

SAHYADRI INDUSTRIES LIMITED

Registered Office:

Date: 10th November, 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 Requirements) Regulations, 2015.

Dear Sir/Madam,

Please find attached herewith Investors Presentation for the quarter ended on 30th September, 2024 Please take the same on record and disseminate to the stakeholders.

Thanking You.

Yours Faithfully, FOR SAHYADRI INDUSTRIES LIMITED

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

Encl: As Above





Sahyadri Industries Limited

Investor Presentation
November'24

Safe Harbour

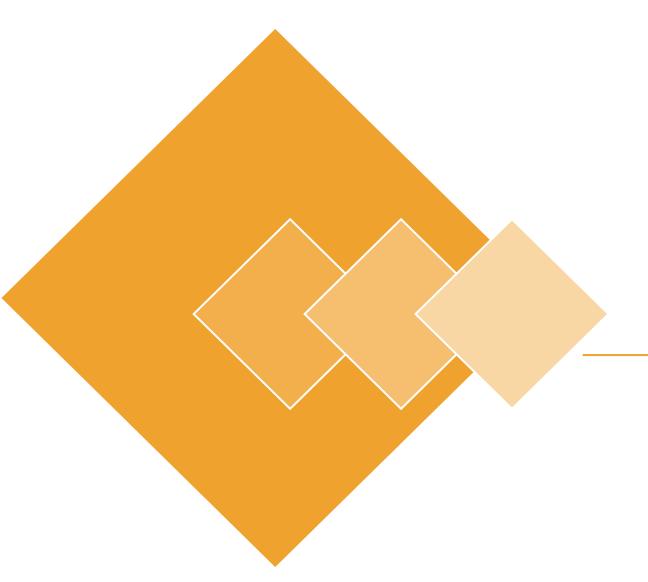


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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from 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.





Q2 & H1 FY25 Update

Management Commentary





Commenting on the results and performance for Q2 & H1 FY25, Mr Satyen Patel, Managing Director of Sahyadri Industries Limited, said:

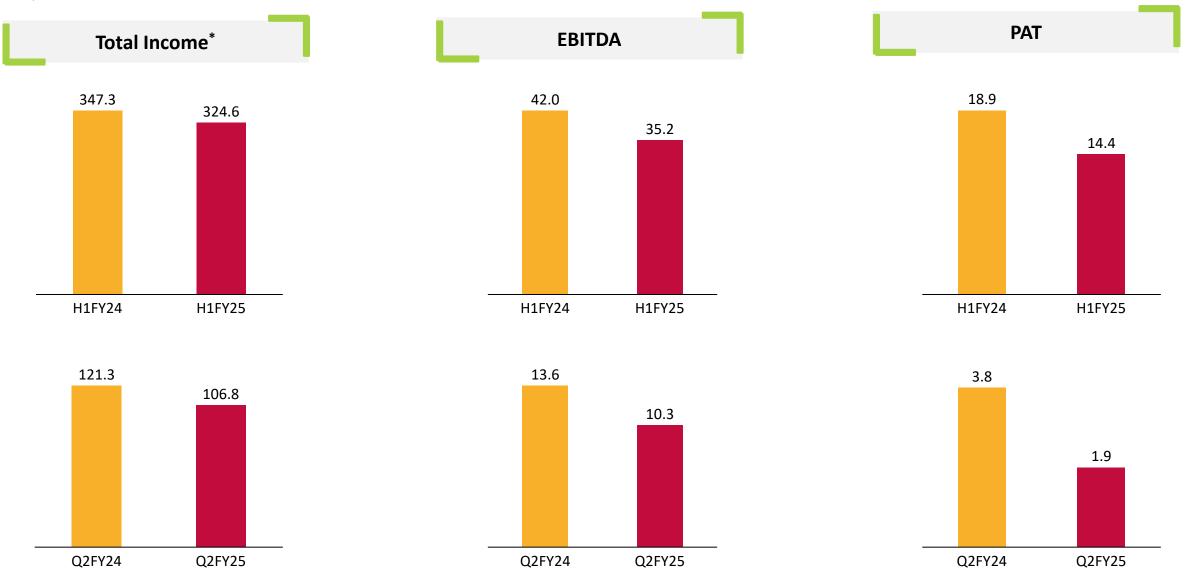
"The total income from the first half of the fiscal year declined by 6.6% to Rs 324.6 crore on a YoY basis. The decline is attributed towards lower offtake in volumes impacted by extended monsoon spanning across different parts of the country. The EBITDA has witnessed a de-growth of 16.3% to Rs 35.2 crore in H1FY25 as compared to corresponding period last year. The decline in EBITDA is primarily due to rise in ocean freight expenditure coupled with lower utilisation levels. The company registered 73% capacity utilisation H1FY25 against 77% in H1FY24. The EBITDA margins stood at 10.8% in H1FY25.

The on-ground challenges such as higher inflation and sluggish demand continues to persist affecting the overall performance of the company. Going ahead, we shall continue to optimise our capacities and focus on better cost control measures. We envisage demand revival in future."

Profit & Loss Statement



(Rs in Cr)



Profit & Loss Statement



Particulars (Rs. Cr)	Q2FY25	Q2FY24	YoY	H1FY25	H1FY24	YoY
Total Income [*]	106.8	121.3	-12.0%	324.6	347.3	-6.6%
Cost of Goods Solds	48.9	62.6		184.2	205.2	
Gross Profit	57.9	58.7	-1.4%	140.3	142.1	-1.3%
Gross Profit Margin	54.2%	48.4%		43.2%	40.9%	
Employee Cost	11.0	10.1		22.1	20.4	
Other Expenses	36.7	35.1		83.0	79.7	
EBITDA	10.3	13.6	-24.4%	35.2	42.0	-16.3%
EBITDA Margin	9.6%	11.2%		10.8%	12.1%	
Depreciation	6.1	5.7		12.4	11.5	
EBIT	4.1	7.8	-47.4%	22.8	30.5	-25.3%
EBIT Margin	3.9%	6.5%		7.0%	8.8%	
Finance Cost	1.4	2.6		3.3	5.1	
Profit before Tax	2.7	5.3	-49.0%	19.5	25.5	-23.5%
Profit before Tax Margin	2.5%	4.3%		6.0%	7.3%	
Tax	0.8	1.5		5.1	6.6	
Profit After Tax	1.9	3.8	-49.1%	14.4	18.9	-23.7%
Profit After Tax Margin	1.8%	3.1%		4.4%	5.4%	
EPS	1.76	3.47		13.18	17.28	

* inclusive of Other income

Balance Sheet Statement



Assets (Rs. Cr)	Sep-24	Mar-24
Non - Current Assets	238.9	249.6
Property Plant & Equipments	179.9	175.7
CWIP	30.7	42.4
Intangible assets	0.6	0.6
Right of use asset	4.8	4.8
Investments	0.2	0.2
Others	4.3	4.3
Other Non Current Assets	18.5	21.6
Current Assets	288.4	310.2
Inventories	201.0	238.2
Financial Assets		
Investments	12.5	12.0
Trade receivables	31.5	31.7
Cash and cash equivalents	0.2	4.5
Bank balances other than cash and cash equivalents	1.5	1.4
loans & Advances	0.1	0.2
Others	0.1	0.2
Other Current Assets	41.4	22.2
Total Assets	527.3	559.8

Equity & Liabilities (Rs. Cr)	Sep-24	Mar-24
Total Equity	373.3	360.0
Share Capital	11.0	11.0
Reserves & Surplus	362.4	349.1
Non-Current Liabilities	15.2	40.2
Financial Liabilities	<u> </u>	-
(i) Borrowings	8.7	32.8
(ii) Lease Liabilities	0.3	0.3
Provisions	3.0	2.7
Deferred Tax Liabilities	3.2	4.4
Current Liabilities	138.8	159.6
Financial Liabilities		
(i) Borrowings	64.0	82.9
(ii) Trade Payables	40.6	39.2
(iii) Lease	0.0	0.0
(iv) Others	16.3	18.1
Other Current Liabilities	12.8	16.0
Provisions for Employee Benefits	5.1	3.4
Total Equity & Liabilities	527.3	559.8

Cash Flow Statement



Particulars (Rs. Cr)	H1FY25	H1FY24
Net Profit Before Tax	19.5	25.5
Adjustments for: Non -Cash Items / Other Investment or Financial Items	15.8	16.6
Operating profit before working capital changes	35.3	42.1
Changes in working capital	15.4	-21.7
Cash generated from Operations	50.7	20.3
Direct taxes paid (net of refund)	-2.7	-5.6
Net Cash from Operating Activities	48.0	14.7
Net Cash from Investing Activities	-4.8	-24.1
Net Cash from Financing Activities	-47.4	8.4
Net Decrease in Cash and Cash equivalents	-4.2	-1.0
Add: Cash & Cash equivalents at the beginning of the period	4.5	2.3
Cash & Cash equivalents at the end of the period	0.2	1.3

Capex Update

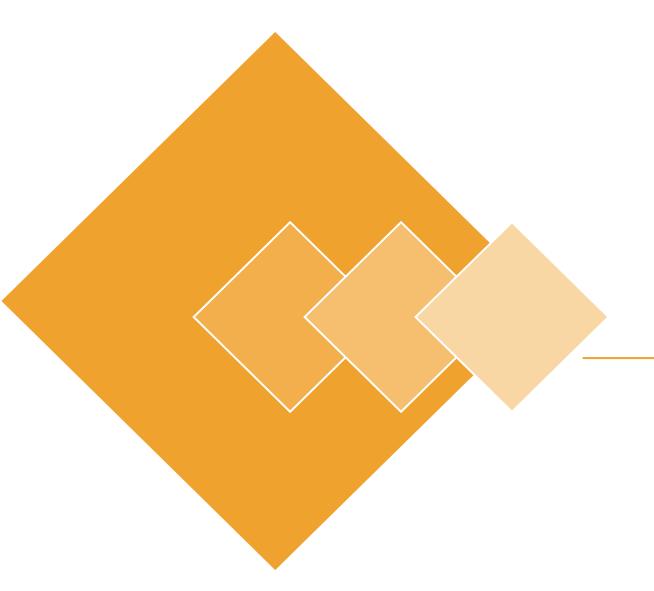




Location	Orissa	Maharashtra
Product Type	Asbestos Corrugated Sheet	Non-Asbestos Cement Boards
Capacity (MTPA)	1,20,000	72,000
CAPEX (Rs in Cr)	95	95
Source of Fund	Internal Accruals & Debt	Internal Accruals & Debt
Products Catering to	East Market	Western & North India
Remarks	Company is in process of 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

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





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



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











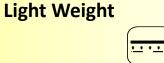
























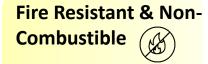
















CSR activities... A Responsible Corporate



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

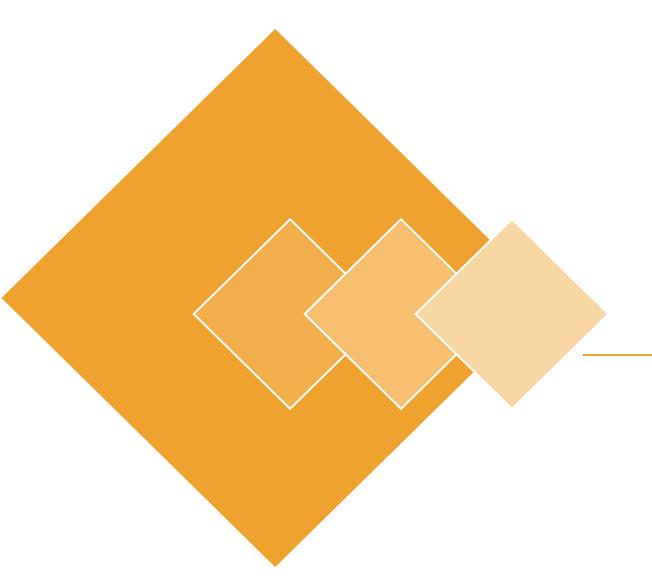
Cemply Swachalay

- 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

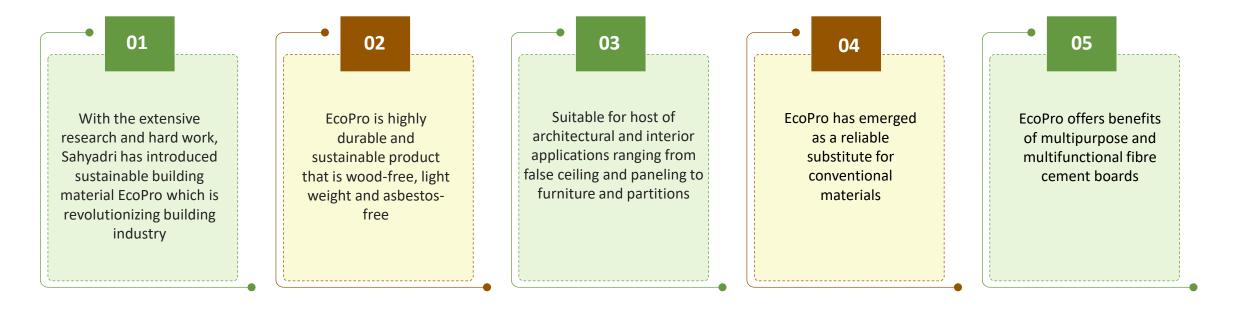




Product Portfolio

Product Portfolio – EcoPro Cement Boards



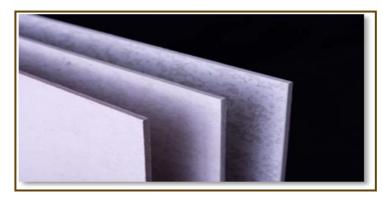


EcoPro- The 21st Century Designer Fibre Cement Boards



Product Portfolio – Cemply Flat Sheet









Cemply flat sheets are suitable for application areas like furniture, side panelling, false ceilings

Cemply flat sheets are available in multiple sizes and with various forms of thickness

Cemply 18 is a very popular for mezzanine flooring

Cemply flat sheet offers strength, durability and elasticity together

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



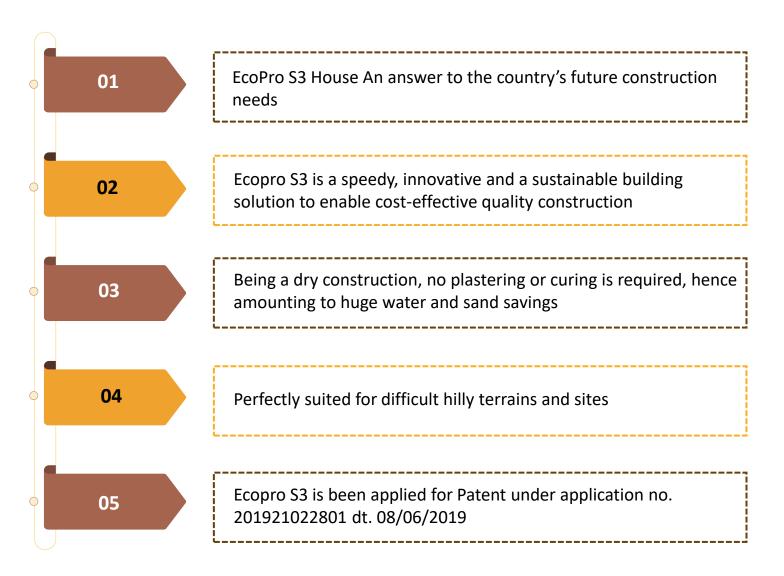
The cement sheets do not get blown away due to its dead weight because of which the roof remains intact

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







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

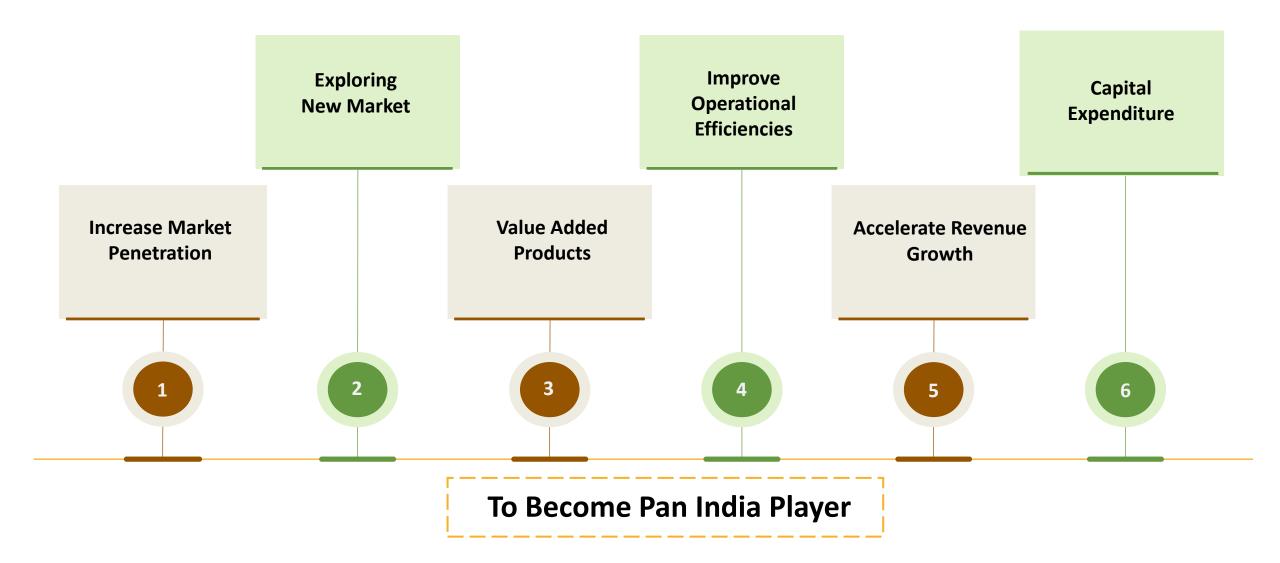
Resistant to chemical attack

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 ~17% 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

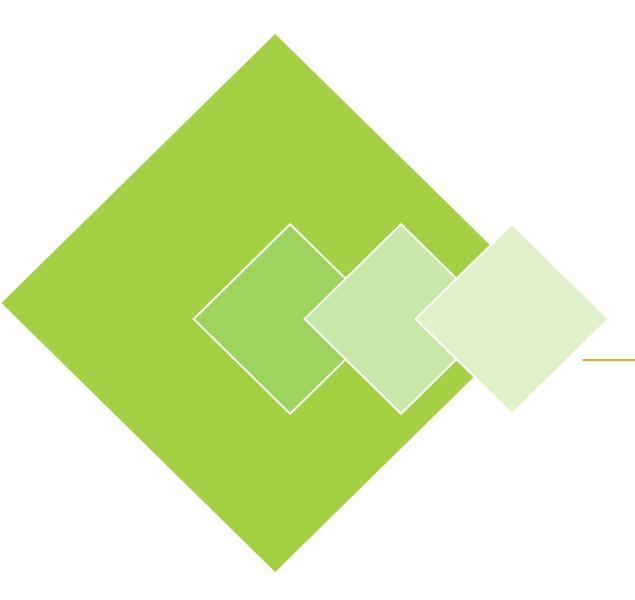
- The Company continuously enhances its manufacturing capabilities to cater to the growing demands
- Sahyadri will continue to expand its capacity going forward



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

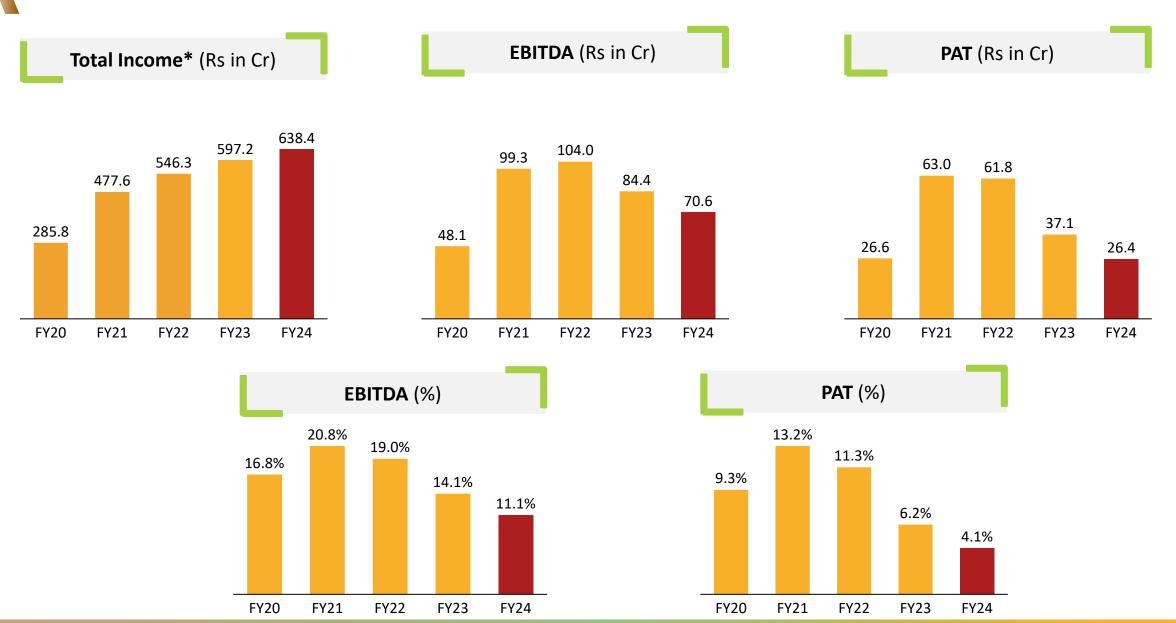




Financial Performance

Performance Highlights



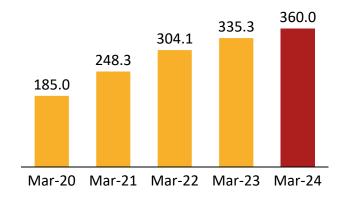


* inclusive of Other income

Balance Sheet Highlights





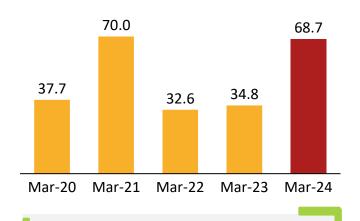


Return on Equity (%) 25.4% 20.3% 14.4% 11.1% 7.3%

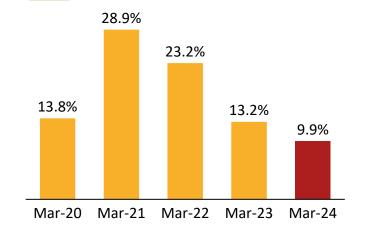
Mar-21 Mar-22 Mar-23 Mar-24

Mar-20

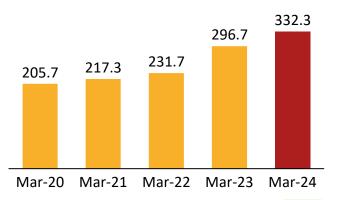
Cash Flow From Operation (Rs in Cr)

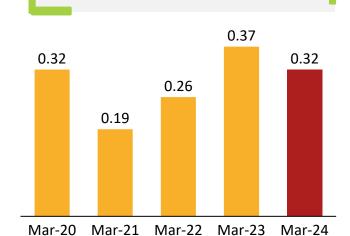


Return on Capital Employed (%)



Gross Block (Rs in Cr)





Mar-20

Mar-21

Debt/Equity (x)

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%

* 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

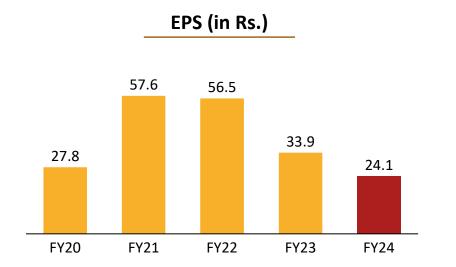


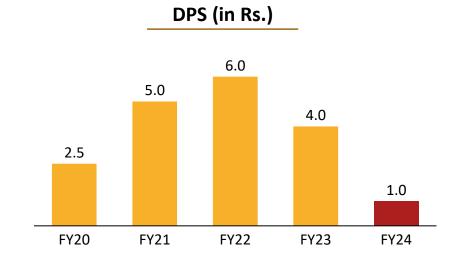
Particulars (Rs. Cr)	FY24	FY23	FY22	FY21	FY20
Net Profit Before Tax	35.3	51.6	84.6	80.4	28.3
Adjustments for: Non -Cash Items / Other Investment or Financial Items	35.2	32.4	19.2	16.3	18.9
Operating profit before working capital changes	70.5	84.0	103.8	96.7	47.1
Changes in working capital	-1.8	-49.3	-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





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

CIN - U74140MH2010PTC204285

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