



## ***Results Update for Q1FY2020***

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## **FINANCIAL HIGHLIGHTS**

**1.0 FINANCIAL HIGHLIGHTS**

**1.1 - Summarised Financial Performance**

(Rs. in Crores)

Sr	Particulars	Q1FY 2020	Q1FY 2019
a)	Income from Operations	83.28	71.56
b)	Other Income	2.46	0.49
c)	Total Income (a) + (b)	85.74	72.05
d)	Total Expenditure	42.31	38.39
e)	PBIDT c) – d)	43.42	33.66
f)	% of PBIDT to Operating Income e)-b) / a) x 100	49.18%	46.35%
g)	Interest	11.41	12.65
h)	Depreciation	36.30	36.80
i)	Profit Before Tax	(4.30)	(15.80)
j)	Tax expense (current tax + deferred tax)	(1.17)	(5.18)
k)	Profit / (Loss) for the period	(3.13)	(10.62)
l)	% of PAT to Total Income	N.A.	N.A.
m)	Total Cash Accruals (PAT / [Loss] + Depreciation)	33.17	26.18
n)	Net Worth	729.84	780.90
o)	Total Loans (Secured + Unsecured)	411.70	494.56
p)	Debt : Equity Ratio	0.56	0.63
q)	Average Capacity Utilization for the Year	72%	58%
r)	Average Gross Yield for the Period	1.80%	1.95%

**Other Income for the Quarter ended June, 2019 -**

Other Income of Rs. 2.46 Crores includes a sum of Rs. 1.78 Crores towards Profit on Sale of 5 No. Crane sold during the Quarter and a sum of Rs. 0.66 Crores towards the profit on sale of residential flat at Pimple Saudagar, Pune.

**1.2 - Capex Done during the Quarter – Nil**



## **DEBT PROFILE AS ON 30-06-2019**



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### **2.0 DEBT PROFILE AS ON 30-06-2019**

#### **2.1 - Break up Borrowing as on 30-06-2019**

Sr.	Particulars	Rs. in Crores
1	Term Loans from various Banks	391.53
2	Working Capital Loan - Cash Credit Limit	20.17
3	Unsecured Loans Deposit from Directors (Sanghvi Family)	20.16
	<b>Total Borrowings</b>	<b>411.70</b>

#### **2.2 – Average Cost of Borrowings during the Quarter**

The average rate of interest for Term Loan was 10.02% while for Cash Credit Limit was 9.40% per annum.

#### **2.3 - Details of Loans taken during the Quarter ended 30-06-2019** NIL

#### **2.4 - Term Loan Repayment made during the Quarter Ended 30-06-2019**

SML has total term loan obligations of Rs. 91 Crores in the current financial year, out of which it has already paid Term Loans Installments to the tune of Rs 33 Crores till 30th June 2019. A sum of Rs. 58 Crores is payable over the period of next 9 months.



## **FLEET OF CRANES AS ON 30<sup>th</sup> June 2019**

### **3.0 FLEET OF CRANES AS ON 30th June 2019 -**

SML has a fleet of 395 Cranes as on 30th June, 2019. The total amount of Gross Block of Cranes as on 30th June, 2019 was Rs. 2130 Crores. Company has fleet of 252 cranes above 100 MT capacities which constitutes 92% of our Gross Block.



**DETAILS OF REVENUE, CLIENTS ,**  
**POSITION OF S. DEBTORS, RECEIVABLE**  
**DAYS ETC.**

**4.0 DETAILS OF REVENUE, CLIENTS, POSITION OF S. DEBTORS, RECEIVABLE DAYS ETC.**

**4.1 Sector Wise Revenue Break Up**

The Sector Wise Revenue Break up is as under -

Sr	Sector	Q1 FY 2020	Q1 FY 2019
1	Wind Mill Sector	52.00%	52.00%
2	Power Sector	4.00%	16.00%
3	Refinery & Gas	16.00%	8.00%
4	Steel & Metal	4.00%	3.00%
5	Cement	2.00%	4.00%
6	Other Industries	18.00%	17.00%
	<b>Total :-</b>	<b>100.00%</b>	<b>100.00%</b>

**4.2 Age Wise Analysis of S. Debtors Outstanding as on 30-06-2019**

Sr	Particulars	Rs. Crores
1	S. Debtors Less than 90 days	76.55
2	S. Debtors between 91 days to 180 days	4.65
3	S. Debtors between 181 days to 360 days	4.19
4	S. Debtors 361 days and above (net of PDD done)	4.27
	<b>Total S. Debtors as on 30-06-2019</b>	<b>89.66</b>
	<b>Average Receivable Days (excluding GST component included in Receivable amount)</b>	<b>76 days</b>





## **BUSINESS OUTLOOK**



## *Results Update for Q1FY2020*

### 5.0 – BUSINESS OUTLOOK

SML has seen an improvement in the order book in the current year supported by better capacity addition in the renewable wind energy sector and others. SML has also added significant new non-wind clients in FY 2018- 19 including steel, metro, railways, roads and bridges, ports, cement, industrial erection, hydrocarbon, petrochemicals, and refineries. SML is also currently working with all the business verticals of Larsen & Toubro Limited.

In the steel sector, JSW is building a new integrated 5 mtpa capacity flat steel plant at 15000 Cr in Dolvi, Maharashtra which is to be completed by FY 2019-20. JSW is also investing Rs. 7,500 cr in Bellary, Karnataka for capacity expansion and setting up a new coke oven plant. The expansion would enable the company to increase plant capacity to 13 mtpa by March 2020. Tata Steel Limited (TSL) has begun a 5 mtpa Phase-II expansion of its Kalinganagar plant at Rs. 23,500 cr to be completed in the next 48 month. Looking forward, TSL has planned to scale up the nameplate capacity at its newly-acquired Tata Steel BSL (BSL), formerly Bhushan Steel Ltd, to 8.3 mtpa in FY 2020-21.

Core infrastructure projects such as the Mumbai-Trans Harbour Link, Mumbai Coastal Road Project, Mumbai Nagpur Samruddhi Mahamarg highway project, river interlinking projects, building of Andra Pradesh's new capital in Amaravathi, construction of India International Convention and Exhibition Centre (IICC), Dwarka, Delhi have led to an increase in the demand for cranes.



## ***Results Update for Q1FY2020***

The sharp decline in wind power installation during FY2018 and FY 2019 E has had some impact on company revenues and on profitability. However, given the 10,000 MW capacity addition awarded by SECI and state power utilities, wind installation will witness a strong recovery over the next 12-18 months. This capacity addition will, in turn, provide strong revenue visibility for your company.

As per Industry estimates, windmill installation in India will increase to 4000-4500 MW in the current financial year i.e. FY 2019-20 (FY 2018-19: - 2000 MW).



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### **Disclaimer:**

This presentation contains certain forward looking statements concerning Sanghvi Movers Limited's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition and economic growth in India. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company. No part of this presentation shall be reproduced, copied, forwarded to any third party either in print or in electronic form without prior express consent of the company.