

Media Release**Growth driven by Industrial Switch Gear and wires & cables business****Revenue at Rs. 442.8 Crore - YoY growth of 15.0%****EBIDTA at Rs 53.3 crore – YoY growth of 20.7%****EBITDA margin improves by 98 bps to 12%****PAT at Rs 20.0 crore – YoY growth of 15%****Board Recommends Final Dividend at Rs. 1.60 per Equity Share**

Coimbatore, May 24th, 2018: Salzer Electronics Limited (BSE: 517059, NSE: SALZERELEC), a leading player offering total and customised electrical solutions, announced its audited results for the quarter and full year ended 31th March 2018. These financials are as per the IND AS accounting guidelines.

Key Financials (Rs. In Crore):

Particulars	Q4 FY18	Q4 FY17	YoY	FY18	FY17	YoY
Revenue (net of excise duty)	126.8	111.7	13.5%	442.8	385.0	15.0%
EBIDTA	16.4	11.2	45.8%	53.3	44.1	20.7%
EBIDTA margin (%)	12.9	10.1	286 bps	12.0	11.5	56 bps
PAT	4.9	4.3	13.3%	20.0	17.3	15.4%

Performance Highlights**For the quarter ended March 31st, 2018:**

- **Revenue from operations (net off excise duty)** in Q4 FY18, Rs. **126.8 crore** as against Rs. 111.7 crore in Q4 FY17, **YoY growth of 13.2%**
 - ✓ **Exports** contributed to **15% of total revenues**
- Breakup of revenue for the Electrical Installation Products:
 - ✓ **Industrial Switchgear – 43.9% of total revenues**, on account of good demand and pickup in the Industrial Switchgear segment. New product launched in FY18 gained traction as per expectations
 - ✓ **Buildings Products – 4.6% of total revenues**
 - ✓ **Wires & Cables – 50.8% of total revenues**
 - ✓ **Energy Management- 0.7% of total revenues**
- **EBITDA stood at Rs. 16.4 crore** in Q4 FY18 as against Rs. 11.2 crore in Q4 FY17, **YoY**

growth of 45.8%

- **EBITDA margin improved by 286 bps to 12.9%** as against 10.1% in the corresponding previous period
- **Profit After Tax was at Rs. 4.9 crore in Q4 FY18** as against Rs. 4.3 crore in Q4 FY17, **YoY growth of 13.3%**

For Year ended March 31st, 2018:

- **Revenue from operations (net off excise duty) at Rs. 442.8 crore** as against Rs. 385.0 crore in FY17, **YoY growth of 15.0%**
 - ✓ **Direct Exports contributed to 17.2% of total revenues**
- Breakup of revenue for the Electrical Installation Products:
 - ✓ **Industrial Switchgear – 45.01% of total revenues**
 - ✓ **Buildings Products – 4.71% of total revenues**
 - ✓ **Wires & Cables – 49.2% of total revenues**
 - ✓ **Energy Management – 1.08% of total revenues**
- **EBITDA stood at Rs. 53.3 crore in FY18** as against Rs. 44.1 crore in FY17, **YoY growth of 20.7%**
- **EBITDA margin improved by over 56 bps to 12.0%** as against 11.5% in the corresponding previous period
- **Profit After Tax was at Rs. 20.0 crore in FY18** as against Rs. 17.3 crore in FY17, **YoY growth of 15.4%**
- The Board of Directors have recommended, subject to the shareholders' approval, a final dividend @ 16% i.e. Rs. 1.60 per equity share of face value Rs. 10 each for the financial year ended March 31, 2018

Management Comment:

Commenting on the results, Mr. R. Doraiswamy, Joint Managing Director, Salzer Electronics Ltd said:

"I am happy to share that this quarter once again, we have demonstrated good growth in our revenues. This growth was mainly driven by demand in our switchgear business segment and also from products like wire harness and three phase dry type transformers. The increase in exports to USA and Europe has also been another factor contributing to the increased revenues. Our EBITDA for the quarter, has also grown and we have shown significant improvement in margins of more

than 285 basis points year on year. I believe this is an indication of our efforts over the past three quarters, on increasing our margins and improving our operating efficiencies.

We expect this margin to sustain and our endeavour continues to remain on profitable growth and margin improvement. We are also making inroads into new industry like solar, elevators and locomotives for our products like three phase transformers and wire harness.

We continue to focus on adding new, niche and high margin products, enter new geographies and offer total and customised electrical solutions to our existing and new customers. To aid to this we are constantly on the lookout for any new opportunities for technical associations to strengthen the base for our product offerings."

About Salzer Electronics

- Salzer is a Leading player offering Total and Customized Electrical Solutions in Switchgears, Wires & Cables and Energy Management business. It is the largest manufacturer of CAM Operated Rotary switches & Wire Ducts in India, with a market share of 25% & 20% respectively. The Company caters to a wide range of products with five In-house manufacturing facilities, located in Coimbatore and Himachal Pradesh
- The Company has a wide distribution network locally and globally, exporting to more than 40 countries. In India, Salzer markets its products through its own distributors and more than 350 local distributors of L&T. The Company has a strong R&D team that focuses on developing and commercializing the technologies of the products, and as a result, can offer total customized electrical solutions to its customers.

For further information, please contact:

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