

ADOR WELDING LIMITED



REGD. & CORPORATE OFFICE

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

AWL/SEC/SE/2018-19

22nd June, 2018

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 (East),
Mumbai - 400 051.

Company Scrip Code: 517041

Company Scrip Code: ADORWELD

Dear Sirs,

Sub: Presentation made to the Analysts / Institutional Investors Meet

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and further to our letter dated 15th June, 2018, this is to inform that Analyst / Institutional Investors Meet was held today, i.e on 22nd June, 2018, at its Corporate Office in Mumbai with a few Analysts / Institutional Investors and generally informed them about the Company's progress, updates on business / financials for Q4 of FY 2017-18 and also addressed analyst / Investors' queries.

We are attaching herewith the Presentation made at the said Meeting. The same is also being uploaded on the website of the Company at www.adorwelding.com

Kindly take the same on record and acknowledge its receipt.

Yours Sincerely,
For ADOR WELDING LIMITED

V. M. BHIDE
COMPANY SECRETARY



Encl. as above



Investor Presentation

22nd June 2018

PASSION FOR WELDING

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



Disclaimer

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- 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.



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Macro Economic and Business Environment

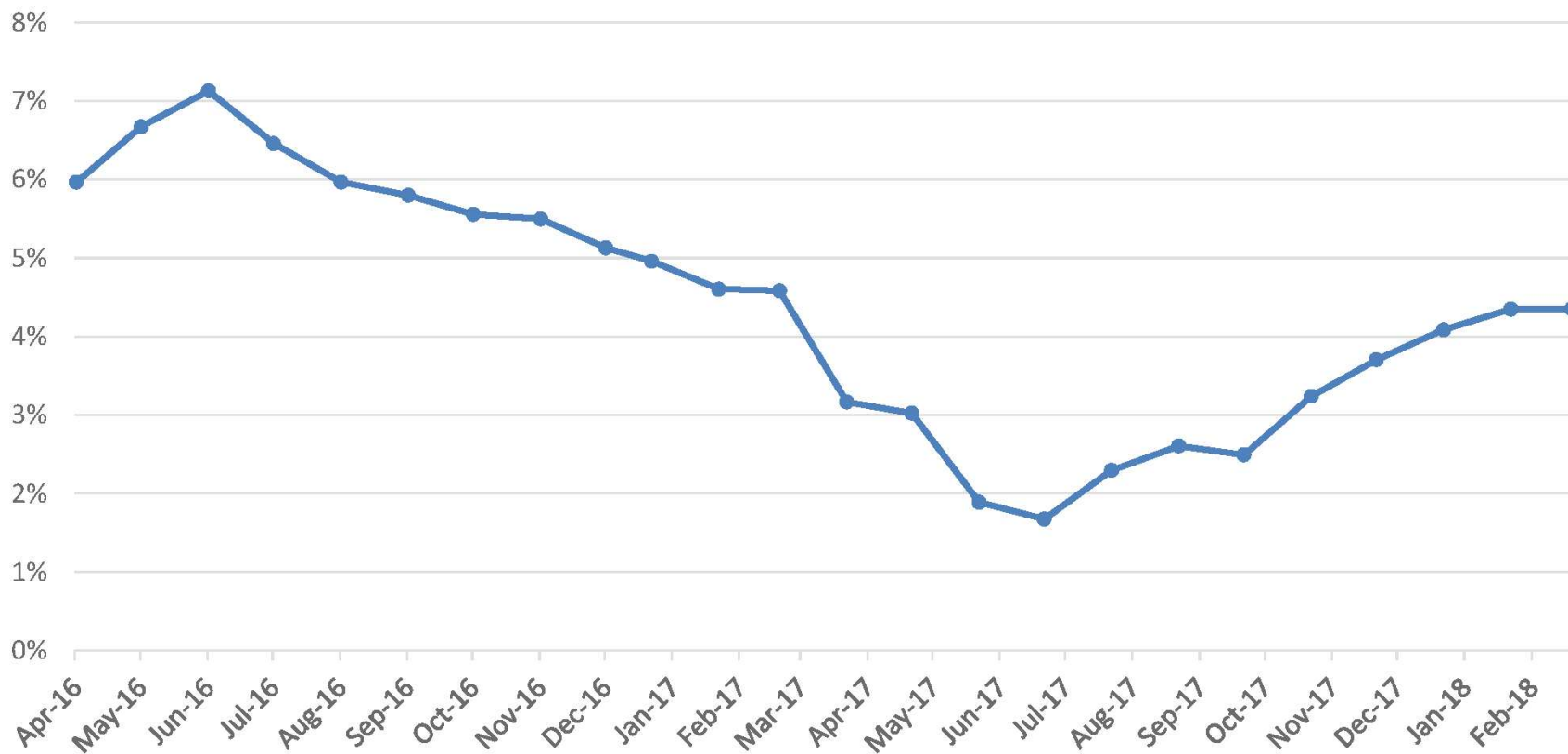
- Effects of Demonetization largely absorbed by the economy
- GST slowly stabilizing
- Pick up in the Capex Cycle visible...CG Cos order book strong
- Commercial vehicle sales up 24% in past five months
- Central Govt Capex growth 11% YOY from FY 2015
- Witnessing participation from private players...Rs 1.95 Trillion in Q4-2018 compared to Rs 1.2 Trillion in Q3-2018
- Oil Cos spent Rs 1.11 trillion in FY -18 , Plan 890 billion in FY -19
- Forex Reserves Strong....USD 415 billion as at 18 May 2018
- Retail Inflation under control.....low@ 4.4.%
- Bank Recapitalization pushing credit growth
- Rural demand picking up....Signs of Agri sector growth



Macro Economic and Business Environment

YoY Manufacturing IIP Growth

% YTD YoY Growth



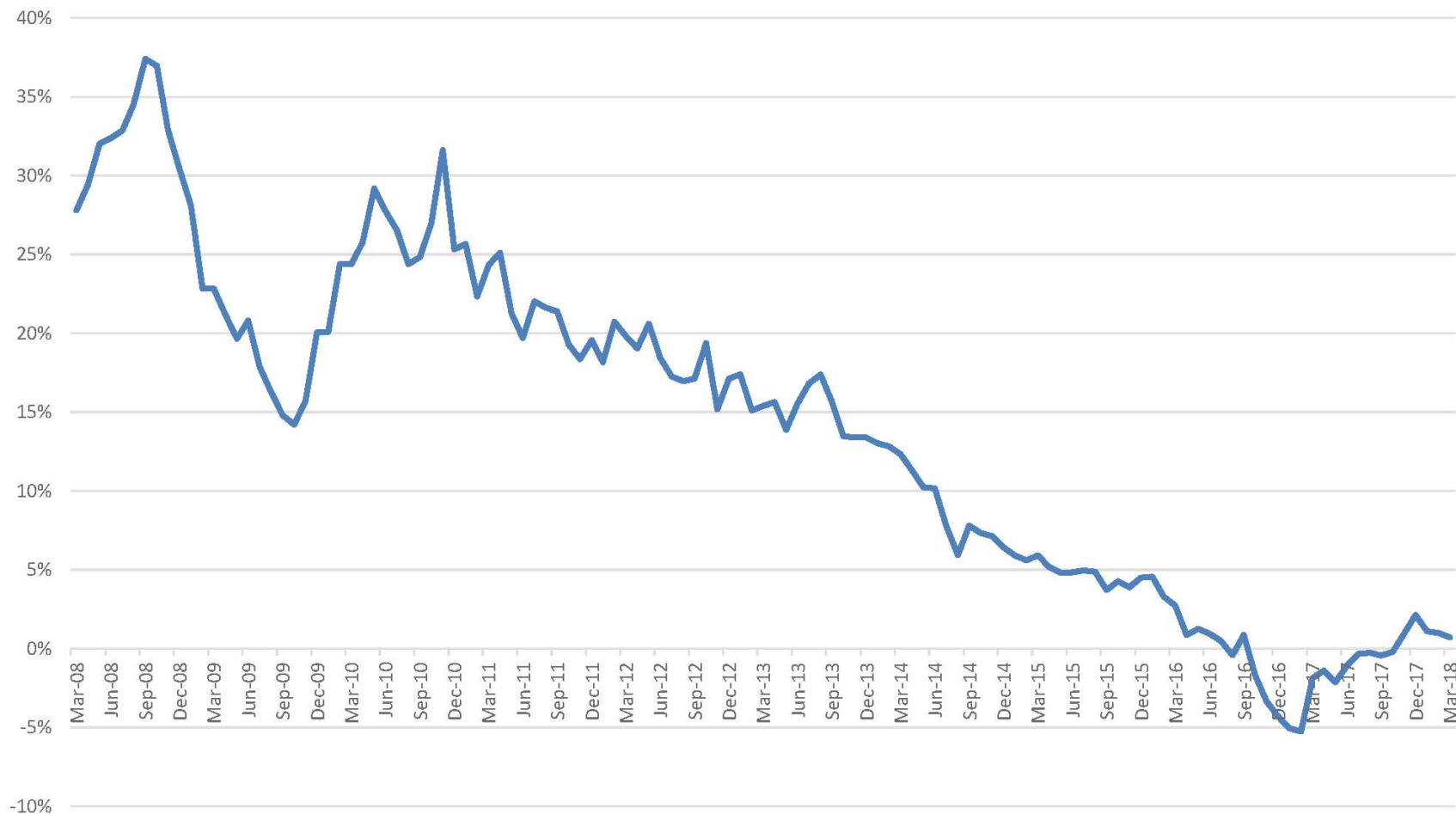
IIP Base 2011-2012

Source: MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)



Macro Economic and Business Environment

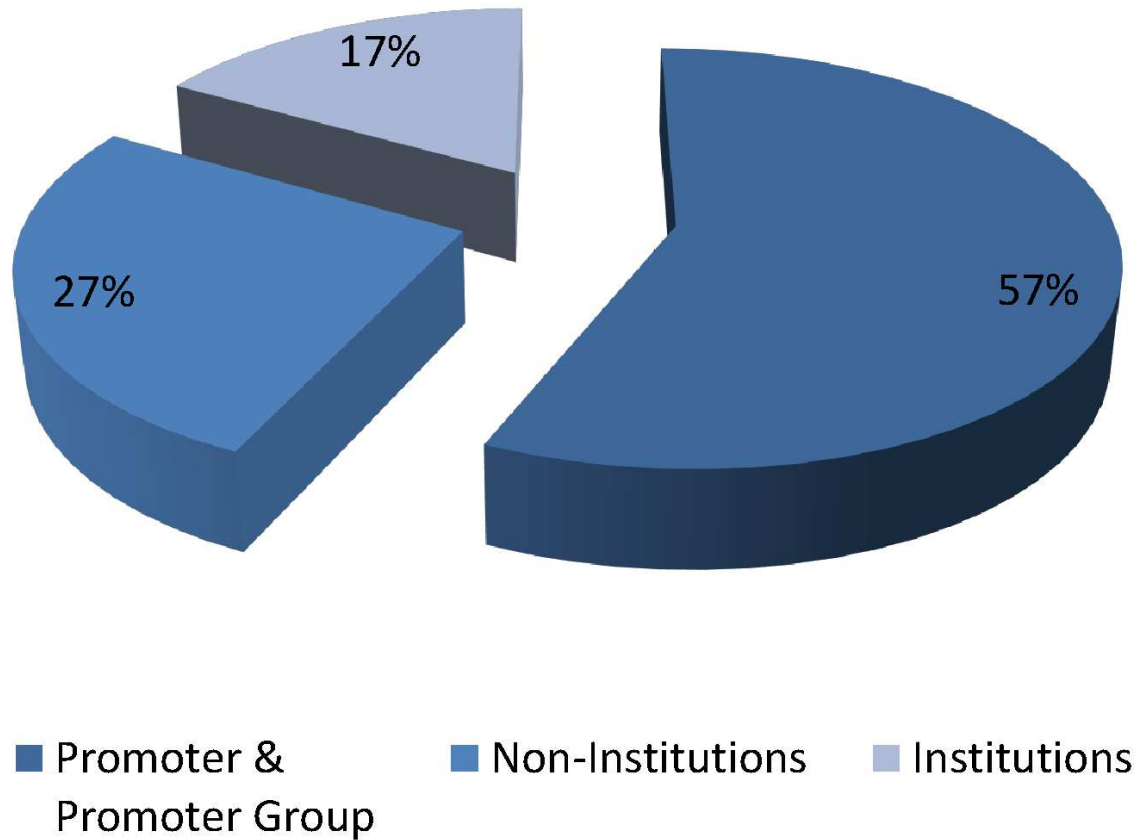
YoY Industry Bank Credit Development Growth



Source: <http://dbie.rbi.org.in/>



Shareholding Pattern (as on 31th March 2018)





Performance Highlights

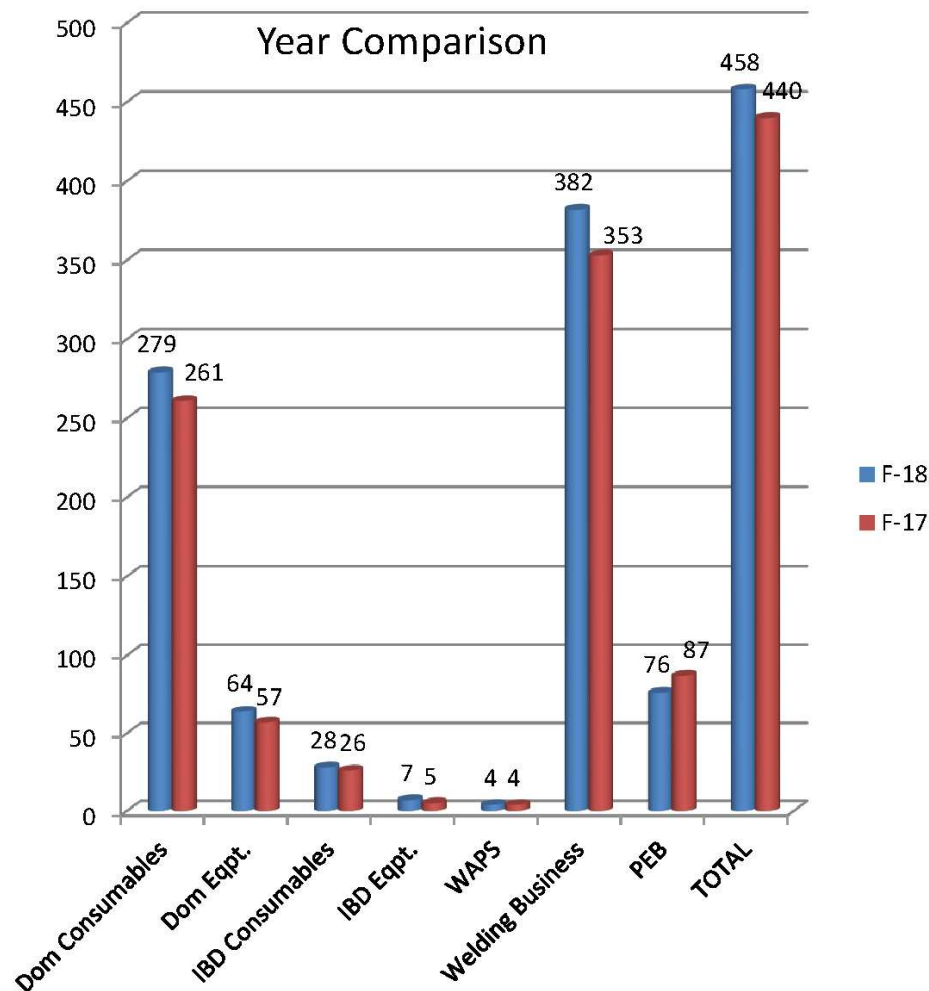
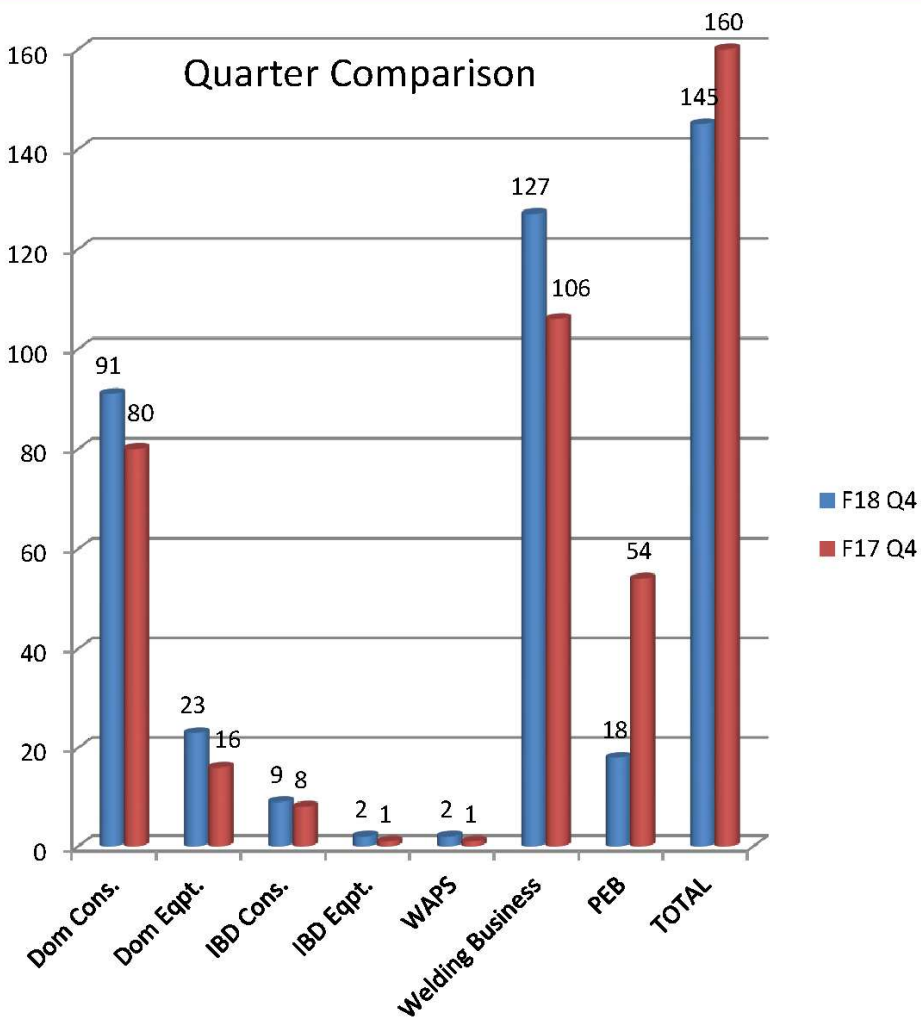
Rs. In Cr.

Business Segment	Q4		YoY	
	F-18	F-17	F-18	F-17
Dom Consumables	91	80	279	261
Dom Eqpt.	23	16	64	57
IBD Consumables	9	8	28	26
IBD Eqpt.	2	1	7	5
WAPS	2	1	4	4
Welding Business	127	106	382	353
PEB	18	54	76	87
TOTAL	145	160	458	440



Performance Highlights

Figures- Rs in Crs





Financial Overview

**Net of Excise*

Rs. In Cr.

	Q4		YoY	
Particulars	FY-18	FY-17	FY-18*	FY -17*
Net Sales/Income from Ops	145	159	458	441
Other Income	2	4	10	9.4
Mat Cost	101	122	327	311
EBITDA	19	14	44	40
PBT	15	11	28	28
Exceptional Item	-	-	-	-
PAT	10	8	19	19
Employee Cost	9	11	38	39
Employee Cost/Net Sales(%)	6%	7%	8%	9%
Inventory	54	47	54	47
Debtors	92	77	92	77
Creditors	75	72	75	72
Working Capital (Inventory+Debtors-Creditors)	71	53	71	53
Working Capital (in Days)	59	44	57	44



Segment-wise Profitability

**Net of Excise*

FY18-Q4 (In Rs Crs.)	Welding Business	PEB	Total
Net Sales*	127	18	145
Operating Profit	22	0	22
PBIDT/Sales* %	17%	0%	15%