

SAHYADRI INDUSTRIES LIMITED

Registered Office:

Date: 09th August, 2024

To,
The Listing Manager
Department of Corporate Services
Bombay Stock Exchange
P. J. Towers, Dalal Street,
Mumbai – 400001

To,
The Manager
Listing Department
National Stock Exchange of India Limited
"Exchange Plaza"-C1,Block G
Bandra-Kurla Complex , Bandra (E)
Mumbai 400 051

Scrip Code:532841 SYMBOL: SAHYADRI

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Regulations, 2015.

Dear Sir/Madam,

Please find attached herewith Investors Presentation for the quarter ended on 30th June, 2024

Please take the same on record and disseminate to the stakeholders.

Thanking you,

Yours Faithfully, FOR SAHYADRI INDUSTRIES LIMITED

RAJIB K. GOPE COMPANY SECRETARY & COMPLIANCE OFFICER M. NO: F8417





Sahyadri Industries Limited

Investor Presentation August'24

Safe Harbour

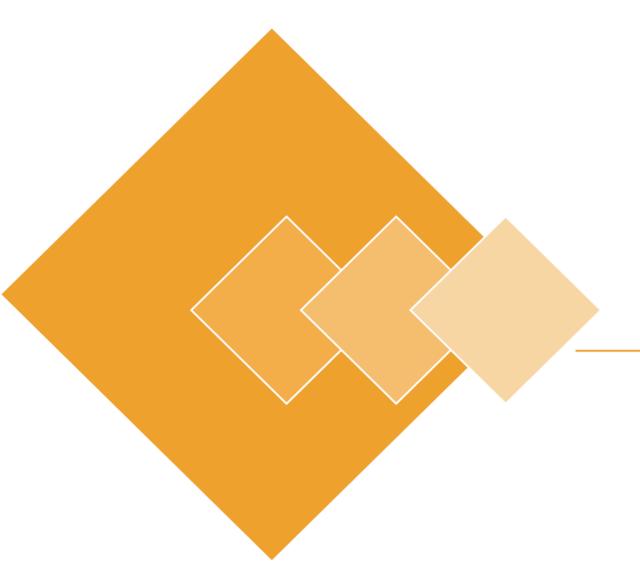


This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Sahyadri Industries Limited**. (herein after read as "Sahyadri Industries"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.





Q1FY25 Update

Management Commentary





Commenting on the results and performance for Q1FY25, Mr Satyen Patel, Managing Director of Sahyadri Industries Limited, said:

"Our company reported a subdued start to FY25 amidst elections coupled with rural slowdown which led to revenue de-growth of 3.7% on a YoY basis. EBITDA declined by 12.5% in Q1 as compared to corresponding quarter last year. Q1 is generally considered to be a good quarter for the industry however, offtake in roofing vertical was partially impacted with the early onset of monsoon in the west for the month of June. The company continues to witness challenges in taking price hike and pass it on to the consumers on a back of sluggish demand.

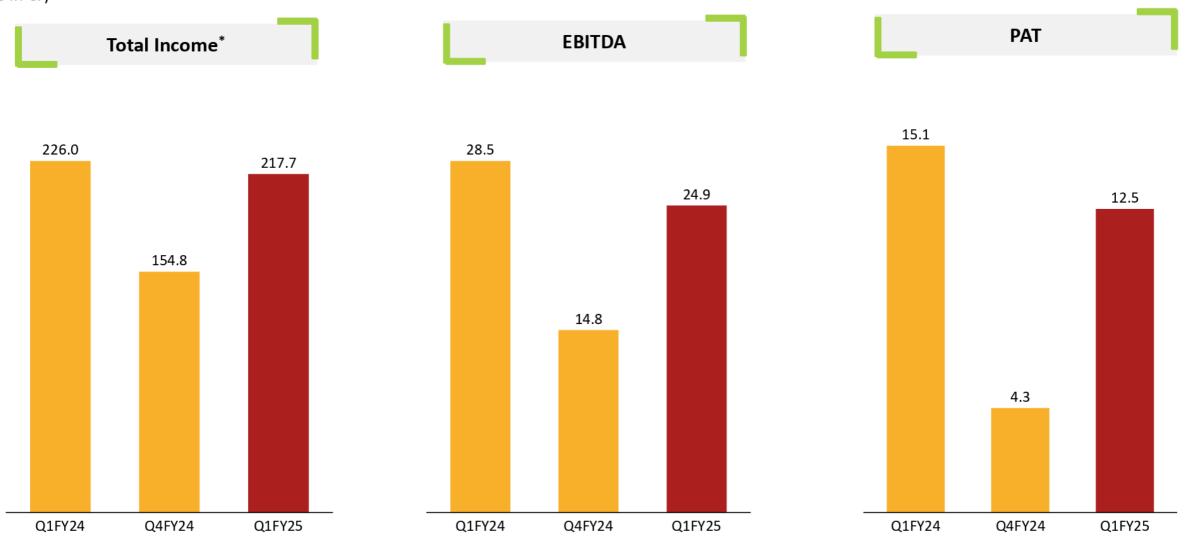
The overall capacity utilization stood at 89% in Q1FY25.

Going forward, we anticipate demand revival in the rural India on a sustainable basis for the rest of FY25. We are committed towards achieving higher market share in the existing regions and expand in the newer geographies"

Financial Performance Highlights Q1FY25



(Rs in Cr)



Profit & Loss Statement



Particulars (Rs. Cr)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24
Total Income [*]	217.7	226.0	-3.7%	154.8	40.7%	638.4
Cost of Goods Solds	135.3	142.6		88.8		370.0
Gross Profit	82.4	83.4	-1.2%	66.0	25.0%	268.4
Gross Profit Margin	37.8%	36.9%		42.6%		42.0%
Employee Cost	11.2	10.3		10.3		40.7
Other Expenses	46.3	44.6		40.9		157.1
EBITDA	24.9	28.5	-12.5%	14.8	68.3%	70.6
EBITDA Margin	11.4%	12.6%		9.6%		11.1%
Depreciation	6.2	5.8		6.4		24.0
EBIT	18.7	22.7	-17.7%	8.4	122.6%	46.6
EBIT Margin	8.6%	10.0%		5.4%		7.3%
Finance Cost	1.9	2.5		2.9		11.3
Profit before Tax	16.8	20.2	-16.8%	5.5	207.1%	35.3
Profit before Tax Margin	7.7%	8.9%		3.5%		5.5%
Тах	4.3	5.1		1.2		8.9
Profit After Tax	12.5	15.1	-17.3%	4.3	191.1%	26.4
Profit After Tax Margin	5.7%	6.7%		2.8%		4.1%
EPS	11.41	13.81		3.91		24.09

* inclusive of Other income

Capex Update

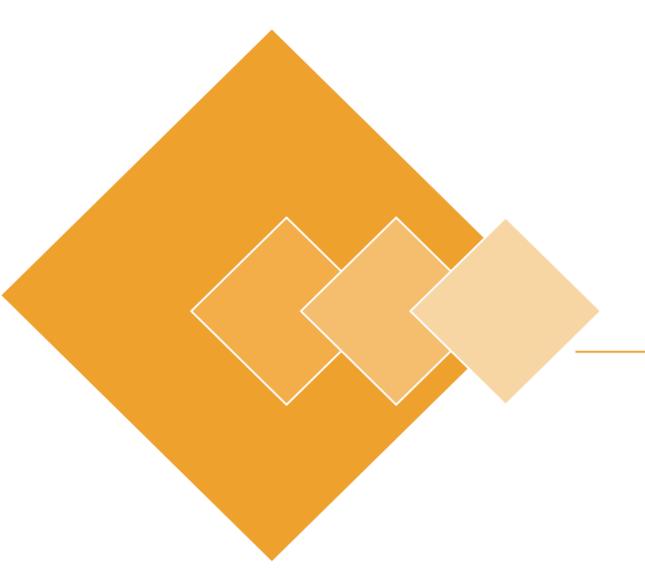




Note – Maps not to scale. All data, information, and maps are provided "as is" without
warranty or any representation of accuracy, timeliness or completeness

Location	Orissa	Maharashtra		
Product Type	Asbestos Corrugated Sheet	Non-Asbestos Cement Boards		
Capacity (MTPA)	1,20,000	72,000		
CAPEX (Rs in Cr)	95	95		
	Internal Accruals & Debt			
· ·	East Market	Western & North India		
Remarks	Company is in process of setting up a new unit	 Activities related to setting up a new unit for manufacturing of Non- Asbestos Cement Boards have been initiated Land has been identified and acquisition is in process 		
Rational	To enter unrepresented markets of Orissa, Jharkhand, West Bengal & Bihar	To expand its existing market in Western India, Exports and to enter unrepresented market of North India		





Company Overview

A Niche Player in the Construction Industry





Product Portfolio

- Sahyadri's product portfolio includes innovative, specialized, and futuristic products capable of addressing today's challenges
- The product portfolio of the company comprises of Roofing Sheets, Fibre Cement Boards, and Flat Sheets



Making Difference

- Sahyadri Industries is a building solutions pioneer, providing a comprehensive range of products for interior and exterior building systems, as well as roofing solutions
- The Company's products such as Swastik roofs, Cemply flat sheets and EcoPro Fibre Cement Board are widely utilized for building robust structures



Rich Legacy

- A flagship company of the Patel Group with 70+ years of group legacy
- Experienced management with deep understanding of the building materials industry



Distribution Network

- The Company has robust distribution network of 3,000+dealers across India
- Sahyadri has catered to 1 million+ customers so far since inception



Geographic Reach

- The Company has expanded its reach within India and overseas
- Sahyadri caters to a broader clientele base spanning across India, Africa and Middle East



Certification

- Quality manage system as per EN ISO 9001: 2015
- Environment management system EN ISO 14001:2015 & ISO 45001:2018 for safety It Is for all plants and HO

A Trusted Brand... built over the years



Established second plant at Kedgaon, Maharashtra and started with production of Asbestos Corrugated Sheet

The Company's status changed from Private Limited to Public Limited'

The Company expanded its presence in South India by setting up a plant in Perundurai, Tamil Nadu for Asbestos Corrugated Sheet

Listed on Bombay Stock Exchange

Commenced with the production of Non-Asbestos Flat Sheet at Chichwad plant

Merger between Poonam Roofing and Sahyadri Industries completed

Capacity Expansion at Perundurai plant completed Listing on National Stock Exchange



The Company was originally incorporated under 'New Sahyadri Industries Private Limited'

Established first plant at Chinchwad, Maharashtra and commenced with production of Asbestos Corrugated Sheet Reverse merger between 'Swastik Roofing Limited and New Sahyadri Industries Limited'

The Company was renamed to 'Sahyadri industries Limited' Sahyadri had set up plants at Mahuvej, Gujarat and Vijaywada, Andhra Pradesh for Asbestos Corrugated Sheet

Experienced Board of Directors and Management Team





Jayesh Patel – B.Com, MBA
Chairman & Whole Time
Director

Leading face of SIL was on board since 1999. More than 30 years of experience in the field of Building Material Manufacturing



Satyen Patel – B.Com, PGPBA Managing Director

Young and Dynamic face of SIL since 1998. Broadening horizon, innovation, strategic thinking, felicitated with "Achiever of Maharashtra" Award. More than 20 years of experience in Building Materials industry



Tuljaram Maheshwari -B.Com, CA WTD, CEO & CFO

Appointed on board in 2020. More than 39 years of experience with a large organization in the field of Sales, Operations, Strategic Planning, Corporate Finance, M&A, JV and Accounts & Audit



Suresh Joshi – B.Com, LLB, CA Whole Time Director

Associated with board since 2006. More than 40 years of rich experience in the field of Taxation, Corporate Legal Matters, Corporate Finance, M&A, JV, Accounts & Audit



Ankem Sri Prasad Mohan – B.com, CA

Independent Director

Appointed on board in 2021.

More than 23 years of experience in the field of FP&A, Taxation, Finance controller, M&A, Corporate Finance, Audit, Compliance



Shrikant Malegaonkar - MBA, LLB Independent Director

Appointed on board in 2017. More than 35 years of experience in Labour laws and Industrial Relations & Practicing Advocate at Pune Labour / Industrial court & Bombay High Court



Moushmi Shaha – B.Com, CA Independent Director

Appointed in 2021. More than 16 years of experience in Finance, Accounts, Audits & Financial Trainings



Ved Saxena – BE (Mechanical)
Independent Director

Appointed on board in 2020.

More than 40 years of experience of rich and dedicated business management experience in BD, managing HR to its usage & General Operations



Rajib Gope – CS
Compliance Officer

Appointed in 2022. More than 14 years experience in Secretarial Operations, Corporate and Economic laws, Statutory Compliance, Corporate Governance, In-house Legal Work and court representation

Snapshot of Capabilities





Built Core Strength

Diversified Presence
5 Plants across 4 States

Experience 30+ Years

Employees **740+**



Strong Distribution

Dealers & Distributor **3,000+**

Global Presence
5+ Countries

Customers 1 million+



Established Brands



PRO

MULTI-USE FIBRE CEMENT BOARDS







Product Innovation

No of Products 45+ R&D Team 10+ Product Application & Value-Added Products **20+**



Well Established Branded Product Portfolio with Increasing Share of Value-Added Products













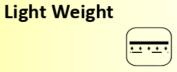






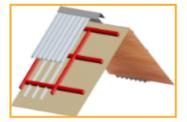












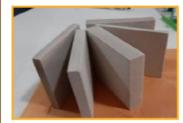






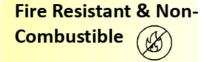
















CSR activities... A Responsible Corporate



Swastik Kukdookoo

- Useful for economically weaker section of the society to increase their wealth
- To promote woman earnings who stays in remote, tribal villages
- · Easy to set up in empty backyard

Digital Classroom Program

- Associated with Rotary Club for formulation and implementation of Digital "Class Room" Program
- Program provide E learning kit which help students to learn more interestingly and understand the topics with animated graphics

Lakshya

- Sahyadri is a proud supporter of Lakshya, a Rastriya Khel Puraskar awardee sports NGO
- NGO supports and identifies young and budding talented sports persons and nurture them to enhance their performance







Corporate Video – Click Here

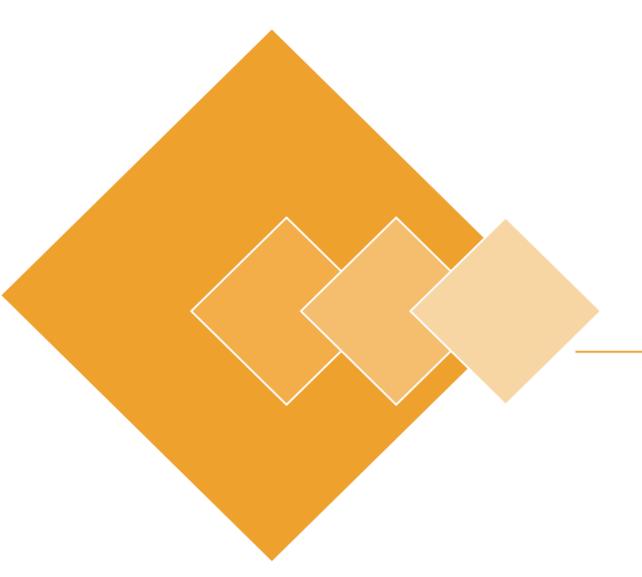
Cemply Swachalay

- Initiative under Swachh Bharat Abhiyan
- Affordable high quality toilet blocks
- Easy to transport & erect
- It requires "Lesser installation time" to set up
- Suitable for all weather condition

Swastik Disha

- CSR association with Smt. Sindhutai Sapkal, Sapta Sindu Mahila Aadhar, Balsangopan Wa Shikshan Sanstha
- Provided Ventilators and medical Equipment's to hospitals to fight against Covid Pandemic
- Association with Lila Poonawala Foundation for supporting girl's education

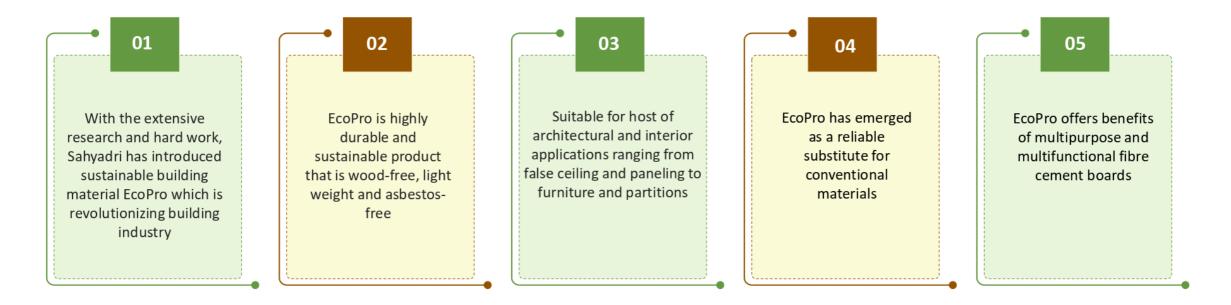




Product Portfolio

Product Portfolio – EcoPro Cement Boards





EcoPro- The 21st Century Designer Fibre Cement Boards



Pro

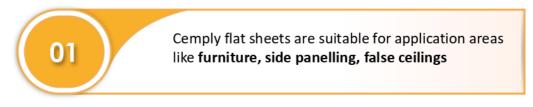
Product Portfolio – Cemply Flat Sheet

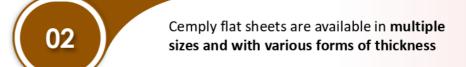


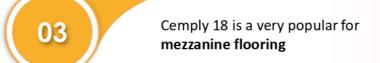


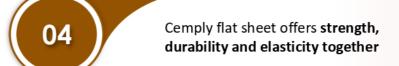












Cemply flat sheet are thermal resistance, water resistance, fire resistance & easily mountable

Product Portfolio – Swastik Roof Sheets



More than 100 roofing accessories are available in a variety of shades and specifications to meet the needs of customers at affordable rates



The roofs are durable, non-corrosive, fire resistant and are more reliable in cyclone prone areas

Roof touch ceiling to create a experience of High Ceiling in a house



The cement sheets do not get blown away due to its dead weight because of which the roof remains intact

Twin roof gets you a teak wood feel of the traditionally built houses

Pioneer in introducing Swastik Twinroof system in India. A double layer protection from leaking roofs

Product Portfolio – EcoPro S3



EcoPro S3 House An answer to the country's future construction 01 needs Ecopro S3 is a speedy, innovative and a sustainable building 02 solution to enable cost-effective quality construction Being a dry construction, no plastering or curing is required, hence 03 amounting to huge water and sand savings 04 Perfectly suited for difficult hilly terrains and sites Ecopro S3 is been applied for Patent under application no. 05 201921022801 dt. 08/06/2019



Product Portfolio – Swastik Sil Gold (New Launched)



01

Manufactured using finest quality cement and fibre through the latest fibre mesh technology

02

Stronger than regular cement corrugated roofing sheet



03

Rot or Corrosion Resistance 04

Special stain options provides longer life

05

Low Maintenance and No rusting 07

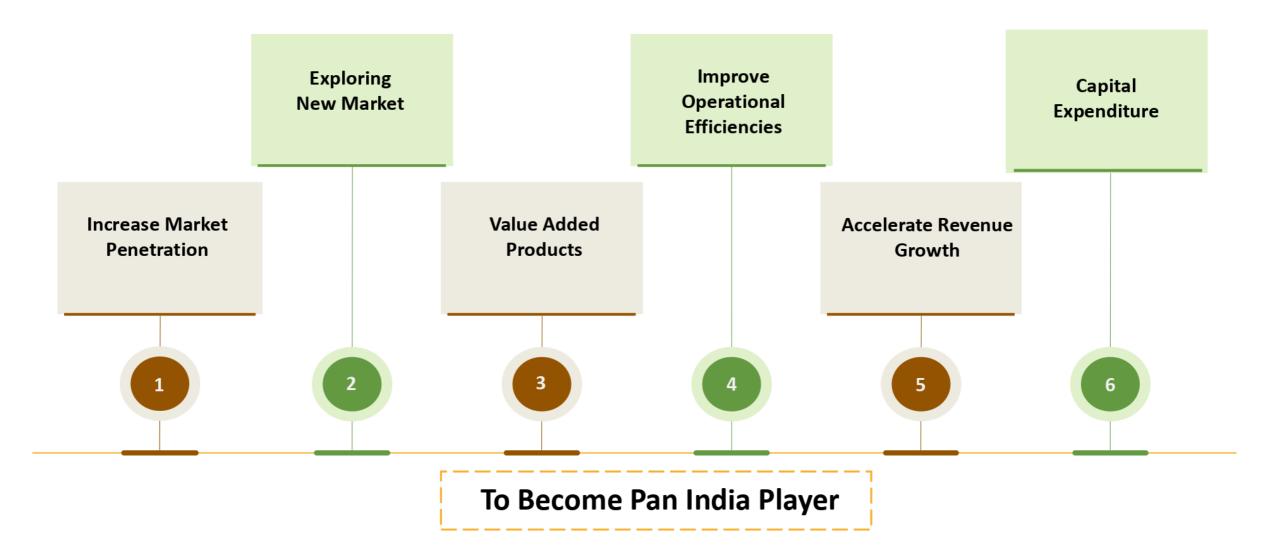
Resistant to chemical attack

06

Weatherproof with Sound, Thermal & Heat Insulation

Future Roadmap – Expand, Explore & Excel





Way Ahead...





Focus on margin-rich Value-Added Products

- Sahyadri aims to increase the share of Value-Added products (VAP) in its overall product mix to achieve higher margins at a portfolio level
- Presently, the Company has ~16% of VAP and it is expected to increase to 25% by FY25



Growth through new clients & geographies

- The Company will explore the opportunity to add more clients across all the business segments
- Sahyadri plans to strengthen its market share in the existing geographies and establish its presence in the newer territories across North and East India



Capacity Expansion

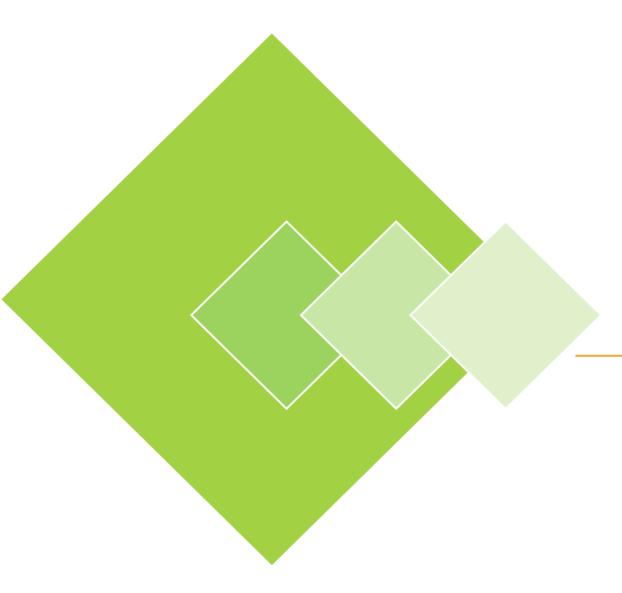
- The Company continuously enhances its manufacturing capabilities to cater to the growing demands
- Sahyadri will continue to expand its capacity going forward



Sound Financials

- A strong financial discipline coupled with the ability to generate regular free cash flows, allows Sahyadri to adequately fund its growth organically
- Capex to drive next leg of growth for the Company

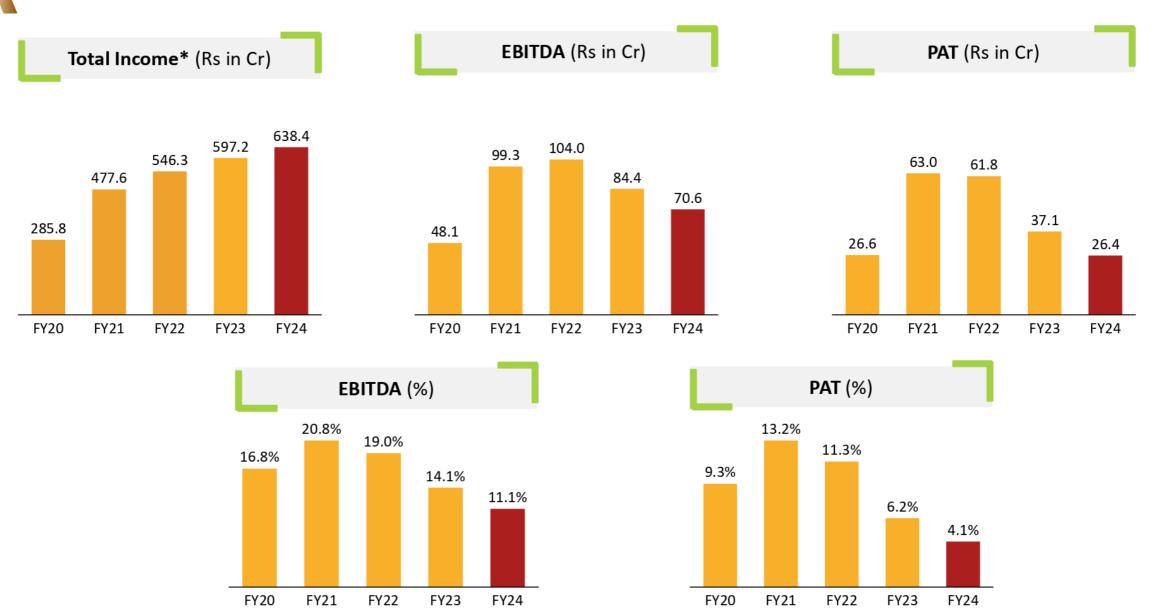




Financial Performance

Performance Highlights

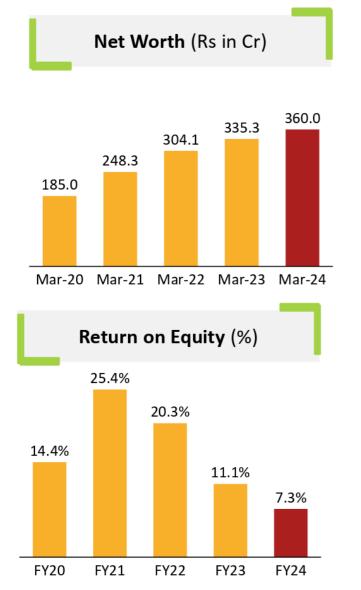


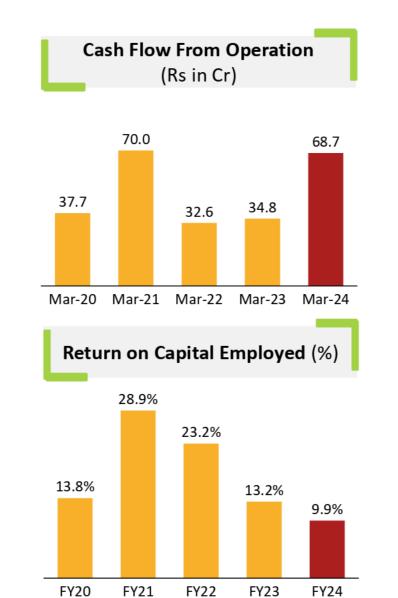


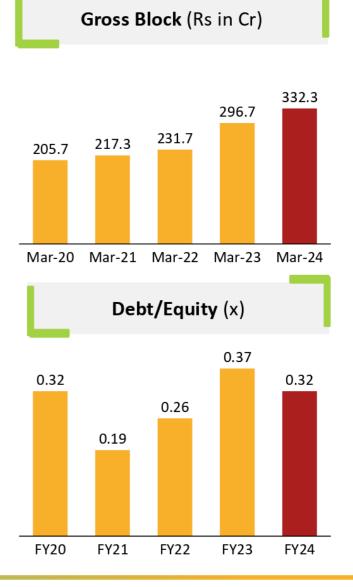
^{*} inclusive of Other income

Balance Sheet Highlights









Historical Profit & Loss Statement



Particulars (Rs. Cr)	FY24	FY23	FY22	FY21	FY20
Total Income [*]	638.4	597.2	546.3	477.6	285.8
Cost of Goods Solds	370.0	318.6	276.7	240.0	147.6
Gross Profit	268.4	278.6	269.7	237.6	138.2
Gross Profit Margin	42.0%	46.6%	49.4%	49.8%	48.4%
Employee Cost	40.7	37.7	33.4	30.1	22.6
Other Expenses	157.1	156.5	132.2	110.0	67.5
EBITDA	70.6	84.4	104.0	97.5	48.1
EBITDA Margin	11.1%	14.1%	19.0%	20.4%	16.8%
Depreciation	24.0	23.8	14.8	14.0	14.3
EBIT	46.6	60.6	89.3	83.5	33.7
EBIT Margin	7.3%	10.2%	16.3%	17.5%	11.8%
Finance Cost	11.3	9.0	4.6	4.9	5.4
Exceptional Item Gain / (Loss)	0.0	0.0	0.0	0.0	0.0
Profit before Tax	35.3	51.6	84.6	78.6	28.3
Profit before Tax Margin	5.5%	8.6%	15.5%	16.5%	9.9%
Tax	8.9	14.5	22.8	16.9	1.7
Profit After Tax	26.4	37.1	61.8	61.7	26.6
Profit After Tax Margin	4.1%	6.2%	11.3%	12.9%	9.3%
EPS	24.09	33.9	56.48	64.52	27.79

* inclusive of Other income

Historical Balance Sheet



Assets (Rs. Cr)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Non - Current Assets	249.6	235.8	199.4	149.3	145.8
Property Plant & Equipments	175.7	163.8	123.0	122.7	126.8
CWIP	42.4	36.0	54.1	4.0	1.7
Intangible assets	0.6	0.8	0.1	0.1	0.4
Right of use asset	4.8	4.9	5.0	3.8	3.9
Investments	0.2	0.2	0.2	0.1	0.1
Others	4.3	3.5	3.5	2.9	2.9
Other Non Current Assets	21.6	26.7	13.6	15.6	10.0
Current Assets	310.2	320.8	269.1	229.8	162.0
Inventories	238.2	227.2	174.3	113.3	76.5
Financial Assets					
Investments	12.0	11.2	21.1	47.9	30.6
Trade receivables	31.7	35.1	42.6	40.2	38.5
Cash and cash equivalents	4.5	2.3	1.0	1.0	0.3
Bank balances other than cash and cash equivalents	1.4	3.8	3.3	2.9	2.8
loans & Advances	0.2	0.0	0.1	0.0	0.0
Others	0.2	0.1	0.3	0.2	0.2
Other Current Assets	22.2	41.2	26.5	24.2	13.2
Total Assets	559.8	556.6	468.6	379.1	307.8

Equity & Liabilities (Rs. Cr)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Total Equity	360.0	335.3	304.1	245.1	185.0
Share Capital	11.0	11.0	11.0	9.6	9.6
Reserves & Surplus	349.1	324.4	293.1	235.5	175.5
Non-Current Liabilities	40.2	51.4	32.4	10.1	52.1
Financial Liabilities					
(i) Borrowings	32.8	43.3	23.8	0.9	38.8
(ii) Lease Liabilities	0.3	0.3	0.3	0.3	0.3
Provisions	2.7	2.0	2.1	2.3	1.9
Deferred Tax Liabilities	4.4	5.8	6.2	6.6	11.0
Current Liabilities	159.6	169.9	132.0	123.9	70.8
Financial Liabilities					
(i) Borrowings	82.9	80.8	56.1	6.8	20.0
(ii) Trade Payables	39.2	50.6	44.5	50.9	33.8
(iii) Lease	0.0	0.0	0.0	0.0	0.0
(iii) Others	18.1	19.7	19.6	55.4	12.1
Other Current Liabilities	16.0	16.1	9.3	8.7	3.2
Provisions	3.4	2.7	2.6	2.0	1.8
Total Equity & Liabilities	559.8	556.6	468.6	379.1	307.8

Historical Cash Flow Statement

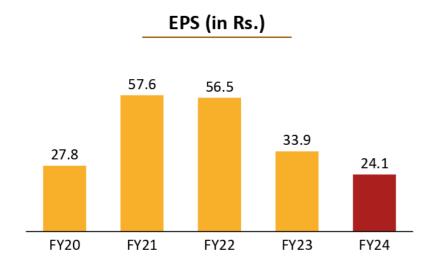


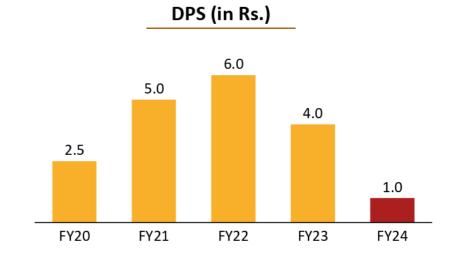
Particulars (Rs. Cr)	FY24	FY23	FY22	FY21	FY20
Net Profit Before Tax	35.3	51.6	84.6	80.4	28.3
Adjustments for: Non -Cash Items / Other Investment or Financial Items	35.2	32.4	19.2	16.3	18.9
Operating profit before working capital changes	70.5	84.0	103.8	96.7	47.1
Changes in working capital	-1.8	-49.3	-71.2	-26.7	-9.4
Cash generated from Operations	68.7	34.8	32.6	70.0	37.7
Direct taxes paid (net of refund)	-10.9	-18.0	-22.1	-20.3	-7.4
Net Cash from Operating Activities	57.8	16.7	10.5	49.7	30.3
Net Cash from Investing Activities	-34.0	-44.5	-32.9	-30.1	-33.6
Net Cash from Financing Activities	-21.6	29.1	22.4	-18.8	2.1
Net Decrease in Cash and Cash equivalents	2.2	1.3	0.0	0.7	-1.1
Add: Cash & Cash equivalents at the beginning of the period	2.3	1.0	1.0	0.3	1.4
Cash & Cash equivalents at the end of the period	4.5	2.3	1.0	1.0	0.3

Dividend History



Particulars (in Rs.)	FY24	FY23	FY22	FY21	FY20
Earnings Per Share	24.1	33.9	56.5	57.6	27.8
Interim Dividend Per Share	-	2.5	3	1.5	2.5
Final Dividend Per Share	1	1.5	3	3.5	-
Total Dividend Per Share	1	4	6	5	2.5







Contact us

Company: Investor Relations Advisors:



SGA Strategic Growth Advisors

CIN No: L26956PN1994PLC078941

CIN - U74140MH2010PTC204285

Mr. Rajib Gope

Mr. Aakash Mehta/ Mr. Mandar Chavan

Email: cs@silworld.in

aakash.s.m@sgapl.net / mandar.chavan@sgapl.net

+91 98706 79263/ +91 96993 82195

www.silworld.in

www.sgapl.net