

Action Construction Equipment Limited

Corporate & Registered Office

Dudhola Link Road, Dudhola, Distt. Palwal-121102, Haryana, India



Date: May 21, 2024

To,

The Manager Listing
BSE Limited
5th Floor, P.J. Towers,
Dalal Street,
Mumbai-400001

Scrip Code: 532762

The Manager Listing
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
Mumbai-400051

CM Quote: ACE

Subject: Earnings presentation-Q4-FY24/FY24

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith, earnings presentation (Q4-FY24/FY24) of the Company.

Kindly take the above in your record.

Thanking you

Yours faithfully

For Action Construction Equipment Limited

Anil Kumar
Company Secretary



Corporate Office: Phone: +91-1275-280111 (50 Lines), Fax: +91-1275-280133, E-mail: works2@ace-cranes.com

Mktg. H.Q.: 4th Floor, Pinnacle, Surajkund, Faridabad, NCR-121009, Phone: +91-129-4550000 (100 Lines), Fax: +91-129-4550022, Email: marketing@ace-cranes.com
Customer Care No.: 1800 1800 004 (Toll Free), **CIN:** L74899HR1995PLC053860, **Website:** www.ace-cranes.com



**EARNINGS
PRESENTATION**
Q4-FY24/FY24

**100%
Swadeshi**



ACE



At a Glance



Established Brand with over 29 years of Industry Presence

World's largest Pick & Carry Crane Manufacturer with Pan India and Global Presence in over 37 Countries

Value for Money Equipment with Focus on Quality and Reliability

Strong Manufacturing, R&D Capabilities providing Customized Solutions for Specific Requirements

Highly Experienced and Professional Team

India's most diversified CE Manufacturer Operating across Infra, Construction, Manufacturing, Logistics and Agri sectors

Customer Centric Organization with In-depth Market Intelligence having 20,000+ strong Customer base

Fastest Service and Product Support through a wide Network across 100+ Locations in India

Strong Financial Discipline with Sharp focus on Accelerated Growth through Flexibility and Quick Change Adaptation

Poised to capture Significant Growth Prospects in Indian Manufacturing & Infrastructure Sector



Company Overview



- **ACTION CONSTRUCTION EQUIPMENT LIMITED** was established in 1995 by Mr. Vijay Agarwal, a technocrat, who has over 50 years of industry experience and is run by a team of experienced professionals.

- ACE is an established and reputed brand with a significant presence across diversified sectors like Construction, Infrastructure, Manufacturing, Logistics and Agriculture.

Market Leader in Mobile and Tower Cranes



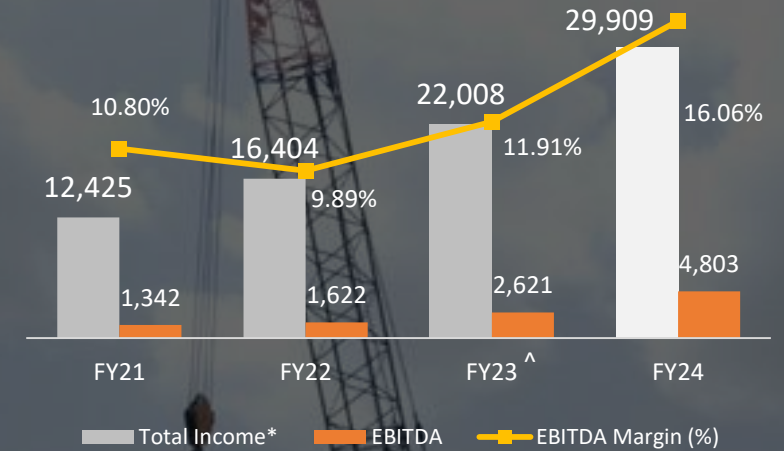
63% +
Market Share



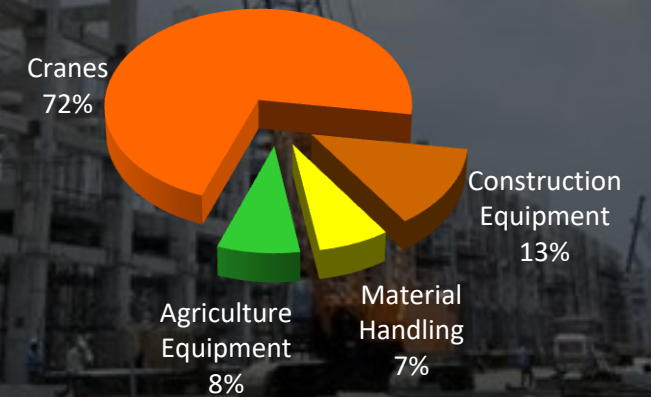
- The company is the world's largest Pick & Carry cranes manufacturer with over 63% market share in the Mobile cranes segment in the country and a majority market share of more than 60% in Tower Cranes segment domestically.
- Additionally, ACE also offers Crawler Cranes, Truck Mounted Cranes, Lorry Loaders, Backhoe Loaders/Loaders, Vibratory Rollers, Motor Graders, Forklifts, Tractors & Harvesters and other Construction Equipment.
- The company has one of the widest Sales and Service network, with over 100+ locations supported by 13 regional offices in India and also exports to over 37 countries across Middle East, Africa, Asia and Latin America.



Consolidated Financial Highlights (INR Mn)



Consolidated Segmental Revenue – FY24 (%)



* Total Income includes Other Income

Product Portfolio



Cranes



Pick & Carry Cranes



Lorry Loaders



Rough Terrain Cranes



Crawler Cranes



Truck Cranes



Tower Cranes

Construction Equipment



Backhoe Loaders



Tele Handlers



Vibratory Rollers



Motor Graders



Access Platforms

Material Handling Equipment



Forklift Trucks



Warehousing Equipment



Piling Rigs

Agri Equipment



Tractors



Track Harvesters

Sectoral Growth Drivers



Urban Infra

- Total Capex outlay increased by 11.1% to approx. INR11.11 lakh crores in FY25 interim budget; major outlay for roads at INR 2.72lakh crore and railways at INR2.52 lakh crore.
- Investment of INR 75,000 Crs, for one hundred critical transport infrastructure projects, for last and first mile connectivity for ports, coal, steel, fertilizer, and food grains sectors.
- Urban Infrastructure Development Fund (UIDF) will be established through use of priority Sector Lending shortfall, which will be managed by the national Housing Bank, and will be used by public agencies to create urban infrastructure in Tier 2 and Tier 3 cities.
- Allocation of INR 10,400 Crs towards investment in Smart Cities Mission for FY24.



Railways

- Implementation of three major economic railway corridor programs and Expansion of Metro Rail and NaMo Bharat to be supported in large cities, focusing on transit-oriented development.
- 400 new Vande Bharat trains to be developed in the next three years and 'One Station-One Product' to help local businesses and supply chains
- Construction of Dedicated New line projects will be getting an allocation of INR 31,850 Crs and National High Speed Rail Corporation Limited will be allocated INR 40,184 Crs.



Manufacturing

- The Manufacturing sector of India has the potential to reach US\$ 1 Tn by 2025.
- PLI in 14 sectors for achieving the vision of 'Atmanirbhar Bharat' with the potential to have additional production of INR 3,00,000 Crs during next 5 years.
- Industrial Capex cycle has revived owing to other initiatives such as 'Vocal for Local' and 'China +1 Strategy.'



Roads

- As per Budget 2023-24 Expansion of the National Highways network by 14,000 km in FY24, INR 20,000 Crs to be mobilised through innovative ways of financing.
- The roads sector is likely to account for 18% capital expenditure over FY 2019-25 and Roads worth \$200 Bn to be built in next 2 years.
- NHAI is coming up with 23 new highways including network of expressways and economic corridors by March 2025.
- The Central Government awarded a total of 322 projects to construct more than 13,000 km roads under the 'Bharatmala Pariyojana' and 3.71 lakh kms under the PMGSY.



Housing

- Outlay for PM Awas Yojana is being enhanced by 66% to over INR 80,671 Crs.
- Real estate sector in India is expected to reach a market size of US\$ 1 trillion by 2030 and contribute 13% to the country's GDP by 2025.
- Retail, hospitality, and commercial real estate are also growing significantly, providing the much-needed infrastructure for India's growing needs.
- Housing scheme for middle income class who are currently renting premises to enable them to buy or build their own houses coupled with 2 crore additional houses to be built under the Pradhan Mantri Awas Yojana (Grameen) will offer a significant boost to construction activities

Launch of PM Gati Shakti Plan, a INR 100 lakh Crs national infrastructure master plan, building a foundation for holistic infrastructure.

Sectoral Growth Drivers



Agriculture

- In the 2024-25 Union Budget, Ministry of Agriculture and Farmers' Welfare has been allocated INR 1,27,000 Crs. The government has given a clear signal to rural India that it is committed to their cause.
- Indian tractor market stands at ~9,45,000 units and the Indian agricultural tractor market is anticipated to grow at a CAGR of 8.9% over the forecast period 2022-2027.
- Budgetary allocation to Rural Development, Irrigation Projects and Subsidies coupled with credit availability will induce increased demand.



Logistics

- 5 Multimodal Logistics Parks at four locations through PPP mode contracts to be awarded in FY24.
- The government had decided to set up as many as 35 Multi Modal Logistics Parks, at a total capital cost of INR 50,000 crore.
- One hundred PM Gati Shakti Cargo Terminals for multimodal logistics facilities will be developed till 2025.
- The logistics market in India is forecasted to grow at a CAGR of 10.5% between 2019 and 2025.
- The deeper penetration into Tier II, III & IV towns and the National Logistics Policy promise an efficient and integrated logistics industry in coming years.



Warehousing

- Supportive Government policies such as establishment of logistic parks and free trade warehouse zones is expected to spur the market growth through 2025.
- 30 Mn square ft of warehousing space is expected to be added to the existing 86 Mn square ft in 2023.
- Indian warehousing and logistics sector is expected to attract ~\$10 Bn investments over the next 4-5 years.



Airports

- 200 low cost airports being built in next 20 years.
- India's aviation industry is expected to witness INR 35,000 Crs (US\$ 4.99 Bn) investment in the upcoming years.
- 50 additional airports, heliports, water aerodromes and advance landing grounds will be revived for improving regional air connectivity.
- The Indian Government is planning to invest US\$ 1.83 Bn for development of airport infrastructure along with aviation navigation services by 2026.



Ports

- The Ministry of Ports, Shipping and Waterways aims to complete projects worth INR 2,00,000 Crs in the next financial year under the Sagarmala Programme.
- The Government has included 1,537 projects under the ambitious Sagarmala Programme at a cost of INR 6,50,000 Crs.
- Projects worth INR 13,308.41 Crs were awarded in the last three years on upgradation of the major ports.

The Government of India has allocated US\$ 1.4 Tn under the National Infrastructure Pipeline for FY 2019-25.

FINANCIAL OVERVIEW Q4-FY24 / FY24

Q4-FY24 Financial & Operational Highlights



Q4-FY24 Financial Highlights (Consolidated)

INR 8,568 Mn

Total Income*

INR 1,506 Mn

EBITDA

17.58%

EBITDA Margin

INR 985 Mn

PAT

11.50 %

PAT Margin

INR 8.27/Share

Diluted EPS

FY-24 Financial Highlights (Consolidated)

INR 29,909 Mn

Total Income*

INR 4,803 Mn

EBITDA

16.06%

EBITDA Margin

INR 3,282 Mn

PAT

10.97%

PAT Margin

INR 27.56/Share

Diluted EPS

Q4-FY24 Operational Highlights

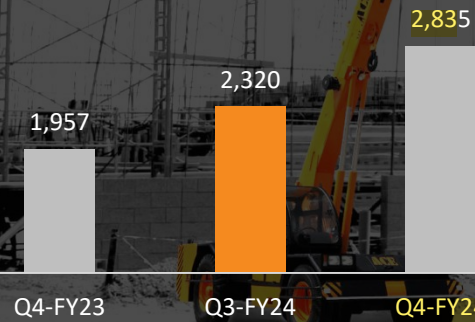
- Highest ever Quarterly & Yearly Revenue and Margins in the history of the Company.
- Sustained growth trajectory : Operational revenue grew by 36% on a YoY basis and 11% on QoQ basis.
- Margin expansion : Driven by better capacity utilizations, product mix, improved price realizations along with efficient cost control measures and softening of commodity prices.
- EBITDA expands by 520 bps, PBT expands by 453 bps, PAT increases by 387 bps on YoY basis.
- Strong Revenue growth across segments during the year:
 1. Cranes grew by 37.75% YoY
 2. Construction Equipment Segment grew by 54.82% YoY
 3. Material Handling segment grew by 8.6% YoY
 4. Agri segment grew by 12.06% YoY
 5. Expansion of Global footprint : 72 % YoY export sales increase

Going forward, in the first few months of FY25, muted growth is anticipated due to the general election and upcoming monsoon season. At the current juncture, 15-20% revenue growth expected for FY 25.

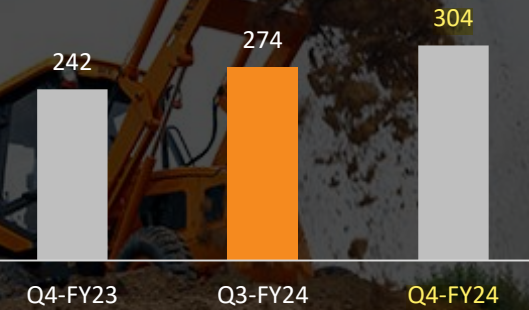
*Total Income includes Other Income

Segment wise – Quarterly Sales Volume

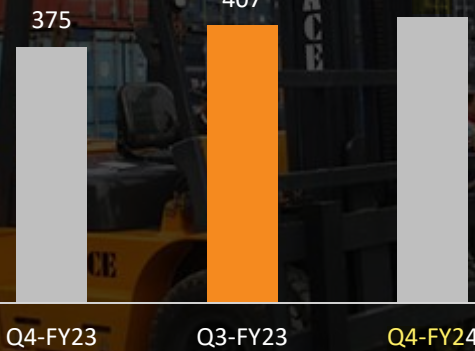
Cranes



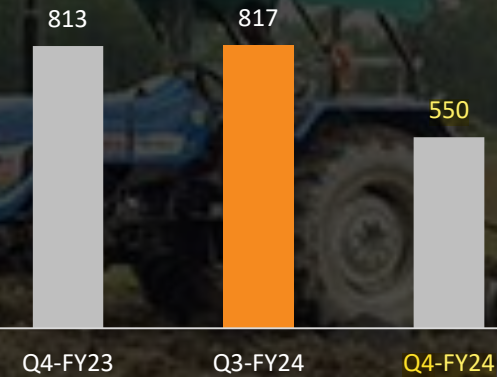
Construction Equipment



Material Handling Equipment

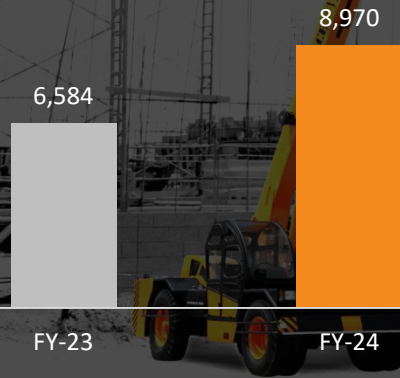


Agriculture Equipment

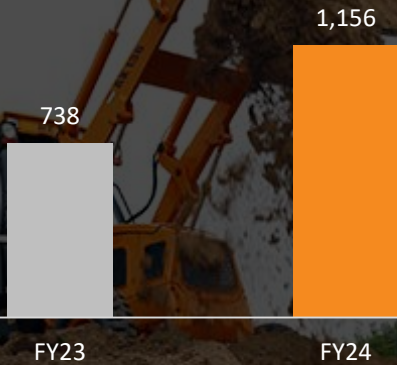


Segment wise – Yearly Sales Volume

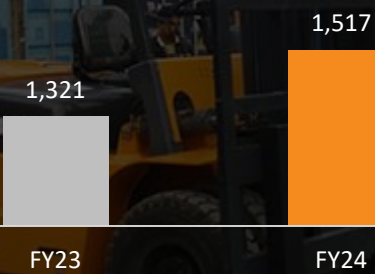
Cranes



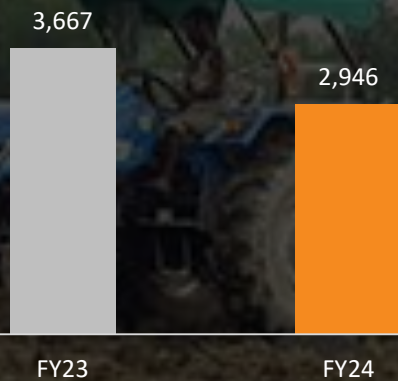
Construction Equipment



Material Handling Equipment



Agriculture Equipment



Quarterly Consolidated Financial Performance



Particulars (INR Mn)	Q4-FY24	Q4-FY23	Y-o-Y	Q3-FY24	Q-o-Q
Total Income*	8,568	6,170	38.9%	7,761	10.4%
Total Expenses	7,062	5,406	30.6%	6,504	8.6%
EBITDA	1,506	764	97.1%	1,257	19.8%
EBITDA Margins (%)	17.58%	12.38%	520 Bps	16.20%	138 Bps
Depreciation	67	50	34.0%	59	13.6%
Finance Cost	107	34	214.7%	55	94.5%
PBT	1,332	680	95.9%	1,143	16.5%
Tax	347	209	66.0%	261	33.0%
Profit after Tax	985	471	109.1%	882	11.7%
PAT Margins (%)	11.50%	7.63%	387 Bps	11.36%	14 Bps
EPS (Diluted INR)	8.27	4.00	106.8%	7.41	11.6%

*Total Income includes Other Income

YTD Consolidated Financial Performance



Particulars (INR Mn)	FY-24	FY-23	Y-o-Y
Total Income*	29,909	22,008	35.9%
Total Expenses	25,106	19,387	29.5%
EBITDA	4,803	2,621	83.3%
EBITDA Margin (%)	16.06%	11.91%	415 Bps
Depreciation	232	180	28.9%
Finance Cost	232	103	125.2%
PBT	4,339	2,338	85.6%
Tax	1,057	608	73.8%
Profit after Tax	3,282	1,730	89.7%
PAT Margin (%)	10.97%	7.86%	311 Bps
EPS (Diluted INR)	27.56	14.41	91.3%

*Total Income includes Other Income

Historical Consolidated Financial Performance



Particulars (INR Mn)	FY21	FY22	FY23	FY24
Total Income*	12,425	16,404	22,008	29,909
Total Expenses	11,083	14,782	19,387	25,106
EBITDA	1,342	1,622	2,621	4,803
EBITDA Margins (%)	10.80%	9.89%	11.91%	16.06%
Depreciation	139	154	180	232
Finance Cost	122	95	103	232
PBT	1,081	1,373	2,338	4,339
Tax	283	323	608	1,057
Profit after Tax	798	1,050	1,730	3,282
PAT Margins (%)	6.42%	6.40%	7.86%	10.97%
Other Comprehensive Income	8	(3)	0	(2)
Total Comprehensive Income	806	1,047	1,730	3,280
EPS (Diluted INR)	7.03	9.02	14.41	27.56

* Total Income includes Other Income

Historical Consolidated Balance Sheet



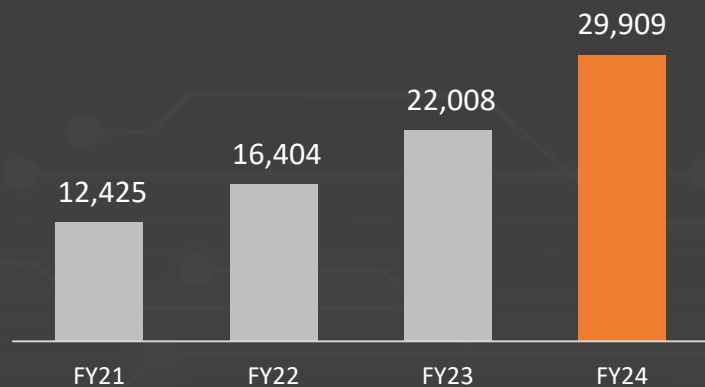
Equities & Liabilities (INR Mn)	FY22	FY23	FY24
(A) Share Capital	238	238	238
(B) Other Equity	7,303	8,948	12,060
Non Controlling Interest	2	16	17
Total - Shareholder Funds	7,543	9,202	12,315
Non Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	-	
(ii) Lease Liabilities	13	7	2
(B) Provisions	23	27	32
(C) Deferred tax liabilities (Net)	135	133	97
Total - Non – Current Liabilities	171	167	131
Current Liabilities			
Financial Liabilities			
(i) Borrowings	292	62	39
(ii) Trade Payables	4,127	5,009	6,880
(iii) Other Financial Liabilities	212	231	414
(iv) Lease Liabilities	5	6	4
(D) Other current liabilities	419	1,296	1,801
(E) Provisions	18	25	38
(F) Current tax liabilities (Net)	37	-	70
Total – Current Liabilities	5,110	6,629	9,246
Total Equity and Liabilities	12,824	15,997	21,692

Assets (INR Mn)	FY22	FY23	FY24
(A) Property plant & Equipment	4,355	4,723	5,595
(B) Capital Work in Progress	243	244	436
(C) Right-of-Use Assets	17	12	5
(D) Investment properties	118	115	164
(E) Intangible assets	27	25	31
(F) Financial assets			
(i) Investments	802	1,367	2,245
(ii) Other financial assets	163	348	110
(G) Other non-current assets	67	41	368
(H) Deferred tax assets	-	-	6
(I) Non- Current tax assets (Net)	4	7	4
Total - Non – Current Assets	5,796	6,882	8,964
Current Assets			
(A) Inventories	3,334	4,185	5,534
(B) Financial assets			
(i) Investments	990	2,119	3,696
(ii) Trade receivables	1,887	1,693	1,643
(iii) Cash and cash equivalents	57	215	482
(iv) Bank balances other than (iii) above	86	275	622
(v) Loans	8	7	8
(vi) Other current financial assets	20	78	94
(C) Other Current Assets	646	543	649
Total current assets	7,028	9,115	12,728
Total Assets	12,824	15,997	21,692

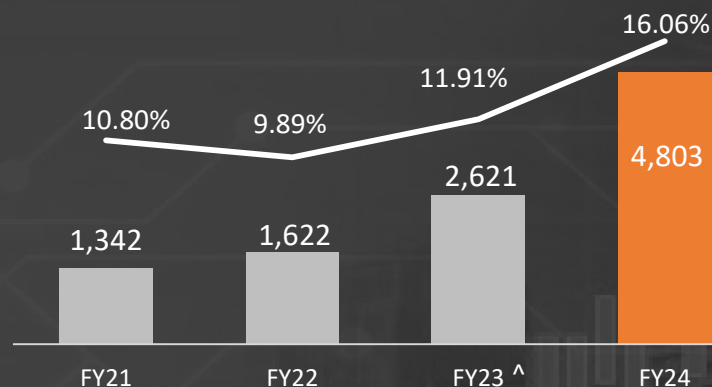
Key Consolidated Financial Highlights



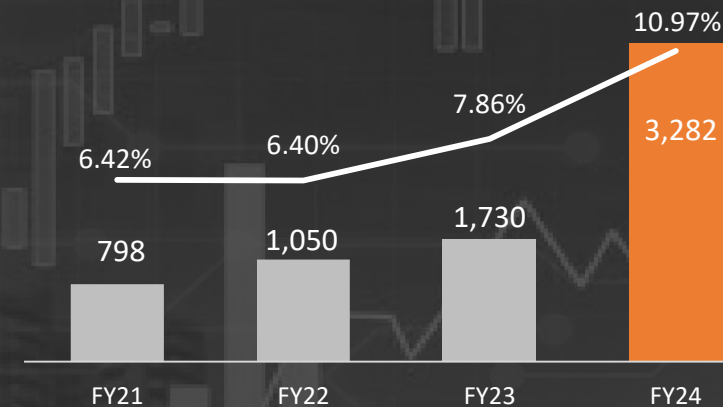
Total Income* (INR Mn)



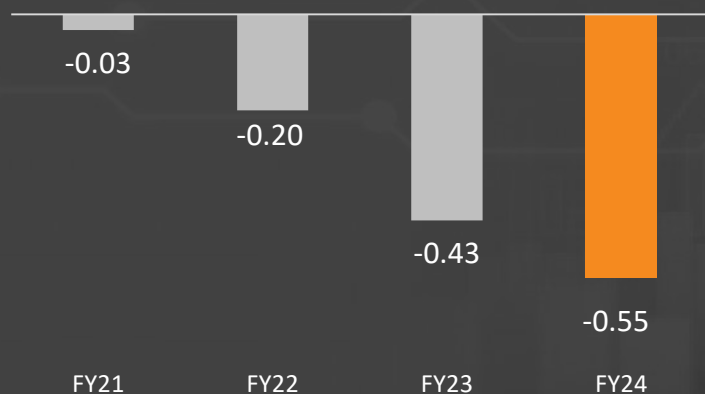
EBITDA and EBITDA Margins (INR Mn)



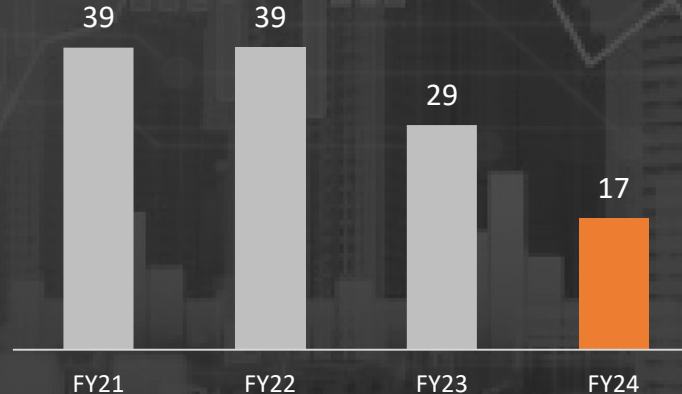
PAT and PAT Margins (INR Mn)



Net Debt to Equity (x)



Working Capital Days



Return on Capital Employed (%)

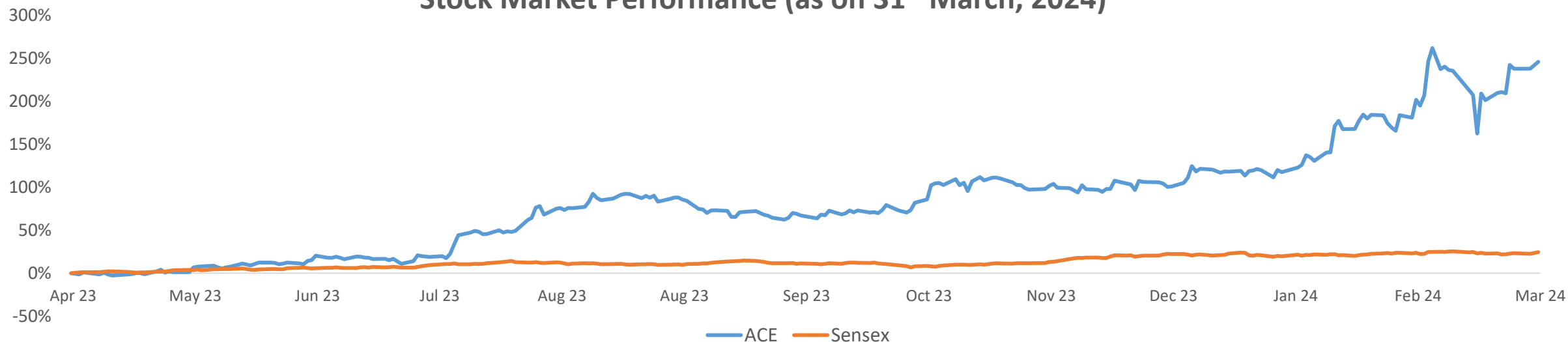


* Total Income includes Other Income

Capital Market Data



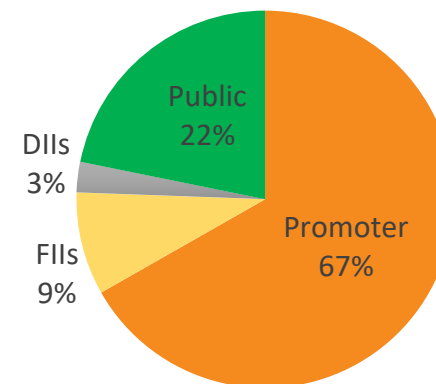
Stock Market Performance (as on 31st March, 2024)



Price Data (As on 31st March, 2024)

Face Value (INR)	2.0
Market Price (INR)	1,426.05
52 Week H/L (INR)	1,499.0/398.8
Market Cap (INR Mn)	1,69,818.6
Equity Share Outstanding (Mn)	119.08
1 Year Avg. Daily Trading Volume ('000)	497.22

Shareholding Holding pattern (As on 31st March, 2024)



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ACE- Lifting India's Growth



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