

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/22-23/41

Date: 10 November 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 Investor Presentation for the period ended on 30 September 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, analysts and public at large.

The Investor Presentation 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



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INVESTOR PRESENTATION

H1- FY 2022-23

Financial Performance For H1- FY 2022-23



Total Turnover
₹ 224.27 Crores



Profit after Tax
₹ 43.38 Crores



Average CU
82%



Avg. Blended Yield
1.82% Per Month



Capex For 2022-23

The Company has completed Capex of Rs. 136 Crores during FY 2022-23. The details of Cranes, Prime Movers and Trailers purchased in FY 2022-23 are as under:

CRANES:

Crane Model/ OEM	160 Ton	500 Ton	750 Ton	800 Ton	Total Count
Sany (Brand New)	2	0	2	2	6
Liebherr (Used)	0	1	0	0	1
Total	2	1	2	2	7

Other Assets Purchased till date:

Crane Model/ OEM	Count
Prime Movers	37
Pick & Carry Cranes	9
Low Bed Trailers	3
Telehandler	6
Total	55

Particulars	Amount – Rs.
Capex for Cranes	120 Crores
Capex for Other fixed Assets	16 Crores
Total	136 Crores

Financial Performance as on 30 September 2022

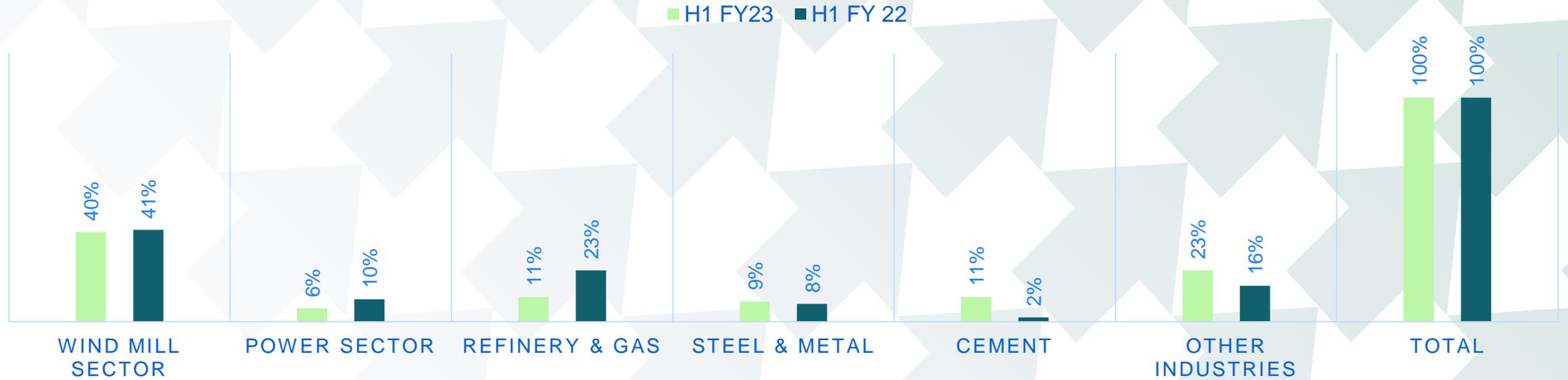
Total Debt
₹ 255 Crores

Debt: Equity
Ratio
0.33:1

Net Worth
₹ 773 Crores

Avg. Borrowing
Cost
₹ 8.57%

Sector-wise Revenue for H1- FY 2022-23



Wind Mill



Power



Refinery & Gas



Steel & Metal



Cement



Other Sectors

Total



Order-book Positioning

Particulars	Amount in Rs.
Order Book as on 1 st November 2022 to be executed during the period of 1 April 2022 to 31 st March 2023	Rs. 394 Crores
Order Book as on 1 st November 2021 to be executed during the period of 1 April 2021 to 31 st March 2022	Rs. 296 Crores



SANGHVI

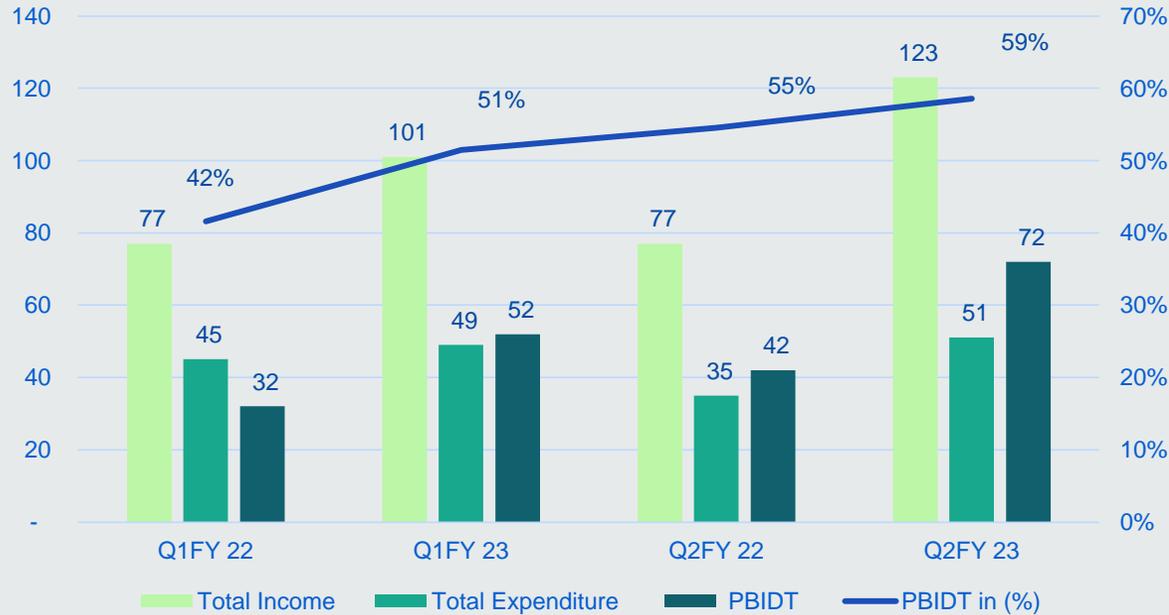
Financial Performance

Amount in Crores

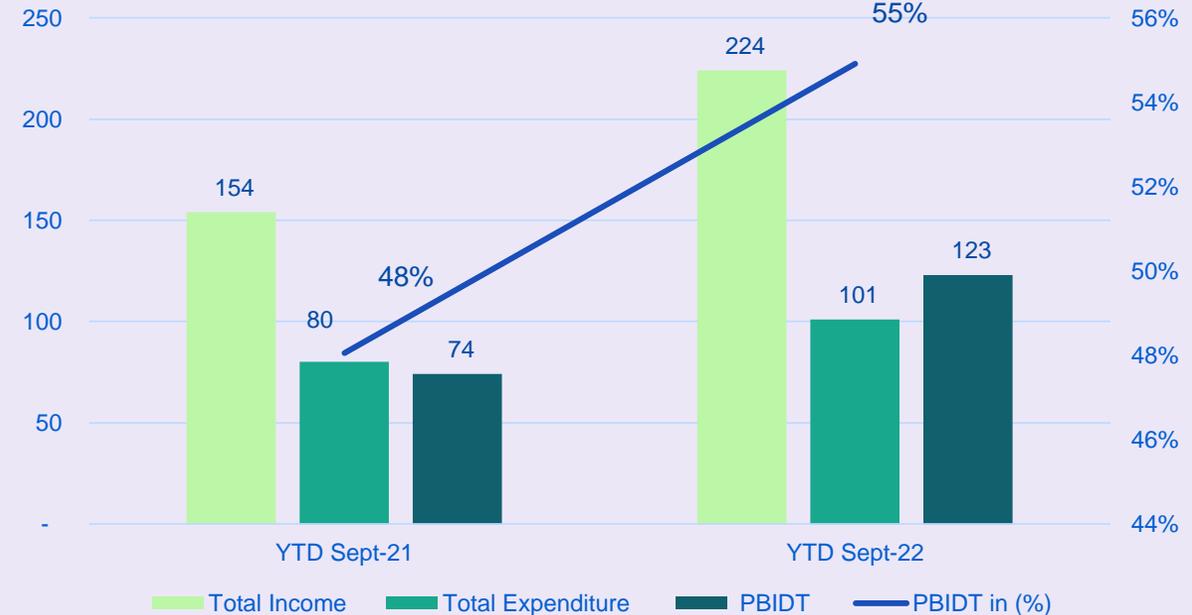
Sr.	Particulars	YTD Sept-22	Q2FY23	Q1FY23	FY 2021-22	YTD Sept-21
a)	Income from Operations	206.48	109.24	97.24	335.25	146.99
b)	Other Income	17.79	14.11	3.68	36.99	6.64
c)	Total Income (a) + (b)	224.27	123.35	100.92	372.24	153.63
d)	Total Expenditure	100.64	51.35	49.29	197.35	80.07
e)	PBIDIT c) – d)	123.63	72.00	51.63	174.89	73.56
f)	% of PBIDT to Total Income	55%	58%	51%	47%	48%
g)	Interest	7.35	3.92	3.43	17.31	8.55
h)	Depreciation	59.34	30.51	28.83	118.11	60.22
i)	Profit Before Tax	56.94	37.57	19.37	39.47	4.79
j)	Tax expense (current tax + DTL)	13.56	8.68	4.88	10.07	2.78
k)	Profit After Tax	43.38	28.89	14.49	29.40	2.01
l)	% of PAT to Total Income	19%	23%	14%	8%	N.A.
m)	Total Cash Accruals (PAT + Depre.)	102.72	59.40	43.32	147.51	67.79
n)	Net Worth	773.01	773.01	748.42	733.93	706.34
o)	Total Loans (Secured + Unsecured)	255.35	255.35	240.09	167.28	178.83
p)	Debt : Equity Ratio	0.33	0.33	0.32	0.23	0.25
q)	Average Capacity Utilisation	82%	80%	84%	76%	71%
r)	Avg. Gross Yield for the period	1.82%	1.97%	1.71%	1.71%	1.67%

Summarized Profitability Statement

Total Income & PBIDT & PBIDT (%)

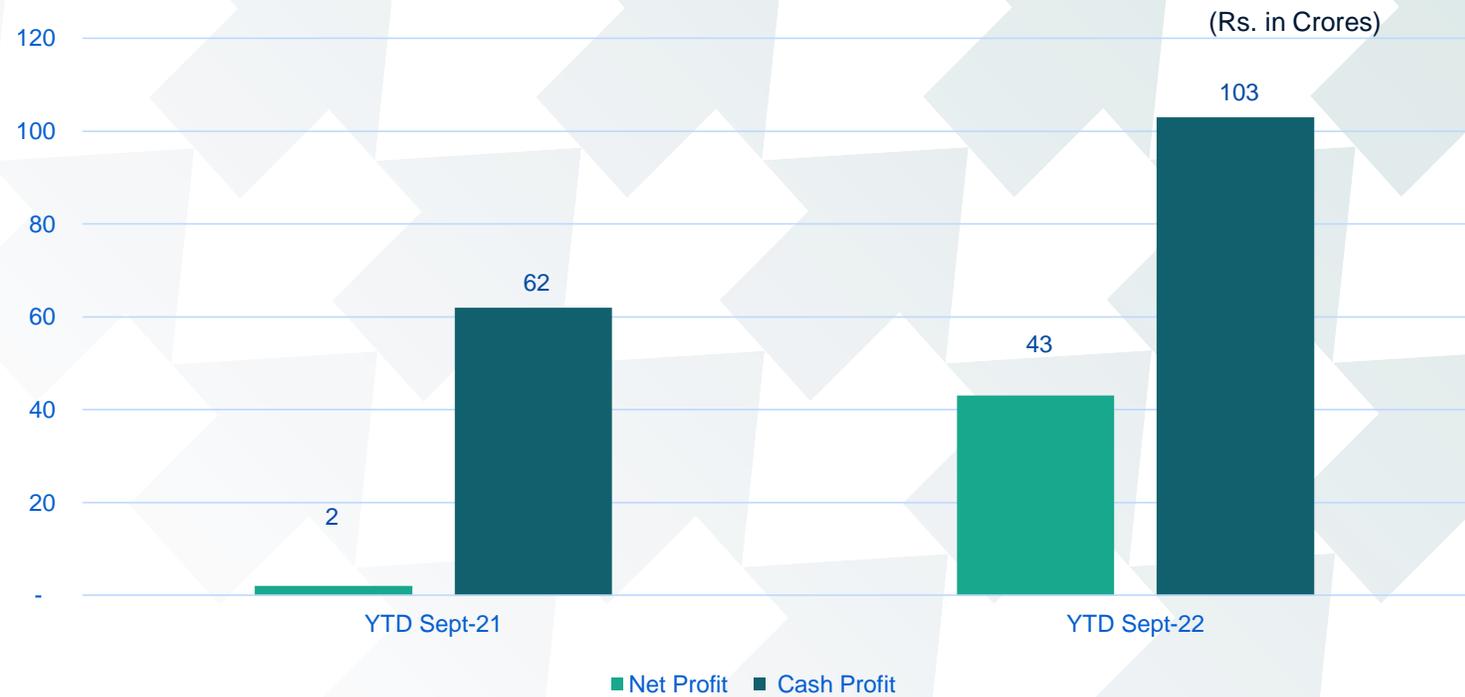


Half Yearly Total Income - PBIDT - PBIDT (%)

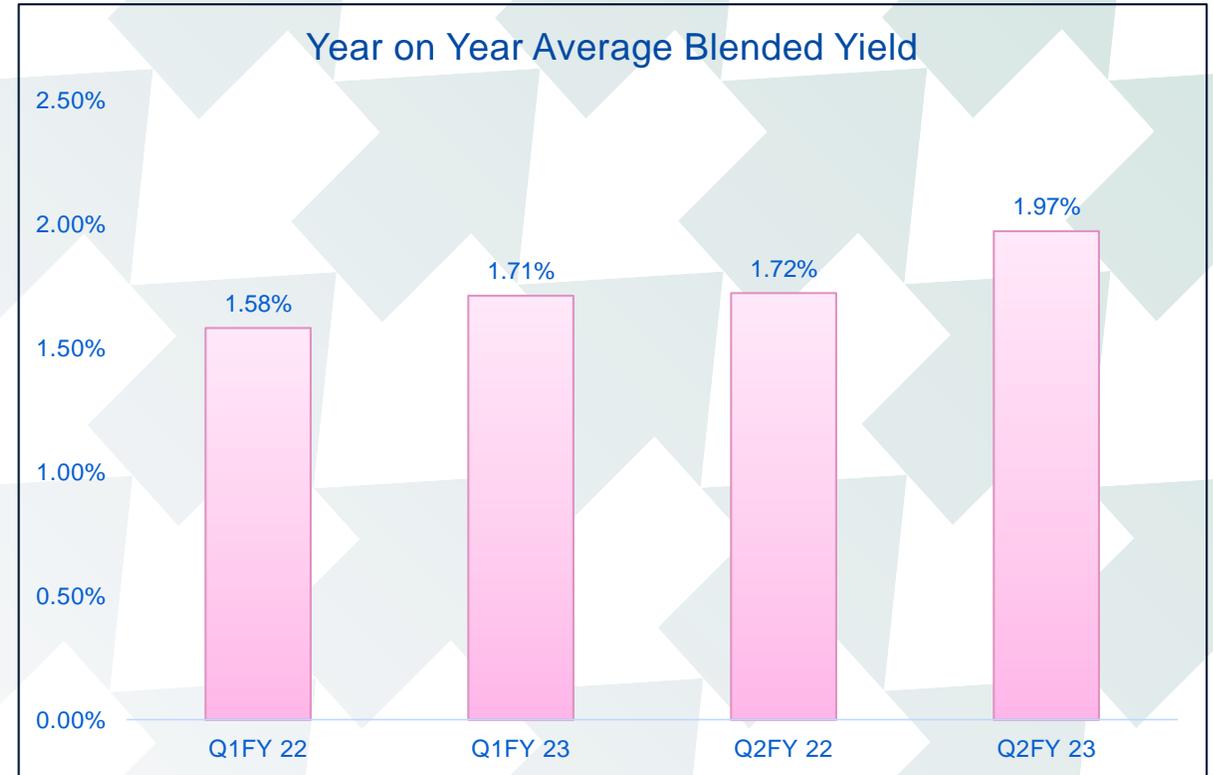
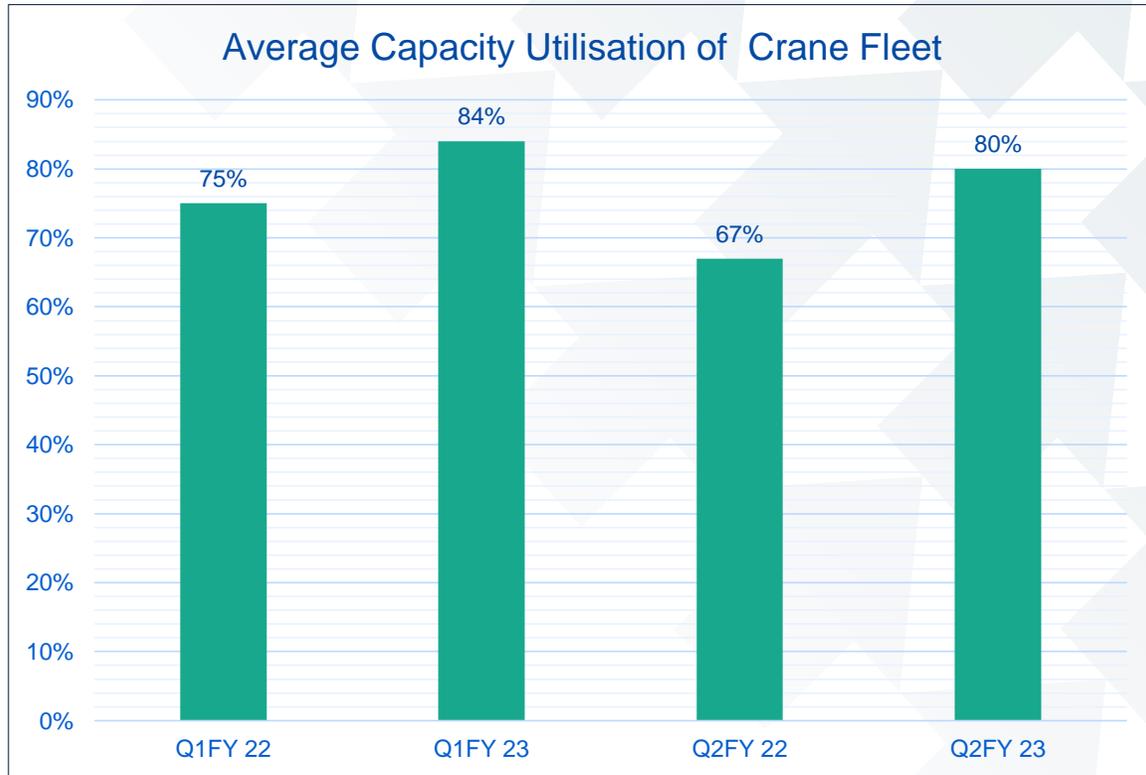




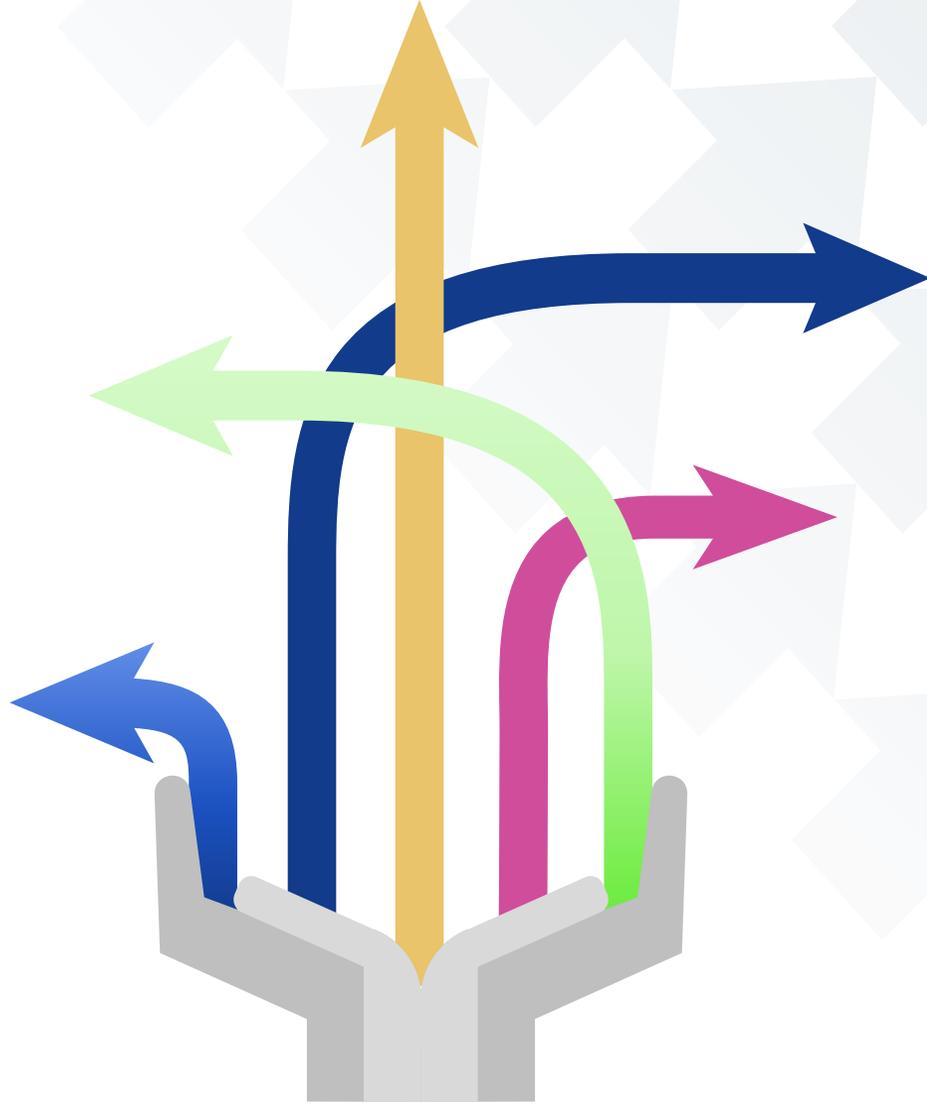
Net Profit and Cash Profit



Operational Parameters

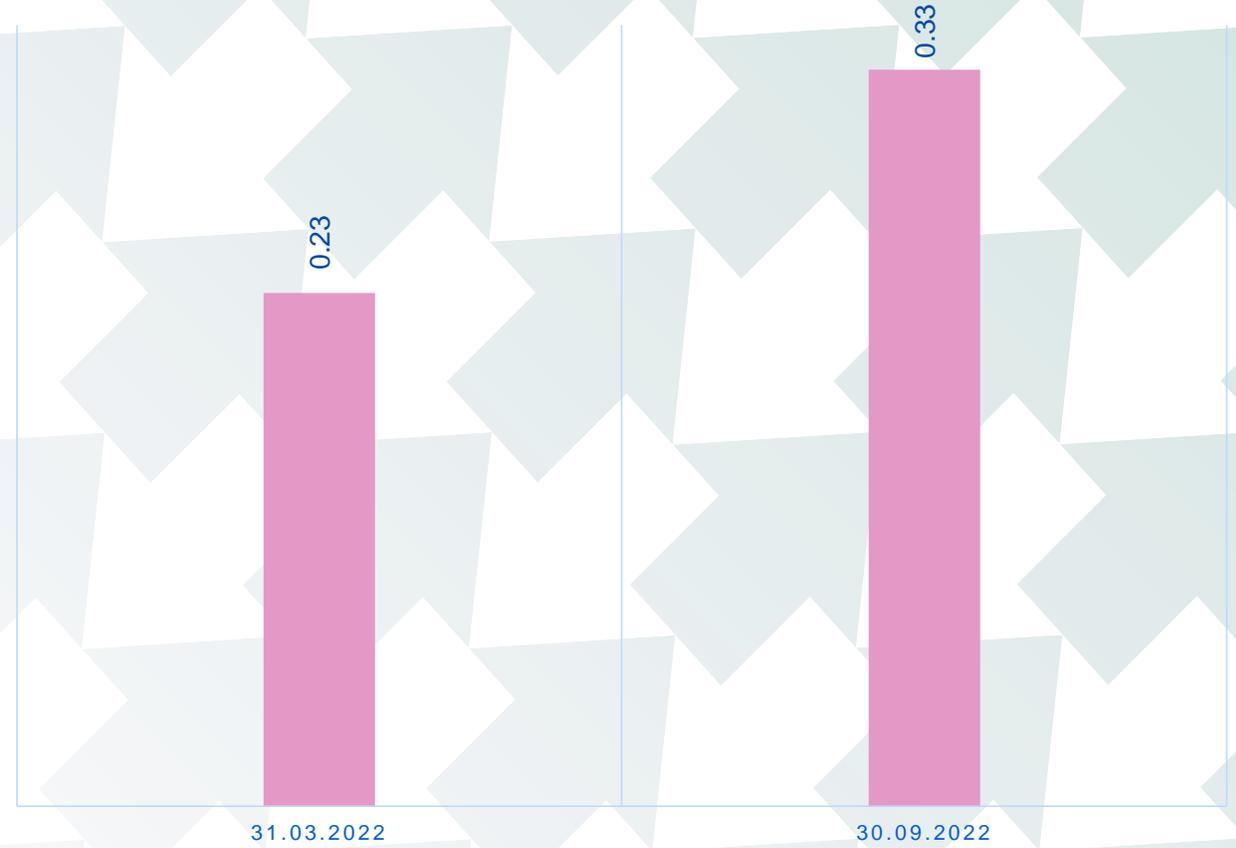


Total Borrowings & Net Worth of the Company





DEBT : EQUITY RATIO OF THE COMPANY





Fleet Of the Cranes as on 30th September 2022

Particulars	Details
Count of SML Crane fleet as on 30 th September , 2022	389 Nos.
Amount of Gross Block of Cranes	Rs. 2,277 Crores
Count of SML Crane Fleet having capacity more than 100MT as on 30 th September 2022	247 Nos.
% of Gross Block by 'Crane Fleet having capacity more than 100MT' as on 30 th September 2022	88%



Age-Wise Debtors Analysis

Particulars	Amount in Crores
Debtors Less than 90 days	127
Debtors between 91 days to 180 days	21
Debtors between 181 days to 360 days	2
Debtors 360 days and above <i>(Net of Provision of Doubtful Debts)</i>	Nil
Reported Sundry Debtors as per Financials	150
Average Receivable Days <i>(Net of GST Amount included in Debtors)</i>	116 Days



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Update on Wholly Owned Subsidiary of SML in Vietnam.

- Sanghvi Movers Vietnam Company Limited was incorporated on 16th September 2021 which is Wholly Owned Subsidiary (WOS) of SML. SML have subscribed Charter Capital of USD 35,000.
- Purpose of Incorporating Company in Vietnam was to explore crane rental business opportunities in Vietnam. However, by the time we complete the company formation procedure, we have lost the targeted business opportunities from our customers like GE & Vestas in Vietnam.
- Post incorporation of WOS in Vietnam, SML have exploited various business opportunities and could not able to deploy any cranes (especially heavy duty cranes) in Vietnam as the fleet capacity utilisation exceeded 90% here in India and we did not have any surplus cranes to deploy in Vietnam.
- On 16th December, 2021 SML had applied for suspension of business operation of its WOS in Vietnam on account of covid reasons and restrictions on movement of manpower on account of covid. Vietnamese have granted us the permission to suspend our business operations up to 15th December, 2022.
- SML is in the process of making an application for extension of suspension of business operations for a another period of one year



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.