



**SAT INDUSTRIES LIMITED**

**EARNINGS RELEASE**

**Q1 FY24 | AUGUST 07, 2023**

**DIVERSIFIED  
DYNAMIC  
DRIVEN**





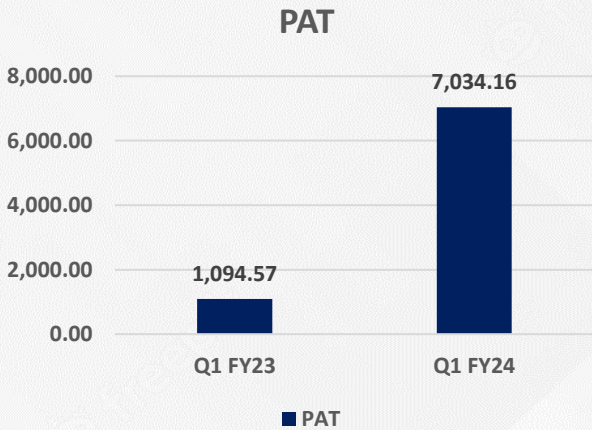
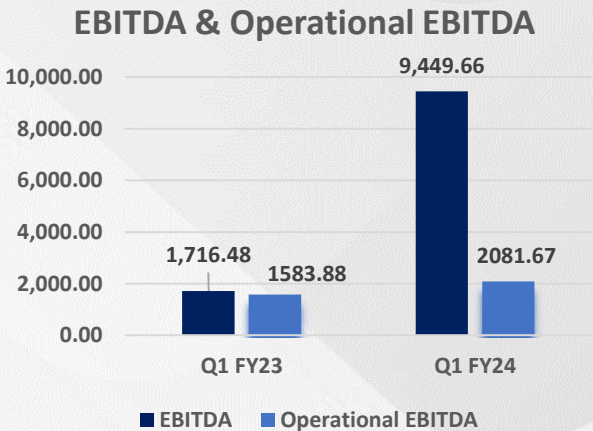
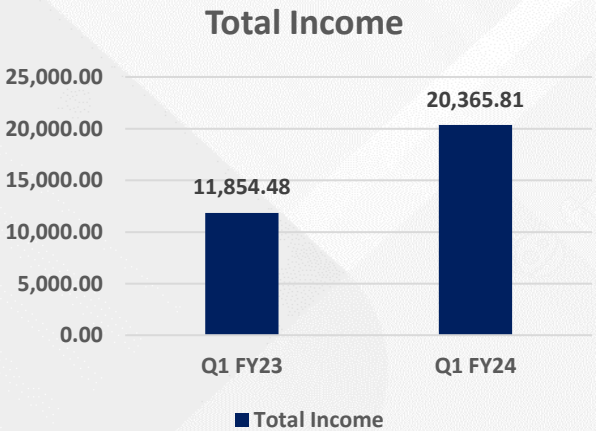
**Mumbai, 07<sup>th</sup> August 2023:**

Sat Industries Limited (SAT) announced in its Board meeting held on 07<sup>th</sup> August 2023 that the Company has inter-alia considered and approved the Unaudited Financial Results of the Company for the First Quarter Ended on 30<sup>th</sup> June 2023.

## Consolidated Key Performing Metrics

### Consolidated Financial Statement Highlights for the Quarter 1 of FY24

Particulars (in lakhs)	Q1 FY24	Q1 FY23	YOY (%)
Revenue from operations	12,997.82	11,721.88	10.89%
Other income	7,367.99	132.60	5456.55%
Total Income	20,365.81	11,854.48	71.80%
EBITDA	9,449.66	1,716.48	450.53%
Operational EBITDA	2,081.67	1,583.88	31.43%
Operational EBITDA Margin	16.02%	13.51%	18.53%
PBT	9,024.55	1,453.12	521.05%
PAT	7,034.16	1,094.57	542.64%
Diluted EPS	6.22	0.97	541.24%



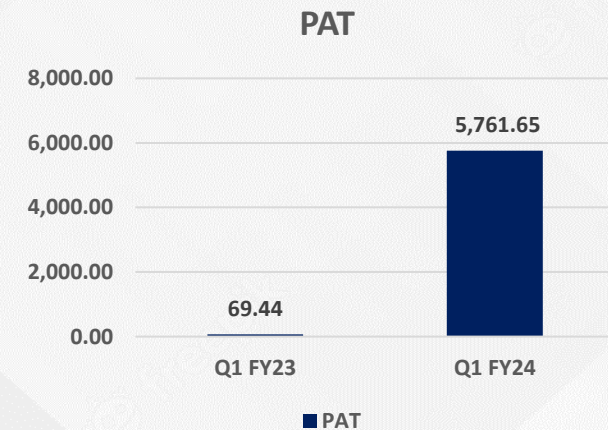
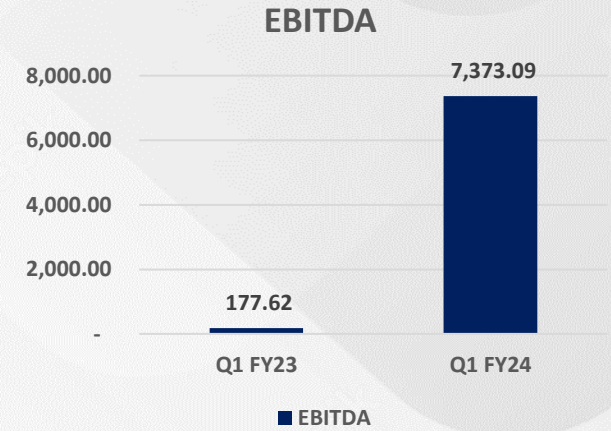
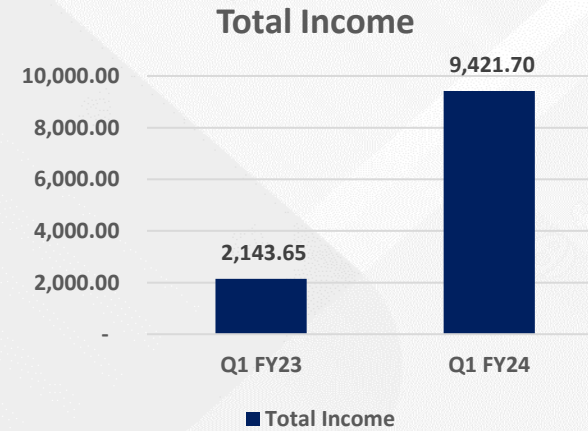
Total Consolidated Income reported at ₹ **20,365.81 Lakhs** in Q1 FY24  
 EBITDA stands at ₹ **9,449.66 Lakhs** in Q1 FY24  
 PAT stands at ₹ **7,034.16 Lakhs** in Q1 FY24



## Standalone Key Performing Metrics

### Standalone Financial Statement Highlights for the Quarter 1 of FY24

Particulars (in Lakhs)	Q1 FY24	Q1 FY23	YOY (%)
Revenue from operations	2,276.63	2,111.90	7.80%
Other income	7,145.07	31.75	22404.16%
<b>Total Income</b>	<b>9,421.70</b>	<b>2,143.65</b>	<b>339.52%</b>
<b>EBITDA</b>	<b>7,373.09</b>	<b>177.62</b>	<b>4051.05%</b>
<b>EBITDA Margin</b>	<b>78.26%</b>	<b>8.29%</b>	<b>844.46%</b>
PBT	7,359.41	119.86	6040.00%
<b>PAT</b>	<b>5,761.65</b>	<b>69.44</b>	<b>8197.31%</b>
<b>PAT Margin %</b>	<b>61.15%</b>	<b>3.24%</b>	<b>1787.83%</b>
Diluted EPS	5.09	0.07	7680.52%



Total Standalone Income reported at ₹ **9,421.70 Lakhs** in Q1 FY24

EBITDA stands at ₹ **7,373.09 Lakhs** in Q1 FY24

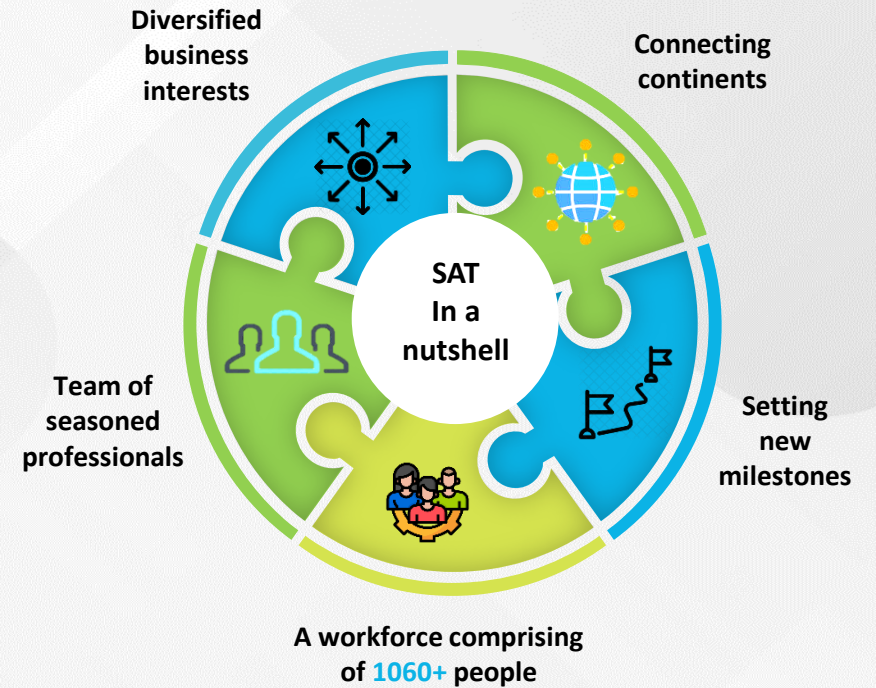
PAT stands at ₹ **5,761.65 Lakhs** in Q1 FY24



## About SAT Industries Limited (SAT)

- SAT, with a legacy of 38+ years, has established itself as a prominent manufacturer of Stainless-Steel Wire Rods and has carved a niche in this industry by manufacturing high-quality Stainless Steel Wire Rods.
- SAT along with its subsidiaries has diversified business interest spanning across manufacturing businesses like industrial packaging solutions, flexible flow solutions, lending & Financing and investing in strategic businesses and startups which mentors disruptive and early-stage start-ups.
- The company works with a business model that is perfectly balanced between core cash-flow generating businesses, and investment in high-growth strategic businesses & startups to create a distinctive competitive edge.
- It has a global presence with sales touchpoints in over 100+ countries and offices in strategic locations such as Mumbai, Dubai, and London.
- The Company is at the forefront of the revolution, spearheading the adoption of novel solutions that are more efficient, cost-effective and sustainable.

### GROUP STRUCTURE





## Product Portfolio



SAT ventured into the manufacturing of stainless-steel wire rods from billets. Swiftly, the company has scaled up its operations in this domain, prioritizing capital-efficient expansion. Our goal is to diversify its product range within the industry and unlock new opportunities for growth.



Wire rods are versatile materials used in a wide range of applications across various industries like infrastructure, manufacturing, electronics, etc. Their exceptional strength and flexibility make them indispensable for various purposes.



## SAT's Investments in Start-Ups

- SAT actively invests in early-stage start-ups and so far, has invested in 128+ companies across 27 sectors
- As of 30<sup>th</sup> June 2023, SAT had invested in startups across different sectors such as food tech, ed-tech, e-commerce, hyper-local services, digital media portal, hyper-local advertising, virtual reality products, artificial intelligence-enabled research platform, and IoT products among others.
- Some of the major investments include Venture Catalysts (Vcats), 1Crowd, Eduvanz, Beams Fintech Fund, Artha Select Fund, Rare Planet, Kerala Banana Chips, and LenDen Club.

**Our Average Returns (IRR)**

**30-35%**

**Average Ticket Size**

**INR 11 Lakhs to INR 250 Lakhs**

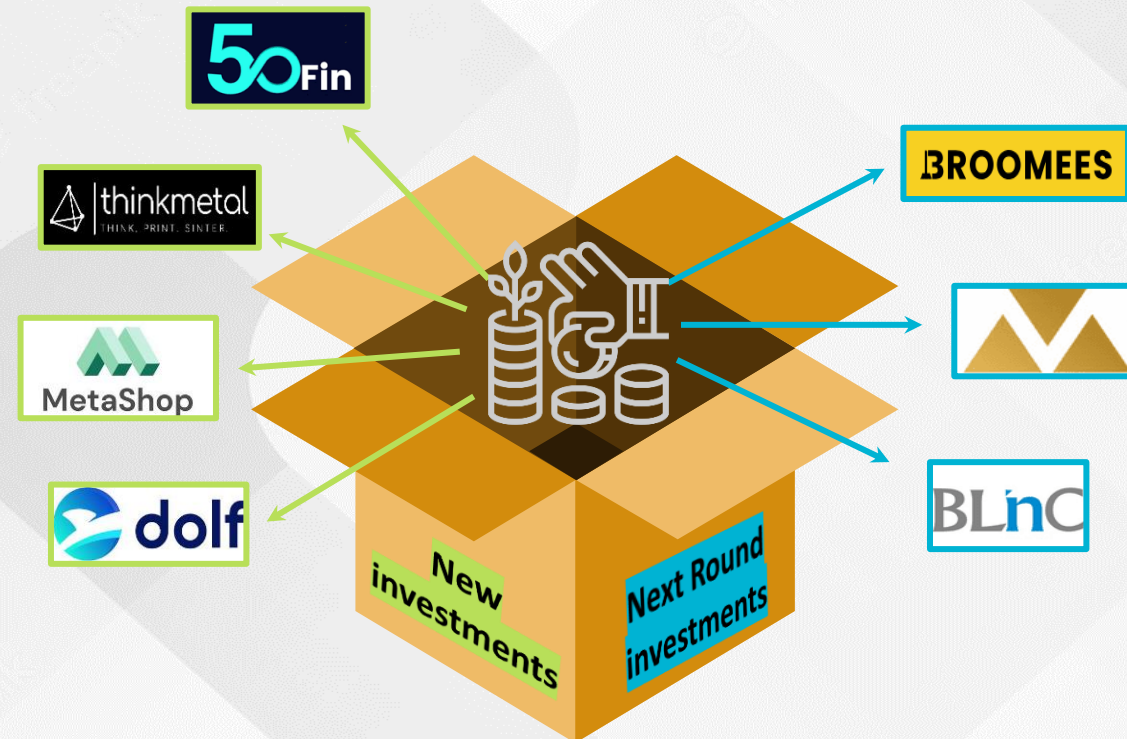
**No. of Investee Companies**

**128**

**Q1 FY24 Exits**

**1 – Creditas Solutions Private Limited**

**Investments done during Q1 FY24 :**





## About Aeroflex Industries Ltd. ("Aeroflex")

- ❑ Aeroflex is engaged in manufacturing and supplying of environment friendly metallic flexible flow solution products which replaces flow solutions made of rubber and polymers.
- ❑ The products are used across wide spectrum of industries for controlled flow of all forms of substances including air, liquid and solid.
- ❑ The facility is located in Taloja, Navi Mumbai with an employee strength of 420+
- ❑ Aeroflex's products find multi-faceted applications in new-age industries like Fire Sprinklers, EV, robotics, HVAC, semiconductor, aerospace, defense and traditional industries like metal, steel, petrochemicals, chemicals, refineries and others.
- ❑ Aeroflex exports to 80+ countries as its products are increasingly replacing conventional flow solutions at an accelerated pace.

Production plant:  
**Taloja,  
Navi Mumbai**

Vast repertoire of  
**1,700+**  
SKUs

**Aeroflex  
in a  
nutshell**

Comprehensive  
range of flexible  
flow solutions  
ranging from  
**¼" to 14"**

Production capacity:  
**11 Million  
meters**

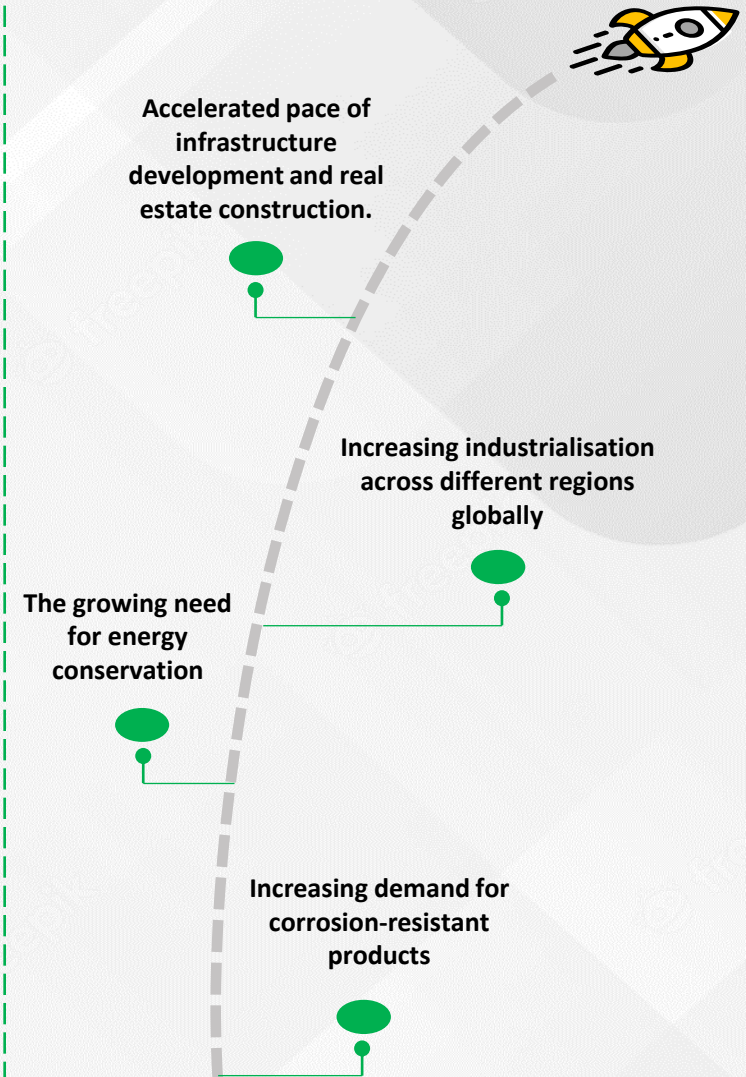
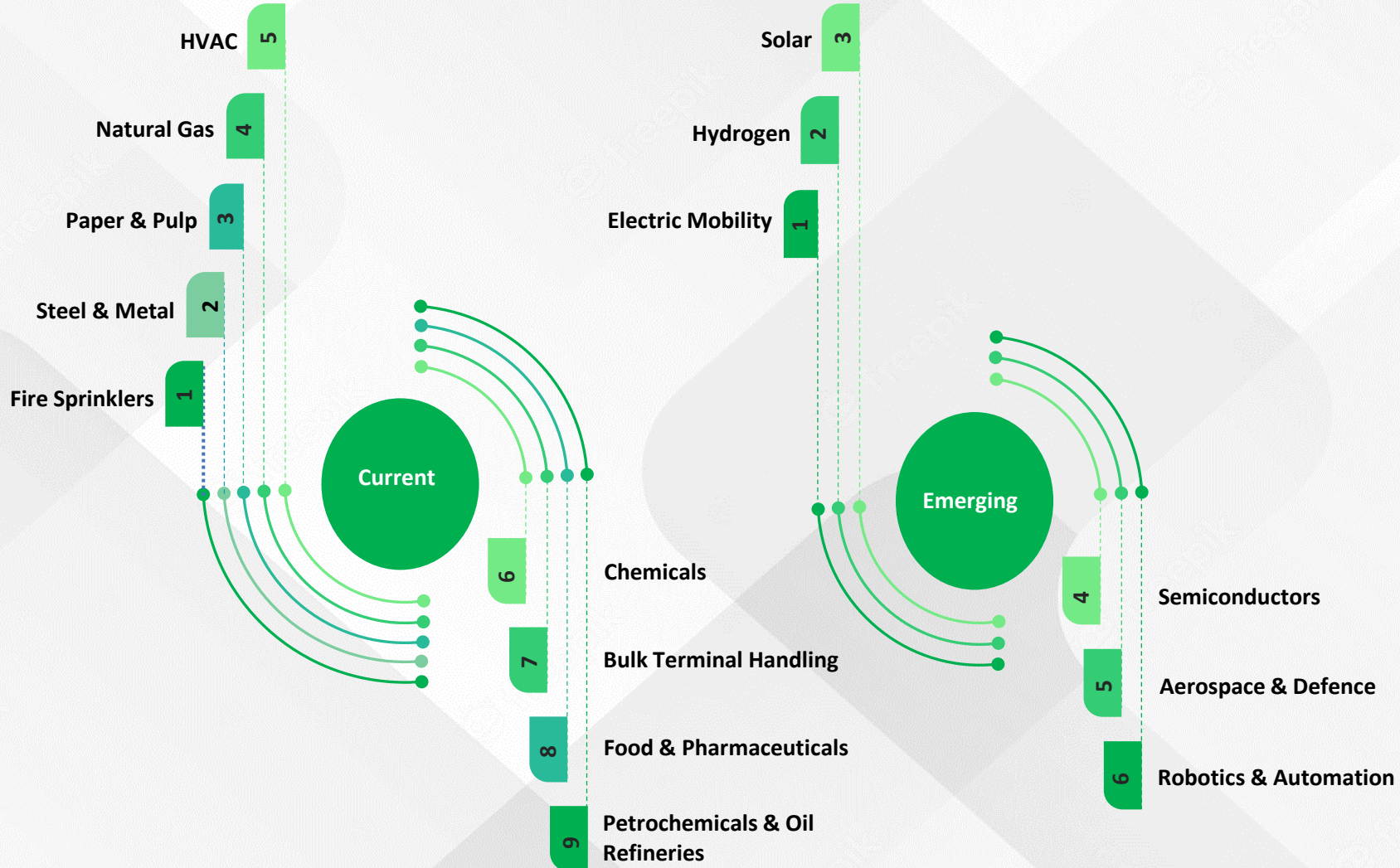
Star Export  
House-exporting to  
**80+**  
**countries**





## Application Industries

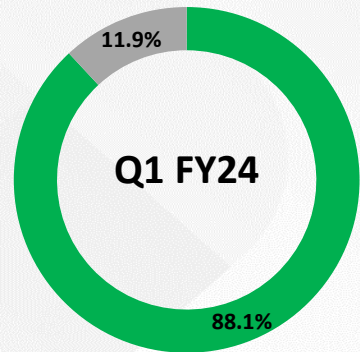
## Growth Drivers





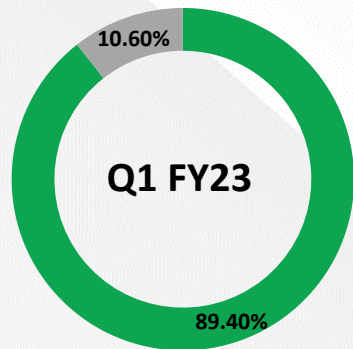
## Revenue Split

### Geography-Wise Revenue Split



■ TOTAL EXPORT ■ TOTAL DOMESTIC

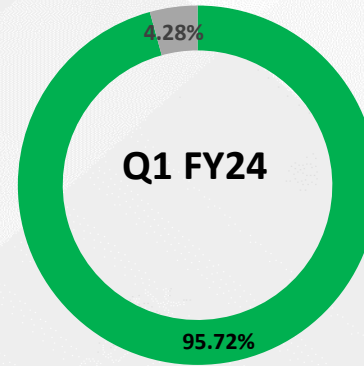
### Geography-Wise Revenue Split



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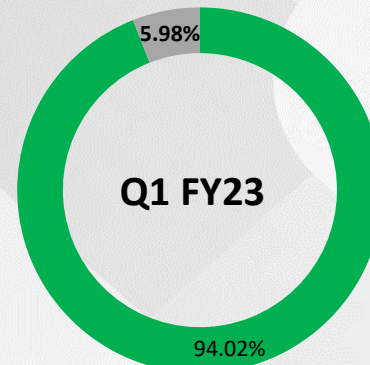
### Product-wise Geographical Revenue Split

#### SS Flow Solutions



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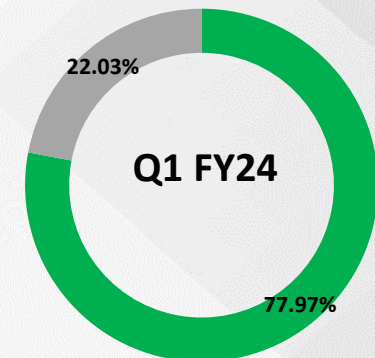
#### SS Flow Solutions



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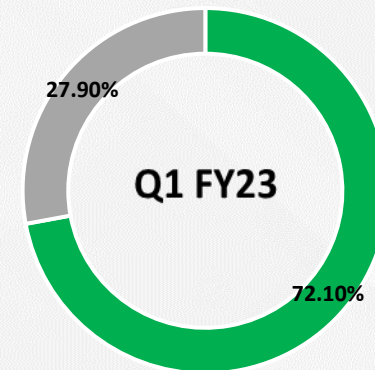
### Product-wise Geographical Revenue Split

#### Components



■ EXPORT ■ DOMESTIC

#### Components



■ EXPORT ■ DOMESTIC



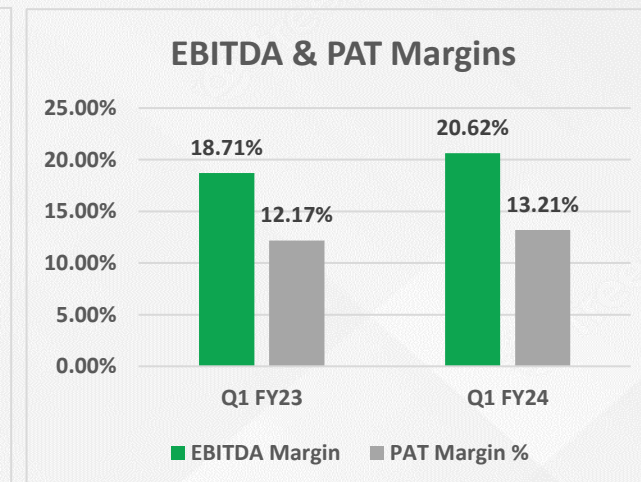
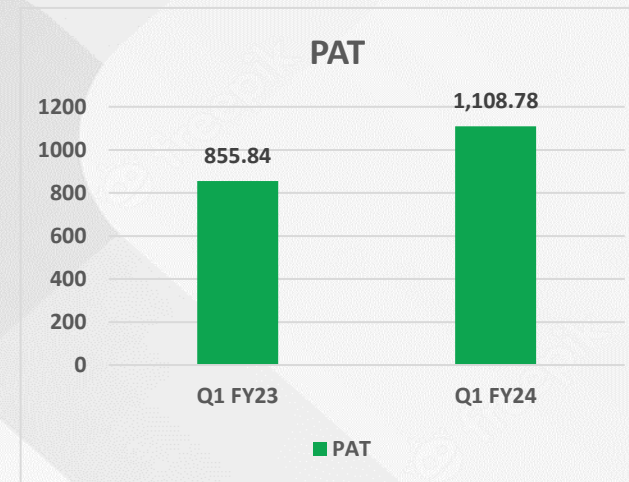
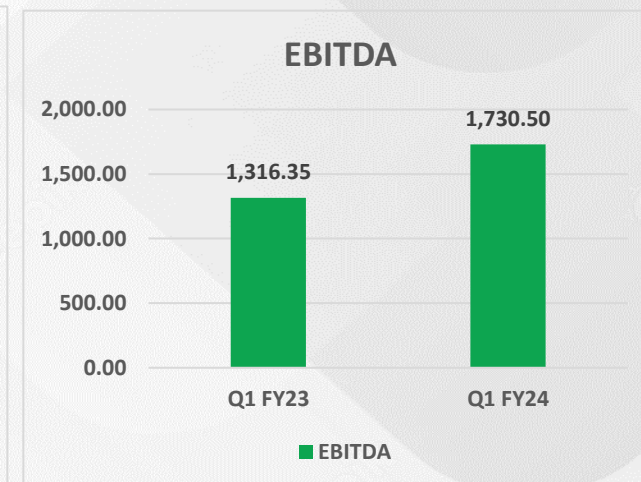
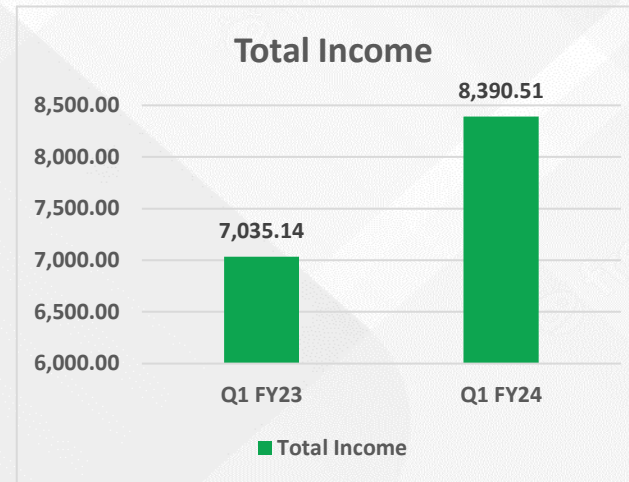
## Aeroflex Consolidated Financials

### Consolidated Financial Statement Highlights for the Quarter 1 of FY24

Particulars (in lakhs)	Q1 FY24	Q1 FY23	YOY (%)
Revenue from operations	8,293.05	7,034.97	17.88%
Other income	97.46	0.17	58385.89%
Total Income	8,390.51	7,035.14	19.27%
<b>EBITDA</b>	<b>1,730.50</b>	<b>1,316.35</b>	<b>31.46%</b>
<b>EBITDA Margin</b>	<b>20.62%</b>	<b>18.71%</b>	<b>10.23%</b>
PBT	1,469.65	1,130.84	29.96%
<b>PAT</b>	<b>1,108.78</b>	<b>855.84</b>	<b>29.55%</b>
<b>PAT Margin %</b>	<b>13.21%</b>	<b>12.17%</b>	<b>8.63%</b>
Diluted EPS	0.97*	3.74	

\*Diluted EPS for Q1FY23 was at a face value of INR 10 per share which has split into INR 2 per share in Q1FY24.

Total Consolidated Revenue reported at ₹ **8,390.51 Lakhs** in Q1 FY24  
 EBITDA stands at ₹ **1,730.50 Lakhs** in Q1 FY24  
 PAT stands at ₹ **1,108.78 Lakhs** in Q1 FY24





## About Sah Polymers Limited (SAH) :

- ❑ Incorporated in 1992, Sah Polymers Limited (SAH) is engaged in the manufacturing of packaging bags that find application in diverse industries including Agro Pesticides, Basic Drugs, Cement, Chemicals, Fertilizers, Food Products, Textile, Ceramic, Steel, among others.
- ❑ SAH's manufacturing facility is located at Udaipur, Rajasthan with an installed capacity of 3,960 MT per annum. The Company has also started commercial production in a new manufacturing facility with a capacity of 3,960 MT per annum to manufacture new variants of FIBC bags on 25th January 2023.
- ❑ SAH is a Del Credere Associate & Consignment Stockist of Indian Oil Corporation Limited (IOCL) and also operates a Dealer Operated Polymer Warehouse (DOPW) of IOCL for their polymer division.
- ❑ SAH has domestic Presence across 8 states and 1 union territory with long term business relationships; Internationally SAH has supplied its products in 28+ countries covering regions of Africa, Middle East, Europe, USA, Australia and the Caribbean;
- ❑ SAH is a proud member of the renowned FIBCA (FIBC Association of USA) and also a proud member of iFIBCA (Indian FIBC Association);
- ❑ SAH got listed on NSE and BSE on 12th January 2023



Fibcorp Polyweave Private Limited, a subsidiary of Sah Polymers post the acquisition of a controlling stake in January 2022, is in the process of amalgamation with the parent Company.

## Fibcorp Polyweave Private Limited

- ❑ Involved in the business of Manufacturing and Exporting FIBC since July 2017
- ❑ Manufactures entire range of FIBC from Simple builder bags to complex C panel and circular baffle bags
- ❑ Strong export customer base in 18+ countries across the globe
- ❑ Recognized as Star Export House by the Government of India.
- ❑ Driven by a strong team of experienced and knowledgeable professionals and workers across critical production departments.





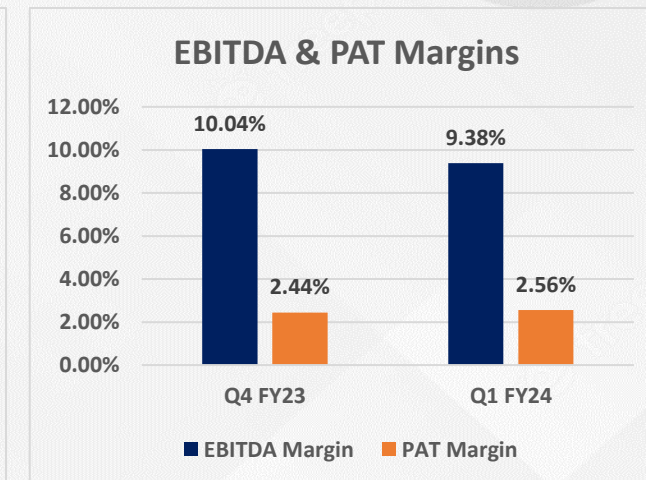
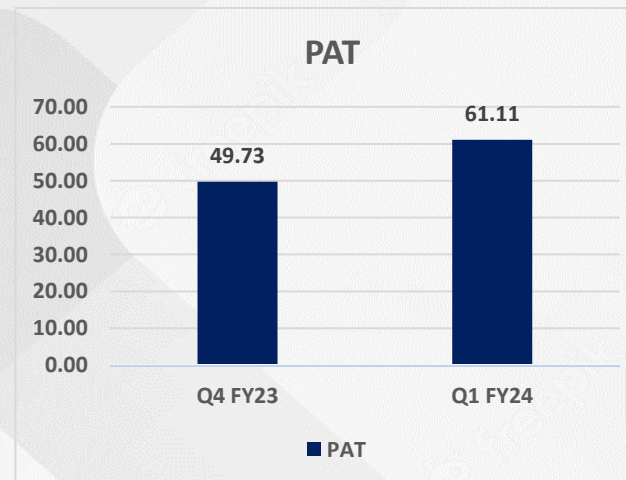
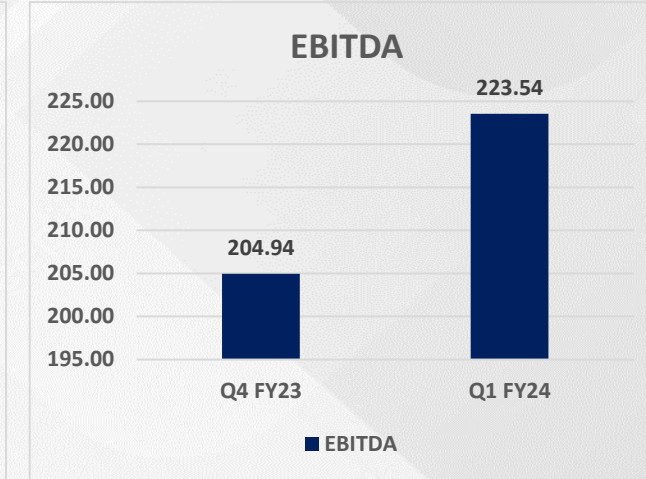
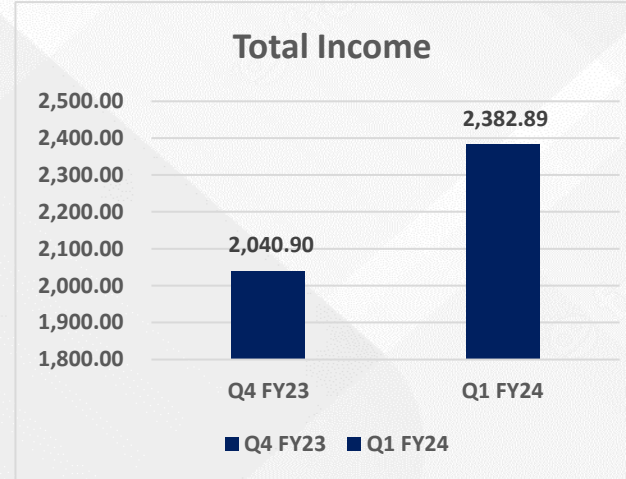
## Sah Polymers Consolidated Financials

### Consolidated Financial Statement Highlights for the Quarter 1 of FY24

Particulars (₹ in lakhs)	Q1 FY24	Q4 FY23	QoQ (%)	Q1 FY23
Revenue from Operations	2329.2	1989.30	17.09%	2722.31
Other Income	53.69	51.60	4.05%	36.68
Total Income	2382.89	2040.90	16.76%	2758.99
EBITDA*	<b>223.54</b>	<b>204.94</b>	<b>9.08%</b>	<b>236.03</b>
EBITDA Margin (%)	<b>9.38%</b>	<b>10.04%</b>	<b>-0.66%</b>	<b>8.55%</b>
PBT	87.34	78.46	11.32%	172.03
PAT	<b>61.11</b>	<b>49.73</b>	<b>22.88%</b>	<b>125.12</b>
Net PAT Margin %	<b>2.56%</b>	<b>2.44%</b>	<b>0.13%</b>	<b>4.53%</b>
Diluted EPS	0.24	0.28	-14.29%	0.80

*Note: The most significant contributing factor to the decline in revenue in Q1 FY 24 vs Q1 FY 23 is due to the sharp decrease in the prices of the raw materials which resulted in the decrease in selling price. The decrease in profit was on account of an increase in depreciation and finance cost.*

*However, the total revenue grew by 16.76% to Rs 2,382.89 Lakhs in Q1 FY 24 as compared to Rs 2,040.90 Lakhs in Q4 FY 23*





## Aeroflex Finance Private Limited

**Aeroflex Finance Private Limited**, is a Non-Banking Financial Company (NBFC) dedicated to providing comprehensive financial solutions to both businesses and individuals.

In the constantly evolving financial landscape, we encountered a multitude of challenges and opportunities. It is within this dynamic context that we have identified the importance of broadening our horizons and venturing into the financial services sector. As a part of this initiative, we are entering into multiple partnership with emerging Fintech companies, the first amongst which is with LenDenClub and our existing RBI registered NBFC, Aeroflex Finance Private Limited, which will leverage new-age infrastructure and technology.

This strategic move is aimed at expanding our range of services and reaching a more extensive customer base. We believe that enhancing our NBFC business will unlock significant potential and act as a catalyst for our ongoing success.



Sat Industries Limited has invested and strategically partnered with LenDenClub through its RBI registered NBFC (Aeroflex Finance Private Limited)



## Management Commentary

**Commenting on the performance of Q1 FY24, Whole-time director said :**

*"We are happy to share our strong financial and business performance in Q1 FY24. Our consolidated total revenue grew by 71.80% on a YoY basis from ₹ 11,854.48 lakhs in Q1 FY23 to ₹ 20,365.81 lakhs in Q1 FY24 led by healthy growth in all our subsidiaries. Our EBITDA increased from ₹ 1,716.48 Lakhs in Q1 FY23 to ₹ 9,449.66 Lakhs in Q1 FY24 on a YoY basis led by better product mix and increase in scale of operations.*

***Sat Industries sold a total of 7.6 percent stake in Aeroflex Industries Limited (subsidiary) to Mr. Ashish Kacholia, Bengal Finance & Investments Private Ltd, Carnelian Structural Fund, Jagdish Master, Rosy Blue India, VPK Global Ventures Fund and others for a total consideration of Rs 76.14 crore.***

***We would like to highlight the following updates with respect to our individual subsidiaries:***

*Our subsidiary, Aeroflex Industries, is revolutionizing the flow solutions industry by replacing traditional rubber and polymer-based solutions. Through consistent investments in research and development, Aeroflex is focusing on innovation, developing advanced products that cater to the critical needs of cutting-edge industries such as green energy, semiconductors, and aerospace applications. Additionally, we wish to announce that Aeroflex Industries Limited, has received a clearance from the Securities and Exchange Board of India (SEBI), for its initial public offer (IPO) subject to submission of requisite documents as per the final observation letter dated 31st July 2023.*

*Meanwhile, our subsidiary, Sah Polymers, has experienced impressive growth driven by the expansion of our product portfolio and a surge in demand from international markets. This growth has been supported by increased exports, a greater contribution from high-margin products, and improved operational efficiency. Our collaboration with Fibcorp Polyweave Pvt. Ltd. has also started yielding positive results, contributing to Sah Polymers' overall revenue.*

*As SAT, we continue to be strategic and sector-agnostic angel investors, focusing on pre-seed and seed stage start-ups. Regularly monitoring the progress of our invested companies, we are delighted to report that most of them are approaching maturity and are poised to make a meaningful impact in their respective industries.*

*We extend our heartfelt appreciation to our dedicated employees for their ongoing efforts. Our strong performance and investments in both physical and human capital hold the potential to bring substantial benefits to all our stakeholders in the future."*



## Social Initiatives taken During Q1 FY24

**World Liver Day**  
19th April 2023



**Special Liver Screening Package For Aeroflex Employees & their Family Members**

**INVESTIGATIONS**

- USG Abdomen
- Liver Function Test
- Complete Blood Picture
- Medical / Surgical Gastroenterologist Consultation

**MIND & BODY Wellness Center**

**AEROFLEX INDUSTRIES LIMITED**

**WORLD ENVIRONMENT DAY**  
विश्व पर्यावरण दिवस

5<sup>th</sup> June 2023



**BEAT PLASTIC POLLUTION**

प्लास्टिक प्रदूषण पर रोक लगाए

**AEROFLEX INDUSTRIES LIMITED**

**WORLD BLOOD DONOR DAY**

JUNE 14 **BLOOD DONATION CAMP - 2023**

रक्तदान शिविर

By



**DONATE BLOOD, DONATE LIFE !**

रक्तदान करा, जीवनदान करा

**AEROFLEX INDUSTRIES LIMITED**

**राष्ट्रीय अग्निशमन सेवा सप्ताह २०२३**

(१४ एप्रिल २०२३ - २० एप्रिल २०२३)

सिद्धान्त:- राष्ट्रीय अवसंरचना के विकास के लिए अग्नि सुरक्षा में जागरूकता

**NATIONAL FIRE SERVICE WEEK 2023**

(14 April 2023 - 20 April 2023)

THEME:-  
AWARENESS IN SAFETY FOR GROWTH OF NATIONAL INFRASTRUCTURE (AGNI)





# Thank You!!!

## For more information



<https://satgroup.in/>



[Investor.relations@satgroup.in](mailto:Investor.relations@satgroup.in)



<https://www.linkedin.com/company/SAT-industries-limited/>



**Captive IR Strategic Advisors Pvt. Ltd.**

**Email: [krunal@cap-ir.com](mailto:krunal@cap-ir.com)/[naman@capir.com](mailto:naman@capir.com)**

### **Disclaimer:**

Certain statements in this document may be forward looking statements. such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. SAT industries limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

AEROFLEX INDUSTRIES LIMITED is proposing, subject to market conditions and other considerations, an Initial Public Offer of its Equity Shares and has filed the Draft Red Herring Prospectus with the Securities and Exchange Board of India ("SEBI"). The Draft Red Herring Prospectus is available on the website of the SEBI at [www.sebi.gov.in](http://www.sebi.gov.in), the website of the Book Running Lead Manager at <https://www.pantomathgroup.com/>, website of the BSE at [www.bseindia.com](http://www.bseindia.com) and website of National Stock Exchange India Limited at <https://www.nseindia.com>. Investors should note that investment in Equity Shares involves a high degree of risk. For details, investors should refer to and rely on the Draft Red Herring Prospectus, including the section titled "Risk Factors" as appearing on page 37 of the Draft Red Herring Prospectus.

All capitalised terms used in this Public Announcement shall, unless specifically defines or unless the context otherwise requires, have the meaning ascribed to them in the DRHP. The Equity Shares have not been and will not be registered under the U.S. Securities Act or any state securities laws in the United States, and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable U.S. state securities laws. Accordingly, the Equity Shares are being offered and sold outside the United States in offshore transactions in reliance on Regulation S and the applicable laws of each jurisdictions where such offers and sales are made. The Equity Shares have not been and will not be registered, listed or otherwise qualified in any other jurisdiction outside India and may not be issued or sold, and Bids may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.