

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/25-26/47

November 07, 2025

To,
The Manager,
Listing Department
BSE Limited
Scrip Code: 530073

To,
The Manager,
Listing Department
National Stock Exchange of India Limited
Symbol: SANGHVIMOV

Subject: Investor Presentation for the quarter and half year ended September 30, 2025

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of investor presentation on the performance of the Company for the quarter and half year ended September 30, 2025.

The above is for your information and record.

Thanking you,

Yours sincerely,
For Sanghvi Movers Limited

Vinav Agarwal
Company Secretary &
Chief Compliance Officer
ACS: 40751

Encl: As above



SANGHVI MOVERS LIMITED

H1 FY 2025-26

INVESTORS PRESENTATION

ELEVATE 2030
Beyond Boundaries, Raising Standards



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GROUP STRENGTHS

■ Company

ABOUT US

We strive to delight our customers and exceed their expectations through timely delivery of reliable cranes, well-trained manpower, uncompromising safety standards, and prompt service.

Vision



Delight the world through sustainable and scalable engineering solutions.

Mission



Accelerate infrastructure development by delivering simple, technology-driven and innovative solutions to create maximum value for our stakeholders.

Values



Human Dignity

Ethics

Agility

Trust

Courage

Ownership

■ Company

WHAT SETS US APART?



Safety

At SML, safety is not a checkbox – it's one of our core element embedded in every operation. Our zero Total Recordable Incident Rate (TRIR) in recent years reflects our industry-leading practices, certified by ISO 45001:2018 and reinforced by a dedicated QHSE team with over 350 cumulative years of experience. We have established international safety protocols in line with ISO systems, conduct continuous GWO and QHSE training, and foster a culture of accountability and vigilance across every project site.



Reliability

With a track record of 35+ years and a fleet of 400+ cranes across 40–1600 MT capacities, SML ensures timely deployment, project continuity, and uptime excellence. Our in-house trailer and axle lines eliminate third-party bottlenecks, and our 15 depots pan-India enable rapid mobilization. We're the trusted partner for critical sectors like wind energy, oil & gas, refineries, and infrastructure, consistently delivering under pressure with zero compromise on performance.



Concept to Commissioning

We are more than a crane rental provider – SML is your single-window EPC solution partner. Our turnkey execution capabilities cover engineering, procurement, civil works, erection, electrical installation, and commissioning. Whether it's a 1600 MT lift or a 10 GW wind farm, we offer seamless integration with zero interface risks, ensuring speed, quality, and safety from concept to energization.



Serviceability

Our 24/7 service model, backed by a pan-India presence and robust in-house maintenance capabilities, ensures uninterrupted operations even in remote geographies. We provide customized packages, rapid troubleshooting, preventive maintenance & trained manpower, all designed to minimize downtime and maximize asset productivity. Our commitment to service excellence makes us a dependable partner beyond just equipment – we deliver peace of mind.

■ **Company** VISIONARIES



Late

Mr. Chandrakant P. Sanghvi

Founder & Ex-Chairman



Mr. Chandrakant P. Sanghvi was the visionary Chairman & Managing Director of Sanghvi Movers Limited (SML), having identified a significant gap in the crane rental industry. He is regarded as a pioneer in the crane rental sector in India, recognizing not only the potential of the crane business but also the need for heavy-duty cranes to support the rapid development of infrastructure across the country.



Mr. Rishi C. Sanghvi

Managing Director
(Since 2019)



Rishi holds a Master of Business Administration from Cornell University, New York, U.S.A., and a Bachelor of Science in Mechanical Engineering with a Minor in Economics from Rensselaer Polytechnic Institute, Troy, New York, U.S.A. He leads the organization's growth, sales analytics, strategy, and technology advancement, while passionately carrying forward his father's legacy. With a global outlook, he is committed to expanding the business in key areas such as Environment, Labor, Safety, Sustainability, and Infrastructure Investment.

■ **Company**

BOARD OF DIRECTORS



Mr. Deepak Thombre



Mrs. Madhu Pradip Dubhashi



Mr. Amitabha Mukhopadhyay



Mr. Ishwar Chand Mangal



Mr. Tushar Mehendale



Mr. Indraneel Chitale



Mrs. Maithili R. Sanghvi

■ **Company** LEADERSHIP TEAM



Gaurang Desai
Chief Executive Officer
SML



Pradeep Mehta
Chief Financial Officer



Mohammed Almanaseer
Managing Director
SMME



Prajwal Kumar
Chief Business Officer



Akshay Pore
Chief Strategy Officer



Rekha Shinde
Chief People Officer

■ **Company**

GLOBAL MARKET FOOTPRINT

World's 5th &
Asia's Largest

Globally Ranked
Crane Rental
Company
(IC Index 2025)

Global Presence

India
KSA

10+ Diverse
Sectors

Strong presence in
construction and
energy sectors.

15 Depots




Across India

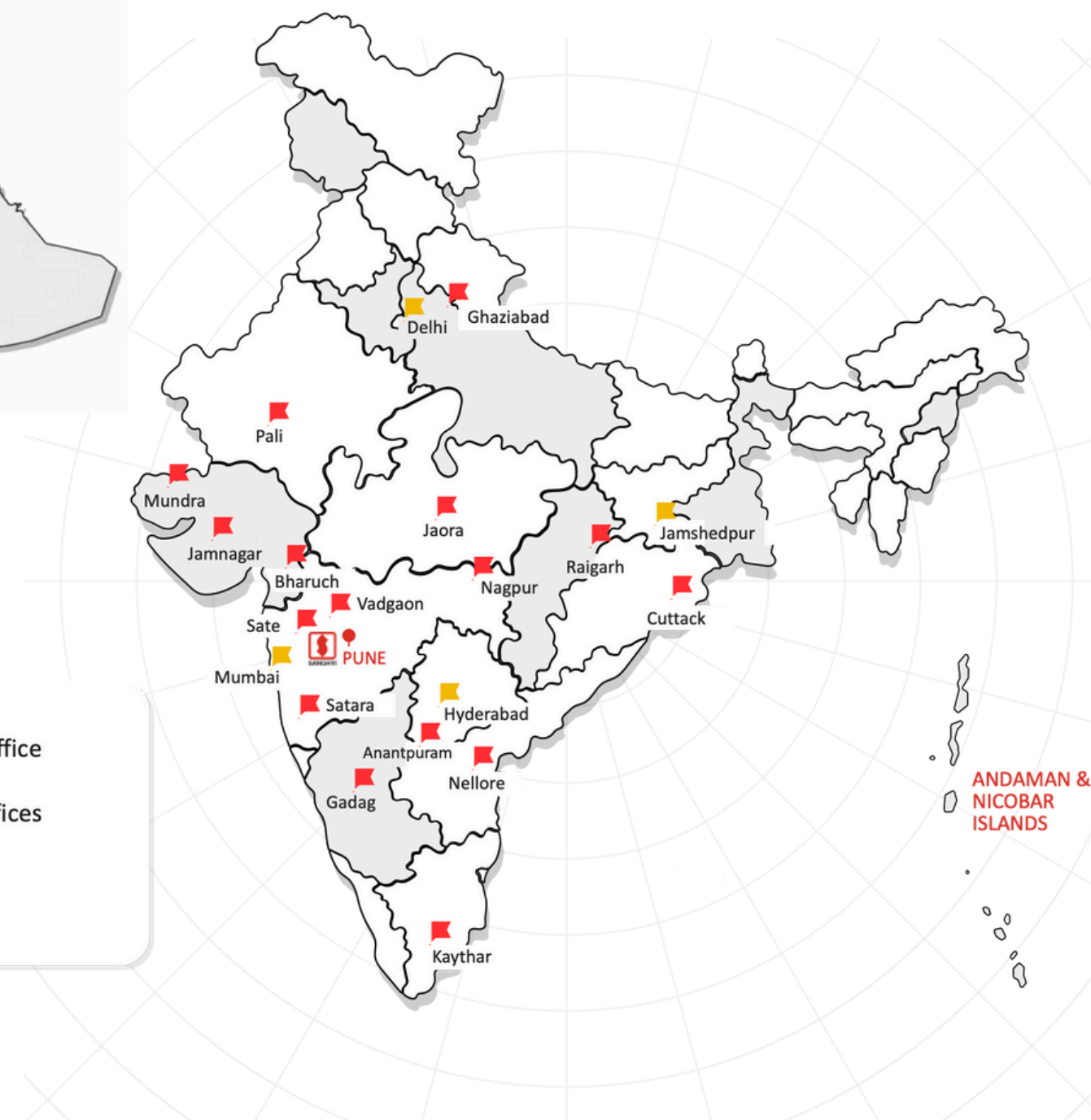
175 Acres

of Freehold Land
Dedicated to Crane
Parking



SAUDI
ARABIA

 Head Office
 Reg. Offices
 Depots



■ Company CERTIFICATES



SFRPL ISO certification 2025



Business Excellence Award 2024
Engineering Excellence Award 2022



Business Excellence Award 2023



Most preferred Workplace 2024



Rising Star Performer of HSE



Best Safety Performance Awards 2024



Energy Leadership Award 2024
(Employee Safety Award)



**GLOBAL WIND
ORGANISATION**

SML is Certified
Training Provider

IMS

Integrated Management
Systems



ISO 9001:2015
ISO 14001:2015
ISO 45001:2018

BUSINESS VERTICALS

SANGHVI GROUP

India Operations

Global Operations



SANGHVI MOVERS LIMITED (SML)

CRANE RENTAL & HEAVY LIFT SOLUTIONS

World's 5th Largest & Asia's Largest Crane Rental Company (IC Index 2025)

Customized Heavy Lift solutions

Cranes and Ancillary Equipments	400+
	>100 MT: 80 % <100MT : 20 %

Gross Block 2700+ Cr

As on 30 Sept 25



TURNKEY SOLUTIONS IN EPC

100+	Projects
17GW	Group level expertise of Installation of WTGs
450+	Access to Crane Fleet/200+ Trailers
100+	Customers



LOGISTICS FOR CRANES & OTHER HEAVY MACHINERY

Streamlining logistics for heavy machines, cranes, and industrial Equipment

Offers comprehensive logistics services including Air, Sea, and Road Freight, along with tailored logistics solutions



SANGHVI MOVERS MIDDLE EAST

CRANE RENTAL & HEAVY LIFT SOLUTIONS

Wholly-Owned subsidiary in Saudi Arabia

Catering to key Industries like construction, Oil & Gas etc

Customized Heavy Lift solutions

FINANCIAL PERFORMANCE

■ **Consolidated**
FINANCIAL
HIGHLIGHTS

H1 FY26	483 Cr Turnover	87 Cr PAT	75% Avg. Capacity Utilization	2.08% Avg. Yield per month
Q2 FY26	210 Cr Turnover	36 Cr PAT	70% Avg. Capacity Utilization	2.04% Avg. Yield per month
As on 30-Sep-25	440 Cr Net Debt	1212 Cr Net worth	0.36:1 D/E Ratio	8.48% 6.17% SML SMME Avg Borrowing cost P.A

In Cr Rs.

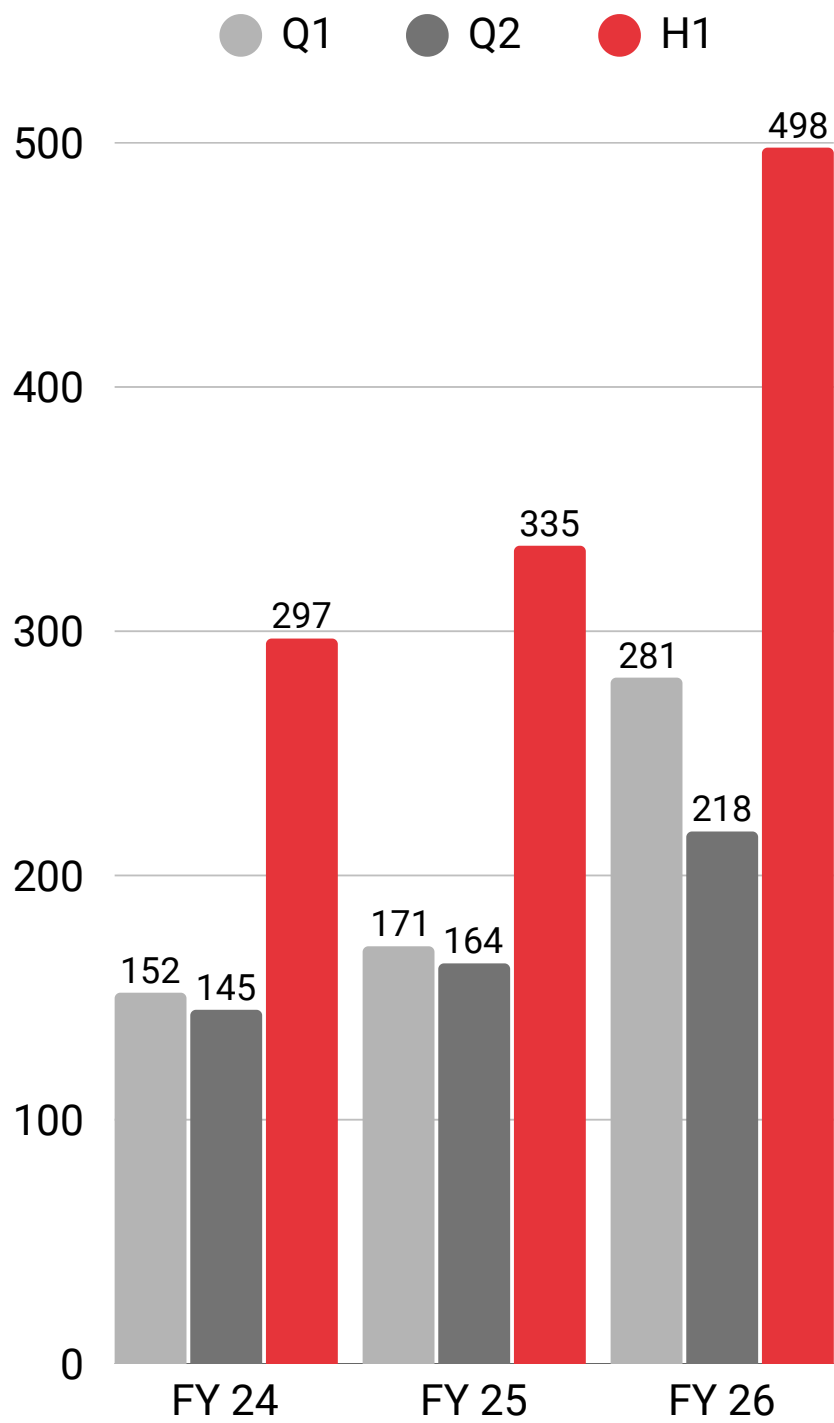
■ H1 FY2025-26

CONSOLIDATED P&L STATEMENT

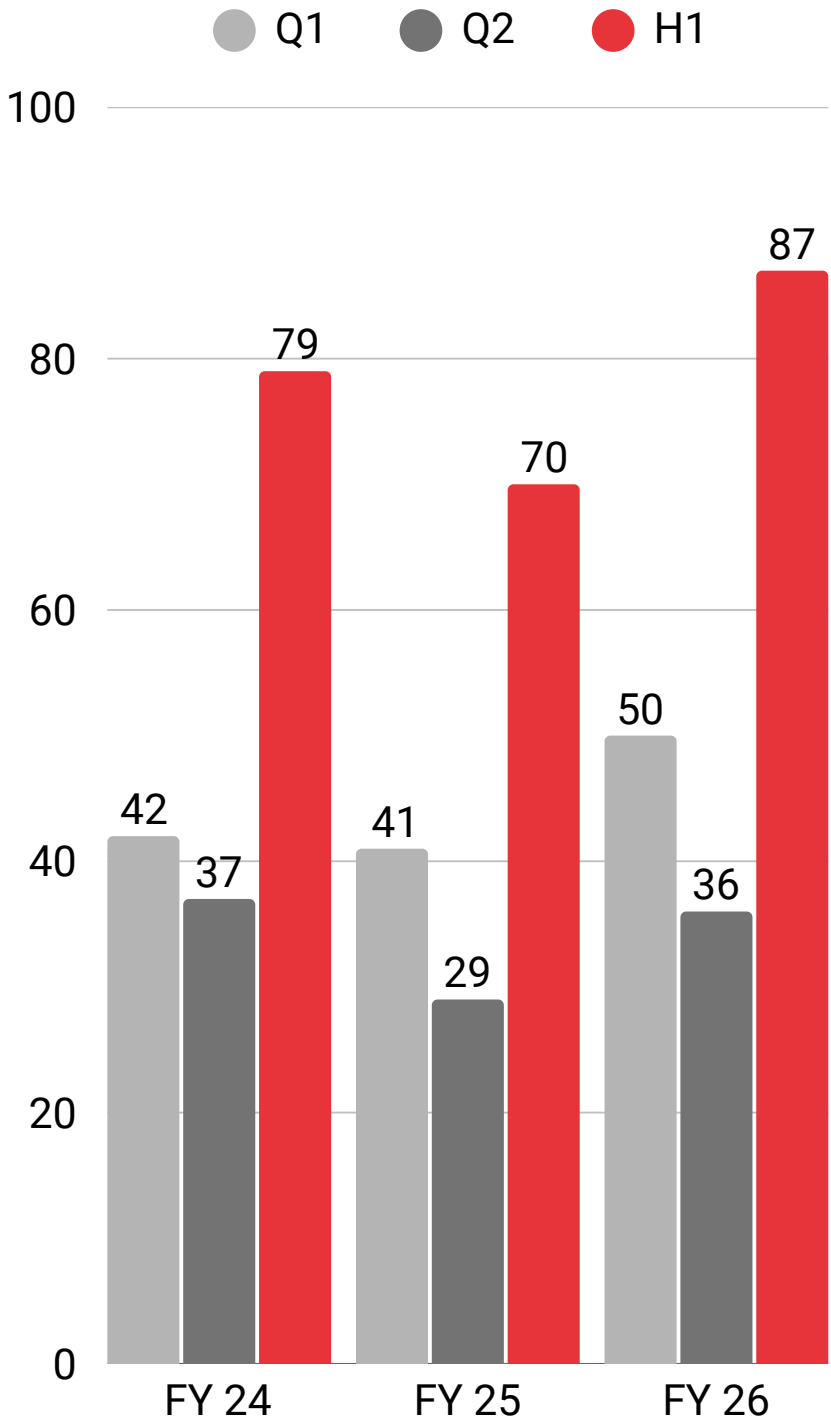
Sr.	Particulars	Q2 FY 26	Q1 FY 26	Q2 FY 25	H1 FY 26	H1 FY25	FY 24-25
a)	Income from Operations	210	273	156	483	307	782
b)	Other Income	8	7	8	15	28	41
c)	Total Income (a) + (b)	218	281	164	498	335	823
d)	Operating Expenses	82	136	50	217	98	324
e)	(Op. Exp. As % of Income from Operations)	39%	50%	32%	45%	32%	41%
f)	Repairs & Maintenance	5	6	4	11	8	15
g)	(R&M % of Income from Operations)	2%	2%	3%	2%	3%	2%
h)	Personnel Cost	22	18	11	40	21	46
i)	Admin & Other Expenses	17	14	16	31	30	63
j)	Bad Debts/PDD	4	0	2	4	3	4
k)	Total Expenditure	130	174	83	303	160	452
l)	PBIDT (c) – (k)	88	107	81	195	175	371
m)	% of PBIDT to Income from Operations	42%	39%	52%	40%	57%	47%
n)	Interest	7	7	6	15	12	25
o)	Depreciation	31	31	33	63	65	129
p)	Profit Before Tax	50	68	42	118	98	217
q)	Tax expense	14	18	13	32	28	60
r)	Profit After Tax	36	50	29	87	70	157
s)	% of PAT to Total Income	17%	18%	18%	17%	21%	19%
t)	Total Cash Accruals	68	82	63	149	135	285

PROFITABILITY STATEMENT

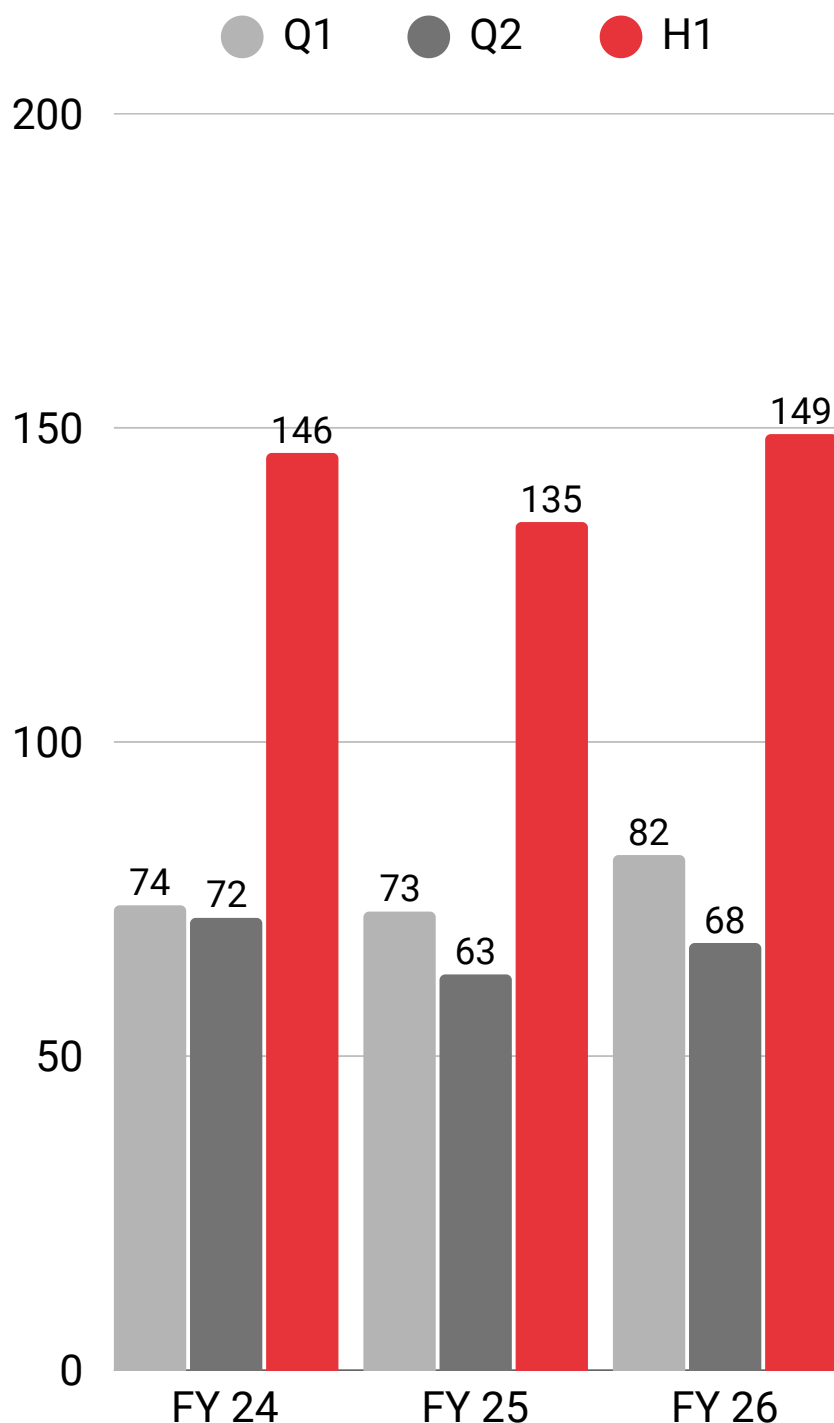
In Cr Rs.



Total Income

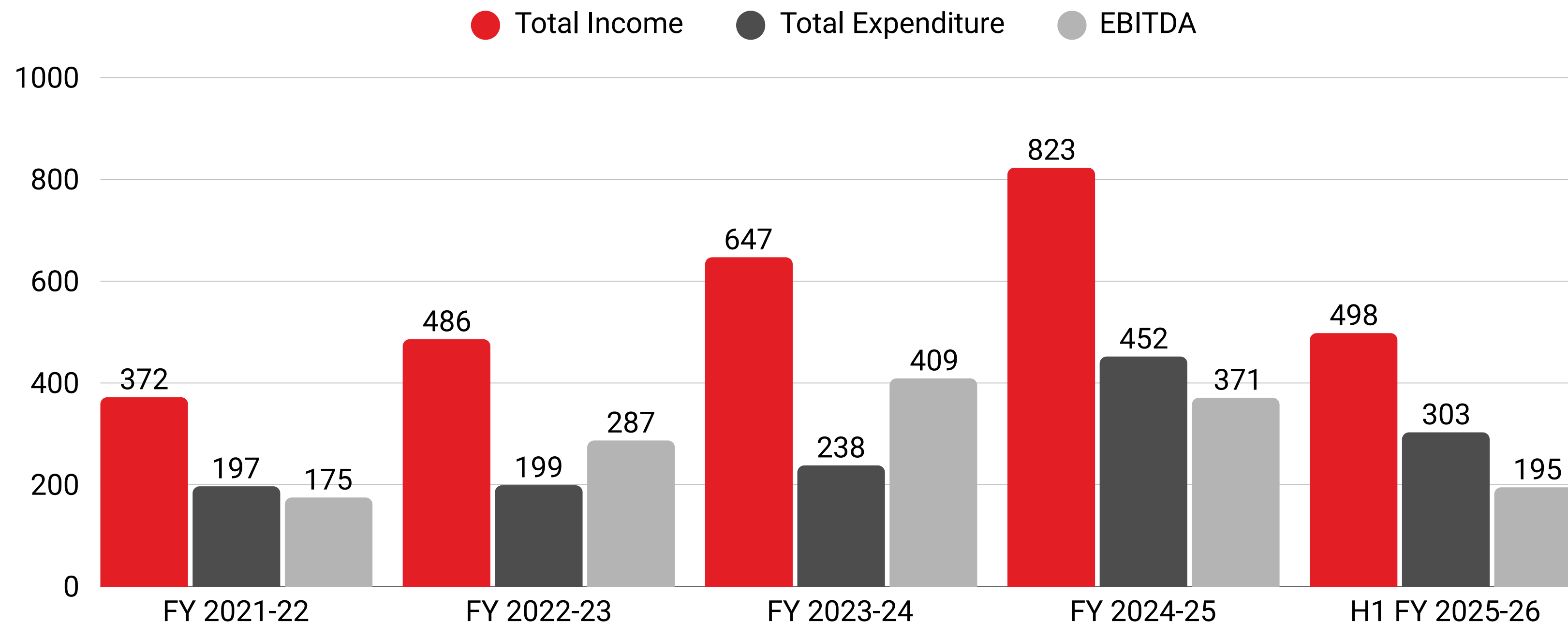


PAT

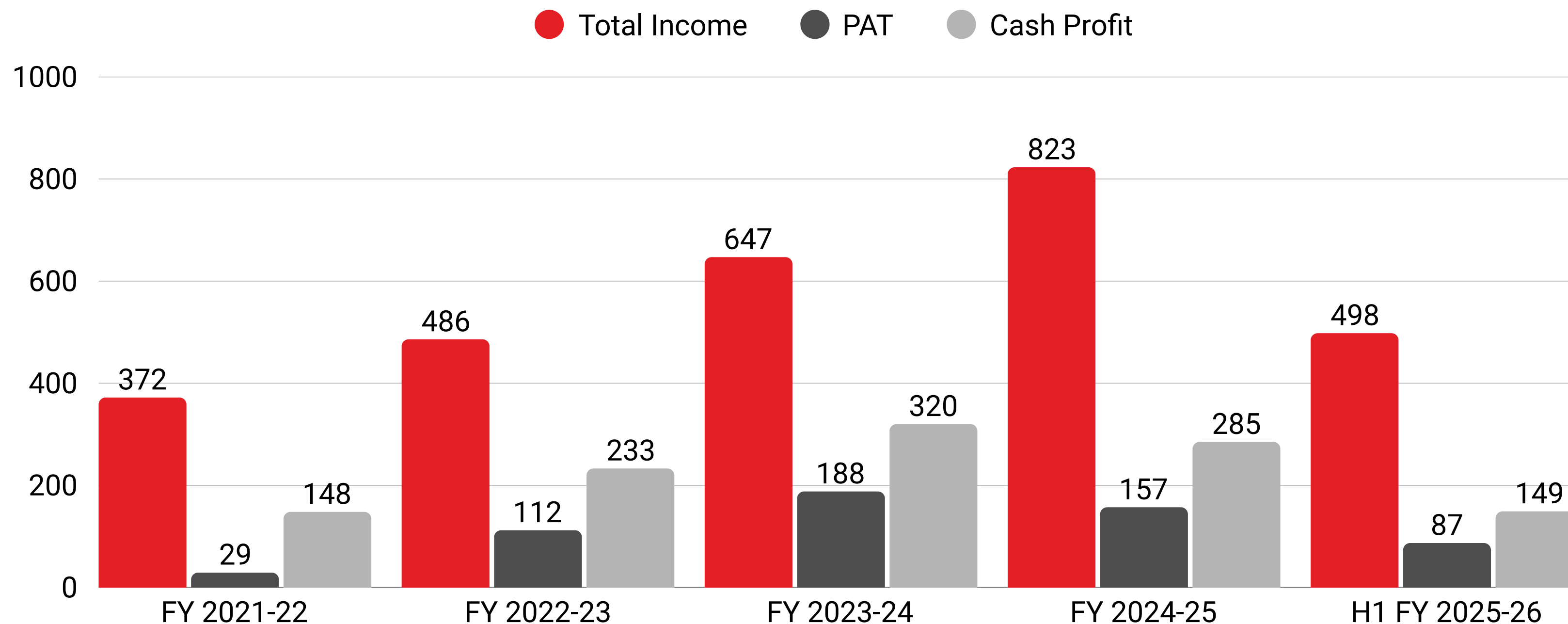


Cash Profit

PROFITABILITY STATEMENT FOR THE LAST 5 YEARS



TOTAL INCOME, PAT, & CASH PROFIT



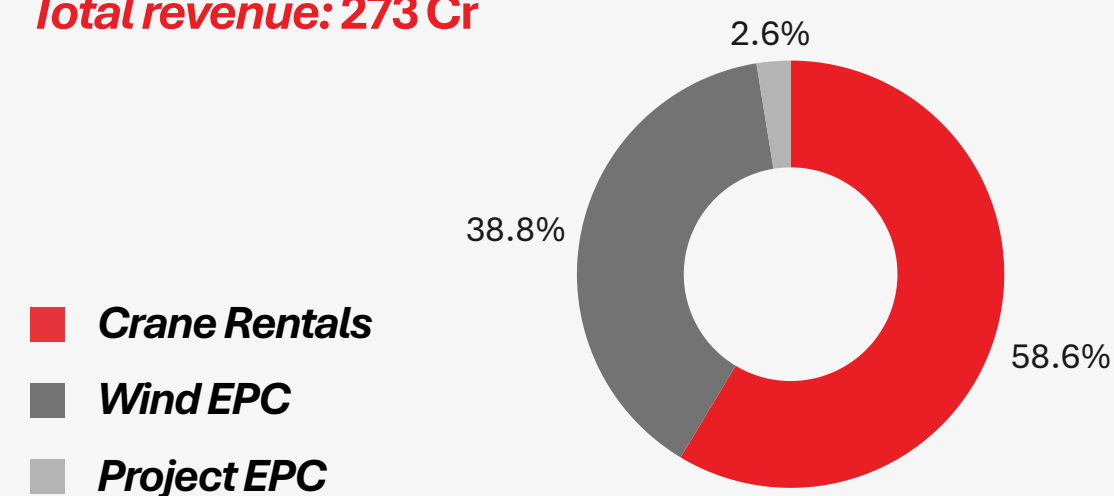
Segment-wise

FINANCIAL PERFORMANCE

Q1 FY26

Revenue from Operations

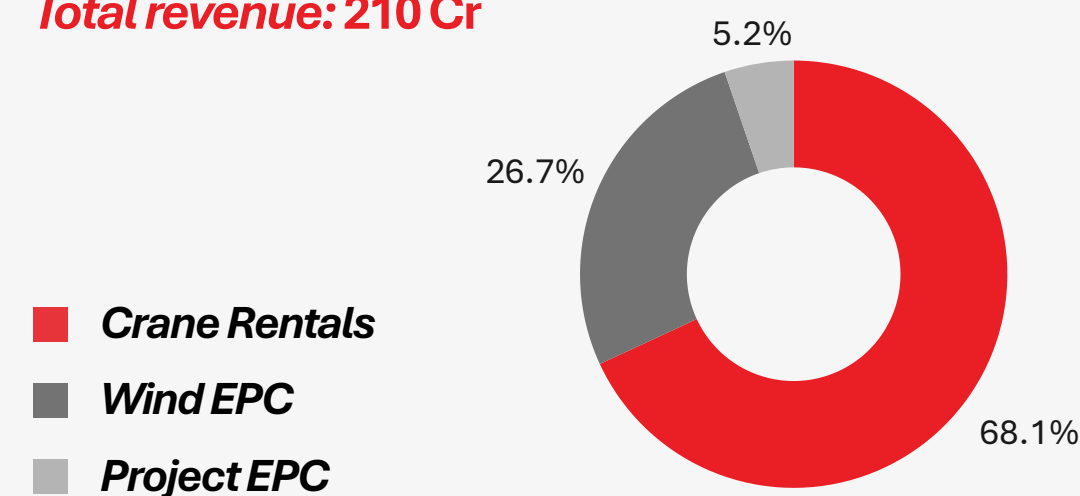
Total revenue: 273 Cr



Q2 FY26

Revenue from Operations

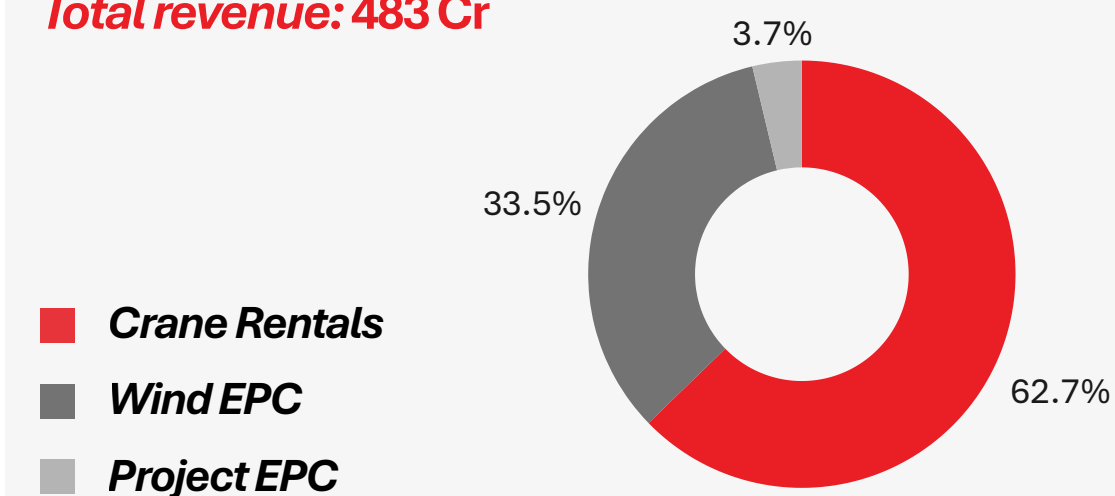
Total revenue: 210 Cr



H1 FY26

Revenue from Operations

Total revenue: 483 Cr

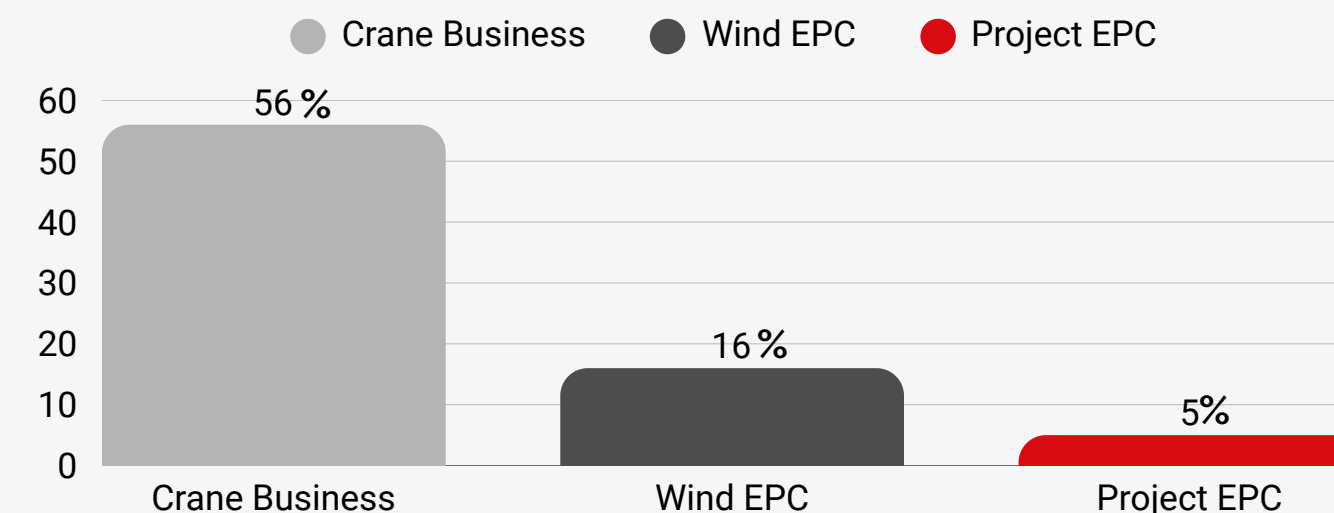


In Cr Rs.

H1 FY26

EBITDA Margin

Total EBITDA: 195 Cr



■ CAPITAL EXPENDITURE

Total Planned CapEx for FY 25–26 : **629 Cr**

CapEx (India)

Rs. 405 Cr

Total Planned CapEx

+97

Crane Population

Rs. 123 Cr

Total CapEx Incurred till H1 FY 26

+22

Crane Population

Rs. 282 Cr

Balance Planned CapEx

+75

Crane Population

CapEx (KSA)

Rs. 224 Cr

Total Planned CapEx

+56

Crane Population

Rs. 17 Cr

Total CapEx Incurred till H1 FY 26

+9

Crane Population

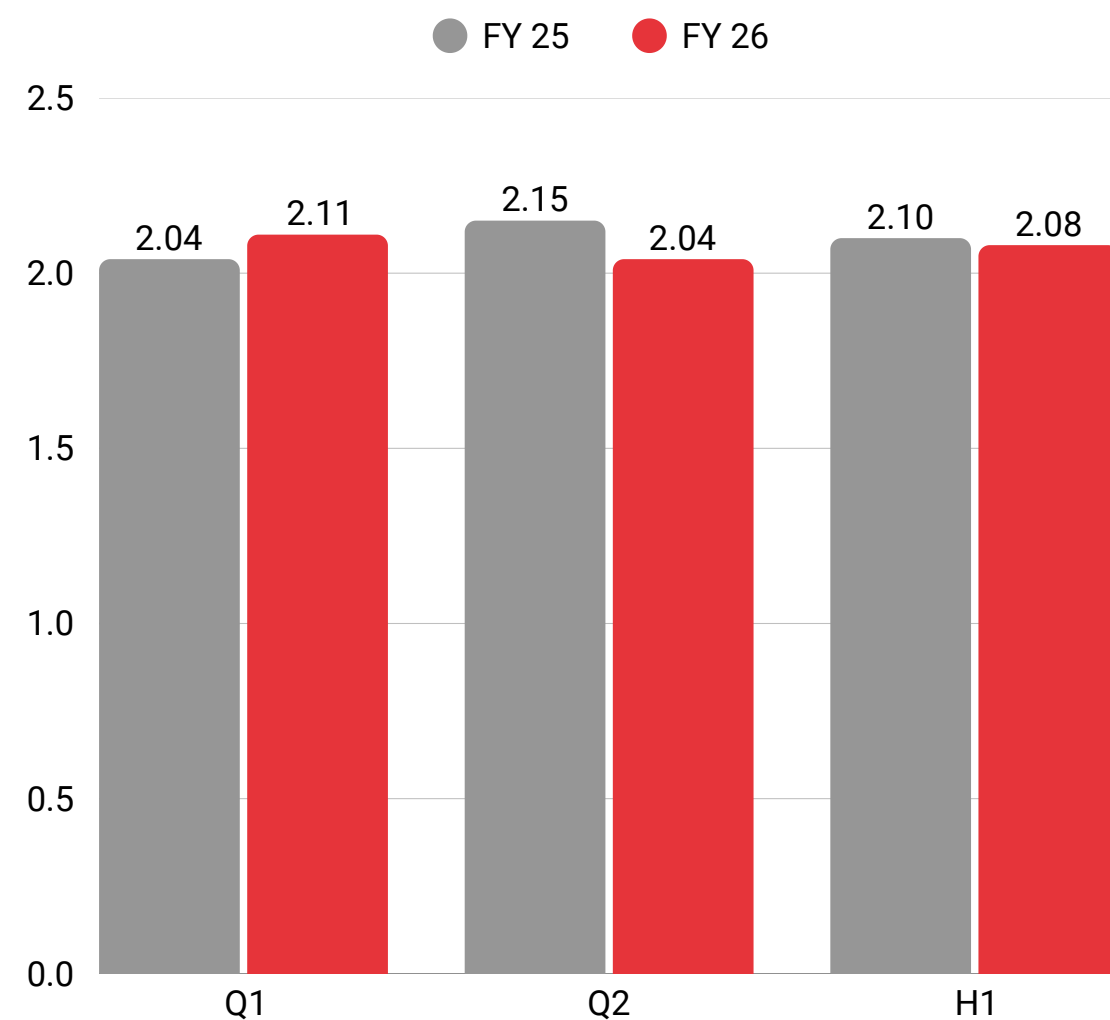
Rs. 207 Cr

Balance Planned CapEx

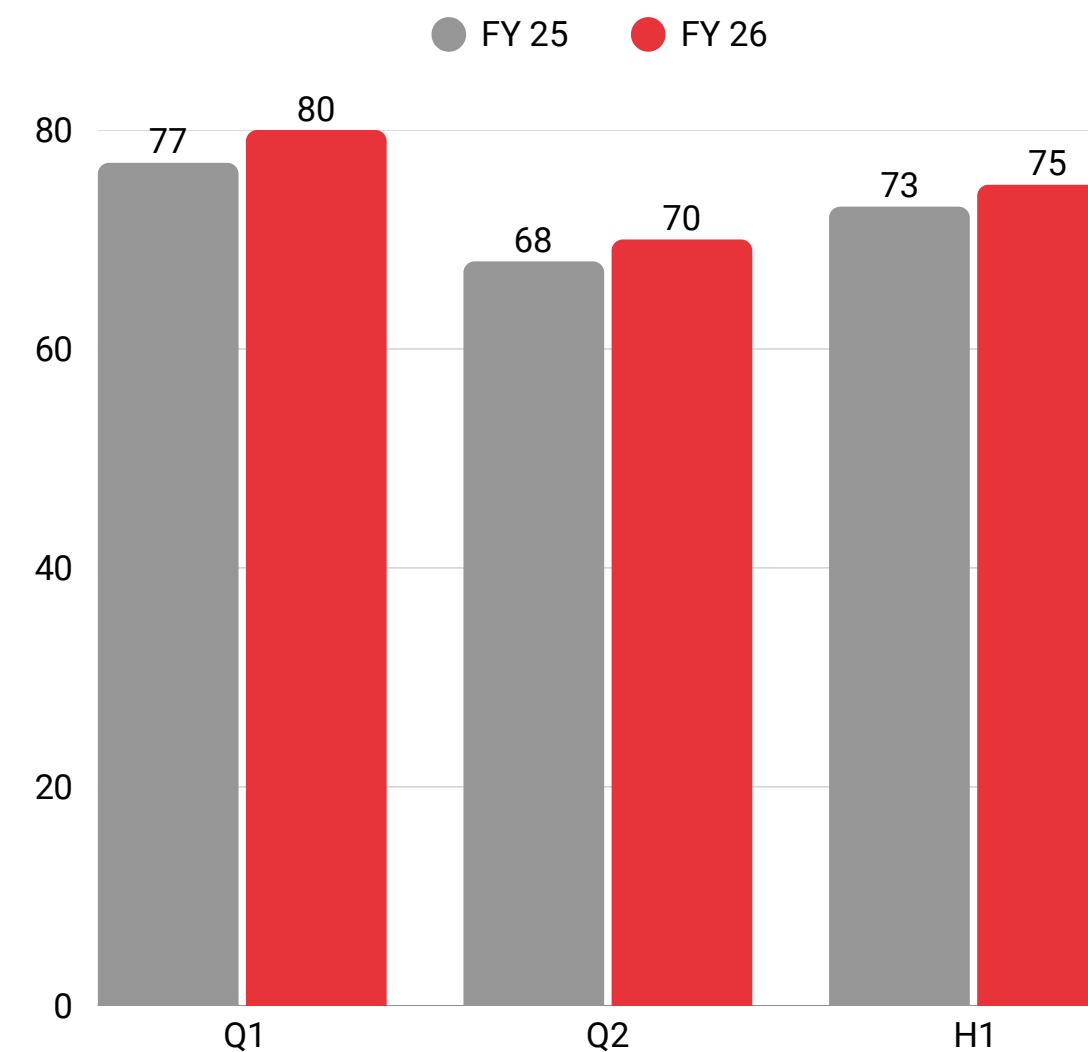
+47

Crane Population

OPERATIONAL PARAMETERS



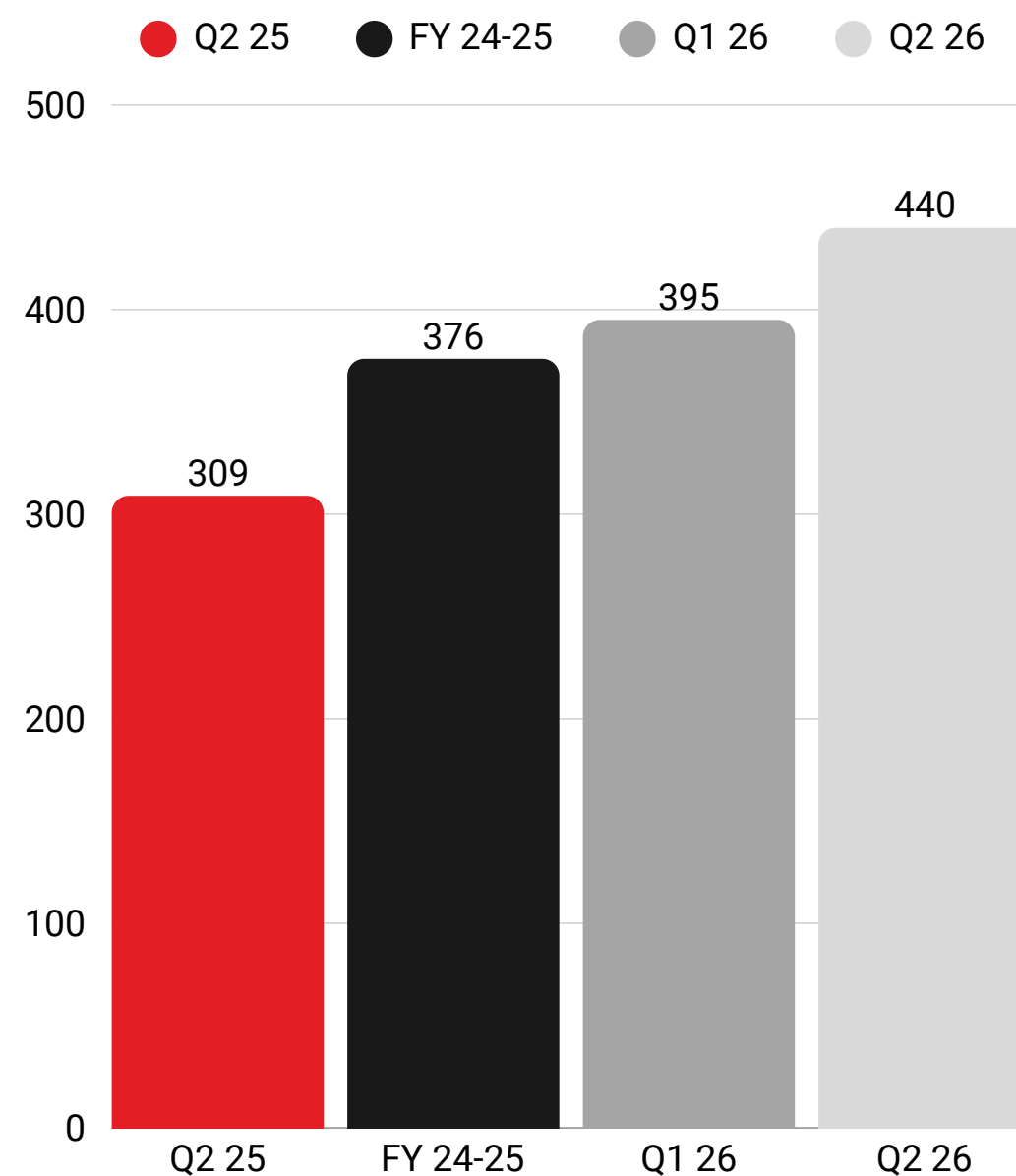
Avg Yield (%)



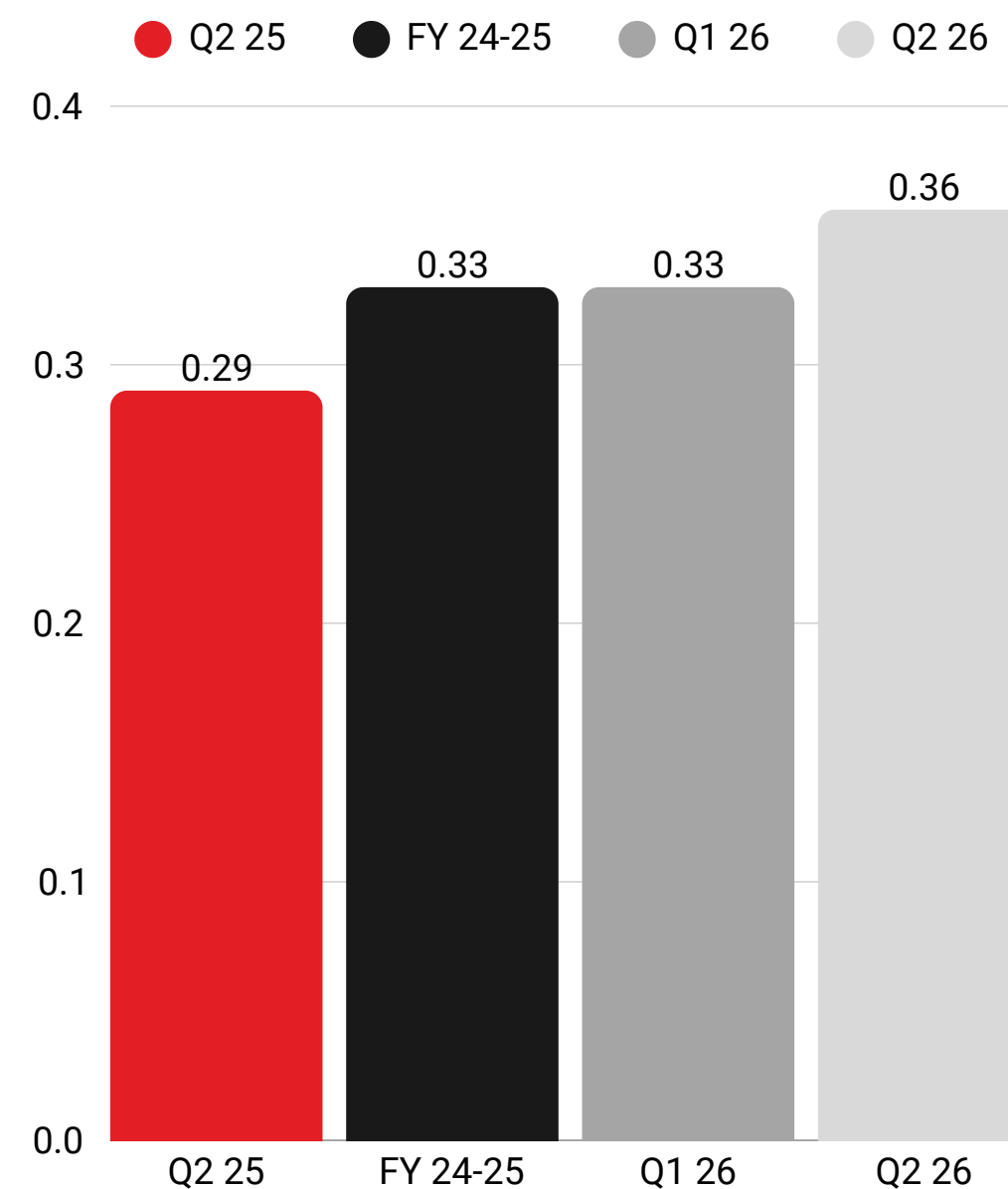
Utilization (%)

NET DEBT AND DEBT-TO-EQUITY RATIO

In Cr Rs.



Net Debt

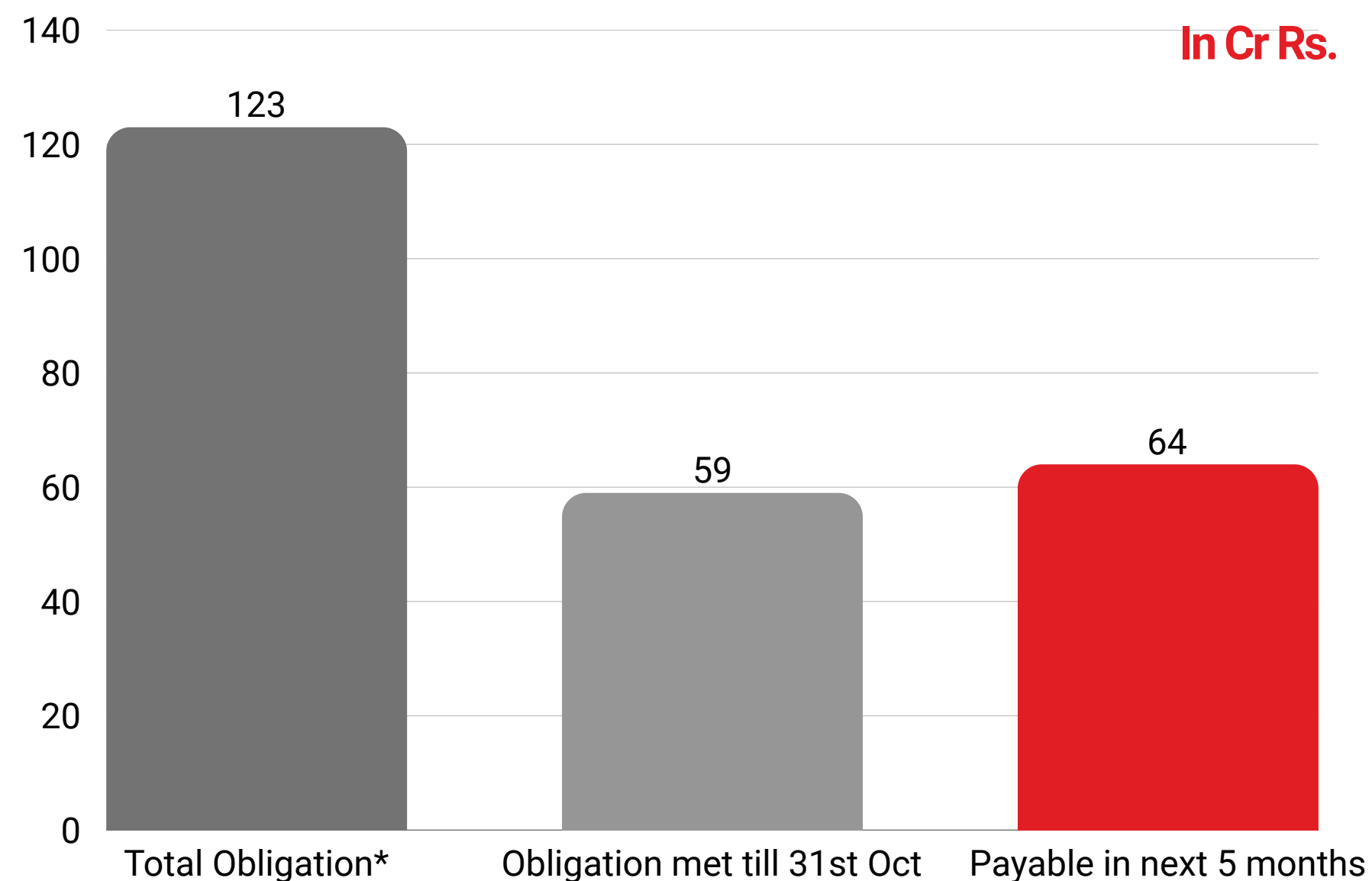


Net Debt : Equity Ratio

BANK OBLIGATIONS

CC Sanctioned: **150 Cr**
Utilization is negligible i.e **<1%**

Term Loan Obligations



*Total Obligation includes TL Repayment & Margin Funding for Capex

INVESTMENTS AS ON 30TH SEPT 2025

Investment Overview

Total investments in MF Schemes

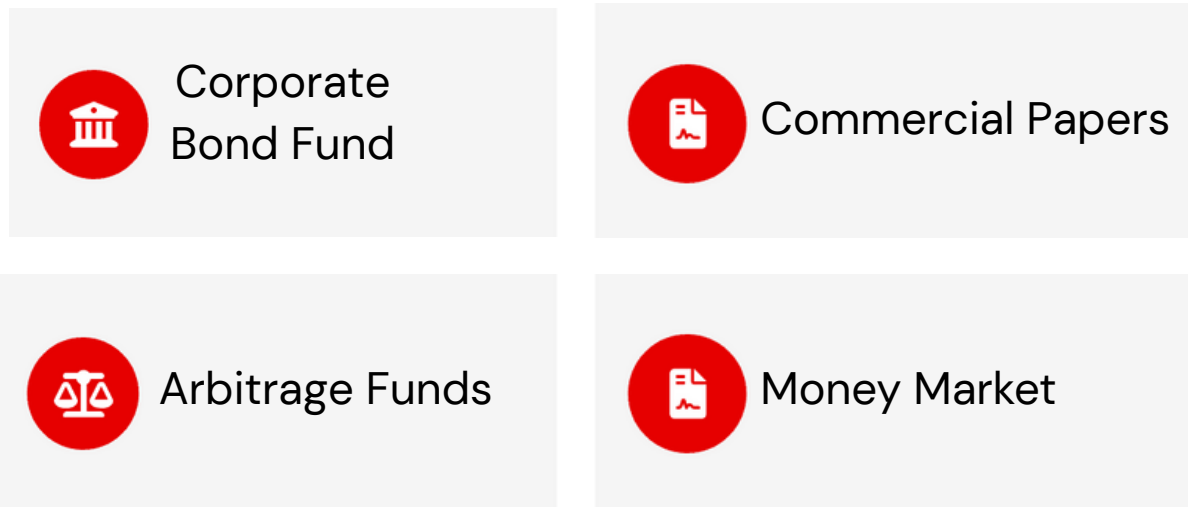
192+ Crores

Surplus Cash Accrual Period

30+ Months

Average ROI per annum (XIRR)
7.00% – 7.10%

Investment Portfolio



Growth Capital Utilization

These investments will be utilized as Growth Capital for Engine-2 Business opportunities including Core Adjacencies.



AGE-WISE DEBTORS ANALYSIS

In Cr Rs.

Particulars	<90 days	91-180 days	181-360 days	361+ days	Total
S. Debtors*	325	17	11	3	356

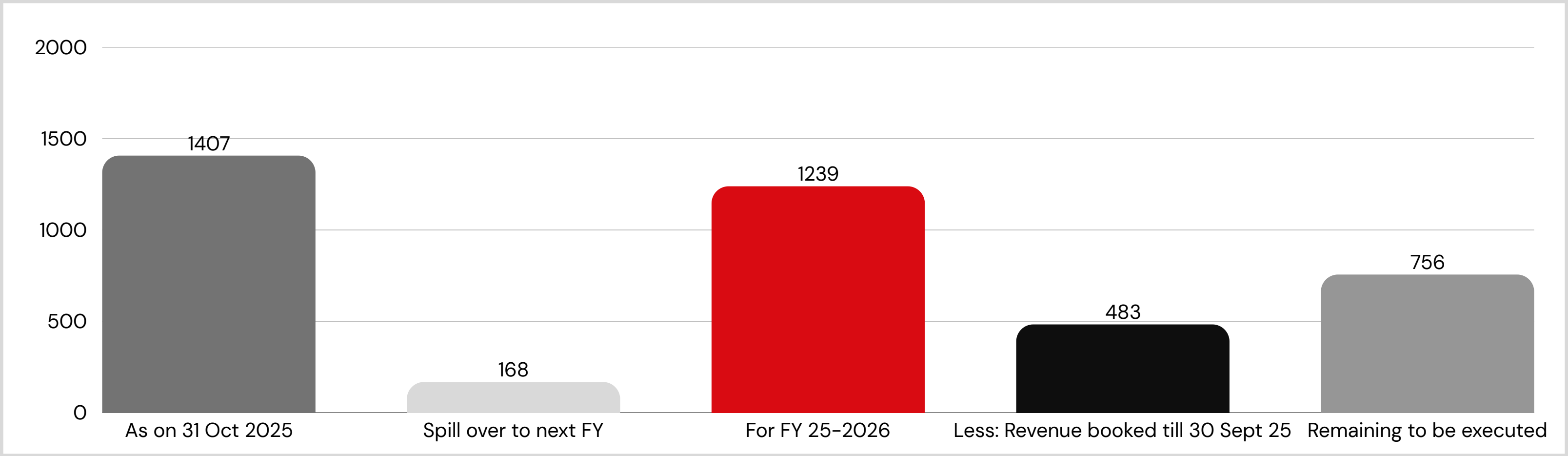
As on 30th Sept 25

(*) Net of Provision for Doubtful Debts as per ECL method under IND-AS- 109

Average receivable days – **120 days**

ORDER BOOK

Total Order: 1,239 Cr
Billable in this financial year



Note: Approx 10% of the order book may get spilled over to the next financial year due to delays in resource deployment caused by the extended monsoon as well as site clearance from client side

STRATEGIC INFORMATION

■ PROMISES DELIVERED IN FY25-2026

Initiatives announced in H1 FY 24-25 IR presentation

- 1** Reactivation of phase – 2 of Bain Engagement to explore Engine – 2 Growth Opportunities for which company has already build necessary growth capital.
- 2** Proposed formation of company in GCC. Geographic expansion of crane business.
- 3** Carving out of Renewable / Wind EPC business into separate entity, hiring of COO for this business and transferring 100 employees into new entity so that management can focus on core business i.e. crane rental business
- 4** Appointment of Management Consultants for business enhancement & development.
- 5** Appointment of C-suite employees so that core team can focus on future growth plans.

Updates

Shortlisted business expansion ideas and completed Phase-2 with Bain

Activated globalisation track in Feb-25 & kicked off commercial operations in Saudi in Sep-25

The separate entity named Sangreen Future Renewables is created and redesigned Operating model to include BU leadership team and shared services

Worked with one of the Big 4 consultant to redesign and deploy new sales org and process to answer the market disruption in core business

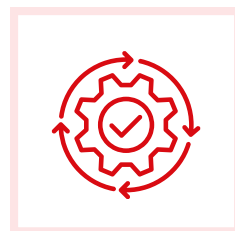
Leadership team onboarded which includes BU CEO, CFO, CPO, CSO, CBO & KSA MD.

FUELING THE NEXT PHASE OF GROWTH

Customer-Centric Approach



Strengthening partnerships through tailored, high-quality service offerings



Strengthening brand equity and customer satisfaction through institutionalized feedback systems and standardized service delivery

Global Expansion

Building presence beyond India, with a sharp focus on Saudi Arabia, GCC, and other parts of the world

Pursuing Top-5 market position in KSA through focused growth, followed by expansion across GCC

Product Portfolio Diversification

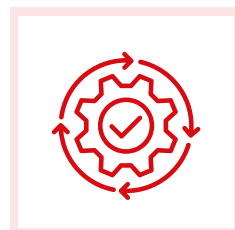
Continuing to look beyond Crane rental services and adding additional products/services

Expanding into synergistic products & services to unlock new growth opportunities within infrastructure sector

People-First Culture



Fostering a performance-driven culture across all levels by keeping values at the core



Building a differentiated EVP and robust talent strategy that drives engagement, growth, and organizational well-being

Financial Growth

Enhancing capital efficiency, profitability, and return on equity (ROE)

Enhancing profitability through cost optimization and capital efficiency via innovative asset-lite model and BU-level financial discipline

Digitally Scalable

Leveraging technology to unlock operational efficiencies and improve customer experience

Driving digital transformation through increased adoption of SAP, complemented by AI-led innovation via a dedicated Innovation team

KSA PERFORMANCE

■ **H1 FY2025-26**
**FINANCIAL
HIGHLIGHTS**

H1 FY26 **1.43 Cr** | **(5.52) Cr** | **(4.67) Cr** | **85%**
Turnover PAT EBITDA Avg. Capacity
Utilization

Q2 FY26 **1.43 Cr** | **(3.34) Cr** | **(2.61) Cr**
Turnover PAT EBITDA

**As on
30-Sep-25** **32.05 Cr** | **(5) Cr** | **6.17 %**
Net Bank Net worth Avg Borrowing
Borrowings Cost P.A

In Cr Rs.

■ H1 FY2025-26 FINANCIAL PERFORMANCE

Sr.	Particulars	Q1 FY 26	Q2 FY 26	H1 FY 26
a)	Income from Operations	-	1.43	1.43
c)	Total Income (a) + (b)	-	1.43	1.43
d)	Operating & Other Expenses	1.19	1.22	2.41
h)	Employee Benefit Expense	0.88	2.82	3.7
m)	EBITDA	(2.06)	(2.61)	(4.67)
i)	Finance Cost	0.12	0.6	0.71
j)	Depreciation & Ammortisation	-	0.14	0.14
q)	Profit Before Tax	(2.18)	(3.34)	(5.52)

MARKET, DEMAND, AND PIPELINE

KSA Crane Rental Market Overview

Sector/Initiative	Estimated Investment Scope
Giga-Projects (Portfolio)	\$700B
Industry and Mining	\$270B
Energy and Utilities	\$300B
Social Infrastructure, Housing and Urban Dev	\$200B
Transporatation and Logistics	\$100B
Tourism, Entertainment & Culture	\$50B
Global Events (Catalytic Impact)	\$200B
Technology & Digital Transformation	Integrated
Preliminary Sum (Core Sectors)	\$1.62-2 T

Annual Crane Rental Market Size: \$800M-\$1B

Primary Demand Driver: Unprecedented national investment under Vision 2030, creating sustained, high-volume demand for heavy-lift and precision crane services across all sectors.



Expected Order Pipeline

Project / Client (Confirmed and Mobilizing)	Estimated Value (USD)
King Fahad Stadium (Saudi Bin Ladin Group)	\$1.5 – \$3.1 Million
Qiddiya and Durriya (Multiple Sites)	\$1.0 – \$1.5 Million
Jubail Industrial Hub (Multiple Petrochemical Clients)	\$1.2 – \$2.0 Million
Yanbu Industrial City (Multiple Clients)	\$1.4 – \$1.8 Million
Subtotal: Confirmed & Mobilizing	\$5.1 – \$8.4 Million

Pipeline (12-24 months) – Total Visible Pipeline Value: \$32 – \$49 Million

Advanced Pipeline Projects (High Probability – Next 12-24 Months) Subtotal: \$13 – \$18 Million



THANK YOU