

28<sup>th</sup> May, 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 w.r.t. Financial Results of the Company for quarter ended and year ended 31<sup>st</sup> March, 2019, for your record and further dissemination.

Kindly take the same on record.

Thanking you,

For Salasar Techno Engineering Limited

  
(Pramod Kumar Kala)  
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**

**FY19 Revenue at Rs. 654.88 Crore, Y-o-Y increase of 32.37%**

**FY19 EBITDA at Rs. 73.36 Crore, Y-o-Y increase of 35.81%**

**EBITDA margins at 11.20%, over 28 bps Y-o-Y improvement**

**FY19 PAT at Rs. 33.27 Crore, Y-o-Y growth of 12.30%**

**Board Recommends Final Dividend at Rs. 1.50/- per Equity Share  
subject to approval of shareholders**

28<sup>th</sup> May 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 audited financial results for the quarter and full year ended March 31<sup>st</sup>, 2019.

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 FY19	Q4 FY18	Y-o-Y%	FY19	FY18	Y-o-Y %
Revenue from Operations	187.59	147.03	27.59%	654.88	494.74	32.37%
EBIDTA	23.28	16.04	45.18%	73.36	54.02	35.81%
EBITDA Margin	12.41%	10.91%	150bps	11.20%	10.92%	28bps
PAT	10.17	9.54	6.61%	33.27	29.63	12.30%
PAT Margin	5.42%	6.49%	(107bps)	5.08%	5.99%	(91bps)
Basic EPS (Rs.)	7.66	7.80		25.04	24.21	

### Performance Highlights: -

**For the quarter ended March 31<sup>st</sup>, 2019:**

- **Revenue from Operations** was at Rs. 187.59 crore in Q4 FY19, as against Rs. 147.03 crore in Q4 FY18, **Y-o-Y growth of 27.59%** on mainly driven by a combination of increase in execution of orders and higher volumes
- **EBITDA** stood at Rs. 23.28 crore in Q4 FY19 as against Rs. 16.04 crore in the previous year, **Y-o-Y growth of 45.18%**, mainly driven by increase in revenue and better utilization of resources
- **EBITDA margin** increased by over 150bps in Q4 FY19 to 12.41% as against 10.91% in Q4 FY18

- **Profit After Tax was at Rs. 10.17 crore** in Q4 FY19 as against Rs. 9.54 crore in Q4 FY18, **Y-o-Y growth of 6.61%**, slightly lower on account of increase in finance cost
- **PAT margin stood at 5.42% in Q4 FY19**
- **Basic EPS stood at Rs. 7.66**

**For the full year ended March 31<sup>st</sup>, 2019:**

- **Revenue from Operations was at Rs. 654.88 crore** in FY19, as against Rs. 494.74 crore in FY18, **Y-o-Y growth of 32.37%**. This growth has been on account of timely execution of orders across segments and also from supply of structures for railway electrification – started from this year
- **EBITDA stood at Rs. 73.36 crore** in FY19 as against Rs. 54.02 crore in the previous year, **Y-o-Y growth of 35.81%**, on account of operational efficiencies and higher capacity utilization
- **EBITDA margin increased by over 28 bps in FY19 to 11.20%** as against 10.92% in FY18
- **Profit After Tax was at Rs. 33.27 crore** in FY19 as against Rs. 29.63 crore in FY18, **growth of 12.30%**, slightly lower on account of increase in interest cost
- **Basic EPS stood at Rs. 25.04**

The Board of Directors has recommended, subject to shareholders' approval, a final dividend Rs. 1.50/- per equity share of Rs. 10 each for the financial year ended March 31<sup>st</sup>, 2019.

#### **Key Developments during the year -**

- 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
- During the year, the Company was recognised as '**Platinum Partner of the Year 2018-2019**' by Indus Towers, one of India's leading players providing telecom tower infrastructure to mobile operators. This is the highest award presented to a partner by Indus towers
- The Company also received '**Gold Award**' in infrastructure (category: tower manufacturing) the highest honour in tower manufacturing, awarded by Indus Towers

#### **Management Comment:**

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

*"I am happy to share that we have delivered another strong performance this year and registered a revenue growth of over 30% and EBITDA growth of over 35% in FY19. Each of our business segment has contributed to this robust growth. Our telecom business contributed 61% to the total revenue, backed by strong demand from telecom operators to develop new sites and increase their coverage area, whereas transmission business contributed nearly 31%. The strategy to diversify our business and enter in newer segments has helped us to gain momentum. All our business segments offer significant headroom for growth and operating leverage as they scale up. Railways electrification continues to remain a key growth segment and will remain a focus area for us.*

*During the year we have seen an increase in our working capital requirement on account of higher revenue growth resulting increase in short term borrowings. We remain focused on better and efficient utilisation of available resources thereby reducing the working capital requirement.*

*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. The Company 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.*

*Salasar Techno Engineering is among the leading manufacturers of telecom towers in India with more than 25,000 towers since inception. The Company has three state of the art manufacturing facilities 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.*