



# MAITHAN ALLOYS LIMITED

Investor Presentation – January 2019



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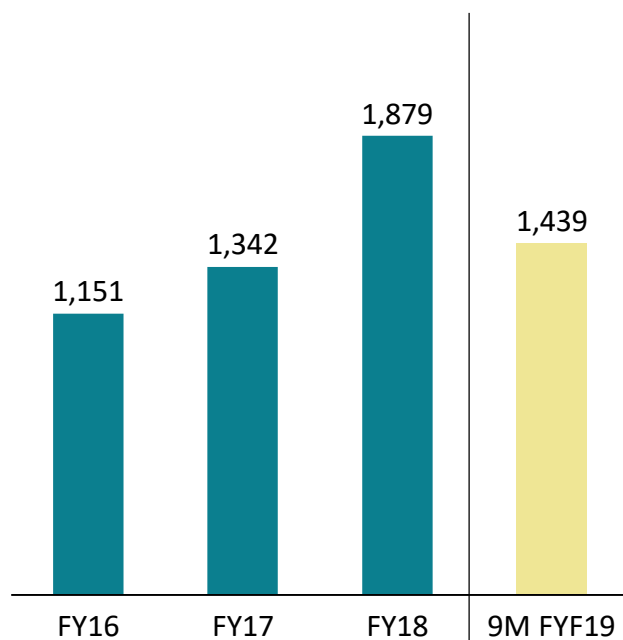
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# Maintaining Sustainable Margins

₹ Crs

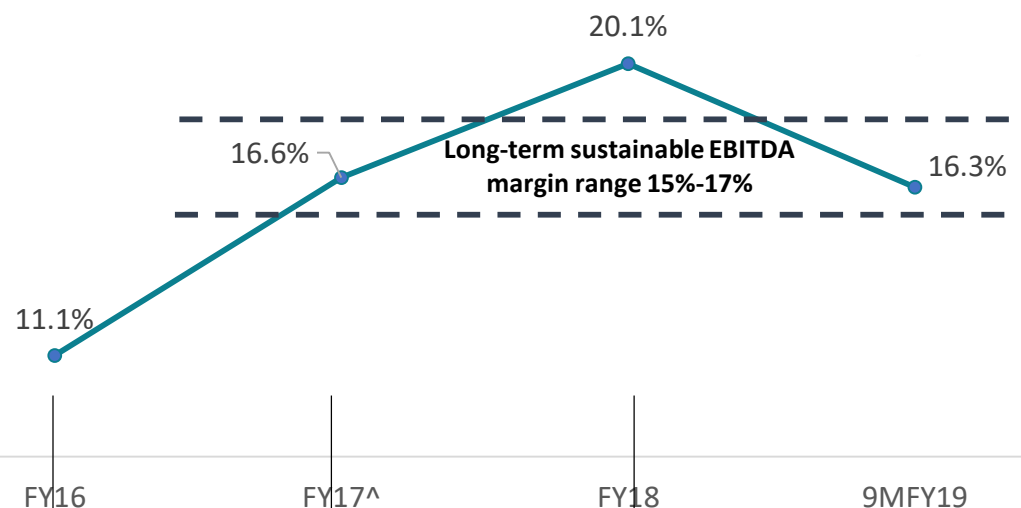
## Revenues

**Demand of our product continues to be robust**



**Continue to Outperform Industry trends**

## EBITDA %



Performance improved on the back of efficient cost measures and better processes

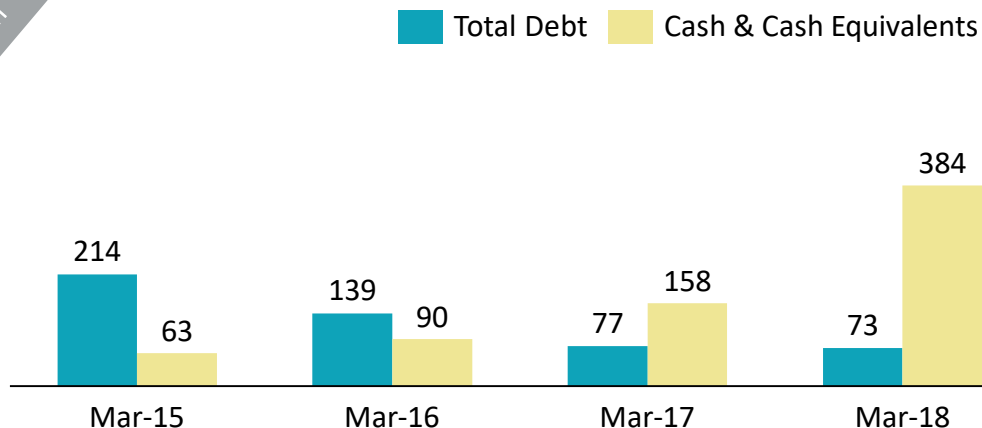
Demand overpassed supply leading to above normal industry growth

Supply catching up with demand leading to Stable business scenario

# Strengthening Balance Sheet

₹ Crs

Debt & Cash

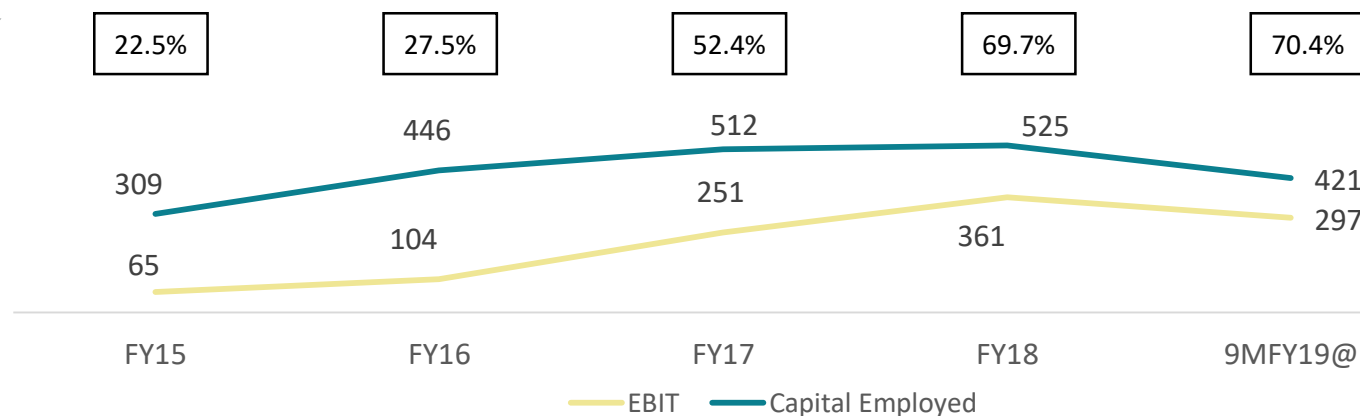


## Financial Flexibility

- Announced Greenfield project in West Bengal
- Working on other expansion plans



Operating  
ROCE<sup>^</sup> %



**Higher Return Ratio is because of prudent capital allocation and superlative operating efficiency**

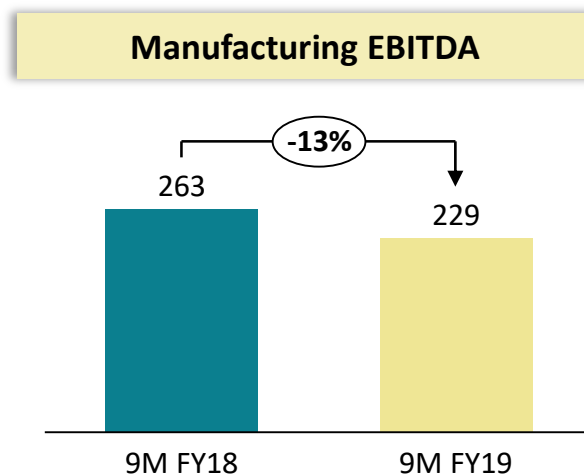
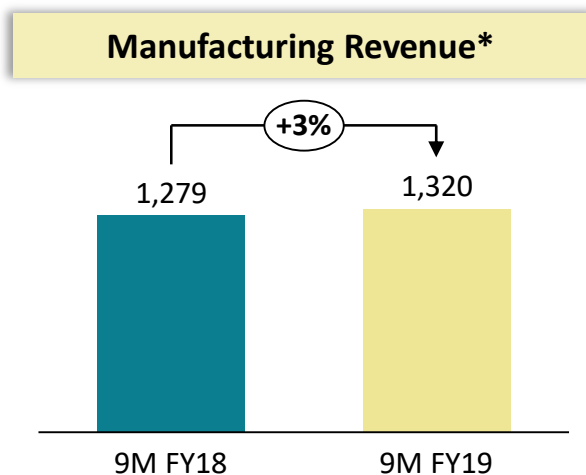
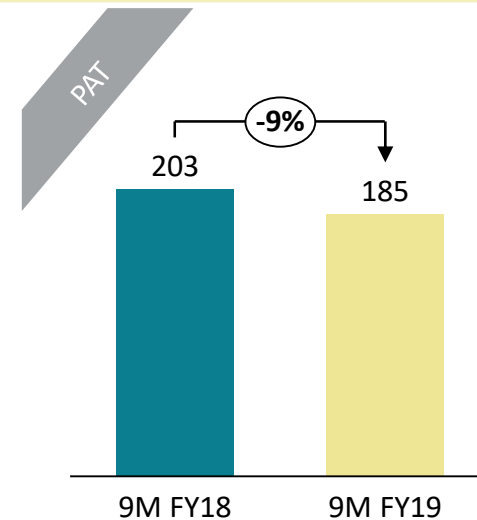
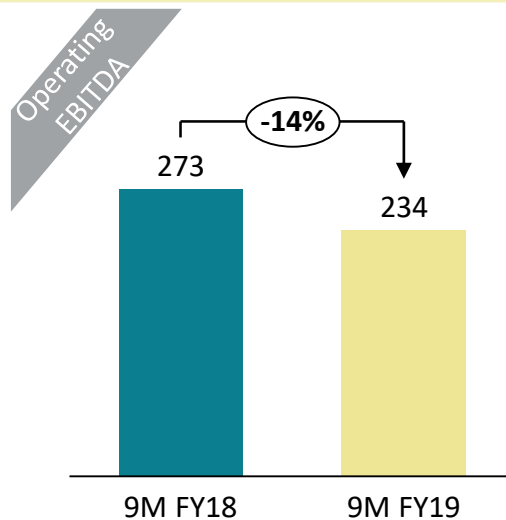
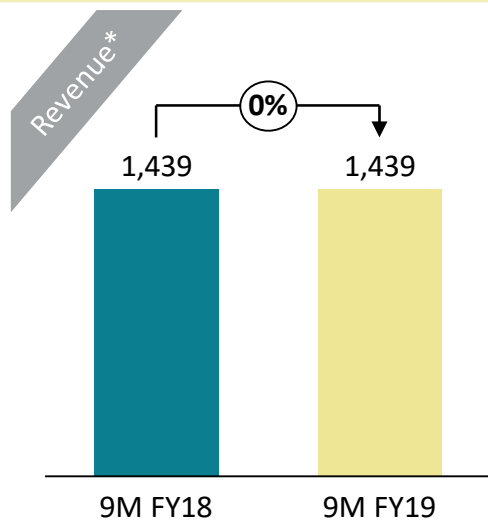
FY15 & FY16 numbers are as per IGAAP

RoCE = EBIT / Average Capital Employed @On Annualised basis

Operating RoCE<sup>^</sup> = (EBIT – Other Income) / (Average Capital Employed – Cash & Cash Equivalents)

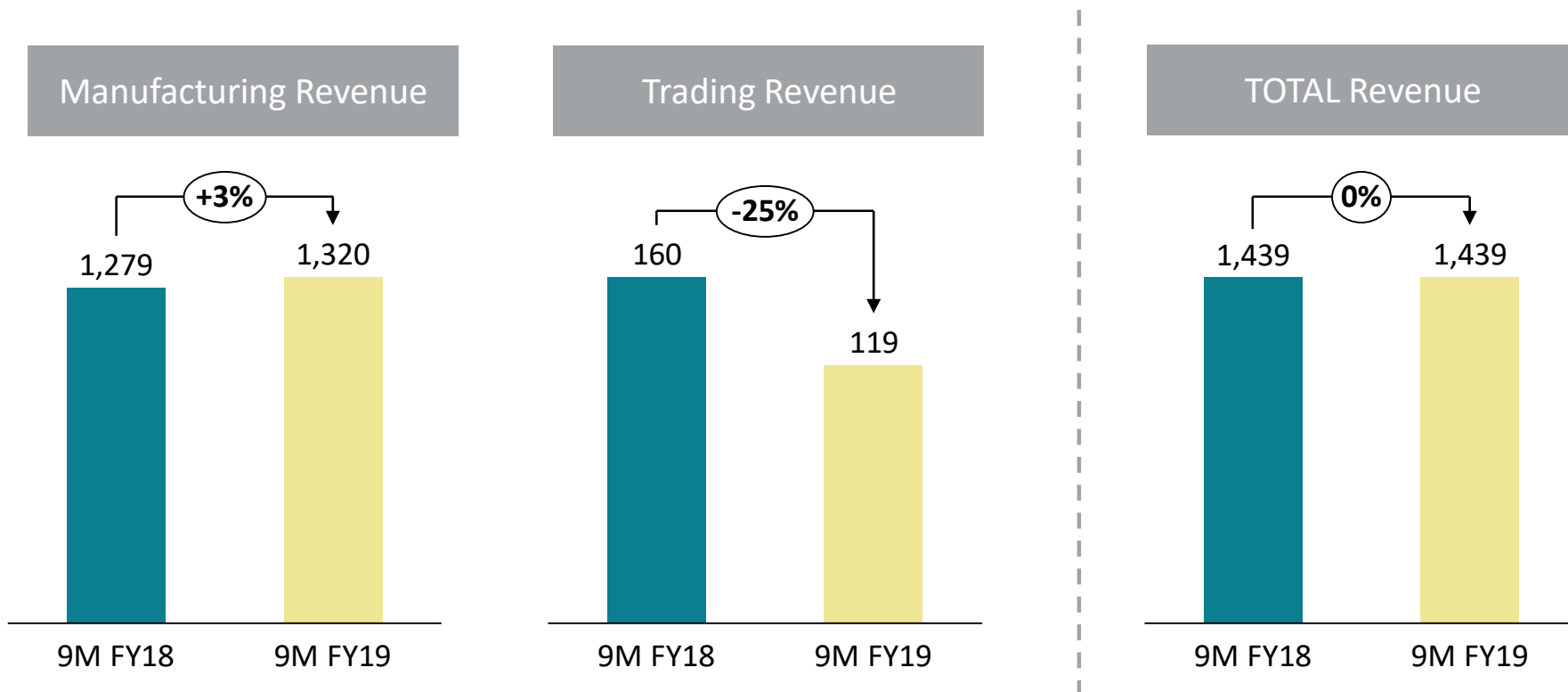
# Performance Highlights – 9MFY19

₹ Crs



# Manufacturing –vs- Trading – 9MFY19

₹ Crs



**Manufacturing business is consistently growing**



## Largest Manufacturer

India's largest  
Manganese  
Alloy Producer  
and Exporter

20  
years.

## Rich Experience

Two decades of  
experience and  
continuous growth



## Niche Products

Basket of the most  
valuable Techno-  
Commercial Products




## Robust Balance Sheet

Net Cash  
Credit Rating:  
CARE AA  
CRISIL AA-  
CARE/CRISIL A1+

**“A Culture of Outperformance”**

CAGR from FY2012 to FY2018



Increase in Stake Holder Return's

- **ROCE** Increased by **+ 3,290** bps
- **ROE** Increased by **+ 2,390** bps

**Revenue** increased by **+21%** CAGR

**EBIDTA** increased by **+34%** CAGR

**PAT** increased by **+37%** CAGR

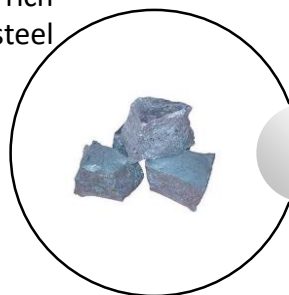
**Net Cash** position of **Rs. 575** Crores  
as on September 2018



**Ferro alloys enhance steel strength, durability, anti-corrosion and anti-stain properties and acts as de-oxidant for Steel Manufacturing**

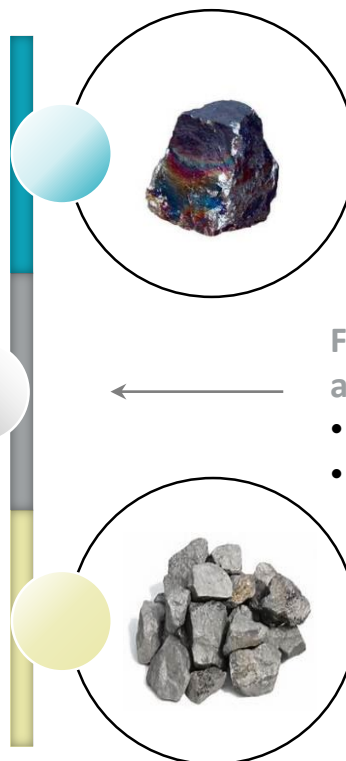
## **Ferro Manganese - An alloy of iron and manganese**

- Used in steel products wherein silicon content needs to be controlled at low levels
- Used in flat steel, manganese-rich steel and stainless steel manufacturing



## **Silicon Manganese- An alloy of silicon and manganese**

- Cost-effective blend of silicon and manganese
- Consumed in all steel products. Used in higher quantities in 200 series stainless steel, alloy steel and manganese steel



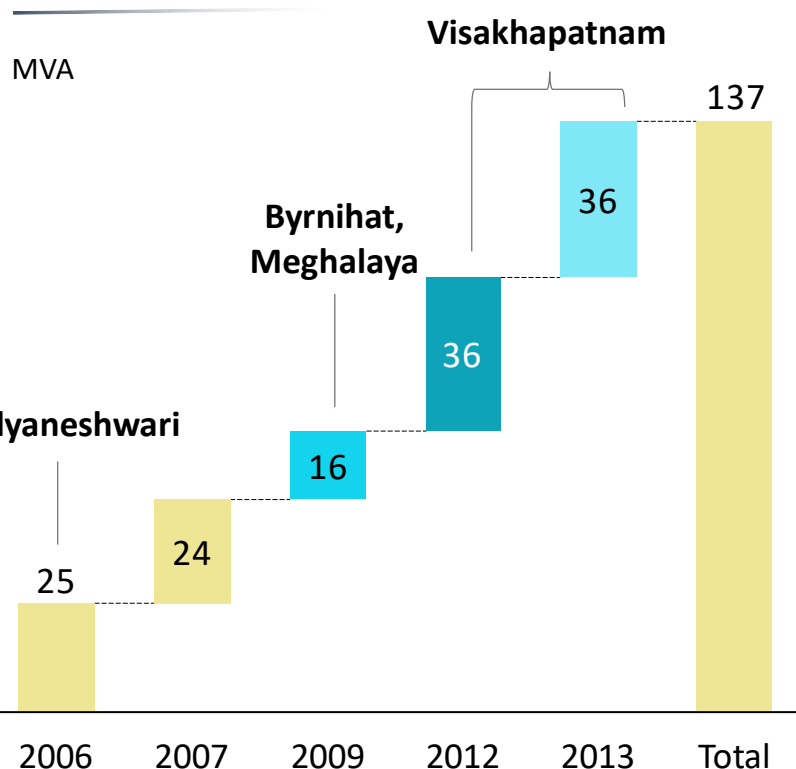
## **Ferro Silicon - An alloy of iron and silicon**

- Silicon acts as a steel oxidant
- Used primarily in special steels and in small quantities in mild steel

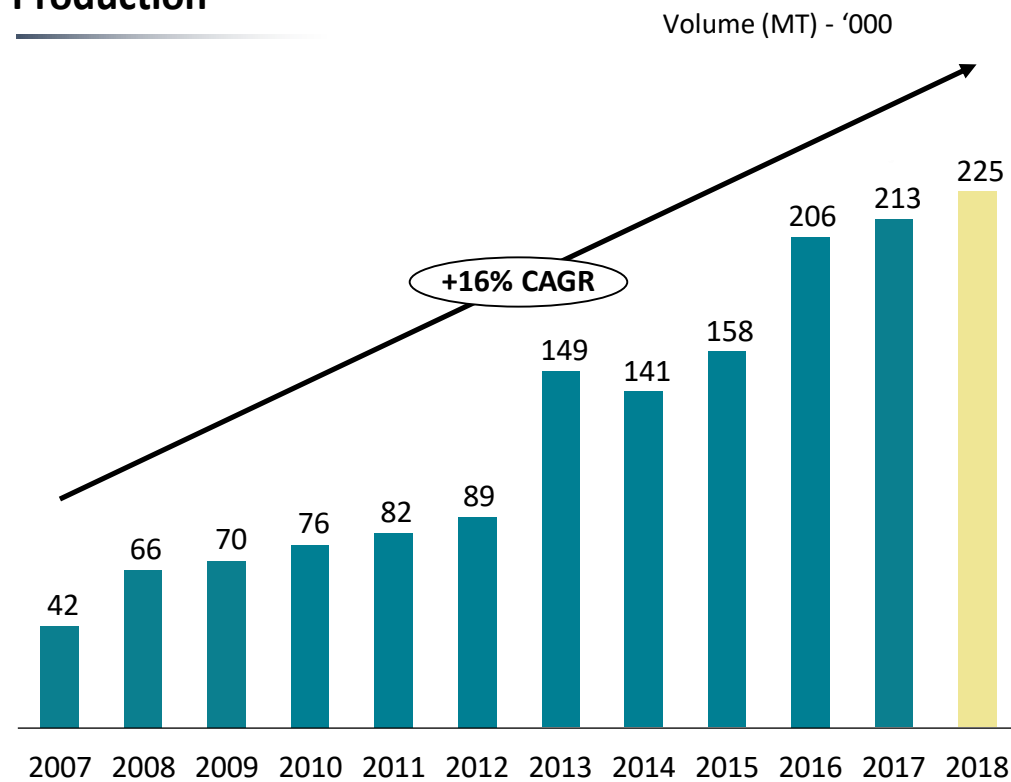


# Capacity addition to support Growth

## Capacity Built-up

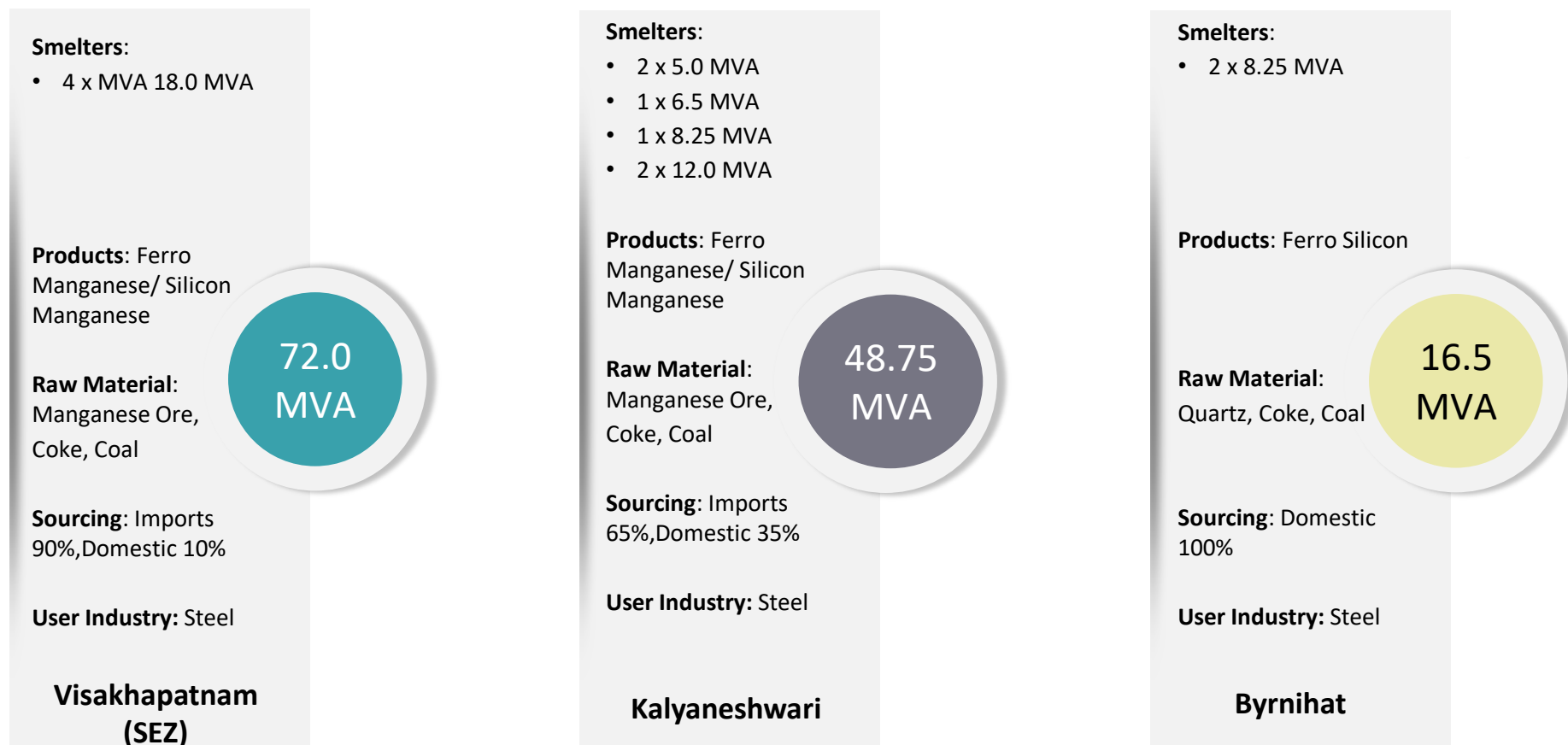


## Production



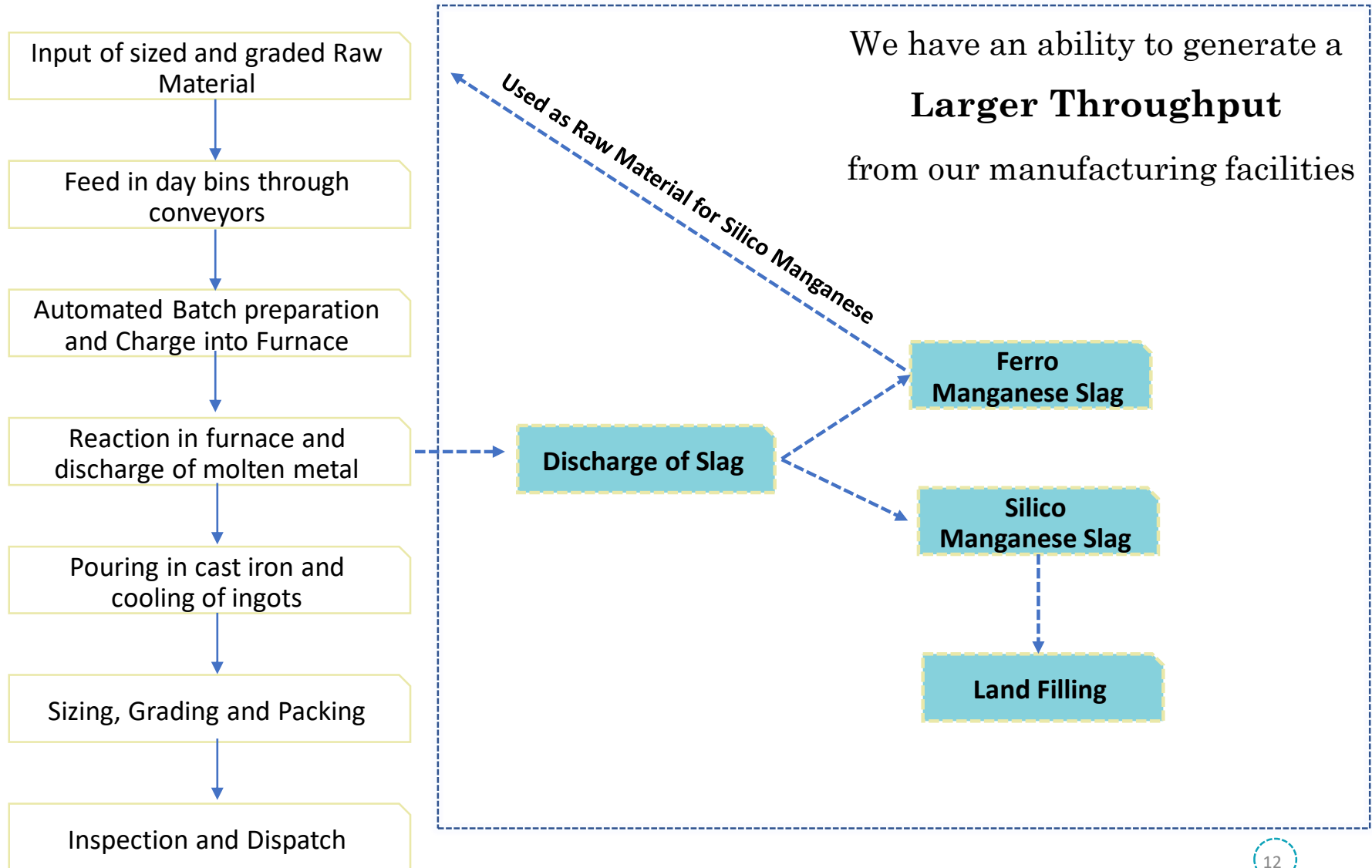
Increase in Capacity at Strategic Locations to support Profitable Growth

## Installed Capacity of 137.25 MVA

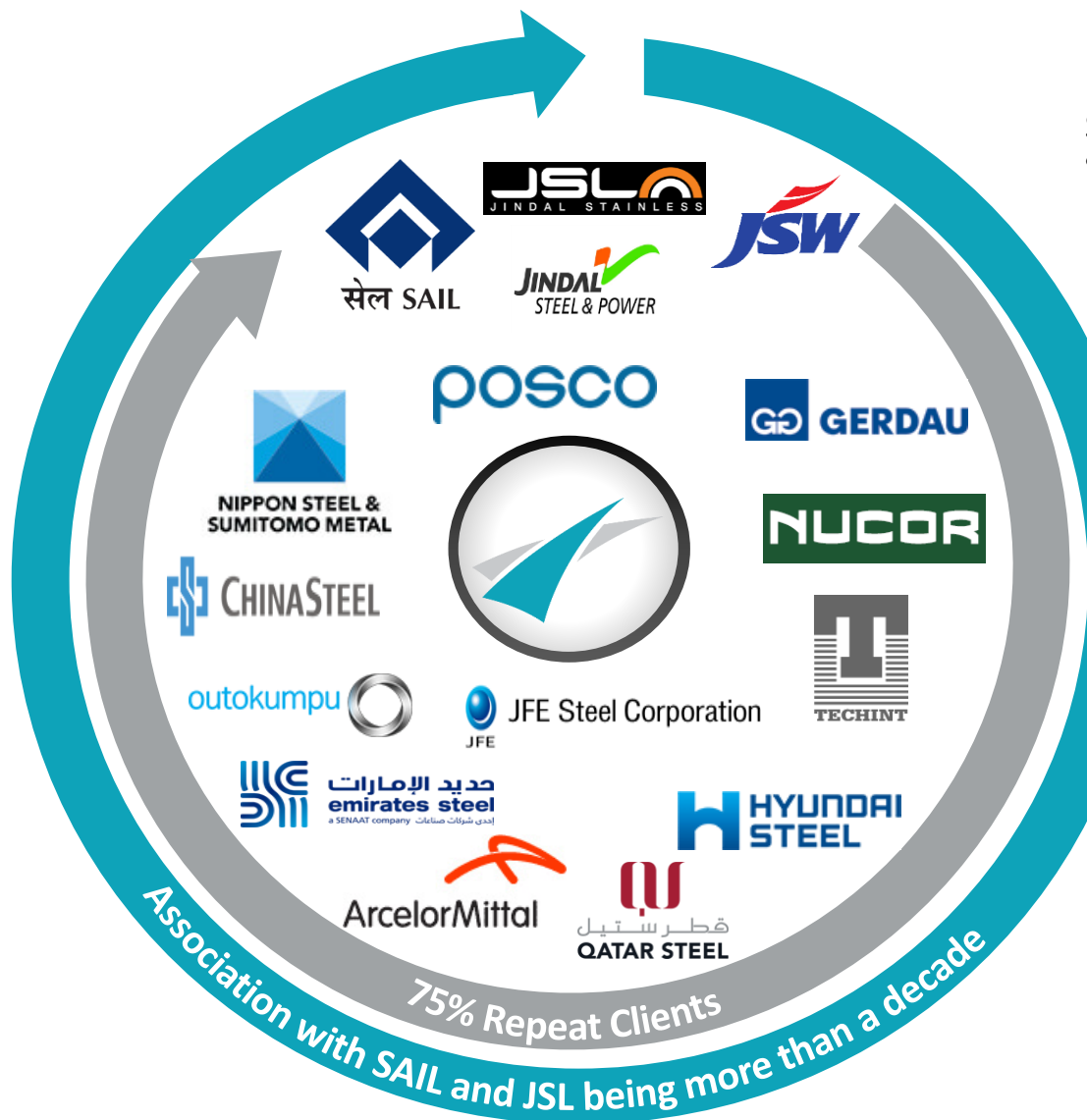


- Kalyaneshwari and Byrnihat source Coke & Coal from Domestic Market, because it is logistically feasible
- Vishakhapatnam and Kalyaneshwari imports Manganese Ore. Advantage of importing are
  - ✓ Quality Product
  - ✓ Variety of Grades Leading to better Product Mix
  - ✓ Logistic Advantage

# Self-Sustaining Business Model



# Strong Client Relationships



Shift of focus from **‘Stable’ Europe** to **‘Growing’ Asia** helping in better realizations

~100% of **Domestic** clients are associated with the Company for **over 7 years**

Long term relationships with clients offers **Competitive Advantage**

Low Concentration Risk in export markets with **presence in over 35 countries**

# The Leadership Team



## Mr. Subodh Agarwalla

### Whole Time Director and CEO

- A B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- At age of 40 years is the Whole Time Director and CEO and strengthens the operational activities of the Company

## Mr. S. C. Agarwalla

### Chairman and Managing Director

- 30 years of rich experience in Ferro Alloys industry
- Has a strong understanding of business processes and excellent communication and people management skills
- Focuses on project setup, corporate planning and business development, human resource development, planning & budgeting and related functions

## Mr. Sudhanshu Agarwalla

### President and CFO

- A M.B.A. from XLRI Jamshedpur
- 15 Years of experience in Finance, Marketing and Procurement in the Ferro Alloys Industry

# Experienced Board

## Mr. Nand Kishore Agarwal

Independent Director

Experienced in the field of Accounts, Finance and Tax Laws

## Mr. Biswajit Choudhuri

Independent Director

Experienced in the field of Engineering, Banking, Finance and Management

## Mr. Vikash Kumar Jewrajka

Independent Director

Experienced in the field of Monolithic Ceramics, Promotions of Residential Property & Fly Ash Bricks Machine Manufacturer

## Mr. Ashok Bhandari

Independent Director

Experienced in the field of Finance and Negotiation with Banks, Governments and Technology & Equipment suppliers

## Mr. Palghat Krishnan Venkatramani

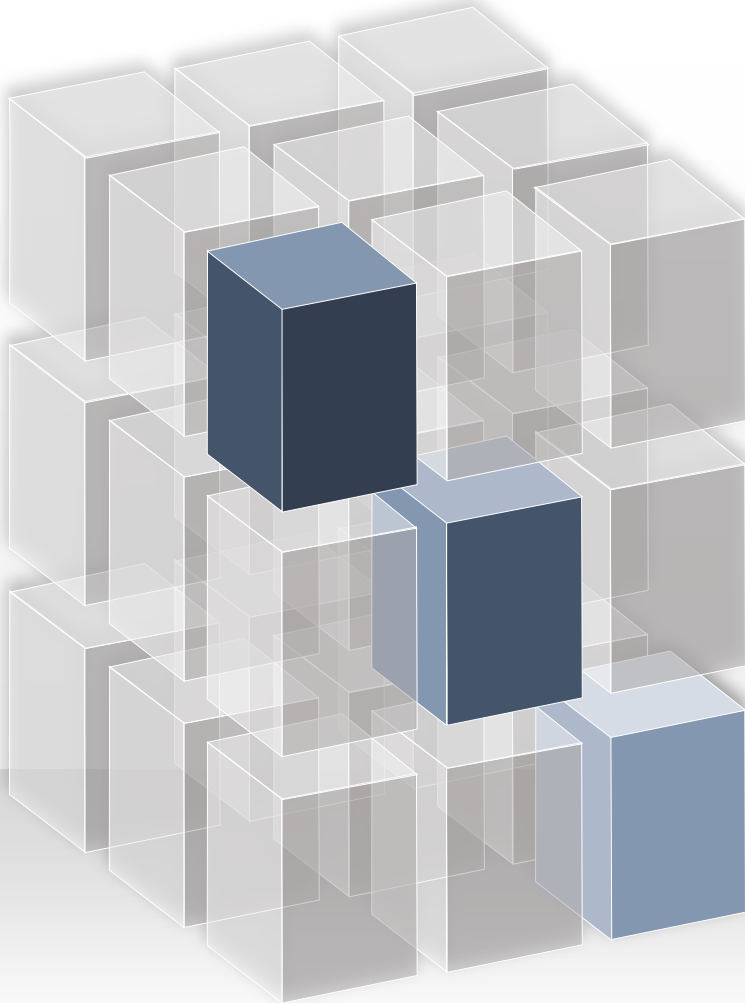
Independent Director

Experienced in the field of Banking with specialty in Industrial Finance and staff training and Foreign Exchange and Management Accountancy

## Ms. Kalpana Biswas Kundu

Independent Director

Experienced in the field of Banking, Accounts and Finance



## ***Vision***

To be India's premiere Alloy Company that is built on the solid foundation of shareholder trust, customer commitment, employee satisfaction and sustainable communities. Consistently delivering on our promises backed by meticulous hard work is our motto for ensuring success always!

## ***Mission***

To be India's premiere Alloy Company by:

- Promising excellent shareholder value: Guarantee a high ROC coupled with lower-than-market debt ratios
- Nurturing our employees: Encourage employees to work hard and add to their knowledge base. Ensuring employee growth by creating a secure and stress-free working environment.
- Utmost commitment to our customers: Irrespective of the market conditions, we will always strive for the highest product standards that will in turn ensure complete customer satisfaction.
- Care for our communities: A clean environment, education, housing, health and sustainability for our communities will always remain our mission.



Commitment is a passion for us. We are extremely committed to serving our shareholders and customers to the best of our abilities. Our promise to our stakeholders is a hard-ironed commitment and we aim to exhibit this value in everything that we do.

## Commitment



Loyalty is the very fabric that runs beneath our organization. We strive to imbibe and exhibit loyalty not only to our stakeholders but also internally as individuals.

## Loyalty



We not only believe but also imbibe that 'honesty is indeed the best policy'. We strive to do what is right and not what is the easiest. Staying true to ourselves and our work is what we live by.

## Integrity



Rigorous and meticulous attention to detail along with a positive attitude is how we would describe every work process at our organization. Rigour with a positivity will lead to guaranteed successes.

## Rigour



We believe in our common goals and stand by each other on the back of open and honest communication. A strong team is always a winning team.

## Teamwork



# Maintaining the Maithan Edge



## Efficiency

- Lowest in the Cost Curve
- Optimum Capacity Utilization
- Higher Tonnage product

## Optimising Facilities for Maximising Returns

- Sources raw materials when it gets contracts
- PPA agreement with power plants
- Stable Asset turnover ratios and low debt-equity ratio

## Strong Credibility

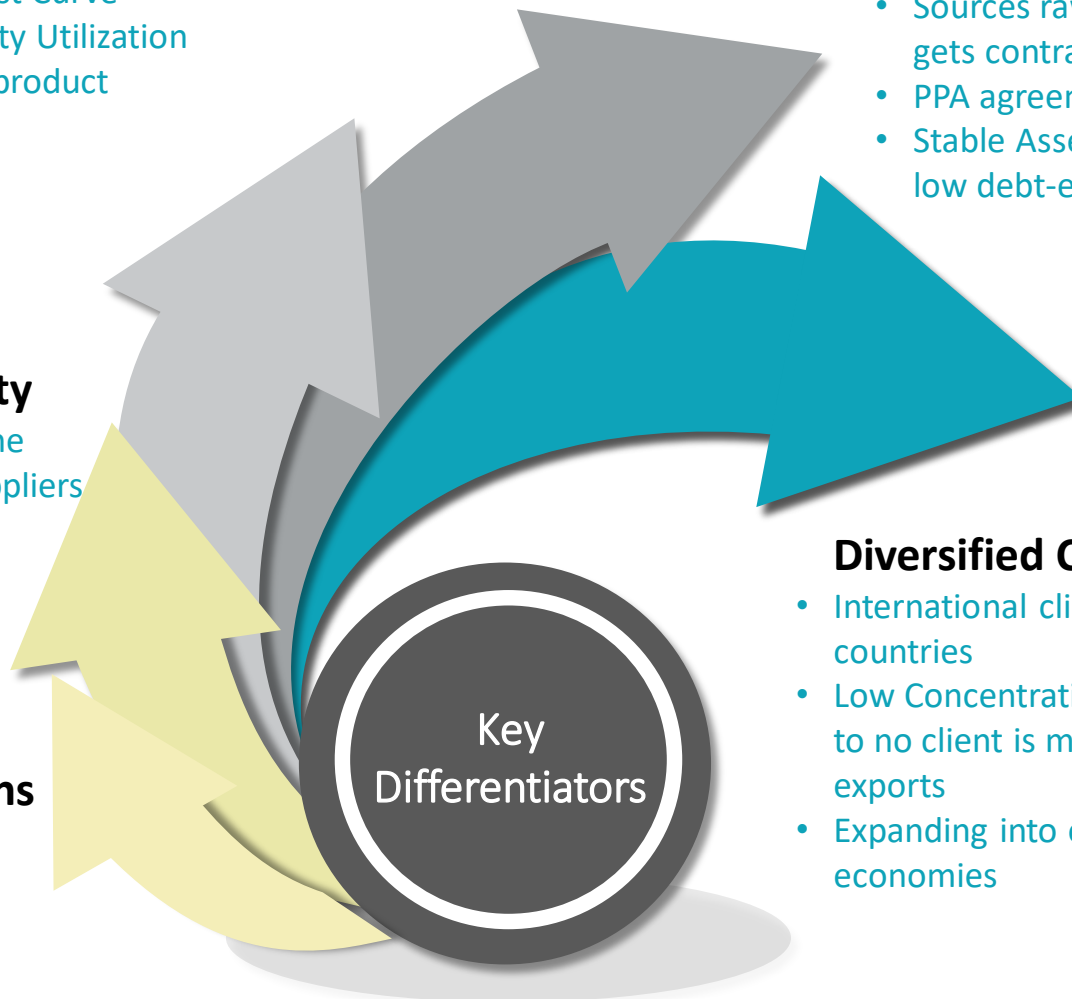
- Strong credibility in the market right from suppliers to end customers

## Expansion Plans

- Inorganic Growth Opportunities

## Diversified Customer Base

- International clients across 35 countries
- Low Concentration Risk as exposure to no client is more than 10% of its exports
- Expanding into emerging Asian economies

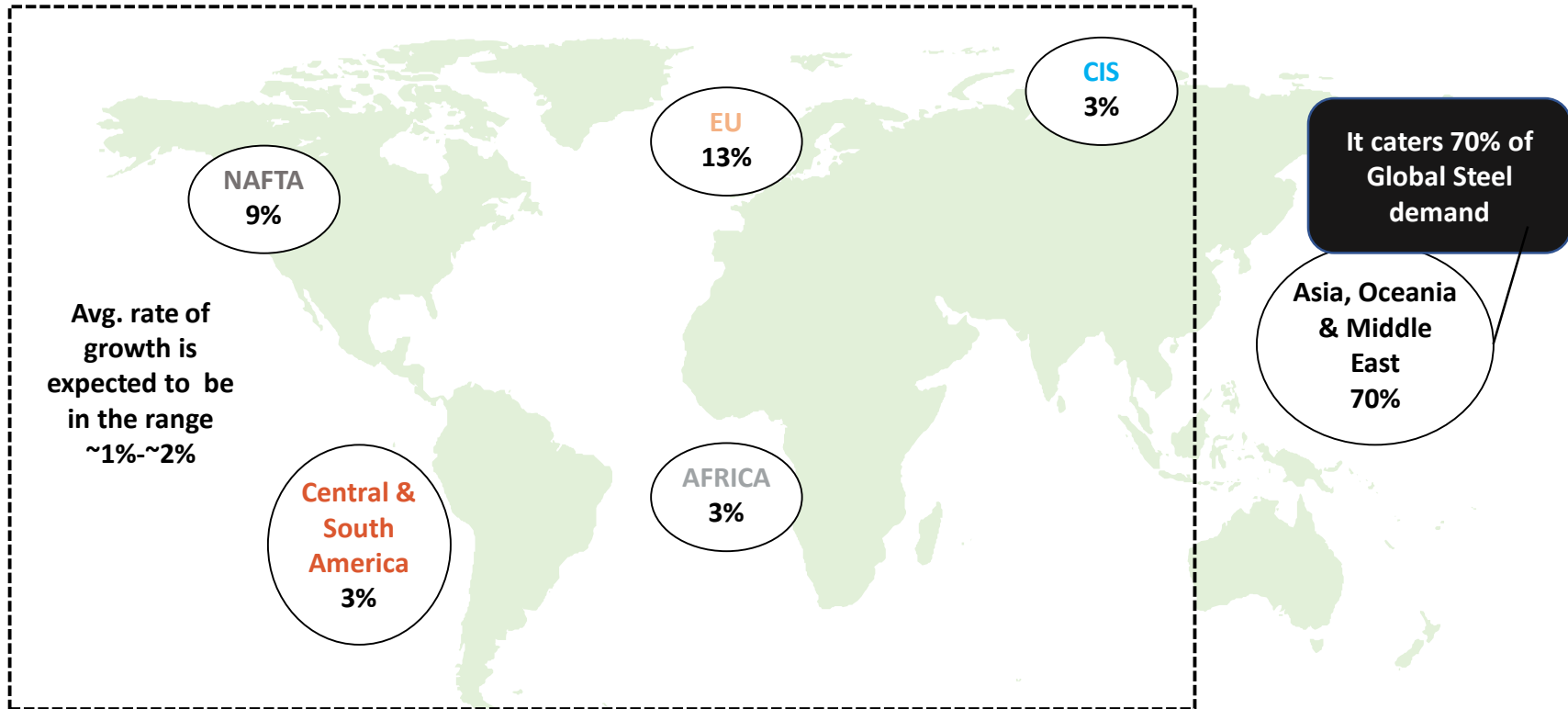


# Industry Tailwinds

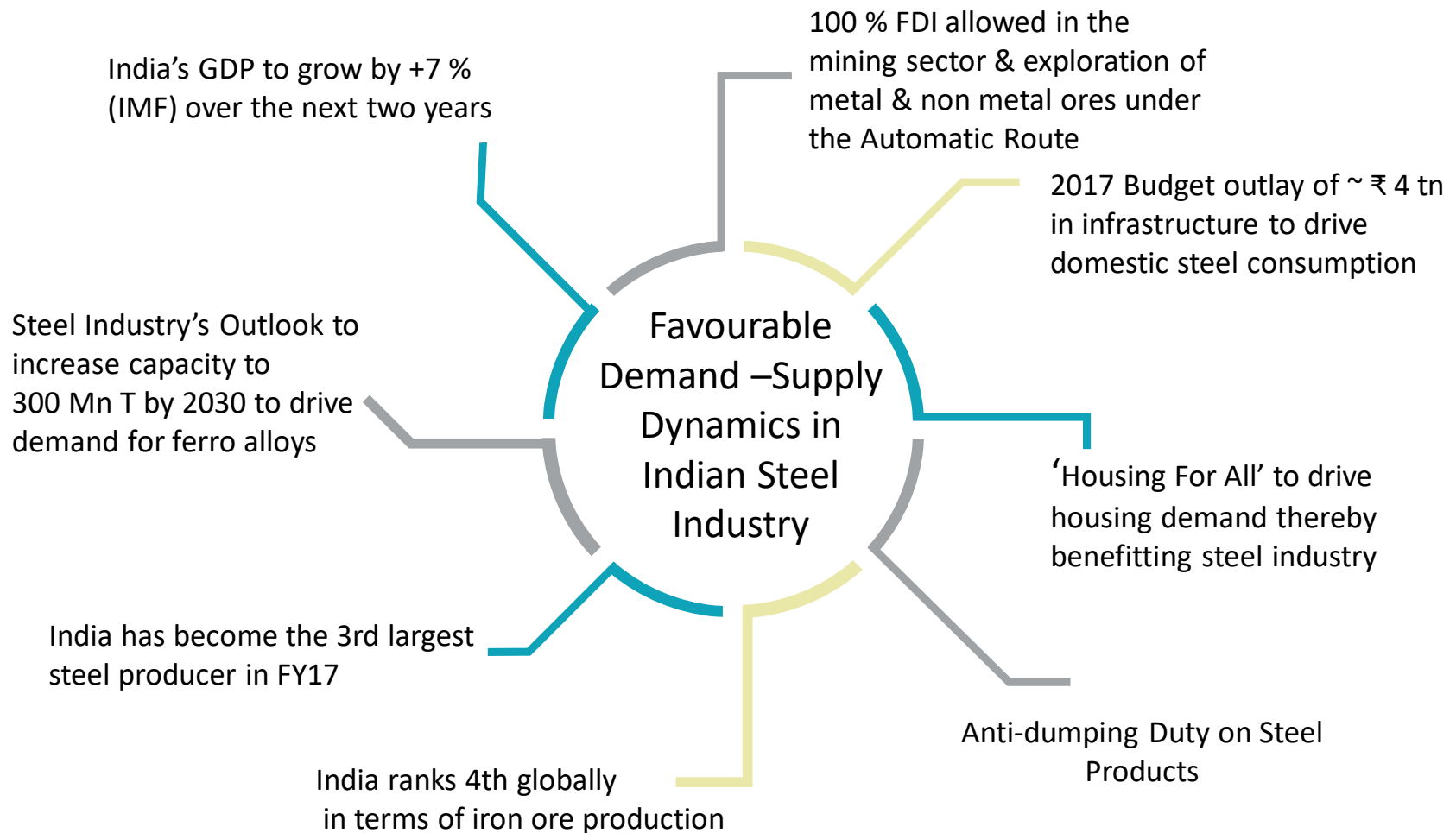


# Asian Economies to drive the Global Steel Demand

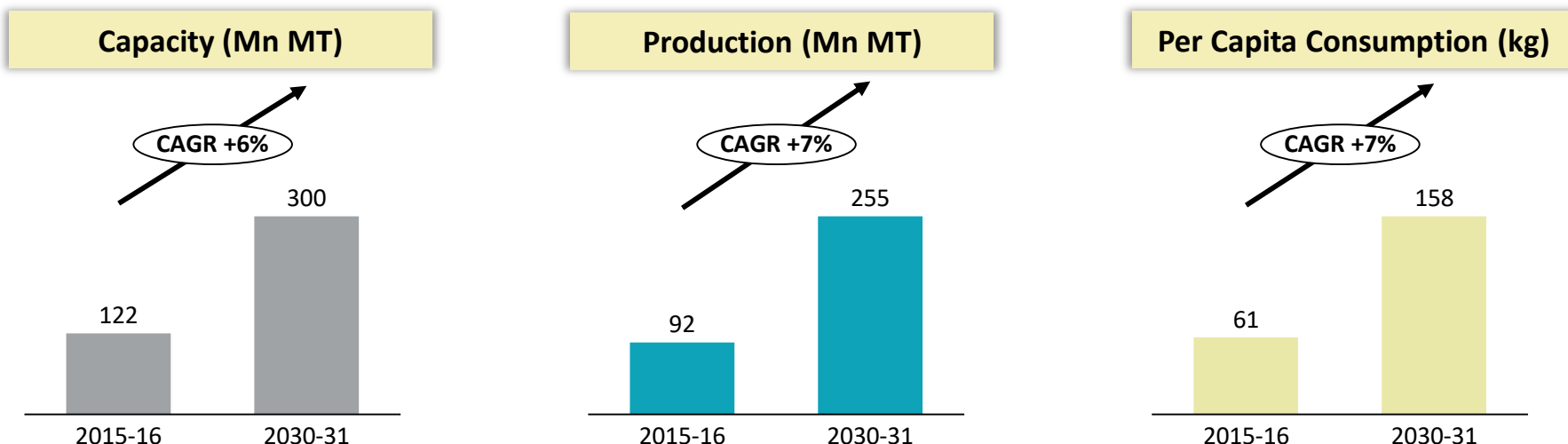
**Global Steel Demand 2018 : 1,548.5 Mn T**



**Asia Ex-China Growth is expected to be ~5%**  
**Maithan already has a strong foothold in the growing Asian economies with no exposure to China**



## Alloy Producers to benefit from NSP 2017



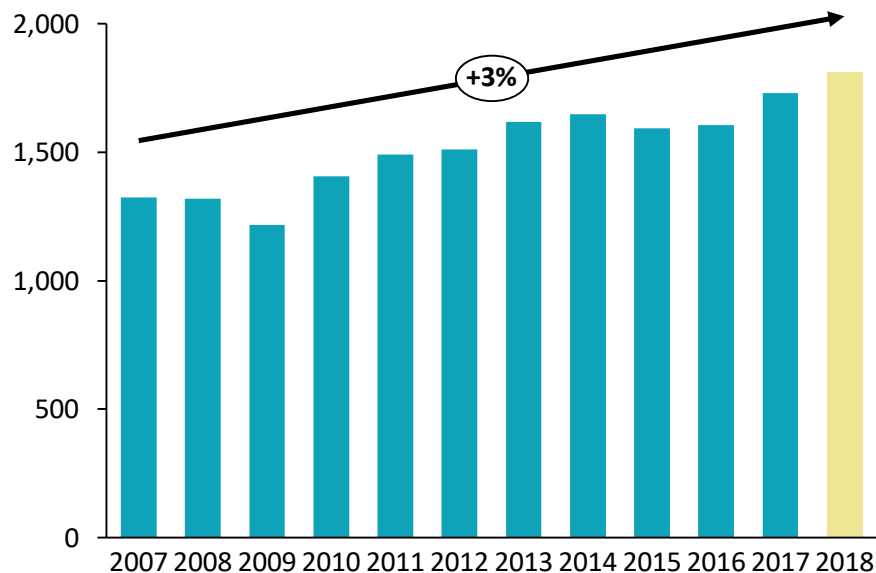
### National Steel Policy (NSP) 2017 Highlights

- Reduce dependence on Steel imports and become self sufficient in Steel production
- Increase domestic availability of washed coking coal so as to reduce import dependence on coking coal to 50%
- Policy to increase consumption of Steel in Infrastructure, Automobiles & Housing sector
- Provide policy support & guidance to private manufacturers, MSME Steel producers, CPSEs
- Steel Ministry will facilitate R&D through the establishment of Steel Research and Technology Mission of India (SRTMI)

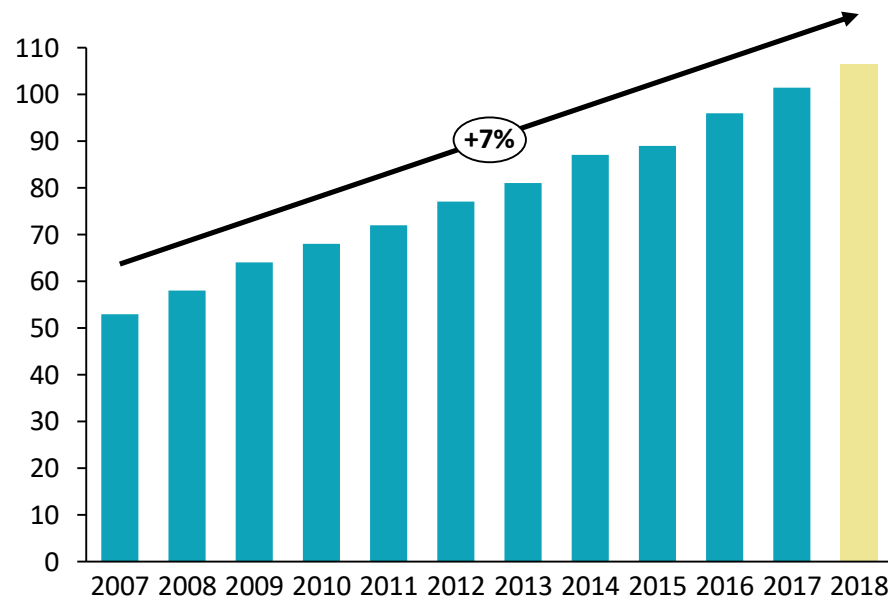
*~1.5% of Manganese Alloy is required to produce each tonne of Steel*



**World Crude Steel Demand (Mn MT)**



**India Crude Steel Demand (Mn MT)**



Operating Efficiency



Better Product Mix



Strong Customer Relationships



Gaining Market Share Globally and Domestically

**Maithan Alloys production has grown at CAGR of 16% since 2007**

# Financials

# Standalone Profit & Loss (As per IND AS)

Particulars (₹ Crs)	Q3 FY19	Q3 FY18	YoY	9M FY19	9M FY18	YoY
<b>Revenue (Net of Excise Duty/ GST)</b>	<b>477</b>	<b>549</b>	<b>-13%</b>	<b>1,439</b>	<b>1,439</b>	<b>0%</b>
Raw Material	273	302		807	762	
Employee Expenses	11	12		32	33	
Power	96	98		280	281	
Other Expenses	30	33		85	89	
<b>Operating EBITDA</b>	<b>68</b>	<b>105</b>	<b>-35%</b>	<b>234</b>	<b>273</b>	<b>-14%</b>
Depreciation	4	4		12	12	
<b>Operating EBIT</b>	<b>64</b>	<b>101</b>	<b>-37%</b>	<b>222</b>	<b>262</b>	<b>-15%</b>
Other Income	6	5		19	9	
Finance costs	2	1		5	3	
<b>PBT</b>	<b>68</b>	<b>104</b>		<b>237</b>	<b>268</b>	
Tax	14	26		52	65	
<b>PAT</b>	<b>54</b>	<b>78</b>	<b>-31%</b>	<b>185</b>	<b>203</b>	<b>-9%</b>

# Standalone Balance Sheet as on 30<sup>th</sup> September 2018 (As per IND AS)

Particulars (₹ Crs)	Sept-18	Mar-18
<b>Equity</b>	<b>996</b>	<b>875</b>
Equity share capital	29	29
Other Equity	967	846
<b>Non-current Liabilities</b>	<b>34</b>	<b>31</b>
Financial liabilities		
i. Borrowings	4	4
Provisions	2	2
Deferred tax liabilities (net)	27	25
Other non-current liabilities	1	1
<b>Current Liabilities</b>	<b>362</b>	<b>312</b>
Financial liabilities		
i. Borrowings	0	25
ii. Trade payables	244	147
iii. Other financial liabilities	20	46
Provisions	1	1
Current tax liabilities (net)	9	3
Other current liabilities	88	90
<b>Total Equity and Liabilities</b>	<b>1,391</b>	<b>1,219</b>

Particulars (₹ Crs)	Sept-18	Mar-18
<b>Non-Current Assets</b>	<b>288</b>	<b>291</b>
Property, plant and equipment	227	233
Intangible Assets	0	0
Financial Assets		
i. Investments	28	30
ii. Other Financial Assets	33	28
Other non-current assets	1	1
<b>Current Assets</b>	<b>1,103</b>	<b>927</b>
Inventories	218	248
Financial assets		
i. Investments	503	333
ii. Trade receivables	279	244
iii. Cash and cash equivalents	48	51
iv. Bank balances	0	0
v. Loans	1	1
v. Other financial assets	3	4
Current tax assets	0	0
Other current assets	52	47
<b>Total Assets</b>	<b>1,391</b>	<b>1,219</b>

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