



Expanding Horizons

# RANE (MADRAS) LIMITED

## Q3FY18 Earnings Release



**Chennai, India, January 23, 2018** – Rane (Madras) Limited (NSE: RML; BSE Code:532661), a leading manufacturer of steering and suspension products and die casting components today announced its standalone financial performance for the third quarter (Q3 FY18) and nine months (9M FY18) ended December 31<sup>st</sup>, 2017.

### Standalone Q3 FY18 Performance

- Total Net Revenue was ₹318.6 Crore for Q3 FY18 as compared to ₹241.9 Crore in Q3 FY17, an increase of 31.7%
- EBITDA stood at ₹38.5 Crore as compared to ₹21.1 Crore during Q3 FY17, an increase of 82.8%
- EBITDA Margin at 12.1% for Q3 FY18 as against 8.7% in Q3 FY17, an improvement of 337 basis point (bps)
- Net profit (PAT) stood at ₹14.2 Crore for Q3 FY18 as compared to ₹3.4 Crore in Q3 FY17, an increase of 317.5%

### Standalone 9M FY18 Performance

- Total Net Revenue was ₹866.4 Crore for 9M FY18 as compared to ₹722.3 Crore in the 9M FY17, an increase of 20.0%
- EBITDA stood at ₹94.7 Crore as compared to ₹70.4 Crore during 9M FY17, an increase of 34.5%
- EBITDA Margin at 10.9% for 9M FY18 as against 9.7% in 9M FY17, an improvement of 118 bps
- Net profit (PAT) stood at ₹25.3 Crore for 9M FY18 as compared to ₹13.7 Crore in 9M FY17, an increase of 85.4%

### Corporate Action

- An interim dividend of ₹4.50/- per equity share has been declared by the Board of Directors on the paid-up capital of 1,16,07,541 equity shares of ₹10/- each fully paid up. The record date for payment of interim dividend is February 03, 2018.

### Operating Highlights for Q3 FY18

- Strong demand from Indian OE customers across vehicle segments
- Experienced robust demand in Indian Aftermarket segment with 46% YoY growth
- Improved operational performance of Die Casting Division despite muted growth
- EBITDA margin improved by 337 bps due to increased volume, favourable product mix and improved operational performance

### MANAGEMENT COMMENT

“RML posted good set of numbers led by pickup in demand from Indian OE customers and improved operational performance. Though the Die Casting Division experienced lower pull from international customers, it continued to improve on operational performance. Higher volume provided operational leverage to improve the operating margin.” - **L. Ganesh, Chairman, Rane Group**

### BUSINESS HIGHLIGHTS

#### Financial Performance

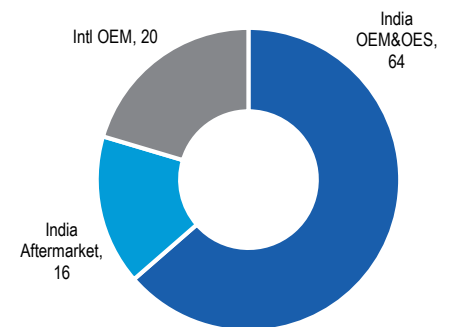
Particulars	Q3 FY18	Q3 FY17	YOY%
Total Net Revenue*	318.6	241.9	31.7%
EBITDA	38.5	21.1	82.8%
Margin (%)	12.1%	8.7%	337 bps
PAT	14.2	3.4	317.5%

Particulars	9M FY18	9M FY17	YOY%
Total Net Revenue*	866.4	722.3	20.0%
EBITDA	94.7	70.4	34.5%
Margin (%)	10.9%	9.7%	118 bps
PAT	25.3	13.7	85.4%

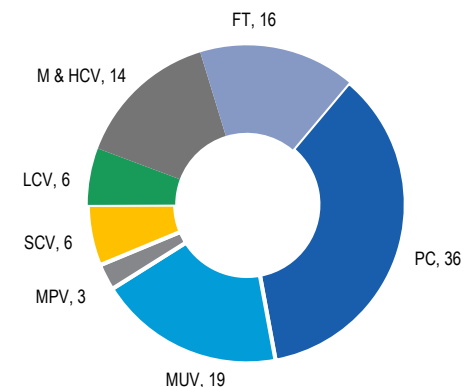
\*Revenue excludes excise duty wherever applicable  
(In ₹ Crore, unless otherwise mentioned)

### BUSINESS SPLIT (Q3 FY18)

#### BY MARKET (%)



#### BY VEHICLE SEGMENT (%)



## PROFIT AND LOSS ACCOUNT

Particulars	Q3FY18	Q2FY18	QoQ%	Q3FY17	YoY%	9M FY18	9M FY17	YoY%
Income from Operations	308.9	289.7	7%	256.2	21%	862.4	758.6	14%
Other Operating Income	9.0	6.8	31%	8.8	2%	26.9	30.3	-11%
Other Income	0.8	0.8	-4%	0.6	28%	2.5	1.7	48%
<b>Total Revenue</b>	<b>318.6</b>	<b>297.3</b>	<b>7%</b>	<b>265.6</b>	<b>20%</b>	<b>891.8</b>	<b>790.6</b>	<b>13%</b>
<b>Expenses</b>								
-Cost of Material Consumed	204.9	177.8	15%	152.5	34%	543.1	437.9	24%
-Purchase of stock-in-trade	-	-	-	-	-	-	-	-
-Changes in inventories	-13.7	3.6	-476%	-14.3	4%	-13.7	-15.8	14%
-Excise Duty	-	-	-	23.7	-100%	25.4	68.3	-63%
-Employee Benefit Expense	35.3	34.2	3%	30.6	16%	100.5	86.1	17%
-Finance Cost	6.3	7.7	-17%	7.1	-11%	22.3	21.2	6%
-Depreciation & Amortization	12.4	12.1	2%	11.1	12%	36.6	32.9	11%
-Other Expenditure	53.6	49.1	9%	52.1	3%	141.9	143.8	-1%
<b>Total Expenses</b>	<b>298.9</b>	<b>284.6</b>	<b>5%</b>	<b>262.8</b>	<b>14%</b>	<b>856.1</b>	<b>774.2</b>	<b>11%</b>
<b>PBT before Exceptional Items</b>	<b>19.8</b>	<b>12.7</b>	<b>56%</b>	<b>2.9</b>	<b>587%</b>	<b>35.7</b>	<b>16.4</b>	<b>118%</b>
Exceptional Item	-	-	-	-	-	-	-	-
<b>PBT</b>	<b>19.8</b>	<b>12.7</b>	<b>56%</b>	<b>2.9</b>	<b>587%</b>	<b>35.7</b>	<b>16.4</b>	<b>118%</b>
Tax Expense	5.5	4.3	29%	-0.5	1145%	10.4	2.7	285%
<b>PAT</b>	<b>14.2</b>	<b>8.4</b>	<b>69%</b>	<b>3.4</b>	<b>318%</b>	<b>25.3</b>	<b>13.7</b>	<b>85%</b>

(In ₹ Crore, unless otherwise mentioned, pertain to standalone financials. The sum of 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. It has two divisions namely Steering gear (SGP), Steering and Suspension Linkage Products (SSLP) division and Die-casting Products division. The Steering division manufactures manual steering gears, hydrostatic steering systems and steering and suspension linkage products. RML is a market leader in India in SGP and SSLP. The Die casting division manufactures low porosity, high-quality aluminum die-castings such as steering housings and engine case covers.

## 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,

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