

ADOR WELDING LIMITED



REGD. & CORPORATE OFFICE
Ador House, 6, K. Dubash Marg, Fort,
Mumbai - 400 001-16 India. G.P.O. Box No. 1546
Phone : (022) 2284 2525 / 6623 9300
Fax : (022) 2287 3083 Email: cmo@adorians.com
Website : www.adorwelding.com
Corporate Identity No: L70100MH1951PLC008647

AWL/SEC/SE/2018-19

27th August, 2018

BSE LTD.

Phiroze Jeejeebhoy Towers,
01st Floor, Dalal Street,
Fort,
Mumbai - 400 023.

NATIONAL STOCK EXCHANGE OF INDIA LTD.

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

Company Scrip Code: 517041

Company Scrip Code: ADORWELD

Dear Sirs,

Sub: Presentation made during the Analysts / Institutional Investors Meet

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and further to our letter dated 16th August, 2018, this is to inform that Analysts / Institutional Investors Meet was held today, i.e on 27th August 2018, at our Corporate Office in Mumbai with a few Analysts / Institutional Investors. They were generally informed about the Company's progress, updates on business / financials for Q1 of FY 2018-19 and we also addressed analysts / Investors' queries.

We are attaching herewith the Presentation made at the said Meeting. The same is also being uploaded on the website of the Company at www.adorwelding.com

Kindly take the same on record and acknowledge its receipt.

Yours Sincerely,
For **ADOR WELDING LIMITED**

A handwritten signature in blue ink, appearing to read "V. M. Bhide", written over a horizontal line.

V. M. BHIDE
COMPANY SECRETARY



Encl. as above



PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
 (Formerly Advani-Oerlikon Ltd.)



Investor Presentation

27th Aug 2018



PASSION FOR WELDING

Strong Presence
 In Welding
 Industry
 Since. **1951**



300 +
 Plus distributors in
 India

70 +
 Reach in 70 plus
 countries



R&D division **30+**
 completed

Years of registration
 with department of
 scientific & industrial
 research (DSIR), Govt.
 Of India

50 Years
 Exporting



30+ years of existence
 in Project Engineering
 Business





Disclaimer

- This Investor Presentation by Ador Welding Ltd. (“Ador / the Company”) is solely for informational purposes. This presentation may not be copied, distributed, redistributed or disseminated, directly or indirectly, in any manner. 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.



PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
(Formerly Advani-Oerlikon Ltd.)



Content

- Indian Economy
- Shareholding pattern as on 30th June , 2018
- Financial Performance
- Market/ Business Drivers



PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
(Formerly Advani-Oerlikon Ltd.)





PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
(Formerly Advani-Oerlikon Ltd.)



Indian Economy At Glance

- AWL sends heartfelt condolences to the Kerala Flood Victims
- Monsoon: Dispersion and Quantity is good. Improving rural demand
- The Indian economy expanded 7.7% year-on-year in the first three months of 2018 and expected 7.8% Y-o-Y
- Growth on account of agriculture (4.5%) and manufacturing (9.1%) and construction (11.5%)
- Government spending recorded the highest growth rate (16.8 percent compared to 6.8 percent in Q4)

Source: tradingeconomics.com



YoY Manufacturing IIP Growth %

INDIA INDUSTRIAL PRODUCTION



IIP Base 2011-2012

Source: TRADINGECONOMICS.COM MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)



PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
(Formerly Advani-Oerlikon Ltd.)



Factors Responsible For Growth

- Bank Recapitalization pushing credit growth
- Credit growth to non food sector, personal loans, service sector...robust
- BoP surplus in Q4FY18 at US\$13.3bn was higher than US\$9.4 bn in Q3FY18
- Lower GST rates to boost discretionary consumption
- NPA resolution should improve bank balance sheets further

Source: <https://secresearch.idfc.com>



PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
(Formerly Advani-Oerlikon Ltd.)

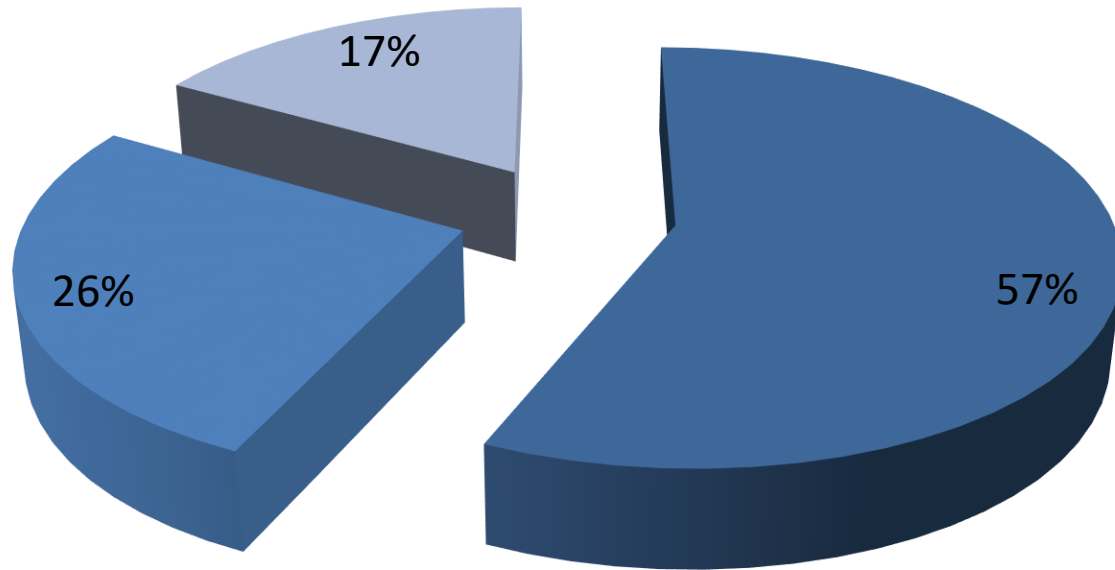


SHAREHOLDING PATTERN





Shareholding Pattern (as on 30th June 2018)



■ Promoter & Promoter Group

■ Non-Institutions

■ Institutions



PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
(Formerly Advani-Oerlikon Ltd.)





Performance Highlights

**Net of Excise*

Rs. In Cr.

Business Segment	Q1		YoY
	F-19	F-18*	F-18*
Dom Consumables	70	46.4	279
Dom Eqpt.	15	8.9	64
IBD Consumables	5.8	4.6	28
IBD Eqpt.	0.7	1.6	7
WAPS	0.8	0.4	4
Welding Business	92	62	382
PEB	10.8	25	76
TOTAL	103	87	458



Financial Overview

*Net of Excise

Rs in Cr.

Particulars	Q1		YoY
	FY-19	FY-18*	FY-18*
Net Sales/Income from Ops	102.6	87.1	458
Other Income	2.2	3.0	10
Mat Cost	68.7	63.5	327
EBITDA	9.75	3.4	44
PBT	5.72	-0.1	28
Exceptional Item	-	-	-
PAT	4.13	-0.1	19
Employee Cost	10.6	9.6	38
Employee Cost/Net Sales(%)	10.3%	11%	8%
Inventory	67.2	54.1	54
Debtors	91.1	69.7	92
Creditors	71.8	75.7	75
Debtors in Days	62	62	69
Creditors in Days	77	82	82
Working Capital (in Days)	67	39	57



Segment-wise Profitability

Rs in Cr.

FY19-Q1	Welding Business
Net Sales	92
Operating Profit	9.8
PBIDT/Sales %	11%



Segment-wise Profitability

FY19-Q1 PEB	(Rs in Lacs)
Revenue	1075
Variable Cost	936
Contribution (13%)	139
Finance Cost	88
Fixed Cost	134
Profit	(83)



Key Ratios

Ratio Type	Ratios	Q1 F19	Q1 F18
Financial Performance as % of Net Sales/Total Revenue	EBITDA	9.3%	3.9%
	PBT	5.5%	-0.1%
	PAT	4.0%	-0.1%
	COM	67%	72.9%
	ME	6.5%	5.9%
	SGA	8.9%	9.7%
	Total Expense	96.6%	103.5%
	Interest/Fin. Charges	1.6%	1.0%
Liquidity Ratios	Current Ratio (CA/CL)	1.7	1.8
	Quick Ratio (CA-Inventory)/CL	1.3	1.4
Efficiency Ratios	Inventory Turnover Times	7	8
	(Sales/Inventory)		
	Working Capital Turnover (Days)	67	39
	(WC/Sales*365)		



Key Ratios

Ratio Type	Ratios	Q1 F19	Q1 F18
Debt Ratios	Equity Ratio (TOL/TNW)	66%	62%
	Interest Cover (PBIT/Fin cost) (times)	5	1
Investment Ratios	Return on Tangible Net Worth (PAT/TNW)	1.7%	0.0%
	[EBITDA/Capital Employed including Borrowings]	3%	1%



PASSION FOR WELDING SINCE 1951
ADOR WELDING LIMITED
(Formerly Advani-Oerlikon Ltd.)



MARKET/BUSINESS DRIVERS





Market/Business Drivers

Bn in USD

Key Segment	Growth Drivers	Market Size 2017	Market Size 2022E
Infrastructure	<ul style="list-style-type: none"> The Government of India has given a massive push to the infrastructure sector by allocating US\$ 92.22 billion for the sector 	160	215
Automobile	<ul style="list-style-type: none"> Indicative Investment lines up till 2022: 18 USD Bn Suzuki Motor Corporation plans to invest USD 970.70 million in second vehicle production line at its new plant in Gujarat 	89	144
Heavy Eng.	<ul style="list-style-type: none"> (BHEL) plans to set up a structural fabrication units . The plant is expected to entail an investment of Rs 1,000 crore 	70	115
Oil & Gas	<ul style="list-style-type: none"> Investment of \$6 Billion for the upstream and downstream sectors by 2020 MNRE plans to invest \$ 16 Million by 2022 to enhance the use of bio-fuels 	315	421

Source: ibef.org



Thank You!

ador
WELDING