



Expanding Horizons

RANE ENGINE VALVE LIMITED

Q3FY18 Earnings Release



Chennai, India, January 25, 2018 – Rane Engine Valve Limited (NSE: RANEENGINE; BSE Code:532988), a leading manufacturer of Engine Valves and Guides today announced financial performance for the third quarter (Q3 FY18) and nine months (9M FY18) ended December 31st, 2017.

Q3 FY18 Performance

- Total Net Revenue was ₹93.1 Crore for Q3 FY18 as compared to ₹80.7 Crore in Q3 FY17, an increase of 15.4%
- EBITDA stood at ₹3.9 Crore for Q3 FY18 as compared to ₹3.6 Crore in Q3 FY17, an increase of 7.3%
- EBITDA Margin at 4.2% for Q3 FY18 as against 4.5% in Q3 FY17
- Net Loss of ₹3.2 Crore for Q3 FY18 as compared to a loss of ₹1.7 Crore in Q3 FY17

9M FY18 Performance

- Total Net Revenue was ₹276.2 Crore for 9M FY18 as compared to ₹262.7 Crore in 9M FY17, an increase of 5.1%
- EBITDA stood at ₹13.7 Crore as compared to ₹12.4 Crore during 9M FY17, an increase of 10.5%
- EBITDA Margin at 5.0% for 9M FY18 as against 4.7% in 9M FY17
- Net Loss of ₹8.3 Crore for 9M FY18 as compared to a profit of ₹58.0 Crore in 9M FY17

Operating Highlights for Q3 FY18

- Strong demand from Indian OE customers particularly Two-Wheeler segment and higher offtake by International customers
- Continued to experience lower offtake in Indian Aftermarket segment
- EBITDA margin dropped marginally by 32 bps due to increased Repairs & Maintenance spend to improve machine availability, which helped plants to meet delivery requirements
- Focused cost reduction initiatives helped to offset adverse material cost and exchange movement

MANAGEMENT COMMENT

“REVL capitalized on robust demand environment to post revenue growth. Plants have started improving capacity realization and operational performance. We hope to continue this trend to work towards improving profitability. We anticipate positive demand environment from Indian and International OE customers in the upcoming quarters.”

L. Ganesh, Chairman, Rane Group

BUSINESS HIGHLIGHTS

Financial Performance

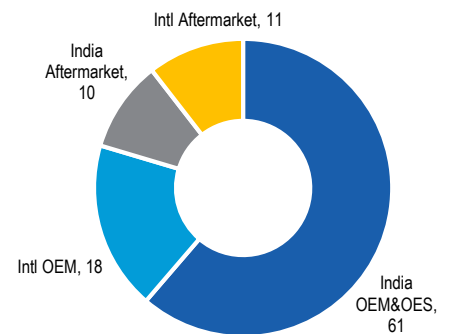
Particulars	Q3 FY18	Q3 FY17	YOY%
Total Net Revenue*	93.1	80.7	15.4%
EBITDA	3.9	3.6	7.3%
Margin (%)	4.2%	4.5%	-32 bps
PAT	-3.2	-1.7	-93.4%

Particulars	9M FY18	9M FY17	YOY%
Total Net Revenue*	276.2	262.7	5.1%
EBITDA	13.7	12.4	10.5%
Margin (%)	5.0%	4.7%	24 bps
PAT	-8.3	58.0	-114.2%

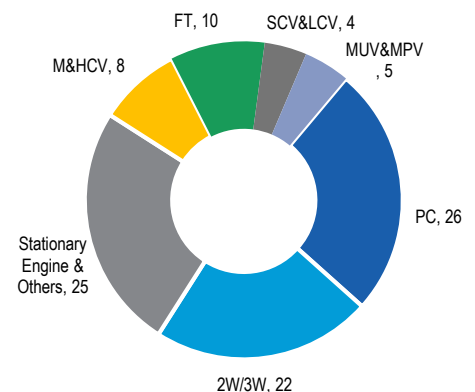
*Revenue excludes excise duty wherever applicable
(In ₹ Crore, unless otherwise mentioned)

BUSINESS SPLIT (Q3 FY18)

BY MARKET (%)



BY VEHICLE SEGMENT (%)



PROFIT AND LOSS ACCOUNT

Particulars	Q3 FY18	Q2 FY18	QoQ%	Q3 FY17	YoY%	9M FY18	9M FY17	YoY%
Revenue from Operations	91.0	91.8	-1%	86.6	5%	278.1	281.5	-1%
Other Operating Income	1.7	1.8	-6%	1.2	35%	4.9	4.5	8%
Sale of Services	0.0	-		-		0.0	-	
Other Income	0.4	0.5	-27%	0.6	-36%	1.4	2.0	-30%
Total Revenue	93.1	94.1	-1%	88.5	5%	284.4	288.0	-1%
Expenses								
-Cost of Material Consumed	33.4	30.0	11%	29.3	14%	93.8	90.3	4%
-Purchase of stock-in-trade	1.7	2.0	-14%	1.8	-8%	5.8	5.5	5%
-Changes in inventories	-3.8	1.9	-299%	-4.8	19%	-3.9	-3.0	-31%
-Excise Duty	-	-		7.8	-100%	8.2	25.3	-68%
-Employee Benefit Expense	25.5	25.4	0%	23.4	9%	75.4	70.1	7%
-Finance Cost	2.0	1.9	7%	1.9	10%	5.7	7.9	-29%
-Depreciation & Amortization	7.1	6.9	4%	6.8	6%	21.0	20.9	1%
-Other Expenditure	32.5	29.7	10%	27.2	20%	91.4	87.4	5%
Total Expenses	98.4	97.7	1%	93.5	5%	297.4	304.4	-2%
PBT before Exceptional Items	-5.3	-3.6	-46%	-5.0	-6%	-13.0	-16.4	21%
Exceptional Item	-	-		-		-	94.0	-100%
PBT	-5.3	-3.6	-46%	-5.0	-6%	-13.0	77.6	-117%
Tax Expense	-2.1	-1.2	-67%	-3.3	38%	-4.7	19.7	-124%
PAT	-3.2	-2.4	-35%	-1.7	-93%	-8.3	58.0	-114%

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

ABOUT RANE ENGINE VALVE LIMITED

Established in 1959, Rane Engine Valve Limited (REVL) is part of the Rane Group of Companies, a leading auto component group based out of Chennai. REVL manufactures engine valves, valve guides and tappets for various IC engine applications. REVL is market leader in Indian OEM and replacement markets. REVL caters to all segments of automobile industries such as PV, CV, Tractors, 2W, 3W, stationary engines, railways and marine engines.

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 provides Steering and Suspension systems, Friction materials, Valve train components, Occupant safety systems, Die-casting products and Telematics solutions. 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 DPINGLE@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.