

ADOR WELDING LIMITED



REGD. & CORPORATE OFFICE
Ador House, 6, K. Dubash Marg, Fort,
Mumbai - 400 001-16 India. G.P.O. Box No. 1546
Phone : (022) 2284 2525 / 6623 9300
Fax : (022) 2287 3083 Email: cmo@adorians.com
Website : www.adorwelding.com
Corporate Identity No: L70100MH1951PLC008647

AWL/SEC/SE/2019-20

15th December, 2019

BSE LTD.

Phiroze Jeejeebhoy Towers,
01st Floor, Dalal Street,
Fort,
Mumbai - 400 023.

NATIONAL STOCK EXCHANGE OF INDIA LTD.

Exchange Plaza, C - 1, Block G,
Bandra-Kurla Complex,
Bandra (East),
Mumbai - 400 051.

Company Scrip Code: 517041

Company Scrip Code: ADORWELD

Dear Sirs,

Sub: Presentation made to the Analyst / Institutional Investors Meet

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and further to our letter dated 13th December, 2019 about our participation in the 'Small Cap Investor Summit 2.0' conducted by 'The Investment Tab' on Saturday, 14th December 2019, we are submitting herewith a Presentation made at the said Summit. The same is also being placed on the website of the Company at www.adorwelding.com

Kindly take the same on record and acknowledge its receipt.

Yours Sincerely,

For **ADOR WELDING LIMITED**

V. M. BHIDE
COMPANY SECRETARY



Encl. as above

PASSION FOR WELDING SINCE 1951



(Formerly Advani-Oerlikon Ltd.)

ABOUT US...

ADOR WELDING LIMITED

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► Passion for Welding...Since 1951.



Strong Presence in
Welding Industry
Since.

1951



300+

Distributors
in India.



70+

Reach across
70 plus Countries.



30+

R&D division completed
years of registration with
(DSIR), Govt. of India.



50

Years
Exporting.



30+

Years of existence in
Project Engineering
Business.

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▶ The Group

With Investments in engineering products & services, consumer goods and renewable energy, the Ador Group invests and nurtures business opportunities with the aim of achieving market leadership.



J. B. ADVANI & COMPANY PRIVATE LIMITED
The Nurturing Force



ADOR FONTECH LIMITED
Life enhancing solutions for industrial components



ADOR POWERTRON LIMITED
Tapping into global opportunities in Digital Power Electronics



ADOR MULTIPRODUCTS LIMITED
Dependable Outsourcing Partnerships



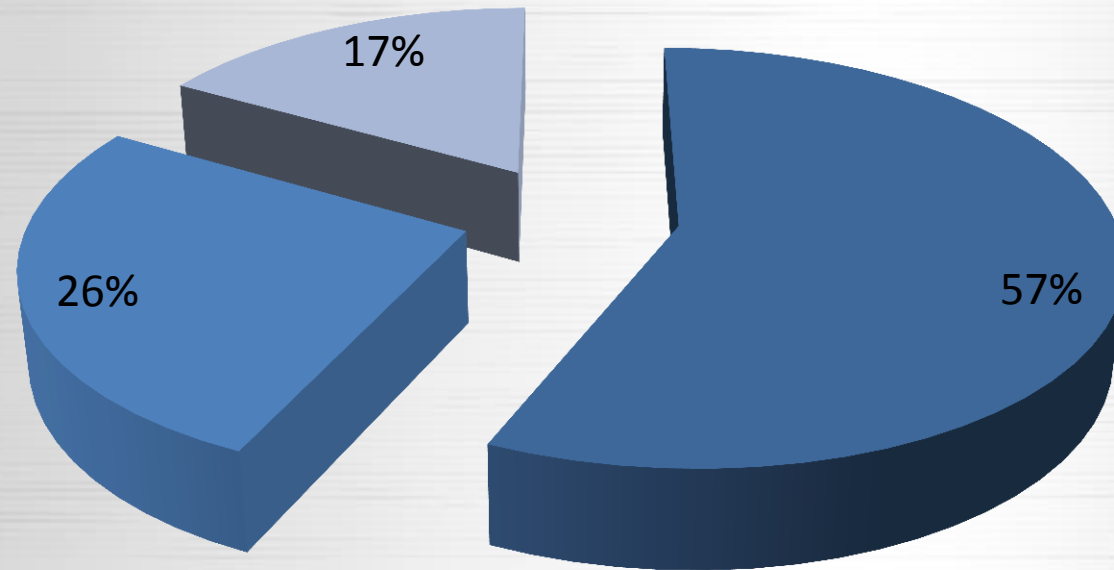
ADOR GREEN ENERGY PVT. LTD. (AGEPL)
Solutions for New & Renewable Energies



AWL's WELDING TRAINING DIVISION
Harnessing Welding Wisdom For Total Customer Satisfaction



► Shareholding Pattern (as on 31st March 2019)



■ Promoter &
Promoter Group

■ Non-Institutions

■ Institutions

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ABOUT OUR WELDING BUSINESS...

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► Strategic Business Units



CE Approved Products AUTOMIG 705-6 | AUTOMELT EM 12 K | AUTOMELT 8 32 Plus

Welding Electrodes, Wires & Fluxes



CE Approved Products CHAMP 1400 | CHAMP MULTI 400 | THYROLUXE 401 | CHAMPTIG 300 AD | CHAMPTIG 300 P | CHAMPTIG 400 P

Welding & Cutting Equipment



GAS Cutting, PPE & Accessories



► Strategic Business Units



Project Engineering Solutions



Welding Automation

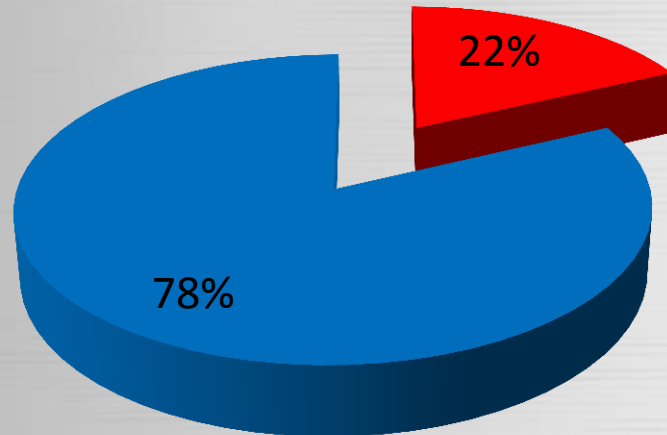


CNC Machines



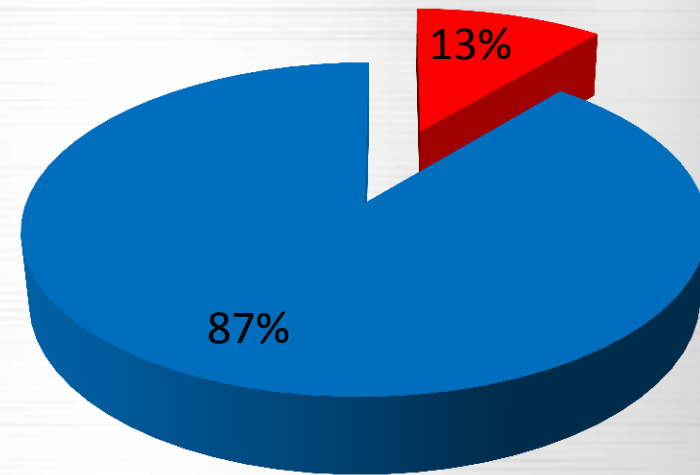
▶ AWL Market Share

Consumables



■ AWL
■ Others

Equipment



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OUR INDUSTRY REACH...

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► Industries We Serve



Infrastructure



Railways



Heavy Engineering

Wind Power



Ship Building



Automotive

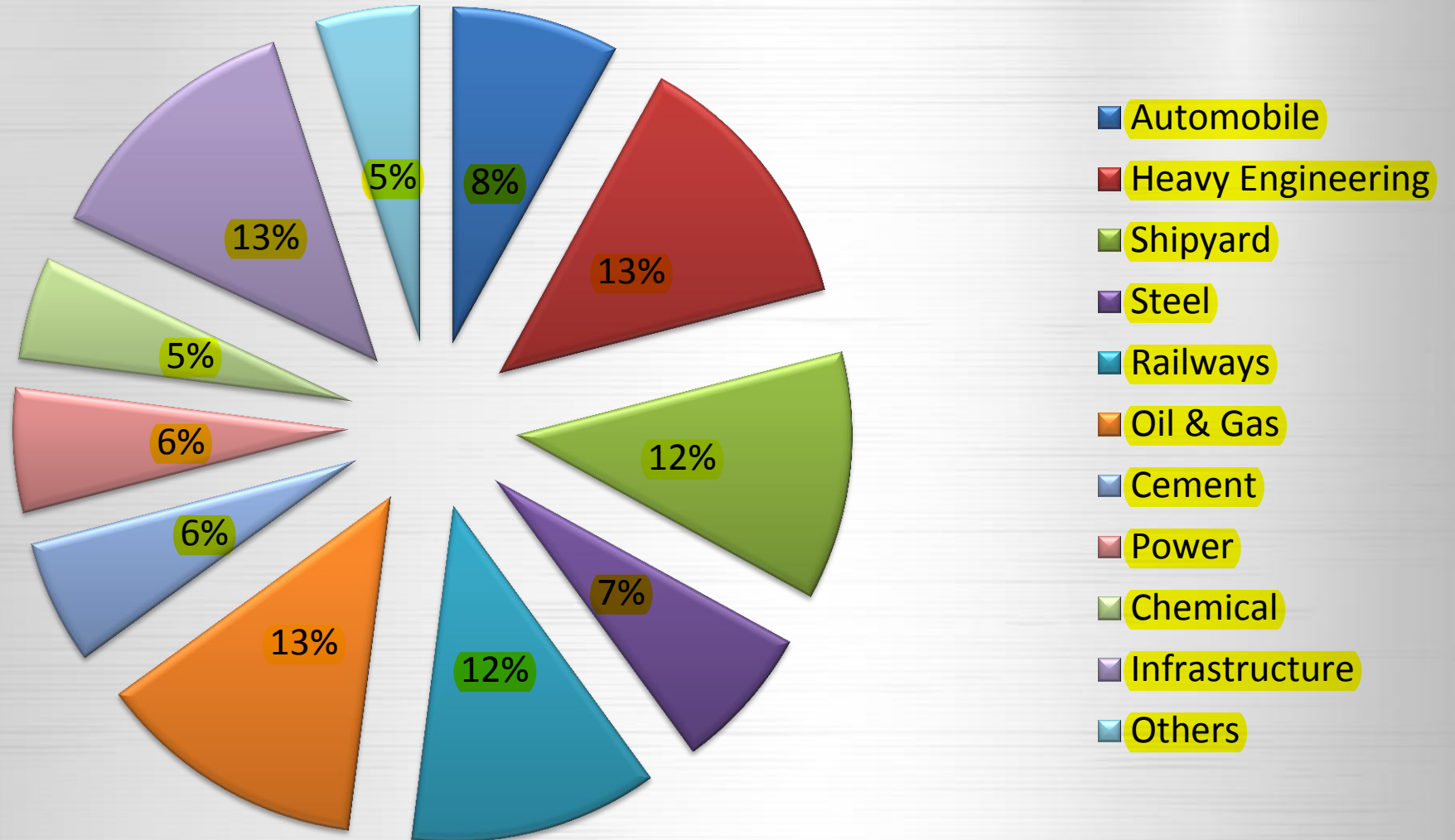


Oil & Gas



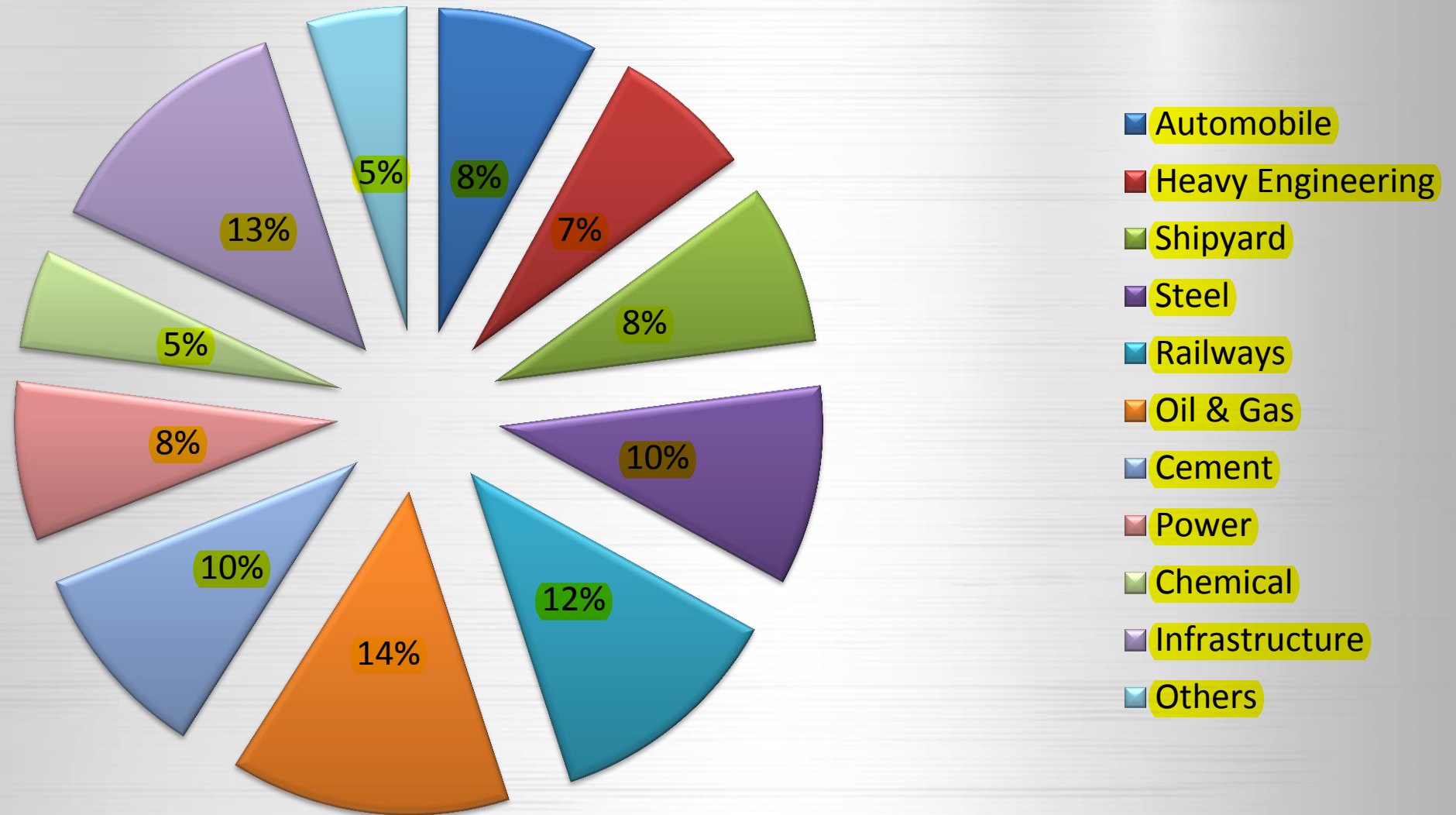


► Sector-wise Share Of AWL Consumables Business





► Sector-wise Share Of AWL Equipment Business



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OUR STRATEGICALLY LOCATED PLANTS...

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► Plants For Consumables

- Strategically located manufacturing plants
- The Largest production capacities in India
- Consumables for all types of welding processes
- Annual capacity in excess of 70,000 tones of consumables





► Welding Consumables Plant - Silvassa

- Certifications:
 - ISO 9001
 - ISO 14001
 - OHSAS 18001
 - CE Marking
- Product and Plant approvals by reputed Eng. consultants and leading international inspection agencies:
 - ABS
 - DNV
 - LRS
 - BV
 - GL





► Welding Consumables Plant - Raipur

- Certifications:
 - ISO 9001
 - ISO 14001
 - OHSAS 18001
- Product and Plant approvals:
 - ABS
 - DNV
 - LRS
 - BV
 - GL





► Welding & Cutting Equipment Plant - Pune

- Located at Chinchwad, Pune
- Approved by reputed engineering consultants & certified by international inspection agencies
- Certified to ISO 9001:2015/ ISO 14001:2015/ OHSAS 18001:2007
- "U", "R" and "NB" Certificates and Stamps from "ASME", "National Board of Boilers & Inspectors" of USA



- ▶ The only company in the Welding Fraternity to have a "Clean Room" in India.

- Pollutant free environment.
- Controlled temperature, Positive pressure, Controlled humidity
- Antistatic Flooring
- Automated Conveyor



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OUR OTHER BUSINESS WINGS...

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► WAPS: Welding Automation Products and Services

- State-of-art Customized Welding Solutions. Full fledged technology and demonstration center at Pune.
- Integrated operations to design and implement state of the art systems
- Typical industries include nuclear, wind-turbine, boiler, ship building, off-shore etc.





► PEB: Project Engineering Business

- Provides Engineering, Process Design and Project Management services since 1980 to Indian and Overseas Customers
- State-of-art fabrication facility in Pune with "R" & "U" stamp certification
- Product range includes Flare Systems & Components, Process Equipment, Industrial Application, LSTK Turnkey Projects etc.
- Facility audited & approved by Linde Global, NPCIL, ABB Global, Reliance etc.





► EPC: Project Executed

Sr. No	Name of the Customer	Project Description	Value of the Project in INR Cr	Year of completion
1	IOCL Mugalsarai	Storage Tank with associated work	2.2	2014
2	United Fuel Supply – USA	Methanol Distillation System – 20 GPM	2.5	2014
3	United Fuel Supply – USA	Bio Diesel Distillation plant – 80 GPM	26.8	2015
4	Cosmo Films - Karjan	Alum Silos	2.1	2017
5	IOCL Nagpur	Storage Tank – 2 Nos on Labor basis	0.4	2017
6	IOCL Bongaigaon	Storage Tank – 1 No	1.3	2017
7	KOC, Kuwait	42" Pipe Line with associated work	108	2018
8	HPCL	UG Ethanol Storage tanks – 5 No	4.2	2018
9	HPCL, Unnao	Mounded Storage vessels	21.6	2019 (Ongoing)
10	IOCL, Ennore	Mounded Storage Vessels	17.2	2019 (Ongoing)



▶ AWL'S Welding Training Division

- A 100% subsidiary of ADOR WELDING LIMITED.
- Inspires & instills highest standards of welding skills & practices.
- Cross-section of professionals include students of technical institutes and fabrication shop employees consisting of welders, supervisors, engineers & managers.



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OUR GLOBAL FOOTPRINTS...

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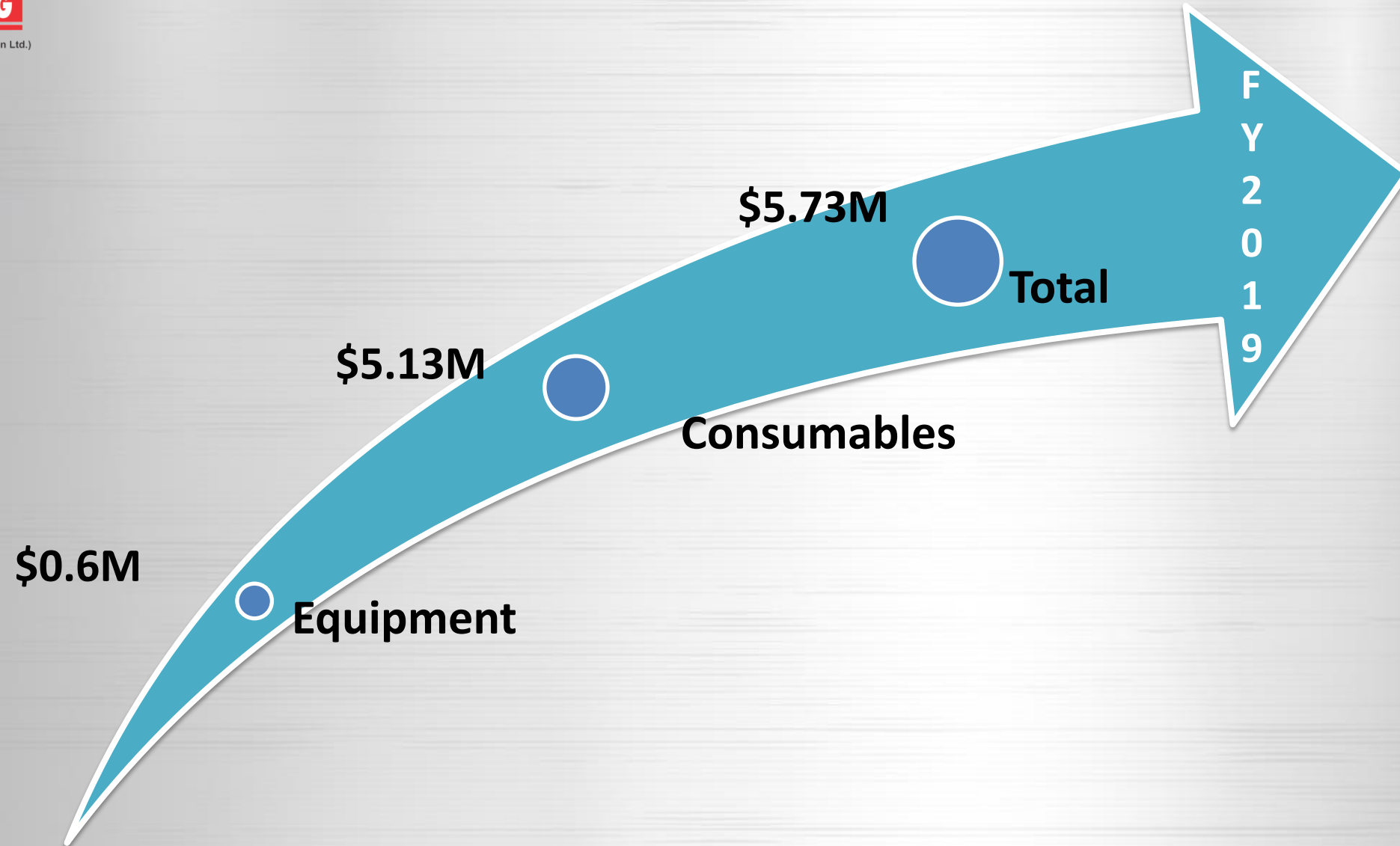
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► Our Global Presence

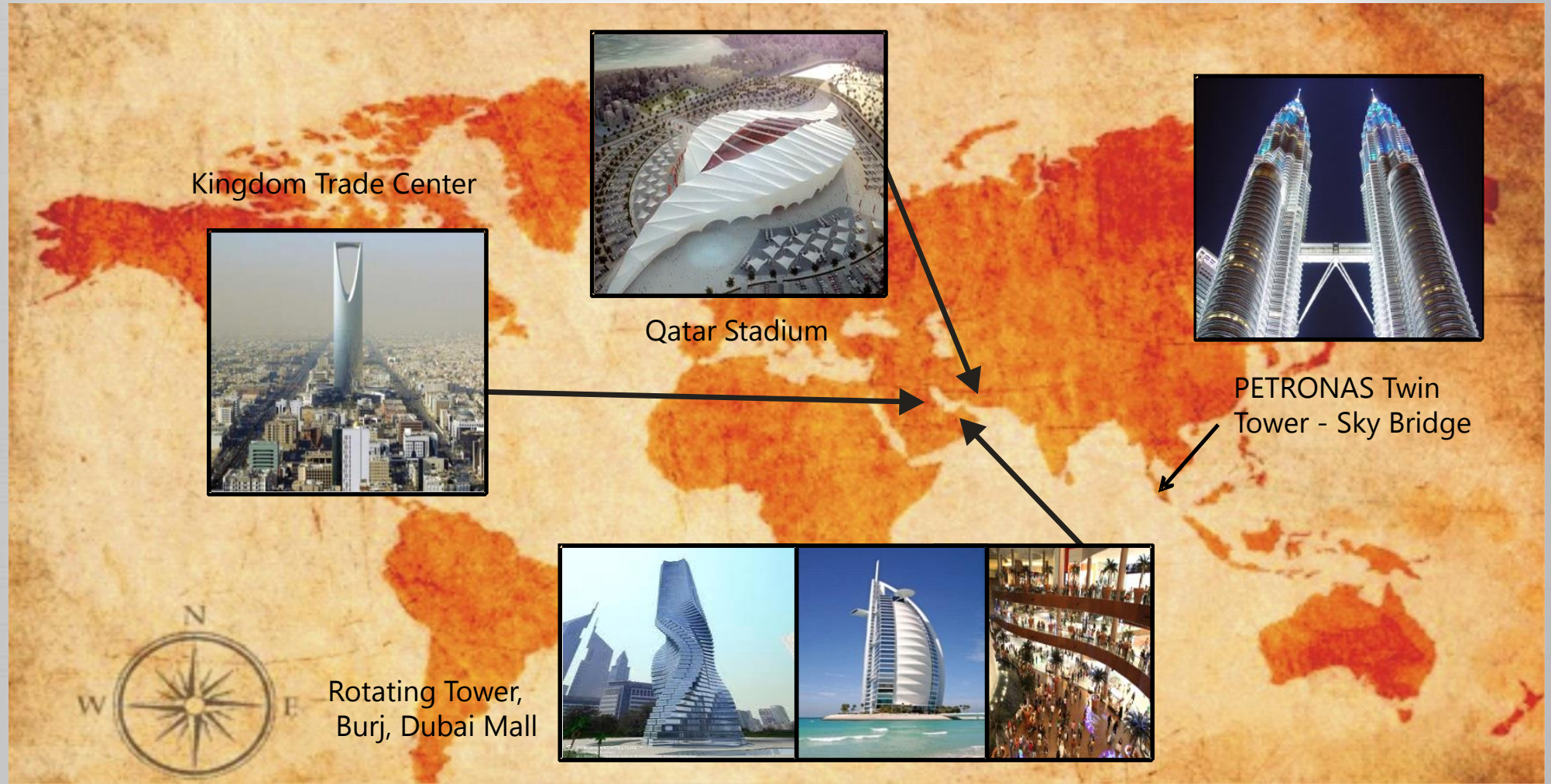




► Our Global Business



► Global Landmarks



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OUR STRONG NETWORK...

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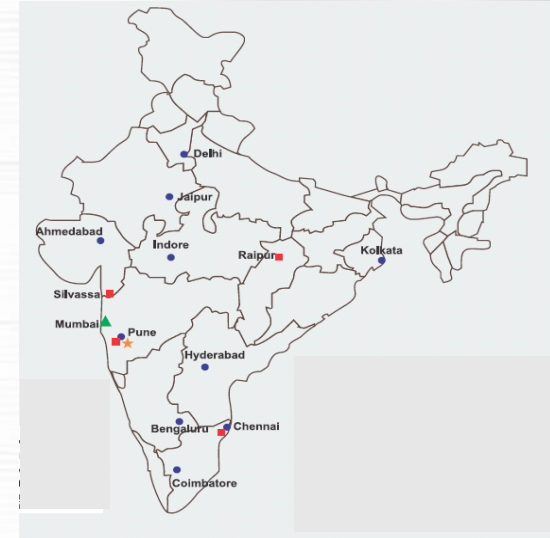
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► Indian & International Setup

- 📍 11 sales offices for efficient customer service.
- 📍 Manufacturing sites strategically located across the country.
- 📍 A motivated team of over 120 field sales & service professionals to offer complete welding solution.
- 📍 Over 300 distributors and over 300 retailers.
- 📍 International Business Division (IBD) located in Sharjah (UAE) handling business in over 70 countries.
- 📍 Over 24 distributors across the globe.



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OUR EVER GROWING PERFORMANCE...

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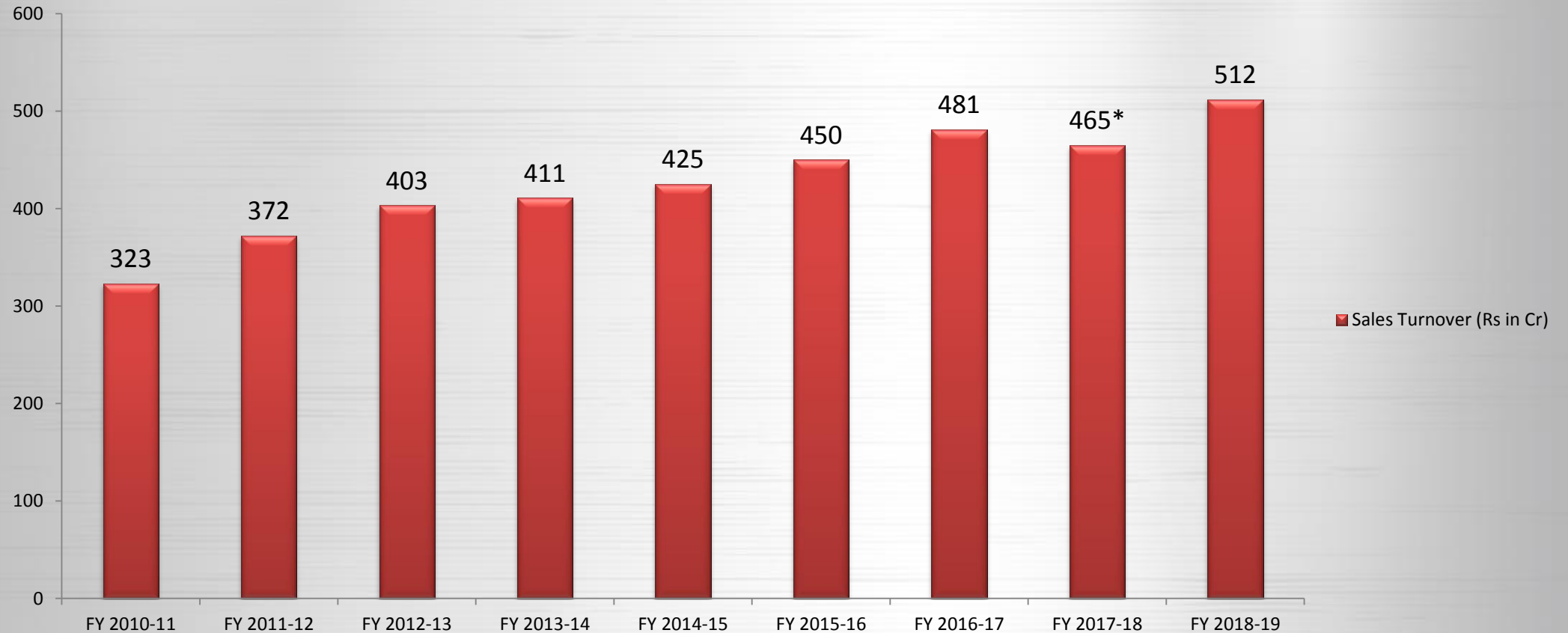
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► Sustained Performance

Sales Turnover (Rs in Cr)



*The sales turnover for 17-18 is post implementation of GST



► Financial Overview

Rs. In Cr.

Business Segment	YoY	
	F-19	F-18
Dom Consumables	351	284
Dom Eqpt.	74	66
IBD Consumables	35	28
IBD Eqpt.	4	7
WAPS	7	4
Welding Business	471	389
PEB	41	76
TOTAL	512	465



► Financial Overview

Rs. In Cr.

Particulars	YoY	
	FY-19	FY -18
Net Sales/Income from Ops	512	465
Other Income	10	10
Mat Cost	362	327
EBITDA	53	44
PBT	35	28
PAT	24	19
Employee Cost	42	38
Employee Cost/Net Sales(%)	8%	8%
Inventory	52	54
Debtors	85	92
Creditors	67	75
Working Capital (Inventory+Debtors-Creditors)	69	71
Working Capital (in Days)	49	57

*Net Of Excise

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OUR PATRON...

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► Our Clientele





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► Our Clientele





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► Our International Clientele



Challenging Convention



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Thank You



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