

SAHYADRI INDUSTRIES LIMITED

Registered Office:

Swastik House, 39/D, Gultekdi, J. N. Marg, Pune - 411 037, Maharashtra. INDIA T: +91 20 2644 4625 / 26 / 27 E: cs@silwolrd.in W: www.silworld.in CIN No :- L26956PN1994PLC078941

Date: 27th May, 2025

To,
The Listing Manager
Department of Corporate Services
Bombay Stock Exchange
P. J. Towers, Dalal Street,
Mumbai – 400001

To,
The Manager
Listing Department
National Stock Exchange of India Limited
"Exchange Plaza"-C1,Block G
Bandra-Kurla Complex , Bandra (E)
Mumbai 400 051

Scrip Code:532841 SYMBOL: SAHYADRI

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure

Requirements) Regulations, 2015.

Dear Sir/Madam,

Please find attached herewith Investors Presentation for the quarter and year ended on $31^{\rm st}$ March 2025

Please take the same on record and disseminate to the stakeholders.

Thanking you,

Yours Faithfully, FOR SAHYADRI INDUSTRIES LIMITED

RAJIB K. GOPE COMPANY SECRETARY & COMPLIANCE OFFICER M. NO: F8417





Sahyadri Industries Limited

Investor Presentation May 2025

Safe Harbour

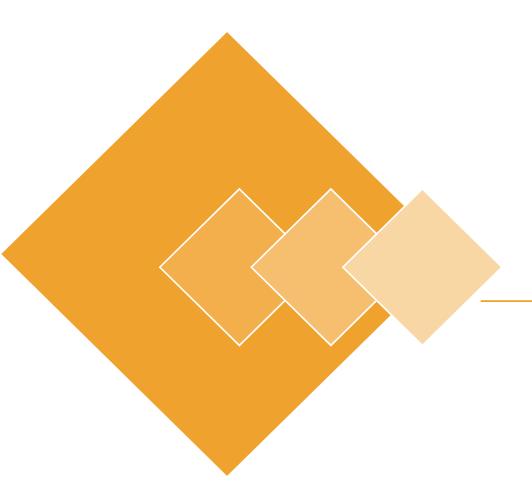


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Q4 & FY25 Update

Management Commentary





Commenting on the results and performance Mr Satyen Patel, Managing Director of Sahyadri Industries Limited, said:

During FY25, our performance was impacted by subdued demand conditions, resulting in a 4.6% decline in total income to ₹608.8 crore. Despite the challenging environment, we made notable progress in debt reduction, leading to a decrease in finance costs.

EBITDA for the year stood at ₹58.0 crore, with margins at 9.5%. We faced margin pressures primarily due to pricing challenges in the domestic market. However, the stability in raw material prices for the entire year supported our efforts to maintain overall cost control.

Throughout the year, our focus remained on strengthening the balance sheet and enhancing operational efficiency. The company successfully improved its debt-to-equity ratio from 0.32 to 0.21 by repaying a portion of its outstanding debt.

Capacity utilisation for FY25 stood at 68%. As demand recovers in the coming quarters, we are confident of improving utilisation levels going forward.

In recognition of the company's performance, the Board of Directors has recommended a final dividend of ₹1 per share of face value ₹10 for FY25.

Financial Performance Highlights



(Rs in Cr)

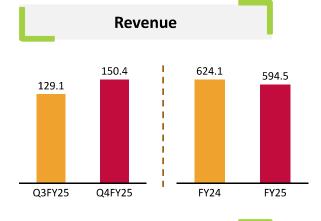
Building Material Performance







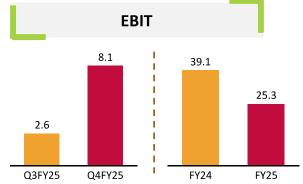












Profit & Loss Statement



Particulars (Rs. Cr)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Total Income	152.6	154.8	-1.4%	131.7	15.9%	608.8	638.4	-4.6%
Cost of Goods Solds	83.2	88.8		72.8		340.2	370.0	
Gross Profit	69.4	66.0	5.2%	58.9	17.7%	268.6	268.4	0.1%
Gross Profit Margin	45.5%	42.6%		44.7%		44.1%	42.0%	
Employee Cost	10.8	10.3		10.7		43.6	40.7	
Other Expenses	44.7	40.9		39.2		166.9	157.1	
EBITDA	13.9	14.8	-6.3%	9.0	54.3%	58.0	70.6	-17.8%
EBITDA Margin	9.1%	9.6%		6.8%		9.5%	11.1%	
Depreciation	6.4	6.4		6.1		24.8	24.0	
EBIT	7.5	8.4	-10.8%	2.9	159.2%	33.2	46.6	-28.7%
EBIT Margin	4.9%	5.4%		2.2%		5.5%	7.3%	
Finance Cost	1.8	2.9		1.9		7.0	11.3	
Profit before Tax	5.7	5.5	3.7%	1.0	450.5%	26.2	35.3	-25.8%
Profit before Tax Margin	3.7%	3.5%		0.8%		4.3%	5.5%	
Tax	1.4	1.2		0.3		6.7	8.9	
Profit After Tax	4.3	4.3	-0.5%	0.8	461.8%	19.5	26.4	-26.2%
Profit After Tax Margin	2.8%	2.8%		0.6%		3.2%	4.1%	
EPS	3.90	3.91		0.7		17.78	24.09	

* inclusive of Other income

Balance Sheet



Assets (Rs. Cr)	Mar-25	Mar-24
Non - Current Assets	243.3	249.6
Property Plant & Equipments	181.6	175.7
CWIP	31.1	42.4
Intangible assets	0.5	0.6
Right of use asset	4.7	4.8
Intangible assets under development	0.0	0.0
Investments	0.2	0.2
Others	3.7	4.3
Other Non Current Assets	21.6	21.6
Current Assets	299.6	310.2
Inventories	225.8	238.2
Financial Assets		
Investments	2.9	12.0
Trade receivables	38.8	31.7
Cash and cash equivalents	1.9	4.5
Bank balances other than cash and cash equivalents	0.7	1.4
loans & Advances	0.2	0.2
Others	0.2	0.2
Other Current Assets	29.2	22.2
Total Assets	542.9	559.8

Equity & Liabilities (Rs. Cr)	Mar-25	Mar-24
Total Equity	378.3	360.0
Share Capital	11.0	11.0
Reserves & Surplus	367.3	349.1
Non-Current Liabilities	14.1	40.2
Financial Liabilities		
(i) Borrowings	7.1	32.8
(ii) Lease Liabilities	0.3	0.3
Provisions	3.4	2.7
Deferred Tax Liabilities	3.3	4.4
Current Liabilities	150.5	159.6
Financial Liabilities		
(i) Borrowings	71.0	82.9
(ii) Trade Payables	41.2	39.2
(iii) Lease	0.0	0.0
(iv) Others	18.6	18.1
Other Current Liabilities	16.0	16.0
Provisions for Employee Benefits	3.7	3.4
Total Equity & Liabilities	542.9	559.8

Cash Flow Statement



Particulars (Rs. Cr)	FY25	FY24
Net Profit Before Tax	26.2	35.3
Adjustments for: Non -Cash Items / Other Investment or Financial Items	32.4	35.6
Operating profit before working capital changes	58.6	70.9
Changes in working capital	0.7	-2.1
Cash generated from Operations	59.2	68.7
Direct taxes paid (net of refund)	-5.4	-10.9
Net Cash from Operating Activities	53.9	57.8
Net Cash from Investing Activities	-10.8	-34.0
Net Cash from Financing Activities	-45.6	-21.6
Net Decrease in Cash and Cash equivalents	-2.5	2.2
Add: Cash & Cash equivalents at the beginning of the period	4.5	2.3
Cash & Cash equivalents at the end of the period	1.9	4.5

Capex Update

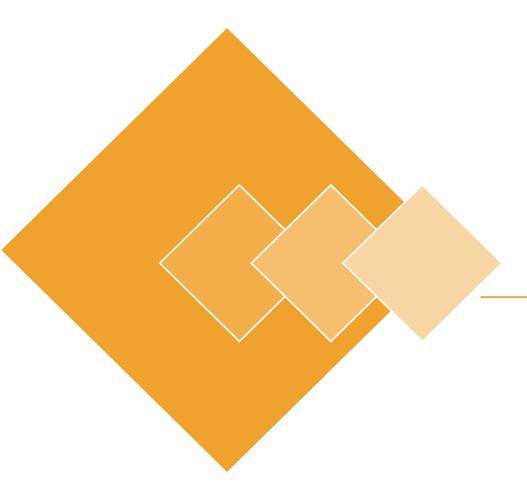




Note – Maps not to scale. All data, information, and maps are provided "as is"
without warranty or any representation of accuracy, timeliness or completeness

Location	Orissa	Maharashtra
Product Type	Asbestos Corrugated Sheet	Non-Asbestos Cement Boards
Capacity (MTPA)	1,20,000	72,000
CAPEX (Rs in Cr)	95	95
Source of Fund	Internal Accruals & Debt	Internal Accruals & Debt
Products Catering to	East Market	Western & North India
Remarks	 Company is in process of setting up a new unit 	 Activities related to setting up a new unit for manufacturing of Non- Asbestos Cement Boards have been initiated Land has been identified and acquisition is in process
Rational	To enter unrepresented markets of Orissa, Jharkhand, West Bengal & Bihar	To expand its existing market in Western India, Exports and to enter unrepresented market of North India





Company Overview

A Niche Player in the Construction Industry





Product Portfolio

- Sahyadri's product portfolio includes innovative, specialized, and futuristic products capable of addressing today's challenges
- The product portfolio of the company comprises of Roofing Sheets, Fibre Cement Boards, and Flat Sheets



Making Difference

- Sahyadri Industries is a building solutions pioneer, providing a comprehensive range of products for interior and exterior building systems, as well as roofing solutions
- The Company's products such as Swastik roofs, Cemply flat sheets and EcoPro Fibre Cement Board are widely utilized for building robust structures



Rich Legacy

- A flagship company of the Patel Group with 70+ years of group legacy
- Experienced management with deep understanding of the building materials industry



Distribution Network

- The Company has robust distribution network of 3,000+ dealers across India
- Sahyadri has catered to 1 million+ customers so far since inception



Geographic Reach

- The Company has expanded its reach within India and overseas
- Sahyadri caters to a broader clientele base spanning across India, Africa and Middle East



Certification

- Quality manage system as per EN ISO 9001: 2015
- Environment management system EN ISO 14001:2015 & ISO 45001:2018 for safety It Is for all plants and HO

A Trusted Brand... built over the years



Established second plant at Kedgaon, Maharashtra and started with production of Asbestos Corrugated Sheet

The Company's status changed from Private Limited to Public Limited'

The Company expanded its presence in South India by setting up a plant in Perundurai, Tamil Nadu for Asbestos Corrugated Sheet

Listed on Bombay Stock Exchange

Commenced with the production of Non-Asbestos Flat Sheet at Chichwad plant

Merger between Poonam Roofing and Sahyadri Industries completed

Capacity Expansion at Perundurai plant completed Listing on National Stock Exchange



The Company was originally incorporated under 'New Sahyadri Industries Private Limited'

Established first plant at Chinchwad, Maharashtra and commenced with production of Asbestos Corrugated Sheet Reverse merger between 'Swastik Roofing Limited and New Sahyadri Industries Limited'

The Company was renamed to 'Sahyadri industries Limited'

Sahyadri had set up plants at Mahuvej, Gujarat and Vijaywada, Andhra Pradesh for Asbestos Corrugated Sheet

Experienced Board of Directors and Management Team





Jayesh Patel – B.Com, MBA
Chairman & Whole Time
Director

Leading face of SIL was on board since 1999. More than 30 years of experience in the field of Building Material Manufacturing



Satyen Patel – B.Com, PGPBA Managing Director

Young and Dynamic face of SIL since 1998. Broadening horizon, innovation, strategic thinking, felicitated with "Achiever of Maharashtra" Award. More than 20 years of experience in Building Materials industry



Tuljaram Maheshwari -B.Com, CA WTD, CEO & CFO

Appointed on board in 2020. More than 39 years of experience with a large organization in the field of Sales, Operations, Strategic Planning, Corporate Finance, M&A, JV and Accounts & Audit



Suresh Joshi – B.Com, LLB, CA Whole Time Director

Associated with board since 2006. More than 40 years of rich experience in the field of Taxation, Corporate Legal Matters, Corporate Finance, M&A, JV, Accounts & Audit



Ankem Sri Prasad Mohan -

B.com, CA

Independent Director

Appointed on board in 2021.

More than 23 years of experience in the field of FP&A, Taxation, Finance controller, M&A, Corporate Finance, Audit, Compliance



Shrikant Malegaonkar -MBA, LLB **Independent Director**

Appointed on board in 2017.

More than 35 years of experience in Labour laws and Industrial Relations & Practicing Advocate at Pune Labour / Industrial court & Bombay High Court



Moushmi Shaha – B.Com, CA Independent Director

Appointed in 2021. More than 16 years of experience in Finance, Accounts, Audits & Financial Trainings



Ved Saxena – BE (Mechanical)
Independent Director

Appointed on board in 2020.

More than 40 years of experience of rich and dedicated business management experience in BD, managing HR to its usage & General Operations



Rajib Gope – CS Compliance Officer

Appointed in 2022. More than 14 years experience in Secretarial Operations, Corporate and Economic laws, Statutory Compliance, Corporate Governance, In-house Legal Work and court representation

Snapshot of Capabilities





Built Core Strength

Diversified Presence **5 Plants across 4 States**

Experience **30+ Years**

Employees **710+**



Strong Distribution

Dealers & Distributor **3,000+**

Global Presence **5+ Countries**

Customers

1 million+



Established Brands



No of Products

45+



R&D Team **10**+



Product Application & Value-Added Products **20+**



Product Innovation

Note: The data provided is as of 31st March 2025

14



Well Established Branded Product Portfolio with Increasing Share of Value-Added Products



































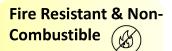
















CSR activities... A Responsible Corporate



Swastik Kukdookoo

- Useful for economically weaker section of the society to increase their wealth
- To promote woman earnings who stays in remote, tribal villages
- Easy to set up in empty backyard

Digital Classroom Program

- Associated with Rotary Club for formulation and implementation of Digital "Class Room" Program
- Program provide E learning kit which help students to learn more interestingly and understand the topics with animated graphics

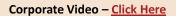
Lakshya

- Sahyadri is a proud supporter of Lakshya, a Rastriya Khel Puraskar awardee sports NGO
- NGO supports and identifies young and budding talented sports persons and nurture them to enhance their performance









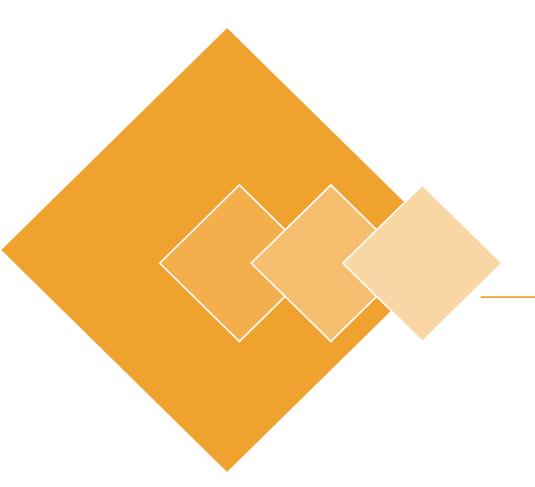
Cemply Swachalay

- Initiative under Swachh Bharat Abhiyan
- Affordable high quality toilet blocks
- Easy to transport & erect
- It requires "Lesser installation time" to set up
- Suitable for all weather condition

Swastik Disha

- CSR association with Smt. Sindhutai Sapkal, Sapta Sindu Mahila Aadhar, Balsangopan Wa Shikshan Sanstha
- Provided Ventilators and medical Equipment's to hospitals to fight against Covid Pandemic
- Association with Lila Poonawala Foundation for supporting girl's education

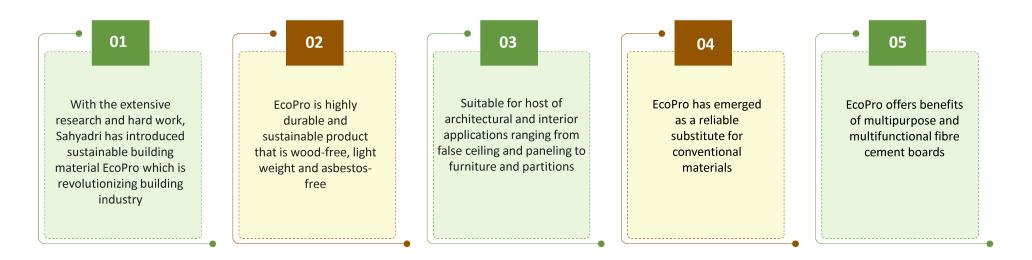




Product Portfolio

Product Portfolio – EcoPro Cement Boards





EcoPro- The 21st Century Designer Fibre Cement Boards





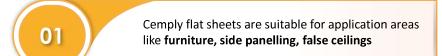
Product Portfolio – Cemply Flat Sheet

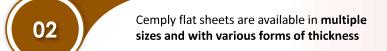


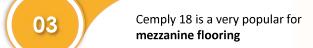


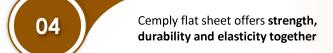












Cemply flat sheet are thermal resistance, water resistance, fire resistance & easily mountable

Product Portfolio – Swastik Roof Sheets



More than 100 roofing accessories are available in a variety of shades and specifications to meet the needs of customers at affordable rates



The roofs are durable, non-corrosive, fire resistant and are more reliable in cyclone prone areas

The cement sheets do not get blown away due to its dead weight because of which the roof remains intact

Twin roof gets you a teak wood feel of the traditionally built houses

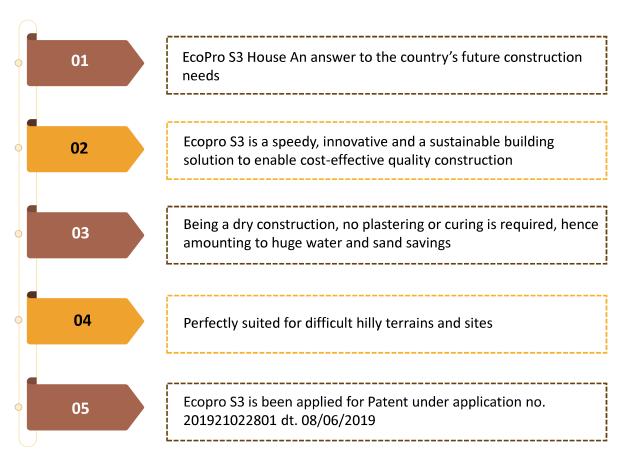
Roof touch ceiling to create a

experience of High Ceiling in a house

Pioneer in introducing Swastik Twinroof system in India. A double layer protection from leaking roofs

Product Portfolio – EcoPro S3







Product Portfolio - Swastik Sil Gold (New Launched)



01

Manufactured using finest quality cement and fibre through the latest fibre mesh technology

02

Stronger than regular cement corrugated roofing sheet

Rot or

Corrosion

Resistance



Special stain

longer life

options provides

07

Resistant to chemical attack

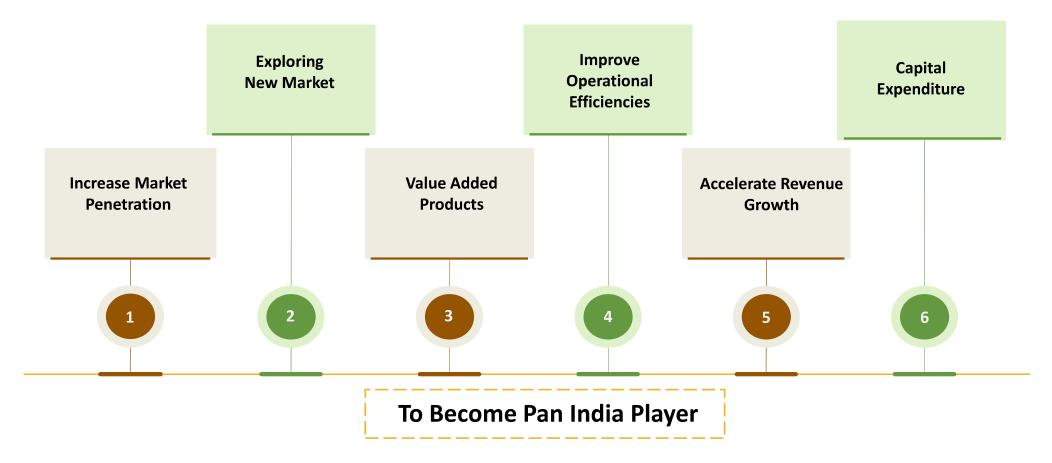
06

Weatherproof with Sound, Thermal & Heat Insulation

Low Maintenance and No rusting

Future Roadmap – Expand, Explore & Excel





Way Ahead...





Focus on margin-rich Value-Added Products

• Sahyadri aims to increase the share of Value-Added products (VAP) in its overall product mix to achieve higher margins at a portfolio level



Growth through new clients & geographies

- The Company will explore the opportunity to add more clients across all the business segments
- Sahyadri plans to strengthen its market share in the existing geographies and establish its presence in the newer territories across North and East India



Capacity Expansion

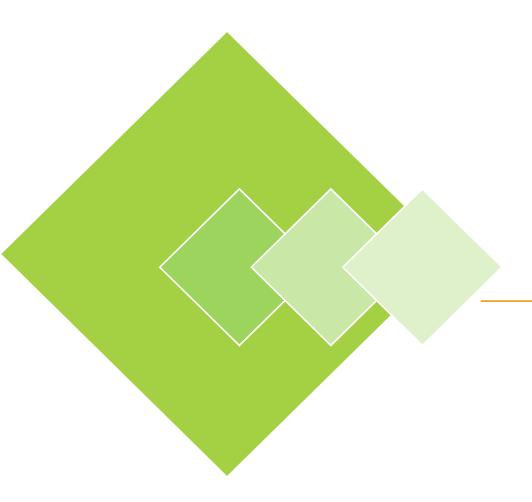
- The Company continuously enhances its manufacturing capabilities to cater to the growing demands
- Sahyadri will continue to expand its capacity going forward



Sound Financials

- A strong financial discipline coupled with the ability to generate regular free cash flows, allows Sahyadri to adequately fund its growth organically
- Capex to drive next leg of growth for the Company

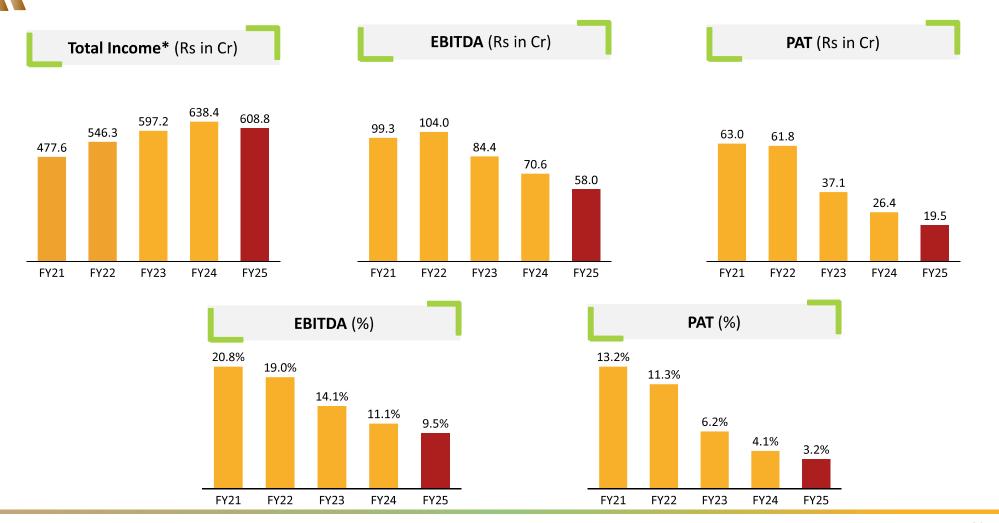




Financial Performance

Performance Highlights



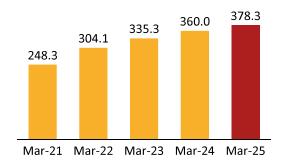


* inclusive of Other income

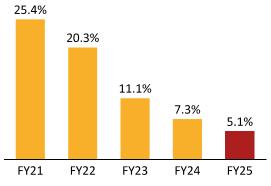
Balance Sheet Highlights



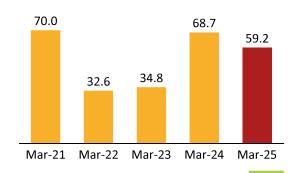




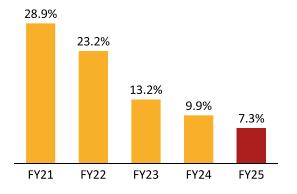
Return on Equity (%)



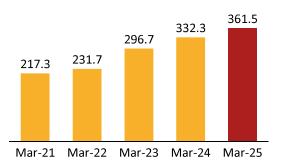
Cash Flow From Operation (Rs in Cr)

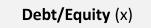


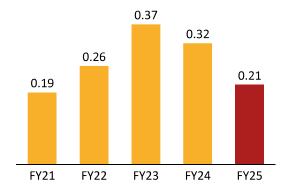
Return on Capital Employed (%)



Gross Block (Rs in Cr)







Historical Profit & Loss Statement



Particulars (Rs. Cr)	FY25	FY24	FY23	FY22	FY21
Total Income*	608.8	638.4	597.2	546.3	477.6
Cost of Goods Solds	340.2	370.0	318.6	276.7	240.0
Gross Profit	268.6	268.4	278.6	269.7	237.6
Gross Profit Margin	44.1%	42.0%	46.6%	49.4%	49.8%
Employee Cost	43.6	40.7	37.7	33.4	30.9
Other Expenses	166.9	157.1	156.5	132.2	107.4
EBITDA	58.0	70.6	84.4	104.0	99.3
EBITDA Margin	9.5%	11.1%	14.1%	19.0%	20.8%
Depreciation	24.8	24.0	23.8	14.8	14.1
EBIT	33.2	46.6	60.6	89.3	85.3
EBIT Margin	5.5%	7.3%	10.2%	16.3%	17.9%
Finance Cost	7.0	11.3	9.0	4.6	4.9
Exceptional Item Gain / (Loss)	0.0	0.0	0.0	0.0	0.0
Profit before Tax	26.2	35.3	51.6	84.6	80.4
Profit before Tax Margin	4.3%	5.5%	8.6%	15.5%	16.8%
Tax	6.7	8.9	14.5	22.8	17.4
Profit After Tax	19.5	26.4	37.1	61.8	63.0
Profit After Tax Margin	3.2%	4.1%	6.2%	11.3%	13.2%
EPS	17.78	24.09	33.9	56.48	57.58

* inclusive of Other income

Historical Balance Sheet



Assets (Rs. Cr)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Non - Current Assets	243.3	249.6	235.8	199.4	150.2
Property Plant & Equipments	181.6	175.7	163.8	123.0	122.8
CWIP	31.1	42.4	36.0	54.1	4.0
Intangible assets	0.5	0.6	0.8	0.1	0.1
Right of use asset	4.7	4.8	4.9	5.0	5.1
Intangibie assets under development	0.0	0.0	0.0	0.0	0.0
Investments	0.2	0.2	0.2	0.2	0.1
Others	3.7	4.3	3.5	3.5	2.9
Other Non Current Assets	21.6	21.6	26.7	13.6	15.1
Current Assets	299.6	310.2	320.8	269.1	229.6
Inventories	225.8	238.2	227.2	174.3	113.3
Financial Assets					
Investments	2.9	12.0	11.2	21.1	47.9
Trade receivables	38.8	31.7	35.1	42.6	40.2
Cash and cash equivalents	1.9	4.5	2.3	1.0	1.0
Bank balances other than C&C	0.7	1.4	3.8	3.3	2.9
loans & Advances	0.2	0.2	0.0	0.1	0.0
Others	0.2	0.2	0.1	0.3	0.2
Other Current Assets	29.2	22.2	41.2	26.5	24.0
Total Assets	542.9	559.8	556.6	468.6	379.8

Equity & Liabilities (Rs. Cr)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Total Equity	378.3	360.0	335.3	304.1	248.3
Share Capital	11.0	11.0	11.0	11.0	11.0
Reserves & Surplus	367.3	349.1	324.4	293.1	237.3
Non-Current Liabilities	14.1	40.2	51.4	32.4	10.1
Financial Liabilities					
(i) Borrowings	7.1	32.8	43.3	23.8	0.9
(ii) Lease Liabilities	0.3	0.3	0.3	0.3	0.3
Provisions	3.4	2.7	2.0	2.1	2.3
Deferred Tax Liabilities	3.3	4.4	5.8	6.2	6.5
Current Liabilities	150.5	159.6	169.9	132.0	121.5
Financial Liabilities					
(i) Borrowings	71.0	82.9	80.8	56.1	45.5
(ii) Trade Payables	41.2	39.2	50.6	44.5	52.3
(iii) Lease	0.0	0.0	0.0	0.0	0.0
(iv) Others	18.6	18.1	19.7	19.6	12.8
Other Current Liabilities	16.0	16.0	16.1	9.3	8.8
Provisions	3.7	3.4	2.7	2.6	2.1
Total Equity & Liabilities	542.9	559.8	556.6	468.6	379.8

Historical Cash Flow Statement

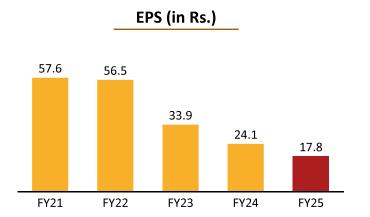


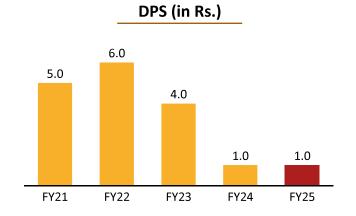
Particulars (Rs. Cr)	FY25	FY24	FY23	FY22	FY21
Net Profit Before Tax	26.2	35.3	51.6	84.6	80.4
Adjustments for: Non -Cash Items / Other Investment or Financial Items	32.4	35.6	32.4	19.2	16.3
Operating profit before working capital changes	58.6	70.9	84.0	103.8	96.7
Changes in working capital	0.7	-2.1	-49.3	-71.2	-26.7
Cash generated from Operations	59.2	68.7	34.8	32.6	70.0
Direct taxes paid (net of refund)	-5.4	-10.9	-18.0	-22.1	-20.3
Net Cash from Operating Activities	53.9	57.8	16.7	10.5	49.7
Net Cash from Investing Activities	-10.8	-34.0	-44.5	-32.9	-30.1
Net Cash from Financing Activities	-45.6	-21.6	29.1	22.4	-18.8
Net Decrease in Cash and Cash equivalents	-2.5	2.2	1.3	0.0	0.7
Add: Cash & Cash equivalents at the beginning of the period	4.5	2.3	1.0	1.0	0.3
Cash & Cash equivalents at the end of the period	1.9	4.5	2.3	1.0	1.0

Dividend History



Particulars (in Rs.)	FY25	FY24	FY23	FY22	FY21
Earnings Per Share	17.8	24.1	33.9	56.5	57.6
Interim Dividend Per Share	-	-	2.5	3	1.5
Final Dividend Per Share	1	1	1.5	3	3.5
Total Dividend Per Share	1	1	4	6	5







Contact us

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