



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 31ST March 2025

Face Value	2.0
CMP	1,257.65
52 Week H/L	1,693.1/917.1
MCAP (Mn)	1,49,765.0
Shares O/S (Mn)	119.1
1 Yr Avg. Daily Vol. ('000)	441.7

BUSINESS MIX (FY25).....

- Cranes, Construction Equipment, Material Handling Equipment (93%)**
 - 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 8,000 crores
 - ACE's market share of Material Handling is around 19% and is positioned No.3 in country
- Agriculture Equipment (7%)** - 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 31ST March, 2025

	3M	6M	12M
ACE	(15.65)%	(9.45)%	(12.76)%
SENSEX	(1.09)%	(8.12)%	4.66%
BSE MIDCAP	(10.84)%	(15.95)%	4.76%

Shareholding Pattern As on 31ST March, 2025

Promoters	65.41%
Public	21.04%
FII, DII	13.55%

FINANCIAL HIGHLIGHTS (Consolidated).....

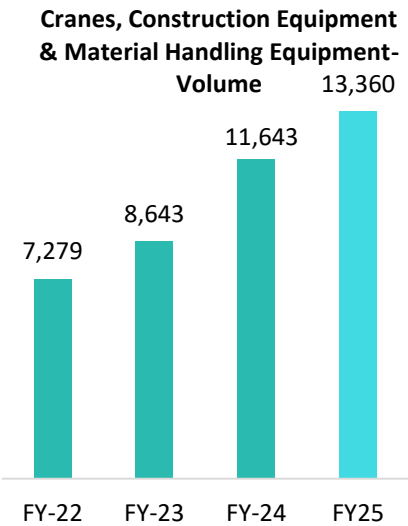
(INR Mn)	Total Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY22	16,404	1,622	9.89%	1,050	6.40%	9.02
FY23	22,008	2,621	11.91%	1,730	7.86%	14.41
FY24	29,909	4,803	16.06%	3,282	10.97%	27.56
FY25	34,274	6,061	17.68%	4,092	11.94%	34.37

*Total Income includes Other Income

BUSINESS SEGMENTS.....

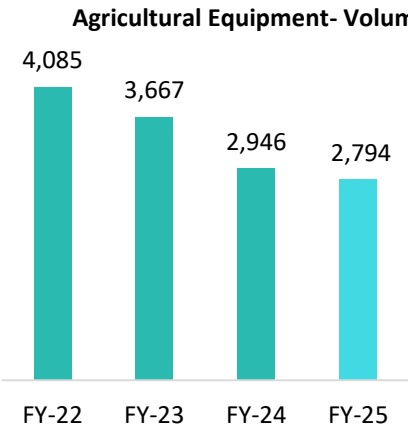
Cranes, Construction Equipment and Material Handling Equipment (FY25- 93%)

- 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 (FY25-7%)

- 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	Revenue from Operation	EBITDA	EBITDA%	Net Profit	PAT%	M Cap (Mn)
ACE	33,271	5,058	15.20%	4,092	12.30%	1,49,765
Escorts	1,02,439	11,653	11.38%	12,650	12.35%	3,63,099
BEML	40,222	5,057	12.57%	2,925	7.27%	1,34,079
VSTTillers	9,946	1,111	11.17%	930	9.35%	33,525
M&M	15,92,108	3,05,182	19.17%	1,40,732	8.84%	33,15,683

**Includes Other Income*

INCOME STATEMENT (CONSOLIDATED)

Particulars (INR Mn)	FY22	FY23	FY24	FY25
Total Income*	16,404	22,008	29,909	34,274
Total Expenses	14,782	19,387	25,106	28,213
EBITDA	1,622	2,621	4,803	6,061
EBITDA Margins (%)	9.89%	11.91%	16.06%	17.68%
Depreciation	154	180	232	283
Finance Cost	95	103	232	287
PBT	1,373	2,338	4,339	5,491
Tax	323	608	1,057	1,399
Profit after Tax	1,050	1,730	3,282	4,092
PAT Margins (%)	6.40%	7.86%	10.97%	11.94%
Other Comprehensive Income	(3)	0	(2)	0
Total Comprehensive Income	1,047	1,730	3,280	4,092
EPS (Diluted INR)	9.02	14.41	27.56	34.37

*Total Income includes Other Income

BALANCE SHEET (CONSOLIDATED)

Equities & Liabilities (INR Mn)	FY23	FY24	FY25	Assets (INR Mn)	FY23	FY24	FY25
(A) Share Capital	238	238	238	(A) Property plant & Equipment	4,723	5,595	6,967
(B) Other Equity	8,948	12,060	15,909	(B) Capital Work in Progress	244	436	277
Non Controlling Interest	16	17	17	(C) Right of use asset	12	5	16
Total –Shareholder Funds	9,202	12,315	16,164	(D) Investment properties	115	164	150
Non Current Liabilities				(E) Intangible assets	25	31	26
(A) Financial Liabilities				(F) Intangible assets under development			9
(i) Borrowings	-	-	-	(F) Financial assets			
(ii) Lease Liabilities	7	2	13	(i) Investments	1,367	2,245	5,426
(B) Provisions	27	32	38	(ii) Other financial assets	348	110	97
(C) Deferred tax liabilities (Net)	133	97	78	(G) Other non-current assets	41	368	904
Total - Non – Current Liabilities	167	131	129	(H) Non-current tax assets (Net)	7	4	6
Current Liabilities				(I) Deferred tax assets	-	6	5
(A) Financial Liabilities				Total - Non – Current Assets	6,882	8,964	13,883
(i) Borrowings	62	39	148	Current Assets			
(ii) Trade Payables	5,009	6,880	8,086	(A) Inventories	4,185	5,534	5,151
(iii) Other Financial Liabilities	231	414	318	(B) Financial assets			
(iv) Lease Liabilities	6	4	4	(i) Investments	2,119	3,696	3,756
(B) Other current liabilities	1,296	1,801	2,044	(ii) Trade receivables	1,693	1,643	2,647
(C) Provisions	25	38	47	(iii) Cash and cash equivalents	215	482	488
(D) Current tax liabilities (Net)	-	70	169	(iv) Bank balances other than (iii) above	275	622	66
Total – Current Liabilities	6,629	9,246	10,816	(v) Loans	7	8	9
Total Equity and Liabilities	15,997	21,692	27,109	(vi) Other current financial assets	78	94	117
				(C) Other Current Assets	543	649	942
				Assets held for sale	-	-	50
				Total current assets	9,115	12,728	13,226
				Total Assets	15,997	21,692	27,109

Name	Designation	Email	Phone
Anuj Sonpal	CEO	anuj@valoremadvisors.com	+91-22-4903-9500
Purvangi Jain	AVP	purvangi@valoremadvisors.com	+91-22-4903-9536
Nupur Jainkunia	AVP	nupurj@valoremadvisors.com	+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.