

Date:04th November 2022

**To,
The Listing Manager,
BSE Limited
Department of Corporate Services
P. J. Towers, Dalal Street,
Mumbai – 400001**

Scrip Code: 532841

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Mam,

Please find attached herewith Investors Presentation for the quarter and half year ended on 30th September 2022.

Please take the same on record and disseminate to the stakeholders.

Thanking you,

Yours Faithfully,
FOR SAHYADRI INDUSTRIES LIMITED

**RAJIB KUMAR GOPE
COMPANY SECRETARY & COMPLIANCE OFFICER
M. NO: F8417**



Investor Presentation

November 2022

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Q2 & H1 FY23 Update



Commenting on the results and performance for Q2 & H1 FY23, Mr. Satyen Patel, Managing Director of Sahyadri Industries Limited said:

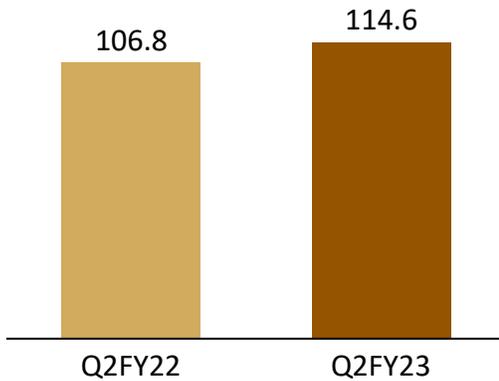
“Q2 of the financial year is generally a weak quarter on the back of seasonality impact due to monsoons across the country. The monsoon withdrawal was delayed this year which affected the overall sales for the quarter. The company is witnessing margin pressure due to rise in fiber prices coupled with higher ocean freights as compared to corresponding quarter last year.

There has been a subdued demand for roofing business mainly due to inflationary trends prevailing in the economy. Despite multiple headwinds, Sahyadri Industries continues to maintain its leadership position in Western India.

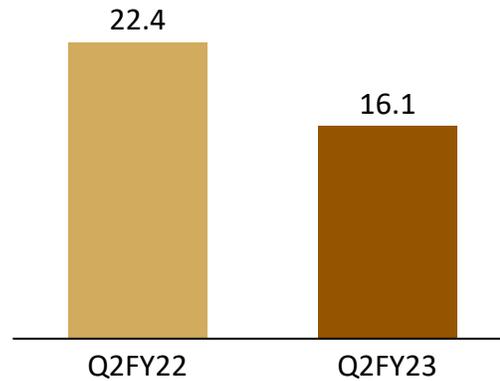
We have clocked 71% Capacity utilisation in H1FY23. The production is gradually picking up at the recently commissioned Perundurai plant. The stabilization of operations at Perundurai plant resulted into higher expenditure that has impacted bottomline. The increased production will enable the company in achieving additional revenues and garner higher market share in Southern India.”

Q2 & H1 FY23 – Performance Highlights

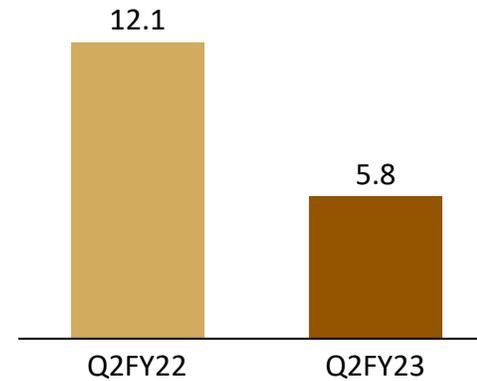
Total Income* (Rs in Cr)



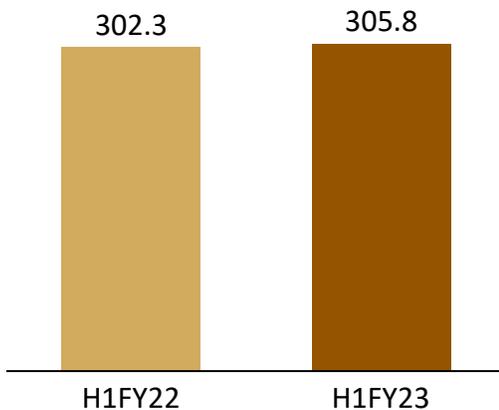
EBITDA* (Rs in Cr)



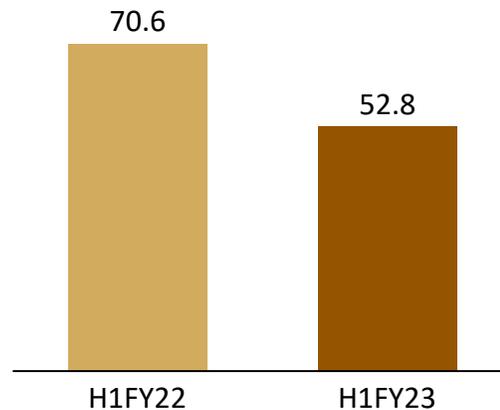
PAT (Rs in Cr)



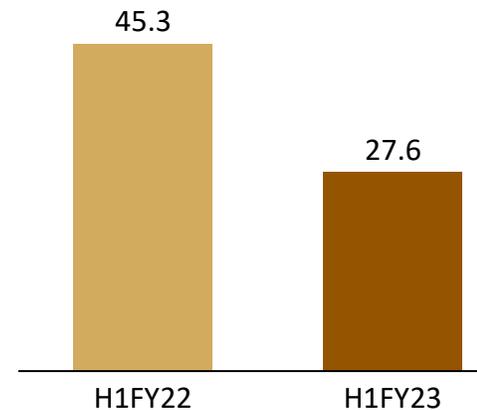
Total Income* (Rs in Cr)



EBITDA* (Rs in Cr)



PAT (Rs in Cr)



Key Performance Highlights:

- The decline in EBITDA for Q2FY23 was mainly due to rise in raw material cost coupled with higher other expenses which comprised of fuel & freight cost as compared to Q2FY22.
- There was a hike in employee cost due to additional manpower hired for newly commissioned Perundurai plant
- PAT witnessed a dip on the back of higher interest and depreciation cost which was attributed to Perundurai plant

* Includes other income

Capex Update



Location	Orissa	Maharashtra
Product Type	Asbestos Corrugated Sheet	Non-Asbestos Cement Boards
Capacity (MTPA)	1,20,000	72,000
CAPEX (Rs in Cr)	95	95
Source of Fund	Internal Accruals & Debt	Internal Accruals & Debt
Products Catering to	East Market	Western & North India
Remarks	<ul style="list-style-type: none"> Commercial production is expected to begin from FY24 	<ul style="list-style-type: none"> Land has been identified and acquisition is in process Commercial production is expected to begin from FY25
Rational	To enter unrepresented markets of Orissa, Jharkhand, West Bengal & Bihar	To expand its existing market in Western India, Exports and to enter unrepresented market of North India

Update on Capacity Expansion: Capacity expansion is on track, and it is working as per schedule time, and will commission as per scheduled timelines

Profit & Loss Statement

Particulars (Rs. Cr)	Q2FY23	Q2FY22	YoY	Q1FY23	QoQ	H1FY23	H1FY22	YoY
Revenue from Operations	113.3	104.3	8.6%	190.6	-40.6%	303.8	299.5	1.4%
Other Income	1.3	2.4		0.7		2.0	2.9	
Total Income	114.6	106.8	7.3%	191.2	-40.1%	305.8	302.3	1.1%
Cost of Goods Sold	52.4	47.3		103.8		156.2	151.8	
Gross Profit	62.2	59.5	4.6%	87.5	-28.9%	149.7	150.6	-0.6%
Gross Profit Margin	54.3%	55.7%		45.7%		48.9%	49.8%	
Employee Cost	9.3	7.9		9.3		18.5	16.7	
Other Expenses	36.8	29.2		41.5		78.3	63.2	
EBITDA	16.1	22.4	-27.8%	36.7	-56.0%	52.8	70.6	-25.2%
EBITDA Margin	14.1%	20.9%		19.2%		17.3%	23.4%	
Depreciation	6.1	3.7		5.3		11.4	7.4	
EBIT	10.0	18.7	-46.3%	31.4	-68.1%	41.5	63.2	-34.4%
EBIT Margin	8.8%	17.9%		16.5%		13.6%	21.1%	
Finance Cost	1.9	1.1		1.4		3.3	2.2	
Profit before Tax	8.2	17.6	-53.7%	30.0	-72.8%	38.2	61.0	-37.5%
Profit before Tax Margin	7.2%	16.9%		15.7%		12.6%	20.4%	
Tax	2.3	5.5		8.2		10.5	15.7	
Profit After Tax	5.8	12.1	-51.7%	21.8	-73.3%	27.6	45.3	-39.0%
Profit After Tax Margin	5.1%	11.6%		11.4%		9.1%	15.1%	
EPS	5.33	11.04		19.92		25.25	41.41	

Balance Sheet

Assets (Rs. Cr)	Sep-22	Mar-22
Non - Current Assets	208.6	199.4
Property Plant & Equipments	165.8	123.0
CWIP	13.2	54.1
Intangible assets	0.1	0.1
Right of use asset	5.0	5.0
Investments	0.2	0.2
Others	3.7	3.5
Other Non Current Assets	20.7	13.6
Current Assets	287.9	264.1
Inventories	177.4	174.3
Financial Assets		
Investments	25.7	21.1
Trade receivables	36.4	42.6
Cash and cash equivalents	5.5	1.0
Bank balances other than cash and cash equivalents	3.4	3.3
loans & Advances	0.0	0.1
Others	0.3	0.3
Other Current Assets	39.2	21.5
Total Assets	496.4	463.6

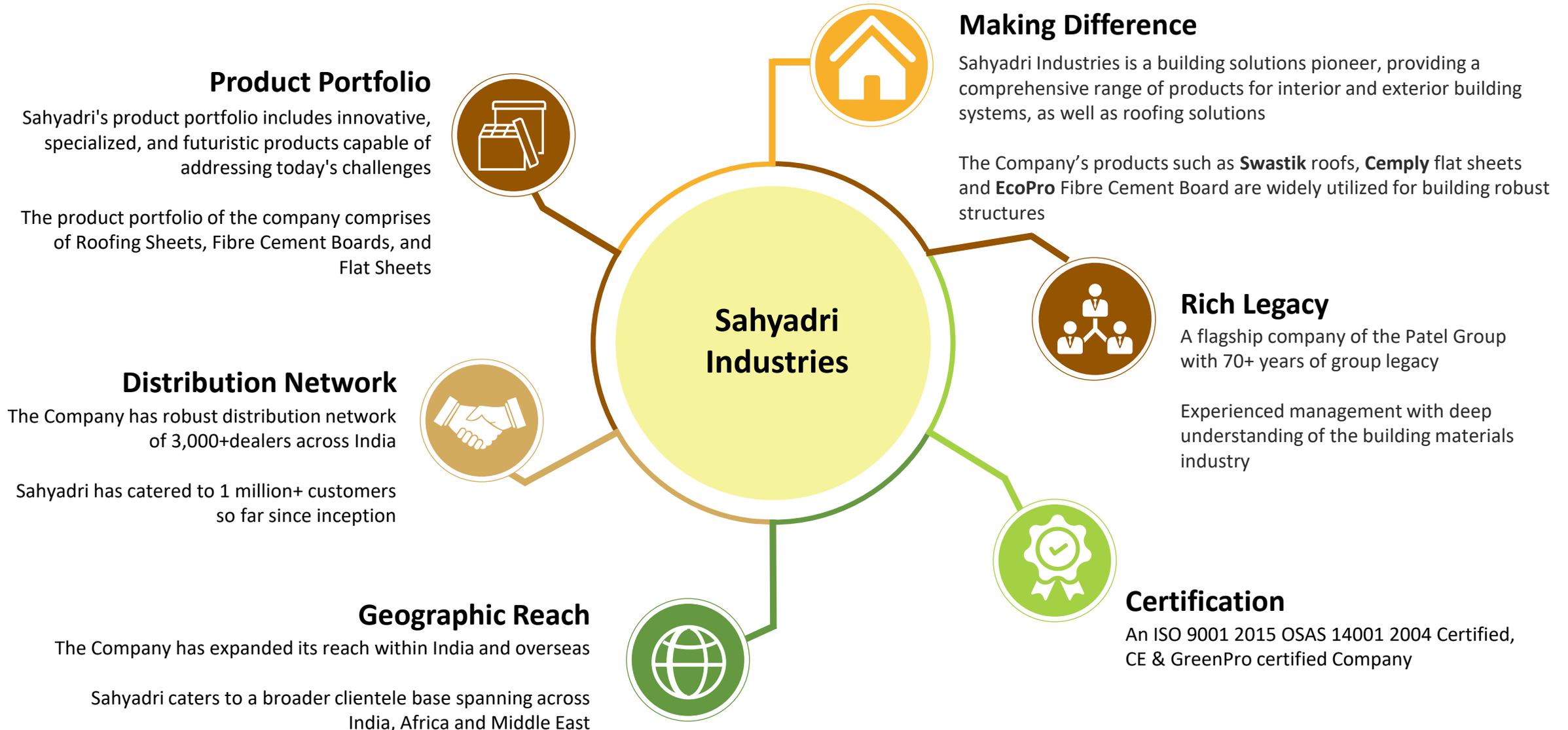
Equity & Liabilities (Rs. Cr)	Sep-22	Mar-22
Total Equity	328.5	304.1
Share Capital	11.0	11.0
Reserves & Surplus	317.6	293.1
Non-Current Liabilities	55.8	32.4
Financial Liabilities		
(i) Borrowings	46.5	23.8
(ii) Lease Liabilities	0.3	0.3
Provisions	2.3	2.1
Deferred Tax Liabilities	6.6	6.2
Current Liabilities	112.2	127.1
Financial Liabilities		
(i) Borrowings	48.6	56.1
(ii) Trade Payables	35.5	41.5
(iii) Lease	0.0	0.0
(iv) Others	16.3	17.6
Other Current Liabilities	8.9	9.3
Provisions	2.9	2.6
Total Equity & Liabilities	496.4	463.6

Cash Flow Statement

Particulars (Rs. Cr)	Sep-22	Mar-22
Net Profit Before Tax	38.2	82.3
Adjustments for: Non -Cash Items / Other Investment or Financial Items	14.7	19.2
Operating profit before working capital changes	52.9	101.5
Changes in working capital	-19.6	-68.9
Cash generated from Operations	33.3	32.6
Direct taxes paid (net of refund)	-9.9	-22.1
Net Cash from Operating Activities	23.4	10.5
Net Cash from Investing Activities	-27.1	-32.9
Net Cash from Financing Activities	8.1	22.5
Net Decrease in Cash and Cash equivalents	4.4	0.1
Add: Cash & Cash equivalents at the beginning of the period	1.0	1.0
Cash & Cash equivalents at the end of the period	5.4	1.0



Company Overview



A Trusted Brand... built over the years

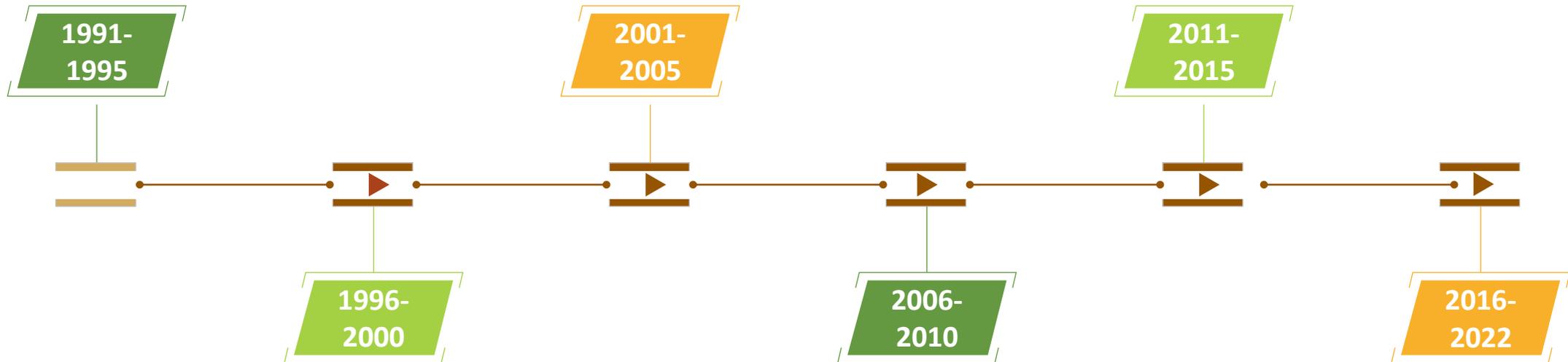
The Company was originally incorporated under 'New Sahyadri Industries Private Limited'

Established first plant at Chinchwad, Maharashtra and commenced with production of Asbestos Corrugated Sheet

Reverse merger between 'Swastik Roofing Limited and New Sahyadri Industries Limited'

The Company was renamed to 'Sahyadri industries Limited'

Sahyadri had set up plants at Mahuvej, Gujarat and Vijaywada, Andhra Pradesh for Asbestos Corrugated Sheet



Established second plant at Kedgaon, Maharashtra and started with production of Asbestos Corrugated Sheet

The Company's status changed from Private Limited to Public Limited'

The Company expanded its presence in South India by setting up a plant in Perundurai, Tamil Nadu for Asbestos Corrugated Sheet

Listed on Bombay Stock Exchange

Commenced with the production of Non-Asbestos Flat Sheet at Chichwad plant

Merger between Poonam Roofing and Sahyadri Industries completed

Capacity Expansion at Perundurai & Maharashtra plants by 72,000 MT each, Greenfield expansion in Orrisa with a capacity of 1,20,000 MT

Experienced Board of Directors and Management Team



Jayesh Patel – B.Com, MBA
Chairman & Whole Time Director
Leading face of SIL was on board since 1999. More than 30 years of experience in the field of Building Material Manufacturing



Satyen Patel – B.Com, PGPBA
Managing Director
Young and Dynamic face of SIL since 1998. Broadening horizon, innovation, strategic thinking, felicitated with "Achiever of Maharashtra " Award. More than 20 years of experience in Building Materials industry



Tuljaram Maheshwari – B.Com , CA
WTD, CEO & CFO
Appointed on board in 2020. More than 39 years of experience with a large organization in the field of Sales, Operations, Strategic Planning, Corporate Finance, M&A, JV and Accounts & Audit



Suresh Joshi – B.Com, LLB, CA
Whole Time Director
Associated with board since 2006. More than 40 years of rich experience in the field of Taxation, Corporate Legal Matters, Corporate Finance, M&A, JV, Accounts & Audit



Ankem Sri Prasad Mohan – B.com, CA
Independent Director
Appointed on board in 2021. More than 23 years of experience in the field of FP&A, Taxation, Finance controller, M&A, Corporate Finance, Audit, Compliance



Shrikant Malegaonkar – MBA, LLB
Independent Director
Appointed on board in 2017. More than 35 years of experience in Labour laws and Industrial Relations & Practicing Advocate at Pune Labour / Industrial court & Bombay High Court



Moushmi Shaha – B.Com, CA
Independent Director
Appointed in 2021. More than 16 years of experience in Finance, Accounts, Audits & Financial Trainings



Ved Saxena – BE (Mechanical)
Independent Director
Appointed on board in 2020. More than 40 years of experience of rich and dedicated business management experience in BD, managing HR to its usage & General Operations



Rajib Gope - CS
Company Secretary & Compliance Officer
Appointed in 2022. More than 14 years experience in Secretarial Operations, Corporate and Economic laws, Statutory Compliance, Corporate Governance, In-house Legal Work and court representation

Snapshot of Capabilities



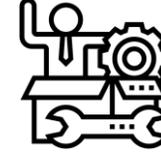
Built Core Strength



Strong Distribution



Established Brands



Product Innovation



Strong Financial Performance 6 Years*

Diversified Presence
5 Plants across 4 States

Dealers & Distributors
3,000+



No of Products
45+

Total Income#
16% CAGR

Experience
30+ Years

Global Presence
5+ Countries



R&D Team
10+

EBITDA#
18% CAGR

Employees
480+

Customers
1 million+



Product Application &
Value-Added Products
20+

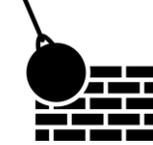
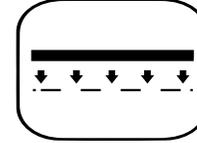
PAT
82% CAGR



* FY17-FY22

Total Income & EBITDA is inclusive of other income

Well Established Branded Product Portfolio with Increasing Share of Value-Added Products



*Cool
Comfortable
Living*

*Fits any Edge,
Corner*

Asbestos Free

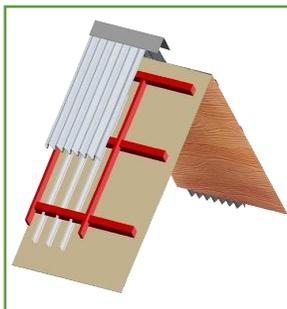
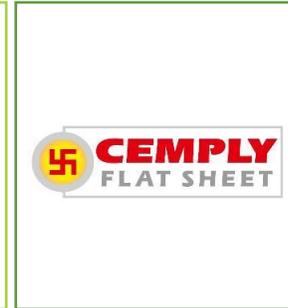
*Water
Resistant*

*Termite
Resistant*

Light Weight

*Strong &
Durable*

*Fire Resistant
& Non-
Combustible*



Swastik Kukdookoo

- Useful for economically weaker section of the society to increase their wealth
- To promote woman earnings who stays in remote, tribal villages
- Easy to set up in empty backyard

Cemply Swachalay

- Initiative under Swachh Bharat Abhiyan
- Affordable high quality toilet blocks
- Easy to transport & erect
- It requires “Lesser installation time” to set up
- Suitable for all weather condition

Digital Classroom Program

- Associated with Rotary Club for formulation and implementation of Digital “Class Room” Program
- Program provide E learning kit which help students to learn more interestingly and understand the topics with animated graphics

Corporate Video – [Click Here](#)

Swastik Disha

- CSR association with Smt. Sindhutai Sapkal, Sapta Sindu Mahila Aadhar, Balsangopan Wa Shikshan Sanstha
- Provided Ventilators and medical Equipment's to hospitals to fight against Covid Pandemic
- Association with Lila Poonawala Foundation for supporting girl's education



Lakshya

- Sahyadri is a proud supporter of Lakshya, a Rastriya Khel Puraskar awardee sports NGO
- NGO supports and identifies young and budding talented sports persons and nurture them to enhance their performance



Product Portfolio

EcoPro- The 21st Century Designer Fibre Cement Boards



With the extensive research and hard work, Sahyadri has introduced sustainable building material EcoPro which is revolutionizing building industry

EcoPro is highly durable and sustainable product that is wood-free, light weight and asbestos-free

EcoPro has emerged as a reliable substitute for conventional materials

EcoPro offers benefits of multipurpose and multifunctional fibre cement boards

Suitable for host of architectural and interior applications ranging from false ceiling and paneling to furniture and partitions



Cemply flat sheets are suitable for application areas like furniture, side panelling, false ceilings

Cemply 18 is a very popular for mezzanine flooring

Cemply flat sheets are available in multiple sizes and with various forms of thickness

Cemply flat sheet offers strength, durability and elasticity together

Cemply flat sheet are thermal resistance, water resistance, fire resistance & easily mountable



01

The roofs are durable, non-corrosive, fire resistant and are more reliable in cyclone prone areas

02

The cement sheets do not get blown away due to its dead weight because of which the roof remains intact

03

Pioneer in introducing Swastik Twinroof system in India. A double layer protection from leaking roofs

04

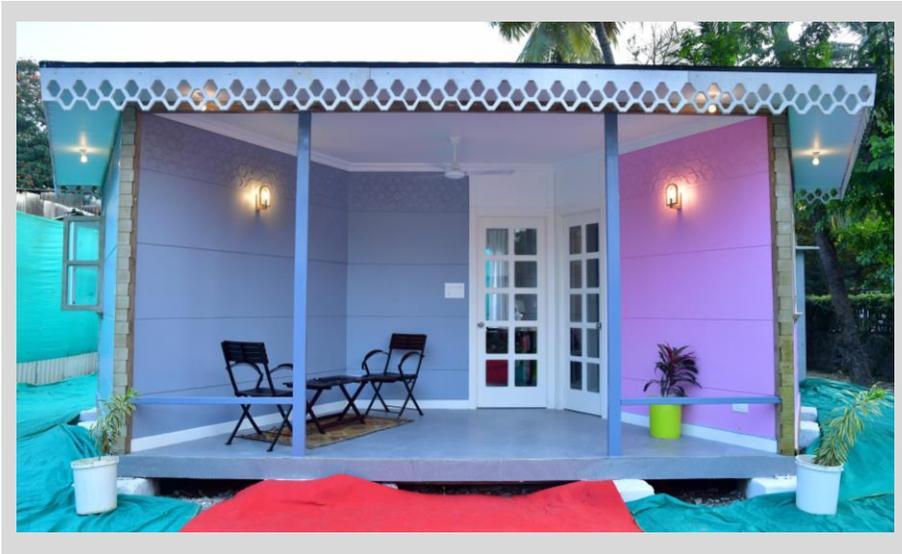
Twin roof gets you a teak wood feel of the traditionally built houses

05

Roof touch ceiling to create a experience of High Ceiling in a house

06

More than 100 roofing accessories are available in a variety of shades and specifications to meet the needs of customers at affordable rates



01

EcoPro S3 House An answer to the country's future construction needs

02

Ecopro S3 is a speedy, innovative and a sustainable building solution to enable cost-effective quality construction

03

Being a dry construction, no plastering or curing is required, hence amounting to huge water and sand savings

04

Perfectly suited for difficult hilly terrains and sites

05

Ecopro S3 is been applied for Patent under application no. 201921022801 dt. 08/06/2019

Product Portfolio – Swastik Sil Gold (New Launched)

First in the industry to offer Coloured Designer Corrugated Roofing Sheets



Manufactured using finest quality cement and fibre through the latest fibre mesh technology

Stronger than regular cement corrugated roofing sheet

Special stain options provides longer life

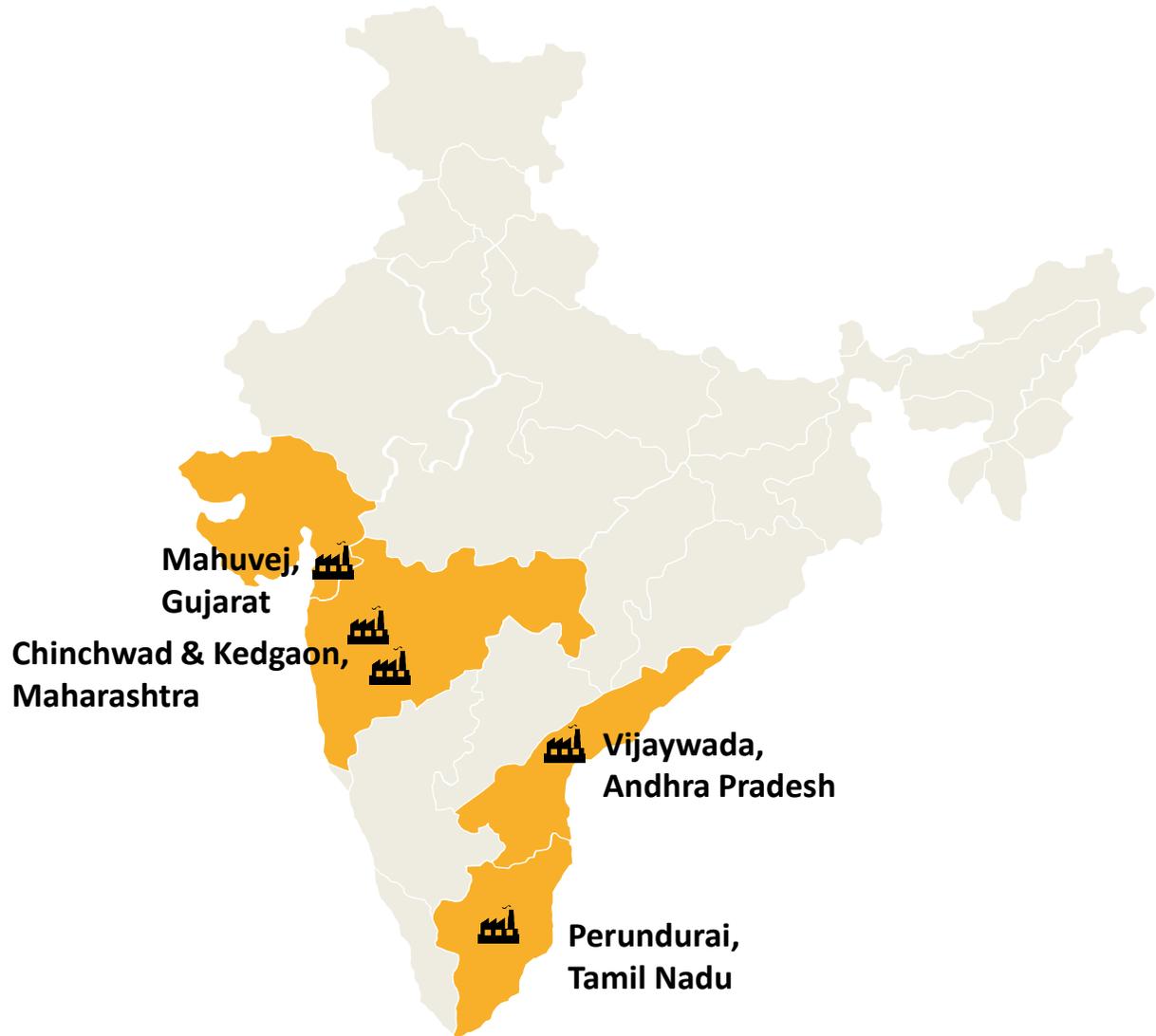
Low Maintenance and No rusting

Weatherproof with Sound, Thermal & Heat Insulation

Resistant to chemical attack

Rot or Corrosion Resistance

Strategically Located Plants in Western & Southern India



Plant Location	Product Portfolio
Chinchwad, Maharashtra	Non-Asbestos Flat Sheet
Kedgaon, Maharashtra	Asbestos Corrugated Sheet Non-Asbestos Flat Sheet Asbestos Flat Sheet
Vijaywada, Andhra Pradesh	Asbestos Corrugated Sheet
Mahuvej, Gujarat	
Perundurai, Tamil Nadu	Asbestos Corrugated Sheet Flat Sheet Products

Indian Roofing Industry

- Market size: **Rs 42,000 Crores**
- Growth Rate: **6-8% in the coming years**
- Drivers: **GDP growth, Rural income, and Better monsoons**

Fibre Cement Roofing Industry

- Demand: **Worth Rs ~12,000 Crores**
- Application: **Kutchra and semi-pucca houses offering an incentive**

Industry Growth Drivers

Construction Sector

India's construction industry is one of the largest in the world, and the country's continued emphasis on urban development creates a high demand for quality roofing solutions.

Government Policy

Several government schemes providing financial assistance for the construction of high-quality infrastructure, such as the National Infrastructure Pipeline (NIP), Housing for All, and Affordable Rental Housing Complexes Scheme, are expected to provide a significant boost to India's roofing industry.

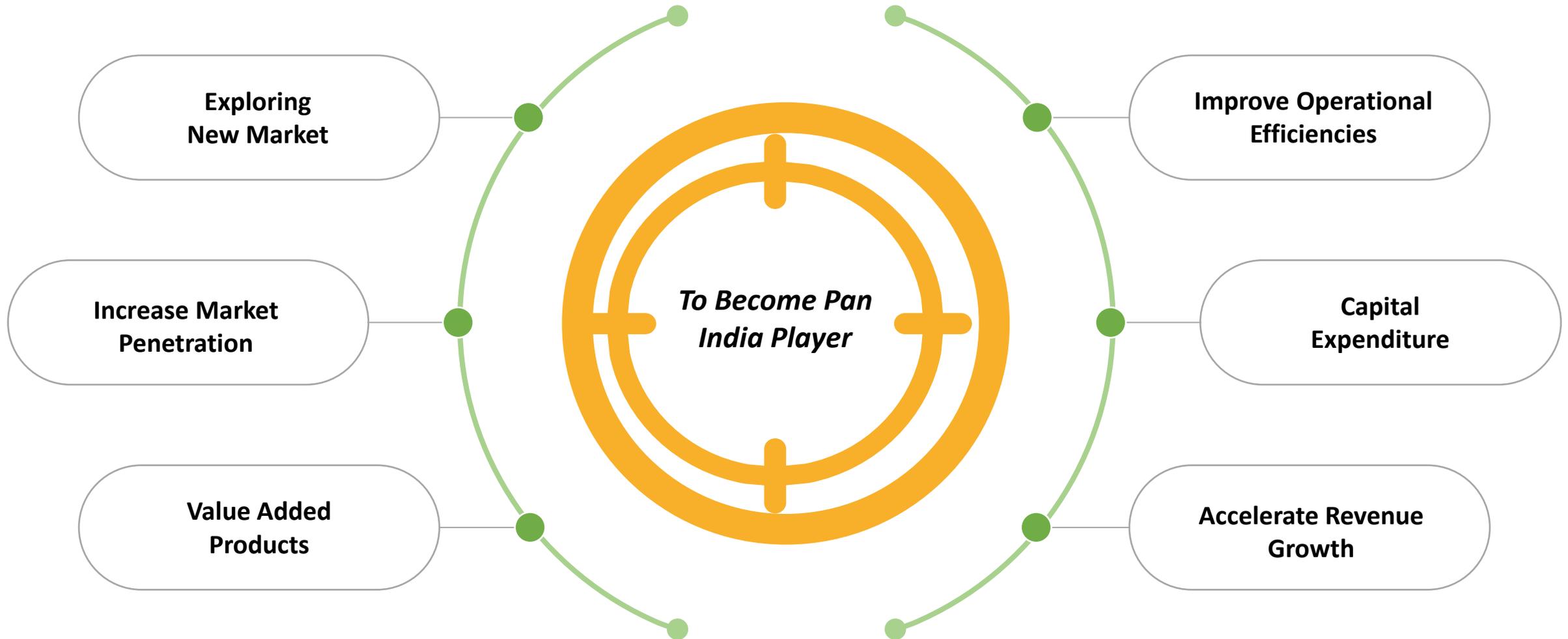
Rural Growth

Demand for fibre cement roofing sheets in rural India is supported by a variety of factors such as increased disposable income in the hands of the rural population, MSP implementation, favourable monsoons, increased farm efficiency, nuclear families, and government housing initiatives.

Non-Residential Demand

Demand for strong roofing solutions in commercial structures such as offices, parking lots, etc is a significant growth driver for the industry.

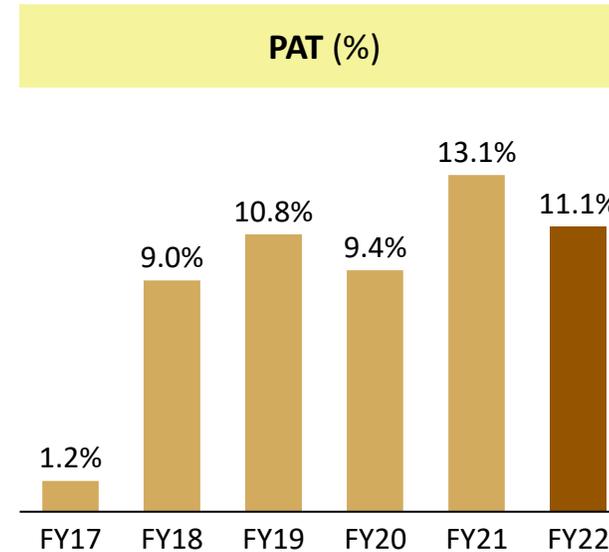
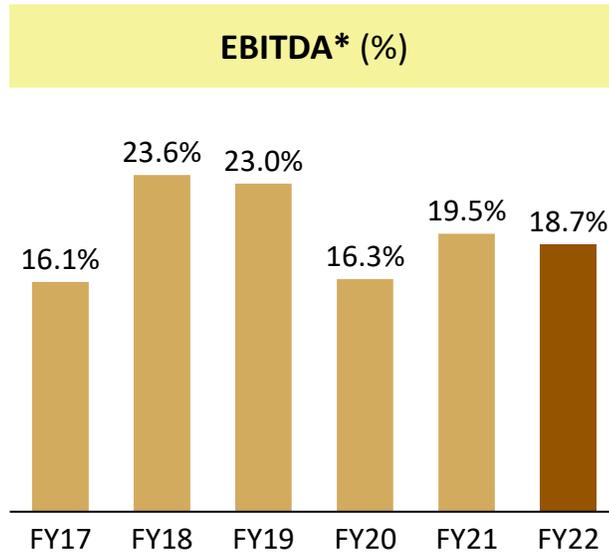
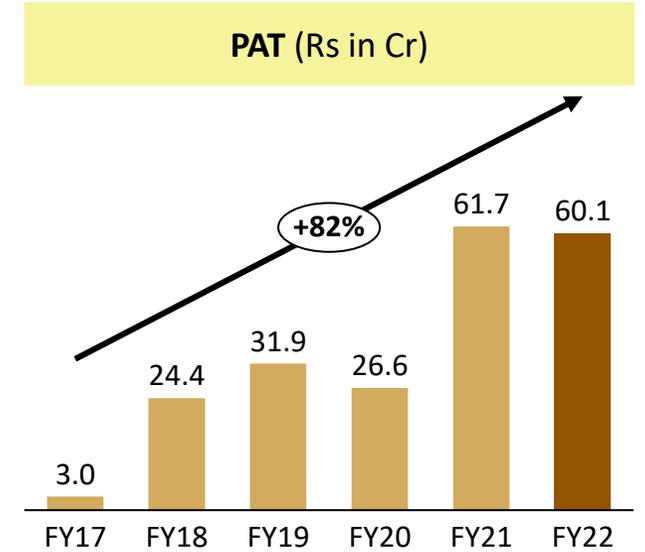
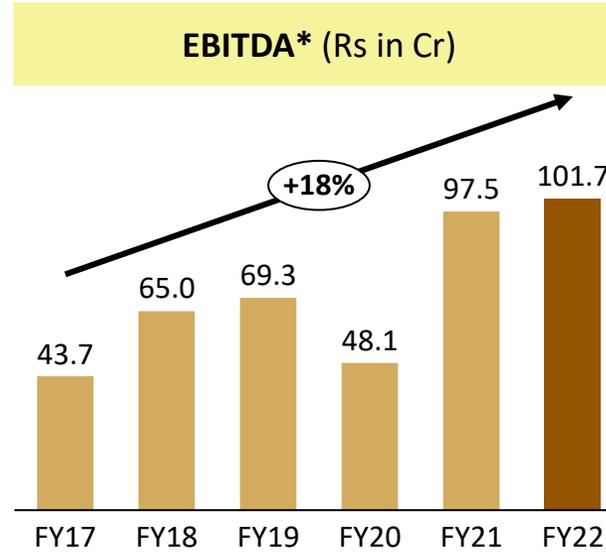
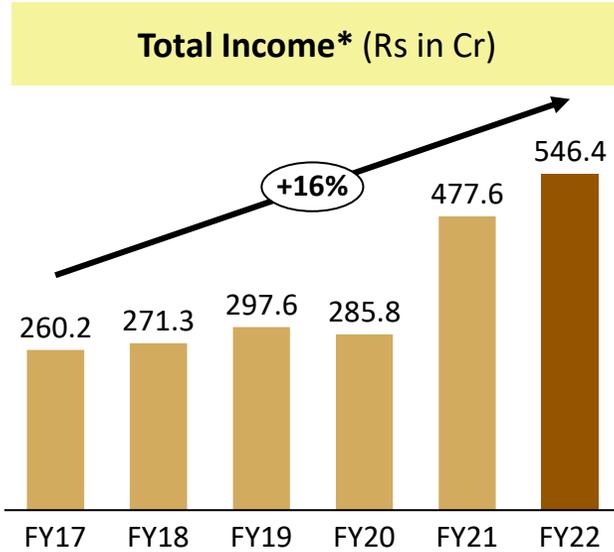
Future Roadmap – Expand, Explore & Excel





Financial Performance

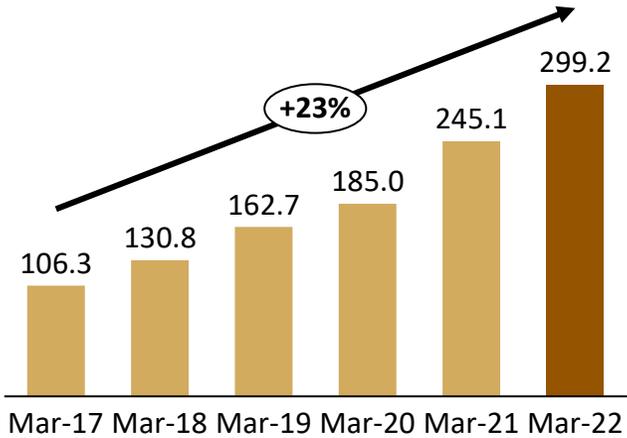
Performance Highlights



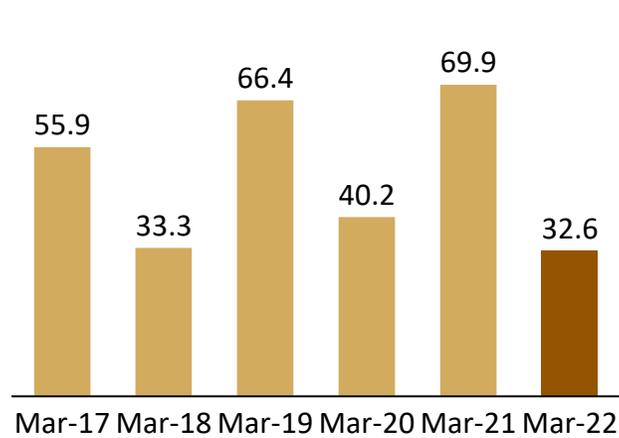
* Total Income & EBITDA is inclusive of other income

Balance Sheet Highlights

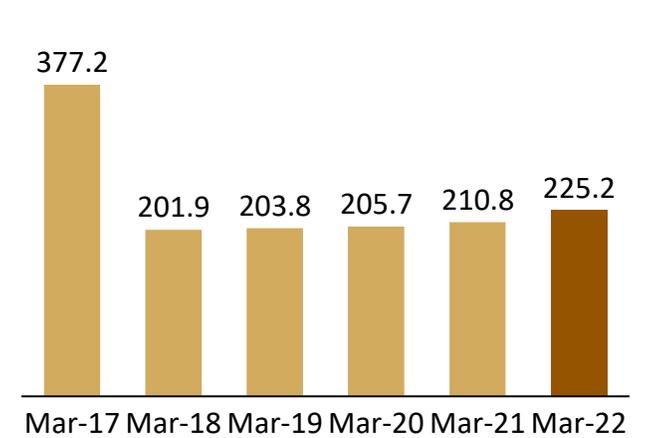
Net Worth (Rs in Cr)



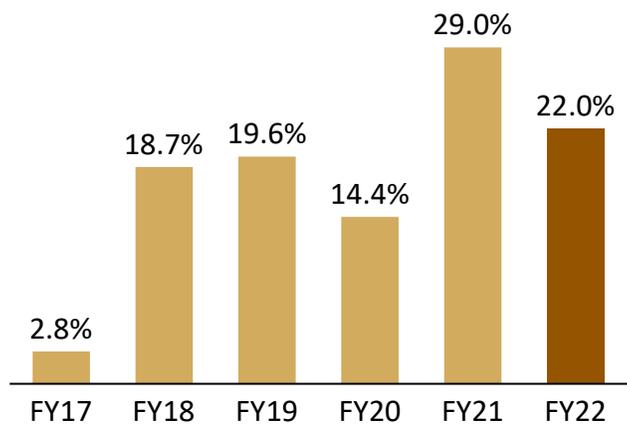
Cash Flow From Operation (Rs in Cr)



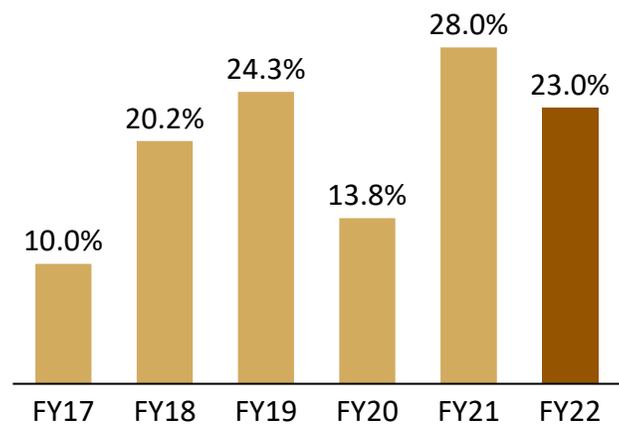
Gross Block* (Rs in Cr)



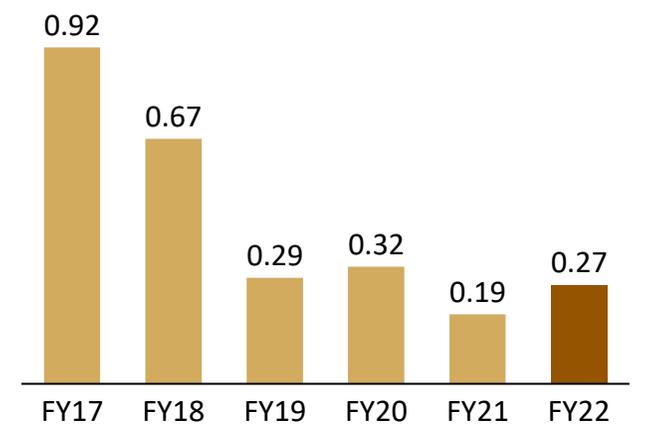
Return on Equity (%)



Return on Capital Employed (%)



Debt/Equity (x)



*Gross Block had declined in FY18 on account of sale of Windmills

Historical Profit & Loss Statement

Particulars (Rs. Cr)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	542.5	472.0	284.1	296.6	270.1
Other Income	3.9	5.6	1.7	1.0	1.2
Total Income	546.4	477.6	285.8	297.6	271.3
Cost of Goods Sold	276.7	240.0	147.6	140.4	132.8
Gross Profit	269.7	237.6	138.2	157.2	138.4
Gross Profit Margin	49.7%	50.3%	48.6%	53.0%	51.3%
Employee Cost	32.6	30.1	22.6	20.7	18.6
Other Expenses	135.3	110.0	67.5	67.2	54.8
EBITDA	101.7	97.5	48.1	69.3	65.0
EBITDA Margin	18.7%	20.7%	16.9%	23.4%	24.1%
Depreciation	14.8	14.0	14.3	18.3	20.6
EBIT	86.9	83.5	33.7	51.1	44.3
EBIT Margin	16.0%	17.7%	11.9%	17.2%	16.4%
Finance Cost	4.6	4.9	5.4	8.1	11.3
Exceptional Item Gain / (Loss)	0.0	0.0	0.0	1.9	2.6
Profit before Tax	82.3	78.6	28.3	44.9	35.7
Profit before Tax Margin	15.2%	16.7%	10.0%	15.1%	13.2%
Tax	22.2	16.9	1.7	13.0	11.2
Profit After Tax	60.1	61.7	26.6	31.9	24.4
Profit After Tax Margin	11.1%	13.1%	9.4%	10.8%	9.0%
EPS	62.84	64.5	27.8	33.4	25.5

Historical Balance Sheet

Assets (Rs. Cr)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non - Current Assets	198.8	149.3	145.8	155.7	171.2
Property Plant & Equipments	122.9	122.7	126.8	142.7	158.9
CWIP	54.1	4.0	1.7	1.7	1.4
Intangible assets	0.1	0.1	0.4	0.5	0.5
Right of use asset	3.7	3.8	3.9	-	-
Investments	0.2	0.1	0.1	0.1	0.1
Others	3.5	2.9	2.9	3.2	3.1
Other Non Current Assets	14.4	15.6	10.0	7.4	7.0
Current Assets	264.2	229.8	162.0	118.7	118.9
Inventories	174.3	113.3	76.5	69.8	70.4
Financial Assets					
Investments	21.1	47.9	30.6	-	-
Trade receivables	42.6	40.2	38.5	32.2	36.7
Cash and cash equivalents	1.0	1.0	0.3	2.2	3.9
Bank balances	3.3	2.9	2.8	-	-
loans & Advances	0.1	0.0	0.0	0.0	0.0
Others	0.3	0.2	0.2	0.1	0.2
Other Current Assets	21.6	24.2	13.2	14.4	7.6
Total Assets	463.0	379.1	307.8	274.3	290.1

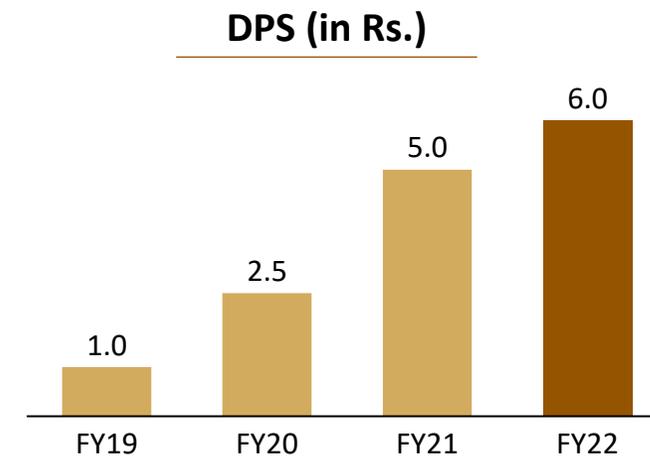
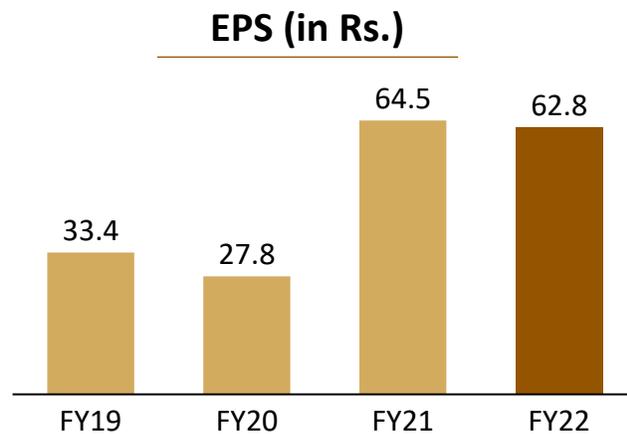
Equity & Liabilities (Rs. Cr)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Total Equity	299.2	245.1	185.0	162.7	130.8
Share Capital	9.6	9.6	9.6	9.6	9.6
Reserves & Surplus	289.6	235.5	175.5	153.1	121.2
Non-Current Liabilities	32.5	10.1	52.1	56.1	53.9
Financial Liabilities					
(i) Borrowings	23.8	0.9	38.8	40.3	41.4
(ii) Lease Liabilities	0.3	0.3	0.3	-	-
Provisions	2.1	2.3	1.9	1.5	1.5
Deferred Tax Liabilities	6.3	6.6	11.0	14.3	11.0
Current Liabilities	131.4	123.9	70.8	55.6	105.4
Financial Liabilities					
(i) Borrowings	56.1	45.5	20.0	6.8	46.8
(ii) Trade Payables	46.2	50.9	33.8	23.6	27.9
(iii) Lease	0.0	0.0	0.0	-	-
(iv) Others	17.6	16.7	12.1	20.6	26.8
Other Current Liabilities	9.3	8.7	3.2	4.1	3.3
Provisions	2.2	2.0	1.8	0.6	0.6
Total Equity & Liabilities	463.0	379.1	307.8	274.3	290.1

Historical Cash Flow Statement

Particulars (Rs. Cr)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Net Profit Before Tax	82.3	78.6	28.3	44.9	35.7
Adjustments for: Non -Cash Items / Other Investment or Financial Items	19.2	16.3	21.3	26.1	31.0
Operating profit before working capital changes	101.5	94.9	49.6	71.0	66.6
Changes in working capital	-68.9	-25.0	-9.4	-4.6	-33.3
Cash generated from Operations	32.6	69.9	40.2	66.4	33.3
Direct taxes paid (net of refund)	-22.1	-20.3	-7.4	-9.0	-8.1
Net Cash from Operating Activities	10.5	49.6	32.8	57.5	25.2
Net Cash from Investing Activities	-32.9	-30.1	-31.6	-2.0	5.4
Net Cash from Financing Activities	22.5	-18.8	-0.3	-57.2	-28.4
Net Decrease in Cash and Cash equivalents	0.1	0.7	0.8	-1.7	2.1
Add: Cash & Cash equivalents at the beginning of the period	1.0	0.3	2.2	3.9	1.8
Cash & Cash equivalents at the end of the period	1.0	1.0	3.1	2.2	3.9

Dividend History

Particulars (in Rs.)	FY22	FY21	FY20	FY19
Earnings Per Share	62.8	64.5	27.8	33.4
Interim Dividend Per Share	3	1.5	2.5	-
Final Dividend Per Share	3	3.5	-	1
Total Dividend Per Share	6	5	2.5	1



The Company has paid a total dividend of Rs 6 per share for FY22



Focus on margin-rich Value-Added Products

- Sahyadri aims to increase the share of Value-Added products (VAP) in its overall product mix to achieve higher margins at a portfolio level
- Presently, the Company has 15% of VAP and it is expected to increase to 25% by FY22



Growth through new clients & geographies

- The Company will explore the opportunity to add more clients across all the business segments
- Sahyadri plans to strengthen its market share in the existing geographies and establish its presence in the newer territories across North and East India



Capacity Expansion

- The Company continuously enhances its manufacturing capabilities to cater to the growing demands
- Sahyadri will continue to expand its capacity going forward



Sound Financials

- A strong financial discipline coupled with the ability to generate regular free cash flows, allows Sahyadri to adequately fund its growth organically
- Capex to drive next leg of growth for the Company



Contact us

Company :



CIN No: L26956PN1994PLC078941

Mr. Rajib Gope
Email: cs@silworld.in

www.silworld.in

Investor Relations Advisors :



CIN - U74140MH2010PTC204285

Mr. Aakash Mehta/ Mr. Mandar Chavan
aakash.s.m@sgapl.net / mandar.chavan@sgapl.net

+91 98706 79263/ +91 96993 82195

www.sgapl.net