



Chennai, India, January 27, 2021 – 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 (Q3 FY21) and nine months (9MFY21) ended December 31, 2020.

**Standalone Q3 FY21 Performance**

- Total Revenue was ₹398.8 Crore for Q3 FY21 as compared to ₹280.2 Crore in the Q3 FY20, an increase of 42.3%
- EBITDA stood at ₹50.8 Crore as compared to ₹24.6 Crore during Q3 FY20, an increase of 106.2%
- EBITDA Margin at 12.7% for Q3 FY21 as against 8.8% in Q3 FY20, an increase of 395 basis points (bps)
- Net profit (PAT) stood at ₹21.5 Crore for Q3 FY21 as compared to ₹3.7 Crore in Q3 FY20, an increase of 475.8%

**Consolidated Q3 FY21 Performance**

- Total Revenue was ₹435.2 Crore for Q3 FY21 as compared to ₹320.5 Crore in the Q3 FY20, an increase of 35.8%
- EBITDA stood at ₹39.3 Crore as compared to ₹18.2 Crore during Q3 FY20, an increase of 116.1%
- EBITDA Margin at 9.0% for Q3 FY21 as against 5.7% in Q3 FY20, an increase of 336 basis points (bps)
- Net profit (PAT) stood at ₹5.5 Crore for Q3 FY21 as compared to Loss of ₹7.2 Crore in Q3 FY20, an increase of 176.6%

**Operating Highlights for Q3 FY21 – Standalone**

- Sales to Indian OE customers grew by 37%. Experienced strong demand across vehicle segment
- Sales to International customers increased by 82% supported by increase in schedules for Steering and Light Metal Casting products
- Sales to Indian Aftermarket customers increased by 14%
- EBITDA margin improved by 395 bps. Cost reduction initiatives and higher volume helped to mitigate unfavourable mix and material cost increase

**Operating Highlights for Q3 FY21 – Consolidated**

- The US subsidiary experienced 13% drop in sales impacted by lower vehicle demand in US due to Covid-19 and lower volumes from key customers
- Despite operational improvements, the drop in volumes resulted in higher loss

**MANAGEMENT COMMENT**

“We saw strong recovery in the demand environment in Q3. This was well supported by the production ramp up in the plants. Cost reduction initiatives continued to yield results. We are seeing volatility in customer schedules as they experience supply constraints on certain components. We continue the cost control measures to manage the commodity price increases.” – **L. Ganesh, Chairman, Rane Group**

**BUSINESS HIGHLIGHTS**

**Financial Performance**

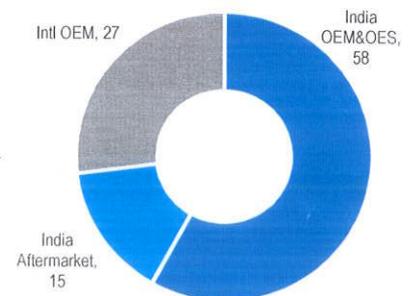
Standalone	Q3 FY 21	Q3 FY 20	YOY%
Total Revenue	398.8	280.2	42.3%
EBITDA	50.8	24.6	106.2%
Margin (%)	12.7%	8.8%	395 bps
PAT	21.5	3.7	475.8%

Consolidated	Q3 FY 21	Q3 FY 20	YOY%
Total Revenue	435.2	320.5	35.8%
EBITDA	39.3	18.2	116.1%
Margin (%)	9.0%	5.7%	336 bps
PAT	5.5	-7.2	176.6%

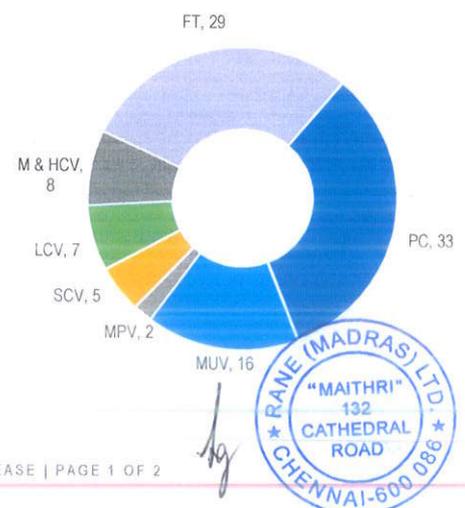
(In ₹ Crore, unless otherwise mentioned)

**BUSINESS SPLIT (Q3 FY21)  
(STANDALONE)**

**BY MARKET (%)**



**BY VEHICLE SEGMENT (%)**



## PROFIT AND LOSS ACCOUNT

Particulars	Standalone						Consolidated					
	Q3 FY21	Q3 FY20	YoY%	9M FY21	9M FY20	YoY%	Q3 FY21	Q3 FY20	YoY%	9M FY21	9M FY20	YoY%
Income from Operations	374.3	263.8	42%	741.4	809.3	-8%	409.1	303.7	35%	827.2	946.3	-13%
Other Operating Income	17.6	11.5	52%	27.4	42.0	-35%	18.1	12.6	44%	28.4	45.0	-37%
Other Income	7.0	4.9	44%	12.0	8.5	42%	8.1	4.3	89%	16.1	6.6	145%
<b>Total Revenue</b>	<b>398.8</b>	<b>280.2</b>	<b>42%</b>	<b>780.8</b>	<b>859.8</b>	<b>-9%</b>	<b>435.2</b>	<b>320.5</b>	<b>36%</b>	<b>871.6</b>	<b>997.9</b>	<b>-13%</b>
<b>Expenses</b>												
-Cost of Material Consumed	249.5	161.2	55%	473.4	518.7	-9%	261.7	173.7	51%	501.8	567.5	-12%
-Purchase of stock-in-trade	-	-	-	-	-	-	-	-	-	-	-	-
-Changes in inventories	0.2	12.6	-98%	16.7	22.3	-25%	-0.4	11.0	-104%	14.9	19.0	-22%
-Employee Benefit Expense	39.1	36.2	8%	97.8	108.7	-10%	62.7	58.1	8%	164.0	178.5	-8%
-Finance Cost	5.7	8.2	-30%	20.4	24.8	-18%	6.7	9.5	-29%	23.0	28.3	-19%
-Depreciation & Amortization	13.3	13.0	3%	38.1	38.6	-1%	16.9	16.2	4%	48.1	48.0	0%
-Other Expenditure	59.3	45.6	30%	125.3	135.8	-8%	71.9	59.4	21%	163.2	183.4	-11%
<b>Total Expenses</b>	<b>367.1</b>	<b>276.8</b>	<b>33%</b>	<b>771.8</b>	<b>848.8</b>	<b>-9%</b>	<b>419.4</b>	<b>327.9</b>	<b>28%</b>	<b>915.0</b>	<b>1,024.8</b>	<b>-11%</b>
<b>PBT before Exceptional Items</b>	<b>31.8</b>	<b>3.5</b>	<b>820%</b>	<b>9.0</b>	<b>11.0</b>	<b>-18%</b>	<b>15.8</b>	<b>-7.5</b>	<b>312%</b>	<b>-43.4</b>	<b>-26.9</b>	<b>-61%</b>
Exceptional Item	-	-	-	-	-	-	-	-	-	-	-	-
<b>PBT</b>	<b>31.8</b>	<b>3.5</b>	<b>820%</b>	<b>9.0</b>	<b>11.0</b>	<b>-18%</b>	<b>15.8</b>	<b>-7.5</b>	<b>312%</b>	<b>-43.4</b>	<b>-26.9</b>	<b>-61%</b>
Tax Expense	10.3	-0.3	-	3.1	1.3	-	10.3	-0.3	-	3.1	1.3	-
<b>PAT</b>	<b>21.5</b>	<b>3.7</b>	<b>476%</b>	<b>6.0</b>	<b>9.7</b>	<b>-38%</b>	<b>5.5</b>	<b>-7.2</b>	<b>177%</b>	<b>-46.4</b>	<b>-28.2</b>	<b>-65%</b>

(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](mailto:INVESTORSERVICES@RANEGROUP.COM) OR [DPINGLE@CHRISTENSENIR.COM](mailto: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.