

# Yuken India Limited

Presentation for year ended 31 March 2018



30 May 2018

**YUKEN**

## Disclaimer

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- This presentation contains forward-looking statements that involve risks and uncertainties. When used in this Presentation, the words “anticipate”, “believe”, “estimate”, “expect”, “intend”, “will” and other similar expressions as they relate to the Company and / or its business are intended to identify such forward-looking statements.
- The Company undertakes no obligation to update or revise any forward looking statements, whether as a result of new information, future events, or otherwise. Actual results, performance or achievements could differ materially from those expressed or implied in such forward looking statements.

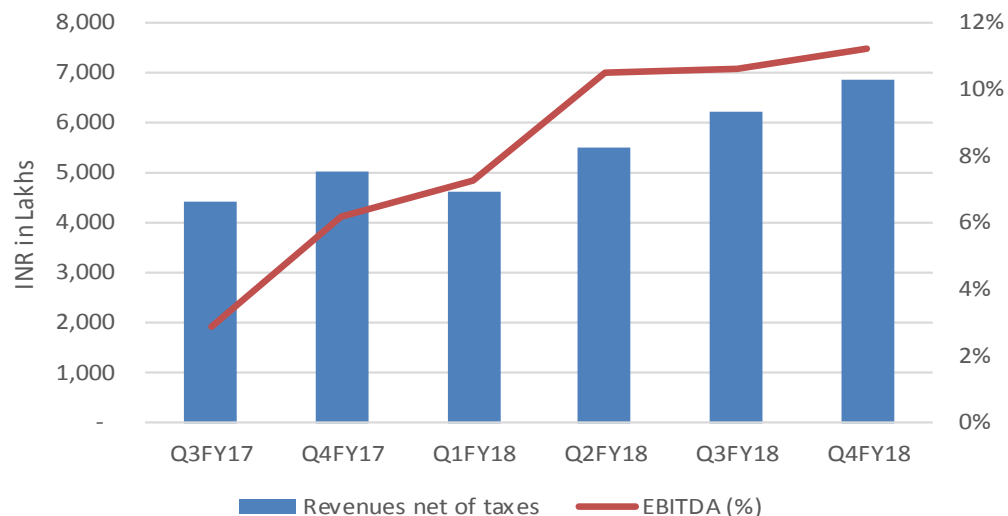
## Yuken India Limited – Financial Highlights

### Quarterly Results - Last 6 quarters

INR in Lakhs	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Revenues net of taxes	4,404	5,019	4,629	5,489	<b>6,229</b>	<b>6,838</b>
<i>Growth (%)*</i>	-7%	-12%	3%	-3%	<b>41%</b>	<b>36%</b>
EBITDA	128	308	335	576	<b>660</b>	<b>766</b>
<i>EBITDA (%)</i>	3%	6%	7%	10%	<b>11%</b>	<b>11%</b>
PBT	-74	152	103	348	<b>396</b>	<b>474</b>
<i>PBT (%)</i>	-2%	3%	2%	6%	<b>6%</b>	<b>7%</b>
PAT	-40	204	75	227	<b>265</b>	<b>301</b>
<i>PAT (%)</i>	-1%	4%	2%	4%	<b>4%</b>	<b>4%</b>
EPS - Basic	-1.33	6.81	2.51	7.55	<b>8.84</b>	<b>10.05</b>

\* Growth is calculated in comparison to revenue of same period in previous year.

### Quarterly Results - Last 6 quarters



### Key events in FY18

- Streamlining of operations in the new factory at Malur;
- Land at Whitefield handed over to Brigade Group for Joint Development. Approval of plans are under process. Residential project to be launched by Q2FY19;
- Increase in production capacity by 20% to cater to growing demand;
- Aggressive marketing in last 2 years has yielded in a strong order book;
- Mobile hydraulic ventures showing strong traction in the market; and
- Foundry operations achieved positive EBITDA for the year FY18 and generated profits in the last quarter.

## Yuken India Limited – Financial Highlights

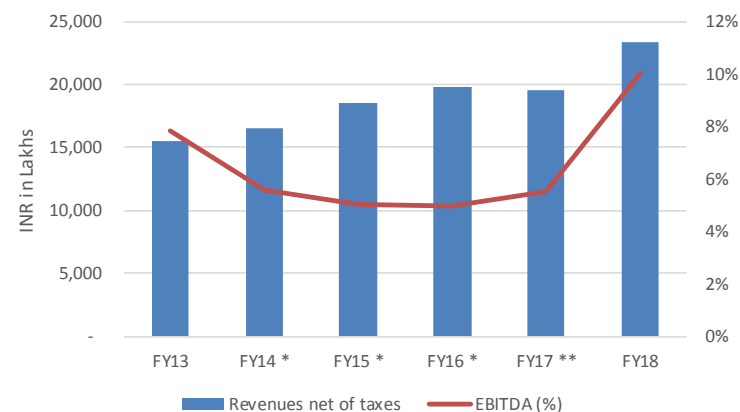
### Standalone Financial Results

INR in Lakhs	FY13	FY14 *	FY15 *	FY16 *	FY17 **	FY18
Revenues net of taxes	15,523	16,512	18,610	19,869	<b>19,615</b>	<b>23,321</b>
<i>Growth (%)</i>	-10%	6%	13%	7%	-1%	19%
EBITDA	1,217	921	933	994	<b>1,083</b>	<b>2,344</b>
<i>EBITDA (%)</i>	8%	6%	5%	5%	6%	10%
PBT	331	114	57	31	<b>66</b>	<b>1,321</b>
<i>PBT (%)</i>	2%	1%	0%	0%	0%	6%
PAT	201	254	73	3	<b>79</b>	<b>869</b>
<i>PAT (%)</i>	1%	2%	0%	0%	0%	4%
EPS - Basic	6.71	8.46	2.43	0.11	<b>10.01</b>	<b>28.96</b>

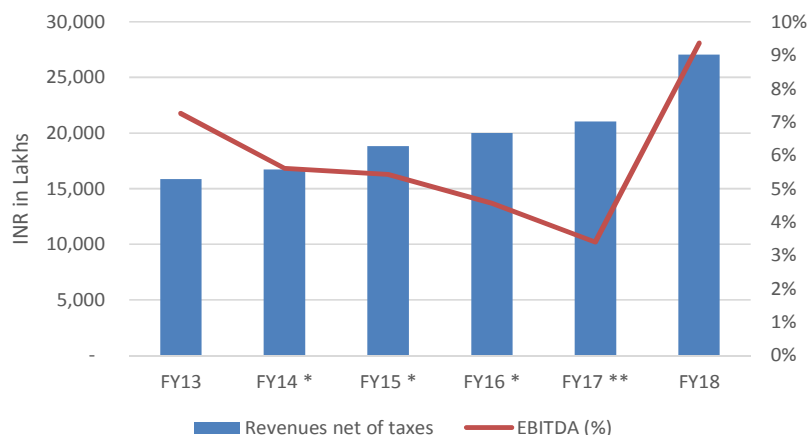
\* Includes the results of the foundry business, which has been demerged effective 1 October 2016

\*\* Includes results of the foundry business for the period 1 April 2016 to 30 September 2016.

### Stand Alone: Revenue and EBITDA%



### Consolidated: Revenue and EBITDA %



### Consolidated Financial Results

INR in Lakhs	FY13	FY14 *	FY15 *	FY16 *	FY17 **	FY18
Revenues net of tax:	15,853	16,712	18,845	20,011	<b>21,044</b>	<b>27,060</b>
<i>Growth (%)</i>	-12%	5%	13%	6%	5%	29%
EBITDA	1,149	937	1,022	913	<b>716</b>	<b>2,532</b>
<i>EBITDA (%)</i>	7%	6%	5%	5%	3%	9%
PBT	180	55	45	-140	<b>-491</b>	<b>1,163</b>
<i>PBT (%)</i>	1%	0%	0%	-1%	-2%	4%
PAT	80	84	17	-200	<b>-501</b>	<b>716</b>
<i>PAT (%)</i>	1%	1%	0%	-1%	-2%	3%
EPS - Basic	2.68	0.57	2.81	-6.68	<b>(16.71)</b>	<b>23.72</b>

\* Includes the results of the foundry business, which has been demerged effective 1 October 2016

\*\* Includes results of the foundry business for the period 1 April 2016 to 30 September 2016.

## Way forward : Retain and Grow market share and penetrate new markets

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1. Growth in Automotive Sector in India – This is the fastest growing market with investments in excess of INR50,000 crores expected to be invested in the coming 5 years;
2. Growth in consumption and GDP;
3. Infrastructure investment and spend on marquee projects of the Government of India like Bullet Train;
4. Impetus to push for “**Make in India**” in key sectors like defense, MSME manufacturing;
5. Implementation of ISO 14000 and 18001 OSHAS (“Occupational Health and Safety Assessment Series”) leading towards environment friendly regulations – significant business opportunities for Kiriko (scrap recycling product);
6. Internal transition into a young and energetic team;
7. Focus on sectors like steel and power for global supplies;
8. Investment into cylinder business, which still holds a major share of the hydraulics market globally;
9. Investment into a state of art machining center at foundry for enabling value addition;
10. Potential joint ventures being assessed for entry into mobile hydraulics market; and
11. Invest into research and development through embedded systems for hydraulics through separate ventures.

**Thank You**