

23<sup>rd</sup> May, 2018

To,

The Manager – Listing National Stock Exchange of India Ltd. Exchange Plaza, BandraKurla Complex Bandra East Mumbai – 400051 Symbol – SALASAR	The Secretary Corporate Relationship Dept. BSE Limited P.J.Tower, Dalal Street, Mumbai – 400001 Scrip Code: 540642
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**SUB: Media Release****Dear Sir/ Madam,**

Please find attached herewith Media Release w.r.t. Financial Results of the Company for quarter ended and year ended 31<sup>st</sup> March, 2018, for your record and further dissemination.

Kindly take the same on record.

Thanking you,

For **Salasar Techno Engineering Limited**



**(Kamlesh Kumar Sharma)**

Chief Financial Officer

**SALASAR TECHNO ENGINEERING LTD.**

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**An ISO 9001:2015, 14001:2015 & 18001:2007 CERTIFIED COMPANY**

Regd office : E - 20, South Extension - 1, New Delhi - 110049

## Media Release

**Delivered strong & consistent performance in telecom and transmission**

**Net Revenues at Rs 495 Crore, Y-o-Y growth of over 28%**

**EBITDA at Rs. 54 Crore, Y-o-Y jump of 40%**

**EBITDA margins at 10.92%, over 86 bps Y-o-Y improvement**

**PAT at Rs. 30 Crore, Y-o-Y jump of over 58%**

**PAT margins at 5.99%, 113 bps Y-o-Y improvement**

**Board Recommends Final Dividend at Rs. 1.00 per Equity Share**

**23<sup>rd</sup> May 2018, New Delhi, India: Salasar Techno Engineering Limited (BSE: 540642. NSE: SALASAR),** among leading manufacturers of Telecom Towers in India, has announced its audited financial results for the quarter and full year ended March 31<sup>st</sup>, 2018.

The Company is into manufacturing, fabrication and installation of telecom towers, transmission towers & substation structures and solar mounting structures.

### Key Financials (Rs. Crore): -

Particulars	Q4 FY18	Q4 FY17	Y-o-Y%	FY18	FY17	Y-o-Y %
Net Revenue	145.77	135.14	7.87	494.74	384.29	28.74
EBIDTA	16.04	13.74	16.71	54.02	38.67	39.67
EBITDA margin (%)	11.00	10.17	83bps	10.92	10.06	86bps
PAT	9.47	7.17	32.04	29.63	18.69	58.48
PAT margin (%)	6.49	5.30	119bps	5.99	4.86	113bps
EPS	7.74	7.20	7.50	24.21	18.86	28.37

### Performance Highlights: -

**For the quarter ended March 31<sup>st</sup>, 2018:**

- **Revenue from operations was at Rs. 145.77 crore** in Q4 FY18, as against Rs. 135.14 crore in Q4 FY17, a **Y-o-Y growth of 7.87%**
- **EBITDA stood at Rs. 16.04 crore** in Q4 FY18 as against Rs. 13.74 crore in the previous year, **Y-o-Y growth of 16.71%**

- **EBITDA margin increased by over 83 bps in Q4 FY18 to 11.00%** as against 10.17% in Q4 FY17
- **Profit After Tax was at Rs. 9.47 crore** in Q4 FY18 as against Rs. 7.17 crore in Q4 FY17, a **exceptional growth of 32.04%**
- **PAT margin increased by 119 bps to 6.49%** as against 5.30% in Q4 FY17

**For Full Year ended March 31<sup>st</sup>, 2018:**

- **Net Revenue from operations was at Rs. 494.74 crore** in FY18, as against Rs. 384.29 crore in FY17, a **Y-o-Y growth of 28.74%**
- **EBITDA stood at Rs. 54.02 crore** in FY18 as against Rs. 38.67 crore in the previous year, significant **Y-o-Y growth of 39.67%**
- **EBITDA margin increased by over 86 bps in FY18 to 10.92%** as against 10.06% in FY17
- **Profit After Tax was at Rs. 29.63 crore** in FY18 as against Rs. 18.69 crore in FY17, a **phenomenal growth of 58.48%**
- **PAT margin increased by 113 bps to 5.99%** as against 4.86% in FY17
- The Board of Directors have recommended, subject to the shareholders' approval, a final dividend Rs. 1.00 per equity share of Rs. 10 each for the financial year ended March 31, 2018

**Management Comment:**

Commenting on the result, **Mr Shashank Agarwal, Joint Managing Director, Salasar Techno Engineering Ltd.** said,

*"This financial year, we have registered a strong revenue growth of 29% and recorded significant increase in our overall profit of over 58%. Our telecom business has contributed more than 56% backed by strong demand from telecom operators to develop new sites and increase their coverage area. Also, our EPC business has contributed 32% and played a major role, as we try to increase our share of EPC business in overall revenue.*

*Our Company has continued to maintain its strong position in the manufacturing of telecom tower products. Our ability to offer a complete portfolio of angular, tubular and various other designs has made us a preferred partner with our customers.*

*Our focus will continue to deliver value to our clients; to contribute to the manufacturing drive of the nation; give career & growth opportunities to our employees and grow profitability ultimately leading to maximization of shareholder value & return. I would like to thank entire team of Salasar Techno Engineering for their untiring efforts.*

*We are confident of maintaining the current growth momentum and continuously improve with better performance as we see lot of opportunities opening up going ahead”*

**About Salasar Techno Engineering Limited:**

*Salasar Techno Engineering Ltd. incorporated in 2007 is a provider of customized steel fabrication and infrastructure solutions in India. It provides 360-degree solutions by carrying out engineering, designing, fabrication, galvanization and deployment. Its products include telecommunication towers, power transmission line towers, smart lighting poles, monopoles, guard rails, substation structures, solar module mounting structures and customized galvanized & non-galvanized steel structures. Salasar Techno Engineering Limited’s services include providing complete engineering, procurement and control for projects such as Rural Electrification, Power Transmission Lines, and Solar Power Plants.*

*It is among the leading manufacturers of Telecom Tower in India with more than 20,000 towers since inception. The Company has three state of the art manufacturing facility located in Hapur, Uttar Pradesh.*

**For more details, please visit: [www.salasartechno.com](http://www.salasartechno.com)**

**For any Investor Relations query, please contact:**

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**Caution Concerning Forward- Looking Statements:**

*This document includes certain forward-looking statements. These statements are based on management's current expectations or beliefs and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors. The Company is under no obligation to, and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.*