

## 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/23-24/55

Date: 07 November 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 30 September 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 available 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**

**H1 - FY 2023-24**

# Financial Performance For H1 2023-24



Total Turnover  
₹ 296.82 Crores



Profit after Tax  
₹ 78.93 Crores



Average CU  
83%



Avg. Blended Yield  
2.15% Per Month

# Financial Performance as on H1 FY 2023-24

Total Debt  
**₹ 308 Crores**

Debt: Equity  
Ratio  
**0.34:1**

Net Worth  
**₹ 903 Crores**

Avg. Cost of  
Borrowing  
**9.02% P.a.**



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## Capex For FY 2023-24

Till 30<sup>th</sup> September 2023, Company has completed Capex of Rs. 252 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	10	8	24
Multi-Axle Line (6 Nos x 8 axle lines)	-	-	-	48
Escorts Pick & Carry Cranes	-	-	-	4
Eicher- Prime Movers / Pullers	-	-	-	8

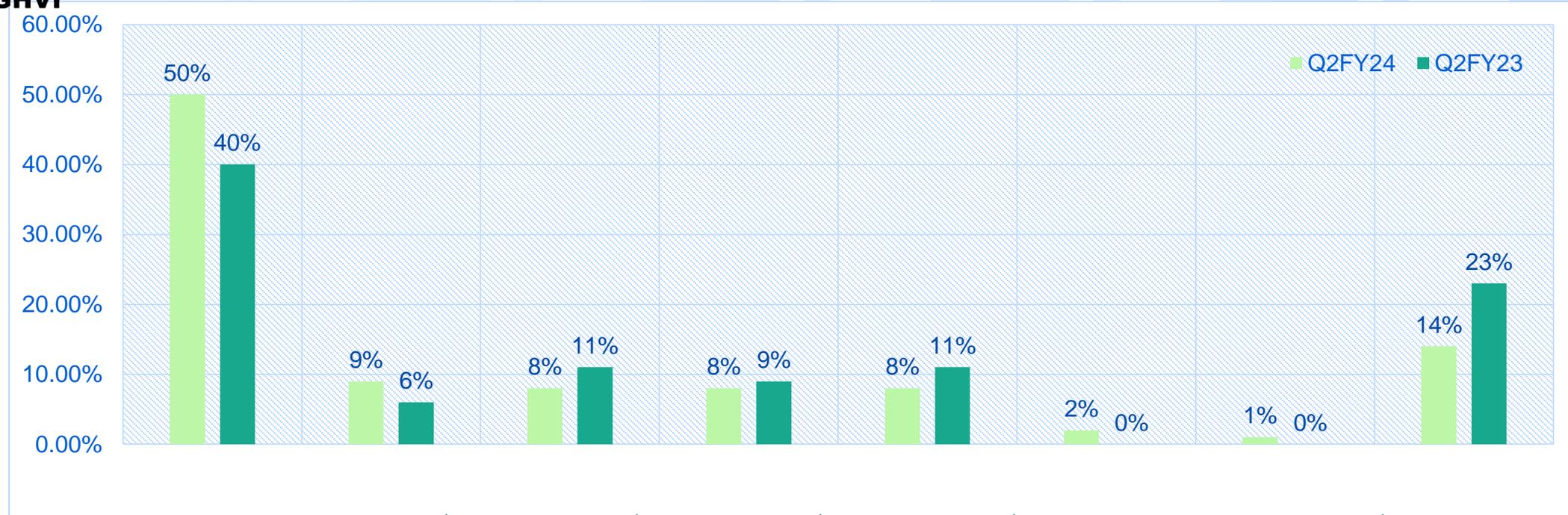
Capex completed

Particulars	Rs. In Crores
Capex for Cranes	242
Capex for Multi- Axle line	7
Escorts Pick & Carry Crane	1
6 Nos Eicher Prime Mover / Puller	2
Total	252

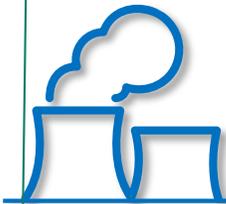


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# Sector-wise Revenue for H1 - FY 2023-24



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> October 2023 to be executed during the period 1 <sup>st</sup> April 2023 to 31 March 2024	Rs. 522 Crores
Order Book as on 1 <sup>st</sup> October 2022 during the period 1 <sup>st</sup> April 2022 to 31 March 2023	Rs. 380 Crores



# Financial Performance

Rs. In crores

	Particulars	H1 FY 24	Q2FY24	Q1FY24	FY 2022-23	H1 FY 23
a)	Income from Operations	286.05	139.98	146.07	455.79	206.48
b)	Other Income	10.77	4.74	6.03	29.76	17.79
c)	Total Income (a) + (b)	296.82	144.72	152.10	485.55	224.27
d)	Total Expenditure	111.89	53.89	58.00	198.93	100.64
e)	PBIDIT c) – d)	184.93	90.83	94.11	286.62	123.63
f)	% of PBIDT to Total Income	62%	63%	62%	59%	55%
g)	Interest	12.13	6.65	5.47	16.64	7.35
h)	Depreciation	66.79	34.23	32.56	121.06	59.34
i)	Profit Before Tax	106.02	49.95	56.07	148.92	56.94
j)	Tax expense (current tax + DTL)	27.09	12.76	14.33	36.87	13.56
k)	Profit After Tax	78.93	37.19	41.74	112.05	43.38
l)	% of PAT to Total Income	27%	26%	27%	23%	19%
m)	Total Cash Accruals (PAT + Depre.)	145.72	71.41	74.30	233.11	102.72
n)	Net Worth	903.32	903.32	883.45	841.71	773.01
o)	Net Borrowings	307.75	307.75	297.26	160.88	255.35
p)	Debt : Equity Ratio	0.34	0.34	0.34	0.19	0.33
q)	Average Capacity Utilisation	83%	82%	84%	83%	82%
r)	Avg. Gross Yield for the period	2.15%	2.09%	2.21%	1.97%	1.82%



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## Other Income

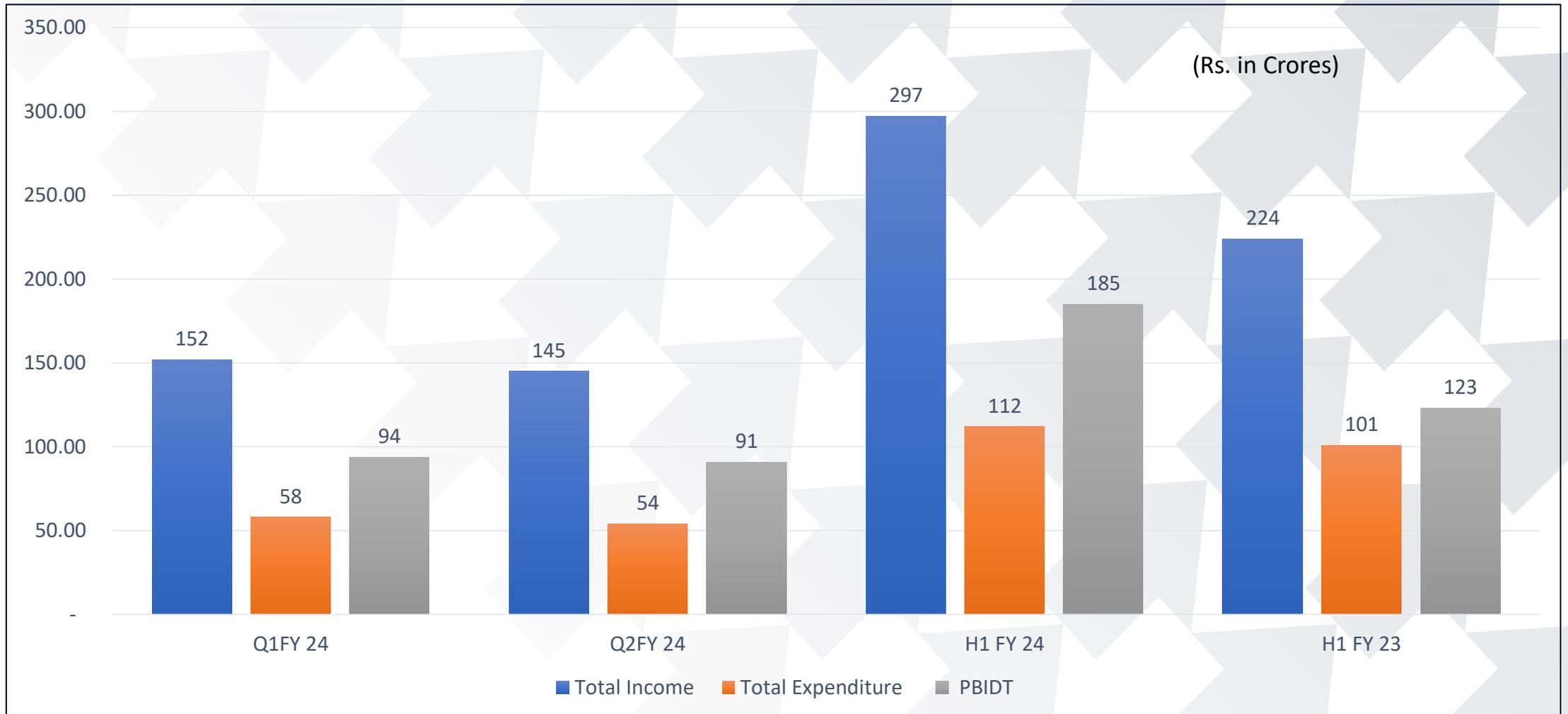
Sr.	Particulars	Rs. in Crores
1	Profit on Sale of 13 Nos. Cranes sold during H1FY 24	5.88
2	Reversal of PDD made in earlier years pursuant to recovery of dues	2.64
3	Others – Interest on FD / Gain from MF Investment	2.25
	<b>Total Other Income</b>	<b>10.77</b>

## Revenue from EPC Business

Sr.	Particulars	Rs. in Crores
1	Wind EPC	4.83
2	Project EPC	2.50
3	<b>Total</b>	<b>7.33</b>



# Summarized Profitability Statement



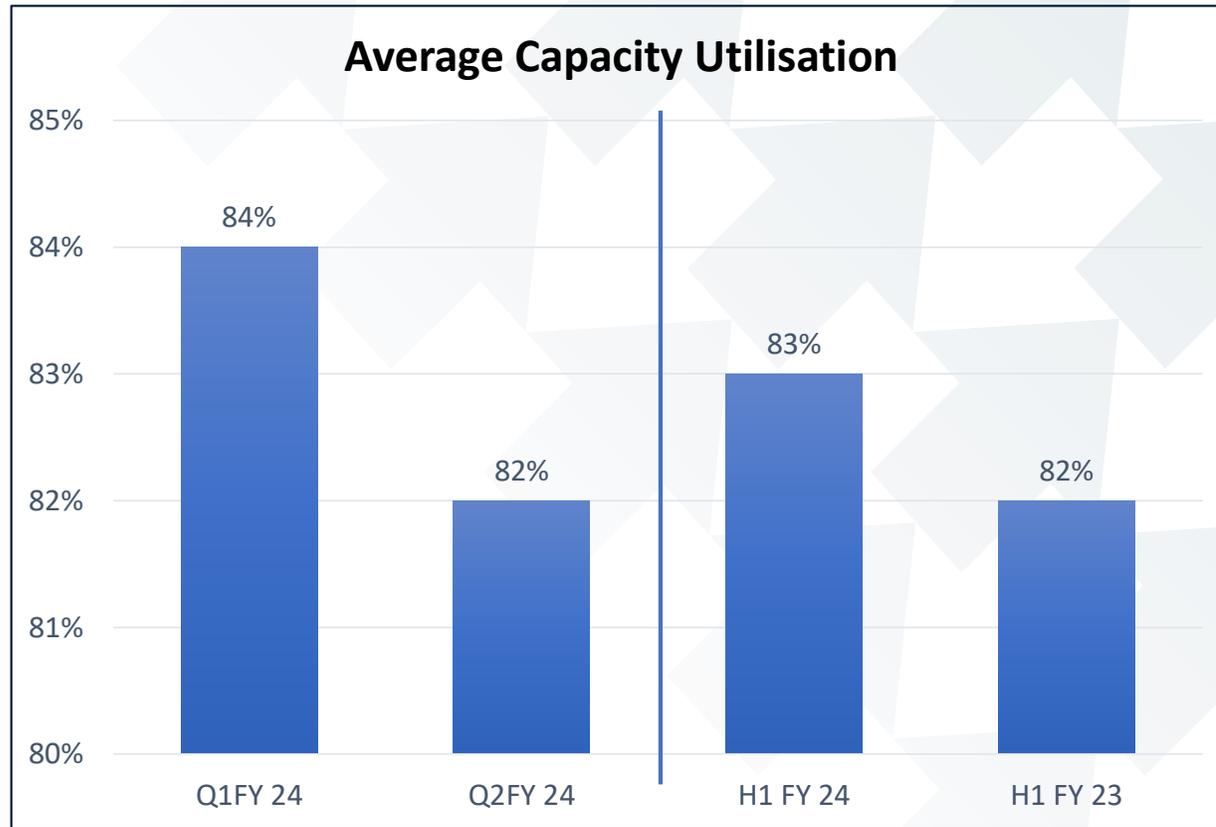


# Net Profit & Cash Profit

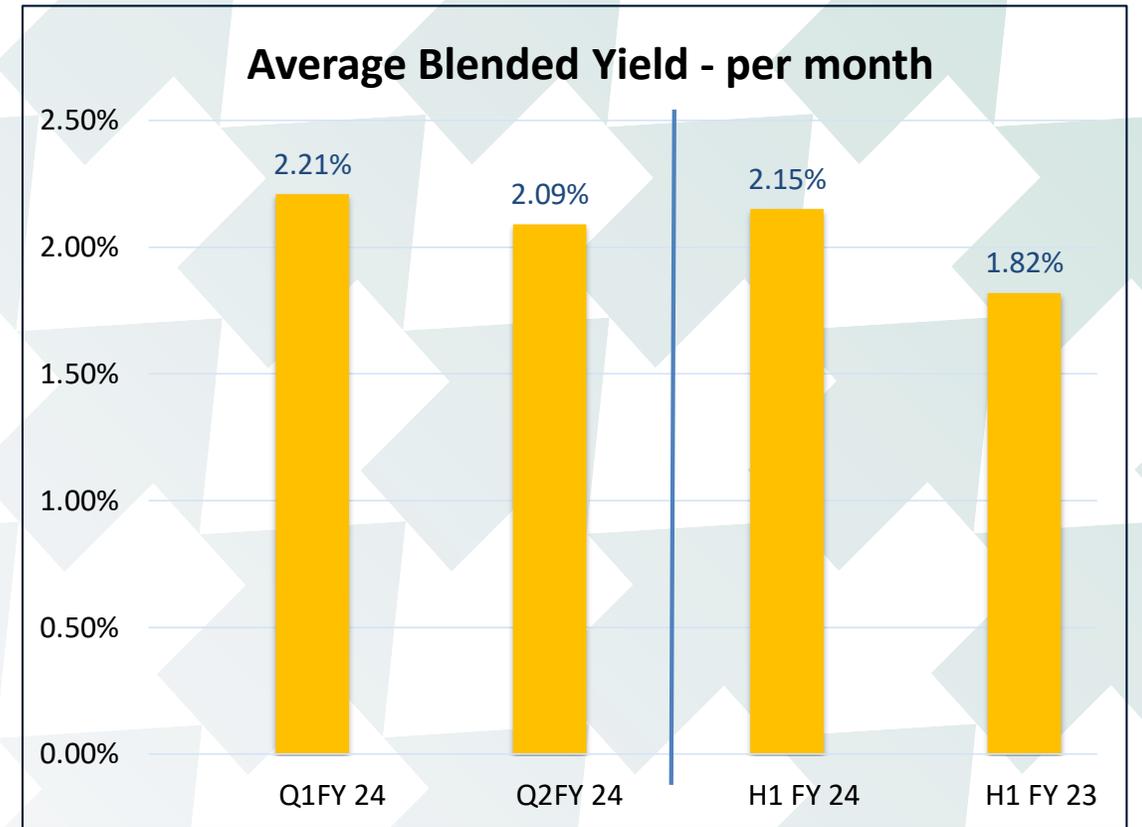


# Operational Parameters

### Average Capacity Utilisation

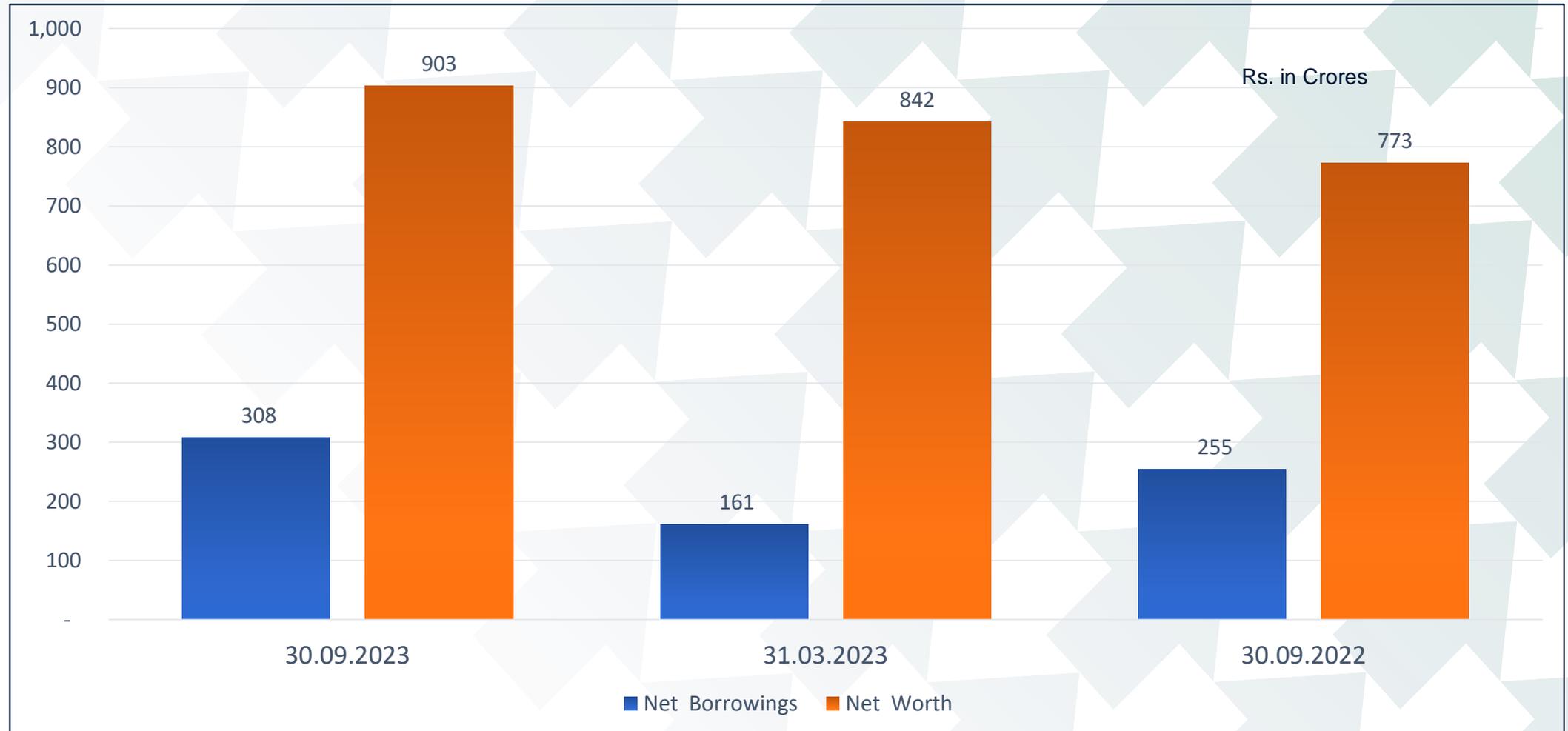


### Average Blended Yield - per month

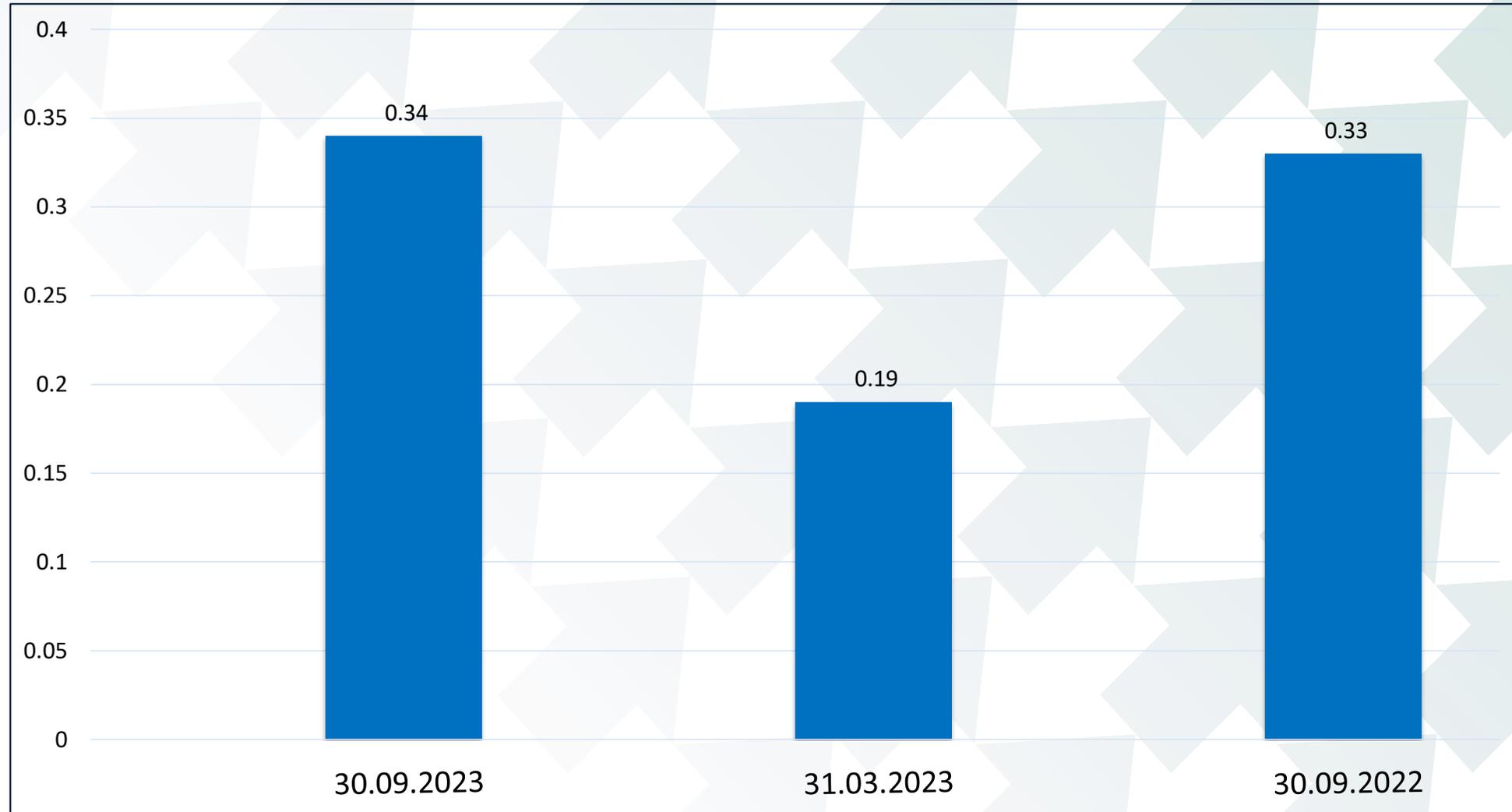




# Total Borrowings & Net Worth of the company

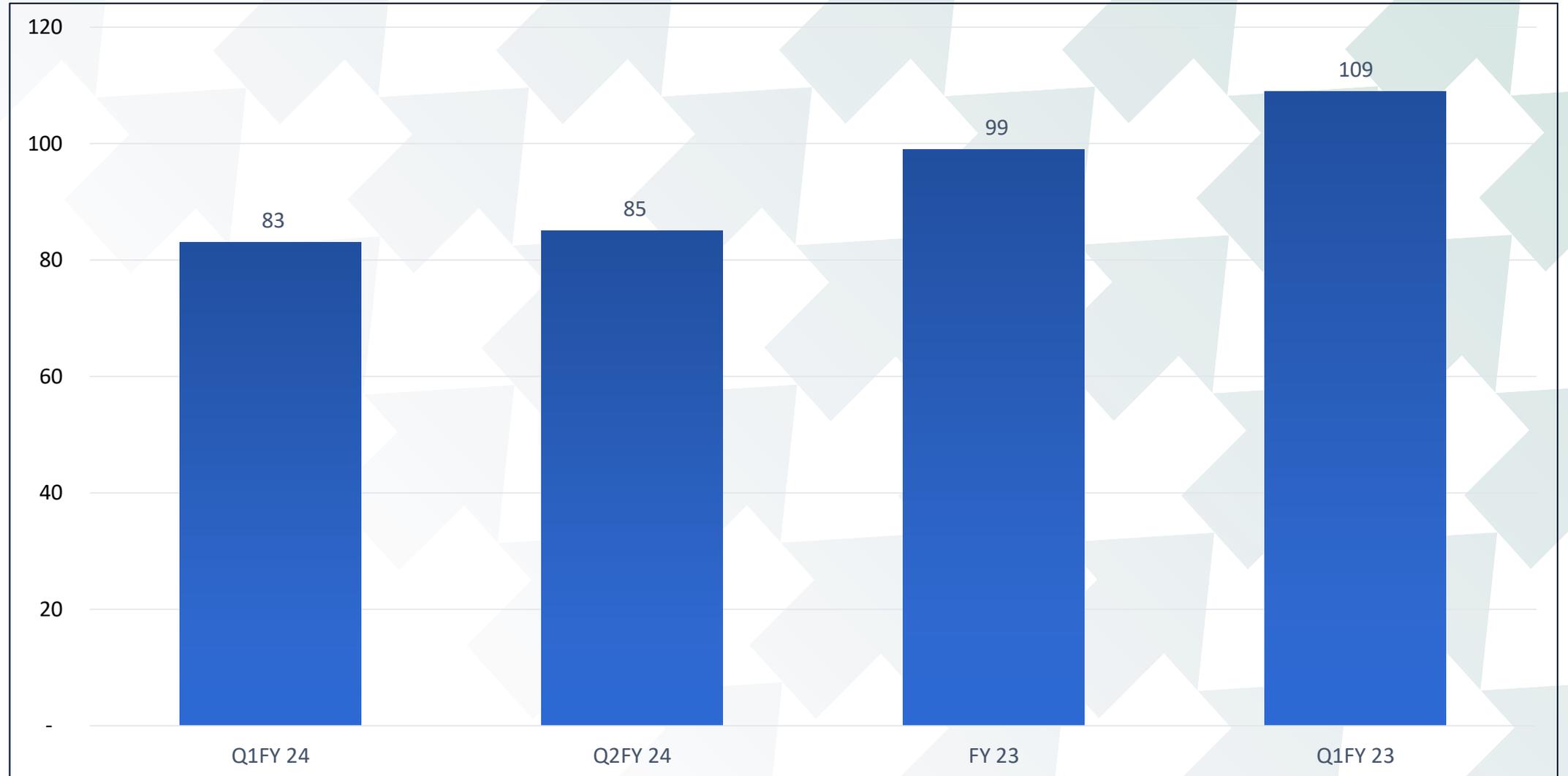


# Debt : Equity Ratio of the company





# Average Receivable Days





# Age-Wise Debtors Analysis as on 30.09.2023

Particulars	Rs. in Crores
Debtors Less than 90 Days	129.38
Debtors between 91 Days to 180 Days	16.63
Debtors between 181 Days to 360 Days	4.39
Debtors between 361 Days and Above <i>(Net of Provision of Doubtful debts)</i>	Nil
Reported Sundry debtors as per Financials	150.40
Average receivable Days (Net of GST Amount included in Debtors)	85 Days



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

Particulars	Details
Count of SML Crane fleet as on 30 <sup>th</sup> September 2023	353
Amount of Gross block of Cranes	Rs. 2485 Crores
Count of SML Crane Fleet having capacity more than 100MT as on 30 <sup>th</sup> September 2023	247
% of Gross Block by 'Crane Fleet having capacity more than 100MT' as on 30 <sup>th</sup> September 2023	94%

Note: - Out of the fleet of 404 cranes, there are some 51 cranes which are at the end to their effective useful life. The cumulative lifting capacity of these cranes are 6690 MT and YOM between 1968 to 2001. The company intends to dispose of these cranes in next 12 months and therefore these cranes are shown under the Head as Assets Held for Sale in the Balance Sheet as on 30.09.2023. The Gross Block of these 51 cranes are Rs. 85 Crores while WDV as on 30.09.2023 of Rs. 3.23 Crores.



# 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.