

VARDHMAN SPECIAL STEELS LIMITED

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Ref. VSSL:SCY:AUG:2023-24

Dated: 02.08.2023

BSE Limited, New Trading Ring, Rotunda Building, P.J. Towers, Dalal Street, MUMBAI-400001. Scrip Code: 514392 The National Stock Exchange of India Ltd, Exchange Plaza, Bandra-Kurla Complex, Bandra (East), MUMBAI-400 051 Scrip Code: VSSL

SUB: COMPLIANCE OF REGULATION 30 OF THE SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIRMENTS) REGULATIONS, 2015.

Dear Sir,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on the Un-audited financial results of the Company for the quarter ended 30th June, 2023.

Kindly take the same on record.

Thanking you,

Yours faithfully, For VARDHMAN SPECIAL STEELS LIMITED

(SONAM TANEJA) COMPANY SECRETARY

YARNS | FABRICS | THREADS | GARMENTS | FIBRES | STEELS





Vardhman Special Steels Limited

Result Update Presentation Q1 FY24

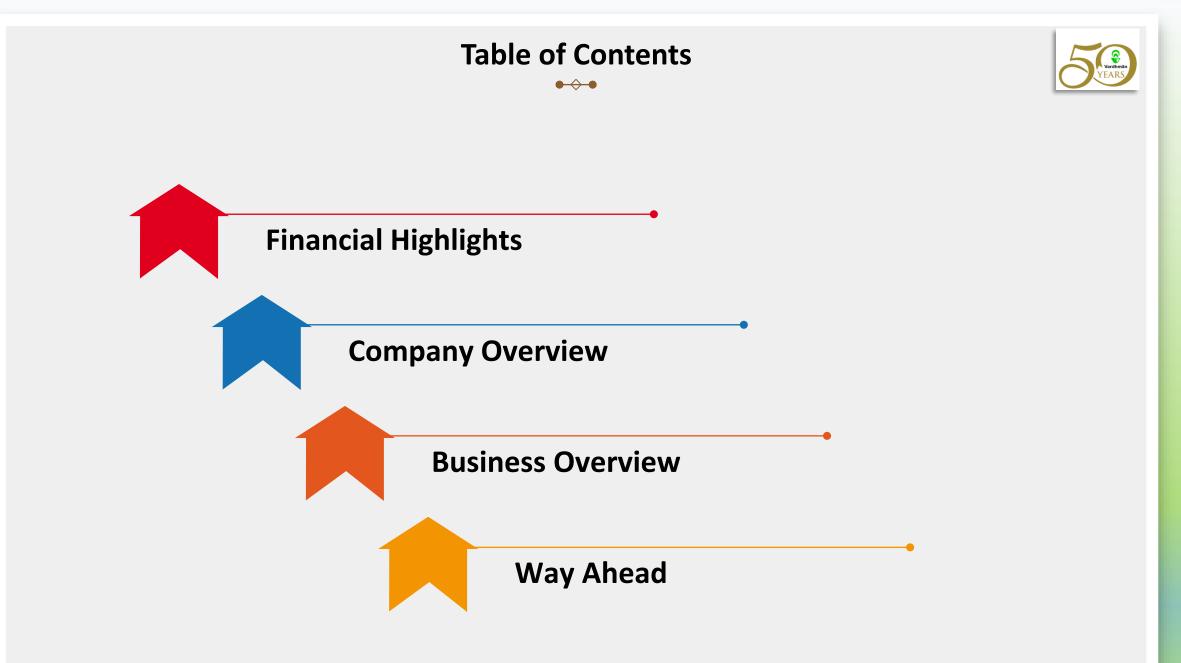
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Management's Message





Commenting on the results Mr. Sachit Jain, Vice Chairman and Managing Director said –

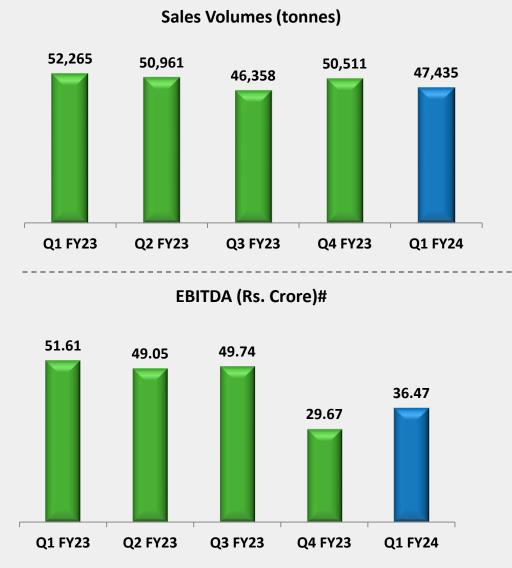
"This quarter our revenue declined by 12.75% mainly due to decline in volumes and prices as compared to last year. As mentioned in Q4 FY23 earnings call, this year will be a year of consolidation for us. Our production for Aichi Steel continues to be in sync as per our stated plan and that contribution will only continue to increase each year.

I would like to express my gratitude towards our dedicated employees, partners and stakeholders. We continuously strive to keep up the momentum of efforts and hard work and keep performing as per stated targets."

Financial Highlights - Quarterly

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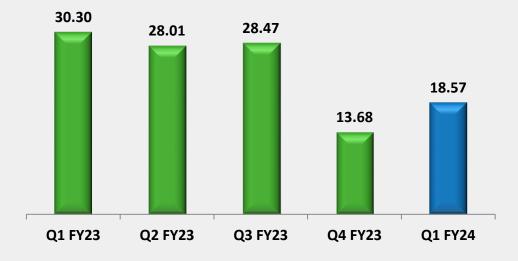




Revenue from Operations (Rs. Crore)



PAT (Rs. Crore)





Financial Highlights – Q1 FY24

				-
INR Crore	Q1 FY24	Q1 FY23	Y-o-Y %	Q4 FY23
Revenue From Operations	409.36	469.16	(12.75)%	422.04
Other Income	7.24	5.91		5.20
Total Income	416.60	475.08		427.23
Cost of Materials Consumed	271.45	292.01		275.56
Purchases of Stocks	0.00	0.00		0.00
Changes In Inventory	(18.35)	18.32		(1.90)
Raw Material Expenses	253.10	310.33		273.66
Employee Expenses	22.10	21.92		22.45
Power & Fuel	46.80	41.97		46.63
Other Expenses	58.14	49.24		54.82
Total Expenditure	380.13	423.46		397.57
EBITDA	36.47	51.61	(29.34)%	29.67
Depreciation	7.25	6.92		7.09
Interest / Finance Cost	4.21	4.07		4.55
РВТ	25.01	40.63	(38.45)%	18.02
Тах	6.44	10.33		4.35
PAT	18.57	30.30	(38.70)%	13.68
Basic EPS in Rs.*	2.29	3.73	(38.61)%	1.69

- Q1 FY24 volumes stood at 47,435 tonnes, YoY decline of 9.24%
- 12.75% YoY decrease in Revenue from Operations, mainly on account of lower sales volumes and decrease in prices
- EBITDA (including other income) per ton for this quarter – Rs. 7,688
- Decrease in EBITDA mainly due to decrease in sales volumes, increase in fuel cost (natural gas is costlier than furnace oil) and store consumables. Decrease in sales prices is also more than decrease in raw material prices

*Issued Bonus shares in the ratio 1:1, EPS has been adjusted for previous periods accordingly in accordance with Ind AS 33

Financial Highlights – FY23



INR Crore	FY23	FY22	Y-o-Y %
Revenue From Operations	1,734.99	1,368.46	26.78%
Other Income	38.75	28.89	
Total Income	1,773.75	1,397.35	
Cost of Materials Consumed	1,146.47	896.53	
Purchases of Stocks	0.00	0.62	
Changes In Inventory	(37.33)	(100.32)	
Raw Material Expenses	1,109.14	796.82	
Employee Expenses	89.95	80.99	
Power & Fuel	178.60	141.77	
Other Expenses	215.98	175.19	
Total Expenditure	1,593.66	1,194.77	
EBITDA	180.08	202.58	(11.11%)
Depreciation	28.12	26.96	
Interest / Finance Cost	17.65	17.28	
PBT	134.31	158.34	(15.18%)
Тах	33.86	57.59	
PAT	100.45	100.75	(0.30%)
Basic EPS in Rs.	12.38*	24.87	(0.44%)

- Volumes for FY23 stood at 2,00,095 tonnes – YoY growth of 15.46%
- Increase in Revenue from Operations mainly on account of higher sales volumes coupled with better realizations
- EBITDA (including other income) per ton for FY23 – Rs. 9,000
- Decrease in EBITDA of 11.11% mainly due to decrease in sale price by Rs. 1,750/- MT effective 1st Oct 2022 coupled with higher price of fuel and consumables

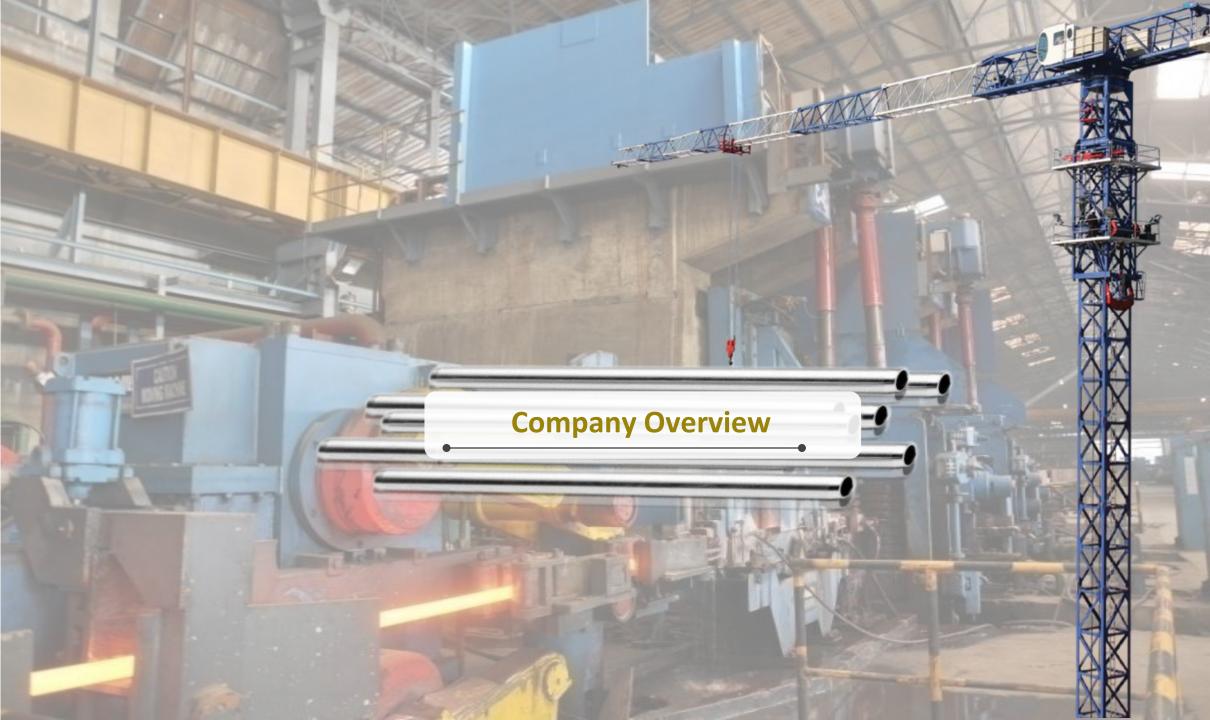
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Balance Sheet Highlights





INR Crore	As on 31 st Mar'23	As on 31 st Mar'22	INR Crore	As on 31 st Mar'23	As on 31 st Mar'22
Equity	642.21	554.96	Non-Current Assets	331.89	324.15
Equity Share Capital	40.63	40.56	Property Plant & Equipment	292.96	288.22
Other Equity	601.59	514.40	Capital work in progress	11.91	12.88
Non-current Liabilities	67.45	103.04	Other Intangible Assets	0.04	0.08
Financial Liabilities			Right of Use Asset	0.72	0.86
Borrowing	44.03	78.89	Financial Assets		
Lease Liability	0.77	0.91	Long Term Loans	2.82	2.92
Other Financial Liabilities	0.15	0.11	Other Financial Assets	2.69	2.57
Provisions	1.94	1.81	Deferred Tax Assets (Net)	0.00	0.00
Deferred Tax Liabilities (net)	20.09	20.85	Income Tax Assets (Net)	0.48	0.32
Other Non-Current Liabilities	0.48	0.46	Other Non-Current Assets	20.26	16.31
Current Liabilities	320.85	262.88	Current Assets	698.63	596.73
Financial Liabilities			Inventories	362.68	304.32
Borrowings	98.90	82.03	Financial Assets		
Lease Liabilities	0.16	0.14	Investments	20.00	15.40
Trade Payables			Trade Receivables	261.55	221.86
Total O/s dues of Micro, Small Ent	4.64	2.07	Cash & Cash Equivalents	9.54	0.27
Total O/s other Than Above	180.92	145.41	Other Bank Balance	0.08	15.71
Other Financial Liabilities	22.45	19.77	Loans	1.51	1.52
Provisions	1.04	0.27	Other Financial Assets	19.93	2.07
Other Current Liabilities	12.23	8.99	Assets Held for Sale	0.00	0.00
Current Tax Liability (Net)	0.51	4.21	Other Current Assets	23.34	35.58
Total Equity & Liabilities	1030.52	920.88	Total Assets	1030.52	920.88



About Us



Amongst India's Leading Steel Bar Producers for Automotive Applications

- Incorporated in May 2010
- Headquartered in Ludhiana, Punjab
- Caters to sectors such as Engineering, Automotive, Tractor, Bearing and Allied Industries

Specialized Product offerings –

 Steel Bars and Rods and Bright Bars of various categories of Special & Alloy Steels

200+ Reputed and long-term customers

 Toyota, Hero Moto Corp, Caterpillar, Hino Motors, Maruti, Bajaj and Hyundai, among others

Experienced Management Team

- Significant experience in Steel Industry
- Long term vision and proven ability to achieve long term goals for Company
- Strategic alliance with Aichi Steel Corporation

State-of- art manufacturing facilities

- Cutting-edge manufacturing technology
- Manufacturing Capacity
 - Billets 2,40,000 MTPA
 - Rolled Bars 2,00,000MTPA
- Strong Domestic & International Customer Base for forging applications
 - Thailand, Taiwan, Turkey, Russia, Germany and Spain

Quality Standards, Assurance & Certifications

 ISO 14001 (2015); ISO 45001 (2018); ISO 9001 (2015); IATF 16949 (2016) & ISO 17025 (2017)

Journey So Far



- 1973 Started as Oswal Steels - 50,000 TPA capacity of special & alloy steels
- 1986 Acquired Mohta Alloys with capacity of 1,00,000 TPA
- 1995 Installed modern Steel Melting Shop with Electromagnetic Stirrer
- 2000 Commissioned
 Vacuum Degassing System
- 2001 Strengthened product portfolio – added Bright Bar Facility
- 2010 Independent identity under Vardhman Group

1973-2011

- 2012 Listed on BSE & NSE
- 2013 Installed fully automatic rolling mill with capacity of 1,50,000 TPA & Magnaflux leakage testing system (Dr. Foerster Germany), and Ultrasonic Testing from (Olympus, Canada)
 July 2015 – Installed Fume Extraction system
- Aug 2015 Increased Bright bars capacity to 36,000 TPA & 1,80,000 TPA for Hot Rolled

2012 - 2015

- Dec 2016 Upgraded transformer & allied equipment to reduce melting time & resulting in SMS capacity to 1,65,000 TPA
- April 2017 Rights
 Issue of Rs 67.85 Cr.
- Oct 2017 Purchased ~8 acres of adjoining land for Rs. 36 Cr.



- Feb. 2018 QIP of Rs 50 Cr.
- June 2018 CRISIL upgraded credit rating
- Aug 2018 Change in Statutory Auditors to M/s B. S. R. & Co. LLP
- Feb 2019 Fortified Board of Directors one Independent Woman Director and one Additional Director appointed
- Sept 2019 Replacement of electric arc furnace and other related activities
- Nov 2019 Signs Technical Assistance Agreement with Aichi Steel Corporation (ASC) - Issuance of equity shares on preferential basis worth Rs. 50 Cr.
- Appointed Additional Director as representative of Aichi Steel Corporation
- July 2021 Received environmental clearance for capacity expansion
- Mar 2023 Joins hands with ASC to start mass production
- May 2023 Issued Bonus Share in ratio 1:1

2016 - 2017

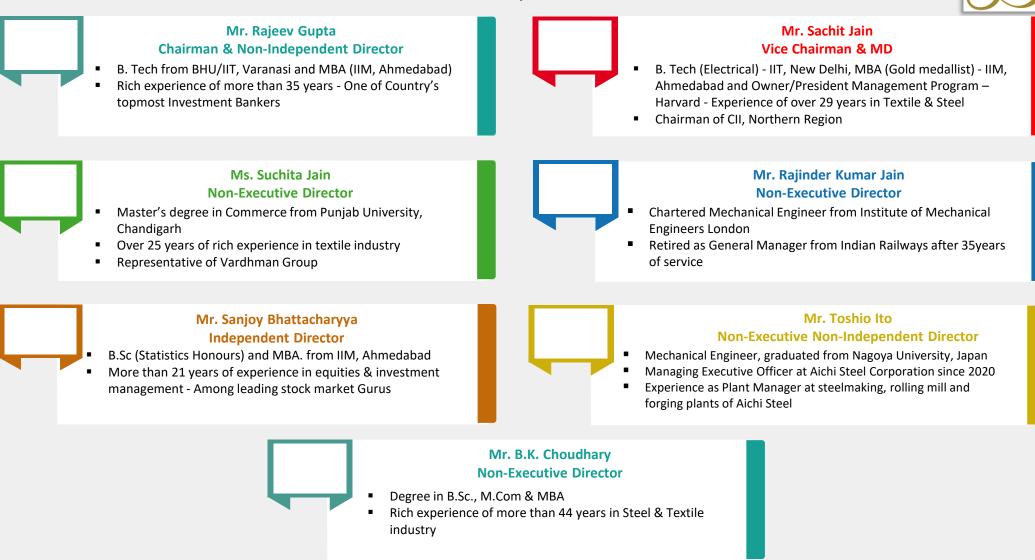
2018 – Till Date

.... Transforming into one of India's leading steel bar producers

Strong Experienced Board of Directors contd...

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Strong Experienced Board of Directors contd...



Mrs. Vidya Shah

- Independent Director MBA from Indian Institute of Management, Ahmedabad
- 11 years of career in investment banking ICICI, Peregrine and NM Rothschild
- Non-Executive Director of Edelweiss Financial Services Ltd. and **Executive Chairperson of EdelGive Foundation**
- Recognised as India's Top 100 Women in Finance by Association of International Wealth Management of India (AIWMI) 2019

Mr. Suman Chatterjee **Independent Director**

- Graduation in B.Sc. Economics from Presidency College, Kolkata
- Holds post graduate diploma in Business Management from Indian Institute of Management, Ahmedabad
- Over 30 years of experience in Multiple Leadership roles worked in sales & marketing and has led businesses for Levi Strauss and SC Johnson in India

Mr. Rakesh Jain **Independent Director**

- Ph.D. in Polymers from University of Akron
- Worked in Advanced Technology Group at GE Electro-materials Division (EMD) in Coshocton, OH, USA & Aditya Birla Group (ABG) as MD of Indo Gulf Fertilizers Ltd

Mr. Raghav Chandra **Independent Director**

- B.Sc (Hons.); M.Sc in Mathematics; Master's in Public Administration, Harvard University
- Addt'l Secretary & Financial Advisor various Ministries; Chairman - NHAI; CMD - Indian Highway Mngt Co. Ltd.; CEO -MP Housing Board; MD- MP SIDC; Chairman SEZ



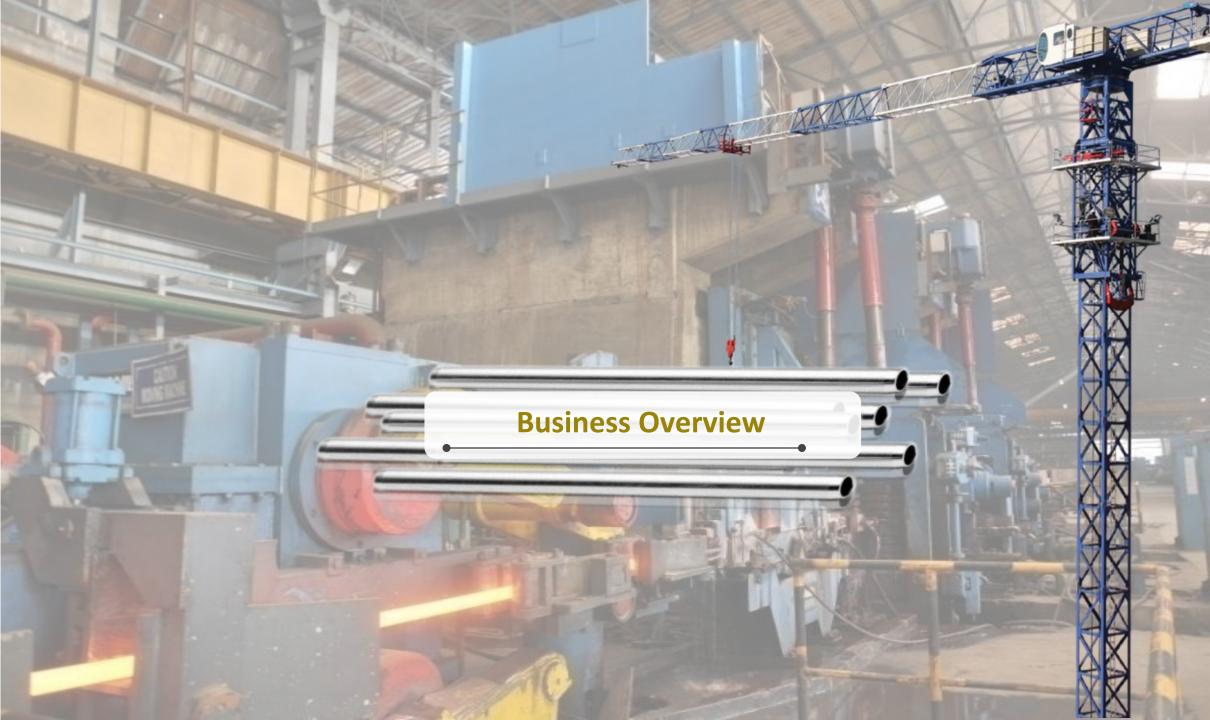
Mr. Rajendar Kumar Rewari **Executive Director**

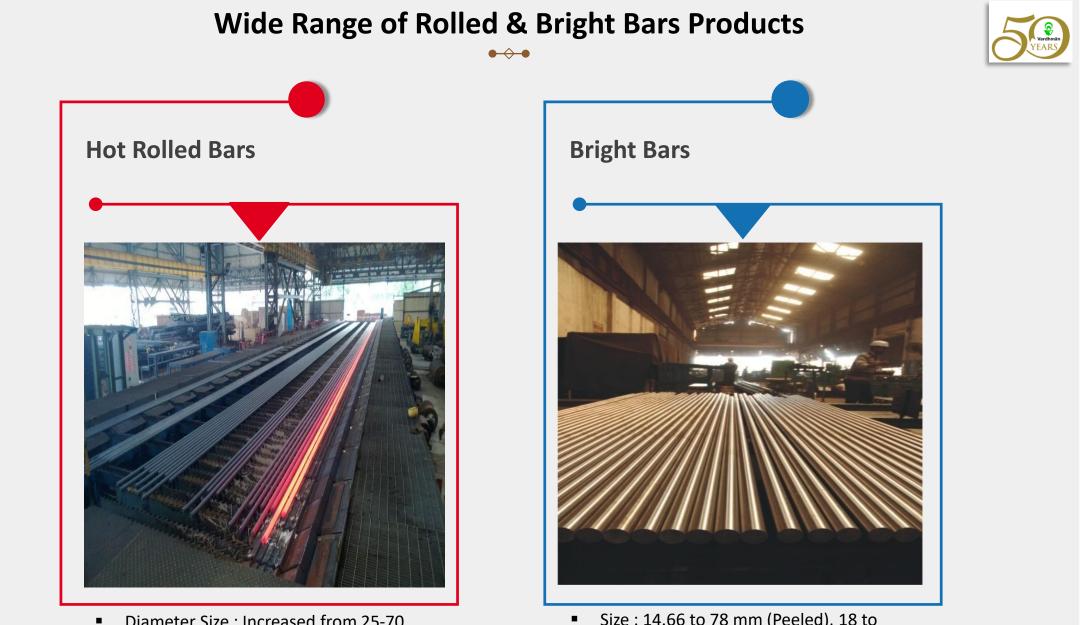
- B. Sc. from Punjabi University, Patiala and LLB & Post Graduation diploma from Kurukshetra University
- More than 30 years of experience in manufacturing sector
- More than 10 years of experience as Managing Director of Morarjee Textiles Limited
- He has long track record at Vardhman Group in various key positions



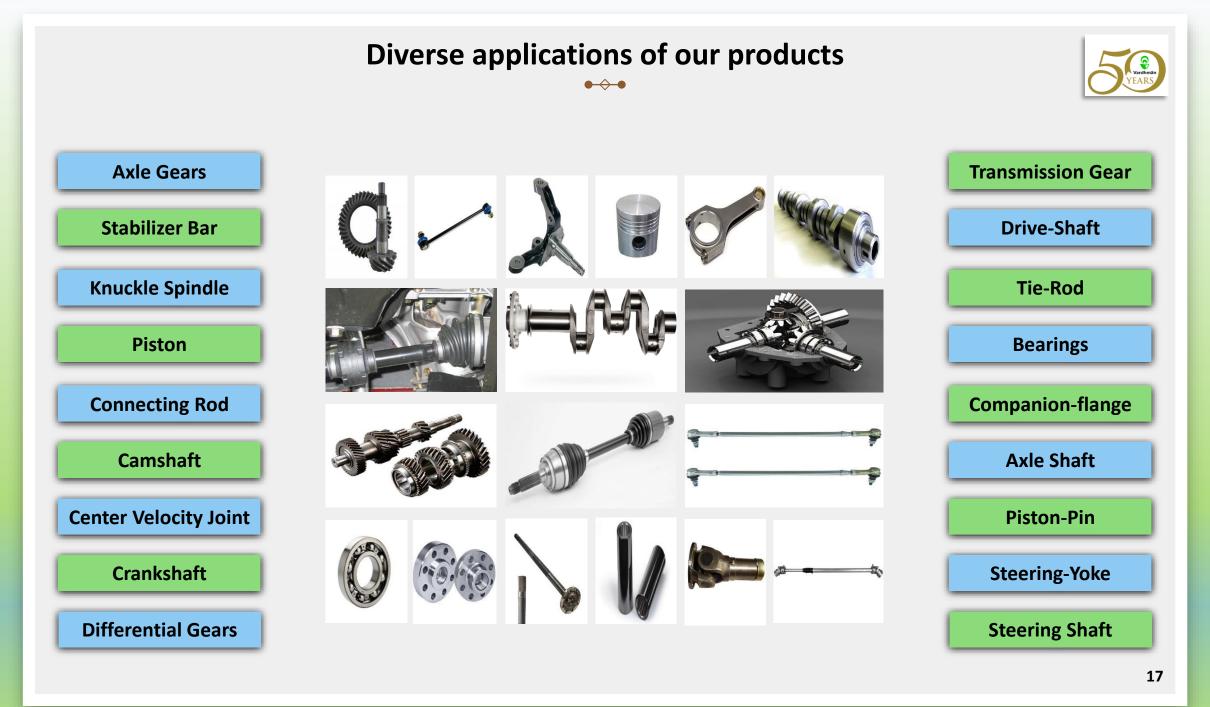
Ms. Soumya Jain **Executive Director**

- Graduation in B.Sc. Economics from University of Bristol, UK
- MBA in family business from Indian School of Business
- 5 years of exp. in Vardhman Textiles in various fields like production, marketing, exports, HR, R&D, Capital investments, etc.
- Joined Vardhman Steel in 2021 with involvement in various departments





 Diameter Size : Increased from 25-70 MM in 2012 to 16-120 MM Size : 14.66 to 78 mm (Peeled), 18 to 55.25 mm (Drawn)



State-of-art Manufacturing facilities



Steel Melting Shop

- Annual Capacity : 2,40,000 TPA
- 30 MT Ultra High Power (UHP) Eccentric Bottom Tapping (EBT Type)
- Fully automated continuous feeding system for DRI & other raw materials
- Automatic lance manipulator for oxygen and coke injection
- Electrode regulation system Melt Controller
- CELOX for active oxygen measurement (Electronite)



Rolling Mill

Annual Capacity : 2,00,000 TPA

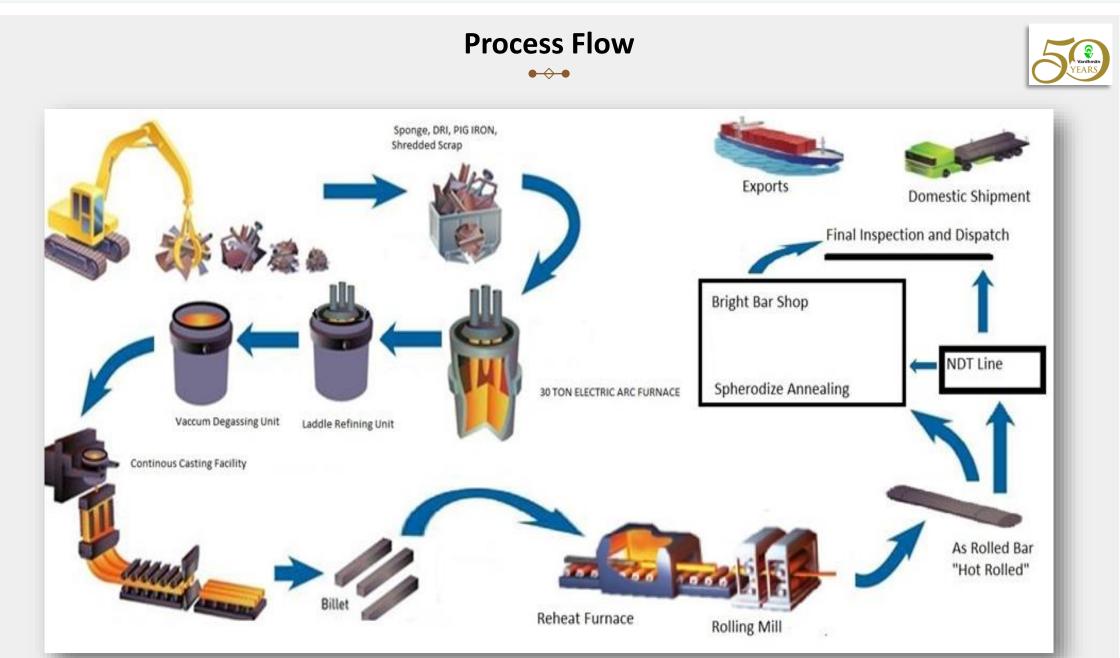
- Rolling Mill installed in 2013-14
- Mill with complete automation
- 33 TPH "Walking" Hearth Type Reheating Furnace
- Reversible 2 high shift able stand with Bar Manipulator
- 10 Continuous Stands in Horizontal & Vertical configuration
- Online Dimensional Measurements
- Rack Type Cooling bed designed for better straightness & Hardness levels
- Abrasive Cutter





Bright Bars

- Annual Capacity : 48,000 TPA
- Bar Peeling & Centreless Grinding
 - Straightening
 - Peeling
 - Cold drawing
 - Polishing
 - Centreless grinding
 - Full length bar Magnetic Particle Inspection
 - High Speed Band Saws
 - Circular Saw Cut to Length Steel



In-House Steel Melting Shop



Electric Arc Furnace





Two Ladle Refining Furnace



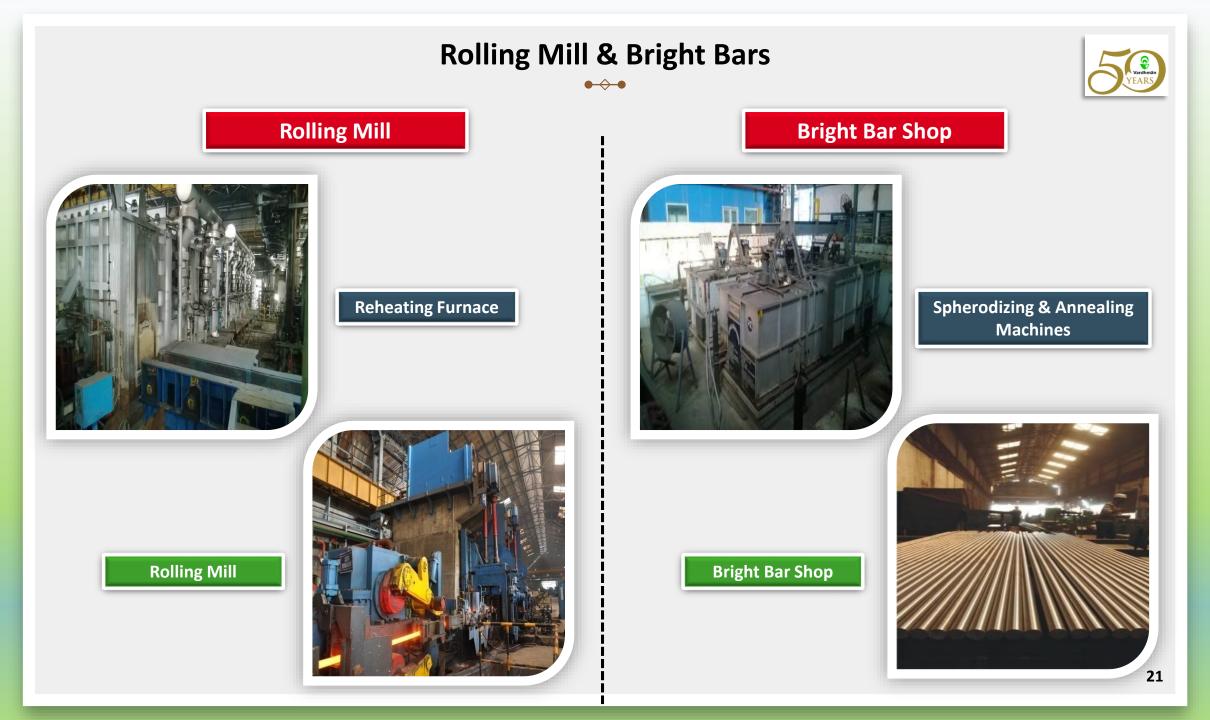
Continuous Casting Machine

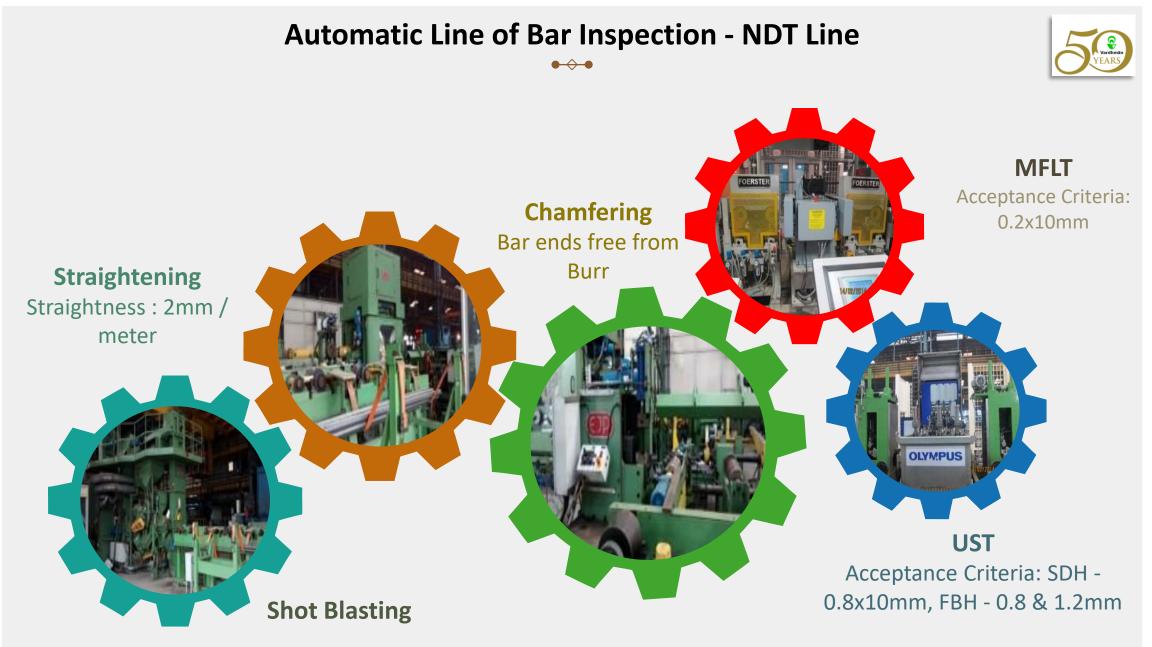




Vacuum Degassing







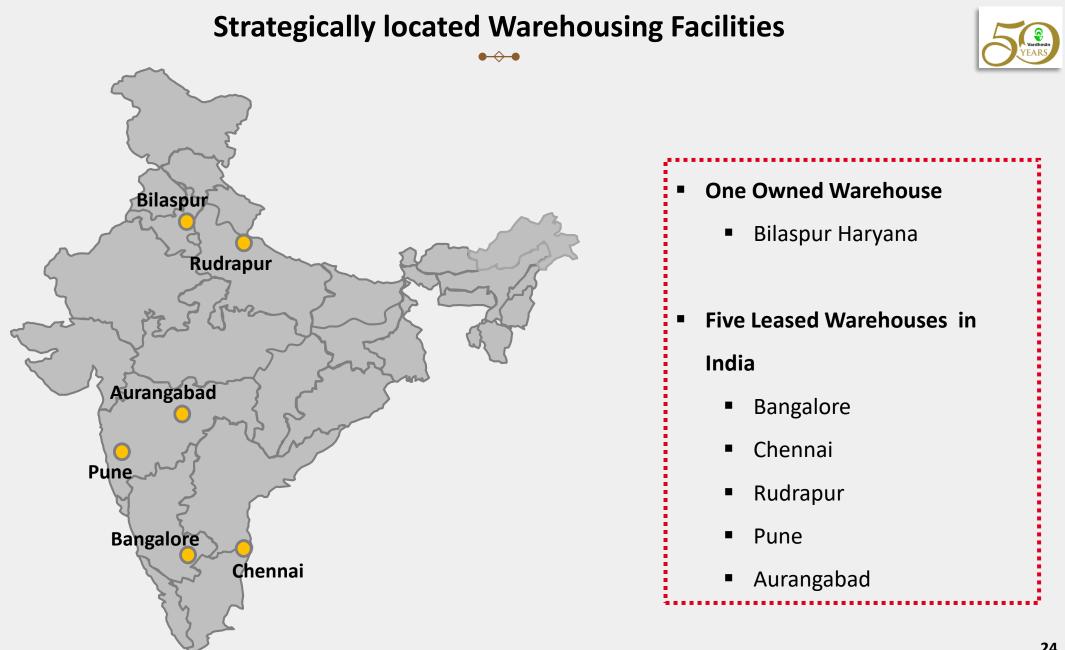
Best in class R&D Facility



- **Spectrometer** : ARL 4460:1454 for Chemical Analysis. Can check 32 different elements
- CS 230 : Analyzer for Carbon & Sulfur content in steel
- LECO gas analyzer TC 600 H₂, N₂, O₂ Analyzer
- Mobile Spectro and XRF for Mix up Testing of Bars
- Mechanical and Metallurgical Testing Lab
 - Rockwell Hardness Tester
 - Impact Testing Machine (Material Toughness)
- Metallurgical Microscope with Image Analyzer
 - Carl Zeis microscope with maximum magnification of 1000x
 - Olympus microscope with maximum magnification of 2000x
- RADLAB-1 GAMMA RAY Spectrometer
 - For Testing Steel Samples for Radiological Content
 - Can identify different types of Isotopes present in Steel Sample and show Results in Bq/gm
 - Samples Radiological content can be certified with 300 Second scan in RadLab "Well"
- XRF Spectrometer Higher range & All input/ output material can be checked and chemically analysed

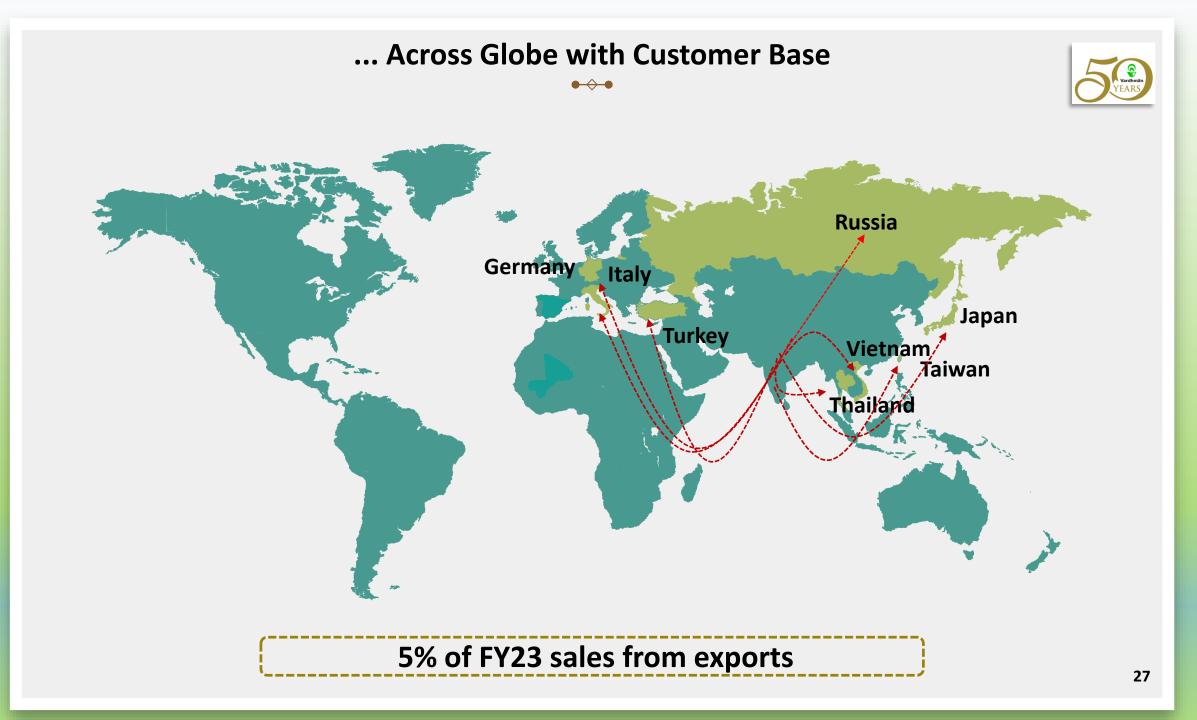


...ensuring highest levels of quality and compliance ²³



	Key Strengths	5 VEARS
	 State of Art Manufacturing Facilities and advanced R&D Capabilities Well equipped with latest upgraded Technology Machines 	01
	 Diversified Product offerings Manufactures diverse range of products with wide applications across sectors Further expanding product offerings to increase wallet share with existing customers and adding new clients 	
	 Rich Management Experience Dynamic & rich experience in special steel sector Diverse team with right mix of operational & technical expertise along with dedicated and skilled employee base 	02
	 Quality Standards & Assurance Adherence to quality standards across all stages of manufacturing Checked for dimensional accuracy & temper at every stage 	03
ſ	 Well equipped modern testing facilities to check for physical, mechanical & chemical properties Brand Image Continuous brand building exercise by providing excellent services to satisfy our 	04
-	customers	05 25







Investing in Our Real Assets









Centre for Creative Leadership

- CCL US based Organisation offers leadership programs across 160 countries, FT top10 in executive education with 500K alumni over 50 years
- Customized leadership training for 12 senior management



'Manav Vikas Kendra'

- Training programs functional, attitudinal, skill development, quality – across all levels of employees
- Specialized & customized programs



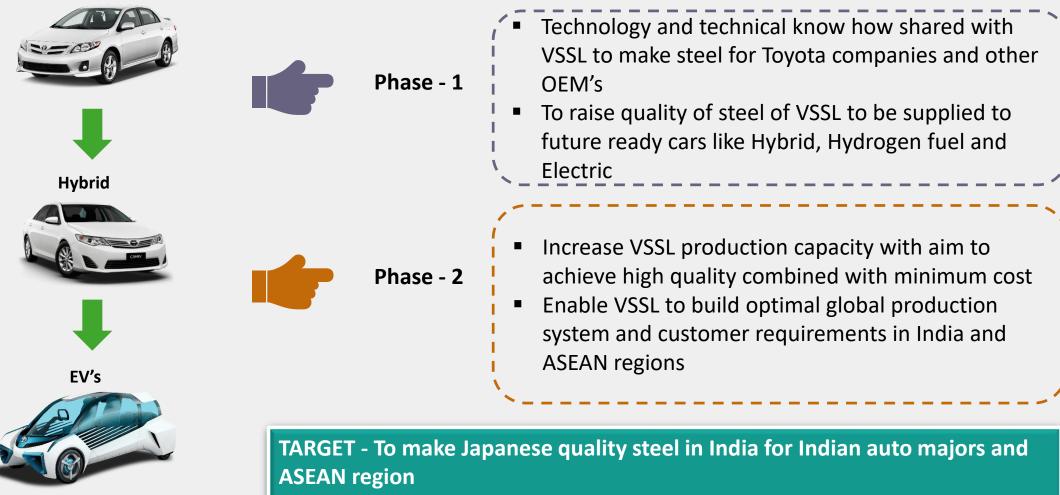
'EKLAVYA - B.Sc. to B. Tech.'

- New Initiative undertaken
- Formalized training programs that focus on technical knowledge, enhance skill sets and productive efficiencies of personnel

VSSL entered a strategic alliance with Aichi Steel Corporation (ASC) Japan. (Main material maker for Toyota)



Gasoline



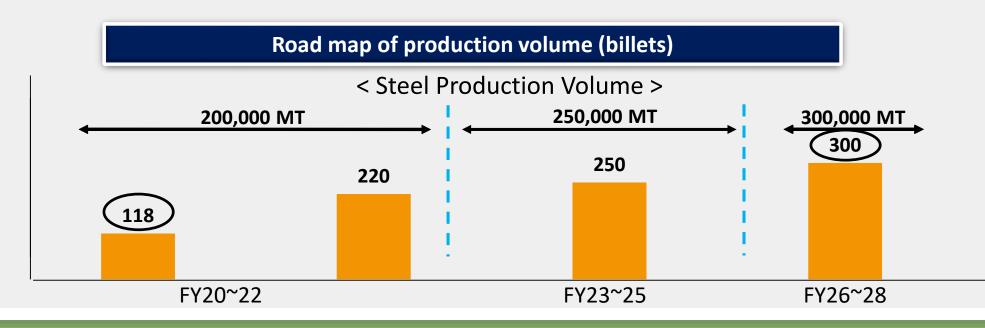
To reduce manufacturing costs by reducing and eliminating waste

What advantage for VSSL after alliance with Aichi



Possibilities

- Future Ready products Patent steel grades developed for special application in EV's, hybrid and conventional cars
- Own In House R&D Toyota Car Company takes input from Aichi on special steel to be developed car parts. It means we can target more approvals for VSSL in Maruti Suzuki and Toyota
- More customers for Vardhman in India and ASEAN region
- Export expected to increase from current 5% in FY 2022 to expected 20% 25% by FY 25
- Ministry of Environment grants Environmental Clearance for expansion from 2,00,000 MT per annum to 2,80,000 MT per annum of rolled capacity
- Forward Integration of VSSL into specialised Forging plant in India



Timeline for activities





Production 300,000MT / year Phase 3 Export 60,000 MT / year Vardhman may look forward to **Initiate CAPEX to increase production** capacity to 250,000 MT in first phase Forging business in India FY 23: Year of manufacturing of Trial orders for Aichi Anticipate to receive orders from Time for Aichi to Invest more in Aichi for Southeast Asia as well as Vardhman import substitutions ✓ Joins hands with ASC to start mass production in Mar'23 **VSSL AICHI may lay foundation** FY 24: Start supply of products for future steel company in India against firm orders for Aichi 2025-2028 Take Japanese approvals like Yamaha, Mushashi, JTEKT, Toyota, Aichi Forge, Suzuki, Hino Motors

2022-2025

Goal 2030 – VSSL to emerge as #1 Special **Steels' Manufacturer in India**

Phase 2

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Phase 1

- Continuous improvement in quality and productivity by strengthening existing procedures
- Focus on Improving safety levels
- Start marketing to customers in India, Thailand, Philippines and Indonesia
- FY 2021-22 Year of Sampling for Aichi

2019-2022

ESG Initiatives

Environment:



- Committed towards cleaner, greener and healthier environment by implementing stringent standards & policies for Environment in our unit
- Making steel through Electric Arc Furnace route which is significantly more environment friendly than Blast Furnace route. Most of our competitors are making steel through Blast Furnace route
- In 2015, installed Secondary Fume Extraction system with investment of Rs. 12 crores, to capture dust going into air. Its annual operational cost is approximately Rs. 5 crores
- On our journey of expanding production capacity from existing 2 lac TPA to 2.80 lac TPA, we are also leaping step forward in tightening our norms towards environment protection. These include development of Greenbelt of over 33% existing land area, emissions below 30 ppm against 150 ppm followed by most of our competitors, zero liquid discharge and reduction of substantial water extraction even after expansion. Apart from this, we are developing forest on 5 acres of land owned by Vardhman Textiles Ltd. situated at middle of Focal Point, Ludhiana with Japanese technique known as "Miyawaki". This will be unique facility on such large area for benefit of environment and society at large. All this will be done with total capital outlay of over Rs. 30 crores
- Aspire to plant 1,000 acres of forest in next 15 years in Punjab
- Plan to replace Furnace Oil with Natural Gas (being Greener Fuel), thus reducing load of carbon emissions going into environment
- Trees are planted every year to increase green area in and around factory, planted over 52,000 trees till March 2023 and also undertaken parks and other areas for development
- Focusing on water conservation by recharging water through 7 rainwater harvesting pits in factory and adopted more than 10 ponds for desilting
- Install renewable solar power plants in next 2-3 years to reduce carbon footprint
- Target to bring down carbon footprint below 0.5 by 2030 and 0 by 2050, well ahead of India's target of net 0 by 2070
- Disposing all types of wastes being generated in factory through agencies duly approved by Pollution Control Board

Social:

- Support principles of inclusive growth and equitable development through CSR initiatives for sustainable development in core business activities
- We have made several contributions towards:
 - (i) Preventive & Promoting Healthcare and Sanitation
 - (ii)Towards Environment sustainability
 - (iii) For Promoting Education
 - (iv) Towards Women Empowerment
 - (v)Towards socially and economically backward groups

ESG Initiatives



- Have In-house oxygen generation plants for our captive consumption. During Covid time, we had served society by supplying oxygen cylinders.
 During 2nd wave of Covid, we have been able to serve for 50% requirement of oxygen of Ludhiana city
- Employee well being:
 - ✓ We hadn't laid off anyone during Covid time, rather we had paid full salaries to our employees and ensured full payment to our contract workers. Apart from this, we had given timely increments, production incentives and above all distributed one time incentive for hard work done by entire team during tough times of Covid
 - ✓ In current year, we had developed well-equipped Health Fitness Centre in campus managed by professional trainer
 - ✓ We have launched 3 welfare policies in current year:
 - Chalo Ghar Bhi Banaye (Housing loan scheme)
 - Main Hoon Naa (Taking care of education of children on unfortunate demise of our employee till graduation irrespective of any College/University)
 - > Vidwaan Bano (Scholarship of Rs. 50,000/- to outstanding children of our employees)
- We are having strong Women Grievance handling mechanism in place
- We have various unique facilities and schemes for benefit of employees such as single roof canteen serving same food from Worker to MD
- Two full time Doctors posted in campus, promoting Trekking, Meditation in Vipasana or equivalent, helping to maintain BMI and more

Governance:

- M/S B S R & Co LLP, affiliate of KPMG, Chartered Accountants are our Statutory Auditors.
- We are led by strong Board consisting of 11 members out of which 6 are independent directors. Chairperson is non-executive independent director. Our Board includes two women directors, out of which one is independent director.
- Aichi Steel Corporation Japan, main steel supplier to Toyota Group had selected us as their partner and entered strategic alliance in 2019 along with equity participation in VSSL and have seat on the Board

Thank You





For further information, please contact:

Company :

Investor Relations Advisors :

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