

Date: February 09, 2024

Ref: UAF/2023-24/50

To,
BSE Limited
Phirozee Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001
(Maharashtra)

Ref: Universal Autofoundry Limited (539314/UNIAUTO)

Sub.: Regulation 30- Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Investor Presentation for the Quarter and Nine months ended on 31st December, 2023 of our Company is enclosed herewith. The same has also been placed on the website of the Company.

Request you to take the above information on record.

Thanking you,
Yours faithfully,
For Universal Autofoundry Limited

VIMAL
CHAND
JAIN

Vimal Chand Jain
Chairman and Managing Director
DIN: 00295667

Digitally signed by VIMAL CHAND JAIN
DN: cn=VIMAL CHAND JAIN, o=UNIVERSAL AUTOFOUNDRY LIMITED, email=VIMAL.CHAND@UNIAUTO.COM, ou=UNIVERSAL AUTOFOUNDRY LIMITED, c=IN
Date: 2024.02.09 15:11:48 +05'30'

UNIVERSAL AUTOFOUNDRY LIMITED

Unit-1: B-307, Road No. 16, V.K.I. Area, Jaipur, Rajasthan - 302013 (India)
Unit-2: B-51, SKS Industrial Area, Reengus, Sikar, Rajasthan - 332404 (India)
Unit-3: A2-4, A18-20, Udhyog Vihar, Sargoth, Reengus, Sri Madhopur, Rajasthan - 332404 (India)
E-Mail: support@ufindia.com, Cont. No.: 0141-4109598, Website: www.ufindia.com, GSTIN: 08AABCU1171A1ZV



INVESTOR PRESENTATION

Q3FY24 and 9MFY24





SAFE HARBOR STATEMENT

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements

These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade

Universal Autofoundry Ltd ("The Company"), therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof

COMPANY OVERVIEW





HISTORY



Incepted in year **1972** as a partnership firm



1995: Changed from Coke fired Cupola Furnace to Electric Induction Furnace



1999: Started producing SG (Ductile) Iron Casting Components



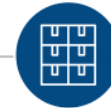
2003: Direct Exports started to European Countries



2022: Migrated to BSE Main Board



2019: Installed 2nd High Pressure Molding Line, Disa Flex 70 HS, reaching to a total production capacity of 28000 MT / Annum



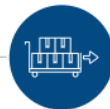
2015: Converted into a Public Limited Company with the name Universal Autofoundry Limited. Listed on Bombay Stock Exchange, SME Board



2009: Installed 1st High Pressure Molding Line by SINTO Japan, reaching to a capacity of 10000 MT / Annum. Further, Universal Autofoundry was converted into Private Limited company from a partnership firm with the name Universal Autofoundry Private Limited



2023: Did major expansion in Machine Shop, total 48 machine tools in-house including HMC's, VMC's, VTL's & CNC Turning Centres



2023: Exports to more than 15 countries including USA, Italy, Spain, France, Brazil, UAE, various South East Asian Countries, etc.



2024: Installed 3rd High Pressure Molding Line, RHINO, reaching to a total production capacity of 40,000 MT / Year

- World class manufacturer and Exporter of Grey Cast Iron, and Ductile Iron Machined castings
- State of the art plants
- Can make any grade in Cast iron & SG Iron Can make items starting from 5 Kg to 150 Kgs
- Machining capabilities – delivering ready-to-use product to customer
- We supply intricate, cored and Fully Machined cast components in the weight range of 5 to 150 Kgs
- We are supplying approx. 100,000 quantities of casting and machined components per Month to OEMs, MNCs and Export Market
- Facilities are in Jaipur and nearby industrial hubs
- Universal Group has installed a casting capacity of 40,000 MT / Year
- Universal Autofoundry has three units with a combined built-up manufacturing area of around 20,000 Sq. Meter
- We have fully integrated casting and machining operations in environmentally friendly foundry and machine shops





**Unit 1
JAIPUR**



**Unit 2
REENGUS**



**Unit 3
REENGUS**

- All three facilities are in Jaipur and nearby industrial hubs
- Universal Group has installed casting capacity of 40,000 MT/Year
- Three units with combined built-up manufacturing area of around 20,000 Sq. Meter
- Fully integrated casting and machining operation in an environmentally friendly foundry

- Capacity Utilisation to improve going forward
- Major enhancement in Machining capacity planned by end of FY25
- Two "A" class Approved foundry from RDSO of Indian Railways
- Installed 3rd High Pressure Molding Line, RHINO, reaching to a total production capacity of 40,000 MT / Year



PRODUCTS



Cylinder Hydraulic



Differential Case



Flange



Brake Piston Housing



Flywheel Housing



Adapter Plate



Pulley Damper



Pulley Poly V Groove



Mass



Bracket



Master Clutch Housing



Support Housing



Rear Hub



Trunnion Support



Rear Axle Housing



Housing Rear Axle Centre



Gear Box Housing



DIVERSIFIED BUSINESS SEGMENTS

Commercial vehicle Industry

Construction Industry

Tractor Industry

Earth Moving Industry

Engineering Industry

Export Business

MANAGEMENT TEAM & BOARD OF DIRECTORS

VIMAL CHAND JAIN

Chairman and Managing Director



- With over five decades of experience in the casting and foundry industry, Mr. Jain has developed extensive expertise in various aspects of manufacturing castings.
- He contributes significantly to the formulation of company policies & developmental activities.
- His responsibilities encompass the creation of business plans and fulfill the Company's vision.
- He assumes the responsibility of safeguarding company's compliance with health and legislative regulations. He maintains strong connections with trade and professional associations,
- Bachelor's degree in Engineering (Electrical) from Osmania University, Hyderabad.

VIKRAM JAIN

Whole Time Director - Marketing



- Marketing specialist with a remarkable career spanning over 20 years.
- With his extensive knowledge and experience with Domestic & Overseas OEM's, he plays a pivotal role in shaping the company's strategic direction and achieving its business objectives.
- He actively engages in identifying opportunities, developing business strategies, & overseeing their implementation
- His work is driven by ensuring the delivery of high-quality services to its valued clients
- Bachelor of Engineering (BE) in Manufacturing Engineering from BMS College of Engineering in 1999.

VINIT JAIN

Whole Time Director & Chief Financial Officer



- With a professional journey spanning over 25 years, Mr. Jain possesses extensive industry knowledge and experience in finance. His contributions have been invaluable to the success of Autofoundry.
- He looks after business expansion and fund-raising function of the Company.
- He is heavily involved in budget maintenance, meticulously controlling expenditures to ensure they remain within the established limits.
- He manages overall finances of the Company with a primary focus on improving profit margins.
- Bachelor of Commerce (B.Com) degree and an MBA from Shivaji University Kolhapur (1997).

GAJENDRA KUMAR TYAGI

Whole Time Director – Operations and NPD



- Seasoned professional specializing in operations and new product development
- With an impressive work experience of over 50 years, he brings a wealth of expertise to his role.
- Bachelor of Science (BSc) degree from Jamia Millia Islamia University in 1973.



MARQUEE CLIENTS ACROSS VERTICALS



TRACTORS



ESCORTS



SONALIKA
INTERNATIONAL



NEW HOLLAND
AGRICULTURE



CNH
INDUSTRIAL



Mahindra



COMMERCIAL VEHICLES



ASHOK LEYLAND



VOLVO



RENAULT
TRUCKS



VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE



OTHERS



JCB



Kubota
Escorts Kubota Limited
(Formerly Escorts Limited)



DANA

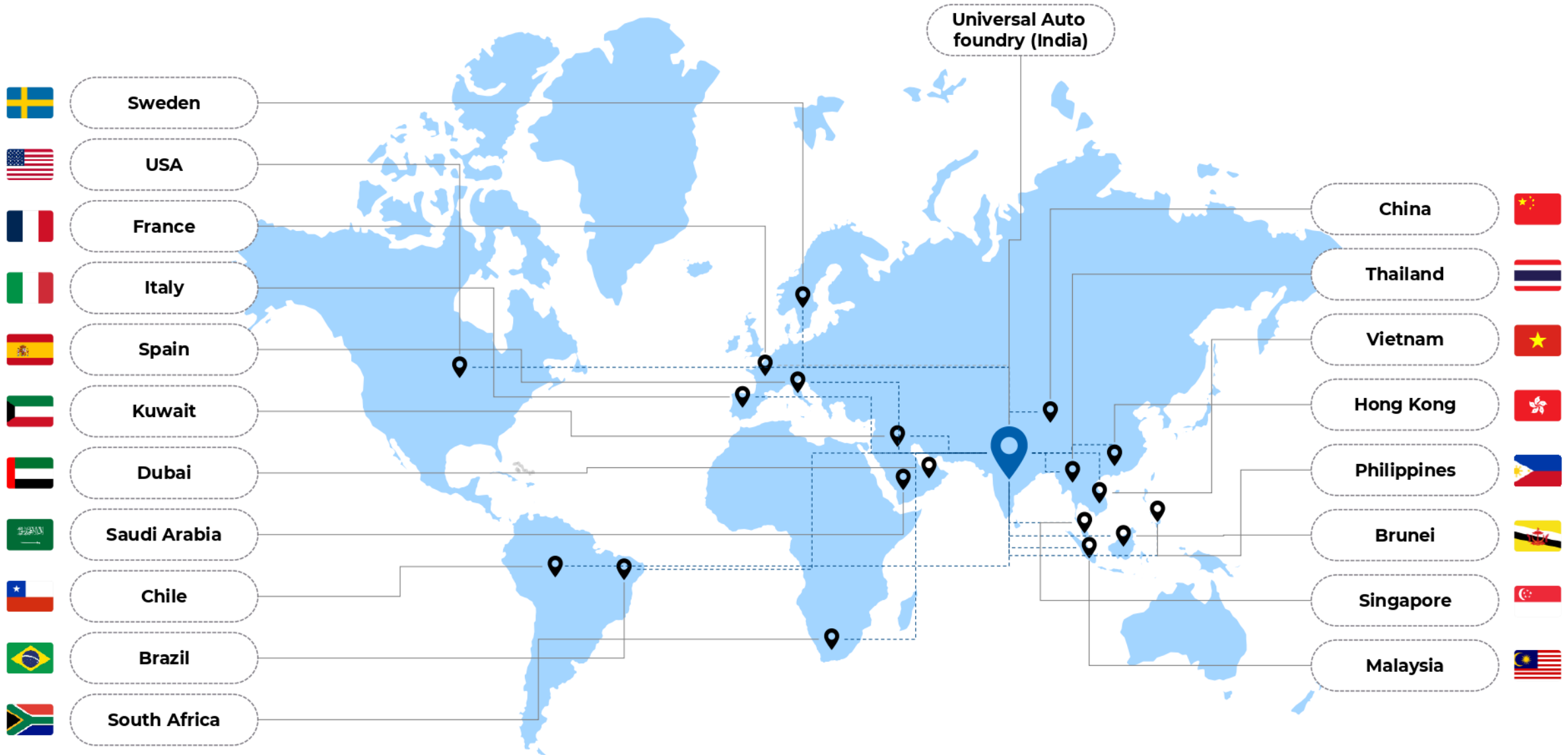


AGCO
Your Agriculture Company



Trelleborg Vibracoustic

STRONG GLOBAL PRESENCE



INDUSTRY OVERVIEW





INDUSTRY OVERVIEW

- India is the **second largest producer** of castings, globally
- The Indian foundry industry produces various types of metal castings and cast components with applications in varied industries in the **power, automotive, defense, railways, machine tools, agro machinery, tractor, earth-moving and mining machinery, electrical machinery, and oil and natural gas** industries
- The **automobile sector** consumes around **40% of castings** produced in India
- Currently, there are around **5000 foundry units in the small, medium and large-scale sector**
- industry employs **500,000 people** directly and another **15,00,000** indirectly
- Avg. Productivity Per unit: **2341 TPA**
- Exports: \$5.2 Bn. Potential to Grow to USD 12-15 Bn in next 7-10 years
- Outlook: Needs to Grow 3 folds producing 30 Mn Tons/PA in next 10 years to support “MAKE IN INDIA”
- Investments Needed: USD 6-8 Bn in 10 years



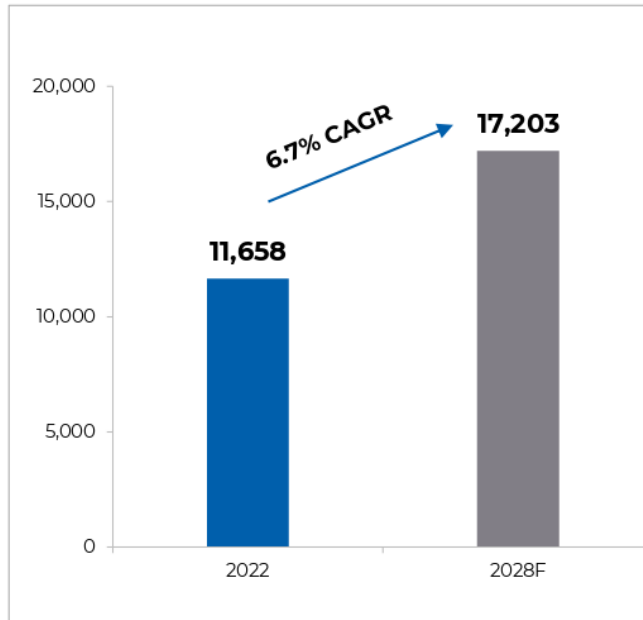
KEY GROWTH DRIVERS

- **Vehicle Scrap Policy** Implementation to boost the foundry industry significantly
- Increase in **Load Capacity per Axle**: Govt has enhanced goods vehicles' carrying capacity by 20-25%, driving demand for heavy vehicles
- **New Manufacturing Policy** Objectives target GDP manufacturing share to rise to 25% (from the current 15%). The role of the foundry industry thus becomes critical
- Foundry Sector has been **upgrading facilities and technologies** for enhanced productivity and capacity. Major expansions and technological initiatives are underway, with investments exceeding INR 6-8 Bn
- Government Focus **on Infrastructure Projects** further augments the demand for foundry products



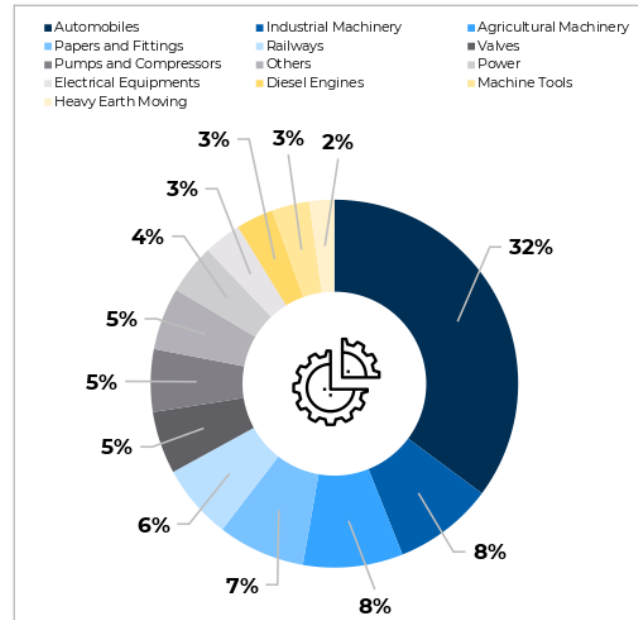
PRODUCTS & END USER INDUSTRIES

Indian foundry Industry size (USD mn)



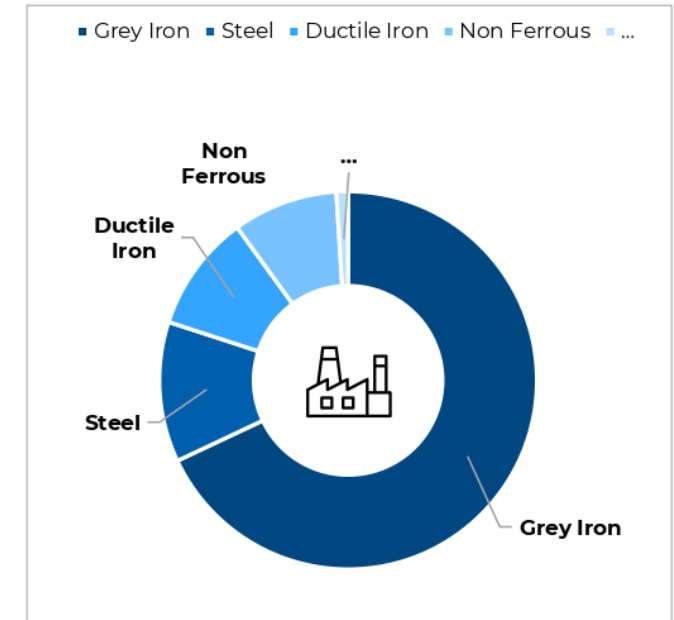
- **Earth Moving & CV** Industry on a long term upswing
- Government Increasing **Load Capacity Per Axle** which will aid increase need for castings
- Major Focus on **Modernisation of Railways**, significant demand coming over the next decade
- Increasing Focus on **Infrastructure Industry**, wide use across industries

Sector wise consumers (%)



- Business geared towards **large sectors** in the country
- **Expansion plans** will increase diversification
- **Railways and Passenger Vehicles** are adjacencies with large opportunity
- Process underway to explore products where UAF can supply

Industry Product Mix

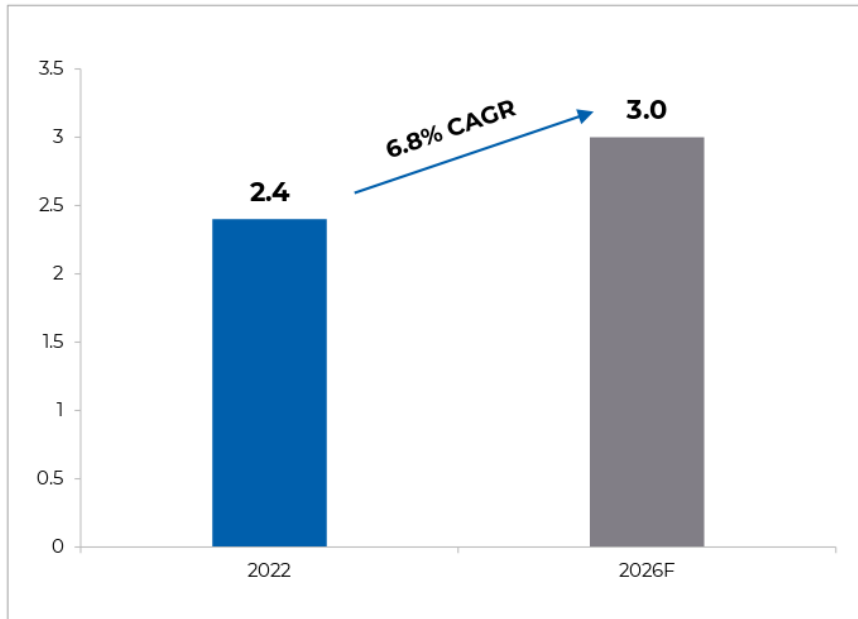


- **Grey Iron Castings** – Widely used due to high compressive strength, low cost, durability and ability to withstand thermal cycling
- **Ductile Iron Castings** - Can be bent, twisted and deformed without fracturing



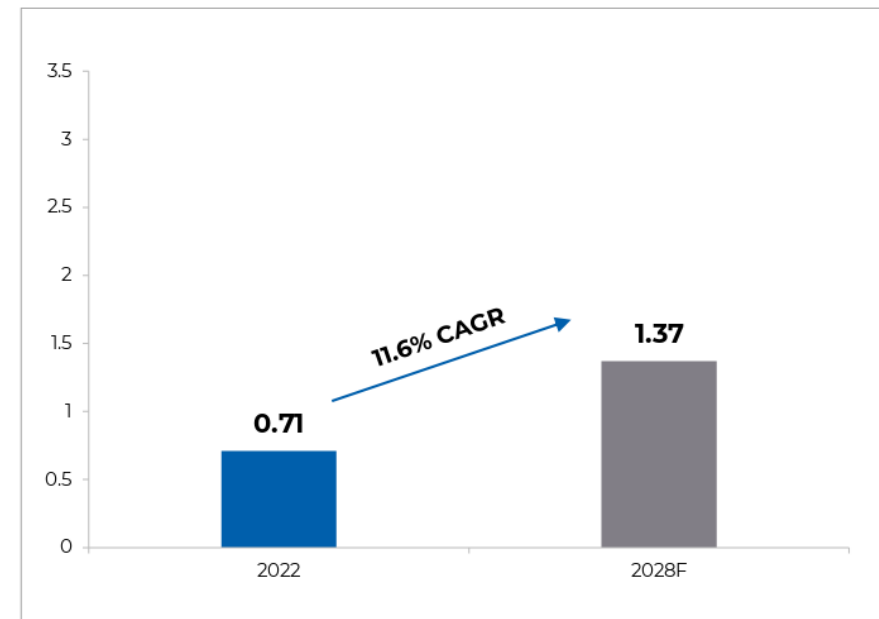
GROWTH OPPORTUNITIES & TAILWINDS

Aluminium Castings Tonnes (mn)



- **Aluminium castings** are fast emerging as one of the most preferred materials in the automobile and railways industry due to its **high strength-to-weight ratio, cost effectiveness, and recyclability**
- **Increasing acceptance and govt. incentives on the EVs** may also propel aluminium demand as this category has **higher intensity of aluminium usage than ICE vehicles**
- India will be the "**stand-out growth market**" for **aluminium consumption** in the future as it pursues construction projects to resolve an infrastructure deficit

Usage of Aluminium by Transport Sector



- Foray in to non-ferrous (Aluminium) casting to be **margin accretive** (Cater to current set of customers)
- **Strong proxy to CV, Heavy earth movers, Tractor's & Railway** as Infrastructure development in country gaining traction
- Capitalise on approval from **railway's; Increasing focus and higher capital outlay** by Government of India
- Ability to serve machined and semi – machined grey iron casting product have made them a preferred partner for OEMs
- **Locational advantage:** Concentration of Tractors, Heavy Earth Movers & CV manufacturers in North
- **Capacity expansion of 12,000 MT** with newer product offering will drive volume growth with existing OEMs (Financial closure achieved, Commercialisation by FY25)

Source: Coherent Market Insights; KPMG; IBEF; Alcircle; MyJunction; S&P Global Report; Times of India; PR Newswire

FINANCIAL PERFORMANCE

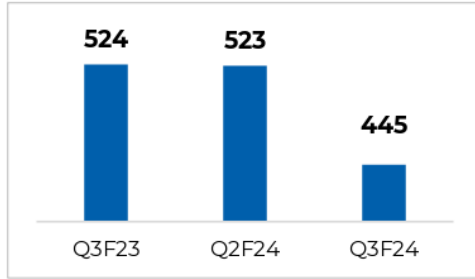




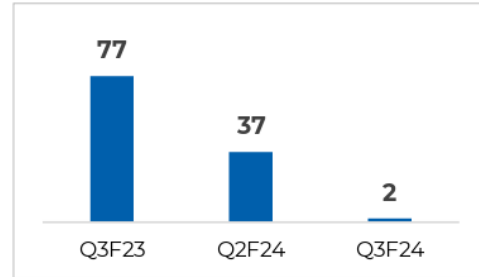
Q3FY24 / 9MFY24 – FINANCIAL HIGHLIGHTS

₹ mn

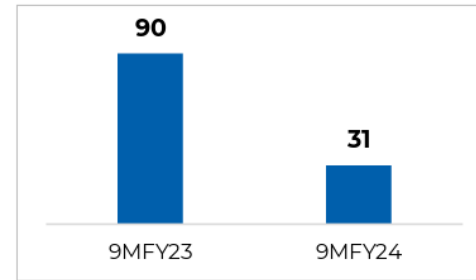
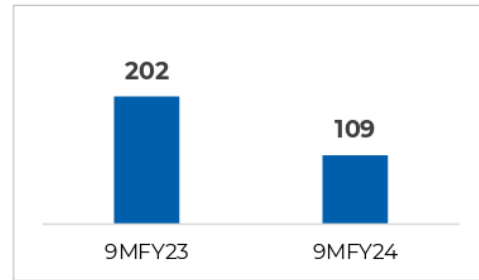
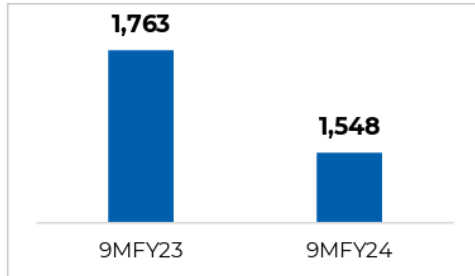
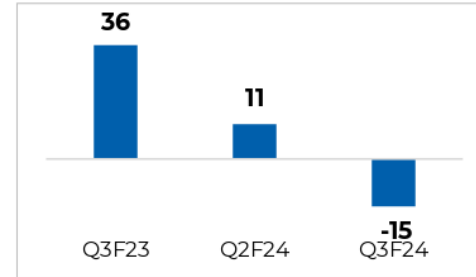
Revenue



EBITDA



PAT



Operational Highlights

- **Trial Production at 3rd Foundry started**, fully operational from **Q1FY25**. A RHINO High Pressure Molding Line installed with **production capacity of 12000 MT / Year** having a box size of 750 * 650 * 500 (250/250) mm.
- Encouraging responses from **International clients to drive geographical expansion**.
- **Rationalizing product offering** for better margins going forward.

Financial Highlights

- Profitability impacted during the quarter due to **loss of sales on account of discontinuation of raw casting parts supply post the discontinuation (disengagement) of business by previous promoters** resulting in increase in fixed production costs and affecting additional production capacity. Expected **to normalize in 1-2 quarters**
- **Sudden increase in fuel surcharge** impacting power costs - evaluating proposals to tackle the same
- Efforts on **to reduce dependency on cyclical tractor markets** (currently 60%) underway, to mitigate business volatility.



Q3FY24 Financial Snapshot

447
Total Income
(₹ mn)

2
EBITDA
(₹ mn)

0.4%
EBITDA
Margin (%)

(15)
PAT
(₹ mn)

FINANCIAL STATEMENTS





HISTORICAL FINANCIALS

Profit & Loss (₹ Millions)	2021	2022	2023
Revenue from Operations	1,277	1,625	2,362
Other Income	5	6	9
Total Income	1,282	1,631	2,371
Expenses			
Cost of Material Consumed	781	1,108	1,562
Changes in Inventories of WIP & Finished Goods	(22)	(44)	(75)
Employee Cost	121	169	212
Finance Cost	28	29	40
Depreciation and Amortisation Expense	78	70	68
Other Expenses.	278	336	416
Total Expenses	1,263	1,668	2,223
Profit/ (Loss) Before Exceptional Items and Tax	19	(37)	148
Less: Tax Provision	3	-	30
Less: Deferred Tax Provision	-5	-10	13
PAT	21	-27	105

HISTORICAL FINANCIALS

Balance Sheet (₹ Millions)	2021	2022	2023
Equity And Liabilities			
Equity			
(A) Equity Share Capital	81	101	121
(B) Other Equity	168	117	459
Total Equity (1)	249	218	580
Non-current Liabilities			
Long Term	169	184	166
Provisions	5	6	6
Deferred Tax Liabilities (Net)	1	-	4
Total Non-current Liabilities	175	190	176
Current Liabilities			
Borrowings	243	277	381
Trade Payables	159	179	193
Other Financial Liabilities	1	2	2
Provisions	5	2	31
Other Current Liabilities	41	18	33
Total Current Liabilities (3)	449	478	640
Total Equity And Liabilities (1+4)	873	886	1,396
Assets			
Non-current Assets			
Property, Plant And Equipment	419	407	361
Capital Work-in-progress	1	1	3
Deferred Tax Assets		9	
Other Non-current Assets	14	21	59
Total Non-current Assets	434	438	425
Current Assets			
Inventories	87	139	203
Trade Receivables	342	299	476
Cash And Cash Equivalents	1	6	257
Bank Balances	2	0	0
Other Current Assets	2	2	34
Other financial assets	5	2	1
Total Current Assets	439	448	971
Total Assets	873	886	1,396


Cash Flow Statement (₹ Millions)	2021	2022	2023
Cash Flows from Operating Activities			
Profit for the period	18	(27)	105
Adjustments for:			
Income tax expense		(10)	43
Finance costs	28	29	40
Interest income	(2)	(1)	(1)
Depreciation and Amortisation	78	70	68
(Profit)/Loss on sale of Fixed Assets	0	(0)	-
Operating Profit before Working Capital Changes	122	62	256
Movements in working capital:			
(Increase) / Decrease in trade receivables	(126)	43	(177)
Increase / Decrease in other liabilities (current & noncurrent)	15	(23)	15
(Increase)/decrease in inventories	(36)	(52)	(64)
(Increase)/decrease in other assets (current & noncurrent)	(12)	(3)	(39)
Increase/ (Decrease) in trade and other payables	49	20	14
Increase/(Decrease) in other liabilities & Provisions	20	1	(1)
Cash Generated from Movements in Working Capital	(107)	(13)	(253)
Cash generated from operations	15	49	3
Income taxes (paid)/ Refund received	2	(4)	(30)
Net Cash Generated by Operating Activities - (A)	17	44	(27)
Cash Flows from Investing Activities			
Interest received	0.7	0.5	0.7
Payments for PP&E	(30)	(63)	(25)
Proceeds from disposal of PP&E	-	4	-
Investments	4	-	-
Net Cash (Used in)/Generated by Investing Activities- (B)	(25)	(58)	(25)
Cash Flows from Financing Activities			
Proceeds from issue of equity instruments of the Company	-		257
Proceeds from/ repayment of long-term borrowings	(57)	15	(18)
Proceeds from/ repayment of short-term borrowings	93	34	105
Dividends Paid	-	(4)	-
Interest and Finance Charges	(28)	(29)	(39)
Net (Used in)/ Generated in Financing Activities - (C)	8	16	303
Effect of changes in exchange rates on the balance of cash and cash equivalents (D)	2		
Net Increase/ (Decrease) in Cash and Cash Equivalents (A+B+C+D)	2	3	251
Cash and cash equivalents at the beginning of the period	1	3	6
Cash and Cash Equivalents at the end of the period	3	6	257




THANK YOU

UNIVERSAL AUTOFOUNDRY LTD

CIN: L27310RJ2009PLC030038

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CIN: U67100MH2020PTC335530

