



Expanding Horizons

RANE HOLDINGS LIMITED

FY18 Earnings Release



Chennai, India, May 7, 2018 – Rane Holdings Limited (NSE: RANEHOLDIN; BSE Code: 505800), the holding Company of Rane group today announced financial performance for the financial year (FY18) ended March 31st, 2018

Group Aggregate Performance – FY 18

- Total Net Revenue increased by 17.7% to ₹4,790.9 Crore in FY18 from ₹4,070.8 Crore in FY17
- EBITDA stood at ₹569.9 Crore as compared to ₹458.0 Crore during FY17, an increase of 24.4%
- EBITDA Margin at 11.9% for FY18 as against 11.3% in FY17
- PBT (before exceptional items) stood at ₹324.5 Crore for FY18 as compared to ₹230.6 Crore in FY17, an increase of 40.7%

Consolidated Financials – FY 18

- Total Net Revenue increased by 11.2% to ₹2,310.0 Cr in FY18 from ₹2,078.0 Cr in FY17
- EBITDA stood at ₹256.7 Crore as compared to ₹249.0 Crore during FY17, an increase of 3.1%
- EBITDA Margin at 11.1% for FY18 as against 12.0% in FY17
- PBT (before exceptional items) stood at ₹221.3 Crore for FY18 as compared to ₹185.5 Crore in FY17, an increase of 19.3%

Corporate Action

- A final dividend of ₹9/- per equity share has been recommended by the Board of Directors on the paid-up capital of 1,42,77,809 of ₹10/- each. The total dividend for the year ended March 31, 2018 would be ₹14.50/- per equity share including an interim dividend of ₹5.50/- per equity share declared on February 6, 2018 and paid on February 26, 2018.

Group's Key Business Highlights for FY18

- Revenues from Indian OE customers went up by 25% YoY; Group companies benefitted by increased offtake across vehicle segments
- Revenues from international customers grew 19% YoY primarily driven by commencement of new businesses for Occupant safety products
- Indian aftermarket business was impacted by GST transition
- Operational leverage and various cost control initiatives across group companies helped in improving the overall profitability

MANAGEMENT COMMENT

"FY18 was good year for the Group supported by strong demand environment and new business launches. The turnaround of operations is underway in few businesses. The Group companies continue to work on improving share of business and operational efficiencies. We expect the demand environment to remain favourable though there is increased threat of trade restrictions."

- L. Ganesh, Chairman & Managing Director, Rane Holdings Ltd.

BUSINESS HIGHLIGHTS

GROUP AGGREGATE FINANCIAL PERFORMANCE

Particulars	FY18	FY17	YOY%
Total Net Revenue*	4,790.9	4,070.8	17.7%
EBITDA	569.9	458.0	24.4%
Margin (%)	11.9%	11.3%	64 bps
PBT (before exceptional items)	324.5	230.6	40.7%

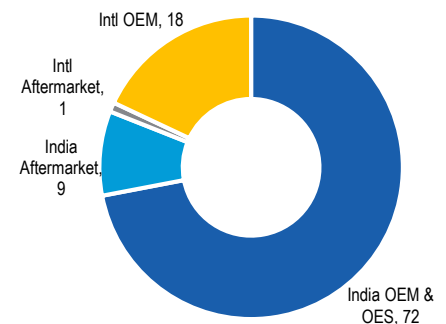
CONSOLIDATED FINANCIAL PERFORMANCE

Particulars	FY18	FY17	YOY%
Total Net Revenue*	2,310.0	2,078.0	11.2%
EBITDA	256.7	249.0	3.1%
Margin (%)	11.1%	12.0%	-87 bps
PBT (before exceptional items)	221.3	185.5	19.3%

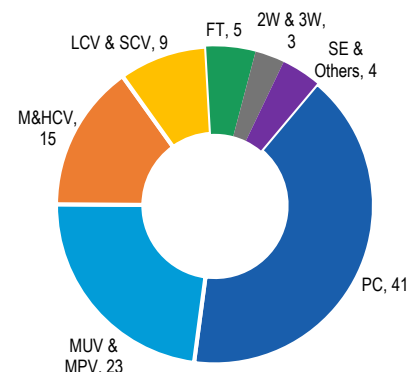
*Revenue excludes excise duty wherever applicable
(In ₹ Crore, unless otherwise mentioned)

GROUP AGGREGATE SALES (FY18)

BY MARKET (%)



BY VEHICLE SEGMENT (%)



CONSOLIDATED PROFIT AND LOSS ACCOUNT

	FY18	FY17	YoY%
Income from Operations	2,240.7	2,154.8	4.0%
Dividend Income	-	-	
Other Operating Income	99.2	77.2	28.6%
Other Income	17.1	41.9	-59.3%
Total Revenue	2,357.1	2,273.8	3.7%
Expenses			
-Cost of Material Consumed	1,195.7	1,018.4	17.4%
-Purchase of stock-in-trade	10.9	8.6	26.8%
-Changes in inventories	-20.4	-14.5	-40.2%
-Excise Duty	47.0	195.9	-76%
-Employee Benefit Expense	405.1	377.5	7.3%
-Finance Cost	44.3	43.1	2.7%
-Depreciation & Amortization	117.7	105.8	11.3%
-Professional Charges	24.5	21.2	15.3%
-Information Systems expenses	8.6	6.8	26.2%
-Other Expenditure	429.0	411.0	4.4%
Total Expenses	2,262.4	2,173.8	4.1%
PBT before share of profit / (loss) of JV & Associates and Exceptional	94.7	100.0	-5.3%
Share of Profit / (loss) of JV and Associate	126.6	85.5	48.1%
PBT before Exceptional items	221.3	185.5	19.3%
Exceptional Item	14.1	75.7	-81%
PBT	235.4	261.2	-9.9%
Tax Expense	86.9	78.9	10.1%
PAT	148.5	182.3	-18.5%
Other Comprehensive Income (Net of Tax Expenses)	-5.6	2.8	-302.5%
Total Comprehensive Income for the	142.9	185.1	-22.8%

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

KEY BALANCE SHEET ITEMS

Particulars	FY18	FY17	Change
Non-current assets	1,266.6	1,145.9	120.7
-Property, Plant and Equipment	709.9	707.3	2.6
-Financial Assets	373.6	279.2	94.4
Current assets	850.6	700.5	150.1
- Inventories	248.1	210.0	38.0
-Trade receivables	456.2	355.8	100.4
-Cash and cash equivalents	28.3	12.2	16.1
Total Assets	2,117.2	1,847.3	269.9
Shareholders Fund	804.0	713.3	90.7
Non-current liabilities	237.4	215.7	21.7
-Long-term borrowings	205.1	186.4	18.6
Current liabilities	818.3	681.3	137.0
-Short-term borrowings	250.4	224.9	25.4
-Trade payables	413.2	319.6	93.6
Total Liabilities	1,055.7	897.0	158.7
Total Equity and Liabilities	2,117.2	1,847.3	269.9

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 provides Steering and Suspension systems, Friction materials, Valve train components, Occupant safety systems, Die-casting products and provides Connected Mobility 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.