



July 27, 2024

To, The General Manager, Department of Corporate Services, BSE Limited, P.J. Towers, Dalal Street, Mumbai - 400001 Company Code No.: 511076	To, The Listing Department, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai - 400 051 Trading Symbol: SATINDLTD
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Sub: Acquisition Updates.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Acquisition Updates.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

FOR SAT INDUSTRIES LIMITED

Harikant Turgalia
Whole-time Director
DIN: 00049544

Encl.: As above



Acquisition Announcement

of M.R. ORGANISATION LIMITED

satgroup.in

mrorganisation.com

Transaction Advisors

Deloitte

JHS

I B G R I D

Safe Harbor

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Transaction Brief

SAT Industries Limited is pleased to announce the acquisition of M.R. Organisation Limited, based out of Ahmedabad.

This strategic move aligns with our core strategy of combining cash flow-generating businesses with high-growth investments, creating a balanced and sustainable growth trajectory making the proposition value accretive from day one.

MRO is into the business of tech-based last-mile utility services to the end-user industries. Established in the year 1984 by the promoter Mr. Mayur Kamdar, the company has become a market leader and has presence across all 29 states via 59 locations and 5 warehouses spread across the country to serve the customers with the fastest service and delivery time. With business spread across 75+ countries, the company has global presence in strategic locations viz. USA, UK and Belgium via 3 wholly owned subsidiaries. It supplies Air Compressor parts and kits to more than 3000 customers. The company has value-added products such as blowers and vacuum systems in its pipeline to further enhance its operating margins. Company achieved a consolidated revenue of INR 70.10 crores* in FY24 with an EBITDA margin of 27% showing the strength of its business operations.

The acquisition of M.R. Organisation exemplifies our ability to identify and develop promising ventures while maintaining a balance for comprehensive growth. Integrating M.R. Organisation will improve our financial performance, and strengthen our market positioning. We believe this acquisition will drive significant value and contribute to long-term benefits to all our stakeholders.

Acquisition Overview

SAT is set to acquire a 90% stake in MRO in four tranches



Tranche-1 51% Acquisition

Following this transaction, MRO will become a material subsidiary of SAT.



Funding

The entire transaction will be fully funded through internal accruals.



Acquisition Cost

INR 115.47 Crores

Why M.R. Organisation?

MRO operates as a debt-free, asset-light business with global inventory management driven by technology, ensuring operational efficiency and financial stability.

- The company has achieved a revenue growth rate of **22.4% CAGR**, increasing from INR **46.80** crores* in FY22 to INR **70.10** crores* in FY24.
- The company holds over **60,000 designs & drawings** for all major air compressor brands.
- MRO serves **3,000+** customers and has direct access to over **2,000+** industrial plants, eliminating the need for intermediaries such as distributors, traders, or agents.
- The company employs well-trained multi-brand and multi-technology **experts across various locations**, ensuring last mile availability of products at customer's end.
- Company has **international presence** through its wholly owned subsidiaries in UK, USA and Belgium and exports to **75+ countries**.

60+

Shipments/day

75+

Countries Globally

35+

Brands Support



On-time Delivery of Parts

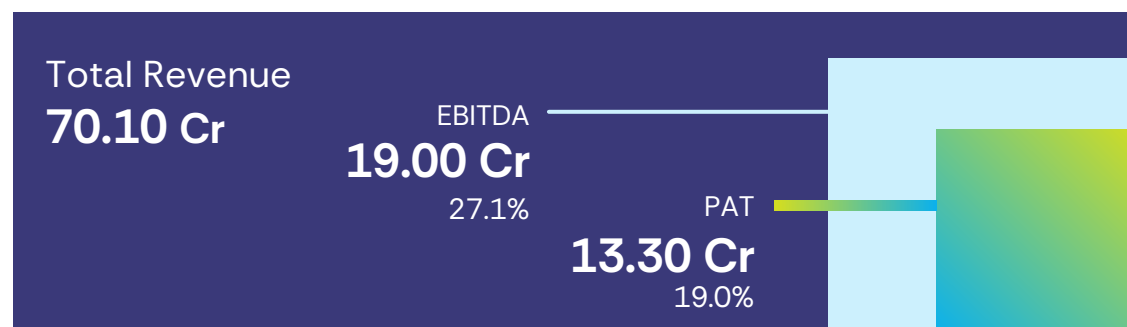


24x7 Customer Support

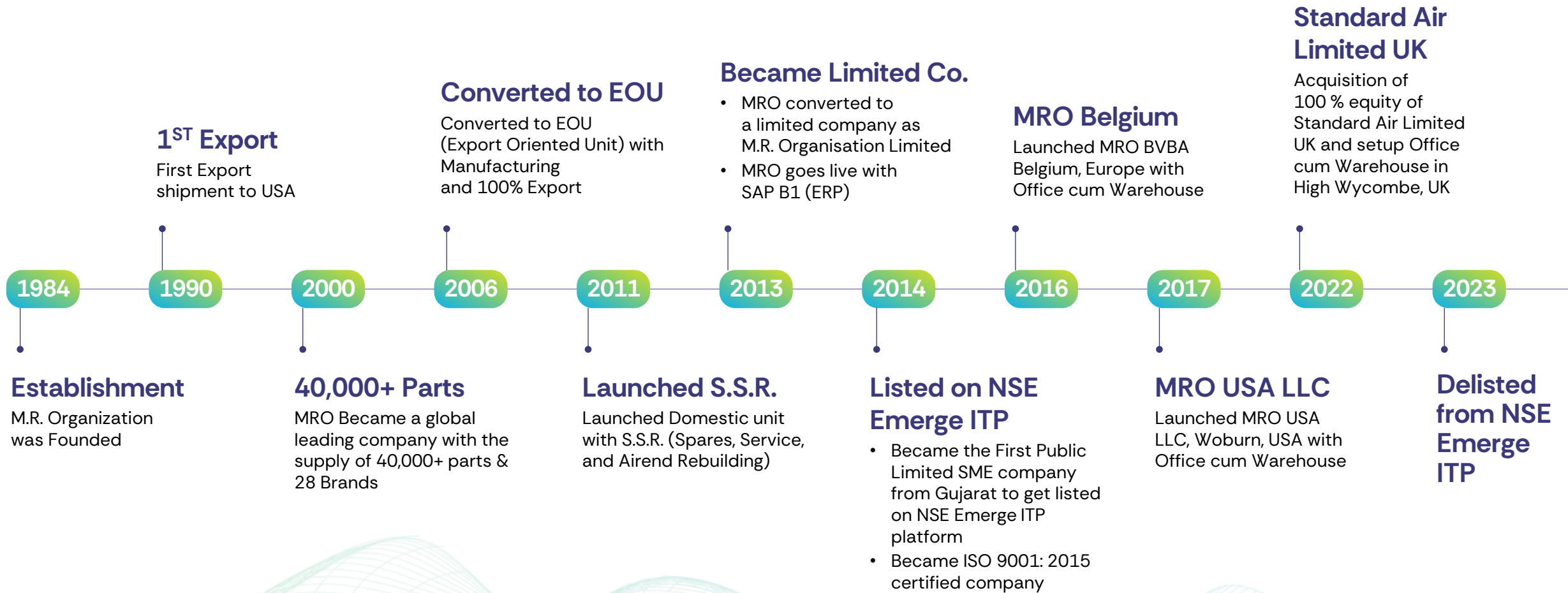


Air end Rebuilding Capabilities

March 2024 - Profit & Loss Summary*



MRO Journey So Far



Domestic Presence and Extensive Touchpoints

5 Warehouses | **59** Locations | **29** States

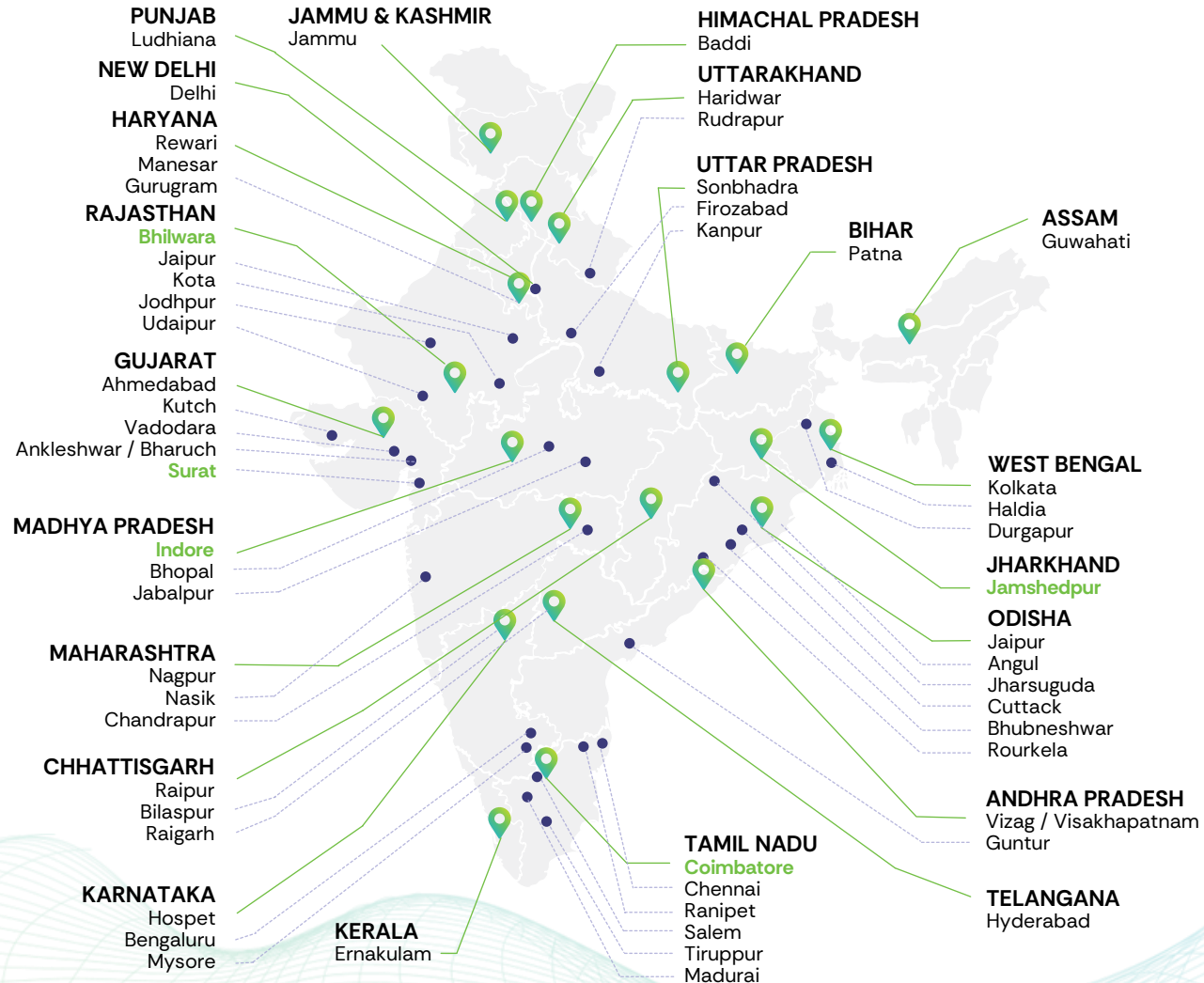
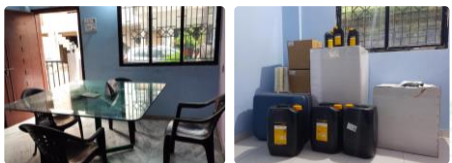
Bhilwara, Rajasthan



Indore, MP



Surat, Gujarat



These regional offices cum warehouses are strategically located to ensure timely and efficient distribution across key industrial hubs in India. This regional approach allows the company to effectively manage inventory, respond swiftly to local demands, and provide high-quality support services to the clients.

Jamshedpur, Jharkhand



Coimbatore, Tamil Nadu



Global Presence and Extensive Touchpoints

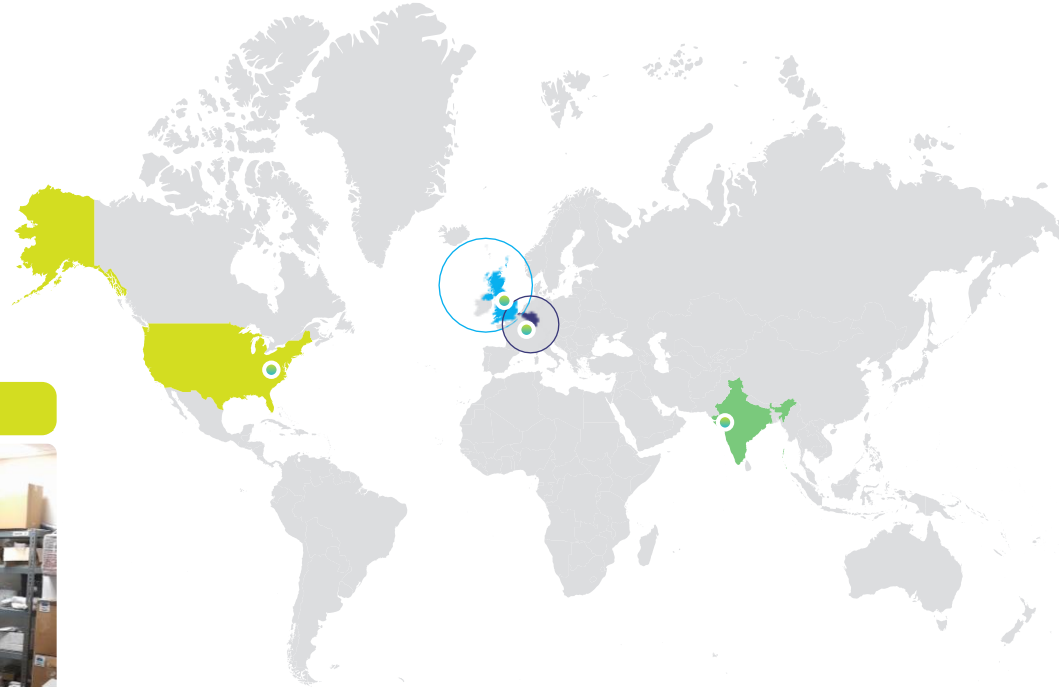
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Subsidiaries

75+

Countrywide export

By establishing a presence in key global markets, the company has enhanced its competitive edge and ensured that the operations align with international best practices, delivering superior value to our global customer base.



M.R. Organisation Europe BVBA



Standard Air Limited UK



M.R. Organisation (USA) LLC



Industry/ Sectors served



Railway



Power



Electrical



FMCG



Pharma



Engineering



Mining



Cement



Textile



Automobile



Agriculture



Paper



Plastic



Steel



Coal



Glass



Oil



Gas



Tyre



Chemical



General Industry

MRO Key Clients

Domestic



International



Atlas Copco - Europe

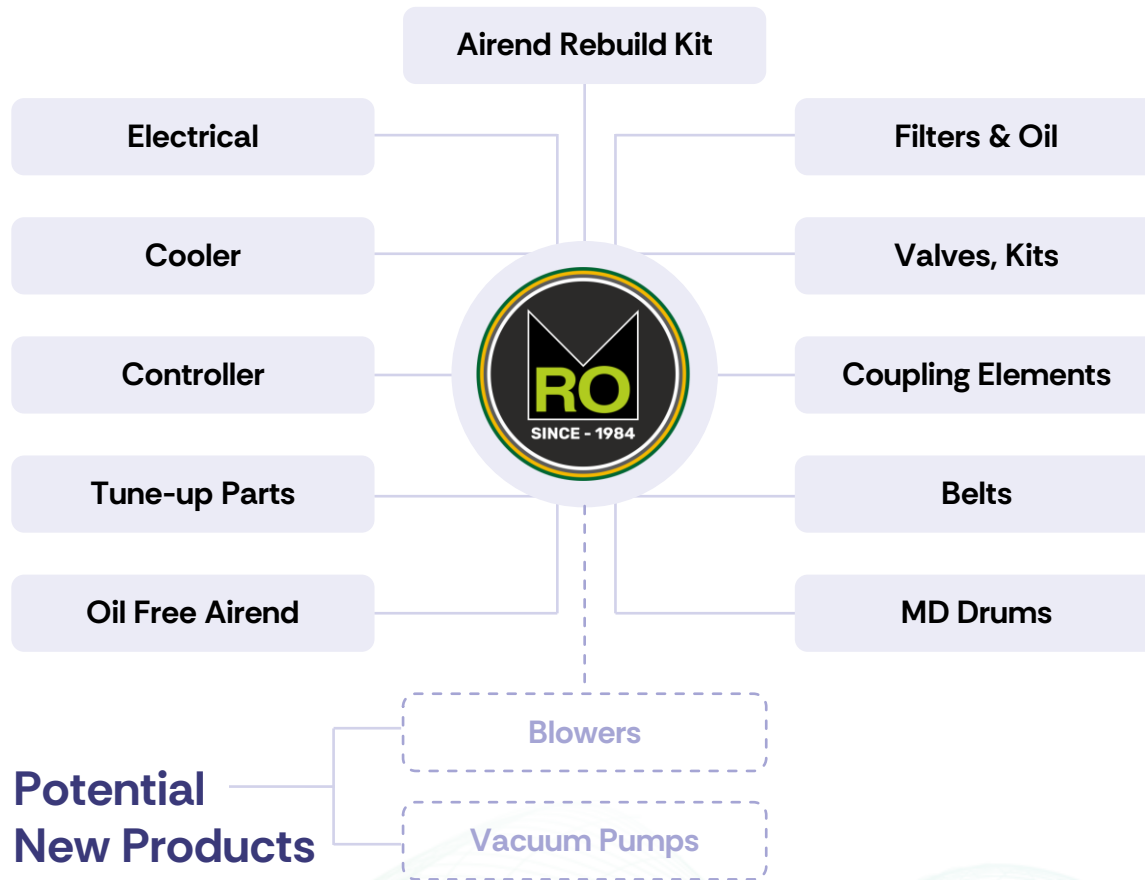


Atlas Copco - USA

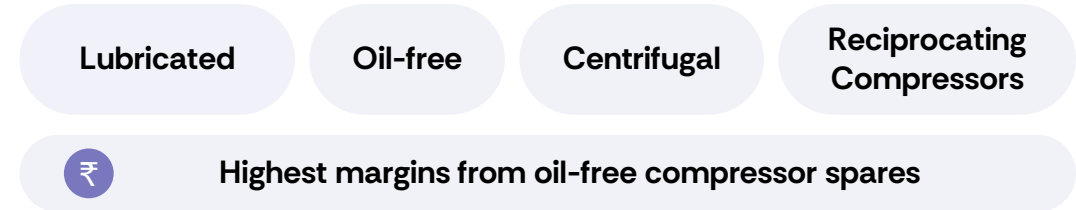


Products & Technology

Existing Products



Technology



Brands



Management Capabilities



Mayur Kamdar
Founder &
Managing Director

- Graduated as mechanical engineer & has 36+ years of experience in global compressor industry.
- Responsible for overall business strategy, growth plan, finance strategy, product development by closely working with R&D department and production division to have cost effective and efficient production at MRO Group.



Pranali Kamdar
Director

Leads MRO sourcing team and works closely with the supply chain department to control quality, cost and on time supply across various departments. Responsible for developing SOPs to ensure strict quality control for products



Rashmi Gupta
Executive Director

- BSc & PGDC in communication with 26+ years experience.
- Managing and strategizing different departments like Finance, Banking, Logistics, Operations and Human Resources across the MRO Group.

Experienced management team and skilled workforce add significant value to the Company.

This strong team brings a wealth of industry knowledge and operational expertise. Their proven track record and strategic insights will facilitate a smooth integration and drive superior performance, strengthening our competitive edge and supporting long-term growth.

Strong Team

● **Parag Gandhi**
VP – Sales & Customer
Acquisition – India Operations

● **Bhavesh Patel**
VP – Service Tech –
India Operations

● **Priyanka Gupta**
Chief Finance Officer

● **Mehul Popat**
Global Sales Head

● **Kairav Vadnagra**
Sales Head – Europe

● **Pragnesh Pathak**
Director of Sales – Americas

● **Rahul Panchal**
R&D Head

● **Alkesh Matalia**
Production Head

● **Gaurav Shah**
Quality Control Head

● **Shilpa Patel**
Purchase Manager

● **Tushar Jardosh**
Purchase Manager – Technical

● **Ankur Patel**
Sales Manager – Domestic Unit

● **Hemant Suthar**
National Manager – Sales

● **Vikas Kumar**
National Manager – Sales

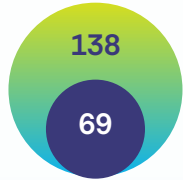
● **Madhavan Unni KP Nair**
National Manager – Sales

Operational Metrics

FY 24 FY 27

Domestic Business

On-field team strength



Territories



Warehouses



Customer base



International Business

Export countries



Subsidiaries / office cum warehouse




Customer base




Thank You




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 investor.relations@satgroup.in



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