

## 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/23-24/35

Date: 07 August 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 the Investor Presentation on Financial Results for the quarter ended on 30 June 2023.

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 uploaded on the company's website, i.e. [www.sanghvicranes.com](http://www.sanghvicranes.com).

Thanks & Regards,

**For Sanghvi Movers Limited**

**Rajesh P. Likhite**

**Company Secretary &  
Chief Compliance Officer**

Encl.: As above



**SANGHVI**

# **SANGHVI MOVERS LIMITED**

**INVESTORS PRESENTATION**

**Q1 - FY 2023-24**

# Financial Performance For Q1 2023-24



Total Turnover  
₹ 152.10 Crores



Profit after Tax  
₹ 41.74 Crores



Average CU  
84%



Avg. Blended Yield  
2.21% Per Month

# Financial Performance as on 30 June 2023

Total Debt  
**₹ 297 Crores**

Debt: Equity  
Ratio  
**0.34:1**

Net Worth  
**₹ 883 Crores**

Avg. Cost of  
Borrowing  
**9.13%**



**SANGHVI**

# Capex For FY 2023-24

Till 31<sup>st</sup> July 2023, Company has completed Capex of Rs. 242 Crores for purchase of cranes & multi-axle lines

Details of cranes & multi-axle purchased is as under

No. of Cranes imported in FY 2023-24

Crane Model / OEM	110 Ton	160 Ton	750 Ton	Total
Sany (Brand New)	6	9	8	23
Multi-Axle Line	-	-	-	30

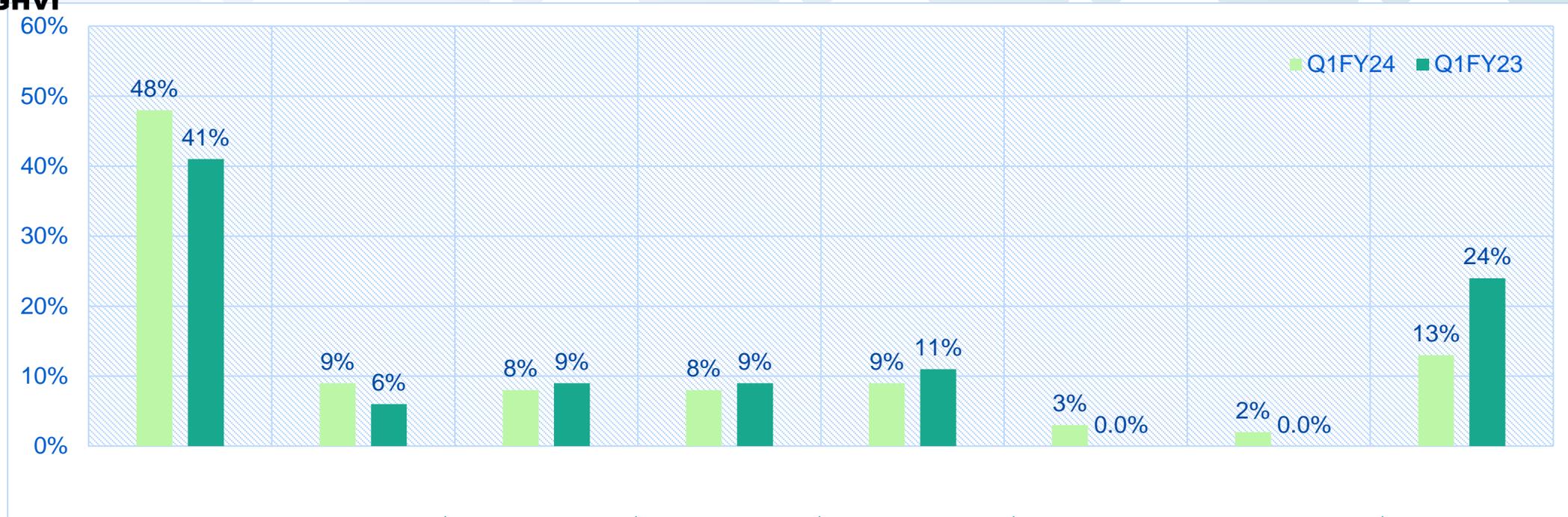
Capex completed

Particulars	Rs. In Crores
Capex for Cranes	237
Capex for Multi- Axle line	5
Total	242

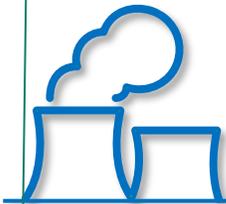


SANGHVI

# Sector-wise Revenue for Q1 - FY 2023-24



Wind Mill



Power



Refinery & Gas



Steel & Metal



Cement



Wind EPC



Project EPC



Other Sectors



# Order-book Position

<b>Particulars</b>	<b>Rs. In crores</b>
Order Book as on 1 <sup>st</sup> August 2023 to be executed during the period 1 <sup>st</sup> April 2023 to 31 March 2024	Rs. 450 Crores
Order Book as on 1 <sup>st</sup> August 2022 during the period 1 <sup>st</sup> April 2022 to 31 March 2023	Rs. 320 Crores



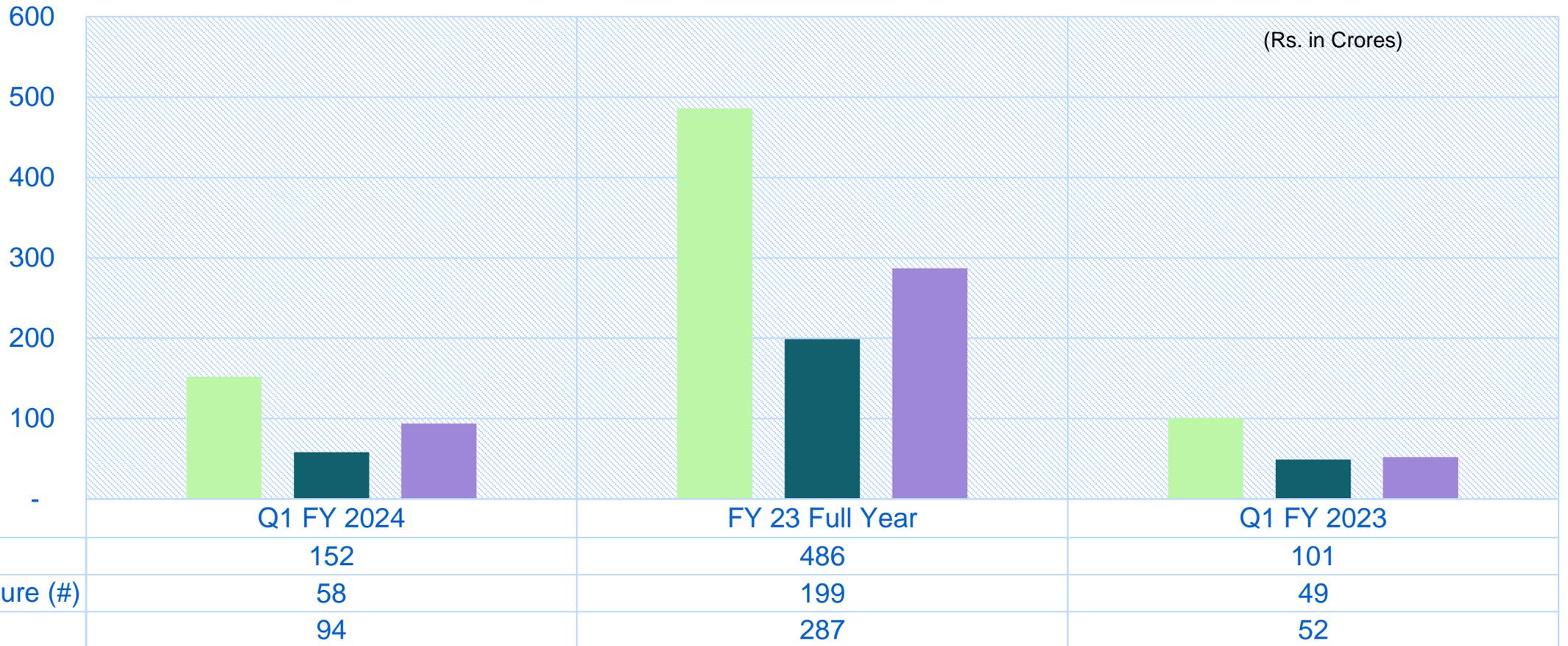
# Financial Performance

Rs. In crores

	Particulars	Q1FY24	FY 2022-23	Q1FY23
a)	Income from Operations	146.07	455.79	97.24
b)	Other Income	6.03	29.76	3.68
c)	Total Income (a) + (b)	152.10	485.55	100.92
d)	Total Expenditure	58.00	198.93	49.29
e)	PBIDIT c) – d)	94.11	286.62	51.63
f)	% of PBIDT to Total Income	62%	59%	51%
g)	Interest	5.47	16.64	3.43
h)	Depreciation	32.56	121.06	28.83
i)	Profit Before Tax	56.07	148.92	19.37
j)	Tax expense (current tax + DTL)	14.33	36.87	4.88
k)	Profit After Tax	41.74	112.05	14.49
l)	% of PAT to Total Income	27%	23%	14%
m)	Total Cash Accruals (PAT + Dep.)	74.30	233.11	43.32
n)	Net Worth	883.45	841.71	748.42
o)	Total Loans (Secured + Unsecured)	297.26	160.88	240.09
p)	Debt : Equity Ratio	0.34	0.19	0.32
q)	Average Capacity Utilisation	84%	83%	84%
r)	Avg. Gross Yield for the period	2.21%	1.97%	1.71%



# Summarized Profitability Statement



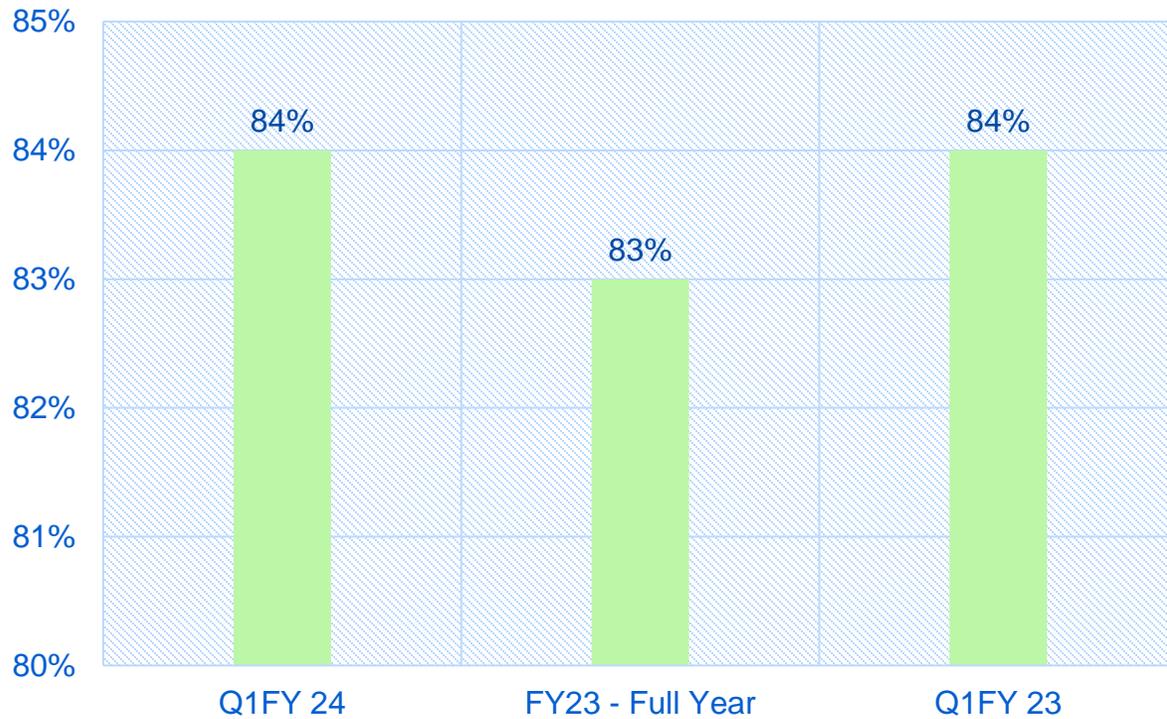


# Net Profit & Cash Profit

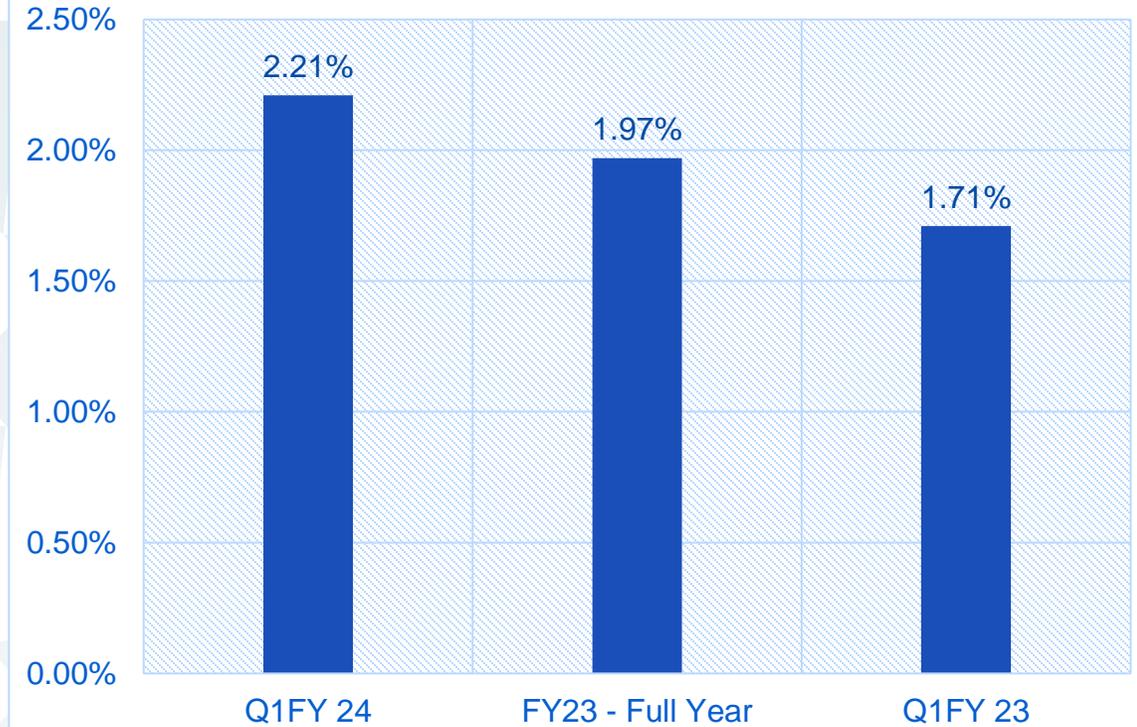


# Operational Parameters

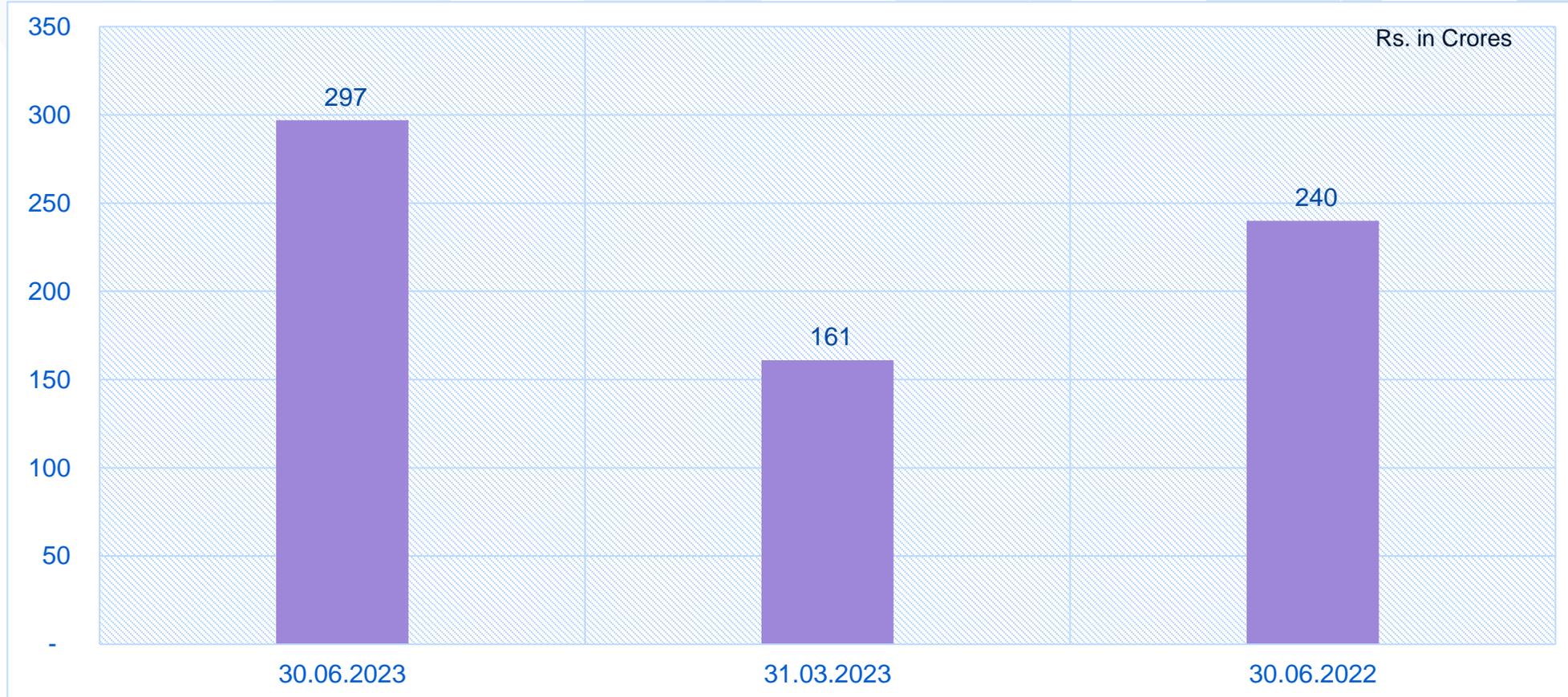
## Average Capacity Utilisation



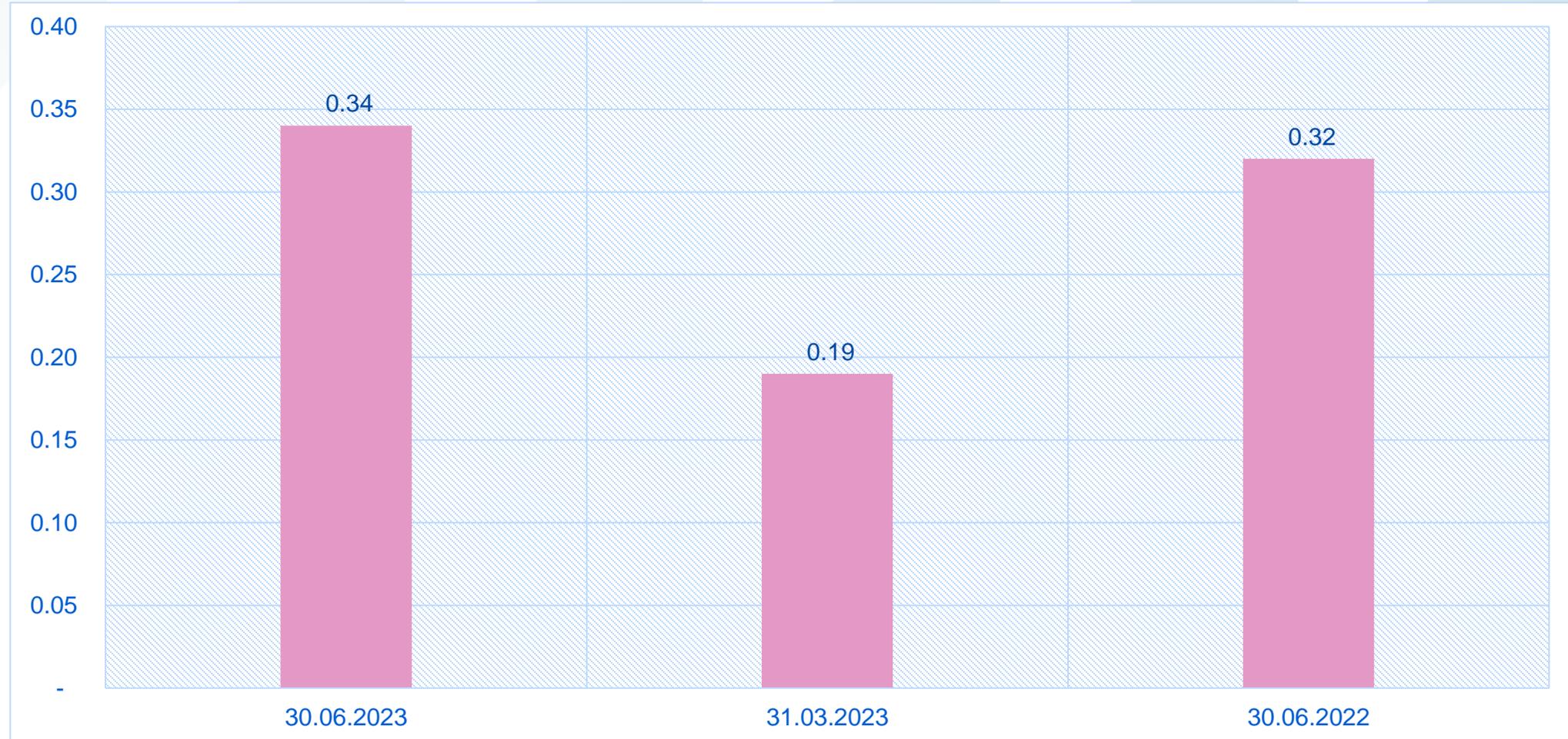
## Average Blended Yield - per month



# Total Borrowings of the company



# Debt : Equity Ratio of the company



# Age-Wise Debtors Analysis

Particulars	Rs. in Crores
Debtors Less than 90 Days	135.64
Debtors between 91 Days to 180 Days	9.84
Debtors between 181 Days to 360 Days	4.26
Debtors between 361 Days and Above <i>(Net of Provision of Doubtful debts)</i>	Nil
Reported Sundry debtors as per Financials	149.76
Average receivable Days (Net of GST Amount included in Debtors)	83 Days



# Fleet of the Cranes as on 30<sup>th</sup> June 2023

Particulars	Details
Count of SML Crane fleet as on 30 <sup>th</sup> June 2023	403
Amount of Gross block of Cranes	2500 Crores
Count of SML Crane Fleet having capacity more than 100MT as on 30 <sup>th</sup> June 2023	268
% of Gross Block by 'Crane Fleet having capacity more than 100MT' as on 30 <sup>th</sup> June 2023	94%



# Updates on wholly owned subsidiary of the Company in Vietnam

The Board of Directors of the Company in their meeting held on 07 August 2023, approved voluntary winding up of Sanghvi Movers Vietnam Company Limited, a wholly owned subsidiary of the Company in Vietnam, as per the applicable laws of Vietnam.



# 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.