

**STEELCAST LIMITED**

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CIN L27310GJ1972PLC002033

AC/2079

23.01.2023

The Secretary, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, MUMBAI - 400 001	National Stock Exchange of India Limited, Exchange Plaza, 5th Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051
<b>Scrip Code: 513517</b>	<b>Scrip Symbol: STEELCAS</b>

Dear Sir/Madam,

**Subject: Submission of Investor Presentation under Regulation 30 of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015.**

In accordance with Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the Investor Presentation for the Quarter and nine months ended 31st December, 2022 (Q322-23) as an attachment. This is for the general information of the investors and public at large. This Investor Presentation may also be accessed on the website of the company at [www.steelcast.net](http://www.steelcast.net)

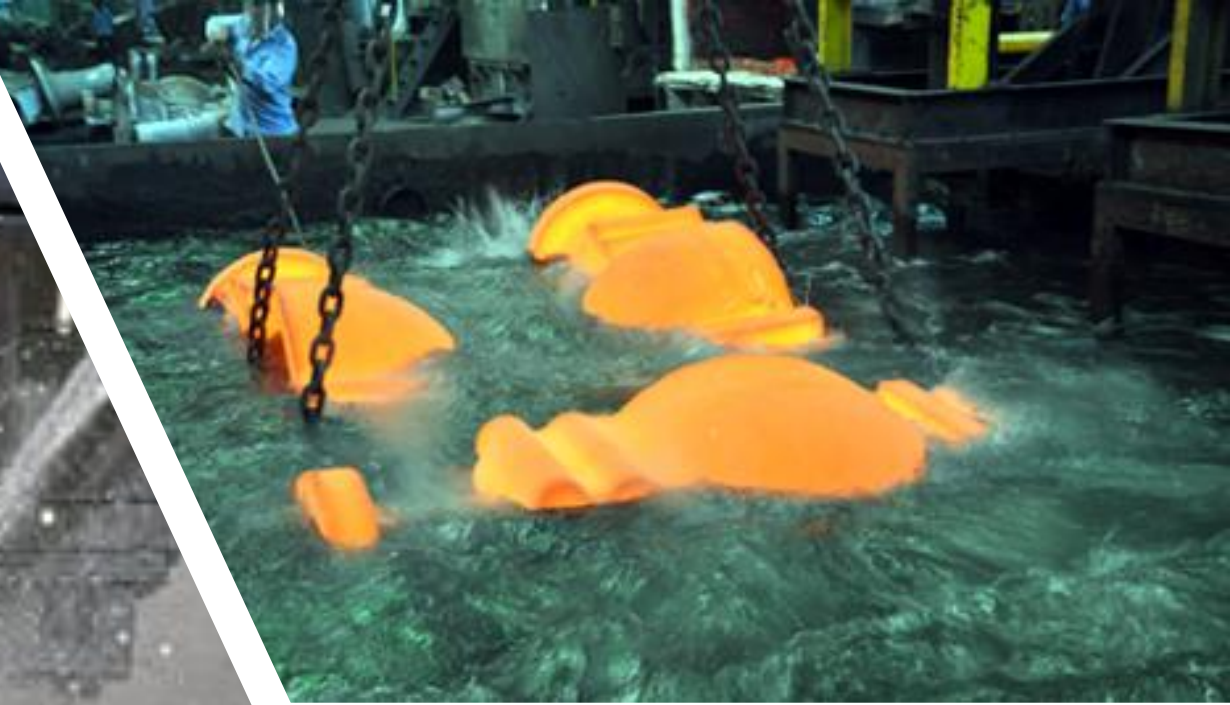
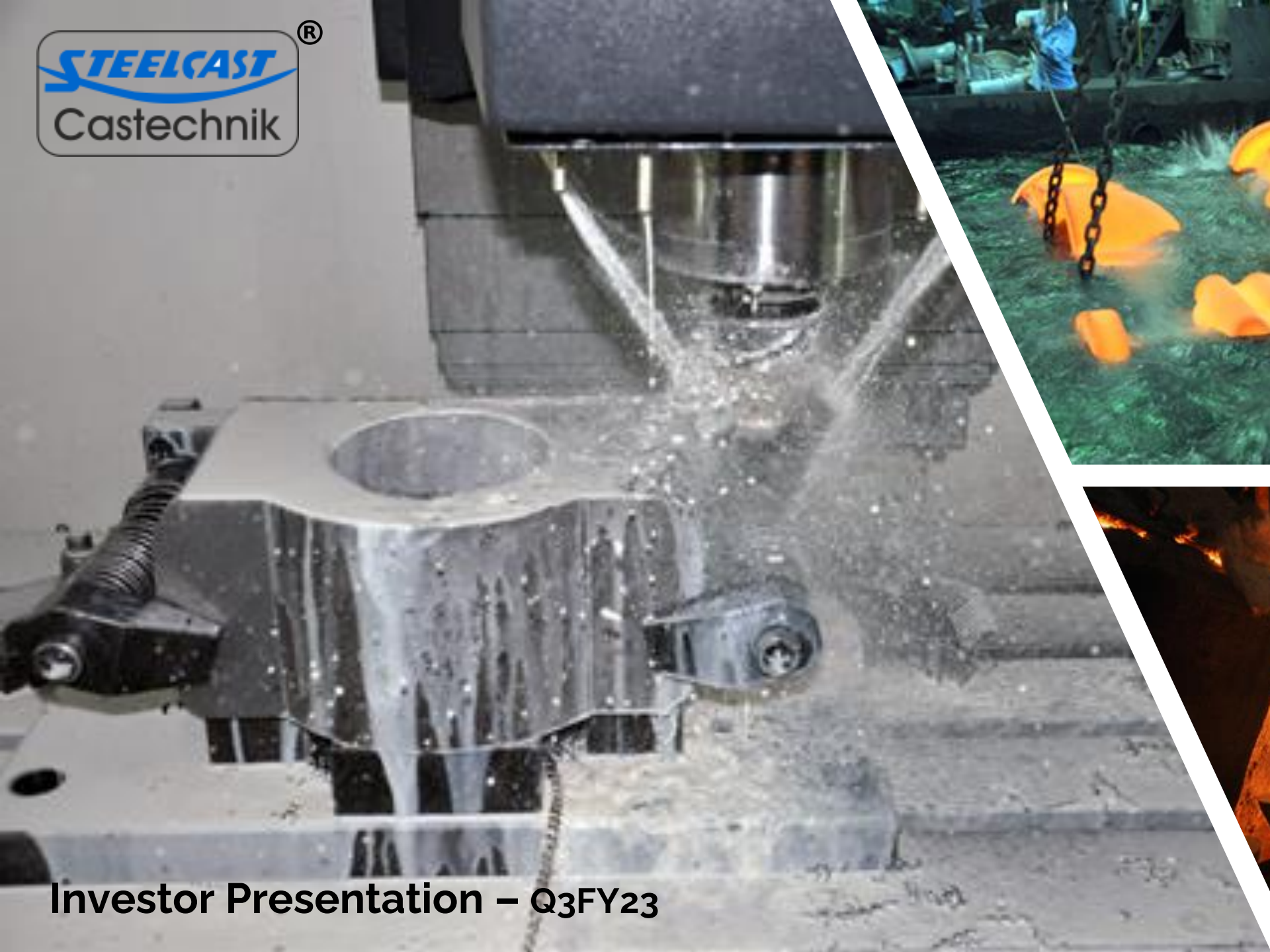
We request you to take the same on record and disseminate on your respective websites.

Thanking you,

For STEELCAST LIMITED,

Bhatt  
Umashkumar  
ar Vasantry  
(Umash v Bhatt)  
COMPANY SECRETARY

Digitally signed by  
Bhatt Umashkumar  
Vasantry  
Date: 2023.01.23  
18:50:32 +05'30'



Investor Presentation – Q3FY23

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**Q3 & 9MFY23  
Financial  
Performance**

## Q3FY23 (Y-o-Y)

**Revenue**  
**119.7 Crs**

 **52%**

**EBITDA**  
**30.7 Crs**

 **84%**

**PAT**  
**19.3 Crs**

 **126%**

## Highlights

The Revenue from Operations saw an increase of 52% on a Y-o-Y basis. The gain from foreign exchange and lower input prices contributed to the better profitability during the quarter.

The EBITDA margins for this quarter stood at 25.6%, which is an increase of 450 basis points on a Y-o-Y basis

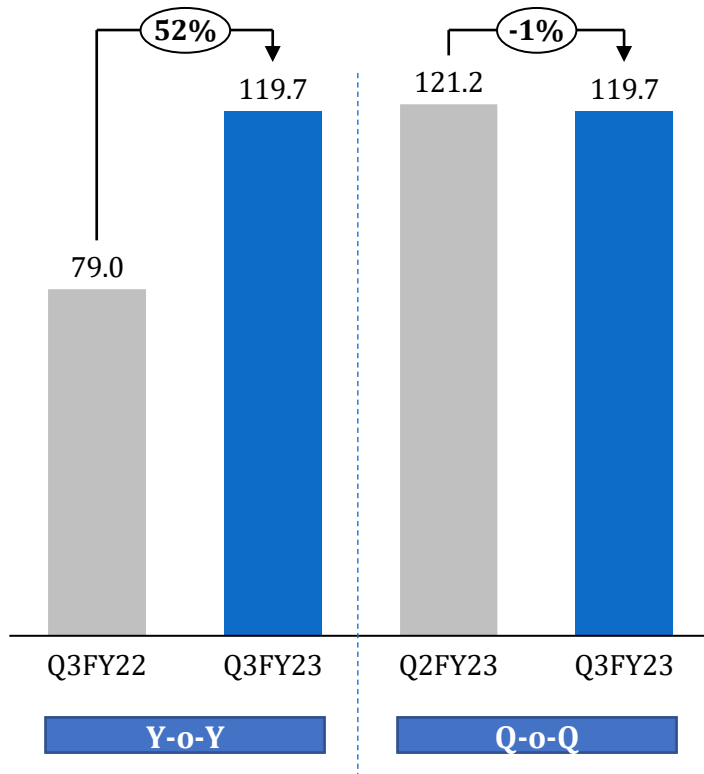
The company has reported a PAT of Rs 19.3 crores, an increase of 126% on a Y-o-Y basis with an increased PAT margin of 16.1%

The audit from Association of American Railroad(AAR) has concluded and the result for the same would be updated soon.

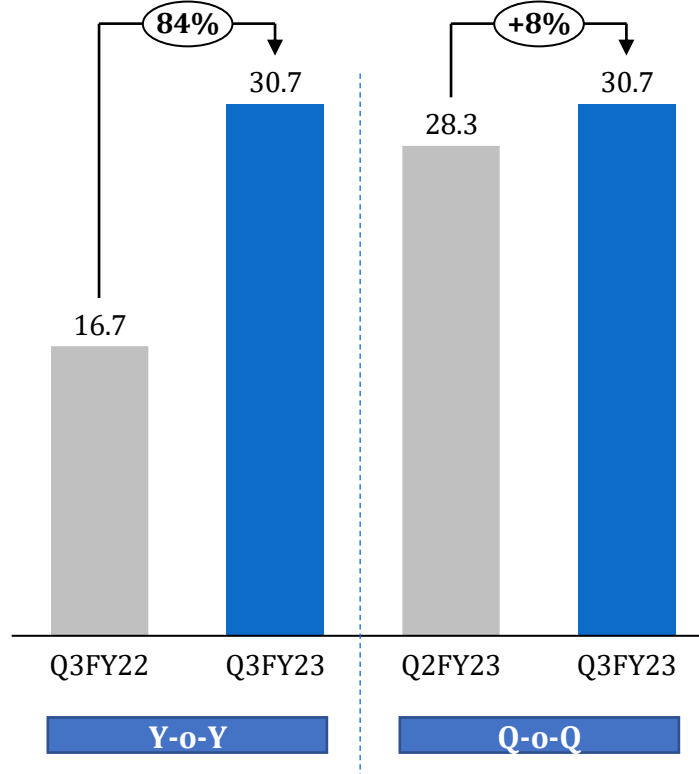
# Q3FY23 Consolidated Key Highlights



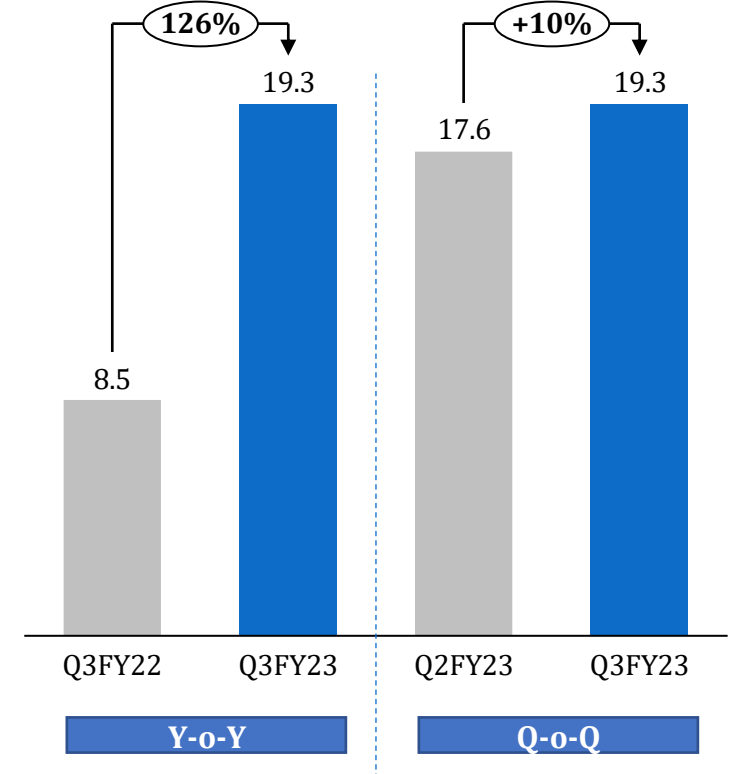
### Revenue (Rs. in Crs)



### EBIDTA (Rs. in Crs)



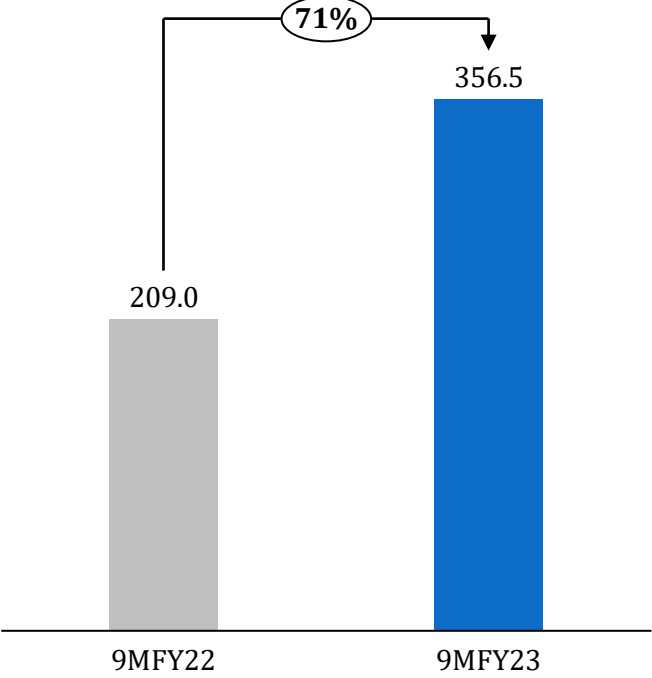
### PAT (Rs. in Crs)



# 9M FY23 Consolidated Key Highlights

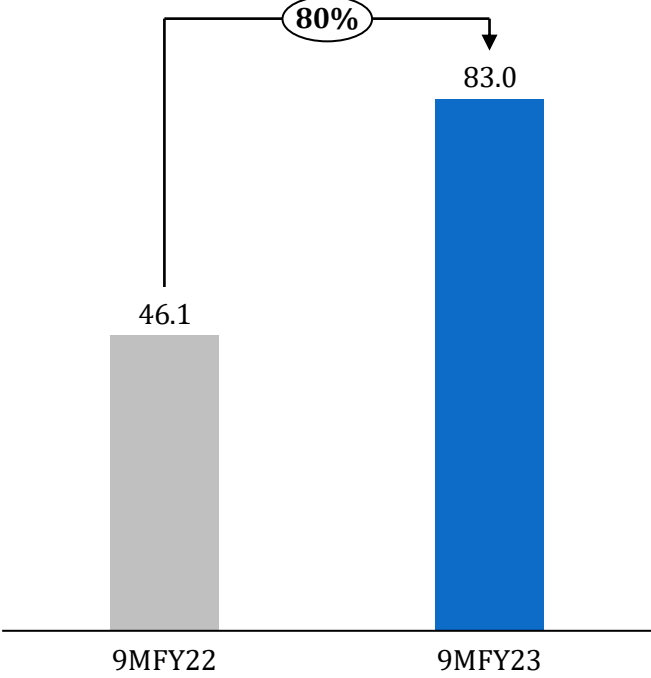


Revenue (Rs. in Crs)



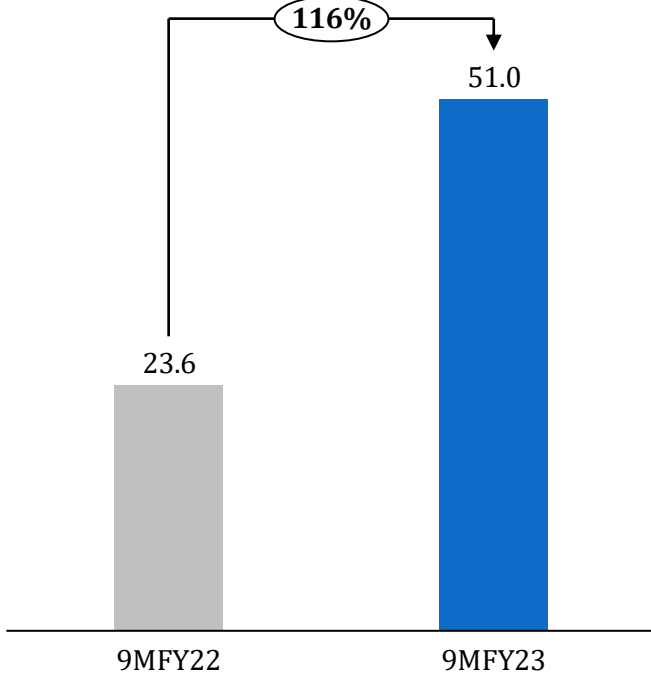
Y-o-Y

EBIDTA (Rs. in Crs)



Y-o-Y

PAT (Rs. in Crs)

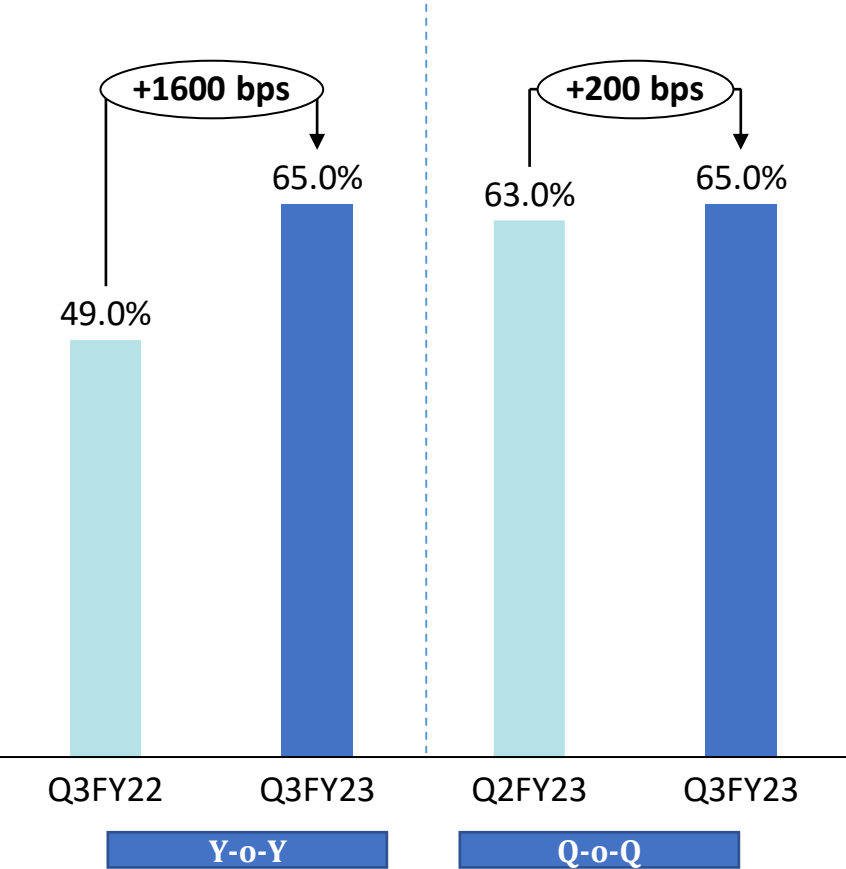


Y-o-Y

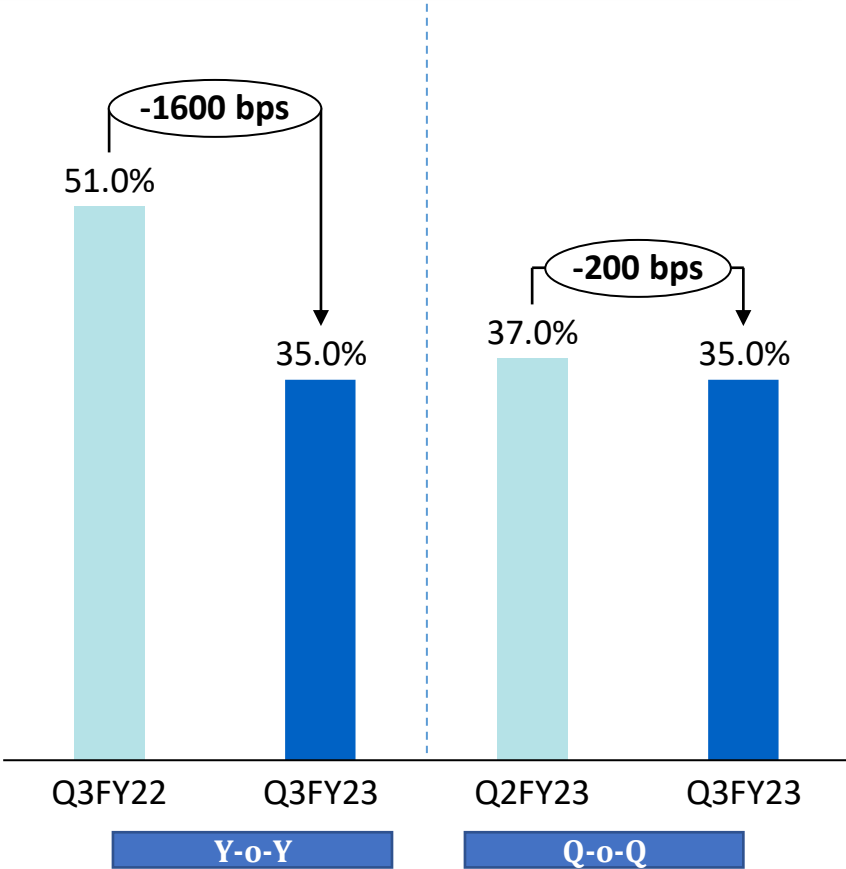
# Geographical Revenue growth



## Exports



## Domestic

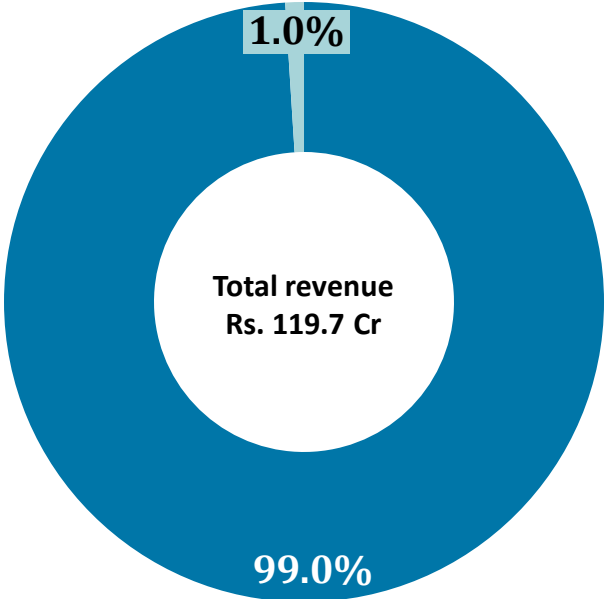




# Revenue Breakup (Q3FY23)

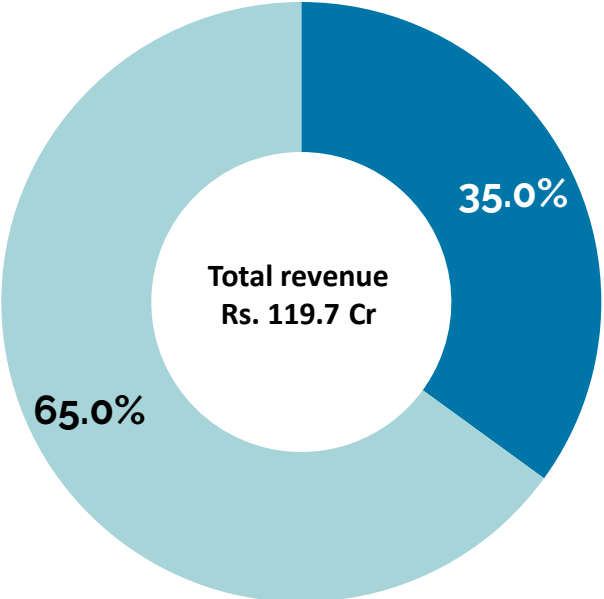


Segment-wise Revenue (%)



- OEM Sales
- Replacement Market

Geography-wise Revenue (%)



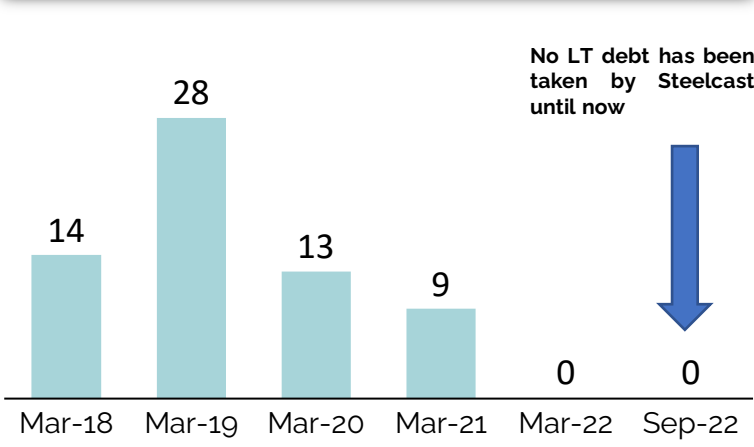
- Domestic
- Exports

# Quarterly Profit & Loss Statement

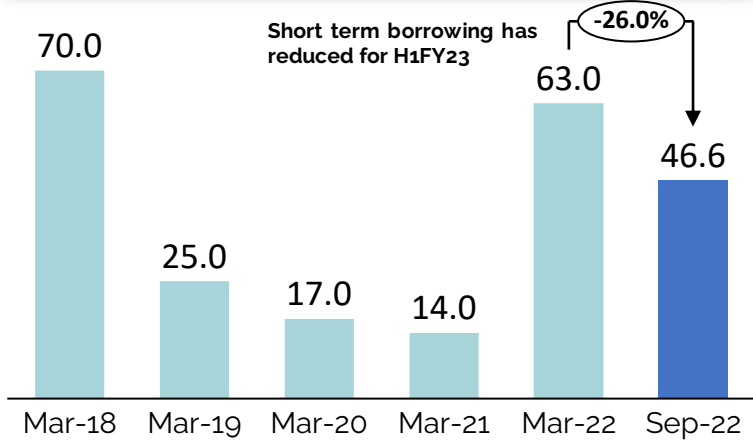
Particulars (Rs.Crs )	Q3 FY23	Q3 FY22	Y-o-Y	Q2FY23	Q-o-Q	9MFY23	9MFY22	Y-o-Y
<b>Revenue from Operations</b>	<b>119.7</b>	<b>79.0</b>	<b>52%</b>	<b>121.2</b>	<b>-1%</b>	<b>356.5</b>	<b>209.0</b>	<b>71%</b>
Cost of Materials consumed	33.9	27.2		29.6		92.0	68.1	
Changes in Inventories of finished goods & work in progress	-1.9	-11.6		5.3		11.4	-24.3	
Manufacturing Expense	10.9	9.0		11.1		33.2	23.0	
Power, Fuel & Water Charges	16.8	14.1		16.1		49.3	34.5	
Consumption of Stores & Spares	15.2	13.7		15.7		46.5	34.5	
<b>Total Raw Material</b>	<b>74.9</b>	<b>52.3</b>		<b>77.8</b>		<b>232.4</b>	<b>135.8</b>	
<b>Value Addition</b>	<b>44.8</b>	<b>26.7</b>	<b>68%</b>	<b>43.3</b>	<b>4%</b>	<b>124.1</b>	<b>73.2</b>	<b>69%</b>
Employee Expenses	9.4	7.6		9.5		27.1	20.7	
Other Expenses	4.8	2.4		5.6		14.0	6.4	
<b>EBITDA</b>	<b>30.7</b>	<b>16.7</b>	<b>84%</b>	<b>28.3</b>	<b>8%</b>	<b>83.0</b>	<b>46.1</b>	<b>80%</b>
<b>EBITDA %</b>	<b>25.6%</b>	<b>21.1%</b>		<b>23.4%</b>		<b>23.3%</b>	<b>22.1%</b>	
Depreciation and Amortisation Expense	4.4	4.4		4.7		13.8	13.4	
Finance Costs	0.5	0.8		0.7		2.0	1.2	
Other Income	0.1	0.1		0.6		1.0	0.2	
<b>PBT</b>	<b>25.8</b>	<b>11.5</b>	<b>124%</b>	<b>23.5</b>	<b>10%</b>	<b>68.3</b>	<b>31.7</b>	<b>115%</b>
<b>PBT Margin</b>	<b>21.5%</b>	<b>14.5%</b>		<b>19.4%</b>		<b>19.2%</b>	<b>15.2%</b>	
Tax Expenses	6.5	2.9		6.0		17.3	8.1	
<b>PAT</b>	<b>19.3</b>	<b>8.5</b>	<b>126%</b>	<b>17.6</b>	<b>10%</b>	<b>51.0</b>	<b>23.6</b>	<b>116%</b>
<b>PAT %</b>	<b>16.1%</b>	<b>10.8%</b>		<b>14.5%</b>		<b>14.3%</b>	<b>11.3%</b>	
<b>EPS (₹)</b>	<b>9.5</b>	<b>4.2</b>		<b>8.7</b>		<b>25.2</b>	<b>11.7</b>	

# Balance Sheet Ratios

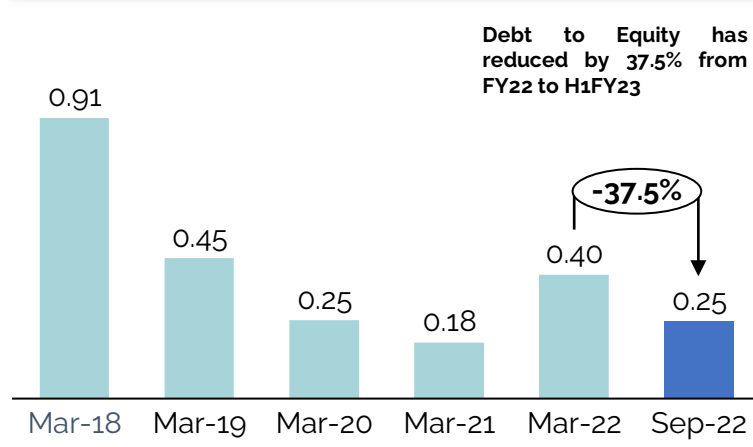
## Long term Debt (Rs. Crs.)



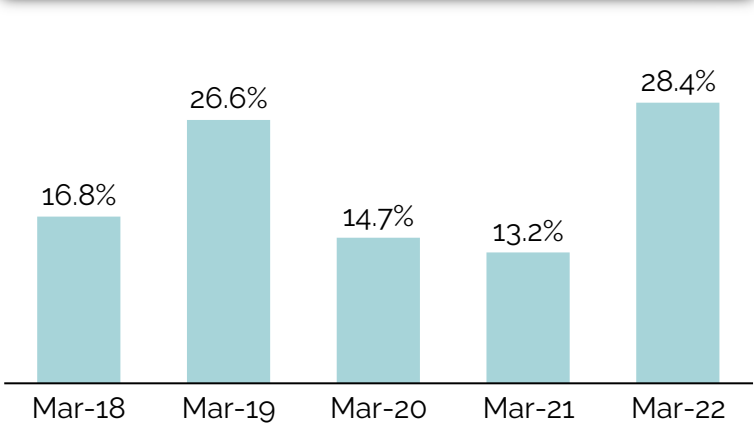
## Short term Debt (Rs. Crs)



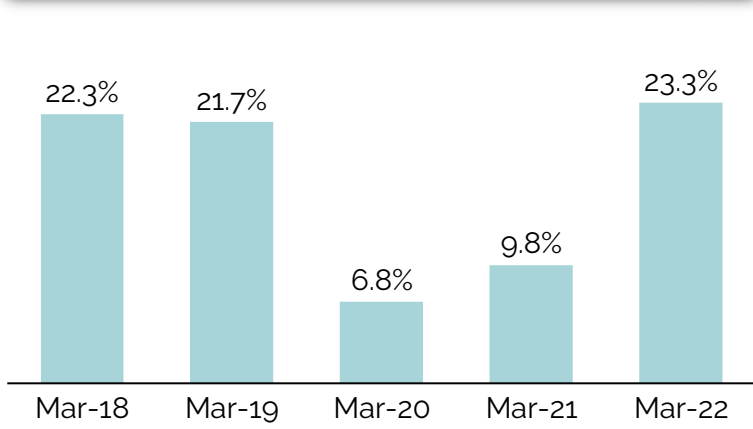
## Debt to Equity



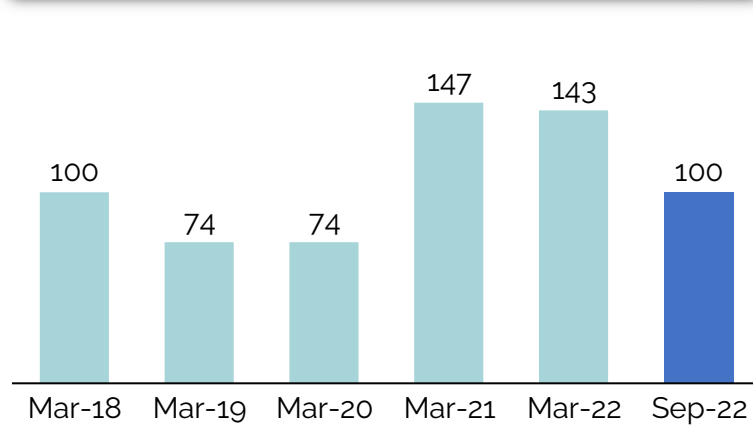
## RoCE



## RoE



## Working Capital (in Days)





## Company Overview

# Diversified Business Model catering to Varied Industries

## Existing Segments\*



Earth Moving Industry



Mining



Mineral Processing Industry



Steel Plants



Cement



Construction

## Foray into New Segments



Railways

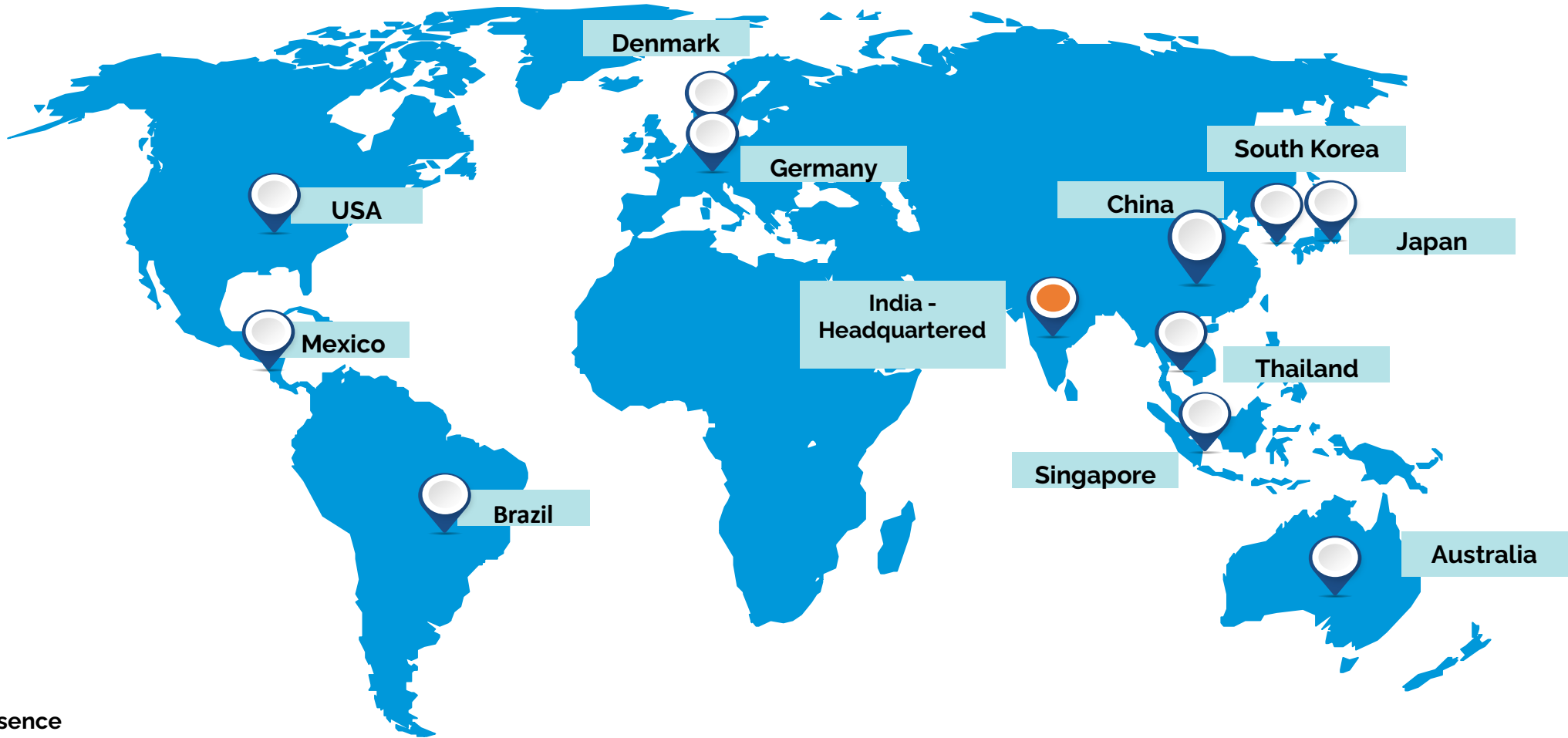


Electro Locomotive



Ground Engaging Tools (GETs)

# Presence across the Globe



“Two-Star Export House Status holder”

Expected to increase the presence **15+ countries** in the next 5 years

# Experienced Board of Directors



## Mr. Chetan M. Tamboli, Managing Director & CEO

- Aged 62 years, a third-generation entrepreneur, is a commerce graduate armed with an MBA Finance from USA
- Serving as a CEO since 2003 with total experience of more than 30 years. Looks after strategy, policy making and overall management
- Served as the Chairman Board of Governors, Government Engineering College, Bhavnagar, Gujarat since 2014

## Mr. Rushil C Tamboli (Non-Executive Non-Independent Director)

- Aged 33 years, is an Engineering graduate with Industrial Engineering (I.E.)
- Heading various departments and contributed to improve fuel efficiency of heat treatment operations, developing new parts, achieving improvement in Man hours per ton

## Mr. Hemant D Dholakia (Independent Non- Executive Director)

- Aged 57 years, he has completed his master's degree in Marketing and Finance from University of Scranton, USA and has experience in manufacturing industries more than 38 Years. He is the Managing Director at Goran Pharma Pvt. Ltd.
- Director at Hansrx Pvt. Ltd. & Partner at Parag Perfumes, Sihor

## Ms. Vidhi C Tamboli (Non-Executive Non-Independent Director)

- Aged 30 years, is a Master of Arts & Master of Education (Psychology)
- Heading Human Resource department of the Company
- She is having experience as career counselor in India and overseas and is involved in various Corporate Social Responsibility (CSR) activities

## Mr. Apurva R Shah (Independent Non- Executive Director)

- Aged 52 years, he has received his undergraduate degree from London School of Economics and Political Sciences and has an experience of more than 15 years.
- He is an Independent Director at GRP Limited, Acrysil Limited, Florican Chemicals and Resins Private Limited

## Mrs. Aarushi M Ganatra (Independent Non-Executive Director)

- Aged 64 years, is a graduate in Commerce
- She also heads a consultancy firm to advise in business, finance & investments
- Has worked for over 3 decades at various levels in the field of Statutory audits, internal audits and human resource training.

## Mr. T Kumar (Permanent Invitee )

- Aged 82 years, is a B. Tech graduate (IIT, Khadagpur) armed with M.E. (Foundry) (IISc, Bangaluru). He is a permanent Invitee to the Board and its committee meetings since September 2018 with total experience of about 50 years in the Company.
- He also served as CFO



Future  
Strategy



Product Development



Business Development

## Initiated a rationalization plan since last 2 years

Company to set up 5 MW Solar Power Plant in Gujarat region for captive consumption which will bring considerable savings.

25 years PPA signed for solar & wind hybrid power project which will bring considerable savings

Reduction in throughput time for processing of castings – thus unlocking of capital from working capital needs

Hybrid and solar power plants to be commissioned on or before 31<sup>st</sup> March, 2023. Savings in power cost will be realised from April 2023 with annual savings in excess of Rs 10 crores.

Both these plants will meet around 80% of the total power requirement at present capacity utilization and balance 20% will be met through the state electricity board.

As a result of our continuous efforts to be a one stop solution for our customers, 70% of our turnover is in the form of machined castings.

# THANK YOU

Company:



CIN: L27310GJ1972PLC002033

Name: Mr. Subhash Sharma, CFO

Email ID: [ss@steelcast.net](mailto:ss@steelcast.net)

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Investor Relations Advisors:



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