

AWL/SEC/SE/2023-24/112

09<sup>th</sup> November, 2023

**BSE LTD.**

Phiroze Jeejeebhoy Towers,  
1<sup>st</sup> 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 31<sup>st</sup> October, 2023, this is to inform that the Analysts / Institutional Investors Meet was held today, i.e. on Thursday, 09<sup>th</sup> November, 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 Further, no unpublished price sensitive information (UPSI) was discussed / shared during the interactions.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/2023/11/AWL-Investor-Presentation-9th-November-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

9<sup>th</sup> November 2023



Creating The Best Welding Experience

# Agenda

- Business Overview
- Updates
- 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.
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# Business Overview

## Q2 Sales

Rs. 229 Cr.

- Highest sales in Q2
- Q-o-Q increase of 23%

- Strong demand
- Focus on innovation
- Investing in future

## Q2 PBT

11.4%

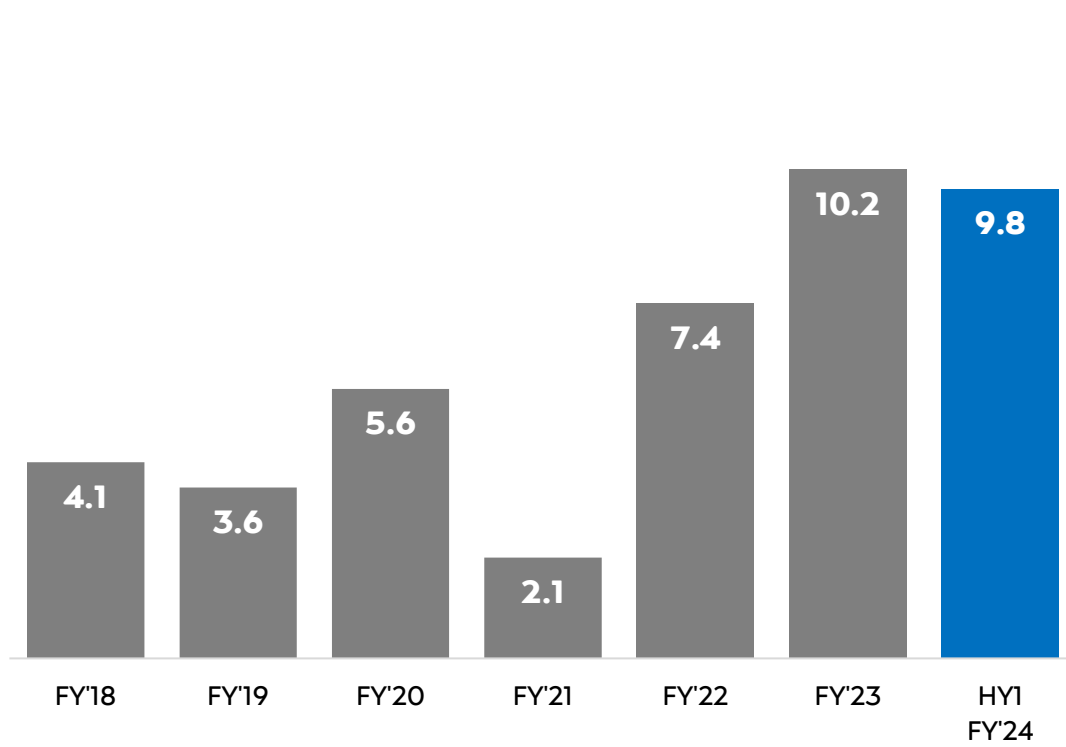
- Expansion of 427 bps from Q2-FY'23
- Best ever second quarter performance

## HY1-FY'24 PBT

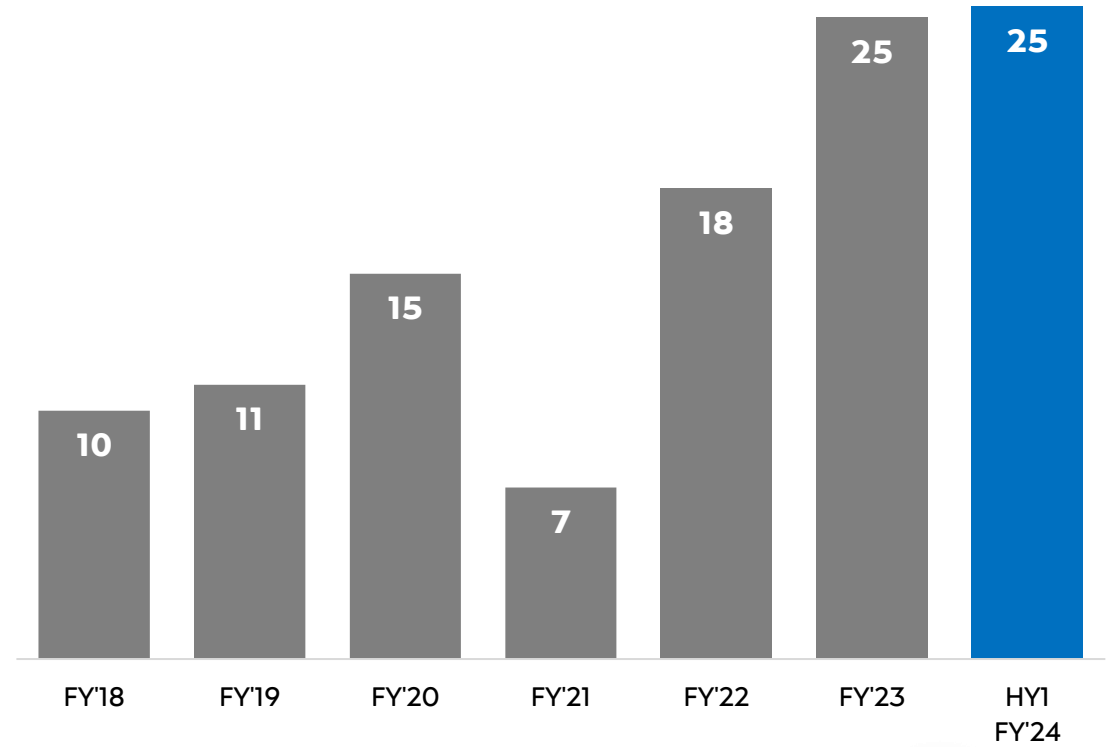
9.8%

- Expansion of 168 bps from HY1-FY'23

# PBT & RoCE



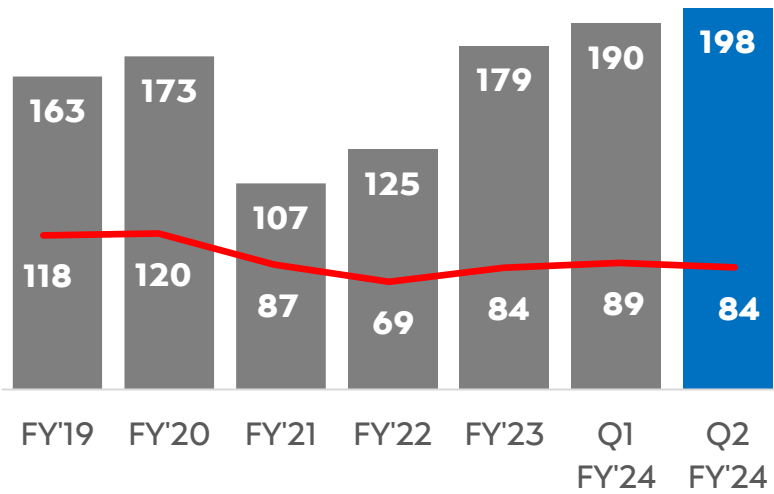
**PBT Margins (%)**



**RoCE (%)**

All numbers are w/o exceptional items

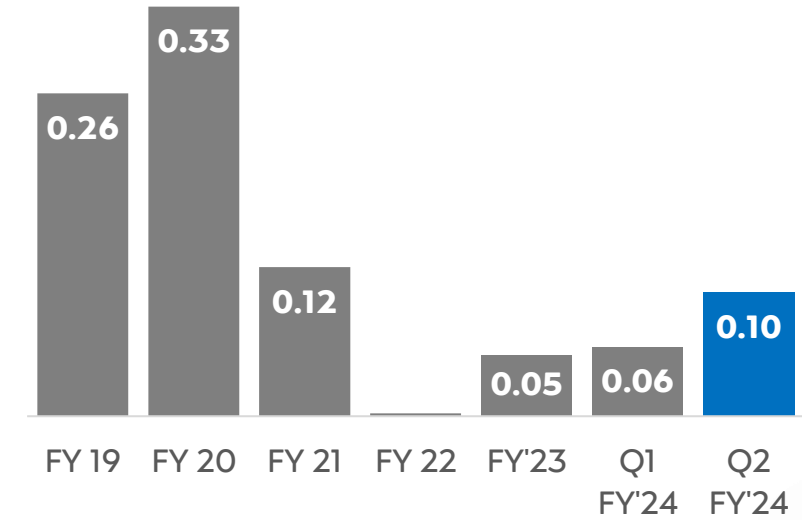
# Working Capital & Borrowings



**Working Capital (Rs. Cr.) – Bar Chart**  
**Working Capital (Days) – Line Chart**



**Borrowing (Rs. Cr.)**



**Debt to Equity Ratio**

# New Product Launch

## Rhino-E

First Battery Powered Welder in India





# ESSEN Trade Show



- Displayed latest innovations
- Boost to growth in International Markets
- VR section gave immersive experience of our cutting-edge manufacturing facilities to international customers

# Status of Merger



## Updates on Amalgamation of ADFL with AWL:

- The Shareholders of ADFL and AWL have approved the Scheme of Amalgamation.

# 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 5:30 pm, irrespective of no. of questions pending
- This call will be recorded for compliance purpose



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**BETTER TOGETHER**

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