



Sat Industries Limited

Manufacturing | Global Business | Education | Financial Services

**Third Quarter & Nine-Months Report
FY 2018-19**

Updates for the 3rd quarter & nine-months ended as on 31st December 2018

- ▷ Mumbai, 7th February 2019: Sat Industries Limited (Sat) is pleased to announce the financial results for the third quarter & nine-months ended as on 31st December 2018.
- ▷ Sat is a BSE listed company that has been in existence for the last 34 years. Sat embraces varied business groups which includes- *Manufacturing, Education Technology, Leasing & Startup Investments, Global Business, Financial Services and Trading* through its various subsidiaries and associates.
- ▷ The growth of the businesses, embraced by Sat, has seen a remarkable progress over the past few years.



Highlights of diversified businesses



1. Manufacturing of PP/HDPE Woven Bags and Fabric

Sah Polymers Limited



▷ Sah Polymers Limited- manufacturers of PP/HDPE woven bags in India, caters to several industries including – *cement, agro pesticides, chemical, fertilizer, food products, textiles and many more.*

▷ The company saw a substantial rise in sales from its manufacturing division by 16% year-on-year from **Rs 8.7 Crores** in Q3 2017-18 to **Rs 10.06 Crores** in Q3 2018-19

▷ In its trading division (Channel Partner of IOCL), it has seen a considerable growth of 105% in terms of quantity from **1,044.58 MT** in Q3 2017-18 to **2,138.03 MT** in Q3 2018-19 and growth of 123% in terms of value from **Rs 10.65 Crores** in Q3 2017-18 to **Rs 23.79 Crores** in Q3 2018-19



2. Education Technology Genext Students Private Limited



- ▷ Genext Students Private Limited- India's first hybrid tutoring platform combines private home tutoring and technology enabled learning to school students from classes 1-12 of various national education boards and state education boards
- ▷ Transitioned to an EAAP (Education as a Product) model from EAAS (Education as a Service) Model and introduced fixed prepaid packages for tutoring leading to 100% upfront payment and effectively ZERO platform leakage
- ▷ ***1.8x increase in sales with 20% reduction in cash burn (Q3 2018-19 vs Q3 2017-18)***
- ▷ Launched 18 Tutor Mentor Communities (14 and 4 in Mumbai and Bangalore respectively)
- ▷ Currently, the platform's operations are spread across Mumbai, Pune, Bangalore, Lucknow, Hyderabad, Chennai and **will expand to Pan-India by 2020.**

**2 Million+
students
consuming
online
content**

**12,000+
tutors
registered**

**1,00,000+
tutoring
sessions**

3. Leasing & Start-up Investments

Italica Furniture Private Limited

- ▷ The company is engaged in the business of leasing of machines and moulds which are used in the plastic processing industry. The company carries out the leasing business on its own and through its wholly owned subsidiary, Italica Furniture Private Limited
- ▷ Sat actively invests through Italica Furniture Private Limited in start-ups which have disruptive and innovative business model. Through our investments, we aim to foster the spirit of entrepreneurship and provide fuel for the growth of young innovative companies.



▷ We have also invested in more than 40+ start-up companies and are continuously expanding our portfolio by investing in start-ups in the areas of Artificial Intelligence (AI), Machine Learning, Big Data, Robotics and Bio-Technology

▷ Some of the clutter-breaking investees are- *Artha Ventures, Zipgrid, Kalpnik, Maser Tech, Innersense, Beardo, The Bohri Kitchen, Confirm Tkt, Travel Khana, Switchme.in, Eduvanz, Credits, Peesafe, VCat, 1Crowd, Vista Rooms, Riky, Ketto, Inc 42, Zip Grid, Vahanalytics, DSYH, LenDen Club, Online RTI*

▷ In this quarter we have further invested in the below companies-

- *Mynvax Pvt Ltd- BioTech Start-up*
- *Maven- Augmented Intelligence Platform*
- *Innersense – Innerwear for Women*



4. Global Business

Italica Global FZC

- ▷ Sat is engaged in the global business of import, export and services of metal, plastics and textile products through its subsidiary Italica Global FZC, UAE.



5. Financial Services

Aeroflex Finance Private Limited

- In this quarter, Italica Ventures Pvt Ltd changed its name to Aeroflex Finance Pvt Ltd. It also received the certificate of registration for NBFC from RBI. Aeroflex will now start its financing business from Q4 2018-19.



6. AEROFLEX INDUSTRIES LIMITED

- ▷ Aeroflex Industries Limited has witnessed great progress in this quarter with multiple developments within the company
 - ✓ Received certificate 3834 for welding technology for best practices FM
 - ✓ approval for fire hose
 - ✓ New Oma machine from Italy for capacity increments in braiding section
 - ✓ Launch of 14" hoses which is largest in the category

- ▷ Aeroflex has received a prestigious project from ISRO for NAPHTHA loading /unloading

- ▷ Apart from this, the company has landed two new projects for Tohkeim India and Dower USA



Financial Highlights

CONSOLIDATED UNAUDITED FINANCIAL RESULTS for Nine Months Ended 31st December, 2018

(Rs in lakhs)			
	31- December- 2018	31- December- 2017	GROWTH %
TOTAL REVENUE	17,112.06	8,022.21	113.31%
PROFIT BEFORE TAX	1,537.84	605.50	153.98%
PROFIT AFTER TAX	1,193.77	478.44	149.51%

CONSOLIDATED UNAUDITED FINANCIAL RESULTS for 3rd Quarter Ended 31st December, 2018

(Rs in lakhs)			
	31- December- 2018	31- December- 2017	GROWTH %
TOTAL REVENUE	6,089.49	2,704.18	125.19%
PROFIT BEFORE TAX	477.86	261.19	82.95%
PROFIT AFTER TAX	372.83	200.39	86.05%

Thanks!

Sat Industries Limited

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