



EARNINGS PRESENTATION – Q3/9M FY16

Overview

- Electrosteel Castings Ltd. was incorporated in 1955 and is a pioneer in the manufacturing of Ductile Iron Pipes (DI Pipes) in India
- The company's headquarter at Kolkata India, and has three backward integrated manufacturing facilities across India
- The company is listed on both NSE and BSE and with a market capitalization of around INR 8 Bn as on 31st December, 2015.

Business Mix

- **Ductile Iron Pipes (DI)** – Capacity of 280,000 TPA,
- **Cast Iron Pipes (CI)** – Capacity of 90,000 TPA
- **DI Fittings**– Capacity of 12,200 TPA.

Clients

- Various government bodies in India and large marquee companies like Larsen & Toubro, Pratibha Industries etc.
- ECL also has established a strong foothold in the international markets. It caters to a large customer base in 35 countries spread across the Indian subcontinent, South East Asia and the Middle East, Europe, USA, South America and Africa.

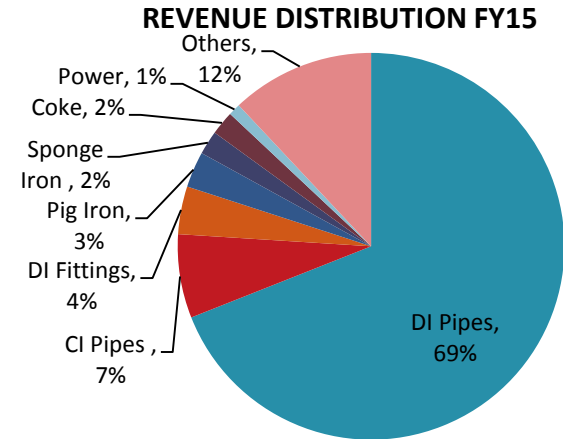
FY15 Financial Highlights

- **Revenue** at INR 21,846 mn*;
- **EBITDA** at INR 3,091 mn; **EBITDA Margin** – 14.15%
- **Net Profit** at INR 727 mn;

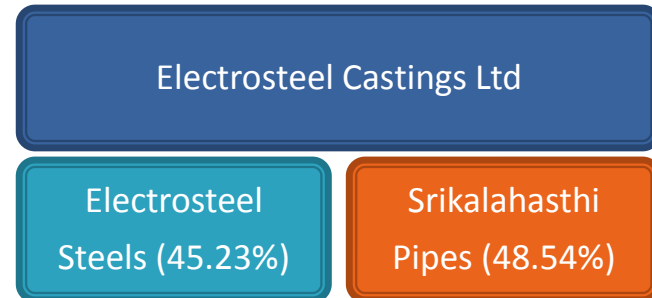
* Including other income

COMPANY OVERVIEW

- Electrosteel Castings Limited was incorporated in the year 1955, and the company setup its first DI Pipes manufacturing facility in 1994, becoming one of the first few manufacturers of DI Pipes in the world.
- The company manufactures Ductile Iron Pipes (DI Pipes), Cast Iron Pipes (CI Pipes) and DI Fittings.
- ECL has a global footprint with an established presence in European Markets, Asia and Middle East, Africa and also exploring into USA.
- The company has backward integration facilities, having it's own iron ore mine in Jharkhand.
- The company has a capacity of 280,000 TPA for DI Pipes, 90,000 TPA for CI Pipes and 12,200 TPA for DI Fittings.



Group Holding Structure



Q3 - FY16 Standalone Performance:

- ▶ Total Income*: INR 5,083 Mn
- ▶ EBITDA: INR 815 Mn
- ▶ EBITDA Margin: 16.03%
- ▶ Net Profit: INR 128 Mn
- ▶ PAT Margin: 2.52%

Q3 - FY16 Key Operational Highlights:

- ▶ Sales volume of DI Pipes increased 8% Q-o-Q
- ▶ Lower RM prices resulted in improved EBITDA margins

9M – FY16 Standalone Performance

- ▶ Total Income*: INR 14,531 Mn
- ▶ EBITDA: INR 2,241 Mn
- ▶ EBITDA Margin: 14.52%
- ▶ Net Profit: INR 350 Mn
- ▶ PAT Margin: 2.46%

** Total Income includes Other Income*

STANDALONE Q3 FY16 INCOME STATEMENT

Particulars (INR Mn)	Q3 FY16	Q2 FY16	Q-o-Q	Q3 FY15	Y-o-Y
Total Income*	5,083	4,549	11.74%	6,217	(18.24)%
Expenses	4,268	3,844	11.00%	5,403	(21.01)%
EBITDA	815	703	15.93%	813	0.19%
EBITDA Margin (%)	16.03%	15.45%	58 bps	13.09%	294 bps
Depreciation	160	160	0.00%	172	(6.87)%
Finance Cost	469	433	8.31%	409	14.67%
PBT	186	110	69.09%	233	(20.07)%
Tax	58	7	728.57%	75	(22.67)%
PAT	128	103	24.27%	158	(18.83)%
PAT Margin (%)	2.52%	2.26%	26 bps	2.54%	(2) bps
EPS	0.36	0.29	24.1%	0.44	(18.18)%

*Total Income includes other income

STANDALONE 9M FY16 INCOME STATEMENT

Particulars (INR Mn)	9M FY16	9M FY15	Y-o-Y
Total Income*	14,531	16,309	(10.90)%
Expenses	12,290	13,979	(12.08)%
EBITDA	2,241	2,330	(3.83)%
<i>EBITDA Margin (%)</i>	15.42%	14.29%	113 bps
Depreciation	477	520	(8.21)%
Finance Cost	1,297	1,117	16.12%
PBT	467	694	(32.67)%
Tax	117	211	(44.45)%
PAT	350	483	(27.54)%
<i>PAT Margin (%)</i>	2.46%	2.96%	(50) bps
EPS	0.98	1.36	(27.94)%

*Total Income includes other income

STANDALONE INCOME STATEMENT

Particulars (INR Mn)	FY12	FY13	FY14	FY15	9M FY16
Total Income*	19,874	20,296	22,066	21,846	14,531
Expenses	18,099	17,443	18,818	18,755	12,290
EBITDA	1,775	2,853	3,248	3,091	2,241
EBITDA Margin	8.93%	14.06%	14.72%	14.15%	15.42%
Depreciation	543	531	530	674	477
Finance Cost	1,006	1,112	1,358	1,453	1,297
PBT	226	1,210	1,360	964	467
Tax	-198	238	354	237	117
PAT	424	972	1,006	727	350
PAT%	2.21%	5.02%	4.60%	3.33%	2.46%
EPS	1.3	2.98	3.02	2.05	0.98

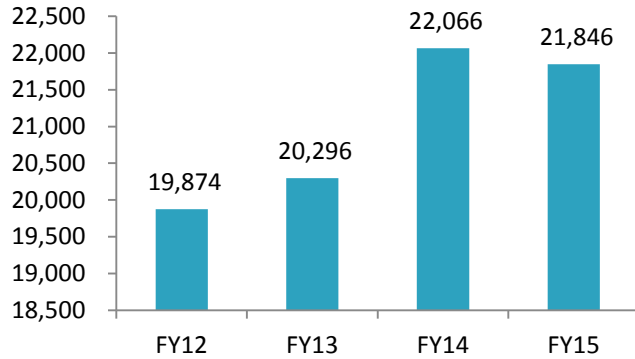
*Total Income includes other income

STANDALONE BALANCE SHEET

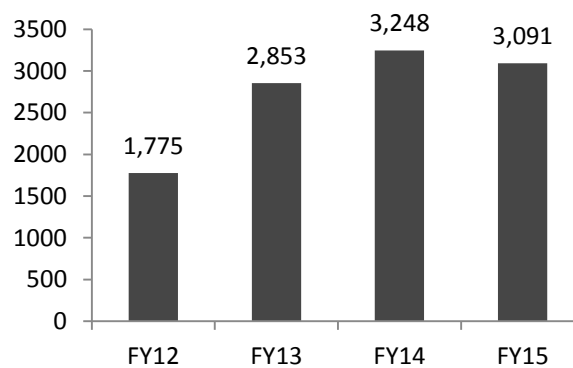
Equity and Liabilities (INR Mn)	FY14	FY15	H1 FY16	Assets (INR Mn)	FY14	FY15	H1 FY16
Shareholders Fund				Non Current Assets			
Share Capital	344	357	357	Fixed Assets			23,873
Reserve and Surplus	24,129	24,691	24,913	Tangible Assets	10,924	11,064	N.A
Share application money pending Allotment	-	-	-	Intangible Assets	22	24	N.A
Total Shareholders Fund	24,472	25,048	25,270	Capital Work in progress	12,108	12,784	N.A
Non Current Liability				Intangible Assets under development	-	-	-
Long term Borrowing	15,155	12,844	11,917	Total Fixed Assets	23,054	23,872	23,873
Deferred Tax Liabilities	351	309	299	Non Current Investments	10,324	12,586	12,586
Other Long term Liabilities	50	8	19	Long Term Loans and Advances	2,887	213	211
Long term provision	151	130	132	Other non-- currents assets	128	34	35
Total Non Current Liability	15,707	13,291	12,367	Current Assets			
Current Liabilities				Current Investments	676	72	41
Short Term Borrowing	6,865	8,102	8,616	Inventories	5,568	4,958	4,392
Trade Payable	3,047	2,194	1,680	Trade Receivable	6,169	5,803	5,621
Other current Liabilities	3,426	5,194	3,890	Cash	2,288	2,102	634
Short Term Provision	563	789	662	Short term loans and Advances	1,924	3,651	3,465
Total Current Liabilities	13,901	16,280	14,848	Other current Assets	1,063	1,326	1,627
Total	54,080	54,618	52,485	Total Current Assets	17,687	17,913	15,780
				Total	54,080	54,618	52,845

STANDALONE FINANCIAL SUMMARY

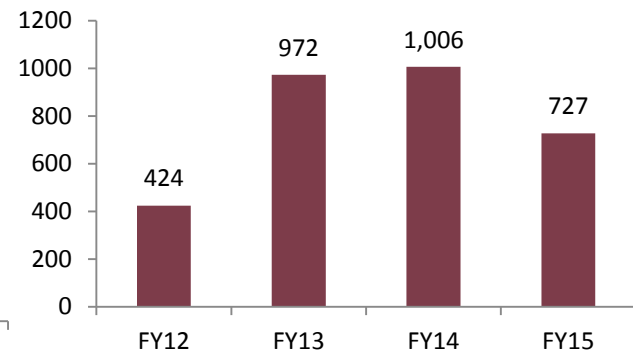
Revenue (INR MN)



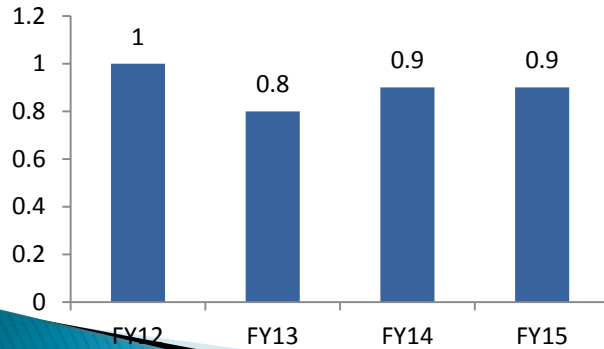
EBITDA (INR MN)



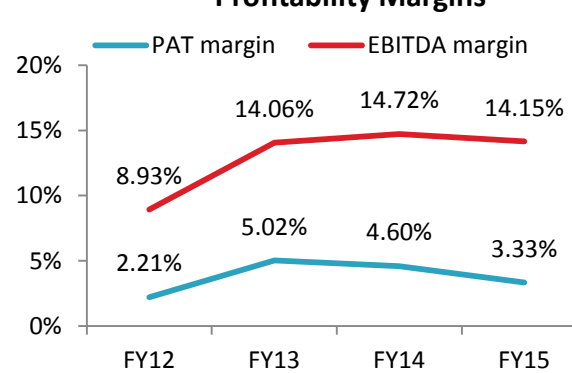
PAT (INR MN)



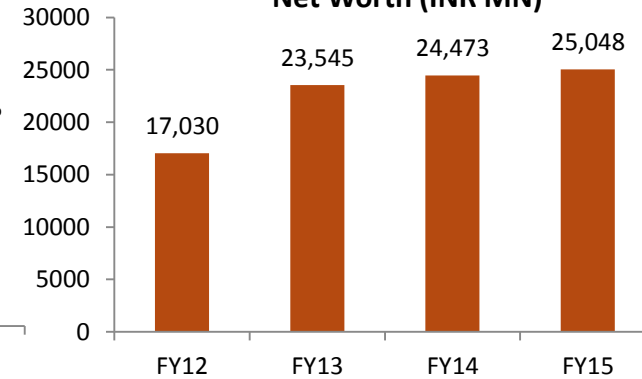
Net D/E



Profitability Margins

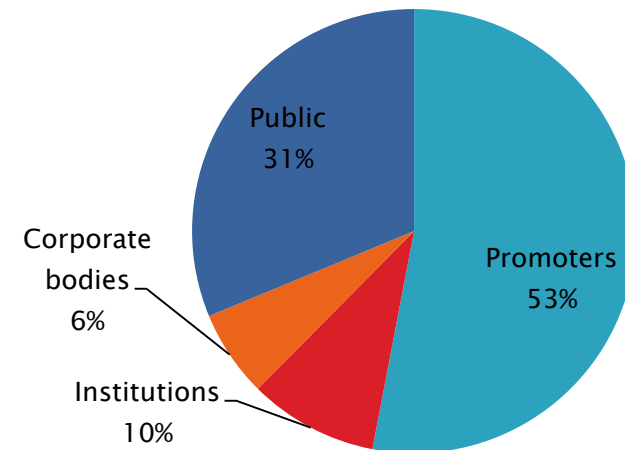


Net Worth (INR MN)



Price Data (As on 31 th December, 2015)	INR
Face Value	1
Market Price	22.70
52 Week H/L	27.20/15.05
Market Cap (INR Mn)	8,102
Equity Shares Outstanding (Mn)	356.95
1 Year Avg. Trading Volume ('000)	350

Shareholding Pattern as on 30th September



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Thank You