

**SANGHVI MOVERS LIMITED**  
**Q2 FY 2017 Financial Results Update**

**PERFORMANCE REVIEW FOR THE QUARTER/PERIOD ENDED 30<sup>th</sup> SEPTEMBER, 2016**

**Summary of financial performance is as under -**

(Rs. in Crores)

Sr	Particulars	YTD Sept-16	Q2 FY17	Q1 FY17
a)	Income from Operations	249.65	111.13	138.52
b)	Other Income	4.59	3.23	1.81
c)	Total Income (a) + (b)	254.24	114.37	140.33
d)	Total Expenditure	96.45	46.17	50.74
e)	PBIDIT c) – d)	157.79	68.20	89.59
f)	% of PBIDT to Op. Income e-b) / a) x 100	<b>61.36%</b>	<b>58.46%</b>	<b>63.36%</b>
g)	Interest	31.98	16.19	15.79
h)	Depreciation	69.22	33.44	35.78
i)	Profit Before Tax	56.59	18.57	38.02
j)	Tax expense (current tax + deferred tax)	18.82	6.04	12.78
k)	Profit After Tax	37.77	12.53	25.24
l)	<b>% of PAT to Total Income</b>	<b>14.85%</b>	<b>10.95%</b>	<b>17.98%</b>
m)	Total Cash Accruals (PAT + Depreciation)	106.99	45.97	61.02
n)	Net Worth	794.36	794.36	781.43
o)	Total Loans (Secured + Unsecured)	567.19	567.19	587.66
p)	Debt : Equity Ratio	<b>0.71</b>	<b>0.71</b>	<b>0.75</b>
q)	Average Capacity Utilization for the period	<b>72%</b>	<b>66%</b>	<b>79%</b>
r)	Average Gross Yield for the period	<b>2.78%</b>	<b>2.77%</b>	<b>2.80%</b>

• **OTHER INCOME – Rs. 4.59 Crs. –**

Other Income for the six months period ended 30<sup>th</sup> September, 2016 includes Realized and Unrealized Gain of Rs. 1.46 Crores on Trade Investment i.e. Investment in Equity Shares of Suzlon Energy Limited. It also includes a sum of Rs. 1.92 Crores towards the interest received on GJ RTO Tax refund and a sum of Rs. 0.67 Crores towards profit on 3 Nos. cranes sold during the six months period ended 30<sup>th</sup> September, 2016.

• **SECTOR WISE REVENUE BREAK UP –**

The Sector Wise Revenue Break up for the six months period ended for 30-09-2016 and H1 of FY 2016 is as under –

Sr	Sector	H1 FY 2017	H1 FY 2016
1	Wind Mill Sector	63.00%	58.00%
2	Power Sector	15.00%	12.00%
3	Refinery & Gas	11.00%	15.00%
4	Steel & Metal	4.00%	3.00%
5	Cement	2.00%	8.00%
6	Other Industries	5.00%	4.00%
	<b>Total :-</b>	<b>100.00%</b>	<b>100.00%</b>

• **SUNDRY DEBTORS –**

Total Sundry Debtors as on 30<sup>th</sup> September 2016 is Rs. 15440.79 lacs

**Analysis of Receivables -**

Sr	Particulars	Rs. lacs
A)	S. Debtors less than 180 days considered good	14210.69
B)	S. Debtors for more than 180 days	2317.25
C)	Total Receivables as on 30-09-2016 before Provision for Doubtful Debts	16527.94
D)	Less : Provision for Doubtful Debts	1087.15
E)	Net S. Debtors C) – D)	15440.79
F)	No. of Days Receivables excluding Service Tax Component ( C ) / { D / 183 days}	98 Days

• **SHORT TERM INVESTMENTS – RS. 50.28 Crores –**

The company has made Short Term Investment of Rs. 50.28 Crores in Mutual Funds which will be liquidated to fund the Capex Plan for current financial year as well as for payment of balance amount of Term Loan Installment due in the current financial year.

- **BUSINESS OUTLOOK & ORDER BOOK POSITION –**

Considering the current order book position (~ Rs. 250 Crores) for next six months, the company is expected to have fleet capacity utilization between 80 to 82 per cent in Q3 and Q4 of current financial year.

- **TERM LOAN OBLIGATION FOR FY 2016-17 -**

SML has total term loan obligations of Rs. 11850 lacs in the current financial year, out of which it has already paid Term Loans Installments to the tune of Rs 7554 lacs till 31<sup>st</sup> October, 2016. A sum of Rs. 4296 lacs is payable over the period of next 5 months. Hence the company is confident about its Debt Servicing for the financial year 2016-17.

- **ESTIMATED AMOUNT OF DEBT OUTSTANDING AS ON 31-03-2017 –**

Considering the estimated amount of bank borrowings during the current financial year to fund the Capex Plan, Cash Accruals and Debt Repayment in the current financial year, the estimated amount of total Debt Outstanding as on 31<sup>st</sup> March, 2017 would be in the range of Rs. 525 Crores to Rs. 530 Crores and Debt : Equity Ratio would be less than 0.70 : 1.

- **CAPEX DONE DURING THE PERIOD –**

The company has done following additions to its Fixed Assets in H1FY17.

Sr	Particulars	Rs. Crores
1	Additions to Building (BKC + Existing Depot Development)	20.79
2	Additions to Cranes & Attachments (#)	27.70
3	Vehicles for Office Use	0.23
4	Furniture, Fittings & Office Equipments	0.19
	Total additions to the Fixed Assets up to 30-09-2016	48.91

*(#) Includes capitalization of 8 Nos. Tyre Mounted Cranes aggregating to Rs. 23.68 Crores which were purchased in the previous financial year and were shown under the Head Loans and Advances as on 31<sup>st</sup> March, 2016.*

- **REVIEW OF CAPEX PLAN FOR FY 2016-17 –**

The company proposes to do a Capital Expenditure of Rs. 189.25 Crores in the current financial year and have placed a Purchase Order for import of 5 Nos. New Terex Demag CC 3800-1 Cranes (Capacity – 650 MT) and some Derrick Attachments and Boom Inserts for its Demag CC 2800-1 Cranes. These cranes has been bought under Trade in Agreement with Terex Global GmbH which will buy 5 Nos. used Terex Demag CC 2400-1 Cranes from the company at an aggregate value of Rs. 53.33 Crores. Hence the net Capex for Cranes and allied attachments would be around Rs. 136.00 Crores. In addition to this, the Company has already bought Office premises in BKC, Bombay for a sum of Rs. 17 Crores. Hence the Total Capex for FY 2016-17 would be Rs. 153 Crores.

The company has received the delivery of first 2 Nos. Terex Demag CC 3800-1 Cranes in the month of October, 2016. The said cranes are currently deployed. The delivery of the third Crane has happened in the second week of November, 2016. The Company has already received a Work Order for this crane and from the Bombay Dock; the said crane will be moved to our client's job site. The delivery of balance 2 Nos. cranes will happen in the first week of December, 2016 and will directly go the job site of our client. The company has already received the Work Order for these 2 cranes also.