



# ACTION CONSTRUCTION EQUIPMENT LIMITED

## COMPANY BACKGROUND.....

- Established in 1995 by, Mr. Vijay Agarwal who has over 50 years of industry experience and is run by a team of highly qualified professionals.
- ACE has significant presence across diversified sectors like Construction, Infrastructure, Manufacturing, Logistics and Agriculture.
- Enjoying over 63% market share in the Mobile cranes segment and 60% market share in Tower Cranes segment domestically.
- Additionally, ACE also offers Crawler Cranes, Truck Mounted Cranes, Lorry Loaders, Backhoe Loaders/Loaders, Vibratory Rollers, Motor Graders, Forklifts, Tractors & Harvesters and other Construction Equipment.
- Production facilities based in NCR, Haryana with a capacity to produce around 17,000 construction equipment and 9,000 Tractors annually.
- The company has one of the widest Sales and Service network, with over 100+ locations supported by 13 regional offices in India and also exports to over 37 countries.
- Apart from the domestic market the company also exports to over 37 countries across Middle East, Africa, Asia, Australia, Latin America and Europe.

### Key Data

BSE Code	532762
NSE Code	ACE
Reuters	ACEL.NS
Bloomberg	ACCE:IN

### Market Data (INR) As on 31<sup>ST</sup> December, 2024

Face Value	2.0
CMP	1,505.95
52 Week H/L	1,693.1/828.3
MCAP (Mn)	1,79,333.34
Shares O/S (Mn)	119.1
1 Yr Avg. Daily Vol. ('000)	496.9

## BUSINESS MIX (FY24).....

- Cranes, Construction Equipment, Material Handling Equipment (92%)**
  - ACE has around 63% mkt share in Pick & Carry Cranes and 60% in Fixed Tower Cranes with market leadership in India, while ACE Truck cranes have the #3 position in India.
  - Backhoe loaders is one of the key focus products for ACE due to their significantly large addressable market size of INR 8000 crores
  - ACE's market share of Material Handling is around 19% and is positioned No.3 in country
- Agriculture Equipment (8%)** - Tractors segment started in 2008 and today ACE has a presence spread all across India with strong dealership of 350 dealers

## KEY STRENGTHS.....

- Highly experienced and qualified professional team; Most Cost effective equipment; also provides customized solutions for specific requirements
- One of the world's largest Pick & Carry Crane Manufacturer
- Dedicated R&D Centre working continuously towards product upgradation, development of new products and value engineering
- India's most diversified Construction Equipment Manufacturer
- Customer Centric Organization with 16,000+ strong Customer base
- Ample capacities in place to ensure future revenue growth
- Pan India and Global Presence in over 37 Countries

### Performance As on 31<sup>ST</sup> December, 2024

	3M	6M	12M
ACE	8.42%	2.24%	81.81%
SENSEX	(7.26)%	(1.14)%	8.20%
BSE MIDCAP	(6.01)%	0.22%	25.46%

### Shareholding Pattern As on 31<sup>ST</sup> December, 2024

Promoters	65.41%
Public	20.94%
FII, DII	13.65%

## FINANCIAL HIGHLIGHTS (Consolidated).....

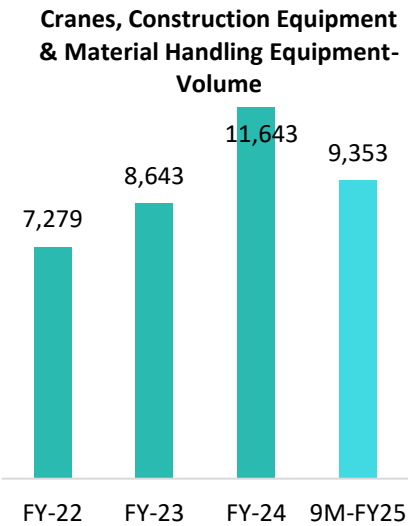
(INR Mn)	Total Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY22	16,404	1,622	9.89%	1,050	6.40%	9.02
FY23	22,008	2,621	11.91%	1,730	7.86%	14.41
FY24	29,909	4,803	16.06%	3,282	10.97%	27.56
9M-FY25	24,580	4,340	17.66%	2,907	11.83%	24.41

\*Total Income includes Other Income

**BUSINESS SEGMENTS.....**

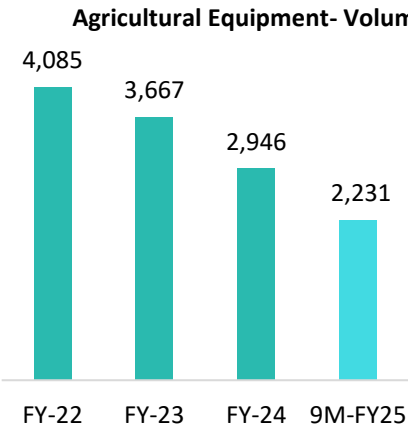
**Cranes, Construction Equipment and Material Handling Equipment (FY24- 92%)-**

- There are around 55-70 crane dealers across India, 60% of sales are direct and 40% is through dealers
- The company has introduced new age products like Nextgen Pick & Carry Cranes and 360 degree slew with Pick N Carry Cranes to capitalise and maintain its market leadership position in these segments
- The company’s strategy to enhance sales in these products is by offering the best in class machinery, partner with the right set of distributors as 70-80% of sale is through dealer network and further expanding this network, and target the high demand markets.
- The Motor graders are also a high focus area due to their inherent higher margins
- The company boasts a wide clientele for forklifts from Indian Army, to Airport Authority of India, and also FMCG companies like PepsiCo
- 90% of sales are direct and 10% of sales are through dealers
- With the warehousing push in the country, this division too has a high growth potential



**AGRICULTURE EQUIPMENT (FY24-8%)**

- Company manufactures their own engines for tractors, out of the total tractor sales 70% of them consists of in house engines
- ACE is positioned No.1 in South for its Harvester segment
- ACE now has good tie ups with banks like Indusind bank, AU bank, Chola Bank, etc. to provide financing to the end users
- The company’s strategy and target is to offer best in class product and service and penetrate 5-7% of the market and beat their competitors gradually



**KEY GROWTH DRIVERS.....**

- Total Capex outlay increased by 11.1% to approx. INR11.11 lakh crores in FY25 interim budget; major outlay for roads at INR 2.72 lakh crore and railways at INR 2.52 lakh crore.
- Union Budget aims to provide affordable housing to 1 crore families under Pradhan Mantri Awas Yojana (PMAY), with an investment of INR 10 lakh crore and central assistance of INR 2.2 lakh crore over five years. NHAI is coming up with 23 new highways including network of expressways and economic corridors by March 2025.
- Indian tractor market stands at ~8,74,000 units and the Indian agricultural tractor market is anticipated to grow at a CAGR of 6.7% over the forecast period 2024-2029. .
- One hundred PM Gati Shakti Cargo Terminals for multimodal logistics facilities will be developed till 2025.
- The logistics market in India is forecasted to grow at a CAGR of 10.5% between 2019 and 2025.

**PEER COMPARISON (TRAILING 12 MONTHS) INR MN .....**

Company	Total Income*	EBITDA	EBITDA%	Net Profit	PAT%	M Cap (Mn)
ACE	33,148	5,846	17.6%	3,892	11.7%	1,79,333
Escorts	1,07,830	12,932	12.0%	11,898	11.0%	3,73,258
BEML	39,079	4,730	12.1%	2,617	6.7%	1,69,341
VSTTillers	10,162	1,017	10.0%	1,034	10.2%	45,359
M&M	15,38,983	3,10,462	20.2%	1,36,563	8.9%	37,39,229

\*Includes Other Income

# INCOME STATEMENT (CONSOLIDATED) .....

Particulars (INR Mn)	FY22	FY23	FY24	9M-FY25
Total Income*	16,404	22,008	29,909	24,580
Total Expenses	14,782	19,387	25,106	20,240
EBITDA	1,622	2,621	4,803	4,340
EBITDA Margins (%)	9.89%	11.91%	16.06%	17.66%
Depreciation	154	180	232	210
Finance Cost	95	103	232	248
PBT	1,373	2,338	4,339	3,882
Tax	323	608	1,057	975
Profit after Tax	1,050	1,730	3,282	2,907
PAT Margins (%)	6.40%	7.86%	10.97%	11.83%
Other Comprehensive Income	(3)	0	(2)	4
Total Comprehensive Income	1,047	1,730	3,280	2,911
EPS (Diluted INR)	9.02	14.41	27.56	24.41

\*Total Income includes Other Income

# BALANCE SHEET (CONSOLIDATED) .....

Equities & Liabilities (INR Mn)	FY23	FY24	H1-FY25	Assets (INR Mn)	FY23	FY24	H1-FY25
(A) Share Capital	238	238	238	(A) Property plant & Equipment	4,723	5,595	5,669
(B) Other Equity	8,948	12,060	13,599	(B) Capital Work in Progress	244	436	535
Non Controlling Interest	16	17	17	(C) Right of use asset	12	5	3
Total –Shareholder Funds	9,202	12,315	13,854	(D) Investment properties	115	164	162
Non Current Liabilities				(E) Intangible assets	25	31	27
(A) Financial Liabilities				(F) Financial assets			
(i) Borrowings	-	-	-	(i) Investments	1,367	2,245	3,931
(ii) Lease Liabilities	7	2	2	(ii) Other financial assets	348	110	84
(B) Provisions	27	32	36	(G) Other non-current assets	41	368	567
(C) Deferred tax liabilities (Net)	133	97	131	(H) Non-current tax assets (Net)	7	4	5
Total - Non – Current Liabilities	167	131	169	(I) Deferred tax assets	-	6	7
Current Liabilities				Total - Non – Current Assets	6,882	8,964	10,990
(A) Financial Liabilities				Current Assets			
(i) Borrowings	62	39	1,138	(A) Inventories	4,185	5,534	5,203
(ii) Trade Payables	5,009	6,880	6,000	(B) Financial assets			
(iii) Other Financial Liabilities	231	414	325	(i) Investments	2,119	3,696	3,437
(iv) Lease Liabilities	6	4	2	(ii) Trade receivables	1,693	1,643	2,059
(B) Other current liabilities	1,296	1,801	1,531	(iii) Cash and cash equivalents	215	482	252
(C) Provisions	25	38	42	(iv) Bank balances other than (iii) above	275	622	391
(D) Current tax liabilities (Net)	-	70	150	(v) Loans	7	8	8
Total – Current Liabilities	6,629	9,246	9,188	(vi) Other current financial assets	78	94	50
Total Equity and Liabilities	15,997	21,692	23,211	(C) Other Current Assets	543	649	821
				Total current assets	9,115	12,728	12,221
				Total Assets	15,997	21,692	23,211

Name	Designation	Email	Phone
Anuj Sonpal	CEO	<a href="mailto:anuj@valoremadvisors.com">anuj@valoremadvisors.com</a>	+91-22-4903-9500
Sumeet Singhania	VP	<a href="mailto:sumeet@valoremadvisors.com">sumeet@valoremadvisors.com</a>	+91-22-4903-9505
Purvangi Jain	AVP	<a href="mailto:purvangi@valoremadvisors.com">purvangi@valoremadvisors.com</a>	+91-22-4903-9536
Nupur Jainkunia	AVP	<a href="mailto:nupurj@valoremadvisors.com">nupurj@valoremadvisors.com</a>	+91-22-4903-9536

**Valorem Advisors Disclaimer:**

Valorem Advisors is an Independent Investor Relations Management Service company. This factsheet has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

**Action Construction Equipment Limited:**

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of Action Construction Equipment Ltd. which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This document is confidential and may not be copied or disseminated, in whole or in part, and in any manner.