

**THROUGH ONLINE FILING**

Ref. No.: MMPIL / NSE / 2022-23/23

Friday, the 10 day of June 2022

The Manager, Listing Department,  
**National Stock Exchange of India Limited**  
“Exchange Plaza”, C - 1, Block G,  
Bandra –Kurla Complex, Bandra(East),  
Mumbai– 400051 MH IN

**Sub: Investors Presentation dated 10<sup>th</sup> June 2022 for the Audited Financial Results of the Company for the Financial Year 2021-22 ended 31<sup>st</sup> March 2022.****Ref: NSE Script Code - MMP**

Dear Sir / Madam,

With reference to the captioned subject, kindly find enclose Investor Presentation dated 10<sup>th</sup> June 2022 for the Audited Financial Results of the Company for the Financial Year 2021-22 ended 31<sup>st</sup> March 2022

The aforesaid presentation is also made available on the Company’s website [www.mmpil.com](http://www.mmpil.com).

You are therefore, kindly requested to take note of the same and oblige.

Sincerely,  
**For MMP Industries Limited**



.....  
**CS Rakesh M. Kanzode**  
Company Secretary cum Compliance officer

# Leadership & Excellence In Aluminium

INVESTOR PRESENTATION

JUNE 2022





# Agenda

- 1 About MMP Industries
- 2 Business/Industry Overview
- 3 Financial Overview
- 4 Investment Rationale



# About MMP Industries Limited (MMPIL)

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Leading Manufacturer of

- Aluminum Powders (Bhandara, Hingna & Umred)
- Aluminum Foils (Umred)
- Aluminum Conductors / Cables (Bhandara)



# MMPIL at a glance



Leading manufacturer of aluminium powders, aluminium foils and aluminium conductors / cables for various industries like Explosives, Concrete Blocks, Pesticides, Master Batches, Pharmaceuticals, Food packaging and Power Transmission etc.



Large Customer base in diversified industries with strong customer retention and sizeable market share across all segments



Association with Global Industry leader "Toyo Aluminium K.K. Japan" would help in moving up the value chain alongside technological support

## ALUMINIUM POWDERS

CAPACITY	FY 2022 REVENUE CONTRIBUTION
22,000 MTPA	77%

## ALUMINIUM FOILS

CAPACITY	FY2022 REVENUE CONTRIBUTION
5,000 MTPA	18%

## ALUMINIUM CONDUCTORS / CABLES

CAPACITY	FY2022 REVENUE CONTRIBUTION
7,200 MTPA	4%

- Significant investment in development of various grades of Aluminium powders and Pharma grade Packaging Foils.
- Large presence in the Domestic Market across all segments. Exports to countries in Europe and Africa.
- Pioneer in AAC Block segment in construction industry with an extensive range of aluminium powders
- MMPIL has diversified into aluminium foils in 2021 and already recognized as a preferred vendor to the quality sensitive pharma sector.

# Valuable Partners



01

## **MMPIL**

Promoter Holding: 74.48% | Public Holding: 25.52%

02

## **STAR CIRCLIPS & ENGINEERING LTD.**

MMPIL Holding: 26.06% | Promoter Holding: 73.94%

- Largest manufacturer of Circlips, retaining rings and carbon steel fasteners in India
- Portfolio of 800+ products supplied to the Global Automobile industry

03

## **TOYAL MMP INDIA PVT LTD.**

MMPIL Holding: 26.0% | Toyo Holding: 74.0%

- Partnership with Toyo Aluminium K.K. of Japan for aluminium pastes business
- Manufactures high grade specialty aluminium pastes used in automobile, decorative, inks and paint industry

# Leadership Team



**Mr. ARUN BHANDARI**  
Managing Director

Mr. Arun Bhandari, aged 66 years, is a B. Tech in Chemical Engineering from Institute of Technology, Banaras Hindu University, Varanasi with extensive industrial projects, operations, and management experience. Mr. Bhandari started his career as a GET at Shri Ram Chemical Industries, Kota in the year 1977.

Under his management MMPIL has created its niche and become one of the most reputed aluminium powders / foils player in the country.

Mr. Mayank Bhandari, aged 37 years, is son of Promoter Shri Arun Bhandari. He completed his high school education from United World College of South East Asia, International Baccalaureate Diploma 1999-2002. He completed his “Bachelors in Engineering” with Business Management, from the University of Birmingham 2002-2005 and did his M. Sc. Engineering Business Management from University of Warwick in 2006. He has grown up the ladder in the business and his management portfolio includes Marketing/Labour Administration & Operations

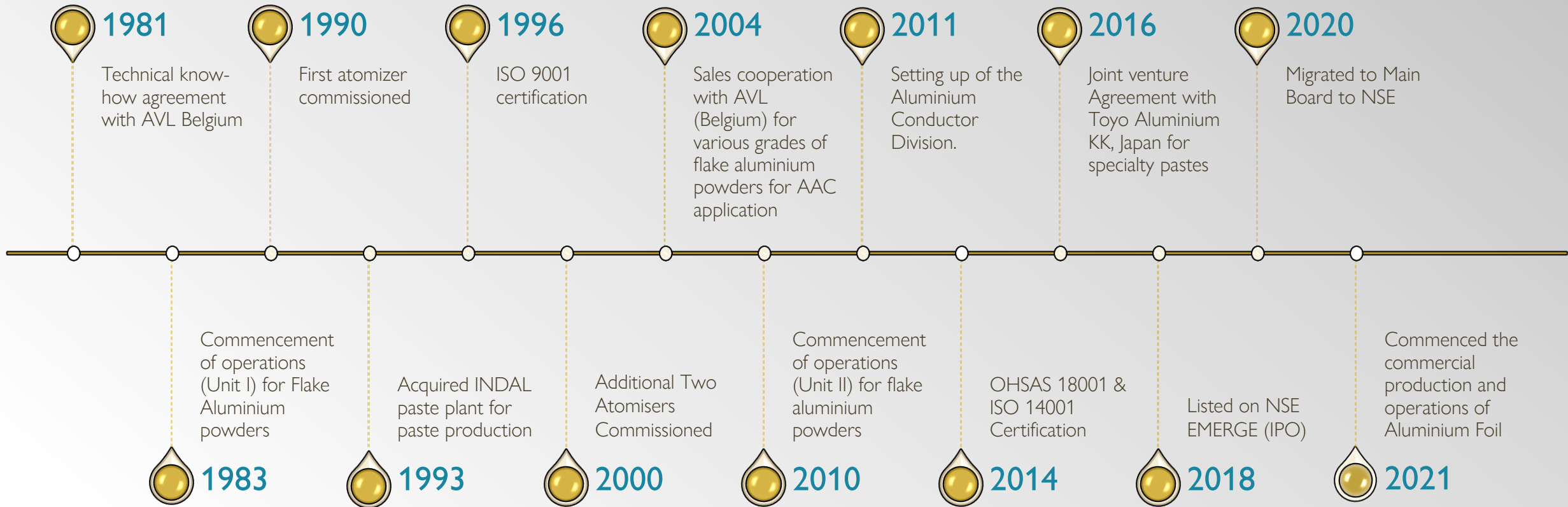
**Mr. MAYANK BHANDARI**  
Director



**Mrs. SAKSHI BHANDARI**  
Member of Promoter Group

Mrs. Sakshi Bhandari, aged 36 years, is wife of Mr. Mayank Bhandari. She completed her high school education from Mahindra United World College of India in 2003 with the International Baccalaureate Diploma. She then completed her integrated undergraduate and postgraduate “Masters in Engineering” in “Manufacturing Engineering & Management” from University of Warwick in 2007. She is a quality assurance specialist trained in the Japanese school of TPM.

# Milestones





# Manufacturing Units

- 3 manufacturing facilities located near Nagpur, Maharashtra
  - Unit I – Maregaon, Dist. Bhandara (aluminium powders and aluminium conductors / cables)
  - Unit II – Hingna, Nagpur (aluminium powders)
  - Unit III – Umred, Dist. Nagpur (aluminium powders and foils)
- Company owns 100 acres land bank out of which currently 40 acres is utilized, and balance is for future activities.
- Plant is ISO 9001:2015, ISO 14001:2015 and ISO 45001 : 2018 (IMS) Certified

Division	Capacity (MTPA)		
	Installed FY22	Upcoming FY23	Total
<b>Powders</b>			
Atomised	12,000	--	12,000
Pyro & Flakes	9,600	1,400*	11,000
Leafing	300	--	300
<b>Foils</b>			
Rolling Mill Section	3,600	4,800#	8,400
Conversion Section	3,600	--	3,600
<b>Conductors/Cables</b>	7,200	--	7,200
*Already Commissioned in Q1 FY23 #Expected in Q4 FY23.Project underway			

**Strategic location in Central India with proximity to the manufacturing hub for all the key end user industry segments**

# Product Portfolio

Revenue share by end user

## EXISTING BUSINESS

### ALUMINIUM POWDERS

CAPACITY : 22,000 MTPA

**Revenue Share: 77%**

End User	Grade wise Revenue Share
Explosives/ Mining	31.0 %
Concrete/ AAC Blocks	27.6 %
Alphos/ Pesticides	23.4 %
Pyro/ Fireworks	3.0 %
Atomized Powder/ Diverse	15.0 %

### ALUMINIUM FOILS

CAPACITY : 5,000 MTPA

**Revenue Share: 18%**



### ALUMINIUM CONDUCTORS/CABLES

CAPACITY : 7,200 MTPA

**Revenue Share: 4%**

### OTHERS

**Revenue Share: 1%**

# Marquee Customers (Powders)





# Marquee Customers (Foils)



The background of the slide is a photograph of a large industrial facility, likely a steel mill or warehouse. In the foreground and middle ground, there are numerous large, tightly coiled rolls of metal, possibly steel or aluminum, stacked in rows. The rolls are dark and have a metallic sheen. In the background, the complex structure of the industrial building is visible, with various beams, pipes, and machinery. The lighting is somewhat dim, with some bright spots from overhead lights. The overall color palette is dominated by greys, blues, and metallic tones.

# Business & Industry Overview

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# Aluminium Powders

- Set up its first capacity in 1983 for aluminium powders in technical collaboration with a Belgium company Ets. Andre Van Lerberghe (now called AVL Metal Powders)
- Aluminium Pyrotechnic & Flake powder capacity has grown from 300 MTPA in 1983 to 9,600 MTPA over the period. In addition, Atomized powder capacity is 12,000 MTPA (captive use 8000-9000 MTPA)
- Aluminium powders (pyrotechnic flake and atomized) are used in many industrial sectors like Infrastructure, construction (via AAC blocks) and mining (via slurry explosives), Agriculture (via pesticides), Defence (via ammunition) etc.



End User Industry



## EXPLOSIVE INDUSTRY

It is a sensitizer in the production of explosives and provides the energy for explosion and blasting power



## CONSTRUCTION (AAC BLOCK)

- Aluminium is used as an aeration agent in AAC production worldwide. Quality of aluminium powders plays a vital role in AAC density and compressive strength
- Quality of MMP's aluminium powders is very well recognized in the AAC industry. Large corporate customers like Siporex, Magcrete, HIL, Ultra Tech Cement, BILT etc.



## ALPHOS

- Aluminium phosphide (Alphas) is a fumigant pesticide and aluminium powder is a major constituent in this product
- MMPIL is the market leader supplying 80% requirement of Top 4 Alphas manufacturers



# Aluminium Foils

- Integrated foil project for making bare foil, converted foil (coated, laminated, printed)
- Building designed to enable doubling of capacities of all sections with moderate incremental investment in machinery only
- Approved Vendor to major Pharma Companies



## PHARMACEUTICALS

Plain and printed blister & strip packaging in the pharma industry



## FOOD PACKAGING

Chocolates and household edibles



## HOME FOILS/ CONTAINERS

Kitchen foil, casseroles etc.

# Aluminium Conductors / Cables

- MMPIL offers transmission and distribution conductors that are used for overhead transmission of power
- Considering growing demand Company has set-up a forward integration capacity of Aerial Bunch Cables



TOTAL  
INSTALLED  
CAPACITY

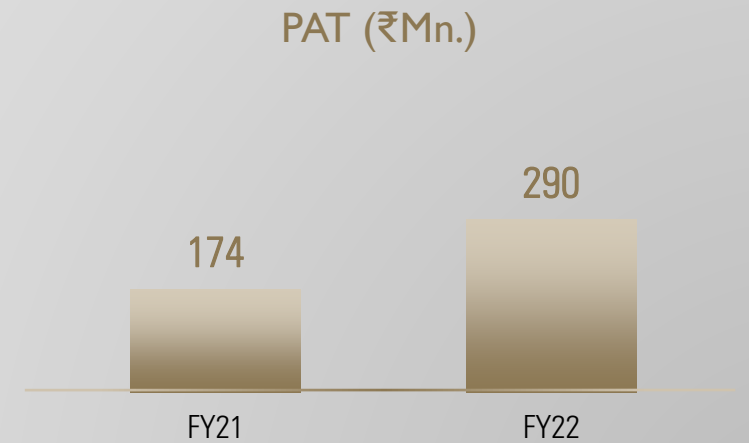
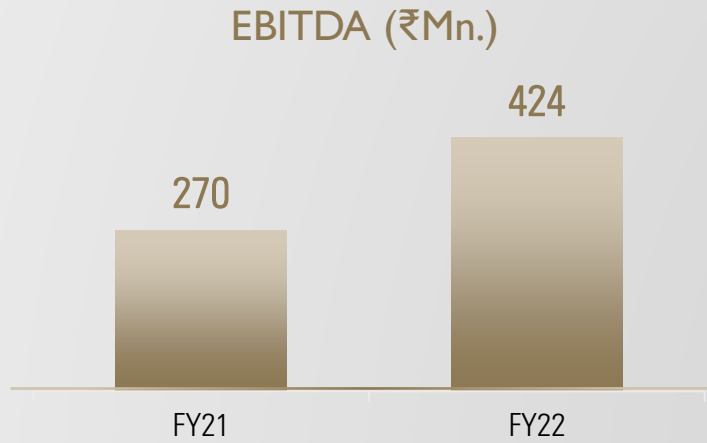
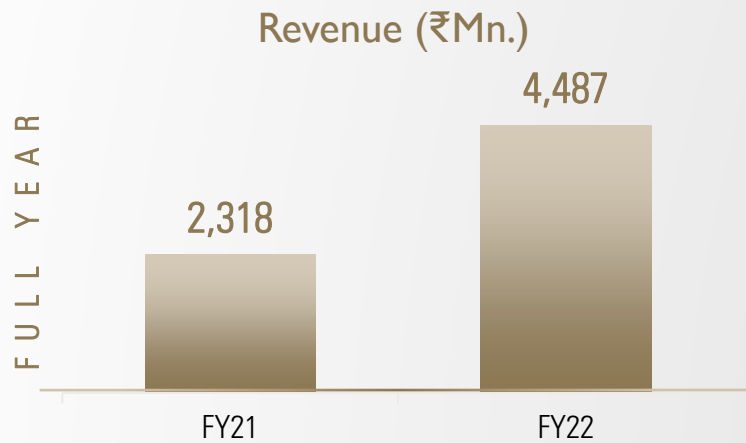
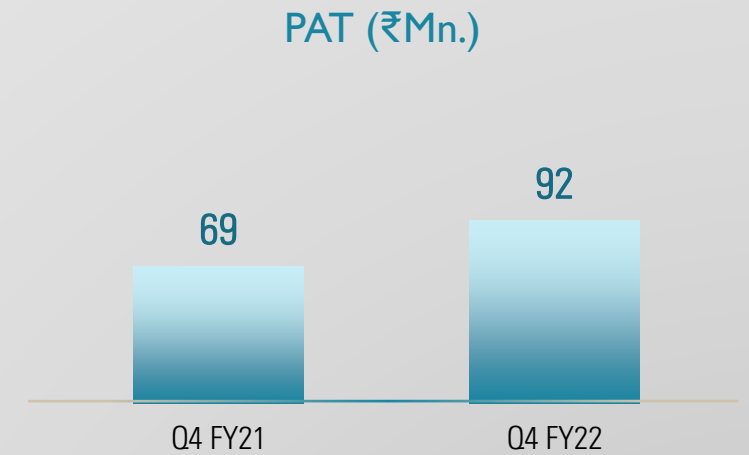
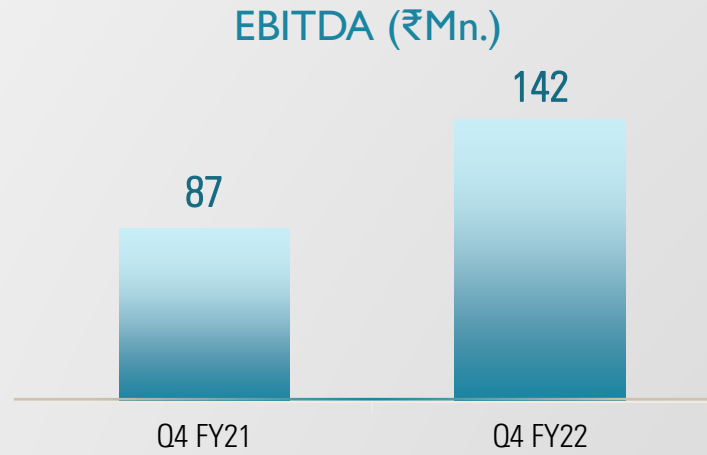
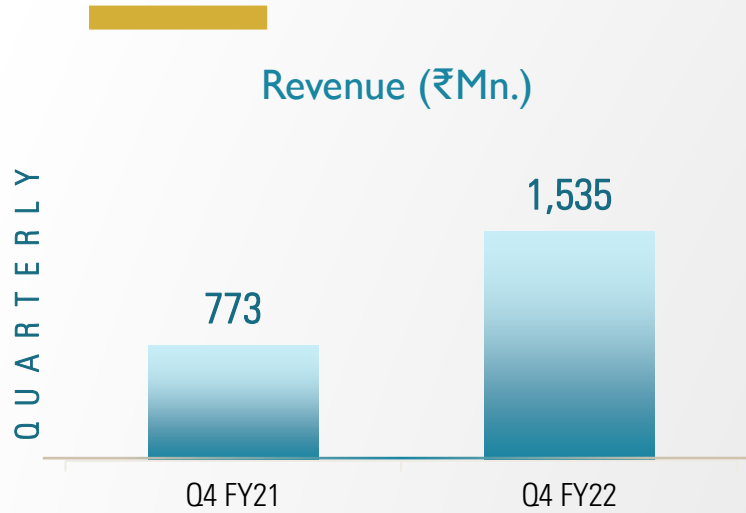
**7200**  
**MTPA**

A low-angle, upward-looking photograph of several tall skyscrapers reaching towards a cloudy sky. The image is overlaid with a semi-transparent blue filter. The text 'Financial Overview' is prominently displayed in white on the left side, with a short yellow horizontal line underneath the word 'Overview'.

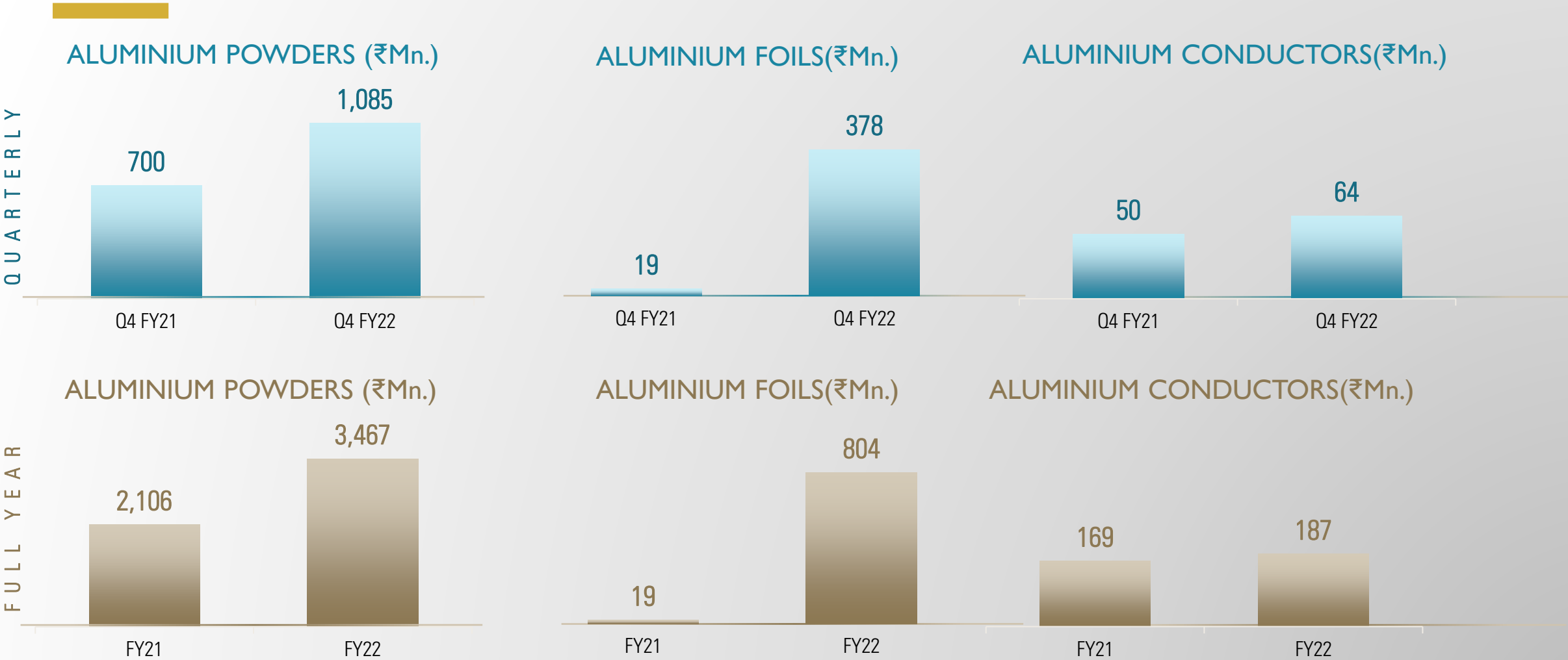
# Financial Overview



# Financial Highlights



# Segmental Performance(Revenue)



# Consolidated Income Statement

Particulars (₹ Mn)	Q4FY22	Q3FY22	Q4FY21	FY22	FY21
<b>Total Income</b>	1,535	1,165	773	4,487	2,318
Total Expenses	1,393	1,067	686	4,064	2,048
<b>EBITDA</b>	142	98	87	424	270
<b>EBITDA Margin (%)</b>	9%	8%	11%	9%	12%
Finance Cost (Net)	10	12	6	36	17
Depreciation	17	16	13	63	45
<b>PBT</b>	115	70	68	324	208
Share of Profit / (Loss) of Associates	8	12	17	46	17
Tax	31	16	16	80	50
<b>PAT</b>	92	66	69	290	174
<b>PAT Margins (%)</b>	6%	6%	9%	6%	8%



# Historical Consolidated Balance Sheet

Particulars (₹Mn)	FY22	FY21
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, Plants and Equipments	1,465	1,110
Intangible Assets	7	9
Capital Works in Progress	38	290
Financial Assets		
-Investments	289	218
-Other Financial Assets	83	88
Other Non-Current Assets	98	13
<b>Total Non-Current Assets</b>	<b>1,980</b>	<b>1,728</b>
<b>Current Assets</b>		
Inventories	769	496
Financial Assets		
-Trade Receivables	518	390
-Cash and Cash Equivalents	2	4
-Other Balances with Banks	0	47
-Other Financial Assets	10	13
Other Current Assets	72	33
Current Tax Assets (Net)	0	6
<b>Total Current Assets</b>	<b>1,372</b>	<b>988</b>
<b>TOTAL ASSETS</b>	<b>3,351</b>	<b>2,717</b>

Particulars (₹Mn)	FY22	FY21
<b>EQUITY AND LIABILITIES</b>		
<b>Shareholder's funds</b>		
Share Capital	254	254
Reserves and Surplus	2,126	1,836
<b>Total equity</b>	<b>2,380</b>	<b>2,090</b>
<b>Non-current liabilities</b>		
Financial Liabilities		
-Borrowings	68	3
-Long - Term Financial Liabilities	4	9
Long - Term Provisions	26	24
Deferred Tax Liabilities (Net)	60	43
Other Non - Current Liabilities	11	10
<b>Total Non-current liabilities</b>	<b>169</b>	<b>89</b>
<b>Current liabilities</b>		
Financial Liabilities		
-Borrowings	453	292
-Trade Payables	213	143
-Other Financial Liabilities	97	78
Other Current Liabilities	25	12
Short - Term Provisions	10	9
Current Tax Liabilities (Net)	3	4
<b>Total Current liabilities</b>	<b>802</b>	<b>538</b>
<b>TOTAL LIABILITIES</b>	<b>3,351</b>	<b>2,717</b>

# Investment Rationale

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- Aluminium Foil vertical has began to add great value to the business. This will give a big boost to the top line and the margins over the next year or two. The continuously increasing pharma sector demand will ensure that foils will become the major growth driver to the Company.
- The Joint Venture with Toyo Aluminium has turned around and started adding to the bottom line. We expect good contribution to the margins in the near future.
- Star Circlips & Engineering continues to sustain momentum in growth after the COVID-19 Pandemic. Revenue and Margin growth are likely to be sustained/improved in the coming years due to robust demand in the export and domestic markets.
- Strong financial track record and stability with almost zero debt in the books.
- Large Customer base in diversified industries with strong customer retention, generous market share and tremendous goodwill for brand MMP.





# Thank You

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For further information, contact:

Sharad Khandelwal  
CFO, MMP Industries Ltd  
E: [sharadk@mmpil.com](mailto:sharadk@mmpil.com)

Siddesh Chawan  
Ernst & Young LLP / Investor Relations  
E: [Siddesh.Chawan@in.ey.com](mailto:Siddesh.Chawan@in.ey.com)