

ADOR WELDING LIMITED



REGD. & CORPORATE OFFICE
Ador House, 6, K. Dubash Marg, Fort,
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/2016-17

05th August, 2016

BSE LTD.

Phiroze Jeejeebhoy Towers,
01st 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 the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our letter dated 03rd August, 2016 about the Analyst / Institutional Investors Meet scheduled today, i.e. on 05th August 2016, we wish to inform that the Company conducted a meeting today at the Corporate Office in Mumbai with a few Analyst/ Institutional Investors and generally informed them about the Company's progress, updates on earnings for Q1 of FY 2016-17, etc.

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.

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", with a horizontal line underneath.

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

5th Aug 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


48 Years

Exporting since



26 years of existence in project engineering business



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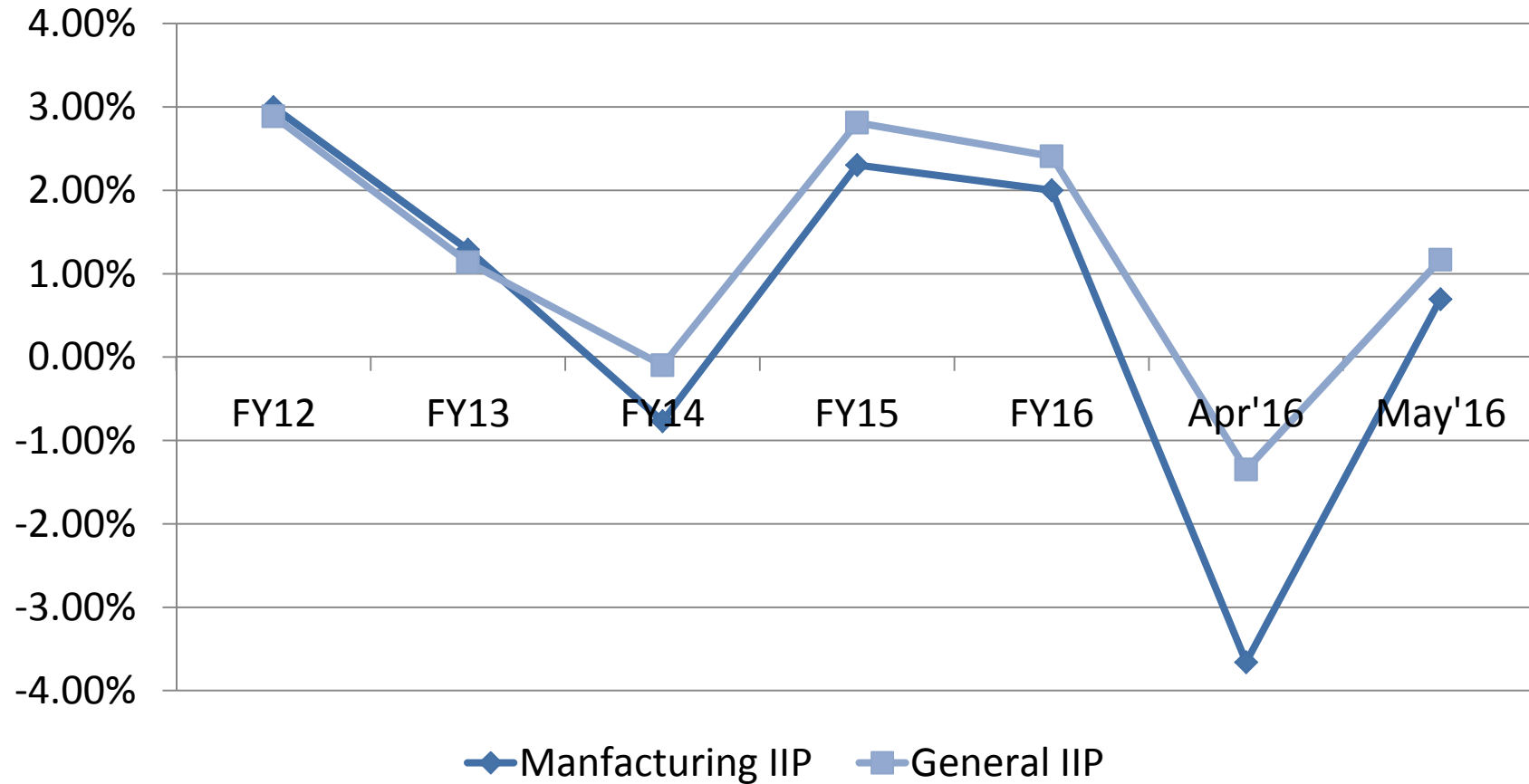
Contents

- Macro Economic and Business Environment
- Shareholding pattern as at 30th June, 2016
- Performance Highlights
- Financial Performance
- Way Forward



Macro Economic and Business Environment

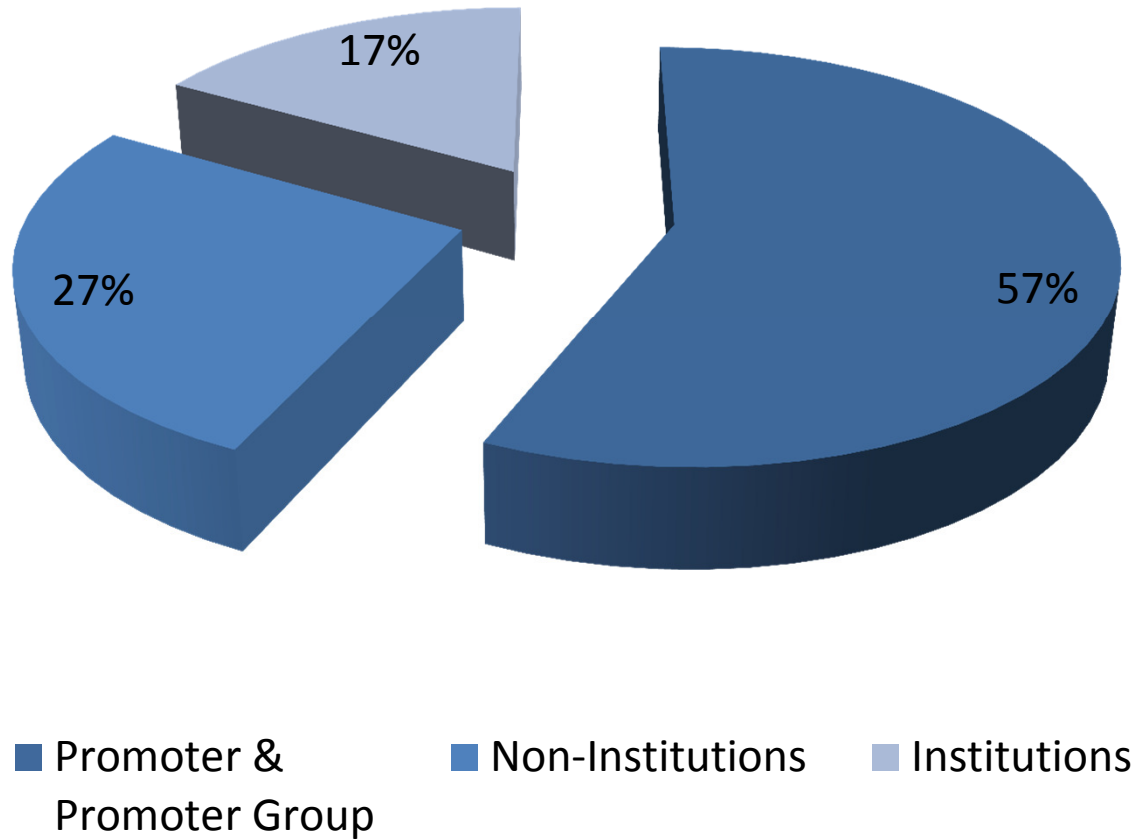
YoY IIP growth (Base Year 2004-2005)



Source: MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)



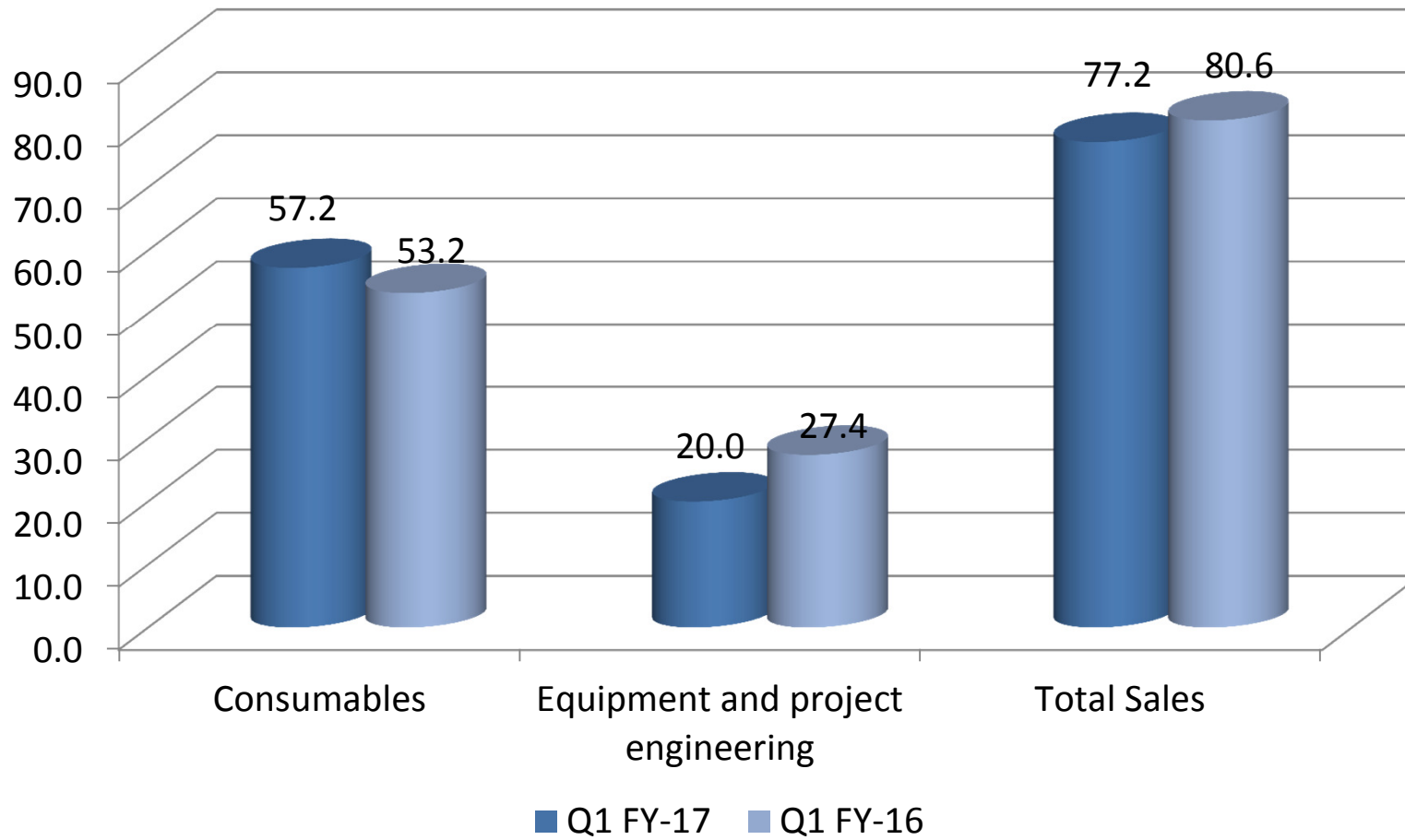
Shareholding Pattern (as at 30th June 2016)





Performance Highlights

Segment-wise Performance (Rs. in Cr)





Performance Highlights

Segment	Growth % in Q1 FY-17 over Q1 FY-16
Domestic Consumables Volume (MT)	12%
Domestic Equipment Volume (Nos.)	4%
Exports – Consumables Volume (MT)	45%
Exports – Equipment Volume (Nos.)	-57%
Project Engineering Value (Rs.)	-71%



Financial Performance

Particulars	Rs. in Cr	
	Q1 FY-17	Q1 FY-16
Net Sales/Income from Ops	77.18	80.6
Other Income	2.19	0.86
Material Cost	51.33	48.88
EBITDA	4.65	10.41
PBT	1.71	7.2
PAT	1.34	5.6
Employee Cost	9.46	9.12
Employee Cost/Net Sales(%)	12%	11%



Financial Performance

Ratio Type	Ratio	Q1 FY-17	Q1 FY-16
Financial Performance as % of Net Sales	EBITDA	6.0%	13.0%
	PBT	2.2%	9.0%
	PAT	1.7%	5.3%
	Cost Of Material	66.5%	60.9%
	Total Expense	100.6%	91.8%



Financial Performance

Sr. No.	Reason for lower profitability	Action Plan
1	Drop in Consumables ARP was more than the drop in input prices resulting in lower GM as compared to Q1 last year	Improve realization from consumables and competitive sourcing of R/M will improve GM and PBT in Q2.
2	Higher manufacturing expenses due to: i. One time repair expenses at Silvassa ii. Higher Spares /Stores expenses at Silvassa due to Repair & Maintenance iii. Revision in electricity prices and minimum wages at Raipur	i. One time expense ii. One time expense iii. Improve realization / reduce other manufacturing cost.
3.	Lower billing for PEB contributed negatively to the PBT.	Build order pipeline.



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Way Forward

The focus for FY 2016-17 will continue on:

- Market Share Strategy for achieving growth.
- 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!

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