

# ADOR WELDING LIMITED



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Website : www.adorwelding.com  
Corporate Identity No: L70100MH1951PLC008647

AWL/SEC/SE/2017-18

13<sup>th</sup> September, 2017

**BSE LTD.**

Phiroze Jeejeebhoy Towers,  
01<sup>st</sup> Floor, Dalal Street,  
Fort,  
Mumbai - 400 023.

**NATIONAL STOCK EXCHANGE OF INDIA LTD.**

Exchange Plaza, C - 1, Block G,  
Bandra-Kurla Complex,  
Bandra (E),  
Mumbai - 400 051.

**Company Scrip Code: 517041**

**Company Scrip Code: ADORWELD**

Dear Sirs,

**Sub: Presentation made to the Analyst / Institutional Investors**

Pursuant to Regulation 30 (6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our letter dated 08<sup>th</sup> September, 2017 about the Analyst / Institutional Investors Meet scheduled today, i.e. on 13<sup>th</sup> September 2017, we wish to inform that the Company conducted a meeting today at its Corporate Office in Mumbai with a few Analyst / Institutional Investors and generally informed them about the Company's progress, updates on business / financials for Q1 of FY 2017-18 and how the rest of FY 2017-18 may look. We also addressed analysts / investors queries.

We are attaching herewith the Presentation made at the said meeting. The same is also being placed on the Company's website: [www.adorwelding.com](http://www.adorwelding.com).

Kindly take the same on record and acknowledge its receipt.

Thanking you,

Yours Sincerely,  
For **ADOR WELDING LIMITED**

A handwritten signature in blue ink, appearing to read "V. M. Bhide", written over a horizontal line.

V. M. BHIDE

**COMPANY SECRETARY**

Encl.: As Above





WELDERS TO THE NATION SINCE 1951  
**ADOR WELDING LIMITED**  
 (Formerly Advani-Oerlikon Ltd.)  
 www.adorwelding.com



## Investor Presentation

13<sup>th</sup> Sep 2017

**Welders To The Nation Since 1951**

Strong Presence  
 In Welding  
 Industry  
 since.



**300 +**

Distributors in India

**70 +**

Reach across 70 plus  
 countries

R&D division completed **7+**  
 Years of registration  
 with department of  
 scientific & industrial  
 research (DSIR), Govt.  
 Of India



Exporting



26<sup>+</sup> years of existence  
 in Project Engineering  
 Business



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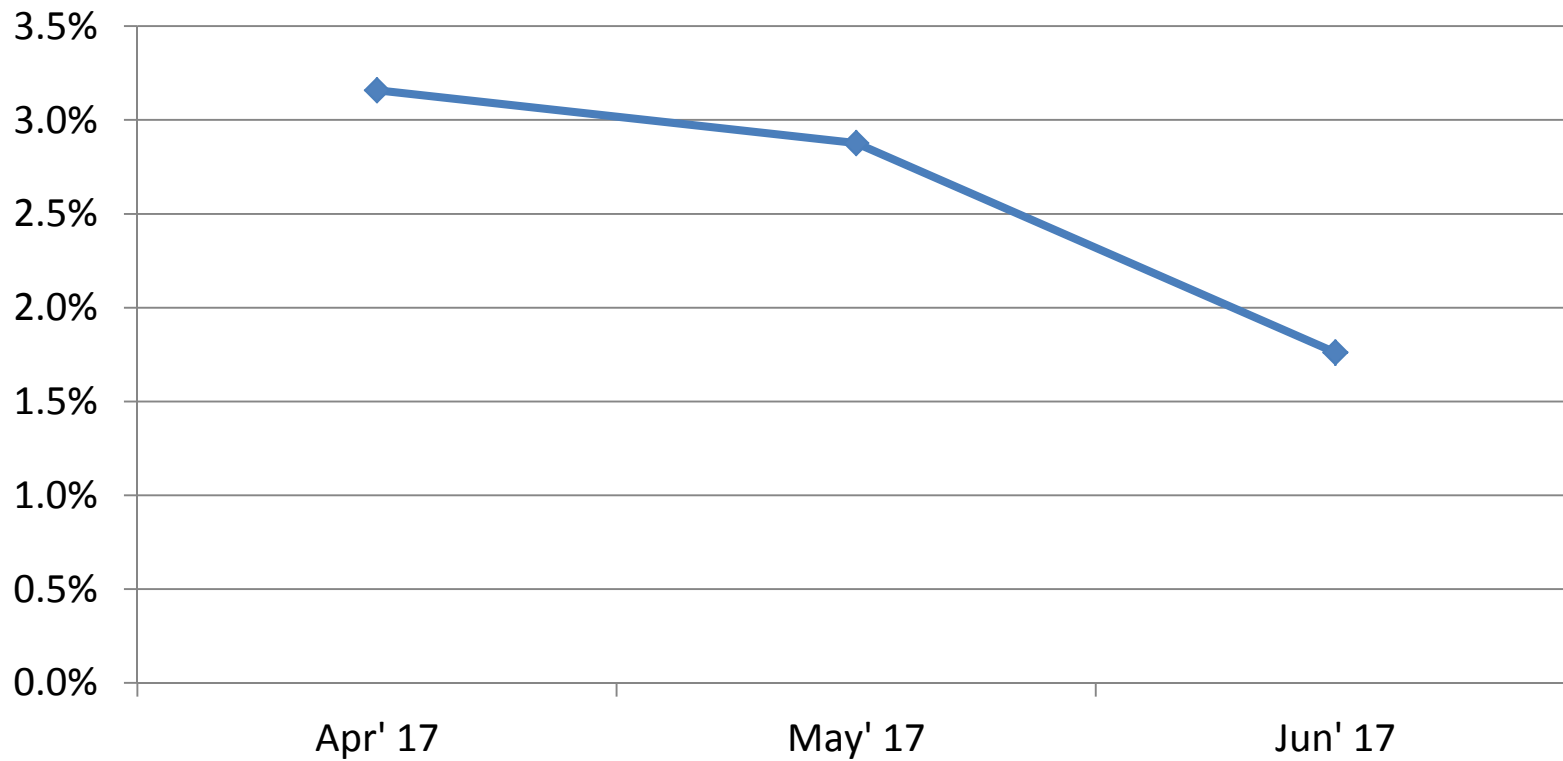
- Macro Economic and Business Environment
- Shareholding pattern as at 30<sup>th</sup> June, 2017
- Performance Highlights
- Financial Performance
- Way Forward



## Macro Economic and Business Environment

### Manufacturing IIP YTD YoY Growth %

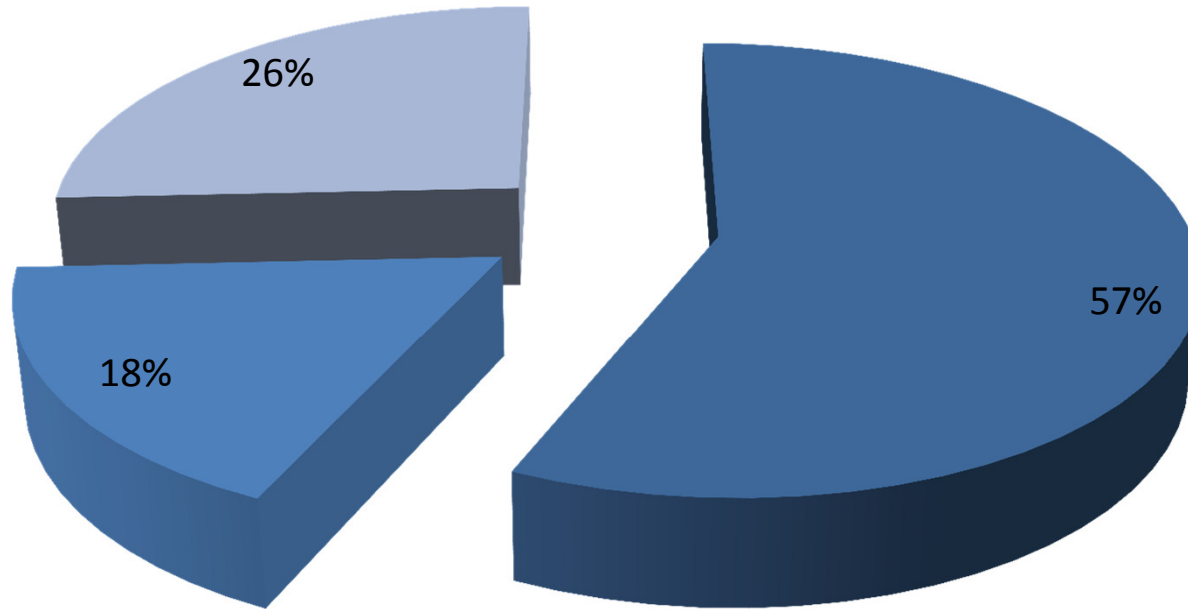
Base Year: 2011-2012



Source: MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)



## Shareholding Pattern (as at 30<sup>th</sup> June 2017)

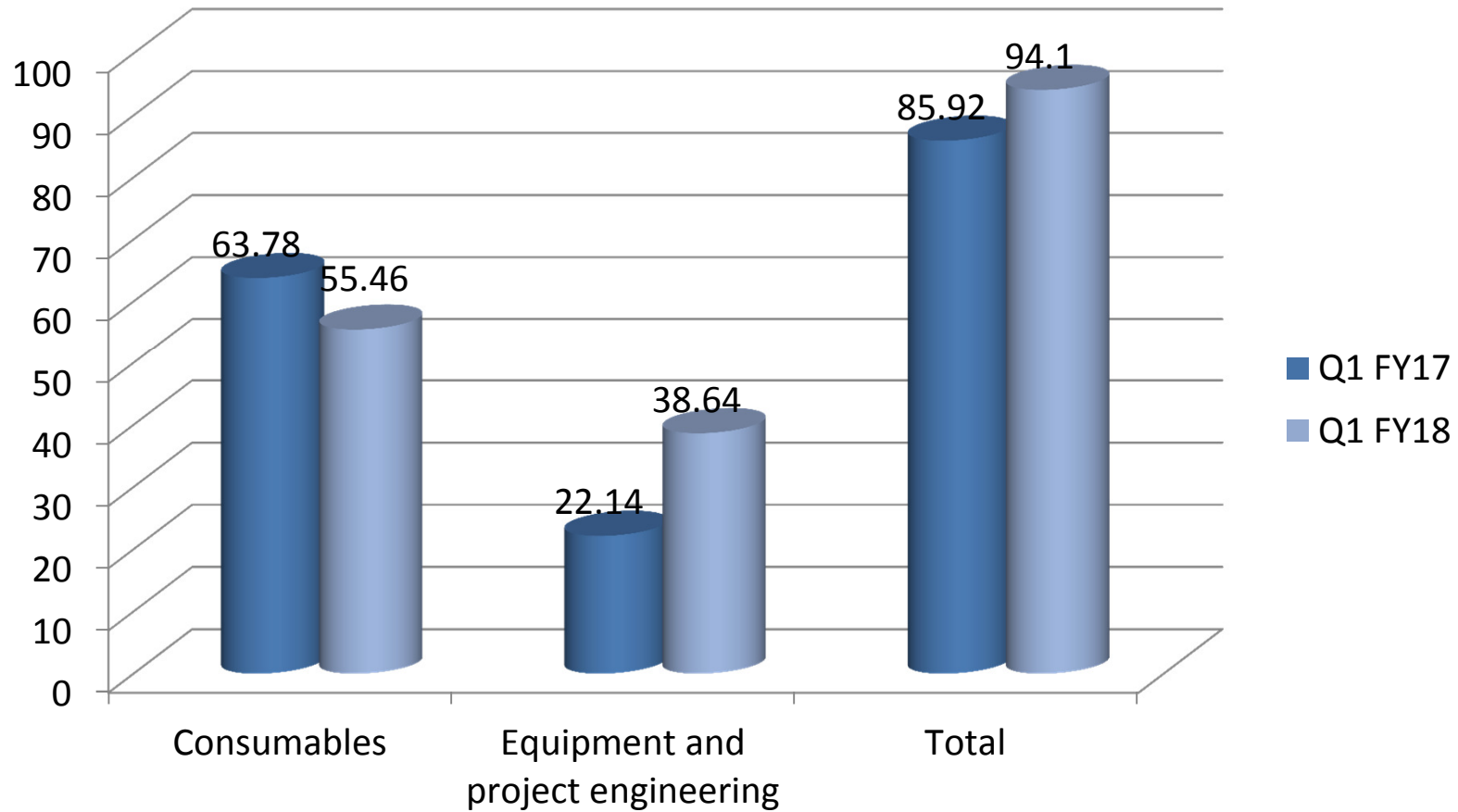


■ Promoter & Promoter Group   ■ Institutions   ■ Non-Institutions



## Performance Highlights

### Segment-wise Performance (Inclusive of Excise) - Rs. Crs





## Financial Performance

Particulars	Rs. in Cr.	
	Q1 FY-18	Q1 FY-17
Sales/Income from Ops (Net of Excise)	87.13	77.94
Other Income	2.98	1.73
Material Cost	63.51	51.87
EBITDA	3.38	4.41
PBT	-0.1	1.46
PAT	-0.07	1.19
Employee Cost	9.61	9.5
Employee Cost/Net Sales(%)	11%	12%





## Financial Performance

Ratio Type	Ratio	Q1 FY-18	Q1 FY-17
Financial Performance as % of Net Sales	EBITDA	3.9%	6.0%
	PBT	-0.1%	2.2%
	PAT	-0.1%	1.7%
	Cost Of Material	72.9%	66.5%

Net of excise duty



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## Way Forward

The focus for FY 2017-18 will continue on:

- Market Share Strategy for achieving growth with focus on high margin products
- Concentration on building specialization in welding automation and provide end to end solutions
- Continuous cost control through rationalization of facilities in manufacturing and sales process
- Exploring tie-ups with leading international equipment manufacturers for technology absorption and incremental sale.
- Continuous focus on expanding capabilities in Project Engineering Business to address new products/clients.
- Exploring new geographies.



Thank You!

**ador**  
**WELDING**