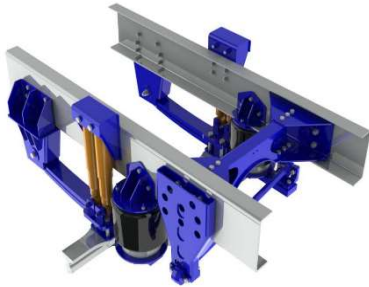




Wheels India Limited

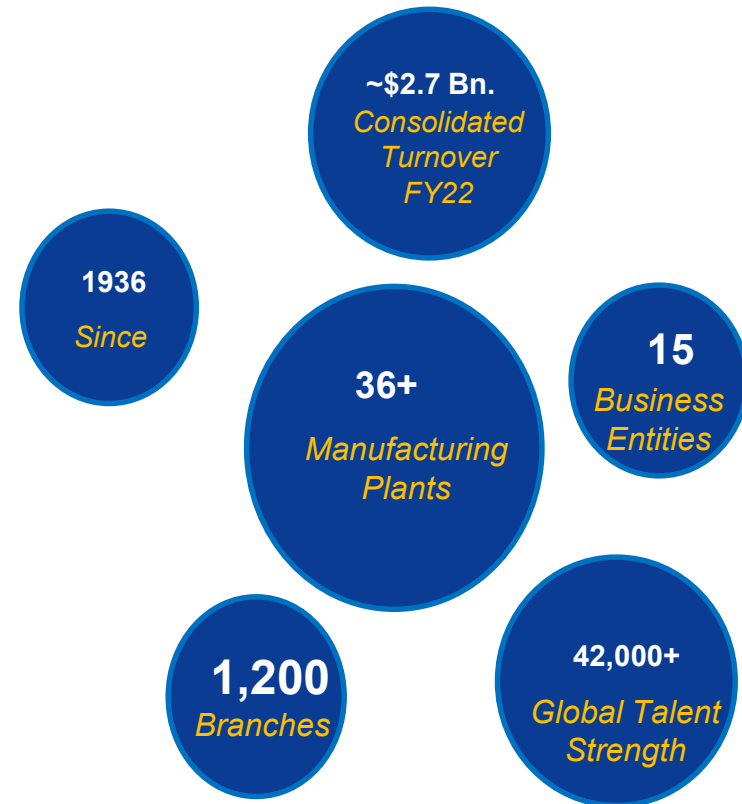


Investor Presentation September'23

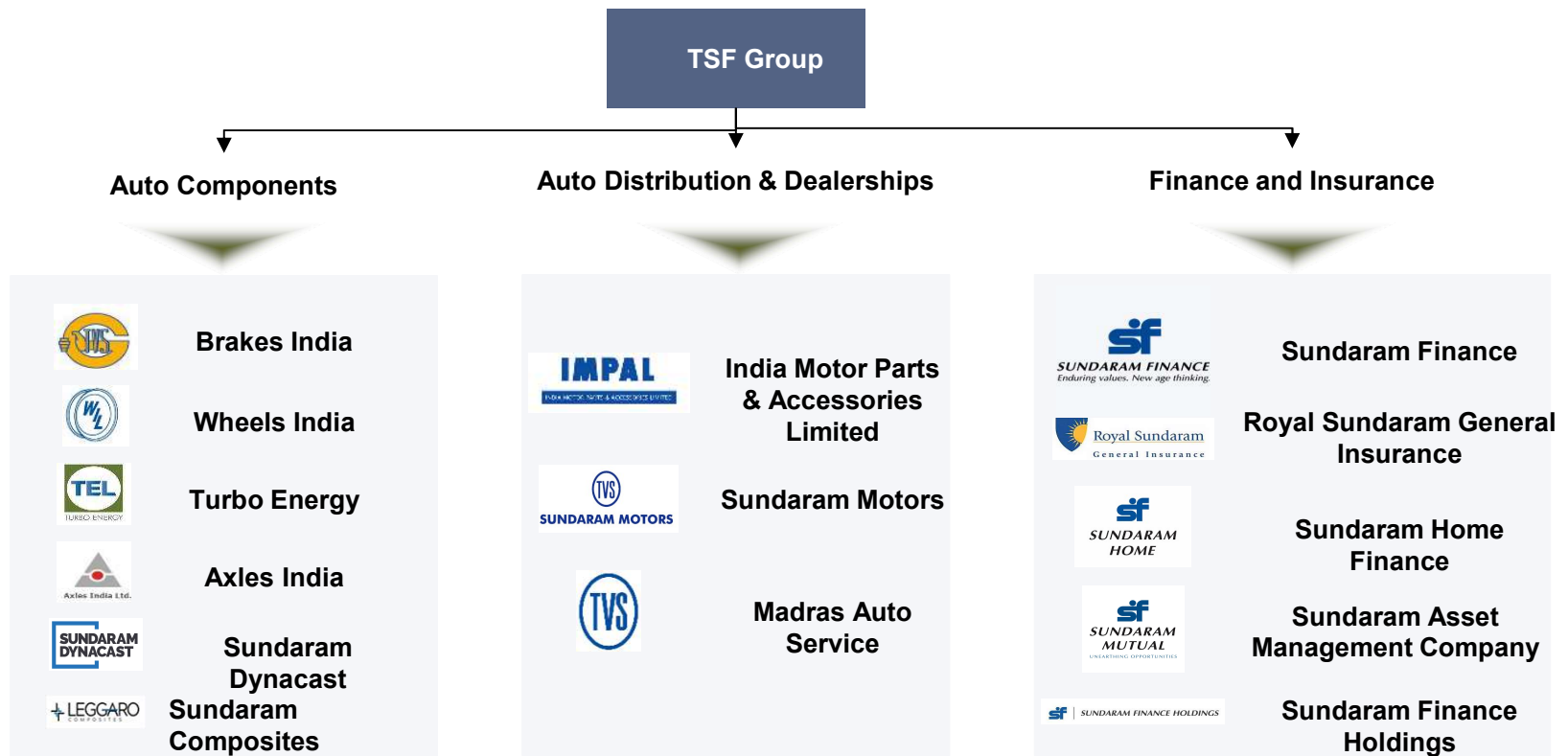




- Companies part of the T S Santhanam family with lineage from the erstwhile TVS Group
- Diversified portfolio across Auto components, Dealerships & Distribution and Financial services
- Global supply chain partner with strong relationships across North America, Europe and Asia Pacific regions
- Successful Long-Term Partnerships with global companies
- Strong Customer Connect and Focus
- Core beliefs - Long-term business outlook, Corporate Governance & Sustainability



TSF Group Companies





Promoters & Value system of TSF

- **Wheels India Limited (WIL) is part of the TSF Group and was established in 1960**
- **WIL is a listed Company, wherein Promoters hold 58.73 % of the equity capital .**
- **Value systems of WIL are Relationships, Integrity , Customer Centricity and Excellence .**



Wheels India Ltd - Company Profile

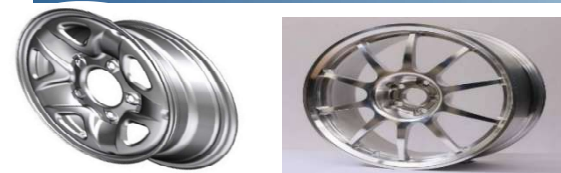


1960
Establishment

Tractor & Earth mover wheels



Automotive - Steel & Aluminium Wheels



~8,500
Workforce

Components for Wind Turbines



Air suspension & Lift axles

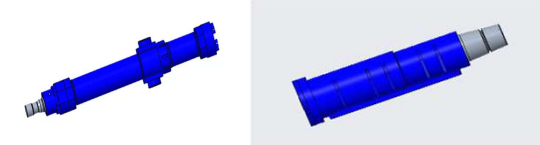


10 Units
Manufacturing plants

Fab Sector



Hydraulic Cylinders



\$ 530 Million
\$ 120 Million (Exports)

Railways



WIL Car Wheels Ltd



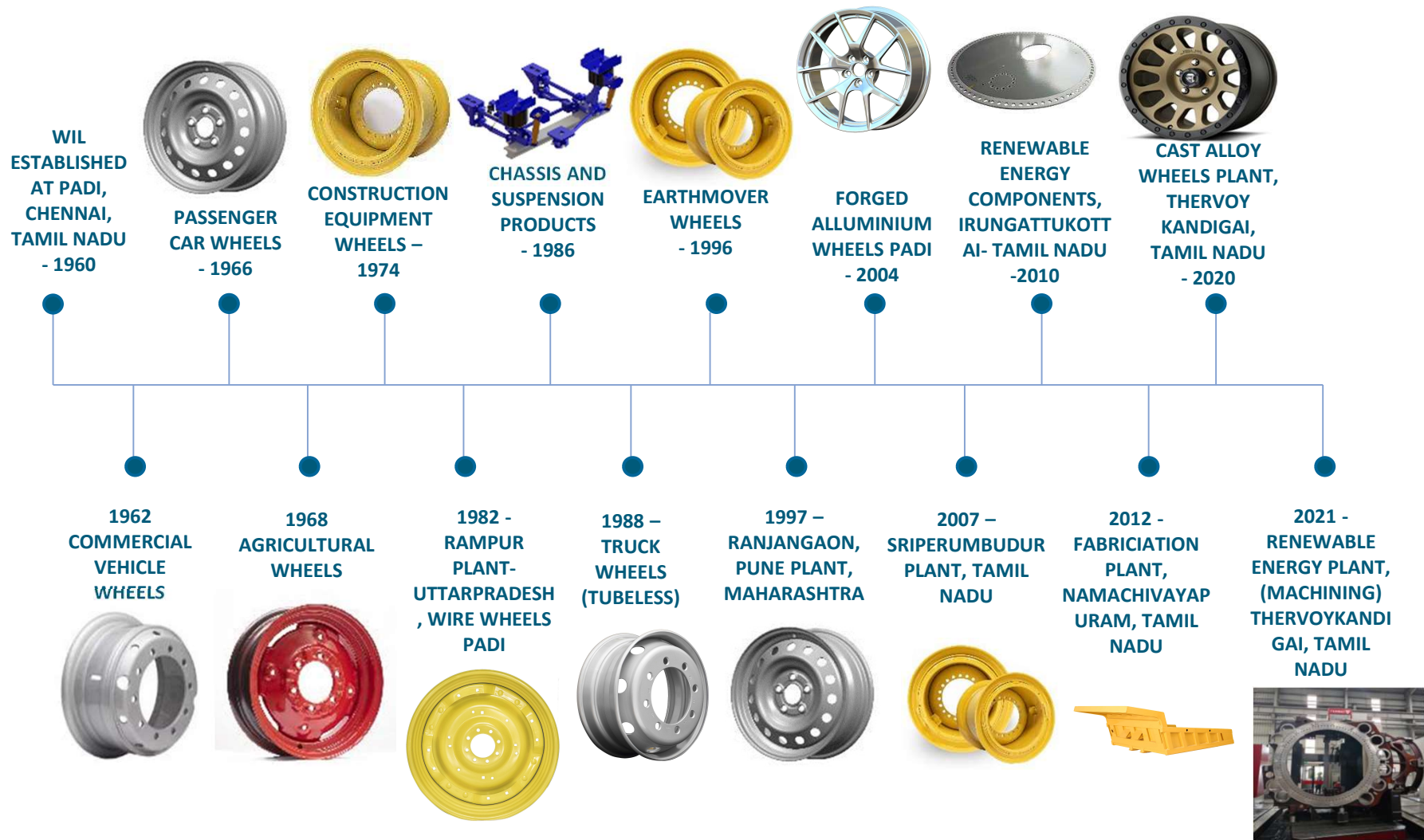
Joint venture- TOPY Japan & WIL
PV/LP wheels manufacturer



Preferred
OEM Supplier






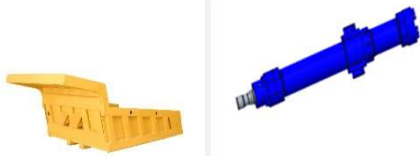



Journey of Wheels



Manufacturing Capability



Car / UV		Passenger Car / UV
		Wire Wheels
Commercial Vehicle		CV – Tube type
		CV - Tubeless
Aluminium Wheels		Forged Aluminium Wheels
		Cast Aluminium Wheels
Off Road & Tractor		Tractor Wheels
		Construction wheels
Air Suspension		Air Suspension
		Lift Axles
Fab & Hydraulic Cylinders		Fabrication for CE
		Hydraulic Cylinders
Wind Turbine Components		Components for Wind Turbines
		Frames for Railways



Plant Locations



Padi - CV, TR, LP, EM, AS, WW & FAW



Rampur - CV , LP , EM & TR



Pune - CV, TR & LP



Sriperumbudur - EM, SPDC & AS



Namachivayapuram - FAB



Pukkathurai - WTC



Mambakkam - AS



Thervoy Kandigai - CAW

Legend

- CV ➔ Commercial Vehicles
- TR ➔ Tractor
- LP ➔ Light Passenger Vehicle
- EM ➔ Earth mover Wheels
- AS ➔ Air Suspension
- WW ➔ Wire wheels
- FAW ➔ Forged Aluminium Wheels
- SPDC ➔ Single Piece Drop Center Wheels
- FAB ➔ Fabricated Bodies - Dump Truck
- WTC ➔ Wind Turbine Components



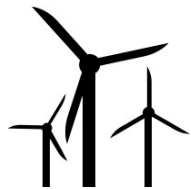
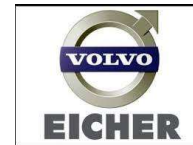
Irungattukottai - WTC



Thervoy Kandigai - WTC



Key Customers



Accreditations/Awards



General Motors Supplier Quality Excellence Award 2020



Caterpillar Supplier Excellence Award 2022



Overall Performance award by MSIL



ISO 14001: 2015 & ISO 45001:2018 Certification



IATF 16949 Certification



ISO 9001:2015 CERTIFICATION



Business Overview



WIL a leader in automotive wheels business , operates in two business segments , namely automotive products and industrial products .

WIL has the following businesses in its fold ;

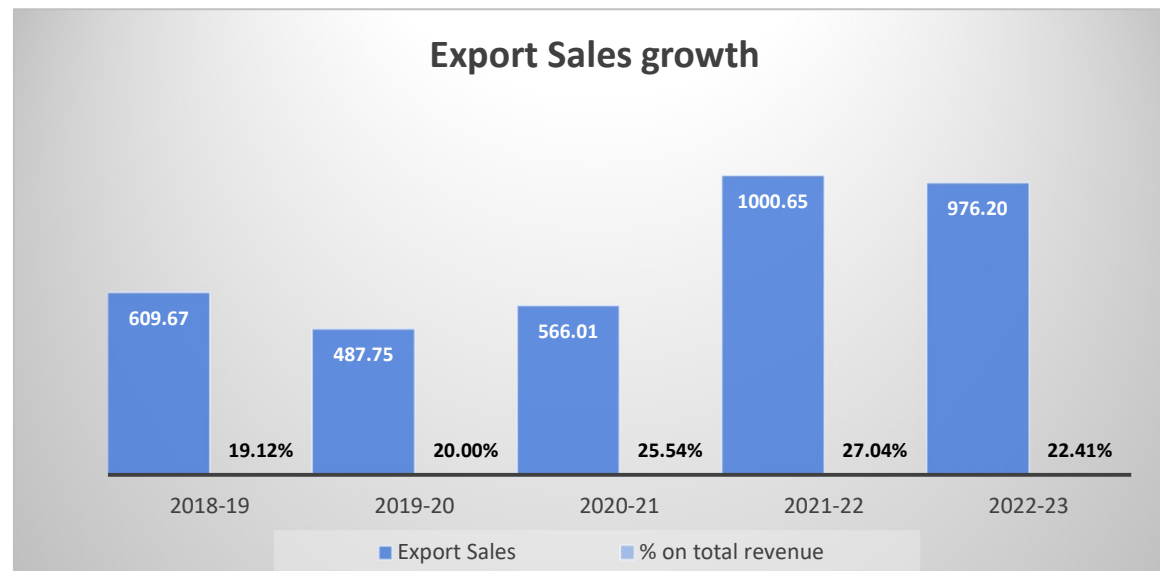
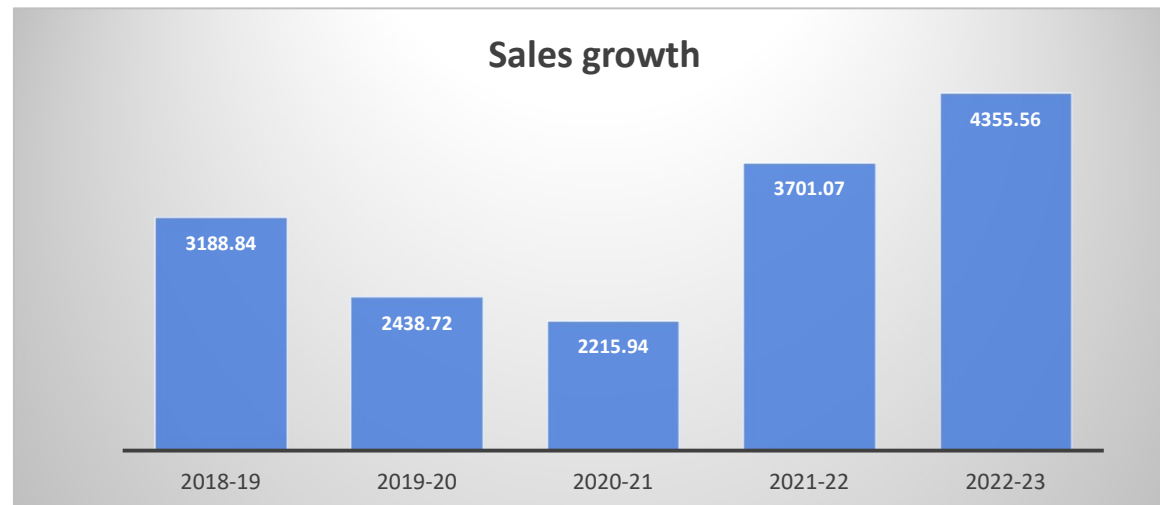
- Automotive wheels division
- Construction equipment division comprising wheels, fabrications and hydraulic cylinders
- Energy products division catering to wind turbine sector as well as railways
- Air suspension & lift axle division

WIL's subsidiary WCWL is focussed on steel wheels for light passenger vehicles .



Sales growth & Export Sales Growth

Values in INR Cr



Q2 FY24 (Quarter) Summary Financials

Values in INR Cr / %

Key Financials	Quarter ended		Year ended	GOLY%
	Q2 FY 24	Q2 FY 23	31-03-2023	
Gross revenues	1,189.28	1,104.57	4,344.63	7.7%
EBITDA	53.08	60.02	246.28	-11.6%
Interest	26.87	23.54	95.66	14.1%
Depreciation	19.76	17.02	68.47	16.1%
PBT	6.45	19.46	82.15	-66.9%
PAT	5.24	14.53	62.46	-63.9%
<i>EBITDA %</i>	<i>4.46%</i>	<i>5.43%</i>	<i>5.67%</i>	
<i>PBT%</i>	<i>0.54%</i>	<i>1.76%</i>	<i>1.89%</i>	



H1 FY24 Summary Financials

Values in INR Cr / %

Key Financials	Quarter ended		Year ended	GOLY%
	H1 FY 24	H1 FY 23	31-03-2023	
Gross revenues	2,322.30	2,154.96	4,344.63	7.8%
EBITDA	116.87	111.08	246.28	5.2%
Interest	54.72	44.03	95.66	24.3%
Depreciation	38.73	33.90	68.47	14.2%
PBT	23.42	33.15	82.15	-29.4%
PAT	18.46	24.71	62.46	-25.3%
<i>EBITDA %</i>	<i>5.03%</i>	<i>5.15%</i>	<i>5.67%</i>	
<i>PBT%</i>	<i>1.01%</i>	<i>1.54%</i>	<i>1.89%</i>	



Segment Revenue – Q2 FY24

Values in INR Cr / %

Segmental Revenue	Q2 FY 24	Q2 FY 23	22-23	GOLY %
Automotive components	986	909	3,607	8%
Industrial components	198	193	714	3%
Revenue from operations	1,184	1,103	4,321	7%

Segmental EBIT	Q2 FY 24	Q2 FY 23	22-23	GOLY %
Automotive components	33.45	40.91	178.66	-18%
Industrial components	(0.13)	2.11	(0.85)	106%
EBIT from operations	33.32	43.03	177.81	-23%



Segment Revenue – H1 FY24

Values in INR Cr / %

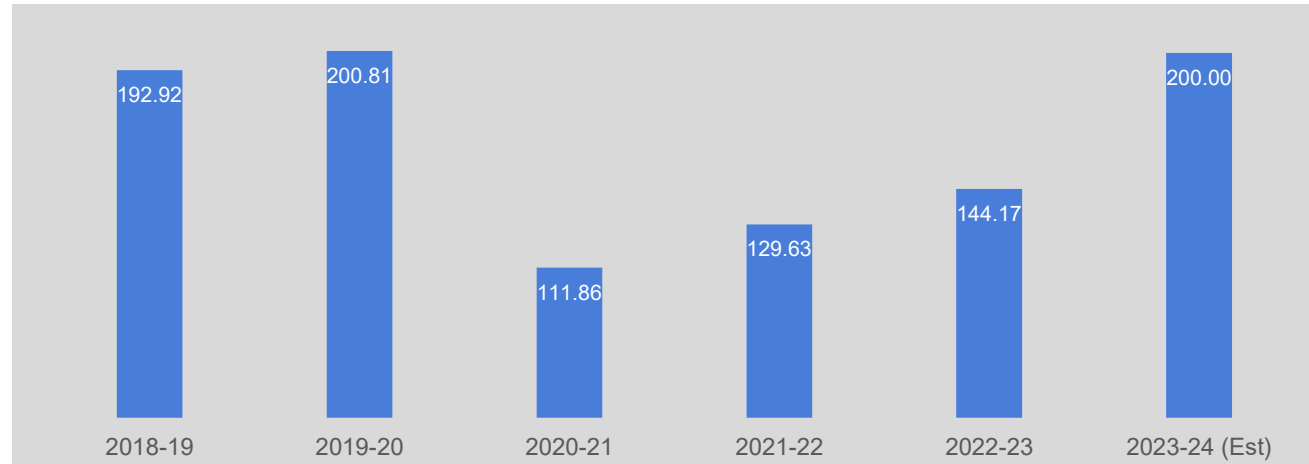
Segmental Revenue	H1 FY 24	H1 FY 23	22-23	GOLY %
Automotive components	1,914	1,825	3,607	5%
Industrial components	399	324	714	23%
Revenue from operations	2,313	2,149	4,321	8%

Segmental EBIT	H1 FY 24	H1 FY 23	22-23	GOLY %
Automotive components	71.67	93.23	178.66	-23%
Industrial components	6.47	(16.06)	(0.85)	140%
EBIT from operations	78.14	77.18	177.81	1%



Capex

Values in INR Cr



Major Capex (new plant) recently

Cast aluminium wheel plant was set up in 2020-21, at a cost of Rs 200 crs in Thervoykandigai, near Chennai .

Machining plant to cater the wind turbine sector was commissioned at a cost of Rs 100 crs in Sep'22 (photograph of machined product shown in the next slide)

Capex FY24

Capex FY24 will go towards aluminium wheels , automotive steel wheels , wind turbine components, construction equipment wheels and fabrications. The capex will be largely towards expansion, cost optimization, quality improvements.

Capex will be primarily funded by internal accruals .The debt would be at similar levels as in FY23.

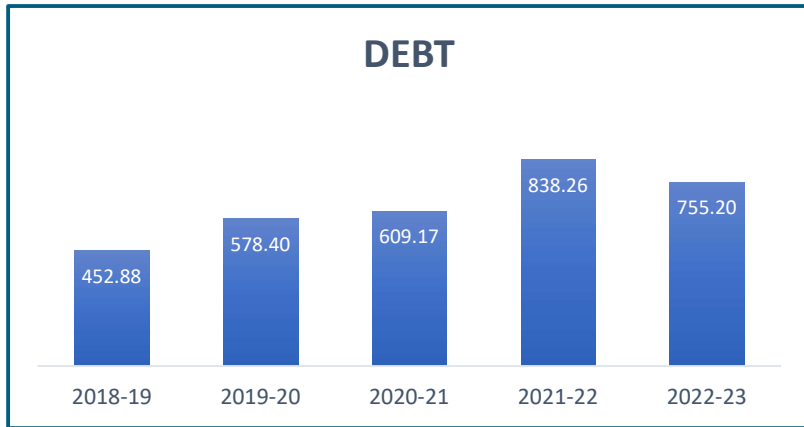


Base Frame for Wind turbine generator (from Machining Plant in Thervoykandigai)

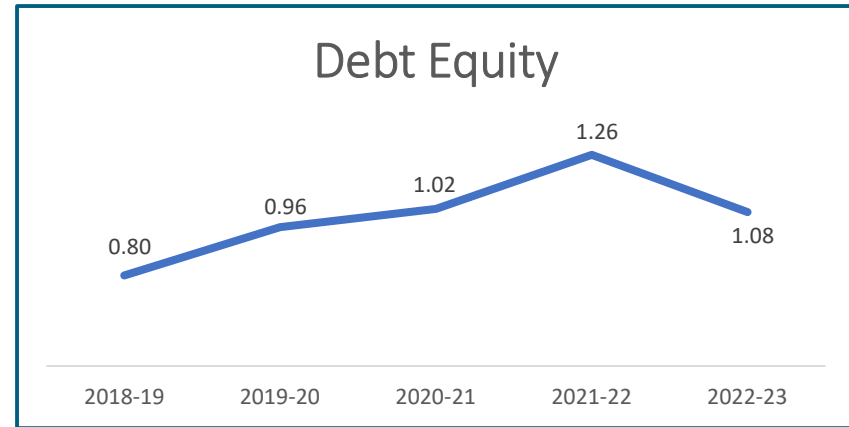


Funding metrics

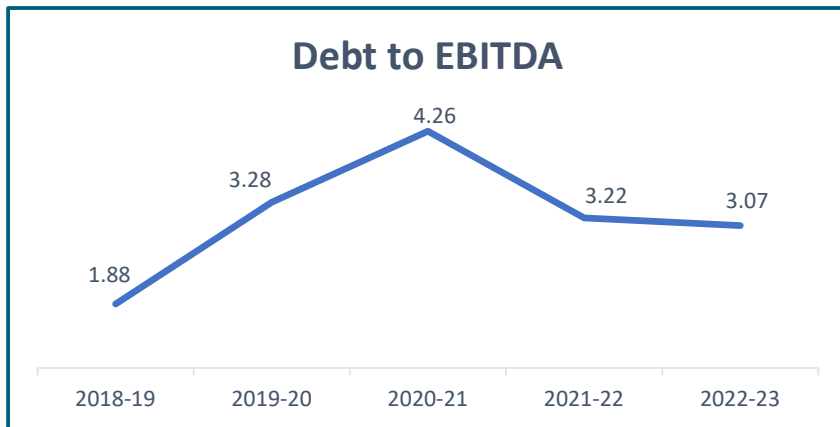
Values in INR Cr/Percentage



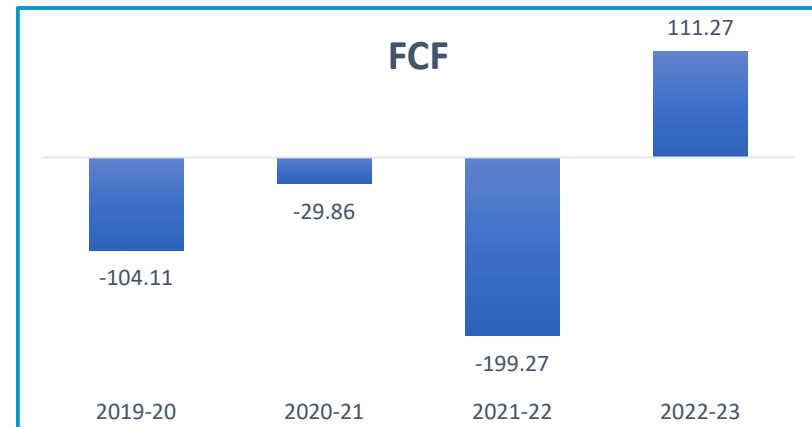
During H1 FY24 debt has declined by Rs 37 crs



Debt equity is dropped to 1.01x in H1 FY24



H1 FY24 is also at 3.07x (if bill discounting limits are included it is 4.91x)



Free Cash Flow (FCF) positive in H1FY24



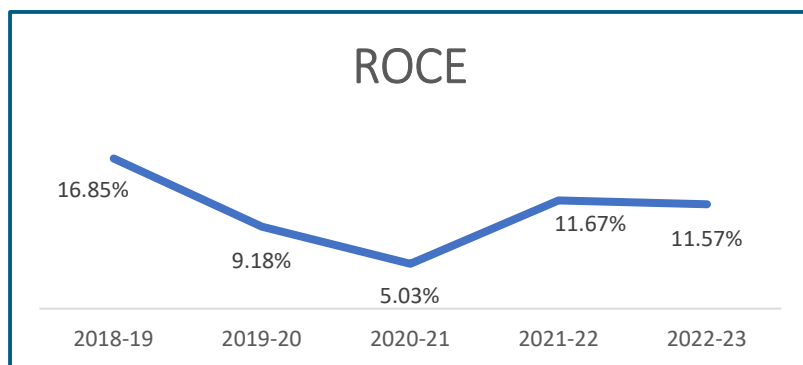
Key strategies & focus areas, going forward

ROCE & RONW

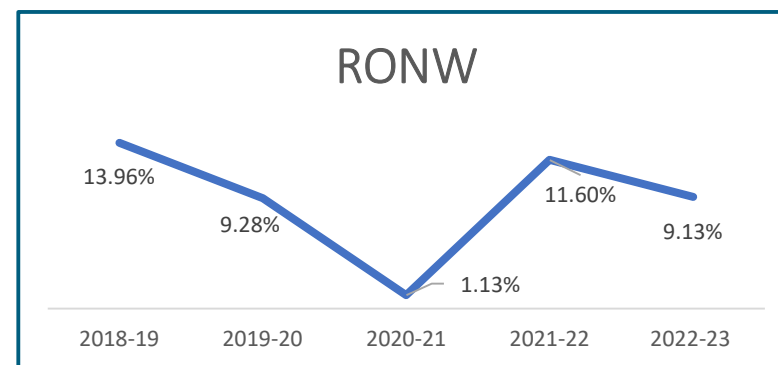
Percentage

- Grow exports across automotive wheels, construction equipment and wind turbine sectors
- Ramp-up cast aluminium wheel business
- Ramp-up the new facility for machining of large castings
- Grow the fabrication & hydraulic cylinder business
- Working capital optimization and cash flow management
- Fund capex predominantly thro accruals and holding the debt at current levels
- Cost optimization , with a thrust on profitability

These actions are expected to improve the ROCE and RONW



YTD Sep'23 is at 10.39%



YTD Sep'23 is at 5.22%



Thank you

