



**Lokesh
Machines Limited**



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Hyderabad - 500 037. T.S. INDIA.**

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URL : www.lokeshmachines.com

CIN : L29219TG1983PLC004319

May 26, 2023

**To,
BSE Limited
Department of Corporate Services
Floor 25, PJ Towers, Dalal Street
Mumbai- 400001**

**To,
National Stock Exchange of India Limited
Listing Department
Plot No. C/1, G Block, Exchange Plaza,
Bandra Kurla Complex, Bandra(E), Mumbai-
400051**

Scrip Code: 532740

Company Code: LOKESHMACH

Dear Sir/Madam,

Sub: Investors Presentation

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation. The copy of the disclosure is also available on the website of the Company at <https://www.lokeshmachines.com/>

We request you to kindly take the same on records.

Thanking You,

**Yours faithfully,
For Lokesh Machines Limited**



**Gurprit Singh
Company Secretary & Compliance Officer**

Encl.: a/a

The Driving Force of Indian Auto Industry



Lokesh
Machines Limited

Lokesh Machines Limited

INVESTOR PRESENTATION

Fourth Quarter and Year Ended March 31, 2023



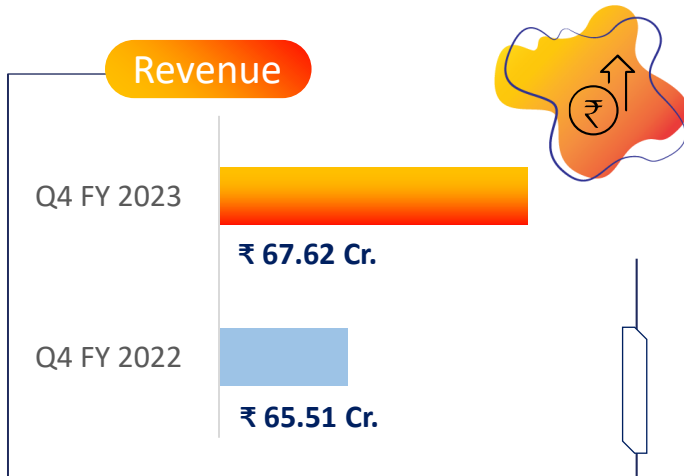
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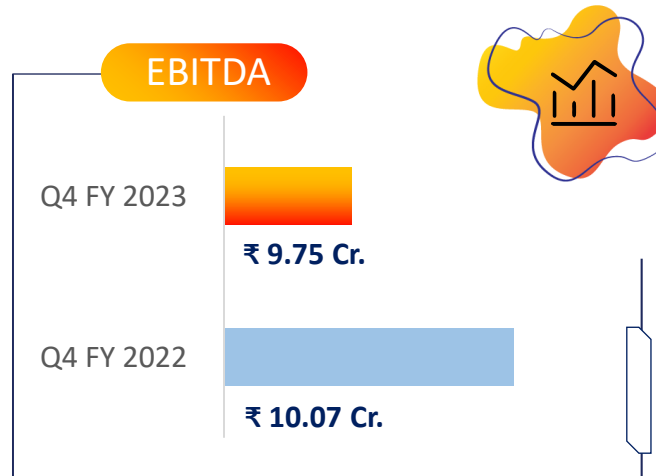
Certain matters discussed in this Presentation may contain forward-looking statements regarding the Company's market opportunity and business prospects. These statements are inherently uncertain and are subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict. Such risks and uncertainties include, but are not limited to, the performance of the Indian and international economies, industry performance, competition, the Company's ability to successfully implement its strategy, growth and expansion, technological changes and advancements, changes in revenue, income, or cash flows, market preferences, and market risks, among others. The Company's actual results, levels of activity, performance, or achievements may materially and adversely differ from those expressed or implied in this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements or projections made by third parties included in this Presentation are not adopted by the Company, and the Company is not responsible for such third-party statements and projections.

PERFORMANCE HIGHLIGHTS FOR Q4FY23

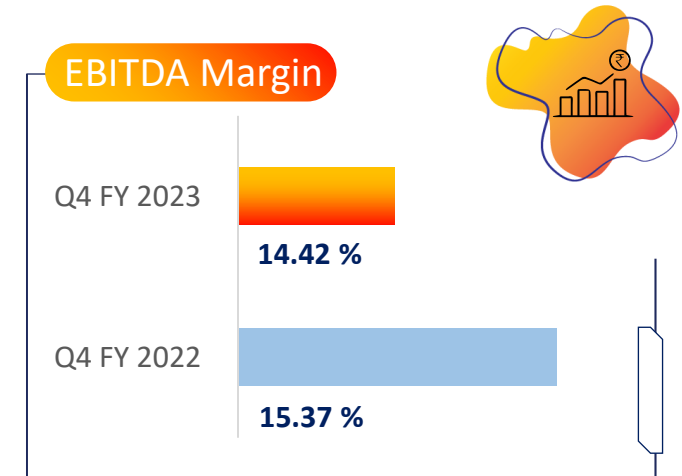
Revenue



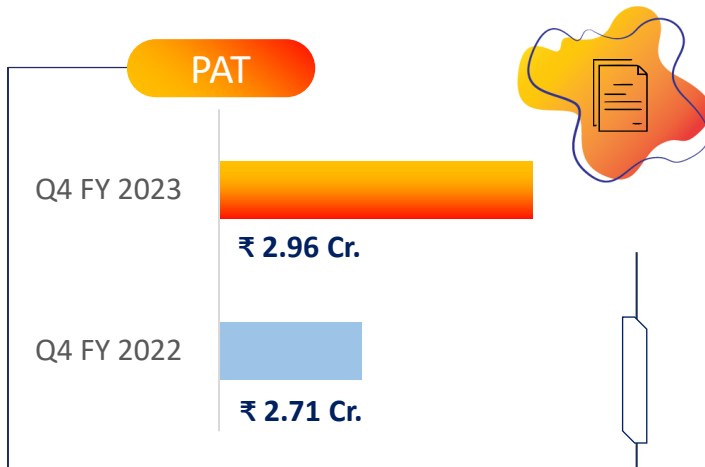
EBITDA



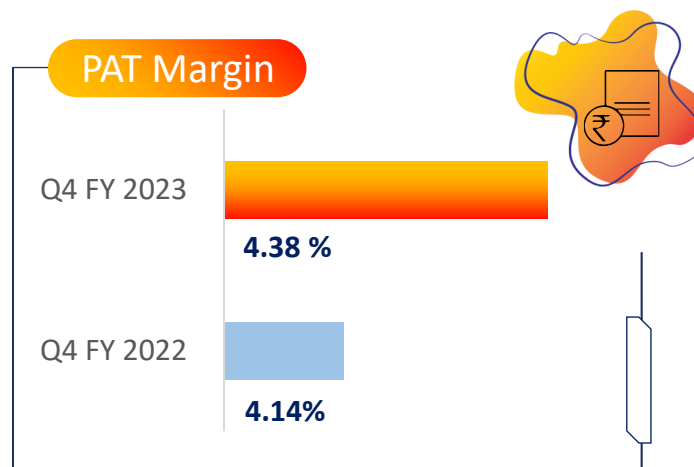
EBITDA Margin



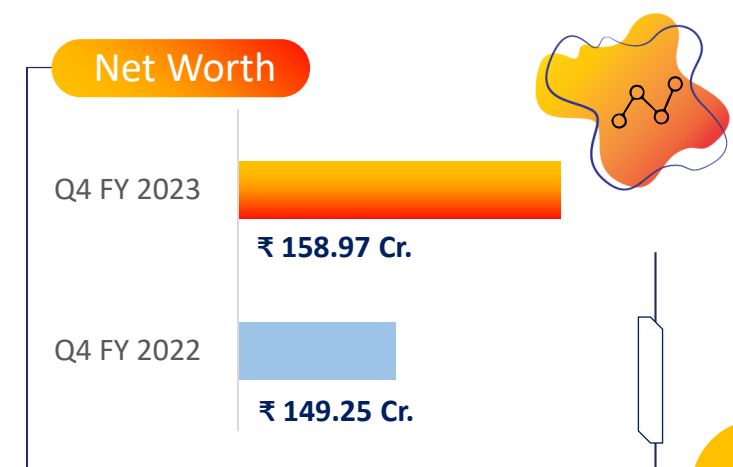
PAT



PAT Margin

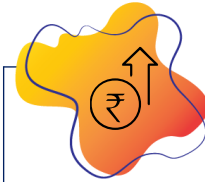


Net Worth



PERFORMANCE HIGHLIGHTS FOR FY23

Revenue



 **20.64 %**

₹ **244.51** Cr.

EBITDA



 **7.03 %**

₹ **32.73** Cr.

PAT



 **52.28 %**

₹ **9.67** Cr.

PAT Margin



 **82 bps**

3.95 %

Net Worth



 **6.51 %**

₹ **158.97** Cr.

Orders in hand



The current total order book position stands at ₹ **216.82** Cr.

PERFORMANCE SUMMARY

Standalone Financial Results

The Driving Force of Indian Auto Industry



₹ in Cr.

PARTICULARS	FY 2023	FY 2022	YoY (%)	Q4 FY 2023	Q4 FY 2022	YoY (%)	Q3 FY 2023	Q2 FY 2023	Q1 FY 2023
Total Revenue	244.51	202.66	20.65	67.62	65.51	3.22	66.17	60.46	50.26
Cost of goods sold	122.07	103.27	18.2	30.01	33.34	-9.98	35.35	31.22	25.49
Gross Profit	122.44	99.39	23.19	37.61	32.17	16.9	30.82	29.24	24.77
Gross Profit Margin	50.08%	49.04%	104 bps	55.62%	49.11%	651 bps	46.58%	48.36%	49.28%
Employee benefit expenses	46.20	37.11	24.49	12.32	10.72	14.92	12.17	11.24	10.47
Other expenses	43.51	31.70	37.25	15.54	11.38	36.55	10.23	9.50	8.24
EBITDA	32.73	30.58	7.03	9.75	10.07	-3.18	8.42	8.50	6.06
EBITDA Margin	13.39%	15.09%	-170 bps	14.42%	15.37%	-95 bps	12.72%	14.06%	12.06%
Depreciation	9.09	9.02	0.77	2.35	2.49	-5.62 Lacs	2.36	2.19	2.19
EBIT	23.64	21.56	9.64	7.40	7.58	-2.37 Lacs	6.06	6.31	3.87
EBIT Margin	9.67%	10.64%	-97 bps	10.94%	11.57%	-63 bps	9.16%	10.44%	7.70%
Finance Cost	10.74	12.21	-12.03	2.49	3.28	-24.0	2.52	2.87	2.86
Profit Before Tax	12.90	9.35	37.96	4.91	4.30	14.18	5.13	3.44	1.01
PBT%	5.28%	4.61%	67 bps	7.26%	6.56%	70 bps	7.75%	5.69%	2.01%
Profit After Tax	9.67	6.34	52.52	2.96	2.71	9.22	3.60	2.39	0.72
PAT%	3.95%	3.13%	82 bps	4.38%	4.14%	24 bps	5.44%	3.95%	1.43%
EPS	₹ 5.41	₹ 3.55	52.39	₹ 1.65	₹ 1.52	8.55	₹ 2.01	₹ 1.33	₹ 0.40

LOKESH MACHINES IN A NUTSHELL

We are Ranked among the Top Five Players in the Machine Tools Manufacturers in India

- Founded in **1983**
- Posses **30+** years of industry experience in the metal cutting and manufacturing space
- Operating from **six state-of-the-art manufacturing units** located across Hyderabad and Pune
- IATF 16949, ISO 14000, AS9100 Certified by **M/s TUV Nord** and **M/s TUV SUD AMERICA** respectively
- Employee strength of over **526**
- Export presence over **6+** countries
- Listed on the **National Stock Exchange (NSE)** and **Bombay Stock Exchange (BSE)** since 2007
- Guided by the board of directors and management team holding **300+** years of experience

OUR PRODUCT OFFERINGS



CNC Machines



Automation



Auto Components



Special Purpose Machines

KEY FACTS

38+ Years Experience



800+ Happy Clients



100+ Different Products



Our Ethos

OUR MISSION STATEMENT

- To champion high-quality and reliable products through manufacturing and machining services

By providing innovative and cost-effective solutions satisfying all stakeholders in a unique manner

OUR CORE VALUES

- **ACCEPT CHALLENGE**

We always attempt "Dare to Do". Our team is motivated to deliver challenges. We accept, create and deliver to satisfaction of our customers.

- **CUSTOMER CENTRICITY**

Our Customer relationship is built on transparency. We respond to demanding needs of our customers even against all odds creating value for both.

- **CREATE UNIQUENESS**

Our customers will experience our products and services as unique in the marketplace leading to long term relationship.

- **ENTREPRENEURIAL MIND-SET:**

Our people are entrusted with freedom to experiment, drive initiatives, take decisions and innovate based on competency. We will continuously invest in building talent.

LOKESH MACHINES IN A NUTSHELL

Business Verticals

Machine Tool Division



General Purpose Machines

CNC Turning Centres

Vertical Turning Lathe

Drill and Tap Centres

Turn Mill Centres

Vertical Machining Centres

Horizontal Machining Centres

Special Purpose Machines

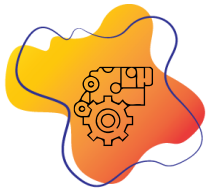
Milling Machines

Drilling Machines

Boring Machines

Transfer Lines

Auto Component Division



Connecting Rods

Cylinder Blocks

Cylinder Heads

PRODUCT SUITE – Machine Tool Division

Offering Simplified Solutions in Line with Global Standards

Special Purpose Machines



Transfer lines



Milling Machines

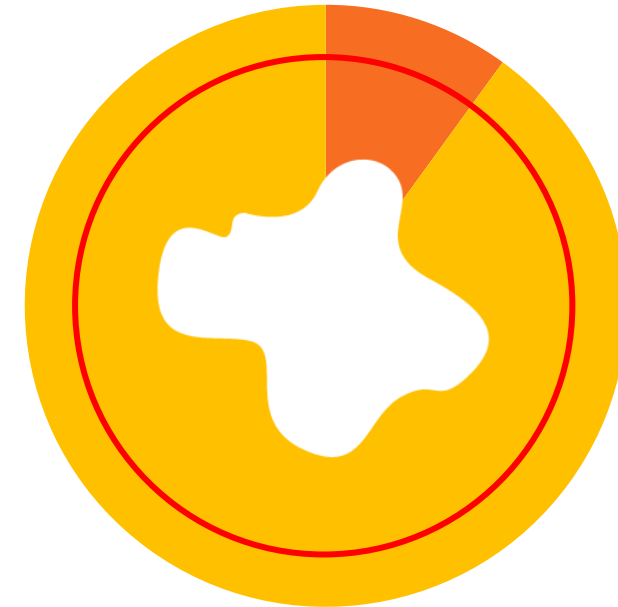


Boring Machines



Drilling Machines

Application Industries



Automobile OEMs **90%**

General Industries and Exports **10%**

PRODUCT SUITE – Machine Tool Division

Offering Simplified Solutions in Line with Global Standards

General Purpose Machines



CNC Turning Centres



Vertical Machining Centres



Drill and Tap Centres

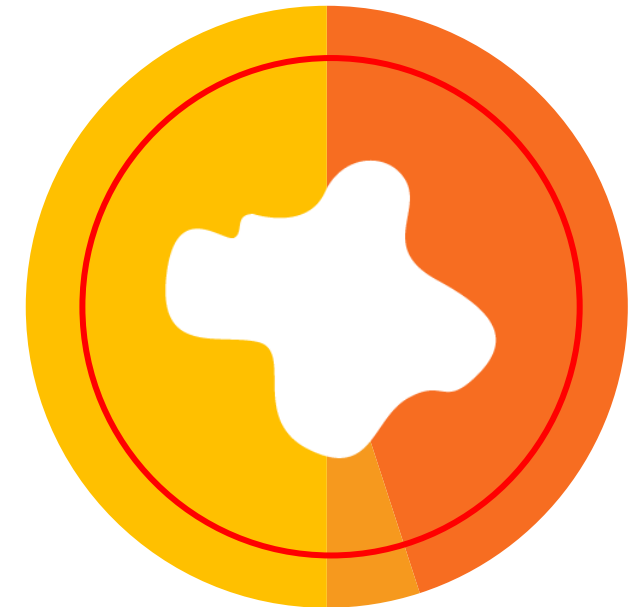


Vertical Turning Lathe



Horizontal Machining Centres

Application Industries



Auto OEMs **5%**

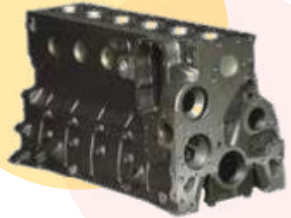
Auto Ancillaries **45%**

General Industries and Exports **50%**

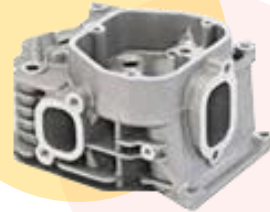
PRODUCT SUITE – Components Division

Offering Simplified Solutions in Line with Global Standards

Auto Components Division



Cylinder Blocks

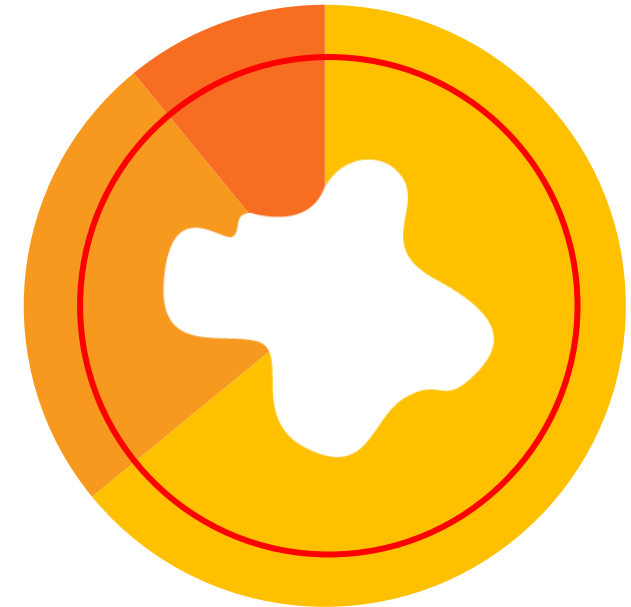


Cylinder Heads



Connecting Rods

Application Industries



Passenger Vehicles **25%**

Commercial Vehicles **25%**

Tractors and Off-road Vehicles **50%**

OUR EXPERTISE

Leveraging Expertise Unlocking Potential

- The company's reputation lies in its distinctive machining solutions, which are tailored to the specific requirements of Special Purpose Machines (SPMs).
- Our expertise within the company stems from the extensive experience of its promoters and founder directors in the field of machine tools, spanning several decades.
- The company maintains ongoing collaborations with renowned global partners to deliver cutting-edge technology and cost-effective solutions that cater to the diverse machining requirements of its valued customers.

HOW IT WORKS



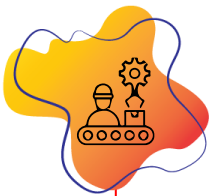
Design and Development

The company boasts a comprehensive design team equipped with research and development (R&D) facilities dedicated to the Special Purpose Machines (SPMs) and General Purpose Machines (GPMs) division.



Quality Assurance

Our machines go through several quality check processes and gets approvals for selling it to the end-user industries

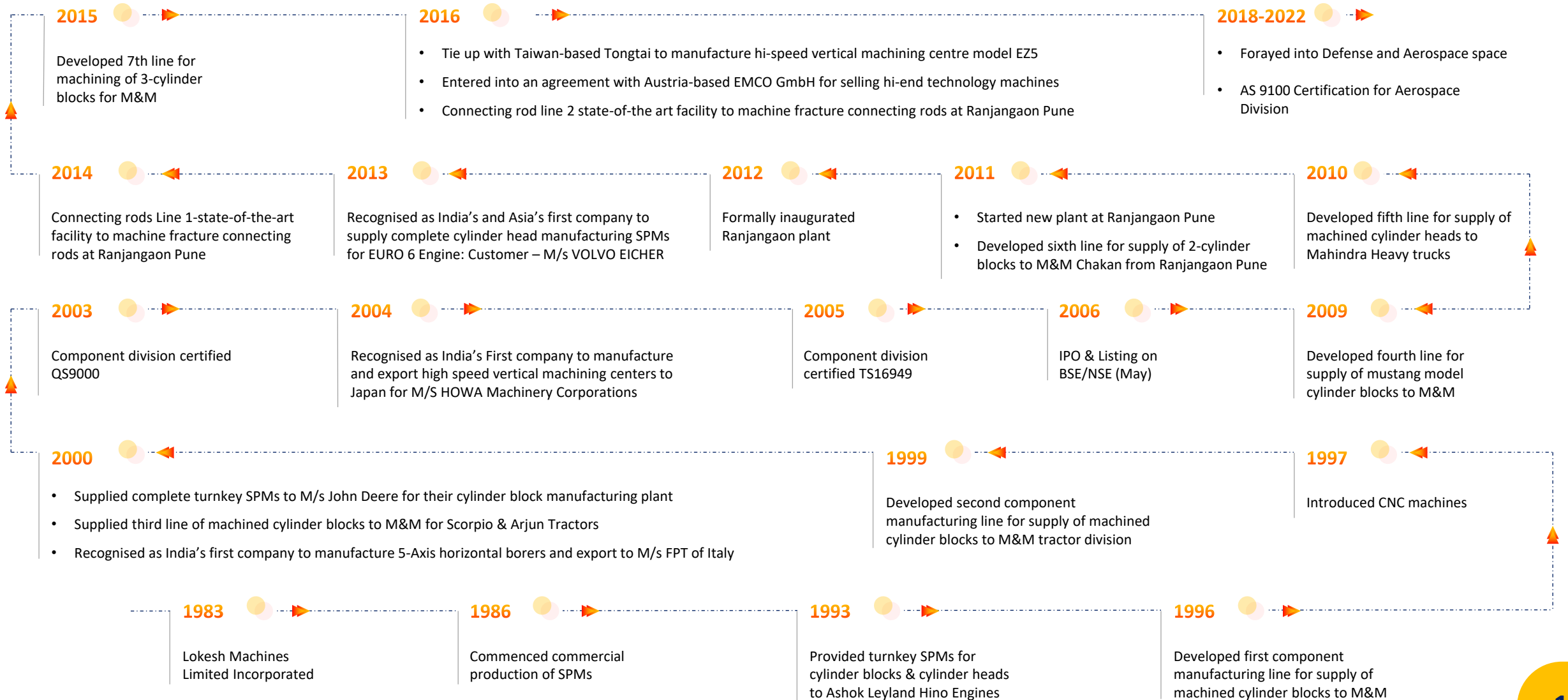


Manufacturing

Our manufacturing shops are equipped with world class machines & automation

MILESTONES

Our Evolution Over the Years



CLIENTELE

Catering to Marquee Customer Base...



JOHN DEERE

JOHN DEERE



ASHOK LEYLAND

ASHOK LEYLAND



VOLVO & EICHER

VOLVO & EICHER



SUZUKI

SUZUKI



TATA MOTORS

TATA MOTORS



Mahindra

MAHINDRA



HONDA

HONDA



CATERPILLAR

CATERPILLER



Mahindra CIE

MAHINDRA CIE



wipro

WIPRO



SONALIKA
INTERNATIONAL

SONALIKA
INTERNATIONAL



Craftsman
AUTOMATION

CRAFTSMAN
AUTOMATION



FORCE
MOTORS

FORCE MOTORS



Cummins

CUMMINS



GNA

GNA



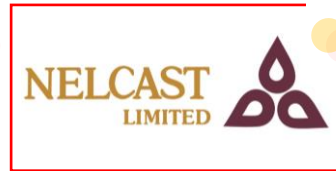
RICO
RICO AUTO INDUSTRIES LIMITED

RICO



MAHLE
Driven by performance

MAHLE



NELCAST
LIMITED

NELCAST LIMITED



BAJAJ

BAJAJ



ESCORTS

ESCORT



HINDUJA FOUNDRIES

HINDUJA FOUNDRIES



SAME

SAME



KOEL
GREEN

KOEL GREEN



MARUTI

MARUTI



Rane
Expanding Horizons

RANE



GOETZE

GOETZE



मेरा
SWARAJ

SWARAJ



Tecumseh

TECUMSEH

PRESENCE

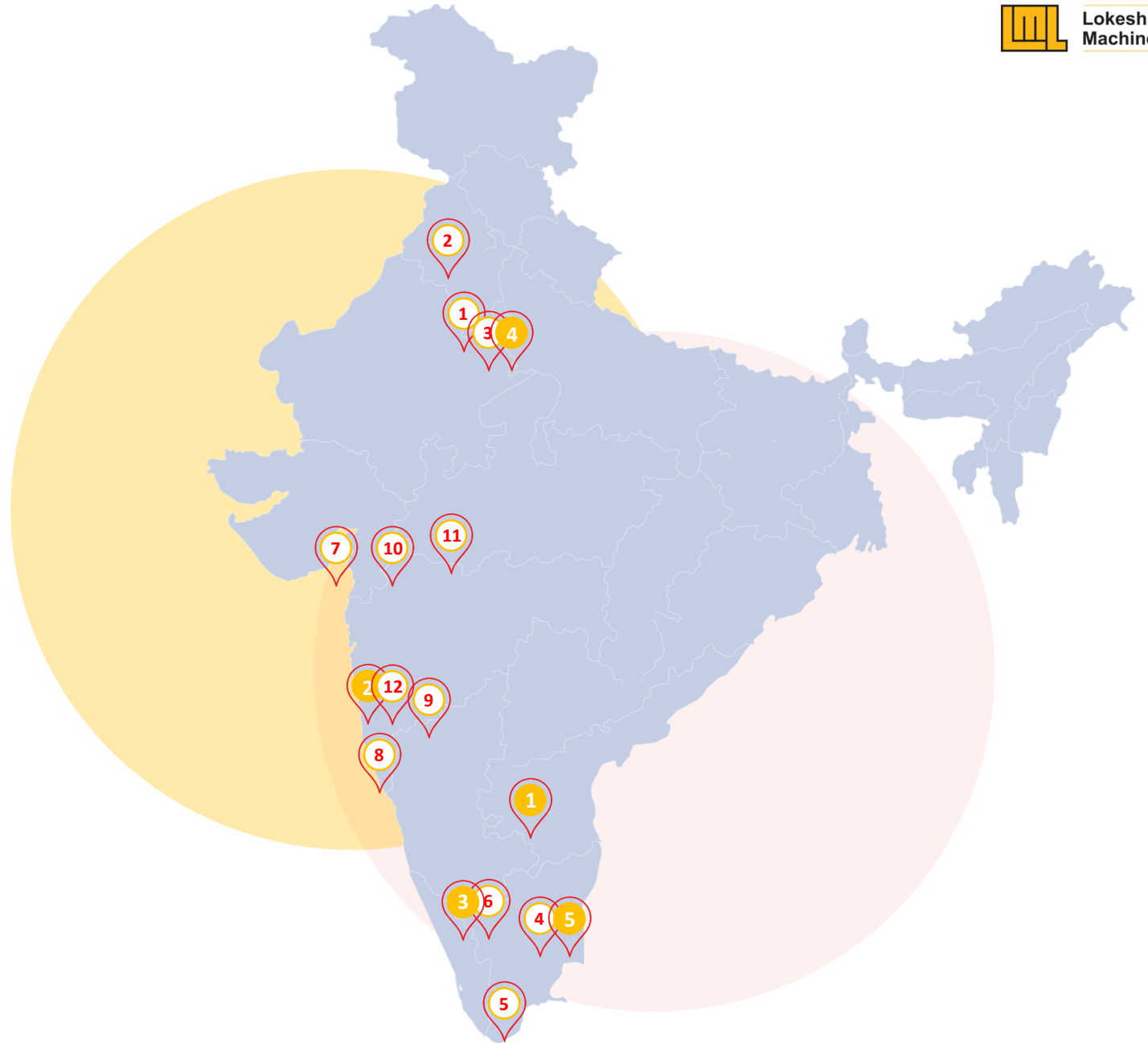
...Across Strategic Locations...

Dealers Locations

1. Chandigarh
2. Ludhiana
3. Delhi
4. Chennai
5. Coimbatore
6. Bangalore
7. Ahmedabad
8. Kolhapur
9. Aurangabad
10. Vadodara
11. Indore
12. Pune

Office Locations

1. Hyderabad
2. Pune
3. Bangalore
4. Delhi
5. Chennai



EXPORT PRESENCE

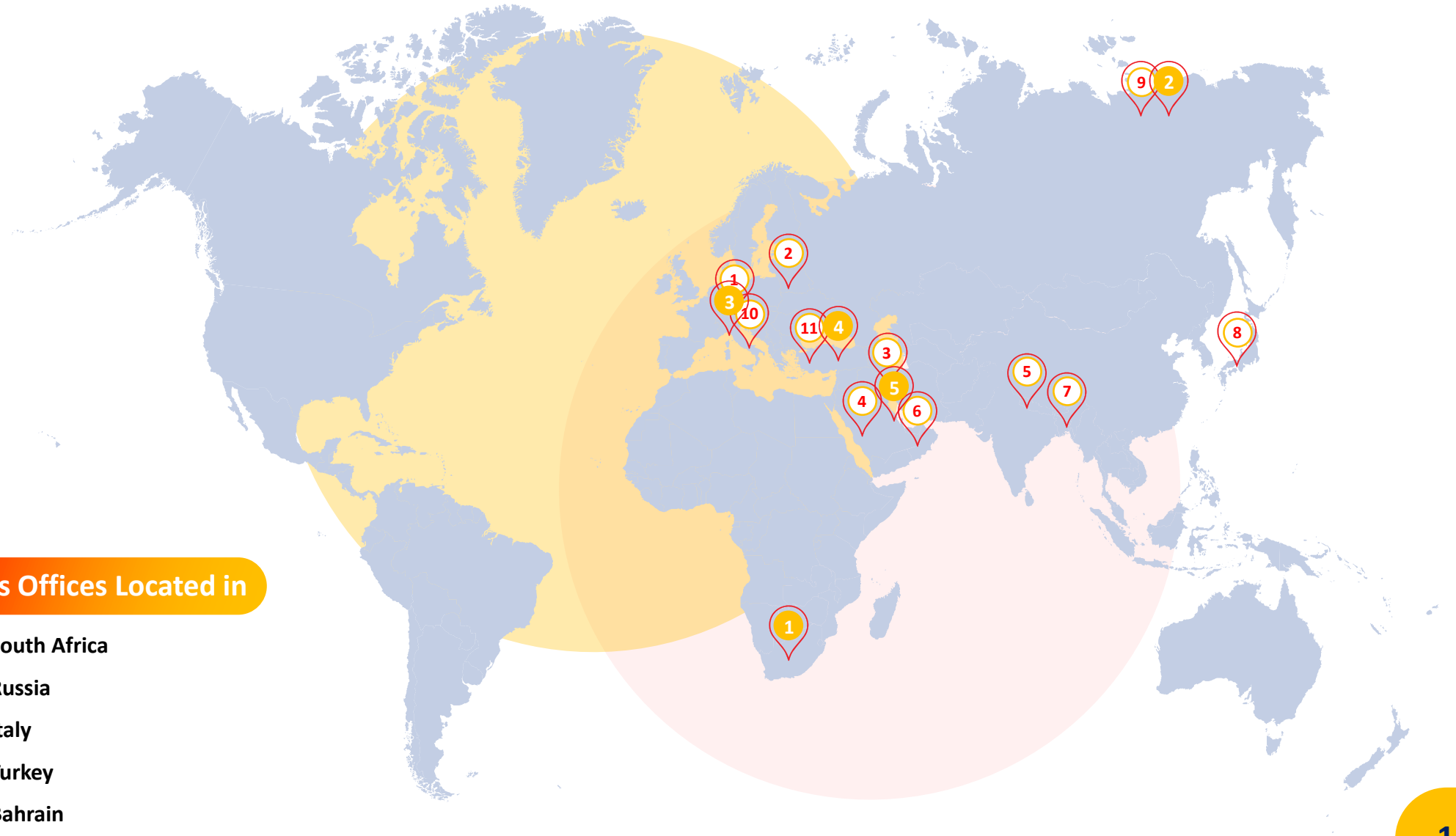
...Growing our Global Footprint...

Our Export Locations

1. Germany
2. Netherlands
3. Kuwait
4. Saudi Arabia
5. Nepal
6. Dubai
7. Bangladesh
8. Japan
9. Russia
10. Italy
11. Turkey

Dealers Offices Located in

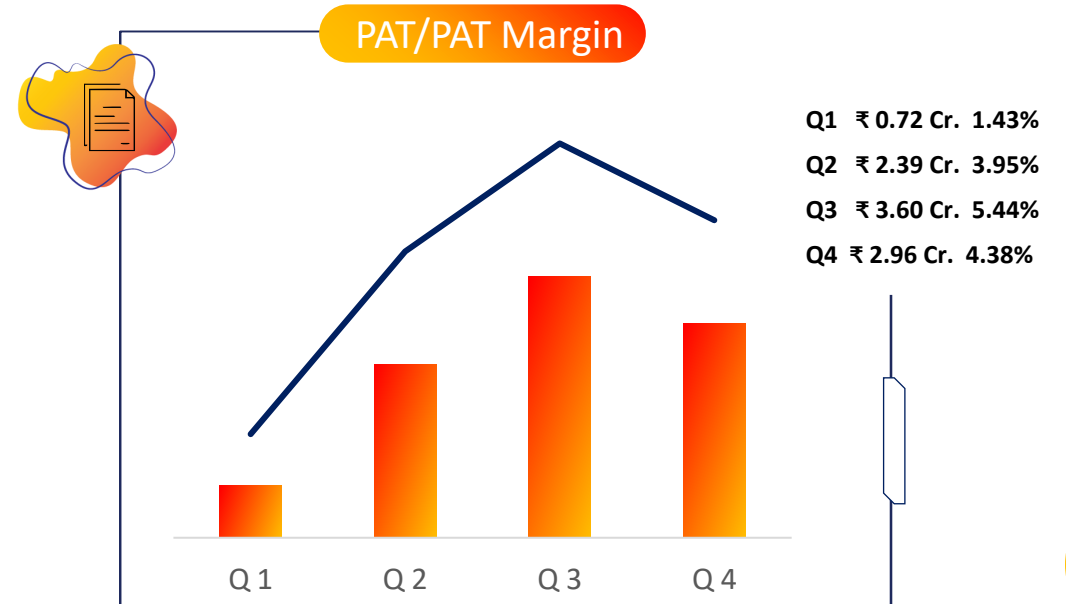
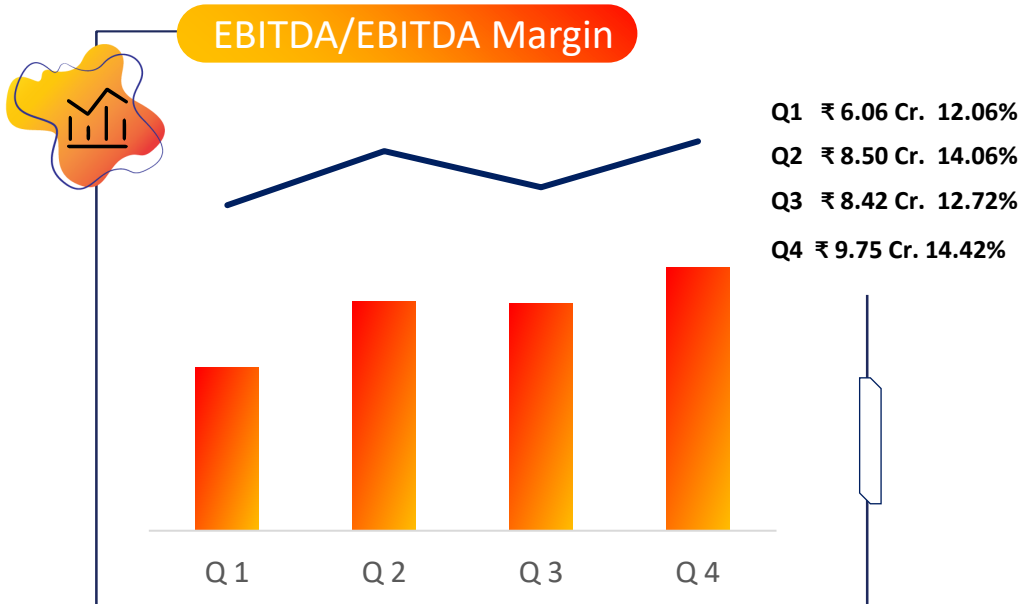
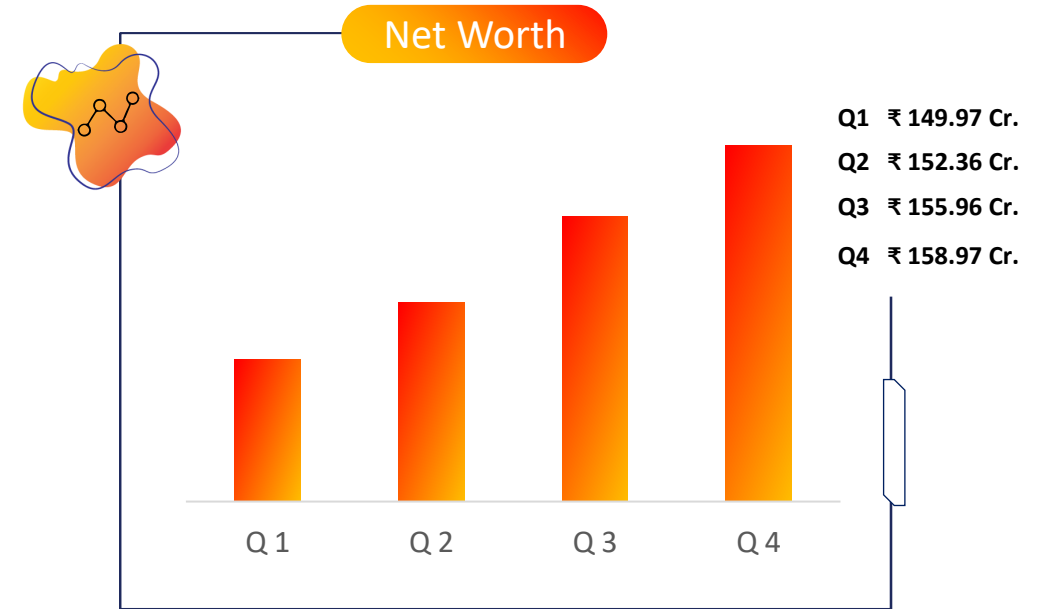
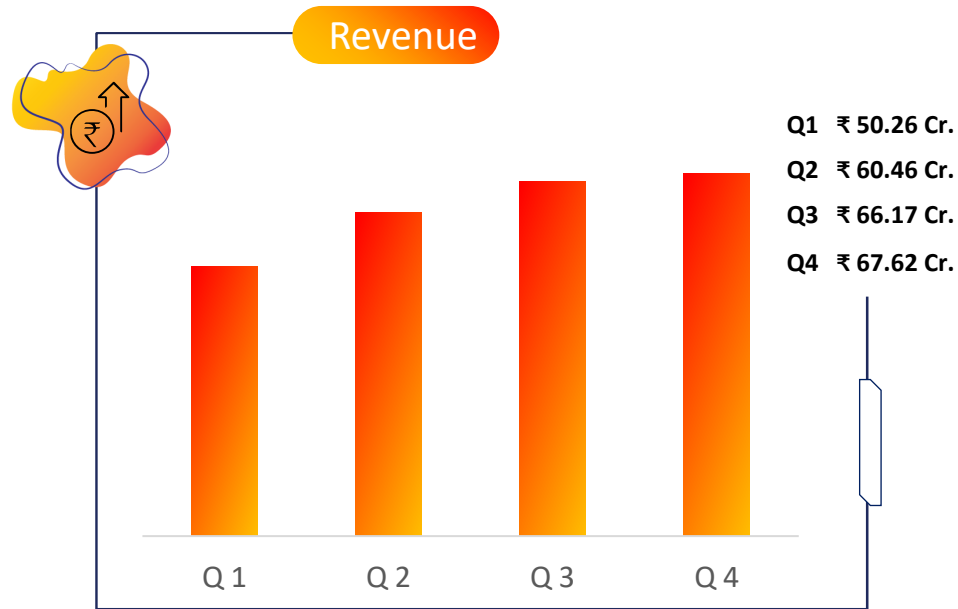
1. South Africa
2. Russia
3. Italy
4. Turkey
5. Bahrain



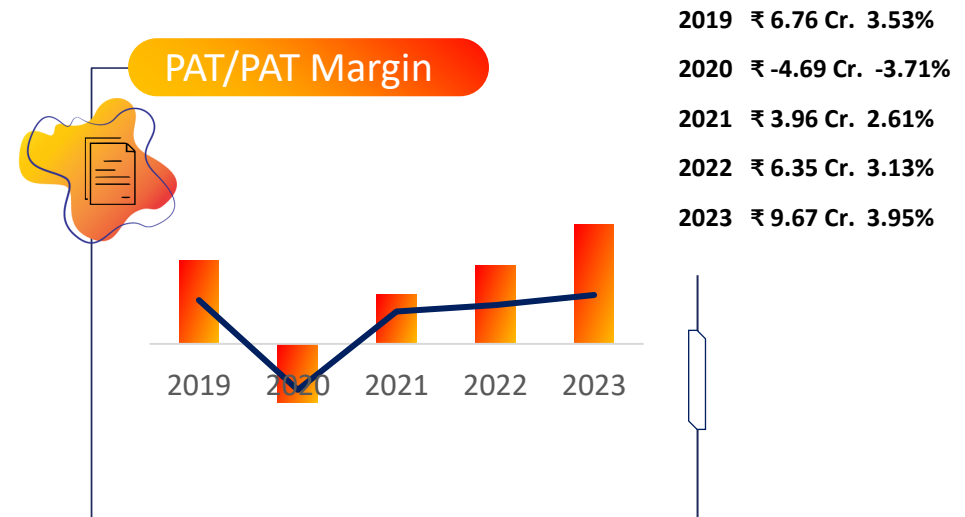
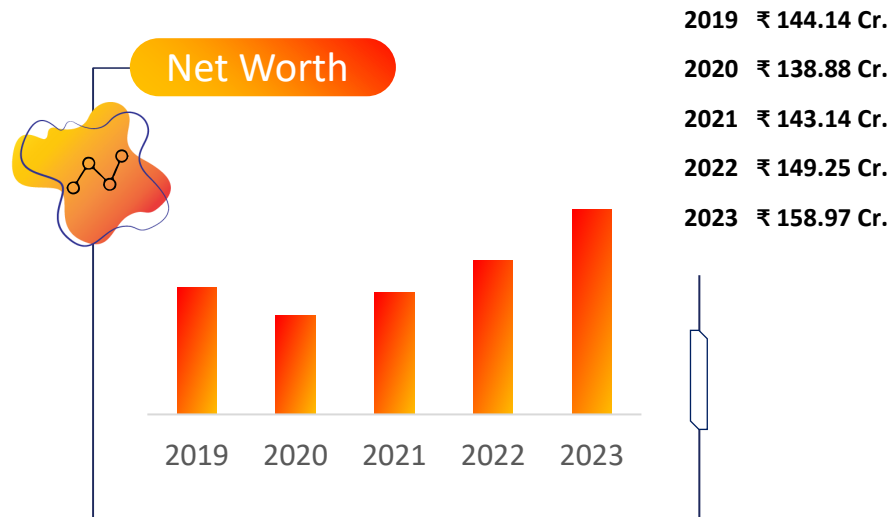
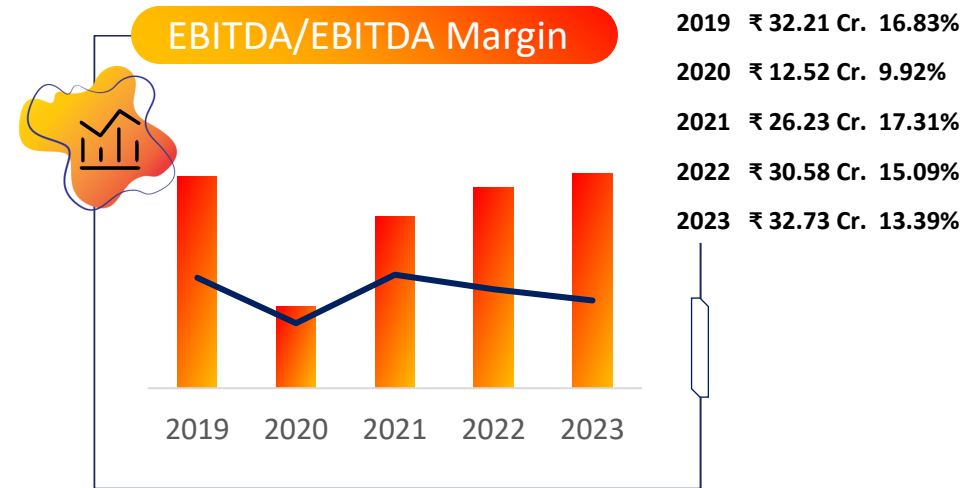
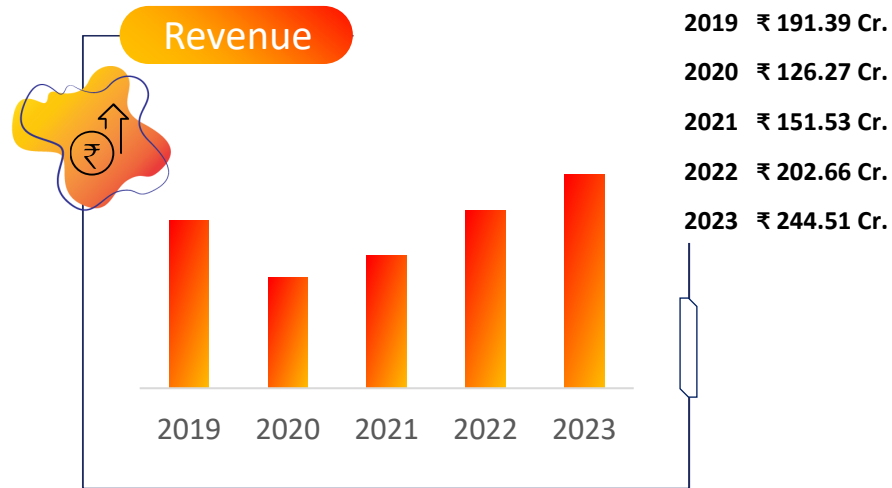
FINANCIAL PERFORMANCE



FINANCIAL PERFORMANCE – Quarter Wise



FINANCIAL PERFORMANCE – Five Years



ESG COMMITMENTS

Progressing Ahead Responsibly

ENVIRONMENT



Our constant aim is to implement environmentally friendly practices and decrease our carbon footprint. In pursuit of this goal, we have implemented several sustainable measures to conserve water, energy, and reduce waste sent to landfills. These initiatives are closely monitored in accordance with the Model Risk Management (MRM) guidelines, and we have made significant progress in this area.



SOCIAL



Our belief is that every organization has a responsibility to contribute to the betterment of the communities it is connected to. At Lokesh Machines, we prioritize the development of the neighborhoods surrounding our manufacturing facilities. We also partner with NGOs and provide financial support for education and rural development.

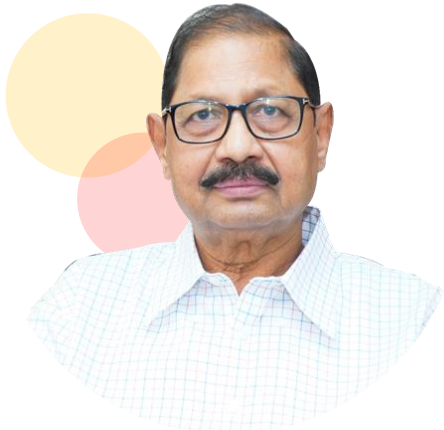


GOVERNANCE



Our organization places great emphasis on good governance and endeavors to implement sound corporate governance practices across all its verticals. As a responsible and ethical company, we have established a strong corporate governance framework to facilitate meaningful engagement with all stakeholders and enable us to create sustainable value over the long run.





Mr. Mullapudi Lokeswara Rao
Managing Director

Mr. M. Lokeswara Rao aged about 76 years founded Lokesh Machines Limited, is a technocrat with more than 50 years vast experience in the machine tool industry. He has started his career with KCP Limited in 1965 and after a brief period joined Hindustan Machine Tools Limited (HMT) in 1966. While working at HMT for almost a decade, Mr. Rao has obtained a methodical understanding and insight of the machine tool industry. The insights into the machine tool industry supplemented with the entrepreneurial abilities prompted Mr. Rao to start LML. Mr. Rao with his sheer hard work coupled with managerial abilities built a strong team and created good facilities. Mr. Lokeswara Rao has been an active member of Indian Machine Tool Manufacturers' Association (IMTMA) for over a decade and served as a member of the Executive Committee for six years. He has also served as Chairman of the Regional Council (South) of IMTMA and was the President of the association. He was also the Vice President of the Auto Component Association in Hyderabad.



Mr. B. Kishore Babu
Whole Time Director

Mr. B Kishore Babu is an Engineer with more than 43 years' experience in the field of Machine Tool Industry. He has started his career in Hindustan Machine Tools (HMT) as Trainee Engineer and later joined Lokesh Machines Ltd. as a Promoter; He has acquired all-round exposure and experience with various aspects of operations of the company right from shop floor, designs, planning, production, assembly, Purchase and application engineering for the past 20 years. As an Executive Director of the Company, he is the operational head of SPM division.



Mr. M. Srinivas
Whole Time Director

Mr. M. Srinivas has more than 28 years experience. He is a whole-time Director and has been with Lokesh Machines Limited for the past 17 years. He has done B.Tech (Mechanical) from Bharathiar University at Coimbatore. He has also completed his M.S. in Industrial Engineering from New Jersey Institute of Technology, New Jersey, USA. He has also undergone training initially in the designs and manufacture of SPMs.



Mr. M. SriKrishna
Whole Time Director

Mr. M. Srikrishna has more 28 years experience in the field of Mechanical Engineering and has been with Lokesh Machines Limited as Director for the past 17 years since completion of Bachelor of Engineering at Osmania University and has undergone training initially in the designs and manufacture of General Purpose Machines. He is presently heading the Computerized Numerical Control (CNC) Machines Division of Lokesh Machines Limited.



Mr. B. R. Mahesh
Independent Director

Mr. B. R. Mahesh has considerable experience in practice and three decades of standing in the Profession. He has worked as a Partner & Associate of M/s Sastri & Shah, Chartered Accountants, Madras and Hyderabad for a period of 12 years from 1976 to 1988. Presently he is working as a Senior Partner of M/s. Mahesh, Virender & Sriram, Chartered Accountants, Hyderabad since 1988. He is involved in handling Internal and Statutory Audits of various Public & Private Sector Organizations, rendering of Management Consultancy and Systems designing for clients, Company Law Matters Public Issues & also acted as Voluntary Liquidators. Apart from above, he has also handled various levels of tax representation matters and Tax Audits, Project Finance and Funds Structuring for clients, Arbitration Proceedings and general professional advisory matters, Legal drafting of Documents including Foreign Collaboration Agreements and a number of foreign assignments.



Mr. S.S. Raman
Independent Director

Mr. S.S. Raman is an Engineer with PGD in Production Engineering. He is a Certified "Executive CEO Coach" from CFI India, 1st batch. Mr. Raman is also a certified "Corporate Director" from Institute of Directors. He is also a Certified EQI 2.0 practitioner, CBT practitioner, NLP Basic practitioner and ADD practitioner. He has 37 years of Experience in organizations such as TATA Motors, Birla Yamaha Limited, Whirlpool of India Limited, TVS Electronics Limited. He retired as Managing Director of TVS Electronics Limited and was Executive Director in Whirlpool of India Limited. His has exposure of various areas including Sales, Marketing and Service beside core of manufacturing, Technology and SCM, exposed to International business and alliance in global procurement.



Mr. D. Balaji
Independent Director

Mr. D. Balaji has holds degree in the field of B.E. (Mechanical). Apart from being a mechanical engineer, he has also done Master of Business Administration (MBA). He has wide experience as a business executive and has served in many PSUs on senior Managerial Position.



Mr. K. Krishna Swamy
Non-Executive Director

Mr. K Krishna Swamy has more than 46 years of vast experience in designing. He started his career with HMT during 1964 and after a long stint in all its divisions, became the Chief Engineer in-charge of its design department during 1978 to 1983. Mr. Krishna Swamy, during his stay at HMT had received training under experts in the Design field including Cross Company Inc., USA, and the then collaborator of HMT. He has designed a number of machines notable among them being Rotary Indexing Machines, Linear Transfer Machines, Line Boring Machines etc. based on deep knowledge in designing machines that suit the requirements of customers. Mr. Krishna Swamy has been associating with LML and is presently Technical Director and has contributed significantly to the growth of LML.



Ms. Likhitha Mullapudi
Non-Executive Director

Ms. M. Likhitha has completed her BE in Integrated 3+1 program in Mechanical Engineering from PSG institute of Advanced Studies, Coimbatore, India and University of Hartford, Connecticut, USA. She has also done her ME in Mechanical Engineering with manufacturing and management specialization from University of Hartford, Connecticut, USA. She has relevant experiences in the field of mechanical engineering, manufacturing and operational aspects of the industry.

Thank You

