

AWL/SEC/SE/2022-23/72

15th November, 2022

BSE LTD.

Phiroze Jeejeebhoy Towers,
1st Floor, Dalal Street,
Fort, Mumbai – 400 023

Company Scrip Code: 517041

NATIONAL STOCK EXCHANGE OF INDIA LTD.

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

Company Symbol: ADORWELD

Dear Sir / Madam,

Sub: **Presentation made during the Analysts / Institutional Investors Meet**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and further to our letter dated 04th November, 2022, this is to inform that Analysts / Institutional Investors Meet was held today, i.e. on Tuesday, 15th November, 2022, through the electronic medium of video conferencing (Zoom Platform) with Analysts / Institutional Investors. They were generally informed about the Company's progress, updates on business / financials with respect to the Unaudited Financial Results for second quarter and half-year ended 30th September, 2022, updates on amalgamation and we also addressed analysts / Investors' queries. Further, no unpublished price sensitive information (UPSI) was discussed / shared during the interactions.

We are attaching herewith the Presentation made at the said Meeting. The same is also being uploaded on the website of the Company at <https://www.adorwelding.com/wp-content/uploads/2022/11/AWL-Investor-Presentation-15th-November-2022.pdf>

We hereby request you to make a note of it and acknowledge its receipt.

Thanking you,

Yours Sincerely,

For **ADOR WELDING LIMITED**

VINAYAK M. BHIDE

COMPANY SECRETARY

Encl.: As above



peace of mind™

INVESTOR PRESENTATION
15th November 2022



Creating The Best Welding Experience

Agenda

- | Business Overview
- | Updates
- | Performance
- | Status of Merger

Disclaimer

- | This Investor Presentation by Ador Welding Ltd. (“Ador / the Company”) is solely for informational purposes. This presentation does not constitute an offer or invitation, directly or indirectly, to purchase or subscribe for any securities of Ador.
- | The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company. It does not purport to be all-inclusive or to contain all of the information that a prospective or existing investor may desire. In all cases, interested parties may conduct research and analysis of the Company about the data set forth in this information on their own. Ador makes no representation or warranty as to the accuracy or completeness of this futuristic information and shall not have any liability for any representations (express or implied) regarding information contained herein, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.
- | This Information may include certain statements containing estimates provided by the Company with respect to the projected future performance of the Company. These statements are “forward looking statement.” All such statements, estimates & projections reflect various assumptions by management concerning possible anticipated results and are subject to risk & uncertainties, which may cause the Company’s actual future results to differ from those expected by the Investors. No representations are made as to the accuracy of the estimates & / or projections. Prospective investors may conduct their own due diligence regarding the same and all other matters pertaining to investment in the Company.

Business Overview

Q2 Sales

Rs. 185 Cr.

- Highest sales in Q2
- Q-o-Q increase of 17%

Q2 PBT

7.2%

- Expansion of 60 bps from Q2-FY'22
- On-par with FY'22

HY1 PBT

8.3%

- Expansion of 150 bps from HY1-FY'22
- Expansion of 90 bps from FY'22

- Steel Output & Consumption showing upward trend
- Pickup in Capex by Steel Plants shows strong demand
- High Capex commitment in FY'23 Budget

Updates

New Product Launch



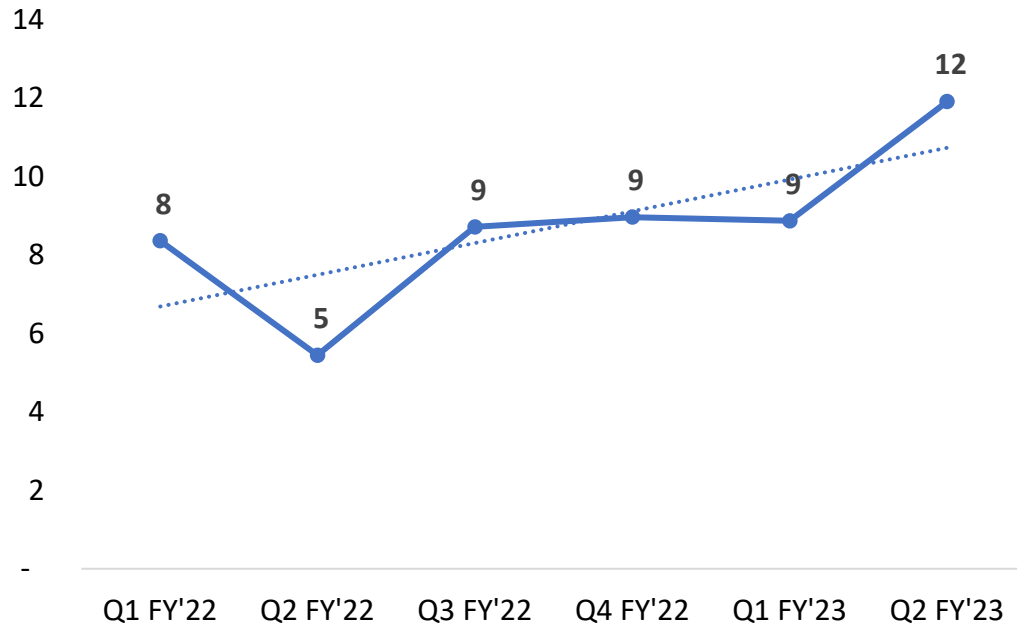
Ultra Durable Champ 400 X



Ador International

Values in INR Cr.

AI sales



- New showroom/office in JAFZA
- On track to achieve 50% growth
- Position ADOR as an MNC
- Restructure Distribution Network in Middle East
- Focus on Key Accounts and New market development
- Entered new markets (Brazil)

Ador International



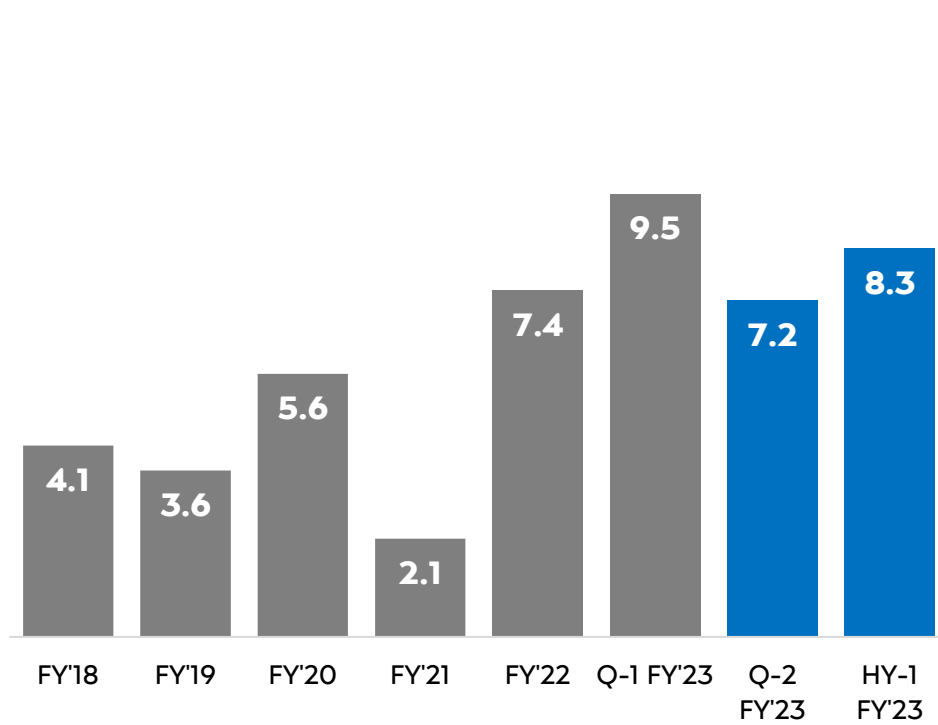
Uran Project



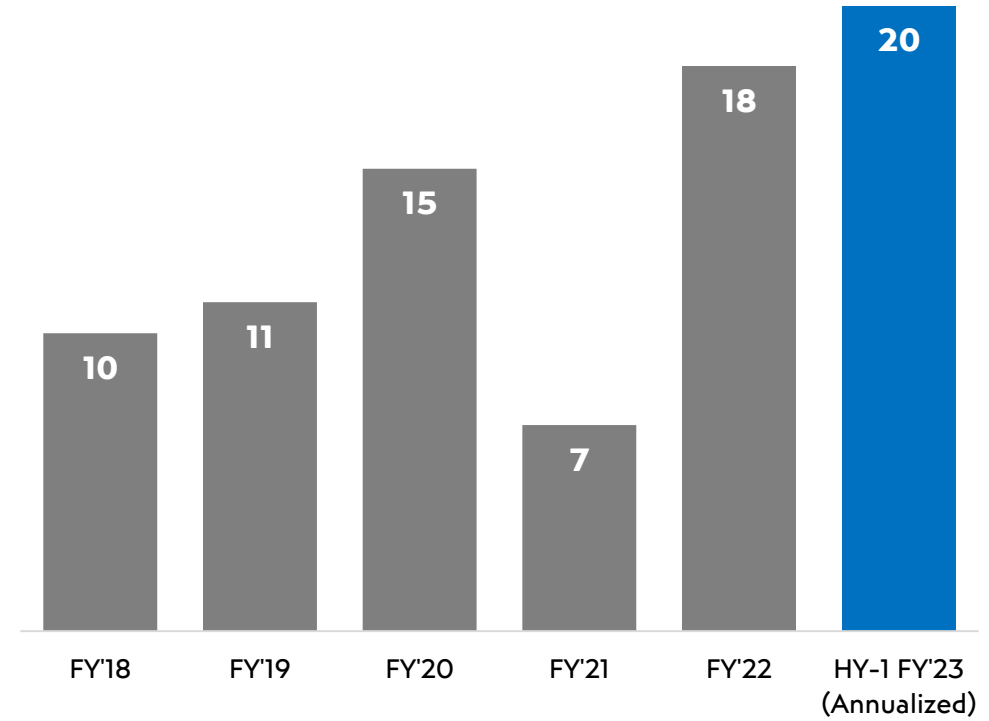
- Design, engineering, fabrication, erection & commissioning of complete **demountable flare package**
- Order Value of Rs. 145 Cr. (inclusive of GST)
- Execution timeline of 30 months

Performance

PBT and RoCE



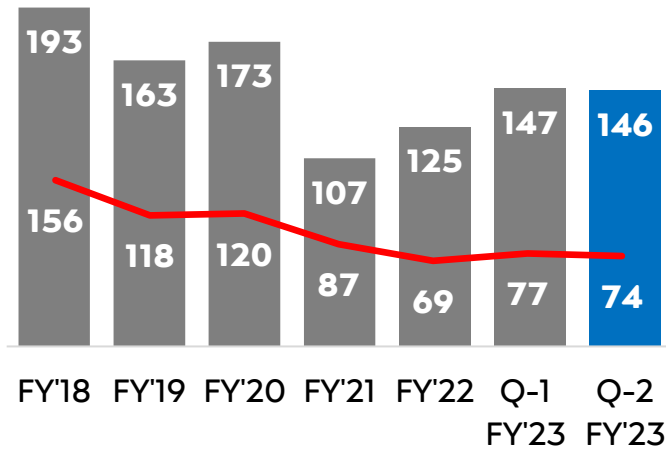
PBT Margins (%)



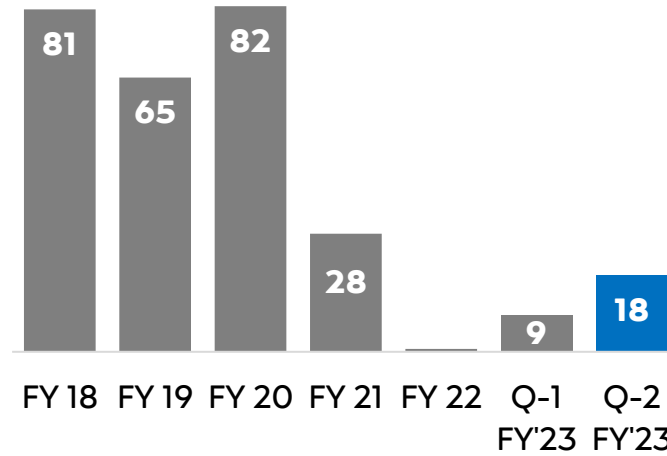
RoCE (%)

All numbers are w/o exceptional items

Working Capital & Borrowings



Working Capital (Cr.) – Bar Chart
Working Capital (Days) – **Line Chart**



Borrowing in Cr.



Debt to Equity Ratio

Issues & Improvements

Issues

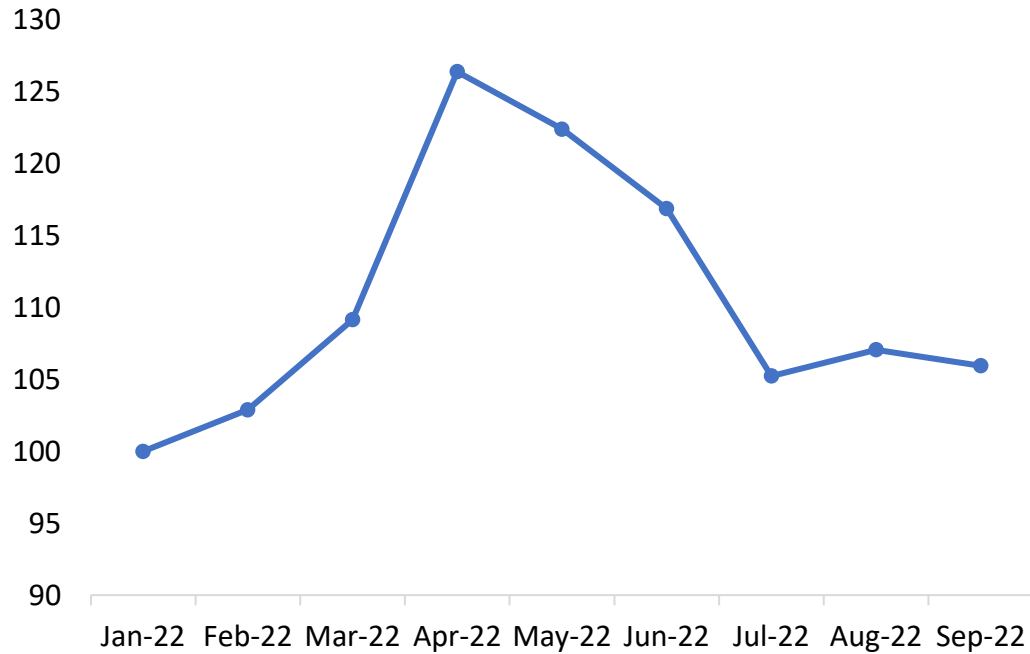
- Fluctuation in steel prices
- Unstable geopolitical issues
- Increasing interest rates
- Supply Chain Disruptions

Improvements

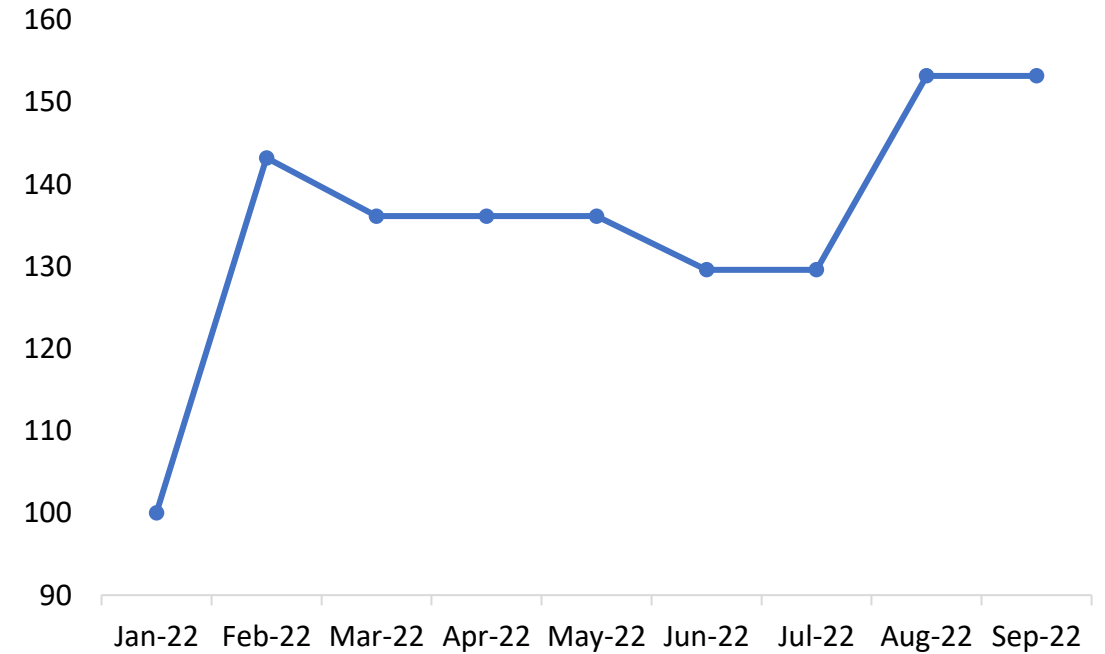
- We are playing on our strengths
- Effects of strengthening of Supply Chain Management are visible
- Investment in Technology Upgradation – Welding Consumables
- Strengthening Distribution + Online Sales
- Ador International
- Demand stabilization since August & September

Variations in Key RM Prices

Indexed Wire Prices



Indexed Other Materials Prices

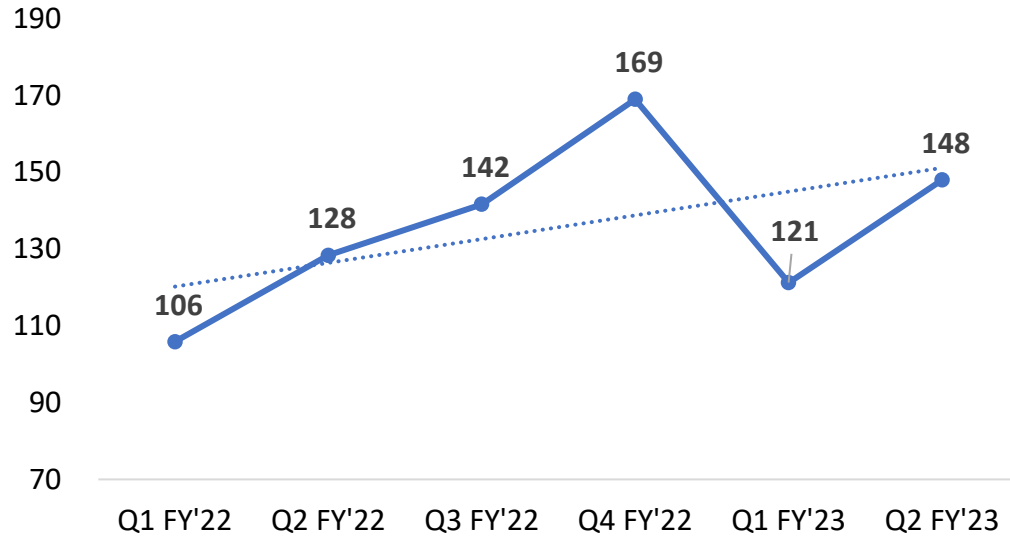


- Fluctuation in Steel prices is major issue
- Volatility in Steel Prices have reduced since last Quarter

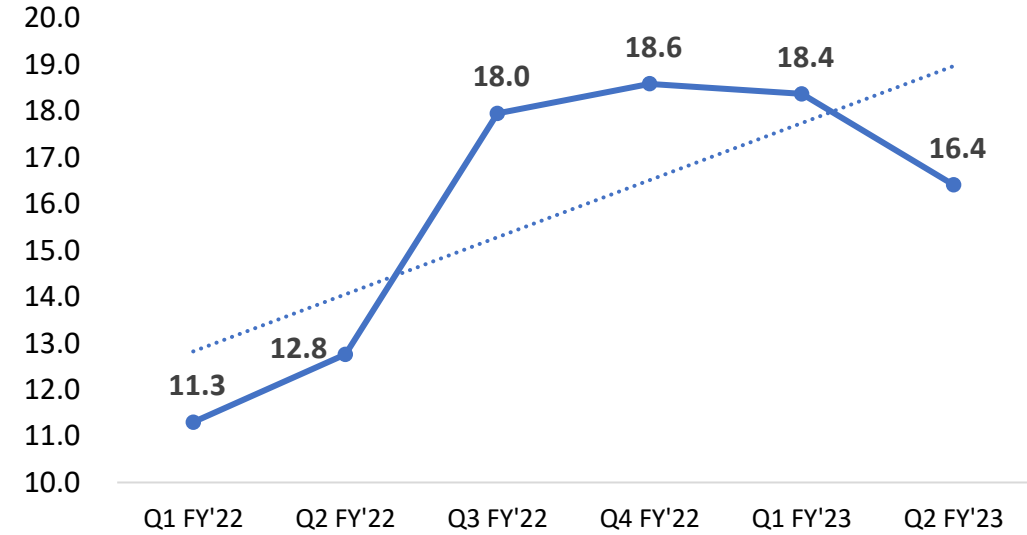
Segment Performance – Consumables

Values in INR Cr.

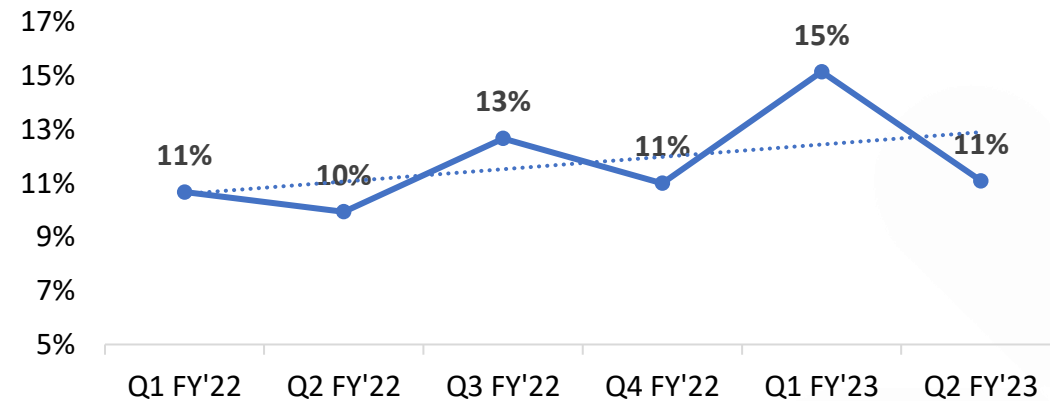
Segment Revenue



Segment Results



Results as % of Revenue

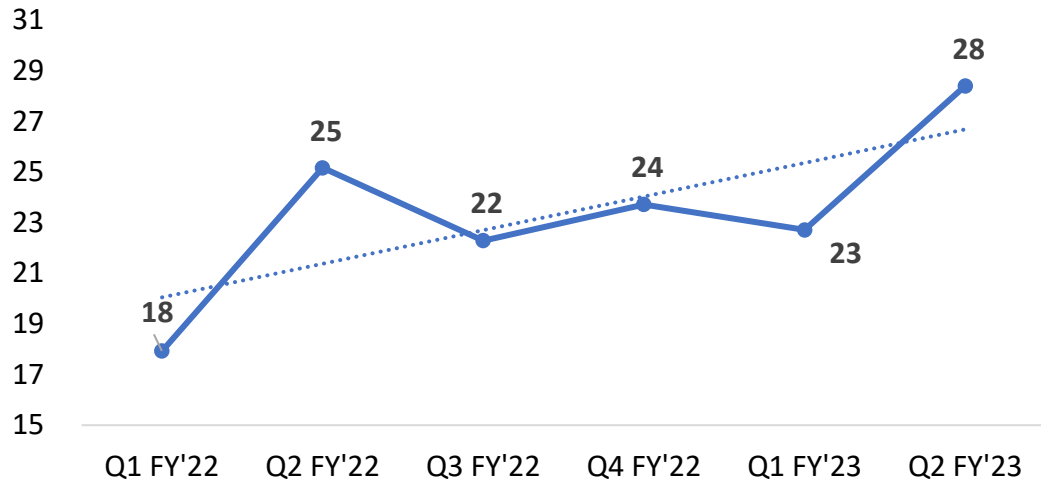


- Enhanced portfolio of SS electrodes

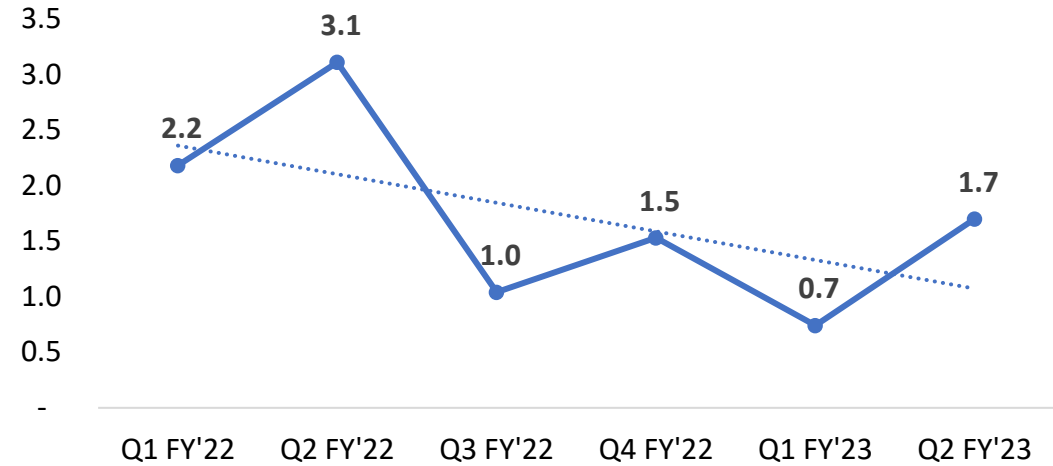
Segment Performance – Equipment

Values in INR Cr.

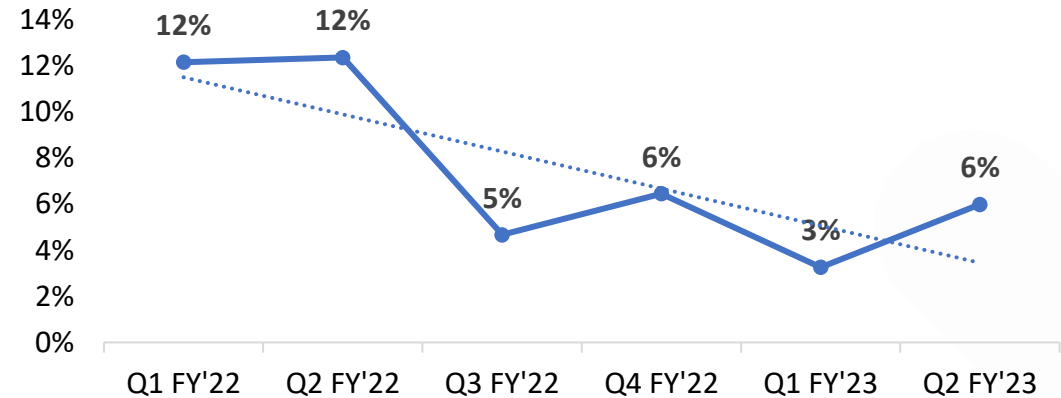
Segment Revenue



Segment Results



Results as % of Revenue

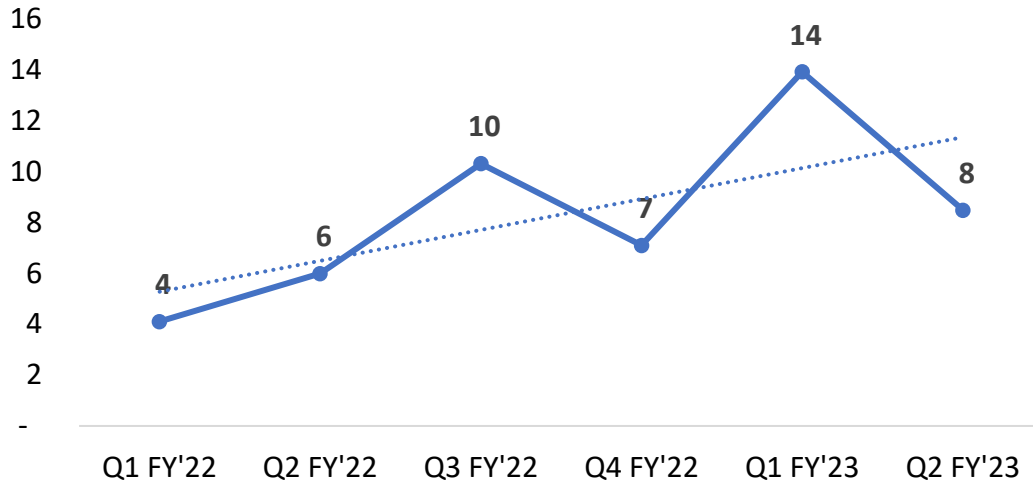


- New improved machines launched
- Growing market for Automation

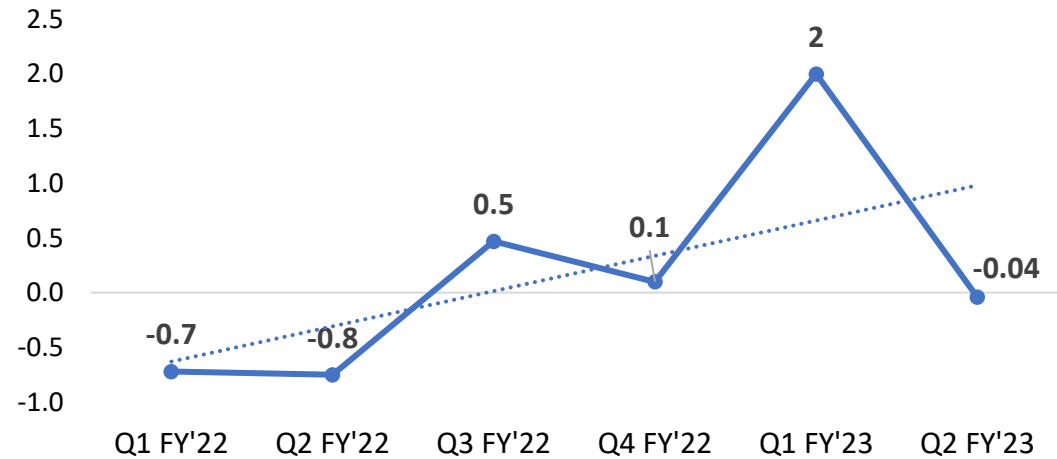
Segment Performance – FPED

Values in INR Cr.

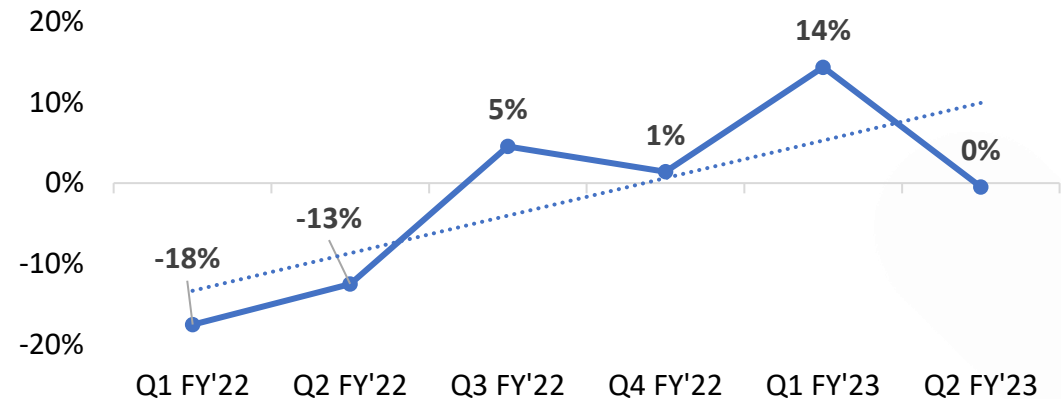
Segment Revenue



Segment Results



Results as % of Revenue



- Division has already Surpassed the Order Booking Target of Rs. 75 Cr.
- Orders in Hand – Rs. 134 Cr.
- Robust and Stable order book has got billing close to Break Even Point (BEP)
- HY-1 has positive segment result

CAPEX

Values in INR Cr.

Particular	HY-1 (Actual)	HY-2 (Planned)	Total
Technology upgradation and capacity enhancement - Welding Business	2.5	10	12.5
Technology upgradation and capacity enhancement - FPED	1.2	2.5	3.7
General / IT / Others	2	5	7
Total	5.7	17.5	23.2

Status of Merger



Updates on Amalgamation of ADFL with AWL :

- The no-objection certificate (NOC) for the proposed scheme of amalgamation of ADFL with AWL have been received from Stock Exchanges.
- Company is in process of filling application in NCLT.

Q&A

Guidelines

Strengths

- Due to the time constraints, we would be limiting a maximum of 2 to 3 questions per participant. Please be quick & precise with your questions
- Please avoid asking questions, already answered or covered in the presentation
- Anyone interested in asking questions are requested to put their name & organization in the chat box, stating their desire to ask questions and it will be answered in sequence of receiving names in the chat box
- The end-time of meeting / call will be 6.00 pm, irrespective of no. of questions pending

- This call will be recorded for compliance purpose



THANK YOU