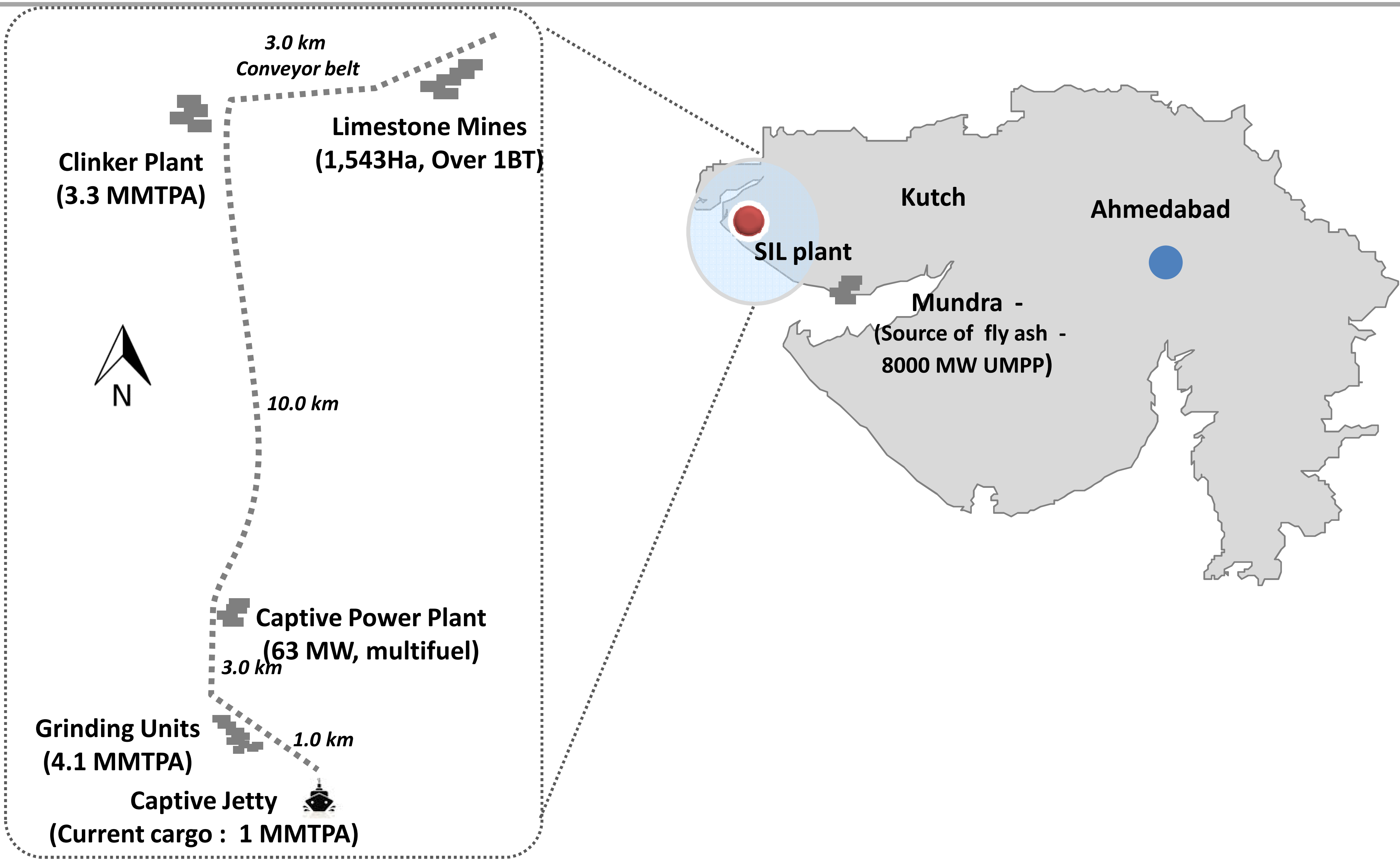
SANGHI INDUSTRIES LIMITED
Corporate Presentation

SANGHI CEMENT

Turning Dreams into **Concrete Reality**

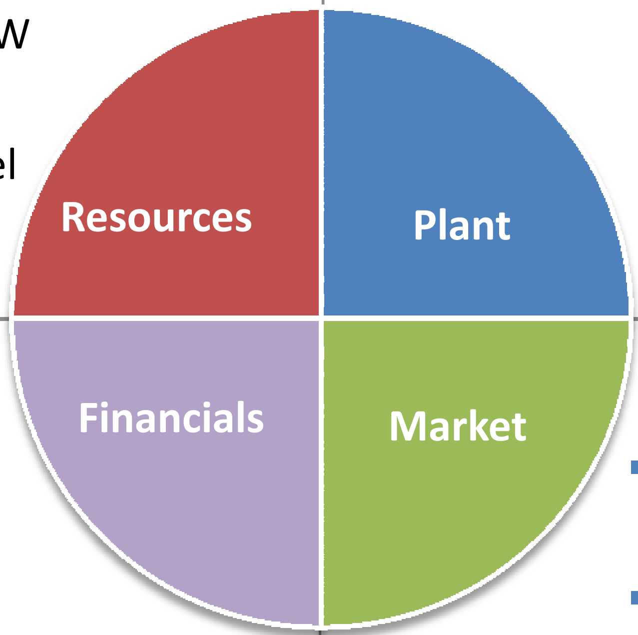
Celebrating the spirit of **Make In India**

One of the Largest Integrated Single Stream Cement Plant



Key Highlights

- "A" grade Marine Limestone reserves of 1,000 MMT, Lease up to 2046
- Proximity to Lignite – GMDC
- Fly Ash source at Mundra – 8000 MW UMPP at 170 km
- Captive port facilitates import of fuel



- 4.1 MMTPA integrated plant
- 100% captive power 63 MW
- Multi fuel technology for kiln and TPP
- Captive port, presently handling about 1 MMTPA cargo
- 30m^3 per hour RMC plant in Ahmedabad

- Strong financial parameters
- 75% promoters' holding
- "BBB" rating by ICRA
- Market cap : Rs.1550 crs at CMP of Rs.70

- Price and quality leader in consistently growing Western market
- Two sea terminals allowing coastal distribution at low cost
- Strong distribution network
- Close to export market and ability to export due to captive port

Facilities at a Glance

Clinker Plant – one of the largest kiln

Captive port and Jetty

Surface mining, zero overburden

63 MW Thermal Power Plant

Coastal Distribution Strategy

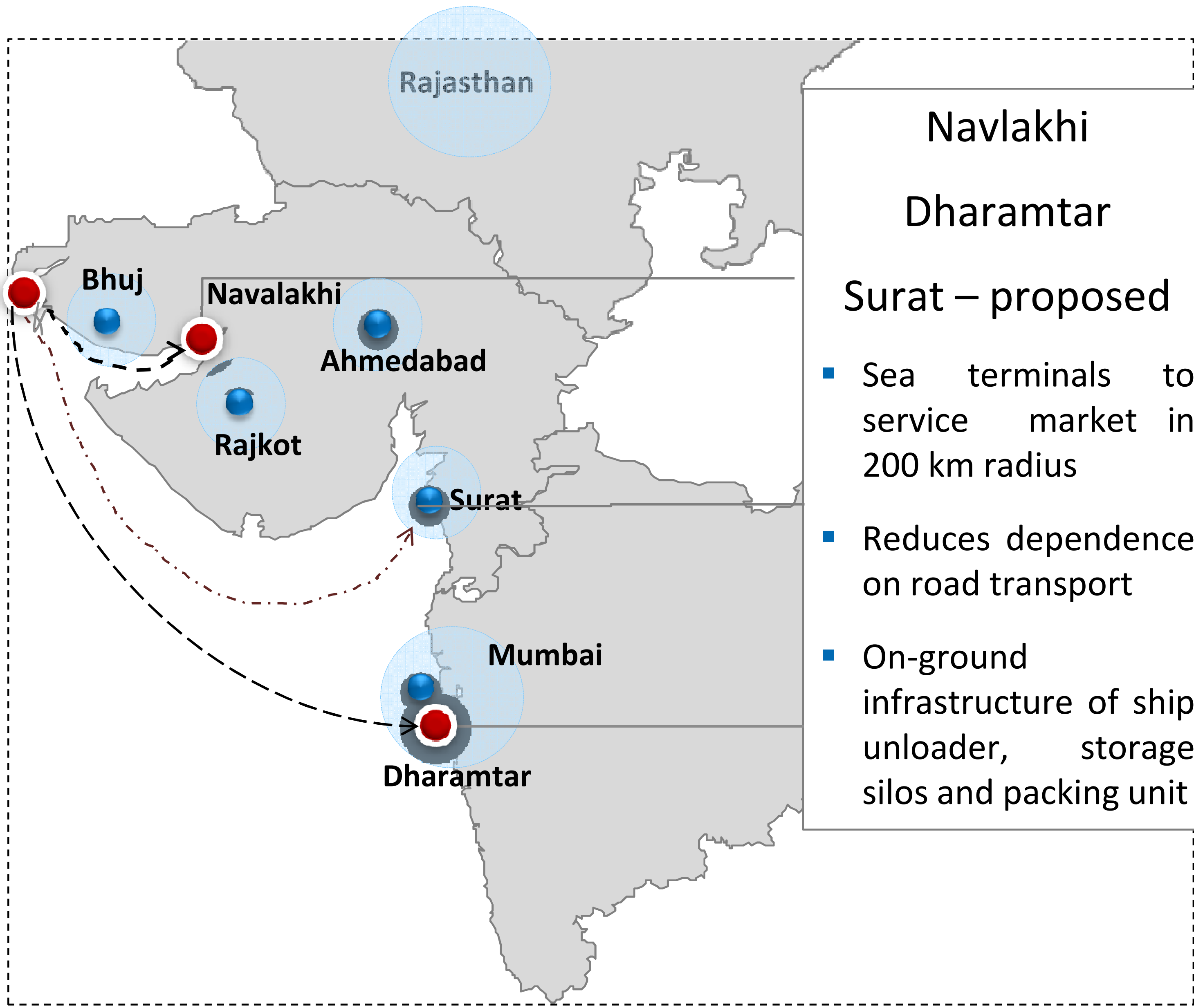
Captive port, classified as Minor – Sanghi Port

Present cargo handling is about 1 MMTPA

Can handle loading rate of >10000 TPD

Closest to large markets - Africa and Middle East

Enables domestic coastal shipping to Western Coast - high price market bereft of local limestone



Navlakhi

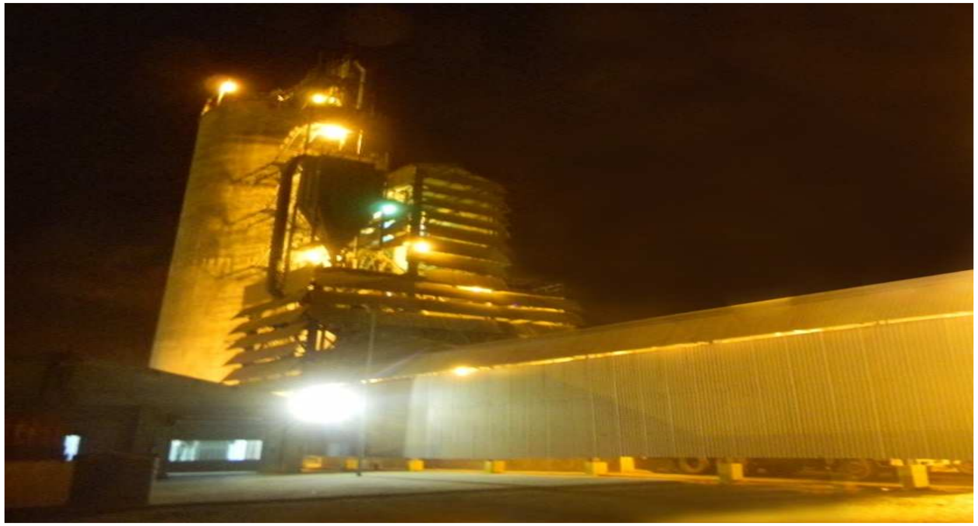
Dharamtar

Surat – proposed

- Sea terminals to service market in 200 km radius
- Reduces dependence on road transport
- On-ground infrastructure of ship unloader, storage silos and packing unit

Distribution Facilities

Terminal at Navlakhi, Gujarat



Terminal at Dharamtar, Maharashtra

Proposed Two Bulkers (Ships) 4400 DWT each

Unique Brand Building

- Brand is positioned as a market leader based on quality assurance, resulting in price advantage
- Focused on Trade Sales, forming about half the sales through network of more than 1,500 dealers
- Developed 30 unique Customer Care Centers - One Roof Service for house construction providing advice on architecture to 'Vastu' and finance tie-up to concrete mix
- Provides free onsite quality test through its 'Shakti Rath' – mobile lab
- Ability to provide Bulk Cement for Mumbai market and RMC for Ahmedabad

Customer Care Centre

Shakti Rath

……..Sales and Profitability

₹ Cr

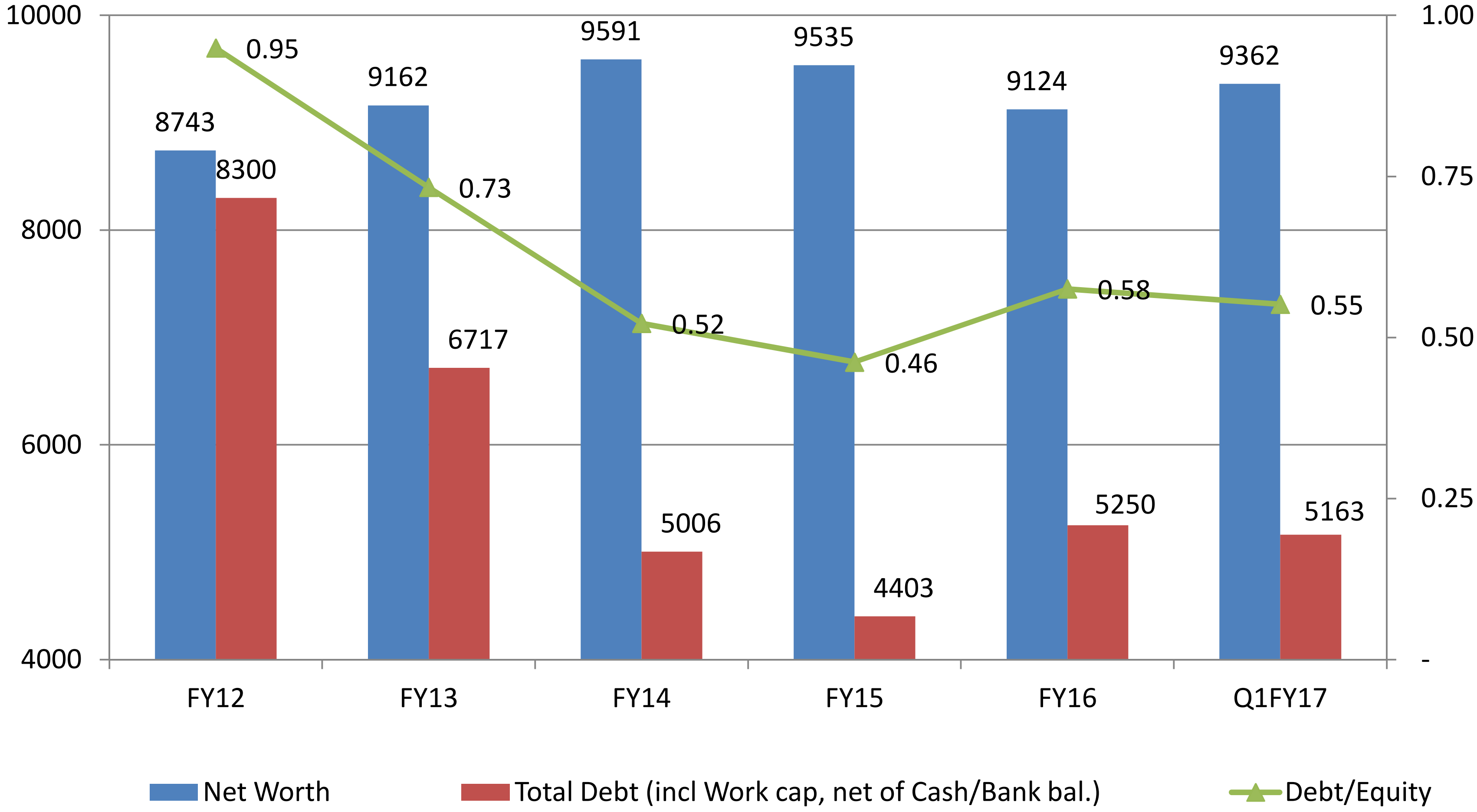
	Year ended June-12	Year ended June-13	Year ended June-14	Year ended June-15	9 Months (Year End Change to) March 16	Quarter June-16
Sales Volume (mnt)	2.31	2.30	2.82	2.34	2.09	0.73
Gross Income	1075	1178	1299	1176	959	340
EBIDTA	196	213	205	164	144	66
EBIDTA %	20.6%	21.3%	19.4%	17.5%	18.5%	24.3%
PBT	73	53	44	31	62	29
PAT	82	46	50	31	* 2	24

* *After exceptional item of ₹60 cr towards lenders' exit*

……… Improving Leverage

Company has been consistently deleveraging over the years

Net Worth and Total Debt - ₹ mn



Analysts' opinions endorse growth optimism

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BBB rating by ICRA

ICRA
A MOODY'S INVESTORS SERVICE COMPANY

HDFC securities
INSTITUTIONAL RESEARCH

RESULTS REVIEW 4QFY15 | 2 SEP 2015

Sanghi Industries

BUY

IL&FS | Institutional Equities

India Equity Research
Cement

January 22, 2015

BUY	Sanghi Industries
Target (INR) 82	Net profit CAGR of 70.2% for FY14 – FY17f

RELIGARE | INSTITUTIONAL RESEARCH
Values that bind

Company Initiation
INDIA
CEMENT

25 September 2014

BUY
TP: INR 90.00
▲ 79.8%

Sanghi Industries
SNGI IN

Efficiency Enhancement - Work in progress

Q1FY17

Packing unit at Dharamtar

Q3FY18

Two 4400 Bulk Carrier Ships

Q1FY19

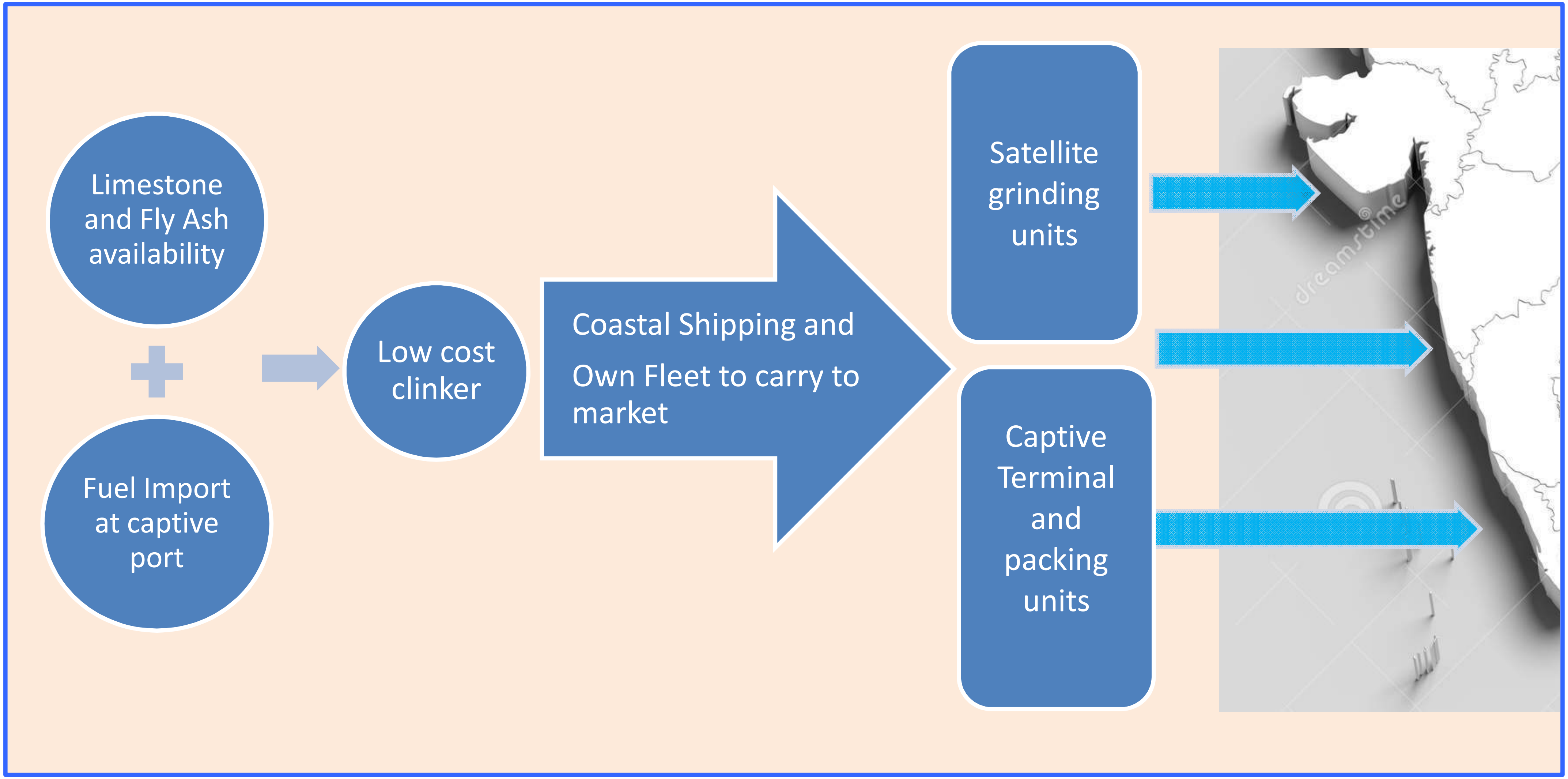
13 MW WHRS Power

- Generation @ low cost

Q3FY19

Terminal at Surat to be backed by 4th GU of 2 MTPA

Unlimited Potential to tap



Capacity Expansion

Clinker

- 2nd line of 10,000 TPD at Kutch
- Total capacity 6.6 Mtpa
- FLS technology
- Contract tied up

Grinding

- 5th GU of 2 MTPA at Kutch
- Total capacity to 8 MTPA

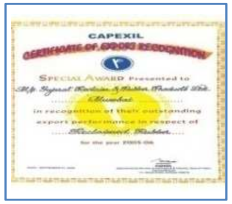
Power

- Additional power
- Total availability to 106 MW
- Low generation cost
- Wheeling and sale also possible

Recently Commissioned Grinding Unit

Awards and Accreditations

- Greentech Environment Excellence Gold Award in 2008, 2013 & 2014 for outstanding performance in Environment Management



- Recipient of Special Award of Export Recognition from CAPEXIL for years 2002-03, 2003-04 & 2005-06, in recognition for outstanding performance in Export of Cement & Clinker

- Motiber Silica Mine was awarded First prize in overall performance in 4th Gujarat Metalliferous Mines Safety Week 2013-14

- Two Star Export House (Trading House Certificate as per old criteria) from the office of the Joint Director General of Foreign Trade, Government of India

- Business Excellence in Waste Management Initiatives award given by the Chief Minister of Gujarat on 3rd August, 2014

- Young Entrepreneur of Kutch Award from the Chief Minister of Gujarat

- Awarded First prize for four consecutive years, for Best Mining operations, from Indian Bureau of Mines & Directors of Mines Safety, Government of India on various aspects of Mining operations

FIVE INTERNATIONAL ACCREDITATIONS

- ISO 9001:2008 (Quality Management System Standard)
- ISO 14001:2004 (Environmental Management System Standard)
- OHSAS 1800:2007 (Occupational Health & Safety Management System Standard)
- SA 8000:2008 (Social Accountability System Certificate) (earlier SA:8000:2001)
- ISO/ IEC 17025:2005 (NABL accreditation for Chemical and Mechanical Testing)

Nurturing the Ecosystem

Company has not only been providing employment at the remote area of Kutch but also nurturing the ecosystem in and around its Facilities

CBSE affiliated school up to class XII at Plant

Nursing Home at Plant

Green Belt - Mangoes, Chikkus & Vegetables

Large scale Rain Water Harvesting in mined area

Sanghi Industries – Senior Management

- **Mr. Ravi Sanghi - Chairman and Managing Director of the Company**, is a first generation entrepreneur and the visionary behind the establishment of one of the world's largest integrated single-stream cement plant in Kutch, leading it since its conception to completion. He has vast experience in conceptualizing and directing projects across diverse industries and magnitudes.

- **Mr. Aditya Sanghi - Whole Time Director,** holds a Masters Degree in Industrial Engineering from Rochester Institute, USA and has worked with leading American companies. He has rich experience in management of the clinker and cement operations, and the establishment of CPP. He successfully implemented many best manufacturing practices and executed diverse projects for the company. He expertly guides the production, project and corporate strategy.

- **Mr. Alok Sanghi - Whole Time Director,** is an MBA in Finance and Management from Kelley School of Business, Indiana University, Bloomington, USA, has worked with leading financial services companies. He has been instrumental in successfully launching the company's products in domestic and international markets. He possesses acumen in corporate, commercial, shipping and marketing strategies and corporate affairs of the company.

- **Mrs. Bina Engineer – CFO and Whole Time Director,** is a qualified Chartered Accountant having rich and wide-range experience of more than two decades in the areas of Project and Corporate finance. She has successfully managed project funds, finance and working capital requirements. Currently she heads Corporate and Project Finance Affairs at the Company.

- **Mr. N. B. Gohil - Whole Time Director,** has more than 37 years of rich industrial experience in various activities pertaining to Thermal Power Plants. He specializes in Pollution Control Norms, Factory Regulations and other administrative matters.

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