

ADOR WELDING LIMITED



REGD. & CORPORATE OFFICE

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Mumbai - 400 001-16 India. G.P.O. Box No. 1546
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Website : www.adorwelding.com
Corporate Identity No: L70100MH1951PLC008647

AWL/SEC/SE/2016

February 19, 2016

BSE LIMITED

Department of Corporate Services
Phiroze Jeejeebhoy Towers,
1st Floor, Dalal Street
Mumbai – 400 001

NATIONAL STOCK EXCHANGE OF INDIA LTD.

Exchange Plaza, 5th floor,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E),
Mumbai – 400 051.

Company Scrip Code: 517041

Company Scrip Code: ADORWELD

Dear Sir/s,

Sub.: Presentation made to the Analyst / Institutional Investors

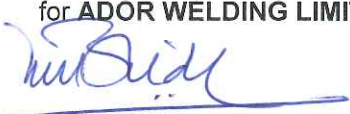
This is further to our letter dated 17th February, 2016 informing in advance about the upcoming Analyst / Institutional Investors Meet to be held on 19th February, 2016 in terms of Regulation 30(6) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Listing Regulations").

In this regards, we wish to inform that the Company today conducted a meeting with few Investors / Analyst on the Company's progress, Earnings on Q3 of FY 2015-16 at the Corporate office in Mumbai and the Presentation which was made to them is attached for your records.

Kindly take the same on record and acknowledge its receipt.

Thanking you,

Yours faithfully
for **ADOR WELDING LIMITED**


V. M. BHIDE
COMPANY SECRETARY



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(Formerly Advani-Oerlikon Ltd.)
www.adorwelding.com



Investor Presentation

19th Feb 2016

Welders To The Nation Since 1951

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



Exporting since



26 years of existence
in project engineering
business



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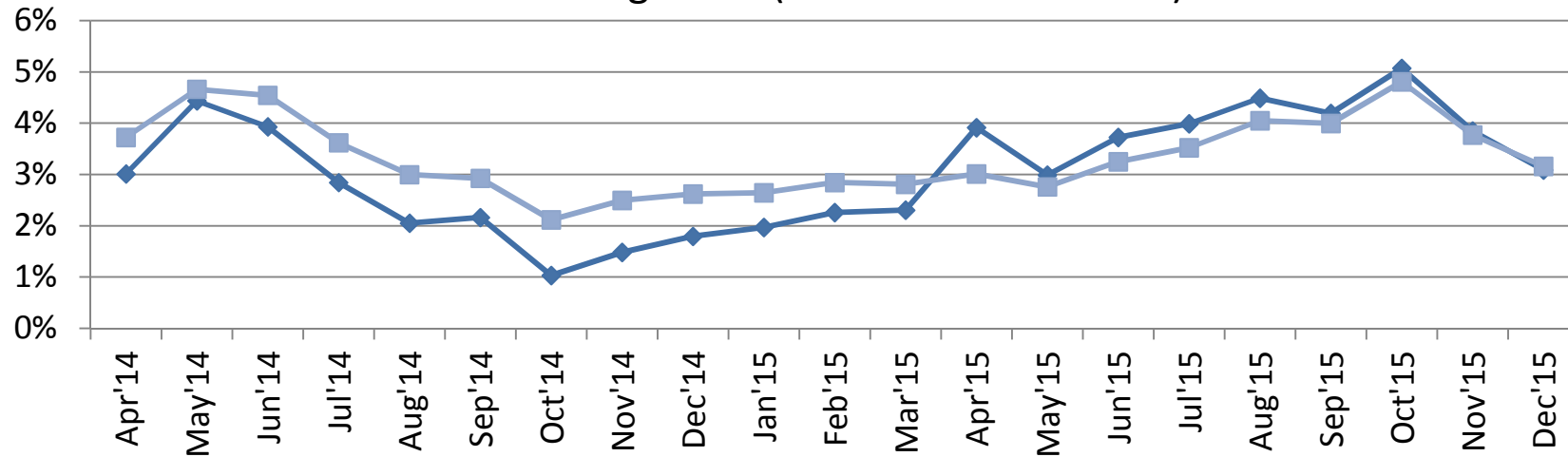
Contents

- Macro Economic and Business Environment
- AWL Infrastructure and Capacities
- Shareholding pattern as at 31st December, 2015
- Performance Highlights
- Financial Performance
- Key Initiatives
- Strategic Focus

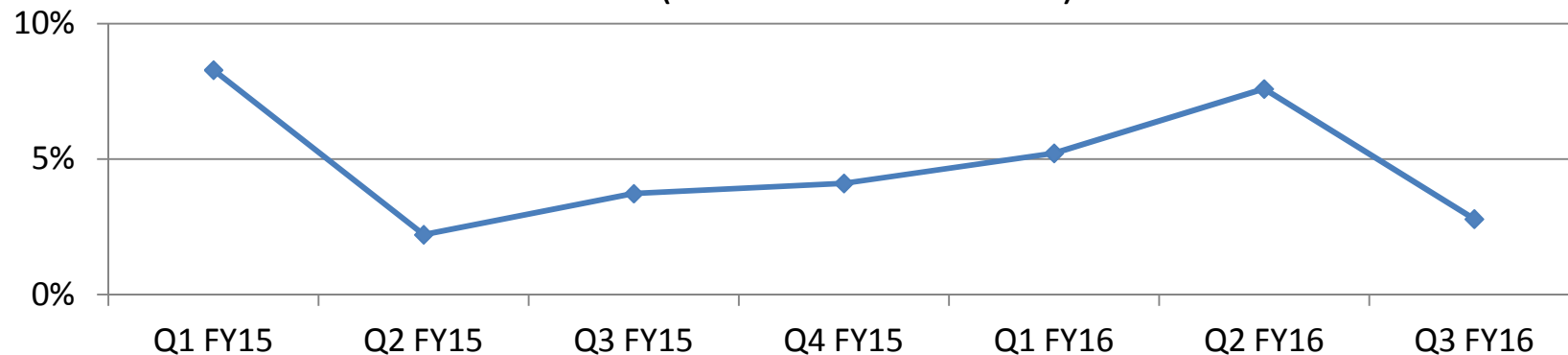


Macro Economic and Business Environment

YoY YTD IIP growth (Base Year 2004-2005)



YoY growth in Gross Fixed Capital Formation at constant prices
 (Base Year 2010-2011)



Source: MINISTRY OF STATISTICS AND PROGRAMME IMPLEMENTATION (MOSPI)



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AWL Infrastructure and Capacities



Welding Consumable Plant – Silvassa

- Area- 30174 sq. mtr
- Plant Capacity - 24000 mt/ annum (as on 31st Dec-15)



Welding Consumable Plant – Raipur

- Area- 24290 sq. mtr
- Plant Capacity - 24000 mt/ annum (as on 31st Dec-15)



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AWL Infrastructure and Capacities

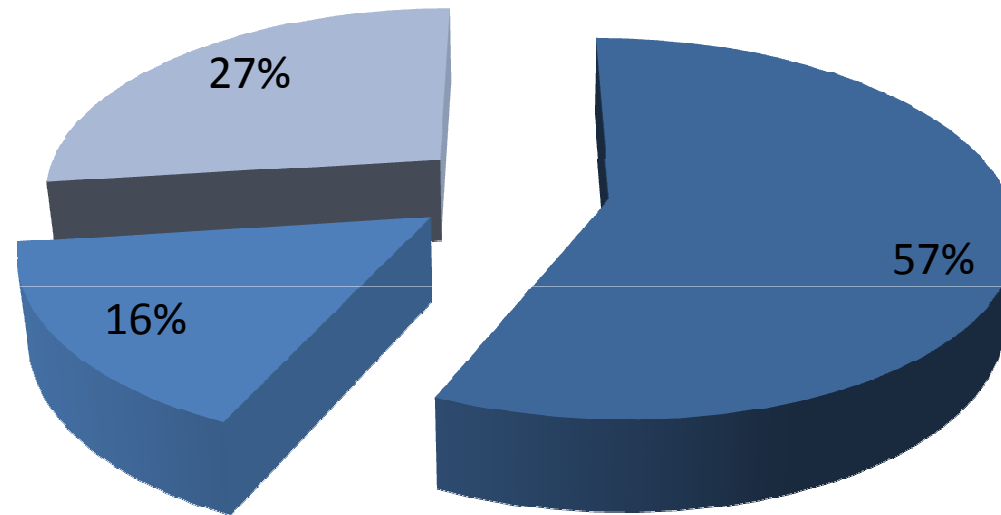


Welding Equipments Plant – Chinchwad

- Area- 48000 sq. mtr
- Plant Capacity AS ON 31ST DEC-15 :
 - Welding Equipment – 18000 M/C's PA
 - Project Engineering – 1800 MT PA



Shareholding Pattern (as at 31st Dec 2015)

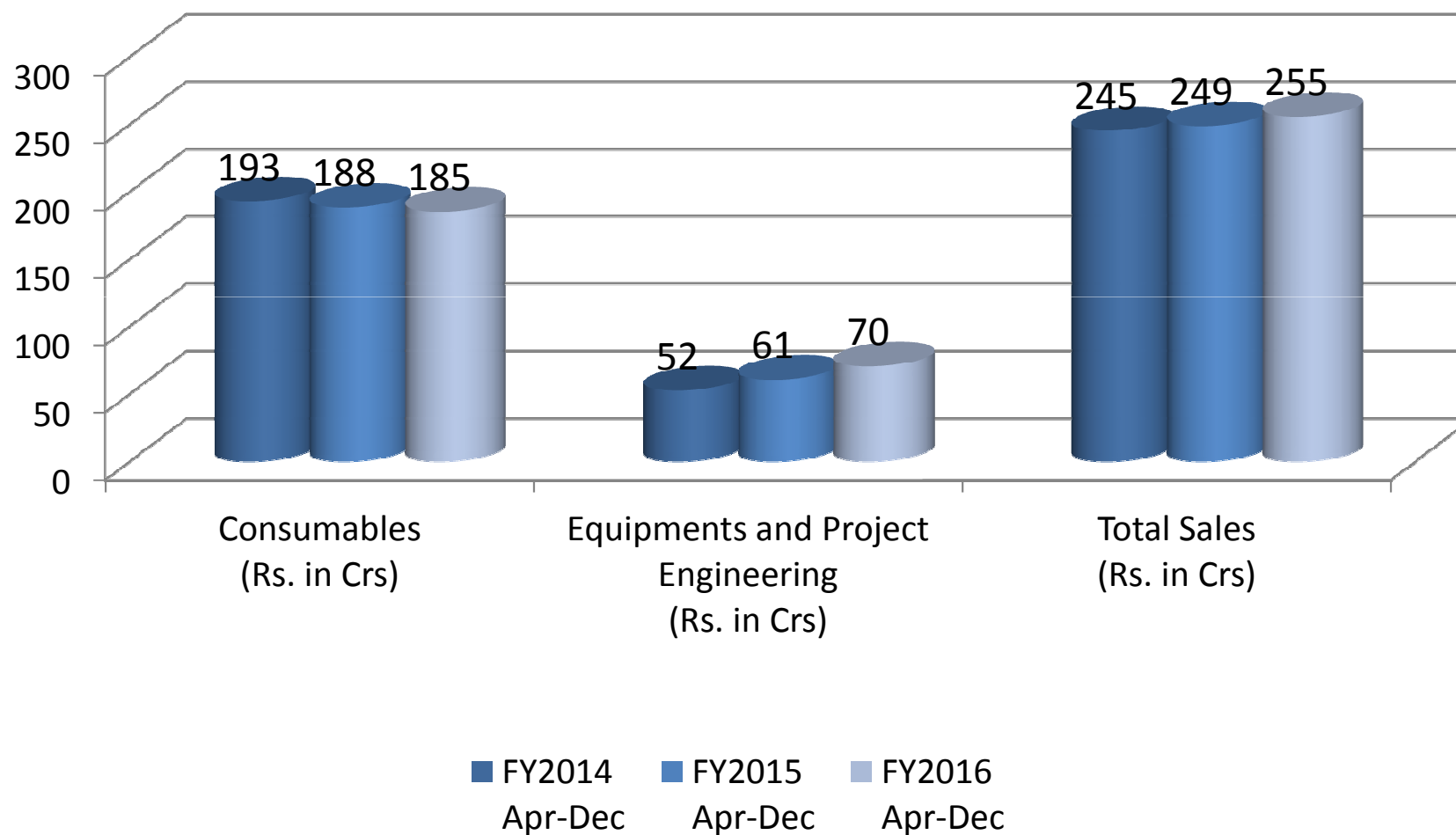


■ Promoters & Promoter Group ■ Institutions ■ Individuals



Performance Highlights

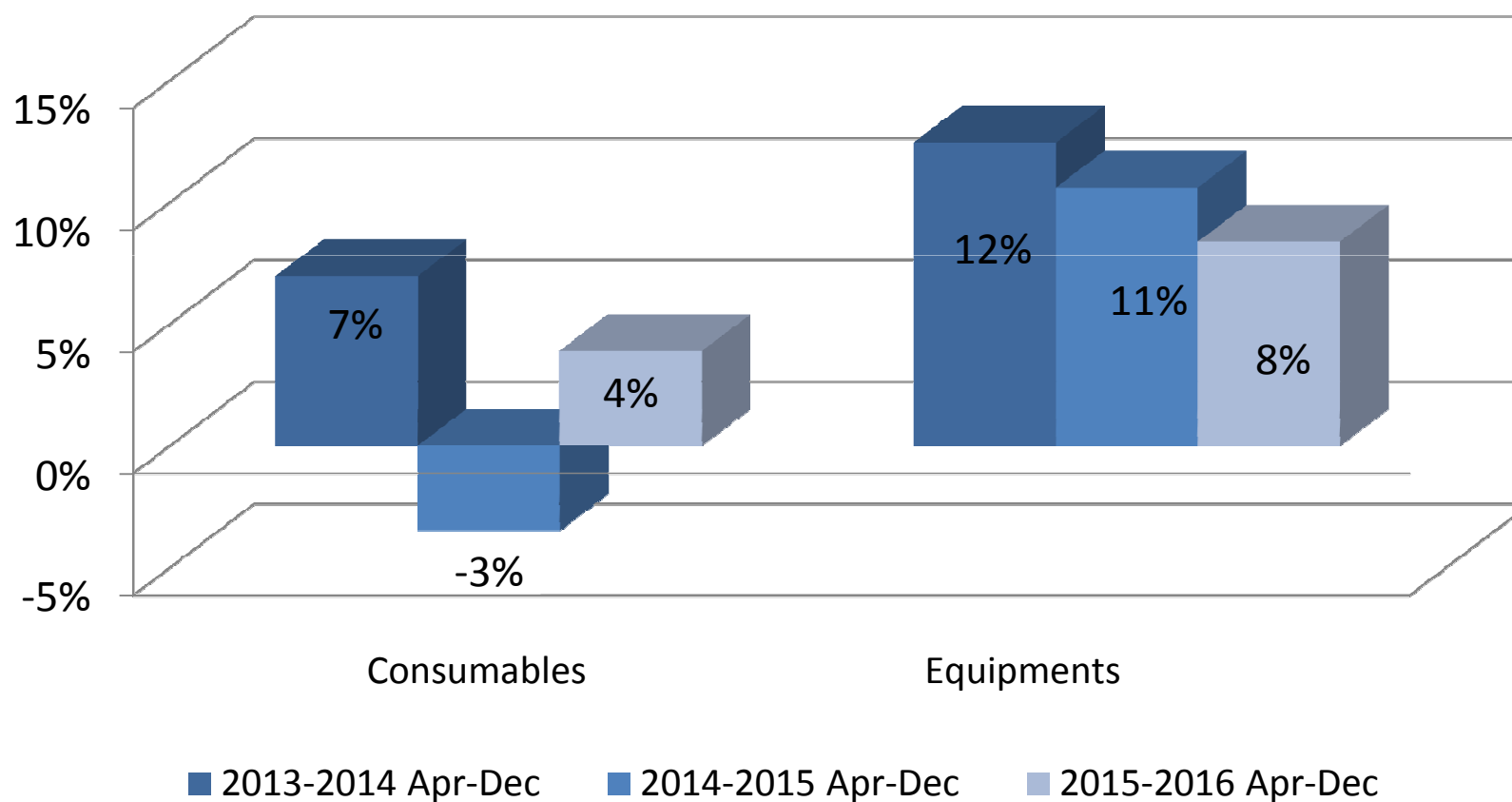
Segment-wise Performance (Apr-Dec)





Performance Highlights

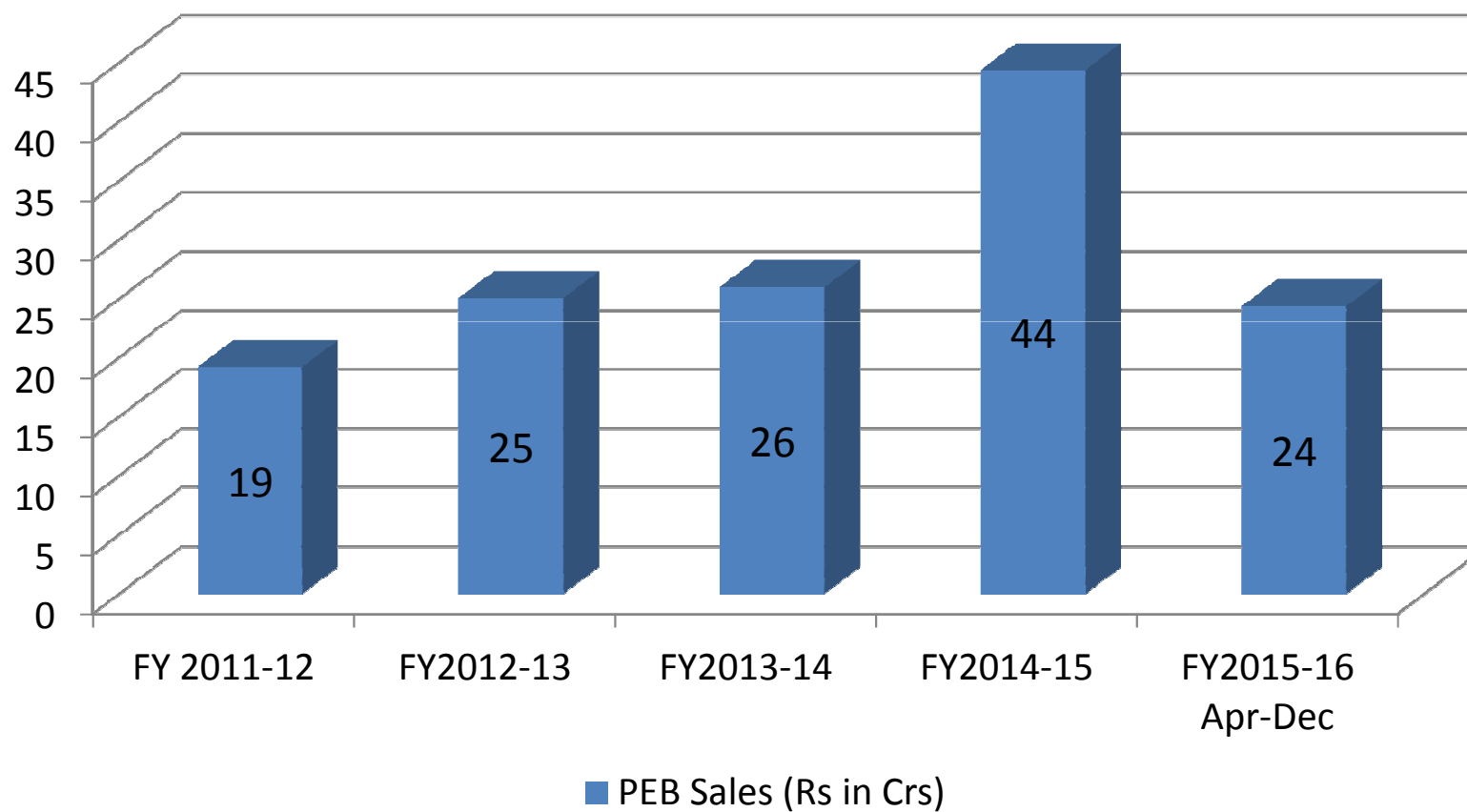
Segment-wise Performance Volumes Growth (Apr – Dec)





Performance Highlights

Project Engineering Business





Financial Performance

				Rs. In Cr.
Particulars	FY-16 Q3	FY-15 Q3	FY-16 Apr-Dec	FY -15 Apr-Dec
Net Sales/Income from Ops	83	87	255	249
Mat Cost	52	61	161	174
Employee Cost	9	9	27	26
Other Exp	12	14	40	38
EBITDA	10.5	5	30	14
PBT	8	2	22	5
Exceptional Item	-0.05	-	-2	29
Tax	2	1	6	10
PAT	5	1	14	24



Financial Performance

Particulars	FY-16 Apr-Dec	FY -15 Apr-Dec
RM / Sales %	63%	70%
ROCE	10%	3%
Debt : Equity	Debt Free	Debt Free
Operating Profit Margin %	27%	15%



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Key Initiatives

- Lean Initiatives
 - ☐ Line Layouts
 - ☐ Automation
- Innovation Culture / Kaizen
- Environment Management System Improvements
 - ☐ ETP & STP
 - ☐ Tree Plantations (250)



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Way Forward

- Strategic Manufacturing / Sourcing to improve margins.
- Increase manufacturing effectiveness by reduction in process loss and increased productivity.
- Strategic associations in new product launches.
- Exploring new geographies.
- Continuous focus on expanding capabilities in Project Engineering Business to address new products/client.



Thank You!

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