

SANGHVI MOVERS LIMITED

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CIN No.: L29150PN1989PLCO54143



REF: SML/SEC/SE/20-21/71

Date: 11th February 2021

By Online filing

BSE Limited,

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400001

Kind Attn.: Ms. Pooja Sanghvi - Relationship Manager

Ref: Code No. 530073

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai - 400051

Kind Attn.: Mr. K. Hari - Asst. Vice President

Symbol: SANGHVIMOV

Sub.: Financial Results updates

Dear Sir/Madam,

Pursuant to the requirements of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the financial results update for the quarter ended on 31 December 2020.

You are requested to take the same on your records and further place the same on your website for the information of shareholders, investors, analysts and public at large.

The financial results update is also available on the Company's website i.e. www.sanghvicranes.com.

Thanks & Regards,

For Sanghvi Movers Limited

Rajesh P. Likhite
Company Secretary &
Chief Compliance Officer



Encl.: As above



Sanghvi Movers Limited
Results Update for Q3 FY 2021

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Sanghvi Movers Limited
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FINANCIAL HI-LIGHTS



Sanghvi Movers Limited ***Results Update for Q3 FY 2021***

1.1 Gist of financial performance is as under –

- SML have achieved Turnover of Rs. 54.83 Crores during the quarter ended 31st December, 20 and have posted net loss of Rs. 13.04 Crores.
- Average CU for the Q3FY 21 was 57% while average blended was 1.56% per month. *(Q2 FY21 CU: 53%, Yield : 1.51%)*
- Total Turnover for the nine months' period ended 31st December, 2020 was 142.62 Crores and Net Loss was Rs. 30.22 Crores. Average CU for the nine month's period was 50% while blended average yield was 1.44% p.m.
- Other Income of Rs. 20.64 crores for the nine month's period ended 31st December, 2020 includes, profit on sale of depot land, profit on sale of 5 Nos. cranes, profit on sale of windmill at Chitradurga, KA, Interest on I Tax Refund received, and liabilities/provisions written back to the extent no longer required, primarily on account of receipt of money from Suzlon Energy Limited against its old dues.
- Company have sold 5.05 MW wind mills (installed in RJ and KA) during the quarter and exited from non-core business.
- During the period under review, company have received a sum of Rs. 12.10 Crores from Suzlon Energy Limited against its past dues for which company have already made provision for doubtful debts in previous financial year.
- Out of total term loan repayment obligations of Rs. 93.17 Crores in the current FY, company has paid TL Installments to the tune of Rs 75.05 Crores till 31st December, 2020. A sum of Rs. 18.12 Crores is payable in Q4 FY21.



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Investment in Equity Shares of Suzlon Energy Limited – SML have invested a sum of Rs. 6 Crores in Equity Shares of Suzlon Energy Limited. The details of which are as under -

| Sr. | Particulars | Details |
|-----|--------------------------------------|----------------------------------|
| 1 | No. of equity shares allotted to SML | 2,44,89,500 |
| 2 | Face Value | Rs. 2.00 per share |
| 3 | Allotment Price | Rs. 2.45 per share |
| 4 | Total amount invested | Rs. 5,99,99,275 |
| 5 | Date of Allotment | 27 th June, 2020. |
| 6 | Lock-in-period | One year from the allotment date |

- Further, company has entered into Option Share Purchase Agreement at Rs. 2.94 per share which includes call option premium of Rs.0.40 per share.

Accounting Treatment for Investment in Suzlon Energy Limited

As per the accounting Standard, the Investment in Equity shares of Suzlon Energy Limited is shown at its Fair Market Value as on 31.12.2020.

The notional Gain of Rs. 9.67 crores arisen out of the aforesaid investment is routed through other comprehensive income as company had opted for an irrevocable option to present subsequent changes in the fair value of an investment in an equity instrument through OCI while preparing / presenting the financial statement.

While MTM (notional) loss of Rs. 8.62 Crore on fair valuation of call obligation (since call option is Derivative instrument as per IND AS) account has been routed through profit & loss account as per the applicable Accounting Standard.



Sanghvi Movers Limited Results Update for Q3 FY 2021

1.2 Summary of financial performance is as under –

(Rs. Crs.)

| Sr | Particulars | YTD Dec-20 | Q3 FY21 | Q2 FY21 | Q1 FY21 | YTD Dec-19 | Q3 FY20 |
|----|---|---------------|--------------|--------------|--------------|---------------|--------------|
| a) | Income from Operations | 142.62 | 54.83 | 51.38 | 36.41 | 247.07 | 83.00 |
| b) | Other Income | 20.64 | 5.03 | 11.19 | 4.41 | 3.09 | 0.06 |
| c) | Total Income (a) + (b) | 163.26 | 59.86 | 62.57 | 40.82 | 250.16 | 83.06 |
| d) | Total Expenditure (###) | 95.44 | 43.43 | 30.42 | 21.58 | 124.30 | 40.58 |
| e) | PBIDIT c) – d) | 67.82 | 16.43 | 32.15 | 19.24 | 125.87 | 42.48 |
| f) | <i>% of PBIDT to Total Income</i> | <i>42%</i> | <i>42%</i> | <i>51%</i> | <i>47%</i> | <i>50%</i> | <i>51%</i> |
| g) | Interest | 21.13 | 6.12 | 7.36 | 7.64 | 32.13 | 9.93 |
| h) | Depreciation | 90.60 | 30.93 | 30.87 | 28.80 | 106.84 | 34.84 |
| i) | Profit Before Tax | (43.91) | (20.63) | (6.08) | (17.20) | (13.11) | (2.29) |
| j) | Tax expense (current tax + deferred tax) | (13.68) | (7.58) | (1.77) | (4.33) | (8.02) | (1.18) |
| k) | Profit After Tax | (30.22) | (13.04) | (4.31) | (12.87) | (5.08) | (1.11) |
| l) | <i>% of PAT to Total Income</i> | <i>N.A.</i> | <i>N.A.</i> | <i>N.A.</i> | <i>N.A.</i> | <i>N.A.</i> | <i>N.A.</i> |
| m) | Total Cash Accruals (PAT + Depre.) | 69.00 | 26.36 | 26.71 | 15.93 | 101.76 | 33.73 |
| n) | Net Worth | 703.31 | 703.31 | 710.00 | 718.39 | 727.48 | 727.48 |
| o) | Total Loans (Secured + Unsecured) | 232.76 | 232.76 | 262.45 | 302.07 | 345.19 | 345.19 |
| p) | Debt : Equity Ratio | 0.33 | 0.33 | 0.37 | 0.42 | 0.47 | 0.47 |
| q) | Average Capacity Utilization for the period | <i>50%</i> | <i>57%</i> | <i>53%</i> | <i>40%</i> | <i>72%</i> | <i>73%</i> |
| r) | Average Gross Yield for the period | <i>1.44%</i> | <i>1.56%</i> | <i>1.51%</i> | <i>1.25%</i> | <i>1.76%</i> | <i>1.76%</i> |

(###) Total expenditure for the quarter and nine months period ended 31st December, 2020, Includes MTM loss (notional) amounting to Rs. 8.62 crores on fair valuation of call obligation account w.r.t. investment in equity share of Suzlon Energy Limited which has been recognized through profit and loss account. (FMV of SEL Shares as on 31.12.20 – Rs. 6.37 / share minus Cost of Acquisition – Rs. 2.45 / share = Rs. 3.92 FMV of Call Option Premium x 2,44,89,500 (number of equity shares held by SML) = Rs. 9,59,98,840 minus Call option premium already received by SML i.e. Rs. 97,95,800 = Rs. 8,62,03,040). This valuation is broadly in line with the widely used option valuation methodology of Black and Scholes Model.



DEBT PROFILE AS ON 31-12-2020



Sanghvi Movers Limited ***Results Update for Q3 FY 2021***

2.0 DEBT PROFILE AS ON 31-12-2020

2.1 - Break up Borrowing as on 31-12-2020

(Rs. Crs.)

| Sr. | Particulars | 31.12.20 | 31.03.20 | Net + / (-) |
|-----|--|---------------|---------------|----------------|
| 1 | Term Loans from various Banks | 207.17 | 282.22 | (75.05) |
| 2 | Working Capital Loan - Cash Credit Limit | 3.00 | 9.51 | (6.51) |
| 3 | Unsecured Loans Deposit from Directors | 22.59 | 21.33 | 1.26 |
| | Total Borrowings | 232.76 | 313.06 | (80.30) |

Net reduction in total liabilities during the period 01-04-2020 to 31-12-2020 = Rs. 80 Crores

2.2 - Term Loan Repayment made during the period ended 31-12-2020

SML has total term loan obligations of Rs. 93.17 Crores in the current financial year, out of which it has already paid Term Loans Installments to the tune of Rs 75.05 Crores till 31st December, 2020. A sum of Rs. 18.12 Crores is payable over the period of next 3 months i.e. in Q4 FY21.

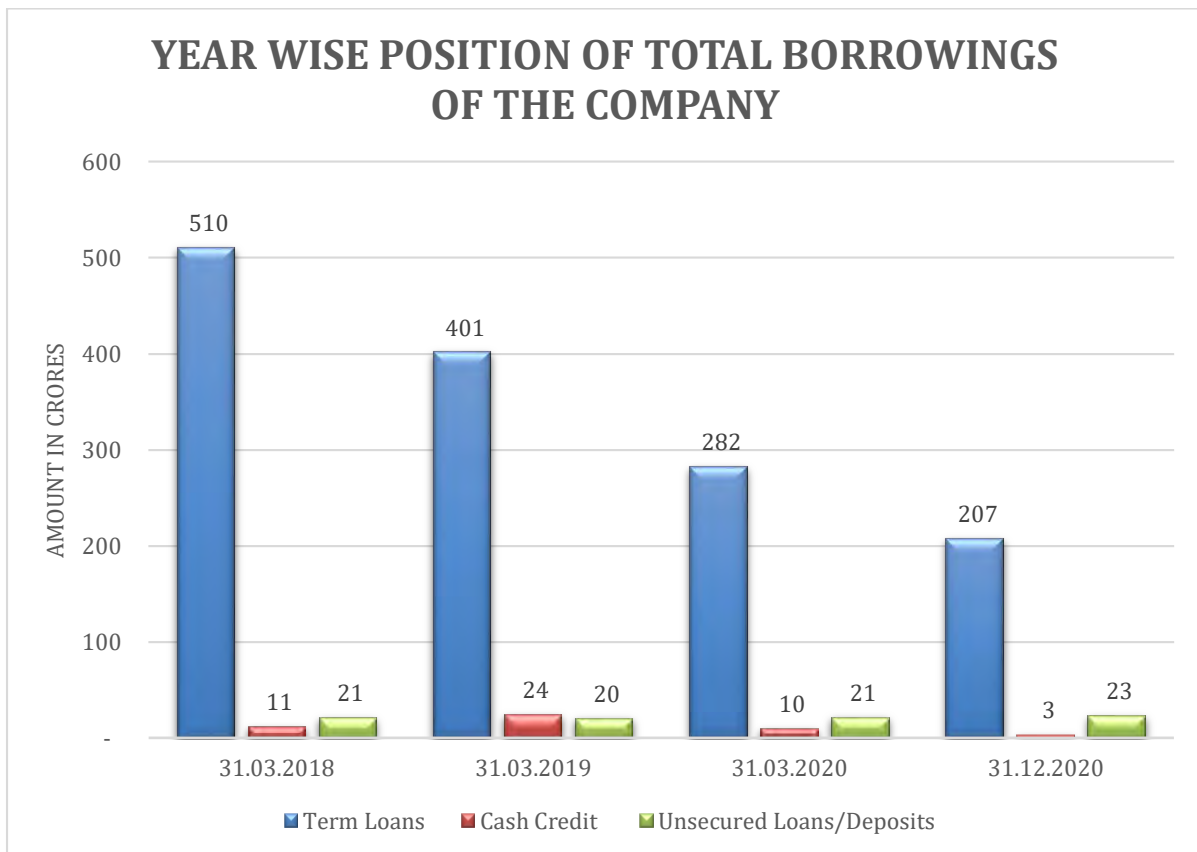
2.3 – Average Cost of Borrowings during the year

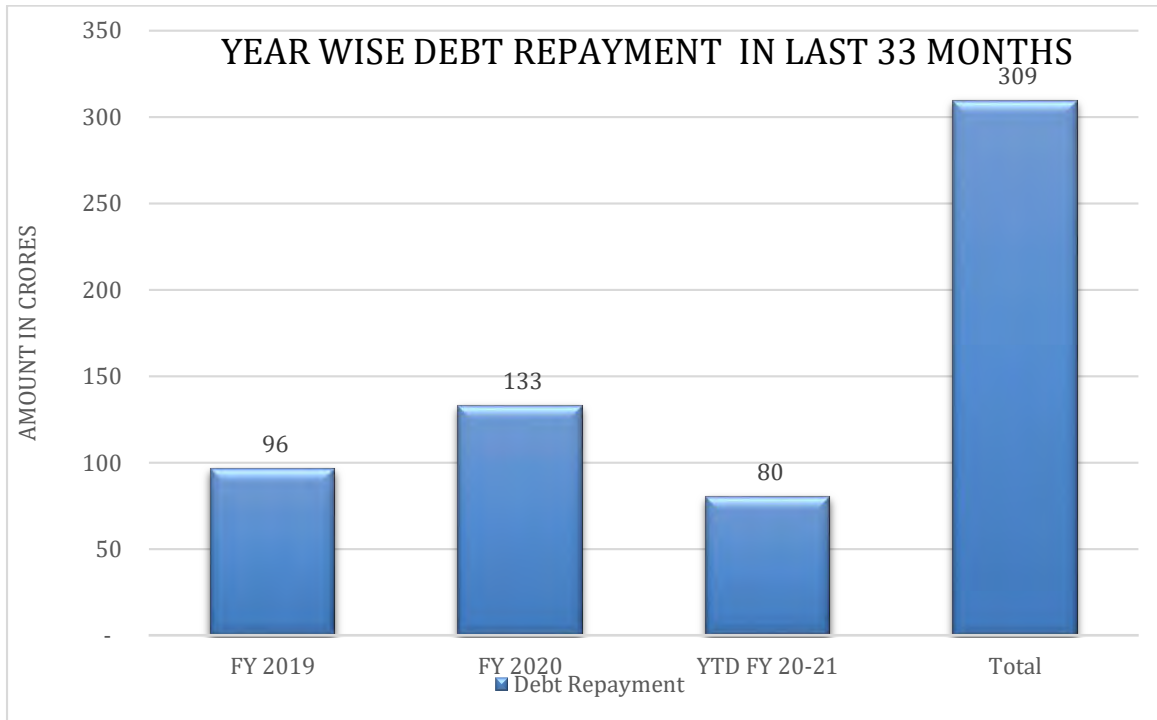
Current average cost of Borrowing is 8.62% per annum.

2.4 – Substantial Reduction in Debt over the years

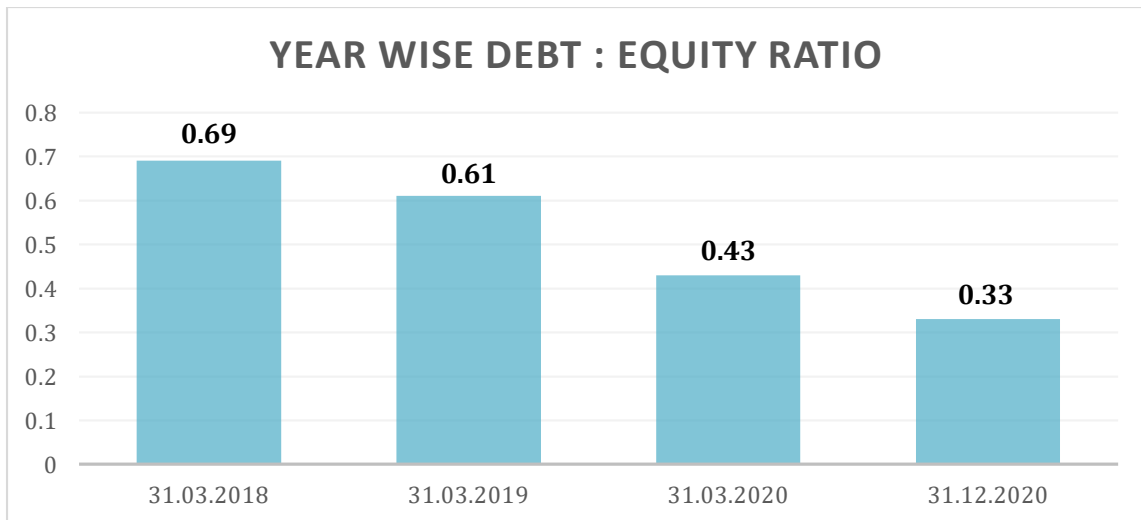
| Sr. | Particulars | 31.03.18 | 31.03.19 | 31.03.20 | 31.12.20 | Net Reduction |
|-----|-------------------------|---------------|---------------|---------------|---------------|-----------------|
| 1 | Term Loans | 510.00 | 401.00 | 282.00 | 207.00 | (303.00) |
| 2 | Working Capital Loan | 11.00 | 24.00 | 10.00 | 3.00 | (8.00) |
| 3 | Unsecured Loans (*) | 21.00 | 20.00 | 21.00 | 23.00 | 2.00 |
| | Total Borrowings | 542.00 | 445.00 | 313.00 | 233.00 | (309.00) |

(*) from Promoters/Directors



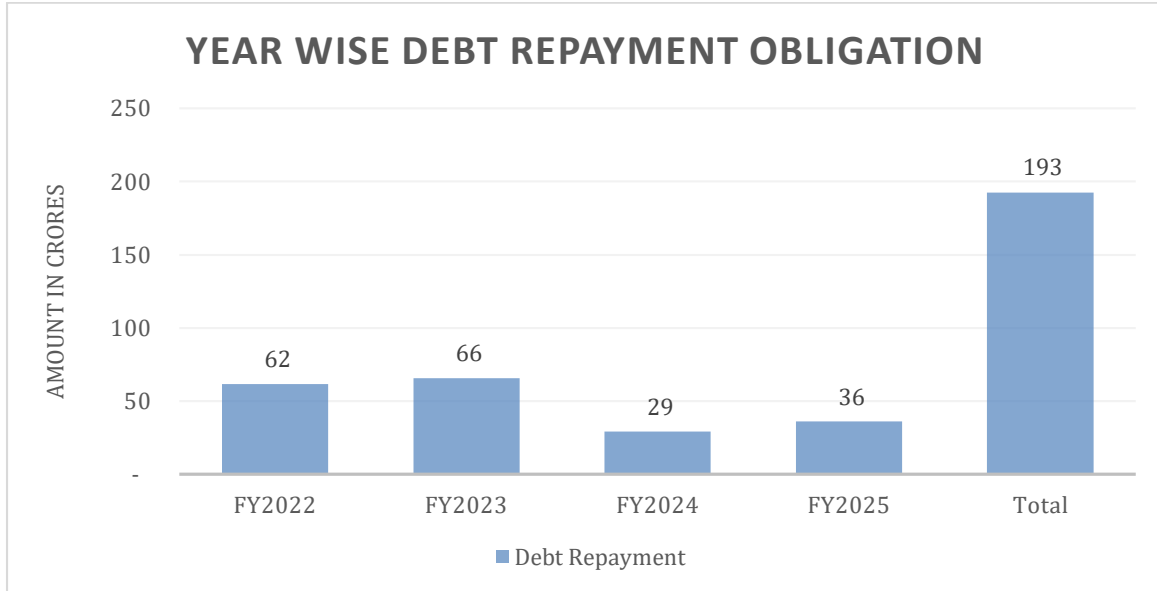


2.5 – Gradual Reduction in Debt : Equity Ratio





2.6 – Comfortable Debt Repayment Obligation in next four years





Sanghvi Movers Limited Results Update for Q3 FY 2021



FLEET OF CRANES AS ON 31st December 2020

3.0 FLEET OF CRANES AS ON 31st December 2020 -

SML has a fleet of 384 Cranes as on 31st December, 2020. The total amount of Gross Block of Cranes as on 31st December 2020 was Rs. 2138 Crores. Company has fleet of 242 cranes above 100 MT capacities which constitutes 92% of our Gross Block.



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



Sanghvi Movers Limited ***Results Update for Q3 FY 2021***

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 | 9 months FY 21 | 9 months FY 20 |
|----|------------------|----------------|----------------|
| 1 | Wind Mill Sector | 36.00% | 48.00% |
| 2 | Power Sector | 10.00% | 5.00% |
| 3 | Refinery & Gas | 22.00% | 18.00% |
| 4 | Steel & Metal | 8.00% | 5.00% |
| 5 | Cement | 4.00% | 4.00% |
| 6 | Other Industries | 20.00% | 20.00% |
| | Total :- | 100.00% | 100.00% |

4.2 Age Wise Analysis of S. Debtors Outstanding as on 31-12-2020

| Sr | Particulars | Rs. Crores |
|----|--|------------|
| 1 | S. Debtors Less than 90 days | 62.77 |
| 2 | S. Debtors between 91 days to 180 days | 6.75 |
| 3 | S. Debtors between 181 days to 360 days | 5.28 |
| 4 | S. Debtors 361 days and above (net of PDD & ECL provision) | 0.20 |
| 7 | Reported S. Debtors as per financials | 75.00 |



Sanghvi Movers Limited ***Results Update for Q3 FY 2021***

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.