

# ADOR WELDING LIMITED



## REGD. & CORPORATE OFFICE

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Mumbai - 400 001-16 India. G.P.O. Box No. 1546  
Phone : (022) 2284 2525 / 6623 9300  
Fax : (022) 2287 3083 Email: cmo@adorians.com  
Website : www.adorwelding.com  
Corporate Identity No: L70100MH1951PLC008647

AWL/SEC/SE/2016

February 19, 2016

### BSE LIMITED

Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
1<sup>st</sup> Floor, Dalal Street  
Mumbai – 400 001

### NATIONAL STOCK EXCHANGE OF INDIA LTD.

Exchange Plaza, 5<sup>th</sup> floor,  
Plot No. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (E),  
Mumbai – 400 051.

Company Scrip Code: 517041

Company Scrip Code: ADORWELD

Dear Sir/s,

### Sub.: Presentation made to the Analyst / Institutional Investors

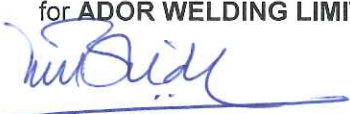
This is further to our letter dated 17<sup>th</sup> February, 2016 informing in advance about the upcoming Analyst / Institutional Investors Meet to be held on 19<sup>th</sup> February, 2016 in terms of Regulation 30(6) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Listing Regulations").

In this regards, we wish to inform that the Company today conducted a meeting with few Investors / Analyst on the Company's progress, Earnings on Q3 of FY 2015-16 at the Corporate office in Mumbai and the Presentation which was made to them is attached for your records.

Kindly take the same on record and acknowledge its receipt.

Thanking you,

Yours faithfully  
for **ADOR WELDING LIMITED**

  
V. M. BHIDE  
COMPANY SECRETARY



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(Formerly Advani-Oerlikon Ltd.)  
www.adorwelding.com



## Investor Presentation

19<sup>th</sup> Feb 2016

Welders To The Nation Since 1951

64



Years of strong  
presence in welding  
industry.

300 +

Plus distributors in  
India

70 +



Reach in 70 plus  
countries

R&D division  
completed

5

Years of registration  
with department of  
scientific & industrial  
research (DSIR), Govt.  
Of India



Exporting since



26 years of existence  
in project engineering  
business



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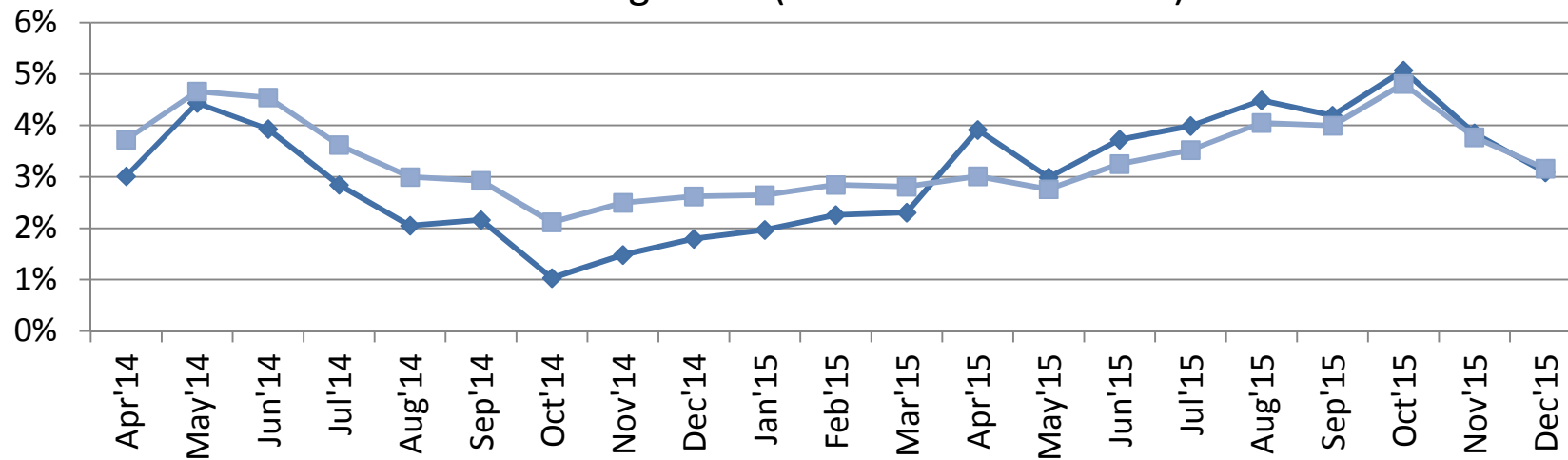
## Contents

- Macro Economic and Business Environment
- AWL Infrastructure and Capacities
- Shareholding pattern as at 31st December, 2015
- Performance Highlights
- Financial Performance
- Key Initiatives
- Strategic Focus

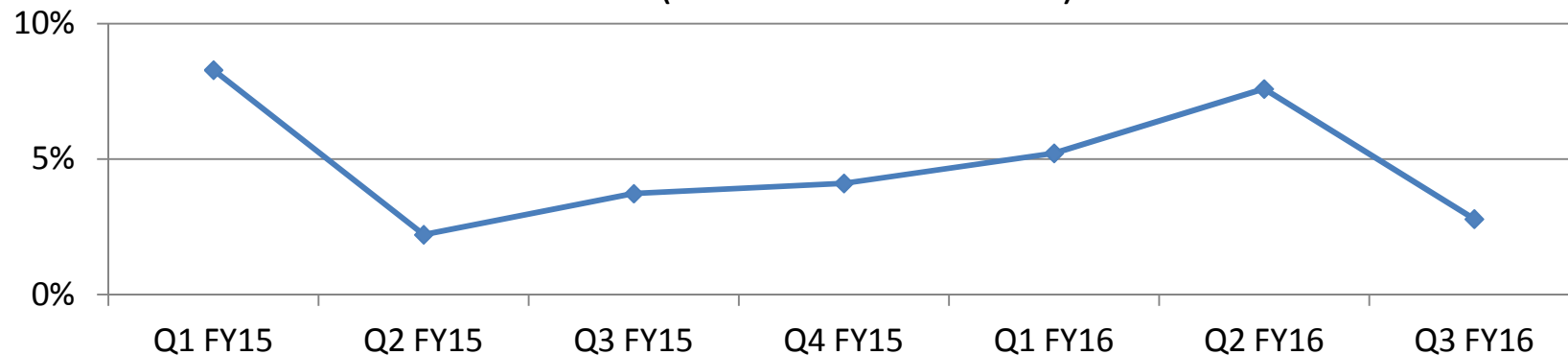


## Macro Economic and Business Environment

YoY YTD IIP growth (Base Year 2004-2005)



YoY growth in Gross Fixed Capital Formation at constant prices  
 (Base Year 2010-2011)



Source: MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)



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## AWL Infrastructure and Capacities



### Welding Consumable Plant – Silvassa

- Area- 30174 sq. mtr
- Plant Capacity - 24000 mt/ annum (as on 31<sup>st</sup> Dec-15)



### Welding Consumable Plant – Raipur

- Area- 24290 sq. mtr
- Plant Capacity - 24000 mt/ annum (as on 31<sup>st</sup> Dec-15)



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## AWL Infrastructure and Capacities

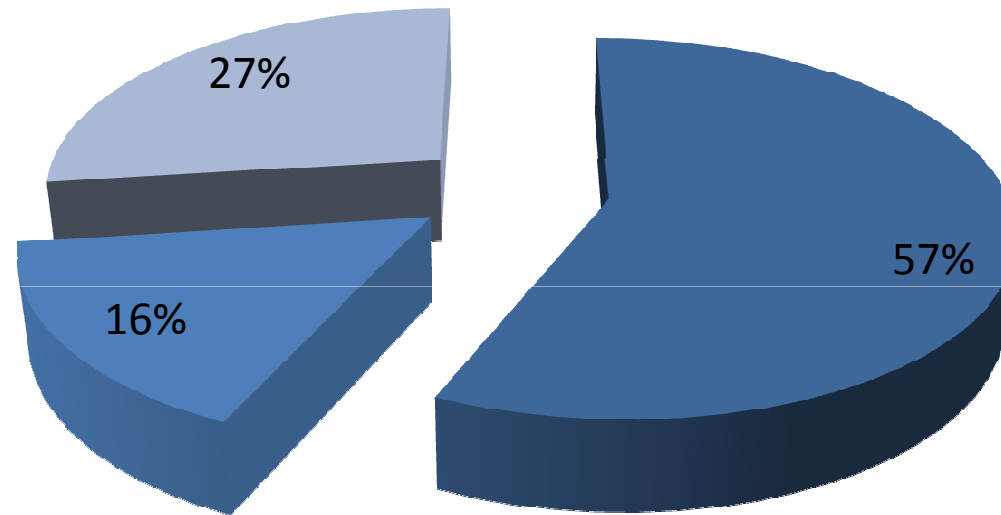


### Welding Equipments Plant – Chinchwad

- Area- 48000 sq. mtr
- Plant Capacity AS ON 31<sup>ST</sup> DEC-15 :
  - Welding Equipment – 18000 M/C's PA
  - Project Engineering – 1800 MT PA



## Shareholding Pattern (as at 31<sup>st</sup> Dec 2015)

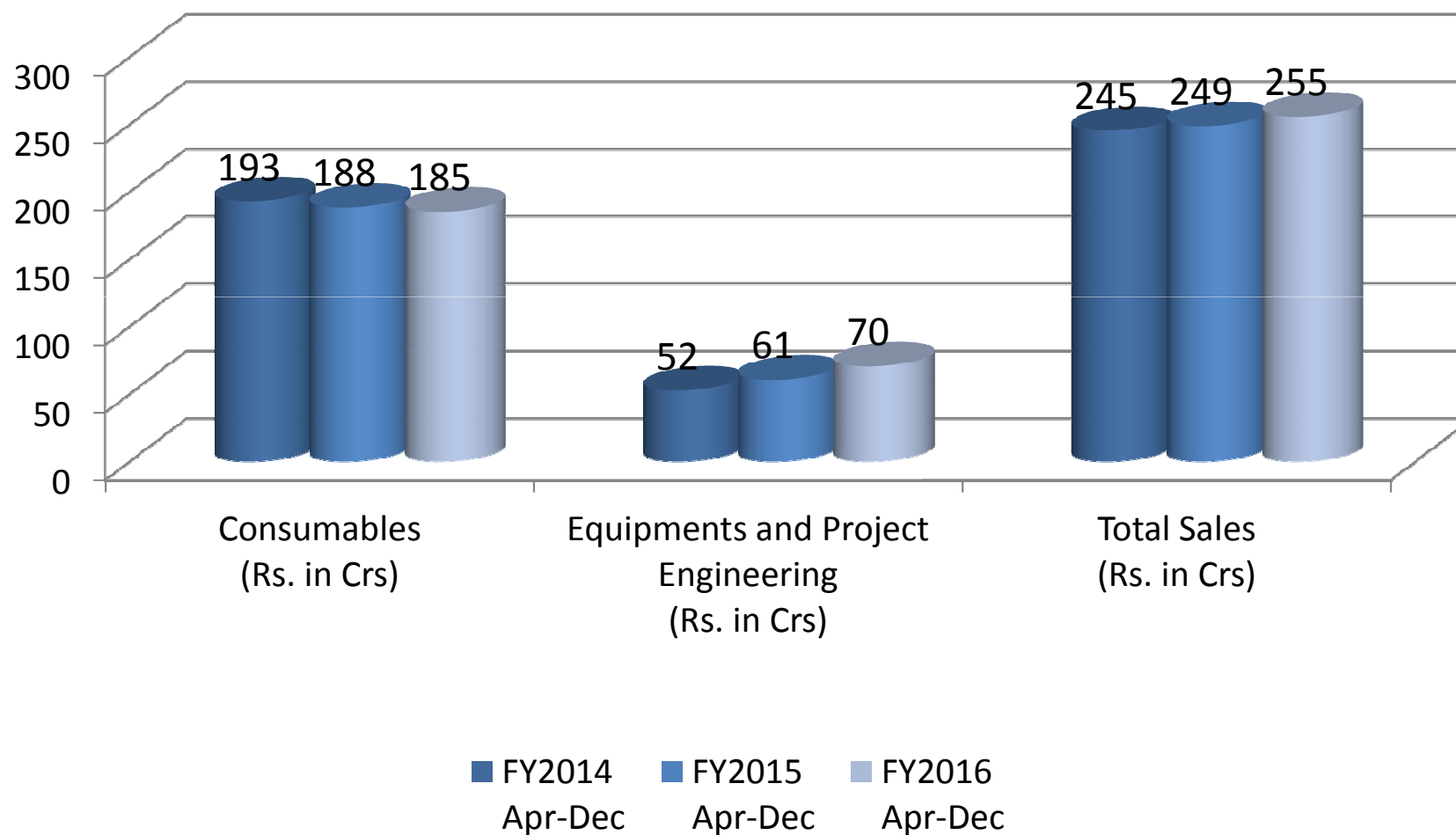


■ Promoters & Promoter Group   ■ Institutions   ■ Individuals



## Performance Highlights

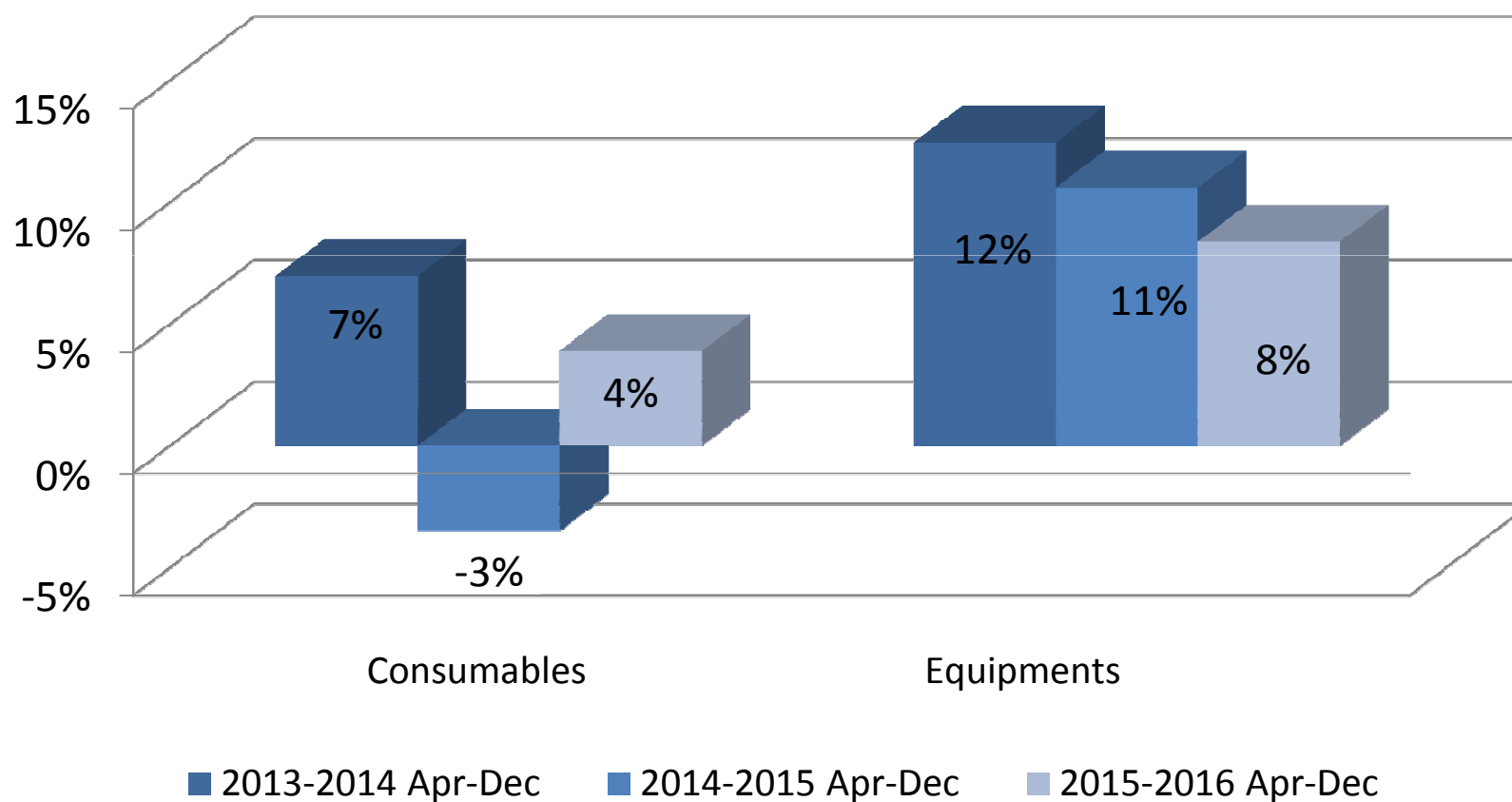
### Segment-wise Performance (Apr-Dec)





## Performance Highlights

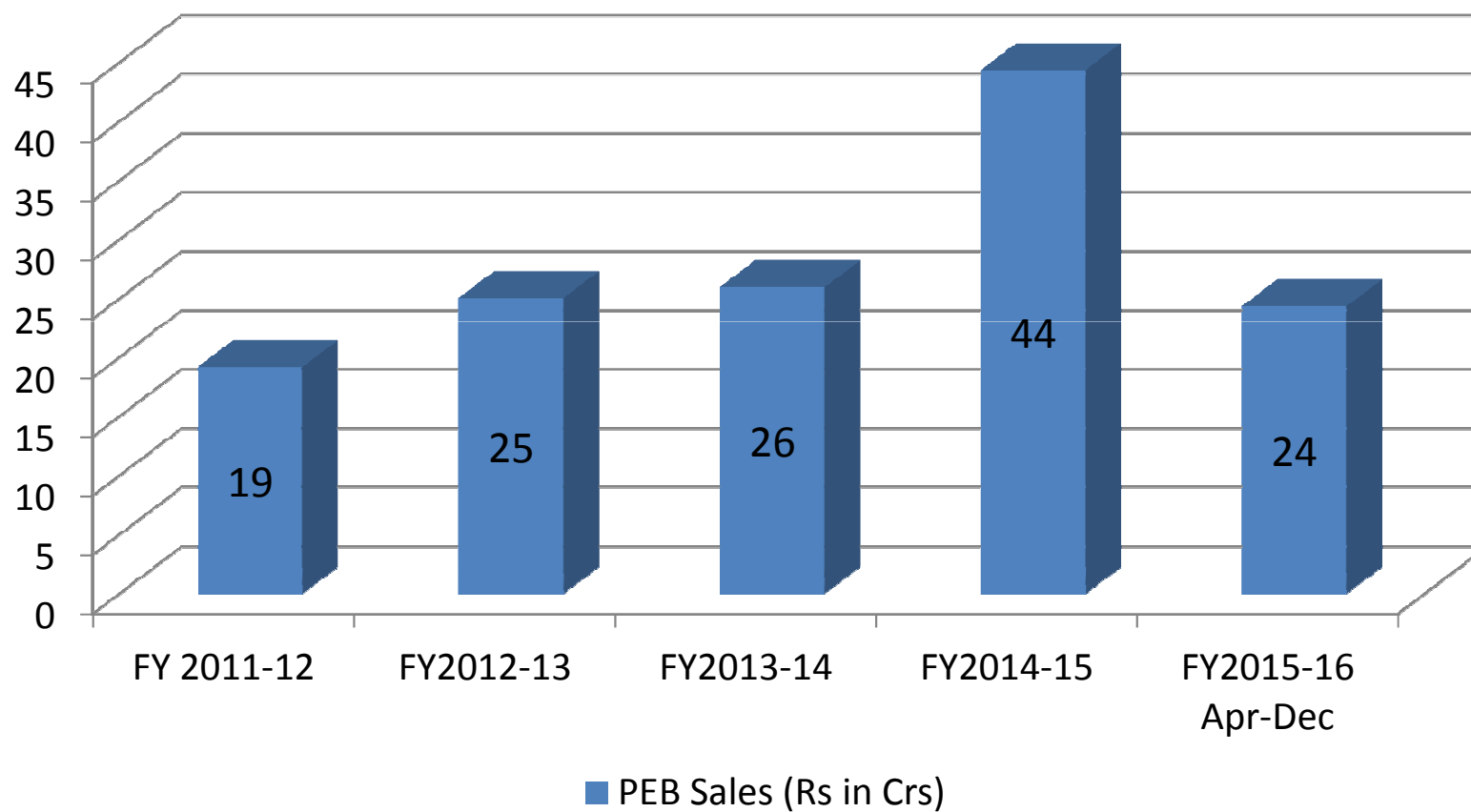
### Segment-wise Performance Volumes Growth (Apr – Dec)





## Performance Highlights

### Project Engineering Business





## Financial Performance

|                           |             |             |                  | Rs. In Cr.        |
|---------------------------|-------------|-------------|------------------|-------------------|
| Particulars               | FY-16<br>Q3 | FY-15<br>Q3 | FY-16<br>Apr-Dec | FY -15<br>Apr-Dec |
| Net Sales/Income from Ops | 83          | 87          | 255              | 249               |
| Mat Cost                  | 52          | 61          | 161              | 174               |
| Employee Cost             | 9           | 9           | 27               | 26                |
| Other Exp                 | 12          | 14          | 40               | 38                |
| EBITDA                    | 10.5        | 5           | 30               | 14                |
| PBT                       | 8           | 2           | 22               | 5                 |
| Exceptional Item          | -0.05       | -           | -2               | 29                |
| Tax                       | 2           | 1           | 6                | 10                |
| PAT                       | 5           | 1           | 14               | 24                |



## Financial Performance

| Particulars               | FY-16<br>Apr-Dec | FY -15<br>Apr-Dec |
|---------------------------|------------------|-------------------|
| RM / Sales %              | 63%              | 70%               |
| ROCE                      | 10%              | 3%                |
| Debt : Equity             | Debt Free        | Debt Free         |
| Operating Profit Margin % | 27%              | 15%               |



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## Key Initiatives

- Lean Initiatives
  - ☐ Line Layouts
  - ☐ Automation
- Innovation Culture / Kaizen
- Environment Management System Improvements
  - ☐ ETP & STP
  - ☐ Tree Plantations (250)



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## Way Forward

- Strategic Manufacturing / Sourcing to improve margins.
- Increase manufacturing effectiveness by reduction in process loss and increased productivity.
- Strategic associations in new product launches.
- Exploring new geographies.
- Continuous focus on expanding capabilities in Project Engineering Business to address new products/client.



Thank You!

**ador**  
**WELDING**