



HEIL/SE-13/2024-25

May 16, 2024

To,
The Manager (Listing),
The BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Script Code No. : **543600**

To,
The Manager (Listing),
National Stock Exchange of India Limited
"Exchange Plaza", C-1, Block - G,
Bandra - Kurla Complex, Bandra (E)
Mumbai – 400 051
Symbol : **HARSHA**

Dear Sir/Madam,

Sub : Presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2024
Ref : Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to subject matter and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015, we are enclosing herewith presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2024.

The aforesaid presentation would also be available on the website of the Company viz; www.harshaengineers.com in accordance with Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015

Kindly take the same on your records.

Thanking you,

Yours faithfully,

FOR HARSHA ENGINEERS INTERNATIONAL LIMITED

Kiran Mohanty
Company Secretary and Chief Compliance Officer
MEM NO. : F9907

Harsha Engineers International Limited
(formerly known as Harsha Engineers International Private Limited and Harsha Abakus Solar Private Limited)
CIN : L29307GJ2010PLC063233

Corporate & Registered Office: Sarkhej - Bavla Road, Changodar, Ahmedabad, Sanand - 382213, Gujarat, India.
Tel.: +91-2717-618200 Fax: +91-2717-618259 E-mail: sec@harshaengineers.com URL: www.harshaengineers.com

Harsha Engineers International Limited

Earnings Presentation – Quarter and year ended Mar'24

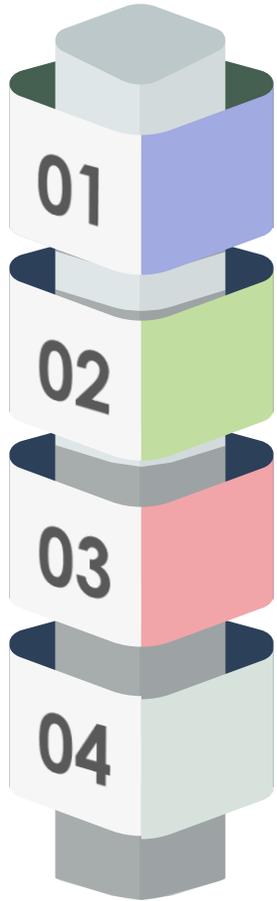


Disclaimer/ Safe Harbor

Cautionary statement regarding forward-looking statements



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Quarter and Year End Highlights

Business Update

Summary on use of IPO Proceeds

Company Overview



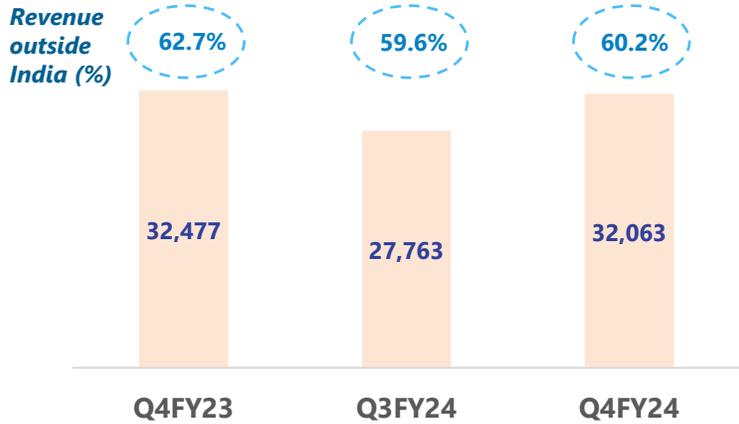
QUARTER and YEAR END HIGHLIGHTS



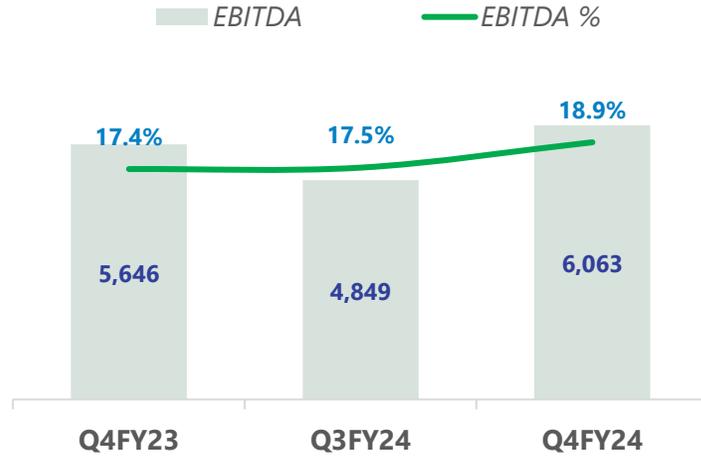
Financial Highlights - QoQ

₹ in Lakhs

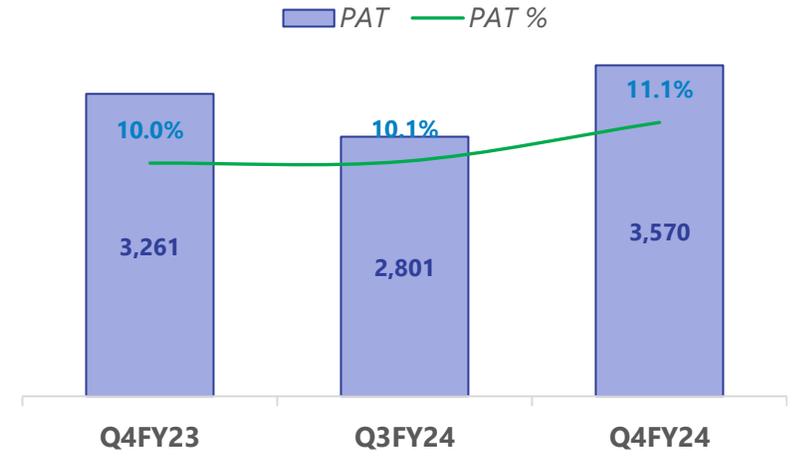
Revenue - Engineering CONSOLIDATED



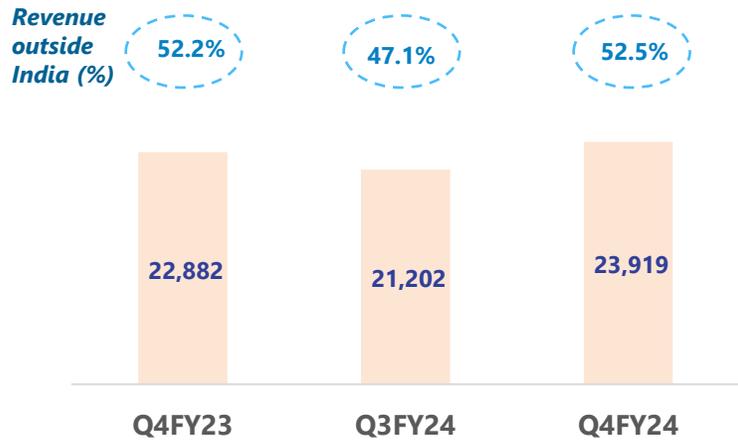
EBITDA - Engineering CONSOLIDATED



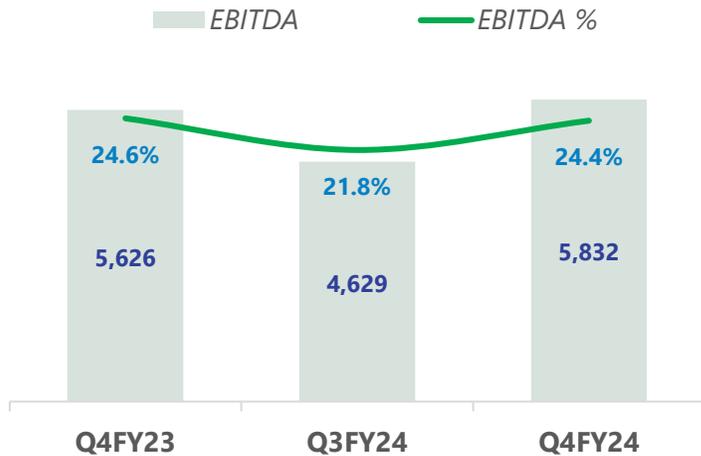
PAT - Engineering CONSOLIDATED



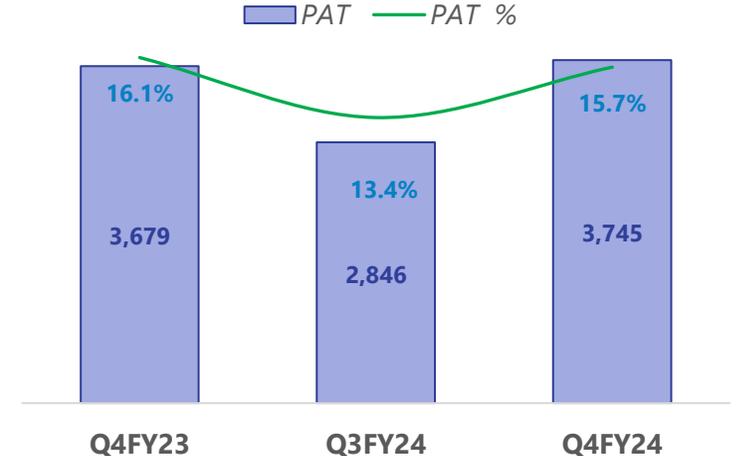
Revenue - Engineering INDIA



EBITDA - Engineering INDIA



PAT - Engineering INDIA



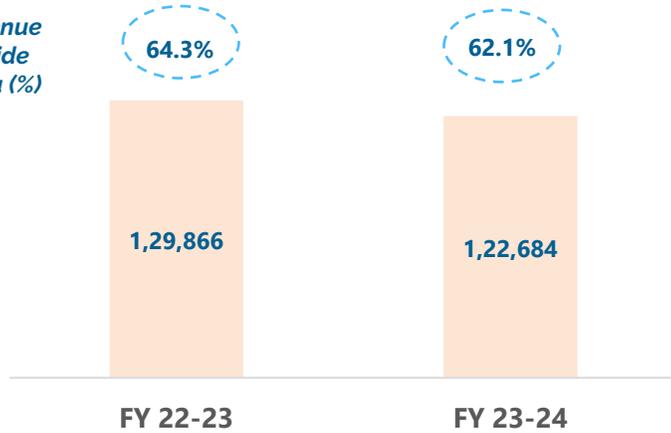
Financial Highlights - YoY



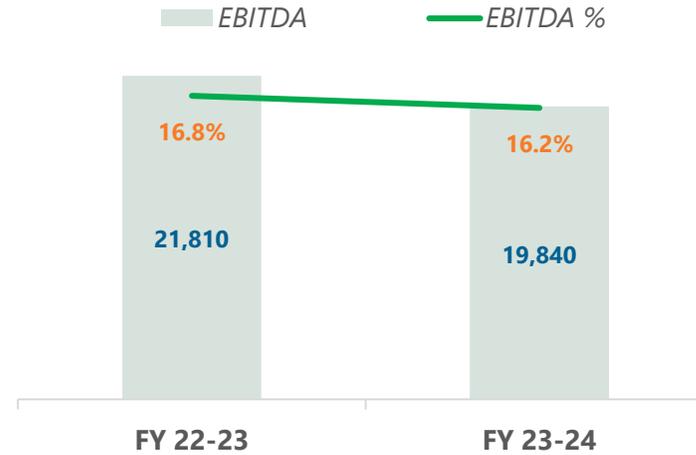
Amount ₹ in Lakhs

Revenue - Engineering CONSOLIDATED

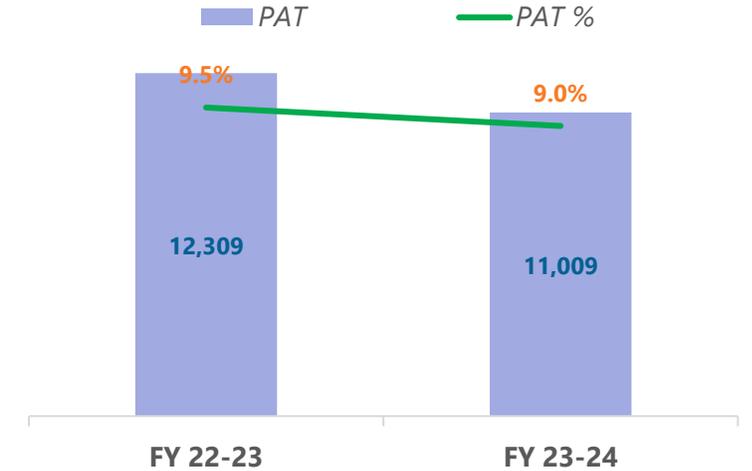
Revenue outside India (%)



EBITDA - Engineering CONSOLIDATED

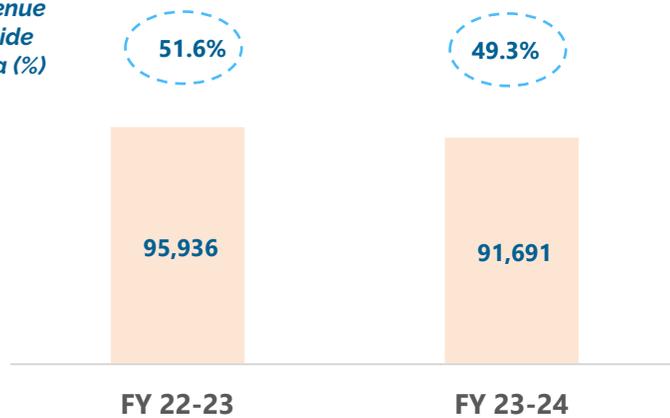


PAT - Engineering CONSOLIDATED

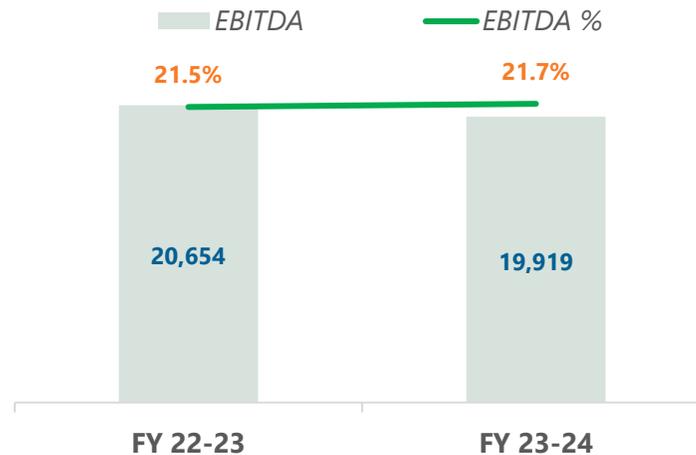


Revenue - Engineering INDIA

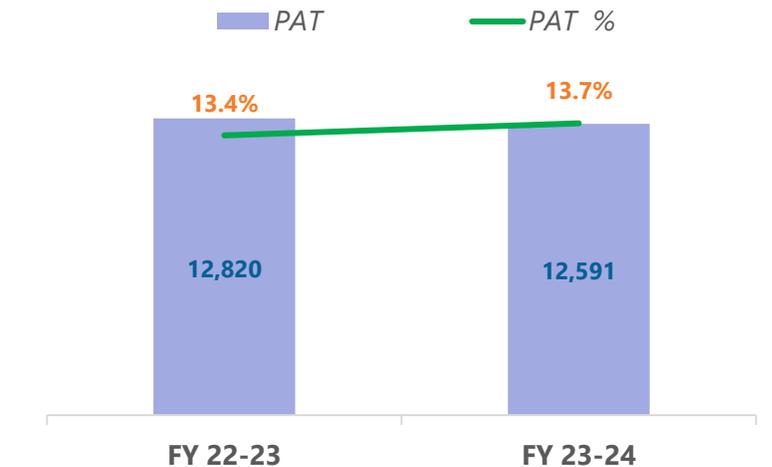
Revenue outside India (%)



EBITDA - Engineering INDIA



PAT - Engineering INDIA



- On a consolidated basis Q4 FY 2024 was the strongest quarter in the current fiscal FY 2024 reflecting an all-round improvement in the top line as well as the EBITDA and PAT margins. The consolidated top line of Q4 FY 2024 has shown a growth of 17% over Q3 FY 2024 and 11% over Q4 FY 2023. The consolidated EBITDA of Q4 FY 2024 has also grown by 23% as compared to Q3 FY 2024 and 10% as compared to Q4 FY 2023.
- On full year basis, while consolidated top line of FY 2023-24 reflects a marginal growth over FY 2022-23, the EBITDA and PAT of FY 2024, though lower than FY 2023, are still reflecting a significant recovery as compared to H1 FY 2024 and are better than our expectations.
- The growth in Bushing business as well as additional demand growth due to China + 1 factor was in line with our expectations. The Progress on outsourcing projects (insourcing to outsourcing) was satisfactory, and the growth in Japan based customers' segment, though slightly muted, has remained positive.
- The expected growth in large size bearing cages segment could not be achieved due to continued global slowdown in the Wind as well as Industrial Segment, but is expected to catch up next Fiscal.

- The combined share of operating losses at China and Romania came down significantly because of China reporting positive profit in Q4 FY 2024. However, Romania continued to report operating losses in Q4 FY 2024.
 - While the demand situation in Europe both on the Wind as well as on the Industrial front remains subdued, our strategy in Romania is to improve product mix by increasing the share of cages, which is aimed at bringing Romania to Break-even level in FY 2025.
 - Solar Business has reported a decent growth in top-line as well as profitability, on the back of a favourable renewable policy regime, with our strategy continued to be on limited capital allocation in this segment, but still allowing the same to operate in its natural tangent.
 - The progress on our Greenfield project is satisfactory and is expected to commission in FY 2025.
- 

Consolidated P & L Statement

(₹ in Lakhs)

Particulars	Q4 FY24	Q3 FY24	Q4 FY23	FY23-24	FY22-23
REVENUE :					
Revenue from Operations	38,040	32,445	34,369	1,39,230	1,36,402
Other Income	775	1,109	582	2,949	2,979
TOTAL REVENUE	38,815	33,554	34,951	1,42,179	1,39,381
EXPENSES :					
Cost of Material Consumed	21,863	18,592	17,848	77,905	73,373
Change in Inventories of Finished Goods & Work-in-progress	(597)	(1,052)	521	(181)	214
COGS	21,266	17,540	18,369	77,724	73,587
Employee Benefits Expenses	4,287	4,131	4,067	16,905	15,619
Other Expenses	7,033	6,799	6,853	27,466	28,267
EBITDA	6,229	5,084	5,662	20,084	21,908
Margin %	16.4%	15.7%	16.5%	14.4%	16.1%
Finance Costs	283	284	256	1,077	1,584
Depreciation and Amortization Expense	998	1,002	915	3,932	3,612
PROFIT BEFORE TAXATION	4,948	3,798	4,491	15,075	16,712
Tax Expenses	1,270	830	1,229	3,932	4,384
PROFIT AFTER TAXATION (Net)	3,678	2,968	3,262	11,143	12,328
PAT Margin%	9.7%	9.1%	9.5%	8.0%	9.0%
Other comprehensive income	148	(316)	231	400	(748)
Basic Earnings per Share - In ₹	4.04	3.26	3.58	12.24	14.59
Diluted Earnings per Share-In ₹	4.04	3.26	3.58	12.24	14.59

Certain Key Parameters and Break Up

(₹ in Lakhs)

Particulars	Q4 FY24	Q3 FY24	Q4 FY23	FY 23-24	FY 22-23
Revenue from Operations					
- Engineering & Others - Consolidated	32,063	27,763	32,477	1,22,684	1,29,866
- Engineering & Others - India	23,919	21,202	22,882	91,691	95,936
- Solar - EPC and O & M	5,977	4,682	1,892	16,546	6,536
EBITDA*					
- Engineering & Others - Consolidated	6,063	4,849	5,646	19,840	21,810
- Engineering & Others - India	5,832	4,629	5,626	19,919	20,654
- Solar - EPC and O & M	166	235	16	244	98
PAT					
- Engineering & Others - Consolidated	3,570	2,801	3,264	11,009	12,309
- Engineering & Others - India	3,745	2,846	3,682	12,591	12,820
- Solar - EPC and O & M	108	167	(2)	134	19
Other Income					
- Interest Income	305	380	335	1,484	739
- Share of Profit/Loss from Cleanmax Harsha Solar LLP	(21)	47	5	29	24
- Share of Profit/Loss from Sunstream Green Energy One Pvt. Ltd.	1	(2)	-	-	-
- Gain / (Loss) on Exchange Rate Fluctuation	128	432	(8)	234	1,743
- Miscellaneous Income	12	7	8	79	38
- Gain / (Loss) on Sales of Investment in Subsidiary Co. / Associates	(1)	-	-	(1)	-
- Gain / (Loss) on Sale of Investment (Mutual Fund)	18	58	19	292	103
- Gain / (Loss) on Fair value of Investments (measured at FVTPL)	333	187	223	832	332
- Total Other Income	775	1,109	582	2,949	2,979

*EBITDA=Profit Before Tax + Depreciation and Amortisation Expenses + Finance Cost

Working Capital – Consolidated – Key Parameters



(₹ in Lakhs)

Sr.	Particulars	FY 23-24	Q3 FY24	Q2 FY24	Q1 FY24	FY22-23
1	Inventories					
a.	Raw Material - Amount	7,154	7,254	7,379	8,207	9,017
	No. of Days	19	20	20	22	24
b.	Semi Finished- Amount	2,061	2,545	2,131	2,227	2,627
	No. of Days	5	7	6	6	7
c.	Finished - Amount	12,793	11,827	11,387	12,656	12,550
	No. of Days	34	32	30	33	34
d.	Stores & Spares and Tooling - Amount	13,358	14,165	13,759	13,413	13,494
	No. of Days	35	38	37	35	36
2	Receivables - Amount	31,893	26,968	31,893	29,392	28,037
	No. of Days	84	73	85	77	75
3	Trade Creditors- Amount	13,293	11,378	13,293	12,971	11,743
	No. of Days	35	31	35	34	31

Utilisation of IPO Proceeds as on 31st March 2024

Particulars	Amount (₹ Lakhs)
Total IPO Proceeds	45,500
Less: IPO Expenses	(2,560)
Net Proceeds as per Prospectus	42,940
Less: IPO Expenses (excess contingencies hold)	-
Net Proceeds available	42,940

₹ in Lakhs

Sr. No	Particulars	Amount as proposed in the Offer Document	Amount Utilised	Unutilised Amount
1	Pre-payment or scheduled repayment of a portion of the existing borrowing availed by the Company	27,000	27,000	-
2	Funding capital expenditure requirements towards purchase of machinery	7,795	4,693	3,102
3	Infrastructure repairs and renovation of our existing production facilities including office premises in India	712	666	46
4	General corporate purposes	7,433	7,433	-
	Total	42,940	39,792	3,148



THANK YOU

