

## SANGHVI MOVERS LIMITED

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Taluka - Mulshi, Pune, Maharashtra - 411 033, INDIA.  
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CIN No.: L29150PN1989PLCO54143



REF: SML/SEC/SE/19-20/70

Date: 13<sup>th</sup> February 2020

**By Online filing**

**BSE Limited,**

Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400001

**Kind Attn.: Ms. Pooja Sanghvi - Relationship Manager**

**Ref: Code No. 530073**

**National Stock Exchange of India Limited**

Exchange Plaza, Bandra Kurla Complex,  
Bandra East,

Mumbai - 400051

**Kind Attn.: Mr. K. Hari - Asst. Vice President**

**Symbol: SANGHVIMOV**

**Sub.: Financial Results updates**

Dear Sir/Madam,

Pursuant to the requirements of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the updates on financial results for the quarter ended on 31<sup>st</sup> December 2019.

You are requested to take the same on your records and further place the same on your website for the information of shareholders, investors, analyst and public at large.

The financial results update is also available on the Company's website i.e. [www.sanghvicranes.com](http://www.sanghvicranes.com).

Thanks & Regards,  
**For Sanghvi Movers Limited**

**Rajesh P. Likhite**  
**Company Secretary &**  
**Chief Compliance Officer**



Encl.: As above

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## FINANCIAL HIGHLIGHTS

**PERFORMANCE REVIEW FOR THE QUARTER/PERIOD ENDED 31<sup>st</sup> DECEMBER, 2019**

**1.0 Summary of financial performance is as under -**

(Rs. in Crores)

Sr	Particulars	YTD Dec-19	Q3 FY20	Q2 FY20	Q1 FY20	YTD Dec-18	Q3 FY19
a)	Income from Operations	247.07	83.00	80.79	83.28	195.57	66.48
b)	Other Income	3.09	0.06	0.58	2.46	17.41	8.32
c)	Total Income (a) + (b)	250.16	83.06	81.36	85.74	212.98	74.80
d)	Total Expenditure	124.30	40.58	41.40	42.31	119.90	42.08
e)	PBIDIT c) – d)	125.87	42.48	39.95	43.42	93.08	32.72
f)	<i>% of PBIDT to Total Income e) / c) x 100</i>	<i>50.31%</i>	<i>51.14%</i>	<i>49.10%</i>	<i>50.64%</i>	<i>43.70%</i>	<i>43.74%</i>
g)	Interest	32.13	9.93	10.78	11.41	35.67	11.45
h)	Depreciation	106.84	34.84	35.69	36.30	110.03	36.92
i)	Profit Before Tax	(13.11)	(2.29)	(6.52)	(4.30)	(52.63)	(15.65)
j)	Tax expense (current tax + deferred tax)	(8.02)	(1.18)	(5.68)	(1.17)	(18.63)	(5.47)
k)	Profit After Tax	(5.08)	(1.11)	(0.84)	(3.13)	(34.00)	(10.18)
l)	<i>% of PAT to Total Income</i>	<i>N.A.</i>	<i>N.A.</i>	<i>N.A.</i>	<i>N.A.</i>	<i>N.A.</i>	<i>N.A.</i>
m)	Total Cash Accruals (PAT + Depre.)	101.76	33.73	34.85	33.17	76.03	26.74
n)	Net Worth	727.48	727.48	728.80	729.84	757.48	757.48
o)	Total Loans (Secured + Unsecured)	345.19	345.19	380.27	411.70	476.47	476.47
p)	Debt : Equity Ratio	0.47	0.47	0.52	0.56	0.63	0.63
q)	Average Capacity Utilization for the period	<i>72%</i>	<i>73%</i>	<i>72%</i>	<i>72%</i>	<i>55%</i>	<i>58%</i>
r)	Average Gross Yield for the period	<i>1.76%</i>	<i>1.76%</i>	<i>1.73%</i>	<i>1.80%</i>	<i>1.82%</i>	<i>1.75%</i>

- **OTHER INCOME – Rs. 3.09 Crs. for nine months' period ended 31-12-2019**

Other Income for nine six months period ended 31<sup>st</sup> December, 2019 includes net profit/loss of Rs. 1.95 Crores from sale of 11 Nos. Cranes sold during nine months period ended 31-12-2019.



## DEBT PROFILE AS ON 31-12-2019

## **2.0 DEBT PROFILE AS ON 31-12-2019**

### **2.1 - Break up Borrowing as on 31-12-2019**

(Rs. in Crs.)

Sr.	Particulars	31.12.19	31.03.19
1	Term Loans from various Banks	295.54	401.48
2	Working Capital Loan - Cash Credit Limit	28.10	24.11
3	Unsecured Loans Deposit from Directors	22.29	20.17
	<b>Total Borrowings</b>	<b>345.93</b>	<b>445.76</b>

### **2.2 - Term Loan Repayment made during the period ended 31-01-2020**

SML has total term loan obligations of Rs. 90.92 Crores in the current financial year, out of which it has already paid Term Loans Installments to the tune of Rs 86.13 Crores till 31<sup>st</sup> January, 2020. A sum of Rs. 4.79 Crores is payable over the period of next 2 months.

### **2.3 - Break up Borrowing as on 31-01-2020**

(Rs. in Crs.)

Sr.	Particulars	31.01.20	31.03.19	+ / (-)
1	Term Loans from various Banks	287.30	401.48	(114.18)
2	Working Capital Loan - Cash Credit Limit	20.30	24.11	(3.81)
3	Unsecured Loans- Deposit from Directors	22.68	20.17	2.51
	<b>Total Borrowings</b>	<b>330.28</b>	<b>445.76</b>	<b>(115.48)</b>

*Net reduction in total liabilities during the period 01-04-2019 to 31-01-2020 = Rs. 115.48 Crores*

### **2.4 - Break up Loan Repayment done till 31-01-2020**

(Rs. in Crs.)

Sr.	Particulars	Amount
1	Repayment Term Loan Installments due in FY 2019-20	86.31
2	Pre-payment of Term Loan Installments due in FY 2020-21	27.87
	<b>Total Debt Reduction during the period 01-04-19 to 31-01-20</b>	<b>114.18</b>



## FLEET OF CRANES AS ON 31<sup>ST</sup> DECEMBER 2019

- **FLEET OF CRANES AS ON 31<sup>st</sup> December 2019 -**  
SML has a fleet of 391 Cranes.



DETAILS OF REVENUE, CLIENTS,  
POSITION OF S. DEBTORS, RECEIVABLES  
DAYS ETC.



#### 4.0 DETAILS OF REVENUE, CLIENTS , POSITION OF S. DEBTORS, RECEIVABLE DAYS ETC.

##### 4.1 Sector Wise Revenue Break Up

The Sector Wise Revenue Break up is as under -

Sr	Sector	9 months FY 20	9 months FY 19
1	Wind Mill Sector	48.00%	44.00%
2	Power Sector	5.00%	16.00%
3	Refinery & Gas	18.00%	17.00%
4	Steel & Metal	5.00%	4.00%
5	Cement	4.00%	3.00%
6	Other Industries	20.00%	16.00%
	<b>Total :-</b>	<b>100.00%</b>	<b>100.00%</b>

##### 4.2 Age Wise Analysis of S. Debtors Outstanding as on 31-12-2019

Sr	Particulars	Rs. Crores
1	S. Debtors Less than 90 days	54.51
2	S. Debtors between 91 days to 180 days	9.80
3	S. Debtors between 181 days to 360 days	4.64
4	S. Debtors 361 days and above (net of provision for doubtful debts)	4.00
5	<b>Total S. Debtors as on 31-12-2019</b>	<b>72.95</b>
6	Unbilled Receivables	24.63
7	<b>Reported S. Debtors as per financials</b>	<b>97.88</b>
8	No. of Days Receivables excluding GST	87 Days

Disclaimer:

This presentation contains certain forward looking statements concerning Sanghvi Movers Limited's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition and economic growth in India. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company. No part of this presentation shall be reproduced, copied, forwarded to any third party either in print or in electronic form without prior express consent of the company.