

**SAT  
INDUSTRIES  
LIMITED**

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CIN : L25199MH1984PLC034632

Global Business



SIL/BSE/2018-19

Date: February 7, 2019

The General Manager,  
Department of Corporate Services,  
BSE Ltd.,  
P.J.Towers, Dalal Street  
Mumbai – 400 001.

Company Code: 511076

Dear Sir/Madam,

**Sub: Quarterly Business updates for the Third quarter and Nine months ended December 31, 2018.**

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Quarterly Business updates for the Third quarter and Nine months ended December 31, 2018.

Kindly take note of the same.

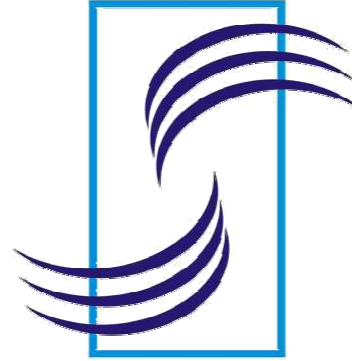
Thanking you,

Yours faithfully,  
For **SAT INDUSTRIES LIMITED**

Alka Premkumar Gupta  
Company Secretary  
M. No. A35442



Encl.: as above



# **Sat Industries Limited**

**Manufacturing | Global Business | Education | Financial Services**

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**Third Quarter & Nine-Months Report  
FY 2018-19**

## Updates for the 3<sup>rd</sup> quarter & nine-months ended as on 31<sup>st</sup> December 2018

- ▷ Mumbai, 7<sup>th</sup> February 2019: Sat Industries Limited (Sat) is pleased to announce the financial results for the third quarter & nine-months ended as on 31<sup>st</sup> December 2018.
- ▷ Sat is a BSE listed company that has been in existence for the last 34 years. Sat embraces varied business groups which includes- *Manufacturing, Education Technology, Leasing & Startup Investments, Global Business, Financial Services and Trading* through its various subsidiaries and associates.
- ▷ The growth of the businesses, embraced by Sat, has seen a remarkable progress over the past few years.

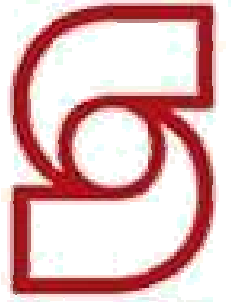


# Highlights of diversified businesses



# 1. Manufacturing of PP/HDPE Woven Bags and Fabric

## Sah Polymers Limited



▷ Sah Polymers Limited- manufacturers of PP/HDPE woven bags in India, caters to several industries including – *cement, agro pesticides, chemical, fertilizer, food products, textiles and many more.*

▷ The company saw a substantial rise in sales from its manufacturing division by 16% year-on-year from **Rs 8.7 Crores** in Q3 2017-18 to **Rs 10.06 Crores** in Q3 2018-19



▷ In its trading division (Channel Partner of IOCL), it has seen a considerable growth of 105% in terms of quantity from **1,044.58 MT** in Q3 2017-18 to **2,138.03 MT** in Q3 2018-19 and growth of 123% in terms of value from **Rs 10.65 Crores** in Q3 2017-18 to **Rs 23.79 Crores** in Q3 2018-19



## 2. Education Technology Genext Students Private Limited



- ▷ Genext Students Private Limited- India's first hybrid tutoring platform combines private home tutoring and technology enabled learning to school students from classes 1-12 of various national education boards and state education boards
- ▷ Transitioned to an EAAP (Education as a Product) model from EAAS (Education as a Service) Model and introduced fixed prepaid packages for tutoring leading to 100% upfront payment and effectively ZERO platform leakage
- ▷ *1.8x increase in sales with 20% reduction in cash burn (Q3 2018-19 vs Q3 2017-18)*
- ▷ Launched 18 Tutor Mentor Communities (14 and 4 in Mumbai and Bangalore respectively)
- ▷ Currently, the platform's operations are spread across Mumbai, Pune, Bangalore, Lucknow, Hyderabad, Chennai and **will expand to Pan-India by 2020.**

**2 Million+  
students  
consuming  
online  
content**

**12,000+  
tutors  
registered**

**1,00,000+  
tutoring  
sessions**

### 3. Leasing & Start-up Investments

#### Italica Furniture Private Limited

- ▷ The company is engaged in the business of leasing of machines and moulds which are used in the plastic processing industry. The company carries out the leasing business on its own and through its wholly owned subsidiary, Italica Furniture Private Limited
- ▷ Sat actively invests through Italica Furniture Private Limited in start-ups which have disruptive and innovative business model. Through our investments, we aim to foster the spirit of entrepreneurship and provide fuel for the growth of young innovative companies.



▷ We have also invested in more than 40+ start-up companies and are continuously expanding our portfolio by investing in start-ups in the areas of Artificial Intelligence (AI), Machine Learning, Big Data, Robotics and Bio-Technology

▷ Some of the clutter-breaking investees are- *Artha Ventures, Zipgrid, Kalpnik, Maser Tech, Innersense, Beardo, The Bohri Kitchen, Confirm Tkt, Travel Khana, Switchme.in, Eduvanz, Credits, Peesafe, VCat, 1Crowd, Vista Rooms, Riky, Ketto, Inc 42, Zip Grid, Vahanalytics, DSYH, LenDen Club, Online RTI*

▷ In this quarter we have further invested in the below companies-

- *Mynvax Pvt Ltd- BioTech Start-up*
- *Maven- Augmented Intelligence Platform*
- *Innersense – Innerwear for Women*





## 4. Global Business

### Italica Global FZC

- ▷ Sat is engaged in the global business of import, export and services of metal, plastics and textile products through its subsidiary Italica Global FZC, UAE.



## 5. Financial Services

### Aeroflex Finance Private Limited

- In this quarter, Italica Ventures Pvt Ltd changed its name to Aeroflex Finance Pvt Ltd. It also received the certificate of registration for NBFC from RBI. Aeroflex will now start its financing business from Q4 2018-19.



## 6. AEROFLEX INDUSTRIES LIMITED

- ▷ Aeroflex Industries Limited has witnessed great progress in this quarter with multiple developments within the company
- ✓ Received certificate 3834 for welding technology for best practices FM
- ✓ approval for fire hose
- ✓ New Oma machine from Italy for capacity increments in braiding section
- ✓ Launch of 14" hoses which is largest in the category
  
- ▷ Aeroflex has received a prestigious project from ISRO for NAPHTHA loading /unloading
- ▷ Apart from this, the company has landed two new projects for Tohkeim India and Dower USA



# Financial Highlights

# CONSOLIDATED UNAUDITED FINANCIAL RESULTS for Nine Months Ended 31st December, 2018

(Rs in lakhs)			
	31- December- 2018	31- December- 2017	GROWTH %
<b>TOTAL REVENUE</b>	17,112.06	8,022.21	113.31%
<b>PROFIT BEFORE TAX</b>	1,537.84	605.50	153.98%
<b>PROFIT AFTER TAX</b>	1,193.77	478.44	149.51%

# CONSOLIDATED UNAUDITED FINANCIAL RESULTS for 3<sup>rd</sup> Quarter Ended 31<sup>st</sup> December,2018

(Rs in lakhs)			
	31- December- 2018	31- December- 2017	GROWTH %
<b>TOTAL REVENUE</b>	6,089.49	2,704.18	125.19%
<b>PROFIT BEFORE TAX</b>	477.86	261.19	82.95%
<b>PROFIT AFTER TAX</b>	372.83	200.39	86.05%

# Thanks!

**Sat Industries Limited**

**Harikant Turgalia**  
**Chief Financial Officer**

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