

Amtek Auto
Earnings Presentation
Q3 FY2017
Ending December 30, 2016



NSE: AMTEKAUTO
BSE: 520077

Amtek Auto: Q3 FY 2017 Highlights

It gives me great pleasure to present Amtek Auto standalone financial results for quarter 3 month ending December 2016, these results reflect the volatility of the Indian market performance. We have seen a significant impact on our domestic revenues in the quarter driven mainly by the issues surrounding demonetisation. Our revenues were 459 cr in the quarter which were down by 8% from the last quarter, although due to good management cost controls, we were able to hold our profit EBITDA margins at a healthy 20% which amounted to 91 Cr.



I am pleased to report that our overseas businesses are performing very well, with strong performances from our USA & European market, whilst the Asia business is in line with expectations. Whilst we feel that the operating conditions in India will remain similar in this next quarter, we are seeing some signs of recovery in certain markets like Passenger cars and Commercial Vehicles, and the Tractor market which is also doing quite well. We expect the Two Wheeler market and construction industry to take a little more time to fully recover. With this in mind, Amtek Auto continues to focus on cost optimisation, whilst at the same time strengthening its dedicated sales team, which will enable us to better capitalise on the relatively stronger international markets.

Over the last few months, the management has outlined its strategy with the ultimate goal of significantly reducing the debt burden and high interest costs on the businesses. As I reported last quarter, the Board had taken a highly strategic decision to bring in new Investor(s) to invest in the business in return for Equity, with the proceeds being used to reduce the companies debt . At the same time the Investor(s) continue to the discuss the debt restructuring program with our Lenders. These discussions are very encouraging, and we are hopeful that very soon we will be able to share the details of these discussions and I look forward to keeping you all posted.

I assure everyone that the senior management are completely focussed on this significant debt reduction program to bring our balance sheet in line with our operating performance. I take this opportunity to thank you for the trust you have reposed in Amtek Auto and I look forward to keeping you all posted in what will be a significant year for us all.

John Flintham, Vice Chairman, Amtek Auto

Amtek Auto Standalone Financials

In Crores	Q3 FY 2017	9 Months Ending Dec 16
Total Income	458.6	1534.0
EBITDA	91.3	305.7
<i>Margin%</i>	<i>19.9%</i>	<i>19.9%</i>
Net Profit	(241.2)	(1316.1)

Additional Information

Forward Looking Statements

This presentation comprises statements that contain ‘forward looking statements’ including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Amtek Auto Limited and future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macroeconomic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Amtek Auto Group undertakes no obligation to publicly revise any forward looking statements to reflect future/likely events or circumstances

Accounting Notes

1. Total Income: Includes Other Operating Income
2. EBITDA: Earnings before interest, taxes and depreciation; Including Other Income
3. Net Profit: Profit after tax (including Other Income) after extraordinary items
4. Amtek Auto: Share face value of Rs. 2.00; 22.48 Crores shares outstanding

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