

# 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/23-24/74

Date: 07 February 2024

## **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 2023.

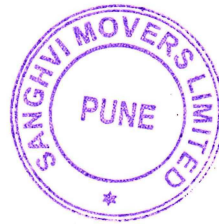
You are requested to take the same on your records and further place the same on your website for the information of shareholders, investors, analysts and public at large.

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**

**FY 2023-24 ( April 2023 to Dec 2023)**

# Financial Performance For YTD December 2023



Total Turnover  
₹ 470 Crores



Profit after Tax  
₹ 140 Crores



Average CU  
84%



Avg. Blended Yield  
2.19% Per Month

# Financial Performance as on December-2023

Total Debt  
**₹ 293 Crores**

Debt: Equity  
Ratio  
**0.30:1**

Net Worth  
**₹ 965 Crores**

Avg. Cost of  
Borrowing  
**9.07% P.a.**



**SANGHVI**

# Capex For FY 2023-24

Company has completed capex for purchase of following Cranes, Prime Movers, and Trailers aggregating to Rs. 405 Crores.

Details of cranes & multi-axle purchased is as under

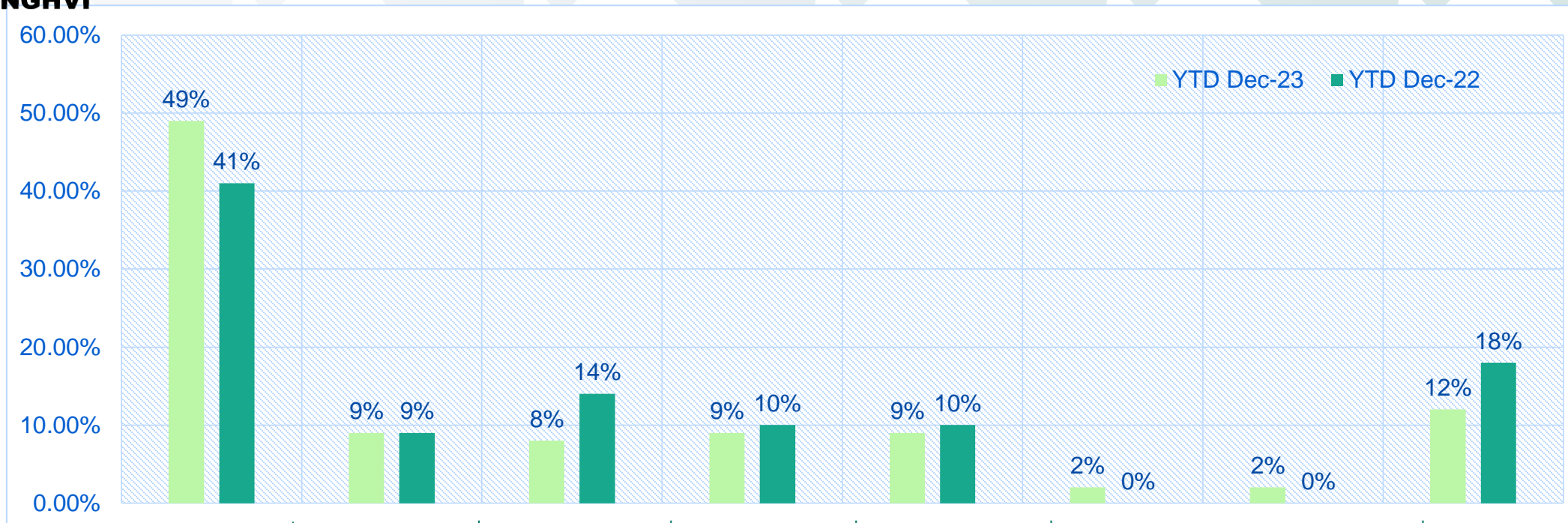
Crane Model / OEM	110 Ton	160 Ton	150 Ton	750 Ton	800 Ton	1600 Ton	Total
Sany (Brand New)	14	28	0	8	0	1	51
Schwing Stetter	0	0	1	0	0	0	1
XCMG Used	0	0	0	0	2	0	2
<b>Total :-</b>	14	28	1	8	2	1	54

Sr.	Capex	Nos.	(Rs. in Crores)
1	Cranes	54	368
2	Multi-Axle Lines, Prime Movers & Trailers		12
3	Pick & Carry Cranes, Boom Lifts etc		4
4	Boom Inserts & Tools, Tackles		21
	<b>Total :-</b>		405

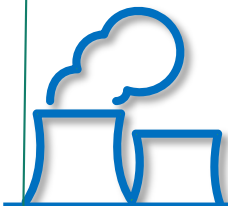


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# Sector-wise Revenue for YTD December 2023



Wind Mill



Power



Refinery & Gas



Steel & Metal



Cement



Wind EPC



Project EPC

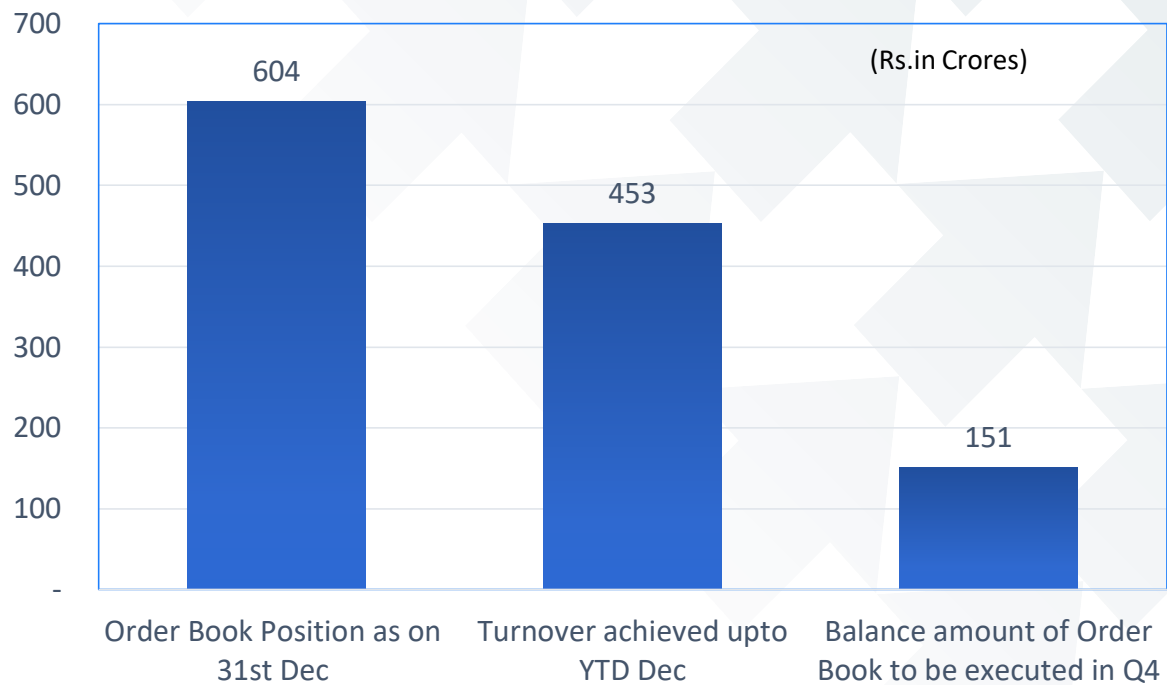


Other Sectors

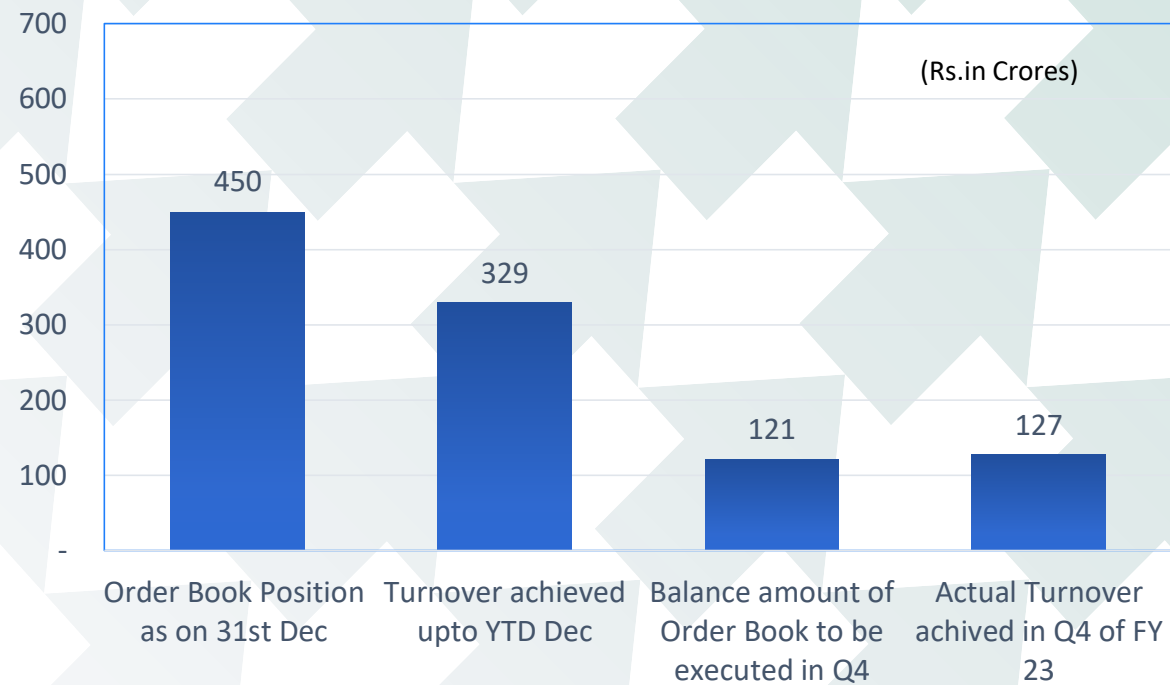


# Order-book Position

**FY 2023-24**



**FY 2022-23**



# Financial Performance

Rs. In crores

Sr.	Particulars	YTD Dec-23	Q3FY24	Q2FY24	Q1FY24	YTD Dec-22	FY 2022-23
a)	Income from Operations	453.08	167.03	139.98	146.07	328.96	455.79
b)	Other Income	16.74	5.97	4.74	6.03	25.07	29.76
c)	Total Income (a) + (b)	469.82	173.00	144.72	152.10	354.03	485.55
d)	Total Expenditure	164.15	52.26	53.89	58.00	148.70	198.93
e)	<b>PBIDIT (c – d)</b>	<b>305.67</b>	<b>120.74</b>	<b>90.83</b>	<b>94.11</b>	<b>205.33</b>	<b>286.62</b>
f)	<b>% of PBIDT to Total Income</b>	<b>65%</b>	<b>70%</b>	<b>63%</b>	<b>62%</b>	<b>58%</b>	<b>59%</b>
g)	Interest	18.99	6.86	6.65	5.47	11.59	16.64
h)	Depreciation	98.66	31.87	34.23	32.56	90.39	121.06
i)	Profit Before Tax	188.02	82.01	49.95	56.07	103.35	148.92
j)	Tax expense (current tax + DTL)	47.83	20.74	12.76	14.33	25.24	36.87
k)	<b>Profit After Tax</b>	<b>140.19</b>	<b>61.27</b>	<b>37.19</b>	<b>41.74</b>	<b>78.11</b>	<b>112.05</b>
l)	<b>% of PAT to Total Income</b>	<b>30%</b>	<b>35%</b>	<b>26%</b>	<b>27%</b>	<b>22%</b>	<b>23%</b>
m)	Total Cash Accruals (PAT + Depre.)	238.86	93.14	71.41	74.30	168.50	233.11
n)	<b>Net Worth</b>	<b>964.60</b>	<b>964.60</b>	<b>903.32</b>	<b>883.45</b>	<b>807.74</b>	<b>841.71</b>
o)	Net Borrowings	292.87	292.87	307.75	297.26	206.38	160.88
p)	<b>Debt : Equity Ratio</b>	<b>0.30</b>	<b>0.30</b>	<b>0.34</b>	<b>0.34</b>	<b>0.26</b>	<b>0.19</b>
q)	<b>Average Capacity Utilisation</b>	<b>84%</b>	<b>87%</b>	<b>82%</b>	<b>84%</b>	<b>82%</b>	<b>83%</b>
r)	<b>Avg. Gross Yield for the period</b>	<b>2.19%</b>	<b>2.26%</b>	<b>2.09%</b>	<b>2.21%</b>	<b>1.92%</b>	<b>1.97%</b>





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## Other Income

Sr.	Particulars	Rs. in Crores
1	Profit on Sale of 21 Nos. Cranes sold during nine months' period	8.39
2	Reversal of PDD made in earlier years pursuant to recovery of dues	3.30
3	Interest on FD / Gain from MF Investment	4.48
4	Other misc. income	0.57
	<b>Total Other Income</b>	<b>16.74</b>

## Revenue from EPC Business

Sr.	Particulars	Revenue
1	Wind EPC	8.83
2	Project EPC	3.20
	<b>Total</b>	<b>12.03</b>

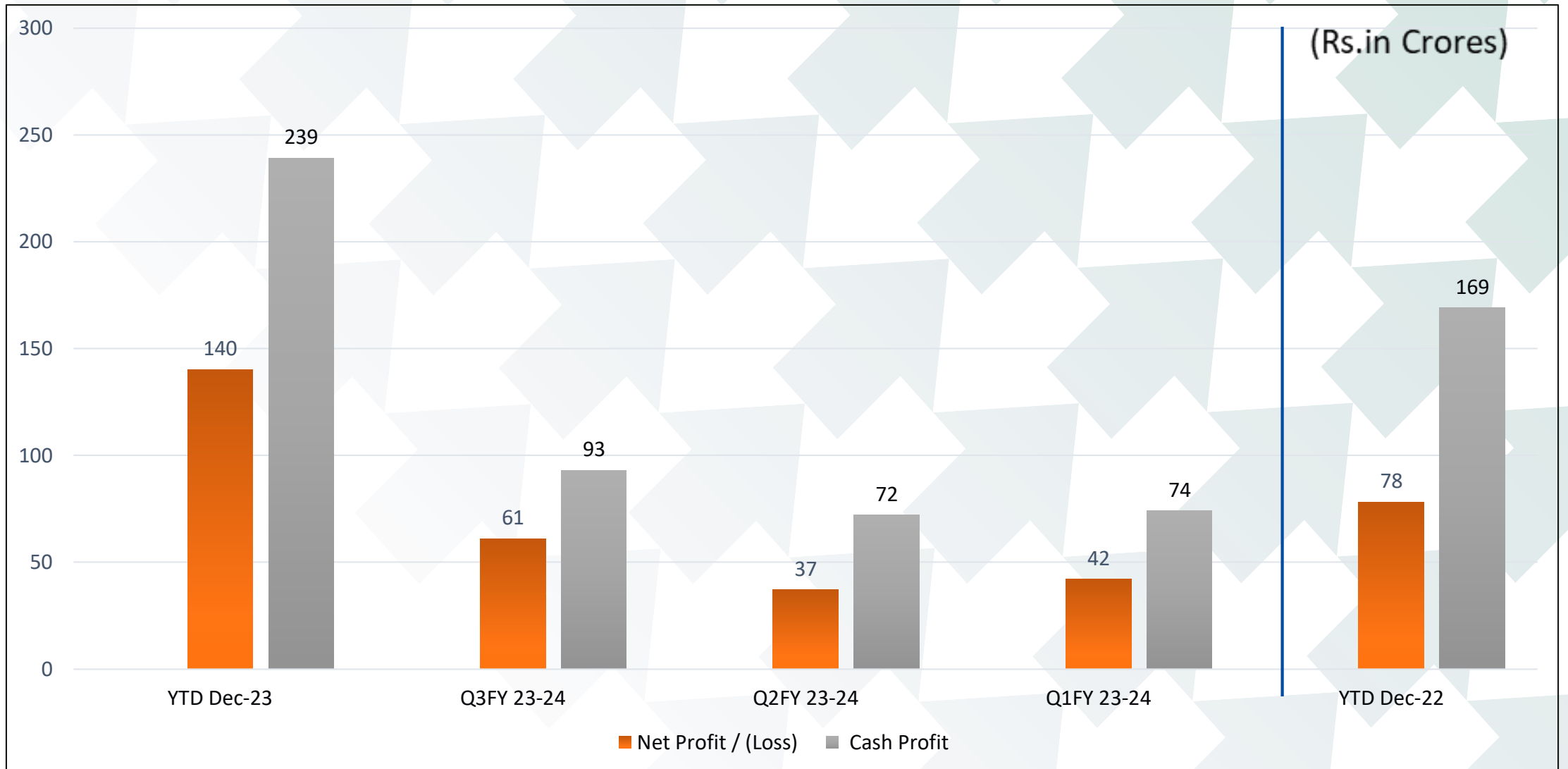


# Summarized Profitability Statement

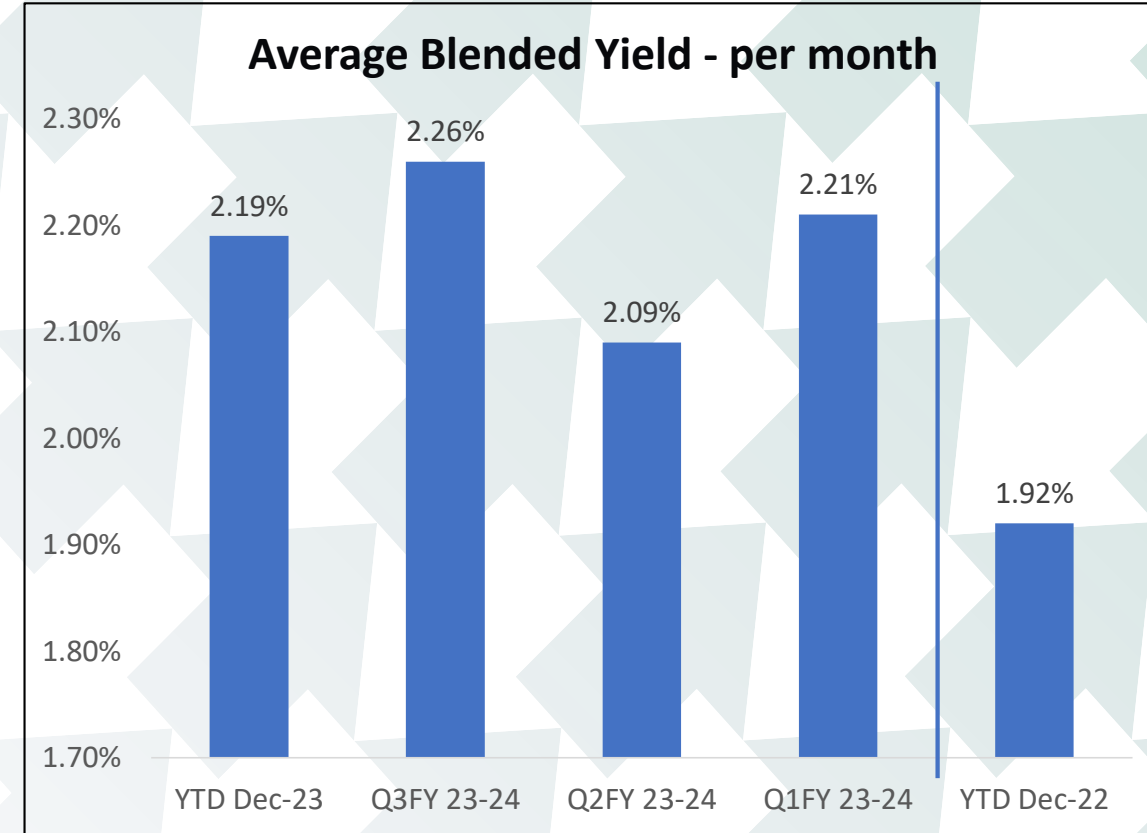
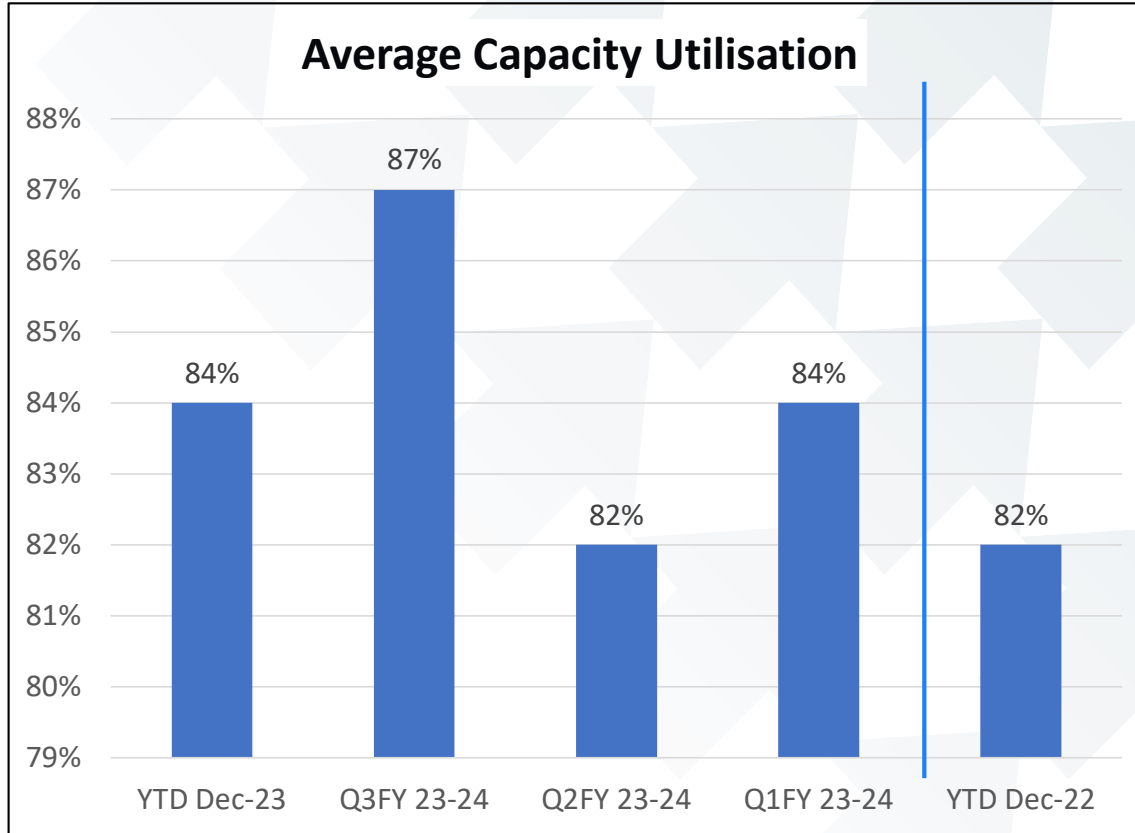




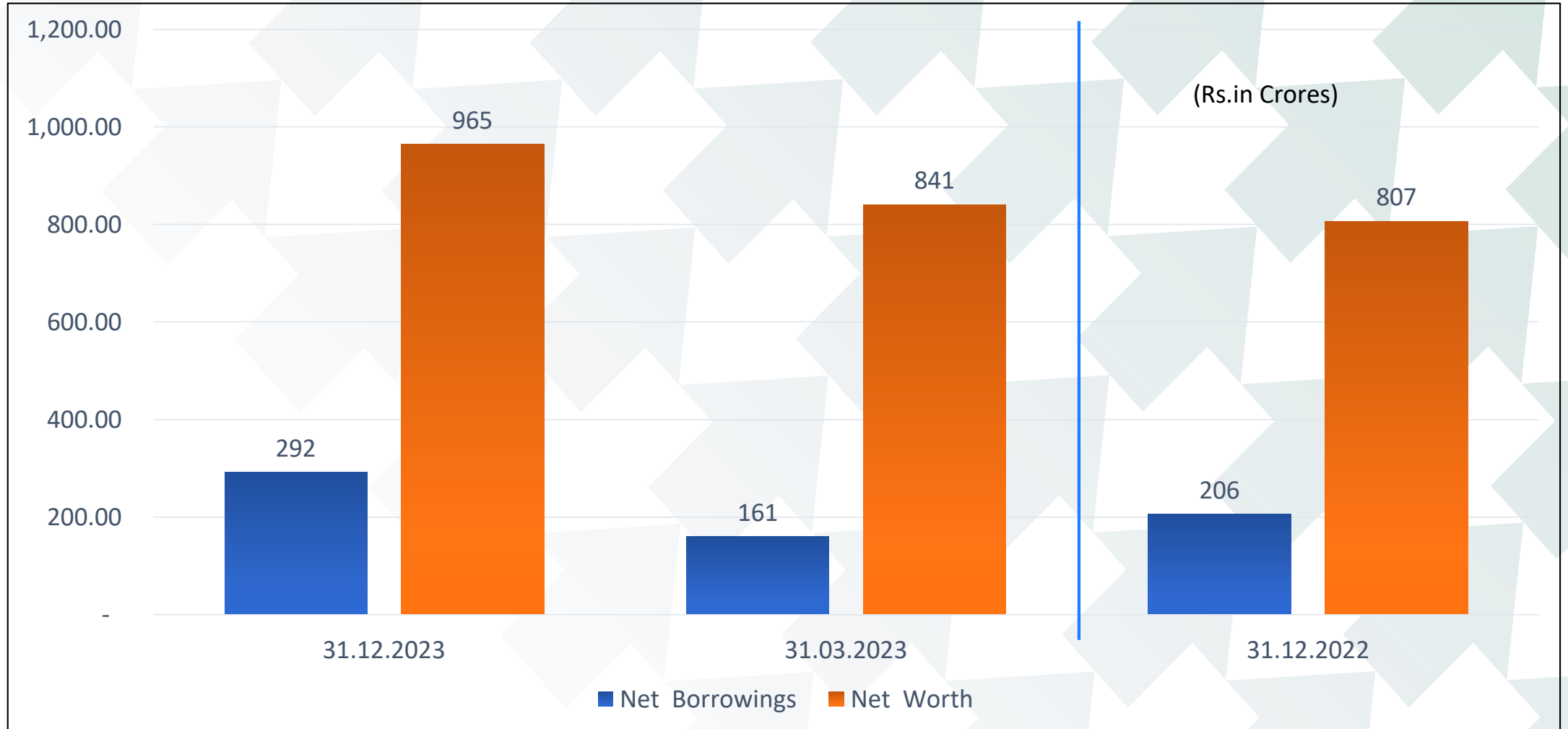
# Net Profit & Cash Profit



# Operating Parameters

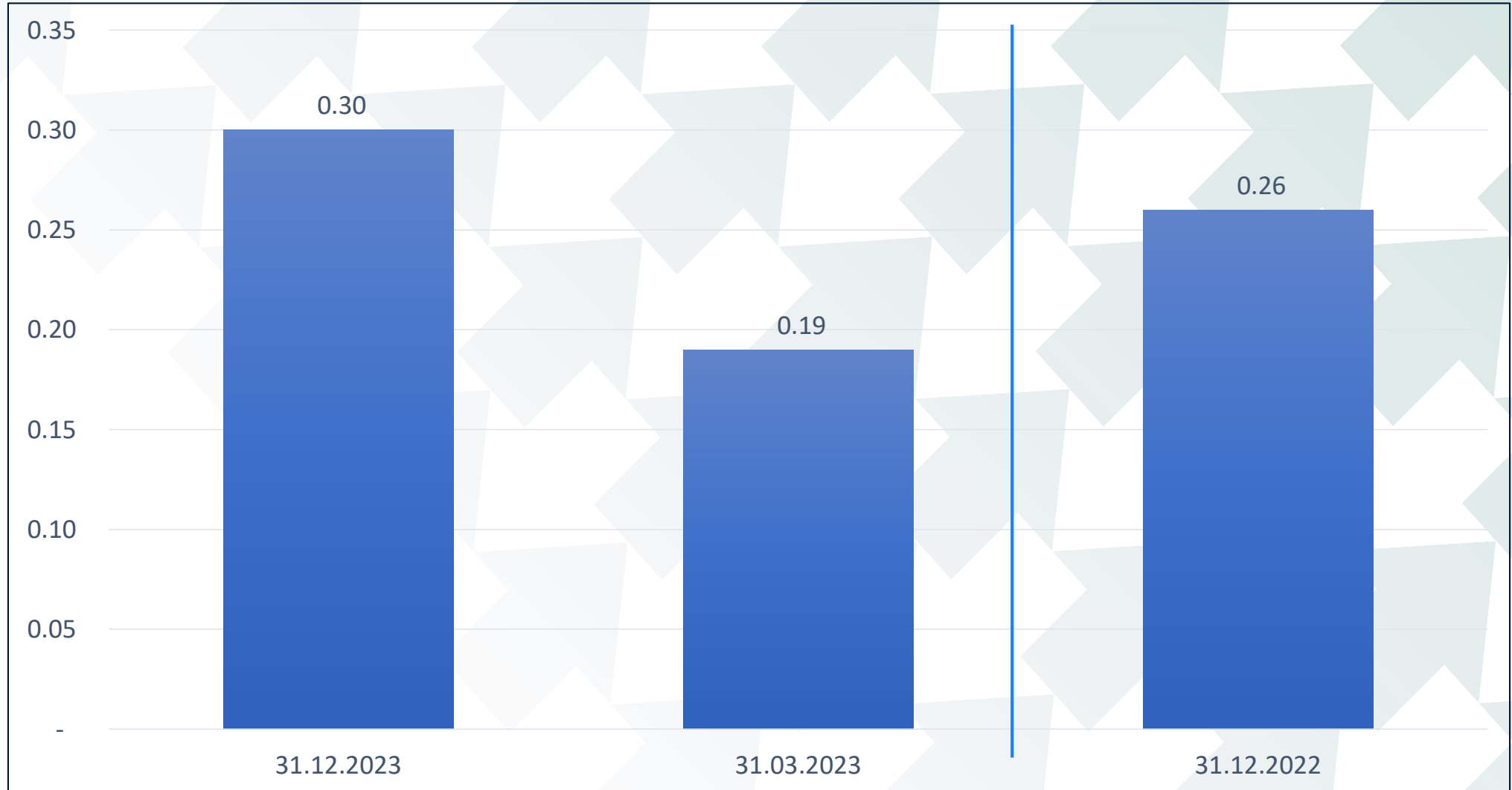


# Total Borrowings & Net Worth of the company



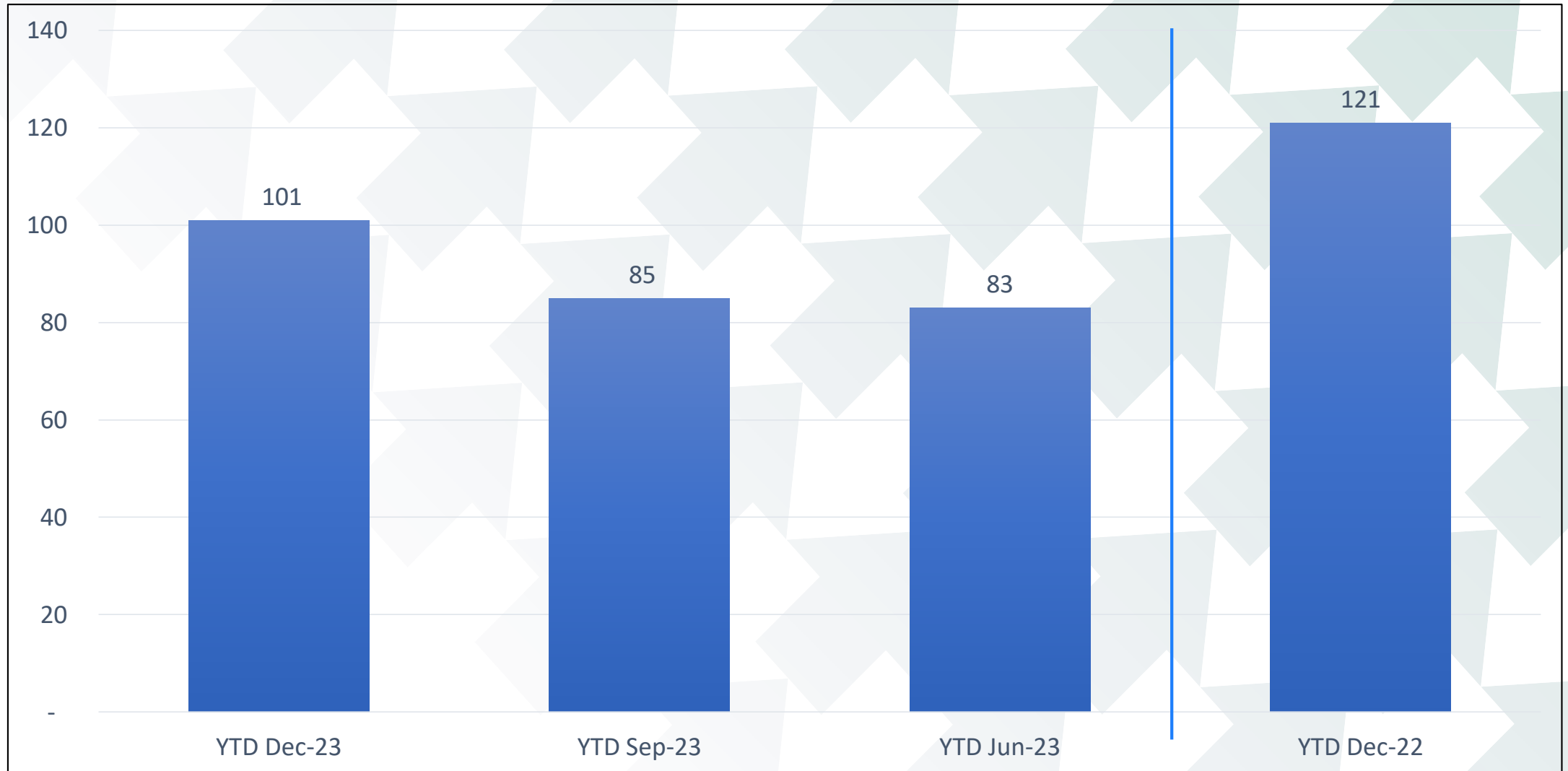


# Debt : Equity Ratio of the company





# Average Receivable Days



# Age-Wise Debtors Analysis as on 31.12.2023

Particulars	Rs. in Crores
Debtors Less than 90 Days	162
Debtors between 91 Days to 180 Days	19
Debtors between 181 Days to 360 Days	3
Debtors between 361 Days and Above ( <i>Net of Provision of Doubtful debts</i> )	Nil
Reported Sundry debtors as per Financials	184
Average receivable Days (Net of GST Amount included in Debtors)	101 Days





# 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.