

KET/SEC/SE/2023-24/49

October 27, 2023

BSE Limited
Floor 25, Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001
Scrip Code: 524109

National Stock Exchange India Ltd.
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (East),
Mumbai-400051
Stock Code: KABRAEXTRU

Sub: Investor Presentation – September 30, 2023

Dear Sirs,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Investor Presentation for the quarter ended September 30, 2023, which will be also available on the Company's website viz. <https://www.kolsite.com>

Please take the same on your records.

Thanking you,

Yours faithfully,

For **Kabra Extrusiontechnik Limited**

Shreevallabh Kabra
Executive Chairman

Kabra Extrusiontechnik Ltd.

Fortune Terraces, B wing, 10th Floor, Link Road, Opp. Citi Mall,
Andheri (West), Mumbai - 400 053. Maharashtra, India.

Phone : +91-22-26734822/23/24/25 • **Fax :** +91-22-2673 5041 • **Email :** sales@kolsitegroup.com

CIN - L28900MH1982PLC028535



Kabra ExtrusionTechnik Ltd

Investor Presentation | October 2023



Table of Content

Financial Highlights 3 

Company Snapshot 10 

Battrixx Business 12 

Extrusion Machinery Business 22 

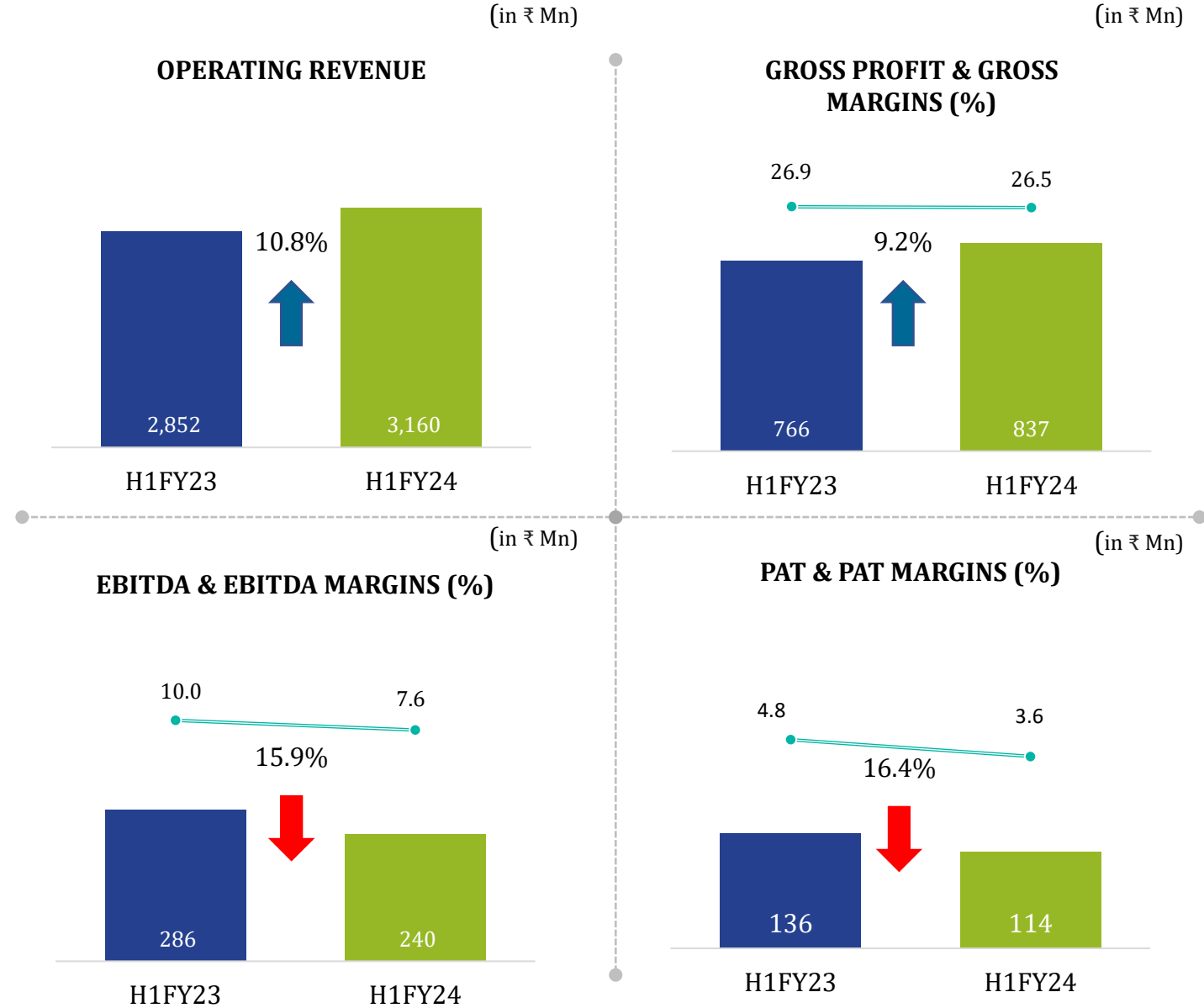
Annexures 25 



Financial Highlights



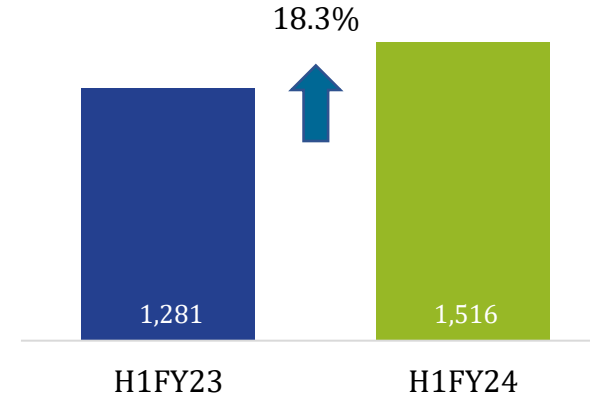
- Operating revenues grew by 10.8% YoY to ₹ 3,160 Mn in H1 FY24
- EBITDA degrew by 15.9% YoY to ₹ 240 Mn during H1 FY24
- PAT degrew by 16.4% YoY to ₹ 114 Mn in H1 FY24
- The change in margin profile is due to higher operating cost and finance cost



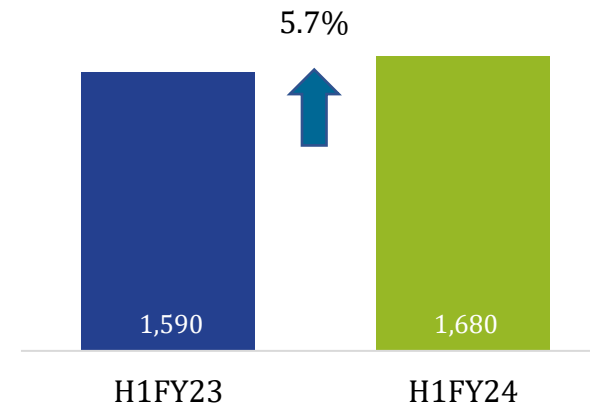
(in ₹ Mn)

- Extrusion Machinery segment revenues surged by 18.3% YoY at ₹ 1,516 Mn in H1 FY24
- Battrix revenues grew by 5.7% YoY to ₹ 1,680 Mn in H1 FY24
- Battrix anticipates demand recovery owing to the ongoing festive season coupled with new launches by the OEMs

EXTRUSION REVENUES



BATTRIX REVENUES



Consolidated Profit & Loss Statement: Q2 & H1FY24

(in ₹ Mn)

| Particulars | Q2FY24 | Q2FY23 | YoY | Q1FY24 | QoQ | H1FY24 | H1FY23 | YoY | FY23 |
|-------------------------------------|--------------|--------------|------------------|--------------|------------------|--------------|--------------|------------------|--------------|
| Revenues | 1,824 | 1,800 | 1.3% | 1,336 | 36.5% | 3,160 | 2,852 | 10.8% | 6,700 |
| Cost of Goods Sold | 1,394 | 1,360 | 2.5% | 930 | 50.0% | 2,323 | 2,086 | 11.4% | 4,862 |
| Gross Profit | 430 | 441 | (2.4%) | 407 | 5.7% | 837 | 766 | 9.2% | 1,838 |
| <i>Gross Profit margin (%)</i> | 23.6% | 24.5% | (90 bps) | 30.4% | (687 bps) | 26.5% | 26.9% | (39 bps) | 27.4% |
| Employee Expenses | 141 | 121 | 16.4% | 140 | 0.3% | 281 | 227 | 23.5% | 477 |
| Other Expenses | 174 | 140 | 24.2% | 143 | 22.2% | 316 | 253 | 24.7% | 620 |
| EBITDA | 115 | 180 | (35.9%) | 124 | -7.2% | 240 | 286 | (15.9%) | 741 |
| <i>EBITDA margin (%)</i> | 6.3% | 10.0% | (366 bps) | 9.3% | (297 bps) | 7.6% | 10.0% | (242 bps) | 11.1% |
| Depreciation & Amortization | 39 | 33 | 16.0% | 37 | 3.9% | 76 | 66 | 15.0% | 136 |
| EBIT | 77 | 146 | (47.7%) | 87 | (11.9%) | 164 | 220 | (25.2%) | 605 |
| Finance Cost | 24 | 21 | 19.0% | 24 | (0.2%) | 49 | 36 | 35.4% | 91 |
| Other Income | 24 | 13 | 80.1% | 13 | 86.5% | 36 | 19 | 87.3% | 32 |
| EBT before Exceptional Items | 76 | 139 | (45.3%) | 75 | 1.1% | 152 | 203 | (25.3%) | 546 |
| Share in P/L of JV & Associates | (1) | 0 | N.A. | 2 | N.A. | 1 | (2) | N.A. | (3) |
| EBT after Exceptional | 75 | 139 | (46.3%) | 77 | (3.4%) | 152 | 201 | (24.4%) | 543 |
| Tax | 19 | 44 | (58.3%) | 20 | (5.5%) | 38 | 65 | (41.2%) | 168 |
| PAT | 56 | 95 | (40.7%) | 58 | (2.6%) | 114 | 136 | (16.4%) | 375 |
| <i>PAT margin (%)</i> | 3.1% | 5.3% | (219 bps) | 4.3% | (124 bps) | 3.6% | 4.8% | (118 bps) | 5.6% |
| EPS (in ₹) | 1.61 | 2.71 | (40.7%) | 1.65 | (2.6%) | 3.26 | 3.90 | (16.4%) | 10.72 |

Consolidated Balance Sheet Statement

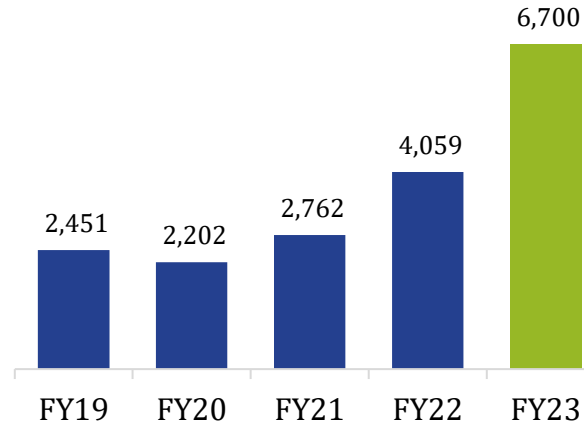
(in ₹ Mn)

| Particulars | FY19 | FY20 | FY21 | FY22 | FY23 | H1 FY24 |
|---------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| ASSETS | | | | | | |
| Non-current Assets | 1,664 | 1,738 | 1,966 | 2,028 | 2,098 | 2,359 |
| Current Assets | 1,762 | 1,955 | 2,025 | 3,657 | 4,250 | 4,905 |
| TOTAL ASSETS | 3,426 | 3,694 | 3,991 | 5,685 | 6,348 | 7,264 |

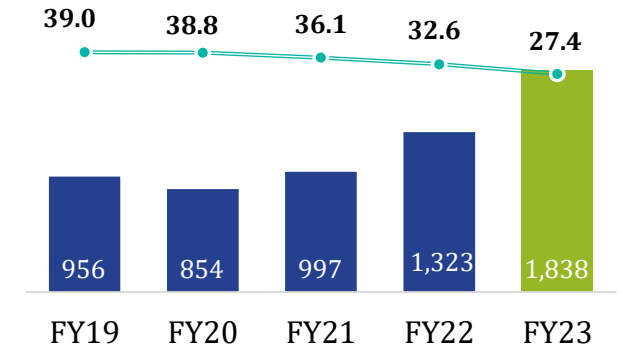
| EQUITY AND LIABILITIES | | | | | | |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Equity | 2,461 | 2,322 | 2,781 | 3,289 | 3,835 | 4,301 |
| Non-current Liabilities | 27 | 170 | 163 | 242 | 236 | 209 |
| Current Liabilities | 938 | 1,202 | 1,047 | 2,154 | 2,277 | 2,755 |
| TOTAL EQUITY AND LIABILITIES | 3,426 | 3,694 | 3,991 | 5,685 | 6,348 | 7,264 |

- Operating revenues grew by 28.6% CAGR during FY19-23
- EBITDA recorded 37.6% CAGR during FY19-23
- PAT grew by 11.4% CAGR during FY19-23

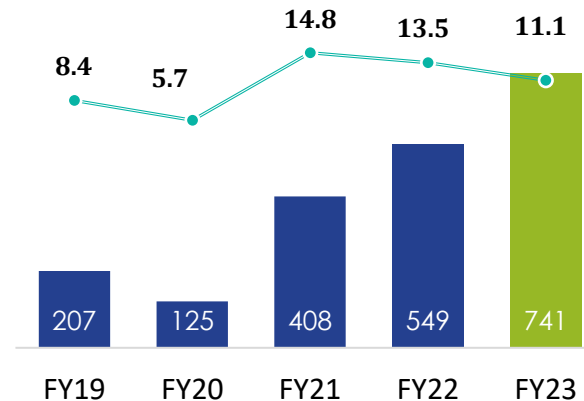
OPERATING REVENUE (in ₹ Mn)



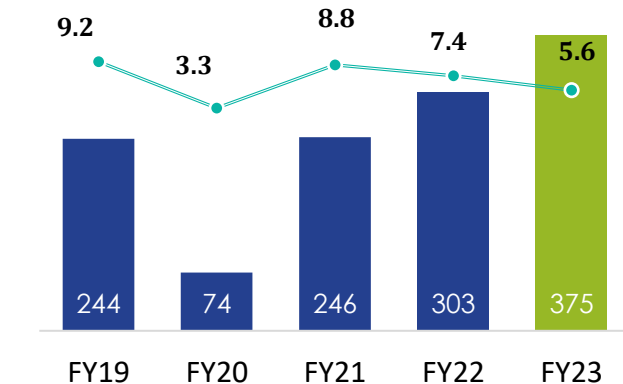
GROSS PROFIT & GROSS MARGINS (in %)



EBITDA & EBITDA MARGINS (in %)



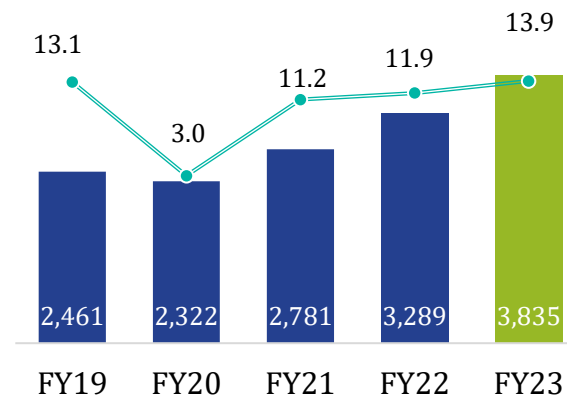
PAT & PAT MARGINS (in %)



○ Continues to fuel expansion plans by displaying financial prudence with a low debt stance

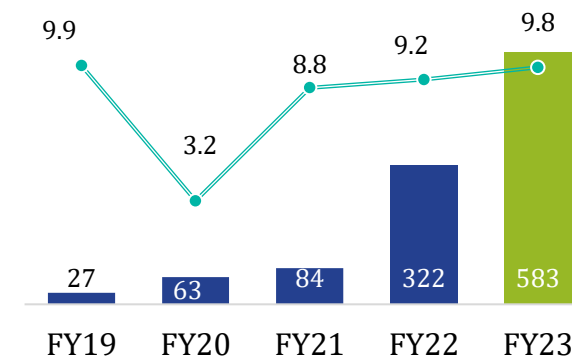
(in ₹ Mn)

NETWORTH & ROCE



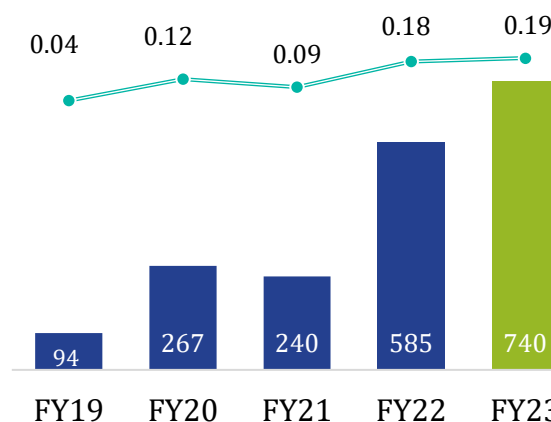
(in ₹ Mn)

CASH & CASH EQUIVALENTS & ROE



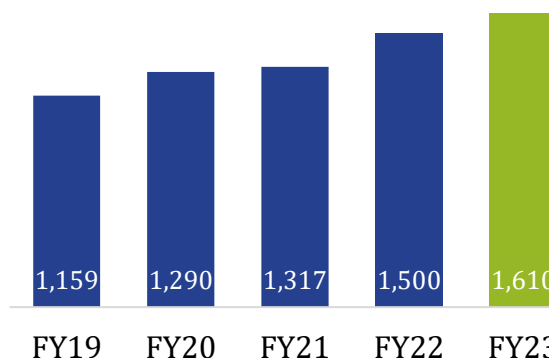
(in ₹ Mn)

DEBT & DEBT-EQUITY



(in ₹ Mn)

PROPERTY, PLANT & EQUIPMENT



Company Snapshot

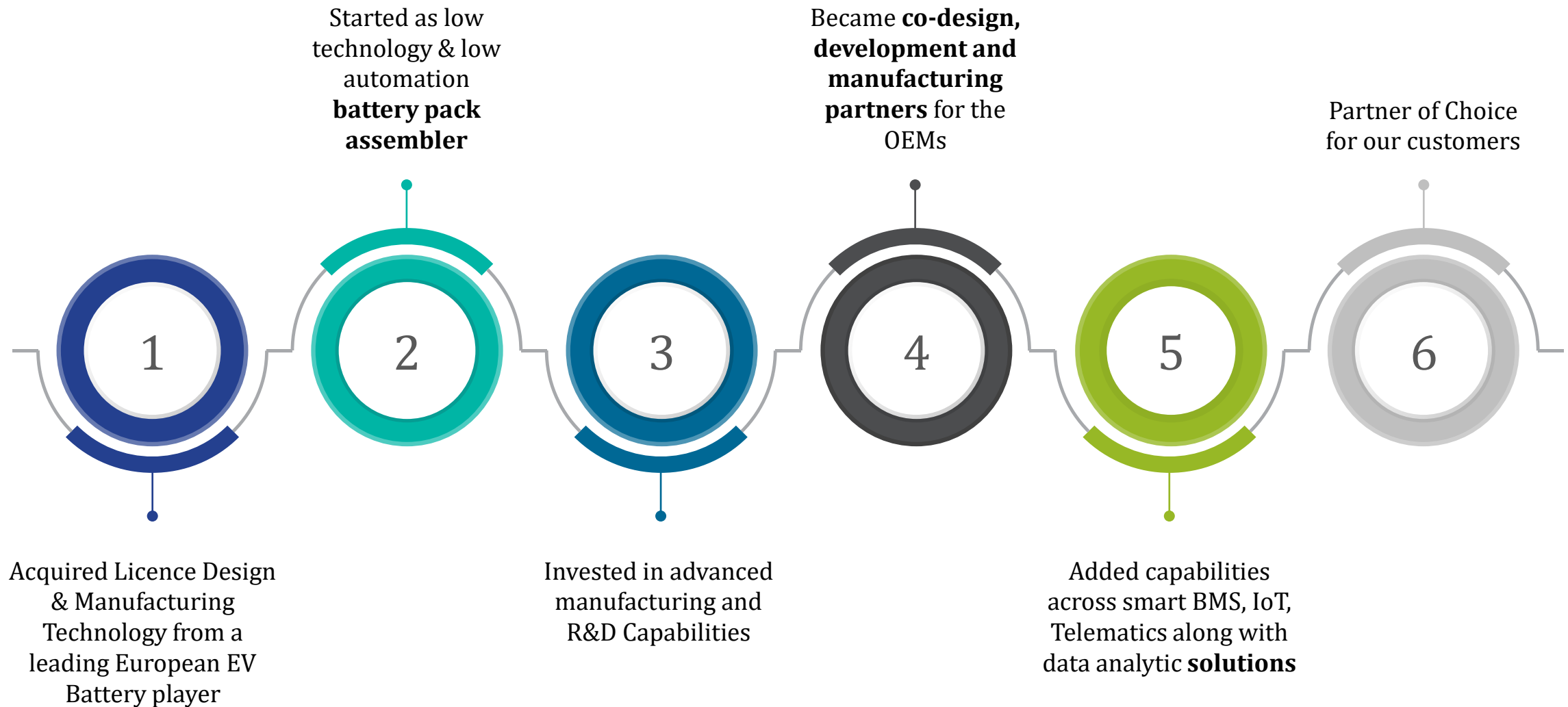


| Particulars | Extrusion Machinery Business (Established Market Leader) | Battrix (Emerging Leader in an EVolving Segment) |
|--|--|--|
| Business Overview | <ul style="list-style-type: none"> India's premier manufacturer & exporter of extrusion plants Presence in 100+ countries with +15,000 installations | <ul style="list-style-type: none"> Battrix is a battery related solutions for electric mobility and energy storage Battery & related components constitutes ~35-45% of cost in an Electric Vehicle |
| Products | <ul style="list-style-type: none"> Blown Film Lines, Pipe Extrusion Lines, Sheet Extrusion Lines, Compounding Lines and Auto Feeding Systems | <ul style="list-style-type: none"> Battery Packs across multiple chemistries, Battery Management Systems (BMS) and IoT Solutions |
| Industry Application | <ul style="list-style-type: none"> Packaging Industry, Infrastructure & Construction, Telecom and Plasticulture | <ul style="list-style-type: none"> E 2 Wheelers, E 3 Wheelers, LCV and Swapping Stations |
| Market Share* | <ul style="list-style-type: none"> Industry leader with 40% market share (FY23) | <ul style="list-style-type: none"> Captured 18% market share in the lithium-ion batteries in its segment (FY23) |
| Revenue & EBIT [FY23 & H1 FY24] | <ul style="list-style-type: none"> Revenue: INR 3,198 Mn/ INR 1,516 Mn EBIT: INR 366 Mn / INR 164 Mn | <ul style="list-style-type: none"> Revenue: INR 3,534 Mn/ INR 1,680 Mn EBIT: INR 273 Mn / INR 35 Mn |

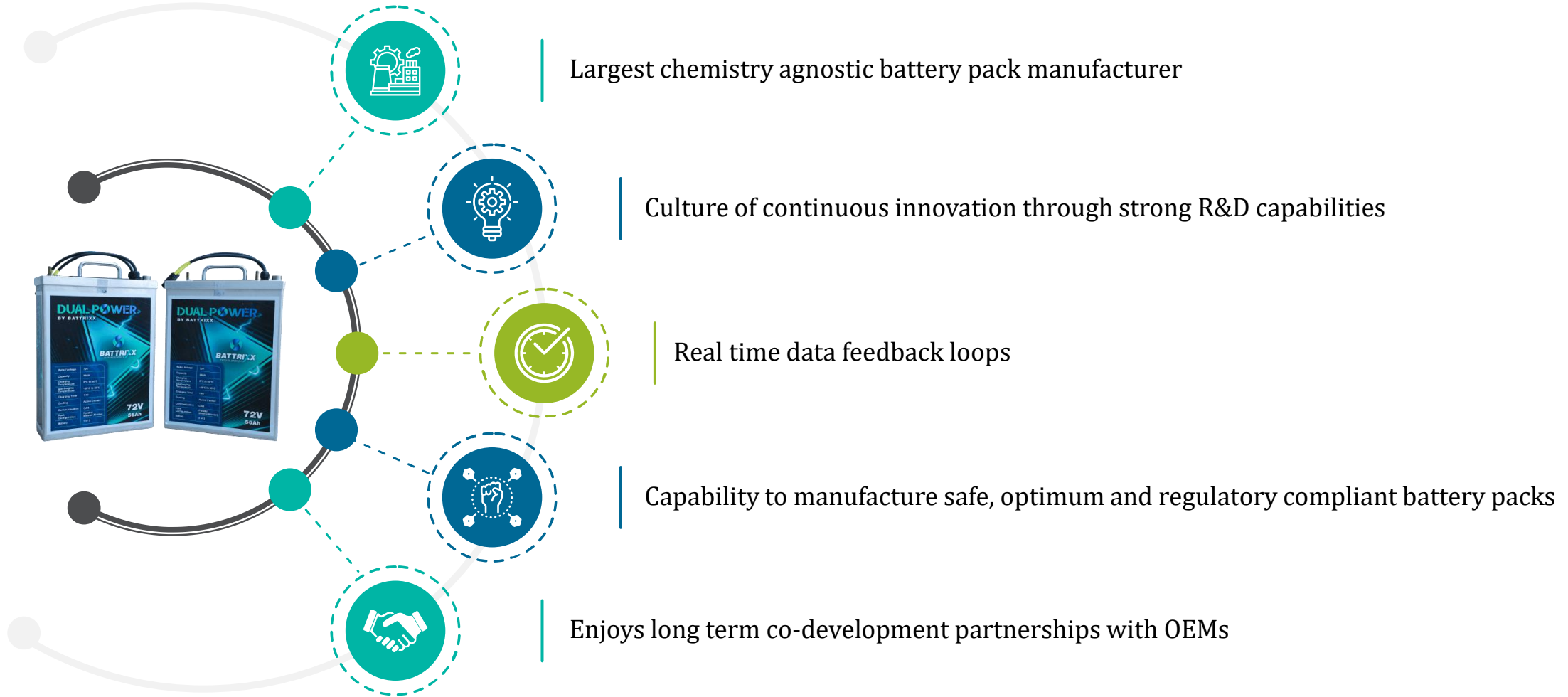
* As per the Company's estimates

Battrixx Business

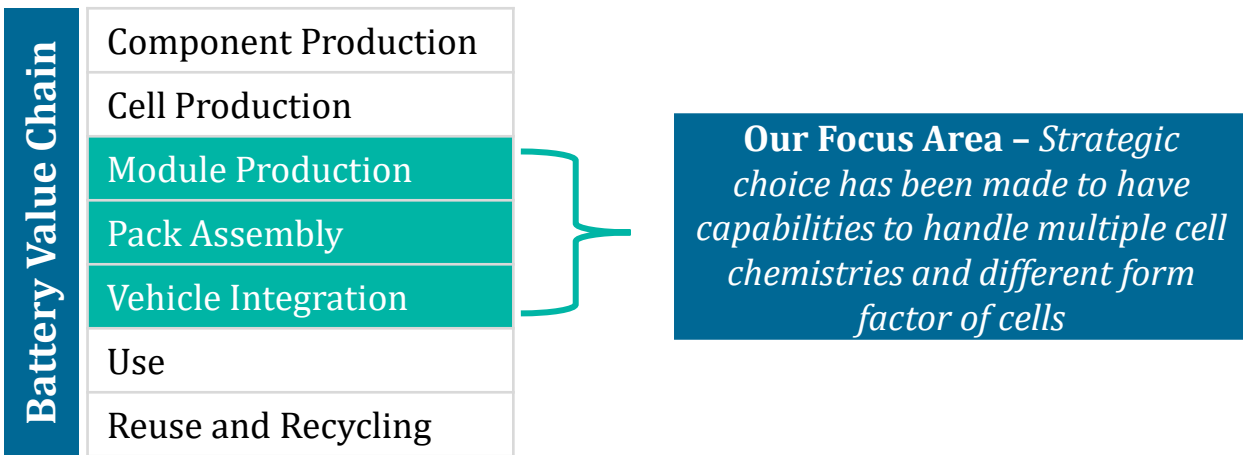




Battrixx – Where We Aspire for Leadership



Strategic choices made – (i) Not Manufacturing Cells (ii) Capabilities to Handle Multiple Chemistries & Types of Cells



One of the few players with

- **The ability to handle multiple chemistries & types of cells**
 - Chemistries – LFP, NMC, NCA, etc.
 - Types of Cells - Prismatic & Cylindrical
- **Expertise across Electrical & Electronics**
 - Smart BMS
 - IoT & Telematics
 - Data Analytics Solutions
- **IATF approved manufacturing facility**

Accomplished Leadership in E 2 Wheelers and Extending the Product Portfolio into other Categories

| | | |
|-------------------------------|---------------------|-------------------|
| E 2 Wheelers | 18 % market share | Existing Category |
| E 3 Wheelers | Penetrate in Q4FY24 | Near Term Plan |
| E Light Commercial Vehicles | | |
| E 4 Wheelers | Long Term Plan | |
| E Tractors | | |
| E Buses | | |
| Energy Storage Services (ESS) | | |

R&D Access

Inhouse Engineering & Design Team

Acqui-hired Team from Varos Technologies

Access to Global Universities

Foreign Collaborations

Areas worked upon

Future Chemistries

Electronics & Data Analytics

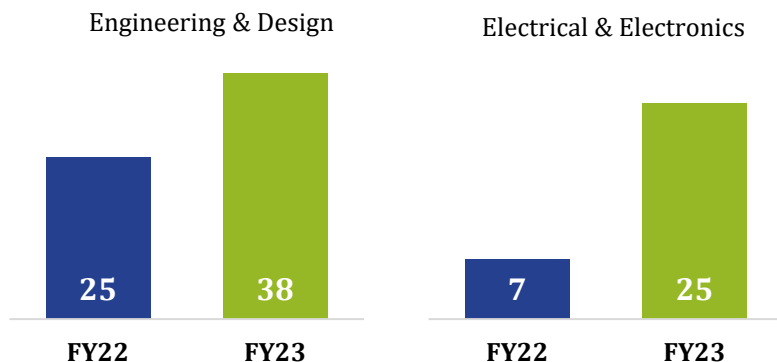
Absorb Technology & Customize it for Local Conditions

Designs and Tests Prototypes

Goals

To be a preferred partner to OEMs for providing futuristic customer centric products & solutions

Growing R&D Human Capital



Targeting 100+ R&D Human Capital by FY24

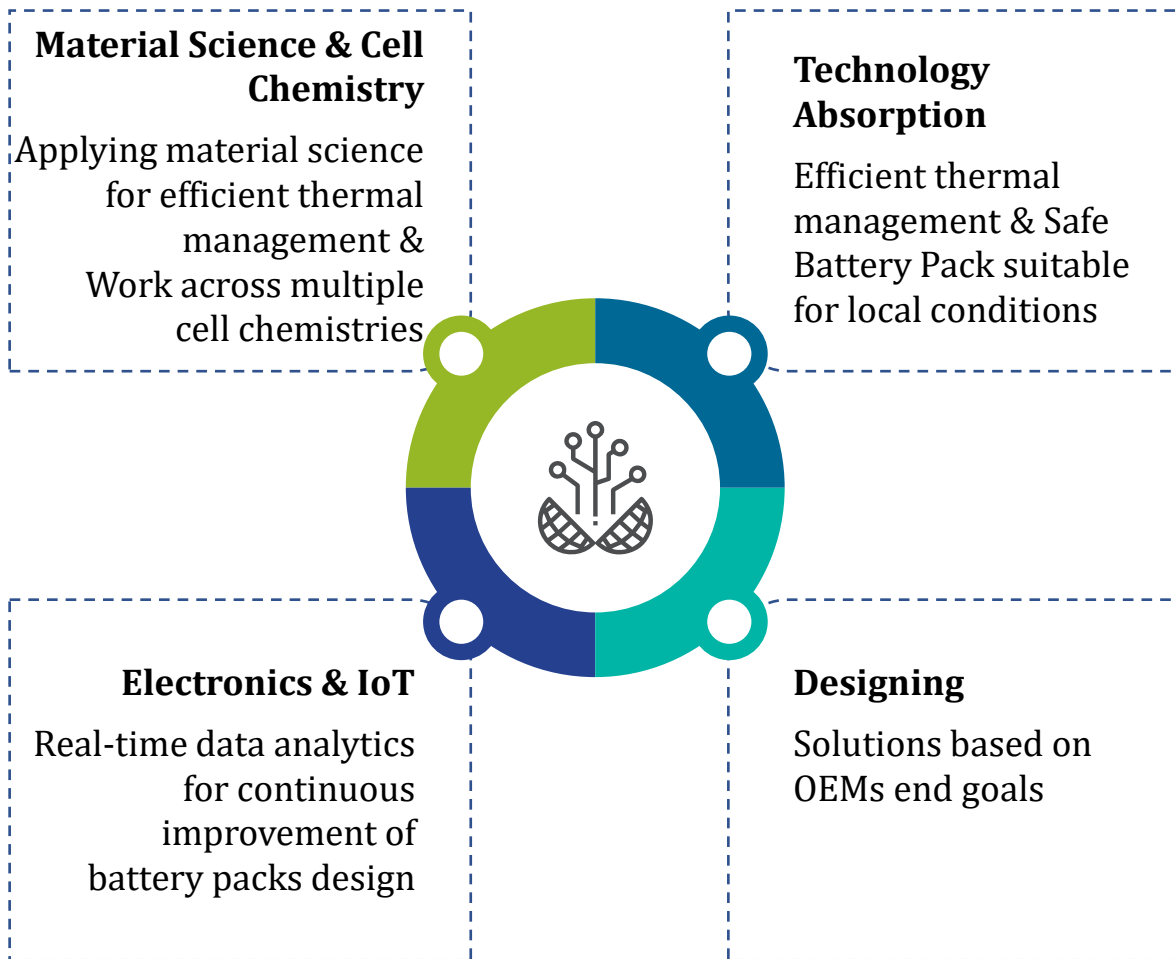


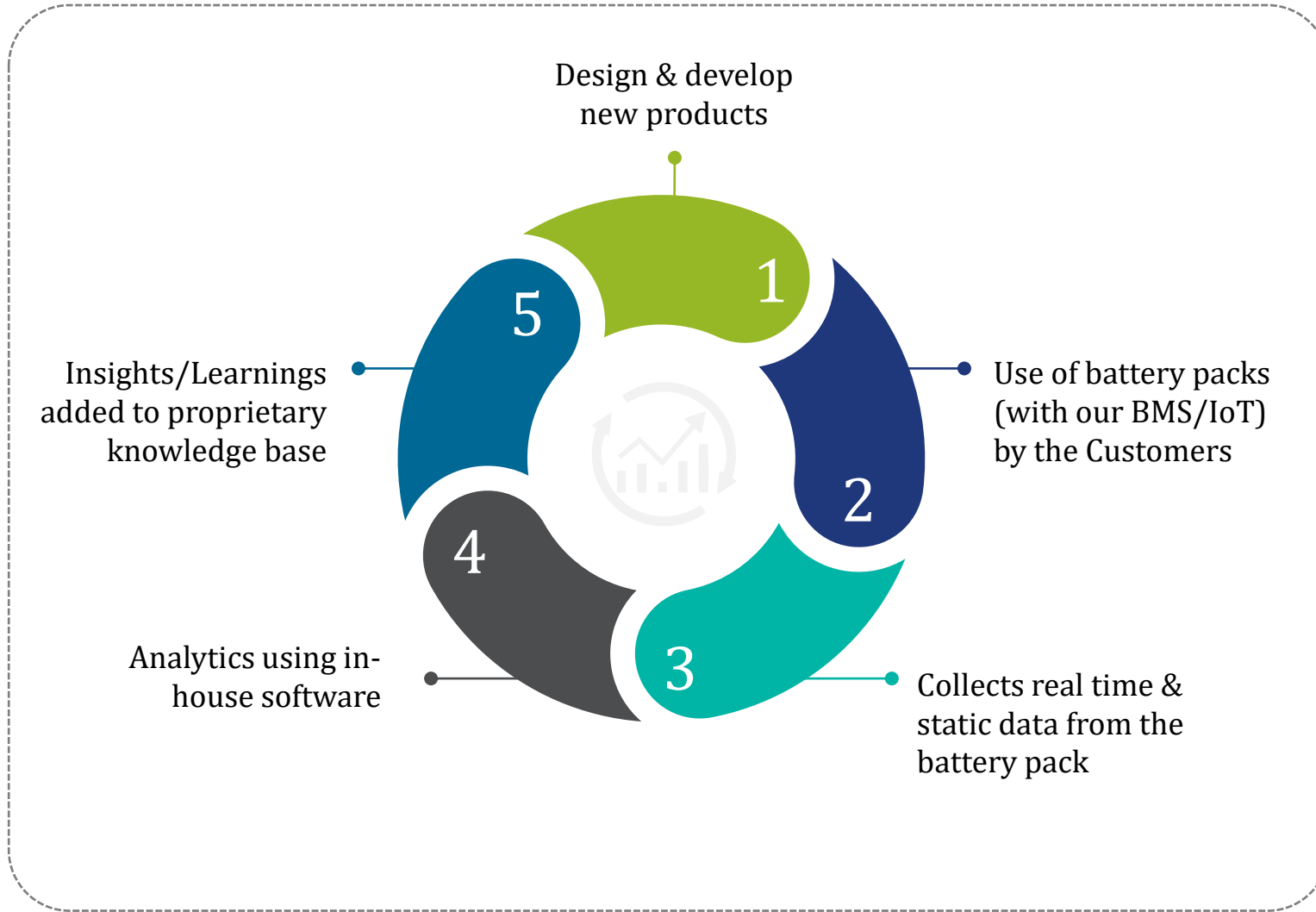
Increasing Intellectual Property Access

- ① Technology Tie-up with European Company
- ④ Access to Indian & Global Universities



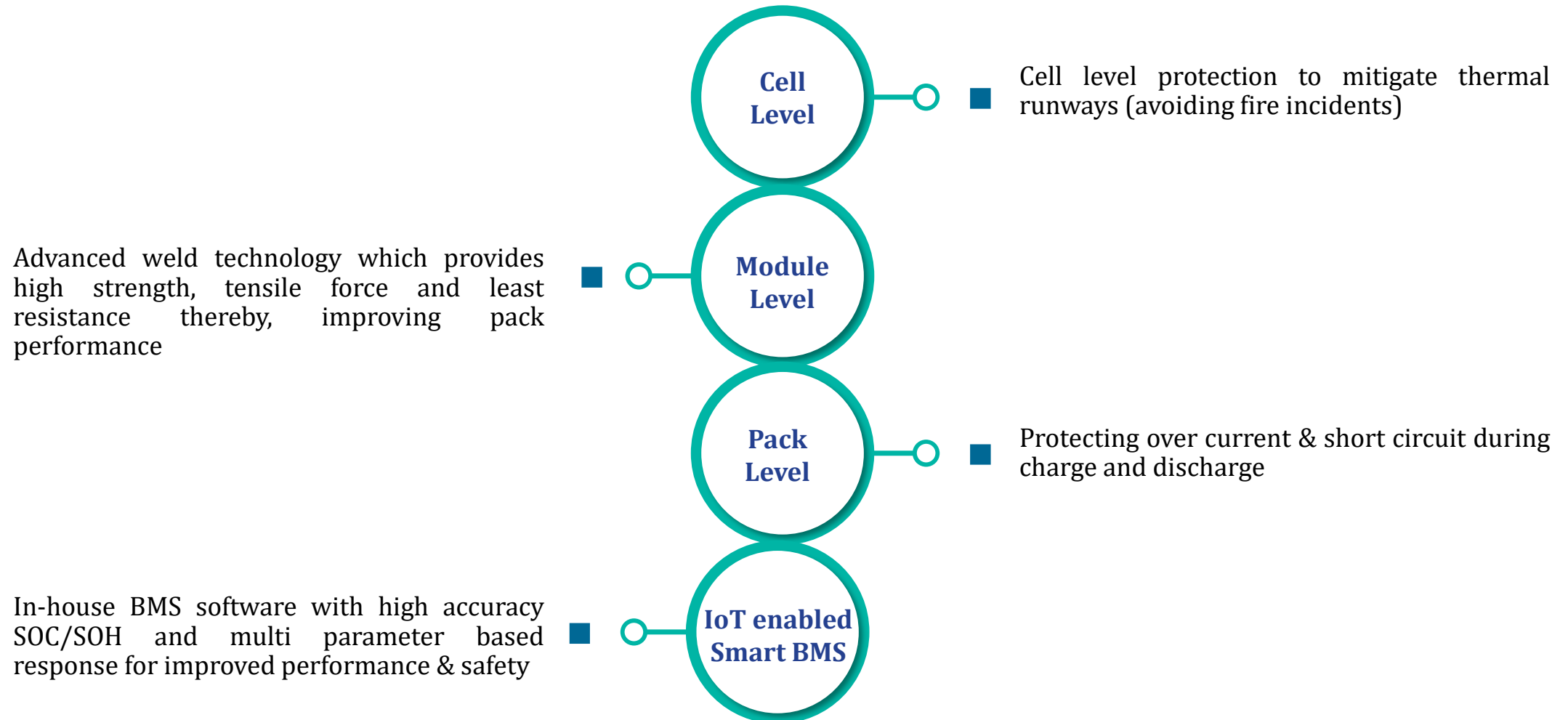
Working towards Future Innovations





- Data collected from battery packs helps in designing more efficient battery packs improving our **right to win**. 90%+ of customer now use Battrix designed products as compared to less than 40% a year ago
- More customers (higher volumes) helps us gather more data creating a **network effect**
- Relevant learnings are also shared with the customers to enhance their end product leading to **enhanced customer stickiness**

Safety and Performance Optimization are integrated at every level of battery design



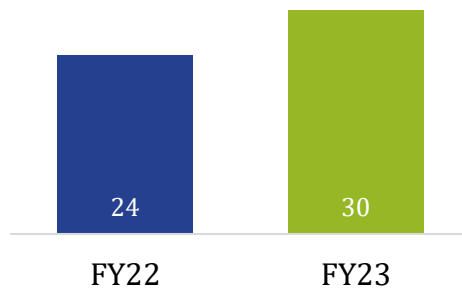
Success Story 1: New Client Win

- Engaged with the prospective client to understand their specific requirements
- R&D team proposes improvements in the OEM's current battery & builds an optimized prototype
- The prospective client visits Battrixx facility with an aim to procure the proposed battery pack from October 2022
- However, Battrixx high quality manufacturing facility & safety standards prompts the OEM to place order for supply in July 2022, thereby enhancing the customer's delight

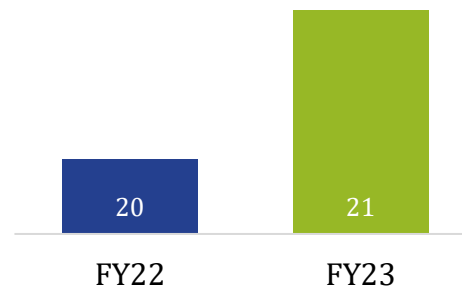
Success Story 2: Increased OEM's Wallet Share

- An existing & growing large OEM client experienced higher demand for their products
- The OEM increased their requirements by 1.5x in a span of two months
- Battrixx's team fulfils the OEM requirements while ensuring consistent quality and safety protocols
- This eventually led to 60% of OEM's requirement being fulfilled by Battrixx as compared to 10% earlier

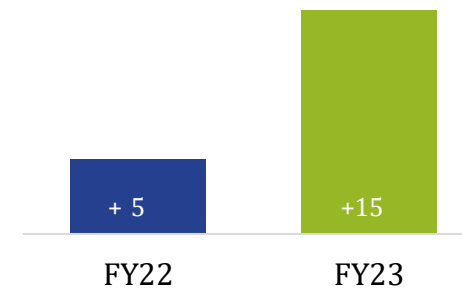
Prototypes Manufactured



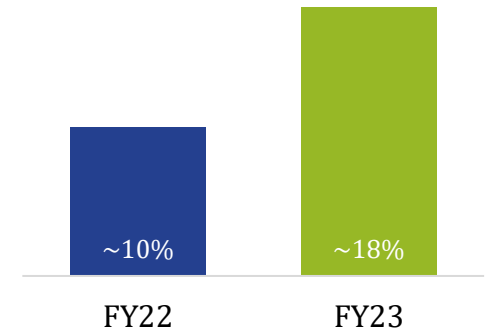
New Products Launched



OEM Partnership

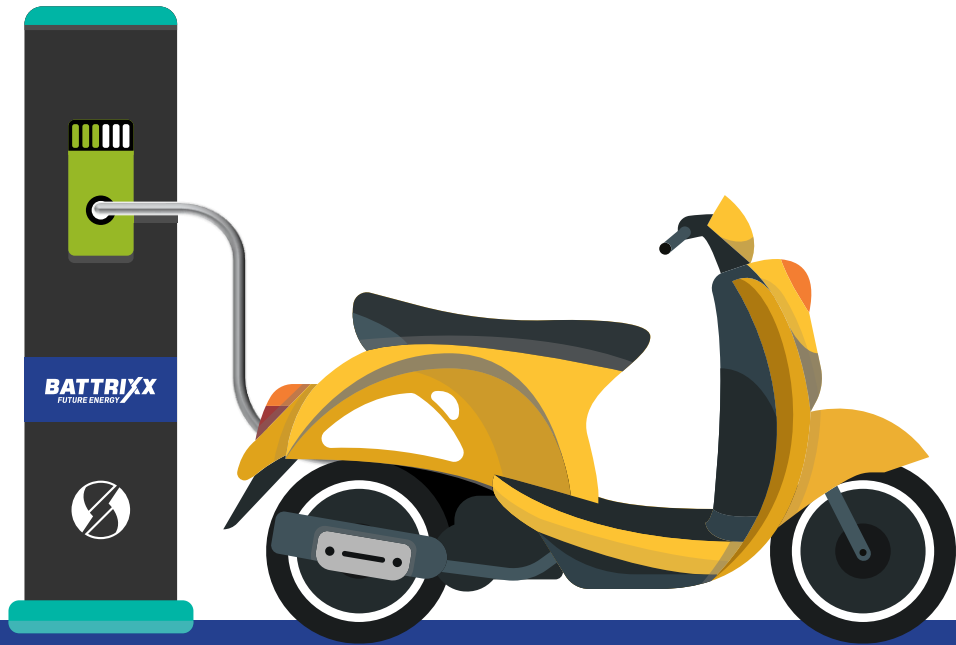


Battrixx - Market Share



First EV Battery Pack Manufacturer Accredited with ARAI Certification

- Battrixx was the first EV battery-pack manufacturer to be accredited with ARAI certification under AIS 156 Amendment III Phase 2 for its batteries, conceptualized and designed in-house strategically with Hero Electric's R&D team
- Battrixx latest battery packs offers enhanced performance maintaining the highest safety standards



Our Point of View

- With standards/requirements gets stringent, the value proposition of organized manufacturers like Battrixx gets stronger
- E 2 Wheelers / E 3 Wheelers industry is highly fragmented and is expected to remain fragmented (Source: Bernstein Electric Revolution 2022 Report). This hinders the ability of the smaller players to invest in R&D which augments Battrixx value proposition even further



IP67
Water proof
battery



A/V warning
system
(safety Alarm)



Pressure
Release Vent



Temperature
Alarm



Multiple
Fuses



Cell
Traceability



Data
Logging as
per IS17387

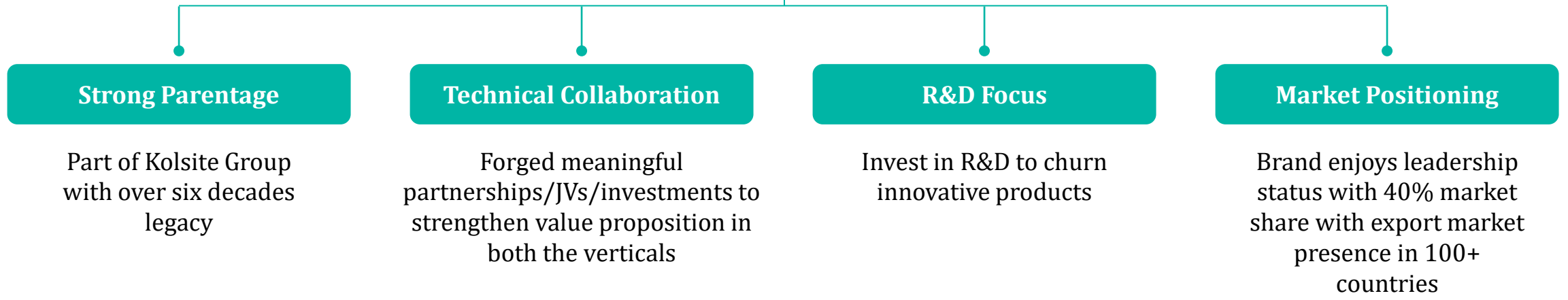


RFID Tag
Reading &
Writing

Extrusion Machinery Business



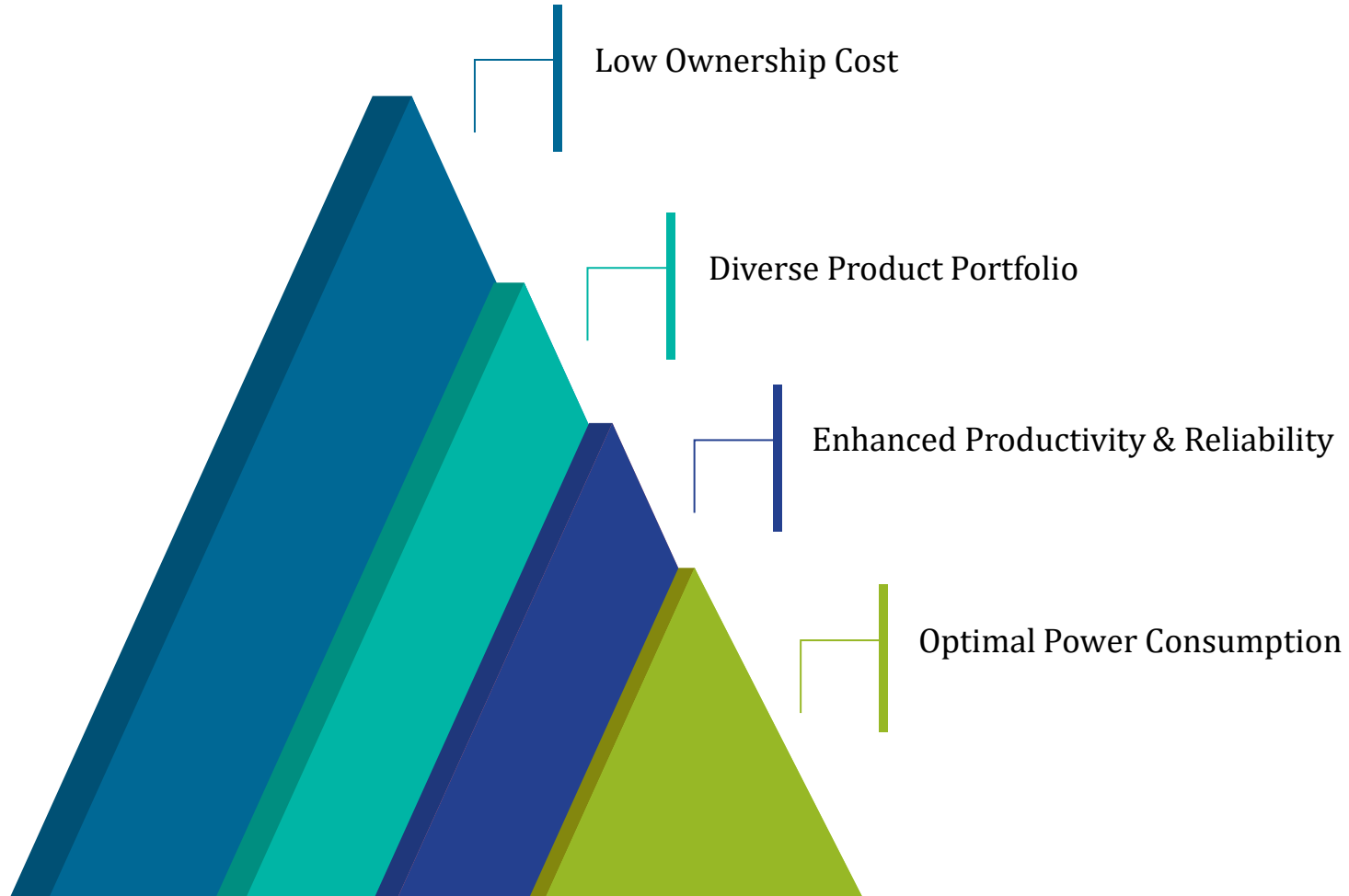
Pillars of Strength



Get. 'Tech'. Set

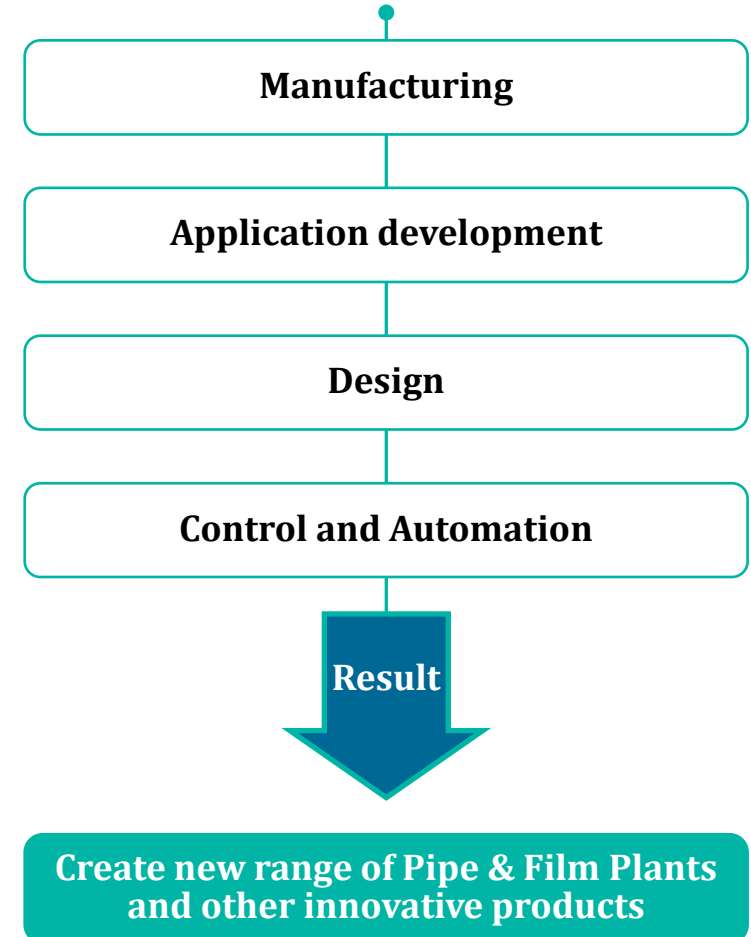


Customer Centric Approach

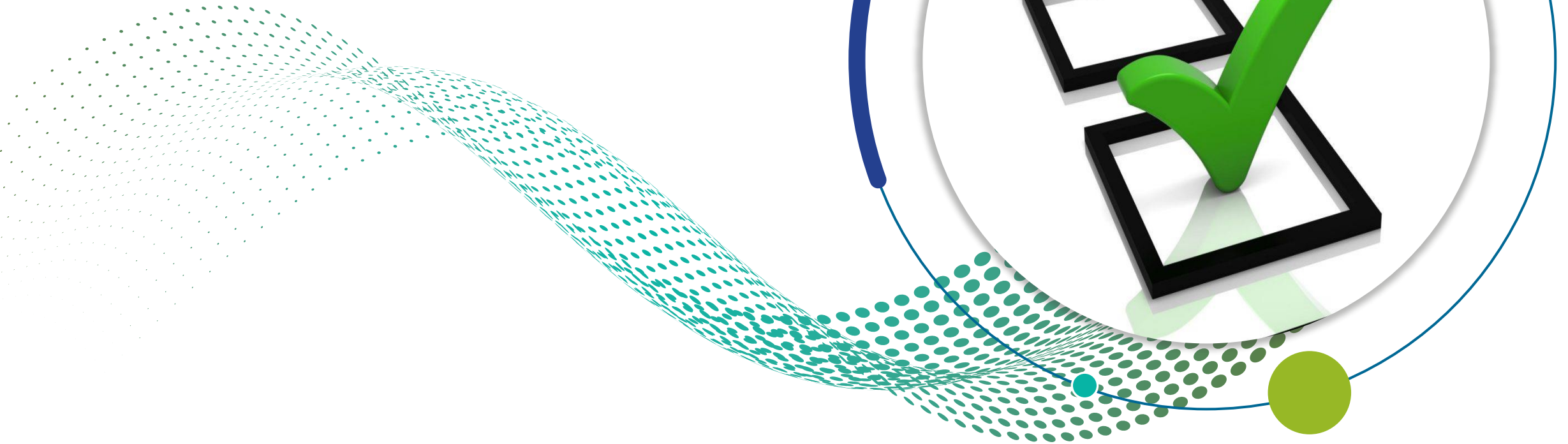


R&D's: Drip Line Success Story

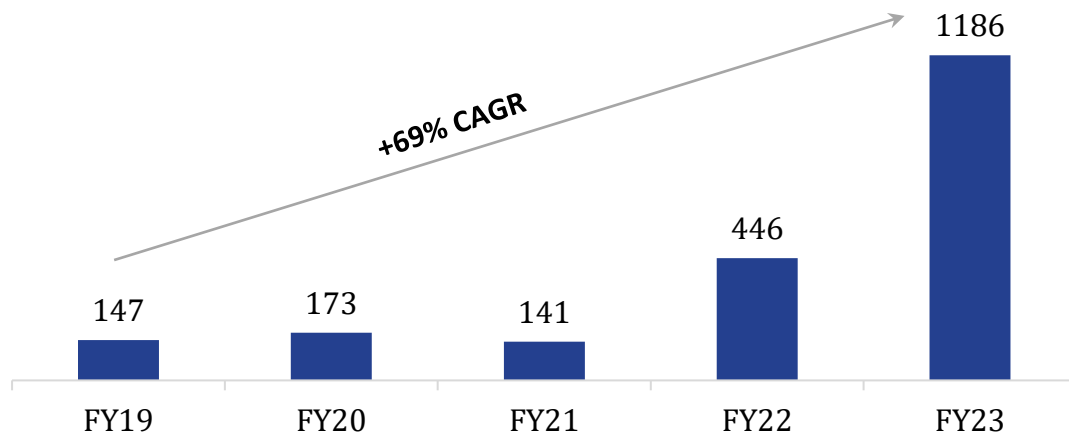
Continual Improvement towards Diverse Areas



Annexures

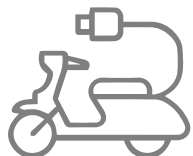


EV Sales growth in India FY19-23 (in '000s units)



Source: Society of Manufacturers of Electric Vehicles (SMEV)

Increase in EV sales at CAGR of 69% (FY19 to FY23) on back of government initiatives like:

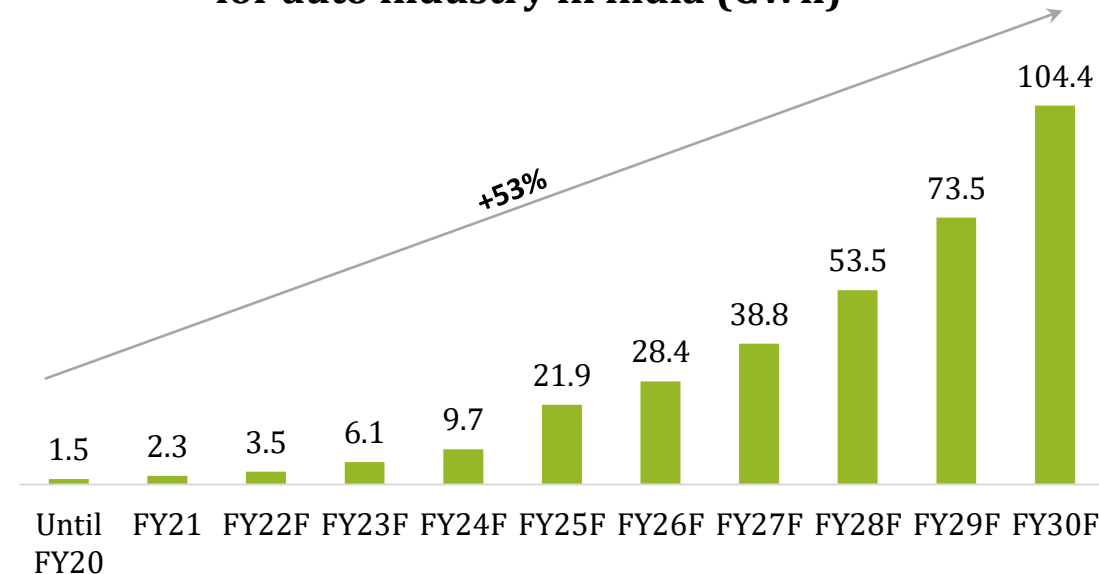


- Launch of demand incentives under FAME I and FAME II
- Reduction of applicable GST rates (from 12% to 5%)

As per RBSA Advisors, a consultancy firm, the industry is further expected to grow from -US\$79 billion in 2021 to **US\$150 billion in 2030**.

Source: International Council of Clean Transportation, CEEW Center of Energy Finance, Press release

Annual Lithium-ion battery capacity additions for auto industry in india (GWh)



Source: JMK Research in collaboration with The Institute for Energy Economics and Financial Analysis (IEEFA)

EV battery demand to increase by 53% in 2030 aided by:



- Expected shift in buying patterns toward EVs
- Strong government support including, encouragement for developing new business models for batteries
- Large-scale deployment plans for commercial vehicles expected by 2028

Steps taken by the government to localize EV and component manufacturing

2015

Launched FAME I scheme with an initial outlay of INR100 crores to achieve fuel security and sustainable environment through EVs.

2018

Increased the outlay to INR 895 crore under the FAME I scheme to create a local ecosystem of EV and components manufacturing.

2019

Approved the extension of the FAME I scheme with an outlay of INR 10,000 crore for 3 years to create a favorable demand for advanced battery and registered vehicles.

2021

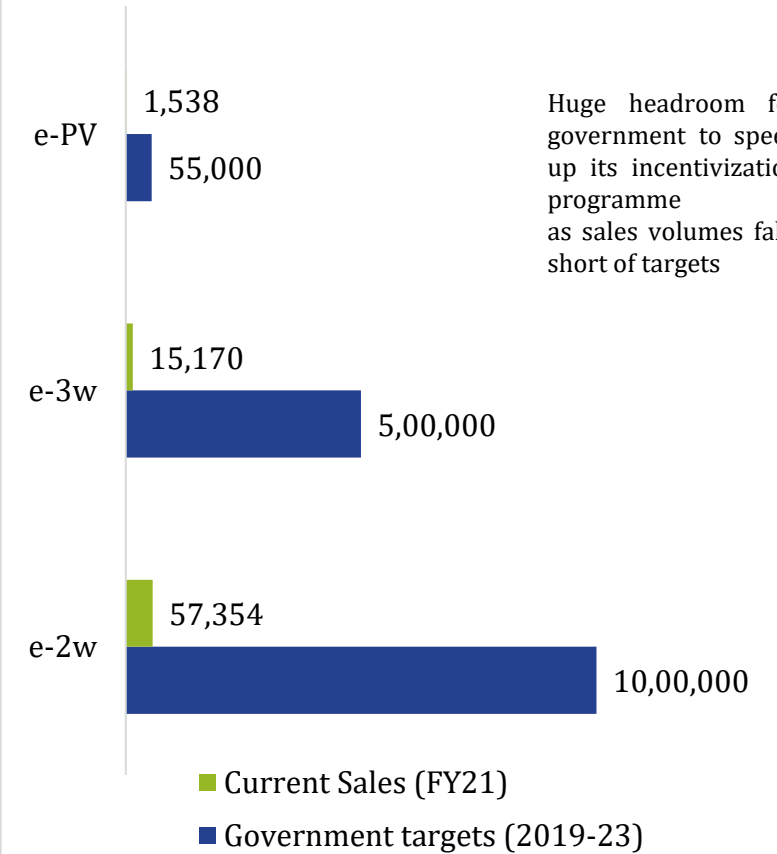
- Launched National Programme on Advanced Chemistry Cell (ACC) Battery Storage to bring down battery prices in subsequent years
- Earmarked an outlay of INR 18,100 crore for building giga factories (similar to Tesla) in India

2022

Announced the introduction of policy frameworks for battery swapping in the Union Budget 2022-23

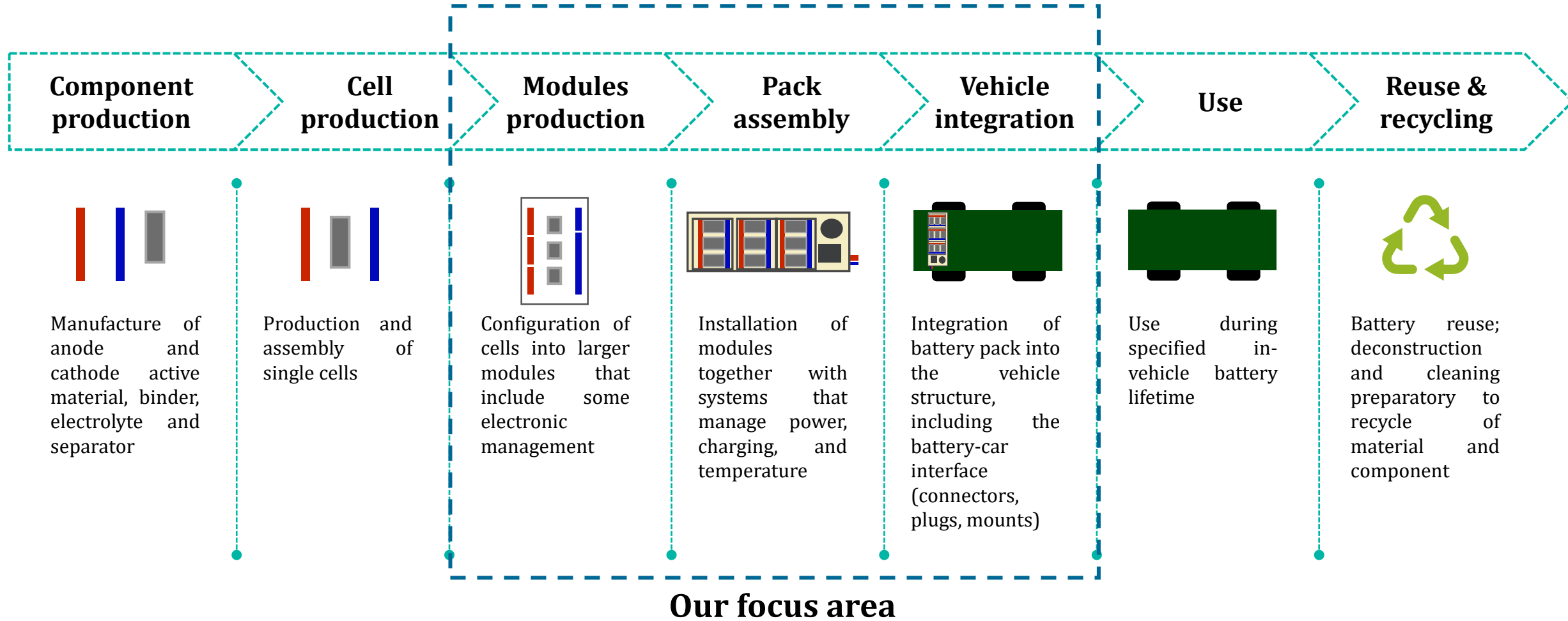
Source: Press releases, CEEW Centre for Energy Finance

Fame II: Target vs: Actuals (FY21)
(in units)



Source: Jefferies

Battery Value Chain: Strategic Focus



| | Mainstream li-ion as of 2020 | Current state-of-the-art (2020) | Solid-state breakthroughs (2020-2030) | Cathode breakthroughs (after 2030) | |
|-------------------------------|-------------------------------------|---|---|---|--|
| | Li-ion | Improvement to Li-ion | Novel ways of incorporating high silicon in anode | Li-ion and solid state, Shift to li-metal anode | New cathode materials |
| | | | | <i>Co-existence of Lib and solid-state Li-ion For different applications likely</i> | |
| + Anode | Graphite/silicon Composite(<10% Si) | Graphite/silicon Composite(<10% Si) | Graphite/silicon Co-composite(<10-20% Si) | Graphite/silicon Composite | |
| | | | | Li-metal | Li-metal |
| Electrolyte | Liquide and separator | Liquide and separator | | Liquide and separator | Liquide and separator |
| | | | | Polymer or ceramic solid | Polymer or ceramic solid |
| - Cathode | NCA, NMC 111, NMC 622, LFP | NCA, NMC 622, NMC 811, LFP or other high voltage material | NCA, NMC 622, NMC 811/9.5.5, LFP or other high voltage material | NCA, NMC 622, NMC 811,LFP or other high voltage material | Sulphur (Li-S), LFP, High-Voltage cathodes (e.g, Li-rich metal oxides) |
| Energy density (Wh/kg) | 160 - 260 | 280 - 320 | 280 - 320 | 400 - 500 | >600 |

Source: McKinsey & Company

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Kabra Extrusiontechnik Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Daulat Jain

Chief Financial Officer

daulat.jain@kolsitegroup.com

T: +91 22 2673 4822

CORPORATE OFFICE

Fortune Terraces, 10th Floor, B Wing, Opp. Citi Mall, Link Road,
Andheri (West), Mumbai - 400 053, Maharashtra, India.

T: +91 22 2673 4822

F: +91 22 2673 5041

www.kolsite.com

www.battrixx.com

IR Contact:

Hiral Keniya

E: hiral.Keniya@in.ey.com

Vikash Verma

E: Vikash.verma1@in.ey.com

