

SAH POLYMERS LIMITED

**Manufacturer & Exporter of
Flexible Intermediate Bulk Containers (FIBCs),
Polypropylene Woven Bags,
BOPP Laminated Bags**

Q2 & H1 - FY24 : Earnings Update



**Moving
forward.
Achieving
more.**



Q2 & H1 - FY24 : Earnings Update

Total Revenue reported at ₹ 2,803 Lakhs in Q2 FY24 & ₹5,186 Lakhs in H1 FY24

EBITDA stands at ₹ 148 Lakhs in Q2 FY24 & ₹ 372 Lakhs in H1 FY24

PAT at ₹ 11 Lakhs in Q2 FY24 ₹ 73 Lakhs in H1 FY24

Udaipur, 4th November 2023: Sah Polymers Limited (SAH) announced in its board meeting held on 4th November 2023 that the Company has inter-alia considered and approved the unaudited Financial Results of the Company for the quarter and half-year ended 30th September, 2023.

About Sah Polymers Limited:

- 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 9 states and 1 union territory with long term business relationships; Internationally SAH has supplied its products in 30+ 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.

**KEY
INDUSTRIES
CATERED**



Geographic Presence



Fibcorp Polyweave Private Limited - Subsidiary Company

- 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.

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.

This strategic decision will further integrate the operations of both Companies.



- Allow for cost optimization
- Offer cross-selling opportunities within each other's clientele
- Fortify presence in global markets

Business Updates



Exports Market

- Sah has successfully expanded its market reach by exporting its products to 30+ countries around the world.
- Addition of new countries during the quarter - 2 Countries (New Zealand & Bulgaria)



Domestic Market

- Total States catered as on Sep'23 - 9 States & 1 Union territory
- Total Customers as on Sep'23 - 71 Customers
- Total Cities as on Sep'23 - 21 Cities



Production Capacity

- Total Consolidated Capacity as on Sep'23 - *9,120 MTPA.
- Total dispatch quantity has increased from 1,611 MT in Q1FY24 to 1,923 MT in Q2FY24 representing a total growth of 19%



Strategic/Inorganic Growth Transactions

Actively seeking/evaluating companies, in India and abroad, to make strategic investments and expand the footprint, presence, capacities, business, etc



Research & Development

Products under development - 5+ Products



Revenue Split

- Revenue from Exports (%) : 74%
- Revenue from Domestic (%) : 26%

Consolidated Financial Statement Highlights for Q2 FY24 v/s Q2 FY23 & H1 FY24 v/s H1 FY23

Particulars (₹ in lakhs)	Q2 FY24	Q2 FY23	YoY (%)	H1 FY24	H1 FY23	YOY (%)	FY23
Revenue from Operations	2,754.08	2,641.41	4.3%	5,083.28	5,363.72	(5.2%)	9,539.92
Other Income	48.69	22.20		102.38	58.88		181.70
Total Income	2,802.77	2,663.61	5.2%	5,185.66	5,422.60	(4.4%)	9,721.62
Cost of Material Consumed	1,751.38	1,884.23		3,294.14	3,444.54		5,691.50
Purchases of stock-in-trade	298.10	(314.18)		342.77	0.90		630.73
Changes in Inventories	(365.64)	(90.40)		(637.35)	(36.48)		(587.28)
Employee Benefit Expenses	187.27	169.56		350.34	335.63		443.68
Other Expenses	783.31	796.98		1,463.87	1,224.56		2,668.20
EBITDA	148.35	217.42	(31.8%)	371.89	453.45	(18.0%)	874.79
EBITDA Margin	5.29%	8.16%	(287 bps)	7.17%	8.36%	(119 bps)	9.0%
Depreciation	56.93	29.47		114.47	57.82		140.33
Finance Cost	74.78	44.23		153.44	79.88		222.06
Exceptional Item	-	-		-	-		-
Profit before Tax	16.64	143.72	(88.4%)	103.98	315.75	(67.1%)	512.40
PBT Margin	0.59%	5.40%		2.01%	5.82%		5.27%
Tax	5.22	34.98		31.45	81.89		136.34
Profit After Tax	11.42	108.74	(89.5%)	72.53	233.86	(69.0%)	376.06
PAT Margin	0.41%	4.08%		1.40%	4.31%		3.87%
EPS	0.04	0.70		0.28	1.50		2.10

*EBITDA includes Other Income

Note: The foremost driving force behind the decline in our financial results can be attributed to the sharp increase in the raw material prices during the quarter.

Consolidated Balance Sheet as on 30th September 2023

Assets (In Lakhs)	As at 30th September, 2023	As at 31st March, 2023	Equity & Liabilities (In Lakhs)	As at 30th September, 2023	As at 31st March, 2023
Non - Current Assets			Total Equity		
a. Property Plant & Equipment	4,450.93	4,426.38	Share Capital	2,579.60	2,579.60
b. CWIP	164.00	92.97	Other Equity	6,108.54	6,178.58
c. Intangible assets	307.81	307.81	Non - Controlling Interest	-	-
d. Other Intangible assets	0.26	0.52	Non-Current Liabilities		
e. Financial Assets			a. Financial Liabilities		
(i) Investments	-	-	(i) Borrowings	844.80	845.58
(ii) Loans	-	1.97	(ii) Lease Liabilities	-	-
(iii) Other Financial Assets	230.80	133.04	(iii) Other Financial Liabilities	-	-
f. Other Non - Current Assets	42.83	5.68	b. Provisions	-	-
			c. Deferred Tax Liabilities	178.86	168.18
Current Assets			d. Other Non - Current Liabilities	-	-
a. Inventories	3,080.37	2,551.36			
b. Financial Assets			Current Liabilities		
(i) Investments	-	-	Financial Liabilities		
(ii) Trade receivables	2,051.49	1,614.37	(i) Borrowings	2,514.32	1,659.21
(iii) Cash and cash equivalents	52.83	1,061.34	(ii) Trade Payables	819.42	813.07
(iv) Bank balances other than cash and cash equivalents	1,876.90	1,089.99	(iii) Lease	-	-
(v) Loans	990.52	840.73	(iv) Other Financial Liabilities	2.62	2.10
(vi) Others	12.62	6.96	b. Other Current Liabilities	485.22	287.45
c. Current Tax Assets (Net)	1.97	-	c. Current tax liabilities (net)	69.94	67.27
d. Other Current Assets	372.85	482.73	d. Provisions	32.86	14.81
e. Assets classified as held for sale	-	-			
Total Assets	13,636.18	12,615.85	Total Equity & Liabilities	13,636.18	12,615.85

Standalone Financial Statement Highlights for Q2 FY24 v/s Q2 FY23 & H1 FY24 v/s H1 FY23

Particulars (₹ in lakhs)	Q2 FY24	Q2 FY23	YoY (%)	H1 FY24	H1 FY23	YOY (%)	FY23
Revenue from Operations	2,634.28	2,404.08	9.6%	4,593.97	5,061.11	(9.2%)	8,235.34
Other Income	45.20	21.78		91.25	53.93		150.48
Total Income	2,679.48	2,425.86	10.5%	4,685.22	5,115.04	(8.4%)	8,385.82
Cost of Material Consumed	1,579.65	1,264.70		2,804.18	2,886.26		4,223.58
Purchases of Stock-in-trade	168.44	460.18		435.91	775.26		1,819.35
Changes in Inventories	(107.60)	(168.66)		(453.43)	(38.45)		(503.66)
Employee Benefit Expenses	118.39	56.84		238.59	121.36		286.19
Other Expenses	788.37	647.87		1,349.09	1,021.77		1,846.27
EBITDA	132.23	164.93	(19.8%)	310.88	348.84	(10.9%)	714.09
EBITDA Margin	4.93%	6.80%	(187 bps)	6.64%	6.82%	(18 bps)	8.52%
Depreciation	51.33	22.66		103.33	44.35		112.55
Finance Cost	68.95	38.16		140.61	70.78		190.94
Exceptional Item	-	-		-	-		-
Profit before Tax	11.95	104.11	(88.5%)	66.94	233.71	(71.4%)	410.60
PBT Margin	0.45%	4.29%		1.43%	4.57%		4.90%
Tax	1.22	29.03		13.62	65.03		104.96
Profit After Tax	10.73	75.08	(85.7%)	53.32	168.68	(68.4%)	305.64
PAT Margin	0.40%	3.09%		1.14%	3.30%		3.64%
EPS	0.04	0.48		0.21	1.08		1.71

*EBITDA includes Other Income

Note: The foremost driving force behind the decline in our financial results can be attributed to the sharp increase in the raw material prices during the quarter.

Management Comments:

Commenting on the performance of the quarter and Half-Year ended 30th September 2023 Mr. Murtaza Ali Moti (Whole-time Director) said:

Financial Highlights:

Quarter ended September 30, 2023:

- Total dispatch quantity has increased from 1,611 MT in Q1FY24 to 1,923 MT in Q2FY24 representing a total growth of 19%
- Sah Polymers Limited recorded a quarter with revenue from operation of INR 2,754 Lakhs, an increase of 4.3% compared to the same quarter last year on a consolidated basis.
- EBITDA for the quarter was INR 148 Lakhs.
- Our Net Profit for the quarter stood at INR 11 Lakhs.

Despite the decline in growth, our financial position remains robust, and we are committed to maintaining financial discipline and improving our operational efficiency to minimize the impact of raw material price volatility.

Operational Highlights:

During this quarter and half year, we continued to focus on improving our operational efficiency and expanding our product portfolio. Some key operational highlights include:

- Product Diversification: We are expanding our offerings to cater to a wider customer base. These additions have shown strong early demand and are expected to contribute significantly to our growth in the coming quarters.
- Geographical Expansion: Our products are now exported to 30+ countries, and we are steadily gaining recognition in domestic as well as international markets.

In conclusion, Sah Polymers Limited is in a strong financial position, with solid growth in revenues. We appreciate the trust and confidence our shareholders have placed in us. We are dedicated to delivering long-term value and are excited about the opportunities that lie ahead.

We are strategically making our entry into the food and pharmaceutical-grade bulk packaging market. With the right approach and a focus on quality, compliance, and sustainability, we are poised for sustainable growth and long-term success in these critical industries, further solidifying our position as a leader in the field.

We don't just provide packaging solutions; we empower our customers to make the right choices. In this exciting journey, we look forward to a future full of possibilities, opportunities, and growth. After all, as the old saying goes, 'the only constant in life is change', and we at Sah Polymers are always ready to embrace change with a heart full of determination.

Thank you for your continued support.



EMPOWERED

BY RESEARCH

& DEVELOPMENT

Thank you





More Information



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