

To,
The Listing Department
BSE Limited
Department of Corporate Affairs
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

To,
The Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Plot No. C/1, G Block
Bandra-Kurla Complex,
Bandra (E)
Mumbai - 400 051

Dear Sir/Madam,

Subject :Investor Presentation for the 2nd quarter and half-year ended September 30, 2024.
Reference :ISIN - INE02IJ01035; Scrip Id-544061; Scrip Code-AZAD

With reference to the subject cited, we are enclosing herewith Investor Presentation for the 2nd quarter and half-year ended September 30, 2024.

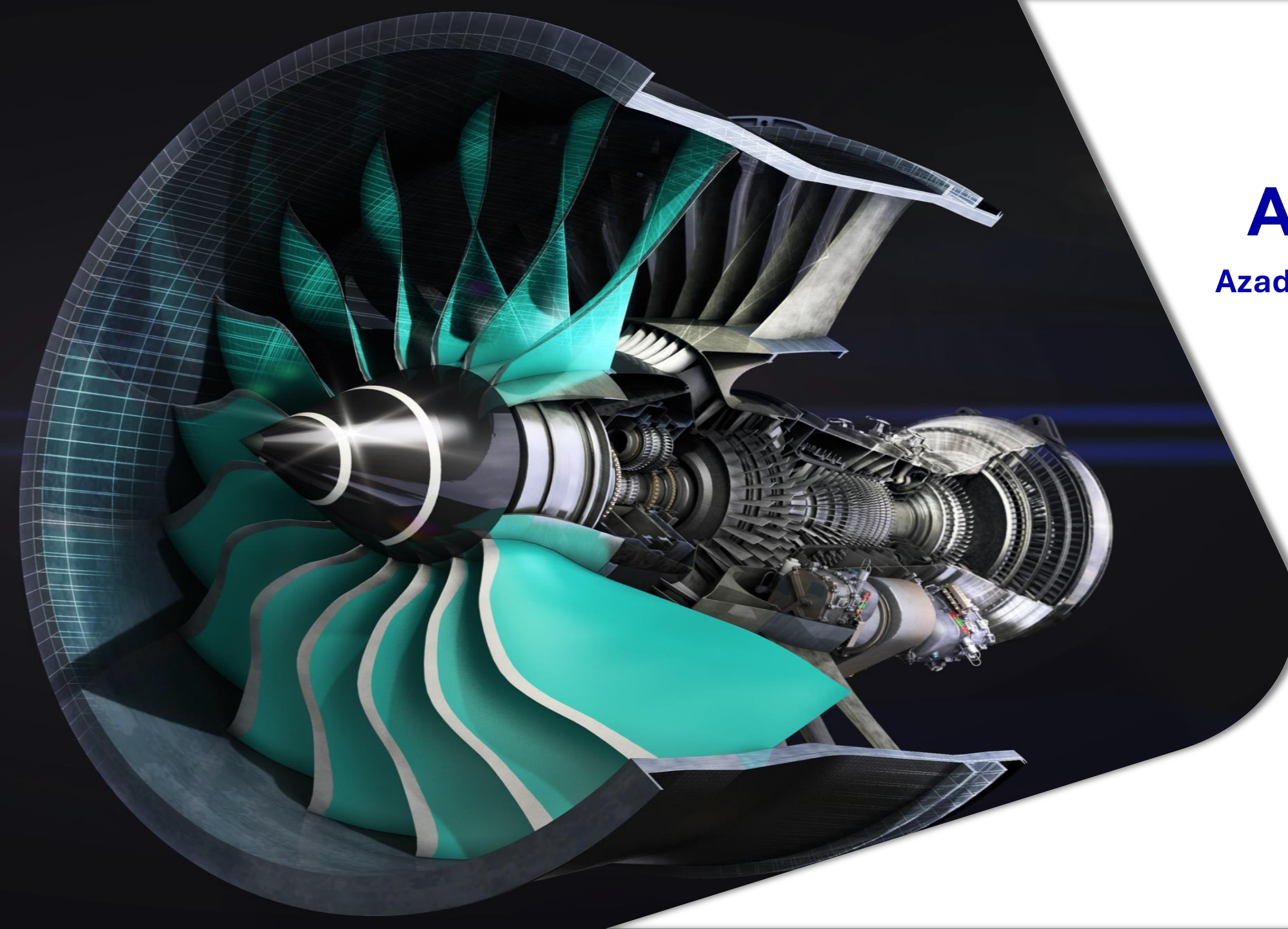
You are requested to please take the same in your record.

Thanking you,

Yours truly,

For Azad Engineering Limited

Ful Kumar Gautam
(Company Secretary & Compliance Officer)
Membership No.: A49550



AZAD

Azad Engineering Limited

Investor Presentation

November 2024

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Performance Update





Highest ever quarterly and half early performance

	H1FY25 vs H1FY24	Q2FY25 Vs Q2FY24
Revenue	2,098.2 Mn ▲ 32.2%	1,114.1 Mn ▲ 34.5%
Adj EBITDA	Rs. 752.1 Mn 35.8% margin ▲ 42.2%	Rs. 412.9 Mn 37.1% margin ▲ 55.5%
Adj PBT	Rs. 566.7 Mn 27.0% margin I ▲ 66.1%	Rs. 314.4 Mn 28.2% margin I ▲ 86.8%
PAT	Rs. 382.0 Mn 18.2% margin I ▲ 42.3%	Rs. 210.7 Mn 18.9% margin I ▲ 8.3%

Above performance represents standalone financials

Recent Order Wins

Baker Hughes

- Signed an MoU to setup a facility to manufacture and supply of precision components, sub-assemblies, assemblies
- The MoU got exchanged in the presence of His Royal Highness Prince Abdulaziz bin Salman Al Saud, Minister of Energy, Saudi Arabia

Honeywell Aerospace

- Received a business award from, for manufacturing and supply of high complex components to meet the global demand in the Aviation industry
- The phase 1 of the award is valued at USD 16 million spend over the contract period

Mitsubishi Heavy Industries

- Signed a Long-Term Contract & Price Agreement (LTCPA) for supply of highly engineered & complex rotating and stationary airfoils for Advanced Gas & Thermal power turbine engines
- This current Phase of contract is valued at ~ USD 83 Million for a period of 5 years

Siemens Energy

- Signed an agreement for a tenure of 5 years from Siemens Energy Global GmbH & Co. to manufacture and supply critical rotating components for their global demands of advanced gas and thermal turbine engines

Performance Highlights

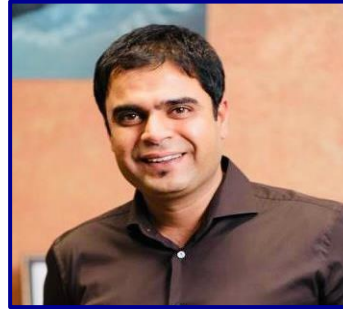


“I am pleased to report that we achieved outstanding performance during both Q2FY25 and H1FY25, with a robust 30%+ growth in topline in both the periods. This growth is a result of deeper client engagement across all our verticals and underscores a healthy market outlook.

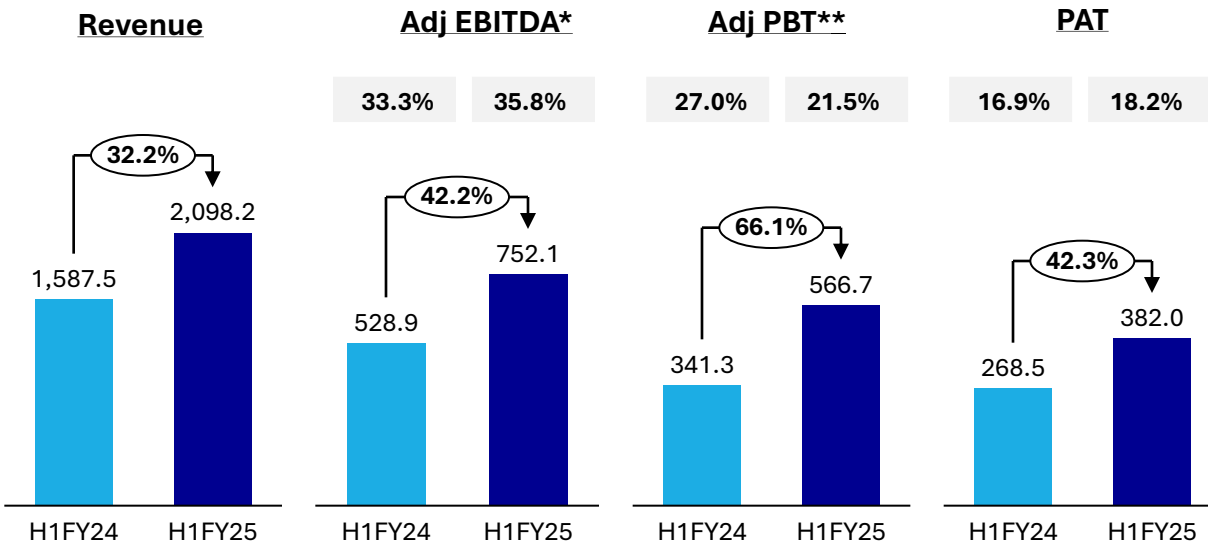
We are thrilled to share that we have secured several strategically significant orders during the quarter, further fortifying our orderbook. This diverse orderbook across various sectors is a clear reflection of our customers' continued trust and commitment to our upcoming facilities. We are confident that this strong foundation will enable us to sustain our growth momentum moving forward.

Looking ahead, over a longer term horizon our goal is to expand our wallet share from the current 1-2% to 5%, positioning us for continued success and growth in the years to come.”

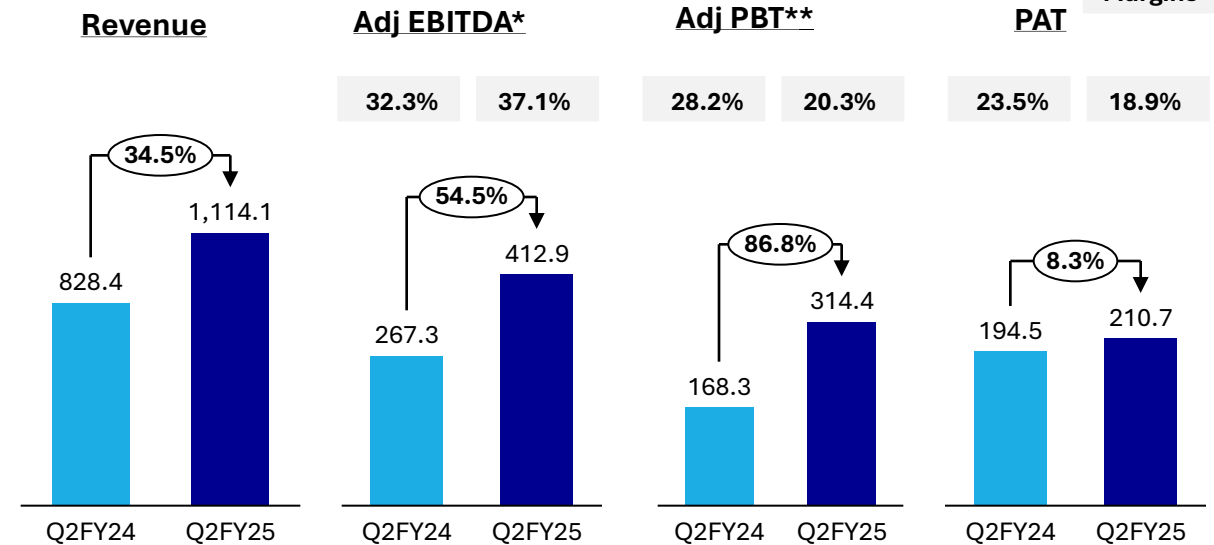
Rakesh Chopdar
Chairman & CEO



Half year performance



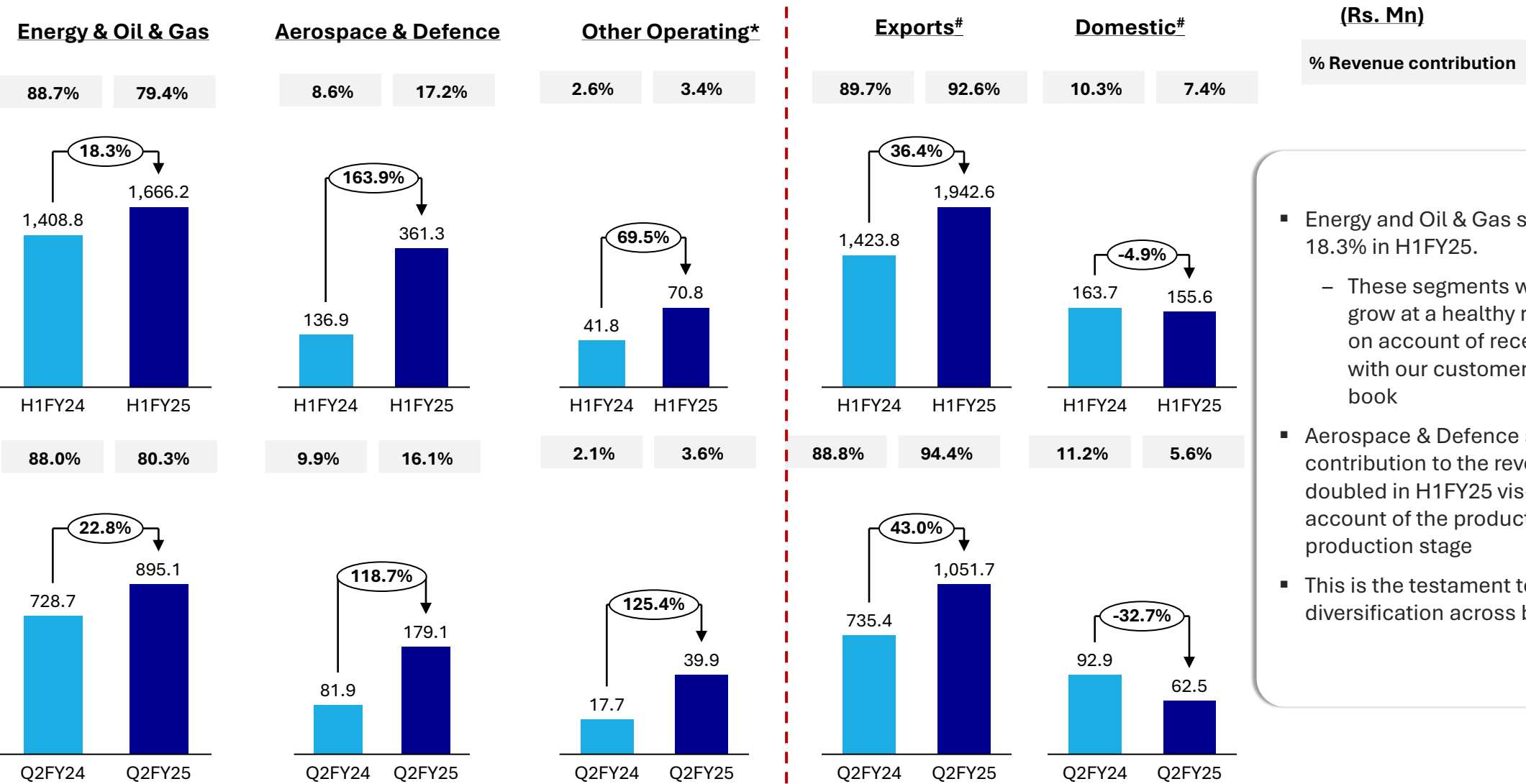
Quarterly performance



*Adjusted EBITDA: Calculated as EBITDA plus provision for credit impaired trade receivable

** Adjusted PBT is calculated as Adjusted EBITDA plus other income minus depreciation and finance costs. Adjusted PBT excludes non- recurring income and expense

Revenue Mix - Growth momentum building across segments



- Energy and Oil & Gas segment grew by 18.3% in H1FY25.
 - These segments will continue to grow at a healthy rate in near term on account of recent developments with our customers long term order book
- Aerospace & Defence segment's contribution to the revenues has nearly doubled in H1FY25 vis-à-vis H1FY24 on account of the products moving to production stage
- This is the testament to our diversification across business verticals

*Includes remaining revenues comes from others
 # Remaining contribution comes from domestic business

Standalone Profit & Loss Account



(Rs. Mn)	H1FY25	H1FY24	YoY	Q2FY25	Q2FY24	YoY
Revenue from Operations	2,098.2	1,587.5	32.2%	1,114.1	828.4	34.5%
Consumption	313.1	199.0		159.9	121.2	
Employee expenses	423.6	337.7		219.2	182.9	
Other Expenses	609.4	521.9		322.1	257.0	
(A) Adj EBITDA	752.1	528.9	42.2%	412.9	267.3	54.5%
Adj EBITDA Margin	35.8%	33.3%		37.1%	32.3%	
(B) Non - Recurring Expenses	23.7	4.0		15.0	4.4	
(C) Reported EBITDA (A-B)	728.4	524.9	38.8%	397.9	262.9	51.4%
Reported EBITDA Margin	34.7%	33.1%		35.7%	31.7%	
(D) Other income - recurring	23.1	9.8		17.0	8.3	
(E) Depreciation and amortisation expense	127.1	98.4		67.0	50.7	
(F) Finance cost - recurring	81.3	99.0		48.5	56.6	
(G) Adj Profit before tax (A + D - E - F)	566.7	341.3	66.1%	314.4	168.3	86.8%
(H) Finance cost - non-recurring	0.0	119.6		0.0	60.8	
(I) Other income - one time	0.0	98.0		0.0	98.0	
Profit before Tax (G + I - B - H)	543.0	315.7	72.0%	299.4	201.1	48.8%
Tax	161.0	47.3		88.7	6.7	
Profit After Tax	382.0	268.5	42.3%	210.7	194.5	8.3%
Profit After Tax Margin	18.2%	16.9%		18.9%	23.5%	

- Non-recurring expenses include:
 - Provision for credit impaired trade receivable
- Non-recurring other income includes:
 - Q2FY24 - gain on sale of land & profit on sale of investment in subsidiary
- Non-recurring finance cost includes:
 - Interest on optionally & compulsory convertible debentures
 - IND-AS Impact of Bank Term loan Closure
 - Premium on redemption of debentures

Key Highlights

- Consumption has grown in line with the increase in sales while employee costs and other expenses has reduced on account of operating leverage
- The EBITDA margins increased due to operating leverage and process improvement
- Depreciation has increased because of capacity addition which has led to growth in sales
- The finance costs mainly represent interest towards working capital, term loan
- The tax expense in Q2FY24 & H1FY24 was lower because of available MAT credit

Standalone Balance Sheet



Assets (Rs. Mn)	Sep-24	Mar-24
Non-current assets		
Property, plant and equipment	2,630.0	2,545.4
Right of use assets	140.5	27.3
Capital work-in-progress	568.5	454.3
Financial assets		
(i) Investments	0.2	0.0
(ii) Other financial assets	410.1	246.9
Other non-current assets	1,172.7	479.7
Total non-current assets (A)	4,921.9	3,753.7
Current assets		
Inventories	1,538.2	1,329.6
Financial assets		
(i) Trade receivables	2,262.0	1,699.5
(ii) Cash and cash equivalents	320.3	281.9
(iii) Bank balances other than cash and cash equivalents	39.5	307.3
(iv) Other financial assets	1.5	0.0
Other current assets	631.5	598.7
Total current assets (B)	4,792.9	4,217.1
Total assets (A+B)	9,714.8	7,970.8

Equity and liabilities (Rs. Mn)	Sep-24	Mar-24
Equity		
Equity share capital	118.2	118.2
Other equity	6,711.7	6,332.8
Total equity (A)	6,829.9	6,451.1
Non-current liabilities		
Financial liabilities		
(i) Borrowings	953.5	271.1
(ii) Lease liabilities	119.6	20.1
Provisions	44.7	36.1
Deferred tax liabilities (net)	237.7	210.7
Total non-current liabilities (B)	1,355.5	537.9
Current liabilities		
Financial liabilities		
(i) Borrowings	529.6	100.4
(ii) Lease liabilities	18.5	2.7
(iii) Trade payables		
a) total outstanding dues of MSME	221.5	208.6
b) total outstanding dues of creditors other than MSME	305.7	290.5
(iv) Other financial liabilities	174.8	118.6
Provisions	7.1	4.3
Other current liabilities	172.6	228.7
Current tax liabilities (net)	99.8	27.9
Total current liabilities (C)	1,529.5	981.8
Total liabilities (B+C)	2,884.9	1,519.7
Total equity and liabilities (A+B+C)	9,714.8	7,970.8

Standalone Cash Flow Statement



(Rs. Mn)	Sep-24	Sep-23
Profit Before Taxes	543.0	315.8
Adjustments for Non-Cash / Non-Operating items	210.1	221.6
Operating profit before working capital changes	753.1	537.4
Changes in working capital	-670.6	-522.9
Cash generated from operations	82.5	14.5
Direct taxes paid (net of refund)	-60.9	-72.0
Net Cash from Operating Activities (A)	21.6	-57.5
Net Cash from Investing Activities (B)	-1,005.9	108.8
Net Cash from Financing Activities (C)	1,022.7	-43.5
Net Increase in cash and cash equivalents (A+B+C)	38.4	7.8
Cash and cash equivalents at the beginning of the period year	281.9	193.9
Cash and cash equivalents at the end of the period year	320.3	201.8

Company Overview




Preferred name in the manufacturing of highly-engineered, complex and mission & life-critical components
Supplying to highly regulated industries having significant entry barriers

 15 years in operations	 Substantial experience as Tier 1 supplier	 Sales in 15 countries	 ~87% export revenue
 ~1,400 qualified parts and Components	 ~45 qualified manufacturing processes	 ~20,000 sqm manufacturing area	
3.09mn units¹ <i>parts delivered, some with <u>Zero parts per million defects</u> requirement</i>		 Stringent vendor qualifications taking up to 30-48 months	

Rs. 3,407.7 Mn (35.4% YoY growth)	Rs. 1,174.5 Mn (34.5% margin)	Rs. 585.8 Mn (17.2% margin)	21.1%
Revenue	Adjusted EBITDA	PAT	Adj ROCE
FY24 (Standalone)			
Strong financial performance			

End-markets with massive TAM

	Aerospace & Defence	FY27 TAM	INR 1,530 bn
<ul style="list-style-type: none"> ✓ Components supplier to six of the key manufacturers in aerospace & defence industries ✓ Supplier to major commercial aircraft manufacturers 			
Customers: Honeywell General Electric Eaton Aerospace			
	Energy	FY27 TAM	INR 283 bn
<ul style="list-style-type: none"> ✓ Components supplier to five of key manufactures in turbine manufacturing industry ✓ Supplier to customers which control c. 70% of the gas turbine market globally² 			
Customers: Siemens Energy Mitsubishi Heavy Industries MAN Man Energy Solutions General Electric Honeywell			
	Oil & Gas	FY27 TAM	INR 730 bn
<ul style="list-style-type: none"> ✓ Components supplier to one of the global manufacturers in the drilling equipment manufacturing industry 			

Source: EY Report, DRHP; Notes: Amounts are rounded off; ¹Between FY09 to FY23; ²Based on orders in H1FY22;; ³ as of March 31 2023

⁴Adjusted EBITDA: Calculated as EBITDA plus fire incident, fire restoration cost, fire insurance – premium, ECL, foreign currency, professional and consultancy charges towards Hamuel litigation and COVID loss

Energy and Oil & Gas Industry

Product Category	Products					End-Use Industry/Application
 <p>Nuclear Power Turbine – Turbine Airfoil Assembly</p>	<p>Fixed Airfoil</p> 	<p>Last Stage Airfoil – Rotary & Welding Chamfers</p> 	<p>Last Stage Airfoil - Stationary</p> 	<p>Electric Power Generation</p> 		
 <p>Hydrogen / Natural Gas Turbine – Turbine Airfoil Assembly</p>	<p>Stator & Rotor Airfoils</p> 	<p>Compressor Airfoils</p> 	<p>Hot Gas Parts</p> 	<p>Combined Heat & Power Plants</p> 		
 <p>Thermal Power Turbine – Turbine Airfoil Assembly</p>	<p>Fixed, Moving and Last Stage Airfoil/Blade</p> 					<p>Renewable Energy Integration</p> 
 <p>Oil & Gas – Up & Mid Stream Subsystems</p>	<p>Slips</p> 	<p>Drill Bits</p> 	<p>Hatch Cover</p> 	<p>Bonnet</p> 	<p>Frame</p> 	<p>Industrial Applications</p> 
<p>Marine Propulsion</p> 						
<p>District Heating & Cooling</p> 						
<p>Waste-to-Energy</p> 						
<p>Desalination Plants</p> 						
<p>Discovery & Extraction of Fossil Fuels</p> 						

Aerospace and Defence Industry

Product Category



Aero Engine Assembly



Auxiliary Power Unit ("APU")



Air Generation & Valve Assembly



Actuator & Hydraulic Systems



Airframes & Booster

Products

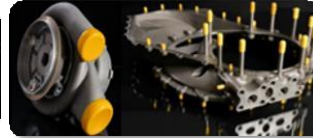
Airfoils, Unison Rings, Arm, Levers



Body, Assembly



Housing, Compressor & Mount



Body, Valve



Plate Butterfly



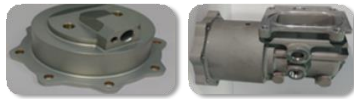
Seal, Shaft & Bearing Rod



Piston Plate, Sealing Ring



Cover & Housing, Actuator



Guide, Poppet



Tees & Elbows



Nipples & Adaptors



Aft & Fore End Skirt



BB2KP Base



B1 Ignitor Body - 1 & 2



End-Use Industry/Application

Business Jet Aircrafts



Commercial Aircrafts



Defence Aircrafts



Training Jet Aircrafts



Helicopters

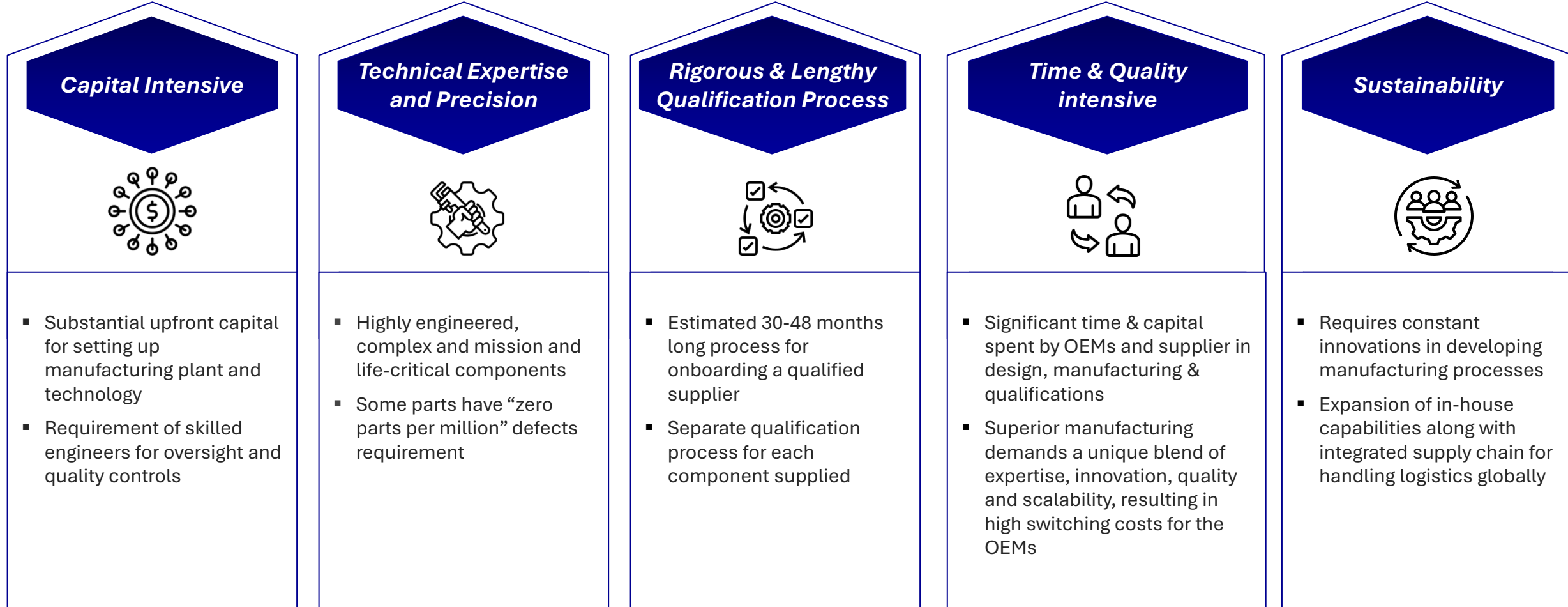


Defence and Missile Manufacturing



Significant Entry Barriers at Each Stage

Azad has delivered over 3 million mission critical parts with Zero parts per million defects requirement to its customers. It has demonstrated efficiencies pursuant to machining time reduction and adherence to strict quality, resulting in a massive competitive edge.



Critical Source Supplier to OEMs with High Global Market Penetration - Aerospace & Defence

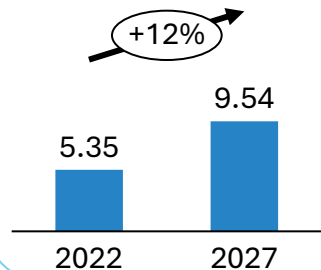


Azad is a supplier to six of the key manufacturers in aerospace and defence industry

Growth Drivers

- Opportunity to increase wallet share by entering into adjacencies
- Rise in Defence spending with focus on modernization and advanced aircrafts
- Technological advancements for next generation engines
- Increasing demand for commercial aircrafts

Global air traffic (RPK bn)



- Dominated by Boeing and Airbus SE with over 91% market share
- 12,000 units of backlog order with ~87% of narrow body aircrafts like Airbus A220, A320 and Boeing 737

Key components used in an aircraft

1. Outer Structure

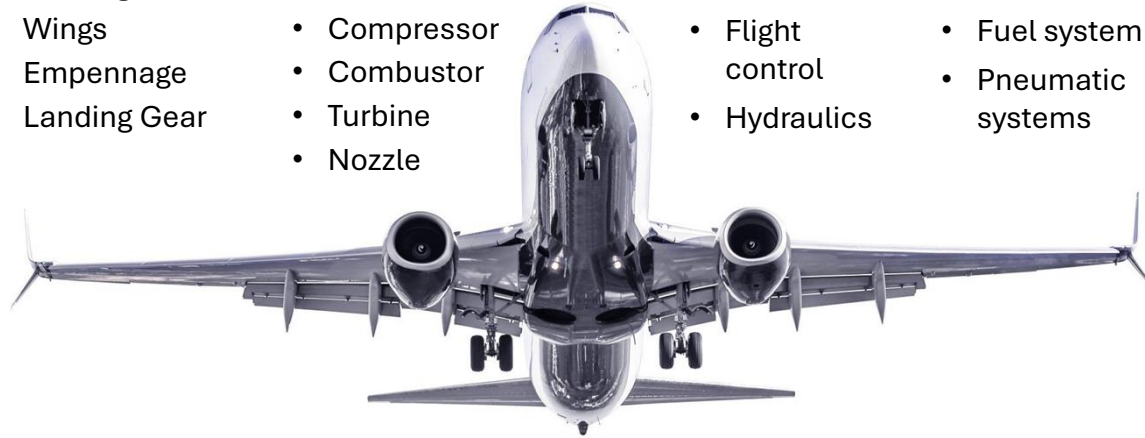
- Fuselage
- Wings
- Empennage
- Landing Gear

2. Engine Parts

- Fan
- Compressor
- Combustor
- Turbine
- Nozzle

3. Operational Systems

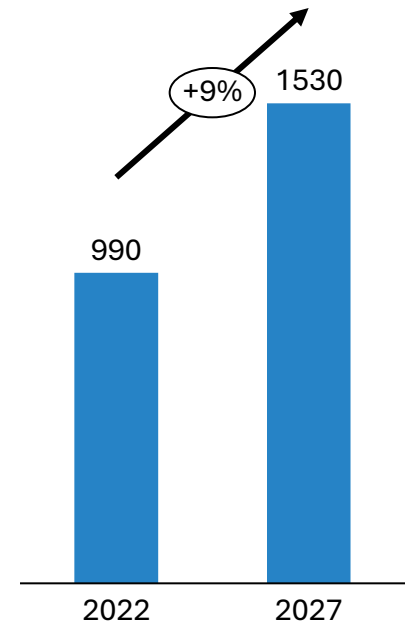
- Avionics
- Flight control
- Hydraulics
- Rotary wings
- Fuel system
- Pneumatic systems



Scope to deepen our presence into other areas of engine & operational systems

Addressable market Aerospace & Defence¹

Rs. bn



Critical components supplier for various Aircrafts Platforms....

Airbus SE
A320, A350, A355, A350 XWB

Boeing
B737, B737 Max, B747, B777, B777X

Gulfstream
Gulfstream G550

....further in discussion for supplying of components for new engine platforms to various aircraft manufacturers

Source: EY report

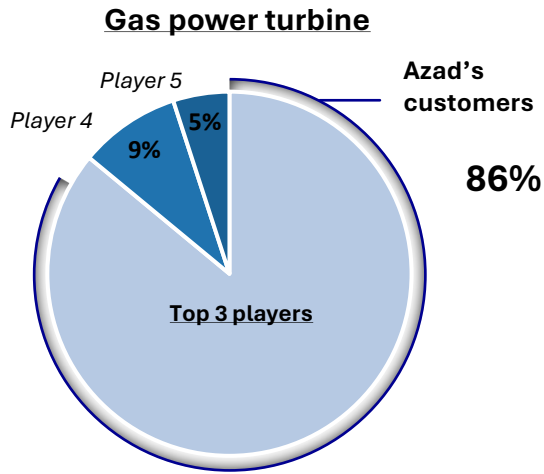
RPK = Revenue Passenger Kilometer; ¹Includes the market for five key players: Eaton Corporation Plc, The Boeing Company, Honeywell International Inc., GE Aerospace & HAL

Critical Source Supplier to OEMs with High Global Market Penetration – Energy Turbine Industries



Azad, being a critical components supplier, is a key link in the global supply chain for the OEMs

Azad's customer market share in Global turbine components¹

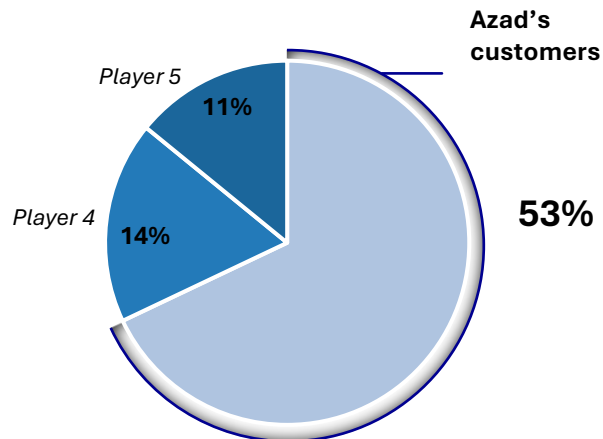


Rs. 283 Bn (2027)
Overall global energy turbine components market



- Supplier to five of the key manufacturers in the turbine manufacturing industry
- Supplier to key OEMs controlling ~70% of the gas turbine market share

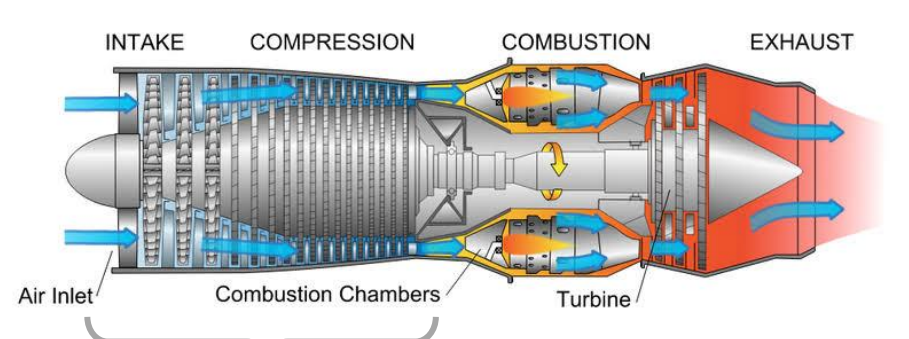
Steam power turbine



Growth Drivers

- Opportunity to penetrate existing customers by entering into new component lines
- Demand for turbines in Industrial applications
- Replacement market for turbines given their limited operational lifespan
- Continued support of conventional energy to supplement renewable sources

Key segments in a power turbine



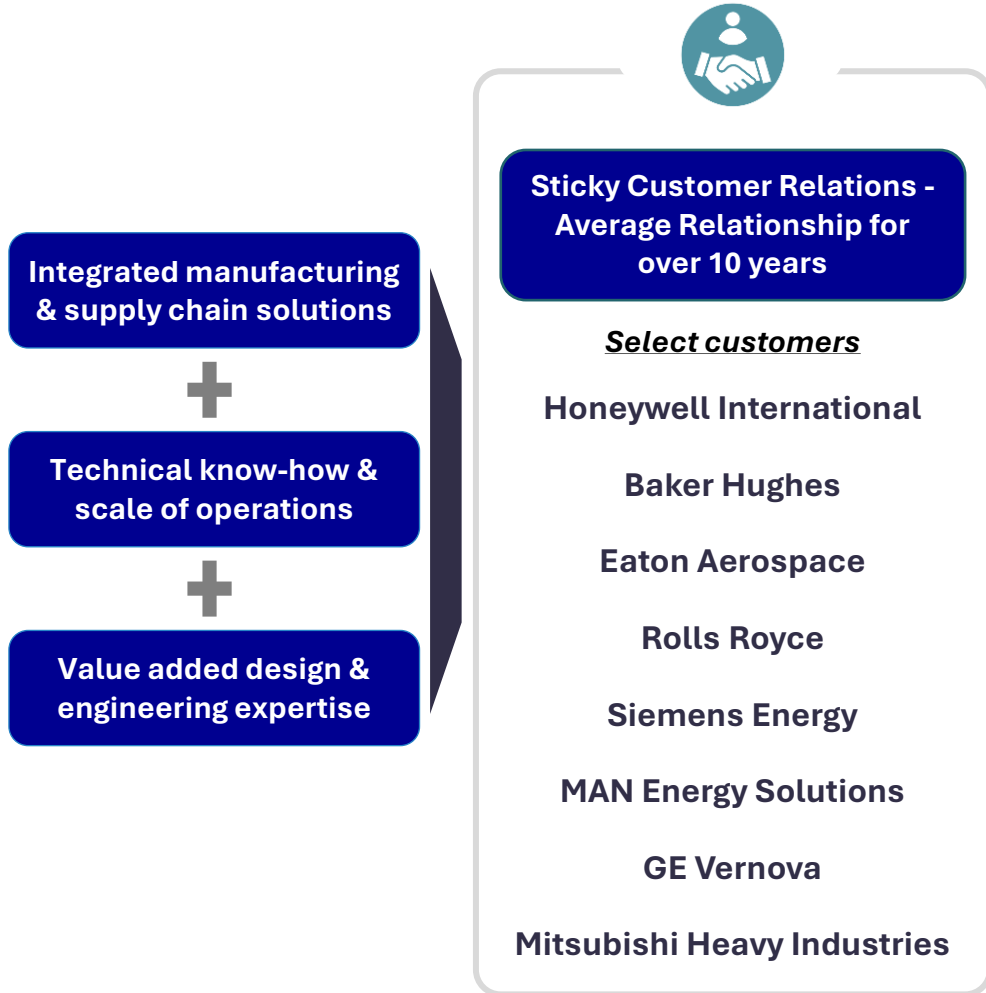
Azad has seen increase in the market share of airfoils having supplied 3.09 million from FY09 - FY23

Note: ¹ Basis H1CY22 Orders; Source: EY Report

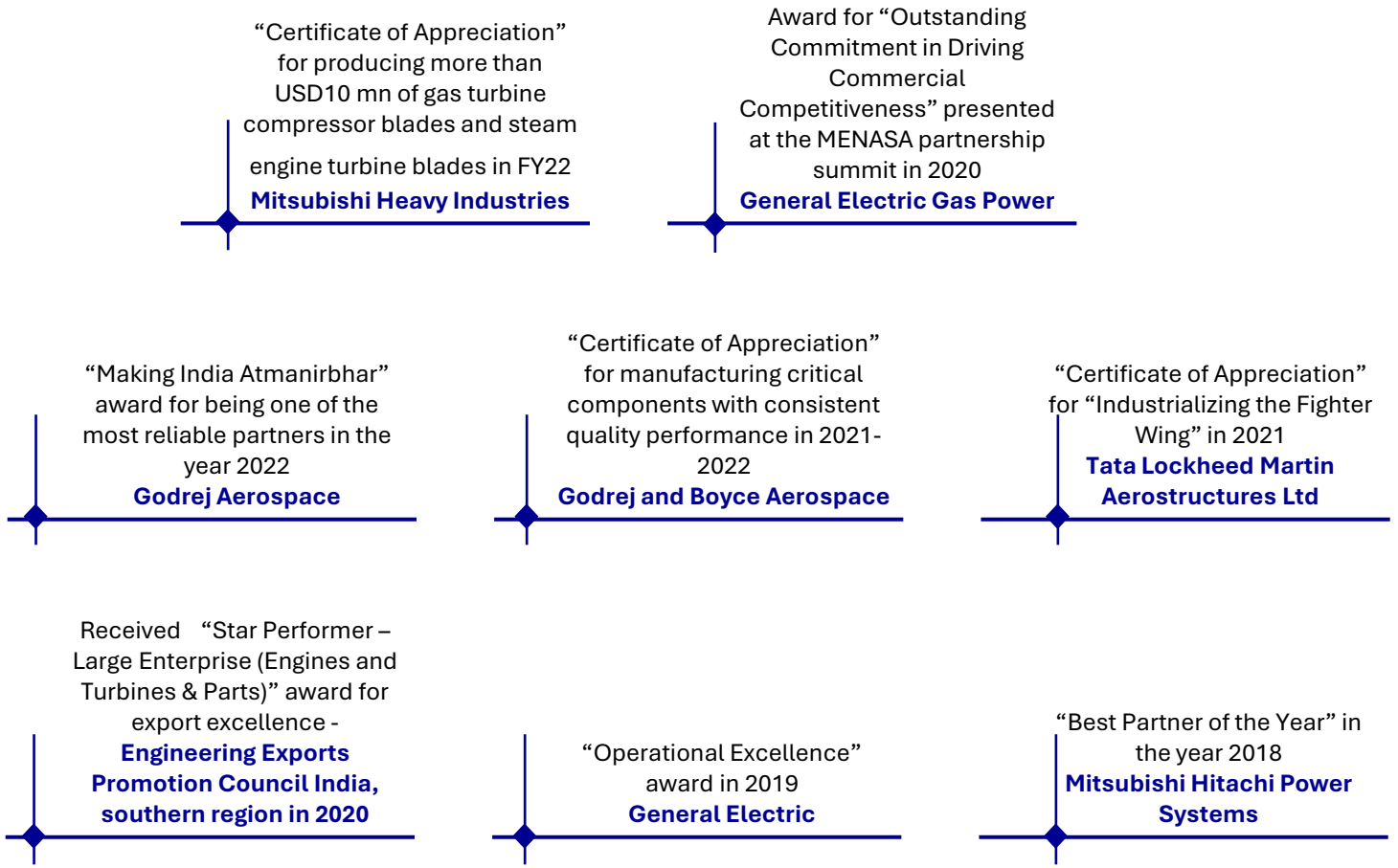
Long-standing and Deep Customer Relationships With OEMs



As a strategic and growth partner to customers across highly regulated industries, Azad enjoys long-term relationships with high customer stickiness and a high percentage of repeat business, which allows us to have long-term contracts, a stable customer base and strong visibility on long term revenue.



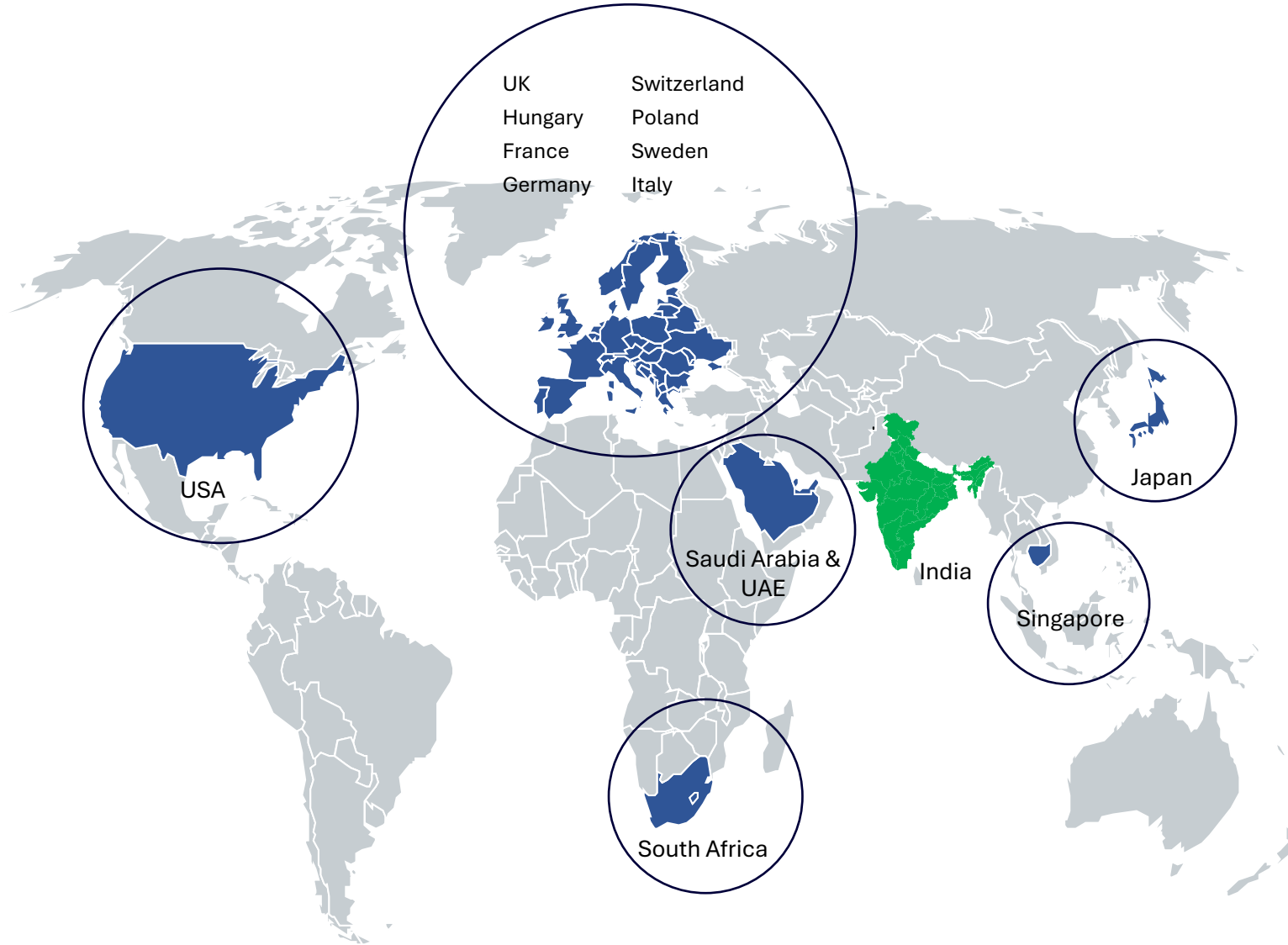
Awards And Accolades From Select Customers



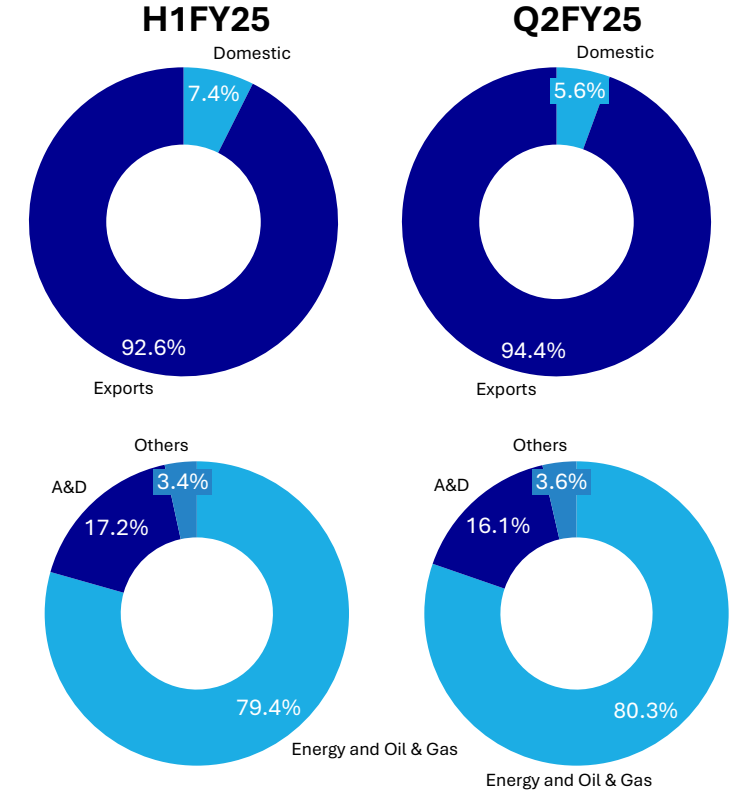
Well-diversified Business with Global Operations



Azad caters to multiple customers across the globe has average relationship for over 10 years with key customers



Revenue Breakup

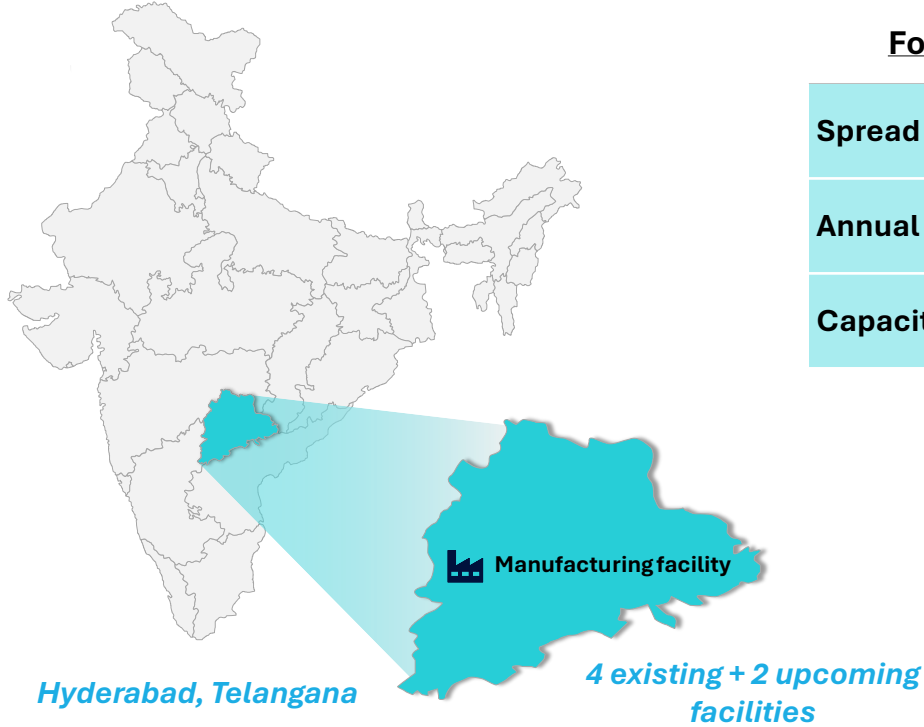


Exports to 15+ Countries

Advanced Manufacturing Facilities With Focus on Innovation and Cost Competitiveness



Azad's all facilities (except which are earmarked for specific clients) are fungible in nature



Four manufacturing facilities in Hyderabad

Spread across	20,000 Sq.mts
Annual installed capacity	~6,00,000 hours per annum
Capacity Utilization	88.51% per annum

Facilities in Pipeline

Facility 1	Facility 2
~95,000 Sq.mts	~75,000 Sq.mts

Skilled workforce of ~1,300 personnel

International & Domestic Accreditations



Leveraging & expanding advanced in-house machining capability

- 5-Axis CNC milling, Ultra precision turning and grinding machines
- Precision forgings with Shot peening using 7-axis Robotic machines
- Special processes for metal joining, heat treatment and painting & coating

Robust quality system using modern and best practice standards

- Acceptance testing using techniques like Hydro testing, Pneumatic Testing, Static Balancing, etc.
- Superior quality checks for Non-Destructive Testing using tests like chemical analysis, ultrasonic testing, metallurgical analysis

Experienced Promoter and Board of Directors....



Rakesh Chopdar
Chairman & CEO

- Involved with Azad since 2003 with two decades of experience
- Bestowed “*Young Asian Entrepreneur 2019-20*” by CNBC – TV18 in 2020
- Received first prize in National MSME Award -2022 from Government of India



Jyoti Chopdar
Whole-Time Director

- Passed the examination for bachelor’s degree in arts from the Kurukshetra University
- Associated with Azad for over 8 years and is actively involved in the Company’s general administrative activities



Vishnu Malpani
Whole-Time Director

- Holds a bachelor’s degree in technology from IIT, Guwahati
- Previously worked with Wipro Technologies, Jubilant MotorWorks Private Limited, Visaka Industries Limited
- Associated with Azad for over 3 years



Michael Joseph Booth
Independent Director

- Holds a higher national diploma in mechanical engineering from Kilmarnock Technical College
- Previously worked with GE Caledonian Ltd and in Turbine Services Ltd (owned by Chromalloy)



Subba Rao Ambati
Independent Director

- Holds a bachelor’s degree of Pharmacy (Hons.) from BITS and diploma in business management from the Indian Merchants’ Chamber, Bombay
- Previously worked with Mars Therapeutics & Chemicals Limited



Madhusree Vemuru
Independent Director

- Holds a bachelor’s degree in science from Rani Durgavati Vishwavidyalaya, Jabalpur
- Admitted to Bar Council of India of the State of Andhra Pradesh
- Previously worked with Andhra Paper Limited and Dr. Reddy’s Foundation

...with Strong Management Team



Ronak Jajoo
Chief Financial Officer

- Passed the examination for post graduate degree in business management
- Associated with Azad since 2021



Ashok Gentyala
Head - Engineering & Operations

- Holds a diploma in mechanical engineering
- Associated with Azad since 2008



Balaji PR
Head – Business Growth

- Previously worked with Miranda Tools, Helix Tools, Godrej & Boyce Manufacturing Co. Pvt. Ltd
- Associated with Azad since 2018



Dinesh J Shetty
Head – Supply Chain

- Holds bachelor's degree in technology (mechanical engineering)
- Associated with Azad since 2019



Atin Agarwal
Head – Analytics & IT

- Holds master's degree in science
- Associated with Azad since 2016



Matthew Richard Childs
Head – Program Management

- Previously worked with Alstom Power and Demag Delaval Industrial Turbomachinery Limited (Siemens)
- Associated with Azad since 2023



Silpa Kanaka Bellamkonda
Head – Quality Management Systems

- Holds a master's degree in science (computer application)
- Associated with Azad since 2010



Ful Kumar Gautam
Company Secretary & Compliance Officer

- Associate member of the Institute of Company Secretaries of India
- Associated with Azad since 2018

Way Forward



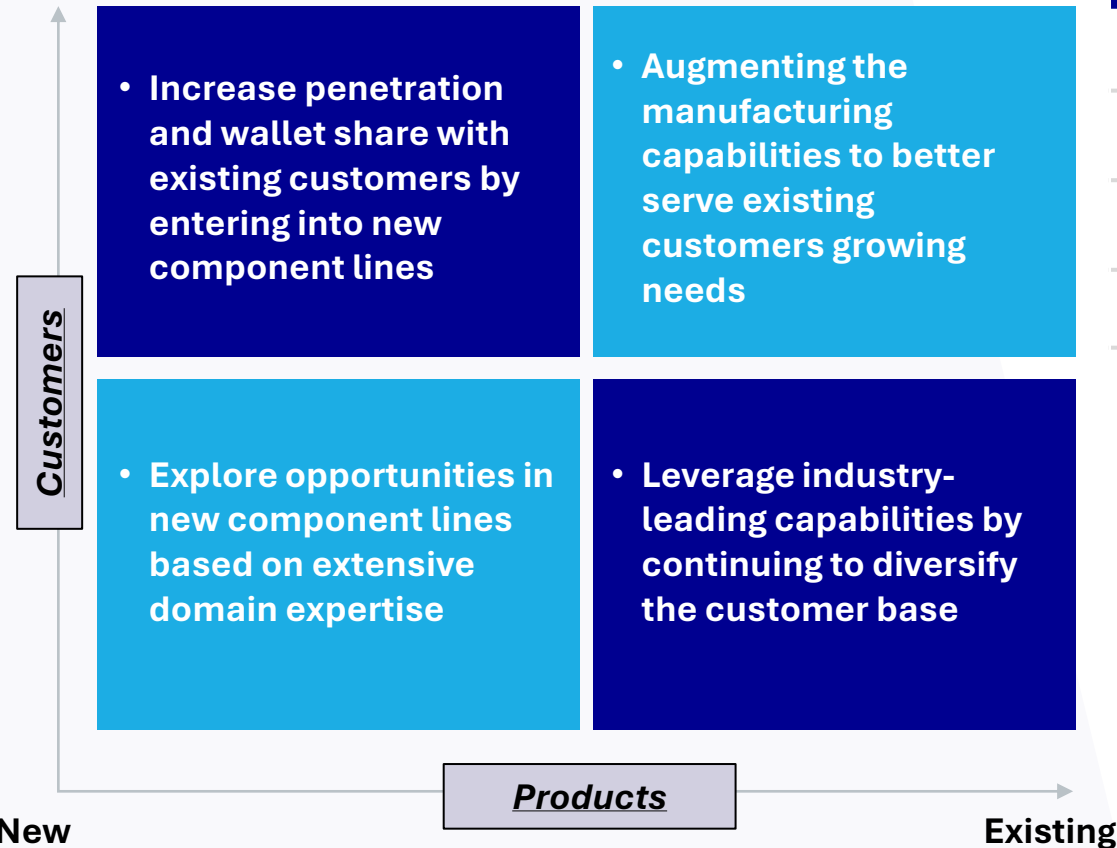
Unique positioning of



Best-in-class engineering portfolio lending a strong moat with significant entry barriers

- Supplier of choice to highly regulated industries
- Producer of mission critical components; High complexity and precision requirements
- Long haul journey with vendor qualifications taking up to 30-48 months
- High upfront investment

Existing

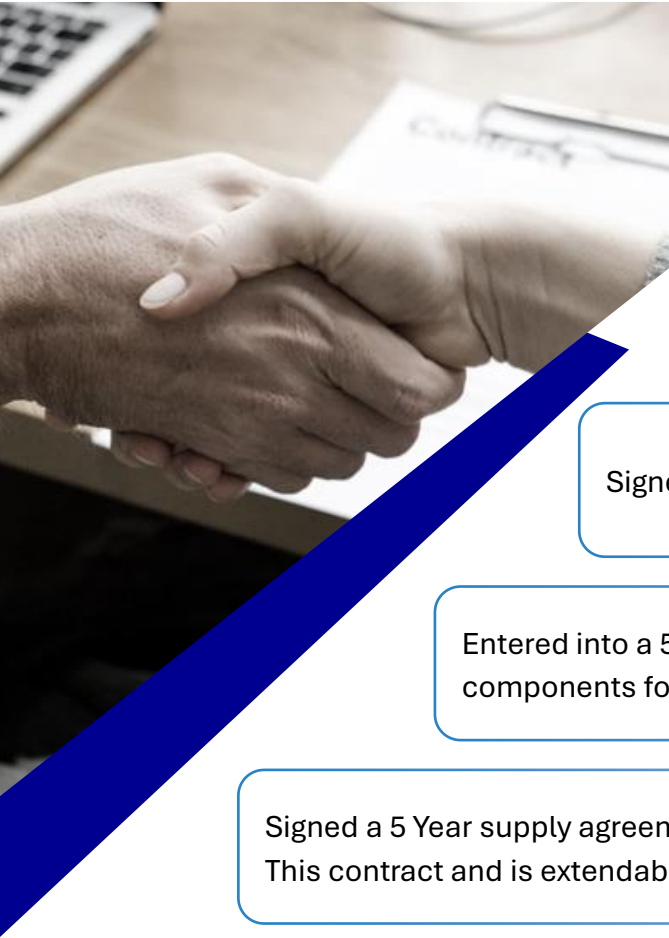


Organizational capabilities aligned with strategic priorities

- Promoter with more than 2 decades of experience
- Experienced senior management with technical know-how & strong customer understanding
- Long-standing and deep customer relationships with OEMs; Record orderbook, multiyear contracts
- Consistent delivery of profitable growth with a high focus on operational excellence
- Strong balance sheet

Uniquely positioned to meet complex engineering requirements of energy sector for today... and for the A&D and O&G sectors in the near future

- Proven highly complex portfolio in Energy Space (Airfoils) acting as a testimony for Aerospace & Defence and Oil & Gas sectors
- Resilient and growing end markets; Huge replacement demand
- Geared for the future with upcoming capacity expansion



Signed an agreement for a tenure of 5 years from **Siemens Energy Global GmbH & Co.** to manufacture and supply critical rotating components for their global demands of advanced gas and thermal turbine engines

Secured a prestigious nation pride contract from **GTRE** one of the pioneering Research and Development Organizations **under DRDO (Defense Research and Development Organisation) and the Ministry of Defense, Government of India** for the end-to-end manufacturing, assembling and integration of a complete assembled Advanced Turbo Gas Generator Engine

Signed a 7-year contract with **Rolls Royce** to produce / supply critical engine parts for their Defence / Military Aircraft Engines

Entered into a 5-year agreement with a subsidiary of **Baker Hughes**. This SSA involves the supply of high – complex and critical components for the Oil & Gas Sector

Signed a 5 Year supply agreement with **Baker Hughes** to supply medium-high complex precision machined components for Oil Field Services. This contract and is extendable up to 3 and additional 1 Year terms

Signed a contract with the Steam Power business of **GE Vernova** for the supply of high-complex rotating airfoils for Nuclear, Industrial and Thermal Power industry. This transformative collaboration brings a phase 1 agreement that is valued around **USD 35 Million for a period of 7 Years**

Historical financials



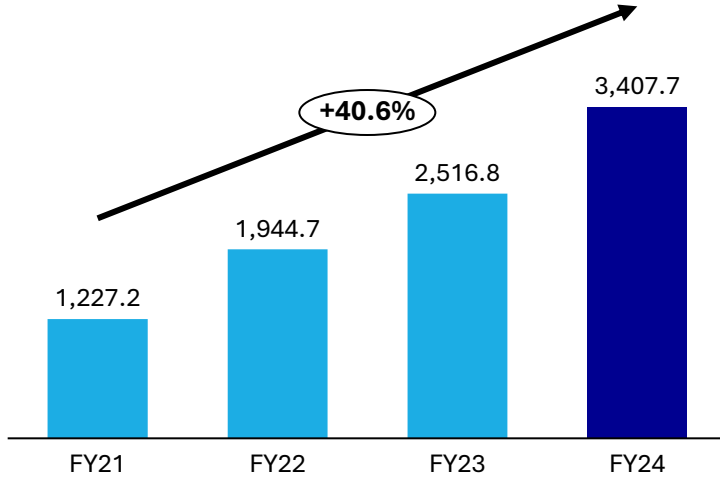
Consistent Track Record of Financial Performance



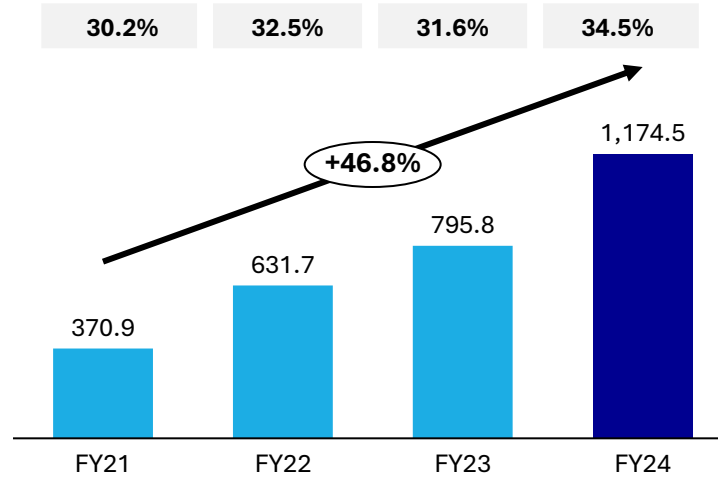
Margin

In Rs. Mn

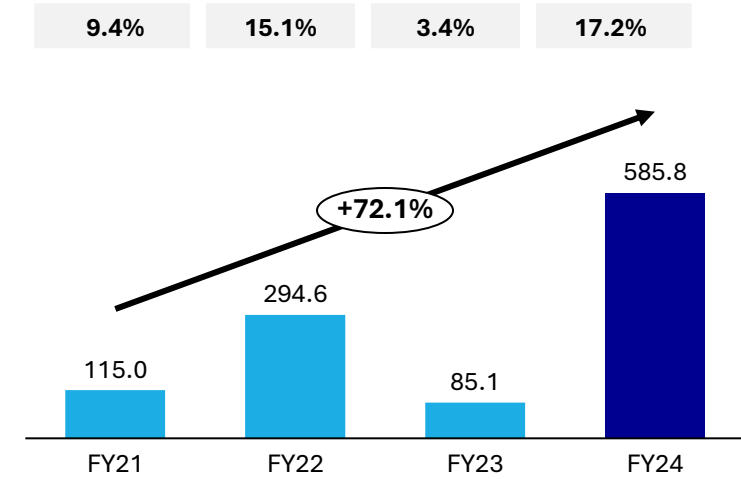
Revenue From Operations



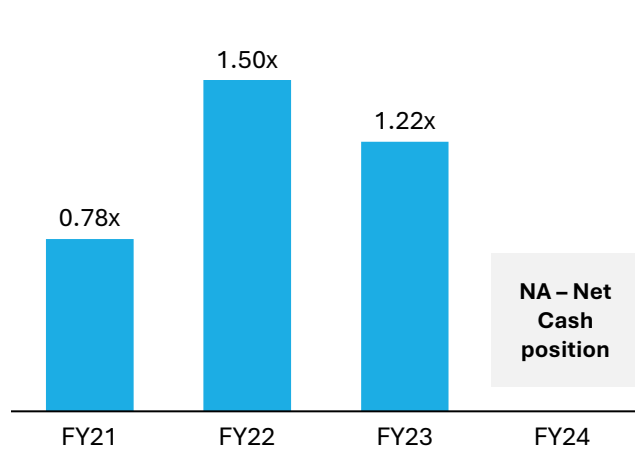
Adj. EBITDA* & EBITDA Margin



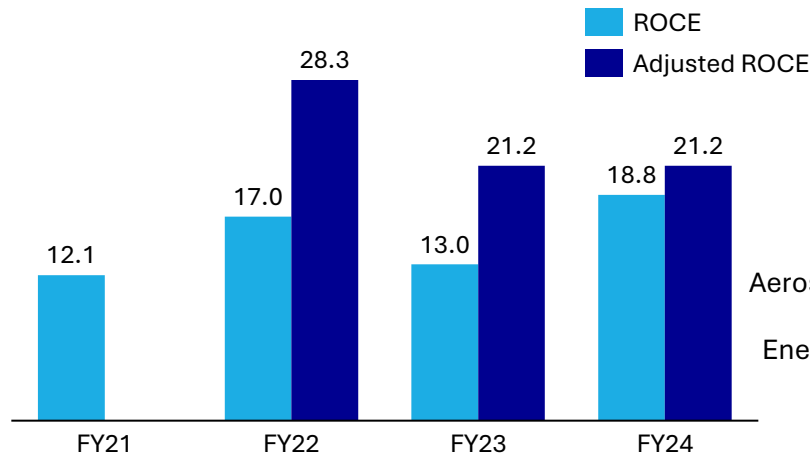
PAT and PAT Margin



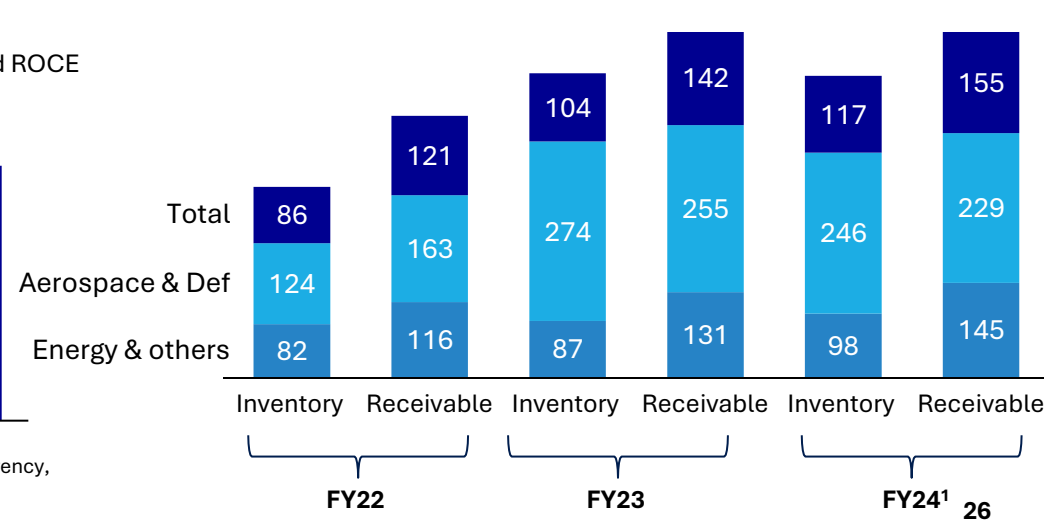
Net Debt to Equity



Return on Capital Employed (%)



Working Capital Days



Notes: Amounts are rounded off; Adjusted EBITDA is calculated as EBITDA plus fire incident, fire restoration cost, fire insurance – premium, ECL, foreign currency, professional and consultancy charges towards Hamuel litigation and COVID loss; Adjusted ROCE % = Adjusted EBIT / Adjusted average capital employed (Excluding CWIP).

Restated Consolidated Statement of Profit and Loss



(Rs. Mn)	FY24	FY23	FY22	FY21	CAGR (FY21- 24)
Revenue from Operations	3,407.7	2,516.8	1,944.7	1,227.2	40.6%
Consumption	460.2	301.5	207.6	138.1	
Employee expenses	742.7	592.7	462.7	326.0	
Other Expenses	1,030.3	826.8	642.7	392.3	
(A) Adj EBITDA	1,174.5	795.8	631.7	370.9	46.8%
Adj EBITDA Margin	34.5%	31.6%	32.5%	30.2%	
(B) Non - Recurring Expenses	8.6	72.7	9.0	89.4	
(C) Reported EBITDA (A-B)	1,165.9	722.8	622.7	281.5	60.6%
Reported EBITDA Margin	34.2%	28.7%	32.0%	22.9%	
(D) Other income - recurring	46.3	88.9	48.0	23.1	
(E) Depreciation and amortisation expense	205.3	165.8	133.1	88.7	
(F) Finance cost - recurring	185.3	228.7	107.9	53.5	
(G) Adj Profit before tax (A + D - E - F)	830.2	490.2	438.5	251.7	48.9%
(H) Finance cost - non-recurring	287.4	295.1	28.2	0.0	
(I) Other income - one time	273.7	9.6	0.0	0.0	
Profit before Tax (G + I - B -H)	807.9	131.9	401.3	162.4	70.7%
Tax	222.1	46.9	106.8	47.4	
Profit After Tax	585.8	85.1	294.6	115.0	72.1%
Profit After Tax Margin	17.2%	3.4%	15.1%	9.4%	

- Non-recurring expenses include:
 - Fire related expenses
 - Provision for credit impaired trade receivables
 - Professional and consultancy charges
 - Loss on forex transactions and translations other than those considered as finance cost (net)
 - Covid Loss
- Non-recurring finance cost includes:
 - Interest on optionally & compulsory convertible debentures
 - IND-AS Impact of Bank Term loan Closure
 - Premium on redemption of debentures

Restated Consolidated Balance Sheet



Assets (Rs. Mn)	Mar-24	Mar-23	Mar-22	Mar-21
Non-current assets				
Property, plant and equipment	2,545.4	2,166.5	1,444.0	1,210.8
Right of use assets	27.3	0.0	0.0	0.0
Capital work-in-progress	454.3	379.9	236.6	0.0
Financial assets				
(i) Other financial assets	246.9	33.7	31.2	34.4
Other non-current assets	479.7	475.7	654.8	55.5
Total non-current assets (A)	3,753.7	3,055.8	2,366.5	1,300.7
Current assets				
Inventories	1,329.6	860.6	573.8	342.9
Financial assets				
(i) Trade receivables	1,699.5	1,186.6	746.3	525.8
(ii) Cash and cash equivalents	281.9	194.1	44.3	17.7
(iii) Bank balances other than cash and cash equivalents	307.3	333.3	132.5	154.1
(iv) Other financial assets	0.0	0.9	0.0	12.3
Other current assets	598.7	260.8	179.9	207.0
Total current assets (B)	4,217.1	2,836.3	1,676.7	1,259.8
Total assets (A+B)	7,970.8	5,892.1	4,043.2	2,560.5

Equity and liabilities (Rs. Mn)	Mar-24	Mar-23	Mar-22	Mar-21
Equity				
Equity share capital	118.2	16.5	15.1	15.1
Other equity	6,332.4	2,023.4	1,184.9	893.8
Total equity (A)	6,450.6	2,039.9	1,200.1	908.9
Non-current liabilities				
Financial liabilities				
(i) Borrowings	271.1	2,208.6	1,225.5	414.6
(ii) Lease liabilities	20.1	0.0	0.0	0.0
Provisions	36.1	25.6	22.5	14.1
Deferred tax liabilities (net)	210.7	135.9	116.3	97.7
Total non-current liabilities (B)	537.9	2,370.1	1,364.4	526.3
Current liabilities				
Financial liabilities				
(i) Borrowings	100.4	797.4	746.3	462.5
(ii) Lease liabilities	2.7	0.0	0.0	0.0
(iii) Trade payables				
a) total outstanding dues of MSME	208.6	25.3	32.5	26.2
b) total outstanding dues of creditors other than MSME	290.9	450.0	393.0	346.8
(iv) Other financial liabilities	118.6	123.4	158.1	75.8
Provisions	4.3	22.4	10.8	6.5
Other current liabilities	228.7	38.6	54.0	168.3
Current tax liabilities (net)	27.9	24.9	84.2	39.1
Total current liabilities (C)	982.2	1,482.1	1,478.8	1,125.2
Total liabilities (B+C)	1,520.2	3,852.2	2,843.1	1,651.5
Total equity and liabilities (A+B+C)	7,970.8	5,892.1	4,043.2	2,560.5

Restated Consolidated Cash Flow Statement



(Rs. Mn)	Mar-24	Mar-23	Mar-22	Mar-21
Profit Before Taxes	807.9	131.9	401.3	162.4
Adjustments for Non-Cash / Non-Operating items	756.7	672.0	254.5	127.7
Operating profit before working capital changes	1,564.5	803.9	655.9	290.1
Changes in working capital	-1,487.8	-809.6	398.7	167.9
Cash generated from operations	76.7	-5.7	257.2	122.2
Direct taxes paid (net of refund)	-146.2	-96.4	-47.8	-74.4
Net Cash from Operating Activities (A)	-69.5	-102.1	209.4	47.7
Net Cash from Investing Activities (B)	-552.6	-1,011.5	-1,142.0	-347.1
Net Cash from Financing Activities (C)	709.9	1,263.4	959.1	236.2
Net Increase in cash and cash equivalents (A+B+C)	87.8	149.8	26.5	-63.2
Cash and cash equivalents at the beginning of the period year	194.1	44.3	17.7	80.9
Cash and cash equivalents at the end of the period year	281.9	194.1	44.3	17.7

EBITDA & PBT Bridge



(Rs. Mn)\$	Q2FY25	Q2FY24	H1FY25	H1FY24	FY24	FY23	FY22	FY21
(A) Adj EBITDA	412.9	267.3	752.1	528.9	1,174.5	795.8	631.7	370.9
(B) Non - Recurring Expenses								
Fire related expenses	0.0	0.0			0.0	63.0	0.0	0.0
Provision for credit impaired trade receivable	15.0	4.4	23.7	4.0	8.6	4.8	2.4	7.9
Professional and consultancy charges	0.0	0.0	0.0	0.0	0.0	4.9	5.0	21.6
Loss on forex transactions and translations other than those considered as finance cost (net)	0.0	0.0	0.0	0.0	0.0	0.0	1.6	0.0
Covid Loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0	59.8
Total non-recurring expenses	15.0	4.4	23.7	4.0	8.6	72.7	9.0	89.4
(C) Reported EBITDA (A-B)	397.9	262.9	728.4	524.9	1,165.9	723.1	622.7	281.5
(D) Other income - recurring	17.0	8.3	23.1	9.8	46.3	88.9	48.0	23.1
(E) Depreciation and amortisation expense	67.0	50.7	127.1	98.4	205.3	165.8	133.1	88.7
(F) Finance cost - recurring	48.5	56.6	81.3	99.0	185.3	228.7	107.9	53.5
(G) Adj Profit before tax (A + D - E - F)	314.4	168.3	566.7	341.3	830.2	490.2	429.6	162.4
(H) Finance cost - non-recurring								
(+) Interest on OCD / CCD & IND - AS Impact Of Bank Term Loan Closure	0.0	60.8	0.0	119.6	287.4	148.6	28.2	0.0
(+) Premium on redemption of debentures	0.0	0.0	0.0	0.0	0.0	146.5	0.0	0.0
Total Finance cost - non-recurring	0.0	60.8	0.0	119.6	287.4	295.1	28.2	0.0
(I) Other income - one time	0.0	98.0	0.0	98.0	273.7	9.6	0.0	0.0
Profit before Tax (G + I - B -H)	299.4	201.1	543.0	315.7	807.9	131.9	401.3	162.4

Annexures





Net Proceeds from IPO – Rs.2,227.49 Mn

Rs. 604 Mn

Funding Capital Expenditure

Rs. 1,382 Mn

Repayment of borrowings in part or full

Rs.242 Mn

General Corporate Purpose

For more information Please contact:

Company:



Azad Engineering Limited:

CIN: U74210TG1983PLC004132

Mr. Ful Kumar Gautam, Company Secretary &

Compliance Officer

Email id: cs@azad.in

Investor Relations Advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

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