

SANGHVI MOVERS LIMITED

Regd. Office : Survey No. 92, Tathawade,
Taluka - Mulshi, Pune, Maharashtra - 411033, INDIA
Tel. : 020-66744700, 020-27400700
E-mail : sanghvi@sanghvicranes.com
Web. : www.sanghvicranes.com
CIN No. : L29150PN1989PLC054143



REF: SML/SEC/SE/24-25/11

By Online filing

Date: 16 May 2024

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.: Investor Presentation

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 Investor Presentation on Financial Results for the quarter and year ended on 31 March 2024.

You are requested to take the same on your records and further place the same on your website for the information of shareholders, investors, analysts and public at large. The Investor Presentation is also uploaded on the company's website, i.e. www.sanghvicranes.com.

Thanks & Regards,
For Sanghvi Movers Limited

Rajesh P. Likhite
Company Secretary &
Chief Compliance Officer



Encl.: As above



SANGHVI

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INVESTORS PRESENTATION

FY 2023-24

Financial Performance For FY 2023-24



Total Turnover
₹ 647 Crores



Profit after Tax
₹ 188 Crores



Average CU
84%



Avg. Blended Yield
2.20% Per Month



Capex For FY 2023-24

The Company has completed Capex of Rs. **334** Crores during FY 2023-24. The details of Cranes and Other Assets purchased in FY 2023-24 are as under:

Cranes Purchased till date :

Crane Model/ OEM	110 Ton	150 Ton	160 Ton	750 Ton	1600 Ton	Total
Sany (Brand New)	10	0	14	8	1	33
Schwing Stetter (Brand New)	0	1	0	0	0	1
Total	10	1	14	8	1	34

Capex	Amount in Crores
Capex for Cranes	300
Capex for Other fixed Assets	34
Total	334

Financial Performance for FY 2023-24

Net Debt
₹ 287 Crores

Net Debt to
Equity
Ratio
0.28:1

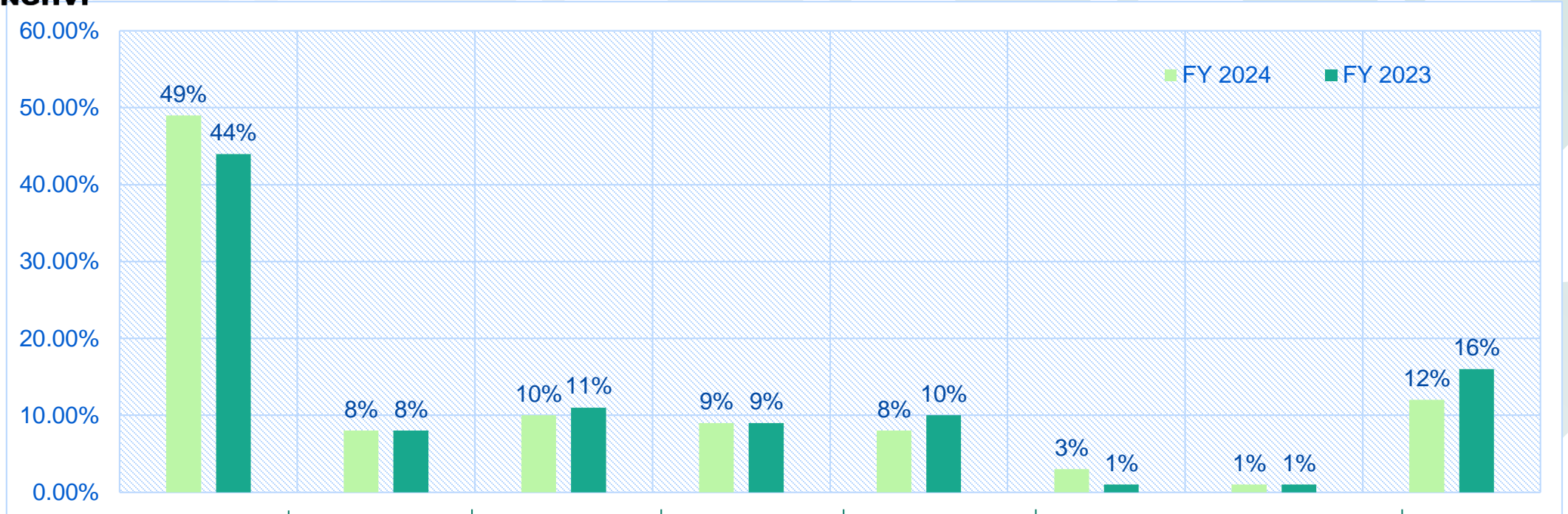
Net Worth
₹ 1012 Crores

Avg. Borrowing
Cost
₹ 9.17% p.a

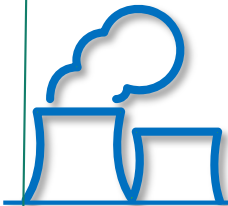


Sector-wise Revenue for FY 2023-24

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Wind Mill



Power



Refinery & Gas



Steel & Metal



Cement



Wind EPC



Project EPC



Other Sectors



Order-book Position

Particulars	Rs. In Crores
Order Book as on 14 th April 2024 to be executed during the period of 1 April 2024 To 31 st March 2025	426.00
Order Book as on 4 th May 2023 to be executed during the period of 1 April 2023 To 31 st March 2024	299.00

**SANGHVI**

Financial Performance

Amount in Crores

Sr.	Particulars	FY 2023-24	Q4FY24	Q3FY24	Q2FY24	Q1FY24	FY 2022-23
a)	Income from Operations	618.53	165.45	167.03	139.98	146.07	455.79
b)	Other Income	28.17	11.43	5.97	4.74	6.03	29.76
c)	Total Income (a) + (b)	646.70	176.88	173.00	144.72	152.10	485.55
d)	Total Expenditure	237.52	73.37	52.26	53.89	58.00	198.93
e)	PBIDIT c) – d)	409.19	103.51	120.74	90.83	94.11	286.62
f)	% of PBIDT to Total Income	63%	59%	70%	63%	62%	59%
g)	Interest	24.95	5.96	6.86	6.65	5.47	16.64
h)	Depreciation	131.84	33.18	31.87	34.23	32.56	121.06
i)	Profit Before Tax	252.40	64.37	82.01	49.95	56.07	148.92
j)	Tax expense	64.46	16.63	20.74	12.76	14.33	36.87
k)	Profit After Tax	187.94	47.74	61.27	37.19	41.74	112.05
l)	% of PAT to Total Income	29%	27%	35%	26%	27%	23%
m)	Total Cash Accruals	319.78	80.92	93.14	71.41	74.30	233.11
n)	Net Worth	1,012.14	1,012.14	964.60	903.32	883.45	841.71
o)	Net Borrowings	286.96	286.96	292.87	307.75	297.26	160.88
p)	Debt : Equity Ratio	0.28	0.28	0.30	0.34	0.34	0.19
q)	Average Capacity Utilisation	84%	83%	87%	82%	84%	83%
r)	Avg. Gross Yield for the period	2.20%	2.19%	2.26%	2.09%	2.21%	1.97%



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Financial Performance

Revenue From EPC Business for the Year Ended 31st March, 2024

Sr.	Particulars	Revenue
1	Income for Wind EPC Business	20.04
2	Income for Project EPC Business	5.43
	Total	25.47

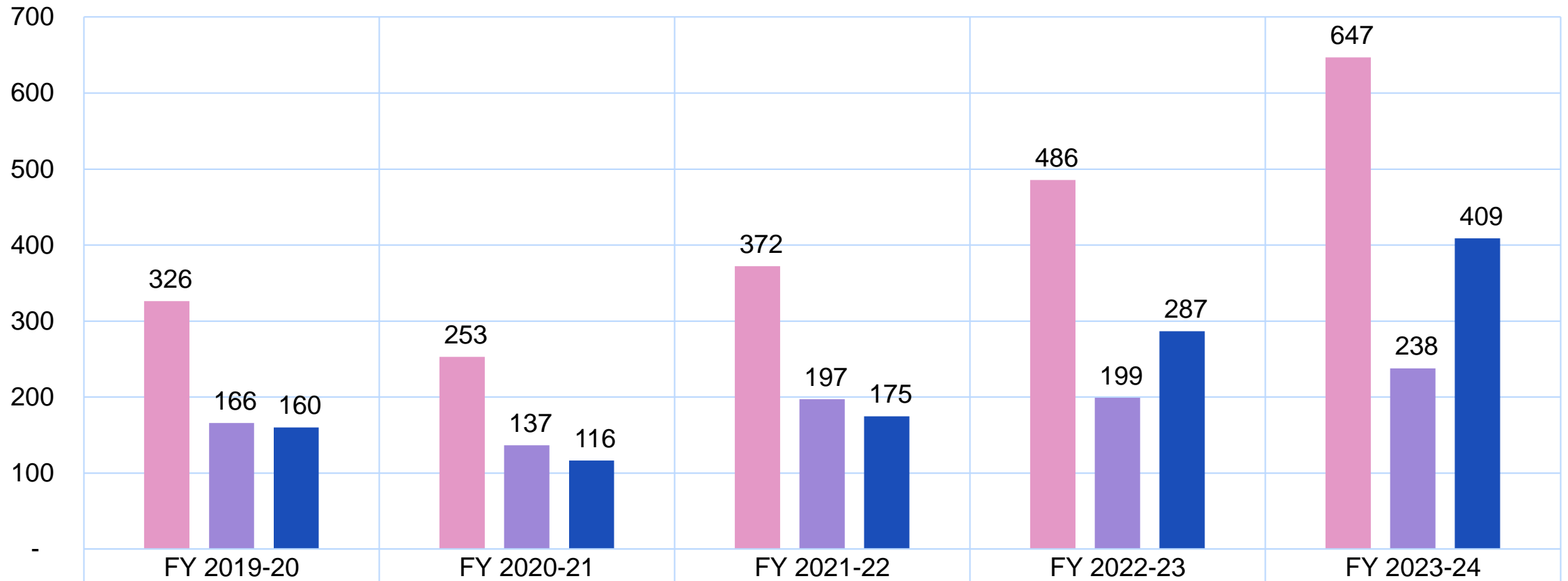
Details of Other Income for the Year Ended 31st March, 2024

Sr.	Particulars	Rs. in Crores
1	Profit on Sale of 32 Nos. Cranes sold during the Year	15.63
2	Reversal of PDD made in earlier years pursuant to recovery of dues	4.60
3	Interest on FD / Gain from MF Investment	6.83
4	Other misc. income	1.11
	Total Other Income	28.17



Summarized Profitability Statement

Amount In Crores



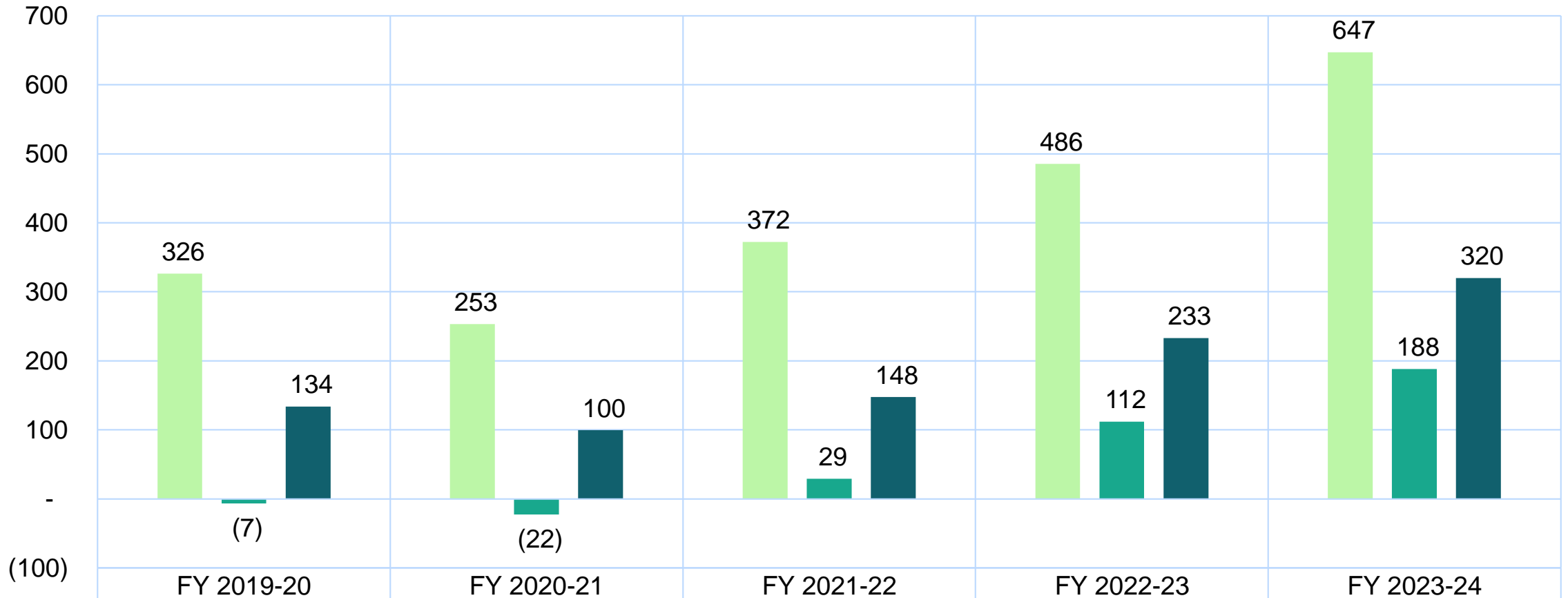
Total Income	326	253	372	486	647
Total Expenditure	166	137	197	199	238
PBIDT	160	116	175	287	409

	FY 2019-20	FY 2020-21	FY 2021-22	FY 2022-23	FY 2023-24
Total Income	326	253	372	486	647
Total Expenditure	166	137	197	199	238
PBIDT	160	116	175	287	409



Year on Year Total Income , Net Profit & Cash Profit

Amount In Crores



■ Total Income
■ Net Profit / (Loss)
■ Cash Profit

FY 2019-20

FY 2020-21

FY 2021-22

FY 2022-23

FY 2023-24

326

(7)

134

253

(22)

100

372

29

148

486

112

233

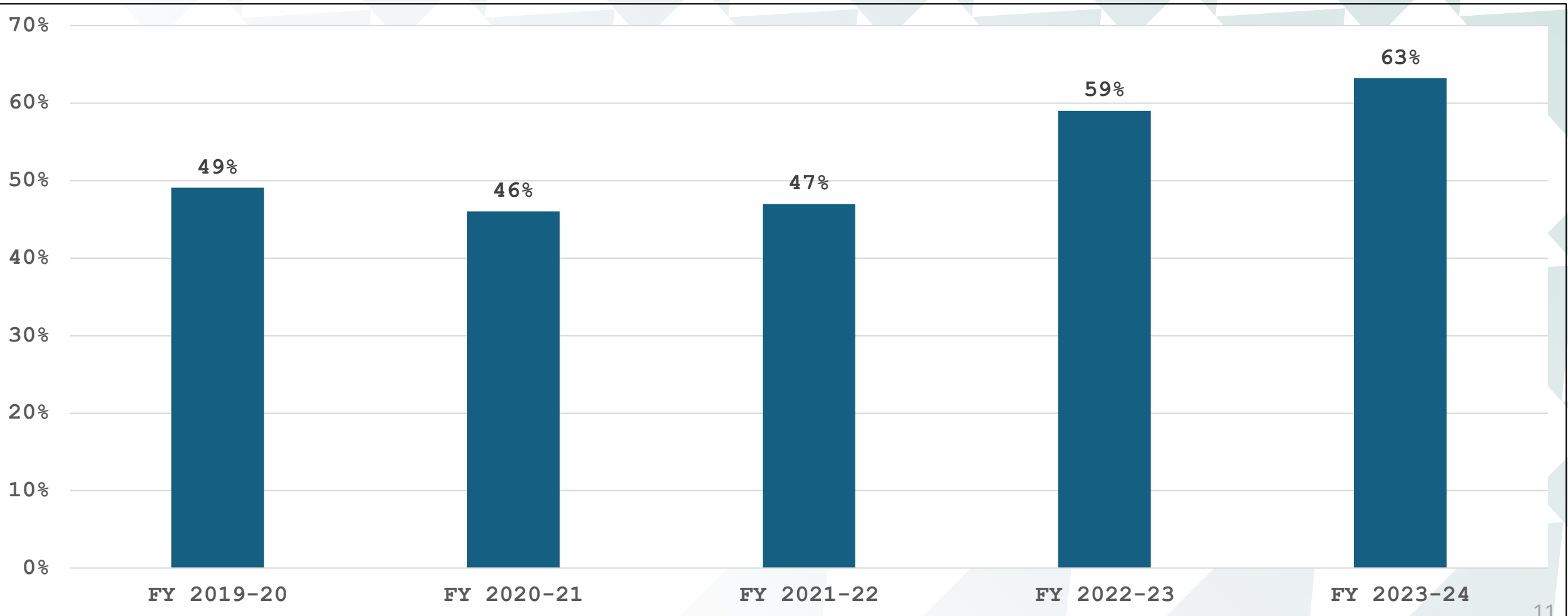
647

188

320

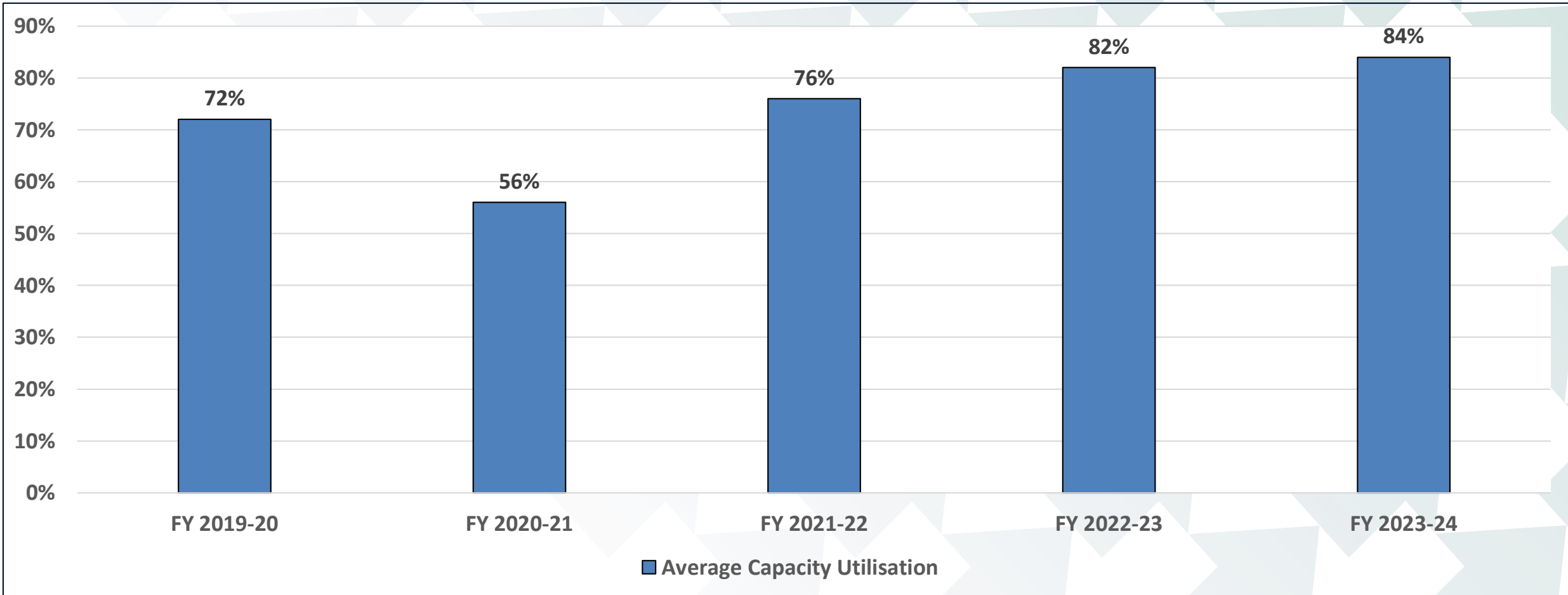


Year on Year PBIDT in %



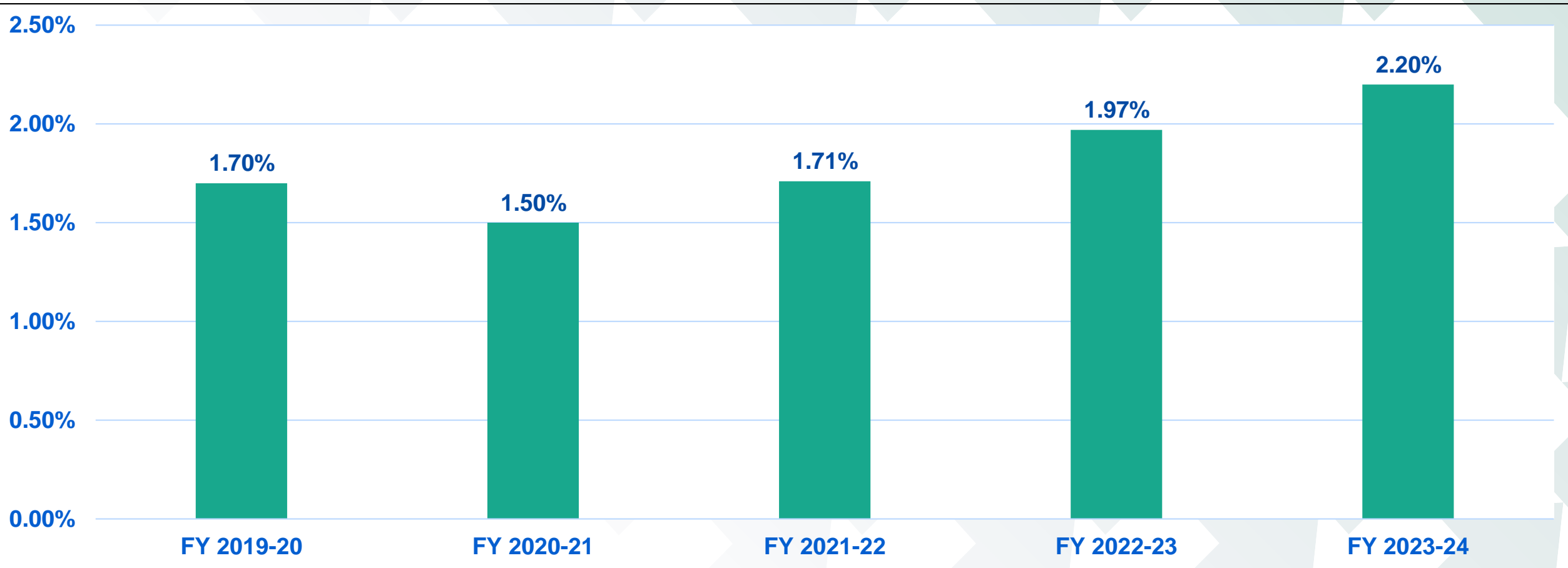


Year on Year Average Capacity Utilisation of Crane Fleet

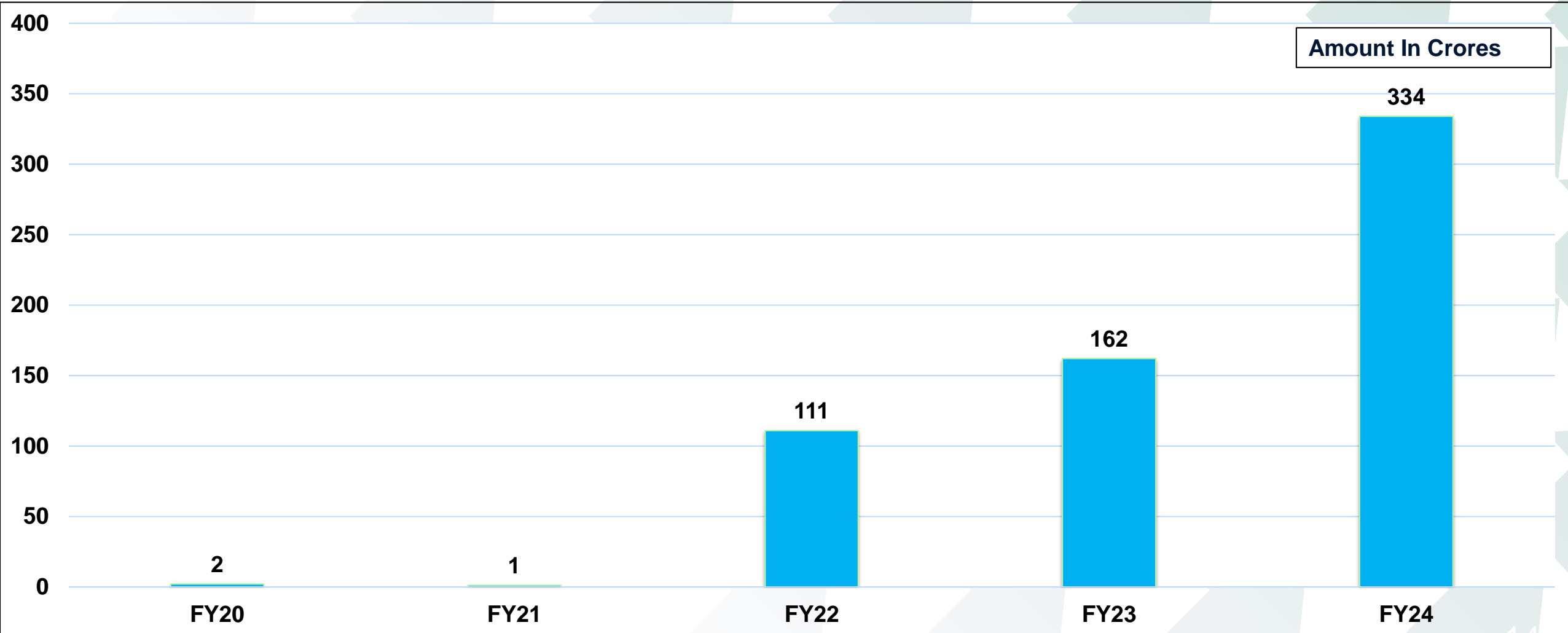




Year on Year Average Blended Yield

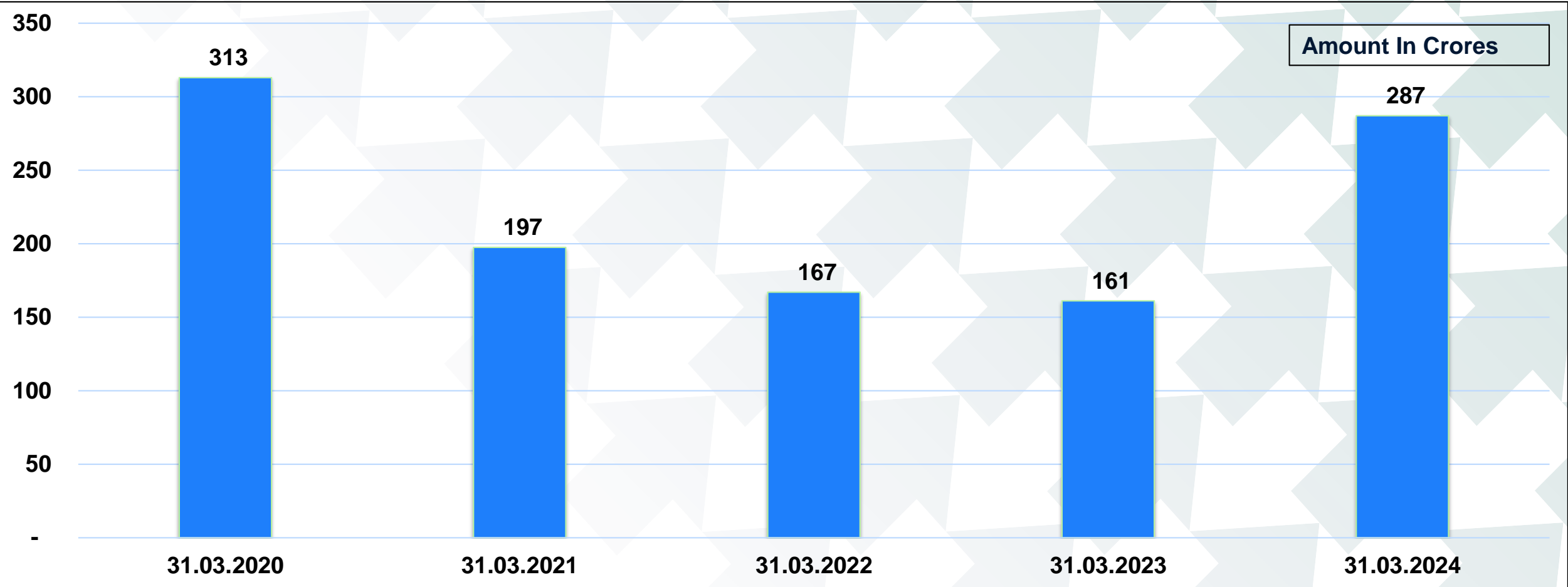


Year wise Capex by the Company



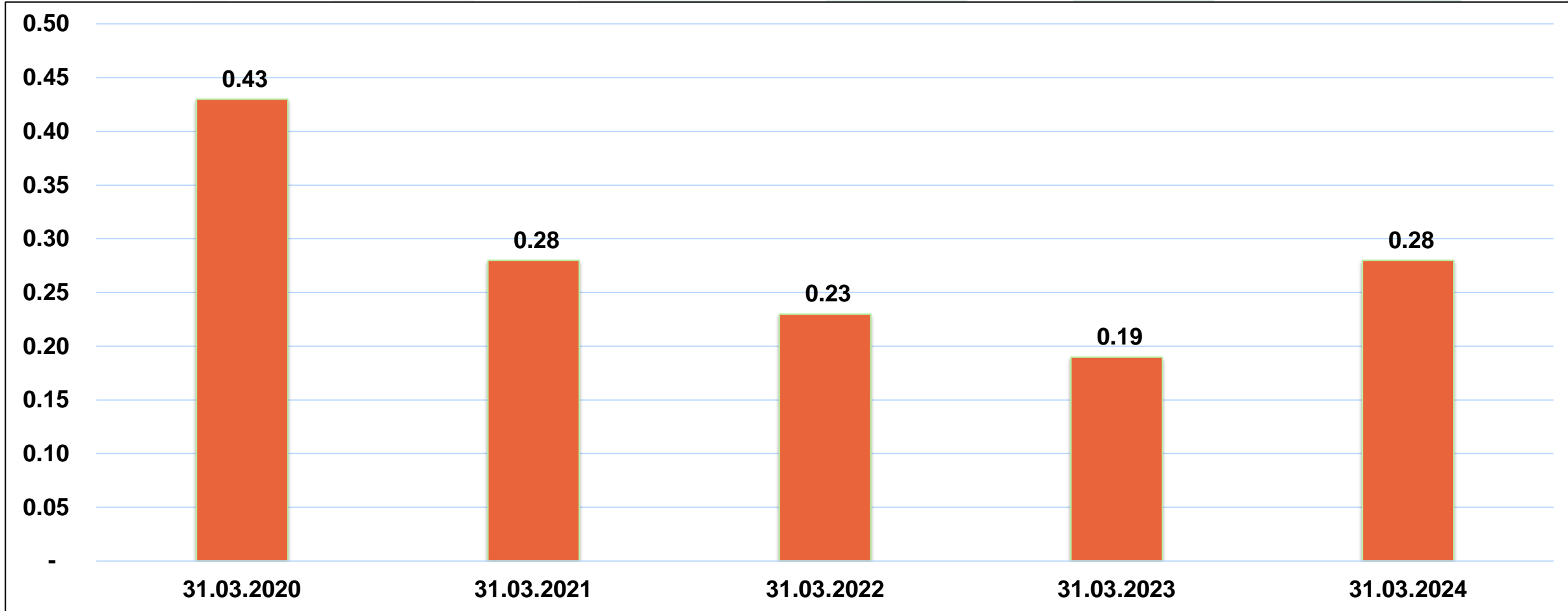


Year wise position of Total Borrowings



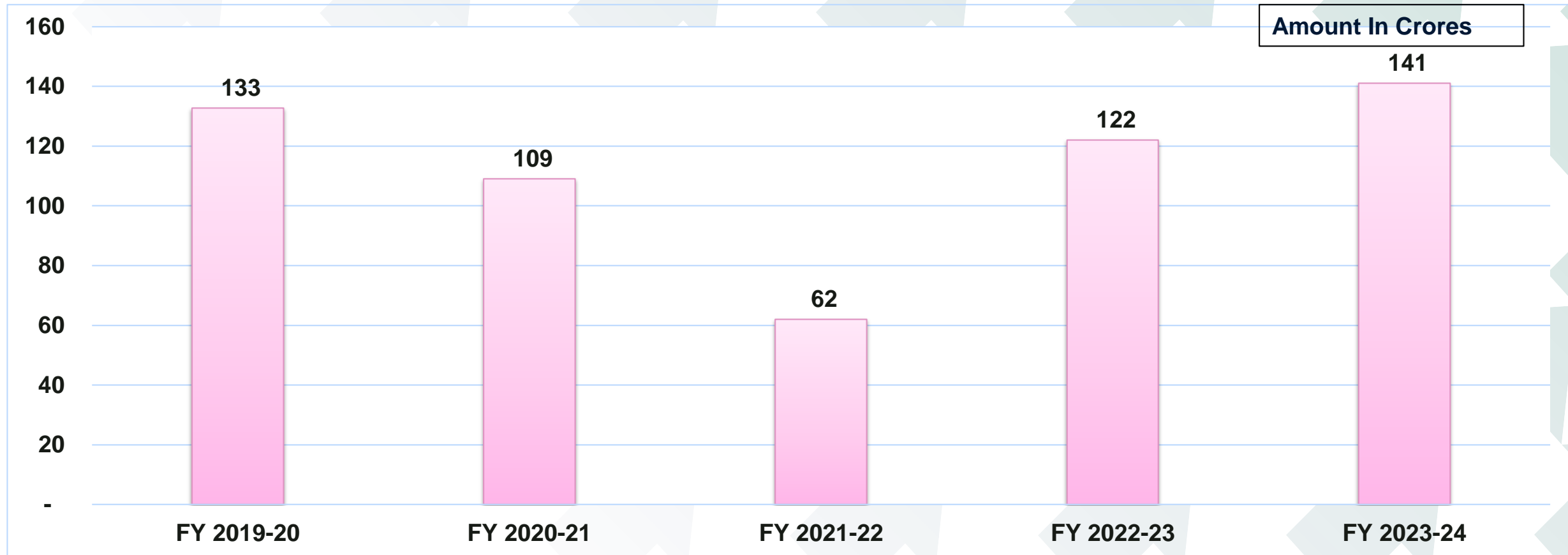


Year wise Debt : Equity Ratio



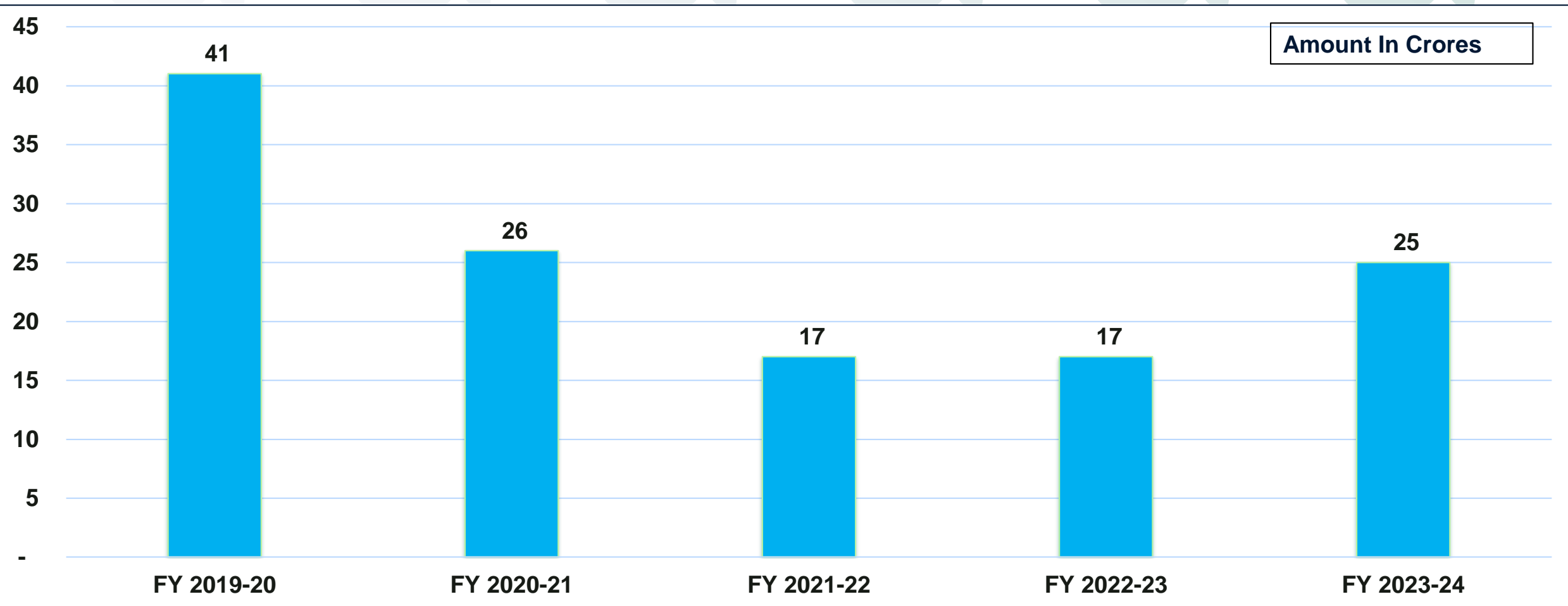


YEAR WISE DEBT REPAYMENT MADE BY THE COMPANY DURING LAST 5 YEARS



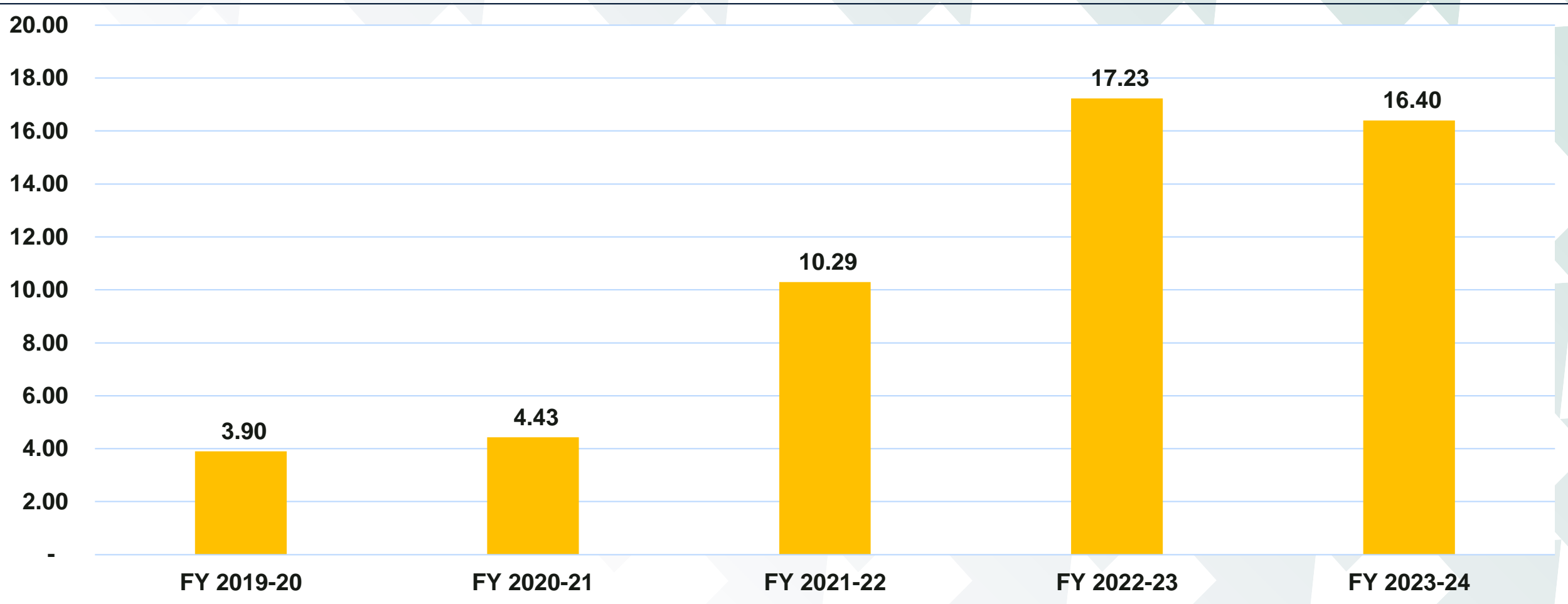


YEAR WISE INTEREST PAYMENT MADE BY THE COMPANY DURING LAST 5 YEARS





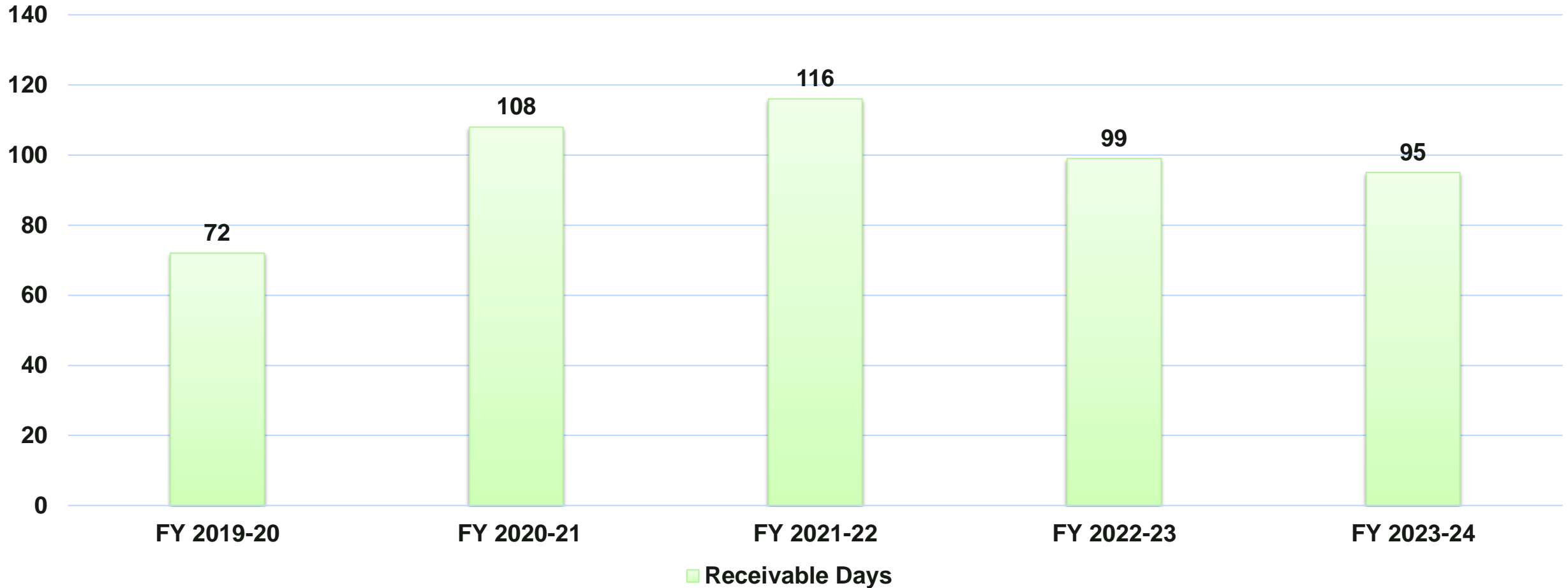
YEAR WISE INTEREST COVERAGE RATIO DURING LAST 5 YEARS





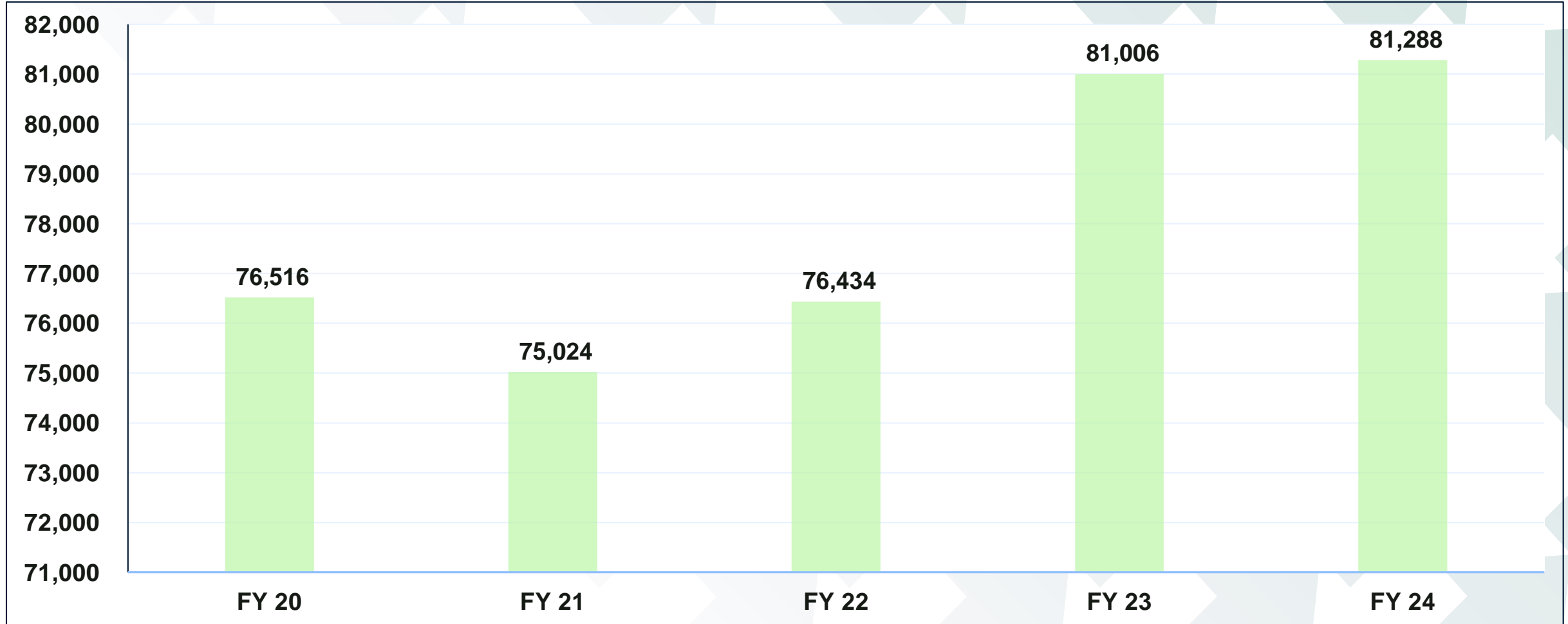
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GRADUAL IMPROVEMENT IN AVERAGE RECEIVABLE DAYS





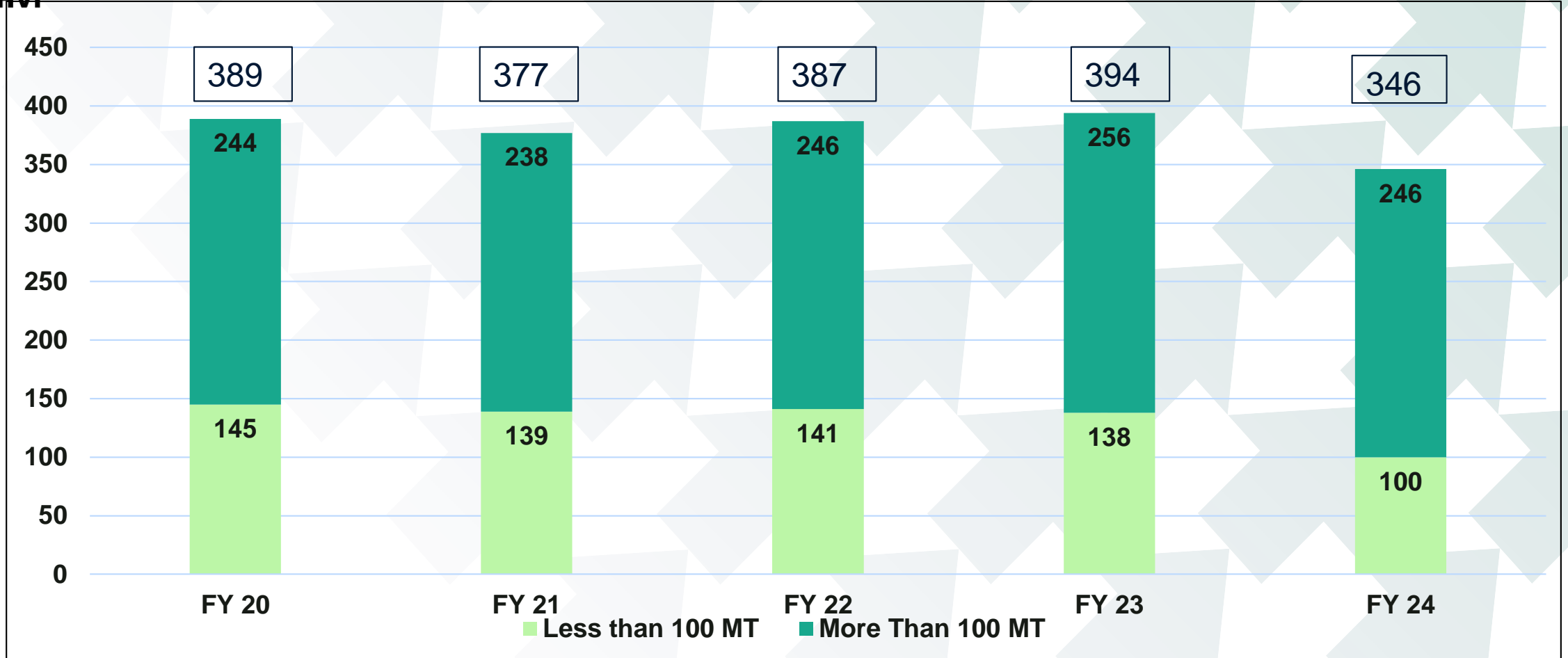
CRANE FLEET : LIFTING CAPACITY (MT)





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CRANE FLEET : CAPACITY WISE | COUNT OF CRANES



- As on 31.03.2024, SML has Gross Block of Rs. 2490 Crores.
- 77% of the Gross Block consists of Brand New Cranes that company had purchased over the years.
- 95% of the Gross Block consists of cranes having more than 100 MT capacity .



Age-Wise Debtors Analysis

Particulars	Amount in Crores
Debtors Less than 90 days	165.73
Debtors between 91 days to 180 days	10.05
Debtors between 181 days to 360 days	3.38
Debtors 361 days and above	Nil
Total sundry Debtors as on 31/03/2024	179.16
Average Receivable Days (Net of GST amount included in Debtors)	95 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.