



Expanding Horizons

# RANE HOLDINGS LIMITED

## Q3FY18 Earnings Release



**Chennai, India, February 6, 2018** – Rane Holdings Limited (NSE: RANEHOLDIN; BSE Code: 505800), the holding Company of Rane group today announced financial performance for the third quarter (Q3 FY18) ended December 31<sup>st</sup>, 2017.

### Group Aggregate Performance – Q3 FY 18

- Total Net Revenue increased by 29.6% to ₹1,227.6 Crore in Q3 FY18 from ₹947.4 Crore in Q3 FY17
- EBITDA stood at ₹159.4 Crore as compared to ₹100.5 Crore during Q3 FY17, an increase of 58.6%
- EBITDA Margin at 13.0% for Q3 FY18 as against 10.6% in Q3 FY17
- PBT (before exceptional items) stood at ₹100.5 Crore for Q3 FY18 as compared to ₹45.0 Crore in Q3 FY17, an increase of 123.4%

### Consolidated Financials – Q3 FY 18

- Total Net Revenue increased by 19.7% to ₹594.5 Cr in Q3 FY18 from ₹496.7 Cr in Q3 FY17
- EBITDA stood at ₹70.4 Crore as compared to ₹48.3 Crore during Q3 FY17, an increase of 45.8%
- EBITDA Margin at 11.8% for Q3 FY18 as against 9.7% in Q3 FY17
- PBT (before exceptional items) stood at ₹67.1 Crore for Q3 FY18 as compared to ₹31.7 Crore in Q3 FY17, an increase of 111.8%

### Corporate Action

- An interim dividend of ₹5.50/- per equity share has been declared by the Board of Directors on the paid-up capital of 1,42,77,809 equity shares of ₹10/- each. The record date for payment of interim dividend is February 16, 2018.

### Group's Key Business Highlights for Q3 FY18

- Revenue from Indian OE customers grew by 34% YoY supported by increased offtake across major vehicle segments
- Revenues from International customers grew 18% YoY mainly driven by new businesses for Occupant safety products
- Revenue from Indian aftermarket segment grew 25% indicating recovery of demand post GST implementation
- Operational leverage on higher volumes and various cost control initiatives across group companies helped in improving the overall profitability

### MANAGEMENT COMMENT

"Rane Group companies delivered strong revenue growth supported by favorable market environment in India and robust demand from International customers. With the strong operational performance, the group companies improved profitability. We are still working on addressing the challenges in certain businesses. We expect demand environment to remain positive in the upcoming quarters".

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

### BUSINESS HIGHLIGHTS

#### GROUP AGGREGATE FINANCIAL PERFORMANCE

Particulars	Q3 FY 18	Q3 FY 17	YOY%
Total Net Revenue*	1,227.6	947.4	29.6%
EBITDA	159.4	100.5	58.6%
Margin (%)	13.0%	10.6%	237 bps
PBT (before exceptional items)	100.5	45.0	123.4%

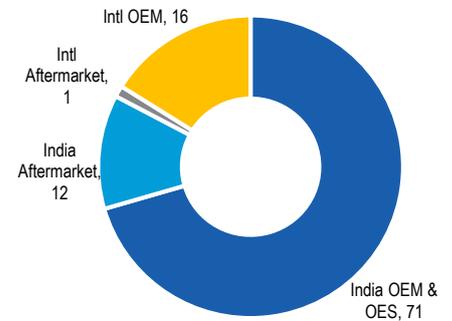
#### CONSOLIDATED FINANCIAL PERFORMANCE

Particulars	Q3 FY 18	Q3 FY 17	YOY%
Total Net Revenue*	594.5	496.7	19.7%
EBITDA	70.4	48.3	45.8%
Margin (%)	11.8%	9.7%	212 bps
PBT (before exceptional items)	67.1	31.7	111.8%

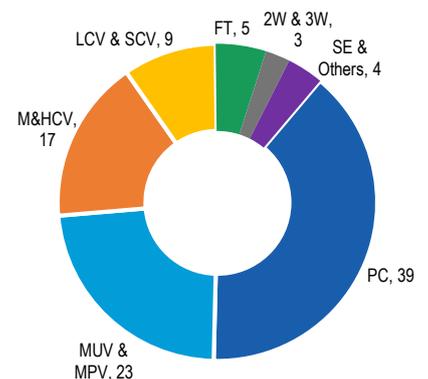
\*Revenue excludes excise duty wherever applicable  
(In ₹ Crore, unless otherwise mentioned)

### GROUP AGGREGATE SALES (Q3 FY18)

#### BY MARKET (%)



#### BY VEHICLE SEGMENT (%)



## CONSOLIDATED PROFIT AND LOSS ACCOUNT

	Q3 FY18	Q2 FY18	QoQ%	Q3 FY17	YoY%	9M FY18	9M FY17	YoY%
Income from Operations	570.1	536.8	6.2%	524.6	8.7%	1,621.7	1,575.4	2.9%
Dividend Income	-	-		-		-	-	
Other Operating Income	23.7	22.8	3.7%	17.7	33.5%	67.9	57.5	18.1%
Other Income	0.8	2.4	-66.4%	2.2	-64.0%	5.7	15.9	-64.5%
<b>Total Revenue</b>	<b>594.5</b>	<b>562.0</b>	<b>5.8%</b>	<b>544.6</b>	<b>9.2%</b>	<b>1,695.2</b>	<b>1,648.8</b>	<b>2.8%</b>
<b>Expenses</b>								
-Cost of Material Consumed	313.5	270.5	15.9%	262.2	19.5%	847.5	756.2	12.1%
-Purchase of stock-in-trade	1.7	2.0	-14.4%	1.8	-8.4%	5.8	5.5	5.1%
-Changes in inventories	-18.9	9.7	-294.3%	-21.4	12.0%	-24.9	-28.4	12.4%
-Excise Duty	-	-		47.9	-100.0%	47.0	141.5	-66.8%
-Employee Benefit Expense	103.8	99.7	4.1%	90.2	15.1%	298.6	270.0	10.6%
-Finance Cost	10.6	11.4	-7.2%	10.9	-2.6%	33.1	33.8	-2.1%
-Depreciation & Amortization	28.7	27.7	3.3%	26.4	8.4%	83.8	79.9	4.8%
-Professional Charges	6.6	6.5	2.2%	6.0	10.0%	17.5	17.7	-1.0%
-Information Systems expenses	2.2	2.0	14.2%	1.8	27.4%	6.1	5.1	20.3%
-Other Expenditure	115.3	104.2	10.6%	107.8	6.9%	307.6	322.6	-4.6%
<b>Total Expenses</b>	<b>563.4</b>	<b>533.7</b>	<b>5.6%</b>	<b>533.6</b>	<b>5.6%</b>	<b>1,622.2</b>	<b>1,603.7</b>	<b>1.1%</b>
<b>PBT before share of profit / (loss) of JV &amp; associates</b>	<b>31.1</b>	<b>28.4</b>	<b>9.7%</b>	<b>11.0</b>	<b>183.9%</b>	<b>73.0</b>	<b>45.1</b>	<b>61.9%</b>
Share of Profit / (loss) of JV and Associate	36.0	32.5	11.0%	20.7	73.7%	91.2	55.1	65.4%
<b>PBT before Exceptional items</b>	<b>67.1</b>	<b>60.8</b>	<b>10.4%</b>	<b>31.7</b>	<b>111.8%</b>	<b>164.2</b>	<b>100.2</b>	<b>63.8%</b>
Exceptional Item	-	-		-		15.7	94.0	-83.3%
<b>PBT</b>	<b>67.1</b>	<b>60.8</b>	<b>10.4%</b>	<b>31.7</b>	<b>111.8%</b>	<b>179.9</b>	<b>194.2</b>	<b>-7.4%</b>
Tax Expense	22.6	23.3	-3.0%	10.3	118.7%	61.9	55.9	10.7%
<b>PAT</b>	<b>44.5</b>	<b>37.5</b>	<b>18.7%</b>	<b>21.3</b>	<b>108.5%</b>	<b>118.0</b>	<b>138.3</b>	<b>-14.7%</b>
Other Comprehensive Income (Net of Tax Expenses)	0.0	-2.1	100.3%	0.3	-97.7%	-3.3	-0.6	-454.5%
<b>Total Comprehensive Income for the period</b>	<b>44.5</b>	<b>35.4</b>	<b>25.9%</b>	<b>21.6</b>	<b>105.7%</b>	<b>114.7</b>	<b>137.7</b>	<b>-16.7%</b>

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

## 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 manufactures Steering and Suspension systems, Friction materials, Valve train components, Occupant safety systems, Die-casting products and provides IoT-based platform 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)**

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