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AWL/SEC/SE/2022-23/17

07th June, 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 01st June, 2022, this is to inform that Analysts / Institutional Investors Meet was held today, i.e. on Tuesday, 07th June, 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 Audited Financial Results for FY 2021-22, rationale of the proposed 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 Further, no unpublished price sensitive information (UPSI) was discussed / shared during the interactions.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 www.adorwelding.com.

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

Thanking you,

Yours Sincerely,

For ADOR WELDING LIMITED

ADOR WELDING LIMITED FORT MUMBAI 400 001. REGD. & CORPORATE OFFICE

VINAYAK M. BHIDE
COMPANY SECRETARY

Encl.: As above

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INVESTOR PRESENTATION

7th June 2022

Creating The Best Welding Experience

Agenda

- Ador Group Introduction
- FY’22 Performance
- FY’23 Focus Areas
- Amalgamation of Ador Fontech

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.

Ador Group

114 YEARS YOUNG INDUSTRIAL GROUP

1908 — JB Advani & Co.
- FY 22 - Group Revenues of approx. 1100 Cr.
- 1400 Employees

1948 — Ador Multiproducts
- Cosmetics Manufacturing
- eCom Subsidiary (1908 e-Ventures)

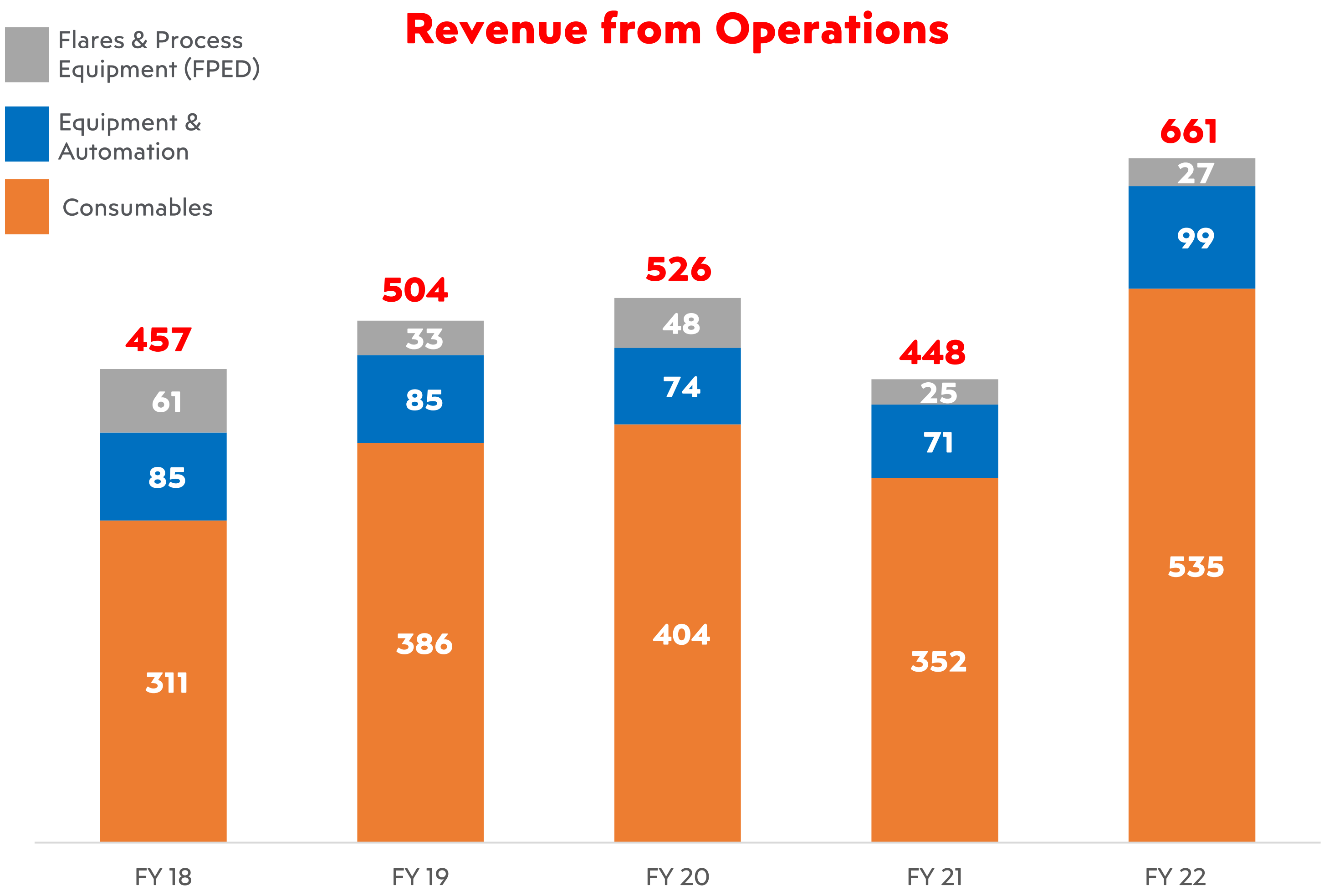
1951 — Ador Welding (formerly known as Advani Oerlikon)
- Welding & Cutting Products
- Projects / Flares

1974 — Ador Fontech
- Life Enhancement of Industrial Components
- Reclamation Welding / Resurfacing / Repair Shop & Services

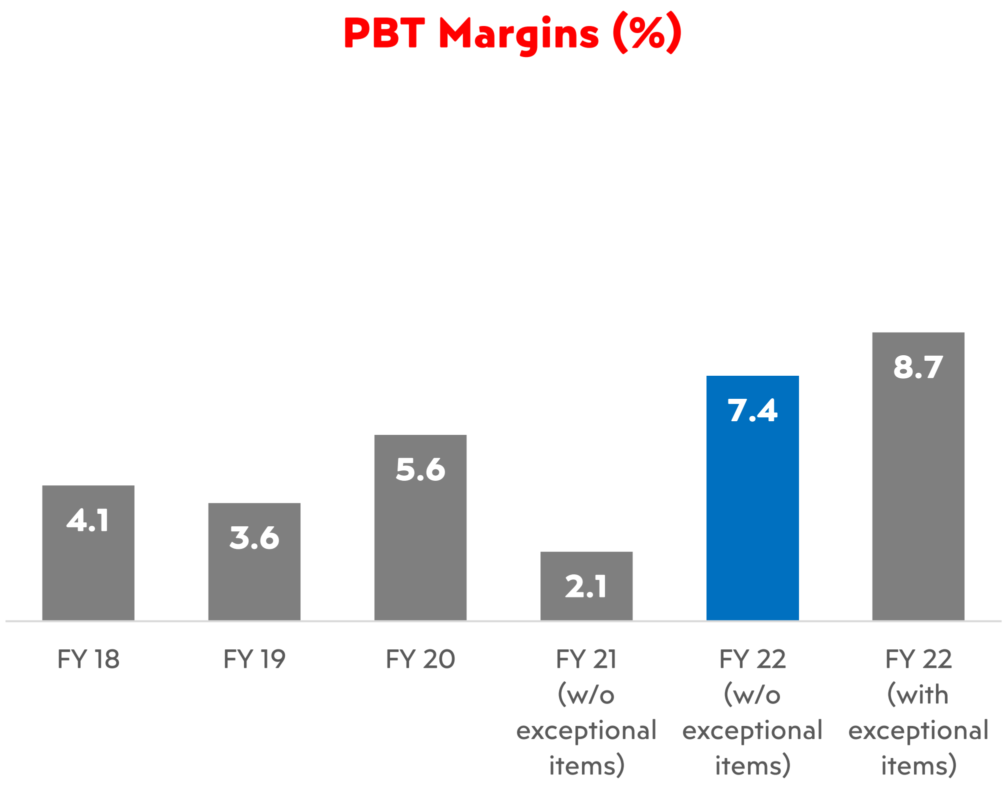
1995 — Ador Powertron
- Electronic Components for Thermal Power Plants
- e-Vehicle Chargers
- Traffic Solutions

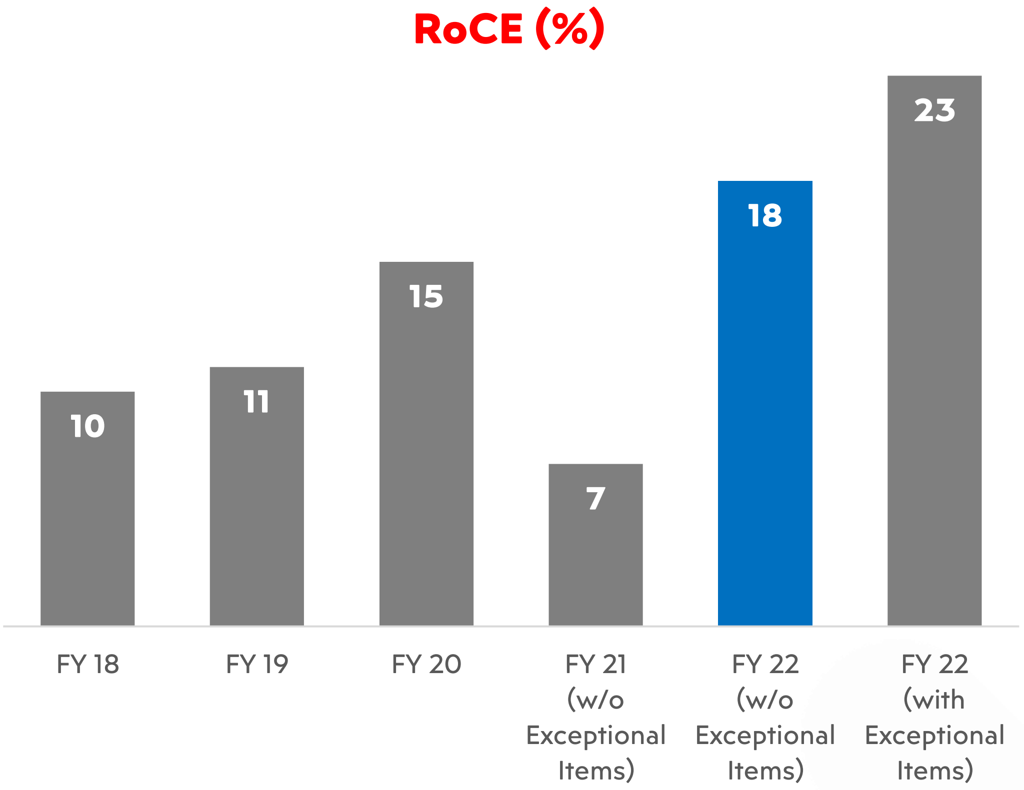
2015 — Flash Orthodontics
- Clear Aligners for Dental Industry
- 3D Printing

FY'22 Performance

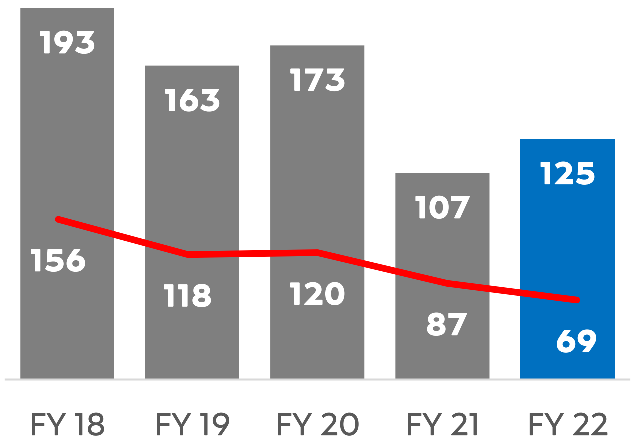


PBT & RoCE

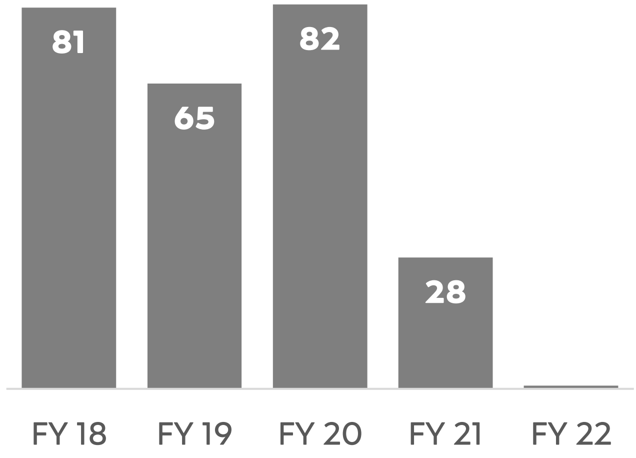

PBT Margins (%)
4.1
3.6
5.6
2.1
7.4
8.7
FY 18
FY 19
FY 20
FY 21 (w/o exceptional items)
FY 22 (w/o exceptional items)
FY 22 (with exceptional items)


RoCE (%)
10
11
15
7
18
23
FY 18
FY 19
FY 20
FY 21 (w/o Exceptional Items)
FY 22 (w/o Exceptional Items)
FY 22 (with Exceptional Items)

Working Capital & Borrowings



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



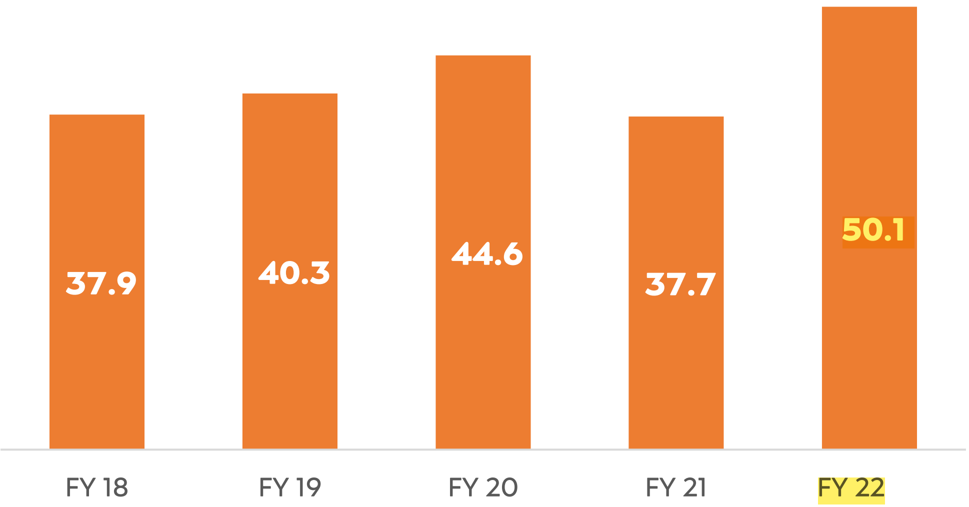
Borrowing in Cr.

Debt to Equity Ratio

FY’22 Performance

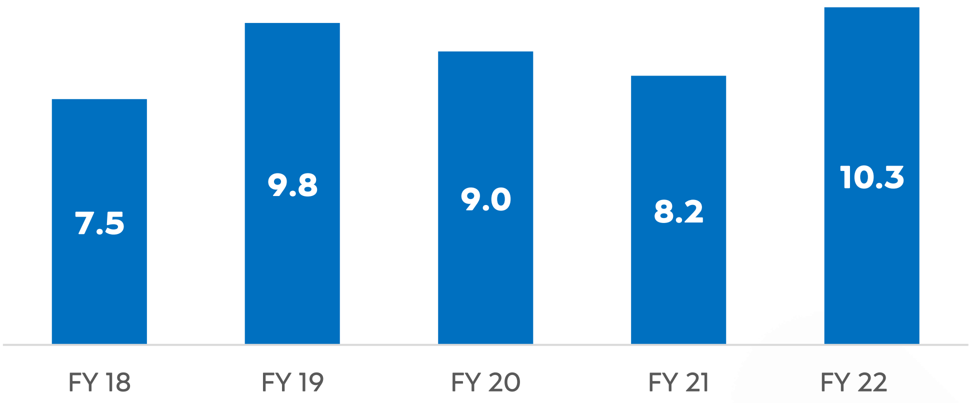
Welding Business

Consumable Volumes



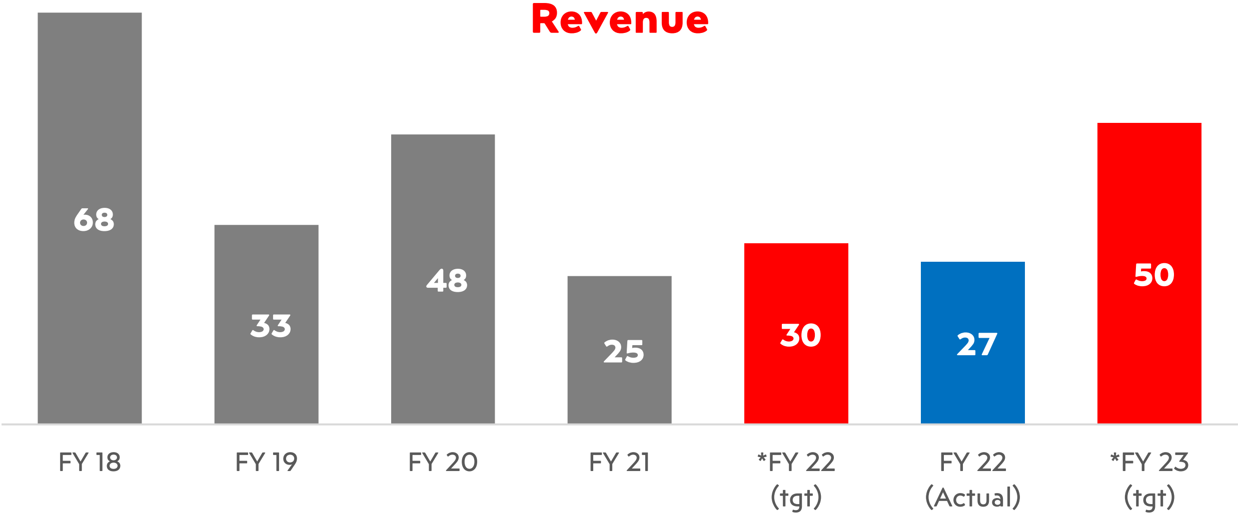
In thousand MT

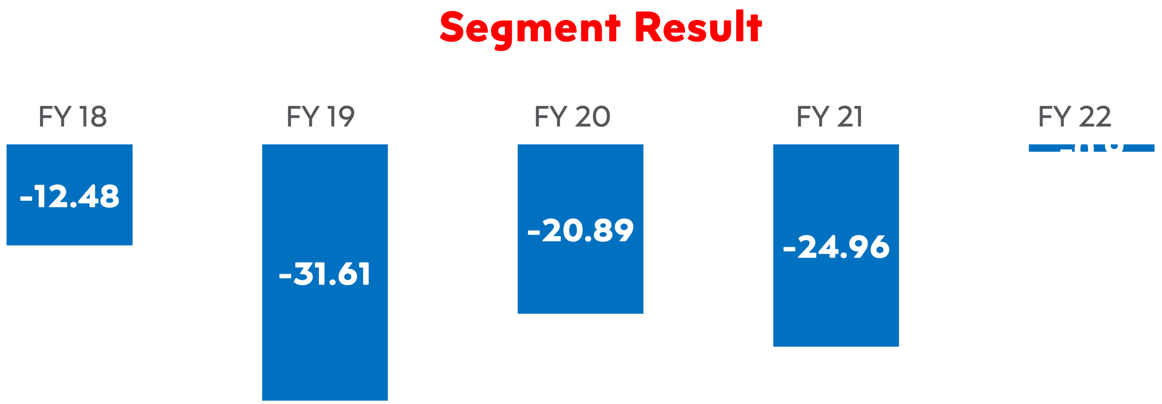
Equipment Volumes



Units in thousands

FPED Overview





Values in INR Cr.

FY 23 Focus Areas

- Order Booking Tgt – Rs. 75 Cr.
- Orders in Hand – Rs. 31 Cr.
- Reduce Cost and Increase Profitability
  - Focus is on Project Management: Rigorous cost monitoring, improved resource planning and execution to avoid delays
  - Discussion with engineering consultants (TSPL) to develop processes for engineering tool development
- Enhance Flare Portfolio
- Identify Technology Partners

FY’23 Focus Areas

- Investment in Technology Upgradation – Welding Consumables
- Strengthening Distribution + online Sales
- Ador International
- Product Mix
- Strengthen ‘Made in India’ Portfolio - BIS
- Upgradation of IT Systems

Some of our Valued Clients in India

Amalgamation of Ador Fontech Ltd.

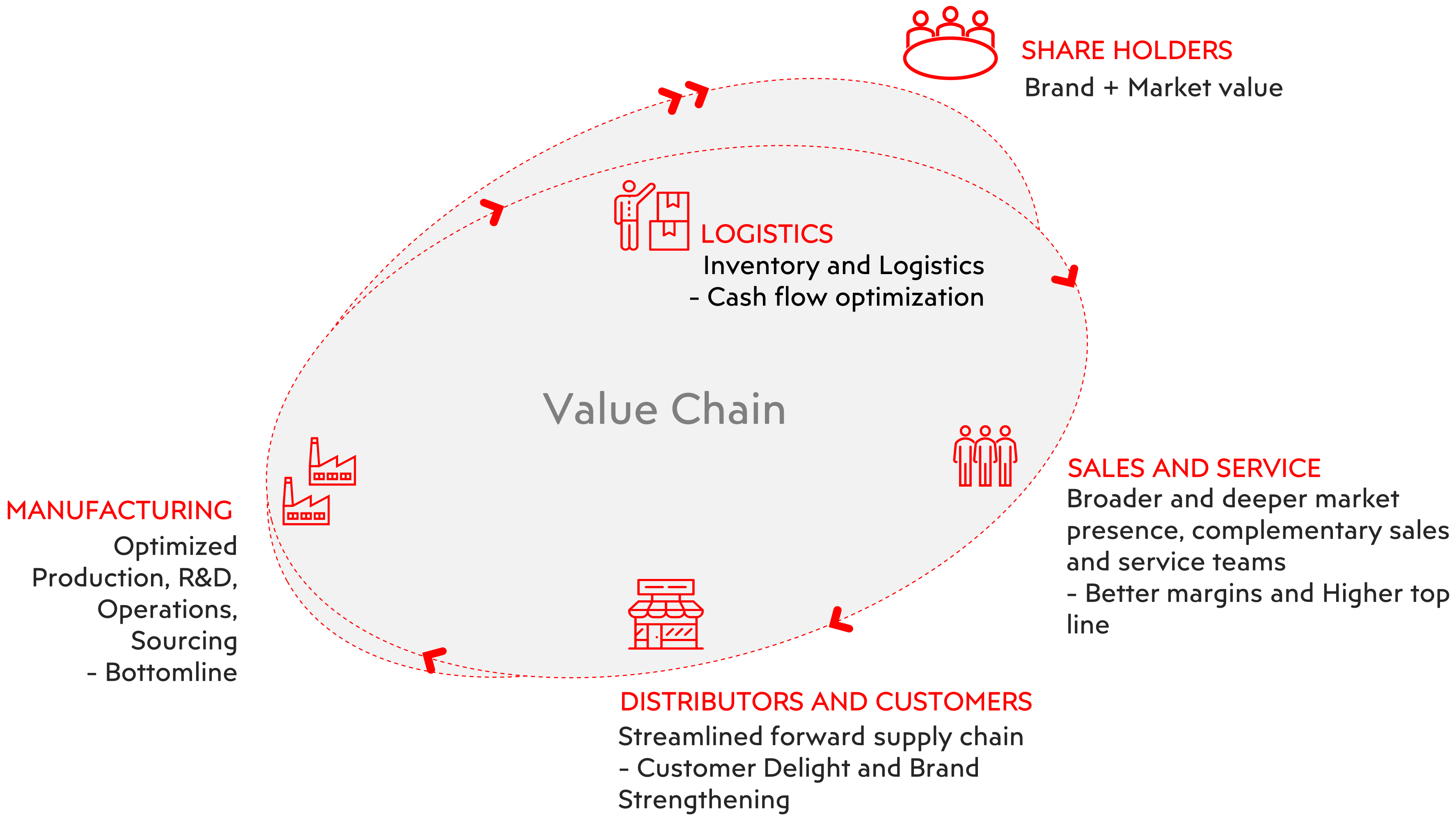
Business Overview

Overlapping - (yet distinct)

Based on FY'22 numbers

ADOR CO.	WELDING / CUTTING / COMPLIMENTARY	OTHER WEAR PRODUCTS	FLARES & PROCESS EQUIPMENT
WELDING	96%	0	4%
FONTECH	84%	16%	0

Value Creation



Why Merge?

Strengths

- Brand / Brand / Brand
- Distribution
- Manpower
- Infrastructure
- Financial Capability
- Portfolio of Products, Services and Solutions
- Partnerships/Alliances

Opportunity

- Customer Experience
- Distribution
- Manufacturing Synergies
- R & D

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

THANK YOU