



Expanding Horizons

Rane Group

Earnings Presentation | Q1 FY22



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- › **Industry Performance Review – Q1 FY22**

- › Rane Group Performance Review – Q1 FY22

- › Group Companies Performance Highlights – Q1 FY22

Industry Performance Review (Q1 FY22)

Vehicle Segment	Production YoY Growth# in %	Rane Group Sales Growth YoY in % (India OEM)	Rane Group Revenue Split * (India OEM)
Passenger Cars (PC)	470%	675%	43%
Utility Vehicles (MUV)	423%	576%	22%
Vans	605%	817%	1%
- Total Passenger Vehicle	452%	641%	66%
Small Commercial Vehicles (SCV)	307%	354%	1%
Light Commercial Vehicles (LCV)	337%	335%	7%
Medium & Heavy Commercial Vehicles (M&HCV)	506%	501%	12%
- Total Commercial Vehicle	373%	417%	20%
Farm Tractors (FT)	121%	116%	8%
2-Wheeler	179%	229%	3%

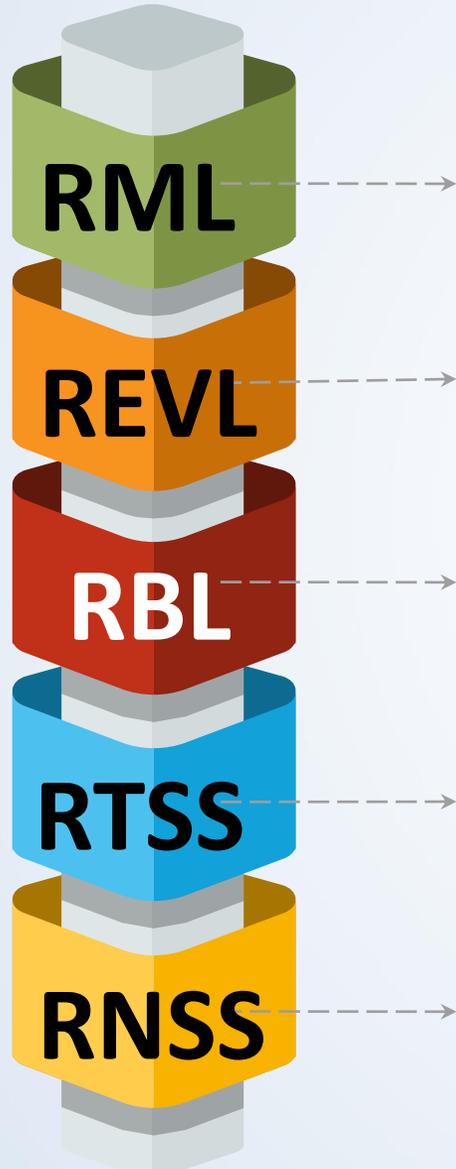
* Other segments such as Rail, Defence, Stationary Engines and 3-Wheeler contribute around 3%

Source: SIAM

Q1 FY 22 numbers are strictly not comparable with Q1 FY 21

Group's performance against industry varies based on served customers/models

- › Industry Performance Review – Q1 FY22
- › **Rane Group Performance Review – Q1 FY22**
- › Group Companies Performance Highlights – Q1 FY22



- Achieved highest Cylinder production in a month
- Domestic aftermarket is witnessing a strong recovery post wave 2 lockdown
- Certified as a 'Great Work place' by GPTW Institute, India for the 4th consecutive year
- US subsidiary company (LMCA), received USD 3.8 Mn on account of US Federal Stimulus benefits

- Higher exports mix – 36%
- Execution of operational improvement initiatives were partially impacted due to wave 2 resultant lockdown and manpower availability.

- Achieved 100% schedule adherence despite supply chain constraints
- Enhancing exports – expanded to Saudi Arabia, introduced new variants in Sri Lanka and Bangladesh
- Certified as a 'Great Work place' by GPTW Institute, India for the 5th consecutive year

- Maintained 60+% share in Domestic CV market for steering gear product
- Exports account for 67% of Occupant safety product sales
- Operational improvements and fixed cost control worked upon to partially mitigate inflationary pressures

- Continue to secure new business from MSIL for the upcoming programs
- Faced challenges on labour availability during wave 2 in April and May

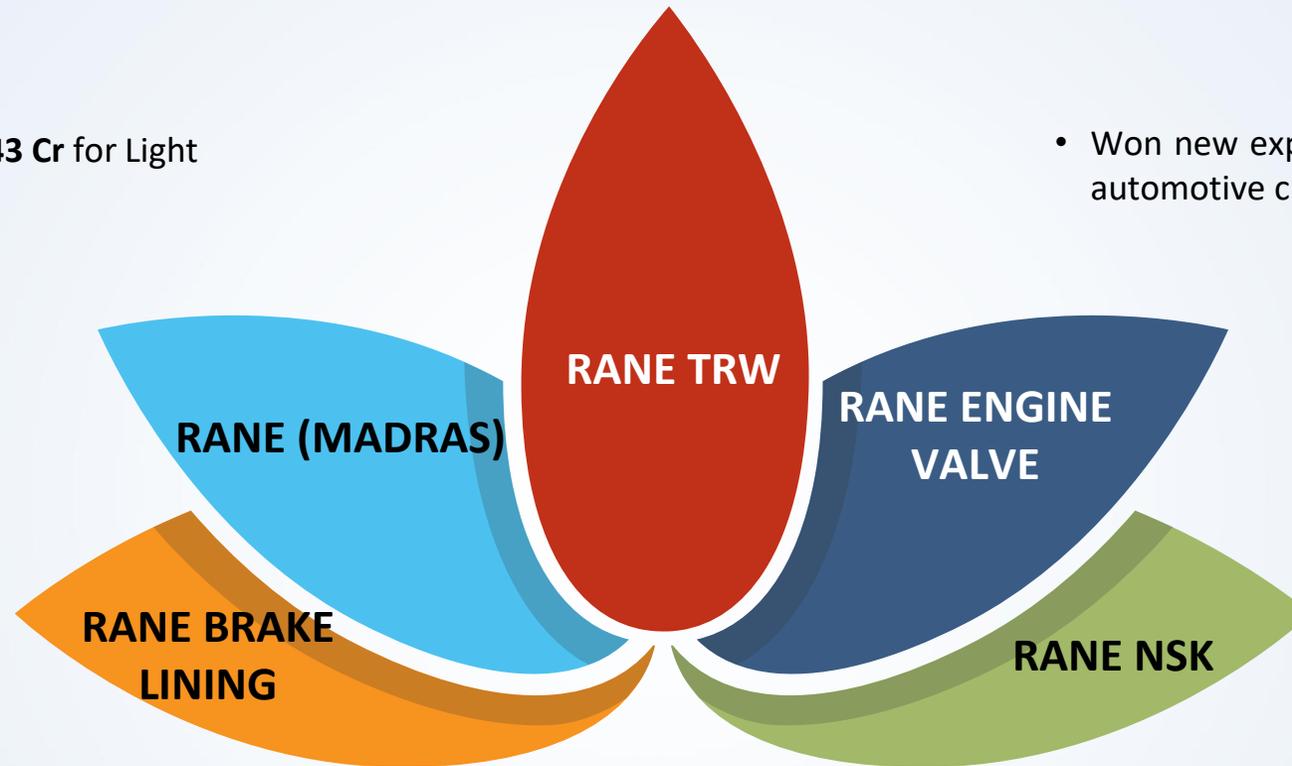
Update on New Business Development

RML

- Won new business worth **Rs. 43 Cr** for Light Metal Castings export

REVL

- Won new export business worth **Rs. 5 Cr** from non automotive customers



RBL

- Won new businesses worth **Rs. 13 Cr** from various customers

RTSS

- Received orders worth about **Rs. 10 Cr** from various domestic customers for Steering products
- Won **Rs. 78 Cr** order for cushion exports

RNSS

- Secured new business worth **Rs. 184 Cr** from MSIL for Utility Vehicle model

Continued to enhance the order book position across domestic and international customers

Customer Awards in Q1 FY22



Customer Awards

Company	CUSTOMER	CATEGORY
• Rane (Madras)	Tata Motors	Best supplier for Quality
▪ Rane NSK	Ashok Leyland	LCV Business Silver Award

‘Customer at the core’ remains our priority on the goal to sustainable growth and profitability

OPPORTUNITIES

- › Favourable recovery in domestic demand environment
- › Export demand remains robust
- › Strong order book position
- › Cost reduction and operational improvements



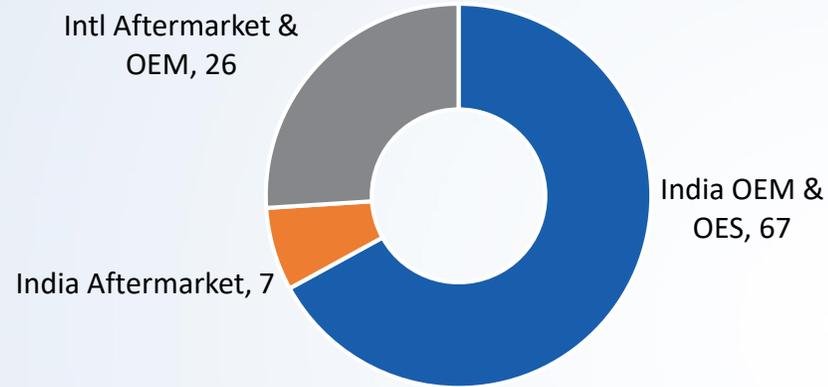
RISKS

- › Potential Covid-19 wave 3 and resultant lockdown
- › Semiconductor shortage remains overhang
- › Commodity price increases

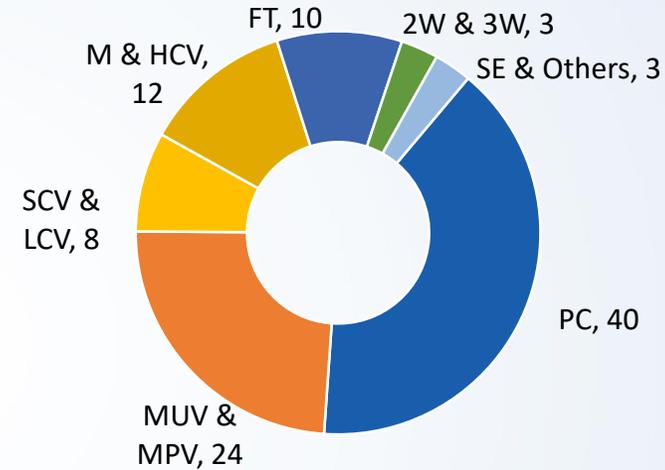
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Business Split – Group Aggregate (Q1 FY'22)

By Market segment (%)



By Vehicle Segment (%)



Financial Performance (Q1 FY'22) Rs. Cr

Group Aggregate	Q1 FY21	Q1 FY22
Total Revenue	314.1	1,096.4
EBITDA	(76.2)	64.1
PBT*	(140.8)	27.2

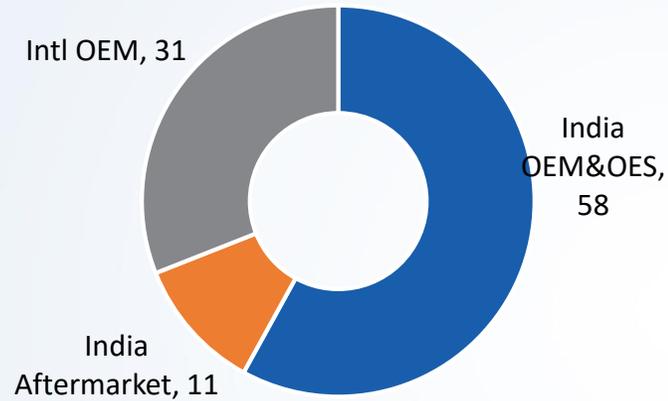
*includes exceptional items

RHL Consolidated	Q1 FY21	Q1 FY22
Total Revenue	194.1	531.9
EBITDA	(46.2)	23.4
PBT*	(106.1)	19.6

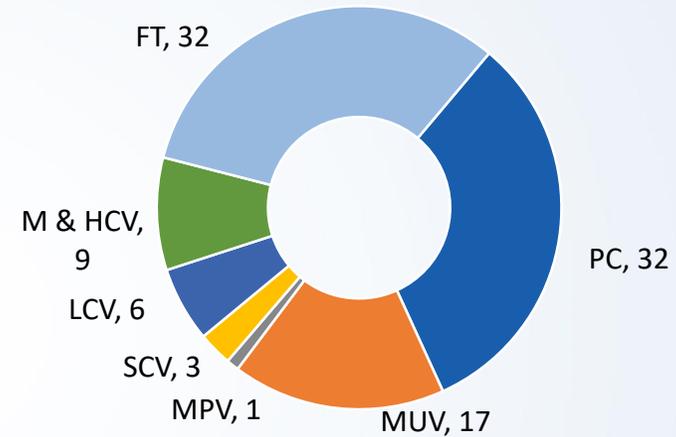
*includes exceptional items

Business Split (Q1 FY'22) - Standalone

By Market Segment (%)



By Vehicle Segment (%)



Financial Performance (Q1 FY'22) Rs. Cr

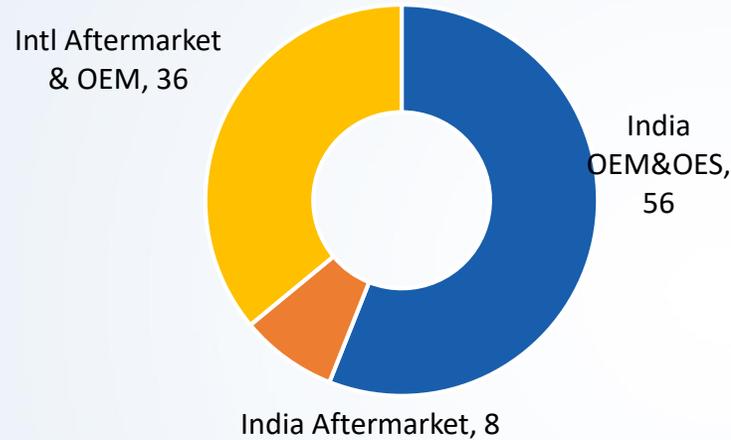
Standalone	Q1 FY21	Q1 FY22
Total Revenue	96.3	306.6
EBITDA	(12.5)	23.5
PBT	(32.1)	4.9

Consolidated	Q1 FY21	Q1 FY22
Total Revenue	114.3	347.1
EBITDA	(27.9)	11.3
PBT*	(52.1)	16.4

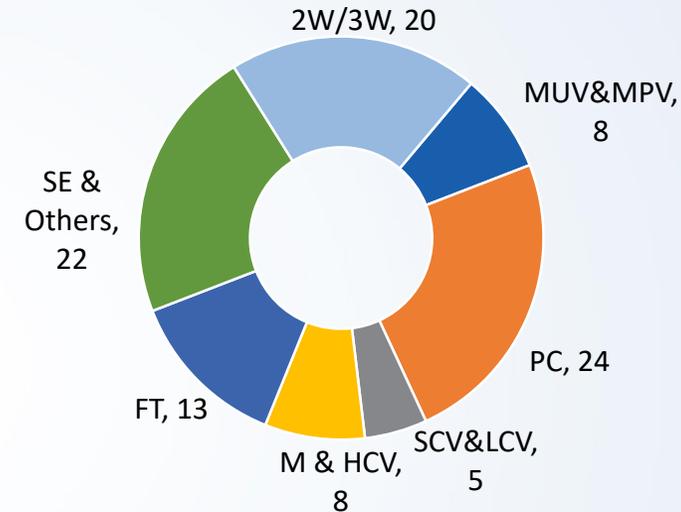
*includes exceptional items

Business Split (Q1 FY'22)

By Market Segment (%)



By Vehicle Segment (%)

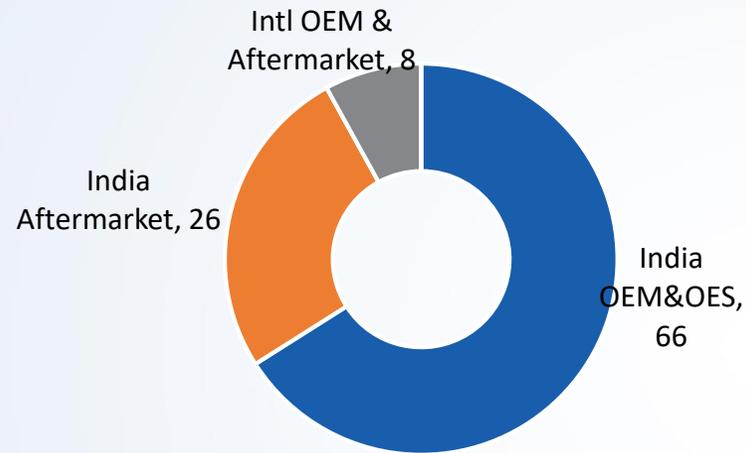


Financial Performance (Q1 FY'22) Rs. Cr

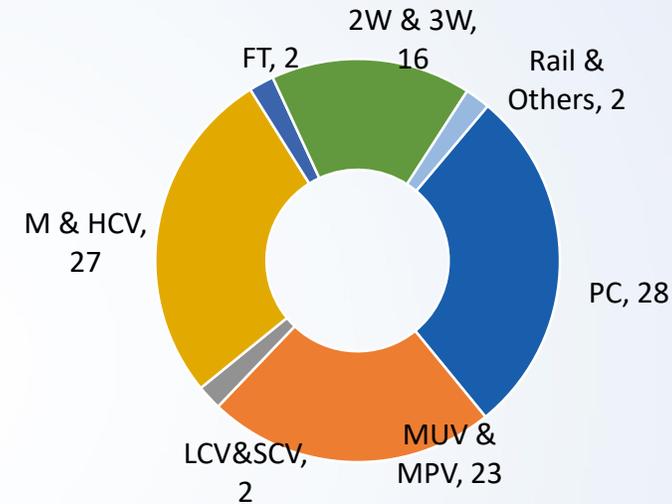
Particulars	Q1 FY21	Q1 FY22
Total Revenue	30.5	76.0
EBITDA	(16.5)	(2.3)
PBT	(25.1)	(8.9)

Business Split (Q1 FY'22)

By Market Segment (%)



By Vehicle Segment (%)

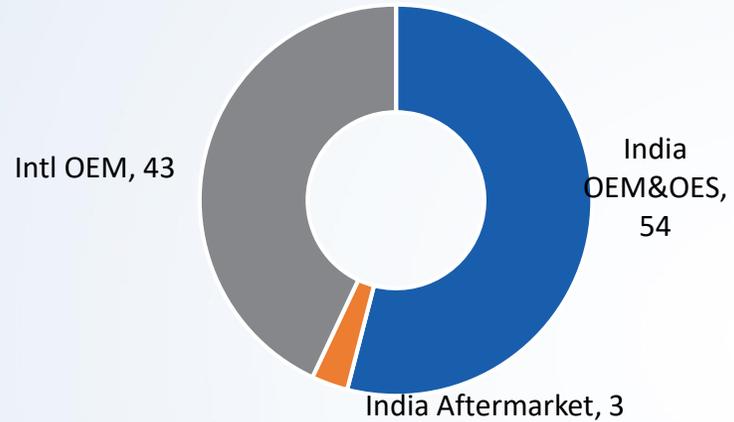


Financial Performance (Q1 FY'22) Rs. Cr

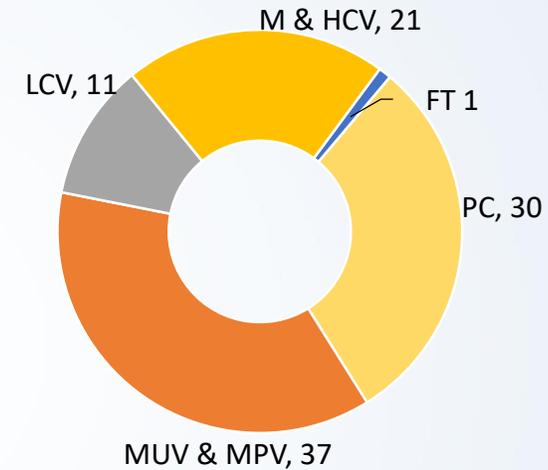
Particulars	Q1 FY21	Q1 FY22
Total Revenue	41.2	97.9
EBITDA	(3.6)	7.2
PBT	(10.0)	1.9

Business Split (Q1 FY'22)

By Market Segment (%)



By Vehicle Segment (%)

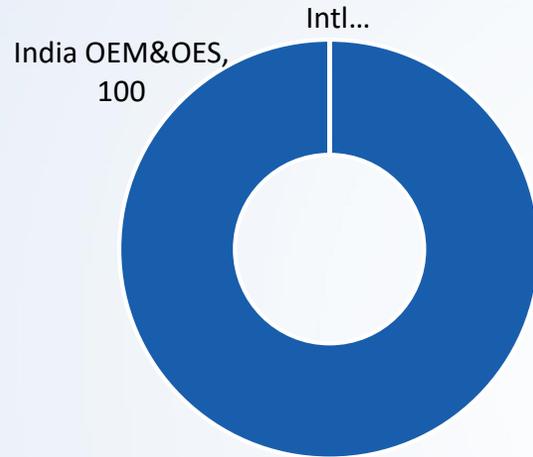


Financial Performance (Q1 FY'22) Rs. Cr

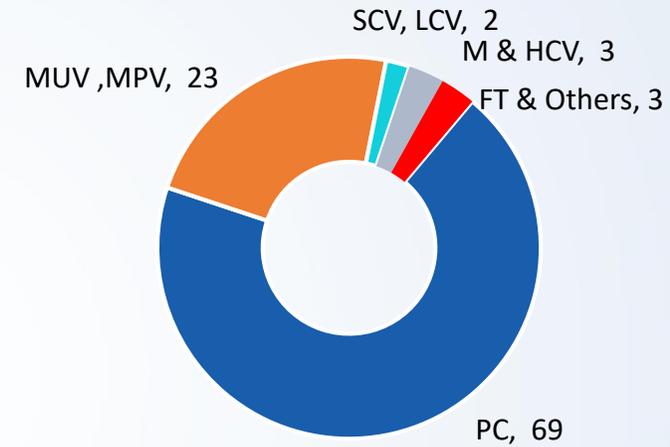
Particulars	Q1 FY21	Q1 FY22
Total Revenue	86.5	275.5
EBITDA	(15.6)	19.8
PBT	(27.3)	5.4

Business Split (Q1 FY'22)

By Market Segment (%)



By Vehicle Segment (%)



Financial Performance (Q1 FY'22) Rs. Cr

Particulars	Q1 FY21	Q1 FY22
Total Revenue	38.4	297.9
EBITDA	(12.1)	28.9
PBT	(25.2)	13.8

Thank You



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Glossary of Abbreviations

Abbreviation	Expansion
CV	Commercial Vehicle
Cr	Crores
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization
FT	Farm Tractors
FY	Financial Year
GPTW	Great Place To Work
Intl	International
LCV	Light Commercial Vehicles
LMCA	Light Metal Casting America
MPV	Multi Purpose Vehicles
MSIL	Maruti Suzuki India Limited
MUV	Multi Utility Vehicles
M&HCV	Medium & Heavy Commercial Vehicles
OEM	Original Equipment Manufacturer

Abbreviation	Expansion
OES	Original Equipment Supplier
PBT	Profit Before Tax
PC	Passenger Car
Q1	Quarter 1
RBL	Rane Brake Lining Limited
REVL	Rane Engine Valve Limited
RHL	Rane Holdings Limited
RML	Rane (Madras) Limited
RNSS	Rane NSK Steering Systems Pvt Limited
RTSS	Rane TRW Steering Systems Pvt Limited
SCV	Small Commercial Vehicles
SE	Stationary Engines
SIAM	Society of Indian Automobile Manufacturers
YoY	Year-on-Year
2W/3W	Two Wheeler/Three Wheeler

This presentation may contain certain forward looking statements concerning Rane's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, government policies and action with respect to investments, fiscal deficits, regulations etc., interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statement become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.