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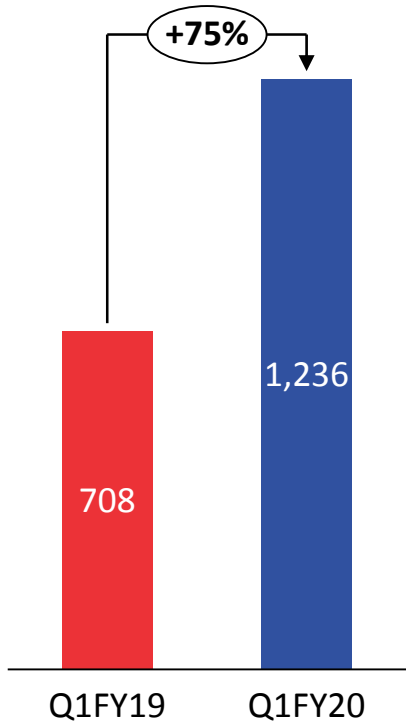


Consolidated Financials

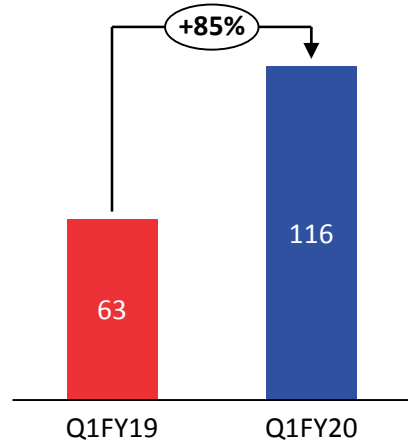
Consolidated Performance*



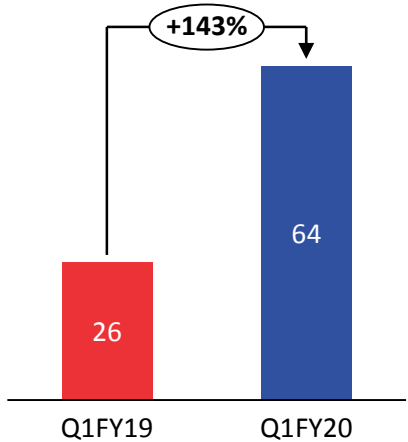
Revenue (Rs. in Crs)



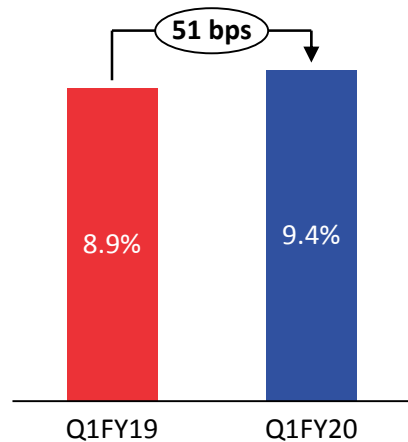
Op. EBIDTA (Rs. in Crs)



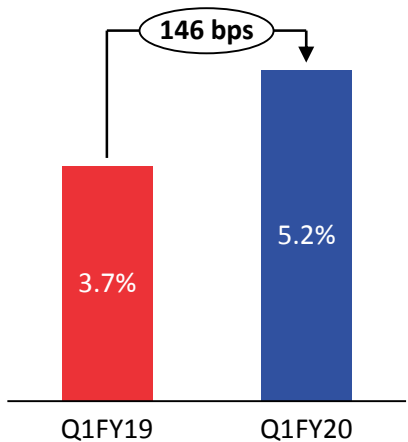
PAT (Rs. in Crs)



Op. EBIDTA Margins (%)



PAT Margins (%)



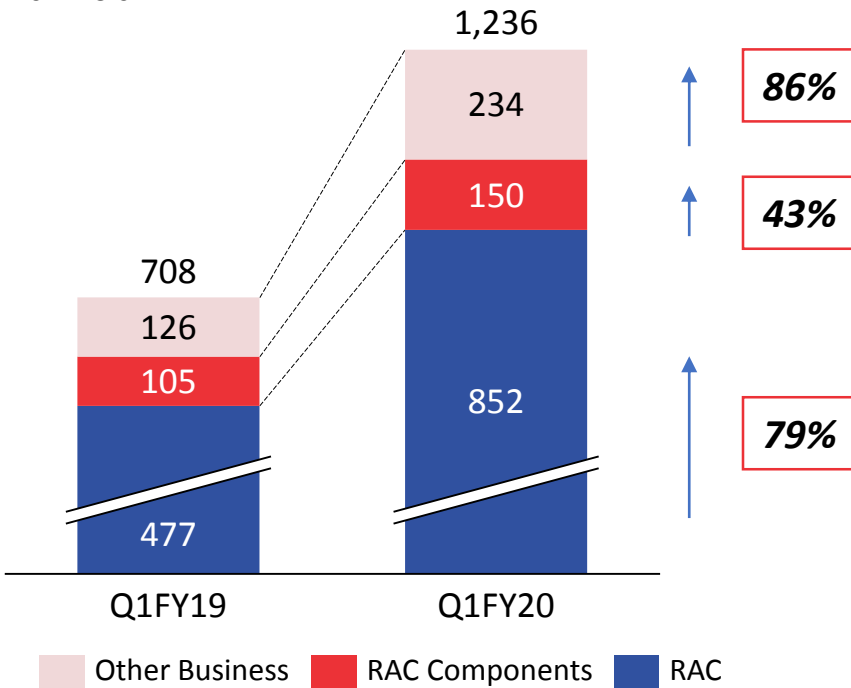
- ✓ Consolidated Revenue for Q1FY20 stands at Rs. 1,236 Crs as compared to Rs. 708 Crs in Q1FY19, **a growth of 75%**
- ✓ Addition of new customers in FY19, increasing wallet share within the existing customers and industry growth led to a robust revenue growth
- ✓ Operating leverage due to higher utilization led to an operating EBIDTA **growth of 85% YoY**. Operating EBIDTA for the quarter stood at Rs. 116 Crs as compared to Rs. 63 Crs in Q1FY19. Operating EBIDTA margins for the quarter stood at 9.4%, a **growth of 51 bps YoY**
- ✓ PAT for Q1FY20 stood at Rs. 64 Crs as compared to Rs. 26 Crs in Q1FY19, **a growth of 143%**
- ✓ PAT margins for Q1FY20 stood at 3.7% as compared to 5.2% in Q1FY19, **a growth of 146 bps YoY**

Consolidated Revenue Mix

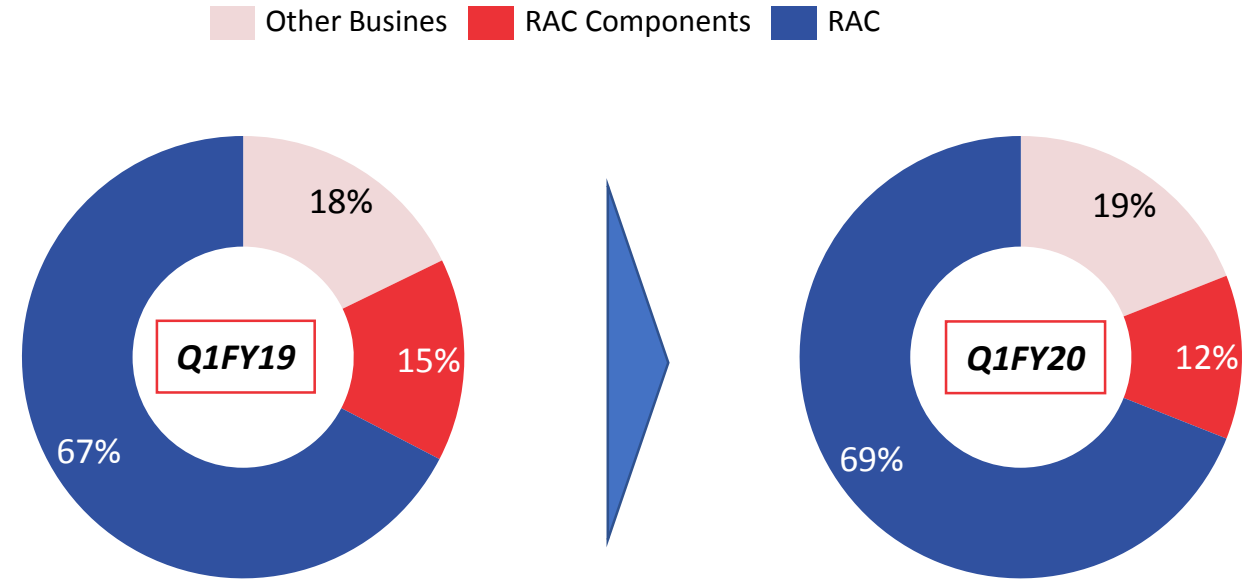


Growth across all Verticals*

Rs. In Crs



Revenue Mix across all Verticals*



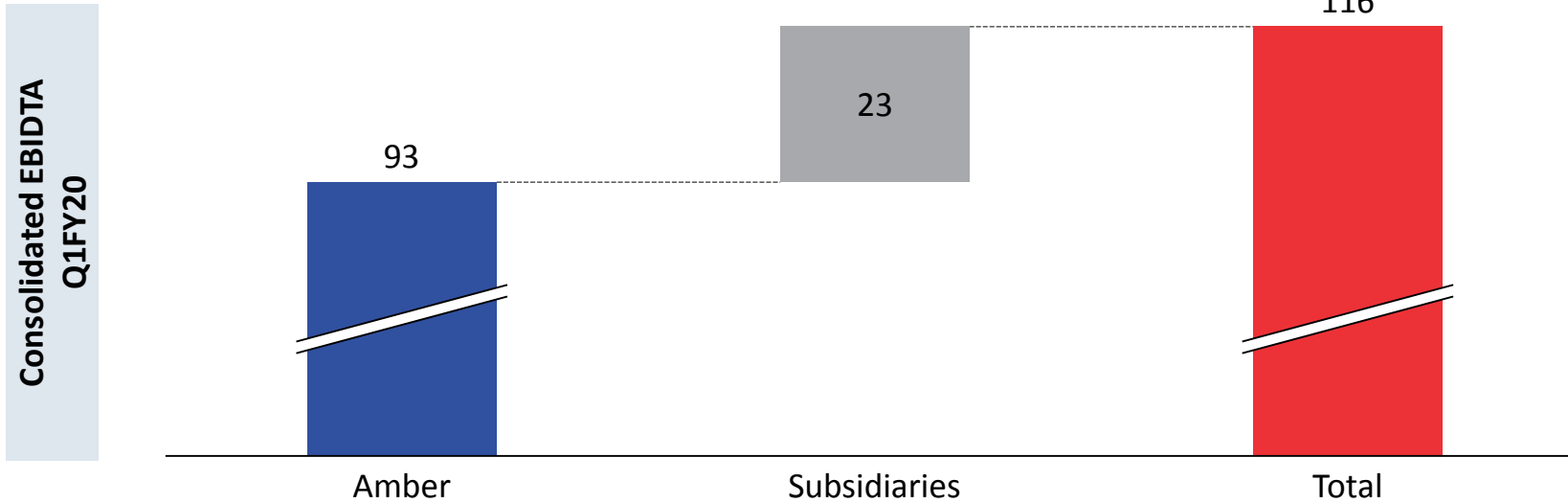
*Our Revenues from RAC, RAC Components & Other Business has increased by **79%, 43% & 86%** Respectively*

*RAC Components & Other Business now contribute **31%** of our consolidated revenues for Q1FY20 as compared to 33% for the corresponding period last year. Our revenues from RAC Components & Other Business have increased in absolute terms and we see healthy revenues going forward from these businesses*

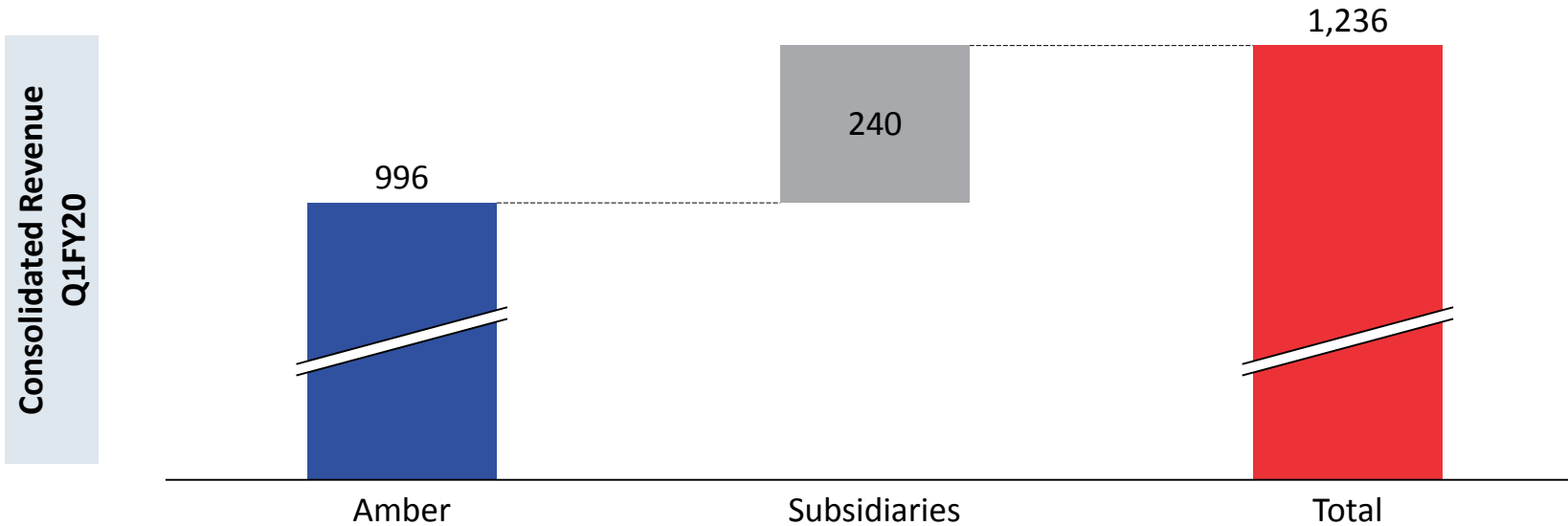
Consolidated EBIDTA & Revenue Build-up*



Rs. In Crs



Better operating leverage due to increased utilization has increased our consolidated margins to 9.4%. Consolidated Operating EBIDTA for the quarter stands at Rs. 116 crs



We have witnessed robust growth across all are verticals & subsidiaries. We remain optimistic on the industry growth and are confident of outperforming industry growth going forward

Consolidated Profit & Loss Statement*



Particulars (Rs in Crs)	Q1FY20	Q1FY19	YoY (%)
Revenue from Operations	1,236	708	75%
Raw Material	1,035	594	
Employee Expenses	24	15	
Other Expenses (Excluding forex Gain/Loss)	60	36	
Total Expenses	1,120	645	
Operating EBITDA (After adjusting forex)	116	63	85%
Operating EBITDA Margins (%)	9.4%	8.9%	51 bps
Depreciation & Amortization	20	15	
Other Income (Including forex Gain/Loss)	6	-5	
EBIT	103	44	
Finance Cost	11	5	
PBT	92	39	
Tax	27	12	
PAT	64	26	143%
PAT %	5.2%	3.7%	146 bps
EPS	20.46	8.43	

*Q1FY20 Financials Post Ind AS 116 impact



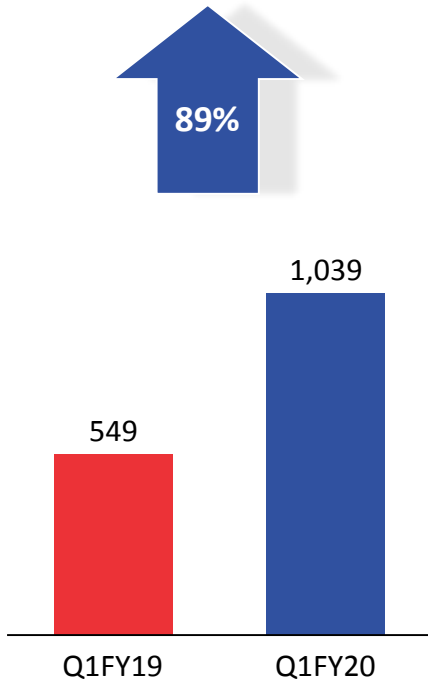
Standalone Financials

Standalone Performance Snapshot*



RAC Sales in Volumes

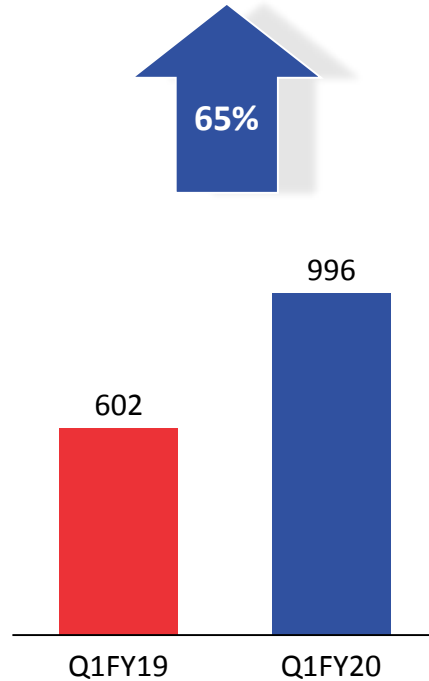
Units in '000



*Addition of new customers, Industry Growth & increased demand by exiting customer due to increase in custom duty hike has led to substantial increase in volumes by **89%** YoY*

Revenue

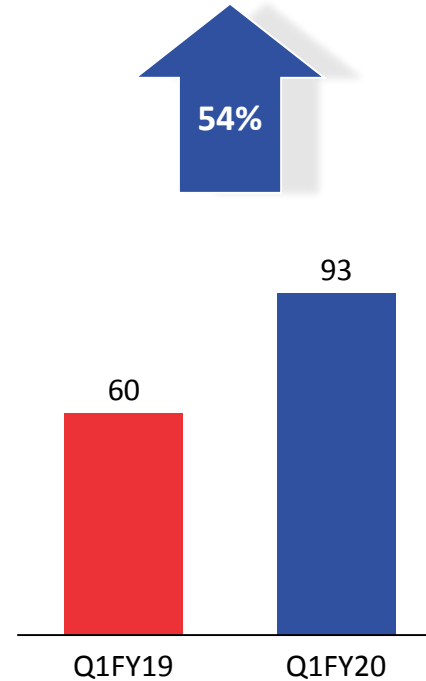
Rs. In Crs



*Revenue for Q1FY20 was up by **65%** on YoY basis and stands at Rs. 996 crs as compared to Rs. 602 crs in Q1FY19.*

Operating EBIDTA

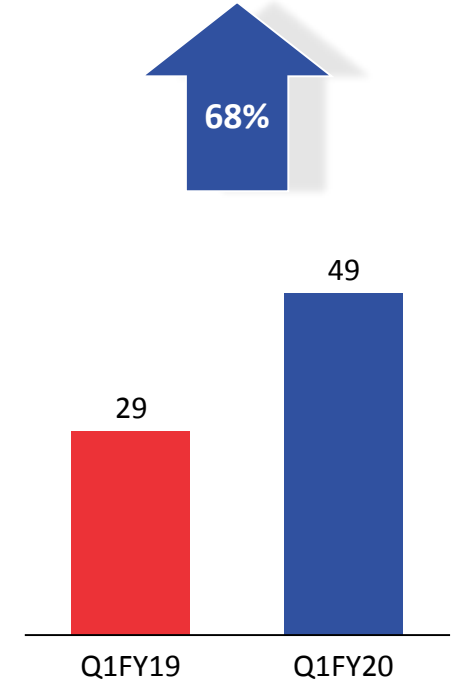
Rs. In Crs



*Higher volumes led to operating leverage play out leading to an operating EBIDTA jump of **54%** YoY. Operating EBIDTA margins for the quarter stood at 9.4%*

PAT

Rs. In Crs



*Profit after Tax for Q1FY20 stood at Rs. 49 crs, a growth of **69%** YoY. PAT margins for the quarter stood at 4.9%*

Standalone Performance Snapshot



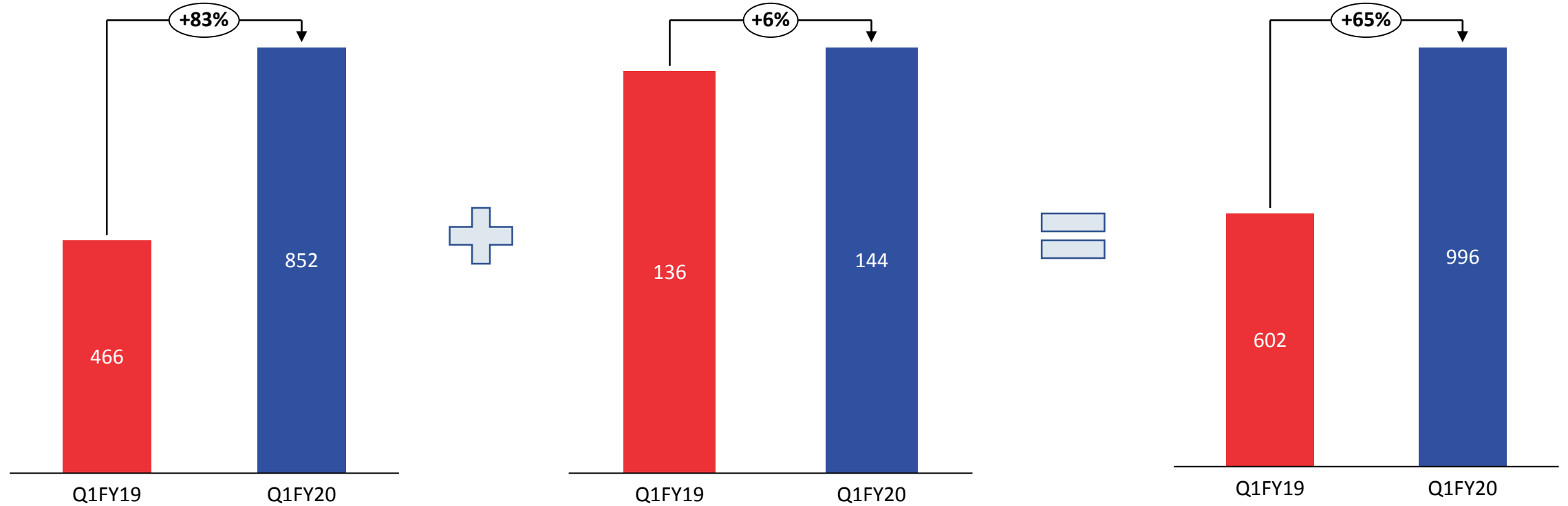
Rs. In Crs

RAC Revenue

Other Business

Total Revenue

Revenue Q1FY20



Standalone Profit & Loss Statement*



Particulars (Rs in Crs)	Q1FY20	Q1FY19	YoY (%)
Revenue from Operations	996	602	65%
Raw Material	846	502	
Employee Expenses	13	11	
Other Expenses (Excluding forex Gain/Loss)	43	28	
Total Expenses	902	542	
Operating EBITDA (After adjusting forex)	93	60	54%
Operating EBITDA Margins (%)	9.4%	10.0%	-66 bps
Depreciation & Amortization	15	12	
Other Income (Including forex Gain/Loss)	5	-4	
EBIT	84	44	
Finance Cost	8	3	
PBT	76	41	
Tax	28	12	
PAT	49	29	69%
PAT %	4.9%	4.8%	8 bps
EPS	15.45	9.18	

*Q1FY20 Financials Post Ind AS 116 impact

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