



Expanding Horizons

RANE HOLDINGS LIMITED

Q3FY17 Earnings Release



Chennai, India, February 9, 2017 – Rane Holdings Limited (NSE: RANEHOLDIN; BSE Code: 505800), the holding Company of Rane group today announced financial performance for the third quarter (Q3FY17) and nine months (9MFY17) ended December 31st, 2016

Consolidated Q3 FY17 Performance*

- Total Operating Income was ₹713.82 Crore for Q3 FY17 as compared to ₹568.41 Crore in the Q3 FY16, an increase of 26%
- EBITDA stood at ₹76.22 Crore as compared to ₹58.93 Crore during Q3 FY16, an increase of 29%
- EBITDA Margin at 10.7% for Q3 FY17 as against 10.4% in Q3 FY16
- Net profit (PAT) stood at ₹20.78 Crore for Q3 FY17 as compared to ₹11.36 Crore in Q3 FY16, an increase of 83%

Consolidated 9M FY17 Performance*

- Total Operating Income was ₹2,142.69 Crore for 9M FY17 as compared to ₹1,719.82 Crore in the 9M FY16, an increase of 25%
- EBITDA stood at ₹235.33 Crore as compared to ₹179.88 Crore during 9M FY16, an increase of 31%
- EBITDA Margin at 11.0% for 9M FY17 as against 10.5% in 9M FY16
- Net profit (PAT) stood at ₹93.26 Crore for 9M FY17 as compared to ₹43.63 Crore in 9M FY16, an increase of 114%

Corporate Action

- An interim dividend of ₹3.50/- per equity share has been declared by the Board of Directors on the paid-up capital of 1,42,77,809 equity shares of ₹10/- each. The record date for payment of interim dividend is February 21, 2017.

Group's Key Business Highlights for Q3 FY17

- Revenues from Indian OE customers went up by 21% YoY
 - Group companies benefitted by the supplies to successful new passenger vehicle models and increased offtake in LCV and M&HCV segment
 - Growth in the Farm Tractors segment is limited mainly due to higher growth in unserved markets
- Revenues from international customers grew 85% YoY which also includes the overseas acquisition by Rane (Madras) Limited
- Indian aftermarket business was impacted by demonetization
- Continued focus on operational cost reduction and lower finance costs helped in improving the overall profitability for the quarter

MANAGEMENT COMMENT

"We saw robust performance in Q3 FY17 despite the demonetization impact on the Indian automotive segment. We believe the market environment will be conducive for growth in Q4. We continue to work on several initiatives to improve our operational performance and drive margin expansion"

- **L. Ganesh, Vice Chairman, Rane Holdings Ltd.**

BUSINESS HIGHLIGHTS

CONSOLIDATED FINANCIAL PERFORMANCE*

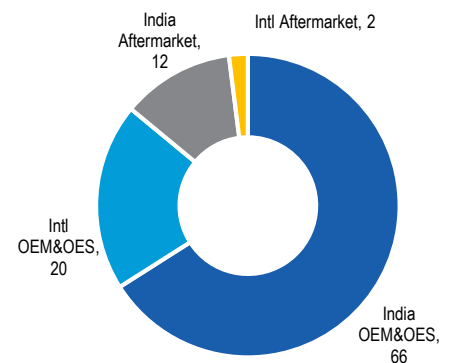
Particulars	Q3FY16	Q3FY17	YoY%
Total Operating Income	568.41	713.82	26%
EBITDA	58.93	76.22	29%
EBITDA Margins	10.4%	10.7%	31 bps
PAT	11.36	20.78	83%

Particulars	9MFY16	9MFY17	YoY%
Total Operating Income	1,719.82	2,142.69	25%
EBITDA	179.88	235.33	31%
EBITDA Margins	10.5%	11.0%	52 bps
PAT	43.63	93.26	114%

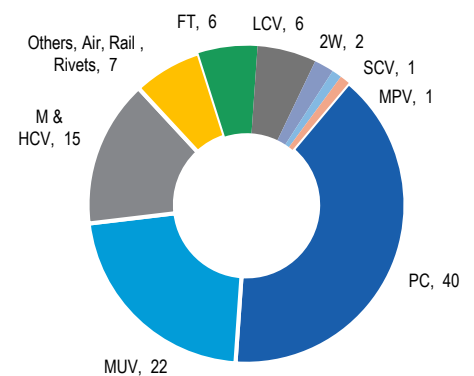
(In ₹ Crore, unless otherwise mentioned)

GROUP AGGREGATE SALES (Q3 FY17)

BY MARKET (%)



BY VEHICLE SEGMENT (%)



*Financials for Q3 FY17 and 9M FY17 include financial performance of our U.S. Subsidiary - Rane Precision Diecasting Inc. Corresponding Growth (YoY%) is not strictly comparable

CONSOLIDATED PROFIT AND LOSS ACCOUNT*

Particulars	Q3 FY17	Q2 FY17	QoQ%	Q3 FY16	YoY%	9M FY17	9M FY16	YoY %
Income from Operations	702.67	720.57	-2%	561.60	25%	2,104.97	1,696.86	24%
Other Operating Income	11.15	18.19	-39%	6.81	64%	37.72	22.96	64%
Total Operating Income	713.82	738.76	-3%	568.41	26%	2,142.69	1,719.82	25%
Expenses								
-Cost of materials consumed	413.86	407.64	2%	322.46	28%	1,203.89	979.92	23%
-Purchase of stock-in-trade	4.04	5.30	-24%	4.44	-9%	13.91	14.71	-5%
-Changes in inventories	-25.35	3.71	-783%	-7.07	-258%	-32.81	-20.63	-59%
-Employee benefits expense	108.67	109.89	-1%	81.96	33%	323.98	243.17	33%
-Depreciation and amortisation expense	34.11	34.75	-2%	27.94	22%	102.93	81.91	26%
-Professional charges	6.10	6.22	-2%	5.50	11%	17.86	16.48	8%
-Information Systems expenses	2.00	1.93	4%	1.58	27%	5.90	4.85	22%
-Other expenses	134.31	134.00	0%	104.96	28%	401.93	317.81	26%
Total Expenses	677.74	703.44	-4%	541.76	25%	2,037.59	1,638.21	24%
EBIT Before Other Income	36.08	35.33	2%	26.65	35%	105.09	81.61	29%
Other Income	6.03	16.25	-63%	4.34	39%	27.30	16.36	67%
Finance Costs	12.39	12.85	-4%	10.97	13%	38.39	32.67	18%
Exceptional Items	-0.06	93.87		-2.48		93.81	14.31	
PBT	29.65	132.60	-78%	17.54	69%	187.82	79.61	136%
Tax Expense	6.02	36.29		4.84		49.95	25.12	
Share of Associates	0.76	0.92		0.16		2.10	-0.54	
Minority Interest	-3.62	-39.74		-1.50		-46.71	-10.32	
Consolidated PAT	20.78	57.49	-64%	11.36	83%	93.26	43.63	114%

In ₹ Crore, unless otherwise mentioned, the sum of the sub-segment amounts may not equal the total amounts due to rounding off.

*Financials for 9M FY17 and Q3 FY17 include financial performance of our U.S. Subsidiary - Rane Precision Die Casting Inc. Corresponding Growth (YoY%) is not strictly comparable

ABOUT RANE HOLDINGS LIMITED

Rane Holdings Limited (RHL) is the holding company of Rane Group. RHL owns the trademark in Rane and provides a wide range of services to group Companies. These include employee training, development, investor services, business development and information system support.

ABOUT RANE GROUP

Headquartered in Chennai, India, Rane Group is engaged primarily in manufacturing auto components for well over five decades. Rane Group is a preferred supplier to major OEMs in India and abroad. Through its group companies, it manufactures Steering and Suspension systems, Friction materials, Valve train components, Occupant safety systems and Die-casting products. Its products serve a variety of industry segments including Passenger Vehicles, Commercial Vehicles, Farm Tractors, Two-wheelers, Three-wheelers, Railways and stationery Engines.

IF YOU HAVE ANY QUESTIONS OR REQUIRE FURTHER INFORMATION,

PLEASE FEEL FREE TO CONTACT: INVESTORSERVICES@RANEGROUP.COM OR ANKITGUPTA@CHRISTENSENIR.COM

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.