

SANGHVI MOVERS LIMITED

Regd. Office : Survey No. 92, Tathawade,
Taluka - Mulshi, Pune, Maharashtra - 411033, INDIA
Tel. : 8669674701/2/3/4, 020-27400700
E-mail : sanghvi@sanghvicranes.com
Web. : www.sanghvicranes.com
CIN No. : L29150PN1989PLC054143



REF: SML/SEC/SE/22-23/10

Date: 25th May 2022

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.: Investor Presentation

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 Investor Presentation on Financial Results for the quarter and year ended on 31 March 2022.

You are requested to take the same on your records and further place the same on your website for the information of shareholders, investors, analyst and public at large. The Audited Financial Results (Standalone and Consolidated) are 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



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INVESTORS PRESENTATION

FY 2021-22

Financial Performance For FY 2021-22



Total Turnover
₹ 372.25 Crores



Profit after Tax
₹ 29.40 Crores



Average CU
76%



Avg. Blended Yield
1.71% Per Month

Financial Performance as on 31 March 2022

Total Debt
₹ 167 Crores

Debt: Equity
Ratio
0.23:1

Net Worth
₹ 733 Crores

Avg. Cost of
Borrowing
8.06% p.a.



Capex For FY 2021-22

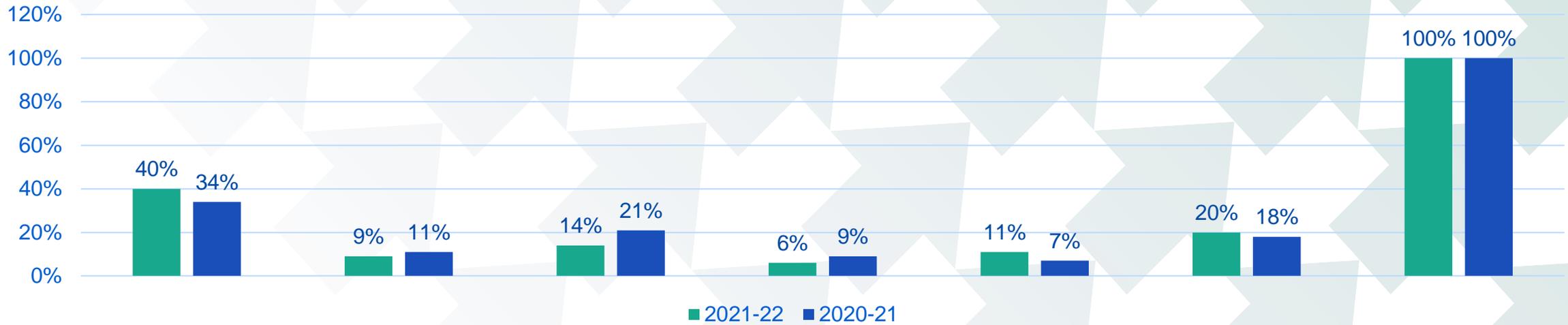
The company has done Capex of Rs. **111 Crores** during FY 2021-22. The details of Cranes purchased in FY 2021-22 is as under -

No. of Cranes imported in FY 2021-22					
Crane Model / OEM	110 Ton	160 Ton	300 Ton	800 Ton (#)	Total
Sany (Brand New)	6	4	0	2	12
Liebherr (used)	0	2	2	0	4
Grove GMK (used)	0	0	2	0	2
Total :-	6	6	4	2	18

(#) During the month of Feb-22, we have opened Import Letter of Credit for these Cranes. The shipment of these cranes happened from Shanghai Sea Port in the month of March-22 and these Cranes are delivered in the second week of April-22 and therefore shown as Capital Account Commitment in the financial statements.



Sector-wise Revenue for FY 2021-22



Wind Mill



Power



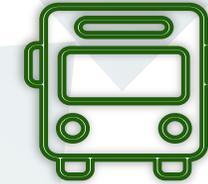
Refinery & Gas



Steel & Metal



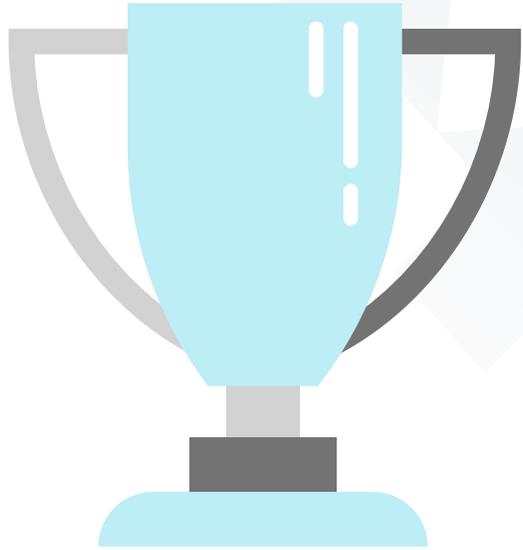
Cement



Other Sectors

Total

Order-book Positioning



Particulars	Rs. in Crores
Order Book as on 07.05.2022 to be executed during the period 01.04.2022 To 31.03.2023	₹ 236 Crores
Order Book as on 07.05.2021 to be executed during the period 01.04.2021 To 31.03.2022	₹ 122 Crores



Financial Performance for FY 2021-22

Rs. in Crores

Sr	Particulars	FY 22 (Audited)	Q4 FY22	Q3 FY22	Q2 FY22	Q1 FY22	FY 21 (Audited)
a)	Income from Operations	335.25	109.31	79.34	70.16	76.44	223.89
b)	Other Income	36.99	22.09	7.88	6.83	0.19	29.14
c)	Total Income (a) + (b)	372.24	131.40	87.22	76.99	76.63	253.03
d)	Operating Expenses	103.74	33.09	26.95	22.70	21.00	69.01
e)	(% of Income from Operations)	31%	30%	34%	32%	27%	31%
f)	Repairs & Maintenance Expenses	21.72	5.60	5.14	6.10	4.88	17.97
g)	(% of Income from Operations)	6%	5%	6%	9%	6%	8%
h)	Personnel Cost	24.52	6.51	5.89	6.13	5.99	19.91
i)	Admin & Other Expenses	27.83	8.79	6.23	7.10	5.71	22.04
j)	Bad Debts/PDD	19.54	19.65	-0.56	-7.28	7.73	7.65
k)	Total Expenditure	197.35	73.64	43.65	34.75	45.31	136.58
l)	PBIDIT c) – d)	174.89	57.76	43.57	42.24	31.32	116.45
m)	% of PBIDT to Total Income	47%	44%	50%	55%	41%	46%
n)	Interest	17.31	4.14	4.62	4.32	4.23	26.30
o)	Depreciation	118.11	28.84	29.05	29.77	30.45	122.10
p)	Profit Before Tax	39.47	24.78	9.90	8.15	-3.36	-31.95
q)	Tax expense (Current tax + DTL)	10.07	13.92	-1.08	-3.62	0.85	-9.53
r)	Profit After Tax	29.40	10.86	10.98	11.77	-4.21	-22.42
s)	% of PAT to Total Income	8%	8%	13%	15%	N.A.	N.A.
t)	Total Cash Accruals (PAT + Depreciation)	147.51	39.70	40.03	41.54	26.24	99.68
u)	Net Worth	733.93	733.93	715.15	706.34	712.21	709.00
v)	Total Loans (Secured + Unsecured)	167.28	167.28	162.69	178.83	182.29	197.49
w)	Debt : Equity Ratio	0.23	0.23	0.23	0.25	0.26	0.28
x)	Average CU	76%	88%	75%	67%	75%	56%
y)	Average Gross Yield	1.71%	1.88%	1.66%	1.72%	1.58%	1.50%



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Break Up of Other Income

Sr.	Particulars	Rs. in Crores
1	Reversal of notional loss on Fair Value of Call Obligation w.r.t. investment in Equity Shares of Suzlon Energy Limited (SEL)	5.17
2	Profit on Sale of Equity Shares of Suzlon Energy Ltd.	1.20
3	Profit on Sale of 6 Nos. Cranes sold during FY 22	4.29
4	Liabilities/Provisions written back to the extent no longer required	0.49
5	Reversal of PDD made in earlier years pursuant to recovery of dues	6.76
6	Reversal of PDD on account of monies written off as Bad Debts since the dues were outstanding for more than 3 years and all efforts to recover money proved futile due to insolvency of the concerned corporate debtor (#)	18.13
7	Others	0.96
	Total Other Income	37.00

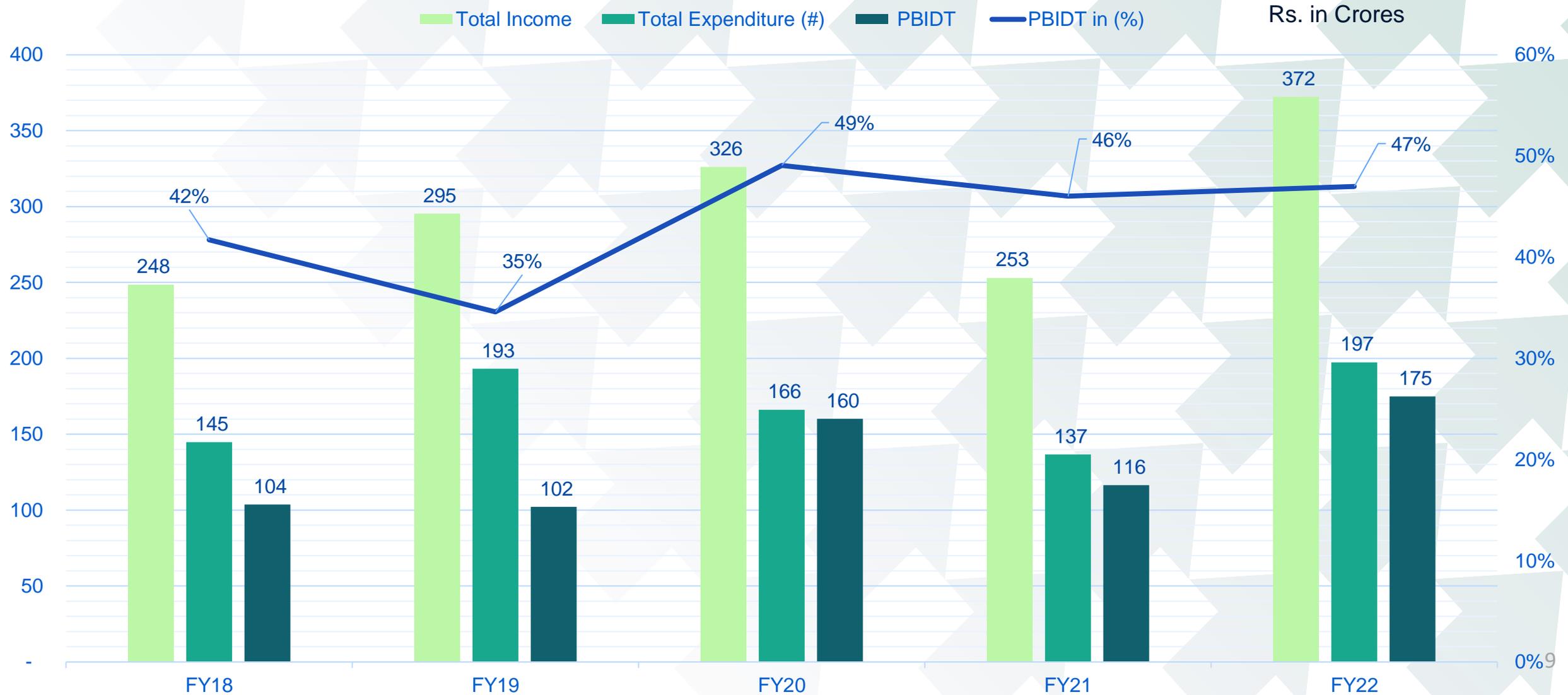
(#) Note: In the earlier financial years, the Company had made certain Provision for Doubtful debts w.r.t. some customers whose probabilities of recovering the money was bleak. Simultaneously, company has initiated necessary legal actions against those customers including filing of petition before appropriate NCLT. After due consideration, it is revealed that they are no likelihoods, that these monies would be recovered from those defaulting customers, hence as a prudent accounting practice, company has written off those amounts as bad debts by reversing the provision for doubtful debts made in earlier financial years.

Consequently the accumulated provision for doubtful debts has been reduced to that extent as on 31st March, 2022. The summarized position of Provision for Doubtful Debts is as under –

Sr.	Particulars	Rs. in Crores
1	Accumulated Provision for Doubtful Debts as on 01.04.2021	46.35
2	Less : Reversal of PDD made in earlier years pursuant to recovery of dues	6.76
3	Reversal of PDD on account of receivables written off as Bad Debts since the dues were outstanding for more than 3 years and all efforts to recover money proved futile due to insolvency of the concerned corporate debtor	18.13
4	Accumulated Provision for Doubtful Debts as on 31.03.2022	21.46



Summarized Profitability Statement

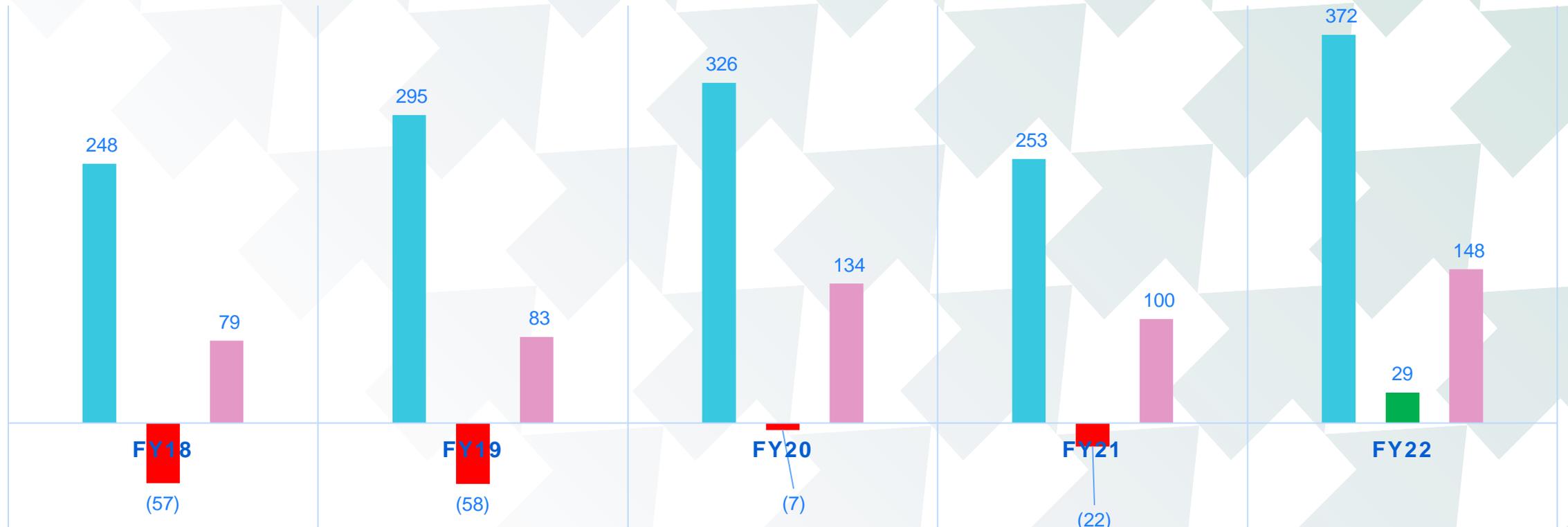




Year on Year Summarised Profitability Statement

■ Total Income ■ Net Profit / (Loss) ■ Cash Profit

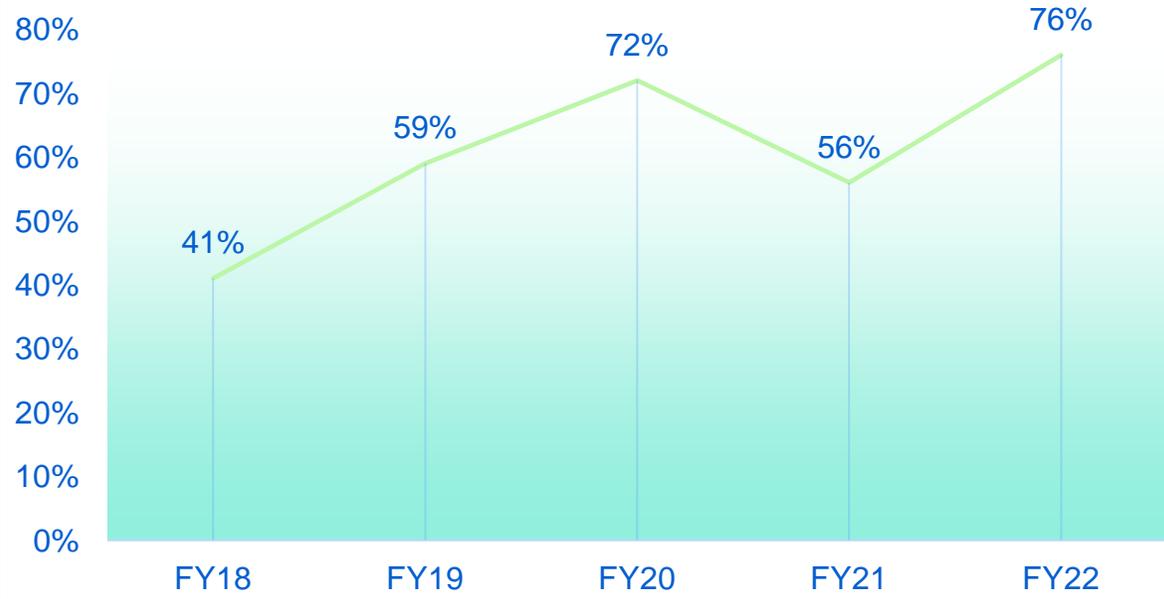
Rs. in Crores





Operational Parameters

Year on Year Average Capacity Utilisation of Crane Fleet

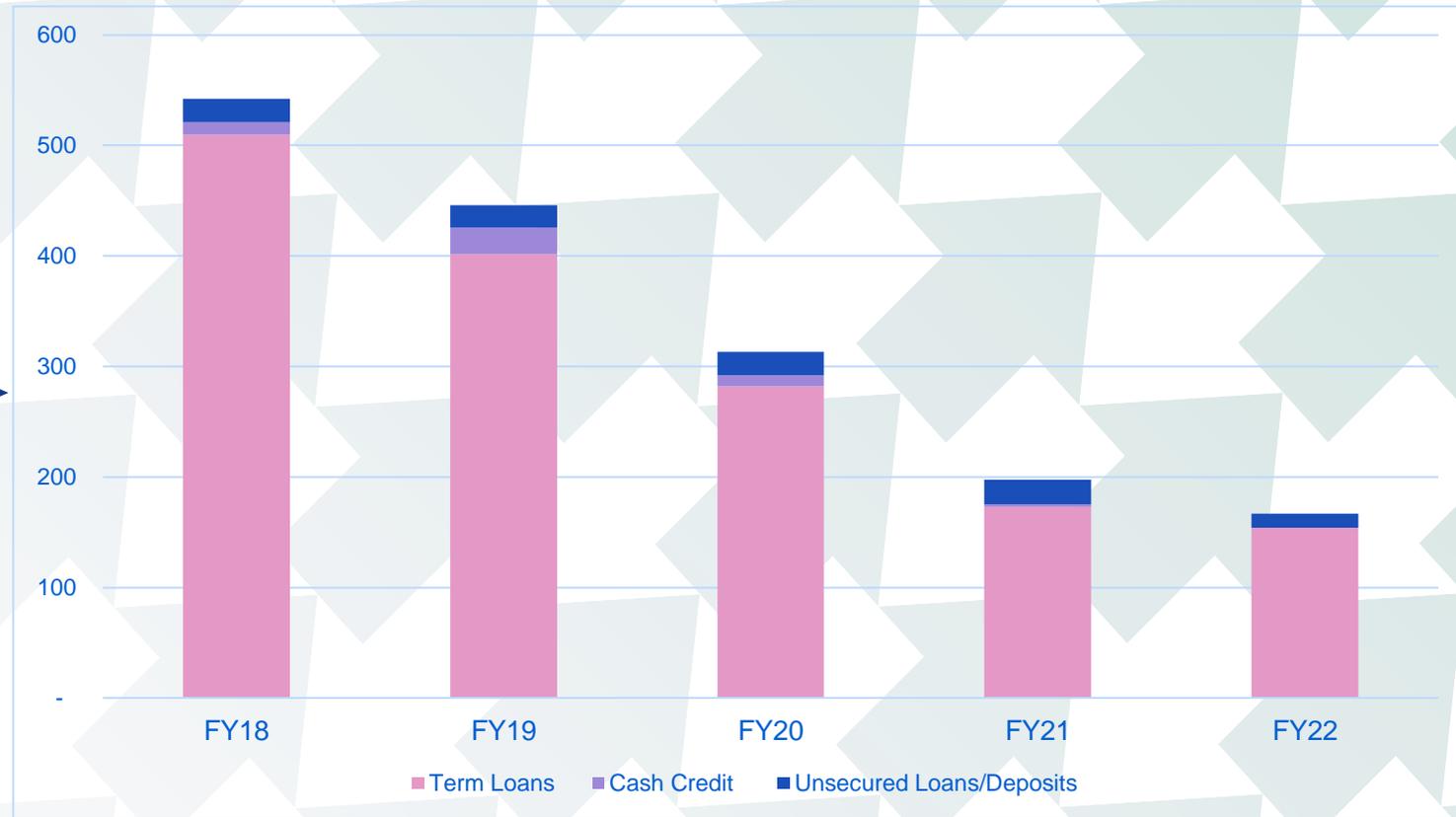


Year on Year Average Blended Yield



Year wise position of total borrowings of the company

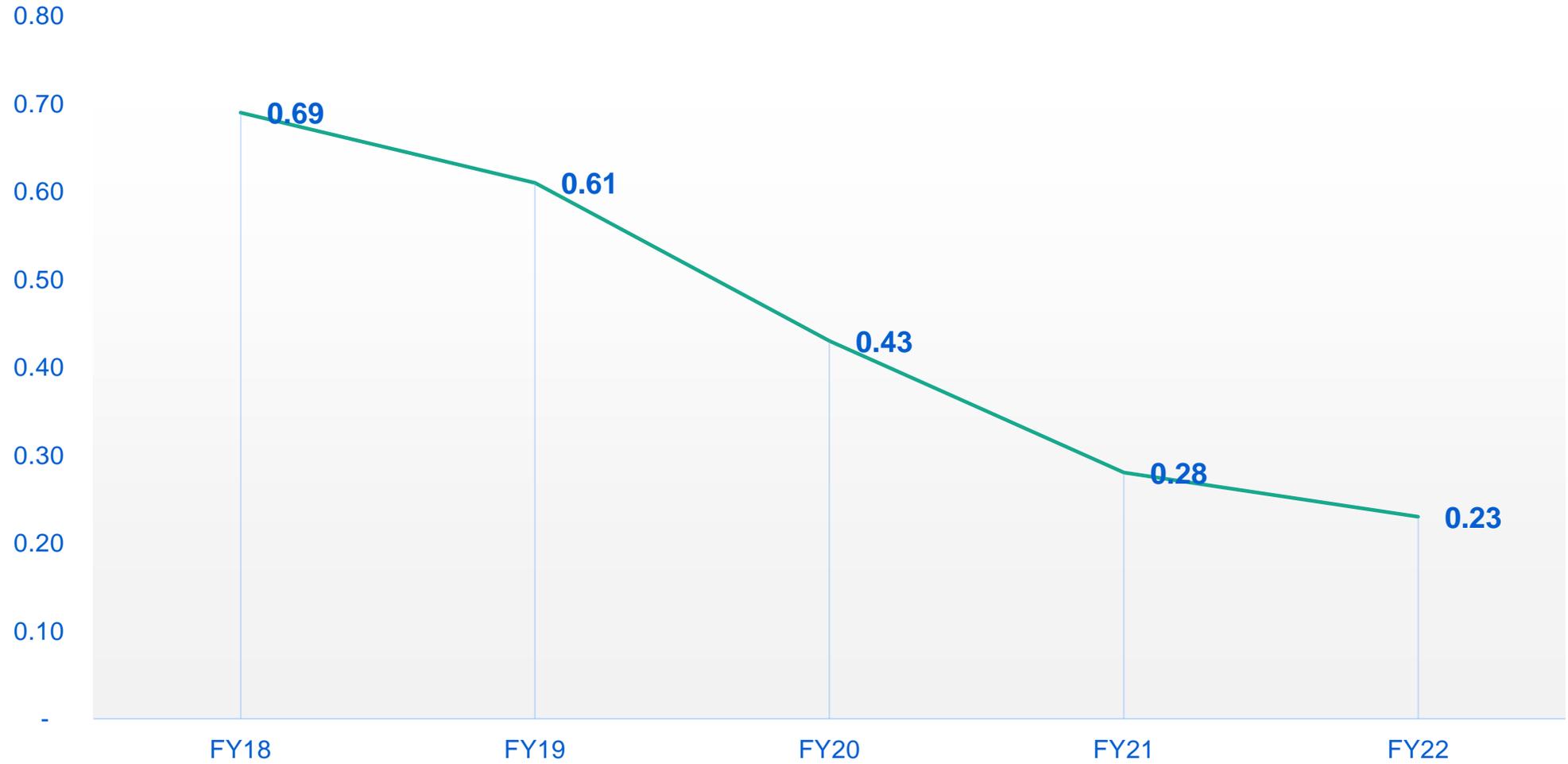
Rs. in Crores



Financial Year	FY18	FY19	FY20	FY21	FY22
Term Loans	510	401	282	173	154
Cash Credit	11	24	10	2	-
Unsecured Loans	21	20	21	22	13
Total	542	446	313	197	167

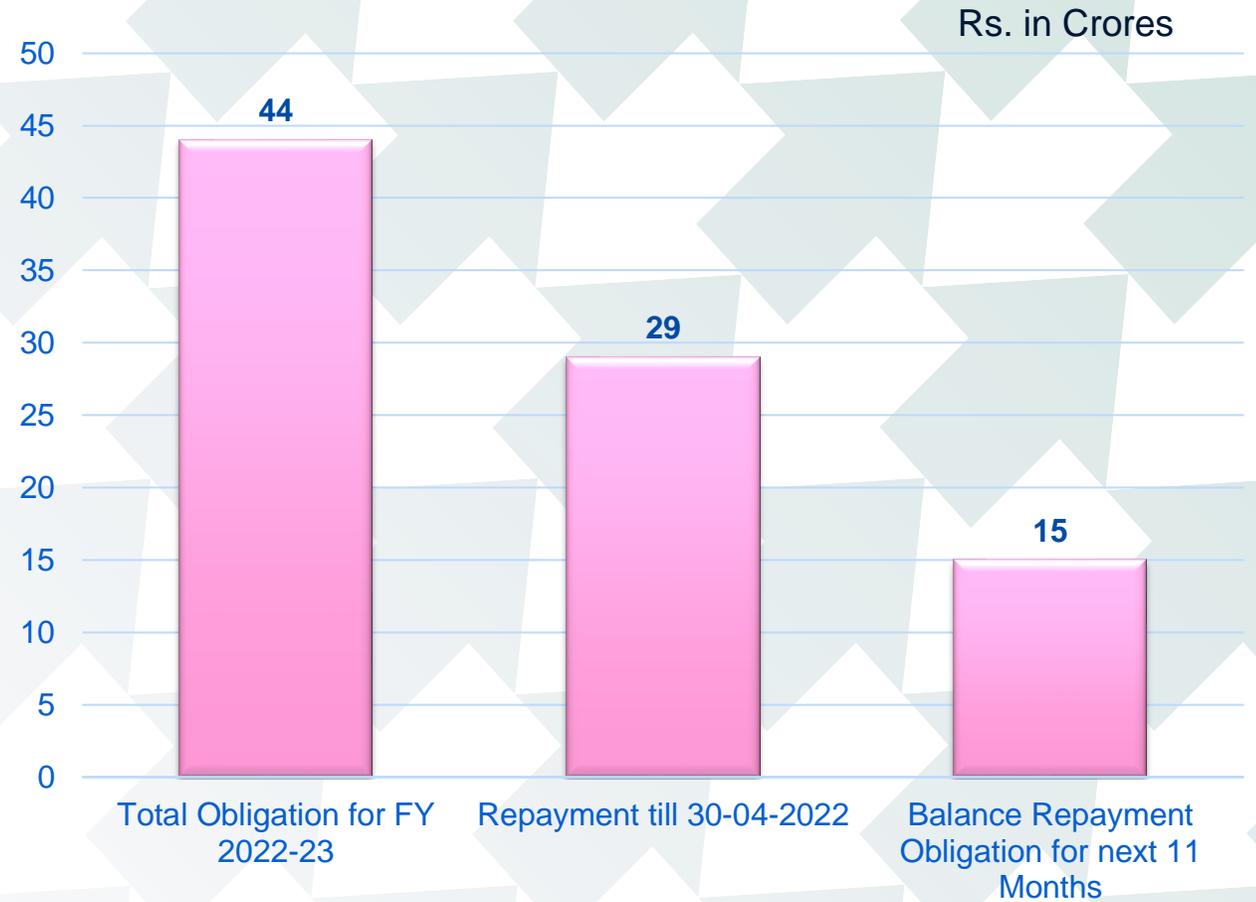


Year wise Debt : Equity Ratio of the company





Debt Profile For FY 2022-23





Year wise Debt Repayment Obligation of the company for next 5 years





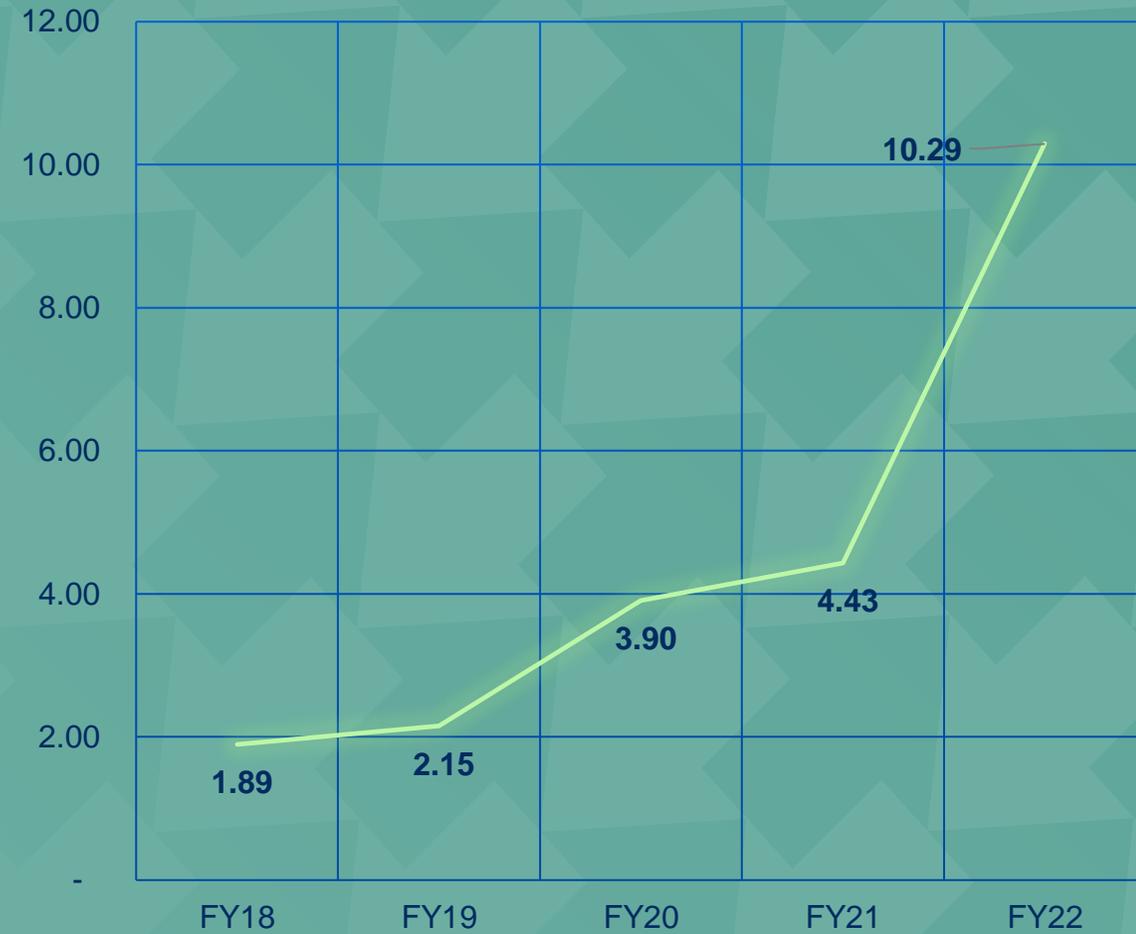
Interest Repayment

Rs. in Crores

Year wise Interest Payment made by the company during last 5 years

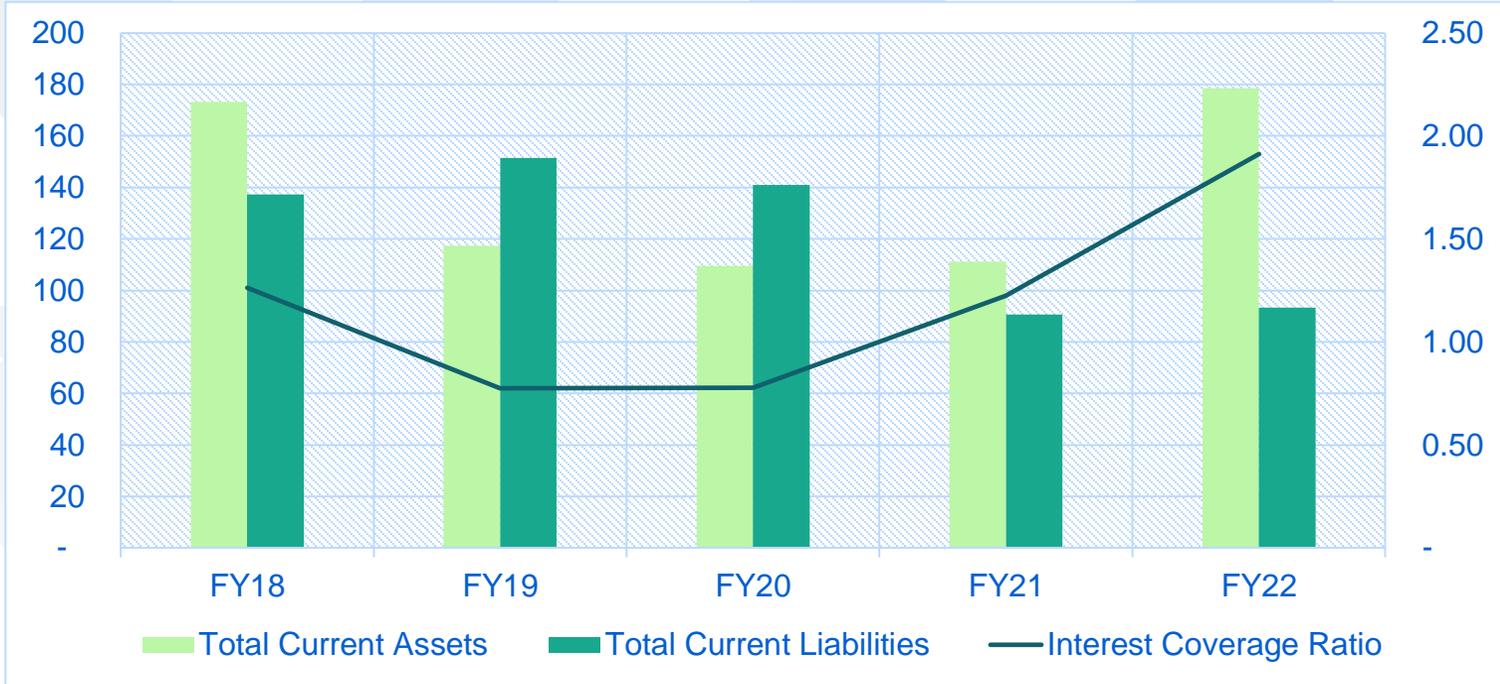


Interest Coverage Ratio



Current Ratio for last 5 years

Rs. in Crores



Financial Year	FY18	FY19	FY20	FY21	FY22
Total Current Assets	173	117	110	111	178
Total Current Liabilities	137	151	141	91	93
Interest Coverage Ratio	1.26	0.77	0.78	1.23	1.91

Age-Wise Debtors Analysis

Particulars	Rs. in Crores
Debtors Less than 90 Days	109
Debtors between 91 Days to 180 Days	10
Debtors between 181 Days to 360 Days	2
Debtors between 360 Days and Above	Nil
<i>(Net of Provision of Doubtful debts)</i>	
Reported Sundry debtors as per Financials	121
Average receivable Days (Net of GST Amount included in Debtors)	116 Days

FLEET OF CRANES AS ON 31st MARCH 2022

Particulars	Details
Count of SML Crane Fleet as on 31 st March 2022	387
Amount of Gross Block of Cranes	Rs. 2159 Crores
Count of SML Crane Fleet having Capacity More than 100 MT as on 31 st March 2022	246
% of Gross Block by 'Crane Fleet having Capacity More than 100 MT' as on 31 st March 2022	92%



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ABOUT THE COMPANY

Sanghvi Movers Limited, (SML) is incorporated on 3rd November, 1989 as a Private Limited Company & converted into a Limited Company on 2nd November 1994. It has a registered office at Survey No. 92, Tathawade, Taluka Mulshi, Pune 411 033.

SML has made its Initial Public Offer in February, 1995 & raised Equity to the tune of Rs. 17.50 Crores from Public. SML scrip is listed on BSE & NSE.

SML, engaged in the business of providing medium sized Heavy Duty Cranes on rental basis to various private & public sector undertakings. SML has a fleet of 387 Cranes as on 31st March 2022 having Lifting Capacity from 40 Tons to 800 Tons, all these cranes were imported from Germany, USA, UK, Japan, Singapore. SML is the largest Crane Hiring Company in India & ranked 5th in the World by “Cranes International” a Crane Journal (June – 2021 Issue). SML also does Heavy Lift, Lift Planning & Plant Maintenance jobs.



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.