



**Media Release**

**Strong financial performance driven by higher margin telecom & EPC business and improvement in operating efficiencies**

**Revenues at Rs 132.26 Crore, Y-o-Y growth of over 39%**

**EBITDA at Rs. 14.75 Crore, Y-o-Y jump of 62%**

**EBITDA margins at 11.15%, over 157 bps Y-o-Y improvement**

**PAT at Rs. 8.46 Crore, Y-o-Y jump of over 85%**

**PAT margins at 6.40%, over 160 bps Y-o-Y improvement**

7<sup>th</sup> February 2018, New Delhi, India: Salasar Techno Engineering Limited (BSE: 540642. NSE: SALASAR), among leading manufacturers of Telecom Towers in India, has announced its unaudited financial results for the quarter and nine months ended December 31<sup>st</sup>, 2017.

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 FY18	Q3 FY17	Y-o-Y%	9M FY18	9M FY17	Y-o-Y %
Revenue from Operations	132.26	95.07	<b>39.13</b>	348.97	249.15	<b>40.06</b>
EBIDTA	14.75	9.11	<b>61.93</b>	37.98	25.05	<b>51.63</b>
EBITDA margin (%)	11.15%	9.58%	<b>157 bps</b>	10.88%	10.05%	<b>83 bps</b>
PAT	8.46	4.56	<b>85.64</b>	20.16	11.61	<b>73.67</b>
PAT margin (%)	6.40	4.80	<b>160 bps</b>	5.78%	4.66%	<b>112 bps</b>
EPS	6.92	4.58	<b>51.09</b>	16.48	11.66	<b>41.34</b>

**Performance Highlights: -**

**For the quarter ended December 31<sup>st</sup>, 2017:**

- **Revenue from operations was at Rs. 132.26 crore** in Q3 FY18, as against Rs. 95.07 crore in Q3 FY17, a **Y-o-Y growth of 39.13%**, mainly driven by increased execution of telecom tower business and EPC business
- **EBITDA stood at Rs. 14.75 crore** in Q3 FY18 as against Rs. 9.11 crore in the previous year, significant **Y-o-Y growth of 61.93%**

- **EBITDA margin increased by over 157 bps in Q3 FY18 to 11.15%** as against 9.58% in Q3 FY17
- **Profit After Tax was at Rs. 8.46 crore** in Q3 FY18 as against Rs. 4.56 crore in Q3 FY17, a **phenomenal growth of 85.64%**
- **PAT margin increased by 160 bps to 6.40%** as against 4.80% in Q3 FY17

**For nine months ended December 31<sup>st</sup>, 2017:**

- **Revenue from operations was at Rs. 348.97 crore** in 9M FY18, as against Rs. 249.15 crore in 9M FY17, a **Y-o-Y growth of 40.06%**
- **EBITDA stood at Rs. 37.98 crore** in 9M FY18 as against Rs. 25.05 crore in the previous year, significant **Y-o-Y growth of 51.63%**
- **EBITDA margin increased by over 83 bps in 9M FY18 to 10.88 %** as against 10.05% in 9M FY17
- **Profit After Tax was at Rs. 20.16 crore** in 9M FY18 as against Rs. 11.61 crore in 9M FY17, a **phenomenal growth of 73.67%**
- **PAT margin increased by 112 bps to 5.78%** as against 4.66 % in 9M FY17

**Management Comment:**

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

*“This quarter, we have registered a strong revenue growth of 39% and recorded significant increase in our overall profit of over 85%. This is on account of the demand coming in from the infrastructure and telecom tower sectors. This, in turn is good news for companies like ours as we will benefit from this rising demand. Our focus will remain on improving and maintaining our operational efficiencies leading to a better profitability. Our operating efficiencies combined with capacity expansion has benefited us. Through rigorous focus on execution and improving operational efficiencies, we have been able to consistently deliver superior performance. Our continued association with existing clients and focus on entering into new business verticals has helped us grow.*

*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, Government’s capex in infrastructure and 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.”*

**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:**

<p><i>Mr. Kamlesh Sharma</i> <i>Salasar Techno Engineering Limited</i> <i>Email: <a href="mailto:investor.relations@salasartechno.com">investor.relations@salasartechno.com</a></i></p>	<p><i>Mr. Amit Sharma / Mr. Smit Shah</i> <i>Bridge Investor Relations Pvt. Ltd</i> <i>Phone: +91-22-26873003</i> <i>Email: <a href="mailto:amit@bridge-ir.com">amit@bridge-ir.com</a> /</i> <i><a href="mailto:smit@bridge-ir.com">smit@bridge-ir.com</a></i></p>
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