

24th November, 2021

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

**Sub: Investor Presentation on Un-audited Financial Results
for the quarter and half year ended on 30th September, 2021**

Dear Sir/Madam,

We are enclosing herewith the Investor Presentation on the Un-audited Financial Results for the quarter and half year ended on 30th September, 2021.


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 ltd

Investor Presentation

November 2021

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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

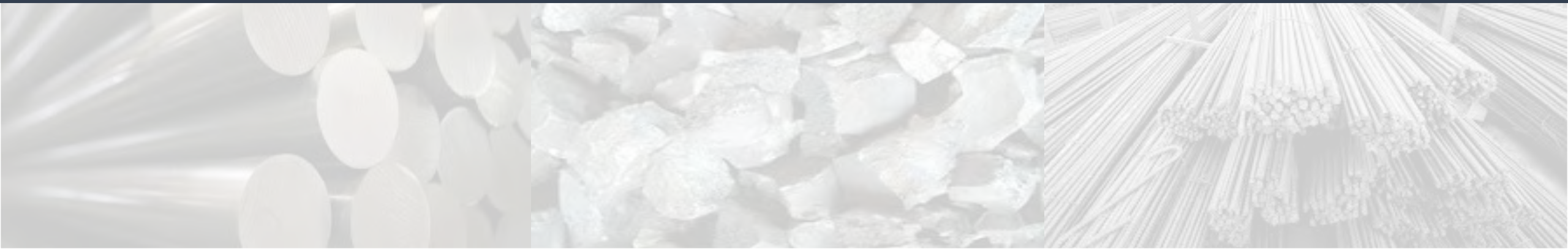
To be India's premiere Alloy Company

- Promising Excellent Shareholder Value
- Nurturing our Employees
- Utmost Commitment to our Customers
- Care for our Communities

VALUES

- Commitment
- Loyalty
- Integrity
- Rigour
- Teamwork

Maintaining the Maithan Edge





Efficiency

Lowest in the Cost Curve
Optimum Capacity Utilization
Higher Tonnage product



Strong Credibility

Strong credibility in the market right from suppliers to end customers



Optimising Facilities for Maximising Returns

Source raw materials based on our product mix which largely remains stable
PPAs with efficient power supplying utilities
Stable Asset turnover ratios with zero debt



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



Expansion Plans

Organic & Inorganic Growth Opportunities

Largest Manufacturer



India's largest Manganese Alloy Producer and Exporter

20 Years Rich Experience

20
years.

Two decades of experience and continuous growth

Niche Products



Basket of the most valuable Techno-Commercial Products

Robust Balance Sheet



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



Increased Stockholder's Return

ROCE Increased by +3,840 bps
ROE Increased by +1,100 bps



Revenue Growth

Increased by +8% CAGR



EBITDA

Increased by +28% CAGR



Profit After Tax

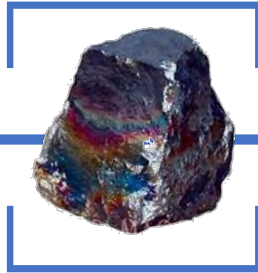
Increased by +54% CAGR



Net Cash

Position of **Rs. 867** Crores as on September 2021

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



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



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

Visakhapatnam (SEZ) 72.0 MVA

- **Smelters:** 4 x MVA 18.0 MVA
- **Products:** Ferro Manganese/ Silicon Manganese
- **Raw Material:** Maganese Ore, Coke, Coal
- **Sourcing:** Imports 90% ; Domestic 10%
- **User Industry:** Steel



Quality remains the core to everything that we do. We achieved the ISO 9001 certification in 2003. This achievement makes a part of a world-recognized Quality Management System that helps us meet the expectations and needs of our customers every time.

Kalyaneshwari 48.75 MVA

- **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 :** Maganese Ore, Coke, Coal
- **Sourcing :** Imports 65%, Domestic 35%
- **User Industry:** Steel



International standard for Health & Safety was achieved by Maithan in 2016. The addition of this certification has been a new feather in our cap-making us stronger and taking our successes a step forward to include the health and safety not only of our processes but also our people.

Byrnihat 16.5 MVA

- **Smelters:** 2 x 8.2 MVA
- **Products:** Ferro Silicon
- **Raw Material:** Quartz, Coke, Coal
- **Sourcing:** Domestic 100%
- **User Industry:** Steel

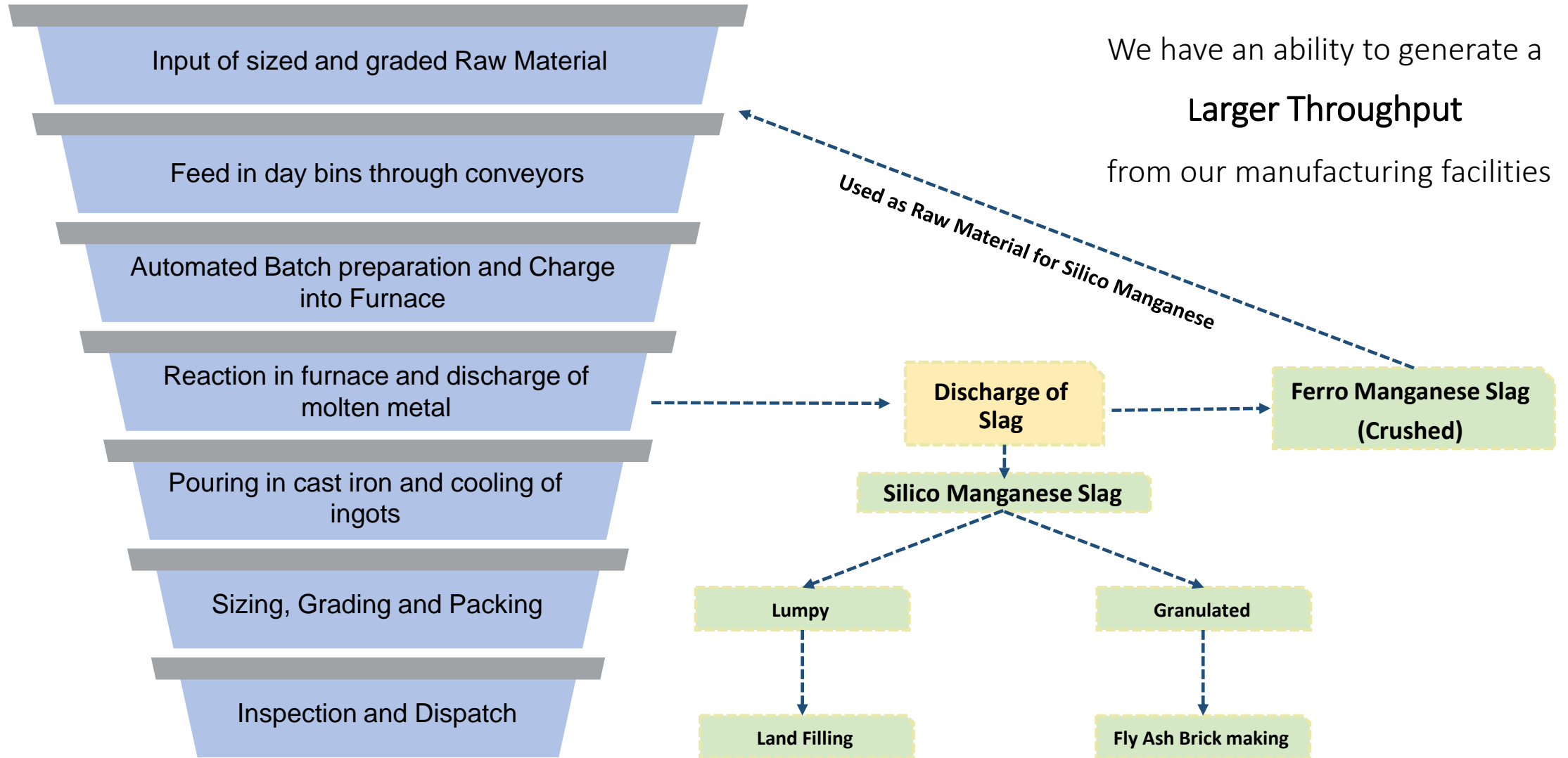


We have already started the processes to be ISO14001 compliant. It's a standard that sets out criteria for an environmental management system. With this certification, we aim to map out a framework that we will follow to set-up an effective environmental management system.

WHY IMPORT ORE ?




- **Quality Product**
- **Variety of Grades Leading to better Product Mix**
- **Logistic Advantage**



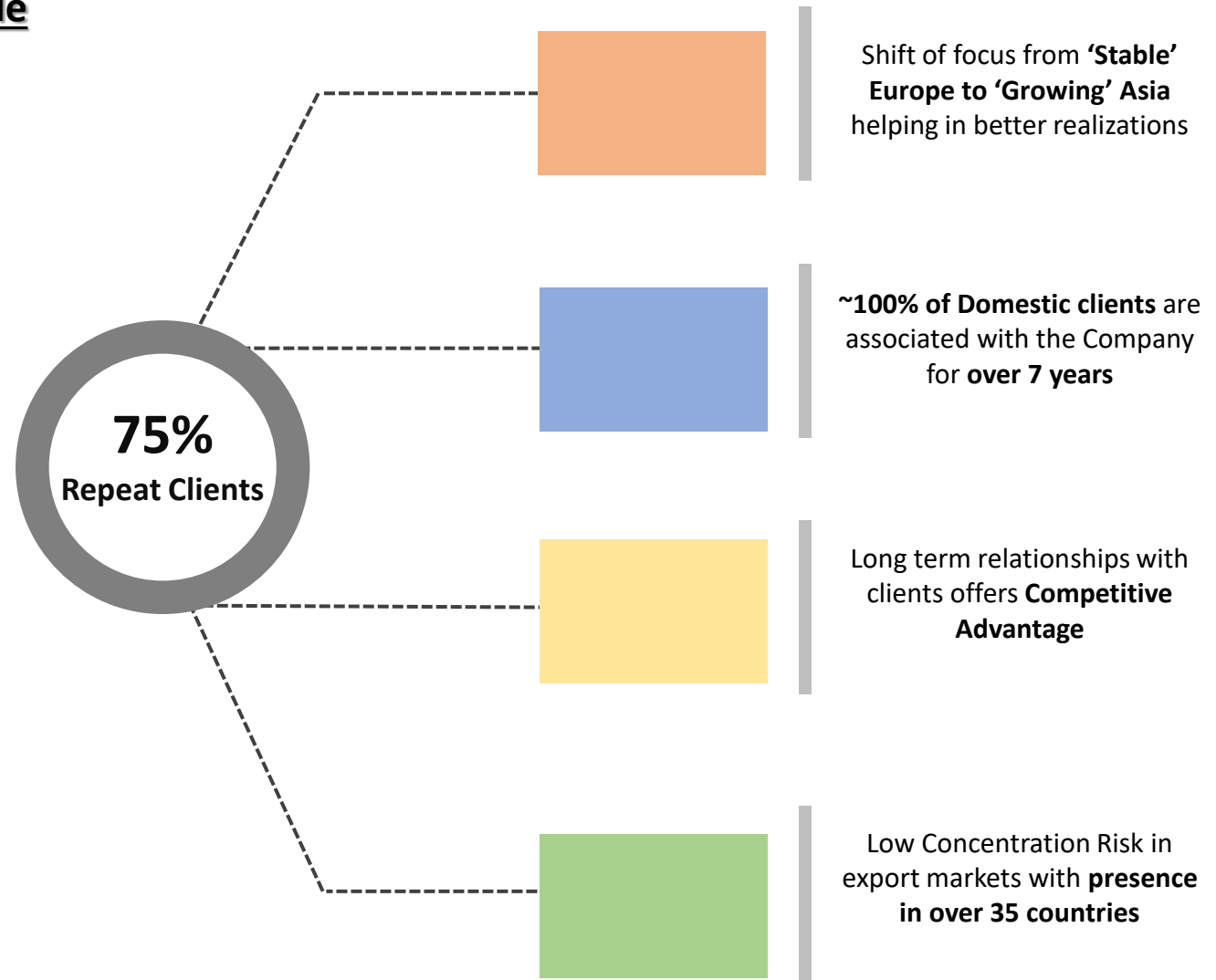
Association with SAIL and JSL being more than a decade



“We are pleased to have formed a partnership with Maithan Alloys and we truly appreciate their commitment to quality and customer service. They have put forth all efforts to accomplish our needs amid our dynamic priorities and have always delivered to the deadlines set by us.”

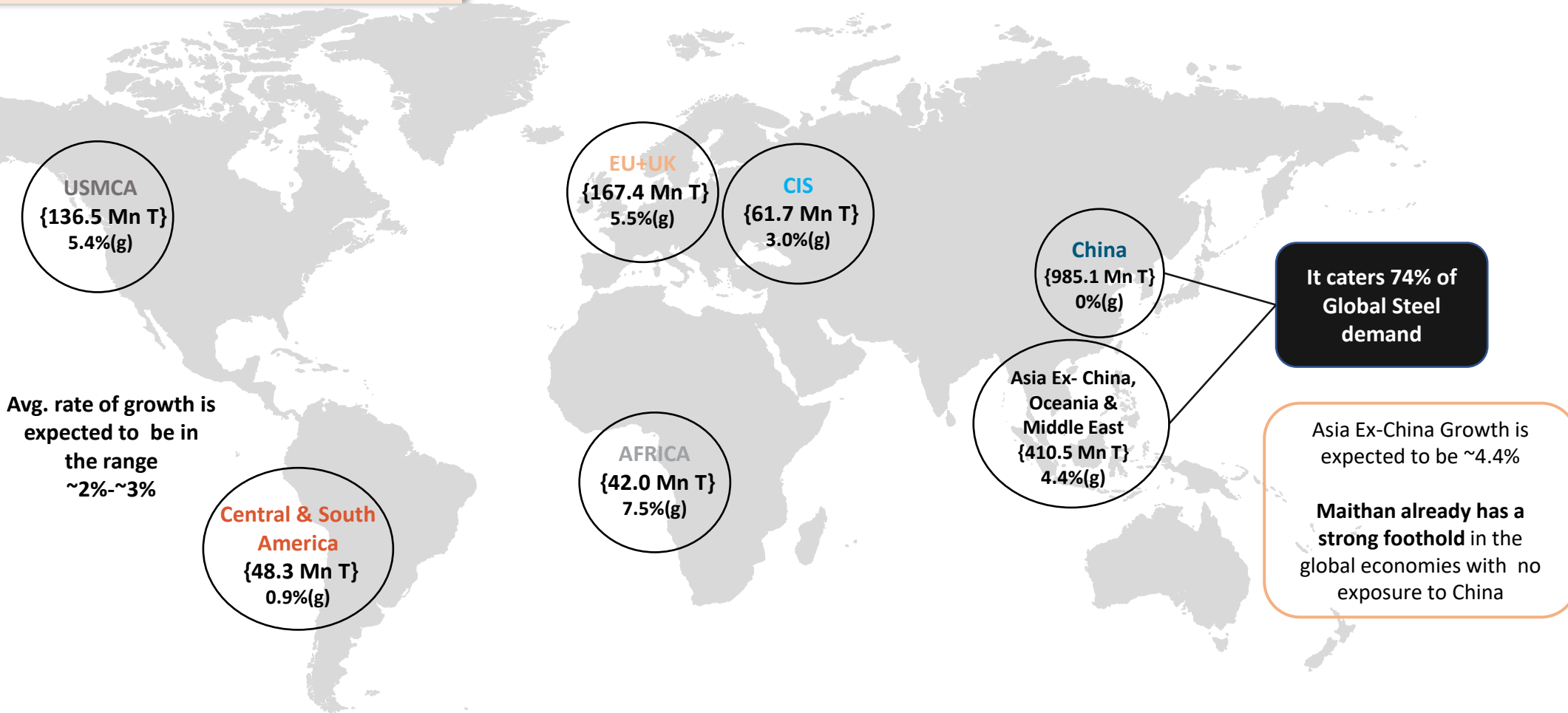


“From the beginning of our association with Maithan Alloy, we found the team to 100% committed to achieving customer service at any cost. M/s. Maithan Alloys are extremely professional and competent. We are very impressed with their ability to include continuous improvement in work processes.”



Asian Economies to drive the Global Steel Demand

Global Steel Demand 2022 Forecast : 1,896.4 Mn T



Source: www.worldsteel.org (World Steel Short Range Outlook October 2021)

Note: Data for Global Finished Steel Demand

g : growth for CY2022(f) vs CY2021(f)

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



100 % FDI allowed in the mining sector & exploration of metal & non-metal ores under the Automatic Route



2021 Budget outlay of ~ Rs. 5.54 lakh crore in infrastructure to drive domestic steel consumption



'Housing For All' to drive housing demand thereby benefitting steel industry



Anti-dumping Duty on Steel Products



India ranks 4th globally in terms of iron ore production



India has become the 2nd largest steel producer in CY20*



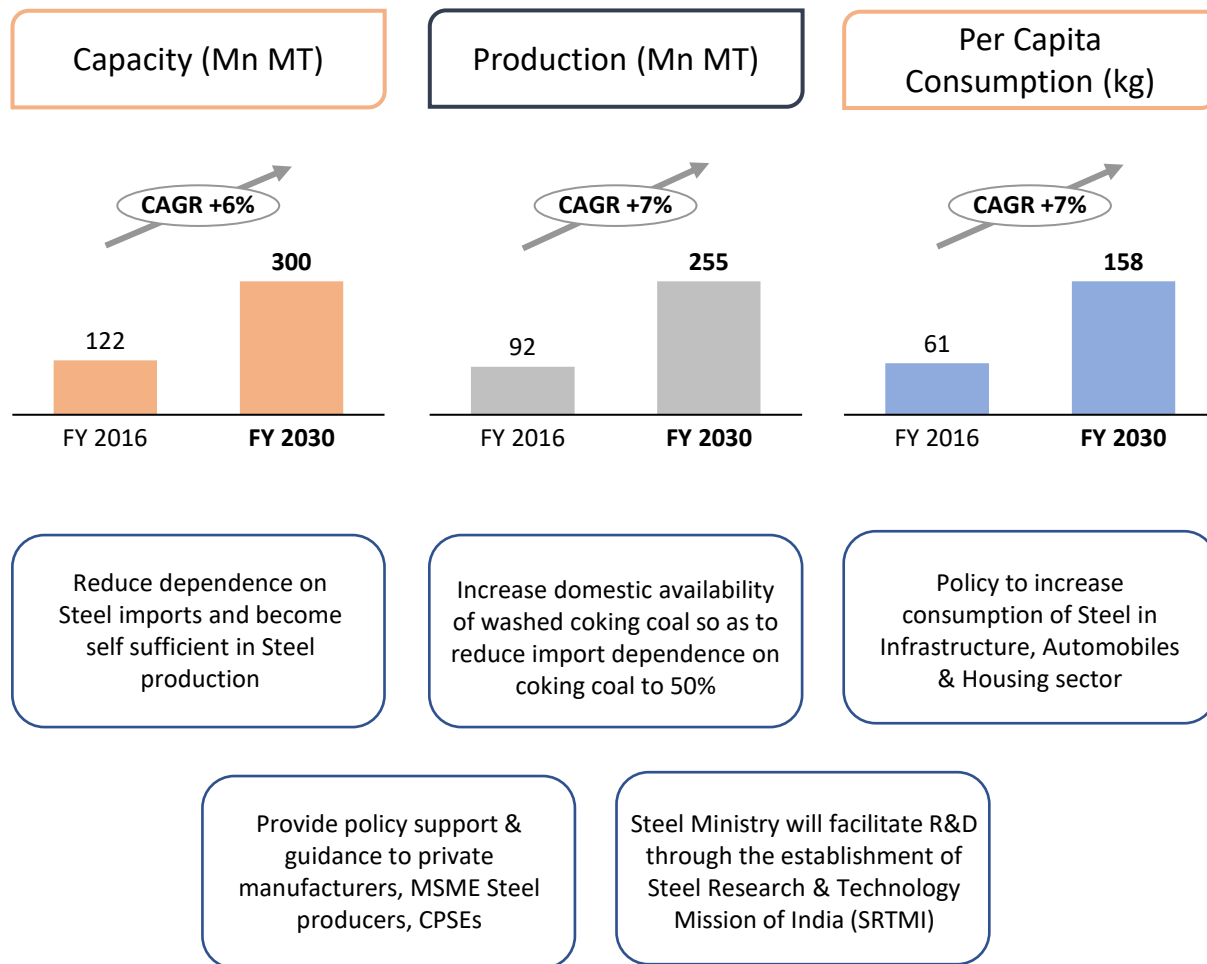
Steel Industry's Outlook to increase capacity to 300 Mn T by 2030 to drive demand for ferro alloys



India's GDP to grow by +8.8 % (IMF) in FY22

*Source: www.worldsteel.org (World Steel Short Range Outlook October 2021)

Alloy Producers to benefit from NSP 2017



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

Why Advantage Maithan...



Gaining Market Share Globally and Domestically

World Crude Steel Demand
3% CAGR
since 2017

India Crude Steel Demand
7% CAGR
since 2017

Whereas...

Maithan Alloys Production has grown CAGR of 16% since 2007



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 human management skills



Mr. Subodh Agarwalla
Whole Time Director and CEO

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- At age of 43 years is the Whole Time Director and CEO and strengthens the operational activities of the Company
- Focuses on project setup, corporate planning and business development, planning & budgeting



Mr. Sudhanshu Agarwalla
President and CFO

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



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 human management skills



Mr. Subodh Agarwalla
(Whole Time Director and CEO)

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- Strengthens the operational activities of the Company



Mr. Nand Kishore Agarwal
(Independent Director)

Accounts, Finance and Tax Laws



Mr. Ashok Bhandari
(Independent Director)

Finance and negotiation with banks, governments and technology & equipment suppliers



Mr. Vivek Kaul
(Independent Director)

Entrepreneurship and Entrepreneurship Ecosystem Development, industrial knowhow, application development.



Mr. P. K. Venkatramani
(Independent Director)

- Banking with specialty in Industrial Finance and staff training
- Foreign Exchange and Management Accountancy



Mrs. Kalpana Biswas Kundu
(Independent Director)

Banking Sector, Accounts and Finance



Mr. Srinivas Peddi
(Non-Executive & Non Independent Director)

- Experienced in handling electrical equipment and machineries of ferro alloys industry
- Proficient in liaising with Local Bodies and Government

- The company emerged as a successful bidder for IMFAL having a capacity of 49,500 ton per annum of Silico Manganese located at Bobbli, Vizaiyanagram, Andhra Pradesh. A sum of about Rs. 140 crore is estimated to fully rehabilitate the production facility. This compares favorably viz-a-viz establishing a green field capacity on both time and cost fronts. The entire expenditure is being met from MAL's internal resources

- Projected expenditure to be incurred by IMFAL is as follows:

Particulars	Amount Incurred till 30.09.21	Amount to be incurred	Total
Payment to Bankers consortium	74.2	0.0	74.2
Repairs and Rehabilitation of facilities	16.5	19.3	35.8
Security Deposits	24.5	5.5	30.0
Sub-Total	115.2	24.8	140.0
Raw Material Purchased	5.9		
Total	121.1		

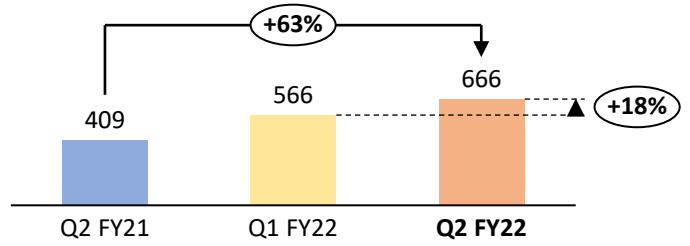
- The work is progressing well and within budget and schedule. MAL is confident of commissioning IMFAL by January 2022. IMFAL is a one hundred percent subsidiary of MAL and this additional capacity should make MAL the largest ferro alloy manufacturer in the country

Financials

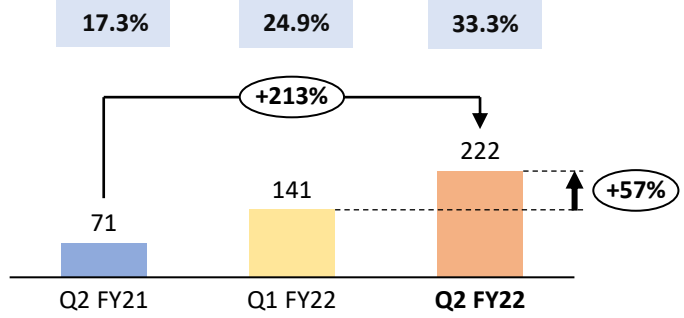


Consolidated Financial Highlights – Q2 FY22

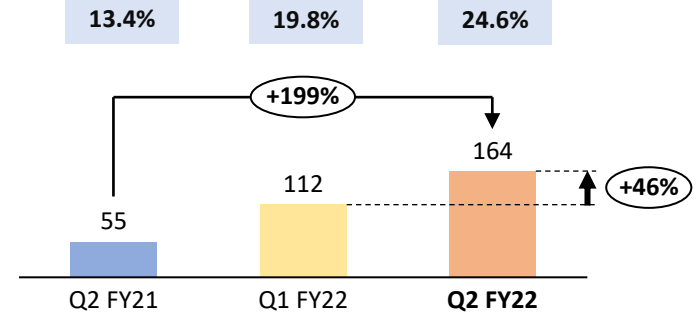
Total Revenue



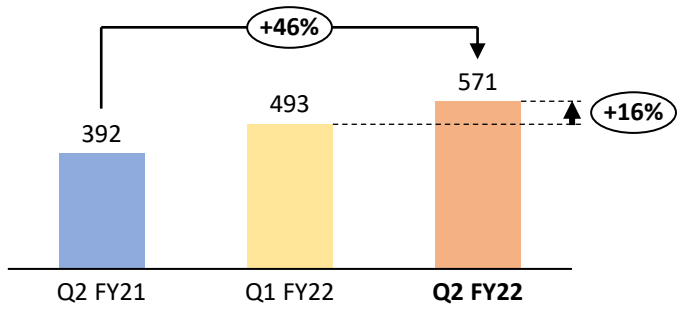
Operating EBITDA



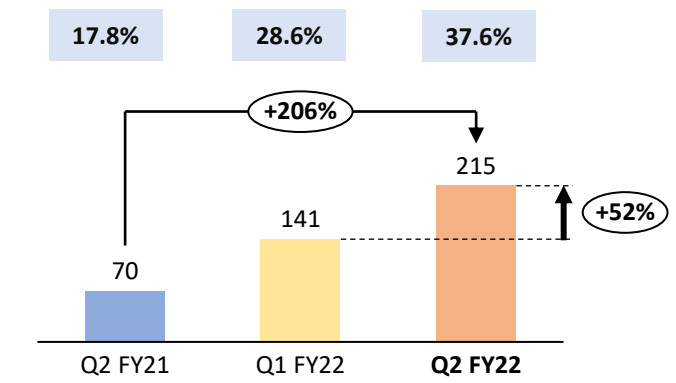
PAT



Mfg. Revenue



Mfg. EBITDA

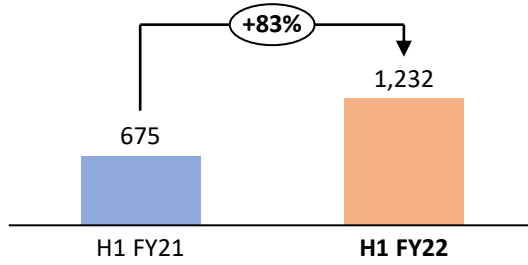


Highest Ever Quarterly Manufacturing EBITDA

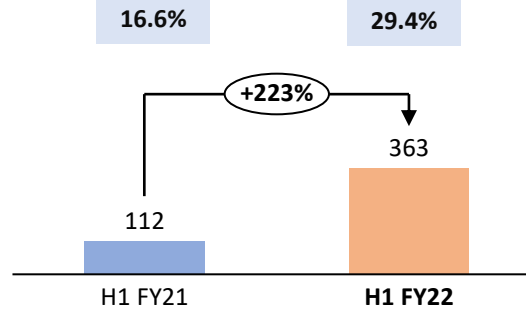
Rs. Crs Margin

Consolidated Financial Highlights – H1 FY22

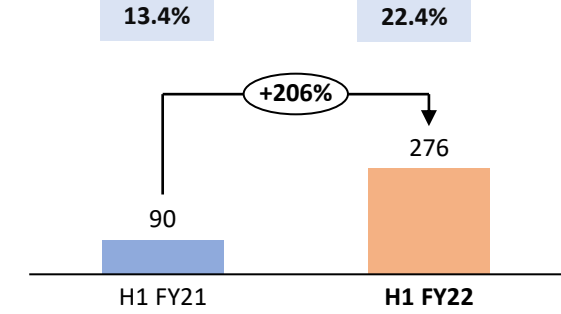
Total Revenue



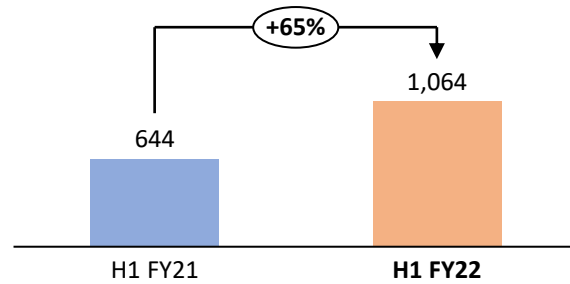
Operating EBITDA



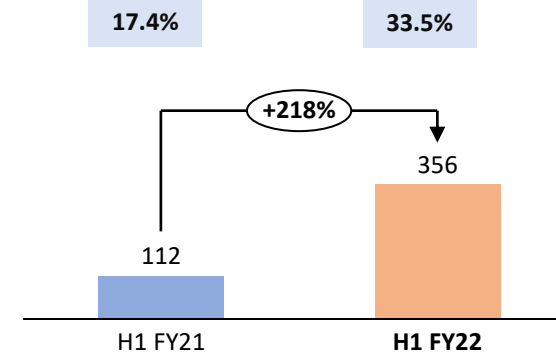
PAT

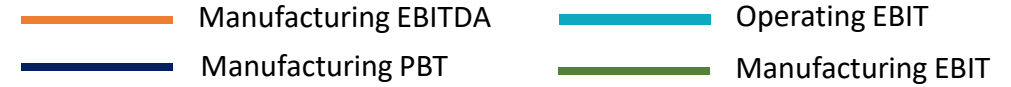


Mfg. Revenue

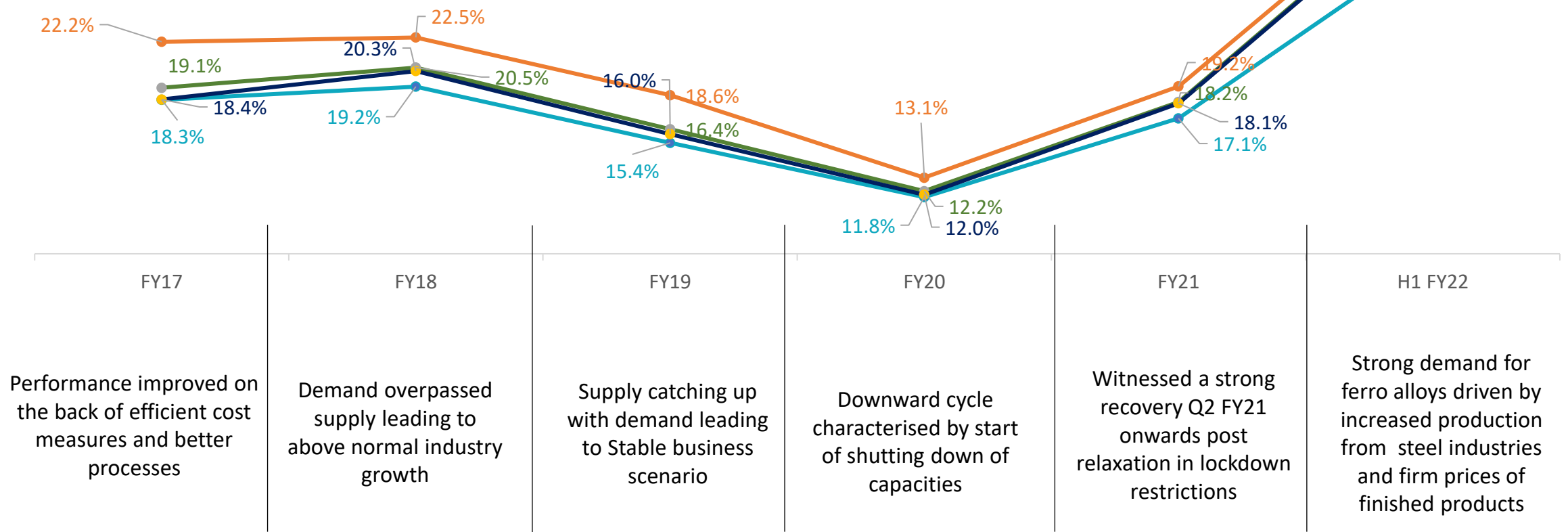


Mfg. EBITDA





Long-term sustainable Manufacturing EBIT margin range is ~14%



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

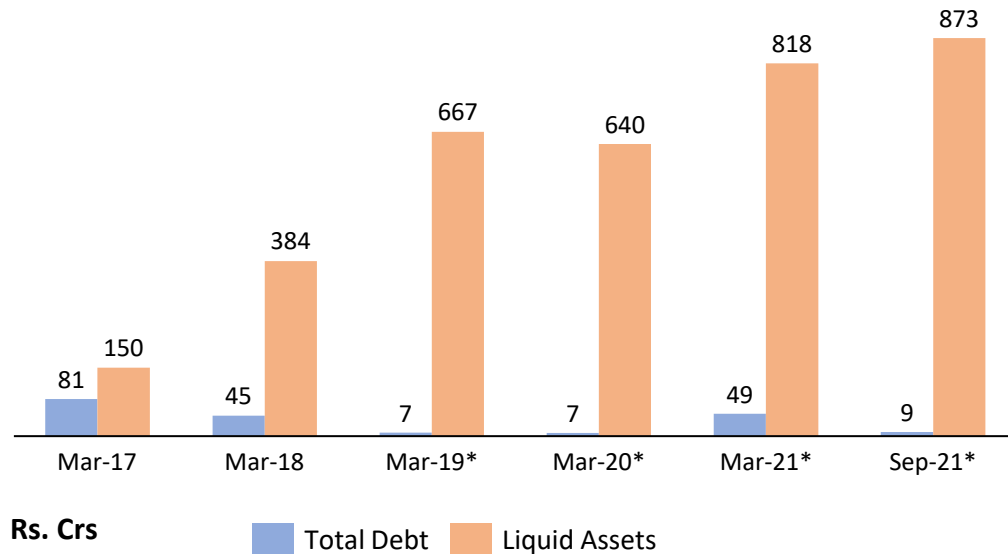
Downward cycle characterised by start of shutting down of capacities

Witnessed a strong recovery Q2 FY21 onwards post relaxation in lockdown restrictions

Strong demand for ferro alloys driven by increased production from steel industries and firm prices of finished products

Debt & Liquid Assets

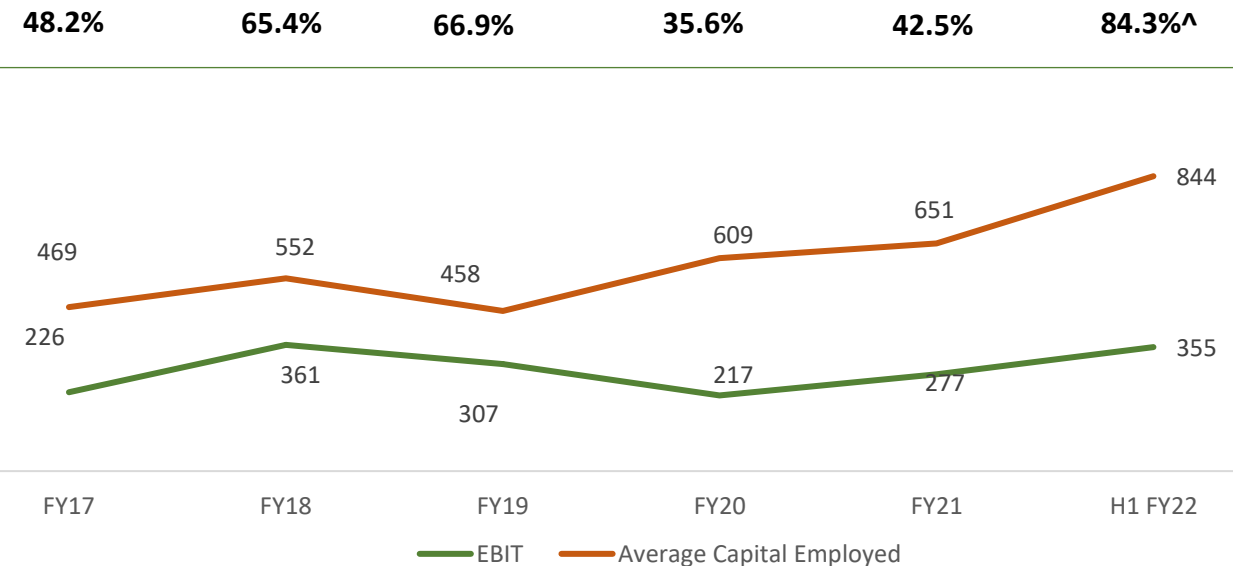
The Company proposes to incorporate a wholly owned subsidiary to take up the announced expansion project, primarily for manganese based ferro alloys, mainly through the internal accruals and reserves of the Company



* On Consolidated basis

Operating RoCE (%)

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



Operating RoCE = EBIT / Average Capital Employed

EBIT = (EBIT – Other Income)

Capital Employed = (Equity + Debt - Current Investments-cash and bank balances)

^ On Annualized basis

Particulars (Rs. Crs.)	Q2 FY22	Q2 FY21	Q1 FY22	H1 FY22	H1 FY21
Revenue	666	409	566	1,232	675
Raw Material	265	213	279	544	341
Employee Expenses	19	10	14	33	18
Power	92	92	84	175	160
Other Expenses	69	23	48	117	43
Operating EBITDA	222	71	141	363	112
Depreciation	4	4	4	8	8
Operating EBIT	218	67	137	355	104
Other Income	7	4	10	17	12
Finance costs	0	0	0	1	0
PBT	224	71	147	371	116
Tax	60	16	35	95	26
PAT	164	55	112	276	90

Consolidated Profit & Loss Statement (Full Year Highlights)

Particulars (Rs. Crs.)	FY21	FY20	FY19	FY18	FY17
Revenue (Net of Excise Duty/ GST)	1,620	1,831	1,988	1,879	1,342
Raw Material	841	1,067	1,126	970	628
Employee Expenses	41	42	44	45	33
Power	332	361	373	367	280
Other Expenses	114	128	122	121	130
Operating EBITDA	292	233	323	376	271
Depreciation	16	16	16	15	25
Operating EBIT	276	217	307	361	246
Other Income	24	66	26	19	8
Finance costs	1	4	6	4	10
PBT	299	279	327	376	244
Tax	69	57	72	84	64
PAT	230	222	255	292	180

Consolidated Balance Sheet as on 30th September, 2021

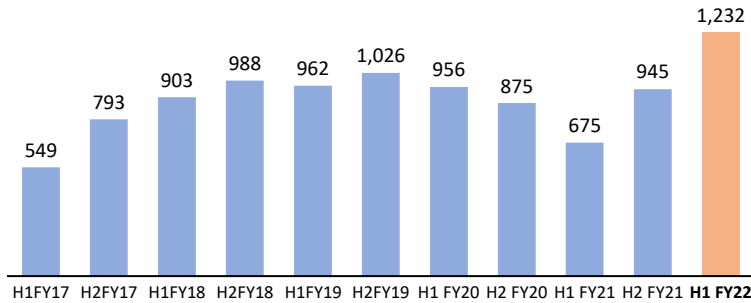
Particulars (Rs. Crs.)	Sep-21	Mar-21
Equity	1,798.9	1,521.3
Equity share capital	29.1	29.1
Other Equity	1,770.0	1,492.5
Non-Controlling Interest	-0.3	-0.3
Non-current Liabilities	42.7	38.8
Financial liabilities		
i. Lease Liabilities	3.4	3.5
Borrowings	-	-
Provisions	2.8	2.8
Deferred tax liabilities (net)	35.6	31.6
Other non-current liabilities	0.9	0.9
Current Liabilities	289.0	337.8
Financial liabilities		
i. Borrowings	5.9	45.1
ii. Lease Liabilities	0.1	
iii. Trade payables	112.1	183.3
iv. Other financial liabilities	37.5	21.9
Provisions	0.9	1.5
Current tax liabilities (net)	26.2	14.9
Other current liabilities	106.4	71.1
Total Equity and Liabilities	2,130.5	1,897.9

Particulars (Rs. Crs.)	Sep-21	Mar-21		
Non-Current Assets	253.2	248.2		
Property, plant and equipment	173.2	182.0		
Capital Work-in-Progress	0.3	0.0		
Intangible Assets	0.5	0.5		
Right of Use Assets	19.9	20.4		
Financial Assets				
i. Investments	6.5	5.1		
ii. Other Financial Assets	32.5	32.5		
Non-Current Tax Assets (net)	7.8	6.9		
Other Non-Current Assets	12.5	0.8		
Current Assets	1,877.3	1,649.7		
Inventories		360.8	348.5	
Financial assets				
i. Liquid Investments	749.6		790.2	
ii. Cash and cash equivalents	106.2		18.6	
iii. Bank balances	17.3	873.1	8.9	817.7
iv. Trade receivables		439.2		436.3
v. Loans		126.4		0.3
vi. Other financial assets		3.0		2.6
Other current assets		74.7		44.3
Total Assets	2,130.5		1,897.9	

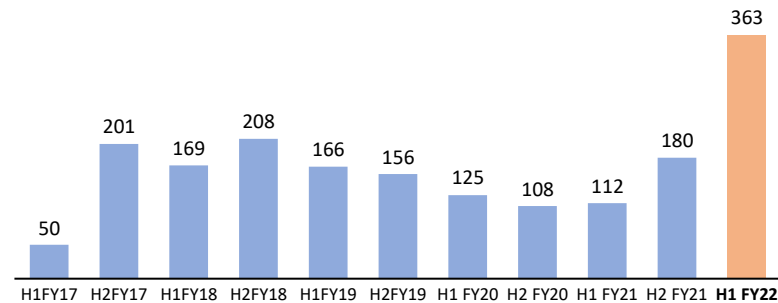
Consolidated Cashflow Statement

Particulars (Rs. Crs.)	Sep-21	Sep-20
Net Profit Before Tax	371.3	115.6
Adjustments for: Non Cash Items / Other Investment or Financial Items	-2.4	-9.6
Operating profit before working capital changes	368.9	106.0
Changes in working capital	-205.5	98.5
Cash generated from Operations	163.4	204.5
Direct taxes paid	81.1	15.7
Net Cash from Operating Activities	82.3	188.8
Net Cash from Investing Activities	45.2	-734.3
Net Cash from Financing Activities	-39.9	-7.1
Net Decrease in Cash and Cash equivalents	87.6	-552.5
Add: Cash & Cash equivalents at the beginning of the period	18.6	625.3
Cash & Cash equivalents at the end of the period	106.2	72.8

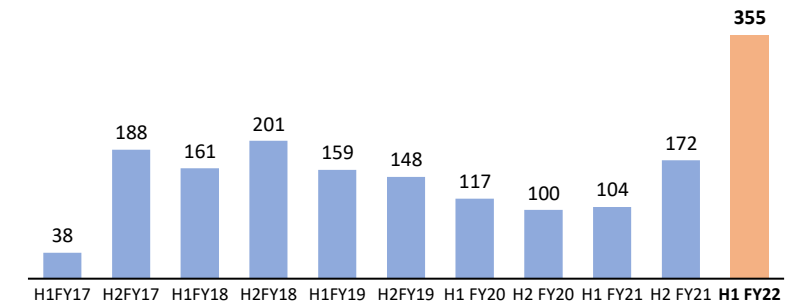
Operating Income (Rs. Crs.)



EBITDA (Rs. Crs.)



EBIT (Rs. Crs.)



Particulars (Rs. In Crs)	ROCE on Semi-Annual basis										
	H1FY17	H2FY17	H1FY18	H2FY18	H1FY19	H2FY19	H1 FY20	H2 FY20	H1 FY21	H2 FY21	H1 FY22
Equity	421.8	592.4	711.4	875.1	995.9	1,120.0	1,185.7	1,292.8	1,380.0	1,521.3	1,799
Long Term Debt	79.6	60.0	40.7	19.7	7.8	3.7	3.5	3.6	3.5	3.5	3.4
Short Term Debt	8.2	17.1	7.0	25.0	0.0	3.4	0.2	6.8	0.1	45.1	5.9
Cash & Cash Equivalents	85.4	156.0	190.4	383.6	550.7	663.7	633.8	640.5	834.7	817.7	873.1
Capital Employed	469.6	603.6	622.8	586.9	500.8	506.3	597.5	700.3	632.9	779.7	1,058.5
ROCE Half Year (%)	8.7%	40.1%	29.7%	36.3%	32.1%	32.3%	22.9%	16.5%	17.2%	26.5%	42.1%
ROCE for Full year (%)	48.2%		65.4%		66.9%		35.6%		42.5%		-

Every dollar is conservatively spent to generate higher ROCE

THANK YOU

Contact Details:

Company

Maithan Alloys Ltd.

CIN: L27101WB1985PLC039503

Mr. Rajesh K. Shah

rajesh@maithanalloys.com

www.maithanalloys.com

Investor Relations Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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