



peace of mind™

INVESTOR PRESENTATION

9th June 2023



Creating The Best Welding Experience

Agenda

- Business Overview
- Performance
- Initiatives
- Status of Merger

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Business Overview

Q4 Sales

Rs. 235.5 Cr.

- Highest sales in Q4
- Q-o-Q increase of 18%

- Strong demand
- Resilient Economic Growth

Q4 PBT

12.4%

- Expansion of 465 bps from Q4-FY'22
- Best ever quarterly performance

FY'23 PBT

10.2%

- Expansion of 282 bps from FY'22

Focus Areas



Capacity Enhancement



Product Mix



Digitization



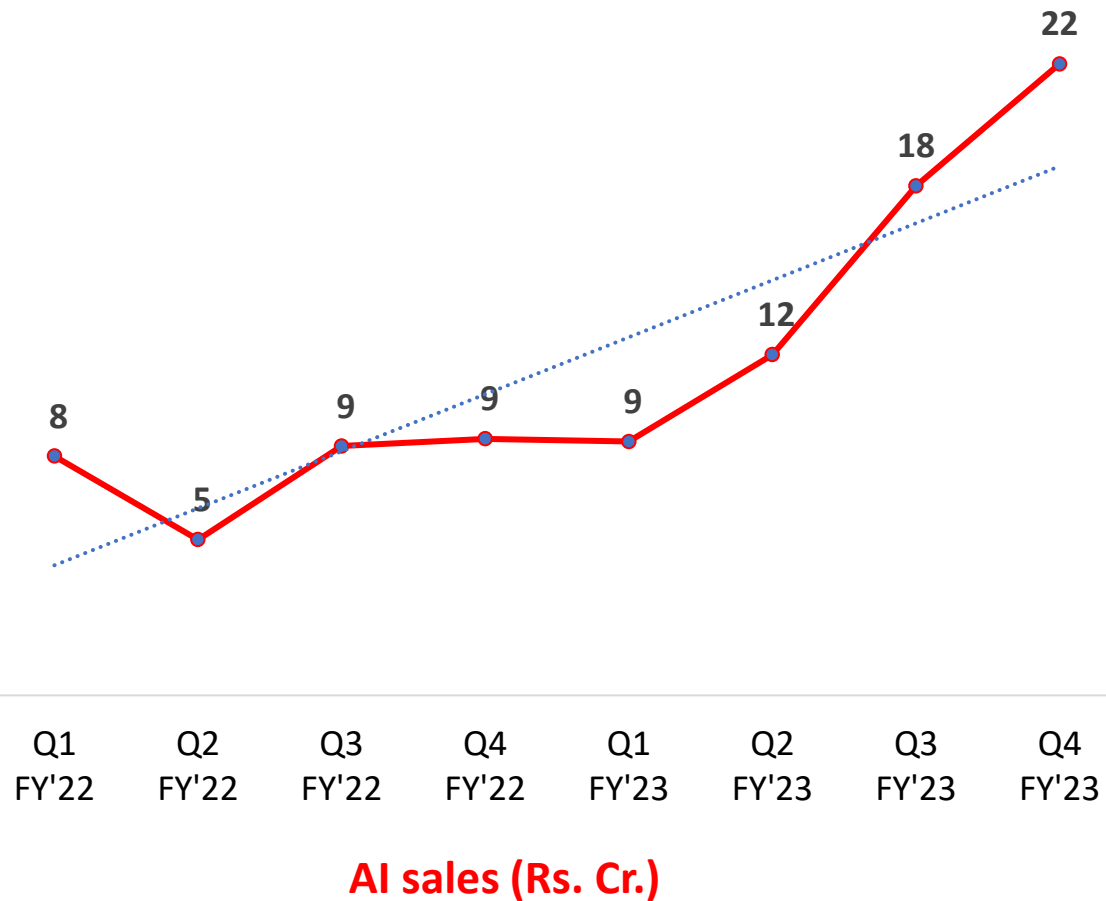
New Markets



Pune

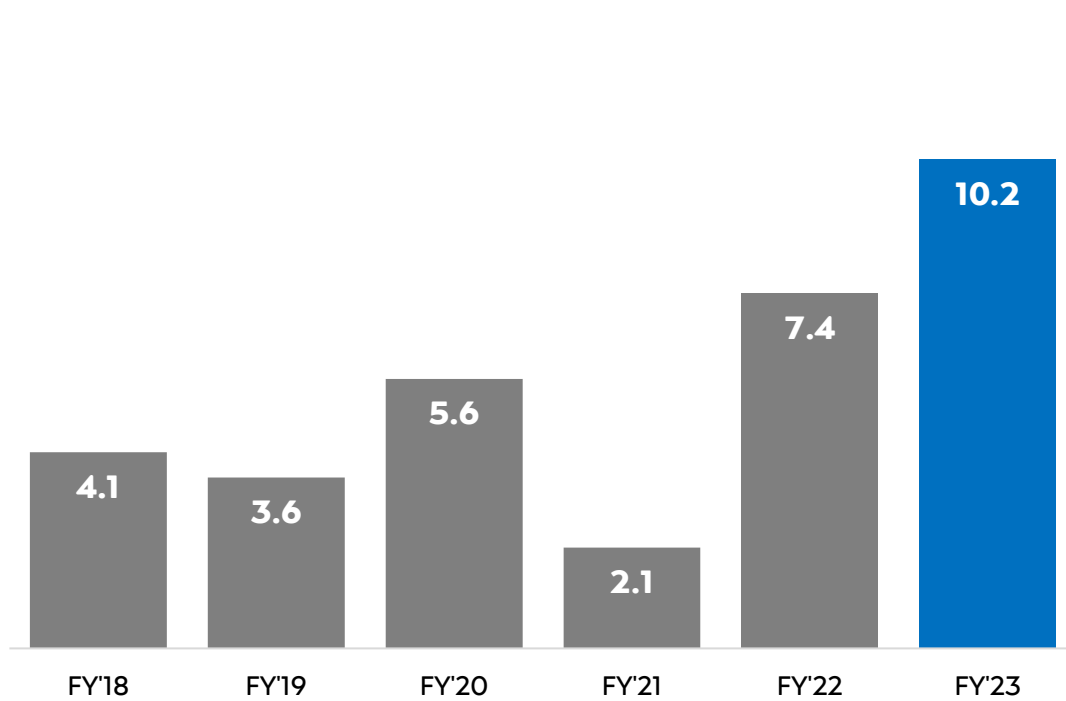


Ador International

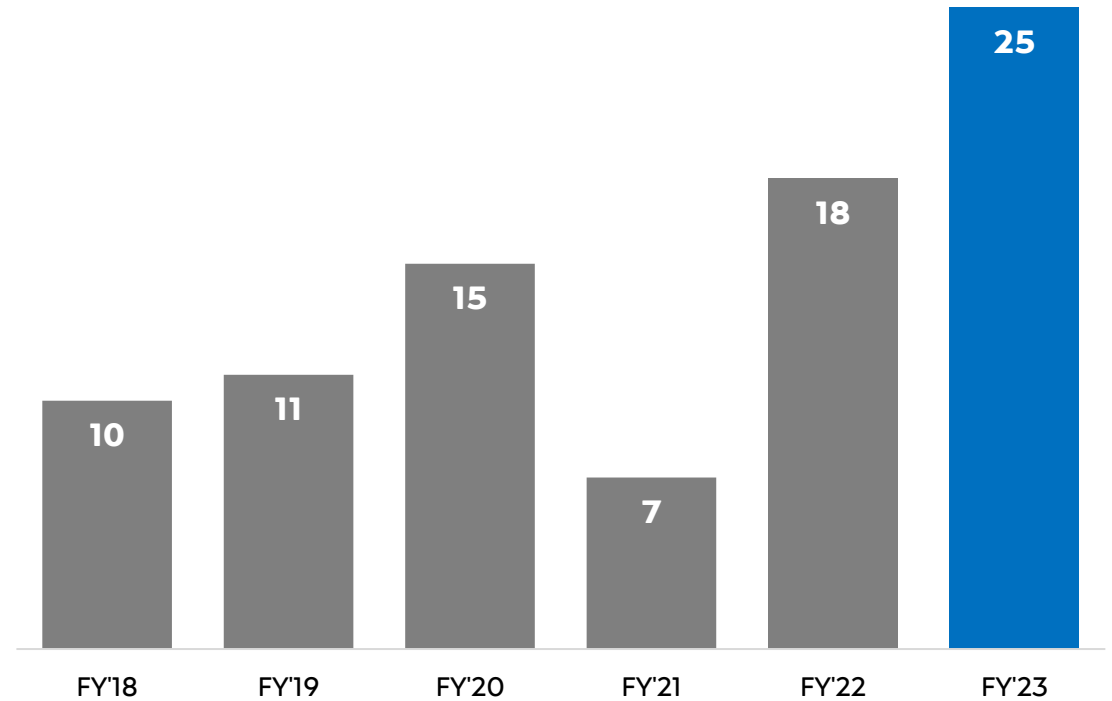


- Exhibition participation
- Focus on Middle East, Americas & Africa

PBT & RoCE



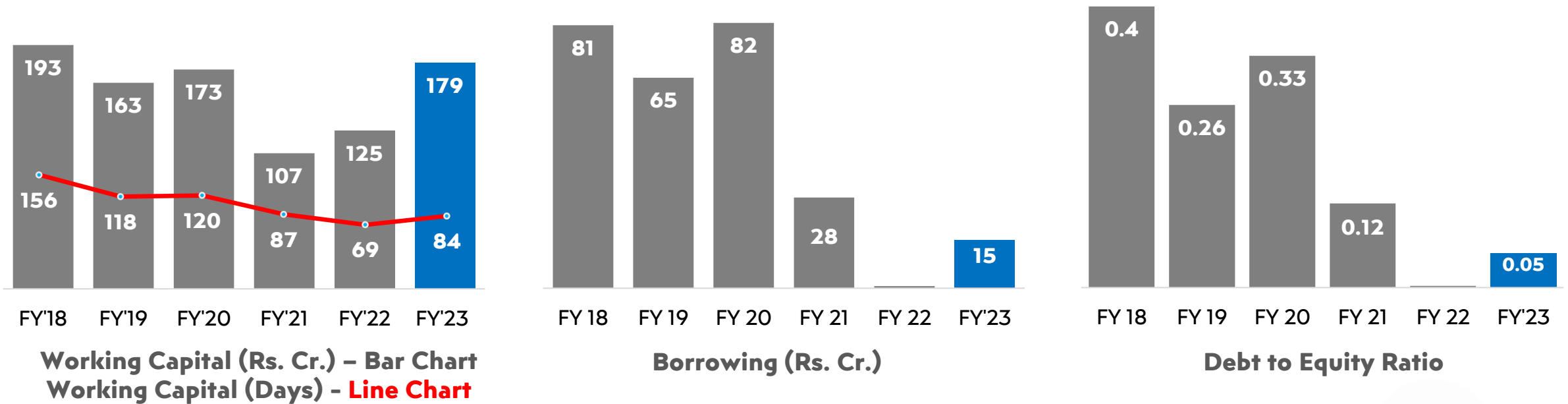
PBT Margins (%)



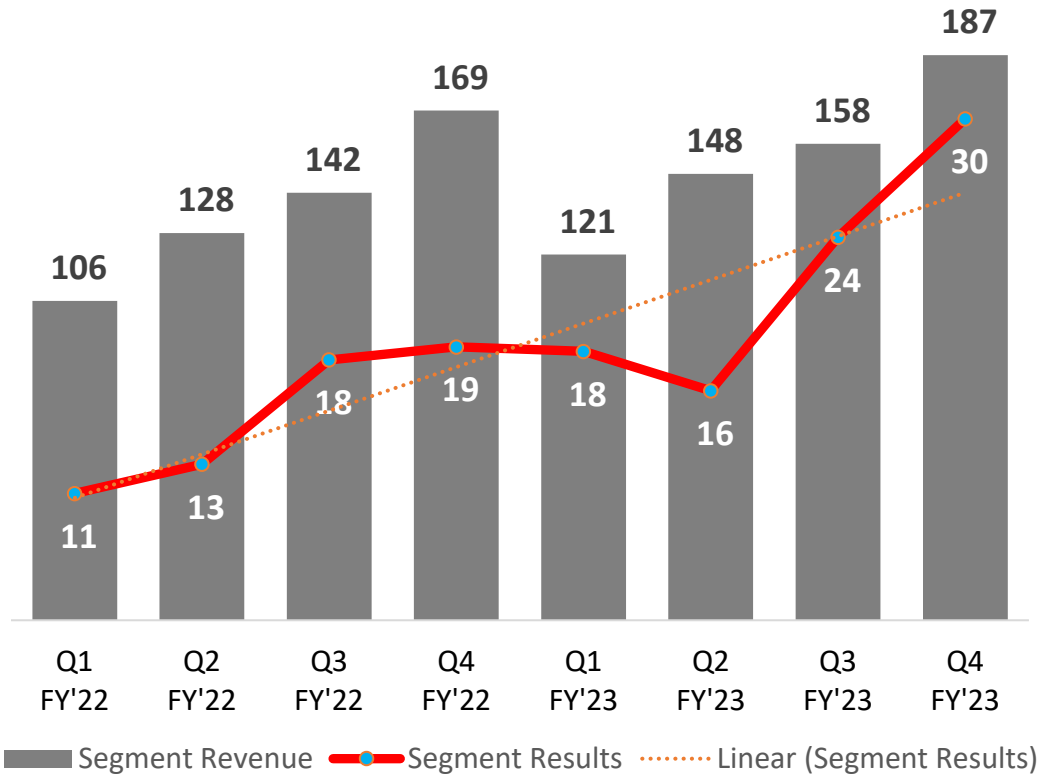
RoCE (%)

All numbers are w/o exceptional items

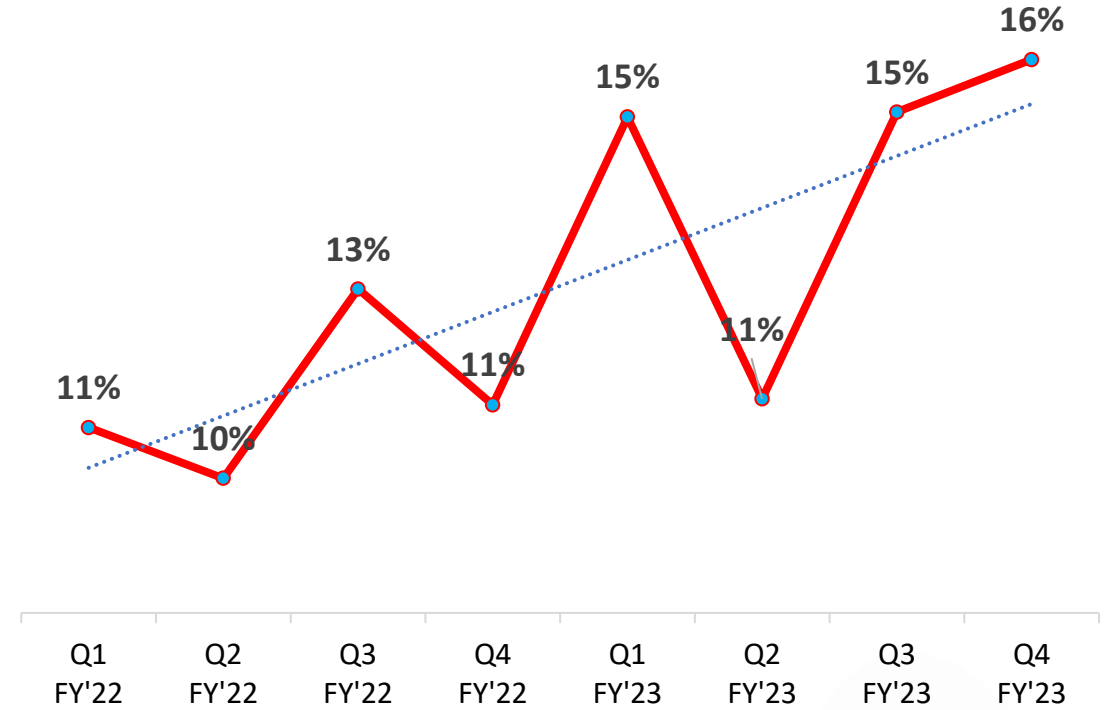
Working Capital & Borrowings



Segment Performance – Consumables

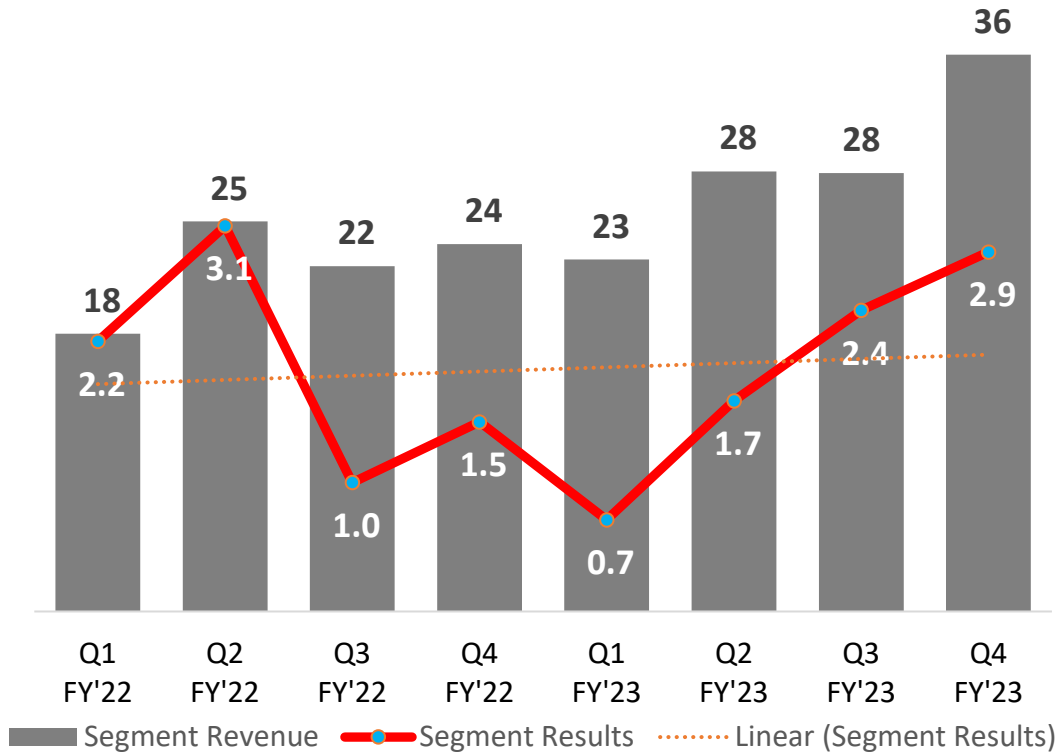


Revenue & Results (Rs. Cr.)

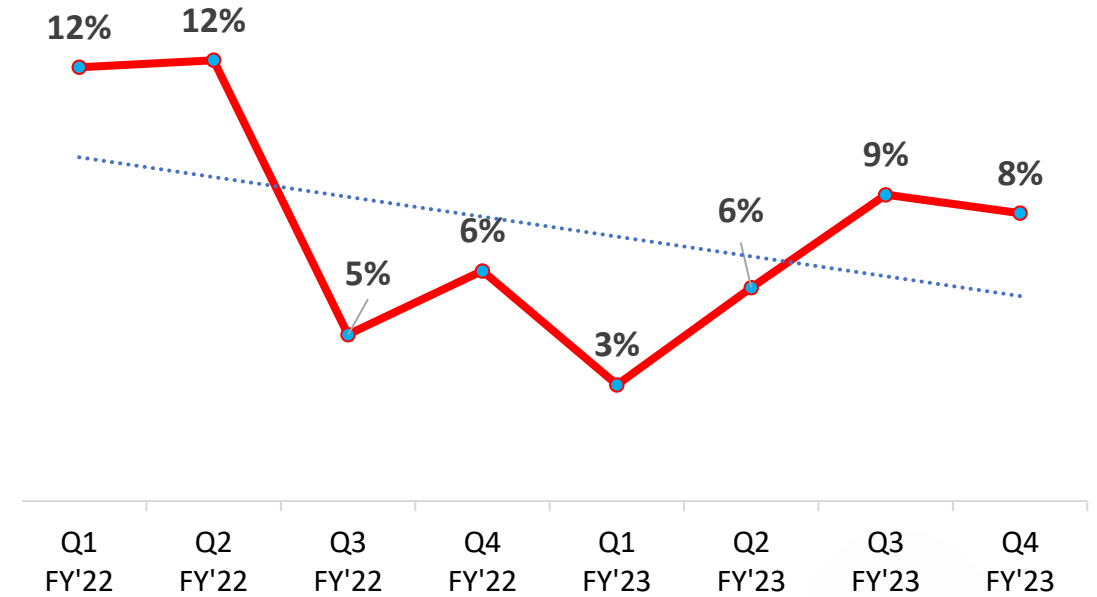


Results as % of Revenue

Segment Performance – Equipment

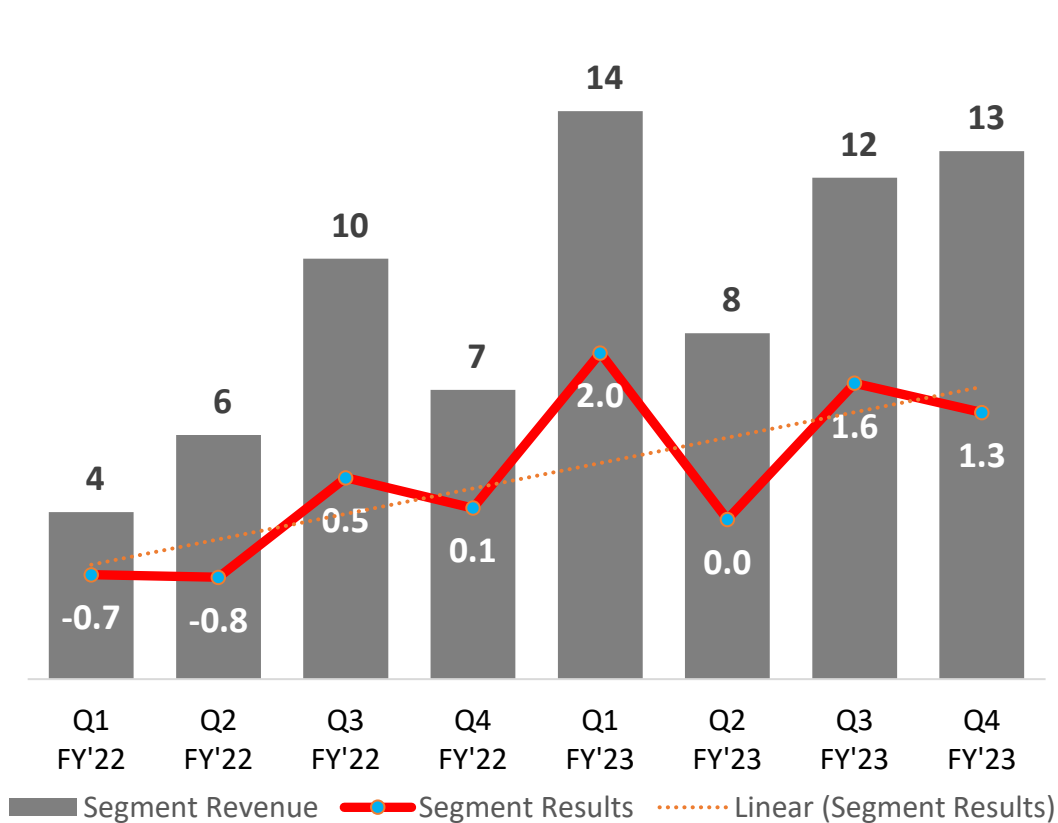


Revenue & Results (Rs. Cr.)

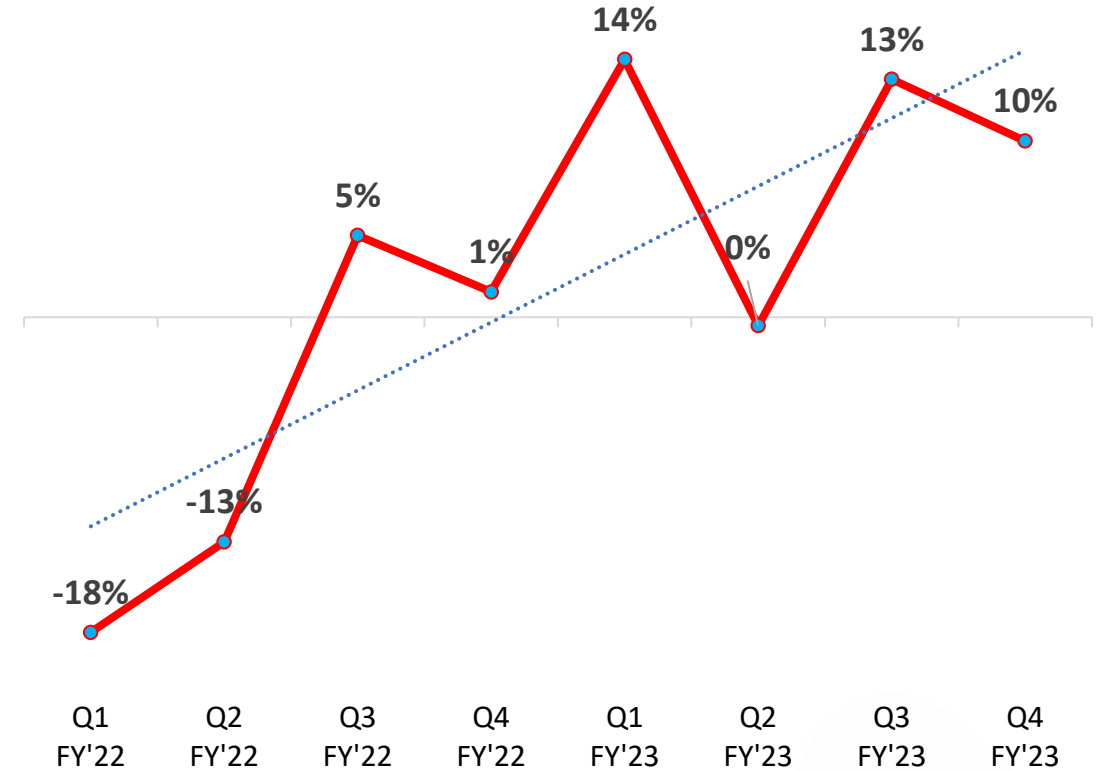


Results as % of Revenue

Segment Performance – FPED



Revenue & Results (Rs. Cr.)



Results as % of Revenue

ESG Initiatives – Environment

- Stopped use of thermocol at Ador since December-22. Expanded Polyethylene (EPE foam) used for packaging even by vendors
- 29% reduction in plastic consumption at Chinchwad Plant
- Wooden packing replaced with Honeycomb material to save trees
- VCI paper introduced in place of cling wrap film for packing of spools
- Reduction of water usage approximately by
 - 50% at Silvassa Plant
 - 18% at Raipur Plant
- Gardens with Drip Irrigation



Status of Merger



Updates on Amalgamation of ADFL with AWL:

- Our application has been admitted by NCLT and directed us to convene meeting of the Shareholders:
 - For AWL on 10th August, 2023
 - For ADFL on 11th August, 2023
- Merger process is expected to be completed within FY'24

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 5:00 pm, irrespective of no. of questions pending
- This call will be recorded for compliance purpose



THANK YOU