



SUNITA TOOLS LIMITED

(Formerly known as Sunita Tools Pvt Ltd)

May 27, 2024

To,
BSE Limited
Listing Department
P.J. Towers, Dalal Street,
Fort, Mumbai- 400 001

Scrip Code: 544001

Dear Sir(s)/ Madam,

Subject: Disclosure pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015: Press Release - Business overview for the Financial Year ended 31st March, 2024.

In pursuance of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform all our stakeholders that the Company has pleasure in enclosing the press release relating to Business Overview for the Financial Year ended 31st March, 2024.

The Press release for the same is enclosed herewith.

We request you to take note of the same.

Yours Faithfully,
For Sunita Tools Limited

Satish Kumar Pandey
Managing Director
DIN: 00158327

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SUNITA TOOLS LIMITED OVERVIEW FY 23-24

Over the last few years, we have delivered phenomenal growth across key performance parameters and metrics, the tailwinds in the manufacturing sector in India and our decades of experience, network, expertise and hardwork is delivering compounded results.

Financial Highlights:

1. FY 2023-24, consolidated revenue growth from operations increased 89 % YoY (26 cr vs 14 cr).
3 years CAGR 97.92%
2. FY 2023-24, PAT increased 67 % YoY(4.86cr vs 3 cr). 3 years CAGR 243.94%
3. Our debt/equity ratio (x) decreased drastically to 0.31 from 5.17
4. Our ROCE Increased from 16.6% to 22.50%.
5. Debtors cycle has reduced to 145 days from 168 days
6. Finance cost has reduced by 32% from 1.55cr to 1.05cr (Int coverage ratio (x) 7.40 from 3.5)
7. Our EPS stands at 9.83

Acquisitions.

Major Ongoing Acquisitions finalized in 23-24 with closure and BTA to happen in 24-25.

1. **SUNITA LEOQUIP AEROSPACE PVT LTD** (SUNITA 55%, LEOQUIP 45%) completed as of 27/5/24
2. **SUNITA IMPERIAL AEROSPACE PVT LTD** (SUNITA 60%, IMPERIAL 40%) on going

Capacity Expansion :

In order to meet the ever growing Market, Demand and Needs of the various industries we cater to, We have already initiated the expansion in our Machining capabilities size wise and weight wise We are also modernising our existing Machines and Processes, We have already added a Machine in last week of March 24 and it started functioning in 2nd week of April 24, 2 + 2 + 2 Total six more machines we have ordered in Fy 23-24 and they will reach us in months of June/ Aug / Oct respectively, This shall enhance our production capability in size and weight wise for Mould base, Machine parts and Aerospace parts, They will help us meet anticipated visible demand in the times to come.

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Cause of Concern:

The MSME payment rule is delaying invoicing as ready orders which could have been invoiced in normal course are now being invoiced as and when PO is received to avoid the 45 days rule, Though there was no drop in order volumes however there was a delay in invoicing and a substantial amount of sales could not be booked in FY23-24 due to the same, Secondly a lot of Capex by many OEM is on hold inspite of all design and rfq formalities done due to election-related reasons, thus decline in order booking. Nonetheless, a rebound is expected once the elections results and government is in place the effects of this rebound may or may not be seen in Q1/H1, FY2024-25.

Visionary Future:

Future is India, Manufacturing is India, And Made in India will be the Norm, We are ready to make use of these tailwinds and grow phenomenally In the future years too, We have plans in place for organic, in organic, forward reverse integration, value addition growth, Even in our acquisition we are sticking to our expertise of Engineering and Machining and All Acquisitions are being made without affecting any cash flow or diverting capital allocation of the parent company, Yes Engineering businesses do not have very long gestation but Instant results too are not there, They grow slow but when they start its solid and substantial.

Major plans finalised in 23-24 with execution starting 24-25.

1. Defence and Aerospace is a very important area in which India is growing and our plans are in line with the country's future and our future vision has an important portion of DEF - AERO, Our Acquisitions are companies That have superior and precision machining capabilities that are in a position to encash this growth and are very well in position to machine parts and are machining like Tejas cockpit structure, Prithvi Missile nose, Rocket base. Air compressor kits, strut fitting bottom of isro, Machine base, structure of CNC Machines etc so on so forth.
2. In our efforts to provide precision and highest quality Mouldbases we will start to offer the same in Alloy tool steel along with C45 plates. This will add a great value to our customer offering and also enhance our sales and margins volumes numbers drastically as the cost of alloy steel is almost 3-4 times of c45 and it also has a bit higher margins.
3. We have gotten into size and weight capacity of mould bases which were till now sourced from china, now on gradually they will be provided by us and they are huge in size volume and value thus will add substantially to our top-line and bottom-line
4. We plan to be 'long term debt' free company, We intend to reduce our loans only to Working capital needs and requirements or in some case for machine loans, thus making the company literally debt free, This will not only reduce our interest cost and improve bottomline but also improve our cash flows thus creating a cash flow propelled enterprise.

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5. One more very strategic and major acquisition, again in our niche sector is under discussion and due diligence as we are in NDA so more details will be let out as and when we reach agreement.

Apart from the above continuous efforts in ongoing business, personal and social media marketing strategies in India and Abroad we are growing our reach which will definitely enhance the future revenue in times to come, Team SUNITA is committed to its Legacy of decades and with vision to be a equally strong and dominant player in the market for many more decades is taking strong but solid strides towards the future..... We may have some temporary hiccups due to various reasons but long term looks very promising and we are ready for it.

Disclaimer

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Sunita Tools Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstance.

Contact Details:

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