



Investor Presentation

February 2023

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Q3FY23 Update



Commenting on the results and performance for Q3 & 9MFY23, Mr. Satyen Patel, Managing Director of Sahyadri Industries Limited said:

“The company registered a top-line growth of 11.2% to Rs 123.7 crores in Q3FY23 on a YoY basis. There is a slowdown in demand for roofing business, particularly in rural India.

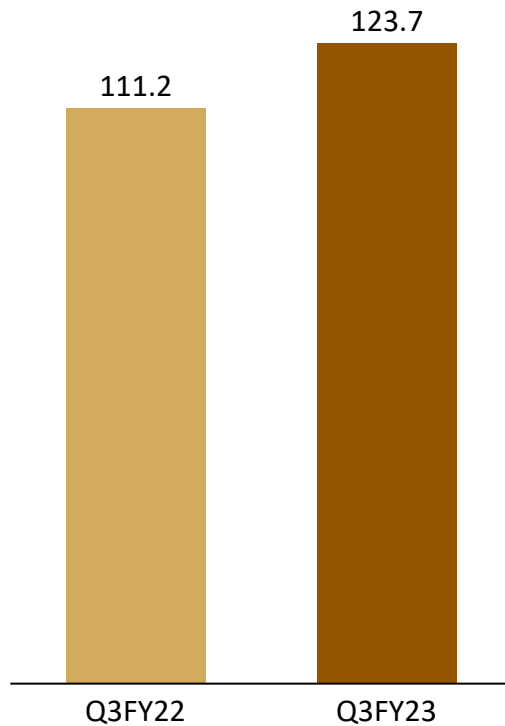
For 9MFY23, our capacity utilisation was 66%, with flat sheet products having a higher capacity utilisation than roofing products. However, roofing product utilisation was impacted due to sluggish demand in the rural market. Our endeavor is to achieve higher utilisation levels in Q4 of this financial year. We might foresee sales trajectory gaining momentum going forward.

The raw material costs are still at elevated levels; however, we have been able to pass on the rise in cost partially to the customer. EBITDA grew marginally by 5.8% yoy to Rs 16.2 cr in Q3FY23, with margins remaining at 13.1%. The stabilization of operations at the Perundurai plant resulted in higher expenditure that has also impacted bottom-line. The ramp-up in the production level at the Perundurai plant will enable us to penetrate deeper into Southern India and capture market share.

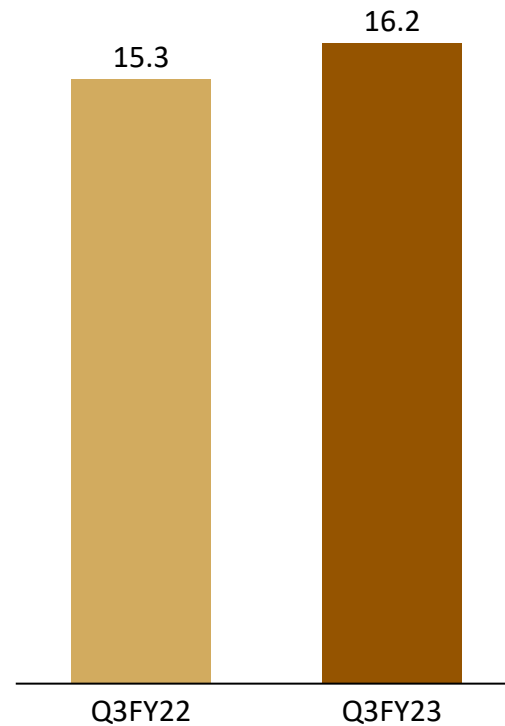
Also, the Company has declared an interim dividend of Rs. 2.5 per equity share for FY23.”

Q3FY23 – Performance Highlights

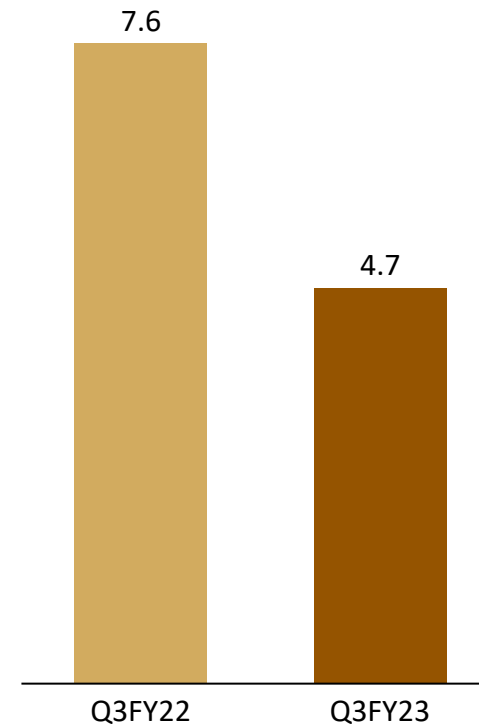
Total Income* (Rs in Cr)



EBITDA (Rs in Cr)



PAT (Rs in Cr)

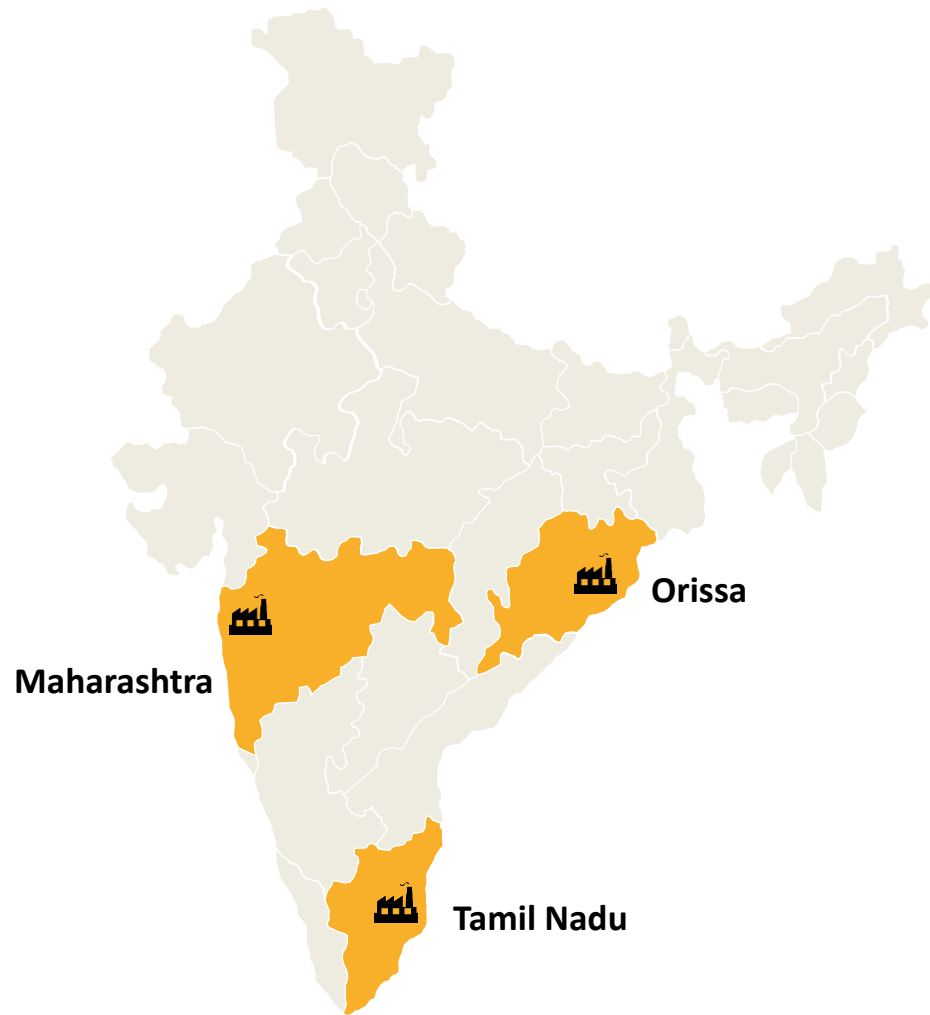


Key Performance Highlights:

- Revenue growth is on the lower side due to subdued demand for the roofing business in a rural area
- Utilization rates for flat sheet products were significantly higher than those for roofing products. However, roofing products utilisation was impacted due to sluggish demand in the rural market
- The increase in other expenses that are related to the overheads of the Perundurai plant had an effect on bottom-line

The Company has declared an interim dividend of Rs 2.5 per equity share of the face value of Rs 10/- each for FY23

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"> Land is being identified and further process will be carried out 	<ul style="list-style-type: none"> Land has been identified and acquisition is in process
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

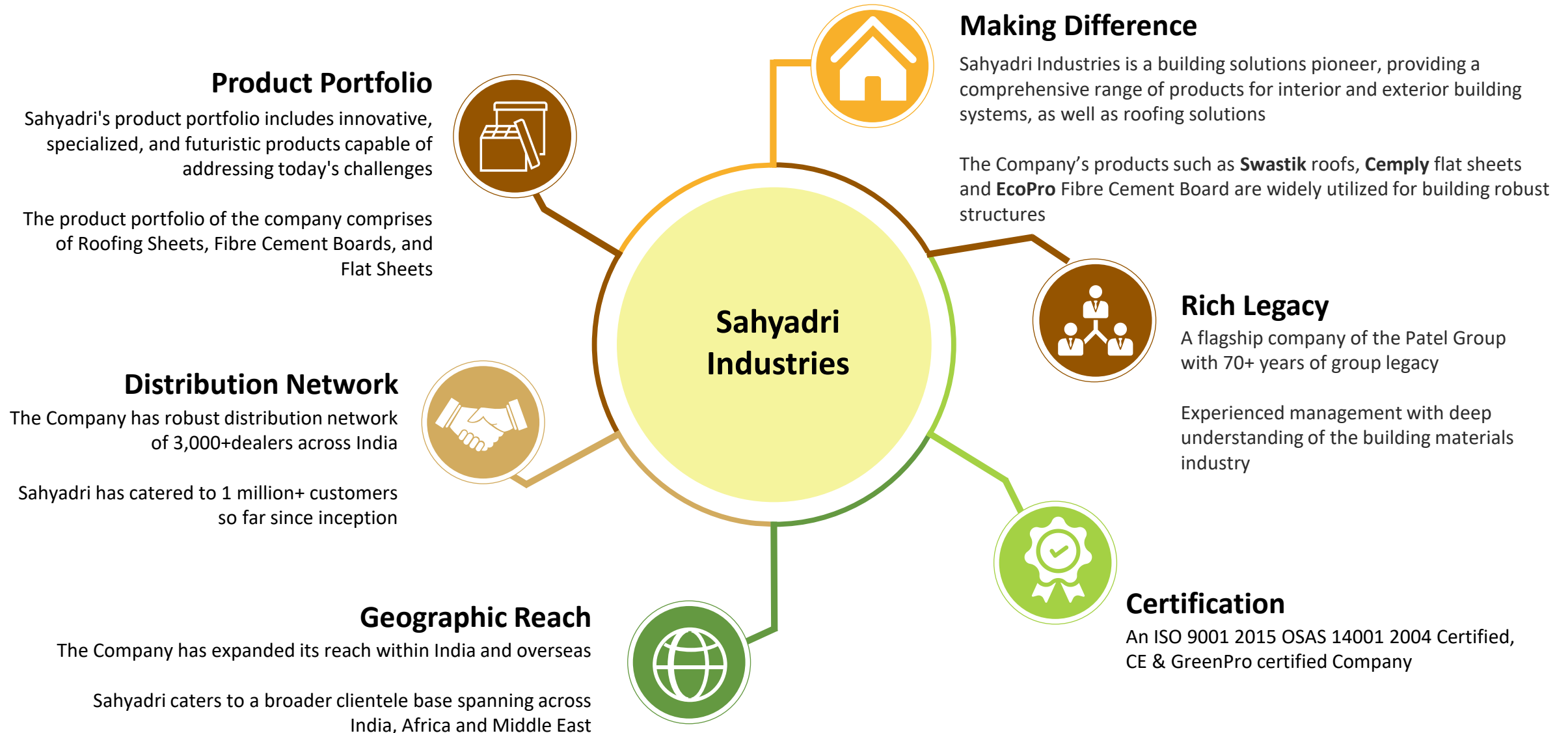
Profit & Loss Statement

Particulars (Rs. Cr)	Q3FY23	Q3FY22	YoY	Q2FY23	QoQ	9MFY23	9MFY22	YoY
Revenue from Operations	123.1	110.2	11.6%	113.3	8.6%	426.9	409.7	4.2%
Other Income	0.6	0.9		1.3		2.6	3.8	
Total Income	123.7	111.2	11.2%	114.6	8.0%	429.5	413.5	3.9%
Cost of Goods Sold	63.2	55.8		52.4		219.4	207.6	
Gross Profit	60.5	55.4	9.1%	62.2	-2.8%	210.1	206.0	2.0%
Gross Profit Margin	48.9%	49.8%		54.3%		48.9%	49.8%	
Employee Cost	8.8	8.7		9.3		27.3	25.5	
Other Expenses	35.5	31.4		36.8		113.8	94.6	
EBITDA	16.2	15.3	5.8%	16.1	0.3%	69.0	85.9	-19.7%
EBITDA Margin	13.1%	13.8%		14.1%		16.1%	20.8%	
Depreciation	6.4	3.8		6.1		17.8	11.2	
EBIT	9.8	11.5	-15.2%	10.0	-2.7%	51.2	74.8	-31.5%
EBIT Margin	7.9%	10.3%		8.7%		11.9%	18.1%	
Finance Cost	3.1	1.1		1.9		6.4	3.3	
Profit before Tax	6.7	10.4	-35.6%	8.2	-17.8%	44.9	71.4	-37.2%
Profit before Tax Margin	5.4%	9.4%		7.1%		10.4%	17.3%	
Tax	2.0	2.8		2.3		12.5	18.5	
Profit After Tax	4.7	7.6	-37.7%	5.8	-18.9%	32.4	52.9	-38.8%
Profit After Tax Margin	3.8%	6.8%		5.1%		7.5%	12.8%	
EPS	4.32	6.92		5.33		29.59	48.35	



Company Overview

Sahyadri Industries – A Niche Player in the Construction Industry



A Trusted Brand... built over the years

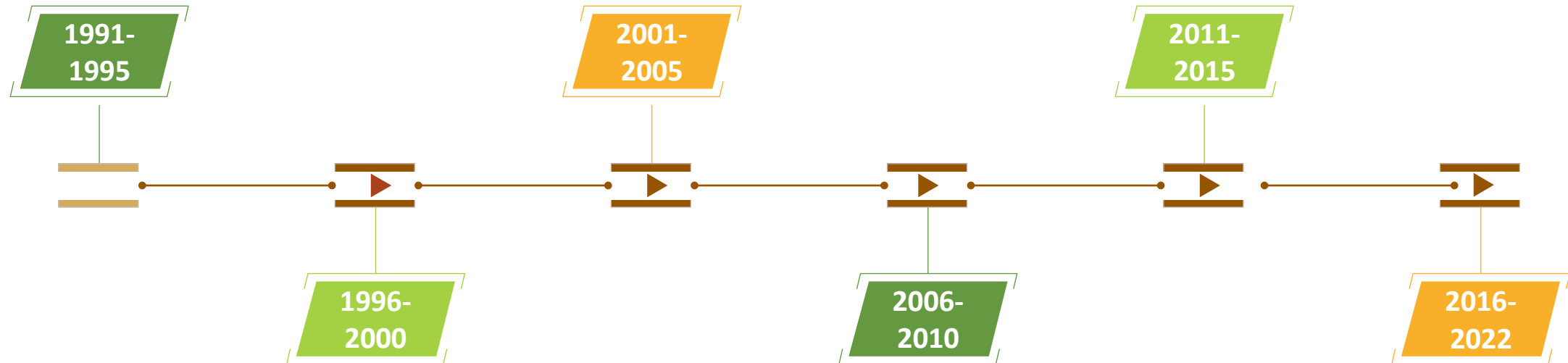
The Company was originally incorporated under 'New Sahyadri Industries Private Limited'

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



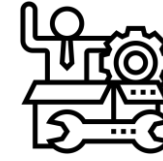
Built Core Strength



Strong Distribution



Established Brands



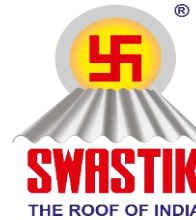
Product Innovation



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+



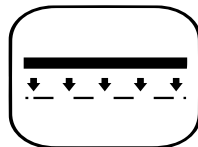
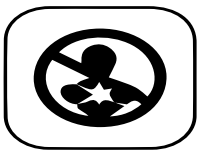
Product Application &
Value-Added Products
20+

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

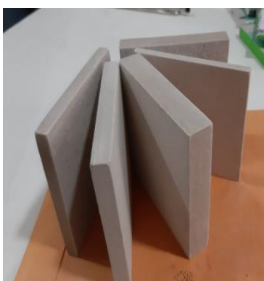
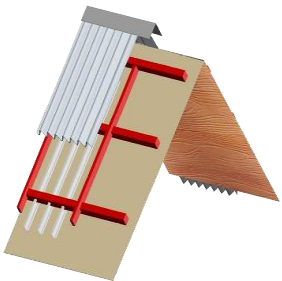
*Water
Resistant*

*Termite
Resistant*

Light Weight

*Strong &
Durable*

*Fire Resistant
& Non-
Combustible*



CSR activities... A Responsible Corporate

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 backyard

Corporate Video – [Click Here](#)



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

Swastik Disha

- CSR association with Smt. Sindhutai Sapkal
- 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



Pebble



Stone



Wave



Handcrafted Bricks



Bricks



Wooden



Aquatic

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 offers benefits of multipurpose and multifunctional fibre cement boards

EcoPro has emerged as a reliable substitute for conventional materials

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

Product Portfolio – Cemply Flat Sheet



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

Product Portfolio – Swastik Roof Sheets



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

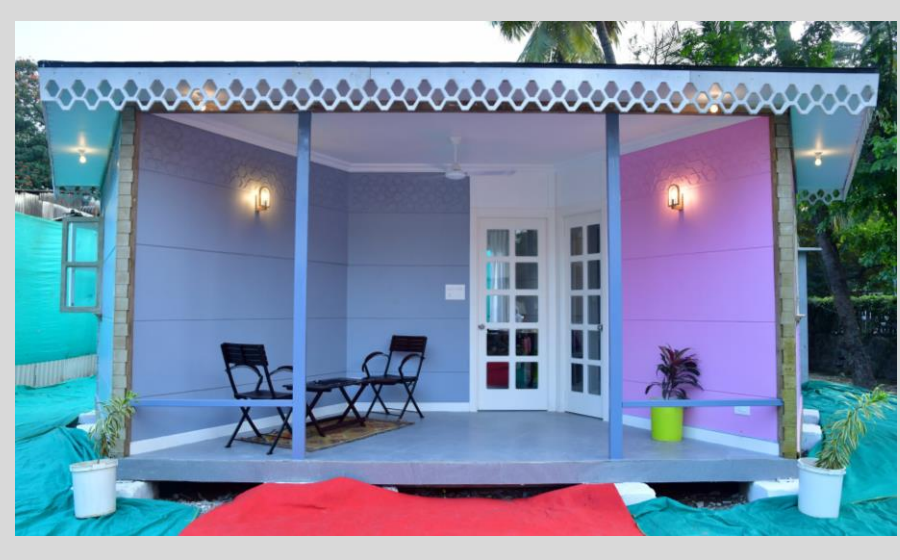
Twin roof gets you a teak wood feel of the traditionally built houses

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



Terracotta Solid



Walnut

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

Special stain options provides longer life

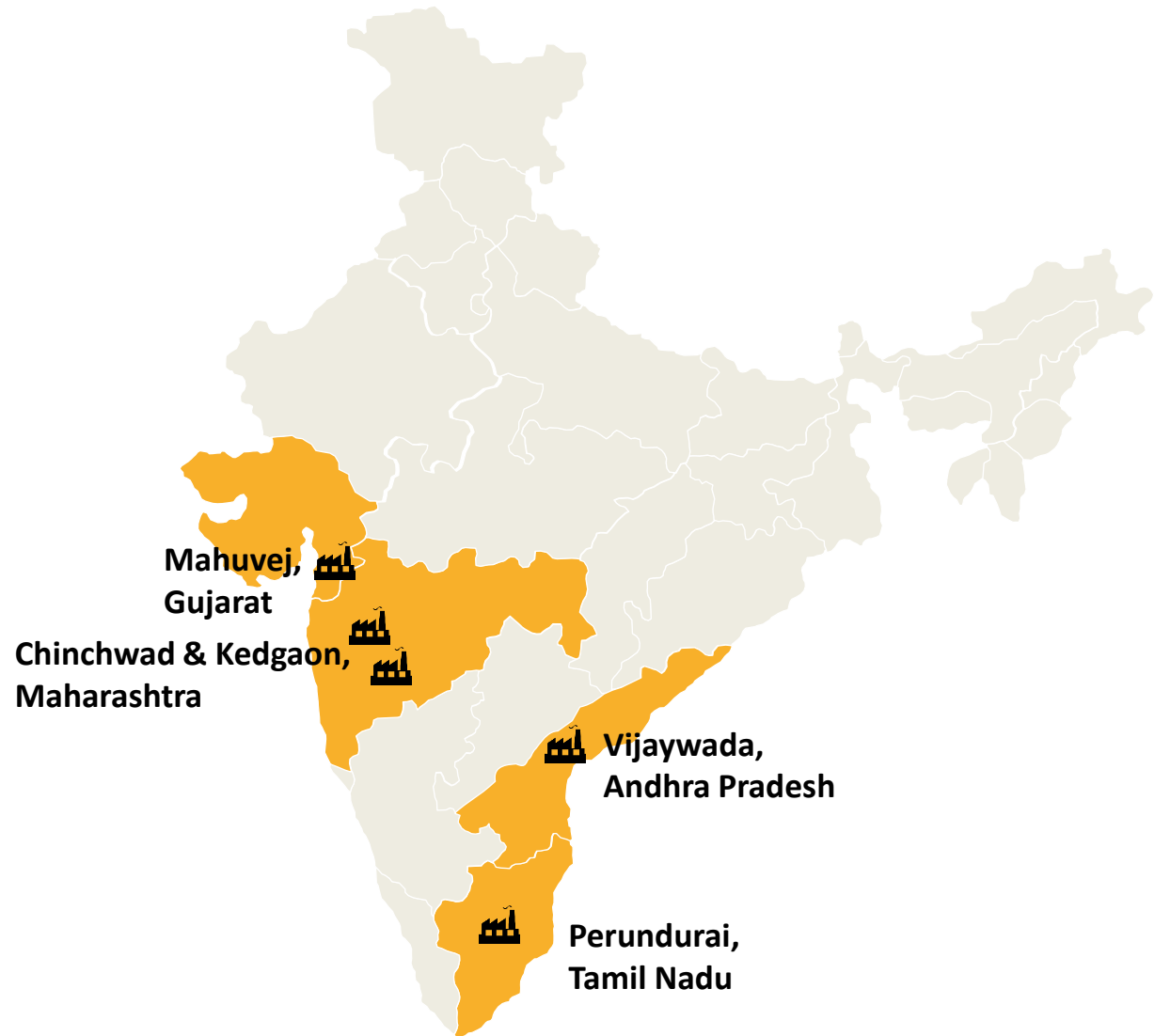
Low Maintenance and No rusting

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: **Kutcha 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.

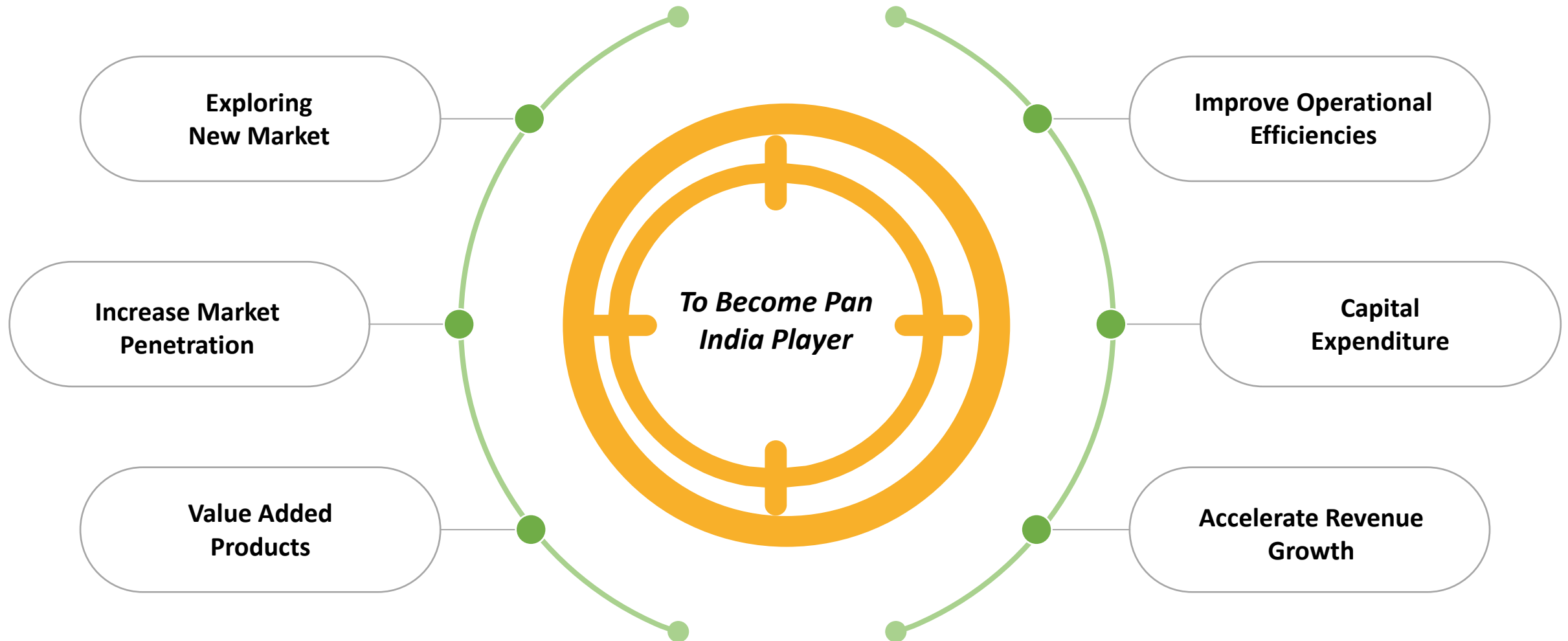
Government Policy

Several government schemes providing financial assistance for the construction of high-quality infrastructure, such as the 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.

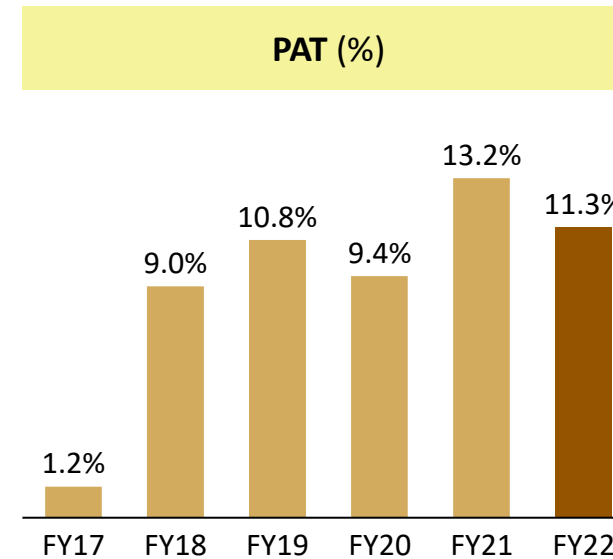
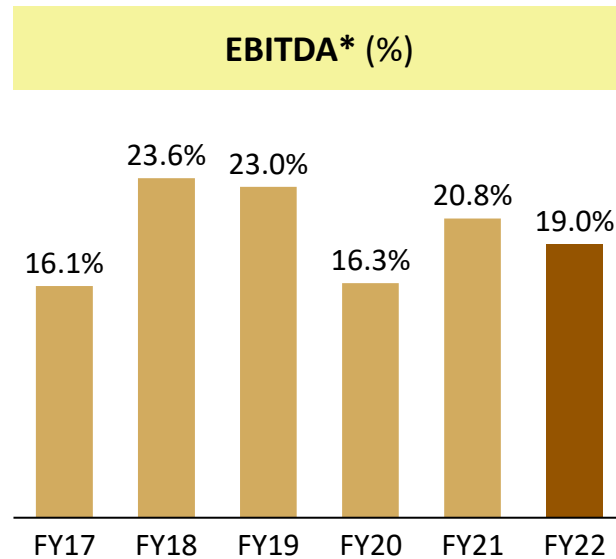
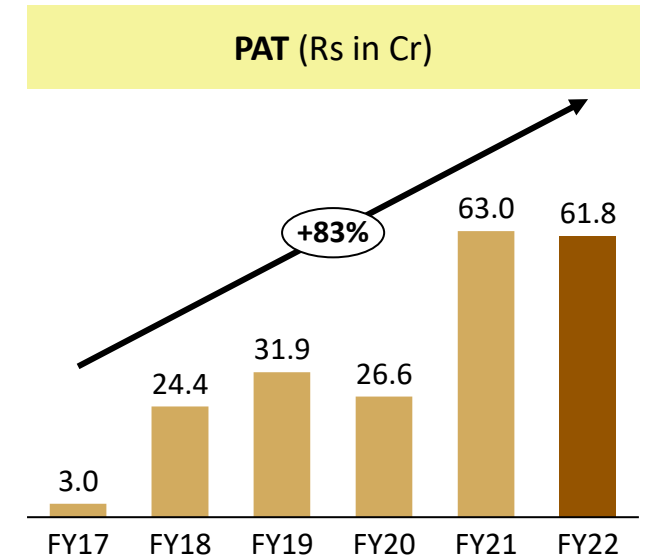
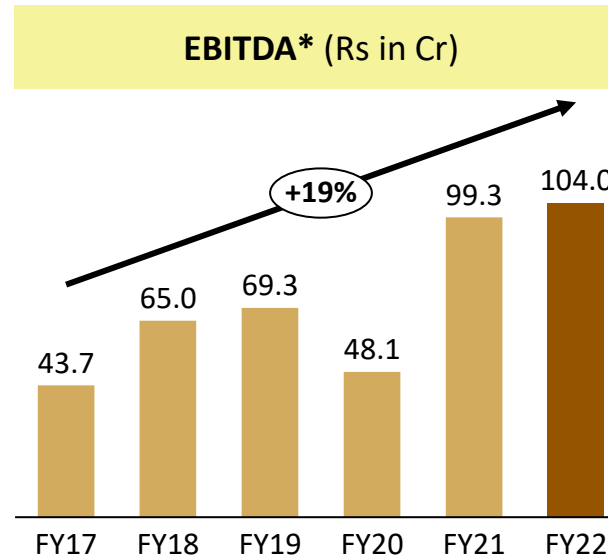
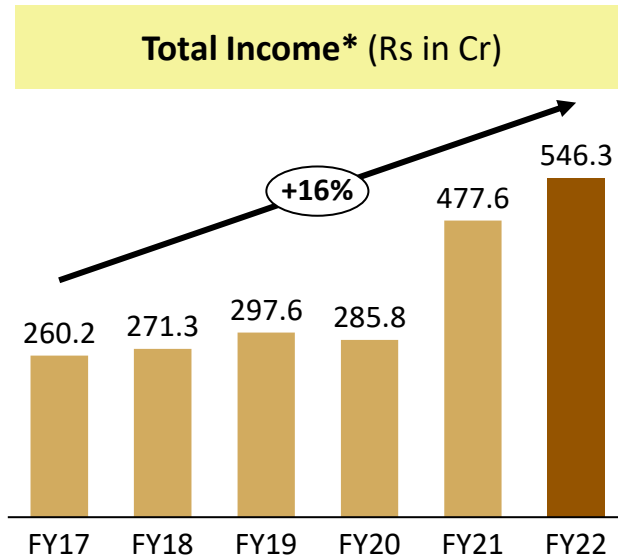
Future Roadmap – Expand, Explore & Excel





Financial Performance

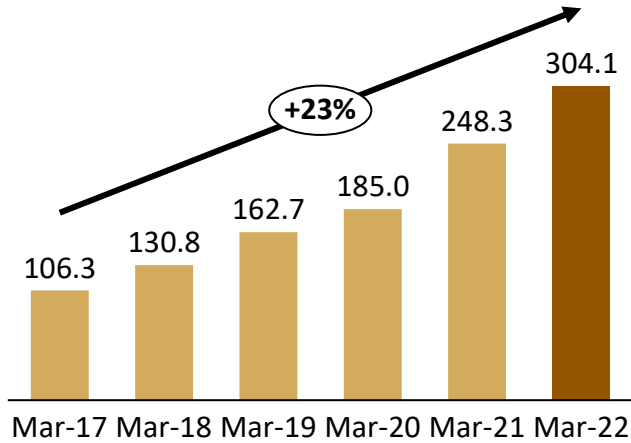
Performance Highlights



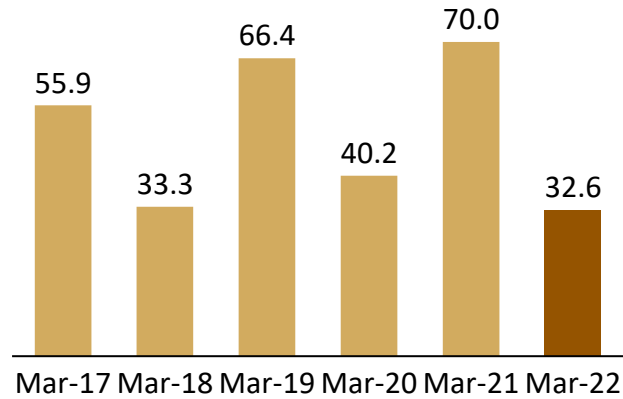
* Total Income & EBITDA is inclusive of other income

Balance Sheet Highlights

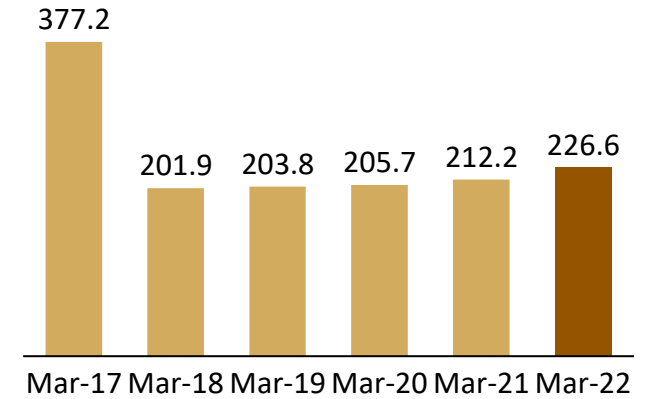
Net Worth (Rs in Cr)



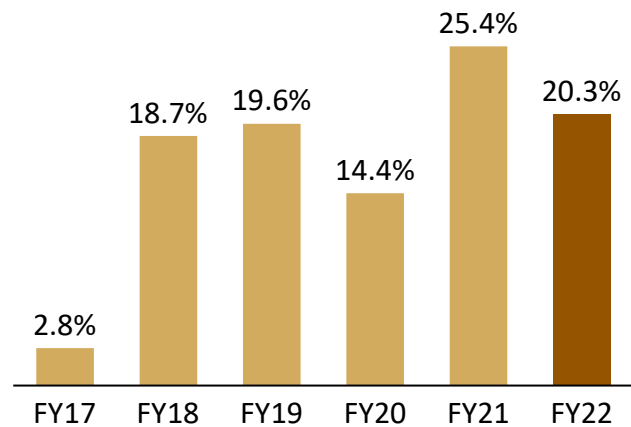
Cash Flow From Operation (Rs in Cr)



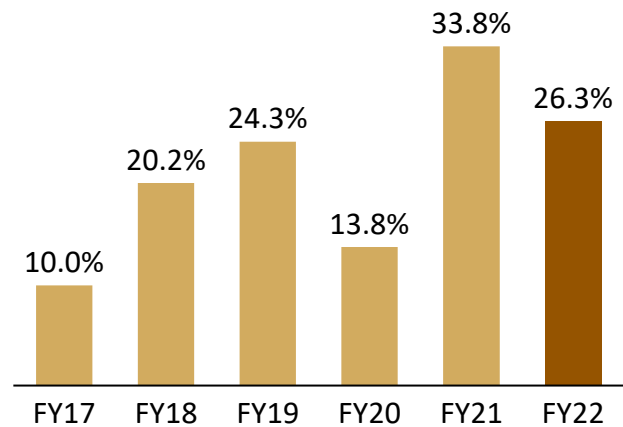
Gross Block* (Rs in Cr)



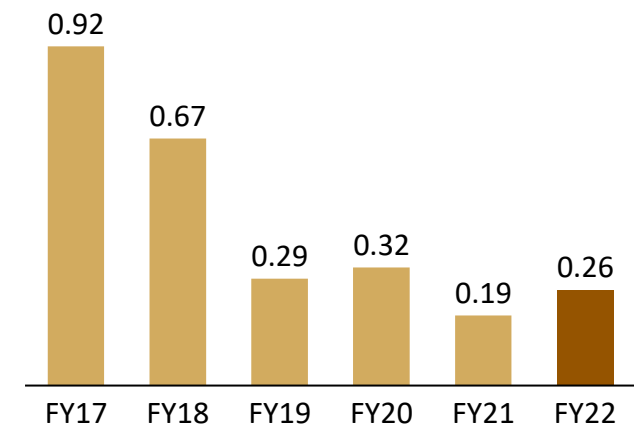
Return on Equity (%)



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	49.4%	49.8%	48.6%	53.0%	51.3%
Employee Cost	33.4	30.9	22.6	20.7	18.6
Other Expenses	132.2	107.4	67.5	67.2	54.8
EBITDA	104.0	99.3	48.1	69.3	65.0
EBITDA Margin	19.2%	21.0%	16.9%	23.4%	24.1%
Depreciation	14.8	14.0	14.3	18.3	20.6
EBIT	89.3	85.3	33.7	51.1	44.3
EBIT Margin	16.3%	17.9%	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	84.7	80.4	28.3	44.9	35.7
Profit before Tax Margin	15.5%	16.8%	10.0%	15.1%	13.2%
Tax	22.8	17.4	1.7	13.0	11.2
Profit After Tax	61.8	63.0	26.6	31.9	24.4
Profit After Tax Margin	11.3%	13.2%	9.4%	10.8%	9.0%
EPS	56.5	57.6	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	199.4	150.2	145.8	155.7	171.2
Property Plant & Equipments	123.0	122.8	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	5.0	5.1	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	13.6	15.1	10.0	7.4	7.0
Current Assets	264.2	229.7	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	24.0	13.2	14.4	7.6
Total Assets	463.7	379.9	307.8	274.3	290.1

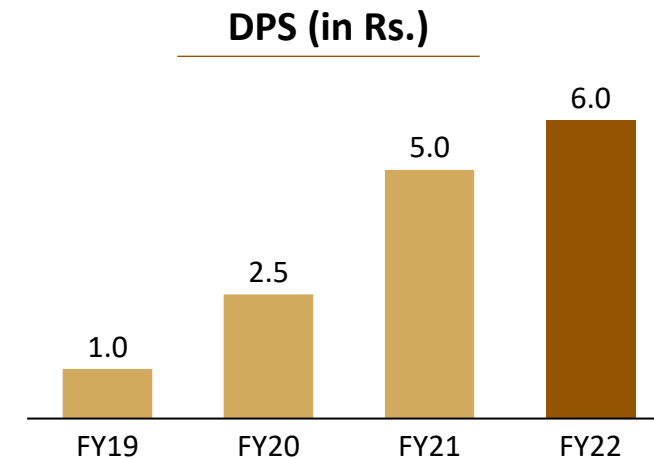
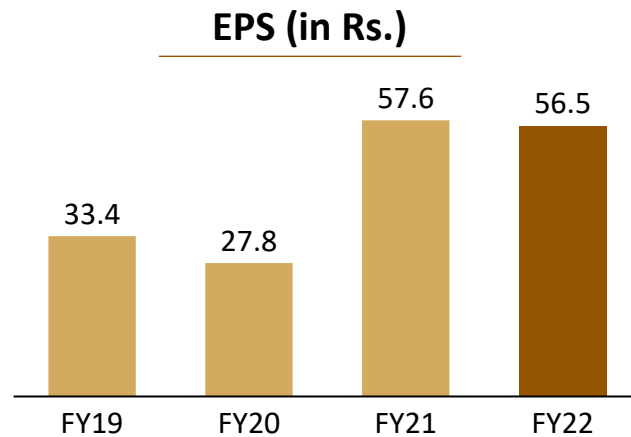
Equity & Liabilities (Rs. Cr)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Total Equity	304.1	248.3	185.0	162.7	130.8
Share Capital	11.0	11.0	9.6	9.6	9.6
Reserves & Surplus	293.1	237.3	175.5	153.1	121.2
Non-Current Liabilities	32.4	10.0	52.1	56.1	53.9
Financial Liabilities					
(i) Borrowings	23.8	0.9	38.8	40.3	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	6.2	6.5	11.0	14.3	11.0
Current Liabilities	127.1	121.5	70.8	55.6	105.4
Financial Liabilities					
(i) Borrowings	56.1	45.5	20.0	6.8	46.8
(ii) Trade Payables	41.6	52.3	33.8	23.6	27.9
(iii) Lease	0.0	0.0	0.0	-	-
(iv) Others	17.6	12.8	12.1	20.6	26.8
Other Current Liabilities	9.6	8.8	3.2	4.1	3.3
Provisions	2.3	2.1	1.8	0.6	0.6
Total Equity & Liabilities	463.7	379.9	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	84.6	80.4	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	103.8	96.7	49.6	71.0	66.6
Changes in working capital	-71.2	-26.7	-9.4	-4.6	-33.3
Cash generated from Operations	32.6	70.0	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	49.7	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	0.0	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	56.5	57.6	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 23% of VAP and it is expected to increase to 30%



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



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