



STEELCAST LIMITED

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AC/2079

By Listing Centre

30.07.2021

To, Listing Compliance Department, BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai 400 001

Dear Sir,

Sub: Submission of Investor Presentation under Regulation 30 of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015.

Ref: Scrip Code 513517

With reference to the captioned subject, in compliance with Regulation 30 of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015, we enclose **Investor Presentation** prepared by the company for general information to the investors and public at large. The Investor Presentation may also be accessed on the website of the company at www.steelcast.net

You are requested to please take the above on your record.

Thanking You,

Yours faithfully,

For STEELCAST LIMITED

Subhash Sharma Chief Financial Officer

Encl.: Investor Presentation

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Investor Presentation - July 2021

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One of the few companies in India and Globally manufacturing Steelcastings based on Sand and Shell Casting Process

Premier Position

Company enjoys a Premier Position in the Steel Casting Industry in India

Diverse Industrial Sectors

Catering to diverse Industrial sectors like Earth Moving, Mining & Mineral Processing, Locomotives, Rail Road, Construction etc.

Wide Range of Casting Products

Wide range of casting products including Austenitic Manganese Steel and High Chromium ferro alloys

Highly Reputed Multinationals Clientele

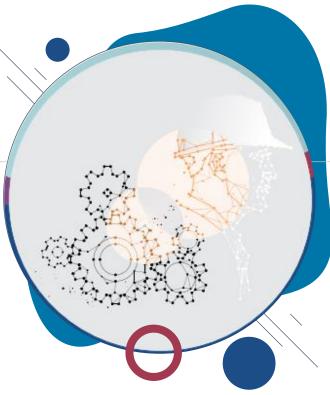
Caters to highly reputed multinationals clientele both in India and abroad including Fortune 500 companies

Caters to a host of OEM's

Catering to a host of Original Equipment Manufacturer (OEMs)

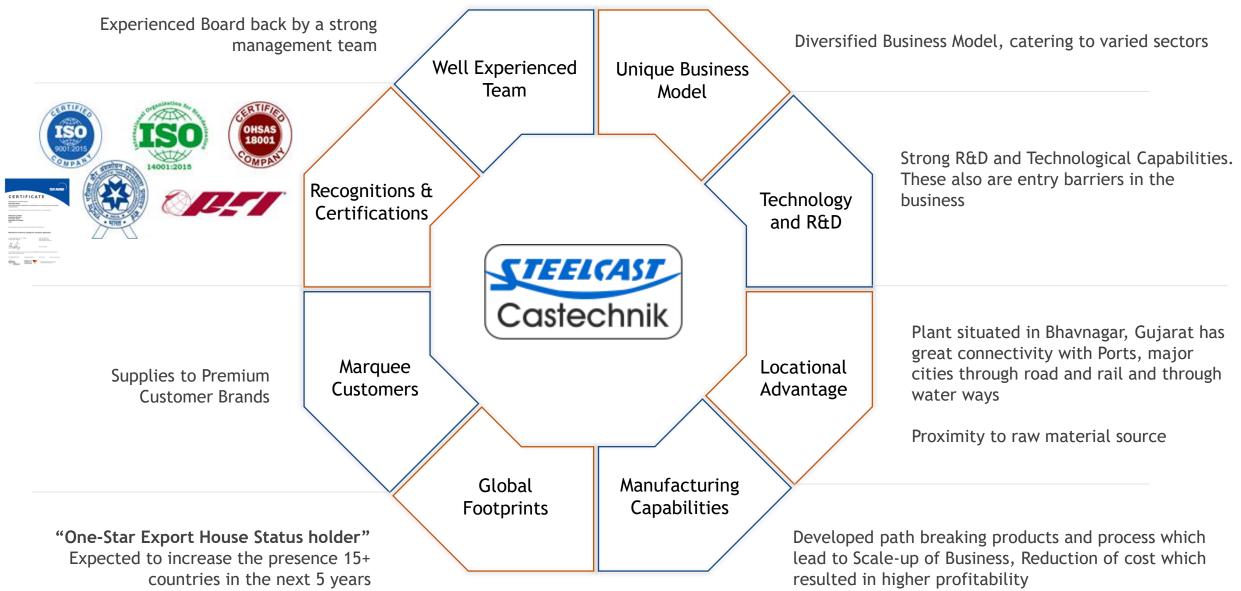
Recognitions & Certifications





Key Strengths







Existing Segments*



Foray into New Segments



Railways



Electro Locomotive



Ground Engaging Tools (GETs)



Cost Reduction

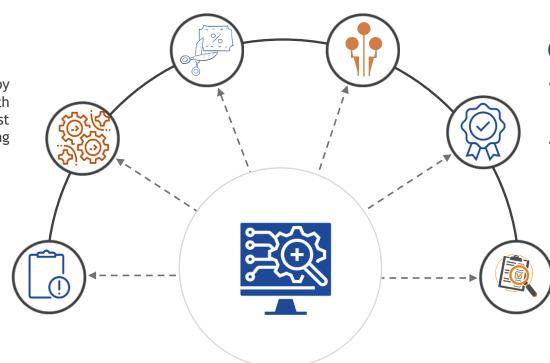
• R&D team constantly involved in Cost reduction techniques and activities

Product Development

 Producing complicated Low Alloy Steel Track Shoe Castings with Polymer quenching facility for most of our OEM customers in Earth Moving Equipment Manufacturing Industry

Undertakes

- Failure Analysis of Products
- Process & Product development work in Metallurgical areas
- Support customers in selection/application of specific materials



De-Sulphorise and De-Phosphorise

 Our R&D Team has developed successfully a process to De-Sulphorise and De-Phosphorise the liquid metal In Induction Furnace

Quality Assurance

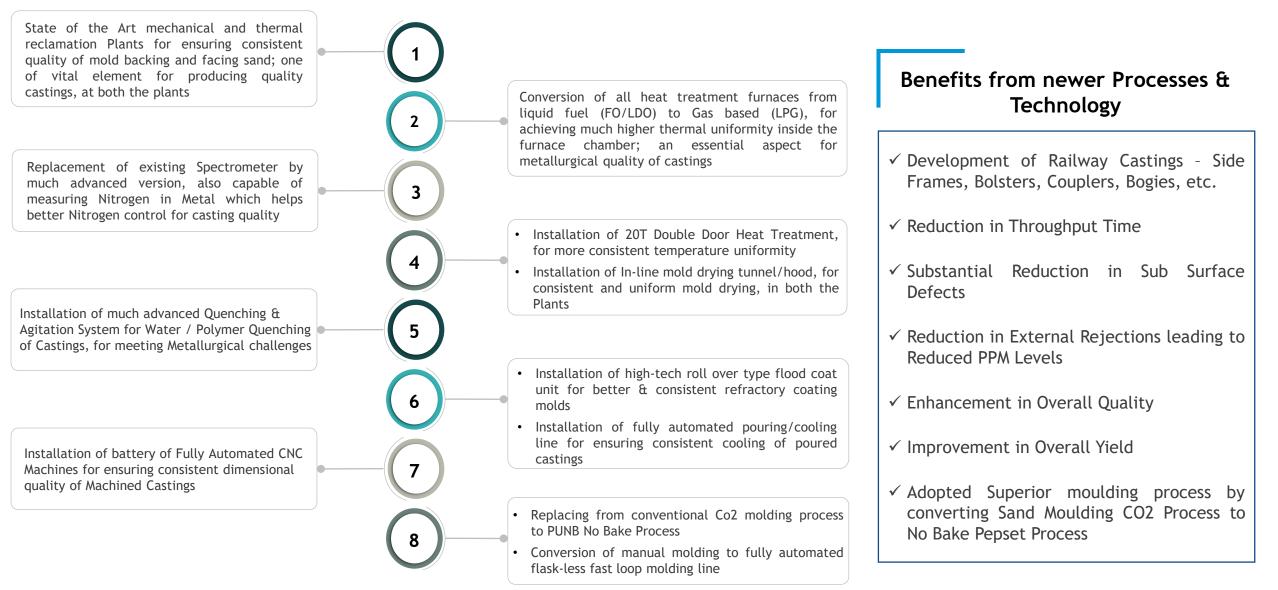
- Well laid out quality assurance and R&D set-up which undertakes regular audit checks and ensures high quality
- Management attaches high importance to this activity

Regular Audit Checks

- State-of-the-Art Testing Facilities
- Detailed manual for measuring and testing of various raw materials, stores and other items

"Approved R&D Laboratory" by the Department of Science & Technology, Government of India









Situated in Bhavnagar, Gujarat, which is a **power** surplus state



Skilled manpower is easily available with minimal labor cost

Company's own 66KV power transmission station with 10MW power available 24X7



Availability of Natural Gas by Gujarat Gas Limited for all fuel requirements through pipeline



Scrap - the **major raw material** is available **with high degree of purity** and at competitive price from Alang, Asia's biggest Ship recycling yard, **situated just 50 km away**



Connectivity to Pipavav Port, which is just 130 KM away, is one of the most important locational advantages for the company



Well connected with major cities of Gujarat and other places through Rail and Road network



Connected through water ways with Hazira, Surat, **cutting down distance of 370 Kms to 60 Kms.** Having regular Ro-Pax ferry services from Ghogha, Bhavnagar to Hazira, Surat

4. Best in Class Manufacturing Capabilities...



 \checkmark

Company manufactures steel casting products by adopting sand-based manufacturing process by using No Bake and Shell Molding techniques



Capacity expansion to 30,000 MTPA from 13,000 MTPA and simultaneously upgraded its production processes and introduced newer methods



Produces steel and alloy casting in various weights from 2.5 Kg to 2,500 Kg through sand and shell molding process.



Has installed one of the **best foundry equipment from** M/s. IMF, Italy and M/s. OMEGA, UK - helps company in ensuring reproducibility at every workstation



Designed and installed an agitating system in quench tank, one of the best in the country and at par with best practices in the world



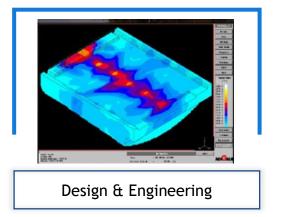
Company has already developed in excess of 300 parts and further to develop more than 100 parts in coming 2 - 3 years



Company has developed path breaking products and process which lead to Scale-up of Business, Reduction of cost which resulted in higher profitability

... with focus on Design & Engineering





In house magma software for pouring simulation pro engineering for methoding leveraging engineering capability to enhance productivity elimination needless process & reduction re-work



Fully automated flaskless molding line with flood coating, Drying Tunnel, Auto Closer & Roll Over



Shell Molding Process

- Use resin coated quartz sand
- Semi Automatic Core Shooter Machines: 23 Nos



Heat Treatment

- Battery of Gas fired furnaces having capacities of 3 to 5 tons and 20 tons per charge
- Inhouse Water Quenching with Agitation System and Polymer Quenching facilities and Pressure Reduction Station of PNG and LPG Bullets (20 Tons Capacity)



Quality Assurance

- Inhouse facilities of Non-Destructive Testing like Magnetic Particle Testing,
- Ultrasonic Testing, Die Penetrate Testing One Shot MPI Machine.



CNC Machine Shop

- Area 30,000 Sq. Ft.
- Total No, of CNC Machines: 27 Nos



Induction Hardening

- Two Stations with 220 Kw
- Each case depth up to 22 mm



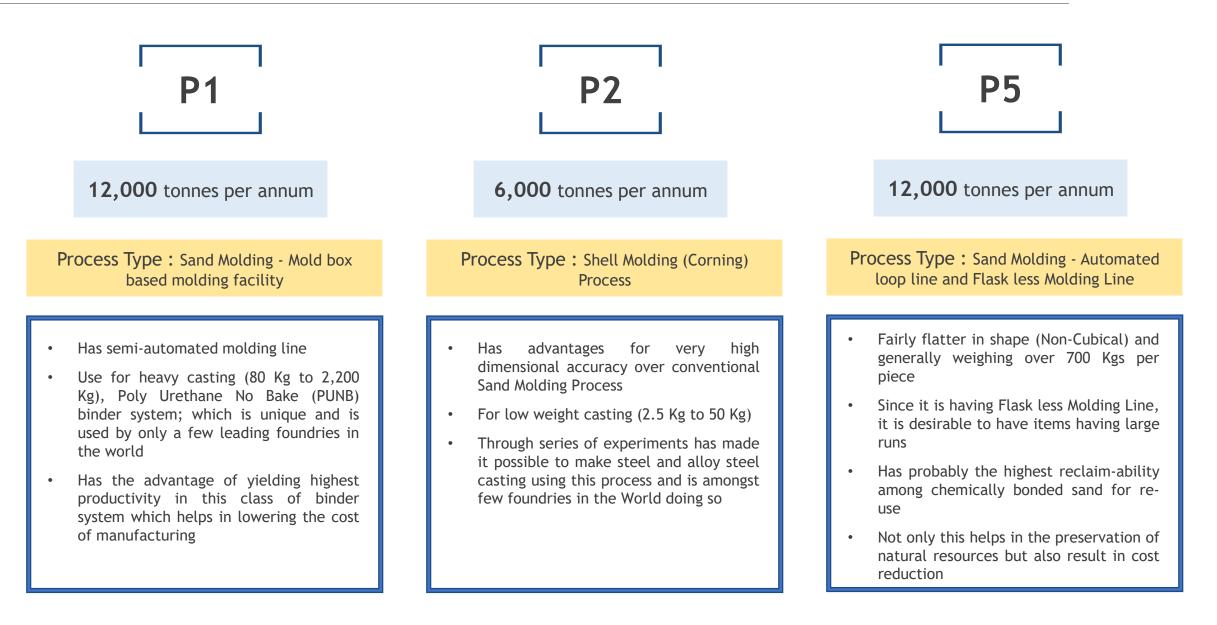
Power

- Standby D.G. Sets of 2000 KVA for uninterrupted power supply
- Installed inhouse 66 KV Substation to enhance
 power requirement

• NABL approved Laboratory

State of Art Manufacturing Facilities









"One-Star Export House Status holder"

Expected to increase the presence **15+ countries** in the next 5 years







- ✓ 1st Steel Foundry in India to get ISO:9002 Certification
- ✓ An ISO:9001-2015 Company certified by TUV NORD, Germany (for Quality)
- ✓ An ISO:14001-2015 Company certified by TUV NORD, Germany (for Environment)
- ✓ An ISO 45001:2018 Company certified by TUV NORD, Germany (for Occupational Health & Safety).
- ✓ Accreditation by Association of American Railroad (AAR) for "Quality Assurance Certification as per M1003" facilitating manufacturing of Parts for American Railroad Freight & Locomotive Industry. Under process
- ✓ Supplier Quality Excellence Program (SQEP) Bronze certification from Caterpillar Inc. USA since October 2016



- ✓ An EN 9100:2018 certified by TUV NORD, Germany (for Aerospace).
- ✓ Class A approved foundry by Ministry of Railways, India
- ✓ Accreditation for SQEP Bronze certificate for Excellence in Quality by Caterpillar, USA
- ✓ Accreditation by Transport & Power Generation program (TPG) for Casting, Heat Treatment & Non-Destructive Testing
- ✓ Accreditation by Association of American Railroad (AAR) under Renewal Process
- ✓ Accreditation as an NABL (National Accreditation Board for Testing and Calibration Laboratories) approved Laboratory.

...many more



Company's Products, Processes, Safety Standards and Environment Friendly Mechanism meets with Global standards and certification

Recipient of Shri Laxmanrao Kirloskar Best Foundry Award from the Institute of Indian Foundrymen Recipient of **Award for achieving Highest Rating i**n the ranking of India's Top 500 manufacturing Small & Mid Sized Companies

Approved Foundry under Indian Boilers Regulations

"Best Vendor (Category-Castings)" award from M/s. Bharat Earth Movers Ltd., Bangalore, in recognition of outstanding performance in supply of materials

Recognized as an **"Approved Contractor"** by the Director of Quality Assurance, Government of India





Mr. Chetan M. Tamboli, Managing Director & CEO

- Aged 60 years, a third-generation entrepreneur, is a commerce graduate armed with an MBA Finance from USA
- Serving as a CEO since 2003 with total experience of more than 30 years. Looks after strategy, policy making and overall management
- Served as the Chairman Board of Governors, Government Engineering College, Bhavnagar, Gujarat since 2014

Mr. Rushil C Tamboli, Whole Time Director

- Aged 31 years, is an Engineering graduate with Industrial Engineering (I.E.)
- Heading various departments and contributed to improve fuel efficiency of heat treatment operations, developing new parts, achieving improvement in Man hours per ton

Ms. Vidhi C Tamboli, Non-Executive Non-Independent Director

- Aged 29 years, is a Master of Arts & Master of Education (Psychology)
- Heading Human Resource department of the Company
- She is having experience as career counselor in India and overseas and is involved in various Corporate Social Responsibility (CSR) activities

Mr. Rajendra V Gandhi Independent Non - Executive Director

- Aged 70 years, graduated from Indian Institute of Technology, Bombay
- Experience of more than 35 years, Managing Director at GRP Ltd
- Previously employed as Member-Managing Committee by All India Rubber Industries Association and Member-Governing Council by Indian Rubber Manufacturers Research Association

Ms. Apurva R Shah Independent Non- Executive Director

- Aged 50 years, he has received his undergraduate degree from London School of Economics and Political Sciences
- Experience of more than 15 years,
- He is an Independent Director at GRP Limited, Acrysil Limited, Florican Chemicals and Resins Private Limited

Ms. Hemant D Dholakia Independent Non- Executive Director

- Aged 55 years, he has completed his master's degree in Marketing and Finance from University of Scranton, USA
- Has experience in manufacturing industries more than 38 Years. He is the Managing Director at Goran Pharma Pvt. Ltd.
- Director at Hansrx Pvt. Ltd. & Partner at Parag Perfumes, Sihor

Mr. T Kumar

Permanent Invitee

- Aged 80 years, is a B. Tech graduate (IIT, Khadagpur) armed with M.E. (Foundry) (IISc, Bangaluru)
- Permanent Invitee to the Board and its committee meetings since September 2018 with total experience of about 50 years in the Company.
- He also served as CFO since May 2015





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Product Development

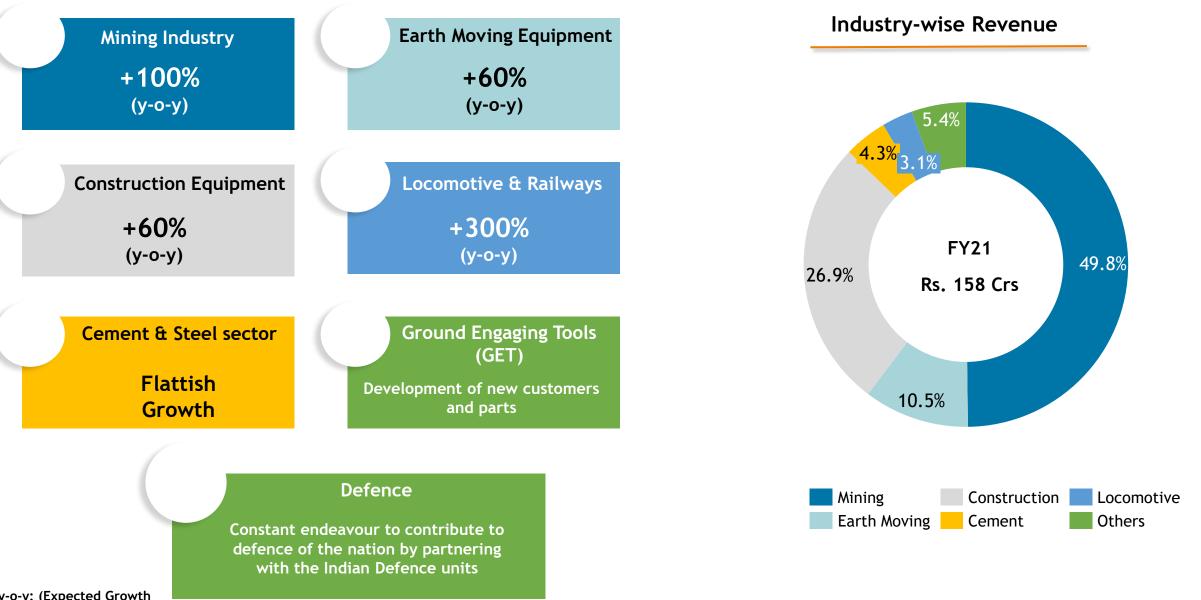


Business Development

Initiated a rationalization plan since last 2 years

Reduced manpower cost per unit by increasing productivity	Reduced demand for power from 10MW to 8MW	Introduced purchase of power through open market access. saving in cost from Re. 0.35 to Rs. 1.43 per unit
Reduced consumption norms of few key materials	Reduction in internal rejection which was around 6.0% is now averaging less than 4%	Reduction in throughput time for processing of castings - thus unlocking of capital from working capital needs





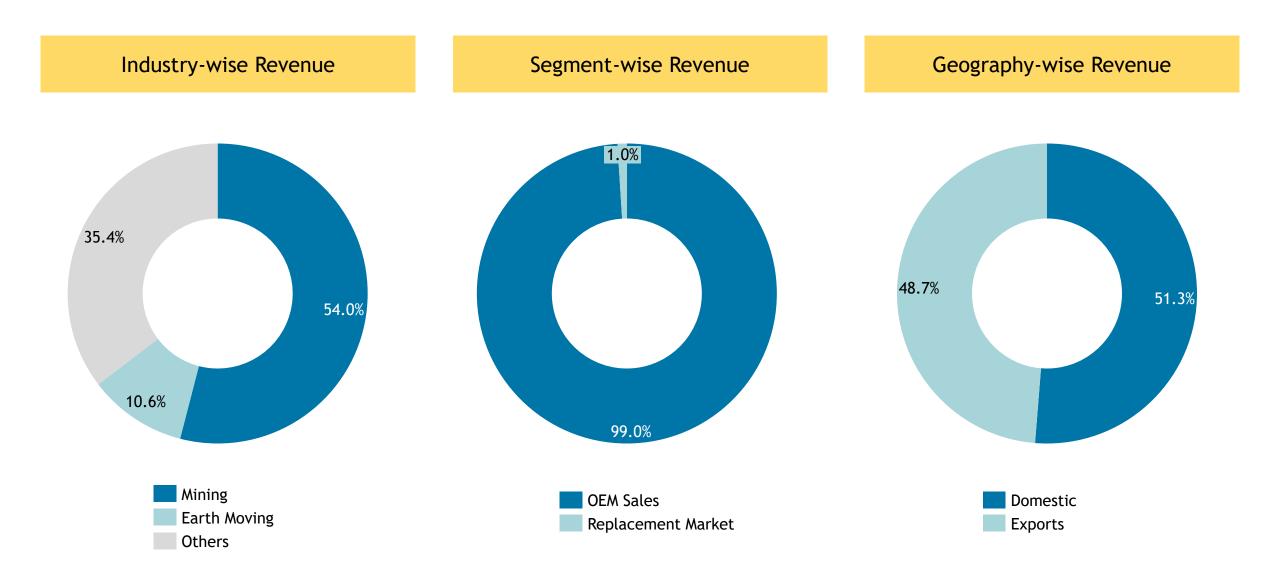
*y-o-y: (Expected Growth in FY22 as against FY21)

Financial Performance



Particulars (Rs. Crs.)	FY21	FY20	FY19	FY18	FY17
Total Revenue	157.7	200.6	317.9	231.2	134.0
Cost of Material Consumed	36.3	46.3	73.7	54.7	25.1
Change in Inventories	-2.3	0.4	14.3	-12.4	-4.9
Total Raw Material	34.0	46.7	88.0	42.3	20.2
Value Addition	123.8	153.9	229.9	188.9	113.7
Employee Expenses	19.9	22.8	25.8	20.1	15.3
Other Expenses	72.4	93.8	145.4	125.8	73.6
EBITDA	31.6	37.3	58.7	43.0	24.9
EBITDA Margin (%)	20.0%	18.6%	18.5%	18.6%	18.6%
Other Income	1.5	0.5	1.4	1.7	0.4
Depreciation	13.8	16.0	15.7	14.8	12.1
EBIT	19.2	21.8	44.5	29.9	13.2
Finance Cost	3.6	4.7	9.4	11.0	9.8
Profit before Tax	15.6	17.0	35.1	19.0	4.2
Tax	3.6	9.1	10.1	-1.9	1.2
Profit After Tax	12.0	8.0	25.0	20.9	3.0
PAT Margin (%)	7.6%	4.0%	7.9%	9.0%	2.3%
EPS (As per Profit after Tax)	5.94	3.94	12.34	10.31	1.47







ASSET (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Non - Current Assets					
Property, plant and equipment	97.1	105.1	114.5	120.1	123.4
Capital work-in-progress	0.8	0.0	0.4	2.3	0.5
Intangible Assets	1.1	1.7	2.3	2.9	1.9
Financial Assets					
(i) Investments	0.1	0.1	0.1	0.1	0.1
(ii) Loans	0.0	0.1	0.2	0.3	0.1
Non - Current Tax Assets	0.0	1.9	1.2	0.5	0.9
Other Non-Current Assets	10.1	10.1	4.7	0.5	5.7
Total Non - Current Assets	109.3	119.0	123.4	126.6	132.6
Current Assets					
Inventories	25.6	23.0	24.0	40.4	24.7
Financial Assets					
(i) Trade receivables	51.4	28.3	56.6	52.8	34.5
(ii) Cash and cash equivalents	0.1	0.3	3.6	0.5	0.6
(iii) Bank balances other than (ii) above	1.4	1.4	2.8	1.0	1.2
(iv) Loans	0.1	15.1	0.1	0.2	0.3
(v) Other Financial Assets	0.0	0.2	0.1		0.0
Other Current Assets	4.4	9.9	11.6	22.1	16.5
Income Tax Assets (Net)					
Total Current Assets	83.0	78.3	98.8	117.0	77.9
TOTAL ASSETS	192.3	197.3	222.2	243.6	210.5

Balance Sheet – Equity & Liabilities



EQUITY & LIABILITIES (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Equity					
Equity Share Capital	10.1	10.1	10.1	10.1	10.1
Other Equity	118.7	107.8	104.8	83.2	63.9
Total Equity	128.8	117.9	115.0	93.3	74.0
Liabilities					
Non - Current Liabilities					
Financial Liabilities					
(i) Borrowings	8.8	12.5	27.6	14.1	25.6
Provisions	1.3	1.1	1.0	2.1	1.6
Deferred Tax Liabilities, (net)	8.4	10.2	4.2	1.8	7.5
Other Non Current Liabilities	2.0	4.6	4.5	11.4	14.6
Total Non - Current Liabilities	20.5	28.3	37.2	29.4	49.3
Current Liabilities					
Financial Liabilities					
(i) Borrowings	5.0	17.2	24.5	70.4	49.2
(ii) Trade Payables					
Total outstanding dues of creditors other than micro enterprises and small enterprises	14.0	10.4	16.2	29.7	14.4
(iii) Other Financial Liabilities	17.2	19.8	21.8	14.7	18.5
Provisions	0.9	0.9	0.7	1.0	0.8
Other Current Liabilities	5.8	2.6	6.8	5.0	4.3
Total Current Liabilities	43.0	51.1	70.0	120.9	87.2
Total Equity and Liabilities	192.3	197.3	222.2	243.6	210.5

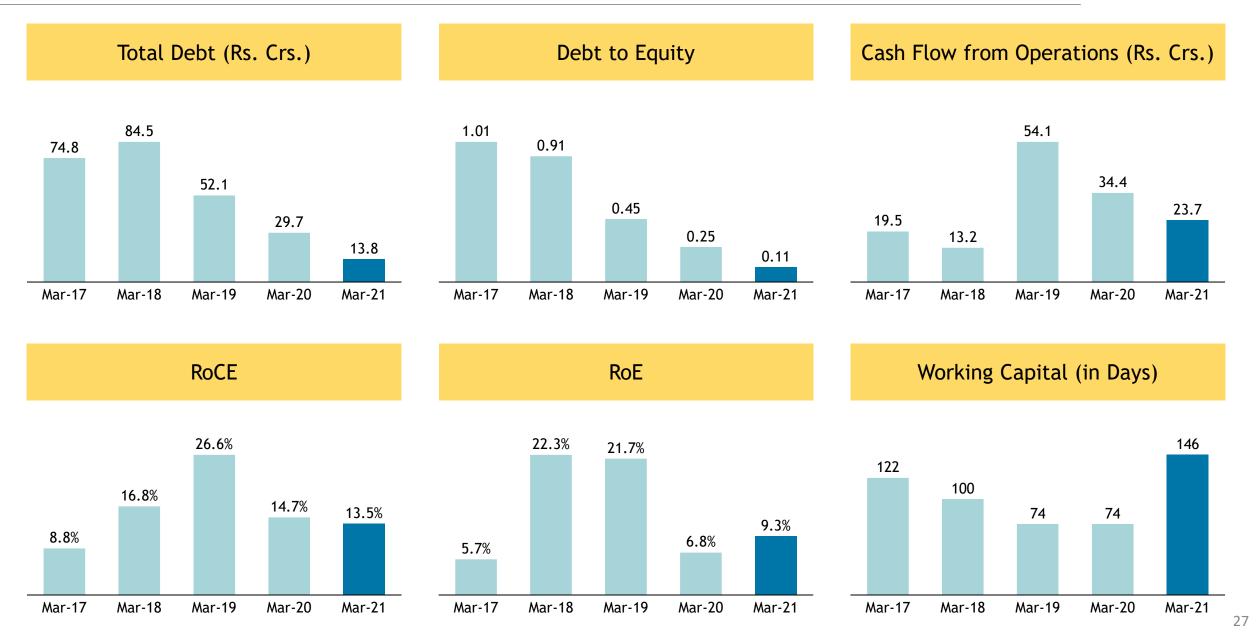
Cash Flow Statement



Cash Flow Statement (Rs. Crs.)	FY21	FY20	FY19	FY18	FY17
Profit before Tax	15.6	17.0	35.1	19.0	4.2
Adjustment for Non-Operating Items	16.4	20.3	22.7	22.1	20.0
Operating Profit before Working Capital Changes	32.1	37.4	57.8	41.1	24.2
Changes in Working Capital	-6.6	6.7	7.1	-26.5	-3.9
Cash Generated from Operations	25.5	44.1	64.9	14.7	20.3
Less: Direct Taxes paid	-1.7	-9.7	-10.8	-1.5	-0.8
Net Cash from Operating Activities	23.7	34.4	54.1	13.2	19.5
Cash Flow from Investing Activities	-3.5	-5.8	-6.9	-12.9	-3.4
Cash Flow from Financing Activities	-8.2	-24.6	1.8	-21.6	-15.9
Net increase/ (decrease) in Cash & Cash equivalent	12.0	4.0	49.0	-21.4	0.2
Cash and cash equivalents at the beginning of the year	-16.9	-20.9	-69.9	-48.6	-48.7
Effect of exchange rate changes on Cash & Cash Equivalent					
Cash and cash equivalents at the end of the year	-4.9	-16.9	-20.9	-69.9	-48.6

Balance Sheet Ratios







THANK YOU

Company:



CIN: L27310GJ1972PLC002033

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