

SANGHI INDUSTRIES LIMITED

Corporate Presentation

August 2019



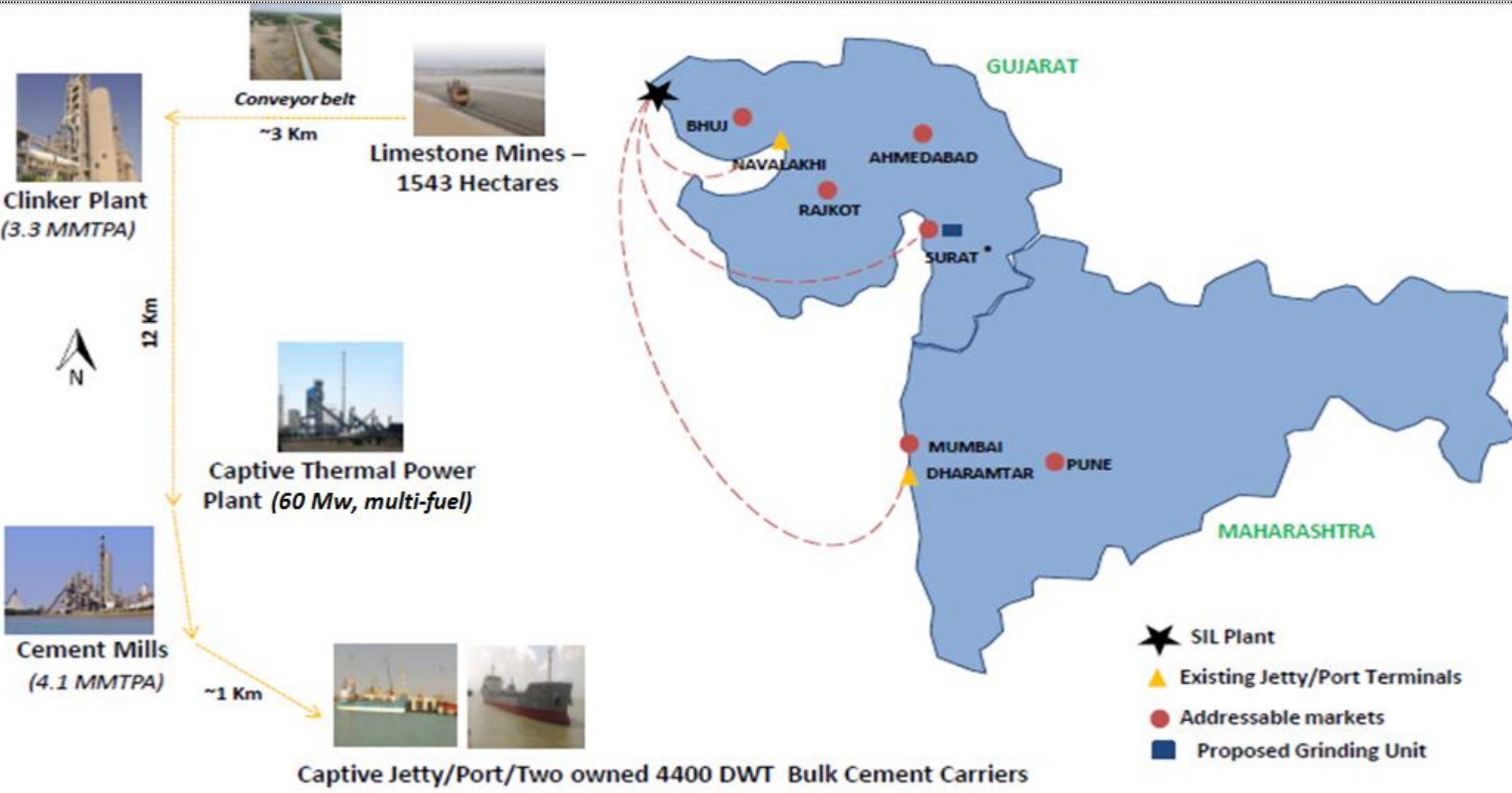
Turning Dreams into Concrete Reality



Celebrating the spirit of **Make In India**

www.sanghiment.com

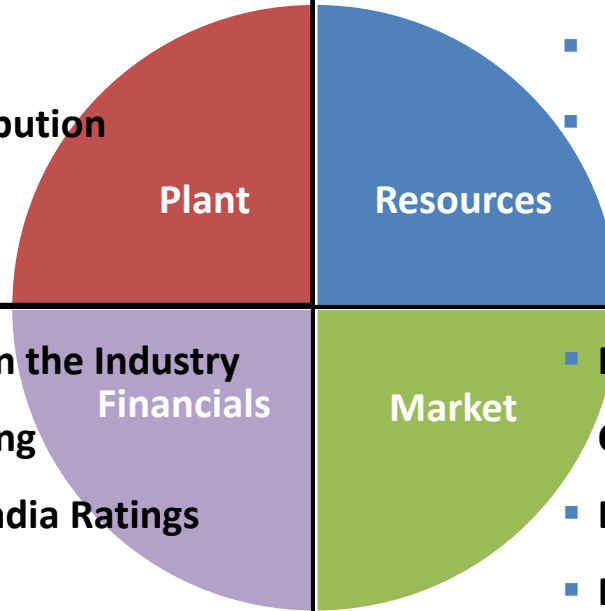
One of the Largest Integrated Single Stream Cement Plants



Map not drawn to scale; * proposed

Key Highlights

- 4.1 MMTPA fully integrated plant
- 100% captive power plant of 60 MW
- Multi-fuel technology in Kiln and TPP
- Captive all-weather port
- Two sea terminals for coastal distribution
- 3 RMC plants in Gujarat



- “A grade” Marine Limestone reserves of app. 1 Bn MT, Lease up to 2046
- Proximity to Lignite – GMDC
- Fly Ash source at Mundra
- Other additives in vicinity under lease

- One of the Lowest Cost Producers in the Industry
- Committed Promoters : 66% holding
- Credit Rating of “A” by ICRA and India Ratings (FITCH)
- Operating Margin at par with other major players

- Present in Gujarat, Raj., Mumbai and Cochin
- Exports - Market of choice
- Price and quality leader
- Strong Brand and wide dealers’ network
- Shakti Rath, CCC

Facilities at a Glance

Clinker Plant – one of the largest kilns



Bulk loading operations at Captive Jetty at Plant



Surface Mining, Zero overburden



60 MW Captive Thermal Power Plant



Distribution Facilities and Market Presence



Bulk unloading operations at Navlakhi, Gujarat



Terminal at Dharamtar, Maharashtra



**Shakti Rath – Mobile
Quality check for customers**



**Customer Care Center –
one roof all services**



Strong Brand Image



Turning Dreams into Concrete Reality

Proud to initiate coastal shipping of bulk cement

Sanghi Sudarshan



Sanghi Trishul

Strong credentials

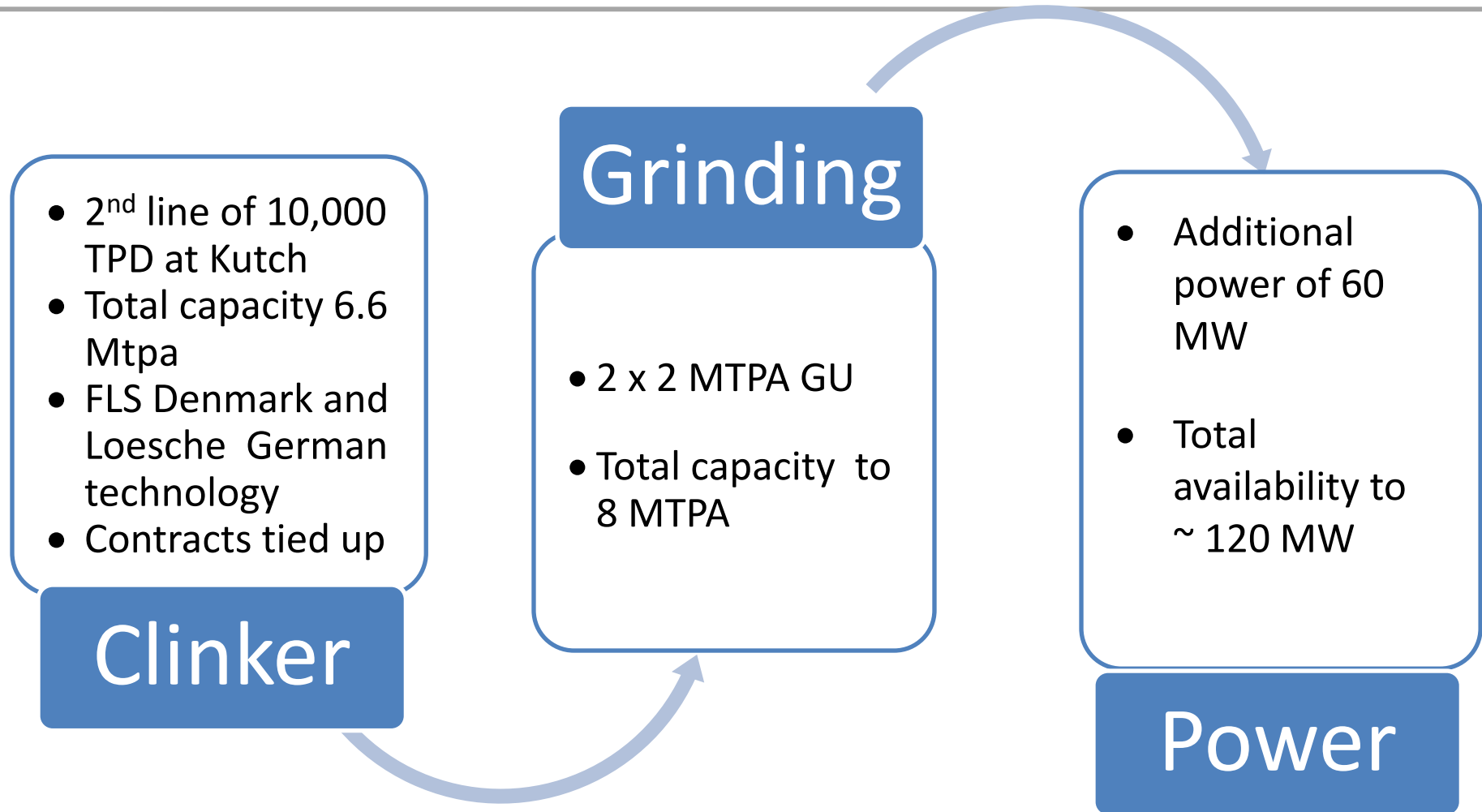
Credit Rating Agencies' View



A

**India Ratings
& Research**
A Fitch Group Company

Capacity Expansion : 4.1 MTPA to 8.2 MTPA



Sales and Profitability



Rs. Cr.

	FY17	FY18	FY19	Q1FY20
Sales Volume (mnt)	2.92	2.50	2.67	0.60
Net Income	1000	1048	1088	278
EBIDTA	200	238	181	70
EBIDTA % to Net Income	20%	22%	17%	25%
PAT	63	93	52	38

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**, has studied Finance and Management from Kelley School of Business, Indiana University, Bloomington, USA. He 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.



- **Mrs. Bina Engineer - 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 been conferred “Best CA CFO Award – Woman 2016” by Institute of Chartered Accountants of India, Roll of Honours CFO 100 2018 and Best Woman CFO Award 2018 by Yes Bank Business World



- **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.

Disclaimer



This presentation does not constitute or form or deem to constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Sanghi Industries Limited (the "Company"), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefore. This presentation and its contents are not and should not be construed to be an offer document or prospectus.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company, its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects" "plans" "will" "estimates" or other words of similar meaning, and speak only as of the date of this presentation. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

The information contained in this presentation has not been independently verified. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information, opinions etc. contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice. None of the Company, its representatives, its advisors, its subsidiaries, its associates, the placement agents, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.

This presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. The information contained herein does not constitute or form part of an offer or solicitation of an offer to purchase or subscribe for securities for sale. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions.



Turning Dreams into Concrete Reality

Sanghi Industries Limited

110, B Wing, Krishna Commercial Centre, 6 Udyog Nagar,
Near Kamath Club, S.V.Road, Goregoan (West),
Mumbai - 400062, Maharashtra,

Tel - 022 28713120 • Fax - 022 28713126

Email - sanjay.hatkar@sanghiment.com