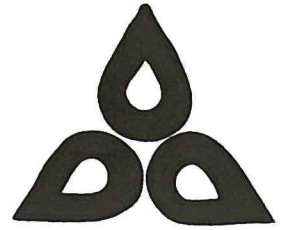


# NELCAST LIMITED



2<sup>nd</sup> August 2018

**BSE Limited**  
Listing Operations  
Phiroze Jeejeebhoy Towers,  
Dalai Street,  
Mumbai - 400 001  
Maharashtra, India  
**BSE Script Code: 532864**

**National Stock Exchange of India Limited**  
Listing Department,  
Exchange Plaza,  
Bandra Kurla Complex, Bandra (E),  
Mumbai - 400 051  
Maharashtra, India  
**NSE Script Code: NELCAST**

Dear Madam / Sir

**Sub: Disclosure pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")**

Pursuant to Regulation 30 read with Schedule III of the SEBI Listing Regulations, please find enclosed copy of the presentation to be made to the analyst/ institutional investors.

We request you to take the above on record.

Thanking you,

Yours faithfully,  
For **NELCAST Ltd**

**(S.K.SIVAKUMAR)**  
Company Secretary

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Tel.:+91-44-2498 3111/2498 4111 Fax : 91-44-24982111  
e-mail:nelcast@nelcast.com; web: www.nelcast. com  
**CIN : L27109AP1982PLC003518**

Regd. Off.: 34, Industrial Estate, Gudur - 524 101 (A.P.) Tel.: 251266 / 251766 Fax:08624-252066  
Ponneri works :Madhavaram Village, Amur P.O, Ponneri - 601 204 .T.N Tel.: 27974165/27973532, Fax: 27973620  
Pedapariya Works : 259 /261, Pedapariya Village, Ozili Madal, Nellore Dist - 524402. (A.P.)

IATF 16949 : 2016 \* ISO 14001 : 2015 \* ISO 50001 : 2011



ISO 9001 : 2015

\*

OHSAS 18001 : 2007



**Q1FY19 Update**



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This presentation contains 'forward-looking statements' – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as 'expects,' 'anticipates,' 'intends,' 'plans,' 'believes,' 'seeks,' or 'will.' Any forward looking information in this presentation including, without limitation, any tables, charts and/or graphs, has been prepared on the basis of a number of assumptions which may prove to be incorrect. Forward-looking statements by their nature address matters that are, to different degrees, uncertain. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements. We caution you that reliance on any forward-looking statement involves risk and uncertainties, and that, although we believe that the assumption on which our forward-looking statements are based are reasonable, any of those assumptions could prove to be inaccurate and, as a result, the forward-looking statement based on those assumptions could be materially incorrect.

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This presentation contains certain supplemental measures of performance and liquidity that are not required by or presented in accordance with Indian GAAP, and should not be considered as an alternative to profit, operating revenue or any other performance measures derived in accordance with Indian GAAP or an alternative to cash flow from operations as a measure of liquidity of the Company.

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In this presentation, the financial information of the Company for Fiscals 2018 and 2017 are derived from the Company's audited financial statements prepared in accordance with Ind AS ("**Ind AS Financial Information**"), and the financial information of the Company for Fiscal 2016 is derived from the Company's audited financial statements prepared in accordance with Indian GAAP ("**IGAAP Financial Information**"). The Ind AS Financial Information may not be comparable with the historical IGAAP Financial Information, included in this presentation.

# Company Overview

- Established in 1982, Nelcast engages in manufacturing and sales of Ductile Iron and Grey Iron castings
- Caters to clients in Commercial Vehicle, Tractor, Off-highway and Railway industries
- Key Products in the portfolio includes Rear Differential Carriers, Forward Differential Carriers, Brackets, Wheel Hubs, Centre Housings, Axle Housings, Hydraulic Lift Covers, Base plates and Brake Discs.
- Owns two (2) manufacturing plants at Ponneri, TN and Gudur, AP; Well connected by roads to Ports and Airports
- Experienced and qualified promoters including Mr. P Deepak (Master and Bachelor of Science from Northwestern University, MBA from Kellogg School of Management, Northwestern University)
- Strong credit rating: ICRA A+/ A1+ on Long-term/Short-term Fund-based Limits

## Industries Served

Tractor Components

Commercial Vehicle Components

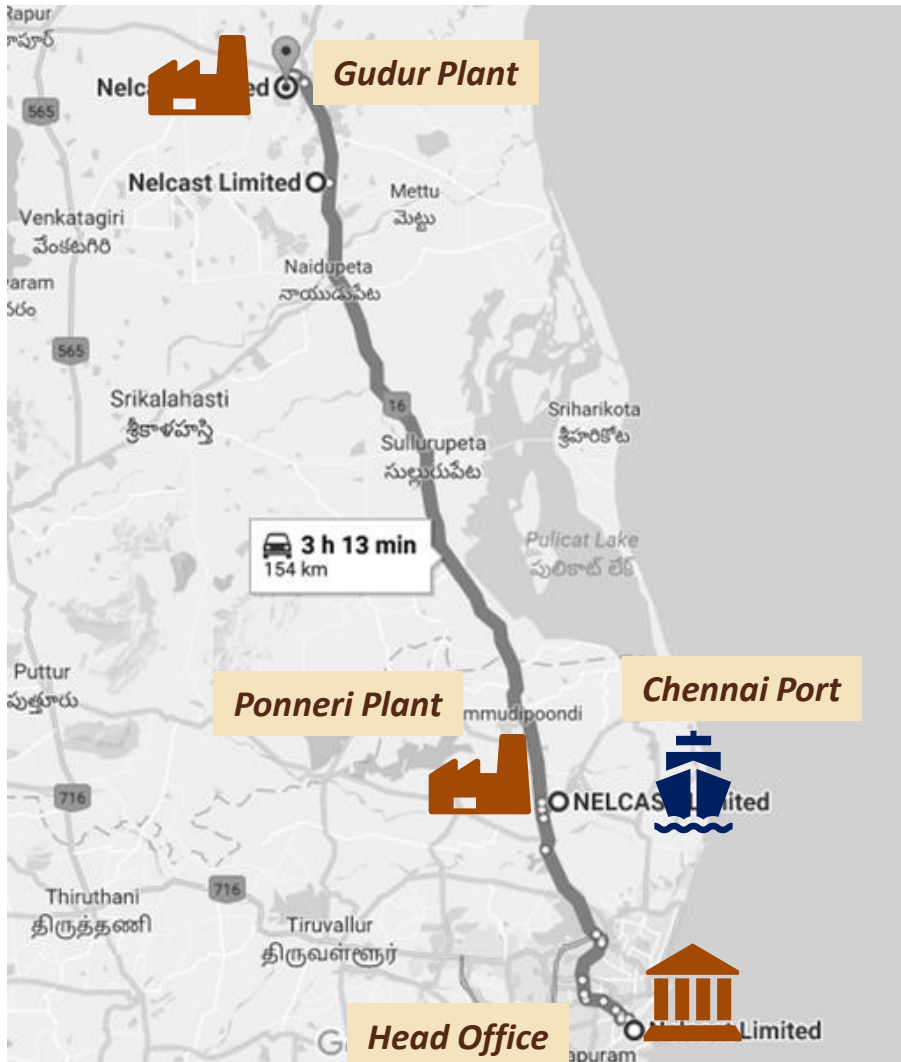
Off Highway Equipment

Railways

## Select Product Portfolio



# Manufacturing Facilities



\*map not to scale



## Manufacturing Facilities:

- Gudur, AP; Ponneri, TN with machining capabilities



## Product Range:

- Ductile Iron Castings
- Grey Iron Castings



- Employees: 1,050<sup>#</sup>



- Manufacturing of Iron Castings



## Research and Development:

- Gudur unit is recognised by Department of Scientific & Industrial Research, Government of India for its in-house R&D unit

## **Diverse Product Portfolio**

# Diverse Product Portfolio...

## Tractor Components

Hydraulic Lift Cover



Axle Housing



Four-Wheel Drive Front Axle Housing



Transmission Clutch Housing



Centre/Differential Housing



Front Engine Support



## Commercial Vehicle Axle Components

Rear Differential Carrier



Forward Differential Carrier



Differential Case (Flanged Half)



Differential Case (Plain Half)



Wheel Hub



Bearing Cap



Brake Drum



Brake Disc Rotor



# Diverse Product Portfolio...

## Commercial Vehicle Chassis Components

Bogie Suspension Bracket



Conventional Suspension/Engine/Steering/Cab Mounting Bracket



## Powertrain Components

Gearbox Housing



Flywheel Housing



Exhaust Manifold





# Diverse Product Portfolio...

## Off-Highway/Army Vehicles

Transmission Case



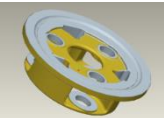
Converter Housing



Axle Housing



Planetary Carrier



Differential Case



## Steering Systems

Housing for Manual & Power Steering



## Railways

Base Plates for Ballastless Track Systems



Brake Discs



Gudur Plant



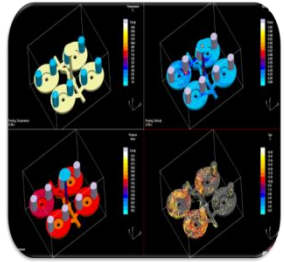
## Manufacturing Capabilities

Ponneri Plant



# Technology Capabilities – Design, Tooling, Moulding, Melting and Inspection

## Tool Optimization



MAGMAsoft for Metal flow simulation

## Tool Design & Manufacturing



8 Vertical Machining Centers are available for tool making

## Melting Facilities



Dual-Trak Medium Frequency Induction Furnaces

## Chemical Analysis



Optical Emission Spectrometers from Switzerland

## Moulding Sand Preparation



Automated Sand Preparation Systems

Mixers & Coolers from Kuenkel-Wagner, DISA & Simpson



## Moulding Facilities



Kuenkel-Wagner High Pressure Moulding Line & ABP Presspour, Ponneri Plant



DISA Flex 70HS & DISA Flex 90 High Pressure Moulding Lines & Inductotherm Visipour Tundish, Gudur Plant

# Certified for Standards in Manufacturing Process

## Quality Certification – IATF 16949



## EOHS Certification – BS OSHAS 18001



## Quality Certification – ISO 9001

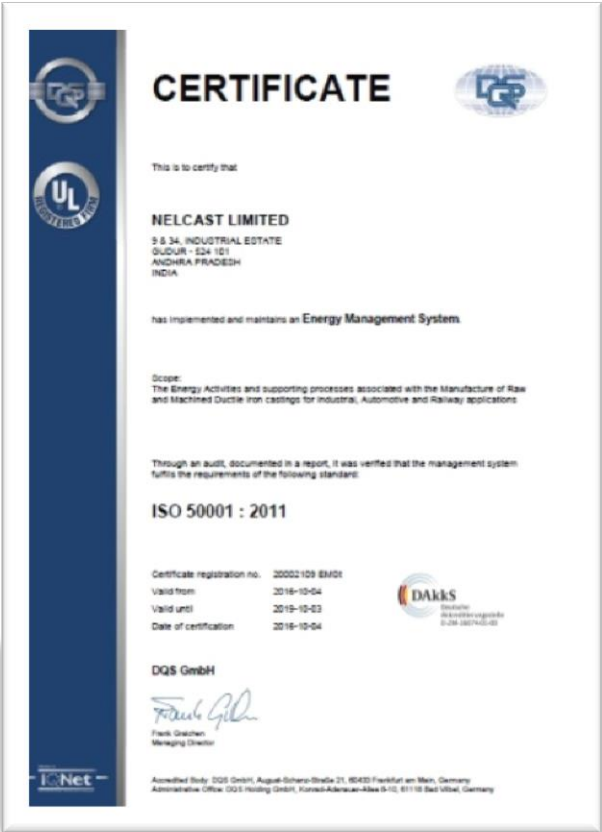


## EOHS Certification – ISO 14001



# Certified for Standards in Manufacturing Process

## Energy Management System – ISO 50001



## **Q1FY19 Performance**

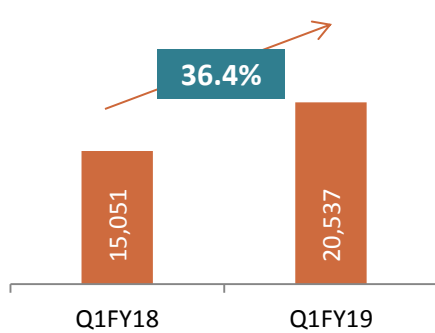
## Key Financials

INR Lakhs	Q1FY19	Q1FY18	Q4FY18
Revenue from Operations@	20,537	15,051	21,292
EBITDA*	2,121	1,524	1,881
<i>EBITDA Margin%</i>	<i>10.3%</i>	<i>10.1%</i>	<i>8.8%</i>
EBIT#	2,037	1,437	1,827
PBT^	1,636	1,057	1,430
Profit for the Period	1,130	768	981
<p>@ Considered Revenue from operations excluding Excise Duty            * EBITDA = PBT + Depreciation + Finance Cost - Other Income            # EBIT = PBT + Depreciation - Other Income            ^PBT = PBT - Other Income</p>			

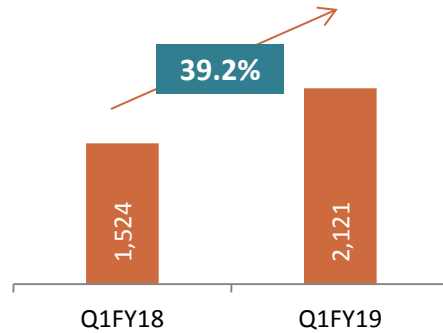
# Financial Performance

## Q1FY18 & Q1 FY19 (INR Lakhs)

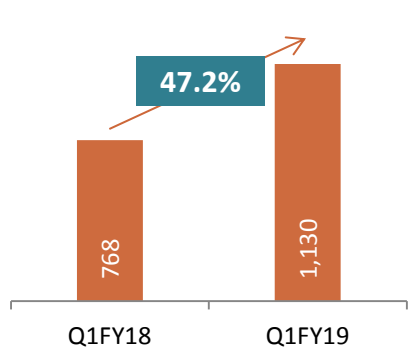
Revenue from operations  
(Excl. Excise Duty)



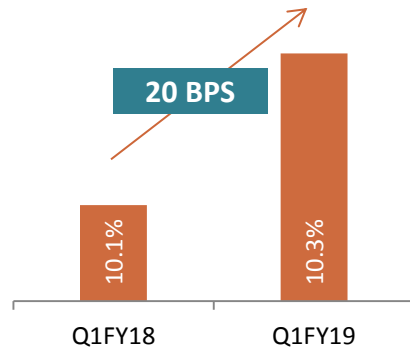
EBITDA (Excl. Other Income)



Profit for the Period

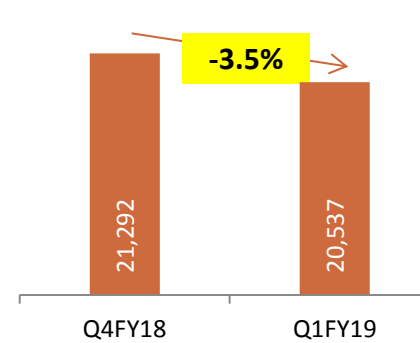


EBITDA Margin%

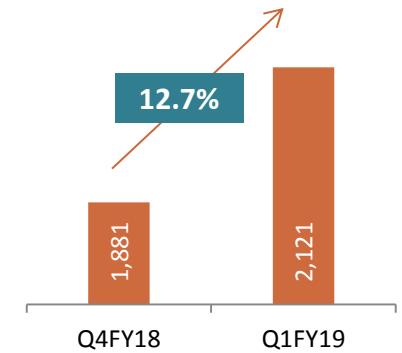


## Q4FY18 & Q1 FY19 (INR Lakhs)

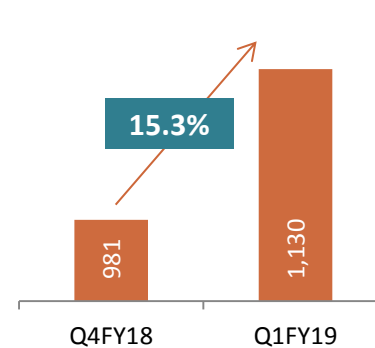
Revenue from operations  
(Excl. Excise Duty)



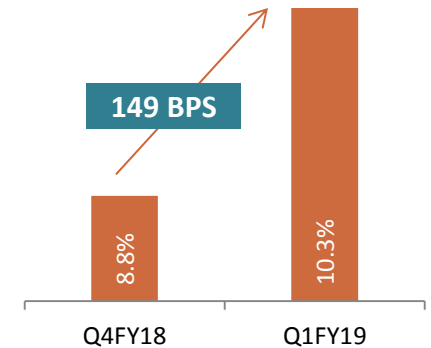
EBITDA (Excl. Other Income)



Profit for the Period



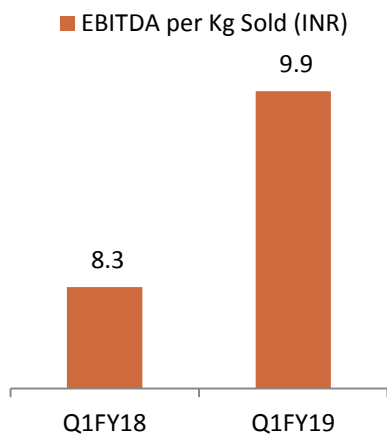
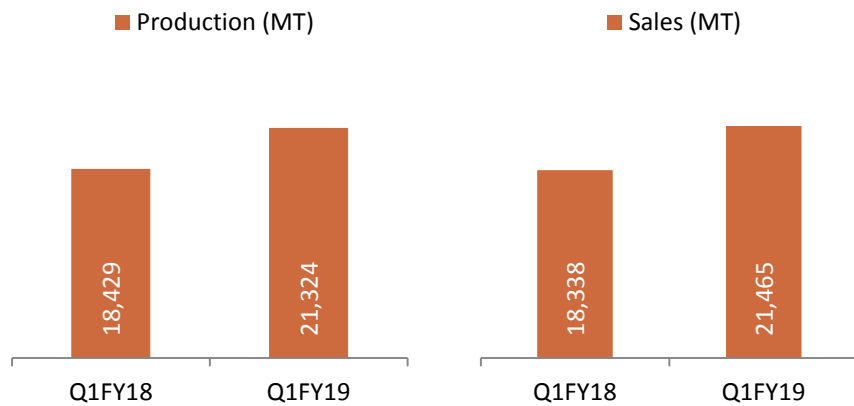
EBITDA Margin%



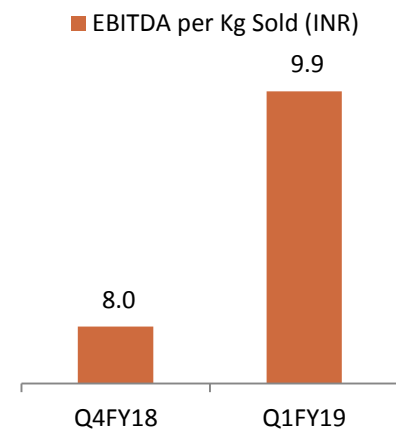
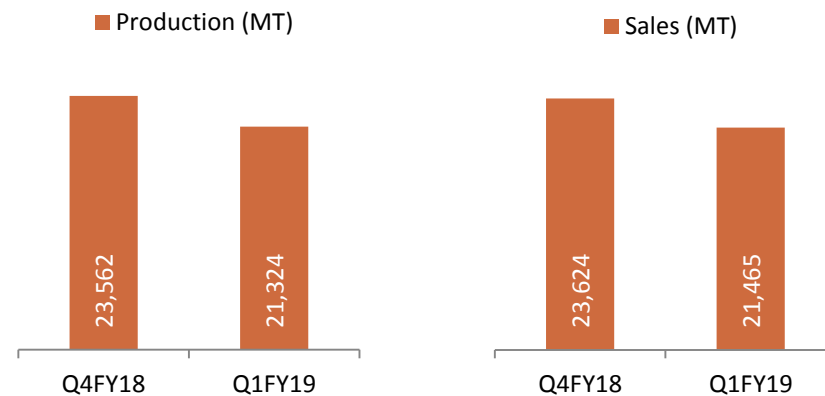


# Operational Performance

Q1FY18 & Q1 FY19 (INR Lakhs)

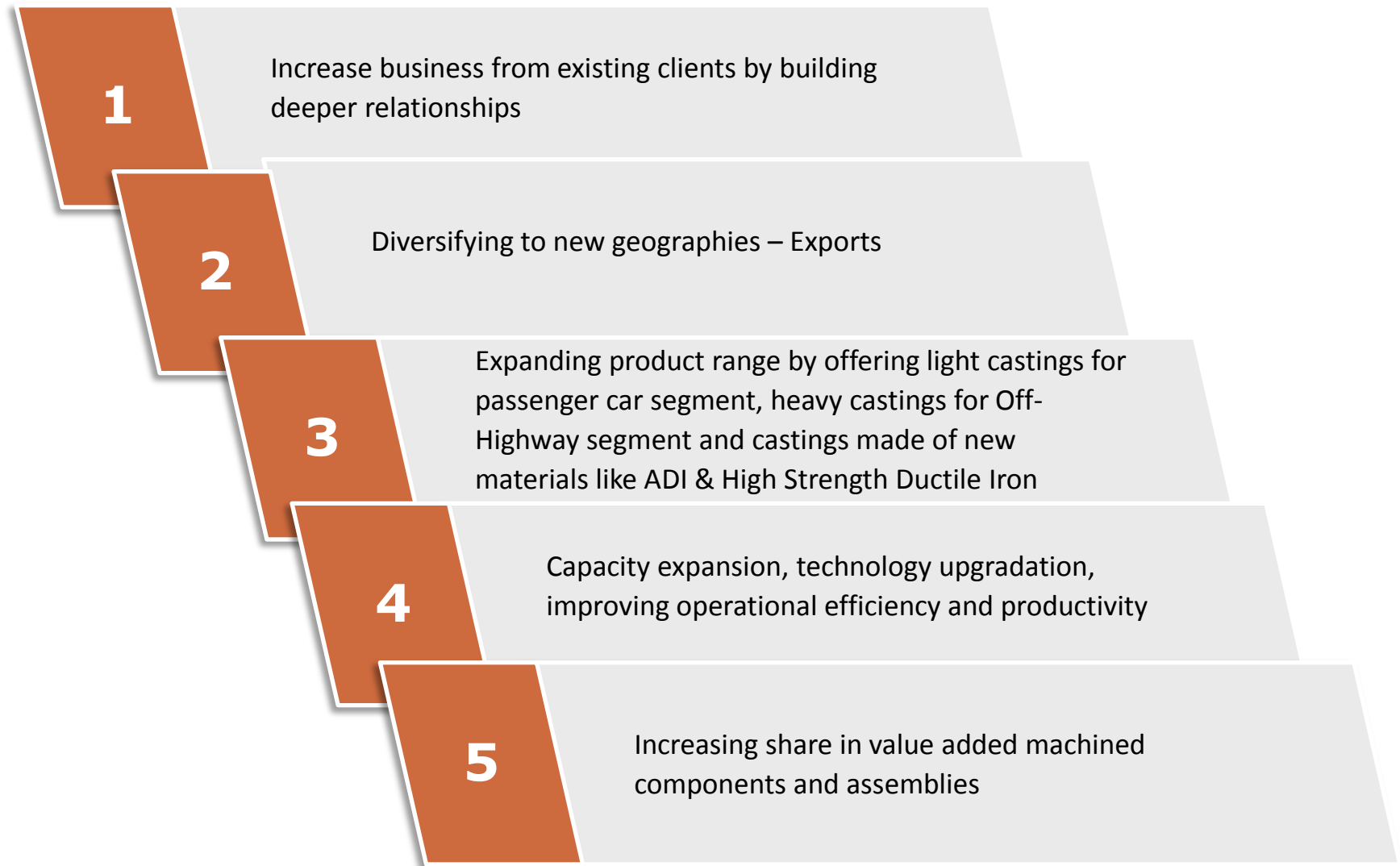


Q4FY18 & Q1 FY19 (INR Lakhs)



## **Growth Strategy**

# Our Strategy





Thank You