

#### SIL/BSE/NSE/2023-24

#### February 09, 2024

То,	То,
The General Manager,	The Listing Department.
Department of Corporate Services,	National Stock Exchange of India Limited
BSE Limited,	Exchange Plaza, C-1, Block G
P.J. Towers, Dalal Street,	Bandra Kurla Complex
Mumbai – 400001	Bandra (E), Mumbai – 400 051
Company Code No.: 511076	Trading Symbol: SATINDLTD

#### Sub: Quarterly Earning Updates for the Quarter ended December 31, 2023.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Quarterly Earning Updates for the Quarter ended December 31, 2023

Kindly take the same on your record.

Thanking you,

Yours faithfully,

#### FOR SAT INDUSTRIES LIMITED

Harikant Gale de gold de l'est de l'est de l'est que l'est de l'es

Harikant Turgalia Whole-Time Director & CFO DIN: 00049544

Encl.: As above



# SAT INDUSTRIES LIMITED EARNINGS RELEASE

Q3 & 9M | FY24 February 09, 2024

A symphony of strengths

# DIVERSIFIED DYNAMIC DRIVEN



## SAFE HARBOR



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## Q3 & 9M FY24 Performance Highlights

## Key Highlights - Q3 & 9M FY24 (Consolidated)



#### Financial Performance (Q3 FY24):

- Total Income stood at ₹ 128.30 Cr., YoY growth of 7.17%
- Operational EBITDA stood at ₹ 25.74 Cr., with YoY growth of 51.39%
- PBT stood at ₹ 21.24 Cr., with a YoY growth of 76.72%
- Net profit surged to ₹ 14.71Cr., with YoY growth of 52.39%

#### Financial Performance (9M FY24):

- Total Income stood at ₹ 655.60 Cr., YoY growth of 78.30%
- Operational EBITDA\* stood at ₹ 68.11 Cr., with a YoY growth of 29.81%
- PBT stood at ₹ 312.24 Cr., with a YoY growth of % 618.89%
- Net profit surged to ₹ 259.86 Cr., with YoY growth of 665.45%

\*Operational EBITDA for the period of 9M FY24 excludes proceeds received from the sale of stake in Aeroflex's IPO by Sat (Promoter).

## Key Highlights - Q3 & 9M FY24 (Standalone)

#### Financial Performance (Q3 FY24):

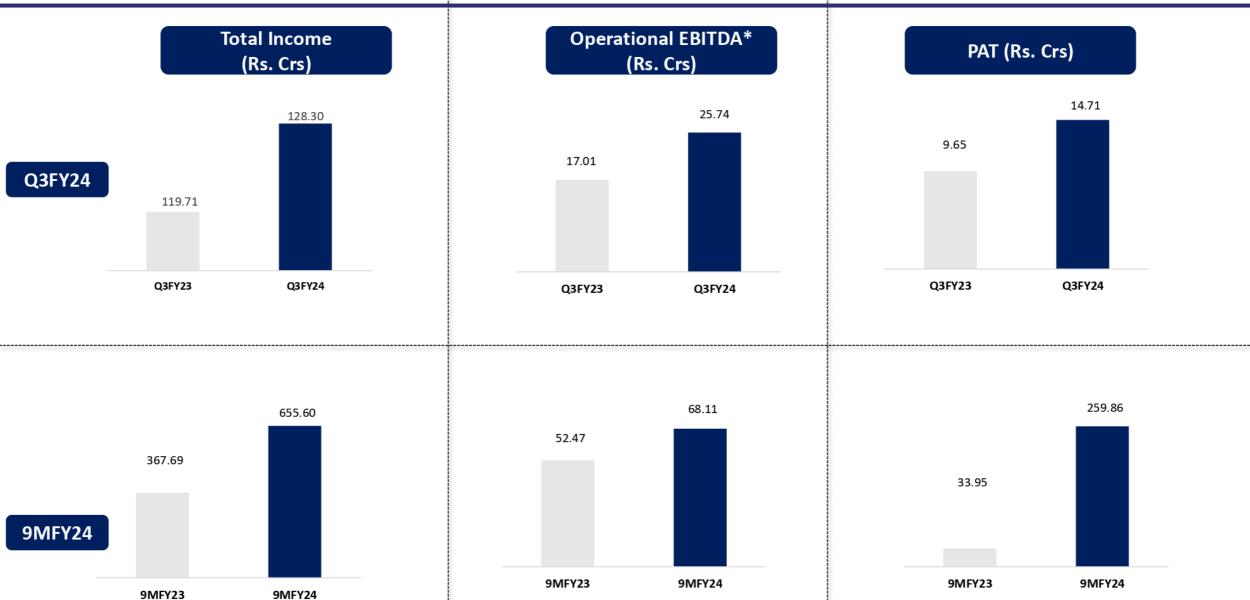
- Total Income stood at ₹ 23.76 Cr., YoY change of -19.23%
- EBITDA stood at ₹ 6.92 Cr., with YoY growth of 50.16%
- PBT stood at ₹ 6.19 Cr., with a YoY growth of 109.44%
- Net profit surged to ₹ 4.33 Cr., with YoY growth of 69.07%

#### Financial Performance (9M FY24):

- Total Income stood at ₹330.17 Cr., YoY growth of 303.18%
- EBITDA stood at ₹ 268.30 Cr., with a YoY growth of 2629.16%
- PBT stood at ₹ 266.76 Cr., with a YoY growth of 3254.81%
- Net profit surged to ₹ 226.72 Cr., with YoY growth of 3324.25%

## Key Performing Metrics - Q3 & 9M FY24 (Consolidated)





<sup>\*</sup>Operational EBITDA for the period of 9M FY24 excludes proceeds received from the sale of stake in Aeroflex's IPO by Sat (Promoter).

## **Management Comments**



Commenting on the performance of Q3 and the nine months ended FY24, our Whole-time Director is pleased to present the financial and operational achievements.

Our consolidated total income witnessed impressive growth, with a year-on-year increase of 7.17% from ₹119.71 Cr. in Q2 FY23 to ₹128.30 Cr. in Q3 FY24, showcasing the sustained acceptance of our products across diverse industries

Furthermore, our operational EBITDA, experienced notable growth, rising from ₹17.01 Cr. in Q3 FY23 to ₹25.74 Cr. in Q3 FY24, reflecting our continued focus on operational efficiency and strategic initiatives. Moreover, our Profit After Tax (PAT) experienced a remarkable increase of 52.39%, rising from ₹9.65 Cr. in Q2 FY23 to ₹14.71 Cr. in Q3 FY24, underlining the strength of our financial performance and operational strategies.

For the nine months ended FY24, our total income surged by 78.30%, reaching ₹655.60 Cr. compared to ₹367.69 Cr. in the corresponding period of FY23. Similarly, our operational EBITDA\* saw a significant increase, climbing from ₹52.47 Cr. to ₹68.11 Cr.

Turning to our businesses,

**Investments:** we remain committed to being strategic and sector-agnostic angel investors, focusing primarily on pre-seed and seed-stage startups. We actively monitor the progress of our portfolio companies every quarter and continue to explore potential pathways for inorganic expansion, particularly in the realm of packaging and flexible flow solutions. This strategic pursuit aims to enhance our capabilities through both backward and forward integration, ensuring our enduring presence at the forefront of innovation and industry leadership.

Aeroflex Industries Limited: continued to sustain resilient momentum, achieving a remarkable 26% growth in exports, with substantial contributions from key segments such as fire sprinklers and other innovative industries. We are aiming to set up the full-fledged Metal Bellows plant by December 2024. The new plant in phase 1 expansion will have a capacity to make 120,000 units a year out of Total capacity of 3,00,000 units.

Sah Polymers Limited: is strategically entering the food and pharma grade bulk packaging market and the geo textile market. These markets command superior quality products and also provide scope for better margins. Our focus will remain on improving our capabilities, cost reduction, new product development and sustainable growth.

Beyond the numbers, our business units have exhibited strength and resilience in their respective markets. From expanding our product portfolios to venturing into new market segments, we have proactively pursued avenues for growth and innovation. Our efforts to enhance operational capabilities, streamline processes, and invest in cutting-edge technology have positioned us as leaders in our industry, poised for sustainable growth in the long term.

As we look ahead, we remain committed to upholding the highest standards of corporate governance, sustainability, and stakeholder engagement.

Thank you for your continued support.

<sup>\*</sup>Operational EBITDA for the period of 9M FY24 excludes proceeds received from the sale of stake in Aeroflex's IPO by Sat (Promoter).

## Consolidated Profit & Loss Statement



Profit & Loss (Rs. Crs)	Q3 FY24	Q3 FY23	YoY	9M FY24	9M FY23	YoY
Revenue from Operations	118.24	115.85		385.20	359.17	
Other Income*	10.06	3.86		270.40	8.52	
Total Income	128.30	119.71	7.17%	655.60	367.69	78.30%
Cost of Material Consumed	81.77	72.42		260.75	248.94	
Purchases of Stock-in-Trade	(0.54)	6.80		4.11	10.19	
Changes in Inventories	(5.34)	0.63		(14.22)	(13.84)	
Employee Benefit Expenses	9.59	7.93		27.06	22.72	
Other Expenses	17.08	14.93		51.37	47.20	
EBITDA	25.74	17.01		326.53	52.47	
Operational EBITDA**	25.74	17.01	51.39%	68.11	52.47	29.81%
Operational EBITDA Margin	20.07%	14.21%	586 bps	17.15%	14.27%	288 bps
Depreciation	2.32	1.99		6.67	5.07	
Finance Cost	2.18	3.00		7.61	5.96	
Exceptional Item (Gain) / Loss	-	-		-	(2.00)	
Profit before Tax	21.24	12.02	76.72%	312.24	43.43	618.89%
PBT Margin	16.56%	10.04%	652 bps	47.63%	11.81%	3690 bps
Tax	6.53	2.37		52.39	9.49	
Profit After Tax	14.71	9.65	52.39%	259.86	33.95	665.45%
PAT Margin	11.46%	8.06%	340 bps	39.64%	9.23%	3149 bps
EPS (in Rs.)	1.30	0.85		22.98	3.00	

<sup>\*</sup> Other Income for the period of 9M FY24 includes proceeds from the offer for the sale of stake in Aeroflex's IPO by Sat (Promoter).

<sup>\*\*</sup>Operational EBITDA for the period of 9M FY24 excludes proceeds received from the sale of stake in Aeroflex's IPO by Sat (Promoter).

## Standalone Profit & Loss Statement



Profit & Loss (Rs. Crs)	Q3 FY24	Q3 FY23	YoY	9M FY24	9M FY23	YoY
Revenue from Operations	17.76	27.55		65.13	76.03	
Other Income	6.00	1.87		265.04	5.86	
Total Income	23.76	29.41	(19.23%)	330.17	81.89	303.18%
Cost of Material Consumed	13.43	21.06		50.21	61.76	
Purchases of Stock-in-Trade	0.89	0.22		2.27	1.40	
Changes in Inventories	0.00	0.00		0.00	(0.14)	
Employee Benefit Expenses	0.52	0.35		1.38	0.86	
Other Expenses	2.00	3.17		8.01	8.17	
EBITDA	6.92	4.61	50.16%	268.30	9.83	2629.16%
EBITDA Margin	29.13%	15.67%	1346 bps	81.26%	12.00%	6926 bps
Depreciation	0.12	0.24		0.39	0.41	
Finance Cost	0.61	1.41		1.15	1.47	
Exceptional Item (Gain) / Loss	-	-		-	-	
Profit before Tax	6.19	2.96	109.44%	266.76	7.95	3254.81%
PBT Margin	26.06%	10.05%	1601 bps	80.80%	9.71%	7109 bps
Tax	1.86	0.40		40.04	1.33	
Profit After Tax	4.33	2.56	69.07%	226.72	6.62	3324.25%
PAT Margin	18.22%	8.70%	951 bps	68.67%	8.09%	6058 bps
EPS (in Rs.)	0.38	0.23		20.05	0.59	



## **Business Overview**

#### **About the Business**

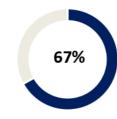


- SAT, with a legacy of 39+ years, has established itself as a prominent manufacturer of Stainless-Steel Wire Rods and has carved a niche in this industry by manufacturing high-quality Stainless Steel Wire Rods.
- SAT along with its subsidiaries has diversified business interest spanning across manufacturing businesses like industrial packaging solutions, flexible flow solutions, lending & financing and investing in strategic businesses and startups which mentors disruptive and early-stage start-ups.
- The company works with a business model that is perfectly balanced between core cash-flow generating businesses, and investment in high-growth strategic businesses & startups to create a distinctive competitive edge.
- It has a global presence with sales touchpoints in over 100+ countries and offices in strategic locations such as Mumbai, Dubai, and London.
- The Company is at the forefront of the revolution, spearheading the adoption of novel solutions that are more efficient, cost-effective and sustainable.

#### **GROUP STRUCTURE**



**AEROFLEX INDUSTRIES LTD** 



Metallic Flexible Flow Solutions INDIA



SAH POLYMERS LTD



Flexible Bulk Packaging INDIA









ITALICA GLOBAL FZC UAE



Trading UAE





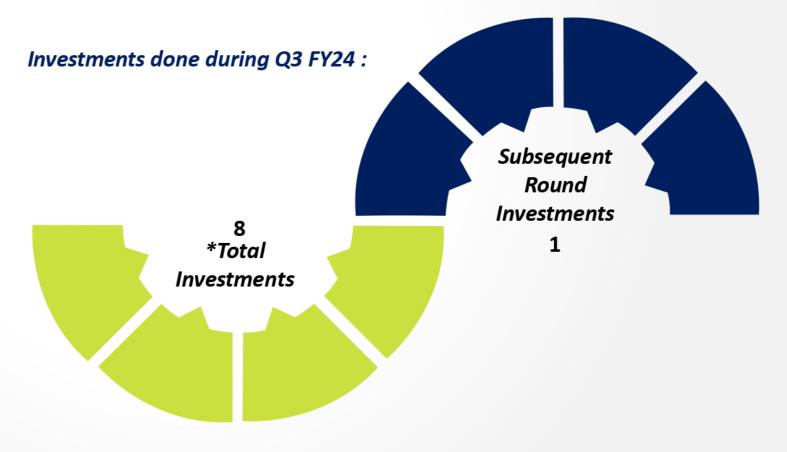
**Lending & Financing** INDIA

## Investment in Startups



- □ SAT actively invests in early-stage start-ups and so far, has invested in 141 companies across 27 sectors
- As of 31st December 2023, SAT has invested in startups across different sectors such as food tech,ed-tech, e-commerce, hyper-local services, digital media portal, hyper-local advertising, virtual reality products, artificial intelligence-enabled research platform, and IoT products among others.
- □ Some of the major investments include Venture Catalysts (Vcats), 1Crowd, Eduvanz, Beams Fintech Fund, Artha Select Fund, Rare Planet, Kerala Banana Chips, and LenDen Club.









## **Aeroflex Industries Limited**

## Leading Manufacturer of Metallic flexible flow solutions







Incorporated in 1993, part of the promoter group Sat Industries Limited (BSE & NSE Listed Company)



Leading Manufacturer of Metallic flexible flow solutions



Used for controlled flow of all forms of substances including Solid, Liquid and Gas



Exports to **87+ countries** across Asia, Americas, Europe and Africa, through a diversified goto-market model



No. of SKU's



Global Customers
Accreditations



9M FY24 Revenue



Customized
Solution Provider

#### In-House R&D



NABL Accredited Lab

72+

Products across various stages of Research and Development **12** Qualified R&D Team

Members

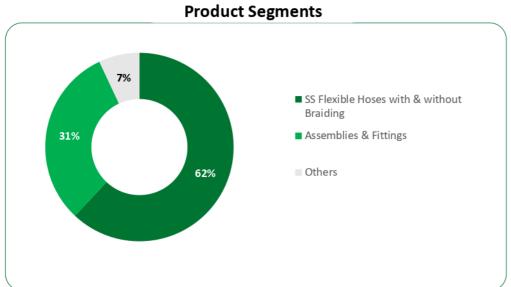
Awarded as Great Place to Work by Great Place to Work Institute

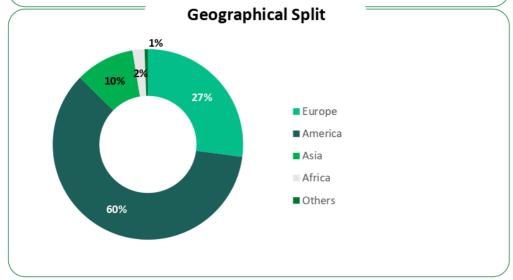


## De-risk and diversified Portfolio – 9MFY24

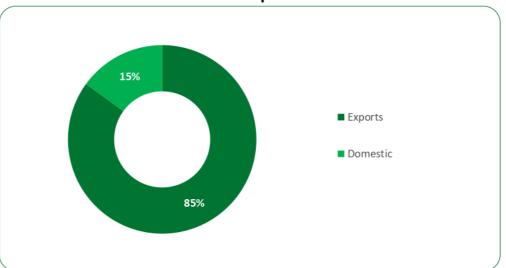


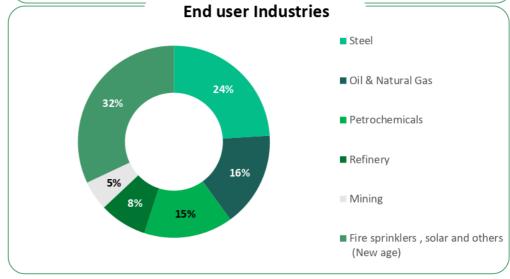












## Serving multiple end user Industries





#### **Current Major Industries**



Steel & Metal



Oil & Gas



Chemicals





**New Age Industries** 

Aerospace and Satellite



**Electric Mobility** 



Sea Port Terminal Handling



**Paper and Pulp** 



**Pharmaceutical** 



Solar



**Fire Sprinklers** 



Robotics

#### **Key Properties of our Products**







Available in different sizes



Abrasion Resistance & Flexibility in fitting



**Absorb High Pressure** 



High replacement creates demand



**Chemical Compatible** 

## **Key Highlights**





#### Financial Performance (Q3 FY24):

- Total Income stood at ₹74.32 Cr., YoY growth of 12.78%
- EBITDA stood at ₹15.01 Cr., with YoY growth of 63.32%
- PBT stood at ₹13.35 Cr., with a YoY growth of 94.93%
- Net profit surged to ₹9.04 Cr., with YoY growth of 75.56%

#### Financial Performance (9M FY24):

- Total Income stood at ₹242.67 Cr., YoY growth of 18.72%
- EBITDA stood at ₹49.90 Cr., with a YoY growth of 45.83%
- PBT stood at ₹43.30 Cr., with a YoY growth of 54.27%
- Net profit surged to ₹31.70 Cr., with YoY growth of 49.41%

#### Operational Metrics (Q3 FY24):

- Export Sales grew at an impressive ~26%, indicating robust performance
- Strong profitability growth momentum continues due to an increase in fire sprinkler and new-age businesses

#### Revenue Composition (Q3 FY24):

- New-age industries including fire sprinklers have emerged as significant contributors to the company's overall sales
- Demonstrated a global footprint, with approximately 85% of its total sales derived from international markets

Note: December's export sales would have been better if not for the disruptions caused by the Middle East conflict and the Red Sea crisis. Additionally, December also saw a subsequent rise in shipping costs, due to logistics challenges stemming from the Red Sea crisis.

## Consolidated Profit & Loss Statement





Profit & Loss (Rs. Crs)	Q3 FY24	Q3 FY23	YoY	9M FY24	9M FY23	YoY
Revenue from Operations	73.13	65.90		240.14	204.40	
Other Income	1.19	0.01		2.54	0.01	
Total Income	74.32	65.90	12.78%	242.67	204.41	18.72%
Cost of Material Consumed	49.41	44.08		158.71	145.46	
Changes in Inventories	(3.83)	(0.09)		(6.34)	(14.06)	
Employee Benefit Expenses	6.74	5.81		19.43	16.41	
Other Expenses	6.99	6.91		20.97	22.38	
EBITDA	15.01	9.19	63.32%	49.90	34.22	45.83%
EBITDA Margin	20.19%	13.94%	625 bps	20.56%	16.74%	382 bps
Depreciation	1.59	1.45		4.52	3.68	
Finance Cost	0.07	0.89		2.08	2.48	
Exceptional Item (Gain) / Loss	-	-		-	-	
Profit before Tax	13.35	6.85	94.93%	43.30	28.07	54.27%
PBT Margin	17.96%	10.39%	757 bps	17.84%	13.73%	411 bps
Tax	4.31	1.70		11.60	6.85	
Profit After Tax	9.04	5.15	75.56%	31.70	21.22	49.41%
PAT Margin	12.16%	7.81%	435 bps	13.06%	10.38%	268 bps
EPS (in Rs.)	0.70	0.45		2.57	1.86	





## **Sah Polymers Limited**

# Manufacturer & Exporter of Flexible Intermediate Bulk Containers (FIBCs), Polypropylene Woven Bags, BOPP Laminated Bags







- Incorporated in 1992, Sah Polymers Limited (SAH) is engaged in the manufacturing of packaging bags that find application in diverse industries including Agro Pesticides, Basic Drugs, Cement, Chemicals, Fertilizers, Food Products, Textile, Ceramic, Steel, among others.
- SAH's manufacturing facility is located at Udaipur, Rajasthan with an installed capacity of 3,960 MT per annum. The Company has also started commercial production in a new manufacturing facility with a capacity of 3,960 MT per annum to manufacture new variants of FIBC bags on 25th January 2023
- SAH is a Del Credere Associate & Consignment Stockist of Indian Oil Corporation Limited (IOCL) and also operates a Dealer Operated Polymer Warehouse (DOPW) of IOCL for their polymer division.
- SAH has domestic presence across 9 states and 1 union territory with long term business relationships; Internationally SAH has supplied its products in 30+ countries covering regions of Africa, Middle East, Europe, USA, Australia and the Caribbean;
- SAH is a proud member of the renowned FIBCA (FIBC Association of USA) and also a proud member of iFIBCA (Indian FIBC Association);
- SAH got listed on NSE and BSE on 12th January 2023.

## **Business Updates**







### **Export Market**

· Sah has successfully expanded its market reach by exporting its products to 30+ countries around the world.





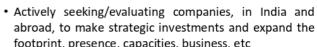
• Total Cities as on Dec'23: 23 Cities

## **Production Capacity**

- Total Consolidated Capacity as of Dec'23: \*9,120 MTPA.
- Dispatched Quantity for Q3 FY24: \*\*1,823 MT.
- · Dispatched Quantity for the nine months ended Dec'23: \*\*5,357 MT.



## Strategic/Inorganic





Products under development: 5+ Products



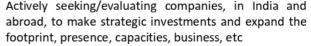
• Revenue from Exports (%): 54%

• Revenue from Domestic (%): 46%











<sup>\*</sup> Note: Total Consolidated capacity includes 7,920 MT of Sah & 1,200 MT of Fibcorp.

<sup>\*\*</sup>Note: Total Dispatch quantity is combined of both Sah and Fibcorp together.

## Fibcorp Polyweave - Subsidiary Company





- Involved in the business of Manufacturing and Exporting FIBC since July 2017
- Manufactures entire range of FIBC from Simple builder bags to complex C panel and circular baffle bags
- Strong export customer base in 18+ countries across the globe.
- Recognized as Star Export House by the Government of India.
- Driven by a strong team of experienced and knowledgeable professionals and workers across critical production departments.

Fibcorp Polyweave Private Limited, a subsidiary of Sah Polymers post the acquisition of a controlling stake in January 2022, is in the process of amalgamation with the parent Company.

This strategic decision will further integrate the operations of both Companies.



Allow for cost optimization



Offer cross-selling opportunities within each other's clientele



Fortify presence in global markets









#### Financial Performance (Q3 FY24):

- Total Income stood at ₹ 26.84 Cr., YoY growth of 18.87%
- EBITDA stood at ₹ 1.68 Cr., with YoY change of -25.67%
- PBT stood at ₹ 0.14 Cr., with a YoY change of -89.15%
- Net profit stood to ₹ 0.07 Cr., with YoY change of -92.76%

#### **Financial Performance (9M FY24):**

- Total Income stood at ₹ 78.70 Cr., YoY growth of 2.46%
- EBITDA stood at ₹ 5.40 Cr., with YoY change of -20.54%
- PBT stood at ₹ 1.18 Cr., with a YoY change of -73.40%
- Net profit stood to ₹ 0.80 Cr., with YoY change of -76.17%

## Key Highlights - Q3 & 9M FY24 - Standalone

#### Financial Performance (Q3 FY24):

- Total Income stood at ₹ 26.21Cr., YoY growth of 49.53%
- EBITDA stood at ₹ 1.45 Cr., with YoY change of -20.65%
- PBT stood at ₹ 0.06 Cr., with a YoY change of -94.17%
- Net profit stood to ₹ 0.05 Cr., with YoY change of -94.12%

#### Financial Performance (9M FY24):

- Total Income stood at ₹ 73.06 Cr., YoY growth of 6.38%
- EBITDA stood at ₹ 4.56 Cr., with YoY change of -14.24%
- PBT stood at ₹ 0.73 Cr., with a YoY change of -78.28%
- Net profit stood to ₹ 0.58 Cr., with YoY change of -76.59%

Note: The decline in EBITDA and profits was due to the impact of highly volatile raw material prices and the ongoing Red Sea crisis which has impacted our export shipments.

## Consolidated Profit & Loss Statement





Profit & Loss (Rs. Crs)	Q3 FY24	Q3 FY23	YoY	9M FY24	9M FY23	YoY
Revenue from Operations	25.95	21.87		76.78	75.51	
Other Income	0.89	0.71		1.92	1.30	
Total Income	26.84	22.58	18.87%	78.70	76.81	2.46%
Cost of Material Consumed	12.89	7.27		45.83	41.72	
Purchases of Stock-in-Trade	4.19	5.58		7.62	5.59	
Changes in Inventories	(1.51)	0.57		(7.88)	0.21	
Employee Benefit Expenses	2.09	1.87		5.59	5.23	
Other Expenses	7.50	5.03		22.14	17.28	
EBITDA	1.68	2.26	(25.67%)	5.40	6.79	(20.54%)
EBITDA Margin	6.26%	10.01%	(375 bps)	6.86%	8.85%	(199 bps)
Depreciation	0.61	0.29		1.76	0.87	
Finance Cost	0.93	0.70		2.46	1.50	
Exceptional Item (Gain) / Loss	-	-		-	-	
Profit before Tax	0.14	1.27	(89.15%)	1.18	4.43	(73.40%)
PBT Margin	0.51%	5.62%	(511 bps)	1.50%	5.76%	(427 bps)
Тах	0.06	0.26		0.38	1.08	
Profit After Tax	0.07	1.01	(92.76%)	0.80	3.35	(76.17%)
PAT Margin	0.27%	4.48%	(421 bps)	1.01%	4.36%	(335 bps)
EPS (in Rs.)	0.03	0.65		0.31	2.15	





## **Aeroflex Finance Private Limited**

## NBFC - Providing financial solutions

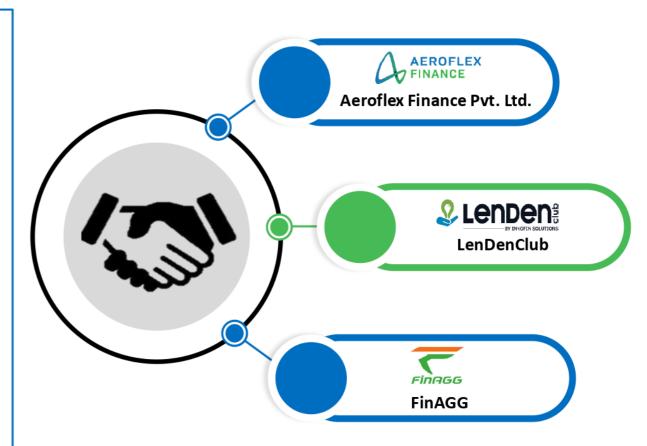




Aeroflex Finance Private Limited, is a Non-Banking Finance Company (NBFC) dedicated to providing comprehensive financial solutions to both businesses and individuals.

In the constantly evolving financial landscape, we encountered a multitude of challenges and opportunities. It is within this dynamic context that we have identified the importance of broadening our horizons and venturing into the financial services sector. As a part of this initiative, we are entering into multiple partnership with emerging Fintech companies, the first amongst which is with LenDenClub and our existing RBI registered NBFC, Aeroflex Finance Private Limited, which will leverage new-age infrastructure and technology.

This strategic move is aimed at expanding our range of services and reaching a more extensive customer base. We believe that enhancing our NBFC business will unlock significant potential and act as a catalyst for our ongoing success.



Sat Industries Limited is an investor in LenDen Club and FinAGG



# **Thank You**

#### For more information:

Website: https://satgroup.in/

Email: Investor.relations@satgroup.in

LinkedIn: https://www.linkedin.com/company/SAT-industries-limited/

**For Investor Relations:** 

Captive IR Strategic Advisors Private Limited **Email:** krunal@cap-ir.com/naman@cap-ir.com