



7<sup>th</sup> November, 2019

**1. National Stock Exchange of India Limited**

Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051  
Scrip Code: TWL(EQ)

**2. Bombay Stock Exchange Limited**

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001  
Scrip Code: 532966

Re.: **Earnings Presentation H1 FY 2020**

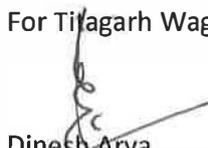
Dear Sirs,

Please find attached the "*Earnings Presentation H1 FY 2020*" which is self explanatory.

Please take the above on record.

Thanking You,  
Yours faithfully,

For Titagarh Wagons Limited

  
Dinesh Arya  
Company Secretary

Encl.: As above.

**TITAGARH WAGONS LIMITED**

CIN: L27320WB1997PLC084819

Registered & Corporate Office: Titagarh Towers, 756 Anandapur, E. M. Bypass, Kolkata - 700 107, India  
Phone : +91 33 4019 0800 | Fax: + 91 33 4019 0823 | Email : corp@titagarh.in | Web: www.titagarh.in

**MOBILITY**  
**FOR MILLIONS. GLOBALLY.**



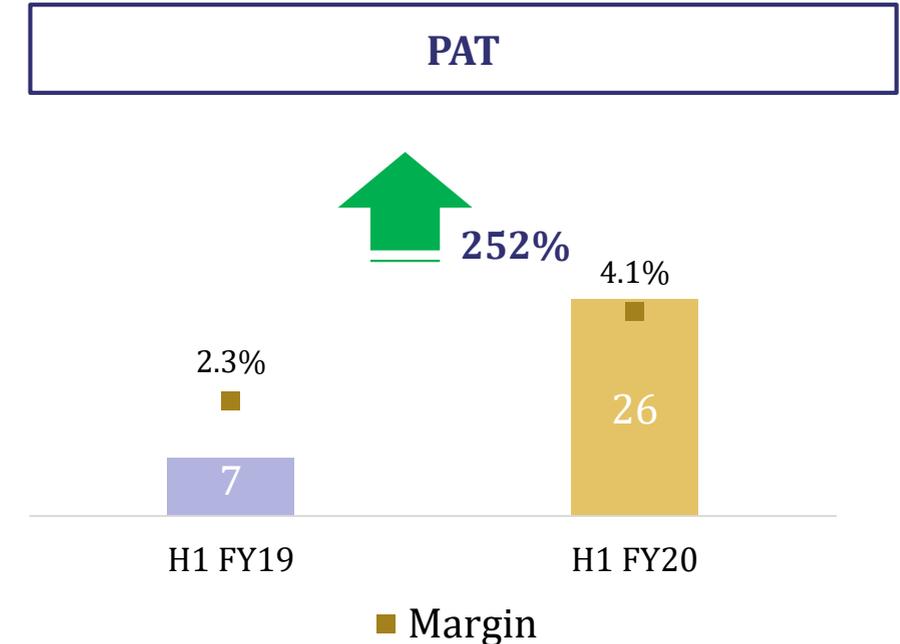
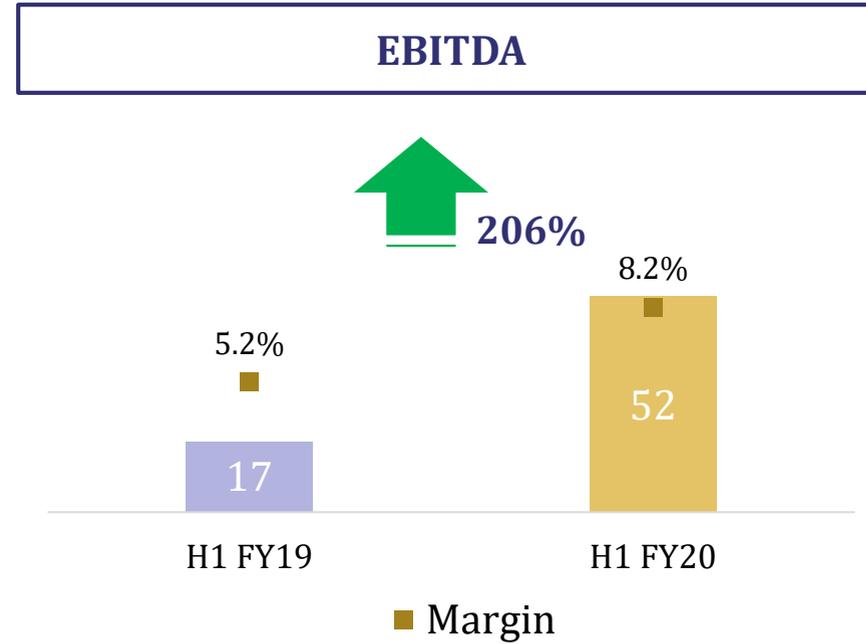
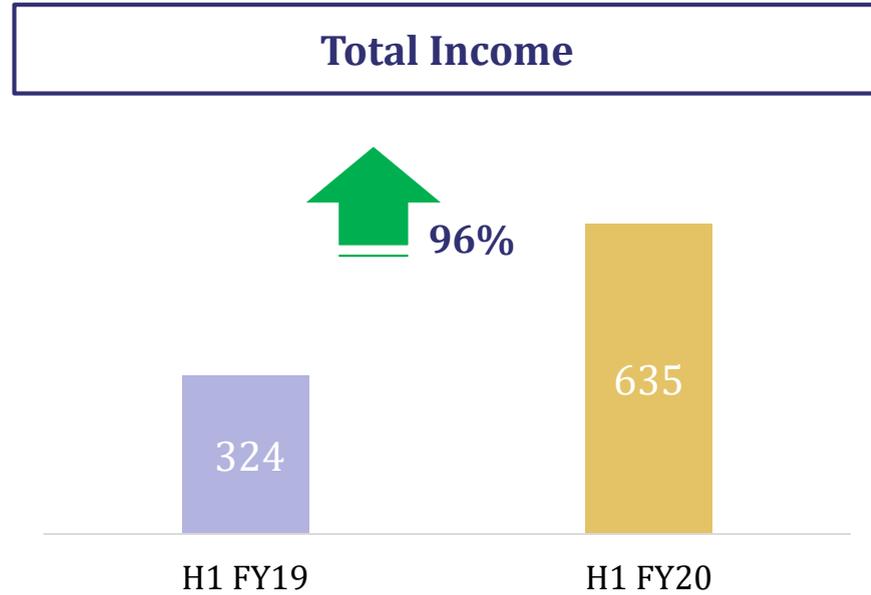
**Titagarh Wagons Ltd**  
(BSE:532966 ; NSE:TWL)

**Earnings Presentation**  
**H1 FY2020**

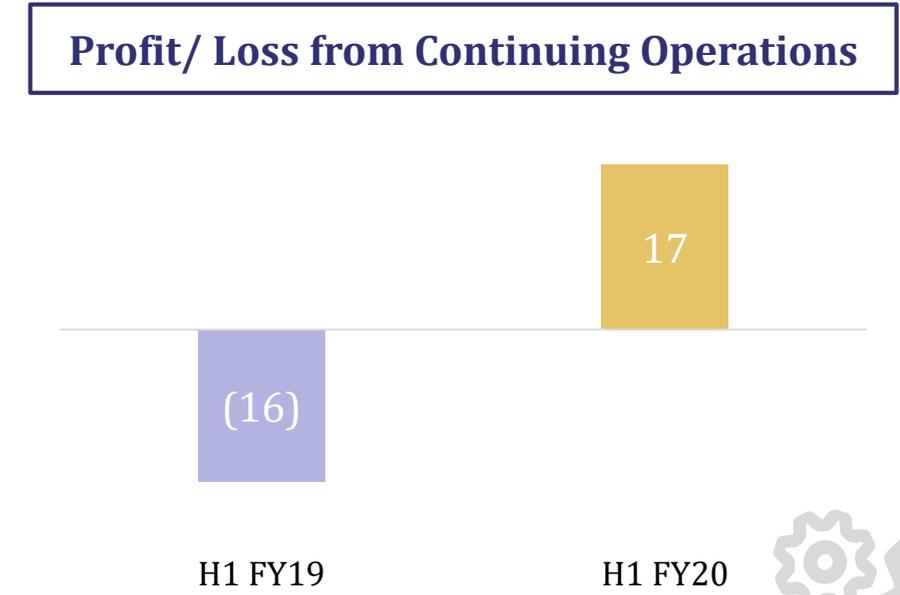
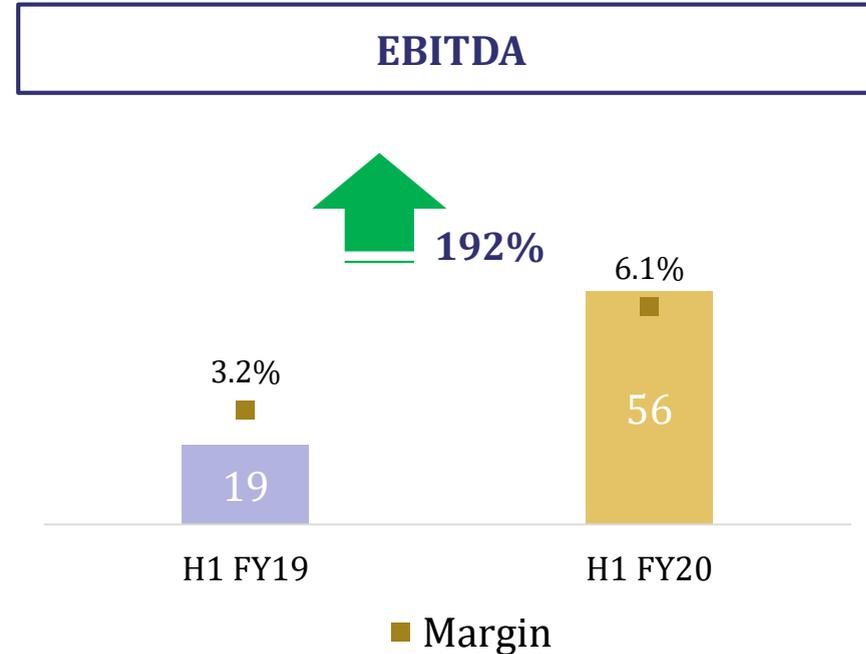
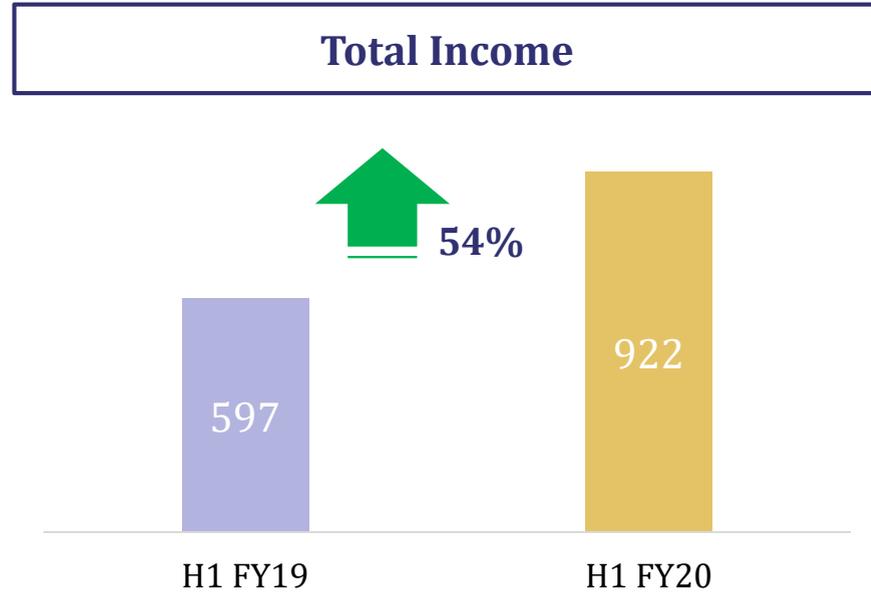
# H1 FY2020 Financial Highlights

Delivered strong financial performance from core standalone business

Standalone (Rs. Cr)



Consolidated (Rs. Cr)





**Commenting on the results, Mr. Umesh Chowdhary, Vice Chairman and Managing Director said:**

I am pleased to report that the Company delivered strong performance during the quarter on both standalone and consolidated basis. The margins recorded significant improvement as compared to the previous year, due to execution of the order for railway wagons received in the previous year and cost rationalization initiatives across the organization.

The consolidated order book position of the Group has increased from Rs 4,500 crores as of June-19 to Rs 5,100 crores as of Sept-19. The major order booked during the quarter is from Pune Metro amounting to Rs 1,062 crores. With the receipt of the above order the proportion of the passenger rolling stock business is almost at par with the freight rolling stock business for the domestic operations.

The Company expects an increase in the order book of freight wagons from the finalization of the Railway wagon tender for 6,000 wagons approx. which is expected to be finalized shortly.

Titagarh's half yearly performance is in line with its annual operating plan and the Company expects to achieve the targets during the remaining part of the year. As a part of strategy, we are in the process of consolidating TWL's subsidiaries to simplify organization structure and enhance operational efficiency. Further, we continue to strengthen our order book, improve capacity utilization and optimize working capital to generate sustainable cash flows and create value for our stakeholders.

## Recent Project Wins



**Project Value:**

Rs 1,062 Cr

**Scope of Work:**

34 trainsets of 3 coaches each

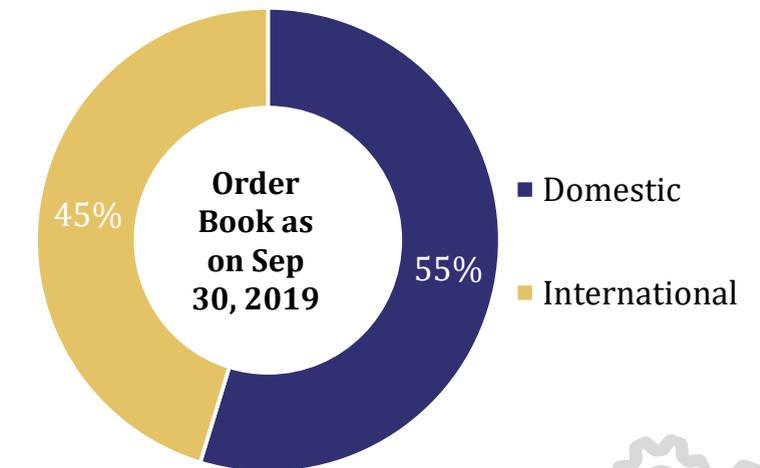
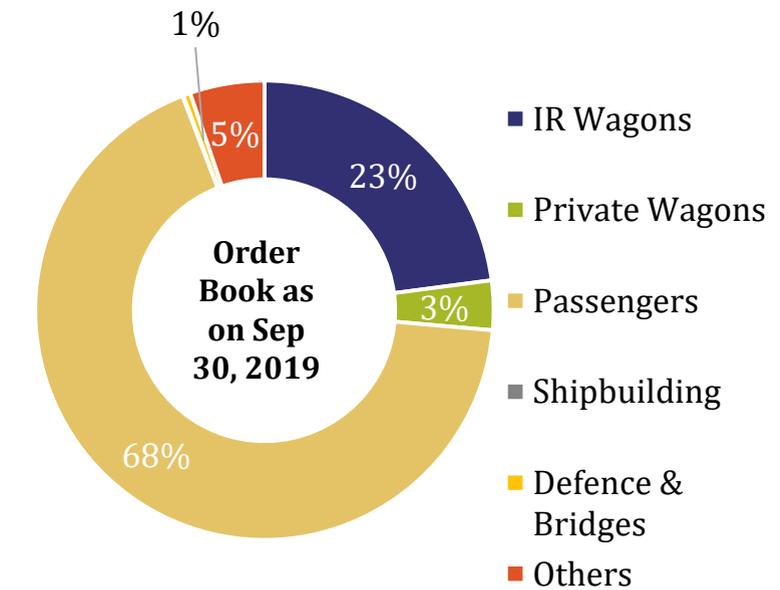
**Project Completion:**

3 years



# Order Book: Consolidated

During H1 FY2020 executed orders worth of Rs. 912 Cr; Total order book as on Sep-2019: Rs. 5,128 Cr



- Includes order of 5,058 wagons from Indian Railways with value of Rs.1,561 Cr
- Additional order received from Pune Metro for the design, manufacture and supply of 34 trainsets. As per the tender documents, the first 3 car prototype metro trainset are required to be supplied in 78 weeks and the balance 33 trainsets in several phases over 160 weeks. Value of the contract is Rs 1,062 Cr
- Movement of order book from low margin wagon business to high margin passenger segment



# Financial Performance: Consolidated

Rs. Crores	Q2		YoY Growth	Q1	QoQ Growth	Half Year		YoY Growth
	FY2020	FY2019		FY2020		FY2020	FY2019	
Total Income	425	315	35.0%	497	(14.5)%	922	597	54.4%
EBITDA	30	15	94.4%	28	4.9%	56	19	192.4%
Margin (%)	7.0%	4.9%		5.7%		6.1%	3.2%	
Profit/ Loss from Continuing Operations	8	(10)	nm	10	(19.0)%	17	(16)	nm
Profit/ Loss from Discontinuing Operations	0	(10)	nm	(51)	nm	(51)	(20)	nm
Net Profit attributable to Shareholders	8	(18)	nm	(41)	nm	(33)	(33)	nm
Margin (%)	1.9%	nm		nm		nm	nm	
Basic EPS (Rs.)	0.68	(1.52)	nm	(3.54)	nm	(2.86)	(2.82)	nm



# Segment Performance: Consolidated



Rs. Crores	Q2		YoY Growth	Q1	QoQ Growth	Half Year		YoY Growth
	FY2020	FY2019		FY2020		FY2020	FY2019	
<b>Wagons &amp; Coaches</b>								
Revenue	289	131	119.8%	305	(5.5)%	594	223	166.0%
EBIT	28	5	458.7%	31	(8.4)%	59	6	812.9%
Margin (%)	9.3%	2.7%		9.3%		9.3%	2.0%	
<b>Specialised Equipment &amp; Bridges</b>								
Revenue	7	22	(65.7)%	8	(6.7)%	15	40	(61.4)%
EBIT	1	3	(51.9)%	2	(26.4)%	3	6	(49.3)%
Margin (%)	0.4%	1.4%		0.5%		0.5%	1.8%	
<b>Shipbuilding</b>								
Revenue	2	31	(92.6)%	15	(85.1)%	18	53	(66.3)%
EBIT	0	6	(95.5)%	2	(87.5)%	2	11	(77.1)%
Margin (%)	0.1%	3.2%		0.7%		0.4%	3.3%	



# Financial Performance: Standalone



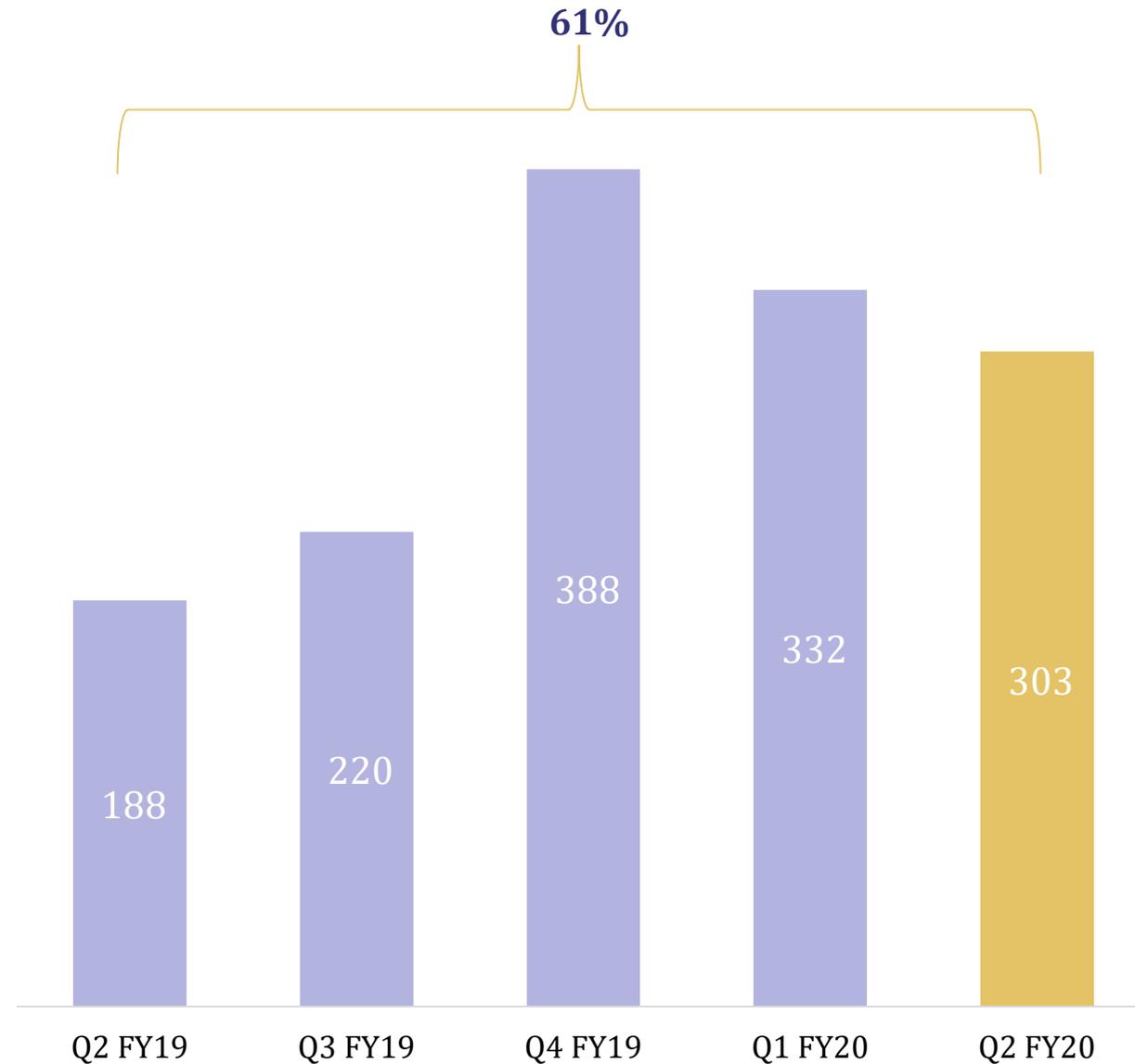
Rs. Crores	Q2		YoY Growth	Q1	QoQ Growth	Half Year		YoY Growth
	FY2020	FY2019		FY2020		FY2020	FY2019	
Total Income	303	188	61.3%	332	(8.6)%	635	324	96.0%
EBITDA	24	11	110.7%	28	(16.4)%	52	17	205.6%
<i>Margin (%)</i>	7.8%	6.0%		8.5%		8.2%	5.2%	
Profit After Tax (PAT)	12	5	137.0%	14	(9.9)%	26	7	252.5%
<i>Margin (%)</i>	4.1%	2.8%		4.1%		4.1%	2.3%	
Basic EPS (Rs.)	1.07	0.45	137.8%	1.18	(9.3)%	2.25	0.64	251.6%



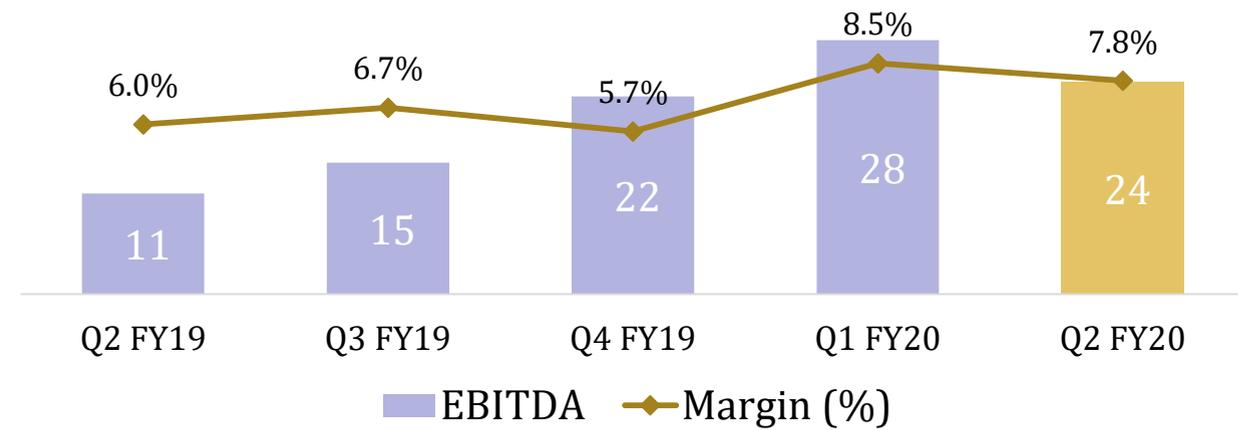
# Financial Performance Trend: Standalone

Timely execution of orders and delivering consistent quarterly performance

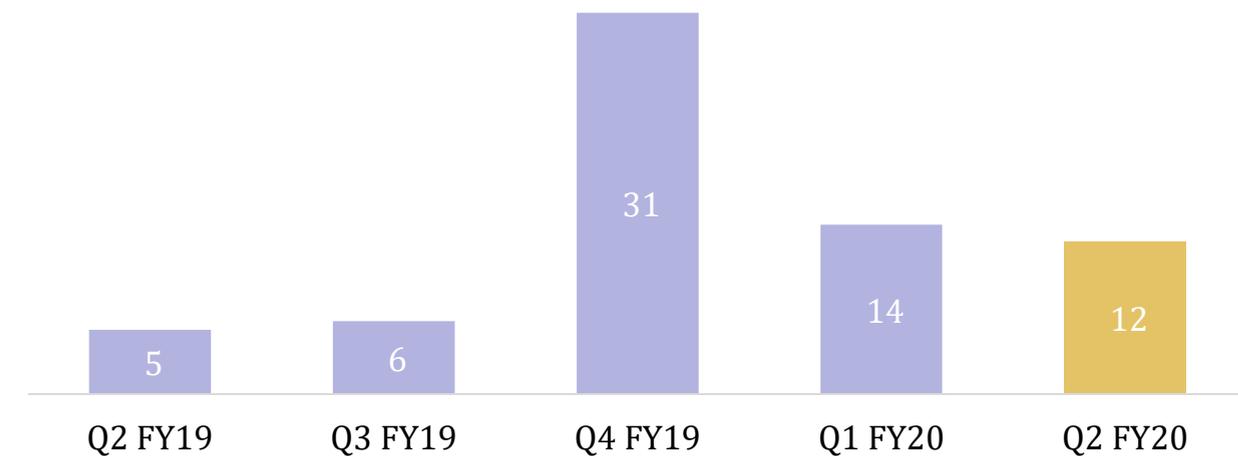
Revenue (Rs. Cr)



EBITDA (Rs. Cr)



Profit/ Loss from Continuing Operations (Rs. Cr)



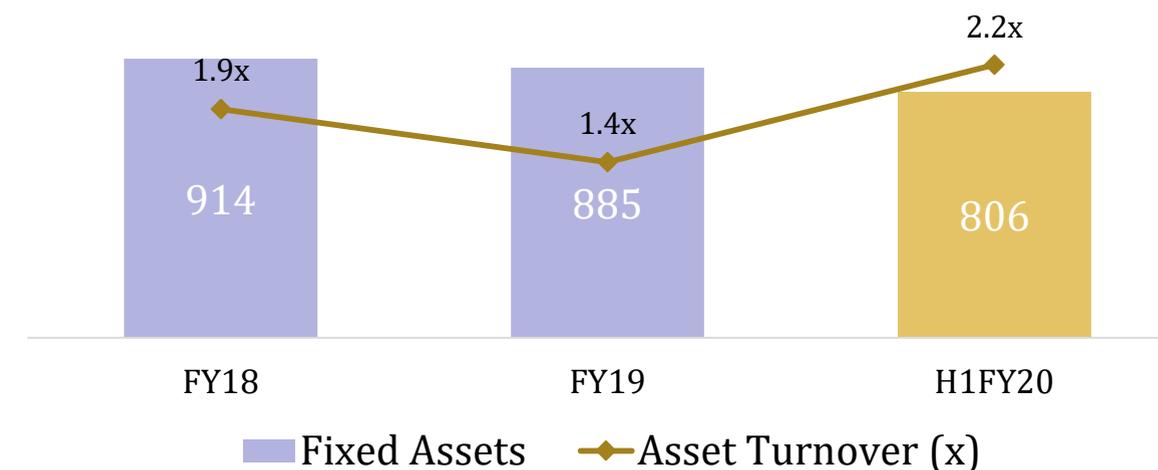
# Capital Structure: Consolidated



## Higher asset utilization and reduction in gross debt

Rs. Crores	Mar-2019	Sep-2019
Short Term Debt	294	272
Long Term Debt	576	567
<b>Gross Debt</b>	<b>870</b>	<b>839</b>
Cash	99	24
<b>Net Debt</b>	<b>771</b>	<b>815</b>
<b>Total Equity</b>	<b>816</b>	<b>763</b>

**Fixed Assets (Rs. Cr) and Asset Turnover (x)\***



**Net Debt/Equity (x)**

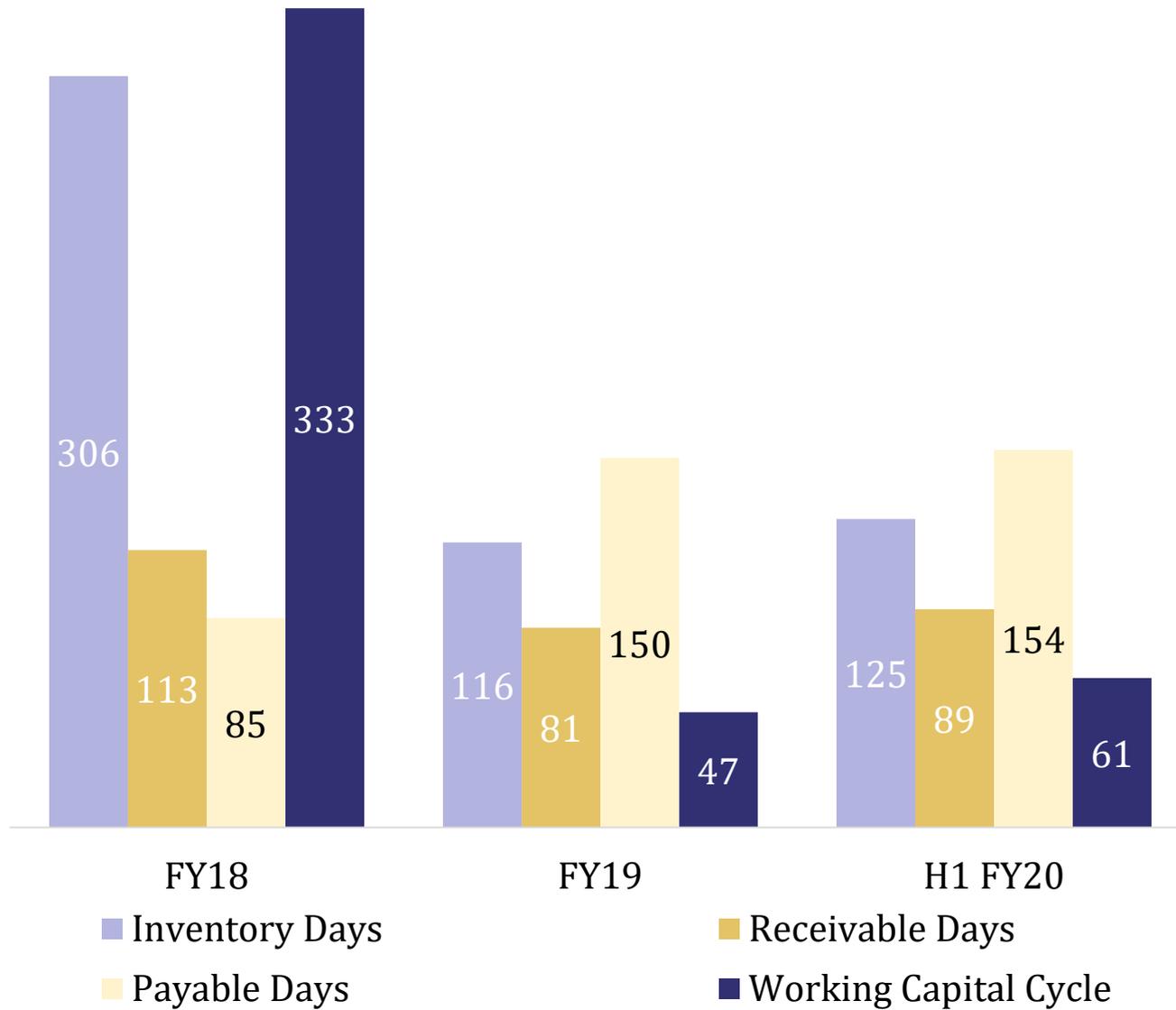


\* Annualized

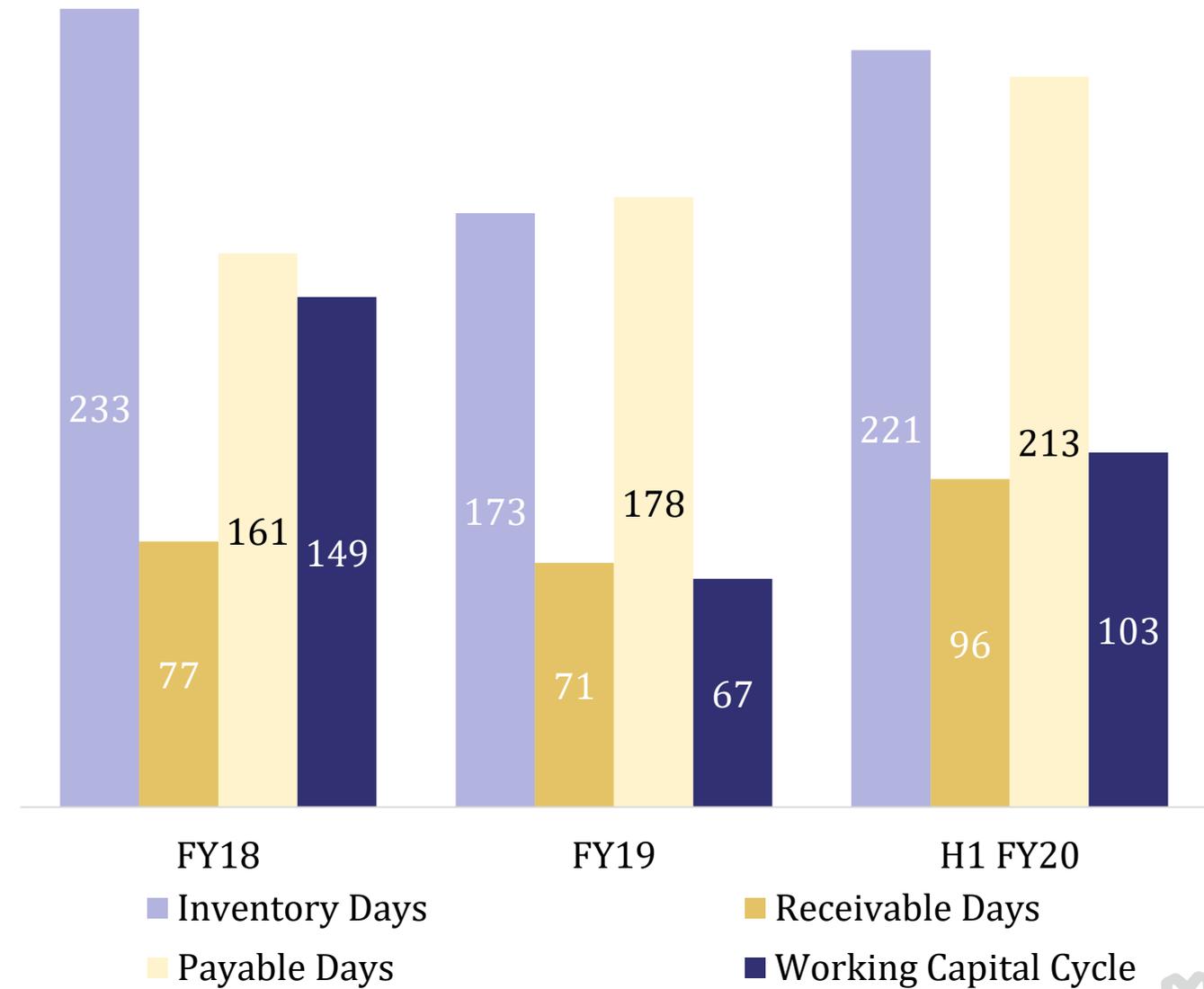


# Working Capital Cycle

## Standalone



## Consolidated



<b>Year of Establishment</b>	1997
<b>Market Cap<sup>1</sup></b>	Rs. 515 Cr
<b>Manufacturing Capacity</b>	Wagons: 8,400 Steel Foundry: 25,000 MT
<b>Business Activities</b>	Manufacturing of wagons & coaches, Specialised Equipment & Bridges and Shipbuilding

## The Titagarh Edge

- 150 years experience through organic and inorganic growth in various rolling stock products
- Manufacturing presence in two countries (India and Italy)
- Focused on the high growth areas in the infrastructure sector
- Largest private company in India to be engaged in the manufacturing of freight and passenger rolling stock
- Diversified business segments
- Playing a vital role in building the defence infrastructure of the nation
- World's most experienced and well-equipped manufacturers with its range of bailey and modular bridges

Note:

1. Market cap as on Nov 6, 2019

1	<b>Reduction of Debt</b>	Management is focused on profitable growth, optimizing working capital, improve cash flows and reduce debt
2	<b>Expand into Global Markets</b>	Leveraging Italy business experience and advanced technology, the Company plans to expand its footprint into global markets specially into metro and train electricals
3	<b>Consolidation of Subsidiaries</b>	Consolidation of subsidiaries to simplify organization structure and improve overall operational efficiency
4	<b>Diversified Product Portfolio</b>	Diversified revenue profile with increasing focus on additional products such as passenger rolling stocks, bridges and shipbuilding
5	<b>Strong Order Book</b>	Strong, replenishing and advance backed orders with better margin level



# Disclaimer



This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Titagarh Wagons’ 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, macro-economic, 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.

Titagarh Wagons undertakes no obligation to publicly revise any forward looking statements to reflect future/ likely events or circumstances.

*For further information, please contact:*

**Anil Agarwal**  
**Chief Financial Officer**  
**Titagarh Wagons**

**T: +91 33 4019 0800**  
**E: [anil.agarwal@titagarh.in](mailto:anil.agarwal@titagarh.in)**

**Ravi Gothwal/ Ajay Tambhale**  
**Churchgate Partners**

**T: +91 22 6169 5988**  
**E: [Titagarh@churchgatepartners.com](mailto:Titagarh@churchgatepartners.com)**





**Titagarh Wagons Limited**  
**Kolkata Registered & Corporate Office**

Titagarh Towers, 756,  
Anandapur, E.M. Bypass  
Kolkata - 700107, West Bengal, India  
T: +91 33 4019 0800  
F: +91 33 4019 0823  
E: [corp@titagarh.in](mailto:corp@titagarh.in)

**Delhi Office**

A-50 Type A, Hortron Complex  
Electronic City, Sector -18  
Gurugram - 122015, Haryana, India

CIN: L27320WB1997PLC084819