

**February 13, 2017**

**Manager, DCS**  
**The Bombay Stock Exchange Ltd.**  
Phiroze jeejeebhoy Towers,  
Dalal Street,  
Mumbai

**Ref: Scrip Code: - 530655**

**The Manager**  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051

**Scrip Code: - GOODLUCK****Sub: Earnings Presentation for Q3/ 9 Months FY 2017**

Dear Sir,

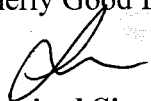
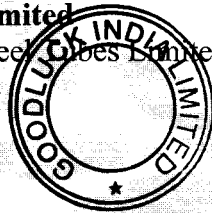
The company has issued an Earnings Presentation for Q3/ 9 months FY 2017 of the company.

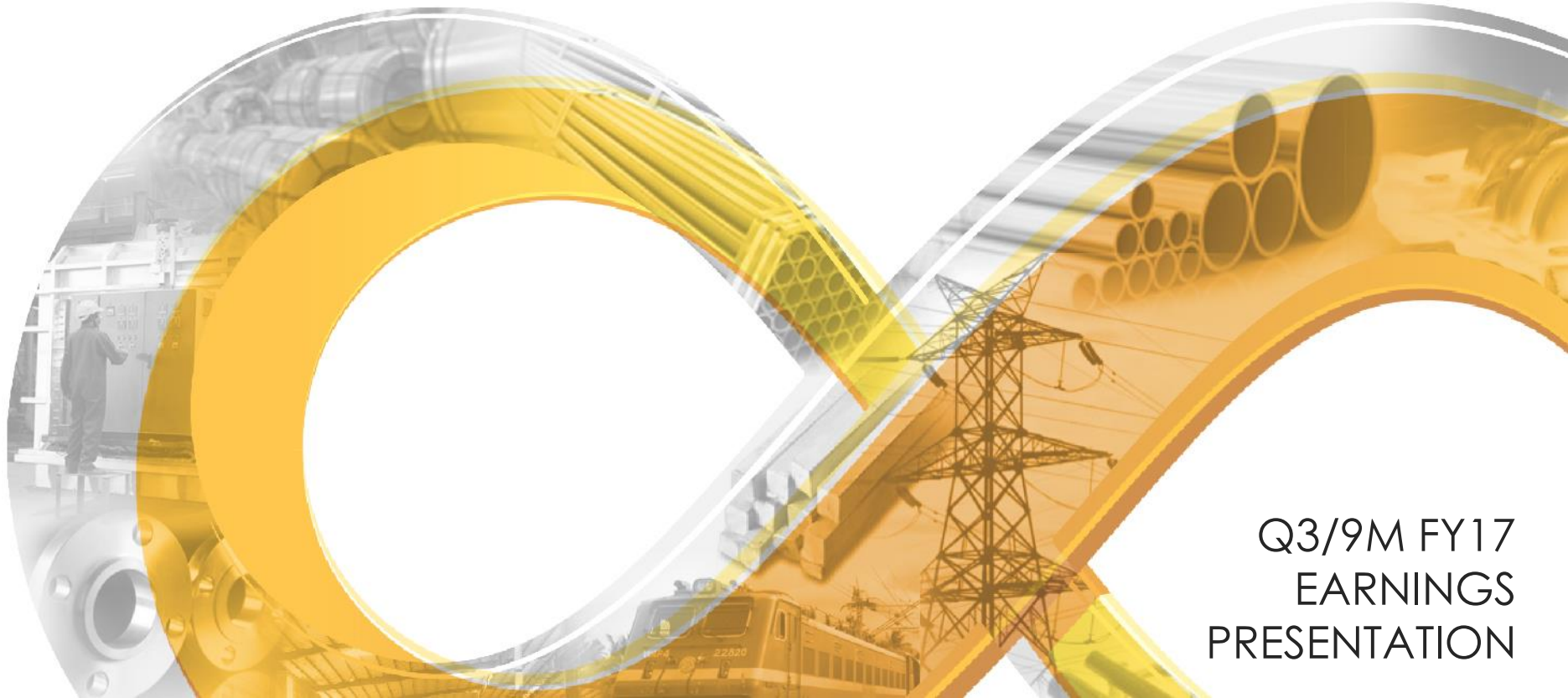
A copy of the Earnings Presentation is being enclosed herewith.

This is for your information and doing the needful.

Thanking You

**For Goodluck India Limited**  
(formerly Good Luck Steel Tubes Limited)

  
**Authorised Signatory****Encls: as above**



Q3/9M FY17  
EARNINGS  
PRESENTATION



# **EXECUTIVE SUMMARY**



**30**  
years of  
excellence

## Overview

- Goodluck India Ltd. incorporated in 1986 by Mr. Mahesh Chandra Garg, an IIT graduate, is an established name in the Steel Tubes, Engineering Structures, Forgings and Cold Rolled value added products industry.
- The company is headquartered in Ghaziabad with a 2,30,000 MT p.a. manufacturing facility in Sikandrabad in Uttar Pradesh, India with more than 2,000 employee strength.

## Business Mix

- **CR Sheets & Pipes** – Includes C.R Sheet/Coil, G.P.G.C Sheet/Coil, C.R.C.A Sheet/Coil, Pipes, etc.
- **Engineering Structures** – Transmission & Telecom towers, Fabricated steel structures
- **Forging** – Forged flanges, gear rings, gear shanks, forged shafts, railway products
- **Precision Tubes** – Auto Tubes, CDW/ERW Tubes, Boiler Tubes, Transformer Tubes, Air Heater Tubes

## Marquee Clients

- **Cold Roller sheets, coils & Engineering structures** : Indian Railways, ABB, L&T, Reliance Industries, GMR, ISGEC, Sterling & Wilson, Alstom, Powergrid, NTPC, Toshiba, TRF, EIL, NPCIL
- **Forging** : GE Oil & Gas, Allied Group, Saint-Gobain, Midsteel, Flaboform, Edelstahlservice, BPCL, Indian Oil, BHEL, RIL, L&T, Alstom, Mitsubishi
- **Precision Tubes** : Volkswagen, Audi, BMW, Mercedes, Skoda, Renault, GM, Ashok Leyland, TVS, Bajaj, Gabriel, ISGEC, Talbros, Mahindra, Tata Motors

## FY16 Financial Highlights

- **Total Income- INR 10,989 Mn;**
- **EBITDA – INR 1,020 Mn;**
- **PAT – INR 332 Mn;**
- **ROCE – 15.83%**
- **ROE – 15.61%**



# **COMPANY OVERVIEW**

- Goodluck India is a diversified company with **30 years** of experience in manufacturing of Cold rolled steel products, structural steel towers, Auto tubes, pipes, forgings and flanges.
- The company has a total manufacturing capacity of **2,30,000 MT p.a**
- The company's products get sold domestically and to over 100 countries across the world to high growth sectors like Auto, Power, Infrastructure, Oil & Gas and also diversified further for high end engineering structures for Auto, Solar, Railways, etc.
- The company has strategically shifted its focus towards the high-margin value added steel products like forgings and structured steel with the share of these value added high margin products share grown from 39 % in 2011 to 53 % in FY16.
- Goodluck India Ltd is an **ISO 9001:2008 certified** organization.

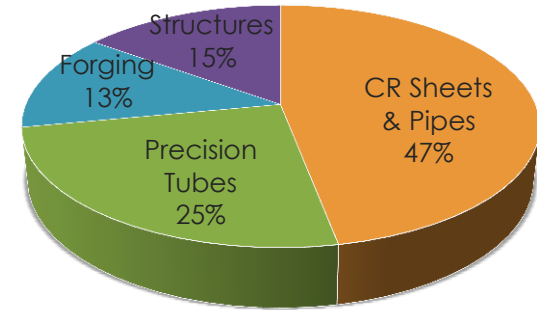
## Myths about Company:

- Goodluck India is a steel company as the name suggests
- The company is a family managed company
- It is difficult to do manufacturing business in Uttar Pradesh

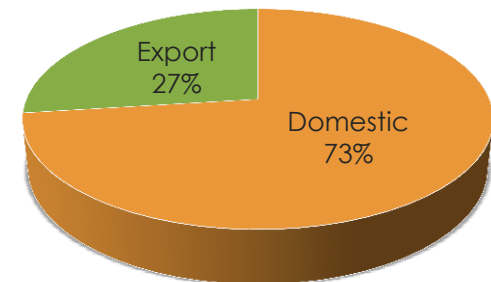
## Truths about Company:

- Goodluck India converts steel into customized precision products
- Goodluck India is a professionally managed company employing skilled professionals
- The company started in UP in 1986, and has been able to continue to grow with continuous availability of power

## Approx. Revenue Mix – FY16



## Geographical Breakup – FY16





# **QUARTER UNDER REVIEW**

## Q3 FY17 Performance

**Total Income:** INR 3,090 Mn;

**EBITDA:** INR 199 Mn;

**EBITDA Margin:** 6.44%,

**Net Profit:** INR 15 Mn;

**PAT margin:** 0.49%;

**EPS:** INR 0.69

## 9M FY17 Performance

**Total Income:** INR 9,122 Mn;

**EBITDA:** INR 720Mn;

**EBITDA Margin:** 7.89%,

**Net Profit:** INR 136 Mn;

**PAT margin:** 1.49%;

**EPS:** INR 6.19

- The Scheme of Amalgamation of “Masterji Metalloys Pvt.Ltd” with Goodluck India Ltd was approved by the Hon’able High Court of Delhi.
- Engineering Structures facility which was commissioned in March 2016 has achieved its desired production levels well in advance.
- Volumes have increased by 10% despite the demonetization impact.
- Bottom line decline was primarily due to unrelenting increase in raw material prices .
- Export revenues remain stagnant.
- Once raw material prices stabilize, we expect improvement in margins. The correction in raw material prices have already started.

# Quarterly Income Statement



INCOME STATEMENT (INR MN)	Q3 FY17	Q2 FY17	Q-O-Q	Q3 FY16	Y-O-Y
<b>Total Income <sup>^</sup></b>	<b>3,090</b>	<b>2,872</b>	<b>7.6%</b>	<b>2,629</b>	<b>17.5%</b>
Expenses	2,891	2,632	9.8%	2,390	20.9%
<b>EBITDA</b>	<b>199</b>	<b>240</b>	<b>(17.1)%</b>	<b>237</b>	<b>(16.0)%</b>
<b>EBITDA Margin</b>	<b>6.44%</b>	<b>8.36%</b>	<b>(192) bps</b>	<b>9.01%</b>	<b>(257) bps</b>
Depreciation	44	45	(2.2)%	40	10.0%
Finance Cost	124	120	3.3%	93	33.3%
<b>PBT</b>	<b>31</b>	<b>75</b>	<b>(58.7)%</b>	<b>104</b>	<b>(70.2)%</b>
Tax	16	31	(48.4)%	26	(38.5)%
<b>Profit After Tax</b>	<b>15</b>	<b>44</b>	<b>(65.9)%</b>	<b>78</b>	<b>(80.8)%</b>
<b>PAT Margin</b>	<b>0.49%</b>	<b>1.53%</b>	<b>(104) bps</b>	<b>2.97%</b>	<b>(248) bps</b>
EPS	0.69	2.00	(65.5)%	3.54	(80.5)%

<sup>^</sup> - Total Income includes other income

INCOME STATEMENT (INR MN)	9M FY17	9M FY16	Y-O-Y
<b>Total Income <sup>^</sup></b>	<b>9,122</b>	<b>8,461</b>	<b>7.8%</b>
Expenses	8,402	7,663	9.6%
<b>EBITDA</b>	<b>720</b>	<b>798</b>	<b>(9.8)%</b>
<b>EBITDA Margin</b>	<b>7.89%</b>	<b>9.43%</b>	<b>(154) bps</b>
Depreciation	131	113	15.9%
Finance Cost	366	297	23.2%
<b>PBT</b>	<b>223</b>	<b>388</b>	<b>(42.5)%</b>
Tax	87	123	(29.3)%
<b>Profit After Tax</b>	<b>136</b>	<b>265</b>	<b>(48.7)%</b>
<b>PAT Margin</b>	<b>1.49%</b>	<b>3.13%</b>	<b>(164) bps</b>
EPS	6.19	12.04	(48.6)%

<sup>^</sup> - Total Income includes other income

# Historical Income Statement



INCOME STATEMENT (INR MN)	FY13	FY14	FY15	FY16
<b>Total Income <sup>^</sup></b>	<b>9,774</b>	<b>10,021</b>	<b>10,882</b>	<b>10,989</b>
Total Expenses	9,031	9,311	10,032	9,969
<b>EBITDA</b>	<b>743</b>	<b>710</b>	<b>850</b>	<b>1,020</b>
<b>EBITDA Margin</b>	<b>7.60%</b>	<b>7.08%</b>	<b>7.81%</b>	<b>9.28%</b>
Depreciation	71	76	113	149
Finance Cost	344	354	373	393
<b>PBT</b>	<b>328</b>	<b>280</b>	<b>364</b>	<b>478</b>
Tax	111	103	91	146
Prior Period Adjustments	2	-	3	0
<b>Profit After Tax</b>	<b>219</b>	<b>177</b>	<b>276</b>	<b>332</b>
<b>PAT Margin</b>	<b>2.24%</b>	<b>1.76%</b>	<b>2.54%</b>	<b>3.02%</b>
EPS	11.72	9.46	13.16	15.09

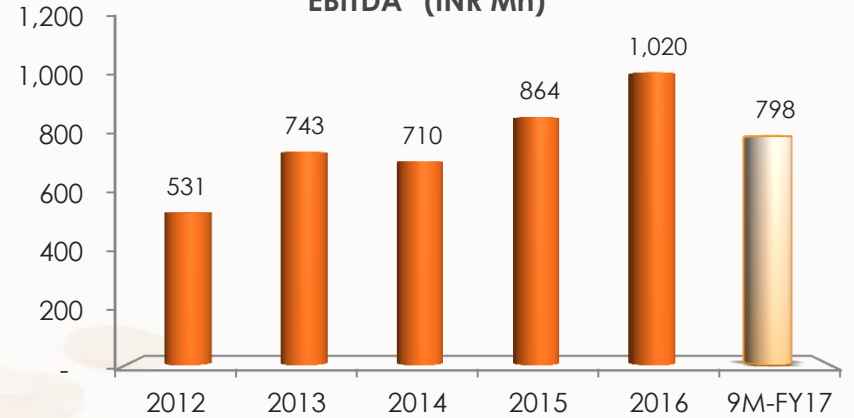
<sup>^</sup> - Total Income includes other income

PARTICULARS (INR Mn)	FY14	FY 15	FY16	H1 FY17	PARTICULARS (INR Mn)	FY14	FY15	FY16	H1 FY17
<b>EQUITIES &amp; LIABILITIES</b>					<b>ASSETS</b>				
<b>Shareholder Funds</b>					<b>Non Current Assets</b>				
(A) Share Capital	40	44	44	44	(A) Fixed Assets				
(B) Reserves & Surplus	1,402	1,766	2,058	2,166	Tangible Assets	1,243	1,929	2,267	2,448
(C) Money received against Share Warrant	19	-	-		Capital Work-in-Progress	124	36	75	81
<b>Non Current Liabilities</b>					(B) Non-current Investments	21	54	54	-
(A) Long Term Borrowings	389	792	992	1,136	(C) Long term Loans & Advances	78	66	61	86
(B) Deferred Tax Liabilities	145	171	224	249					
(C) Long Term Provisions	10	14	19	19					
<b>Current Liabilities</b>					<b>Current Assets</b>				
(A) Short term Borrowings	2,265	2,127	2,386	2,400	(A) Inventories	1,374	1,506	1,838	1,998
(B) Trade Payables	630	410	578	734	(B) Trade Receivables	1,879	1,498	1,722	1,954
(C) Other Current Liabilities	272	283	287	340	(C) Cash & Bank Balances	79	123	115	124
(D) Short-term provisions	84	96	122	69	(D) Short-term loans & advances	458	491	578	466
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>5,256</b>	<b>5,703</b>	<b>6,710</b>	<b>7,157</b>	<b>GRAND TOTAL - ASSETS</b>	<b>5,256</b>	<b>5,703</b>	<b>6,710</b>	<b>7,157</b>

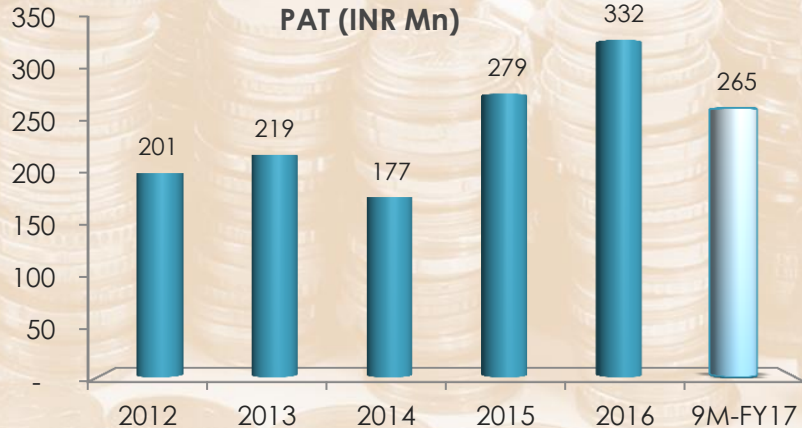
**TOTAL INCOME \* (INR Mn)**



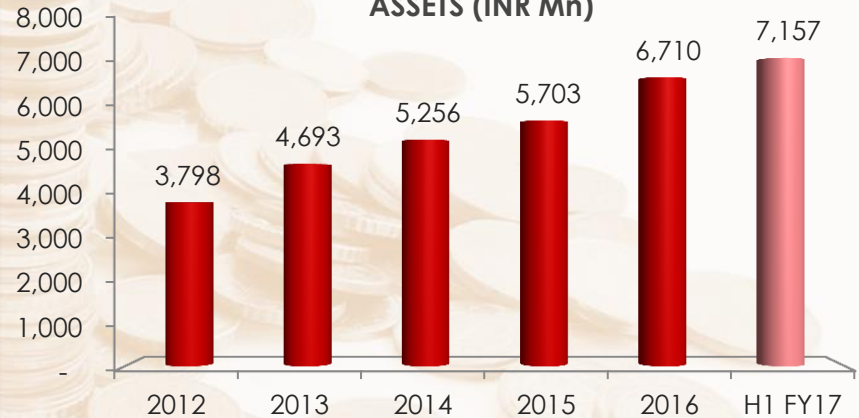
**EBITDA\* (INR Mn)**



**PAT (INR Mn)**

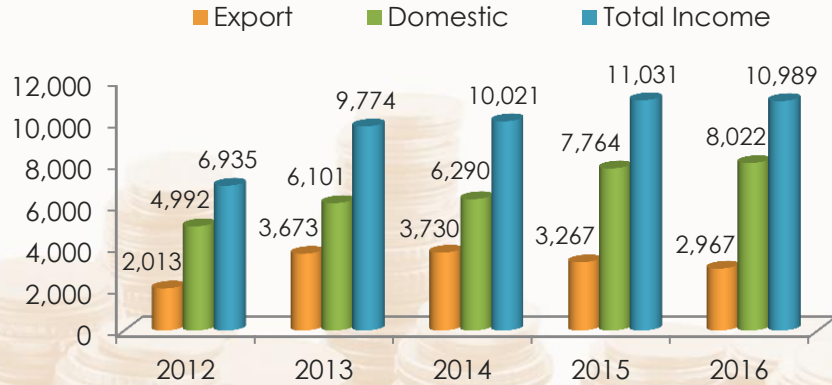


**ASSETS (INR Mn)**

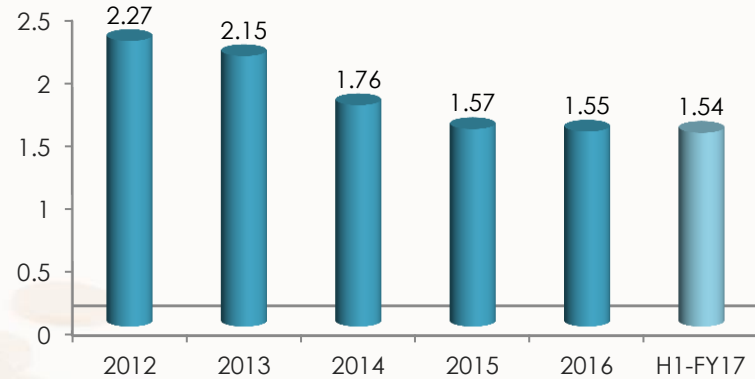


\* Total Income includes Other Income

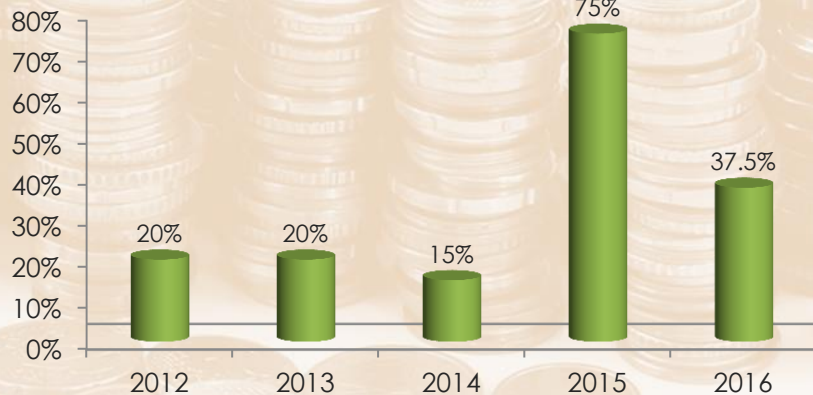
### Geographical Revenue Breakup (INR Mn)



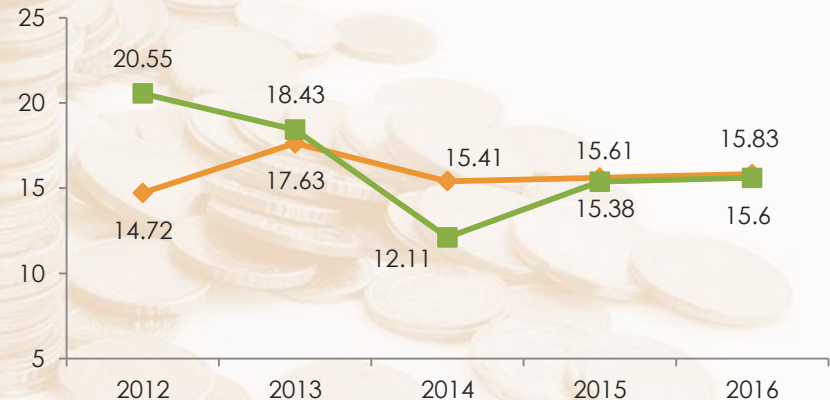
### Net Debt to Equity Ratio



### Dividend Payout



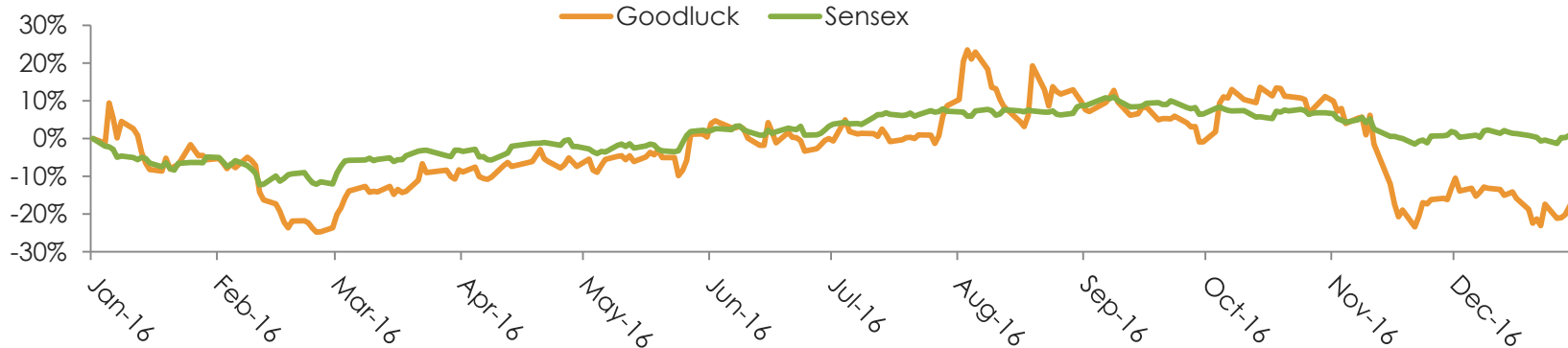
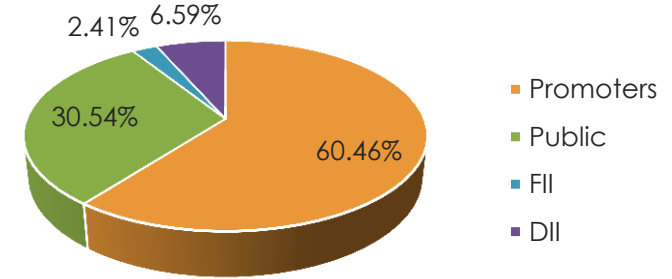
### ROCE (%) ROE (%)



## PRICE DATA (AS ON 31<sup>st</sup> DECEMBER, 2016)

Face value (INR)	2
Market Price (INR)	87.2
52 Week H/L (INR)	134.4/75.9
Market Cap (INR Mn)	1,919
Equity Shares Outstanding (Mn)	22.01
1 Year Avg. trading volume ('000)	79.38

Share holding pattern as on 31<sup>st</sup> December, 2016



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Email: [goodluck@valoremadvisors.com](mailto:goodluck@valoremadvisors.com)

The background is a semi-transparent collage of industrial and infrastructure images, including a worker in a control room, a train, and a power transmission tower. The text 'THANK YOU' is centered in a large, bold, orange font with a reflection effect below it.

**THANK YOU**