



Expanding Horizons

RANE (MADRAS) LIMITED

Q3 FY22 Earnings Release



Chennai, India, January 24, 2022 – Rane (Madras) Limited (NSE: RML; BSE Code:532661), a leading manufacturer of steering and suspension products and light metal casting components today announced its standalone and consolidated financial performance for the third quarter (Q3FY22) and nine months (9MFY22) ended December 31st, 2021.

Standalone Q3 FY22 Performance

- Total Revenue was ₹394.0 Crore for Q3 FY22 compared to ₹398.8 Crore in the Q3 FY21, a decrease of 1.2%
- EBITDA stood at ₹31.1 Crore compared to ₹50.8 Crore during Q3 FY21, a decrease of 38.7%
- EBITDA Margin at 7.9% for Q3 FY22 against 12.7% in Q3 FY21
- Net Profit stood at ₹7.7 Crore for Q3 FY22 compared to ₹21.5 Crore in Q3 FY21, a decrease of 64.1%

Consolidated Q3 FY22 Performance

- Total Revenue was ₹440.5 Crore for Q3 FY22 compared to ₹435.2 Crore in the Q3 FY21, an increase of 1.2%
- EBITDA stood at ₹14.9 Crore compared to ₹39.3 Crore during Q3 FY21, a decrease of 62.2%
- EBITDA Margin at 3.4% for Q3 FY22 against 9.0% in Q3 FY21
- Net Loss stood at ₹4.3 Crore for Q3 FY22 compared to Profit of ₹5.5 Crore in Q3 FY21, a decrease of 178.5%

Operating Highlights for Q3 FY22 – Standalone

- Sale volume to OE customers declined by 4% mainly due to significant drop in sales to the Farm Tractor segment on account of unseasonal rains and higher dealer inventory. However OE sales revenue registered a growth of around 5% on account of inflationary impact in the selling price realization.
- Sales to International customers decreased by 10%. The demand was affected due to semiconductor shortage.
- Sales to Aftermarket customers grew 9% supported by demand across pan India.
- Significant increase in all raw material and other costs has resulted in a drop in EBITDA margin by 483 bps

Operating Highlights for Q3 FY22 – Consolidated

- Sales of the US subsidiary grew with ramp-up in volumes on new programs. However semiconductor shortage resulted in drop in momentum
- Improved operational performance sustained on quality, productivity and customer delivery.
- There was an exceptional income of USD 1.3 Mn on account of US Federal stimulus benefits.

MANAGEMENT COMMENT

“Q3 was a challenging quarter with semiconductor shortage impacting the supply chain across served customers and geographies. Also commodity prices remained at elevated levels impacting profitability. The US subsidiary sustained the improved operational performance. We hope the third wave of coronavirus in India does not adversely impact the demand environment.”

– L. Ganesh, Chairman, Rane Group

BUSINESS HIGHLIGHTS

Financial Performance

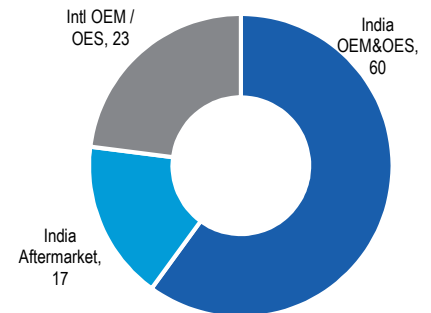
Standalone	Q3 FY 22	Q3 FY 21	YOY%
Total Revenue	394.0	398.8	-1.2%
EBITDA	31.1	50.8	-38.7%
Margin (%)	7.9%	12.7%	-483 bps
PAT	7.7	21.5	-64.1%

Consolidated	Q3 FY 22	Q3 FY 21	YOY%
Total Revenue	440.5	435.2	1.2%
EBITDA	14.9	39.3	-62.2%
Margin (%)	3.4%	9.0%	-566 bps
PAT	-4.3	5.5	-178.5%

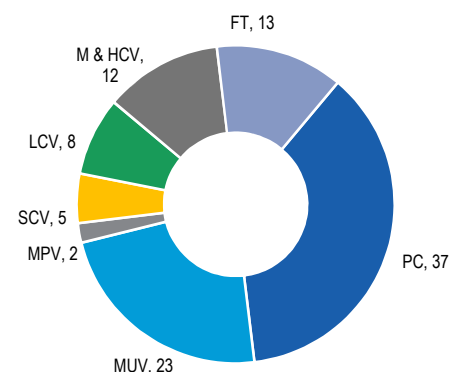
(In ₹ Crore, unless otherwise mentioned)

BUSINESS SPLIT (Q3 FY22)

BY MARKET (%)



BY VEHICLE SEGMENT (%)



PROFIT AND LOSS ACCOUNT

Particulars	Standalone						Consolidated					
	Q3 FY22	Q3 FY21	YoY%	9M FY22	9M FY21	YoY%	Q3 FY22	Q3 FY21	YoY%	9M FY22	9M FY21	YoY%
Income from Operations	391.1	391.8	0%	1,103.1	768.8	43%	437.8	427.2	2%	1,236.5	855.6	45%
Other Income	2.9	7.0	-59%	4.5	12.0	-63%	2.7	8.0	-66%	4.4	16.0	-72%
Total Revenue	394.0	398.9	-1%	1,107.6	780.8	42%	440.5	435.2	1%	1,240.9	871.6	42%
Expenses												
-Cost of Material Consumed	271.9	249.5	9%	759.6	473.4	60%	291.5	261.7	11%	815.0	501.8	62%
-Changes in inventories	-18.5	0.2		-50.8	16.7		-17.3	-0.4		-47.8	14.9	
-Employee Benefit Expense	42.4	39.1	8%	124.0	97.8	27%	68.3	62.7	9%	196.1	164.0	20%
-Finance Cost	5.5	5.7	-3%	14.4	20.4	-29%	5.8	6.7	-13%	15.1	23.0	-34%
-Depreciation & Amortization	15.4	13.3	16%	45.1	38.1	18%	20.4	16.9	21%	59.7	48.1	24%
-Other Expenditure	67.0	59.3	13%	188.9	125.3	51%	83.1	71.9	16%	229.9	163.2	41%
Total Expenses	383.7	367.1	5%	1,081.3	771.8	40%	451.8	419.4	8%	1,268.0	915.0	39%
PBT before Exceptional Items	10.2	31.8	-68%	26.4	9.1	191%	-11.3	15.8	-172%	-27.0	-43.4	38%
Exceptional Item	-	-		-	-		9.5	-		46.7	-	
PBT	10.2	31.8	-68%	26.4	9.1	191%	-1.8	15.8	-111%	19.7	-43.4	145%
Tax Expense	2.5	10.3	-76%	6.5	3.1	110%	2.5	10.3	-76%	6.5	3.1	110%
PAT	7.7	21.5	-64%	19.9	6.0	234%	-4.3	5.5	-179%	13.2	-46.4	128%

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

ABOUT RANE (MADRAS) LIMITED

Established in 1960, Rane (Madras) Limited (RML) is part of the Rane Group of Companies, a leading auto component group based out of Chennai. RML has two divisions namely Steering and Linkages Division (SLD) and Light Metal Casting India Division (LMCI). SLD manufactures mechanical steering gears, hydrostatic steering systems and steering and suspension linkage products. LMCI manufactures low porosity, high-quality light metal casting such as steering housings and engine case covers. Through its overseas subsidiary Rane Light Metal Castings Inc. (RLMCA), RML manufactures high pressure light metal casting components from its facility in Kentucky, USA.

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, Light Metal casting components and 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.