

Date: May 30, 2024

Ref: UAF/2024-25/14

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 financial year ended on 31st March, 2024 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

Digitally signed by
VIMAL CHAND JAIN
Date: 2024.05.30
11:29:35 +05'30'

Vimal Chand Jain
Chairman and Managing Director
DIN: 00295667

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

Q4FY24 and FY24





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

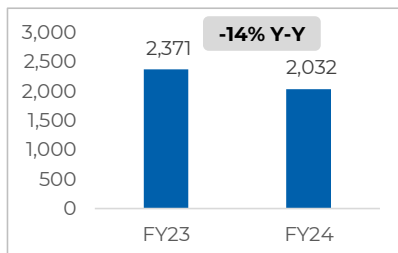
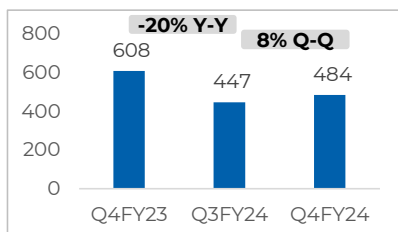
Universal Autofoundry Ltd ("The Company"), therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained 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

FINANCIAL PERFORMANCE

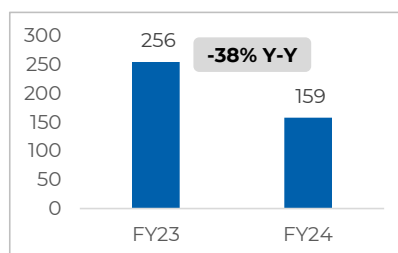
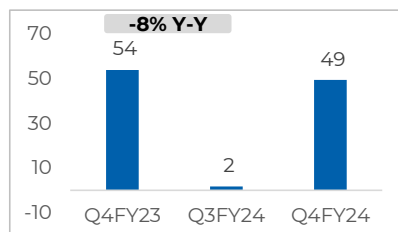


Q4FY24 / FY24 – FINANCIAL HIGHLIGHTS

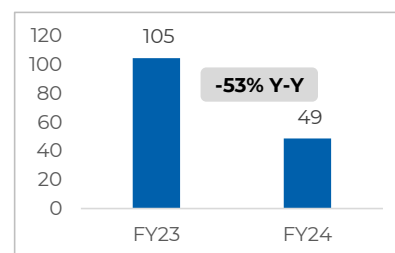
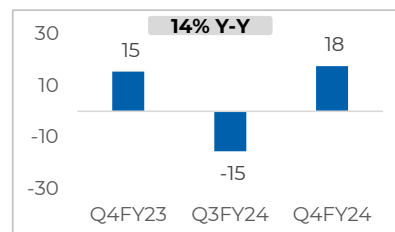
REVENUE (₹ Mn)



EBITDA (₹ Mn)



PAT (₹ Mn)



Financial Highlights

- **Profitability improved** substantially during the quarter after a soft Q3 on the back of improvement in tractor and heavy earth moving markets. EBITDA and PAT up significantly on a q-q basis.
- **Casting parts issue with current co-promoters persists.** We continue to **add new business** (domestic and overseas) **to utilise the spare capacities**, should reflect in revenues in **2 quarters** from now.
- **Business momentum into FY25 is strong** on the back of Commercialization of Ferrous related Capacity Expansion at Unit III (To be commercialized from 01 Jun '2024). **Non-ferrous** Foundry Machine installation under process currently.



Q4FY24 Financial Snapshot

484

Total Income
(₹ mn)

49

EBITDA
(₹ mn)

10.2%

EBITDA
Margin (%)

18

PAT
(₹ mn)

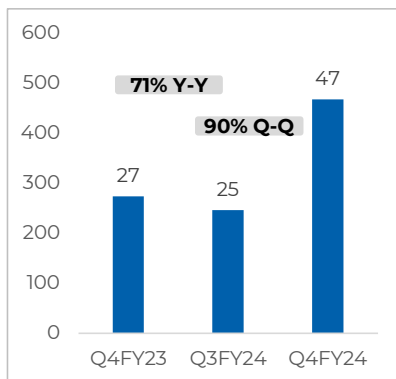
3.6%

PAT Margin
(%)

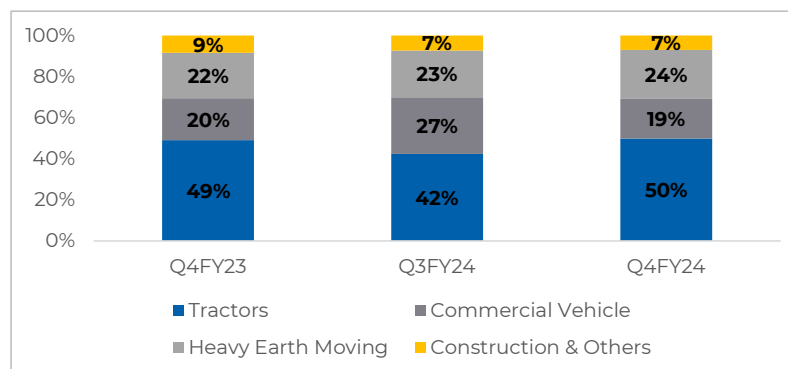
Q4FY24 / FY24 – OPERATIONAL HIGHLIGHTS



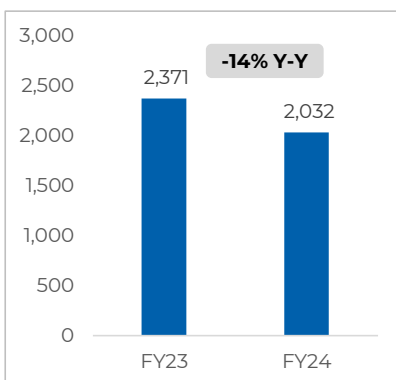
EXPORTS (₹ Mn)



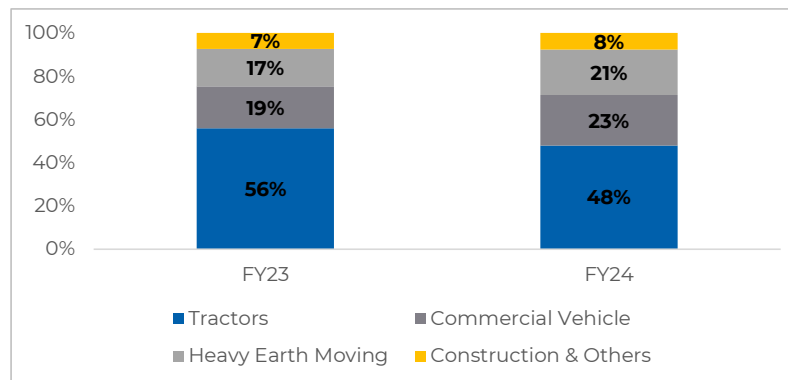
REVENUE BREAKUP BY INDUSTRY



REVENUES (₹ Mn)



REVENUE BREAKUP BY INDUSTRY



Operational Highlights

- **Operations at 3rd Ferrous Foundry started after successful trial runs.** A RHINO High Pressure Molding Line installed with **production capacity of 12000 MT / Year**
- Exports have experienced a significant boost, increasing by **71%** y-o-y and **90%** q-o-q on the back of encouraging responses from **International clients.** Exports now form **10% of revenues** in Q4FY24 up from **5% last year**
- Continued efforts **to increase diversification across industry groups** and mitigate business volatility
- Started a **Solar power project** in Jaisalmer with a **capacity of 5MW**, to be operational within FY25. Significant reduction in Power costs expected post commissioning.

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

ABOUT US



- 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

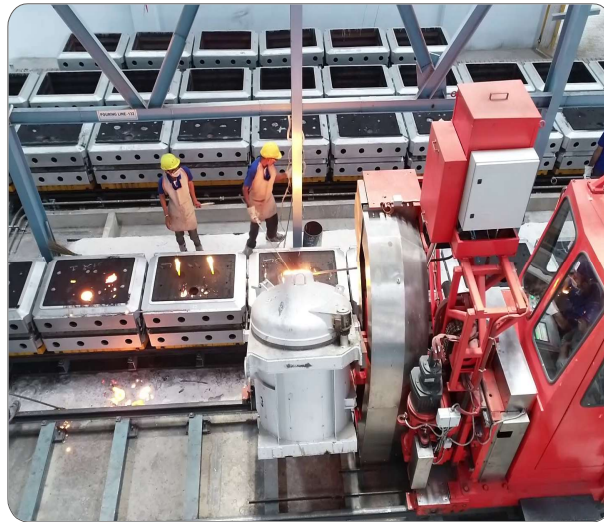




FACILITIES



**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.

VINIT JAIN

Whole Time Director and 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).

VIKRAM JAIN

Whole Time Director - Marketing



- Marketing specialist with a remarkable career spanning over 24 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.

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

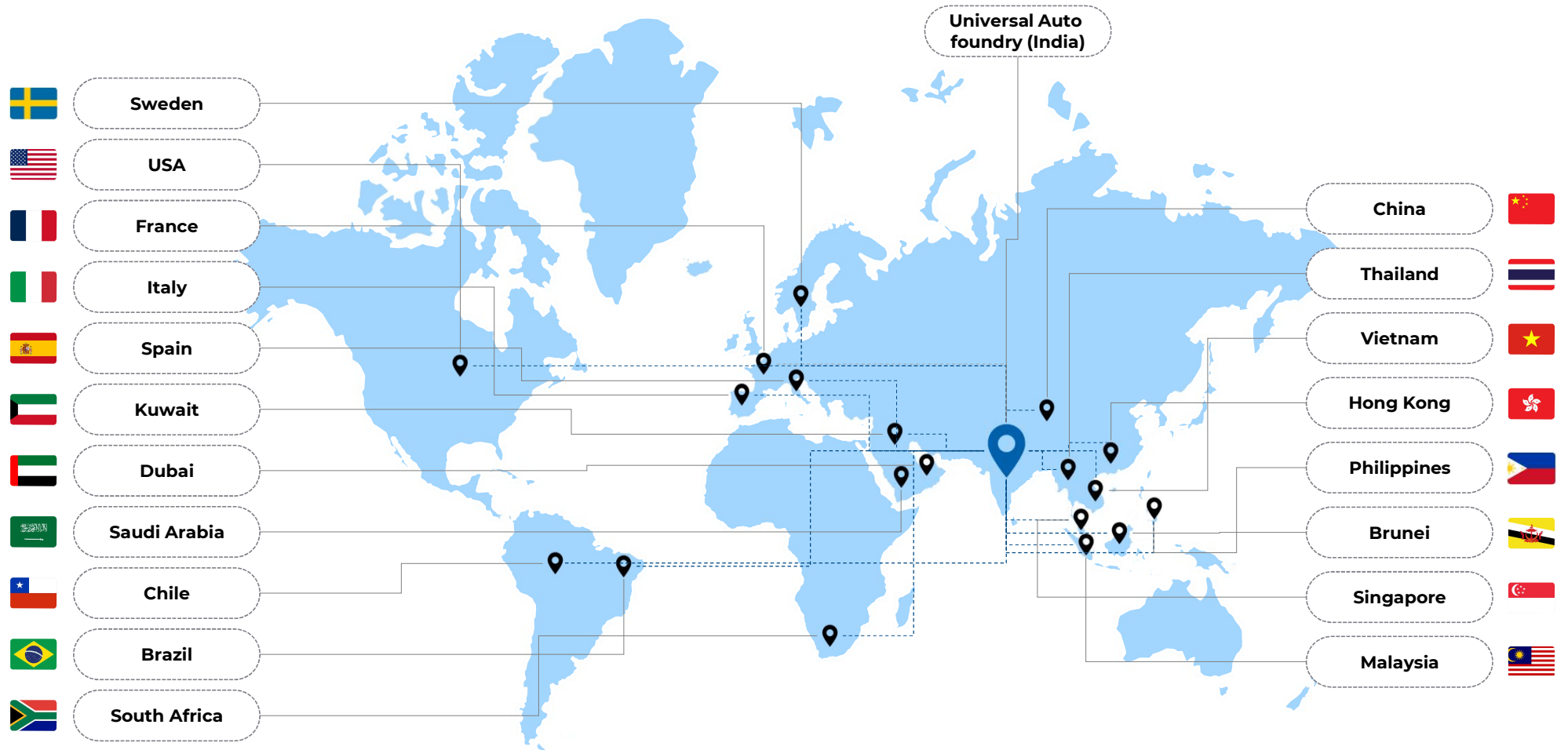


AGCO
Your Agriculture Company



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

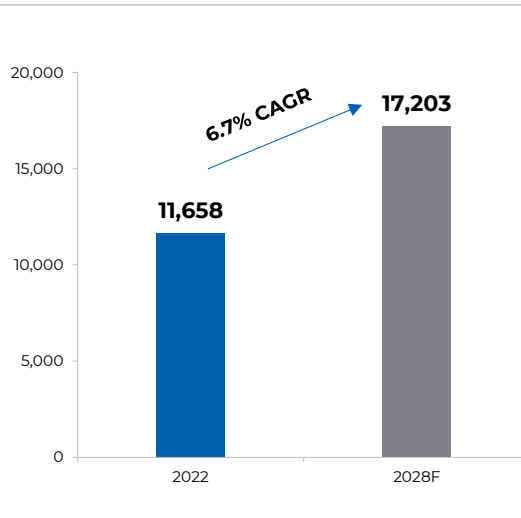


KEY GROWTH DRIVERS

- **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

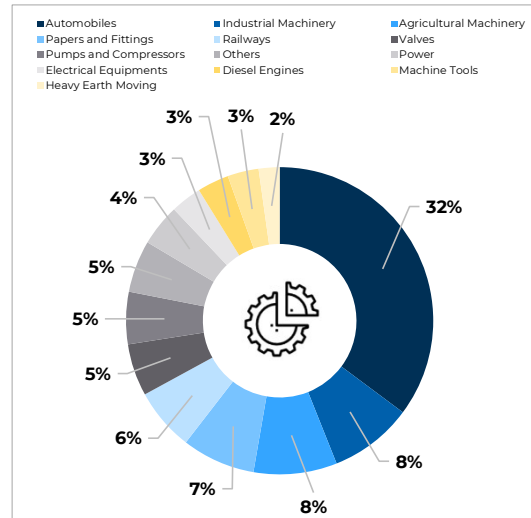
Indian foundry Industry size (USD mn)



- **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

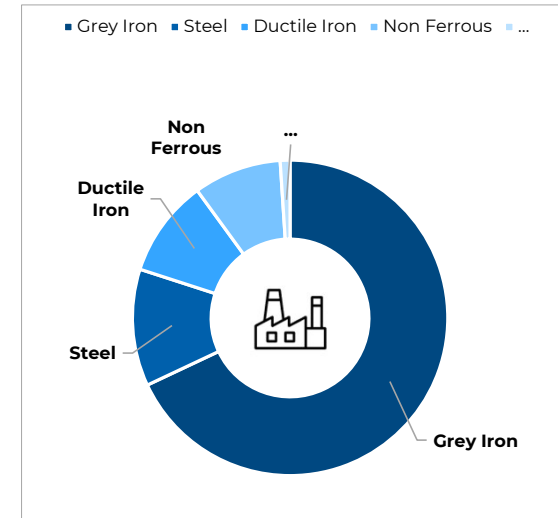
Source: Foundry Informatics Centre; IMARC Grp Report; 6W Research

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

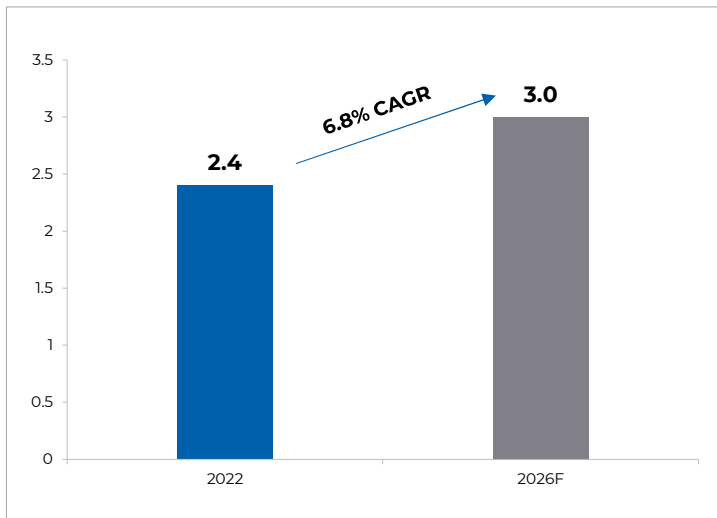
Industry Product Mix



- **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

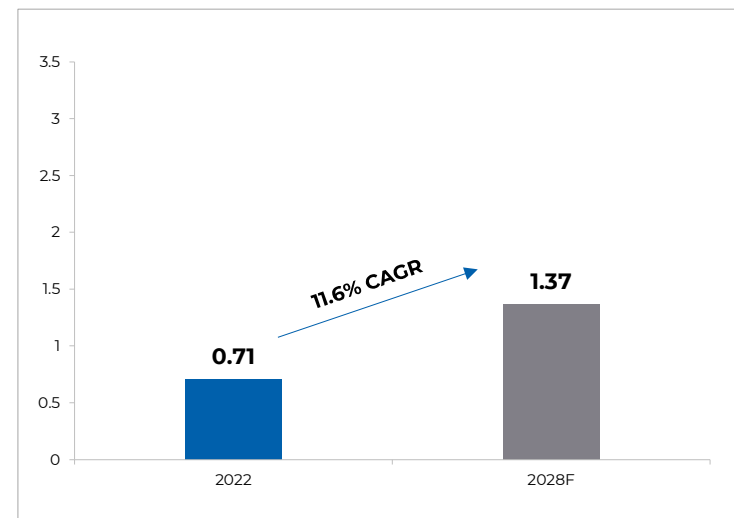
Aluminium Castings Tonnes (mn)



- **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

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

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)

FINANCIAL STATEMENTS



Profit & Loss (₹ Millions)	2022	2023	2024
Revenue from Operations	1,625	2,362	2,025
Other Income	6	9	7
Total Income	1,631	2,371	2,032
Expenses			
Cost of Material Consumed	1,108	1,562	1,151
Changes in Inventories of WIP & Finished Goods	(44)	(75)	33
Employee Cost	169	212	270
Finance Cost	29	40	26
Depreciation and Amortisation Expense	70	68	63
Other Expenses.	336	416	419
Total Expenses	1,668	2,223	1,963
Profit/ (Loss) Before Exceptional Items and Tax	(37)	148	69
Less: Tax Provision	-	30	24
Less: Deferred Tax Provision	-10	13	-4
PAT	-27	105	49

ANNUAL FINANCIALS



Balance Sheet (₹ Millions)	2022	2023	2024
Equity And Liabilities			
Equity			
(A) Equity Share Capital	101	121	124
(B) Other Equity	117	459	556
(C) Money against warrants			49
Total Equity (1)	218	580	729
Non-current Liabilities			
Long Term	184	166	205
Provisions	6	6	6
Deferred Tax Liabilities (Net)	-	4	0
Total Non-current Liabilities	190	176	211
Current Liabilities			
Borrowings	277	381	164
Trade Payables	179	193	118
Other Financial Liabilities	2	2	1
Provisions	2	31	27
Other Current Liabilities	18	33	49
Total Current Liabilities (3)	478	640	359
Total Equity And Liabilities (1+4)	886	1,396	1,300
Assets			
Non-current Assets			
Property, Plant And Equipment	407	362	349
Capital Work-in-progress	1	3	332
Deferred Tax Assets	9		
Other Non-current Assets	21	59	50
Total Non-current Assets	438	425	731
Current Assets			
Inventories	139	203	170
Trade Receivables	299	476	374
Cash And Cash Equivalents	6	257	0.2
Bank Balances	0	0	0
Other Current Assets	4	34	22
Other financial assets	1	1	2
Total Current Assets	448	971	569
Total Assets	886	1,396	1,300

Cash Flow Statement (₹ Millions)	2022	2023	2024
Cash Flows from Operating Activities			
Profit for the period	(27)	105	49
Adjustments for:			
Income tax expense	(10)	43	20
Finance costs	29	40	26
Interest income	(1)	(1)	(2)
Depreciation and Amortisation	70	68	63
(Profit)/Loss on sale of Fixed Assets	(0)	-	0
Operating Profit before Working Capital Changes	62	256	156
Movements in working capital:			
(Increase) / Decrease in trade receivables	43	(177)	102
Increase / Decrease in other liabilities (current & noncurrent)	(23)	15	16
(Increase)/decrease in inventories	(52)	(64)	33
(Increase)/decrease in other assets (current & noncurrent)	(3)	(39)	(14)
Increase/ (Decrease) in trade and other payables	20	14	(75)
Increase/(Decrease) in other liabilities & Provisions	1	(1)	1
Cash Generated from Movements in Working Capital	(13)	(253)	63
Cash generated from operations	49	3	220
Income taxes (paid)/ Refund received	(4)	(30)	(17)
Net Cash Generated by Operating Activities - (A)	44	(27)	203
Cash Flows from Investing Activities			
Interest received	0.5	0.7	2
Payments for PP&E	(63)	(25)	(359)
Proceeds from disposal of PP&E	4	-	1
Investments	-	-	-
Net Cash (Used in)/Generated by Investing Activities- (B)	(58)	(25)	(356)
Cash Flows from Financing Activities			
Proceeds from issue of equity instruments of the Company		257	52
Proceeds from issue of convertible warrants of the Company			49
Proceeds from/ repayment of long-term borrowings	15	(18)	40
Proceeds from/ repayment of short-term borrowings	34	105	(217)
Dividends Paid	(4)	-	-
Interest and Finance Charges	(29)	(39)	(26)
Net (Used in)/ Generated in Financing Activities - (C)	16	303	(103)
Net Increase/ (Decrease) in Cash and Cash Equivalents (A+B+C+D)	3	251	(257)
Cash and cash equivalents at the beginning of the period	3	6	257
Cash and Cash Equivalents at the end of the period	6	257	0.2




THANK YOU

UNIVERSAL AUTOFOUNDRY LTD

CIN: L27310RJ2009PLC030038

 **B-307, Road No. 16, V.K.I. Area,
JAIPUR - 302 013 (INDIA)**

 **www.ufindia.com**

 **+91-141-4109598**

 **cs@ufindia.in**

Investor Relations:

KOMPASS

 **ufindia@kompass.co.in**

CIN: U67100MH2020PTC335530

