

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/22-23/56

Date: 10 February 2023

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 31 December 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



SANGHVI

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INVESTORS PRESENTATION

FY 2022-23 (April 22 to Dec. 2022)

Financial Performance For 9 months of FY 2022-23 (April 2022 to Dec. 2022)



Total Turnover
₹ 354.03 Crores



Profit after Tax
₹ 78.11 Crores



Average CU
82%



Avg. Blended Yield
1.92% Per Month



Capex For 2022-23

The Company has completed Capex of Rs. 159.12 Crores during FY 2022-23. The details of Cranes, Prime Movers and Trailers purchased in FY 2022-23 are as under:

Cranes Purchased till date: :

Crane Model/ OEM	110 Ton	160 Ton	200 Ton	500 Ton	750 Ton	800 Ton	Total
Sany (Brand New)	2	3	2	0	2	2	11
Liebherr (Used)	0	0	0	1	0	0	1
Total	2	3	2	1	2	2	12

Other Assets Purchased till date:

Crane Model/ OEM	Count
Prime Movers	37
Pick & Carry Cranes	15
Low Bed Trailers	3
Telehandler	6
Total	61

Capex	Amount in Crores
Capex for Cranes	138.22
Capex for Other fixed Assets	20.90
Total	159.12

Financial Performance as on 31 December 2022

Total Debt

₹ 206 Crores

Debt: Equity
Ratio

0.25:1

Net Worth

₹ 808 Crores

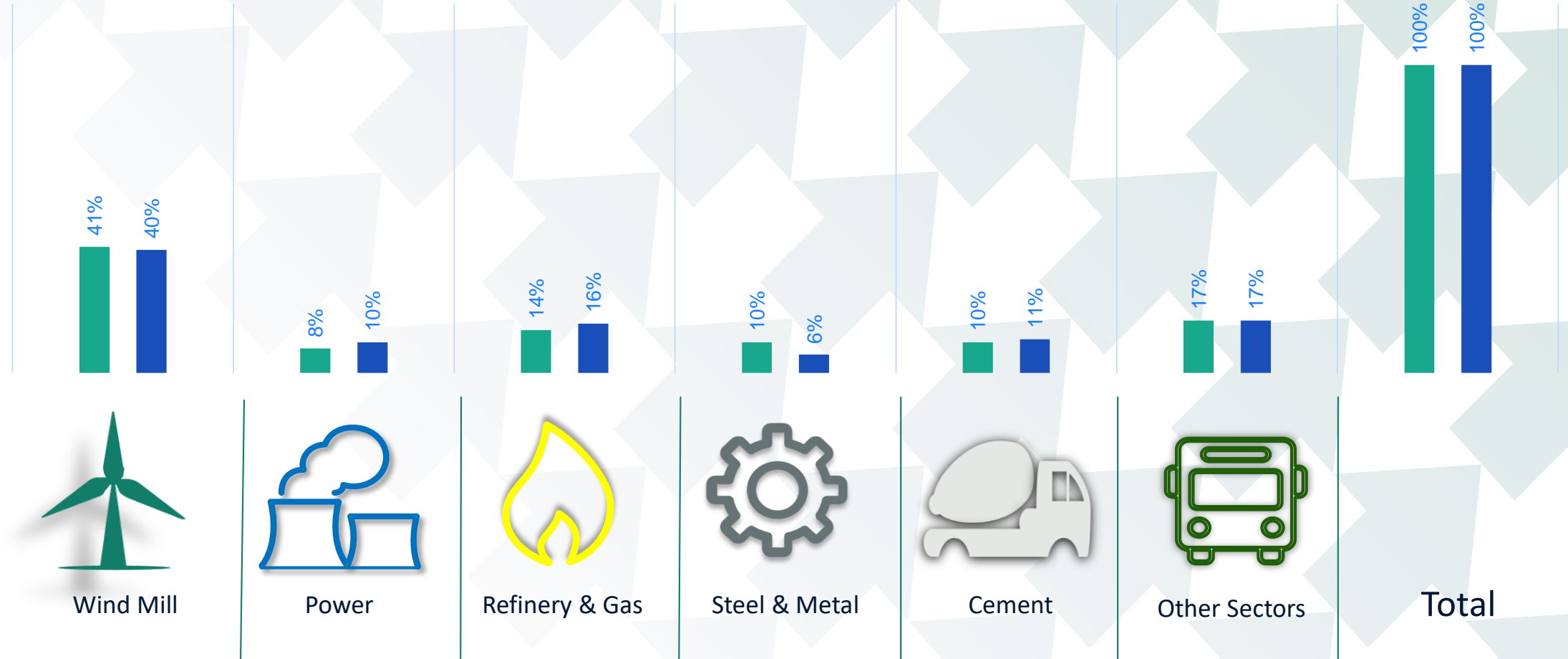
Avg. Borrowing
Cost

₹ 8.73%



Sector-wise Revenue for For 9 months of FY 2022-23 (April 2022 to Dec. 2022)

■ YTD Dec-2022 ■ YTD Dec-2021





Order-book Positioning

Particulars	Amount
Order Book as on 1 st Feb 2023 to be executed during the period of 1 April 2022 to 31 st March 2023	Rs. 449 Crores
Order Book as on 1 st Feb 2022 to be executed during the period of 1 April 2021 to 31 st March 2022	Rs. 318 Crores

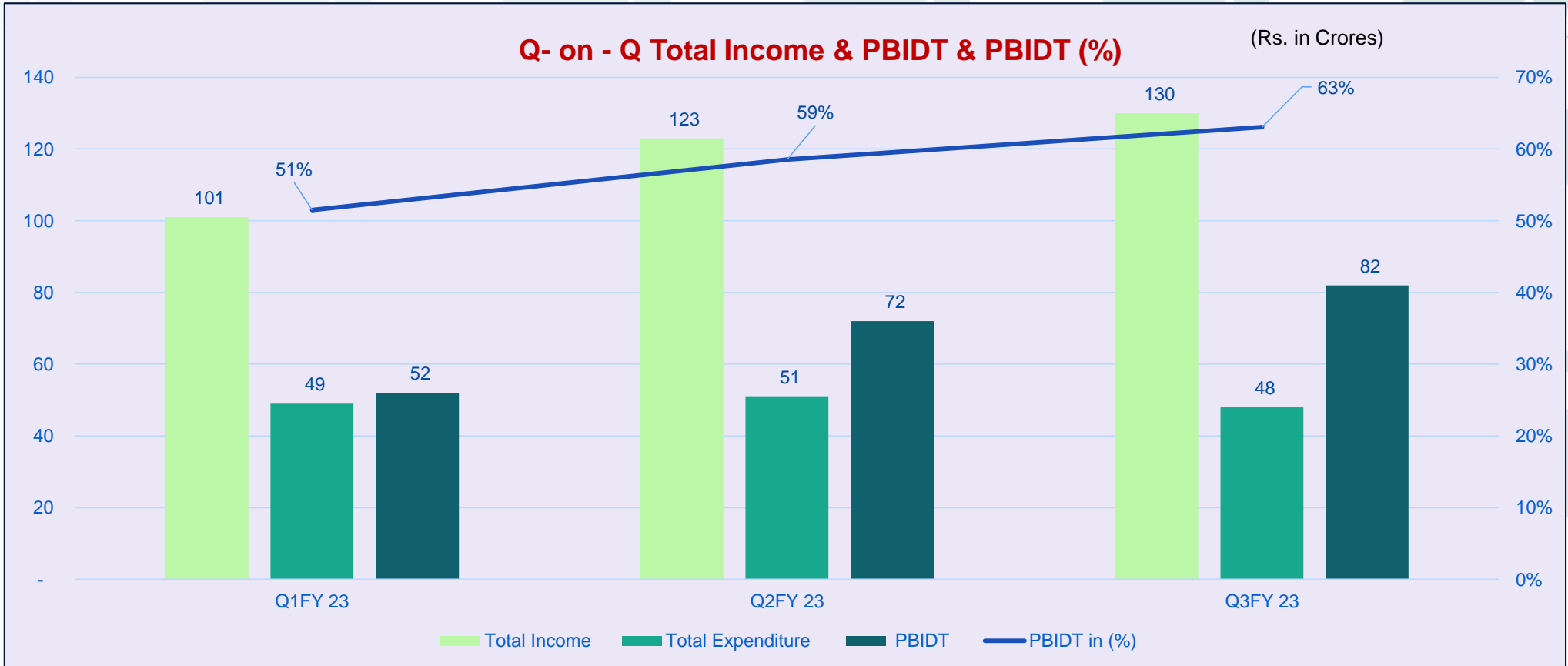
**SANGHVI**

Financial Performance

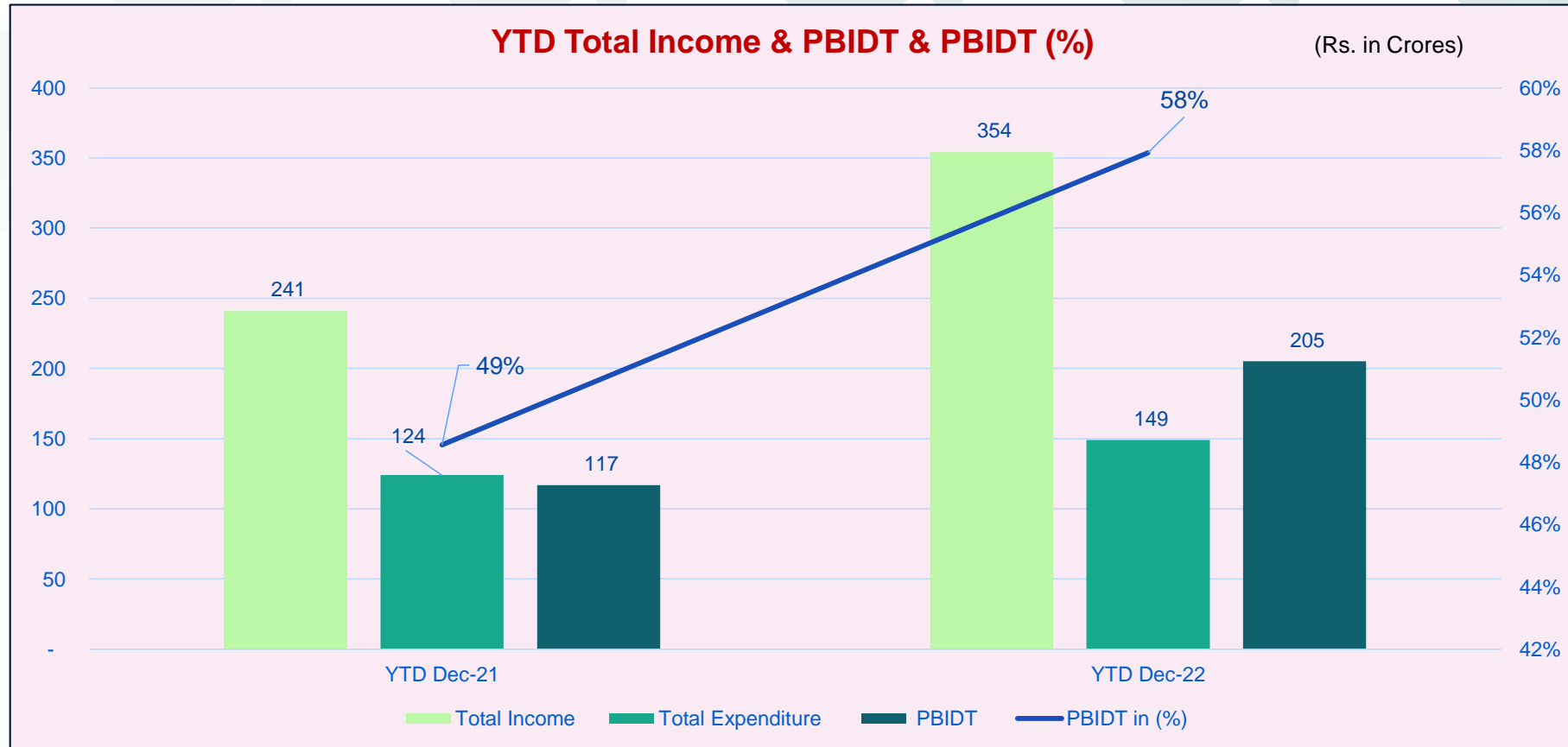
Amount in Crores

Sr	Particulars	YTD - Dec-22	Q3FY23	Q2 FY23	Q1 FY23	FY 22 (A)	YTD - Dec-21
a)	Income from Operations	328.96	122.48	109.24	97.24	335.25	226.33
b)	Other Income	25.07	7.28	14.11	3.68	36.99	14.52
c)	Total Income (a) + (b)	354.03	129.76	123.35	100.92	372.24	240.85
d)	Operating Expenses	81.37	25.19	28.72	27.46	103.74	70.65
e)	(% of Income from Operations)	25%	21%	26%	28%	31%	31%
f)	Repairs & Maintenance Expenses	12.66	4.36	3.54	4.76	21.72	16.13
g)	(% of Income from Operations)	4%	4%	3%	5%	6%	18%
h)	Personnel Cost	25.28	10.48	7.51	7.29	24.52	18.01
i)	Admin & Other Expenses	28.29	7.82	10.85	9.62	27.83	18.93
j)	Bad Debts/PDD	1.10	0.21	0.73	0.16	19.54	0.01
k)	Total Expenditure	148.70	48.06	51.35	49.29	197.35	123.73
l)	PBIDIT c) – d)	205.33	81.70	72.00	51.63	174.89	117.12
m)	% of PBIDT to Total Income	58%	63%	58%	51%	47%	49%
n)	Interest	11.59	4.24	3.92	3.43	17.31	13.16
o)	Depreciation	90.39	31.05	30.51	28.83	118.11	89.27
p)	Profit Before Tax	103.35	46.41	37.57	19.37	39.47	14.69
q)	Tax expense	25.24	11.68	8.68	4.88	10.07	3.86
r)	Profit After Tax	78.11	34.73	28.89	14.49	29.40	10.83
s)	% of PAT to Total Income	22%	27%	23%	14%	8%	4%
t)	Total Cash Accruals	168.50	65.78	59.40	43.32	147.51	100.10
u)	Net Worth	807.74	807.74	773.01	748.42	733.93	715.15
v)	Total Loans	206.38	206.38	255.35	240.09	167.28	162.69
w)	Debt : Equity Ratio	0.25	0.25	0.33	0.32	0.23	0.23
x)	Average Capacity Utilisation	82%	82%	80%	84%	76%	72%
y)	Average Gross Yield	1.92%	2.15%	1.97%	1.71%	1.71%	1.65%

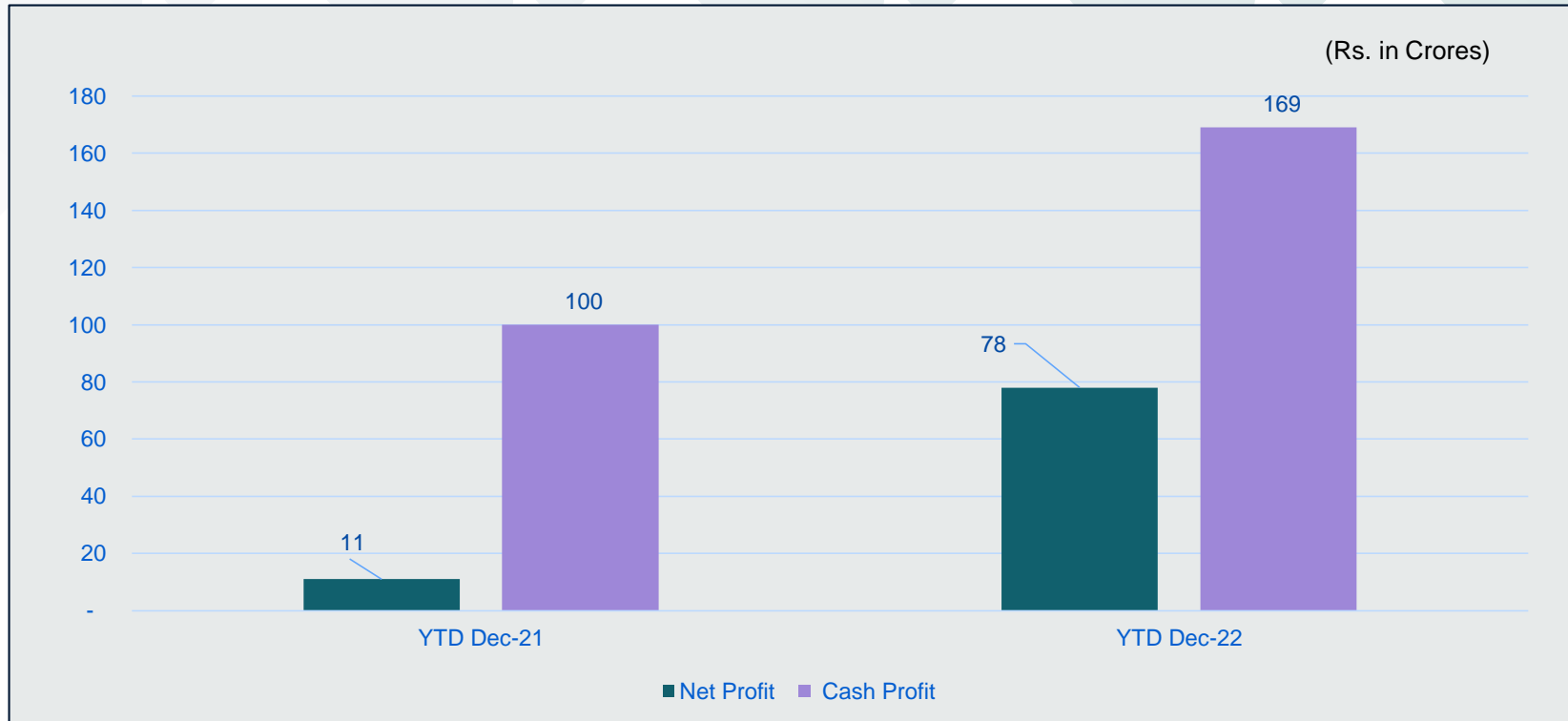
Summarized Profitability Statement



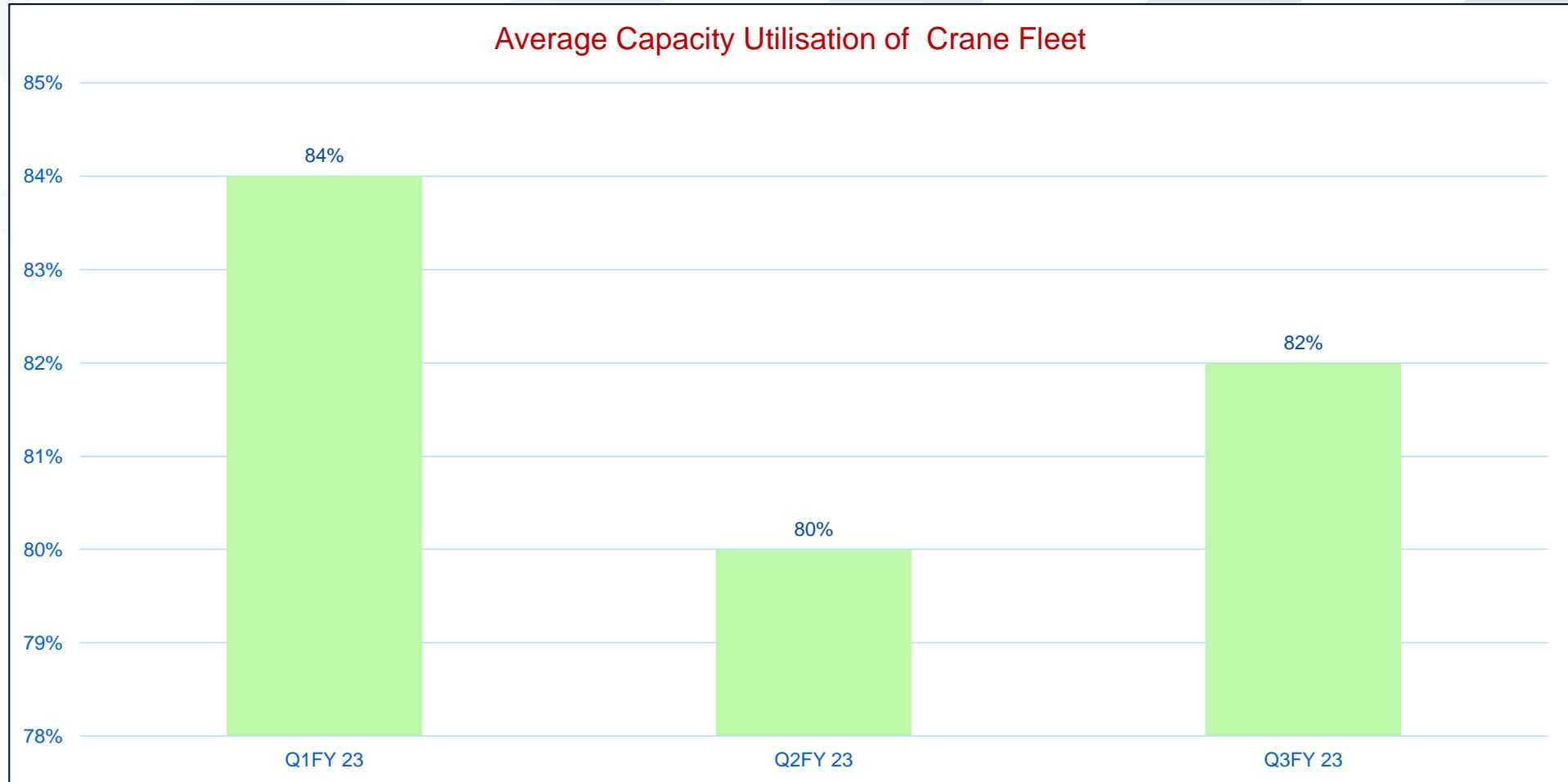
Summarized Profitability Statement



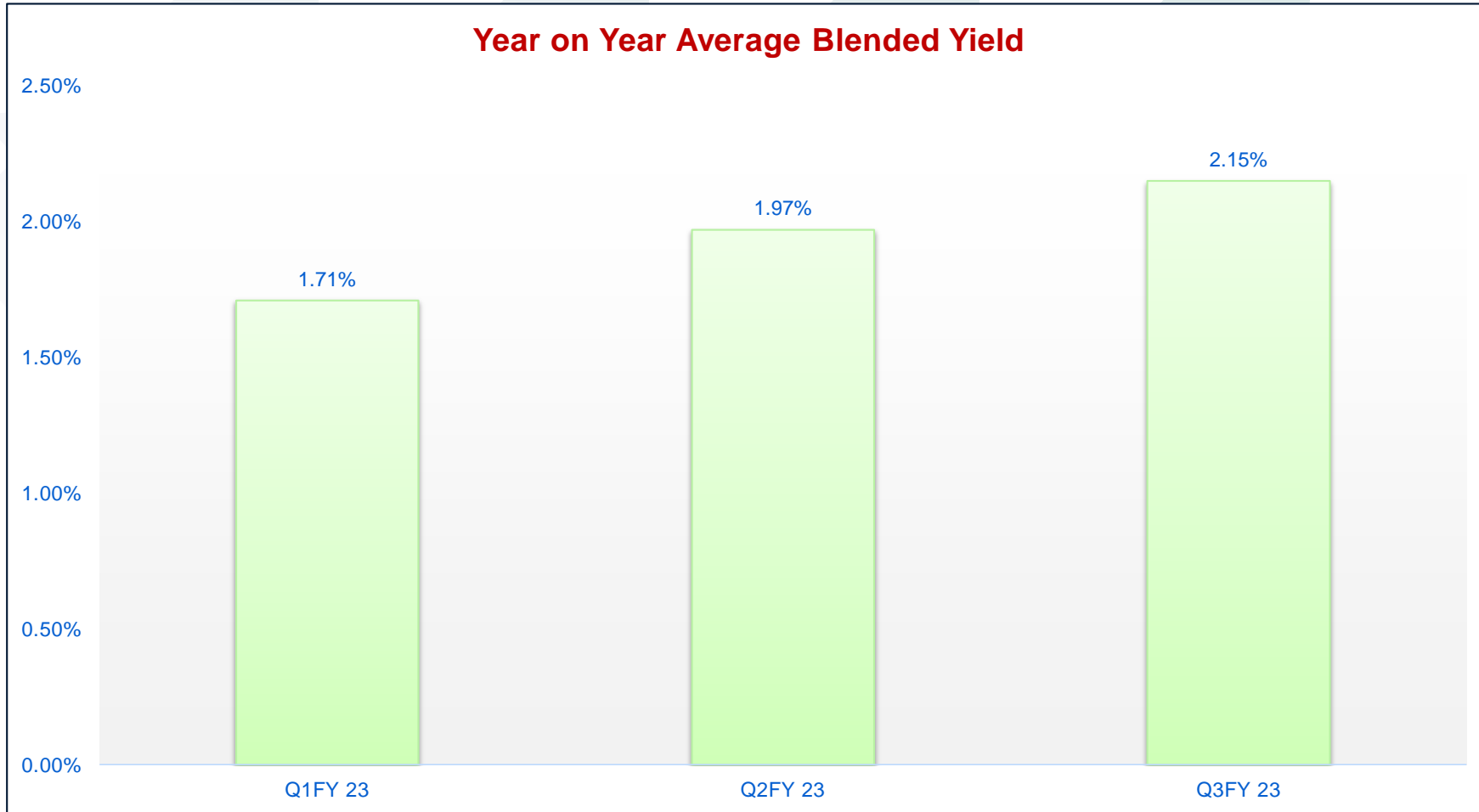
Net Profit and Cash Profit



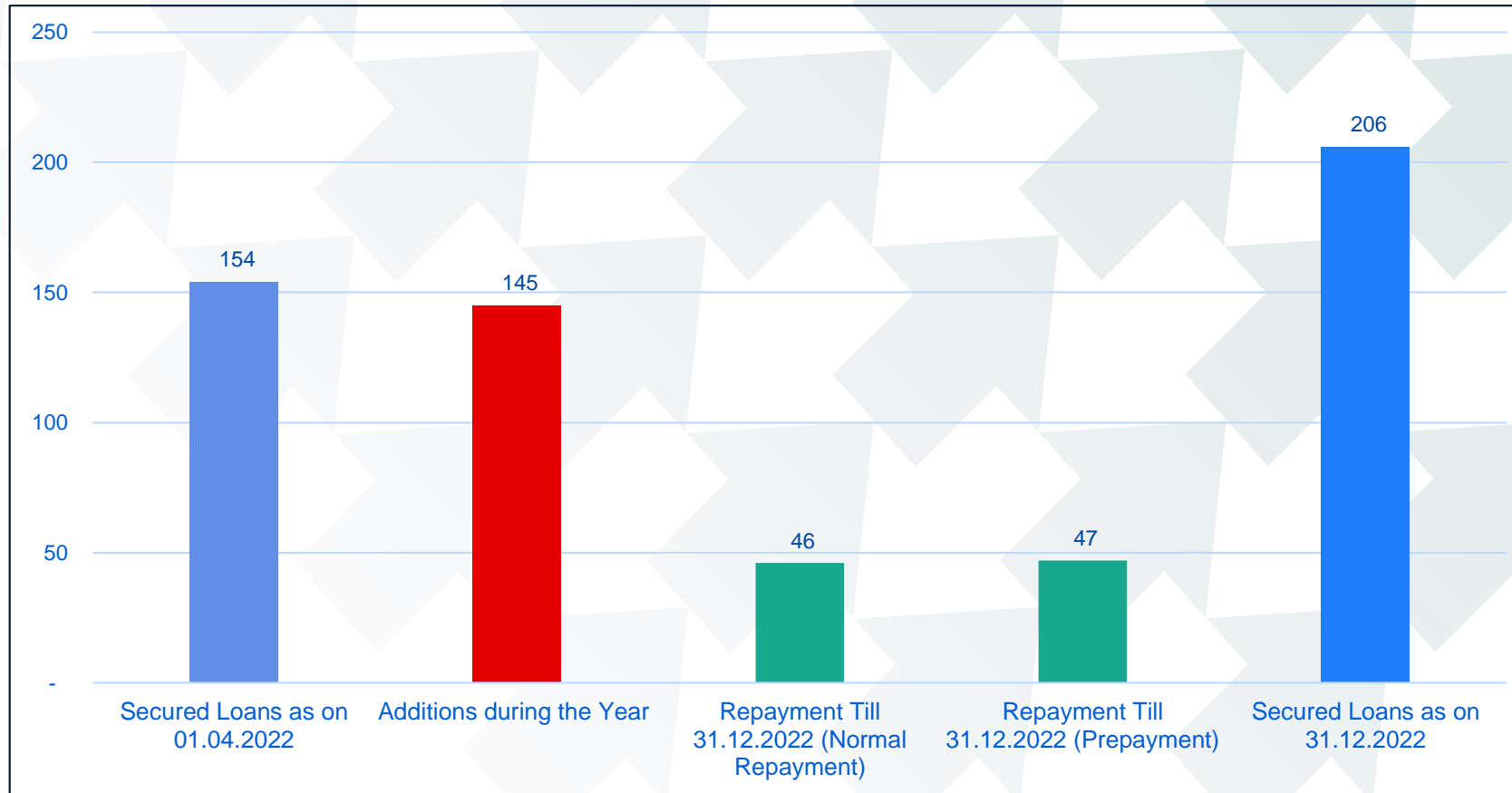
Operational Parameters



Operational Parameters

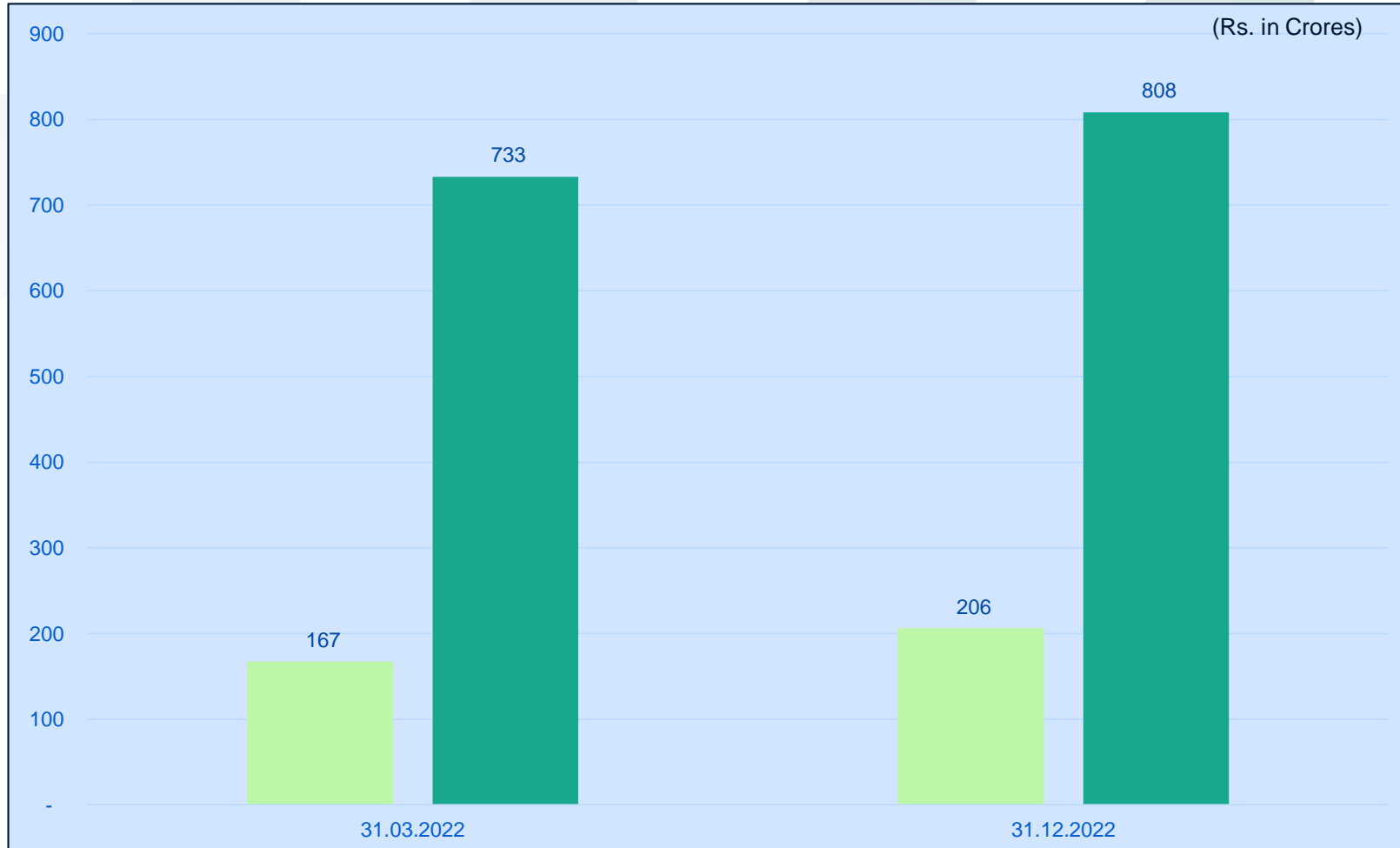


MOVEMENT OF SECURED LOANS DURING THE PERIOD



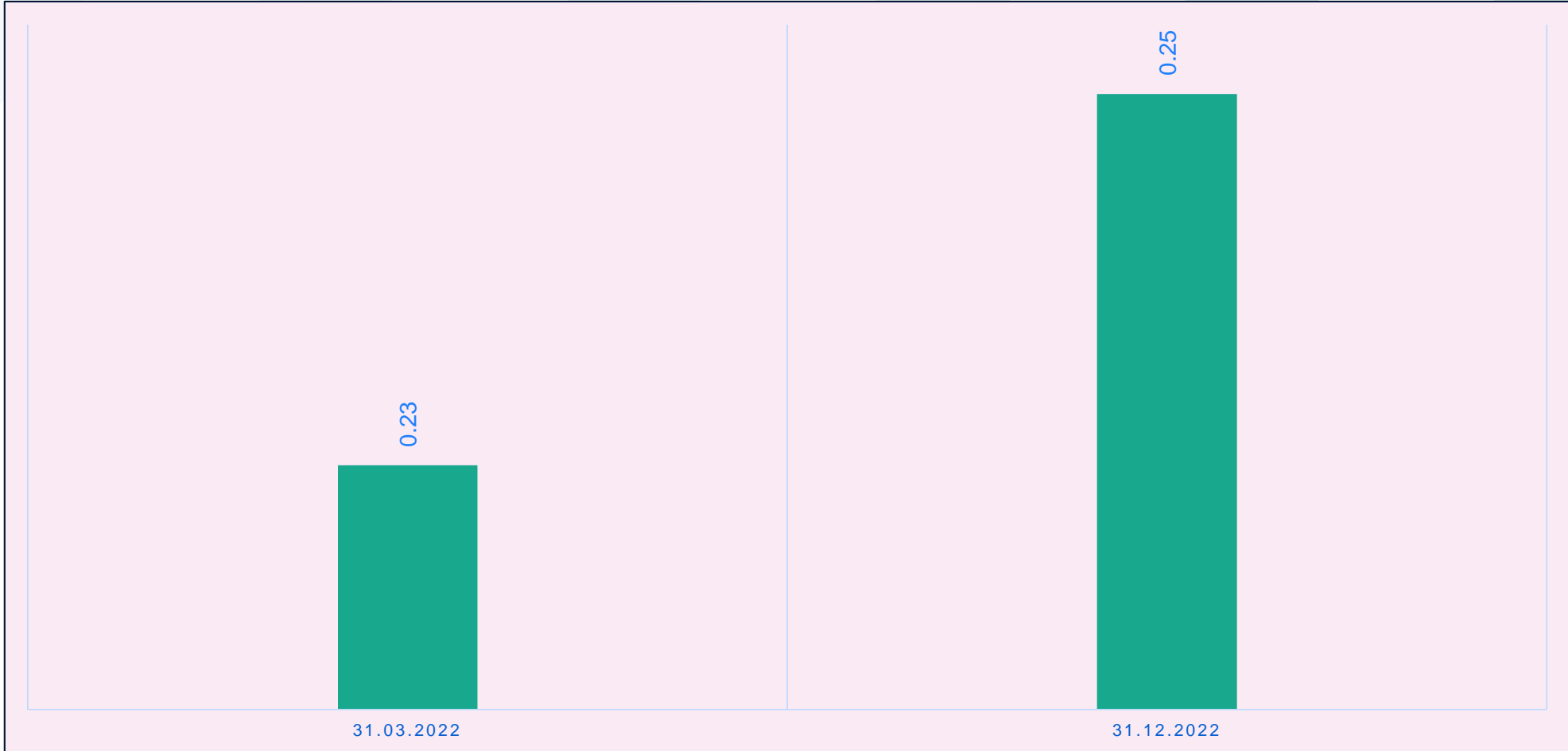


Total Borrowings & Net Worth of the Company





DEBT : EQUITY RATIO OF THE COMPANY



Fleet Of the Cranes as on 31st December 2022

Particulars	Details
Count of SML Crane fleet as on 31 st December , 2022	389 Nos.
Amount of Gross Block of Cranes	Rs. 2316 Crores
Count of SML Crane Fleet having capacity more than 100MT as on 31 st December 2022	251 Nos.
% of Gross Block by 'Crane Fleet having capacity more than 100MT' as on 31 st December 2022	93%



Age-Wise Debtors Analysis

Particulars	Amount in Crores
Debtors Less than 90 days	140.58
Debtors between 91 days to 180 days	27.71
Debtors between 181 days to 360 days <i>(Net of ECL Provision Made)</i>	3.64
Debtors 360 days and above <i>(Net of Provision of Doubtful Debts)</i>	NIL
Reported Sundry Debtors as per Financials	164.63
Average Receivable Days	121 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.
- Pursuant to the discussions held in the previous board meeting (11th August, 2022) and as per suggestions given by board members, the management applied for extension of suspension of business operations for a another period of one year.
- Company has received extension of suspension of business operations vide letter dated 14th December 2022. Total extension period is from 18 December 2022 to 18th December 2023.



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.