

Dated: 11.02.2019

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 of the Company w.r.t. Financial Results of the Company for quarter and nine months ended 31st December, 2018, for your record and further dissemination.

Kindly take the same on record.

Thanking You,

Yours Sincerely

For **Salasar Techno Engineering Limited**



Rahul Rastogi

(Company Secretary)

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

9M FY19 Revenue from Operations at Rs 467.29 Crore, Y-o-Y growth of 34% - driven by Telecom, Railway Overhead Electrification structure and EPC segments

9M FY19 EBITDA at Rs. 50.08 Crore, Y-o-Y increase of 32%

9M FY19 PAT at Rs. 23.10 Crore, Y-o-Y growth of 15%

11th February 2019, New Delhi, India: Salasar Techno Engineering Limited (BSE: 540642. NSE: SALASAR), among leading manufacturers of Telecom Towers, galvanized and non-galvanised steel structures in India, has announced its unaudited financial results for the quarter and nine months ended December 31st, 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	Q3 FY19	Q3 FY18	Y-o-Y%	9M FY19	9M FY18	Y-o-Y %
Revenue from Operations	150.65	131.01	14.99	467.29	347.71	34.39
EBIDTA	15.81	14.75	7.23	50.08	37.98	31.85
PAT	6.25	8.46	(26.17)	23.10	20.16	14.58
EPS (Rs.)	4.70	6.92		17.39	16.48	

Performance Highlights: -

For the quarter ended December 31st, 2018:

- **Revenue from Operations was at Rs. 150.65 crore** in Q3 FY19, as against Rs. 131.01 crore in Q3 FY18, **Y-o-Y growth of 14.99%** on account of growth across telecom tower and transmission segments
- **EBITDA stood at Rs. 15.81 crore** in Q3 FY19 as against Rs. 14.75 crore in the previous year, **Y-o-Y growth of 7.23%**, despite challenging scenario in raw material costs. Expenses of Rs 1.7 crore incurred in Q3FY19 mainly on account of technical and consultancy fees pertaining to pending orders to be executed in subsequent period
- **Profit After Tax was at Rs. 6.25 crore** in Q3 FY19 as against Rs. 8.46 crore in Q3 FY18, **Y-o-Y decline of (26.17)%**, mainly driven by increase in finance cost – working capital needed to build inventory to execute the order in upcoming quarter

- **EPS stood at Rs. 4.70**

For the nine months ended December 31st, 2018:

- **Revenue from Operations was at Rs. 467.29 crore** in 9M FY19, as against Rs. 347.71 crore in 9M FY18, **Y-o-Y growth of 34%**. This growth has been on account of timely execution of orders across segments and also from supply of railway electrification structure – started from this year
- **EBITDA stood at Rs. 50.08 crore** in 9M FY19 as against Rs. 37.98 crore in the previous year, **Y-o-Y growth of 32%**, despite challenging raw material scenario and higher capacity utilization
- **Profit After Tax was at Rs. 23.10 crore** in 9M FY19 as against Rs. 20.16 crore in 9M FY18, **growth of 14.58%**
- **Basic EPS stood at Rs. 17.39, Y-o-Y increase of 5.52%**

Updates -

- The Board of Directors has approved the appointment of Mr. Pramod Kumar Kala as the Chief Financial Officer of the Company. Mr. Pramod Kumar Kala is a qualified Chartered Accountant and has more than 23 years of experience in the field of Finance, Banking, Accounts & Taxation and Commercial operations. Mr. Kamlesh Sharma has been reassigned to the post of Vice President Finance & Controls

Management Comment:

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

“This nine months FY19 we have been able to deliver a growth of 34% in our revenues. Our telecom business has contributed more than 61% backed by strong demand from telecom operators to develop new sites and increase their coverage area. Also, our transmission business has contributed 29% towards the revenue.

We believe we are well positioned to capitalize on opportunities in the industry and will be able to increase our market share progressively. At the same time, investments in electrification of railways will help companies like ours to continuously improve and perform better with lot of opportunities opening up going ahead. We are confident of maintaining this current growth momentum in our revenues and have a strong visibility of order over the next few quarters.

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 25,000 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

For any Investor Relations query, please contact:

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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.