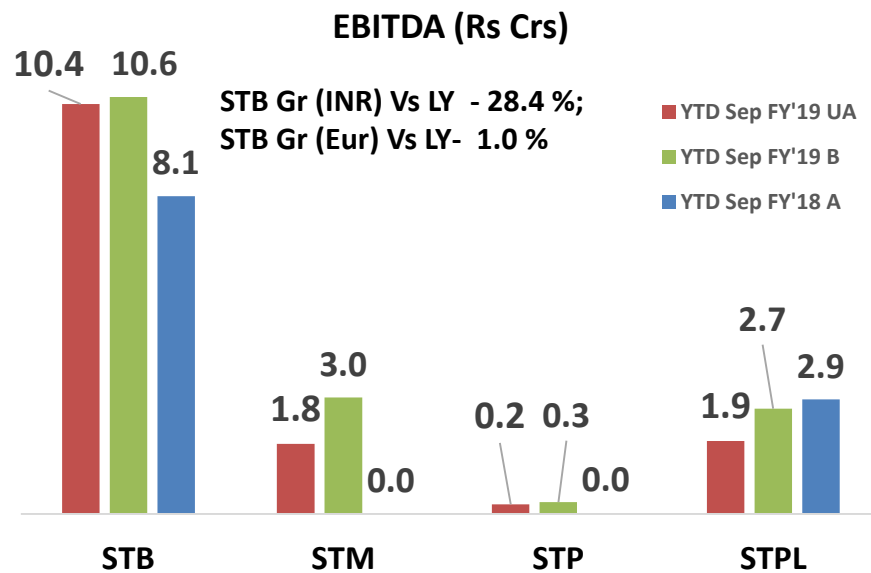
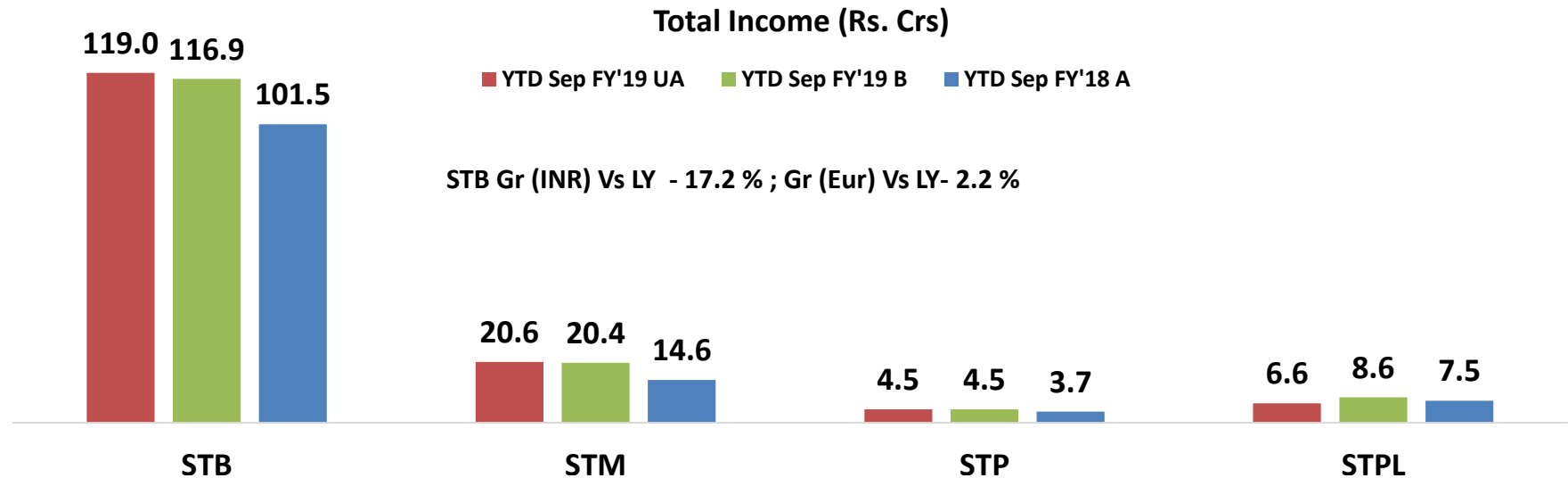


2.2%

Financials**



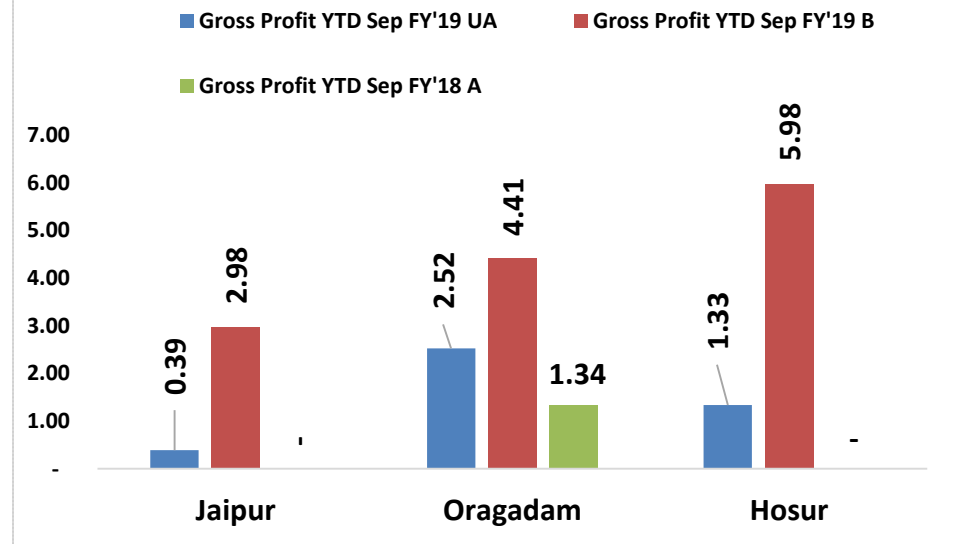
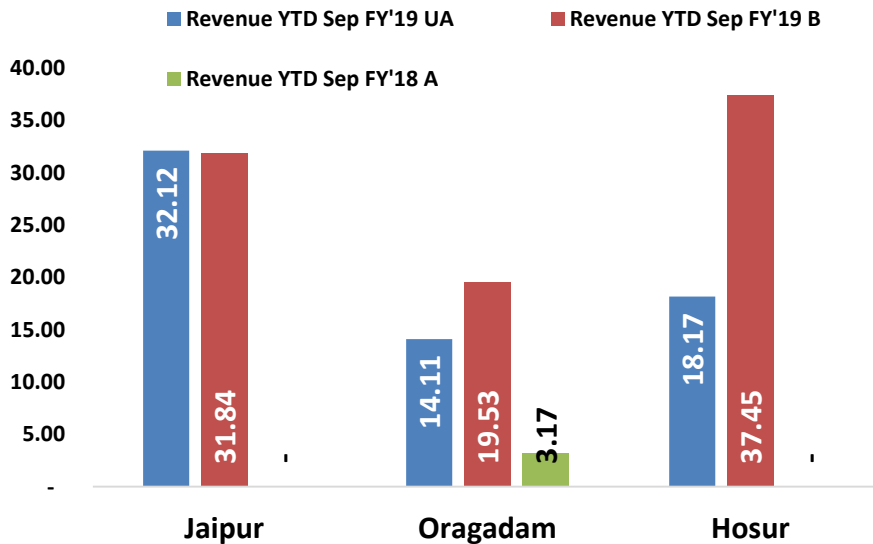
Particulars	Q2- FY 19 (UA)	Q1-FY 19 (UA)	Q2-FY 18 (UA)	H1-FY 19 (UA)	H1-FY 18 (UA)	Q2-FY 19 Vs Q1-FY 19	Q2-FY 19 Vs Q2-FY 18
Revenue from Operations	536.63	493.37	463.30	1,030.00	895.64	9%	16%
Gross Margin	108.27	93.45	89.91	201.72	170.34	16%	20%
EBITDA	60.08	49.97	51.59	110.05	95.30	20%	16%
Finance Expenses	4.74	3.12	8.71	7.87	17.72		
EBDT	55.33	46.85	42.88	102.18	77.58	18%	29%
EBT	38.38	31.14	29.19	69.52	50.81	23%	32%
Net Profit	25.91	21.74	19.44	47.65	34.08	19%	33%
Share Capital	60.19	60.19	51.15	60.19	51.15		
EPS (in Rs.)	4.33	3.64	3.83	7.97	6.72	19%	13%



Where to cover.....

(all fig in Rs Crs)

SANDHAR
Growth. Motivation. Better Life



- Investments : 31.9 Crs
- EBITDA : (3.03) Crs Vs 0.0 Crs YTD Sep 17
- EBT : (4.88 Crs) Vs 0.0 Crs YTD July 17

- Investments : 51.9 Crs
- EBITDA : (0.48) Crs Vs 0.3 Crs YTD Sep 17
- EBT : (1.69) Crs Vs (0.55) Crs YTD Sep 17

- Investments : 64.89 Crs
- EBITDA : (1.89) Crs Vs 0.0 Crs YTD Sep 17
- EBT : (4.51) Crs Vs 0.0 Crs YTD Sep 17

• EBITDA impact : -5.4 Crs (Margin impacted by 0.46 %) ; EBT impact : -11.08 Crs (Margin impacted by 0.94%)

Net Worth (Vs. Mar-18)

671.2 (+47.7)

Gross Block (Vs. Mar- 18)

720.7 (+86.1)

166.0 (-163.4)

Borrowings

64.5 (+ 15.19)

Investments

Cash generated from Operations

109.2

Cash Used in Investing

67.5

107.4/90.9

Increase in WC / Borrowings

22.7

Free Cash Flow



Annual - Rs. 5.06 Crs

Total:-Annual - Rs.
358.46 Crs; FY 18-19
(YTD Sep 18): Rs.
85.80 Crs Act Vs
125.64 Crs Bud



OHV - Rs. 94.28 Crs

Others - Rs. 21.90 Crs



Annual - Rs. 51.16 Crs



Annual - Rs. 4.11 Crs



Annual - Rs. 101.46 Crs



Annual - Rs. 65.70 Crs



Annual - Rs. 14.76 Crs

New Business Status- Product category

Total New Annual Business awarded: Rs. 358.46 Crs

Lock Assembly	• Rs.90.30 Crs (25.2%)~26.48 Crs.
Sheet Metal components	• Rs. 10.10 Crs (2.8 %)~0.08 Crs.
Mirror Assembly	• Rs 33.84 Crs (9.4%)~4.98 Crs.
Cabins & Fabrication	• Rs. 91.40 Crs (25.5%)~16.24 Crs.
Assembly	• Rs 35.03 Crs (9.8%)~19.50 Crs.
Aluminium Die Casting	• Rs. 54.08 Crs (15.1%)~11.45 Crs.
Zinc Die Casting parts	• Rs.10.26 Crs (2.9%)~1.17 Crs.
Plastic Components	• Rs. 11.70 Crs (3.3%)~3.75 Crs.



Business – FY 18-19(YTD Sep18): Rs. 85.80 Crs Act Vs Rs. 125.64 Budgeted.



- **Employees:** STBarcelona - 150 / STPoland - 80 / STMexico - 90
- **Outputs:** 200,000 parts per day (running under normal conditions)
- **Tonnage aluminium capacity:** 25 Tn per day STB & 5 Tn per day in STM
- **Certifications:** IATF 16949:2016 / ISO 14001 / OHSAS 18001
- **Alloys used:**
 - Al 226 - (A-380 in Mex.)
 - Al 230
 - Al 231 - (Al 413 in Mex.)
- **Main Customers:** (Automotive and Non Automotive)



BOSCH

CHAMBERLAIN



Seat Belt Components

Volume 45.000.000 pcs / y

20 - 150 gr
&
4 - 12 cv.



Brackets, Supports & Pivots

Volume 4.500.000 pcs / y

70 - 700 gr
&
1 - 8 cv.



Machined & not machined
Assemblies of metallic bushings and grommets

Thermo Systems & Others

Volume 2.000.000 pcs / y

100 gr - 1Kg
&
1 - 8 cv.



Technical cleaning
Machining, Coating

Housings, Covers & Heatsinks

Volume 3.000.000 pcs / y

150 - 800 gr
&
2 - 6 cv.



Technical cleaning
Machined & not machined
Leakage test / Impregnation

Electrical Drives



Front Wiper System Brackets



Seatbelt Safety Systems



*Smart Mechatronics Actuators
Truck Turbo Systems*



*Autonomous Driving
- Radars*



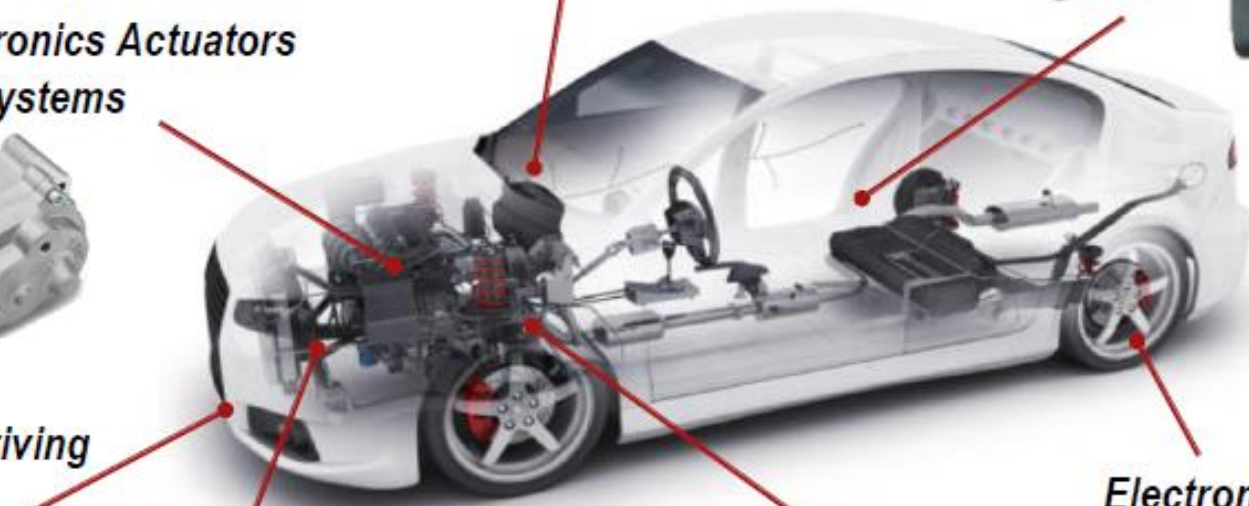
Lighting Control Modules



Thermo Cooling Systems



*Electronic Braking
Modules*



THANK YOU