



# Sat Industries Limited

Manufacturing | Global Business | Education | Financial Services

India | UAE | UK

Performance Update for Q1 FY 2019-2020

# Performance Update for first quarter FY 2019-2020 ended as on 30<sup>th</sup> June 2019



**Mumbai, 9<sup>th</sup> August 2019:** Sat Industries Limited (Sat) is pleased to announce the financial results for the first quarter ended as on 30<sup>th</sup> June 2019

For the last 35 years, Sat has diversified into various businesses which includes- Manufacturing, Education Technology, Leasing & Startup Investments, Global Business, Financial Services and Trading through its various subsidiaries and associates.

Sat is now more focused on value added business activity through subsidiaries and associates rather than low margin trading activity on stand alone basis



# Manufacturing

*Sat Industries has two diverse manufacturing businesses under its umbrella -*

*Flexible Packaging and Stainless-Steel Flexible Hoses & Components*

# SAH Polymers Limited



SAH POLYMERS LIMITED

**Manufacturer and Exporter of PP/HDPE Woven Bags and FIBCs (Flexible Intermediate Bulk Containers)**

✓ Sah Polymers witnessed a 12% growth in volume terms and 10% growth in value terms in Q1 FY 2019-20 as compared to the same quarter last year.



# Aeroflex Industries Limited



*Leading Manufacturer of Stainless-Steel Hoses and Components in India*

- ✓ Aeroflex is the first company in South East Asia to manufacture 14 inch stainless steel hoses.
- ✓ The company started exporting its products to 7 new countries thereby taking the total no. of countries to 75. Recently, it developed new assemblies for its customers in the USA.
- ✓ In India, it has a large customer base such as Reliance Industries, ONGC, SAIL, HPCL, BPCL, IOCL, TISCO, Jindal Steel, ISRO among others
- ✓ Aeroflex Industries witnessed 46% growth in sales value in Q1 FY 2019-20 as compared to Q1 FY 2018-19



# Ed-Tech (Education Technology)

*Genext Students - India's first hybrid tutoring platform that enables effective after school learning to school students with the use of advanced technology along with personalized tutoring.*

**No. of Registered Tutors has increased to 15,000 during Q1 FY 2019-20**

**No. of Tutoring Hours has increased by 37.49%**

**Launched influencer marketing campaign using celebrity mothers to endorse Genext Students.**



**Sales growth increased to 149% in Q1 FY 2019-20 as compared to the same quarter last year**

**Total number of students using online content has increased to approx. 3 million.**

**Increased focus on increasing organic leads. Organic leads increased in Q1 FY 2019-20 by 30% y-o-y**

# Start-Up Investments

*Sat actively invests in start-ups (through its subsidiary company) 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.*



***During Q1 FY 2019-20, Sat has invested in the four companies listed below taking the total from 37 to 41 start-ups investments as of 30<sup>th</sup> June 2019***

- Wi Digital Services Private Limited  
(EasyFi)*
- Rare Planet Handicrafts Pvt Ltd  
(Rare Planet)*
- Rocketium.com Technologies  
Private Limited (Rocketium.com)*
- Modaviti Emarketing Pvt. Ltd.  
(Orbo.ai)*



# Global Business

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

# Financial Services

*Aeroflex Finance Pvt Ltd*, a wholly owned subsidiary of *Sat Industries Ltd*, received the certificate of registration for NBFC from the RBI. Aeroflex Finance started its operations in Q4 of FY 2018-19.

## Consolidated Unaudited Financial Results for the quarter ended 30<sup>th</sup> June 2019

(Rs in lacs)			
	30 <sup>th</sup> June 2019	30 <sup>th</sup> June 2018	Growth %
<b>Total Revenue</b>	6,008.04	5,163.29	16%
<b>EBITDA</b>	966.69	896.14	8%
<b>Net Profit Before Tax</b>	574.52	422.96	36%
<b>Net Profit After Tax</b>	465.85	349.36	33%

# Thank you!

**Sat Industries Limited**

**Harikant Turgalia**  
**Chief Financial Officer**

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