

30th January, 2019

1]
The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata 700 001
Scrip code: 10023915

2]
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai - 400 051
Scrip code: MAITHANALL-EQ

**Sub: Investor Presentation on Standalone Un-audited Financial Results
for the quarter and nine months ended 31st December, 2018**

Dear Sir,

We are enclosing herewith the Investor Presentation on the Standalone Un-audited Financial Results for the quarter and nine months ended 31st December, 2018.

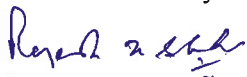
This information is submitted to you pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and appropriate dissemination.

Thanking you,

Yours faithfully,

For Maithan Alloys Limited



Rajesh K. Shah
Company Secretary

Encl: a/a

cc: **The Corporate Relationship Department**
BSE Limited
1st Floor, New Trading Ring, Rotunda Building,
P.J. Towers, Dalal Street, Fort, Mumbai 400 001
Script Code: 590078



MAITHAN ALLOYS LIMITED

Investor Presentation – January 2019



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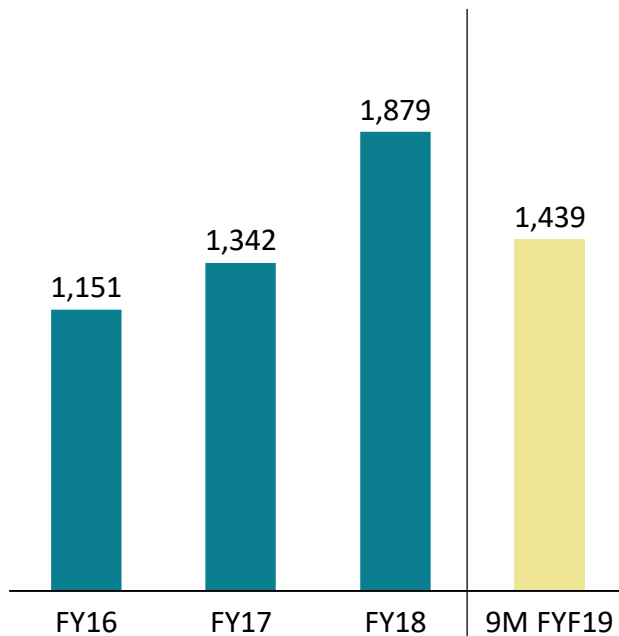
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Maintaining Sustainable Margins

₹ Crs

Revenues

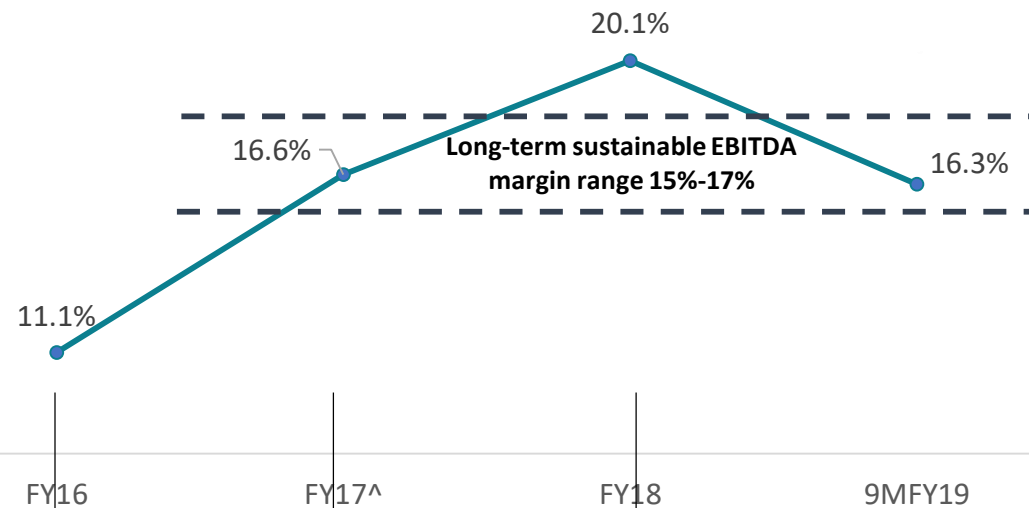
Demand of our product continues to be robust



Continue to Outperform Industry trends

Revenue are net of GST/Excise duty

EBITDA %



Performance improved on the back of efficient cost measures and better processes

Demand overpassed supply leading to above normal industry growth

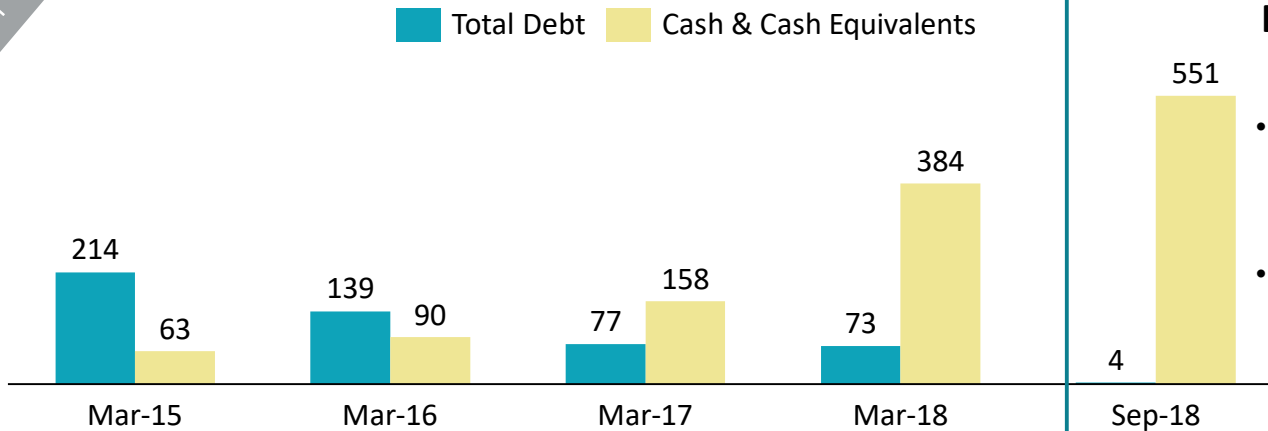
Supply catching up with demand leading to Stable business scenario

[^] Excludes Power Subsidy of Rs. 50.7 crores

Strengthening Balance Sheet

₹ Crs

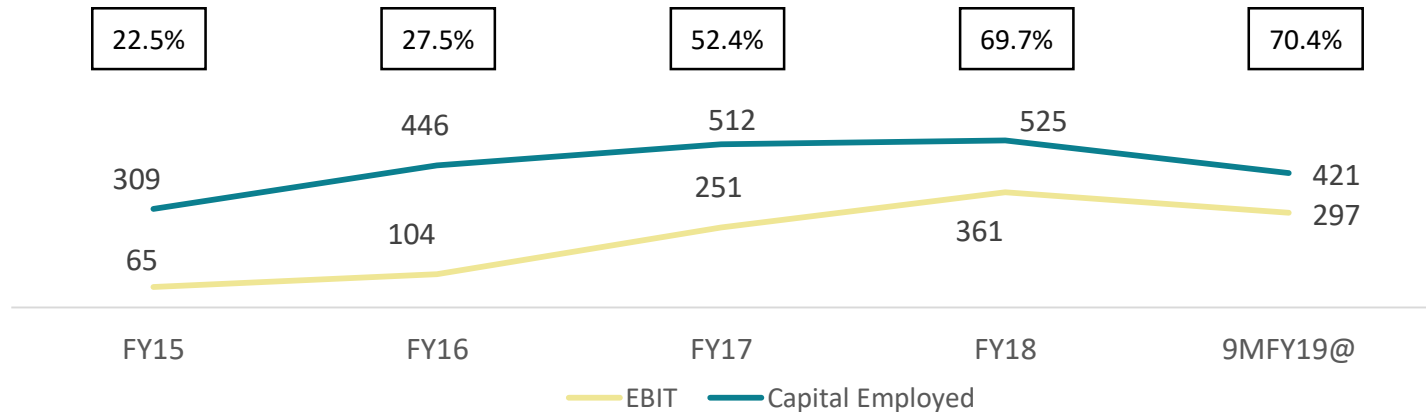
Debt & Cash



Financial Flexibility

- Announced Greenfield project in West Bengal
- Working on other expansion plans

Operating ROCE[^] %



Higher Return Ratio is because of prudent capital allocation and superlative operating efficiency

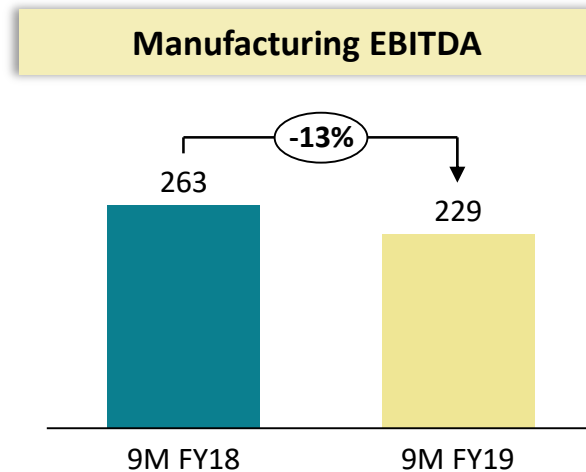
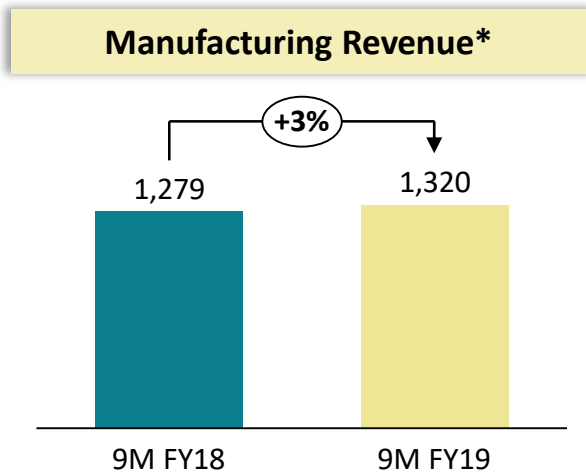
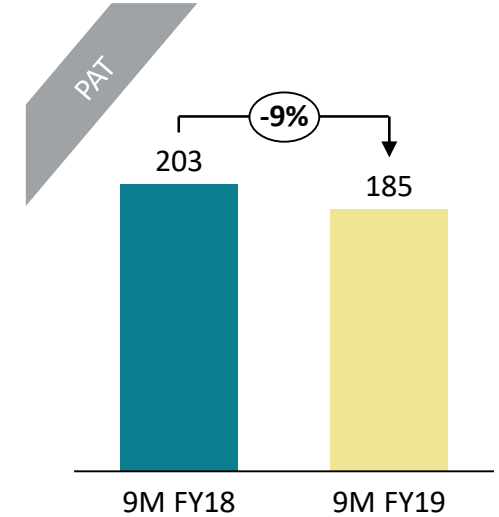
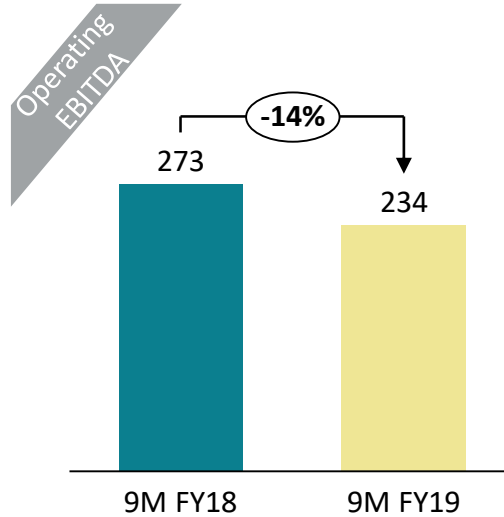
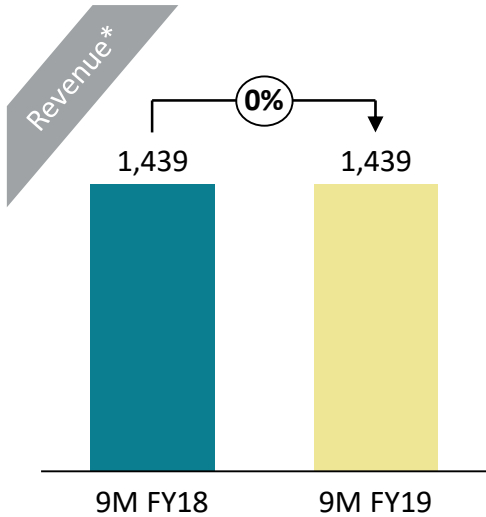
FY15 & FY16 numbers are as per IGAAP

RoCE = EBIT / Average Capital Employed @On Annualised basis

Operating RoCE[^] = (EBIT – Other Income) / (Average Capital Employed – Cash & Cash Equivalents)

Performance Highlights – 9MFY19

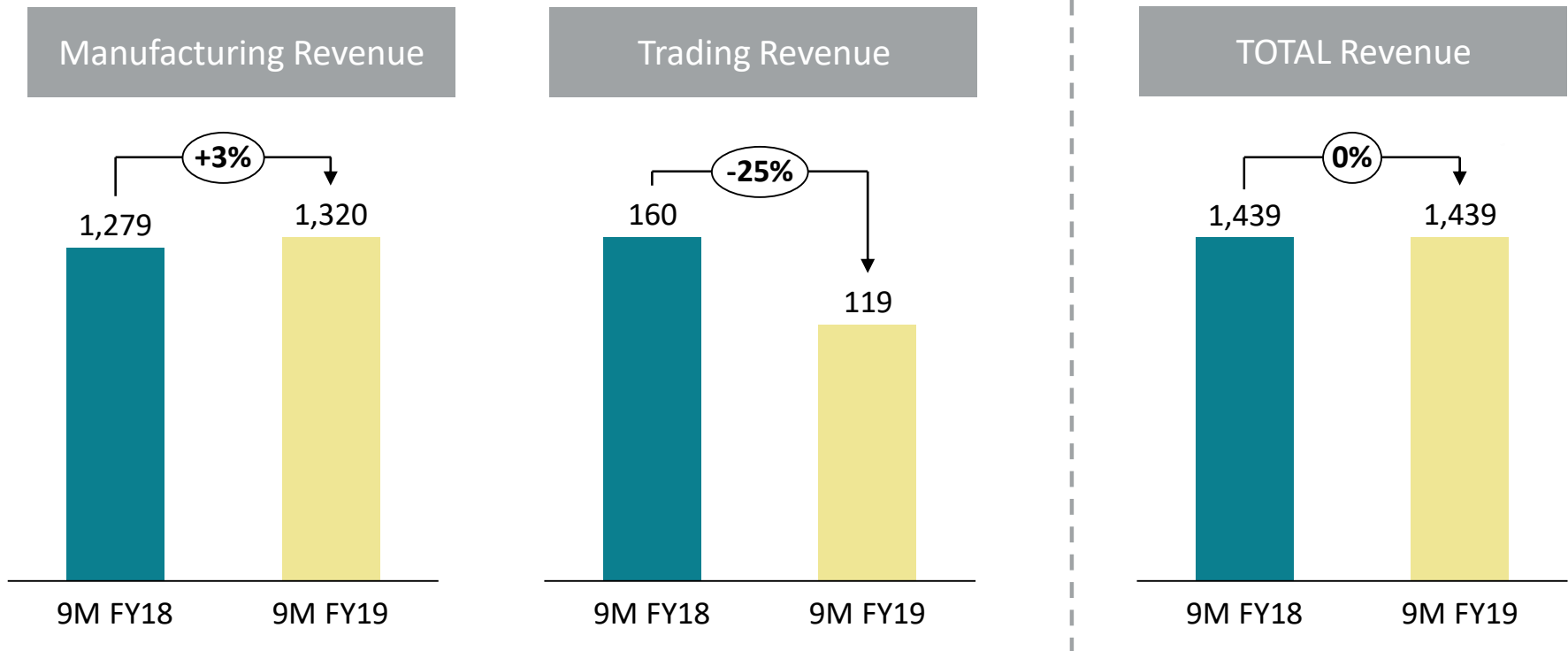
₹ Crs



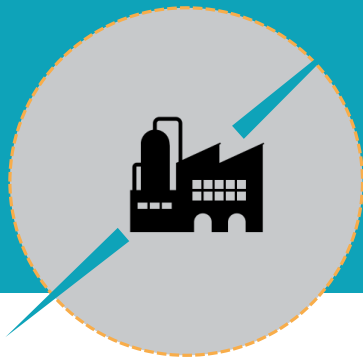
*Net of GST/Excise Duty Financials are as on Standalone basis and as per IND-AS

Manufacturing –vs- Trading – 9MFY19

₹ Crs



Manufacturing business is consistently growing



Largest Manufacturer

India's largest
Manganese
Alloy Producer
and Exporter



Rich Experience

Two decades of
experience and
continuous growth



Niche Products

Basket of the most
valuable Techno-
Commercial Products



Robust Balance Sheet

Net Cash
Credit Rating:
CARE AA
CRISIL AA-
CARE/CRISIL A1+

“A Culture of Outperformance”

CAGR from FY2012 to FY2018

Increase in Stake Holder Return's

- **ROCE** Increased by **+ 3,290** bps
- **ROE** Increased by **+ 2,390** bps

Revenue increased by **+21%** CAGR

EBIDTA increased by **+34%** CAGR

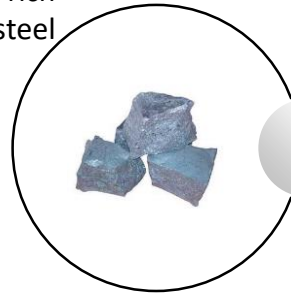
PAT increased by **+37%** CAGR

Net Cash position of **Rs. 575** Crores
as on September 2018

Ferro alloys enhance steel strength, durability, anti-corrosion and anti-stain properties and acts as de-oxidant for Steel Manufacturing

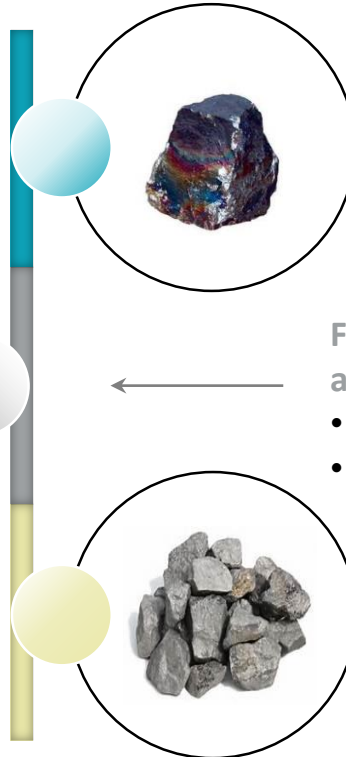
Ferro Manganese - An alloy of iron and manganese

- Used in steel products wherein silicon content needs to be controlled at low levels
- Used in flat steel, manganese-rich steel and stainless steel manufacturing



Silicon Manganese- An alloy of silicon and manganese

- Cost-effective blend of silicon and manganese
- Consumed in all steel products. Used in higher quantities in 200 series stainless steel, alloy steel and manganese steel



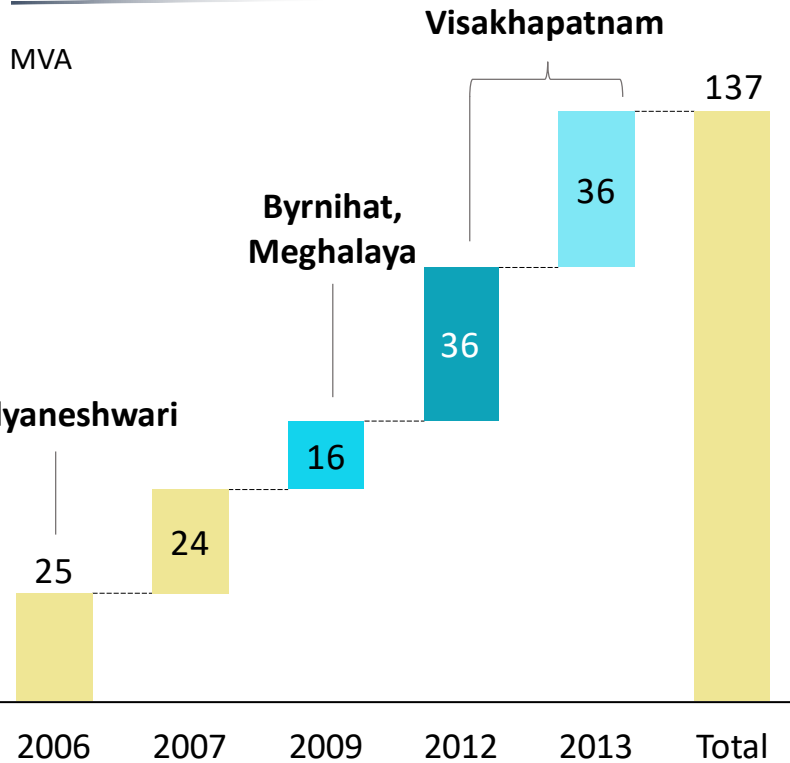
Ferro Silicon - An alloy of iron and silicon

- Silicon acts as a steel oxidant
- Used primarily in special steels and in small quantities in mild steel

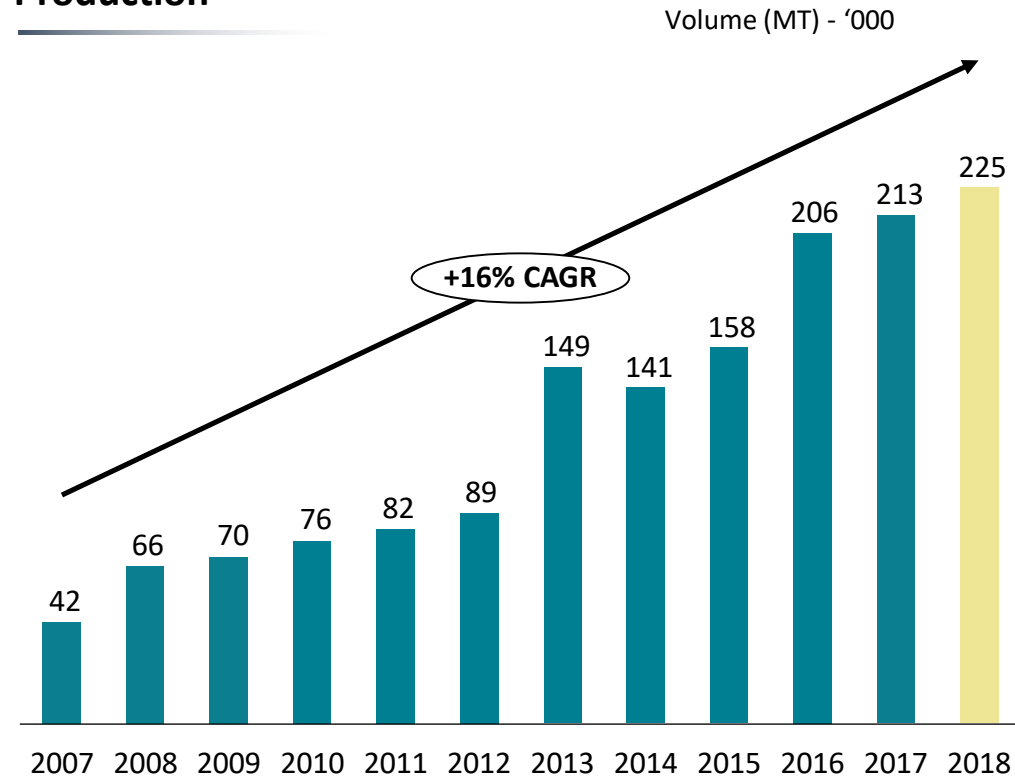


Capacity addition to support Growth

Capacity Built-up



Production



Increase in Capacity at Strategic Locations to support Profitable Growth

Installed Capacity of 137.25 MVA

Smelters:

- 4 x MVA 18.0 MVA

Products: Ferro Manganese/ Silicon Manganese

Raw Material: Manganese Ore, Coke, Coal

72.0
MVA

Sourcing: Imports 90%, Domestic 10%

User Industry: Steel

Visakhapatnam (SEZ)

Smelters:

- 2 x 5.0 MVA
- 1 x 6.5 MVA
- 1 x 8.25 MVA
- 2 x 12.0 MVA

Products: Ferro Manganese/ Silicon Manganese

Raw Material: Manganese Ore, Coke, Coal

48.75
MVA

Sourcing: Imports 65%, Domestic 35%

User Industry: Steel

Kalyaneshwari

Smelters:

- 2 x 8.25 MVA

Products: Ferro Silicon

Raw Material: Quartz, Coke, Coal

16.5
MVA

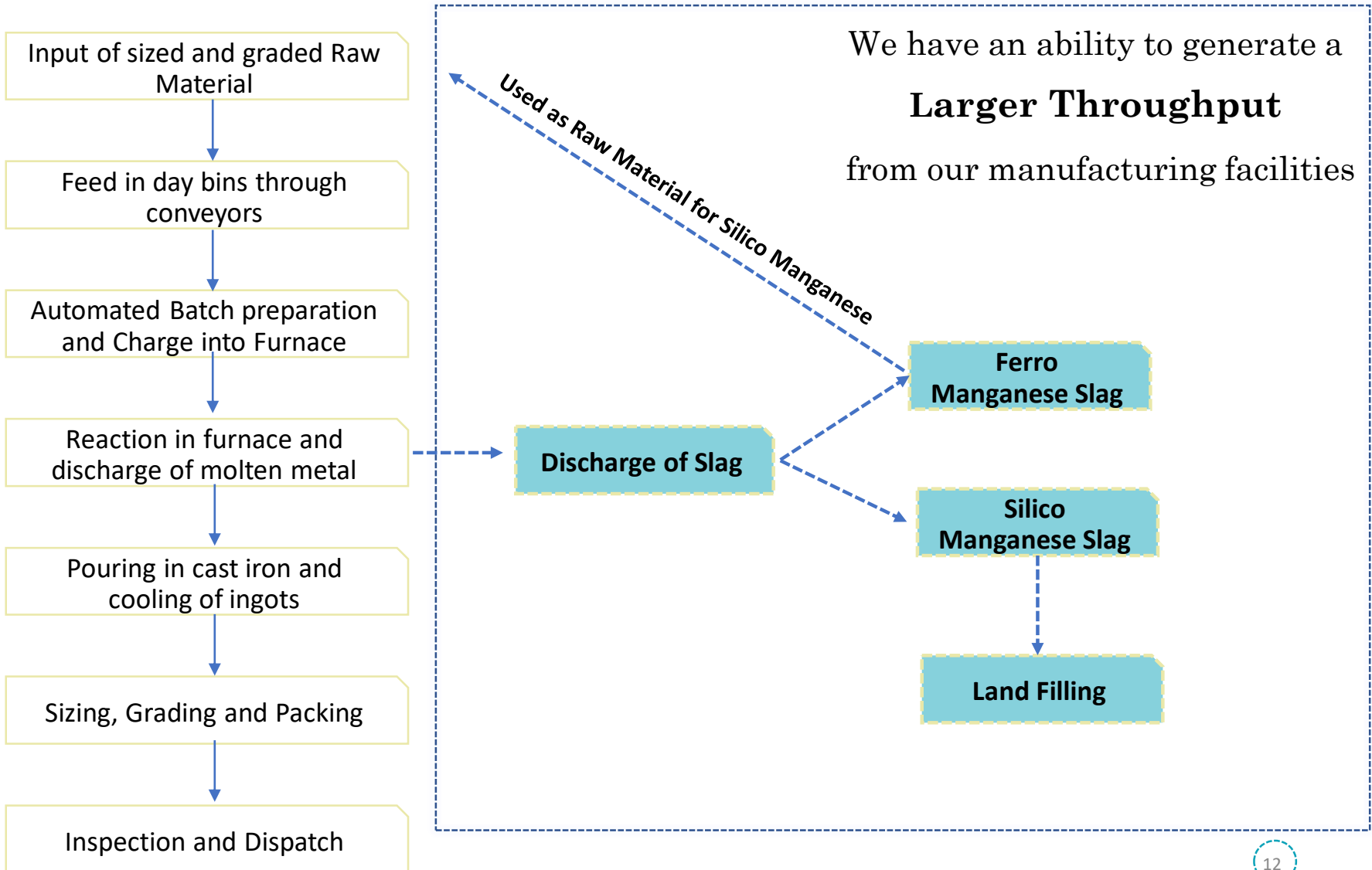
Sourcing: Domestic 100%

User Industry: Steel

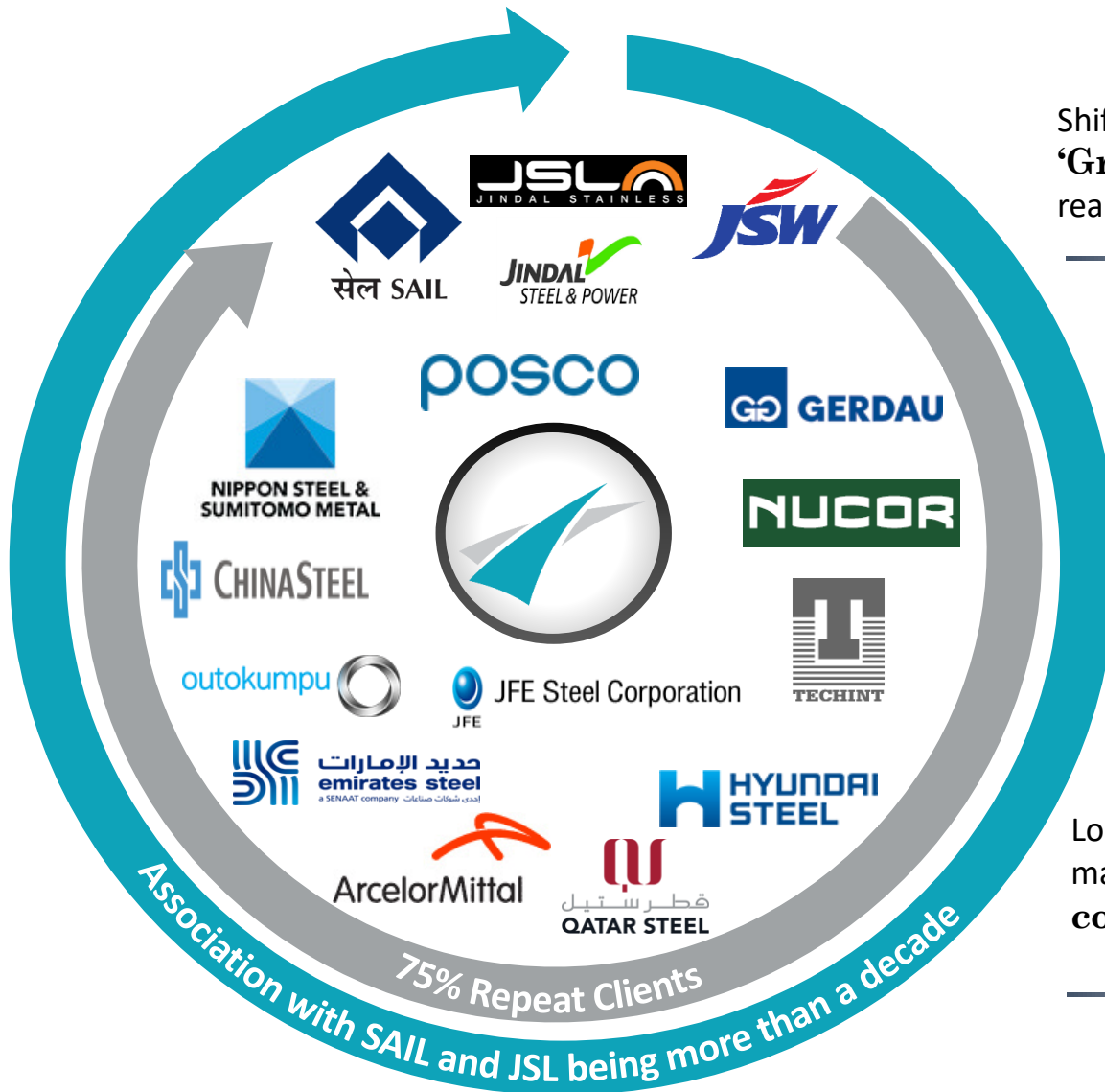
Byrnihat

- Kalyaneshwari and Byrnihat source Coke & Coal from Domestic Market, because it is logistically feasible
- Vishakhapatnam and Kalyaneshwari imports Manganese Ore. Advantage of importing are
 - ✓ Quality Product
 - ✓ Variety of Grades Leading to better Product Mix
 - ✓ Logistic Advantage

Self-Sustaining Business Model



Strong Client Relationships



Shift of focus from ‘Stable’ Europe to ‘Growing’ Asia helping in better realizations

~100% of Domestic clients are associated with the Company for over 7 years

Long term relationships with clients offers **Competitive Advantage**

Low Concentration Risk in export markets with **presence in over 35 countries**

The Leadership Team



Mr. Subodh Agarwalla

Whole Time Director and CEO

- A B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- At age of 40 years is the Whole Time Director and CEO and strengthens the operational activities of the Company

Mr. S. C. Agarwalla

Chairman and Managing Director

- 30 years of rich experience in Ferro Alloys industry
- Has a strong understanding of business processes and excellent communication and people management skills
- Focuses on project setup, corporate planning and business development, human resource development, planning & budgeting and related functions

Mr. Sudhanshu Agarwalla

President and CFO

- A M.B.A. from XLRI Jamshedpur
- 15 Years of experience in Finance, Marketing and Procurement in the Ferro Alloys Industry

Mr. Nand Kishore Agarwal

Independent Director

Experienced in the field of Accounts, Finance and Tax Laws

Mr. Biswajit Choudhuri

Independent Director

Experienced in the field of Engineering, Banking, Finance and Management

Mr. Vikash Kumar Jewrajka

Independent Director

Experienced in the field of Monolithic Ceramics, Promotions of Residential Property & Fly Ash Bricks Machine Manufacturer

Mr. Ashok Bhandari

Independent Director

Experienced in the field of Finance and Negotiation with Banks, Governments and Technology & Equipment suppliers

Mr. Palghat Krishnan Venkatramani

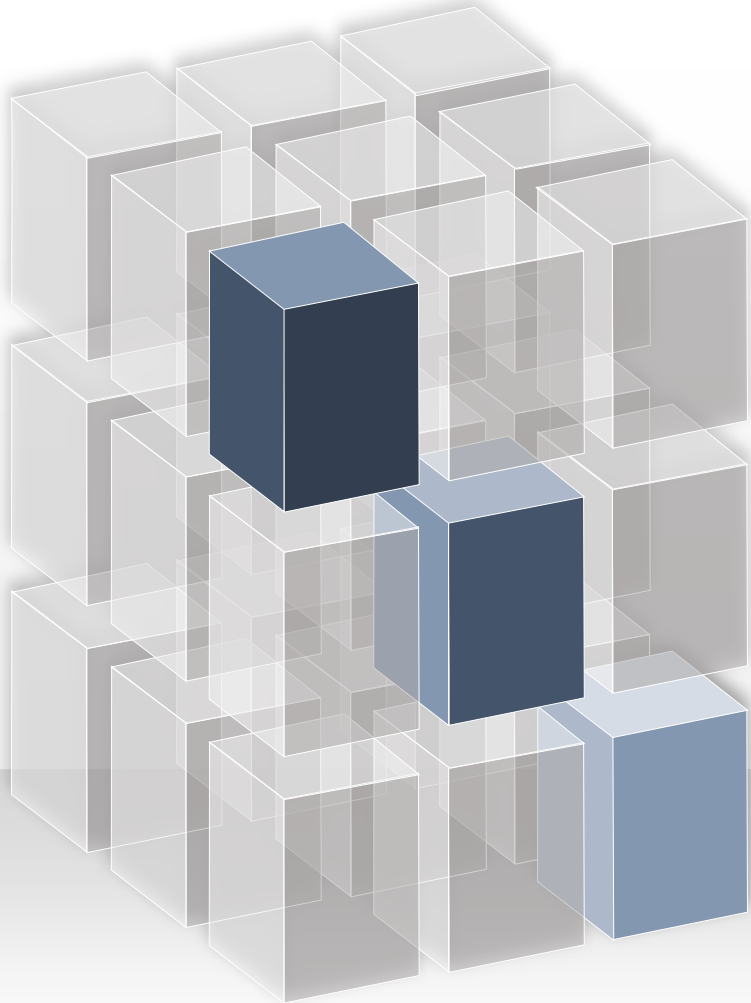
Independent Director

Experienced in the field of Banking with specialty in Industrial Finance and staff training and Foreign Exchange and Management Accountancy

Ms. Kalpana Biswas Kundu

Independent Director

Experienced in the field of Banking, Accounts and Finance



Vision

To be India's premiere Alloy Company that is built on the solid foundation of shareholder trust, customer commitment, employee satisfaction and sustainable communities. Consistently delivering on our promises backed by meticulous hard work is our motto for ensuring success always!

Mission

To be India's premiere Alloy Company by:

- Promising excellent shareholder value: Guarantee a high ROC coupled with lower-than-market debt ratios
- Nurturing our employees: Encourage employees to work hard and add to their knowledge base. Ensuring employee growth by creating a secure and stress-free working environment.
- Utmost commitment to our customers: Irrespective of the market conditions, we will always strive for the highest product standards that will in turn ensure complete customer satisfaction.
- Care for our communities: A clean environment, education, housing, health and sustainability for our communities will always remain our mission.

Commitment is a passion for us. We are extremely committed to serving our shareholders and customers to the best of our abilities. Our promise to our stakeholders is a hard-ironed commitment and we aim to exhibit this value in everything that we do.



Loyalty is the very fabric that runs beneath our organization. We strive to imbibe and exhibit loyalty not only to our stakeholders but also internally as individuals.



We not only believe but also imbibe that 'honesty is indeed the best policy'. We strive to do what is right and not what is the easiest. Staying true to ourselves and our work is what we live by.



Rigorous and meticulous attention to detail along with a positive attitude is how we would describe every work process at our organization. Rigour with a positivity will lead to guaranteed successes.



We believe in our common goals and stand by each other on the back of open and honest communication. A strong team is always a winning team.



Maintaining the Maithan Edge



Efficiency

- Lowest in the Cost Curve
- Optimum Capacity Utilization
- Higher Tonnage product

Optimising Facilities for Maximising Returns

- Sources raw materials when it gets contracts
- PPA agreement with power plants
- Stable Asset turnover ratios and low debt-equity ratio

Strong Credibility

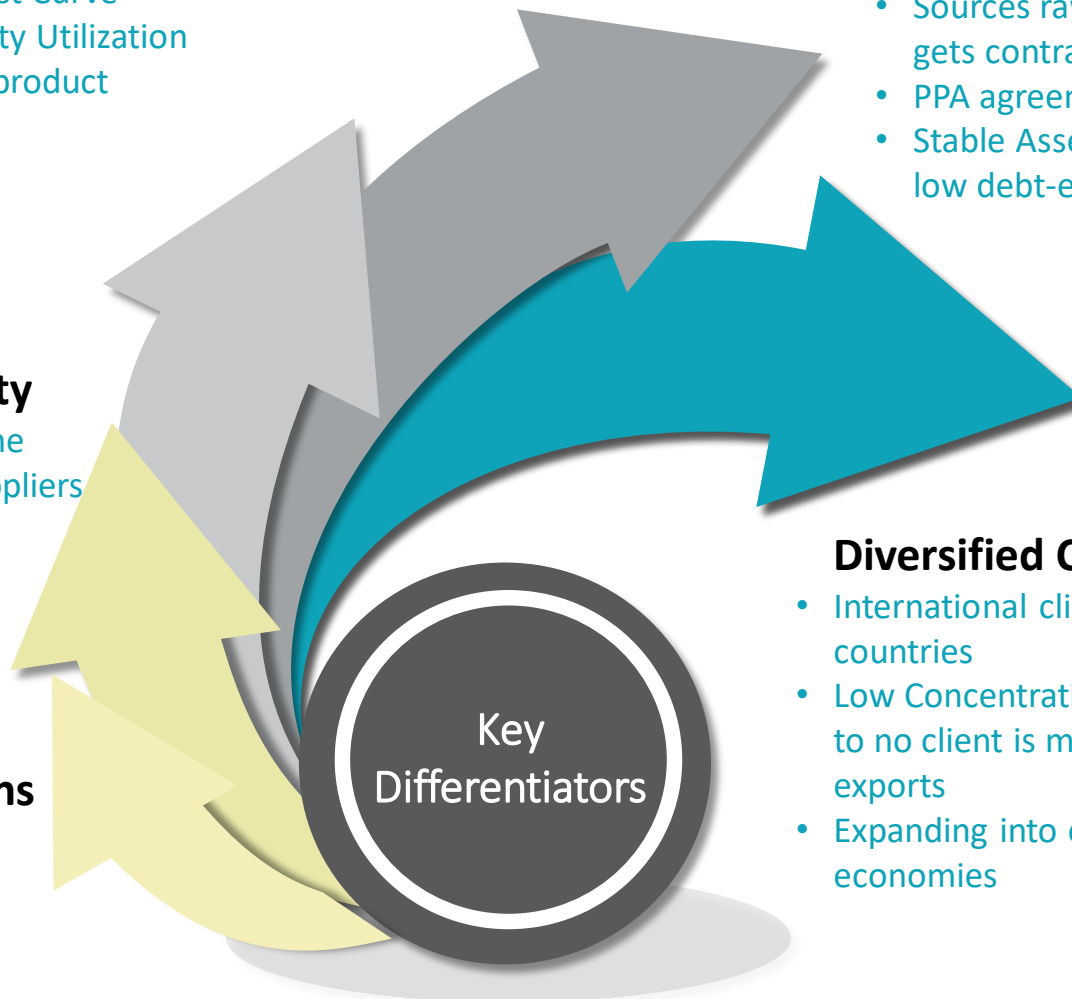
- Strong credibility in the market right from suppliers to end customers

Expansion Plans

- Inorganic Growth Opportunities

Diversified Customer Base

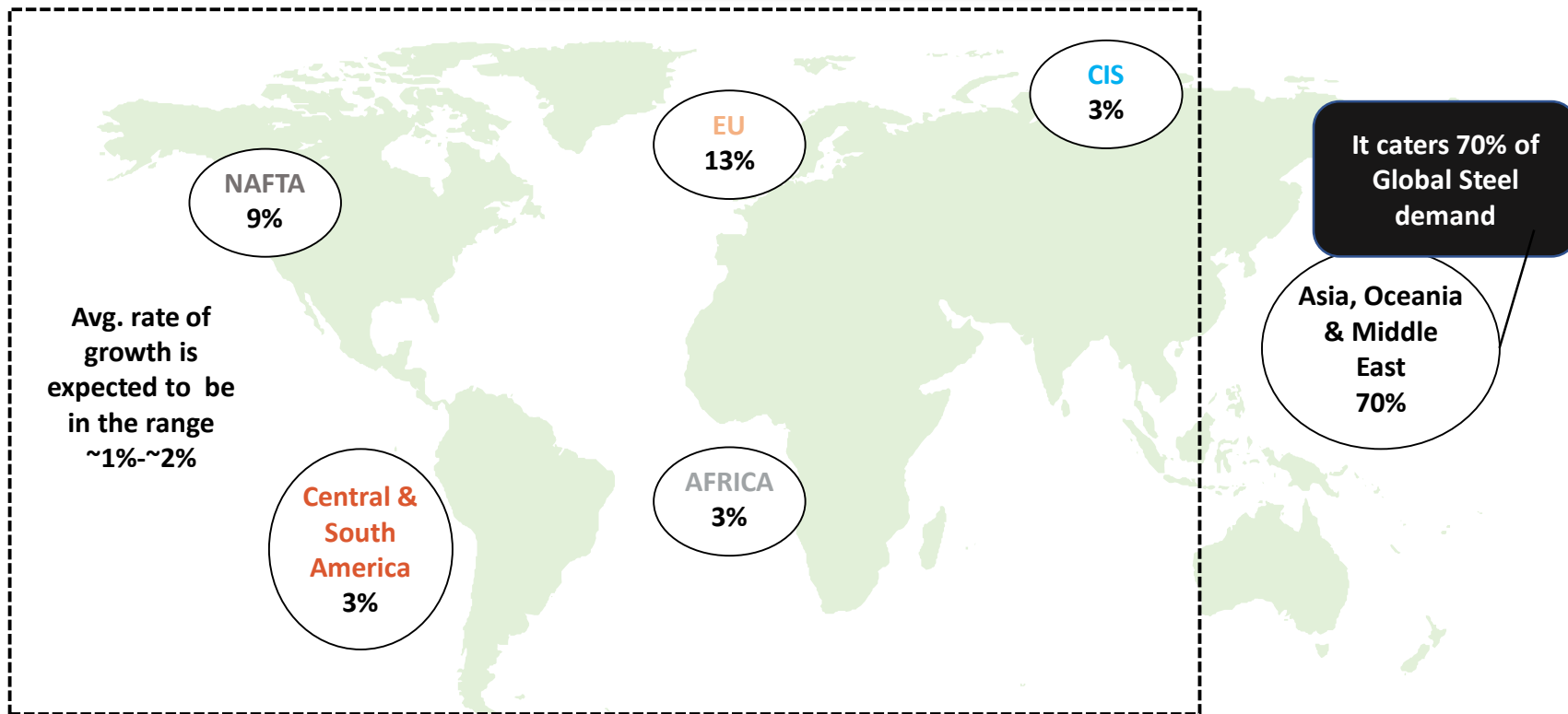
- International clients across 35 countries
- Low Concentration Risk as exposure to no client is more than 10% of its exports
- Expanding into emerging Asian economies



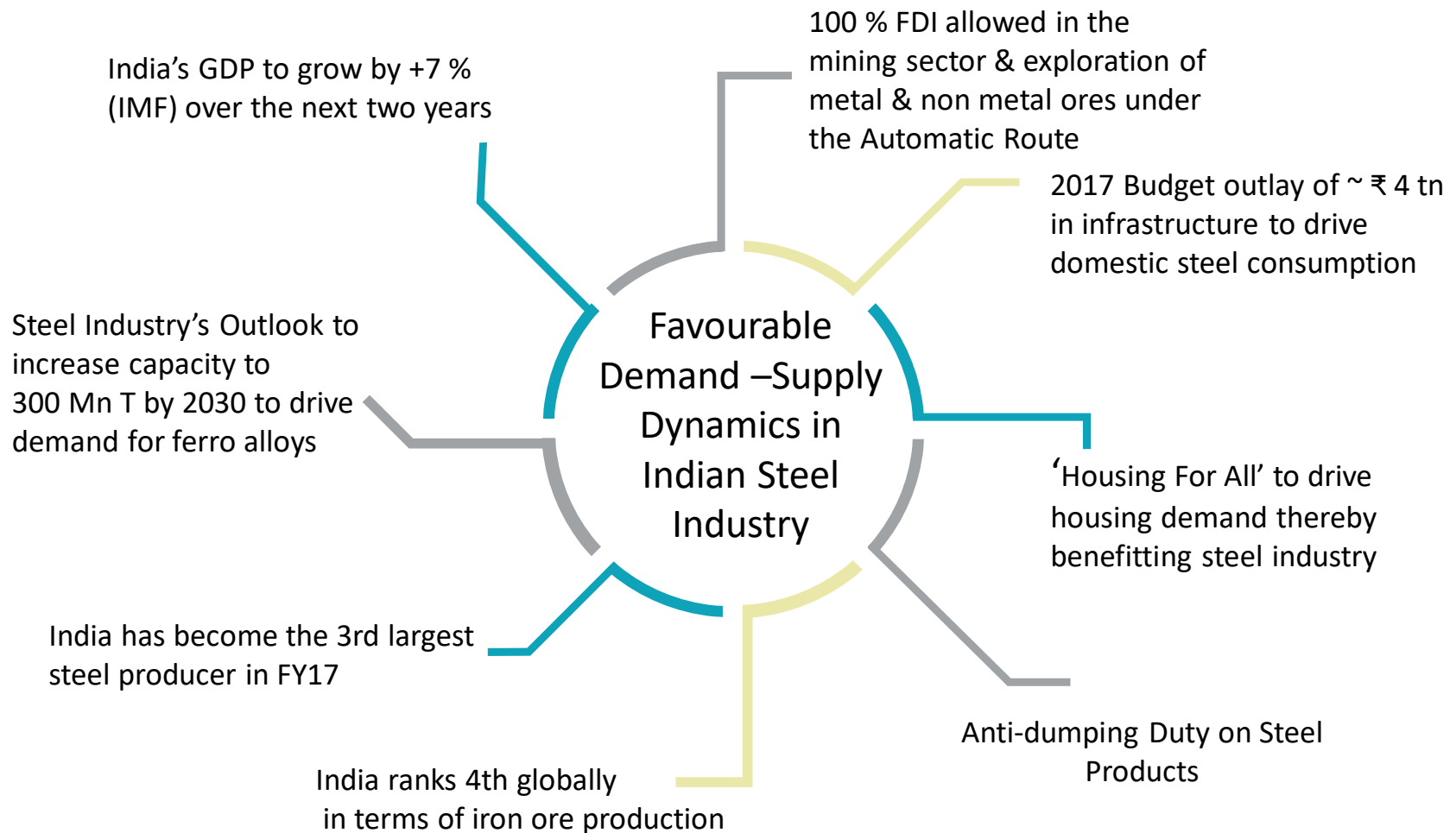
Industry Tailwinds

Asian Economies to drive the Global Steel Demand

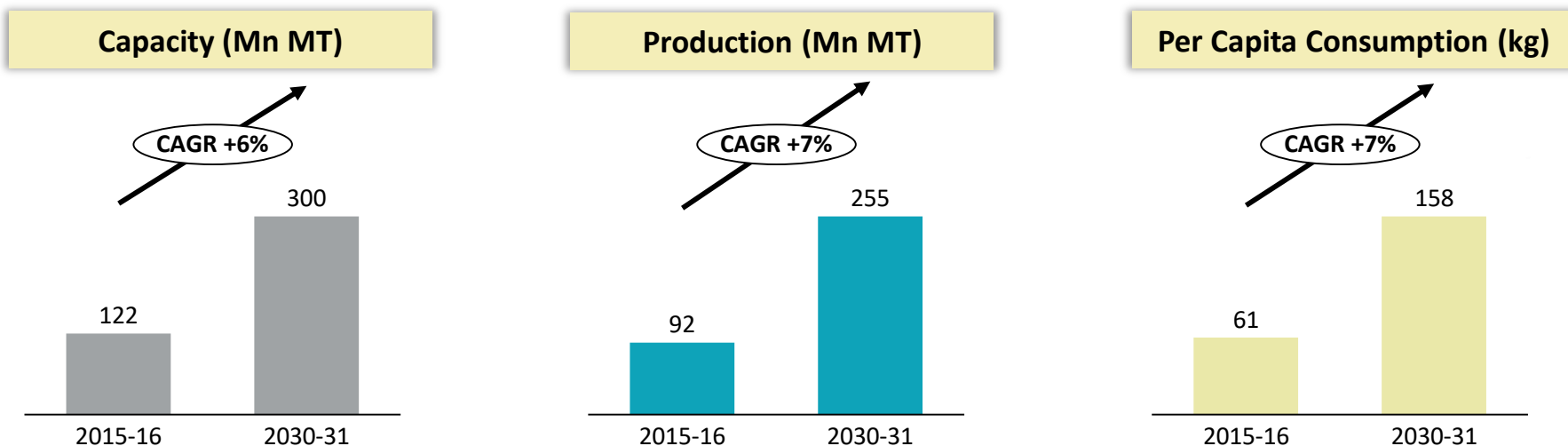
Global Steel Demand 2018 : 1,548.5 Mn T



Asia Ex-China Growth is expected to be ~5%
Maithan already has a strong foothold in the growing Asian economies with
no exposure to China



Alloy Producers to benefit from NSP 2017

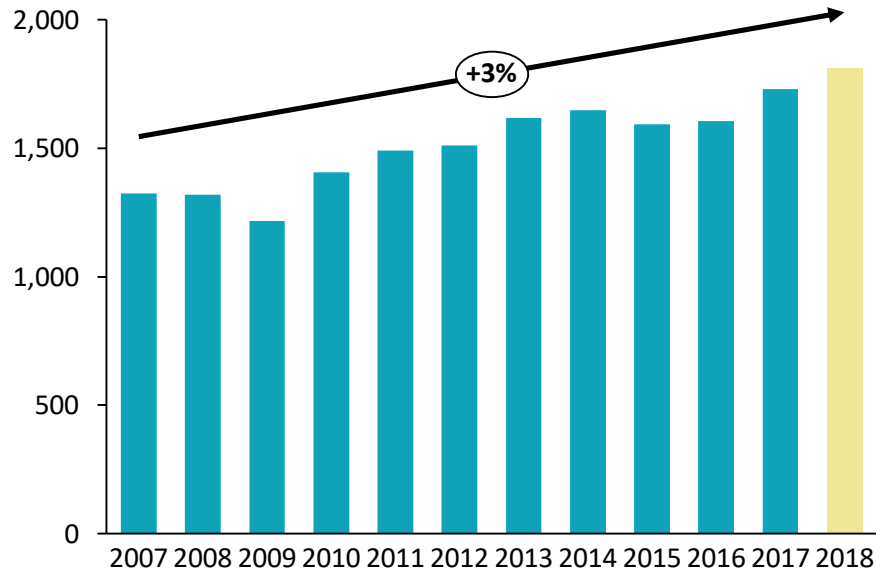


National Steel Policy (NSP) 2017 Highlights

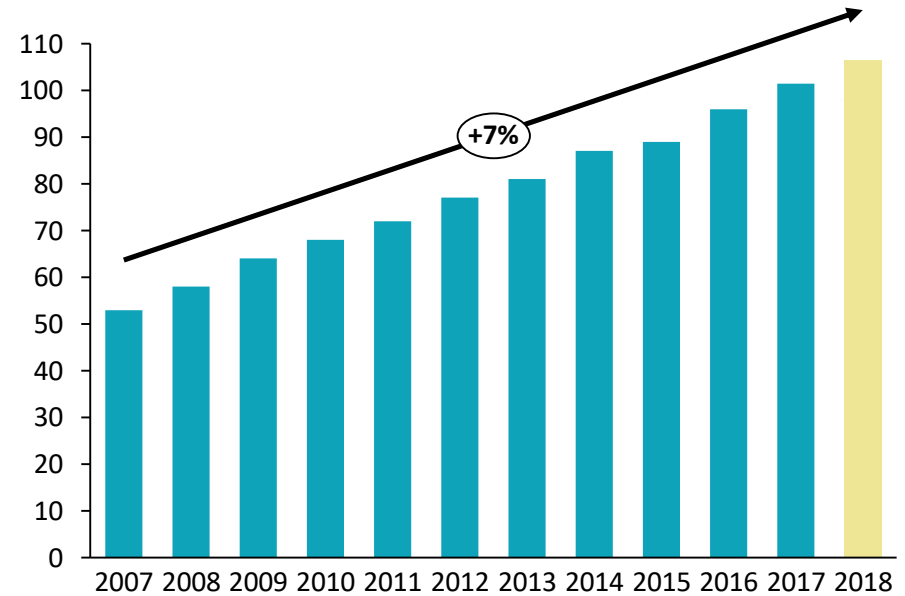
- Reduce dependence on Steel imports and become self sufficient in Steel production
- Increase domestic availability of washed coking coal so as to reduce import dependence on coking coal to 50%
- Policy to increase consumption of Steel in Infrastructure, Automobiles & Housing sector
- Provide policy support & guidance to private manufacturers, MSME Steel producers, CPSEs
- Steel Ministry will facilitate R&D through the establishment of Steel Research and Technology Mission of India (SRTMI)

~1.5% of Manganese Alloy is required to produce each tonne of Steel

World Crude Steel Demand (Mn MT)



India Crude Steel Demand (Mn MT)



Operating Efficiency



Better Product Mix



Strong Customer Relationships



Gaining Market Share Globally and Domestically

Maithan Alloys production has grown at CAGR of 16% since 2007

Financials

Standalone Profit & Loss (As per IND AS)

Particulars (₹ Crs)	Q3 FY19	Q3 FY18	YoY	9M FY19	9M FY18	YoY
Revenue (Net of Excise Duty/ GST)	477	549	-13%	1,439	1,439	0%
Raw Material	273	302		807	762	
Employee Expenses	11	12		32	33	
Power	96	98		280	281	
Other Expenses	30	33		85	89	
Operating EBITDA	68	105	-35%	234	273	-14%
Depreciation	4	4		12	12	
Operating EBIT	64	101	-37%	222	262	-15%
Other Income	6	5		19	9	
Finance costs	2	1		5	3	
PBT	68	104		237	268	
Tax	14	26		52	65	
PAT	54	78	-31%	185	203	-9%

Standalone Balance Sheet as on 30th September 2018 (As per IND AS)

Particulars (₹ Crs)	Sept-18	Mar-18
Equity	996	875
Equity share capital	29	29
Other Equity	967	846
Non-current Liabilities	34	31
Financial liabilities		
i. Borrowings	4	4
Provisions	2	2
Deferred tax liabilities (net)	27	25
Other non-current liabilities	1	1
Current Liabilities	362	312
Financial liabilities		
i. Borrowings	0	25
ii. Trade payables	244	147
iii. Other financial liabilities	20	46
Provisions	1	1
Current tax liabilities (net)	9	3
Other current liabilities	88	90
Total Equity and Liabilities	1,391	1,219

Particulars (₹ Crs)	Sept-18	Mar-18
Non-Current Assets	288	291
Property, plant and equipment	227	233
Intangible Assets	0	0
Financial Assets		
i. Investments	28	30
ii. Other Financial Assets	33	28
Other non-current assets	1	1
Current Assets	1,103	927
Inventories	218	248
Financial assets		
i. Investments	503	333
ii. Trade receivables	279	244
iii. Cash and cash equivalents	48	51
iv. Bank balances	0	0
v. Loans	1	1
v. Other financial assets	3	4
Current tax assets	0	0
Other current assets	52	47
Total Assets	1,391	1,219

For further information, please contact:

Company

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CIN: L27101WB1985PLC039503

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rajesh@maithanalloys.com

www.maithanalloys.com

Investor Relations Advisors:

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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