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E-mail: info@suprajit.com Web : http://www.suprajit.com Corporate Identity Number (CIN) : L29199KA1985PLC006934



May 29, 2018

BSE Limited Phiroze Jeejebhoy Towers Dalal Street Mumbai – 400 001 National Stock Exchange of India Limited Exchange Plaza
Bandra – Kurla Complex
Bandra (East), Mumbai – 400 051

Dear Sir/Madam,

# Sub: Press Release.

Please find enclosed Press Release.

This is for your Information and records.

Thanking you,

Yours faithfully,

For Suprajit Engineering Limited

Medappa Gowda J CFO & Company Secretary

Encl: as above



# **Press Release**

May 29, 2018.

## **RESULTS AND BUSINESS UPDATE FOR THE YEAR 2017-18:**

### **RESULTS UPDATE:**

Consolidated Audited results for the year

Rs. in Millions

PARTICULARS	<b>MARCH 2017</b>		MARCH 2018		Growth	
PARTICULARS	Amount	%	Amount	%	%	
OPERATING REVENUE (NET OF TAXES)	12,028.41		14,310.60		18.97%	
EBIDTA (Operational)	2,019.76	16.79%	2,365.49	16.53%	17.12%	
PBT	1,641.72	13.65%	1,934.23	13.52%	17.82%	
PAT	1,137.39	9.46%	1,384.83	9.68%	21.75%	

Consolidated Audited results for the quarter

PARTICULARS	MARCH 2017		<b>MARCH 2018</b>		Growth
PARTICULARS	Amount	%	Amount	%	%
OPERATING REVENUE (NET OF TAXES)	3,604.74		4,063.97		12.74%
EBIDTA (Operational)	657.23	18.23%	734.44	18.07%	11.75%
PBT	541.65	15.03%	648.66	15.96%	19.76%
PAT	405.90	11.26%	563.41	13.86%	38.81%

Suprajit Engineering Limited - Standalone Audited results for the year

PARTICULARS	MARCH	IARCH 2017		<b>MARCH 2018</b>	
PARTICULARS	Amount	%	Amount	%	%
OPERATING REVENUE (NET OF TAXES)	8,513.05		9,648.21		13.33%
EBIDTA (Operational)	1,501.12	17.63%	1,730.71	17.94%	15.29%
PBT	1,234.87	14.51%	1,589.88	16.48%	28.75%
PAT	856.85	10.07%	1,046.40	10.85%	22.12%

Chairman & Managing Director

Suprajit Engineering Limited - Standalone Audited results for the quarter

PARTICULARS	MARCH 2017		MARCH 2018		Growth
PARTICULARS	Amount	%	Amount	%	%
OPERATING REVENUE (NET OF TAXES)	2,195.38		2,581.99		17.61%
EBIDTA (Operational)	378.37	17.23%	468.83	18.16%	23.91%
PBT	320.84	14.61%	436.78	16.92%	36.14%
PAT	237.03	10.80%	297.91	11.54%	25.68%

Phoenix Lamps Division for the year (Consolidated with Trifa & Luxlite)

PARTICULARS	MARCH	2017	017 MARCH 2018		Growth	
PARTICULARS	Amount	%	Amount	%	%	
OPERATING REVENUE (NET OF TAXES)	3,288.13		3,236.81		-1.56%	
EBIDTA (Operational)	449.08	13.66%	442.21	13.66%	-1.53%	
PBT	430.64	13.10%	427.80	13.22%	-0.66%	
PAT	295.53	8.99%	246.15	7.60%	-16.71%	

Suprajit USA INC (Consolidated with Wescon) for the year

PARTICULARS	MARCH	2017	2017 MARCH 2018		Growth	
PARTICULARS	Amount	%	Amount	%	%	
OPERATING REVENUE (NET OF TAXES)	1,471.26		2,562.51		74.17%	
EBIDTA (Operational)	235.69	16.02%	356.31	13.90%	51.18%	
PBT	101.99	6.93%	118.99	4.64%	16.67%	
PAT	67.29	4.57%	205.03	8.00%	204.69%	

### Notes:

- 1) Above Operational EBITDA is without considering other income.
- 2) Consolidated Financial results for the period ended 31<sup>st</sup> March, 2018 and for the period ended 31<sup>st</sup> March, 2017 are not comparable since results for the period ended 31<sup>st</sup> March, 2017 includes results of Suprajit USA Inc on consolidated basis from 10th September, 2016 to 31<sup>st</sup> March, 2017.

For Suprajit Engineering Limited

K. ASTINUMAR RM

Chairman & Managing Director

### **DIVIDEND:**

The Board of Directors has recommended a final dividend of Re. 0.80 per equity share of Re.1/- each (80%) for the year 2017-18 as against the final dividend of 60% (Re.0.60) per equity share of Re.1/- each paid during the previous year, in addition to the interim dividend of Re 0.60 per equity share of Re.1/- each (60%), already paid by the Company.

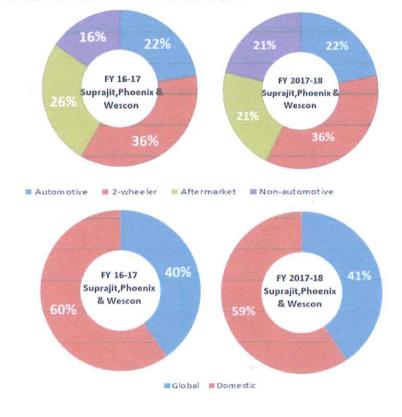
### **FINANCIAL RATIOS:**

KEY RATIOS (Consolidated)	2016-17	2017-18
Return on Capital Employed (ROCE)%	23.62	26.90
Return on Equity (ROE) %	25.49	23.49
Total Debt to EBIDTA Ratio	1.68	1.34
Debt to Equity Ratio (Term Debt)	0.47	0.26
Asset Turnover Ratio (Net Assets)	4.04	3.56
Earnings Per Share Rs.	8.13	9.90
Current Ratio	1.61	1.53
Operational EBIDTA %	16.79	16.53
Investment in Mutual Funds (INR – Millions at cost)	176	1176

#### **INR Millions**

DEBT LEVEL (Group)	2016-17	2017-18
Long Term	2402	1712
Short Term	1368	1741
TOTAL	3770	3453

### **SECTOR AND GEOGRAPHIC SPLITS:**



For Suprajit Engineering Limited

K. A.J. HILLWAR RAI

Chairman & Managing Director

#### **BUSINESS UPDATE:**

Post the significant business disruption in H1, particularly in the aftermarket due to GST introduction, business has restored back to normal from September 2017 onwards. As informed earlier, the H2 performance has been superior as compared to that of H1.

Group revenue and EBIDTA (INR Millions)

PARTICULARS	H1 2017-18	H2 2017-18	Increase
Sales	6583	7727	17.4%
Operational EBIDTA	1018	1347	32.3%

#### PHOENIX LAMPS DIVISION:

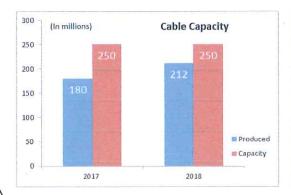
- Domestic OEM business has grown in line with Industry.
- Domestic aftermarket business had a good year.
- Exports through subsidiaries (Luxlite and Trifa) had headwinds particularly relating to H7 lamps during the year. The capacity utilization is expected to improve in current year for the H7 line.

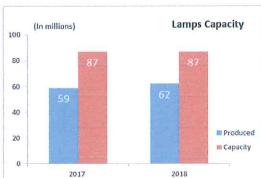
#### **CABLE DIVISION:**

- Domestic OEM business has grown in line with the industry.
- Domestic aftermarket business had a good year.
- Both automotive and non-automotive exports clocked good growth.
- Wescon and non-automotive cable business have performed satisfactorily.

#### STRATEGIC PLANS:

#### 1. GROUP'S PRODUCTION CAPACITY:





For Suprajit Engineering Limited

Chairman & Managing Director

#### 2. CABLE CAPACITY EXPANSION:

In view of expected growth of business over the next 2-3 years, Board has approved a capacity expansion plan for cables from 250 million cables to over 300 million cables per annum with a Capex of Rs. 100 crores over the next two years. This will include a new Greenfield manufacturing plant for Suprajit Automotive Limited at Doddaballapur Industrial Area, Bangalore. A support unit for the domestic cable division at Narsapura, Bangalore, also is proposed to be built. In addition to this, certain infrastructural and equipment augmentation projects across various units will be undertaken to increase the cable capacity.

- **3.** Company is assessing certain niche and strategic inorganic opportunities to strengthen its position in its core businesses.
- 4. Company has cash and cash equivalents in excess of Rs. 150 crores.

#### **TEAM SUPRAJIT:**

- Mr. Akhilesh Rai, Head IT, who was on a sabbatical to do his MBA at London Business School, has rejoined the Company as Chief Strategy Officer.
- Mr.Praveen Rao, a senior Business Development Executive, has joined the Company as Vice President – Marketing and Sales.
- Mr.Ashutosh Rai, Manager New Business Strategies, has been appointed as Head Suprajit Technology Centre (STC).
- Board has approved an Employee Stock Appreciation Rights Scheme for a group of longstanding and high potential employees.

# **About Suprajit Engineering Limited:**

Suprajit is India's largest automotive cable and halogen lamp maker with an annual global capacity of 250 million cables and 87 million halogen lamps. Suprajit's customer list includes most Indian automotive majors. It also exports to many marquee global customers.

For further information, please contact:

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