

20th July, 2020

1]
The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata- 700 001
Scrip code: 10023915

2]
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai - 400 051
Scrip code: MAITHANALL

**Sub: Investor Presentation on Audited Financial Results
for the year ended on 31st March, 2020**

Dear Sir/Madam,

We are enclosing herewith the Investor Presentation on the Audited Financial Results for the year ended on 31st March, 2020.


This information is submitted to you pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and appropriate dissemination.

Thanking you,

Yours faithfully,

For Maithan Alloys Limited



Rajesh K. Shah
Company Secretary

Encl: a/a

cc: The Corporate Relationship Department
BSE Limited
1st Floor, New Trading Ring, Rotunda Building,
P.J. Towers, Dalal Street, Fort, Mumbai- 400 001
Script Code: 590078



maithan alloys ltd

Investor Presentation

July 2020

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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

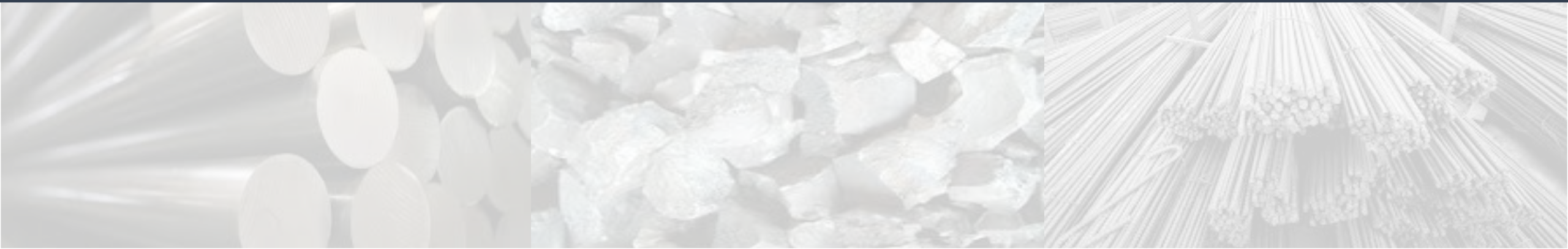
To be India's premiere Alloy Company

- Promising Excellent Shareholder Value
- Nurturing our Employees
- Utmost Commitment to our Customers
- Care for our Communities

VALUES

- Commitment
- Loyalty
- Integrity
- Rigour
- Teamwork

Maintaining the Maithan Edge





Efficiency

Lowest in the Cost Curve
Optimum Capacity Utilization
Higher Tonnage product



Strong Credibility

Strong credibility in the market right from suppliers to end customers



Optimising Facilities for Maximising Returns

Source raw materials based on our product mix which largely remains stable
PPAs with efficient power supplying utilities
Stable Asset turnover ratios with zero debt



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



Expansion Plans

Organic & Inorganic Growth Opportunities

Largest Manufacturer



India's largest Manganese Alloy Producer and Exporter

20 Years Rich Experience

20
years.

Two decades of experience and continuous growth

Niche Products



Basket of the most valuable Techno-Commercial Products

Robust Balance Sheet



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



Increased Stockholder's Return

ROCE Increased by +3,100 bps
ROE Increased by +1,300 bps



Revenue Growth

Increased by +11% CAGR



EBITDA

Increased by +29% CAGR



Profit After Tax

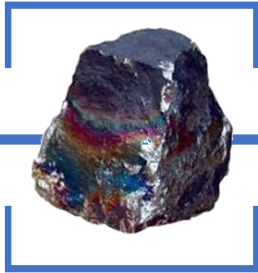
Increased by +64% CAGR



Net Cash

Position of **Rs. 634** Crores as on March 2020

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



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



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

Visakhapatnam (SEZ) 72.0 MVA

- **Smelters:** 4 x MVA 18.0 MVA
- **Products:** Ferro Manganese/ Silicon Manganese
- **Raw Material:** Maganese Ore, Coke, Coal
- **Sourcing:** Imports 90% ; Domestic 10%
- **User Industry:** Steel



Quality remains the core to everything that we do. We achieved the ISO 9001 certification in 2003. This achievement makes a part of a world-recognized Quality Management System that helps us meet the expectations and needs of our customers every time.

Kalyaneshwari 48.75 MVA

- **Smelters:** 2 x 5.0 MVA ; 1 x 6.5 MVA; 1 x 8.25 MVA ; 2 x 12.0 MVA
- **Products:** Ferro Manganese/ Silicon Manganese
- **Raw Material :** Maganese Ore, Coke, Coal
- **Sourcing :** Imports 65%, Domestic 35%
- **User Industry:** Steel



International standard for Health & Safety was achieved by Maithan in 2016. The addition of this certification has been a new feather in our cap-making us stronger and taking our successes a step forward to include the health and safety not only of our processes but also our people.

Byrnihat 16.5 MVA

- **Smelters:** 2 x 8.2 MVA
- **Products:** Ferro Silicon
- **Raw Material:** Quartz, Coke, Coal
- **Sourcing:** Domestic 100%
- **User Industry:** Steel

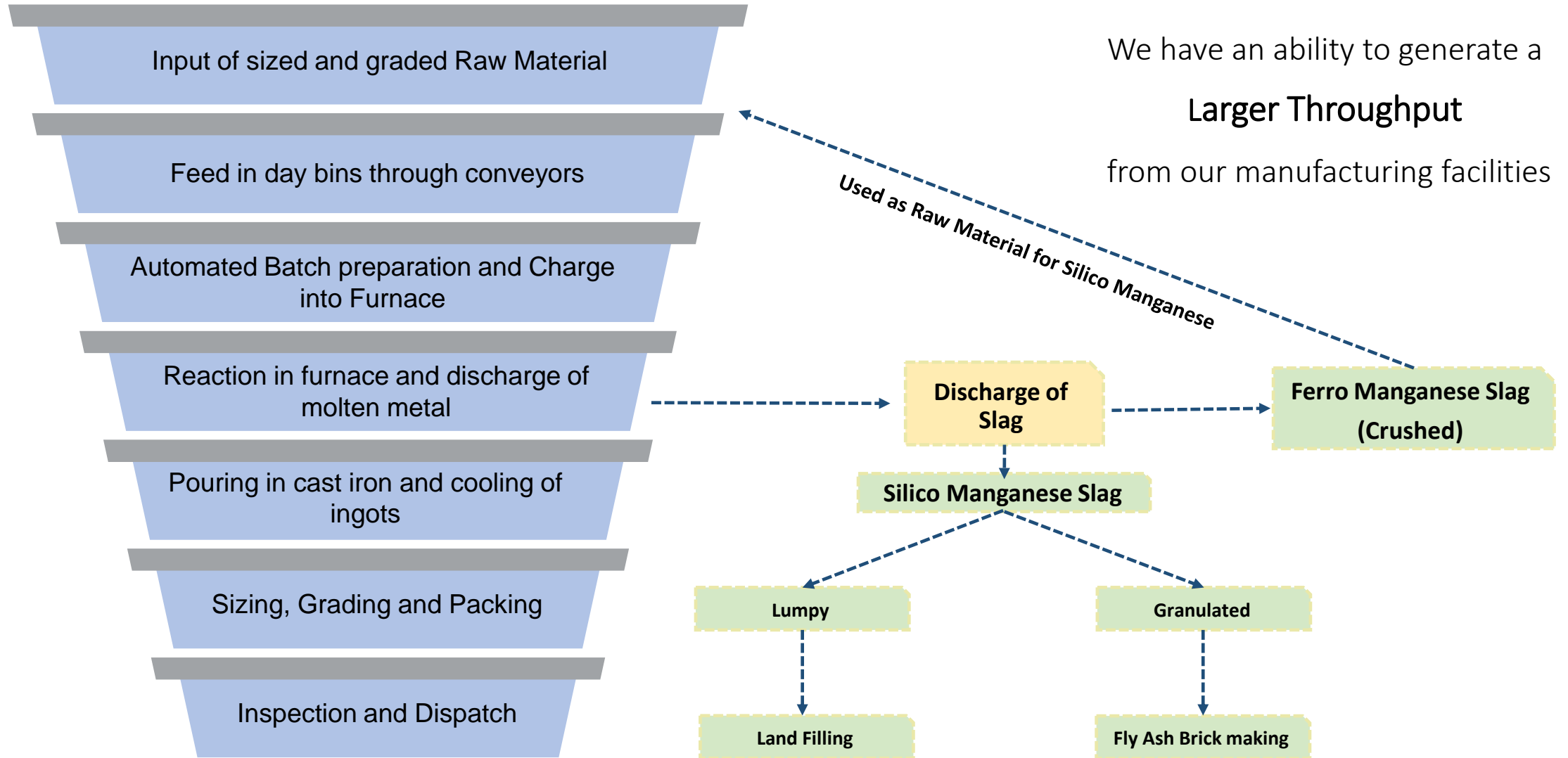


We have already started the processes to be ISO14001 compliant. It's a standard that sets out criteria for an environmental management system. With this certification, we aim to map out a framework that we will follow to set-up an effective environmental management system.

WHY IMPORT ORE ? →

- **Quality Product**
- **Variety of Grades Leading to better Product Mix**
- **Logistic Advantage**

Self Sustaining Business Model



Strong Client Relationships

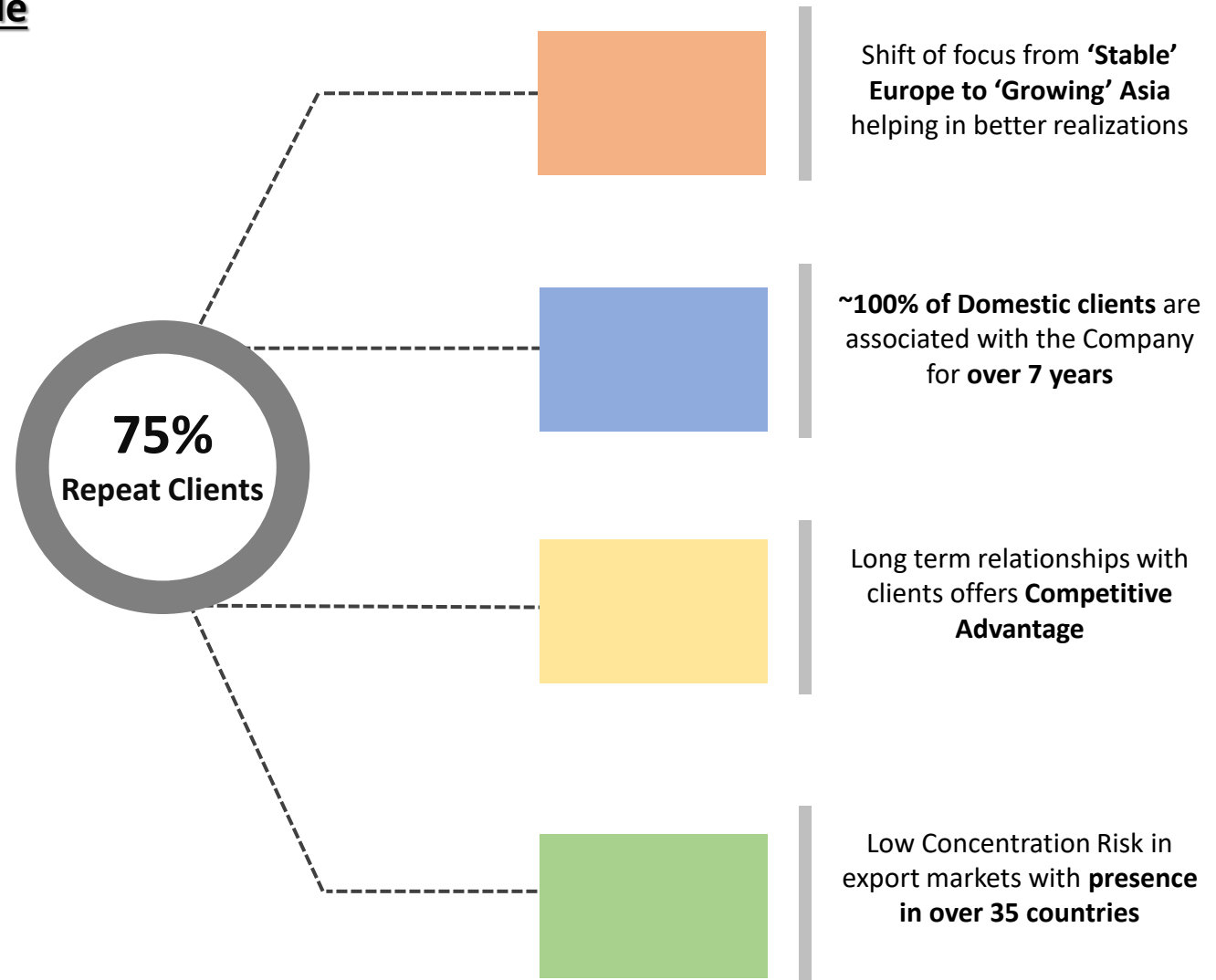
Association with SAIL and JSL being more than a decade



“We are pleased to have formed a partnership with Maithan Alloys and we truly appreciate their commitment to quality and customer service. They have put forth all efforts to accomplish our needs amid out dvnamic priorities and have always delivered to the deadlines set by us.”

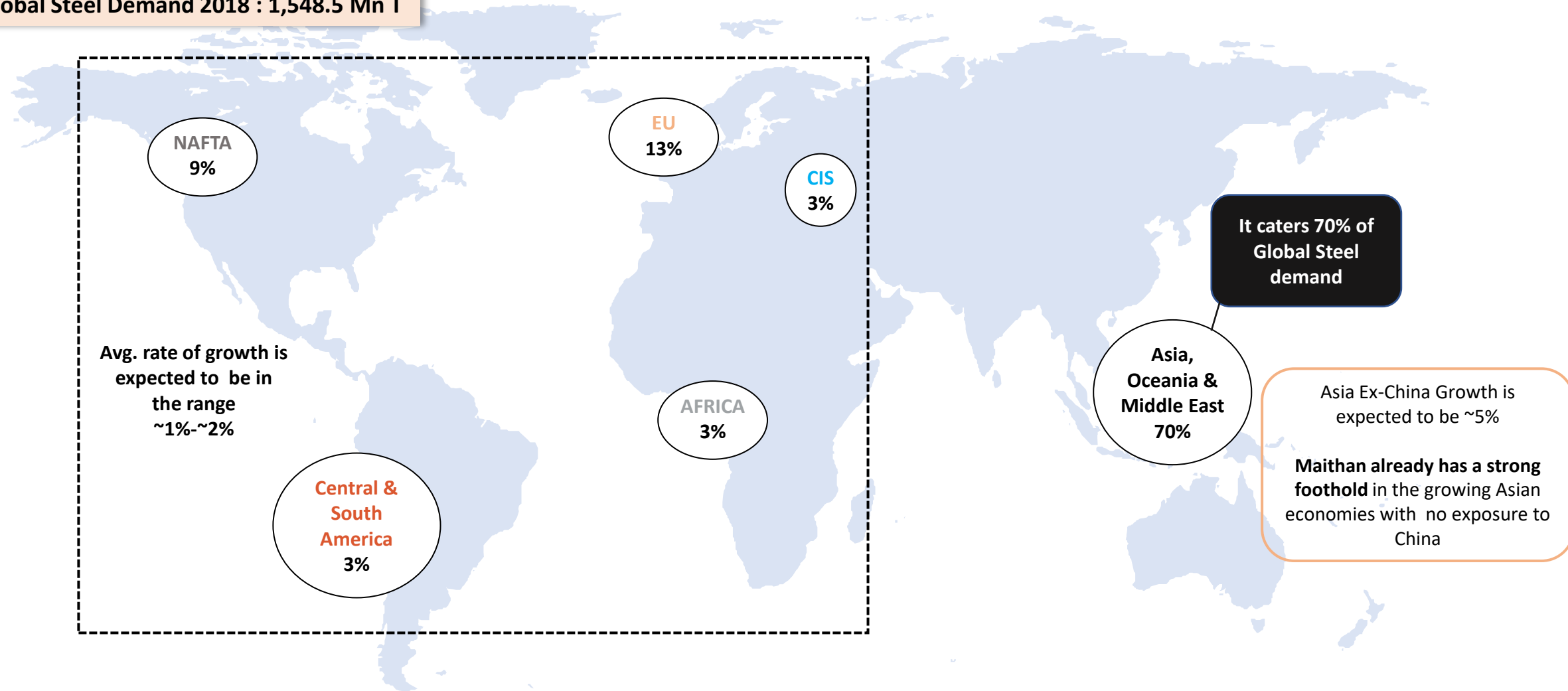


“From the beginning of our association with Maithan Alloy, we found the team to 100% committed to achieving customer service at any cost. M/s. Maithan Alloys are extremely professional and competent. We are very impressed with their ability to include continuous improvement in work processes.”



Asian Economies to drive the Global Steel Demand

Global Steel Demand 2018 : 1,548.5 Mn T



Source: www.worldsteel.org

Note: Data for Global Finished Steel Demand

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



100 % FDI allowed in the mining sector & exploration of metal & non-metal ores under the Automatic Route



2017 Budget outlay of ~ Rs. 4 tn in infrastructure to drive domestic steel consumption



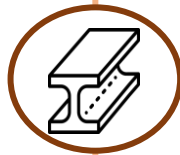
'Housing For All' to drive housing demand thereby benefitting steel industry



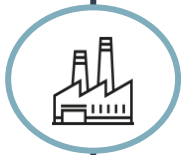
Anti-dumping Duty on Steel Products



India ranks 4th globally in terms of iron ore production



India has become the 2nd largest steel producer in FY19

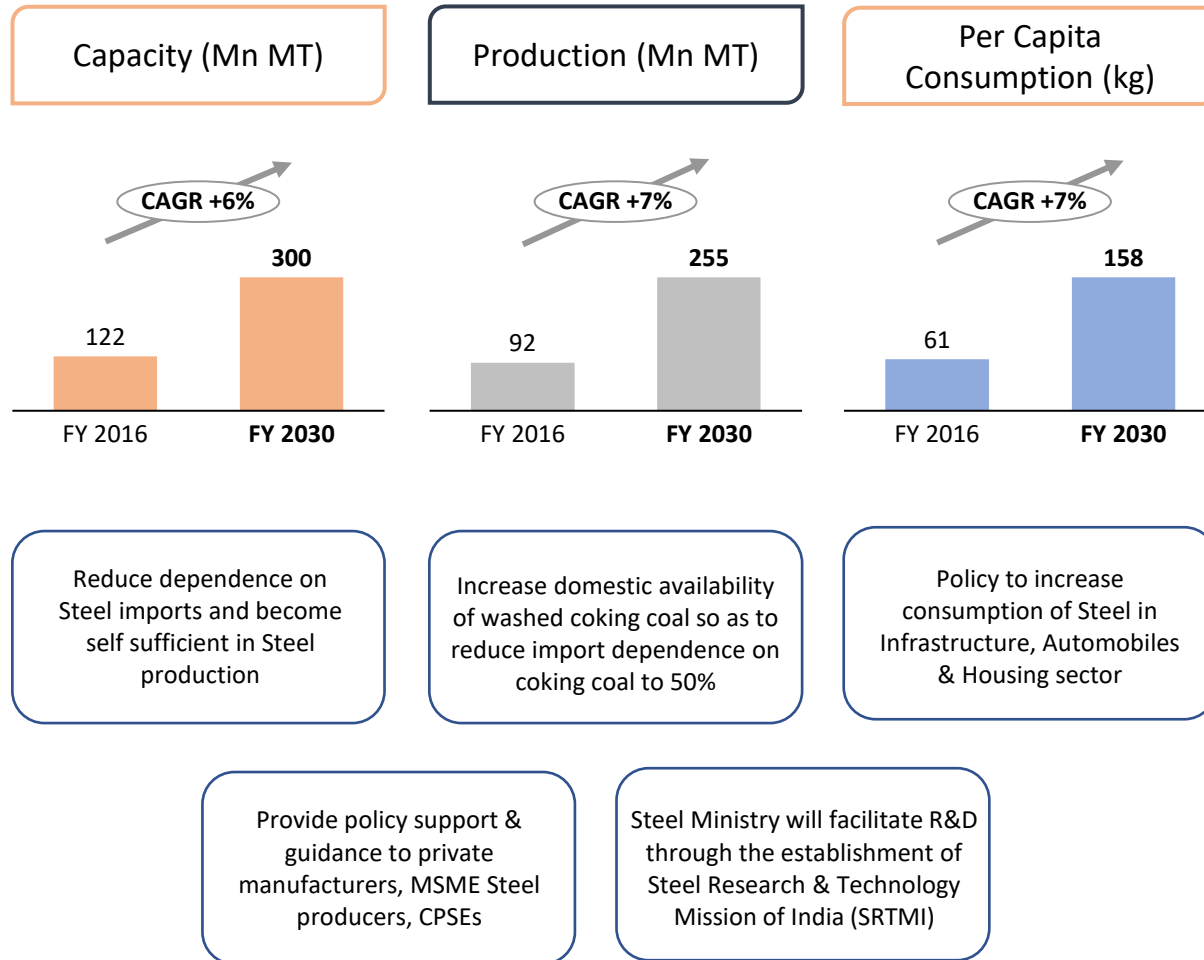


Steel Industry's Outlook to increase capacity to 300 Mn T by 2030 to drive demand for ferro alloys



India's GDP to grow by +7 % (IMF) over the next two years

Alloy Producers to benefit from NSP 2017



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

Why Advantage Maithan...



Gaining Market Share Globally and Domestically

World Crude Steel Demand
3% CAGR
since 2017

India Crude Steel Demand
7% CAGR
since 2017

Whereas...

Maithan Alloys Production has grown
CAGR of 16% since 2007



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 human management skills



Mr. Subodh Agarwalla
Whole Time Director and CEO

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- At age of 41 years is the Whole Time Director and CEO and strengthens the operational activities of the Company
- Focuses on project setup, corporate planning and business development, planning & budgeting



Mr. Sudhanshu Agarwalla
President and CFO

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



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 human management skills



Mr. Subodh Agarwalla
(Whole Time Director and CEO)

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- Strengthens the operational activities of the Company



Mr. Nand Kishore Agarwal
(Independent Director)

Accounts, Finance and Tax Laws



Mr. Ashok Bhandari
(Independent Director)

Finance and negotiation with banks, governments and technology & equipment suppliers



Mr. Vivek Kaul
(Independent Director)

Entrepreneurship and Entrepreneurship Ecosystem Development, industrial knowhow, application development.



Mr. Palghat K Venkatramani
(Independent Director)

- Banking with specialty in Industrial Finance and staff training
- Foreign Exchange and Management Accountancy



Mrs. Kalpana Biswas Kundu
(Independent Director)

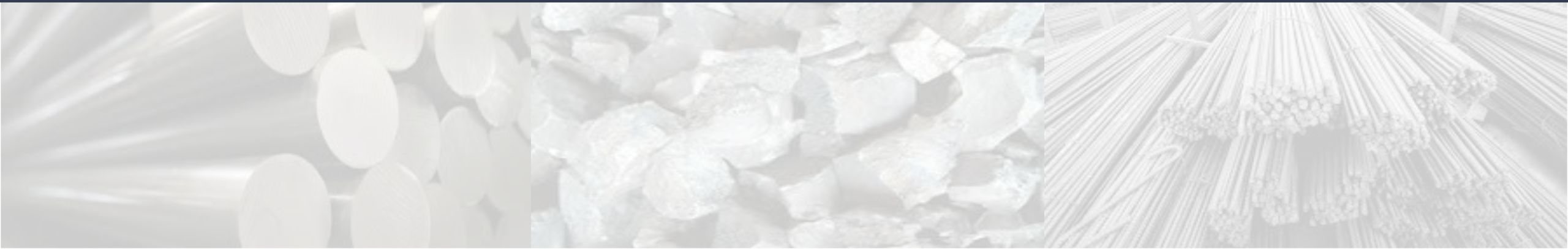
Banking Sector, Accounts and Finance



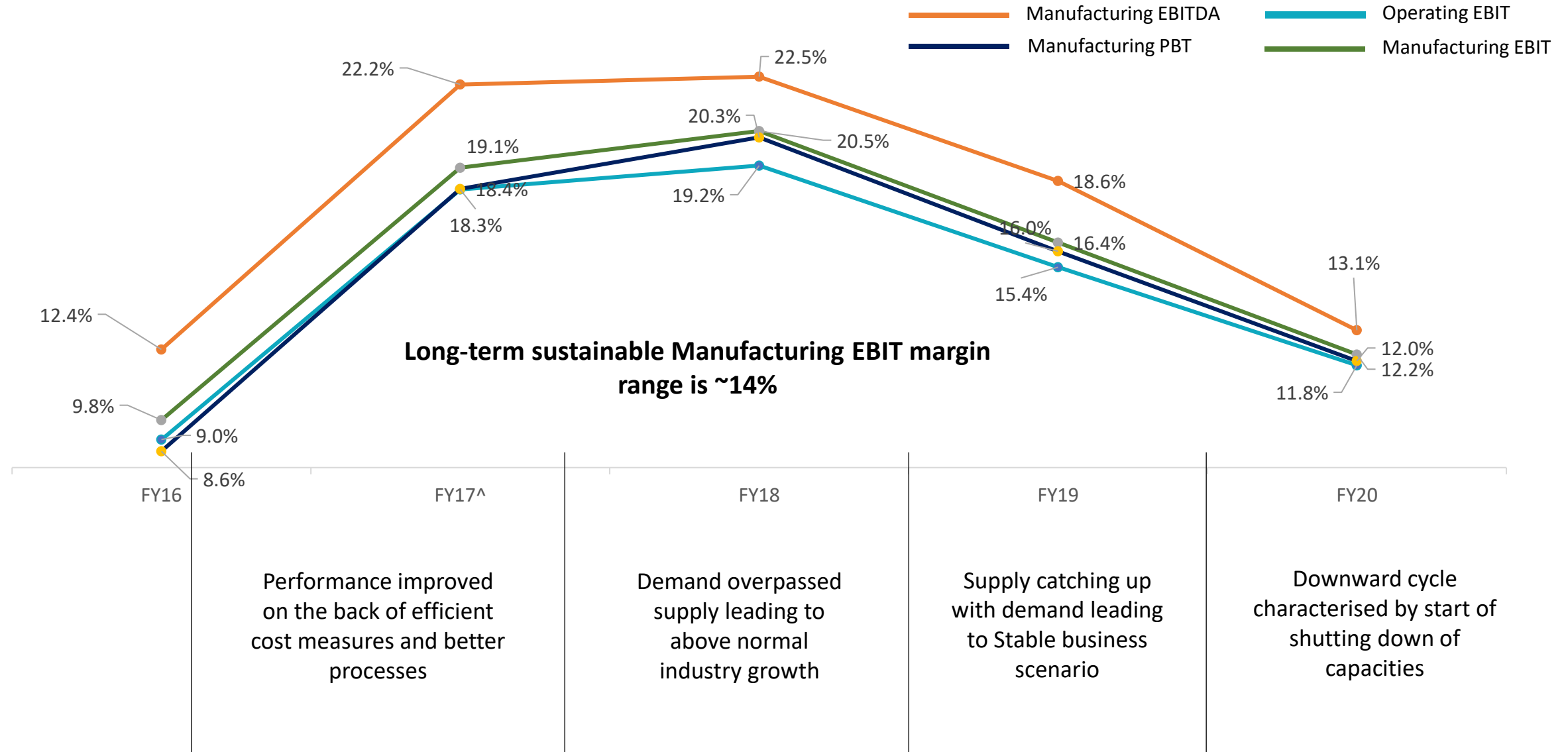
Mr. Parasanta Chattopadyay
(Non Executive Director)

Iron and steel industry, General Management, and Government liasoning

Financials

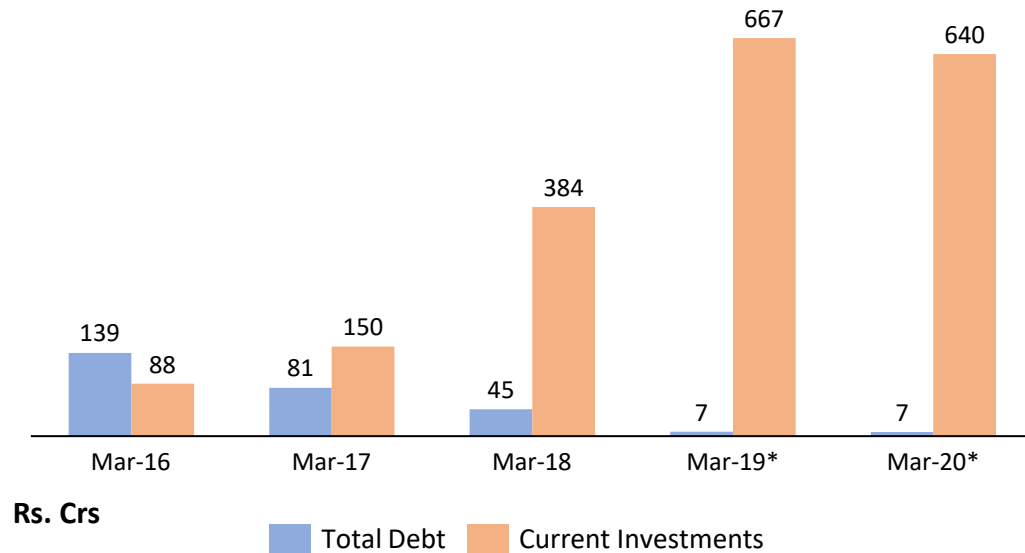


Maintaining Sustainable Margins



Debt & Current Investments

The Company proposes to incorporate a wholly owned subsidiary to take up the announced expansion project, primarily for manganese based ferro alloys, mainly through the internal accruals and reserves of the Company

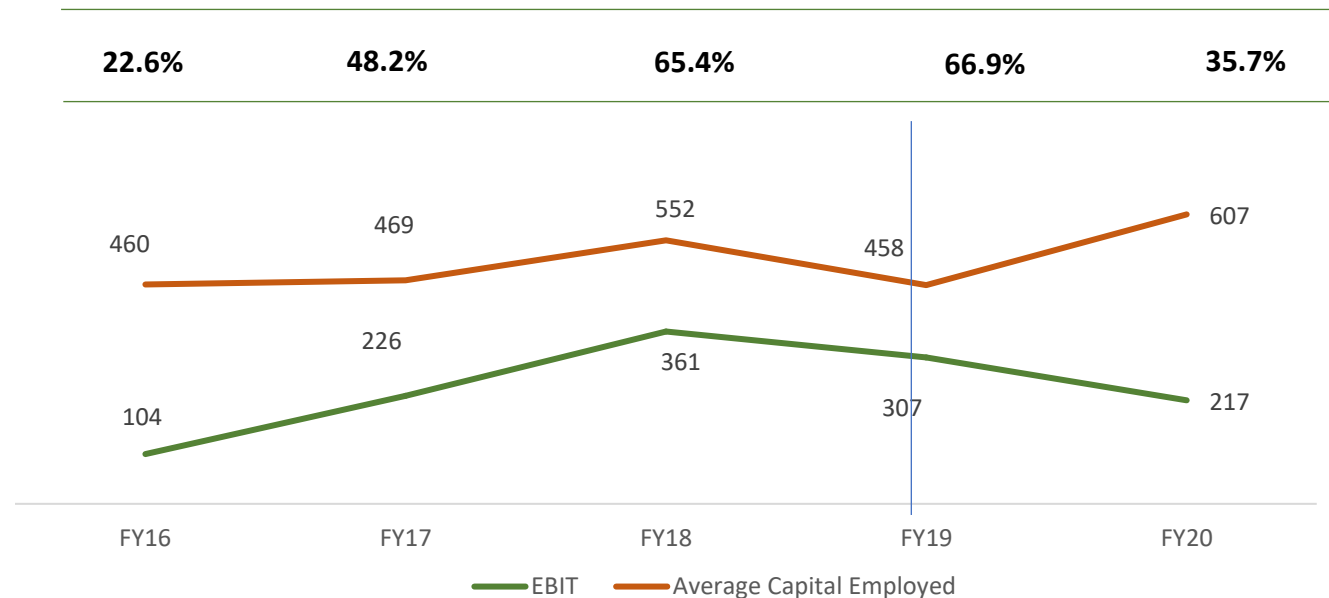


FY15 & FY16 numbers are as per IGAAP

* On consolidated basis

Operating RoCE (%)

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



$$\text{Operating RoCE} = \text{EBIT} / \text{Average Capital Employed}$$

$$\text{EBIT} = (\text{EBIT} - \text{Other Income})$$

$$\text{Capital Employed} = (\text{Equity} + \text{Debt} - \text{Current Investments})$$

Consolidated Financials – Q4 FY20*

Particulars (Rs. Crs.)	Q4 FY20	Q4 FY19	Q3 FY20
Revenue	406	549	469
Raw Material	219	319	286
Employee Expenses	11	12	11
Power	81	93	92
Other Expenses	42	36	25
Operating EBITDA	54	88	54
Depreciation	4	4	4
Operating EBIT	50	84	50
Other Income	30	7	28
Finance costs	1	1	1
PBT	79	90	77
Tax	15	20	13
PAT	64	70	64

*As per IND-AS

Consolidated Profit & Loss Statement

Particulars (Rs. Crs.)	FY20*	FY19*	FY18*	FY17*	FY16
Revenue (Net of Excise Duty/ GST)	1,831	1,988	1,879	1,342	1,151
Raw Material	1,067	1,126	970	628	597
Employee Expenses	42	44	45	33	23
Power	361	373	367	280	315
Other Expenses	128	122	121	130	89
Operating EBITDA	233	323	376	271	127
Depreciation	16	16	15	25	23
Operating EBIT	217	307	361	246	104
Other Income	66	26	19	8	4
Finance costs	4	6	4	10	12
PBT	279	327	376	244	96
Tax	57	72	84	64	17
PAT	222	255	292	180	79

Consolidated Balance Sheet as at 31st March, 2020

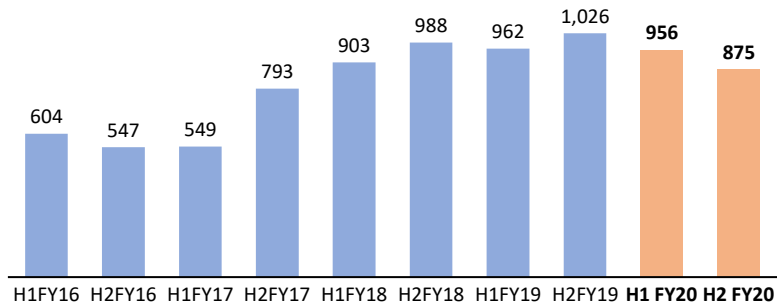
Particulars (Rs. Crs.)	Mar-20	Mar-19
Equity	1,293	1,113
Equity share capital	29	29
Other Equity	1,263	1,083
Non-Controlling Interest	1	1
Non-current Liabilities	37	35
Financial liabilities		
i. Lease Liabilities	4	4
ii. Borrowings	0	0
Provisions	3	2
Deferred tax liabilities (net)	30	28
Other non-current liabilities	1	1
Current Liabilities	186	371
Financial liabilities		
i. Borrowings	7	3
ii. Trade payables	75	246
iii. Other financial liabilities	24	27
Provisions	2	1
Current tax liabilities (net)	5	0
Other current liabilities	73	93
Total Equity and Liabilities	1,516	1,519

Particulars (Rs. Crs.)	Mar-20	Mar-19
Non-Current Assets	265	279
Property, plant and equipment	195	229
Capital Work-in-Progress	1	0
Intangible Assets	1	0
Right of Use Assets	21	0
Financial Assets		
i. Investments	4	6
ii. Other Financial Assets	33	33
Non-Current Tax Assets (net)	6	6
Other Non-Current Assets	4	4
Current Assets	1,251	1,240
Inventories	277	261
Financial assets		
i. Investments	2	622
ii. Trade receivables	281	257
iii. Cash and cash equivalents	625	17
iv. Bank balances	13	29
v. Loans	1	0
vi. Other financial assets	2	4
Other current assets	50	51
Total Assets	1,516	1,519

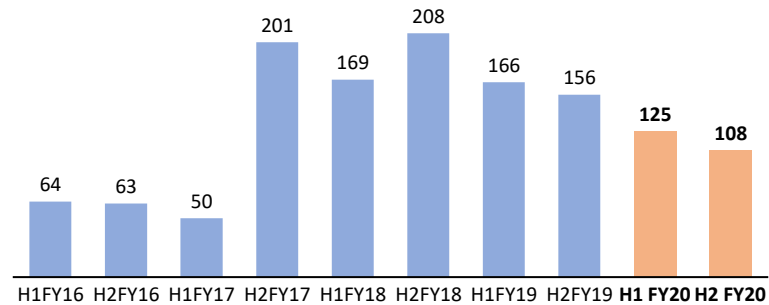
Consolidated Cashflow Statement

Particulars (Rs. Crs.)	Mar-20	Mar-19
Net Profit Before Tax	279.3	326.9
Adjustments for: Non Cash Items / Other Investment or Financial Items	-36.7	-4.1
Operating profit before working capital changes	242.6	322.7
Changes in working capital	-236.9	69.2
Cash generated from Operations	5.7	391.9
Direct taxes paid	50.6	77.2
Net Cash from Operating Activities	-44.95	314.73
Net Cash from Investing Activities	696.2	-275.6
Net Cash from Financing Activities	-42.5	-54.1
Net Decrease in Cash and Cash equivalents	608.7	-15.0
Add: Cash & Cash equivalents at the beginning of the period	16.6	31.6
Cash & Cash equivalents at the end of the period	625.3	16.6

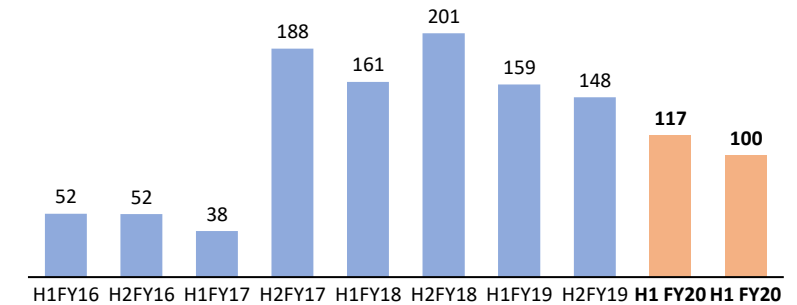
Operating Income (Rs. Crs.)



EBITDA (Rs. Crs.)



EBIT (Rs. Crs.)



Particulars (Rs. In Crs)	ROCE on Semi-Annual basis									
	H1FY16	H2FY16	H1FY17	H2FY17	H1FY18	H2FY18	H1FY19	H2FY19	H1 FY20	H2 FY20
Equity	355.6	394.7	421.8	592.4	711.4	875.1	995.9	1,120.0	1,185.7	1,292.8
Long Term Debt	140.7	122.1	79.6	60.0	40.7	19.7	7.8	3.7	3.5	0.0
Short Term Debt	36.7	17.3	8.2	17.1	7.0	25.0	0.0	3.4	0.2	6.8
Cash & Cash Equivalents	59.7	87.7	85.4	156.0	190.4	383.6	550.7	663.7	633.8	640.5
Capital Employed	498.9	500.0	469.6	603.6	622.8	586.9	500.8	506.3	597.5	700.3
ROCE Half Year (%)	10.6%	11.3%	8.7%	40.1%	29.7%	36.3%	32.1%	32.3%	22.9%	16.5%
ROCE for Full year (%)	22.6%		48.2%		65.4%		66.9%		35.7%	

Every dollar is conservatively spent to generate higher ROCE

THANK YOU

Contact Details:

Company

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CIN: L27101WB1985PLC039503

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www.maithanalloys.com

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CIN: U74140MH2010PTC204285

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