



peace of mind™

INVESTOR PRESENTATION
8th February 2023



Creating The Best Welding Experience

Agenda

- | Business Overview
- | Performance
- | Status of Merger
- | Achievements

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Business Overview

Q3 Sales

Rs. 199 Cr.

- Highest sales in Q3
- Q-o-Q increase of 7%

Q3 PBT

11%

- Expansion of 380 bps from Q3-FY'22
- Best ever quarterly performance

9-months PBT

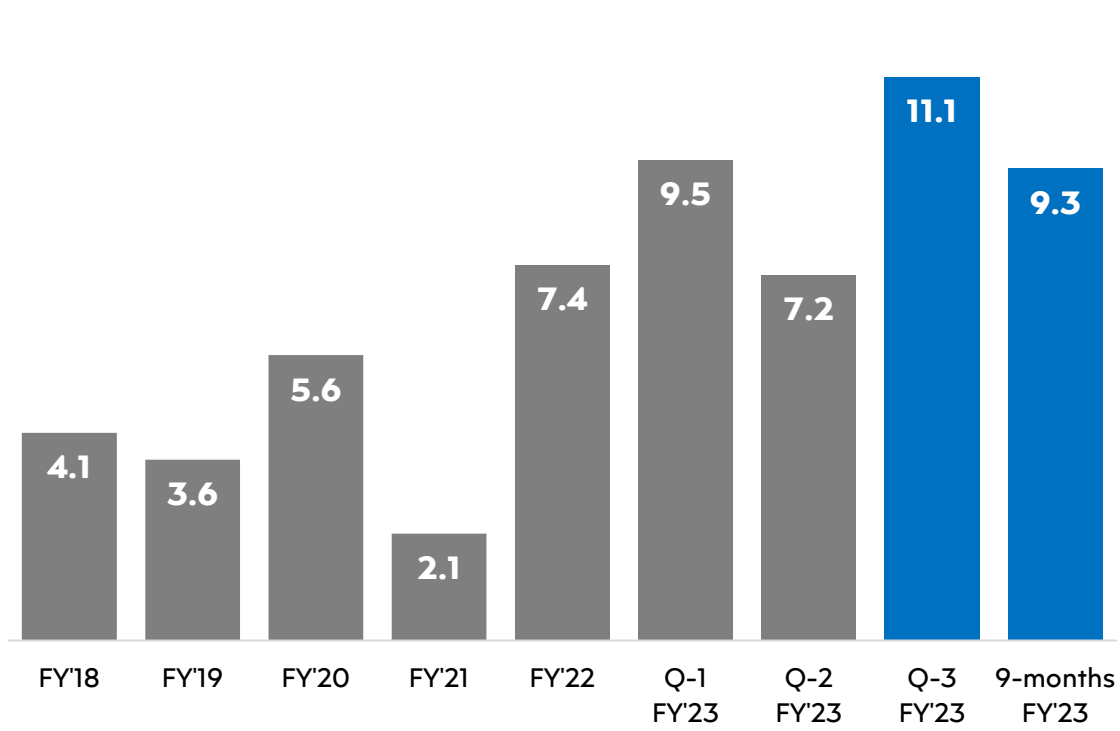
9.3%

- Expansion of 200 bps from 9-months FY'22
- Expansion of 190 bps from FY'22

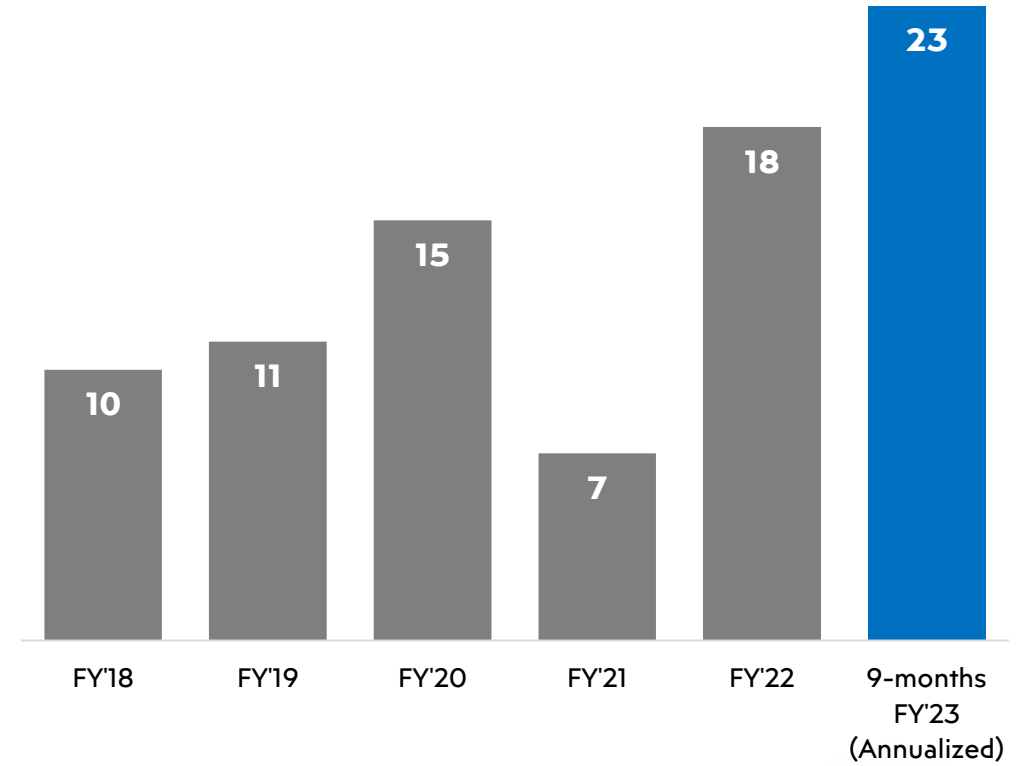
- Robust demand
- Central Budget proposals for FY'24 provide for high outlay for CAPEX

Performance

PBT and RoCE



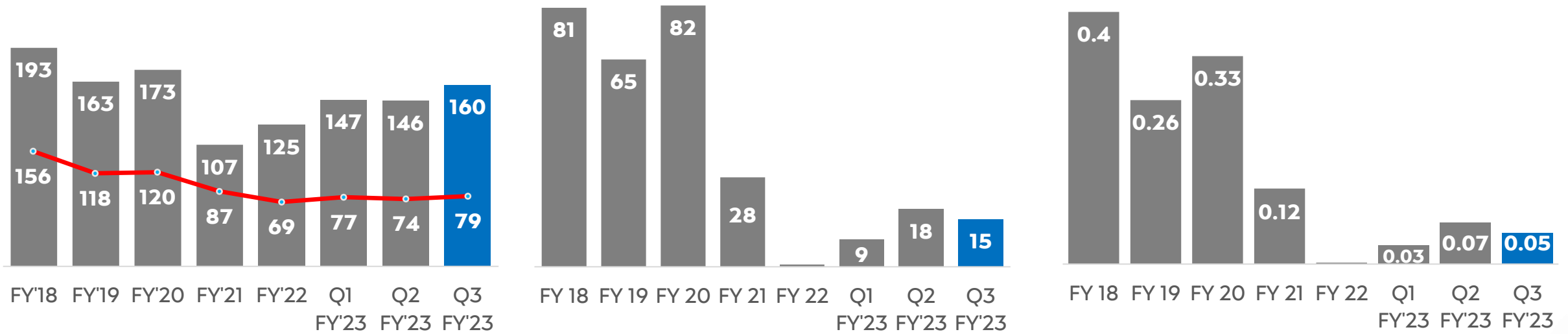
PBT Margins (%)



RoCE (%)

All numbers are w/o exceptional items

Working Capital & Borrowings

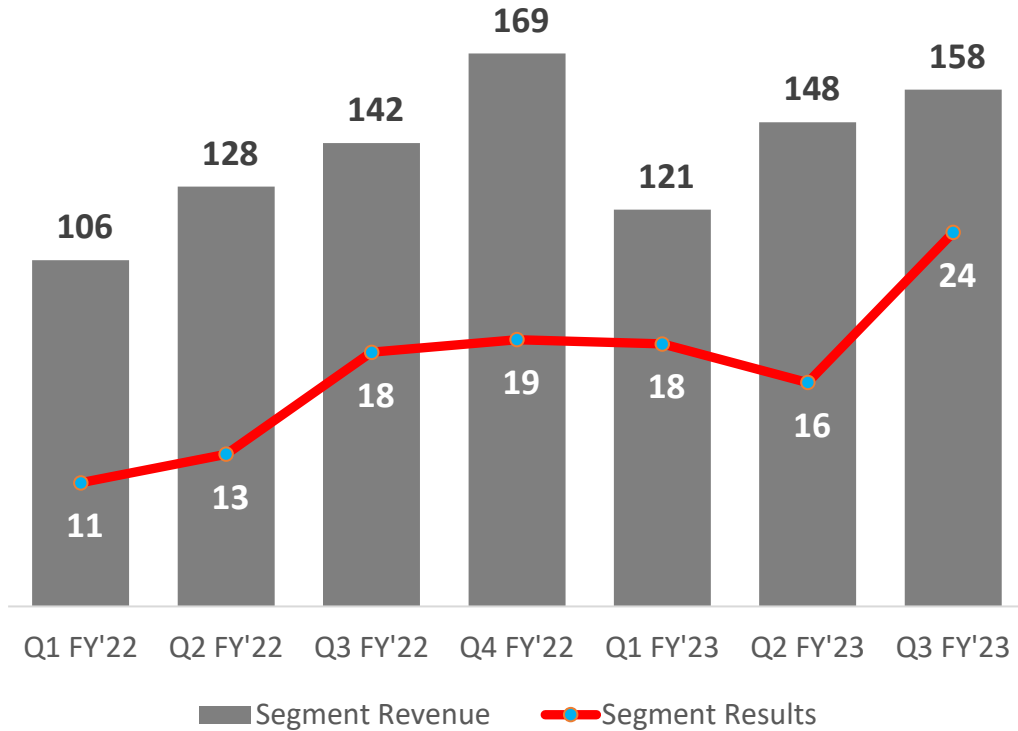


Working Capital (Cr.) – Bar Chart
Working Capital (Days) – Line Chart

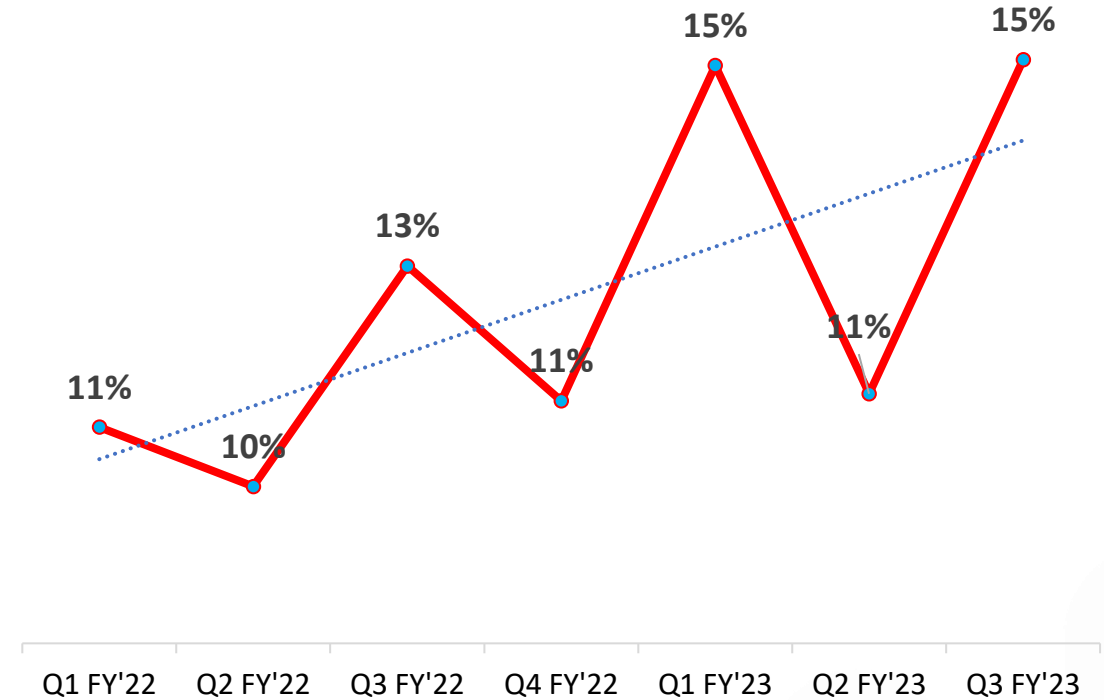
Borrowing in Cr.

Debt to Equity Ratio

Segment Performance – Consumables

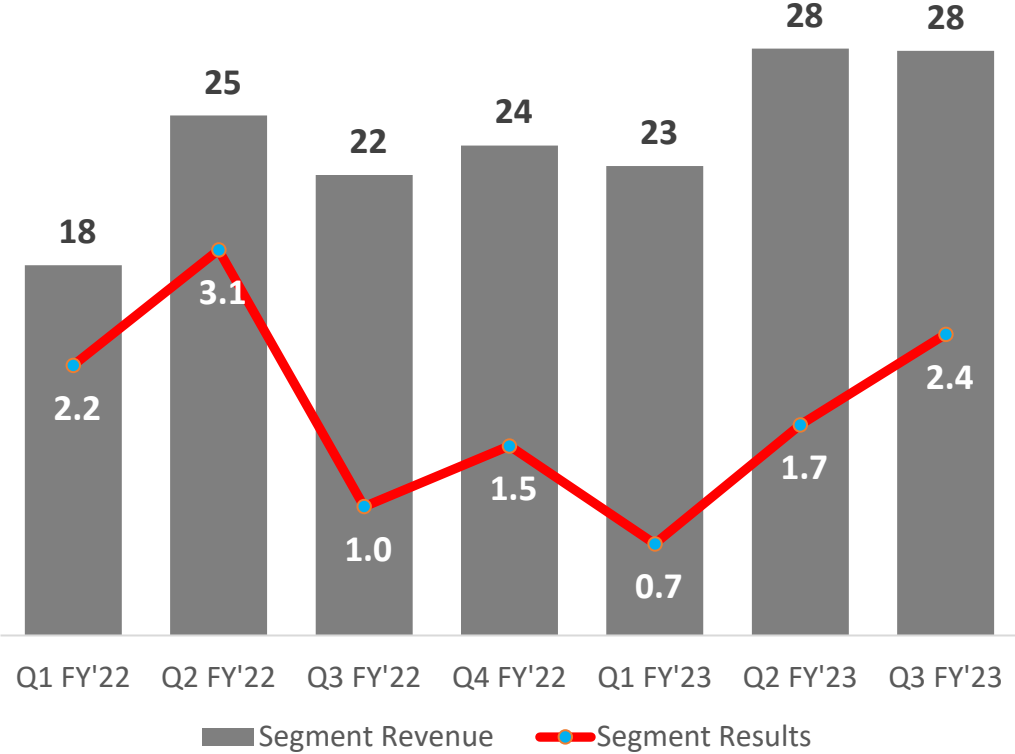


Revenue & Results (Rs. Cr.)

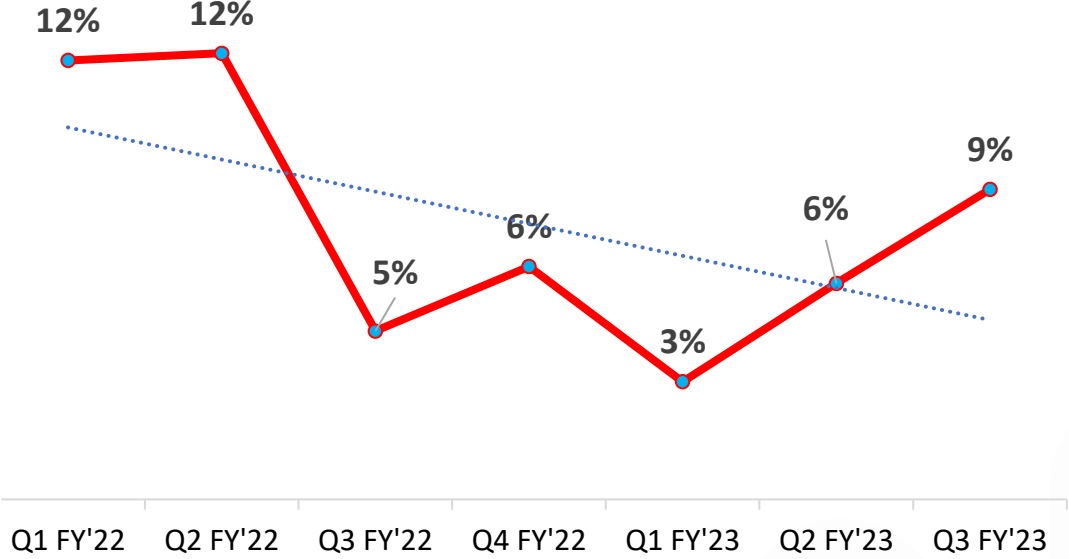


Results as % of Revenue

Segment Performance – Equipment

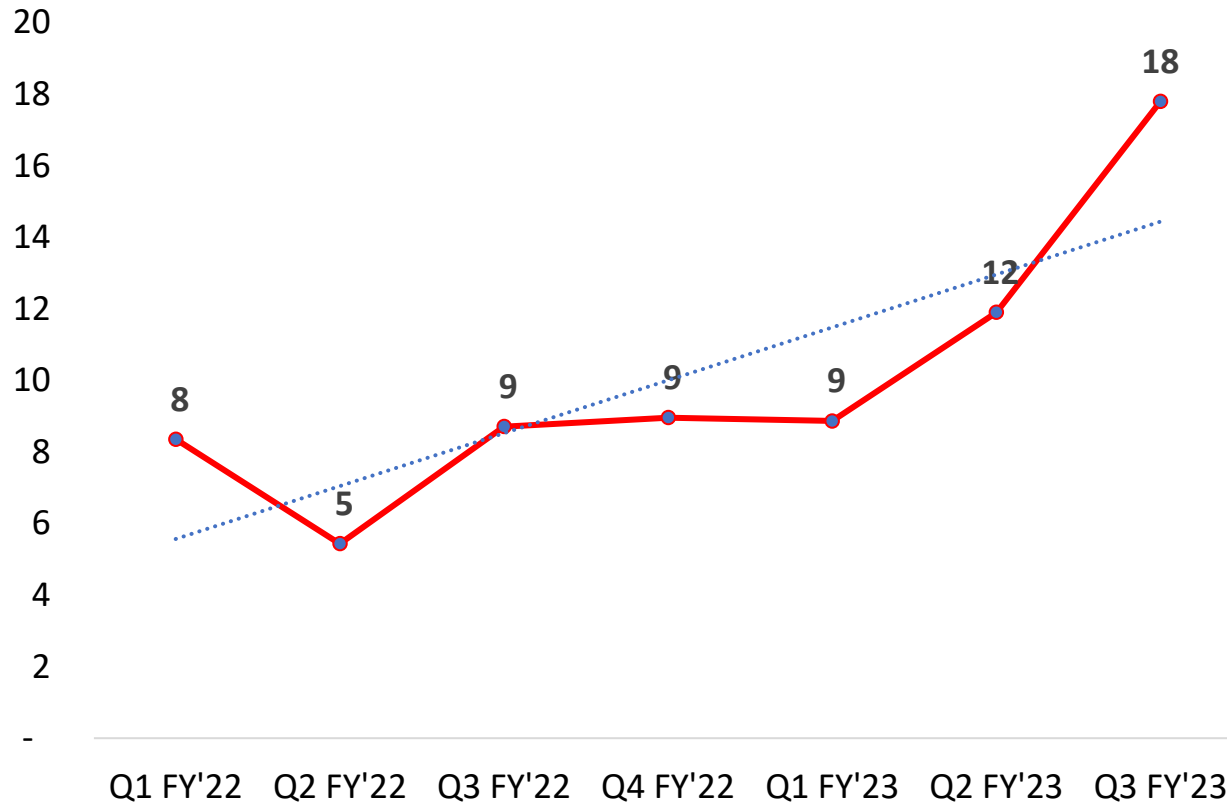


Revenue & Results (Rs. Cr.)



Results as % of Revenue

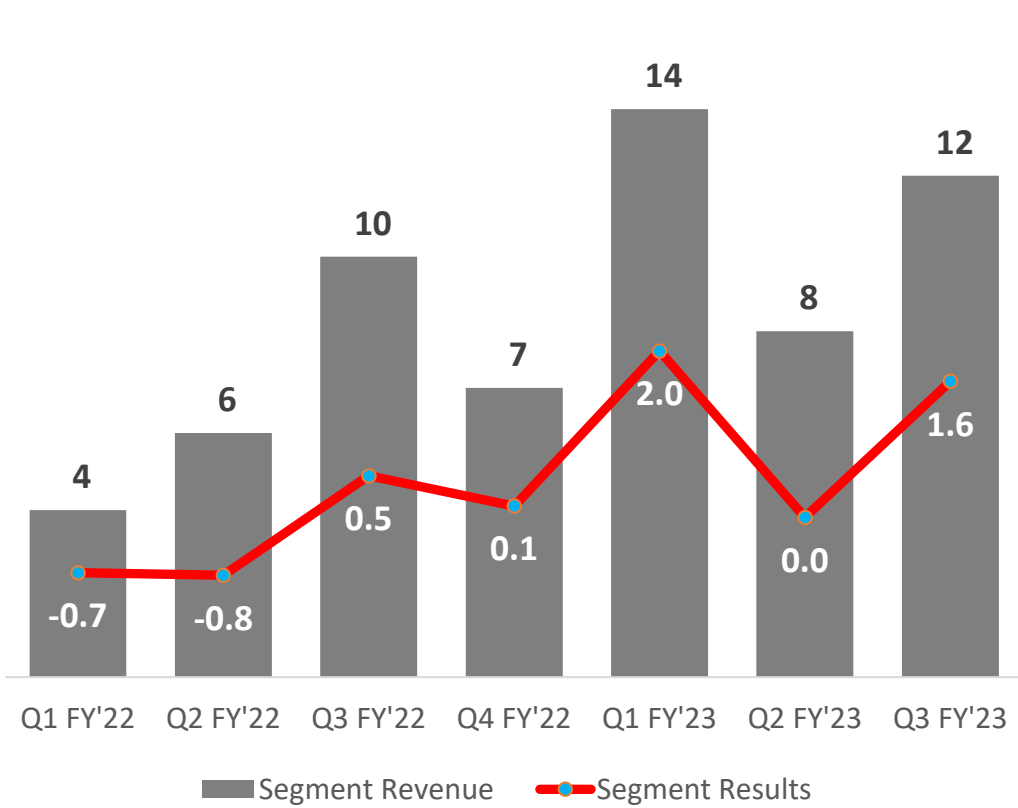
Ador International



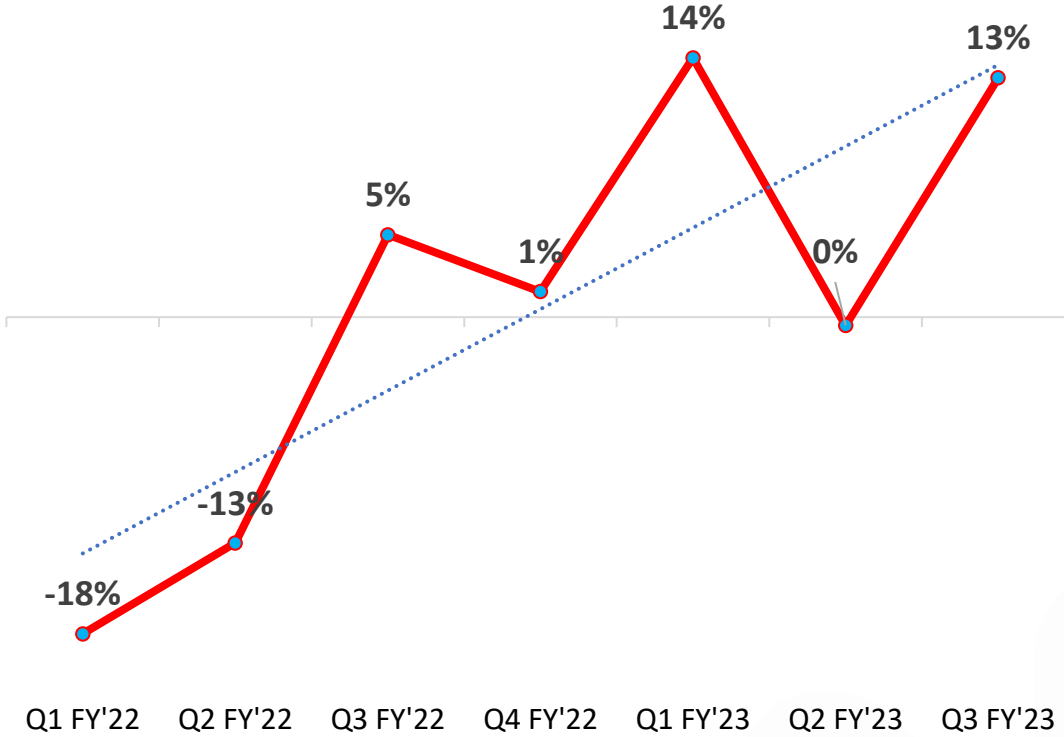
AI sales (Rs. Cr.)

- Division is scaling new heights
- Aggressive entry in key markets

Segment Performance – FPED



Revenue & Results (Rs. Cr.)



Results as % of Revenue

Status of Merger



Updates on Amalgamation of ADFL with AWL :

- Company has filled application with NCLT.

Achievements

Certified Quality



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 5:30 pm, irrespective of no. of questions pending
- This call will be recorded for compliance purpose



THANK YOU