

**MODISON
METALS LIMITED**

33 - Nariman Bhavan, 227 - Nariman Point,
Mumbai - 400021 India
T: +91-22-2202 6437 F: +91-22-2204 8009
E: sales@modison.com W: www.modison.com
Cin No.: L51900MH1983PLC029783



25.02.2021

The Market Operations Department
BSE Limited,
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400 001

Subject: Investor Presentation / Performance Update of the Company

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith copy of investor presentation of the Company.

The same will be uploaded on our website www.modison.com.

We request you to kindly take the above information on record.

Thanking You,

For **Modison Metals Limited**

A handwritten signature in blue ink that reads 'Manika'.

Manika Arora
Company Secretary

MODISON

Modison Metals Limited

Investor Presentation



50 Years of
humble services
1965-
2015



February 2021



Safe Harbour

MODISON

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Modison at a Glance



Modison Metals Ltd.

A publicly listed company



Strong Global Presence



2 Manufacturing Plants

Modison Metals Ltd, Vapi
Modison Copper Pvt Ltd, Silvassa



Only Player With Capability

LV, MV and HV switchgear contacts



Global Technology Integration

DUDCO



NABL

Accredited Lab



ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007



CARE A Rated

**(NABL: National Accreditation Board for Testing and Calibration Laboratories)*

Value & Integrity

MODISON

At Modison its our vision to become ENTITY which can provide one stop solution in INDIA and that can manufacture everything under the gambit of electrical contacts for switchgear industry



Modison is committed to meet the expectations of our customers, employees & the stakeholders and continuously evolve ourselves in order to achieve vision

Modison shall foster continuous caring culture, while meeting the expectations of Stakeholders, environment and society



Company Overview

About Us

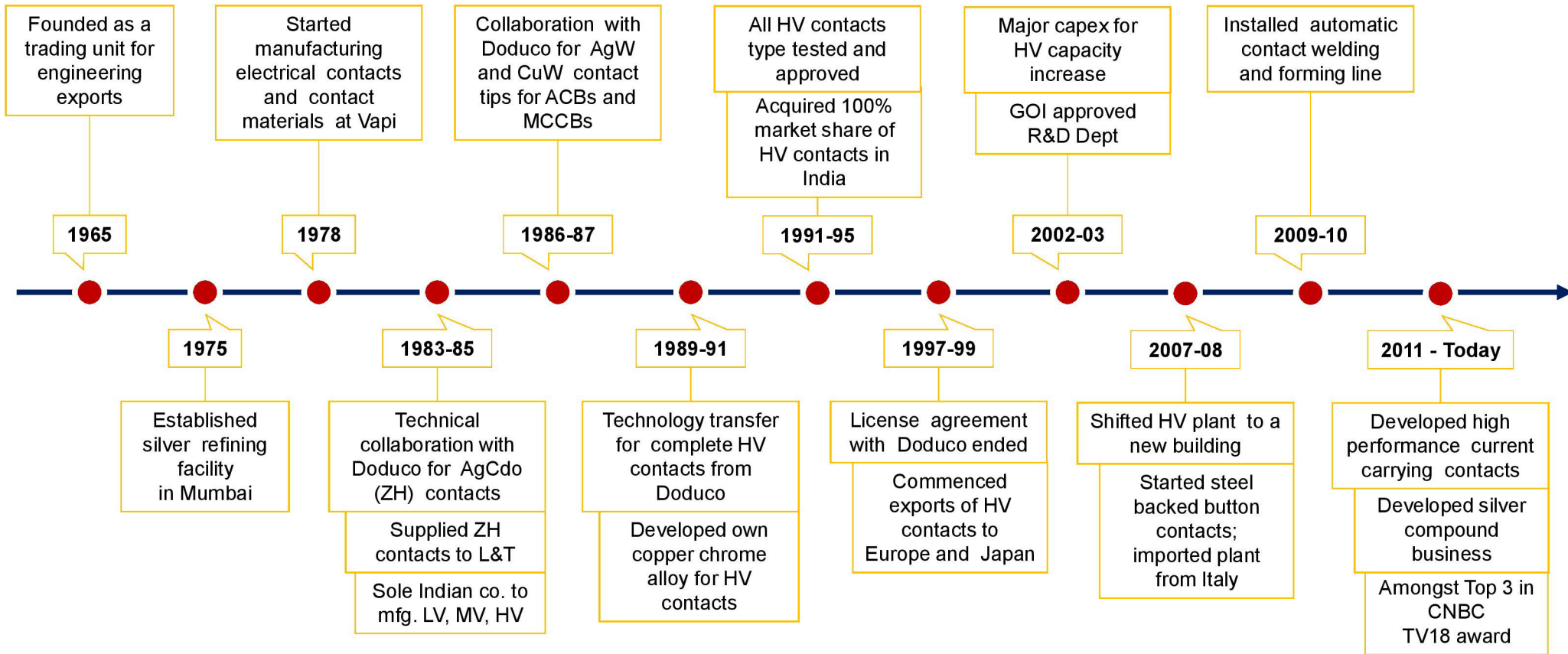
MODISON

- Established in 1975 by Mr. G. L. Modi as a silver refining company
- In 1978, recognizing the high potential for Electrical Contacts in switchgear industry Modison Metals Ltd (MML) commenced manufacturing of silver and silver alloy wires, plates, strips and solid / bimetal contacts
- Only company globally manufacturing electrical contact materials and finished contacts for Low, Medium, High & Extra High Voltage switchgear industry under one roof
- **Servicing diversified sectors**
 - Power, Electrical T&D
 - Infrastructure
 - Pharma, Glass
 - Defence
 - Railways
 - Bullion



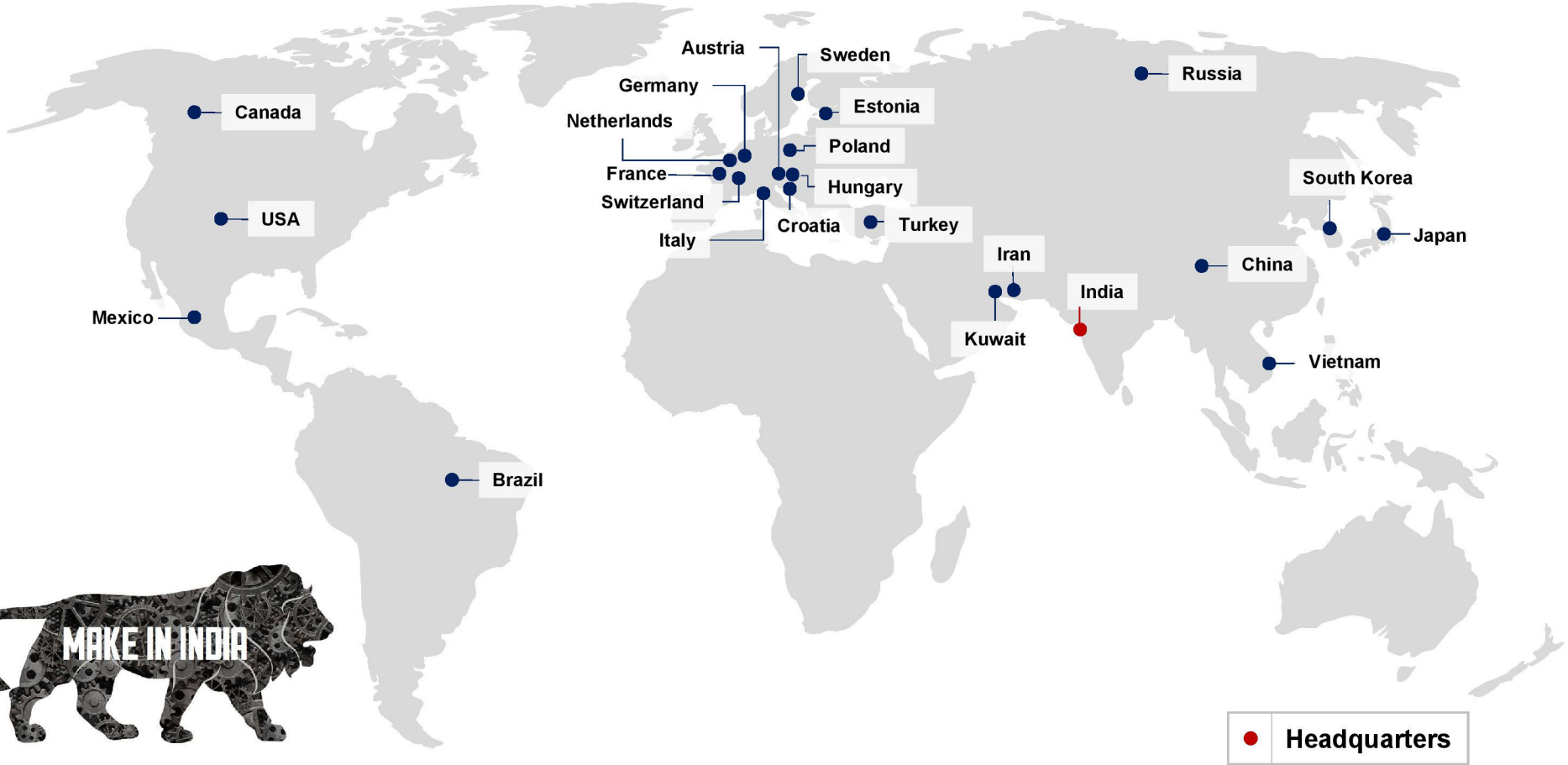
Milestones : Continuous Innovation & Excellence

MODISON





Strong Global Presence



Management Team

MODISON



G L Modi
Founder & Managing Director



Jay G. Modi
Whole time Director



Rajkumar Modi
Jt. Managing Director



Manish Srivastava
Chief Executive Officer

Global Customers In T&D Industry

MODISON

 LARSEN & TOUBRO It's all about Imagineering	 Schneider Electric	ALSTOM	 बी एच ई एल BHEL	 HPL The Power of Technology	 MITSUBISHI ELECTRIC <i>Changes for the Better</i>
SIEMENS	ABB		 TATA		 C&S electric
TOSHIBA Leading Innovation >>>	 legrand®	 HYOSUNG	 HYUNDAI HEAVY INDUSTRIES CO.,LTD.	Honeywell	PHILIPS
 HAVELLS	HITACHI Inspire the Next	BOMBARDIER the evolution of mobility	Panasonic		

Leading Customers in Consumer Industry

MODISON





Business Overview

Low Voltage

- Semis (AgNi, Agcdo, Agsno2 wires)
- Silver Nickel
- Silver Cadmium Oxide
- Silver Graphite
- Silver Tungsten
- Silver Tin Oxide
- Ag brazing Alloy
- Solid rivets
- Top Lay/ Throughlay
- In Lay/ Edgelay
- Button Contacts
- Bimetal Rivets
- Silver Tungsten Carbide

Medium Voltage

- CuCr with vacuum silver brazing alloy
- Copper Tungsten
- Disconnecter
- Copper Chromium disc (for vacuum bottles)
- Eutectic Brazing alloy

High Voltage

- Arcing Contacts (Tulips)
- Non arcing contacts
- Copper Tungsten Plugs (for 77 kva to 800 kva used in SF6 and GIS circuit breakers)
- Copper Tungsten Tulips (for 77 kva to 800 kva used in SF6 and GIS circuit breakers)

Precious Metal Compounds

- Silver Nitrate
- Silver Sulphate
- Silver Oxide

Other Offerings: BeCu(Beryllium Copper), Bullion, Ag-alloy wires, State of the art Refinery, Recovery of Precious metals, Tungsten heavy alloys parts (Defence), Flatware, Silver Powder for PV cell, Silver powders , Bars and Granules , Wire Blanks , CuW and other Electrodes

Precious Metal Compound

MODISON

Modison

Productionized silver salts with ability to produce CR,LR& AR grades with Major customers on board

Silver Nitrate

Chemical Structure	
IUPAC name	Silver(I) Nitrate, Silver Nitrate
CAS Number	7761-88-8
Chemical formula	AgNO ₃
Molar Mass	169.87 g·mol ⁻¹
Silver Content	63.5%
Appearance	White solid
Odour	Odourless
Form	Crystals / Grains

Silver Sulphate

Chemical Structure	
IUPAC name	Silver Sulphate
CAS Number	10294-26-5
Chemical formula	Ag ₂ SO ₄
Molar Mass	311.799 gms/mol
Silver Content	69.19%
Appearance	White solid
Odour	Odourless
Form	Crystals / Grains

Silver Oxide

Chemical Structure	
IUPAC name	Silver(I) Oxide,
CAS Number	20667-12-3
Chemical formula	Ag ₂ O
Molar Mass	231.74 g·mol ⁻¹
Silver Content	93.1%
Appearance	Black / Brown
Odour	Odourless
Form	Cubic Crystals / Grains

B2C products

MODISON



PEARL

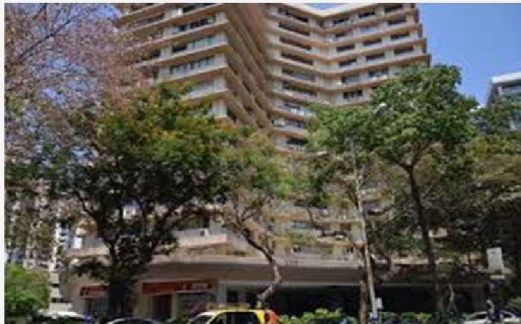
EMPIRE

ITALIA

VICTORIA

- Wide range of B2C products including bullion and cutlery enabling customer diversification
- Bullion sale through post office and other strategic players increased 18% in FY2020.

Modison Facilities



Manufacturing

Modison Group HO
Nariman Point, Mumbai

Modison Metals Ltd
Area- 16,791sqmt
Built up - 11,783 sq mt

***Modison Copper Pvt Ltd**
Area- 10450 sqmt
Built up - 6336 sq mt

 **Revenue**
~40M USD

- Fully backward integrated set up from refining to end product
- 4 decades manufacturing expertise
- * Group Company

 **Employees:**
500

Manufacturing Capabilities

MODISON

Process

- Fully equipped plant for silver and copper refining
- Fully automated processes with capacity of 1000 MT

LV

Outcome

- Diversified product range
- Shorter production times

Process

Clean room facility with vacuum furnaces, packing and 400T compacting press

MV

Outcome

Ultrafine and pure CuCR electrical contact range to instantly connect / break the electrical circuit

Process

Fully equipped plant including high temperature furnace and silver plating having 0.4 million arching contacts capacity

HV

Outcome

Amongst largest single site HV electrical contact facilities globally

LV Manufacturing Facilities

MODISON



Machine/Process
Silver and copper refining
Air induction melting, vacuum induction melting, gas fired furnaces for Ag/ Ag alloy melting
WERTLI's Continuous Casting for AgCd
Ag powder production: Atomizer, Chemical, Cementation
Powder mixing & blending, Isostatic pressing, Sintering & Extrusion presses
Power Compacting Presses and Conveyor Sintering Furnaces
Rolling, Bonding mills & Oxidation / Annealing Furnaces with Atmosphere Control
Fully Equipped Press Shop
Automatic Cold / Hot Bonding Contact Rivet making machines
Automatic wire welding, Forming machines
Automatic Cutting & Slicing Machine for AgC
Cold coining presses
Fully equipped in-house Tool Room with Wire Cut, spark erosion
Silver plating facility

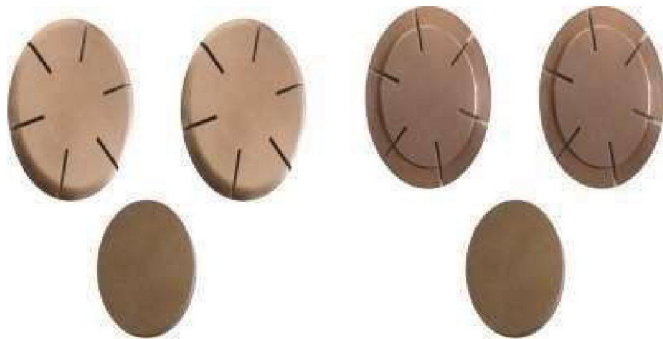
Plant is equipped with all the latest technology machinery to manufacture a wide range of products

MV Manufacturing Facilities

MODISON



- State of the art CuCr disc manufacturing facility with end to end capabilities
- Whole facility in cleanroom
- Eutectic brazing alloy for vacuum interrupter applications in the form of foils, washers & shims
- Eutectic brazing alloys can be offered based on customised solution as well



Machine/Process
Powder mixing & blending
400T compacting press
Vacuum sintering Furnace
Vacuum Induction melting furnace
Ultrasonic Cleaning equipment
Vacuum packing facility

HV Manufacturing Facilities



- Modern facility equipped with machinery providing end-to-end capabilities
- HV facility is spread across 4,300 sq meter of land with a built up area of 2,660 sq meter
- With the addition of the new electron beam welding and CNC machine, the plant to become one of the largest HV contact facilities globally, capable of manufacturing 400 thousand arching contacts from the current capacity of 200 thousand arching contacts

Machine/Process
Electron beam welding machines* (3 Machines with seam tracking system)
High temperature sintering cum melton furnaces
State-of-art CNC machining centres**
Powder mixing & blending and powder compacting presses upto 4,000 KN
Fully equipped in-house Tool Room with Wire Cut, Spark Erosion machines
Silver plating plant for Full / Selective Plating
Fully equipped inspection facility for load, surface roughness, CMM etc

Best in Class

MODISON



Inductively Coupled plasma



Density Measurement & C- Scan



Leco Oxygen Analyzer: R0300 & X-Ray Fluorescence Spectrometer



CMM & CNC & Profile Tester



Atomic Absorption Spectrometer & Spark Emission Spectrometer



Micro Hardness Tester & Microscopes

Testing Facility

MODISON



Rigorous quality & inspection program to ensure the world leading quality products consisting of:-

- Incoming raw material inspection
- Continuous in-process inspection
- Metallurgical inspection during treatment
- Batch testing at the final stage pre-packing
- Latest quality testing equipment installed

Machine/Process

X-Ray fluorescence spectrometer

Atomic absorption spectrometer

Spark emission spectrometer

Oxygen analyzer

Particle size analyser

Microscope

ICP

Microscopes with camera along with image analysis software

Micro hardness tester

X ray Fluorescence photometer for NDT plating thickness measurement

Optical surface roughness tester

Dye penetration test

Ultrasonic flaw detector

C-Scan: Laboratory model

UTM

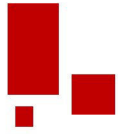
Powder Testing: Hall Flow Meter, Tapped & apparent density determination, FSSS for particle size determination

Research & Development

MODISON



- All new products and processes indigenously developed post 1995
- Significant contributor to “import substitution” movement in early 90s
- “Partnering” approach in customers developments’
- System & knowledge management
- MML spends ~0.3% of the turnover on R&D
- Predominantly engineering culture – 66 Engineers
 - 8 Dedicated to R&D
- Major Products developed
 - CuCrZr Pins, CuCr Disc
 - Crown Contacts, Silver Brazing Alloys
 - Eutectic Brazing washer, Dispersion Strengthened Copper



Certifications

MODISON

- Consistently achieving regulatory and customer expectations via Certifications

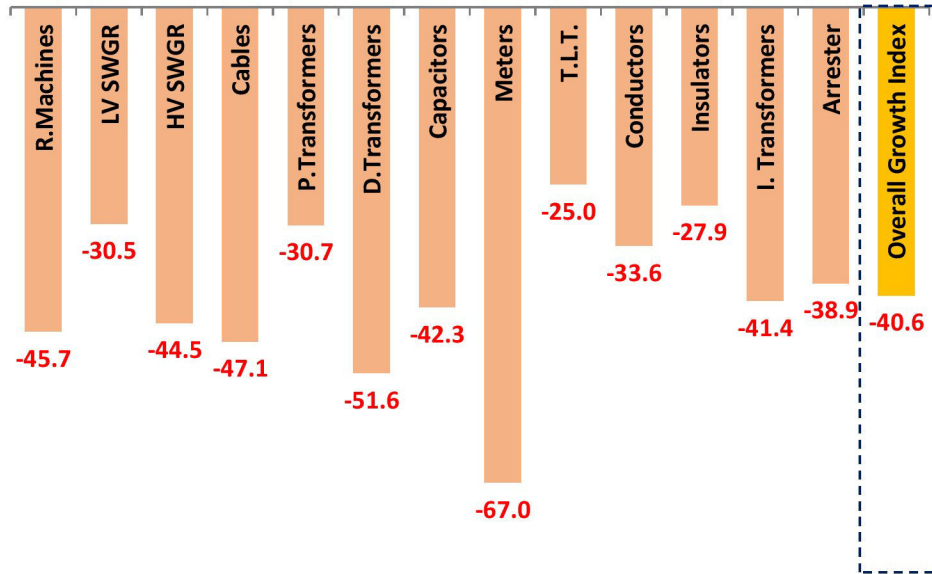
- DNV certification for manufacture and sale of electrical contacts for HV and LV switchgear industry:
 - Quality: ISO 9001 (2015 version)
 - Environment: ISO 14001 (2015 version)
 - Health and safety: OHSAS 18001 (2007 version)

- Research : Laboratory certified by National Accreditation Board for Testing and Calibration Laboratories (NABL)

Electrical Industry Overview

MODISON

Growth Index for Electrical Equipment industry for the period April 19 – March 20



- Decrease observed due to lockdown and resultant uncertainty on normal continuity of operations
- Pace of contraction slowed in Rotating Machines, Cables, Power Transformers, Instrument Transformers and Surge Arresters due to gradual reopening of the economy

Source: IEEMA Database

Growth Index for Electrical Equipment industry July and August 2020 compared with same period of 2019

Product	Jul 2020	Aug 2020
Rotating Machines	↓ -30.2	↓ -12.8
LV Switchgear	↓ 4.0	↓ -8.5
HV Switchgear	↓ -10.6	↓ -27.2
Switchgear	↓ 1.9	↓ -11.2
Cables	↓ -36.7	↓ -26.8
Power Transformers	↓ -30.8	↓ -23.8
Dist Transformers	↓ -58.4	↓ -42.5
Transformers	↓ -46.4	↓ -34.4
Capacitors	↓ -46.0	↓ -38.6
Energy Meters	↓ -56.5	↓ -57.6
Transmission Lines	↓ -19.0	↓ -12.1
Instrument Transformers	↓ -26.8	↓ -15.0
Surge Arresters	↓ -21.2	↓ -3.9
Total Industry Growth Index	↓ -25.4	↓ -17.4

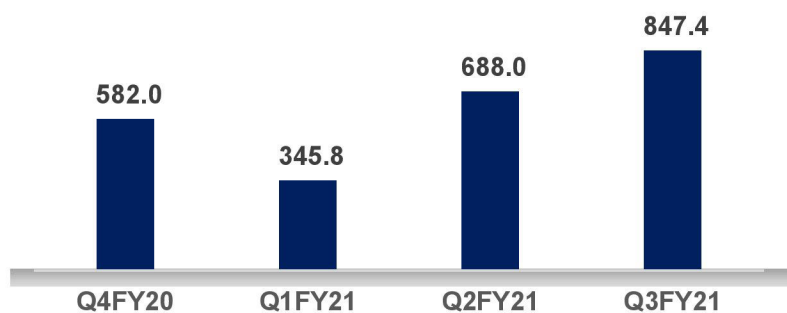


Financial Overview

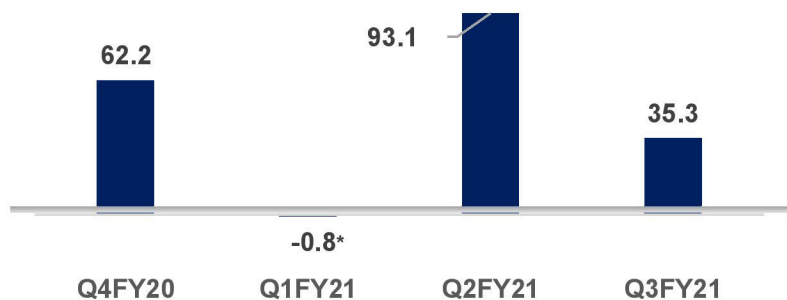
Quarterly Financials - Standalone

MODISON

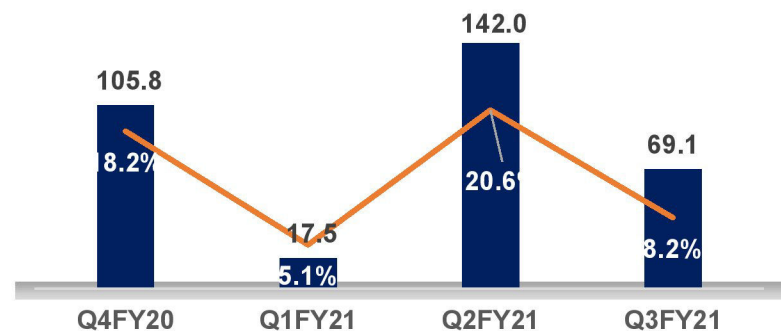
Total Income (₹ Mn)



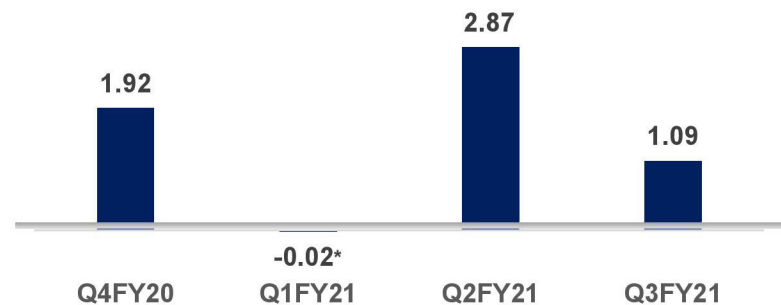
Profit after Tax (₹ Mn)



EBITDA (₹ Mn) and Margin (%)**



EPS (₹)

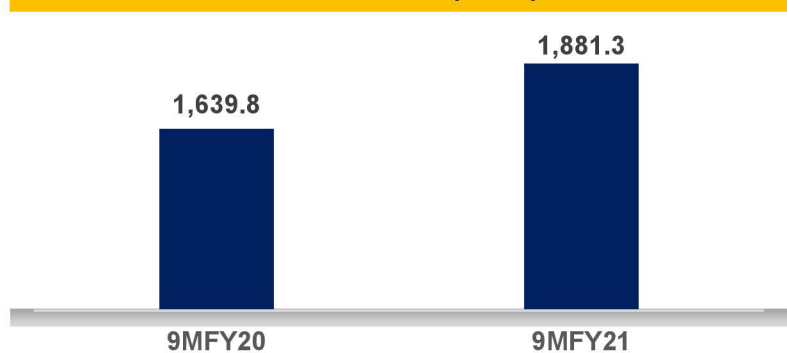


*Q1FY21 loss on account of exceptional item arising due to loss on silver hedging of Rs 21.9 mn ** Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material

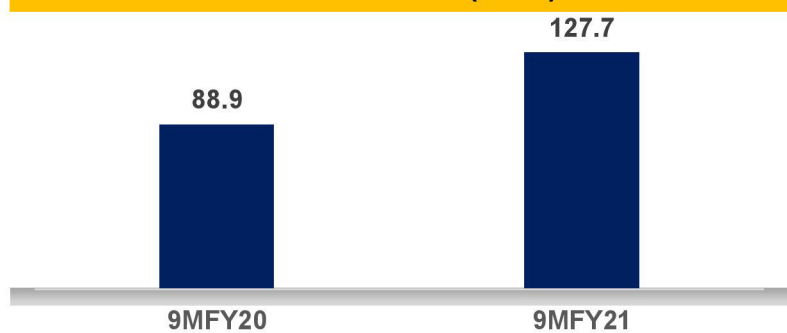
9MFY21 Highlights - Standalone

MODISON

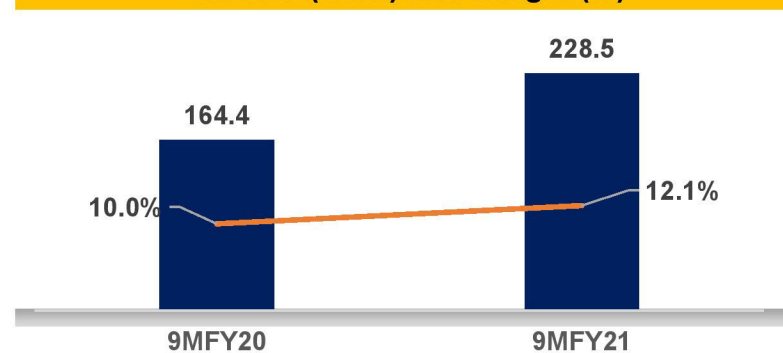
Total Income(₹ Mn)



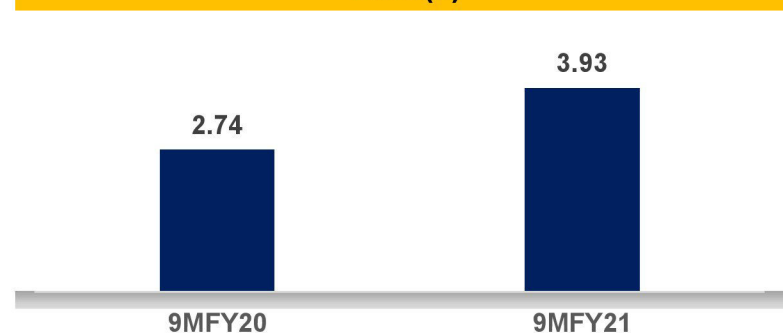
Profit after Tax (₹ Mn)



EBITDA (₹ Mn) and Margin (%)



EPS (₹)



Interim Profit & Loss - Standalone

MODISON

Particulars (In ₹ Mn)	Q3FY21	Q2FY21	Q3FY20	9MFY21	9MFY20
Total Income	847.4	688.0	594.0	1,881.3	1,639.8
Operating Expenses	778.4	546.0	507.2	1,652.7	1,475.4
EBITDA*	69.1	142.0	86.8	228.5	164.4
<i>EBITDA Margin*</i>	8.2%	20.6%	14.6%	12.1%	10.0%
Finance Cost	6.0	3.2	4.5	12.0	16.3
Depreciation	15.6	14.7	15.6	44.7	45.6
Profit Before Tax	47.5	124.1	66.7	171.8	102.6
Taxes	12.2	31.0	12.3	44.1	13.5
Profit after Tax	35.3	93.1	54.4	127.7	88.9
<i>PAT Margin</i>	4.2%	13.5%	9.2%	6.8%	5.4%
EPS	1.09	2.87	1.68	3.93	2.74

*Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material



Investment Rationale

MODISON

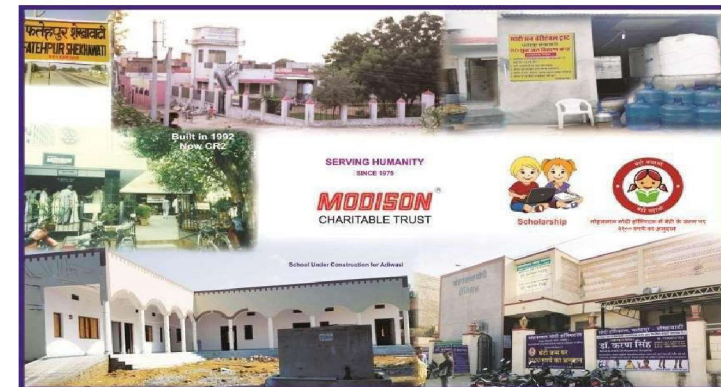
- 4 decades track record in India electrical contacts manufacturing industry resulting in market leadership in LV and HV segment
- Diverse presence in new and high growth sectors including pharmaceuticals, railways and renewable energy
- Global market presence through exports comprising ~20% revenues, signifying product quality and multiple revenue sources.
- Possession of specialised technology developed by way of inhouse research and development resulting in high entry barriers
- Consistent increase in scale of operations over the years resulting in acquiring and serving several blue chip clients
- Low financial leverage ensures excess return to shareholders in the form of consistent dividend payouts for 15+ years
- Zero promoter share pledge
- Well positioned to capture ongoing global supply chain shift from China to India in terms of existing global customer base and export focus

CSR Activities

MODISON

“At Modison,
We Are Committed
To Meet And Exceed
The Expectations of
Our Customers, Employees
And The Stakeholders.”

- Runs Modison Charitable Trust;
- Provides drinking water from its RO plant;
- Runs Maternity Hospital;
- Contributes for pediatric heart surgeries;
- Contributes for pediatric cancer patients;
- Contributes for treatment of TB patients;
- Sponsors 160 students for primary education
- Focus on girl education





MODISON

For further information, please contact:

☎ +91 22 2202 6437
✉ sales@modison.com

Mr. Ravi Udeshi/ Mr. Siddesh Chawan

Christensen IR

☎ +91 22 4215 0210

✉ rudeshi@christensenir.com / schawan@christensenir.com

© 2020 Modison Metals Limited, All Rights Reserved.

"Modison Metals" and The Modison Logo are trademarks of Modison Metals Limited. In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.