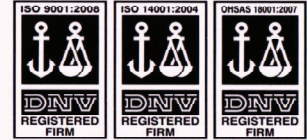


MANUFACTURER OF ELECTRICAL CONTACTS FOR LOW, MEDIUM & HIGH VOLTAGE SWITCHGEAR INDUSTRY

MODISON
METALS LIMITED

33 - NARIMAN BHAVAN, 227 - NARIMAN POINT,
MUMBAI - 400 021. INDIA
TEL : +91-22-2202 6437 FAX: +91-22-2204 8009
E-MAIL : sales@modison.com WEB : www.modison.com
CIN NO : L51900MH1983PLC029783



MML/2017D/386
February 27th, 2017.

BSE Limited
Corporate Relationship Department,
Rotunda Building, 1st Floor,
New Trading Ring,
P.J. Towers, Dalal Street,
Mumbai-400 001.

Dear Sir,

Ref : MODISON METALS LTD – SCRIP CODE 506261.

Sub : Investor Presentation.

We are enclosing herewith the Investor Presentation of the Company.

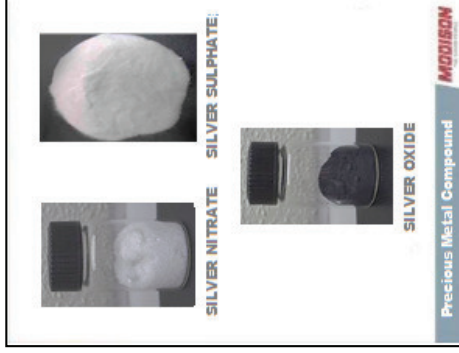
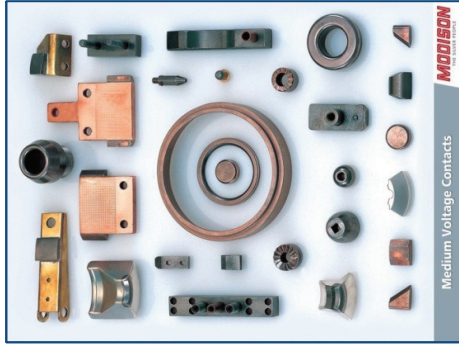
Kindly acknowledge receipt of the same.

Thanking you,

Yours truly,
For MODISON METALS LIMITED,

COMPLIANCE OFFICER
Encl: As above.

MODISON
THE SILVER PEOPLE



One stop Solution for LV, MV and HV electrical contacts globally

MODISON
THE SILVER PEOPLE

Disclaimer

This presentation contains certain forward looking statements concerning Modison's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, government policies and actions with respect to investments, fiscal deficits, regulations, etc., interest and other fiscal costs generally prevailing in the economy. Past performance may not be indicative of future performance.

The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company

Contents



Introduction

Executive Summary

Business Overview

Product Portfolio

Manufacturing Facility

Financial Performance

Way Forward

A leading global player in the electrical contacts industry



- Product range covering contacts for entire range of switchgears upto 1100kV
- Market leadership in India, with near monopoly in HV segment
- Modern, integrated & global-scale manufacturing facilities
- Long-term supply relation with most leading global switchgear players
- Sound technology base with history of successful product development
- Strong financial track record
- Attractive growth prospects backed by new product launches

Modison is one of the 3 organised global players with access to LV, MV & HV technology



Modison Metals limited



Founder Mr G L Modi



Revenue

170 Crore

Number of Employees

247

Corporate Office

Nariman Point ,Mumbai

Manufacturing Facility

Vapi

180 Km from Mumbai

Ownership

Public

Listed in BSE

Who We Are...

Foremost Electrical Contacts company in India

Leader in LV ,MV and HV electrical contacts

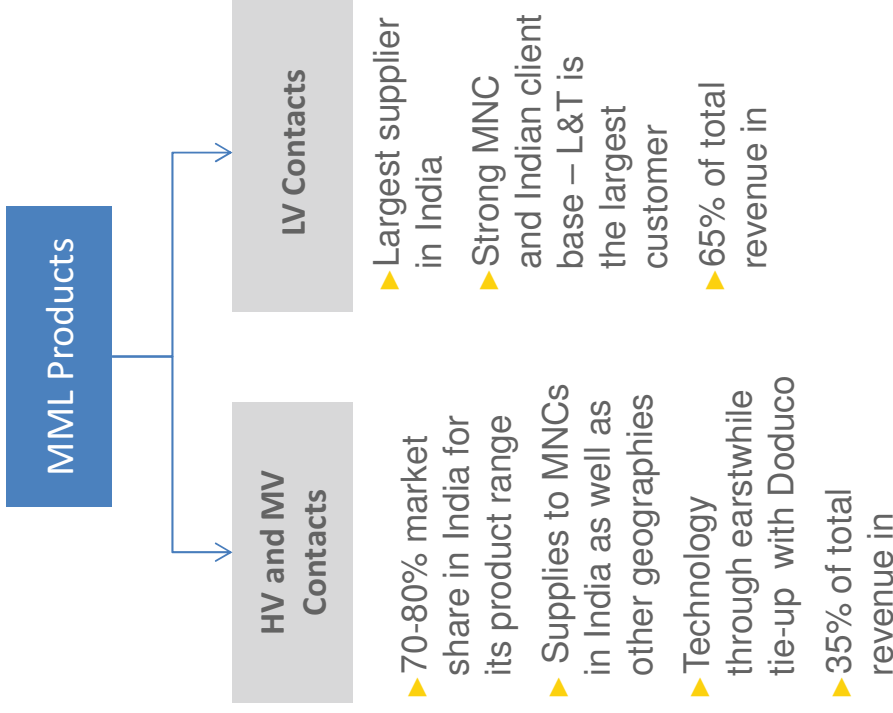
The only company in India with presence in all three segments

Doduco (German) Technology

MODISON
THE SILVER PEOPLE

Introduction

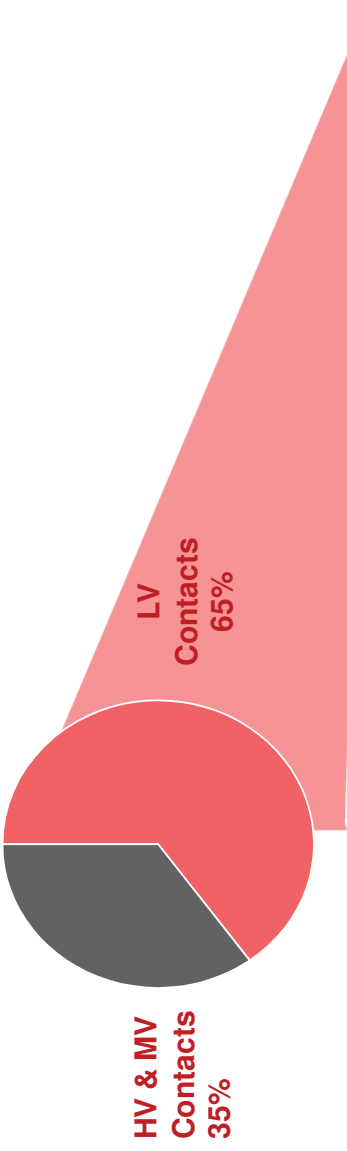
Product Portfolio



- ▶ Modison Metals Limited (“Company” or MML or Modison) is a leading manufacturer and provider of electrical contacts for low, medium and high voltage switchgears in India and internationally
- ▶ The Company was incorporated in 1965 and ventured into electrical contacts in 1978
- ▶ Headquartered in Mumbai, Modison Metals has an integrated manufacturing plant located in Vapi, Gujarat in western India
- ▶ Current installed capacity of 250 thousand arcing contacts for HV as well as 33 tonnes per annum of LV contacts at its Vapi plant
- ▶ Modison has strong technical capabilities backed by historical technical alliance with renowned global electrical contacts manufacturer, Doduco, Germany
- ▶ Has strong and established customer base including leading global and Indian switchgear manufacturers like GE, ABB, Siemens, L&T Legrand ,Havells and CG ,

Business Segments

Revenue Breakdown



HV & MV Contacts

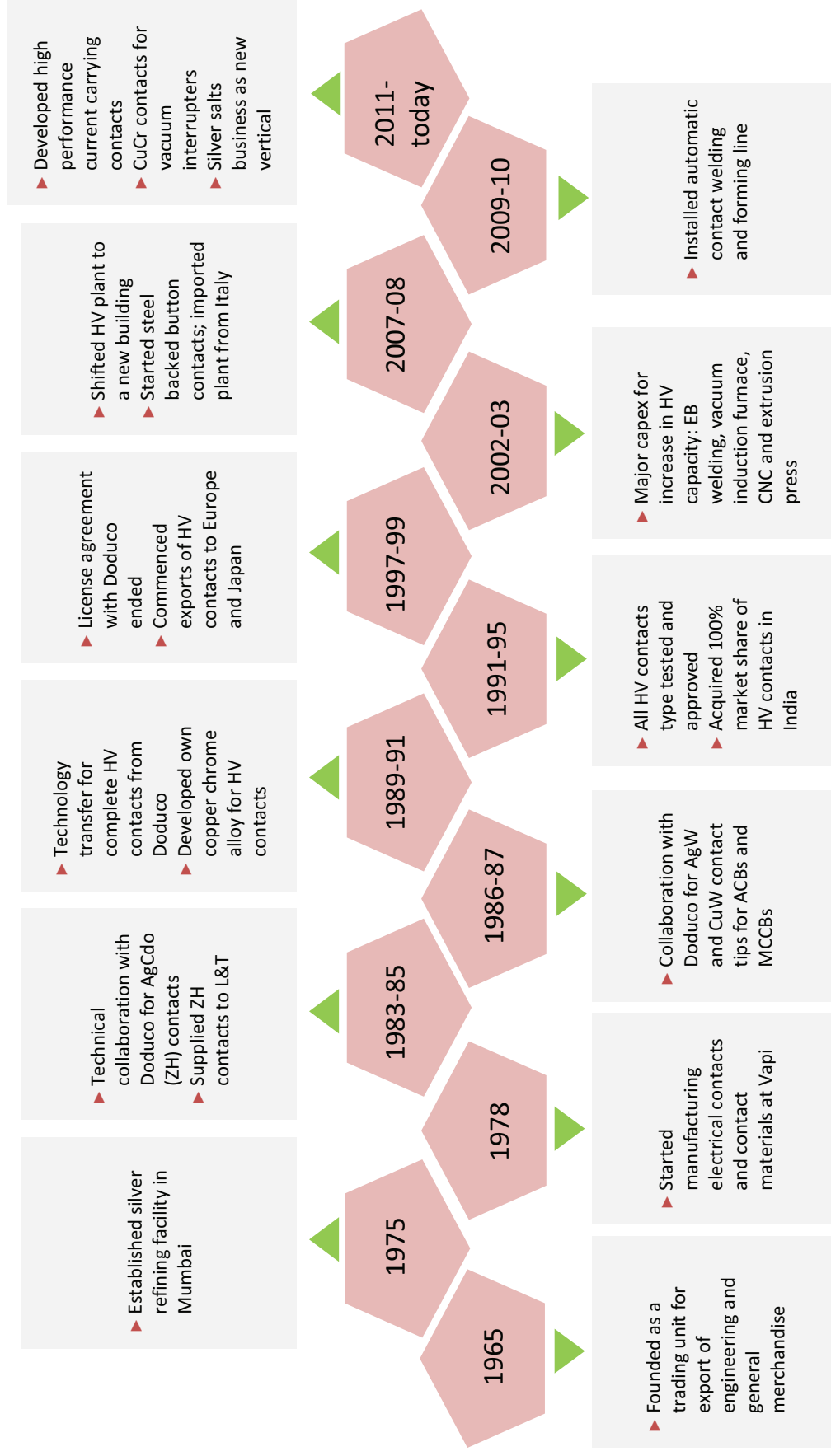
- ☐ 70-80% market share in India for its product range
- ☐ Supplies to MNCs in India as well as other geographies
- ☐ Products include
 - Eutectic Brazing Alloys - For Vacuum Applications
 - Copper Chromium Discs
 - Cast On Plugs and Segments
 - Copper / Copper Zirconium / Copper Chromium / Copper Chromium Zirconium Current Carrying Parts (Non-Arcing Contacts)
 - Copper Tungsten Contacts
 - EB Welded Arcing Contacts
 - Brazed Arcing Contacts

LV Contacts

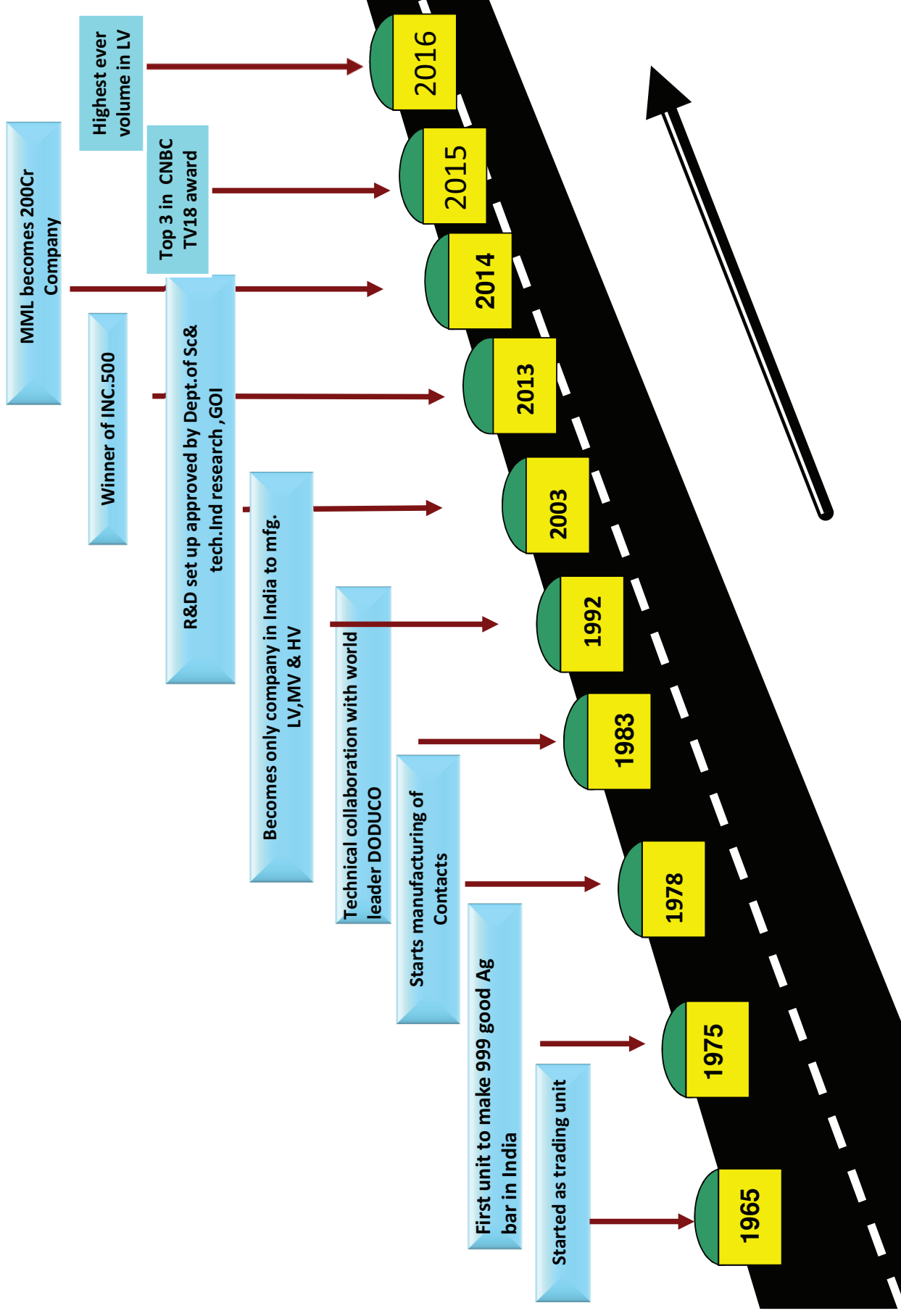
- ☐ Largest supplier in India
- ☐ Strong MNC and Indian client base
- ☐ Products include
 - Silver Tin Oxide Contact
 - Silver Brazing Alloy
 - Dispersion Strengthened Copper
 - Button Contacts – Steel / Ni / Cupro Nickel Backed Contacts
 - Fine Silver - Powder / Granules
 - Rivets - Solid / Bimetal Contacts – CLADCON
 - Silver Cadmium Oxide - Modurit 10 / 12 / 15 ZH
 - Silver Graphite AgC 2~5
 - Silver Inlay / Edgelay / Overlay / Through Lay / Toplay in Copper / Brass
 - Silver Tungsten & Silver Tungsten Carbide Contacts

In FY17 Entered into precious Metals compound business

The Journey



MODISON MILESTONES



Vision ,Mission & Value



VISION

At Modison its our vision to become ENTITY which can provide one stop solution in INDIA and that can manufacture everything under the gambit of electrical contacts for switchgear industry

MISSION

we are committed to meet the expectations of our customers, employees & the stakeholders and continuously evolve ourselves in order to achieve vision

VALUE

Modison shall foster continuous caring culture, While meeting the expectations of Stakeholders, environment and society

Manufacturing Facilities

Manufacturing Facilities



- ❑ Self Sufficient State-of-the-art Refinery
- ❑ Refinery can produce 9999 purity Silver
- ❑ 100% Backward Integrated Set Up
- ❑ R&D Approved by Department of Science & Technology GOI



- ❑ **Location:** NH8, Vapi, Gujarat
- ❑ **Area:** 16,791 sq mtr
- ❑ **Built up:** 11,783 sq mtr

Overview of Manufacturing

- ❑ Integrated operations from silver refining to producing electrical contact materials and finished contacts for low, medium and high tension switchgear all under one roof
- ❑ The manufacturing facility is spread across 16,791 sq mtr of land with a built up area of 11,783 sq mtr
- ❑ The land is owned by Gujarat Industrial Development Corporation (GIDC) leased out to the Company for 99 years
- ❑ Certified by DET NORSE VERITAS for ISO 9001 (Quality), ISO 14001 (Environment) and OHSAS 18001 (Health & Safety)

Current

- ❑ The LV and the HV plants are located in separate buildings
- ❑ Currently, the HV plant has a capacity to manufacture ~250K arching contacts per annum.
- ❑ The LV plant can process upto 33 tones of alloys pa which can be expanded to 40 tones without any capex
- ❑ The plant undergoes stringent audit procedures by its global customers like Siemens and Alstom and OHSAS 18001 (Health & Safety)

CSR (Corporate Social Responsibilities) Activities

Contributing to
PM initiative
BBBP



मोहनलाल मोदी हॉस्पिटल
फतेहपुर- शेखावाटी- सोकर (राजस्थान)



प्रधानमंत्री श्री नरेंद्र मोदी
के बेटी बचाओ अभियान से प्रेरित

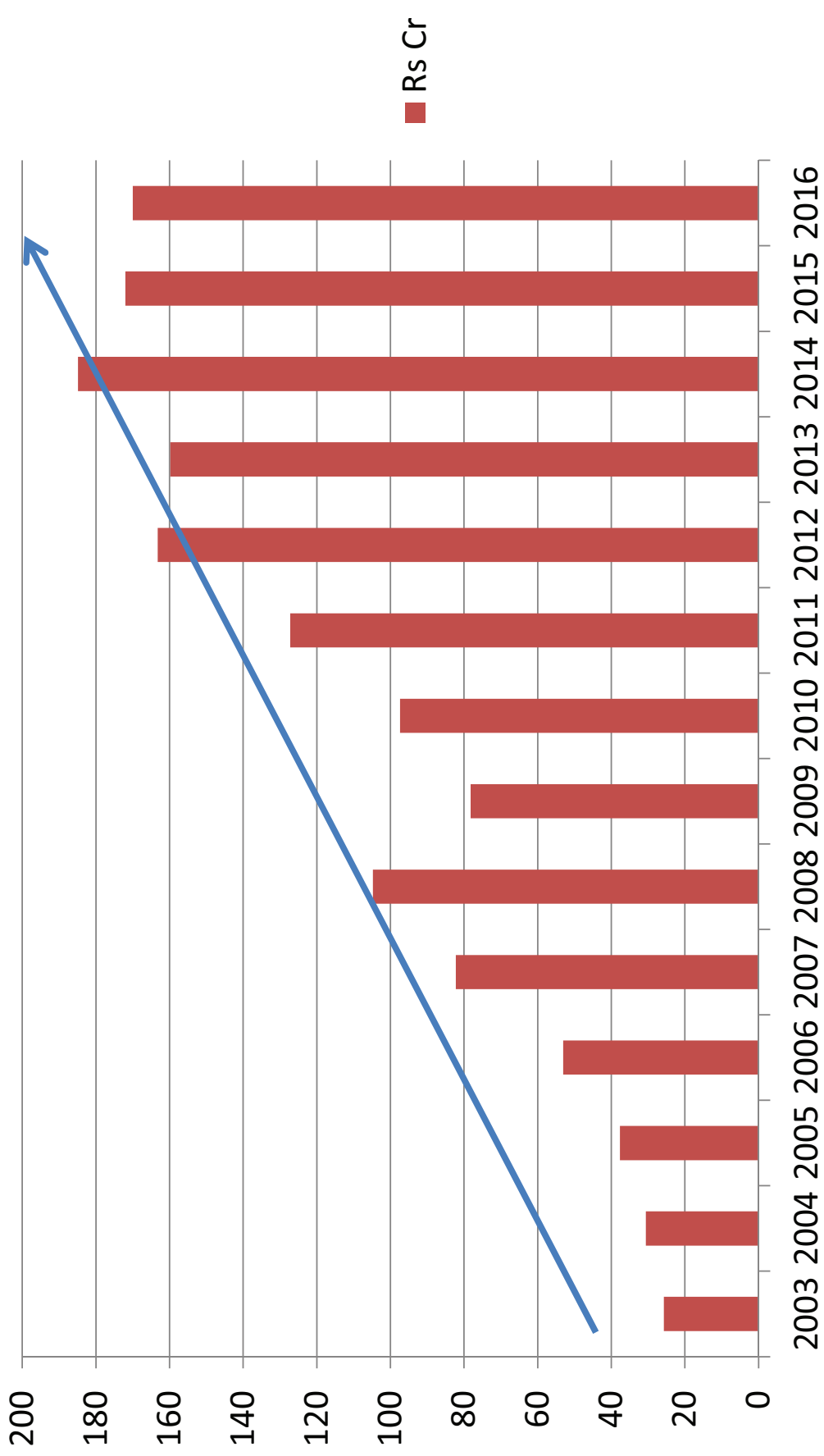
**मोहनलाल मोदी हॉस्पिटल में बेटी के जन्म पर
₹१,०० रुपये का अनुदान**

बेटी लक्ष्मी है, उसको पढ़ाएं!

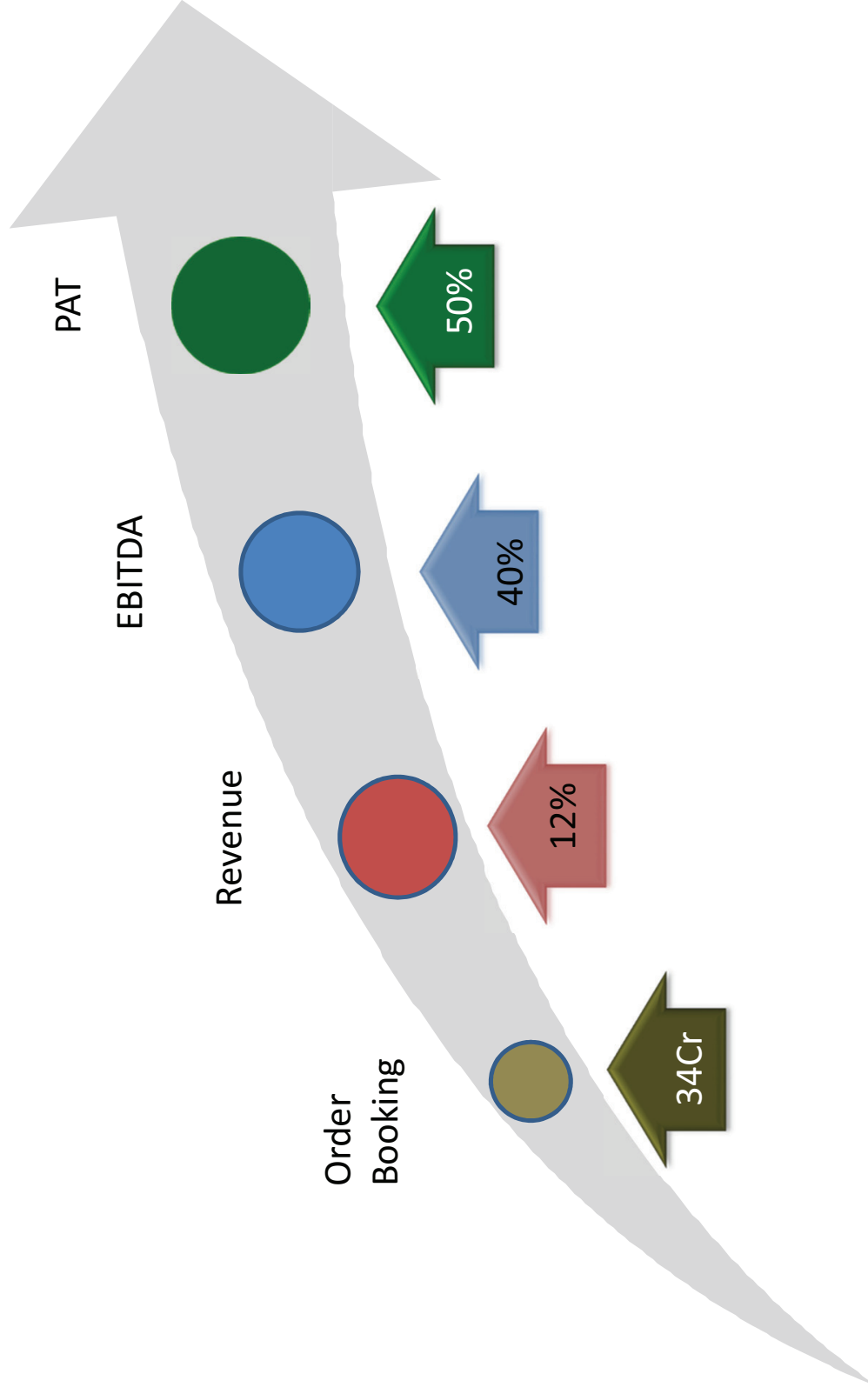
मोदीलाल परिवेद्यम ट्रस्ट, मुंबई
के सौजन्य से
१ जनवरी २०१६

- Runs Modison Charitable Trust
- Built Maternity Hospital
- Donation of 5 beds for TB patients treatment on yearly basis
- Scholarship to Pre Primary needy students

Revenues(Net Sales)



Performance Highlights – till Q3 FY17



Q3FY16	Q3 FY17	% Change	In Rupees	Till Q3 FY16	Till Q3 FY17	% Change	FY16
3,977	4,955	24.59%	Revenue from Operations	12,178	13,630	11.92%	16,818
566	677	19.61%	International Revenue	1,802	2,005	11.27%	2,609
14.23%	13.66%	-0.57%	Revenue %	14.80%	14.71%	0.09%	15.51%
3,025	3,816	26.15%	Mfg, Cons. & Opex (MCO)	9,224	9,945	7.82%	12,616
-	-	-	Finance Cost of Fin. Services and Fin. Lease Activities	-	-	-	-
305	310	1.64%	Staff Costs	865	877	1.39%	1,075
110	137	24.55%	Sales & Admin. Expense (SGA)	371	399	7.55%	539
3,440	4,263	23.92%	Total Opex	10,460	11,221	7.28%	14,230
537	692	28.86%	EBITDA	1,718	2,409	40.22%	2,588
13.50%	13.97%	0.46%	EBITDA Margin	14.11%	17.67%	3.57%	15.39%
-69	-66	-4.35%	Interest Expenses	-255	-212	-16.86%	-334.76
-162	-162	0.00%	Depreciation	-466	-475	1.93%	-637.36
78	213	173.08%	Other Income	214	65	-69.63%	102.90
-131	-242	84.73%	Provision for Taxes	-458	-654	42.79%	-630.26
253	435	71.94%	PAT (Before Exceptional)	753	1,133	50.46%	1,088
253	435	71.94%	Reported PAT	753	1,133	50.46%	1,088

Financial Summary

Rs CR	FY12	FY13	FY14	FY15	FY16	Till Q3 FY17
Net sales	163	160	185	172	169	137
EBITDA	31.62	19.49	28.0	16.75	26.91	24.74
<i>margin (%)</i>	<i>19.5%</i>	<i>12.1%</i>	<i>15.0%</i>	<i>9.75</i>	<i>15.92</i>	<i>18.05</i>
PAT	15.98	6.56	12.18	4.60	10.88	11.48
Net Fixed Assets	54.7	62.0	60.65	59.00	62.00	60.00
Net worth	85.786	88.4	95.8	97.36	104.00	116.00
Total Debt	21.5	23.8	25.62	26.00	21.00	13.00

*

Market Data

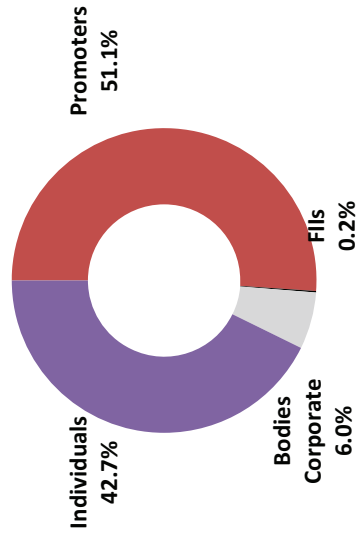
Market Cap Rs 192 Cr

Current share price – Rs 60

52 week low/high – 40.05/67.40

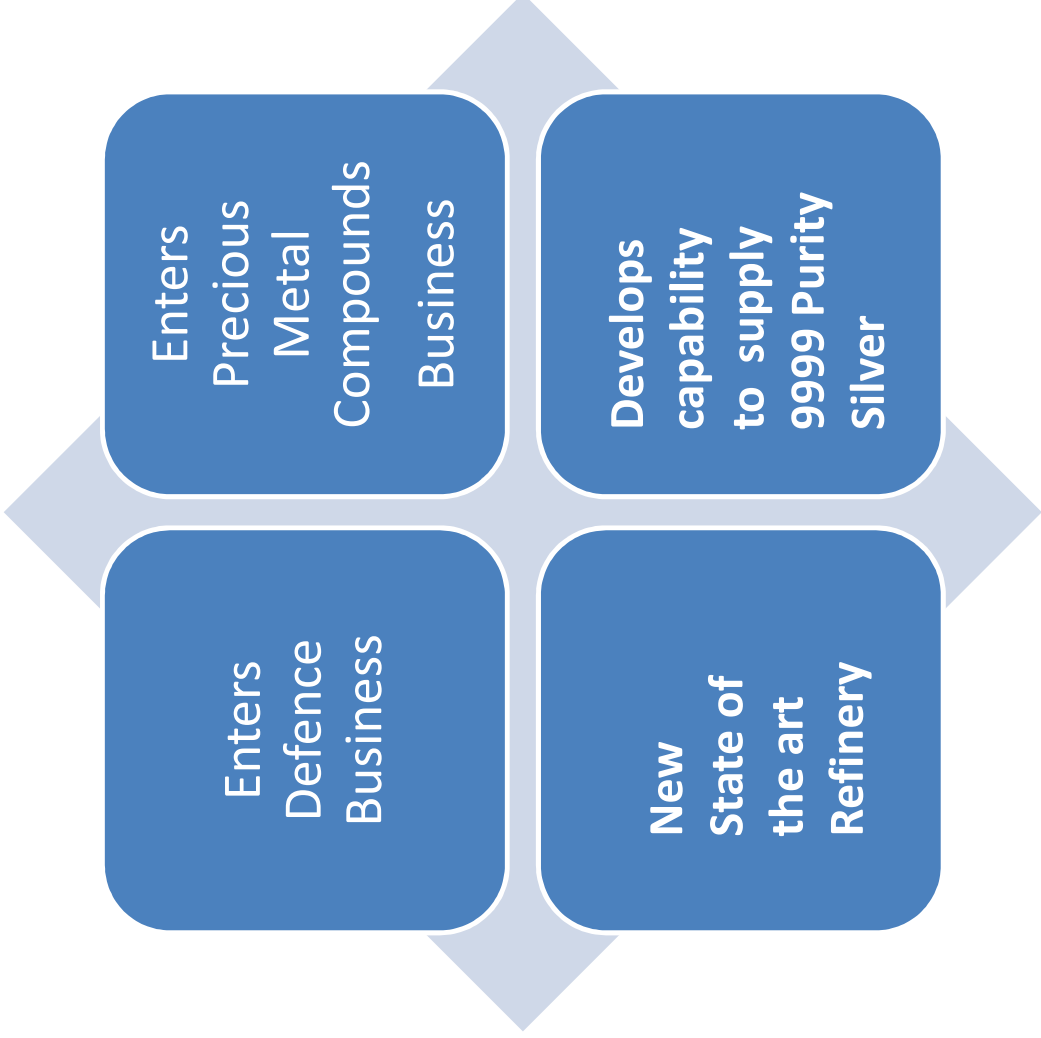
Source: Capitaline

Shareholding pattern



Source: BSE

Milestones of 2016...



TillQ3FY17 – Highlights

- Entered into the business of defence
- Developed a new business vertical of Precious metal compounds
- Two key high impact customers developed
- Potential to reach life science ,fine chemicals & Electro plating industry through new vertical
- Successive 3 years of volume growth in LV segment in spite of muted macro indicators for industry. The momentum in FY17 (tillQ3) sustained

Customer Profile



World's leading players are our customer

Customer Profile – For New PMC Business



ThermoFisher
SCIENTIFIC



SINCE 1957

Grauer & Weil (India) Limited

Mamba Chem Industries
Private Limited



SDFCL
sd fine-CHEM limited
ISO 9001:2008 CERTIFIED COMPANY

HIMEDIA



COVENTYA

Mysore Paints

SINCE 1937

& Varnish Limited

As ISO 9001 - 2008 & 14001:2004 Certified Company



Way Forward

- To Grow the new business Vertical of Silver salts
- To pursue the defence business
- To Develop Silver Powder for PV cell
- To Aggressively pursue new geography of North America



For any further queries please contact

Thank you

Ms Deepashree Dadkar
Company Secretary
33-Nariman Bhavan
227, Nariman Point
Mumbai-400021

Mr Ramesh Kothari
CFO
33-Nariman Bhavan
227, Nariman Point
Mumbai-400021

www.modison.com