

AWL/SEC/SE/2023-24/29

09th June, 2023

BSE LTD.

Phiroze Jeejeebhoy Towers,
1st Floor, Dalal Street,
Fort, Mumbai – 400 023

Company Scrip Code: 517041

NATIONAL STOCK EXCHANGE OF INDIA LTD.

Exchange Plaza, C-1, Block G,
Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051.

Company Symbol: ADORWELD

Dear Sir / Madam,

Sub: **Presentation made during the Analysts / Institutional Investors Meet**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our letter dated 31st May, 2023, this is to inform that the Analysts / Institutional Investors Meet was held today, i.e. on Friday, 09th June, 2023. The Analysts / Institutional Investors were generally informed about the Company's progress, updates on business / financials, updates on the ongoing scheme of amalgamation and we also addressed the Analysts / Investors' queries. Further, no unpublished price sensitive information (UPSI) was discussed / shared during the interactions.

We are attaching herewith the Presentation made at the said Meeting. The same is also being uploaded on the website of the Company at <https://www.adorwelding.com/wp-content/uploads/2023/06/AWL-Investor-Presentation-9th-June-2023.pdf>

We hereby request you to make a note of it and acknowledge its receipt.

Thanking you,

Yours Sincerely,

For **ADOR WELDING LIMITED**

VINAYAK M. BHIDE

COMPANY SECRETARY

Encl.: As above



peace of mind™

INVESTOR PRESENTATION

9th June 2023



Creating The Best Welding Experience

Agenda

- Business Overview
- Performance
- Initiatives
- Status of Merger

Disclaimer

- This Investor Presentation by Ador Welding Ltd. (“Ador / the Company”) is solely for informational purposes. This presentation does not constitute an offer or invitation, directly or indirectly, to purchase or subscribe for any securities of Ador.
- The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company. It does not purport to be all-inclusive or to contain all of the information that a prospective or existing investor may desire. In all cases, interested parties may conduct research and analysis of the Company about the data set forth in this information on their own. Ador makes no representation or warranty as to the accuracy or completeness of this futuristic information and shall not have any liability for any representations (express or implied) regarding information contained herein, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.
- This Information may include certain statements containing estimates provided by the Company with respect to the projected future performance of the Company. These statements are “forward looking statement.” All such statements, estimates & projections reflect various assumptions by management concerning possible anticipated results and are subject to risk & uncertainties, which may cause the Company’s actual future results to differ from those expected by the Investors. No representations are made as to the accuracy of the estimates & / or projections. Prospective investors may conduct their own due diligence regarding the same and all other matters pertaining to investment in the Company.

Business Overview

Q4 Sales

Rs. 235.5 Cr.

- Highest sales in Q4
- Q-o-Q increase of 18%

- Strong demand
- Resilient Economic Growth

Q4 PBT

12.4%

- Expansion of 465 bps from Q4-FY'22
- Best ever quarterly performance

FY'23 PBT

10.2%

- Expansion of 282 bps from FY'22

Focus Areas



Capacity Enhancement



Product Mix



Digitization



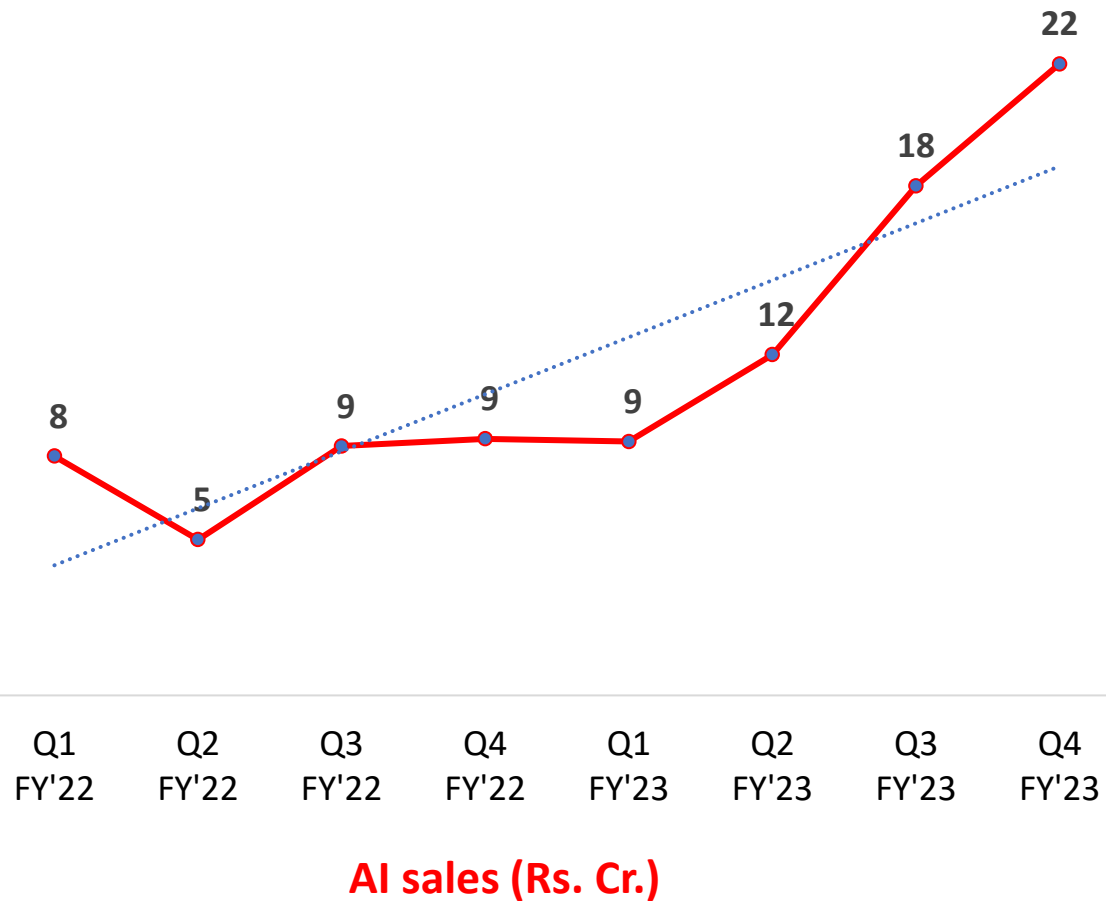
New Markets



Pune

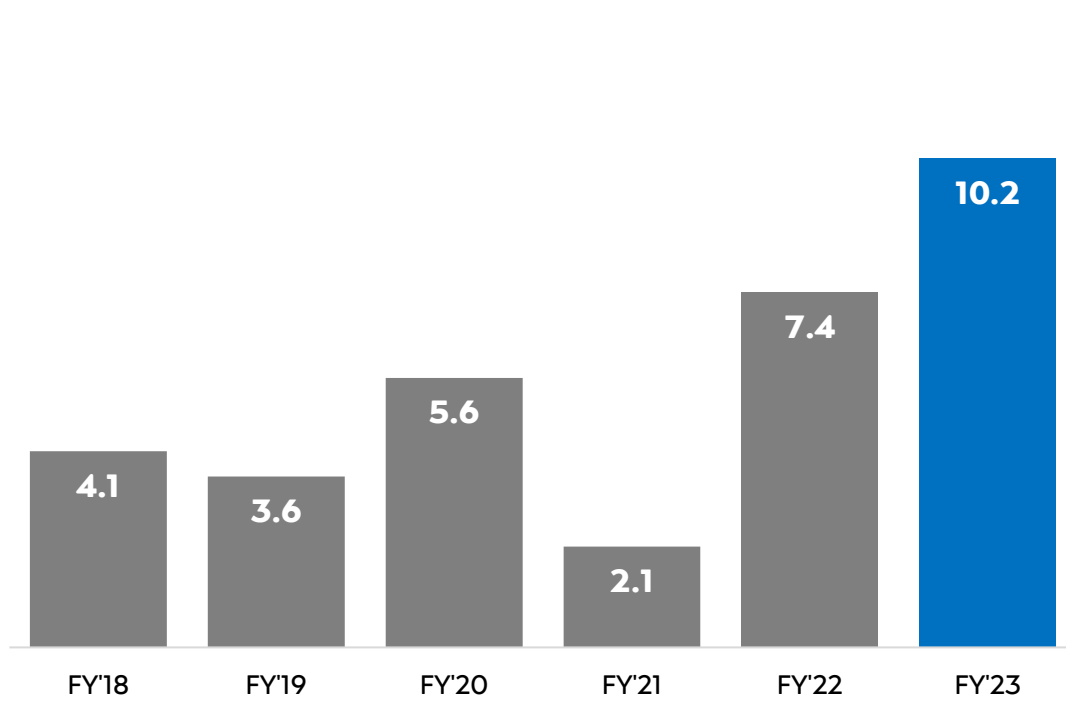


Ador International

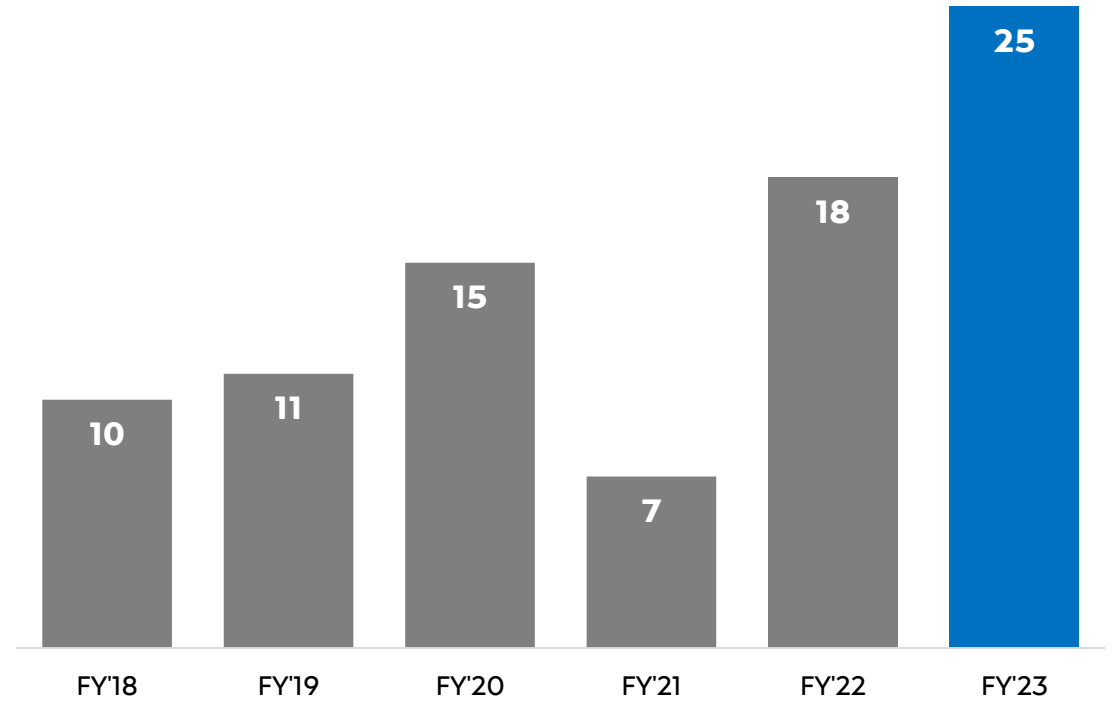


- Exhibition participation
- Focus on Middle East, Americas & Africa

PBT & RoCE



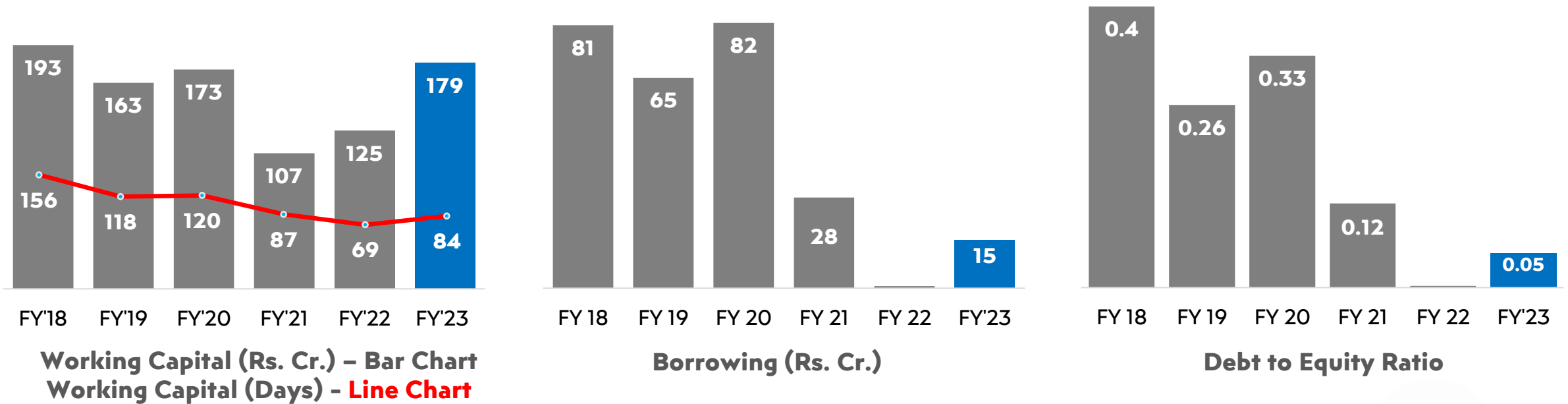
PBT Margins (%)



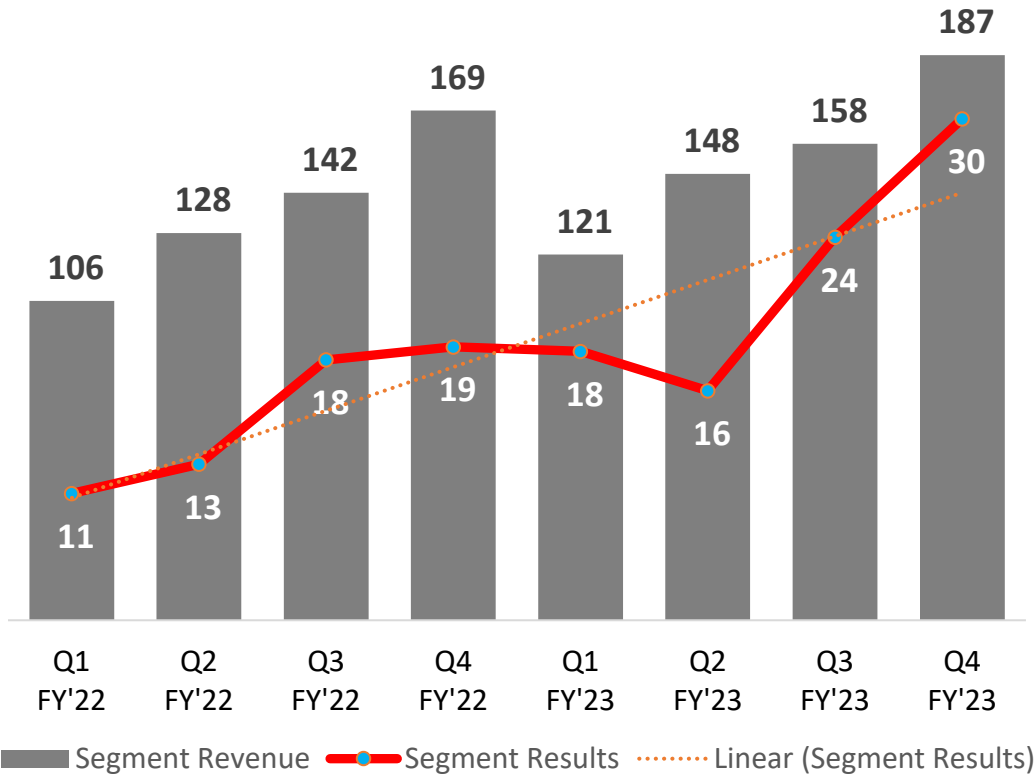
RoCE (%)

All numbers are w/o exceptional items

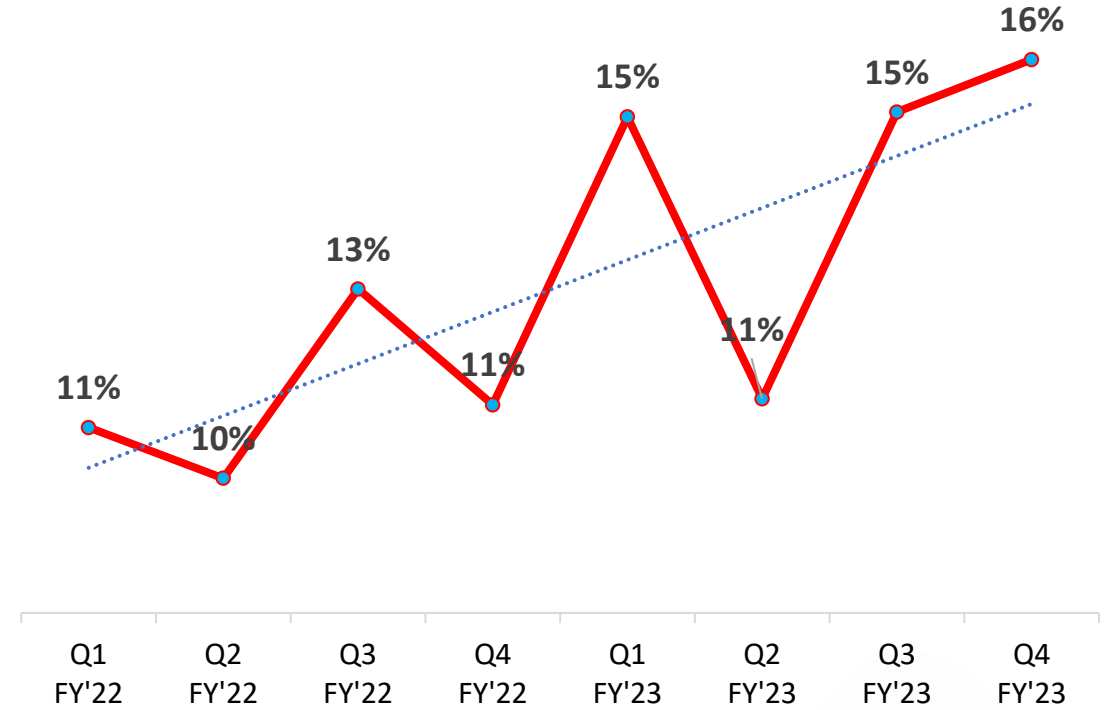
Working Capital & Borrowings



Segment Performance – Consumables

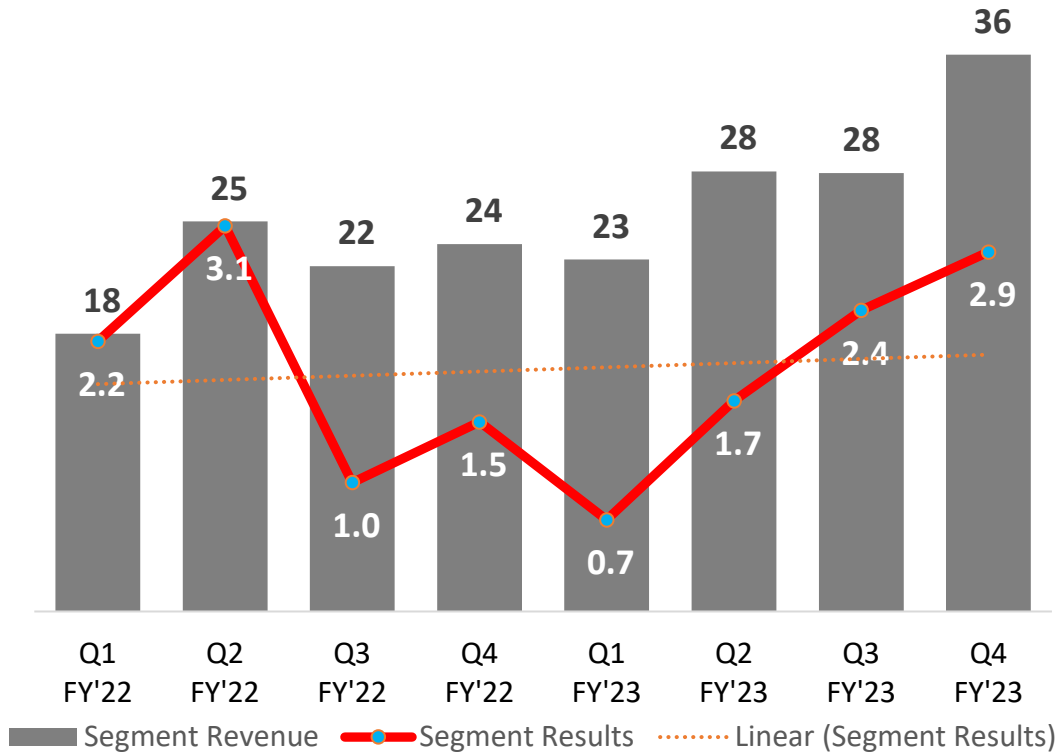


Revenue & Results (Rs. Cr.)

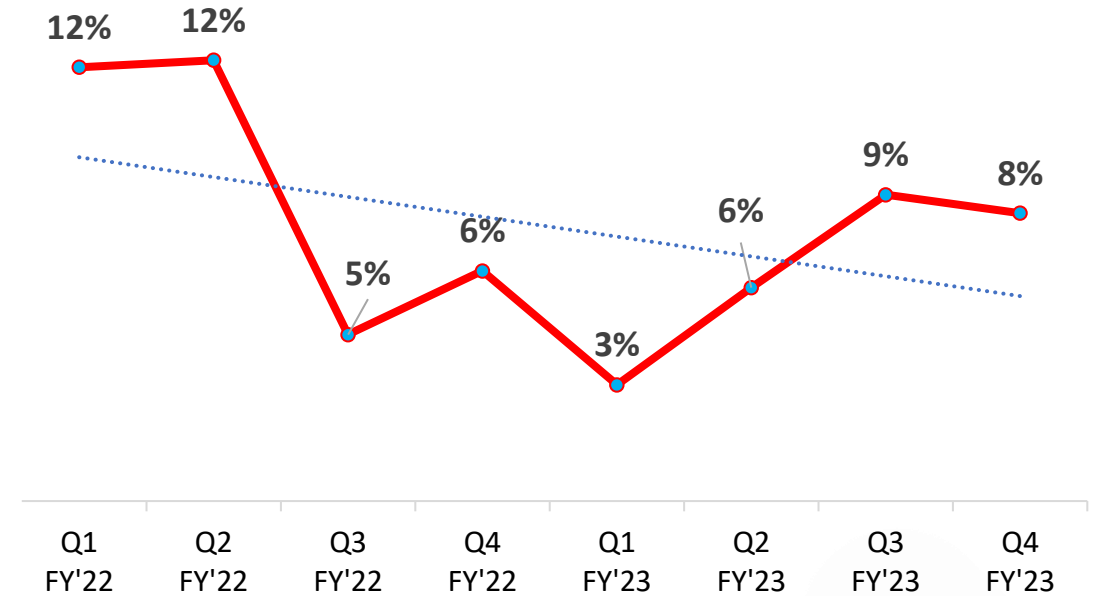


Results as % of Revenue

Segment Performance – Equipment

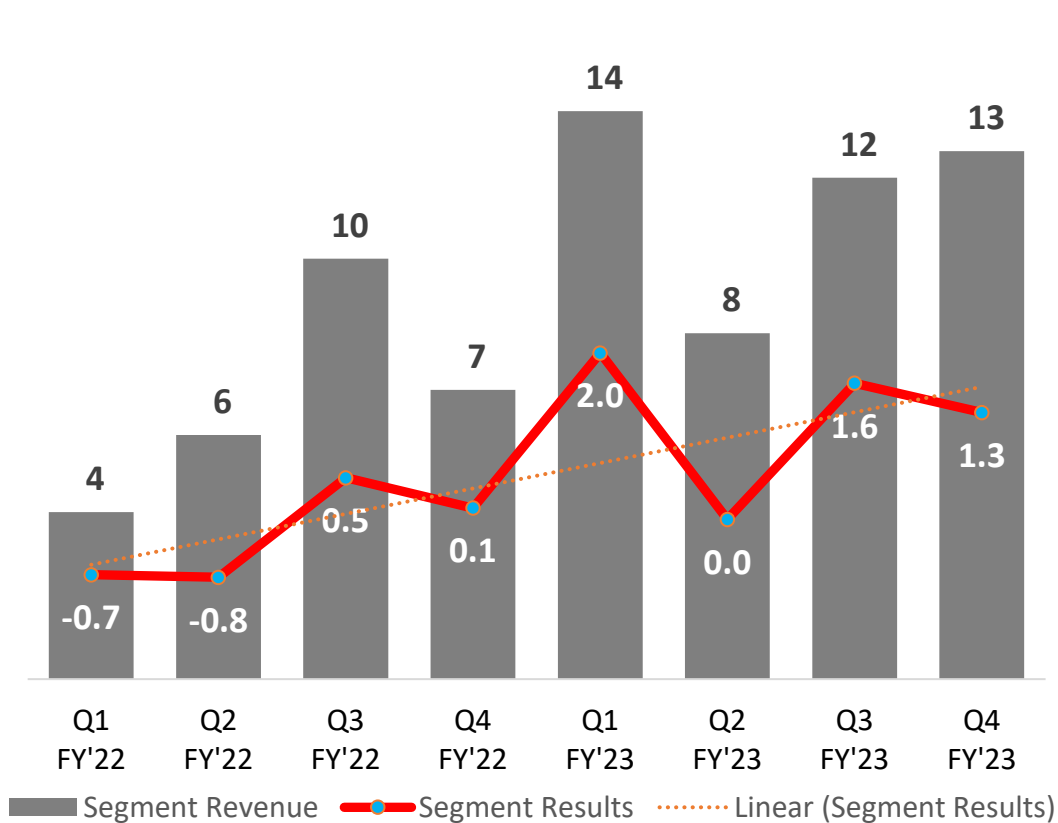


Revenue & Results (Rs. Cr.)

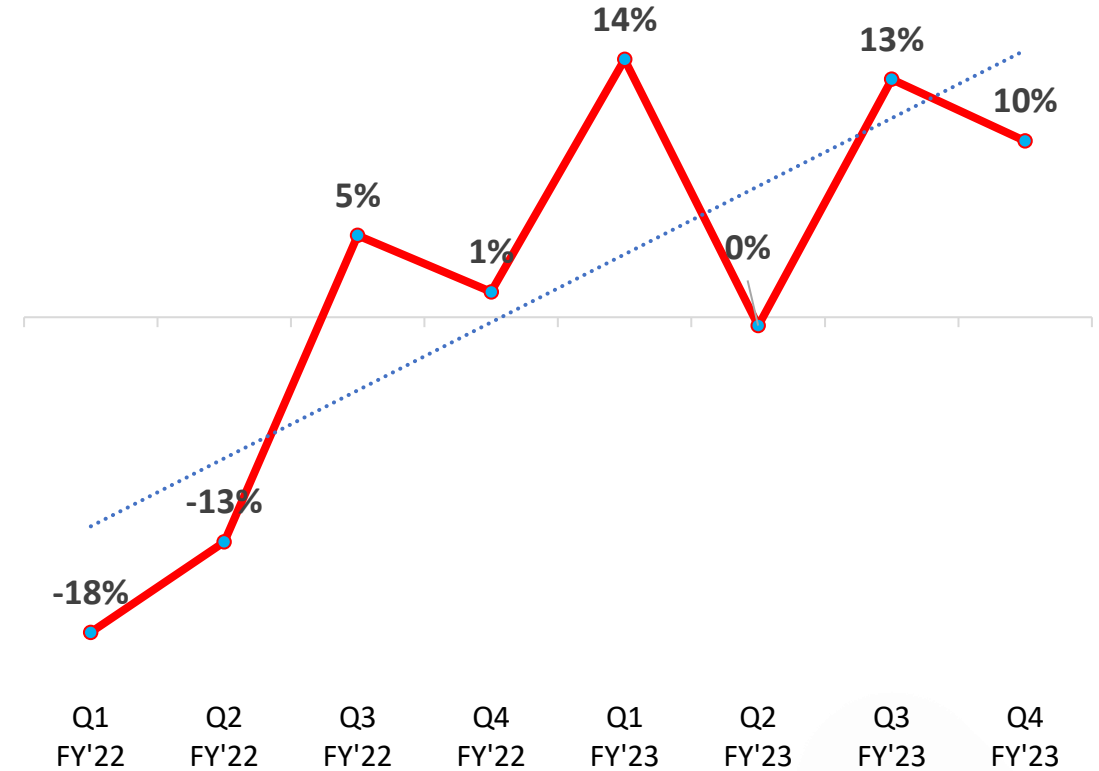


Results as % of Revenue

Segment Performance – FPED



Revenue & Results (Rs. Cr.)



Results as % of Revenue

ESG Initiatives – Environment

- Stopped use of thermocol at Ador since December-22. Expanded Polyethylene (EPE foam) used for packaging even by vendors
- 29% reduction in plastic consumption at Chinchwad Plant
- Wooden packing replaced with Honeycomb material to save trees
- VCI paper introduced in place of cling wrap film for packing of spools
- Reduction of water usage approximately by
 - 50% at Silvassa Plant
 - 18% at Raipur Plant
- Gardens with Drip Irrigation



Status of Merger



Updates on Amalgamation of ADFL with AWL:

- Our application has been admitted by NCLT and directed us to convene meeting of the Shareholders:
 - For AWL on 10th August, 2023
 - For ADFL on 11th August, 2023
- Merger process is expected to be completed within FY'24

Q&A

Guidelines

- Due to the time constraints, we would be limiting a maximum of 2 to 3 questions per participant. Please be quick & precise with your questions
- Please avoid asking questions, already answered or covered in the presentation
- Anyone interested in asking questions are requested to put their name & organization in the chat box, stating their desire to ask questions and it will be answered in sequence of receiving names in the chat box
- The end-time of meeting / call will be 5:00 pm, irrespective of no. of questions pending
- This call will be recorded for compliance purpose



THANK YOU