



PM/BSE/60/2022-23

To,
Department of Corporate Services,
BSE Limited,
Floor 25, P.J. Towers,
Dalal Street,
Mumbai-400 001

Date: 13th March, 2023

Scrip Code: 522105

Sub: Investor Presentation

Dear Sir/Madam,

We, would like to intimate our shareholders and business community of the presentation created for them with details of our Strategic, Manufacturing, Business overview and Financial details collated together to give a broad overview of the Company performance in various aspects and their relative performance in the market.

You are requested to take the same on record and acknowledge.

Thanking You,
Yours Faithfully

For **Birla Precision Technologies Limited**

PARTH
HARIPRASAD
MATOLIA

Digitally signed by
PARTH HARIPRASAD
MATOLIA
Date: 2023.03.13
16:54:12 +05'30'

Parth Matolia
Company Secretary & Compliance Officer

Birla Precision Technologies Limited

Regd. Office: 23, Birla Mansion No. 2, 1st Floor, D. D. Sathe Marg, Prarthana Samaj, Mumbai 400 004
Tel.: +91 022-23867498

E-mail : info@birlaprecision.com Website : www.birlaprecision.com
An ISO 9001:2000 & ISO 14001:2004 Company CIN: L29220MH1986PLC041214



INVESTOR

PRESENTATION

February 2023



Snapshot

Corporate

Pioneer of Tool Manufacturing in India

8 Decades of Legacy in the field of machining (Since 1937)

Experienced management team led by Mr. Vedant Birla

1000+ employees

Operations

5 Manufacturing plants

350+ Dealer Network

Exporting to 30+ countries

Wide product basket consisting of 60,000+ SKUs

Financials

FY22 YoY Growth
Revenues: 43%
EBITDA: 105%
PAT: 687%

Healthy Balance Sheet
Negligible Debt

Average market contribution – 50%

FY22 ROCE – 13.5%



Company Overview

Company Overview

- Birla Precision Technologies (BPT) Limited is India’s pioneer and leading tool manufacturing company with a legacy of 8 decades.
- The company is a part of extended Birla Group of Companies and is spearheaded by 7th generation member of the illustrious Birla family, Mr. Vedant Birla.
- BPT operates in 3 primary product segments:
 - **Cutting Tools:** BPT’s subsidiary Indian Tools Manufacturer (ITM) was the first Cutting Tool company in India and today enjoys a significant market share across product categories with popular brands like "Dagger, Carbomach and Hathyar”.
 - **Tool Holders:** The Tool Holders division was established in 1986 through a joint venture with Kennametal Inc, USA and was earlier called Birla Kennametal. It manufactures a wider range of tool holders, collets, work holding and production boosters.
 - **Automotive Precision Components:** This division was formed in 1998 through a technical collaboration with Perucchini spa of Italy and includes machining products and precision components.

Vision



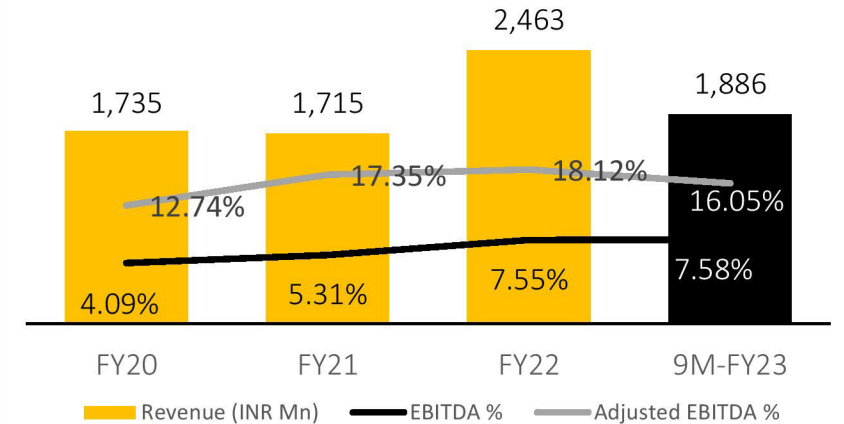
- To be a growing, reputed & profitable business entity
- Satisfying customer needs with superior products and services
- Through continuously improving processes and thereby attaining cost leadership

Mission

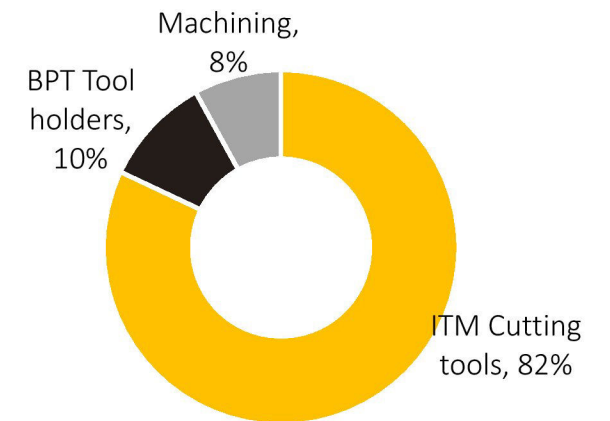


“To be a world class organisation and a global supplier of a wide range of precision CNC tooling’s and high precision machined components with unwavering focus on our customers and industry at large

Revenue (INR Mn) & EBITDA & Adjusted EBITDA* Margins (%)



Segmental Revenue (FY22)



*Adjusted EBITDA calculated by excluding financials of the foundry division due to ongoing demerger plans & also by excluding sundry write offs

Board Of Directors



Mr. Vedant Birla - Chairman & Managing Director

Completed his Bachelor's in Accounts and Finance from HR College and has acquired his Master's degree from Regents Business School, London. Worked earlier at Hindustan Unilever, Philip Capital (UK) and IBD, this giving him diverse range or exposure in fields of Real Estate, Financial Services, FMCG and Advertising.



Mr. Sanjay Kothari - Non-executive Director

Professional who is a fellow member of ICAI, ICSI and a Associate member of ICWA. Also he has secured diploma in Business Finance from the Institute of Chartered Financial Analyst of India. He is a Director on the board of "Clean Science and Technology Limited" and J L Morrison (India) Limited, which are listed on BSE. He specializes in corporate communications, loan syndications, equity placements and financial restructuring exercises.



Ms. Raji Vishwanathan - Non-executive Director

Holds a degree a BSc degree in Microbiology, Diploma in Business Management and a Masters degree in Law. She is a currently the designated Group General Counsel at Centrum Group of Companies with a portfolio of the legal, Secretarial and Compliance functions. She has worked as a corporate advisory thereafter working with Batliboi Engineering Limited and Iain Irrigation Systems Limited.



Mr. Vikas Thapa - Non-executive Director

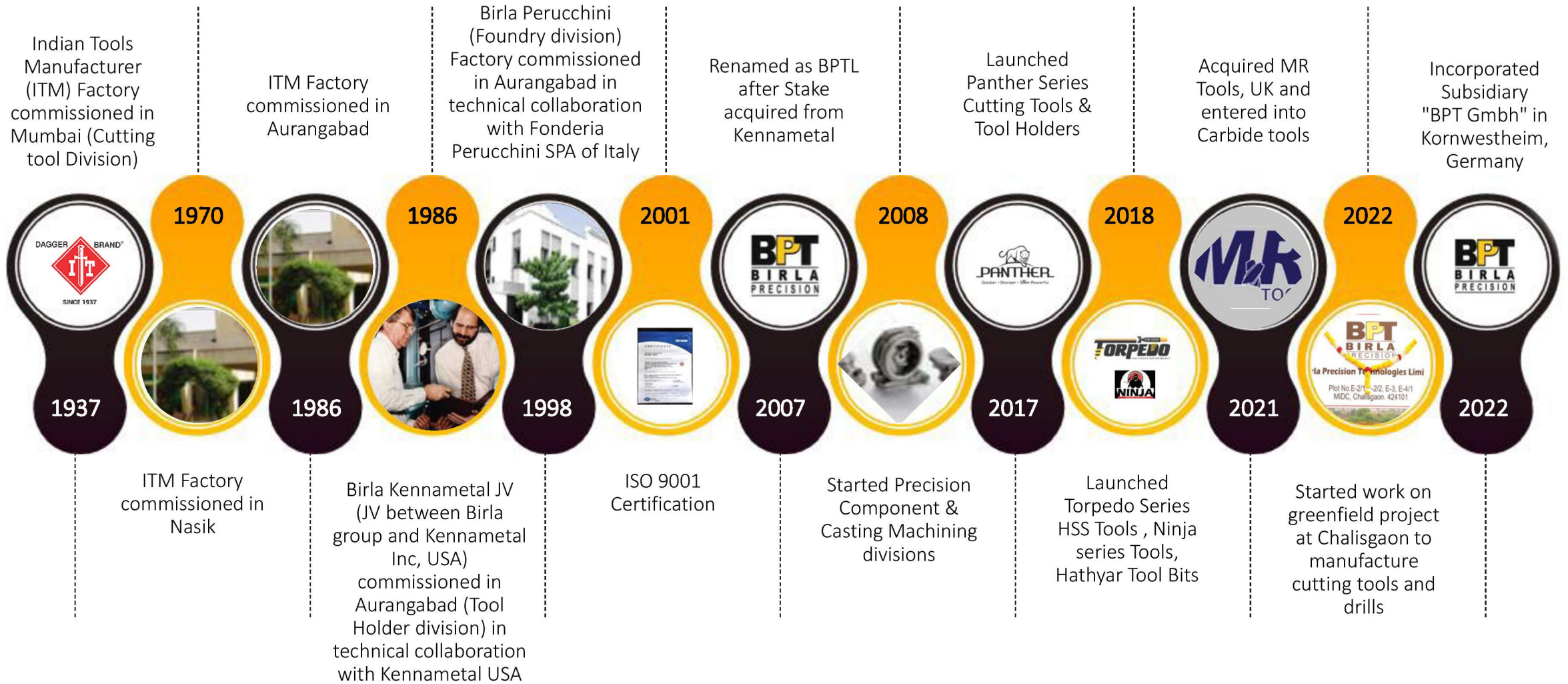
Mr. Vikas Thapa has around 32 Years of experience in the field of Human Resource management. He has pursued his MBA in HR from Indore University with Post Graduation Diploma in Industrial Relations from Indore School of Social Work. He has vast experience in in HR transformation by designing strategy, organizational design and leadership development.



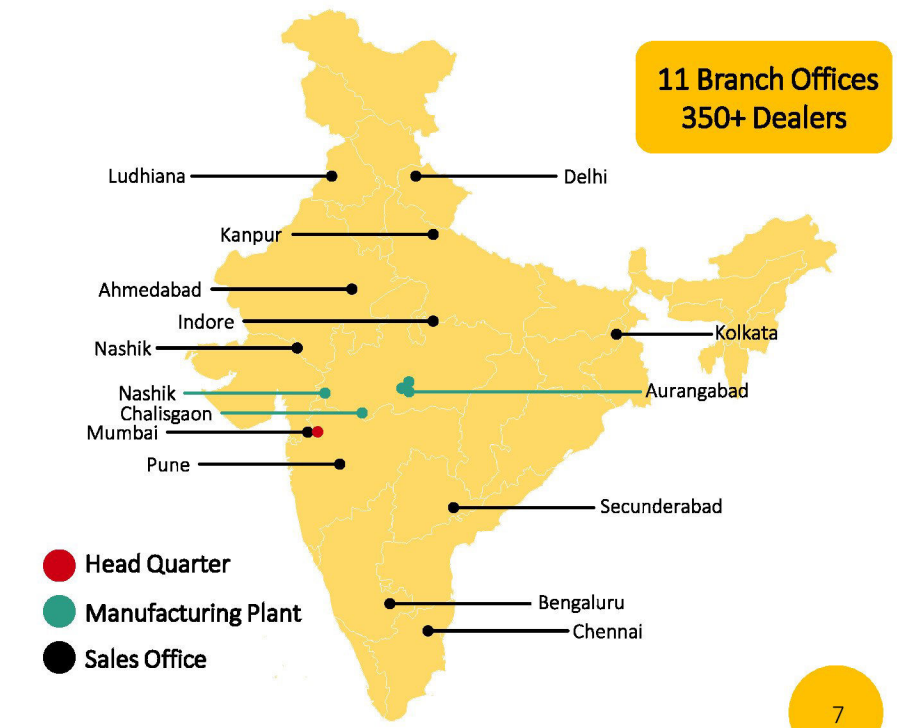
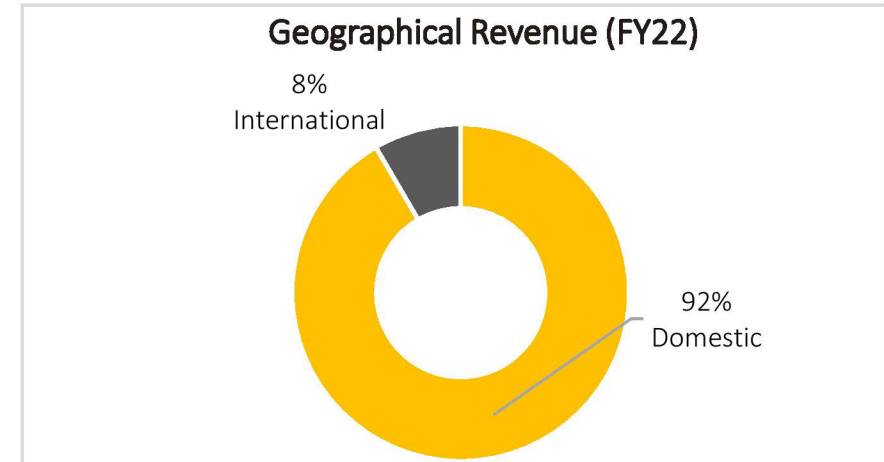
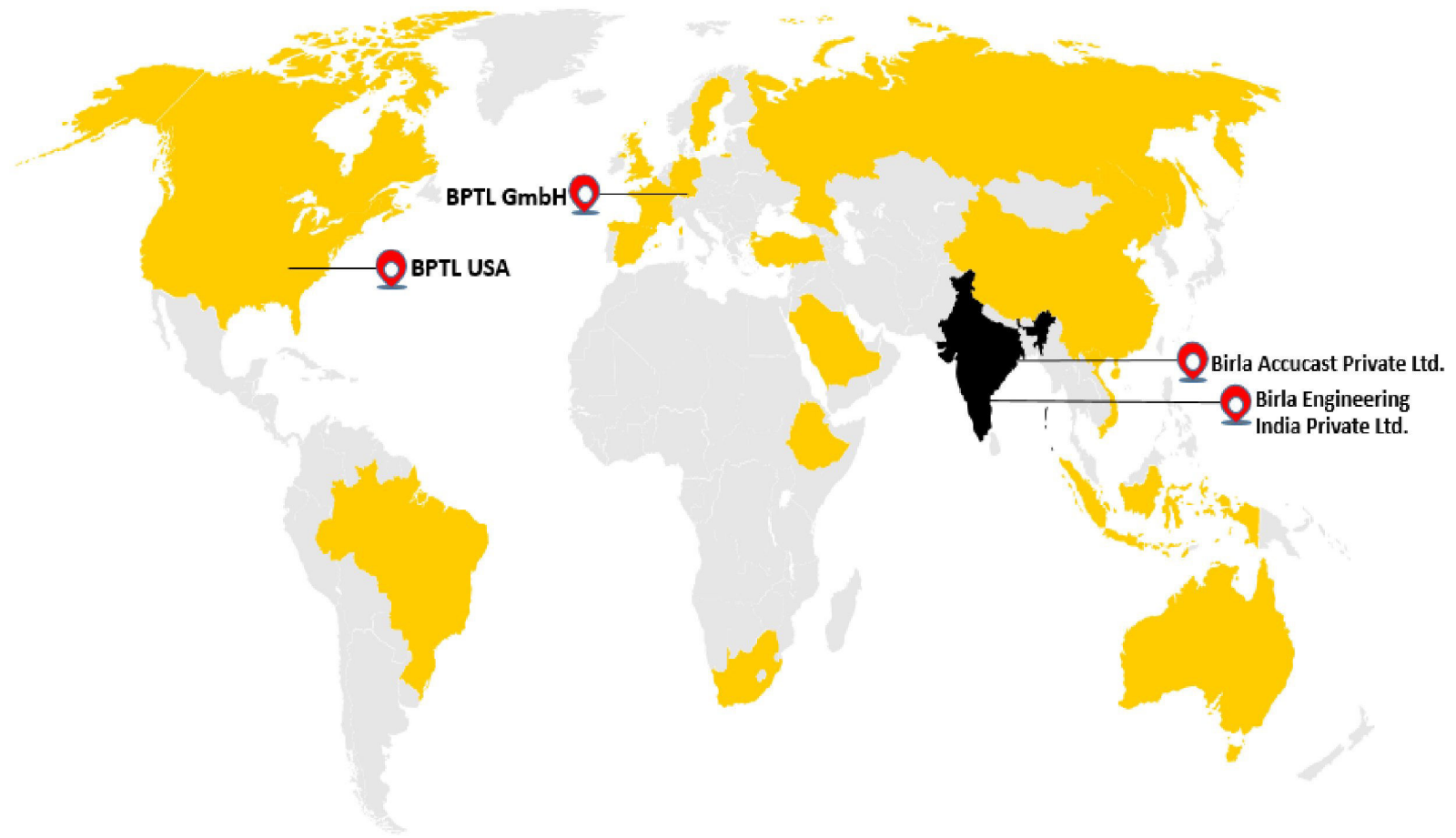
Ms. (Dr) Tulsi Jayakumar - Non-executive Director

He is a Professor of Economics and Executive Director, Centre for Family Business & Entrepreneurship at Bhavans S.P. Jain , Institute of Management & Research, Mumbai. She has been an alumna of Delhi School of Economics. She has a rich academic experience of 30 years. She has also been certified with the Certificate for Family Business Advising by the Family Firm Institute, Boston.

Key Milestones



Global Footprint



Manufacturing Facilities



Plant -1, 2 & 3

Capacity – 14 lakh pieces/month

Products Manufactured - Cutting tools, Tool holders, Precision Components

Location - B-15/3 & 4, MIDC Waluj, Aurangabad - 431 133 Maharashtra, India

Area – 25 acres



Plant - 4

Capacity – 4.87 lakh pieces / month

Products Manufactured – Specialty Cutting tools

Location - B-62/63, MIDC Satpur, Nashik - 422 007 Maharashtra, India

Area – 6 acres



Plant - 5

Capacity – 4 lakh pieces / month

Products Manufactured - Cutting tools, Drills

Location - Plot No. E-2/1, E-2/2, E-3, E-4/1 MIDC, Chalisgaon - 424101 Maharashtra, India

Area – 10 acres

Manufacturing Process



Major Customers

Honeywell



BOSCH



KNORR-BREMSE



TATA

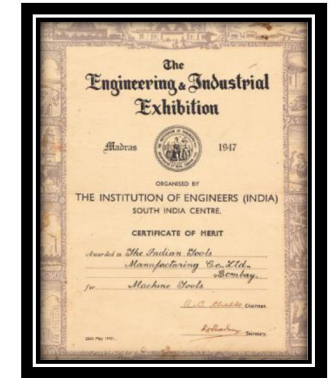
TATA AUTOCOMP SYSTEMS LIMITED



ASHOK LEYLAND



Awards & Certificates



Highest rating in the ranking of India's Top 500 manufacturing Small and Mid Sized Company rating – Industry 2.0

Quality Circle Forum of India 2016 & 2017

EEPCINDIA – Star Performer 2012-13 Machine Tools and Parts and Accessories

Gold medal certificate to ITM for machine tools



Certificate of appreciation to Birla AccuCast Ltd.

Certificate of appreciation for participation in supplier meet 2018

ISO 9001:2015 certification to ITM

ISO 9001:2015 & ISO 14001:2015 certification to BPT



Business Overview

Business Overview - Segments

Tooling Division



Cutting Tools

Drills
Taps
Reamers
Cutters
Tool bits & Files



Tool Holder

Tool holders
Collets
Work holdings
Production boosters

Automotive Division

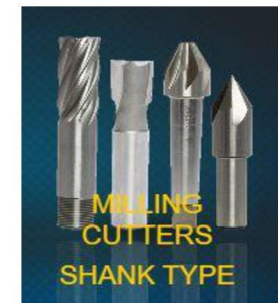
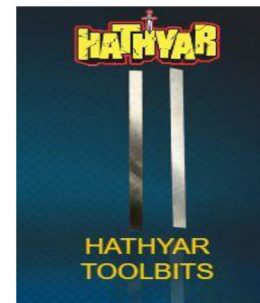
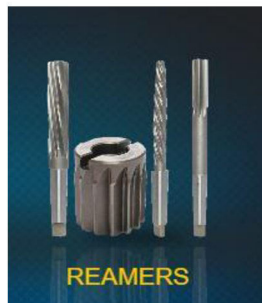
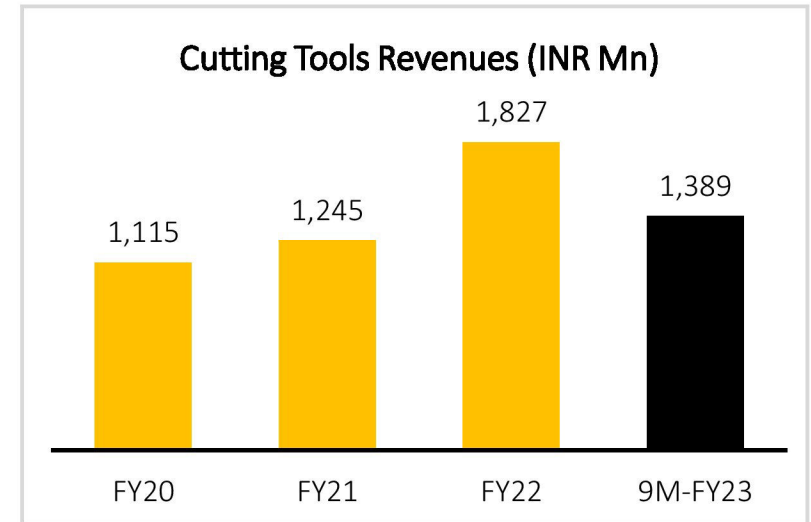


Precision Components

Machining products
Precision component machining
Hydraulics
Casting Machining (To be demerged)

Cutting Tools

- Birla Precision Technologies Ltd. is pioneer and one of the largest manufacturers in High-Speed Steel (HSS) Cutting Tools in India.
- The company acquired MR Tools, UK in 2021 to foray into high margin Carbide Cutting Tools and by moving the machinery from UK to its Nashik plant.
- The products are sold through an extensive pan India distribution network with of more than 350 dealers supported by 11 Branch offices across India.
- Over 60,000 SKU's of cutting tools from Twist Drills, Reamers, Screwing Taps, Tool bits, Cutters, Files etc. and these products are sold under various popular brand names like: Hathyar, Ninja, Torpedo, Panther, Dagger.
- The company has also started a new division under the brand name 'Birla Durotool' to supply a comprehensive set of "Do it Yourself" product range like Hammer drills, Masonry drills, Annual cutters, H series drills, drill sets, tool bits, files, abrasives and TCT circular saw wood.



Drills

- BPT is the market leader in Drills in India
- It manufactures over 4,000 SKUs of drills, varying in length, geometry, spirals etc.
- **Size range:** 0.5 diameter to 70 diameter.
- **Product range:** Parallel Shank, Taper Shank, Long/Extra Long, Core, Centre, Masonry etc.



Taps

- BPT offers a wide range of Taps
- **Product range:** Straight, Spiral Flute, Spiral Point & Fluteless (Roll Form) supplied in non-serial or serial form.
- **Size range:** 2mm to 100mm



Milling cutters

- BPT offers milling Cutters for various types of milling operations which are faster than drilling process.
- **Product Range:** Cylindrical & annular Milling Cutters, Side and Face Cutters, Shell End Mills, Single Angle Cutters etc.
- **Size range:** 3mm to 95mm with upto 12 deg angles.



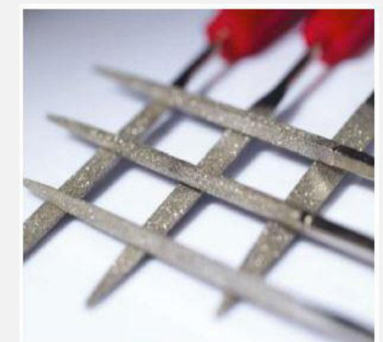
Reamers

- Reamers are a type of rotary cutting tools used in metal working to enlarge previously formed holes with a high degree of accuracy to leave smooth sides.
- **Product Range** - Hand & machine reamers, chuck reamer, shell & socket reamer, hole mills etc.
- **Size range** - 3mm-75mm



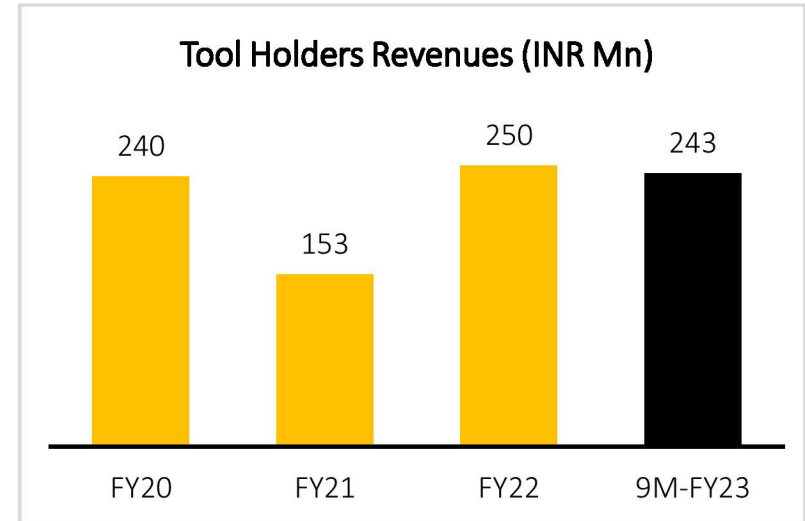
Tool Bits & Engineering files

- Tool bits are a non-rotary cutting tool used in metal lathes, shapers, and planers.
- Files are a multipoint hand tool made of high carbon steel which cuts the material from work piece in the form of dust.
- **Product Range** - Saw, files, special files along with new series of Needle and diamond needle files.



Tool Holders

- The Tool Holders division came into existence as a JV between the Birla group and Kennametal Inc, USA, a USD 4 Bn conglomerate having cutting edge machines and equipment capable of producing Tool Holders with precision.
- Tool holder is a device that acts as an interchangeable interface between a machine tool spindle and cutting tools and are mounted on CNC (computerized numerical control) and ATC (automatic tool changer) machines
- Division majorly manufactures Collet chucks, work holdings and production boosters like rotary coolant adapters, right angle head, multi spindle head, speeder units etc. at the Aurangabad plant
- The company has expanded its product basket to include technologically advanced products and introduced Shrink Fit and Hydro-Grip series of tool holders



Rotary coolant adapters



Multi Spindle heads



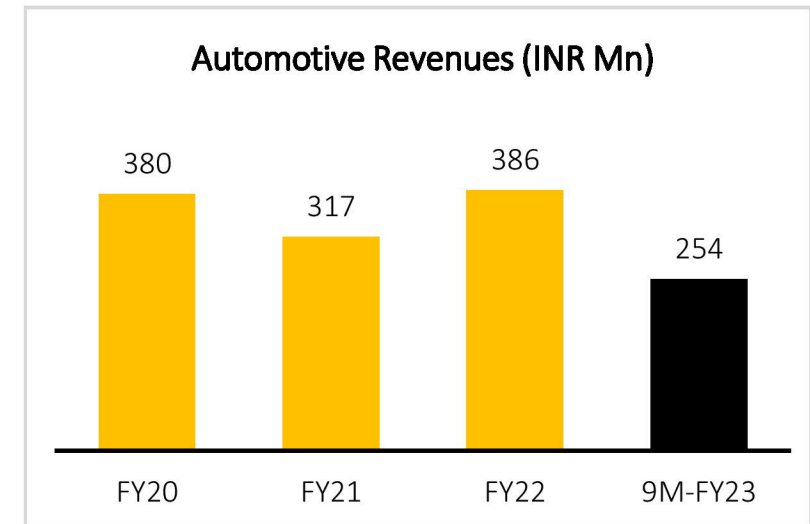
Collet Holder



Milling Holders

Automotive Division

- The Automotive division was established in 1998 as Birla Perucchini Ltd. in technical collaboration with Fonderia Perucchini SPA (Italy) which manufactures shell molded ferrous castings at Aurangabad plant having a melting capacity of 1000 tons.
- Subsequently the company started a precision components division in 2010 for which the product range includes spools, shafts, rocker levers, bearing & turbine housing, braking system, camshaft, diffuser, cylinder blocks and exhaust pipes.
- The division exports its products to countries like Brazil, Mexico, China, UK, USA etc. and is now also venturing into domestic markets.
- The board has proposed the demerger application of Foundry division of the company to its Wholly Owned Subsidiary, “Birla Accucast Private Limited”, a separate entity.



Machined products



Hydraulic parts



Precision components

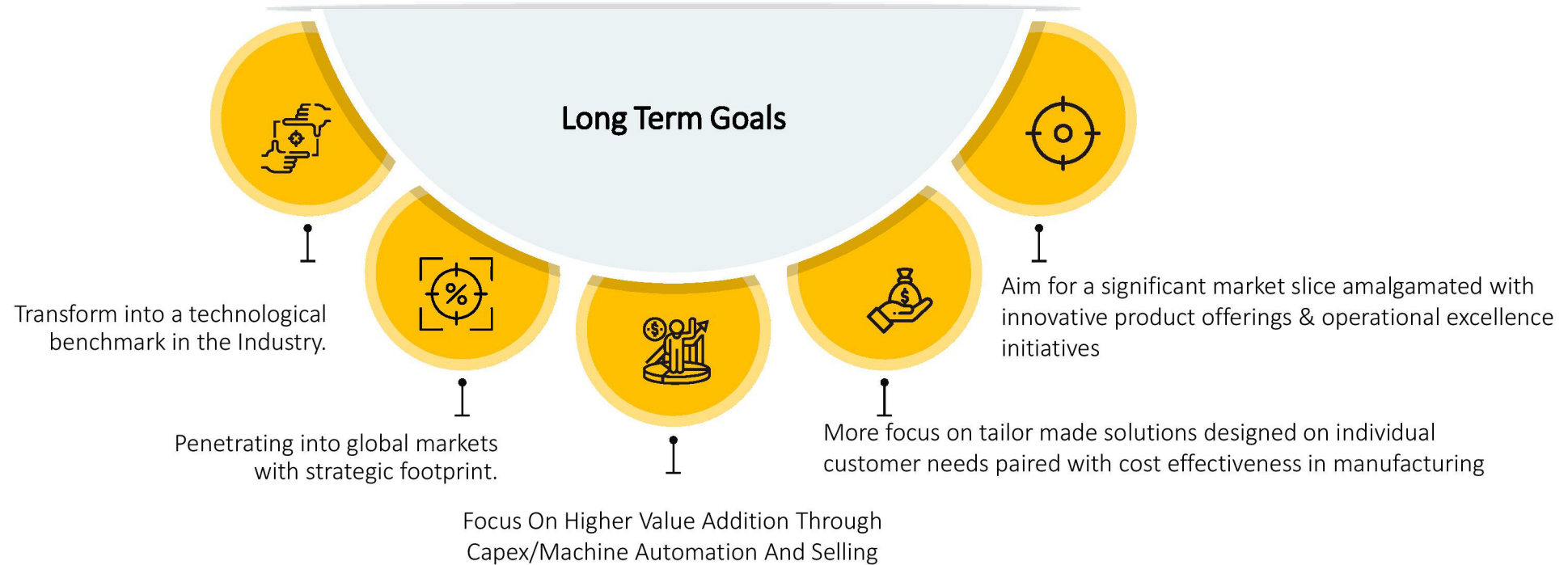


Industries served



Strategic Overview

Future Growth Strategies



Future Growth Strategies

- With global supply chains looking at newer markets outside of China and recoveries in the automobile sector here in India becoming pronounced, auto component supplier and cutting tools firm, the company is ramping-up capacities across plants.
- Capacity addition in drill manufacturing facilities is expected to be up by 3 lakh/month at the cost of INR 20-25 crores in Chalisgaon plant & other 4 lakh/month at the cost of INR 10-15 crores across other plants, over and above the existing 10 lakh/month.
- Work has begun to cater to agricultural tools (called Hathyar), under the 'Atmanirbhar' scheme & work is ongoing to develop heavy-weight products used in the mining sector.
- Expanding the drills line to cater to growing demand as there is a lot of China influx.
- Potential savings in interest costs due to debt refinancing
- Demerger of loss making foundry division will positively impact the operational and financial working.

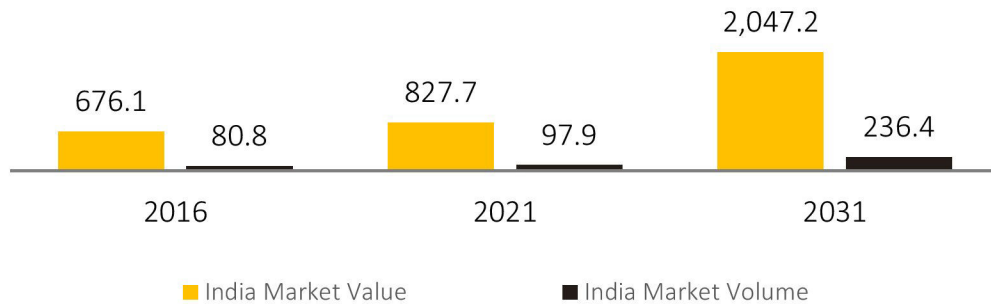


Industry Overview

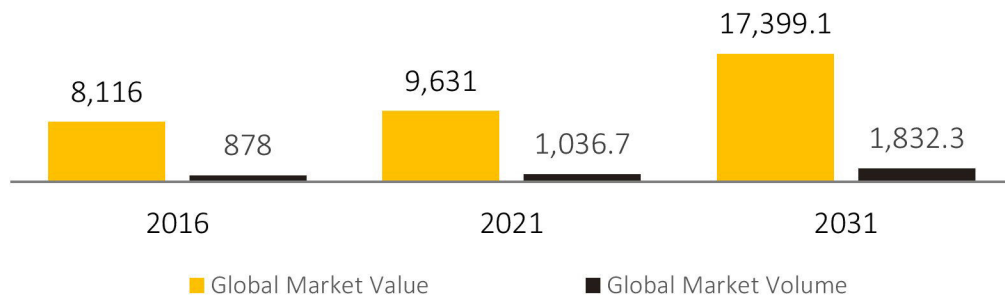
Industry Overview

- Cutting tools market in the world is mainly driven by the growing and ever increasing demand from automotive sector. Globally, volume sold of cutting tools is dominated by Carbide tools due to their preference in general manufacturing and tool shops.
- South Asia Pacific will be the fastest growing regions to capture substantial growth supported by China+1 Strategy adopted by European and American manufacturers.
- Expansion, geographical coverage & marketing are the few strategies identified & assessed to expand market share & business outreach
- Across the globe, the manufacturing industry is one of the priority sectors.

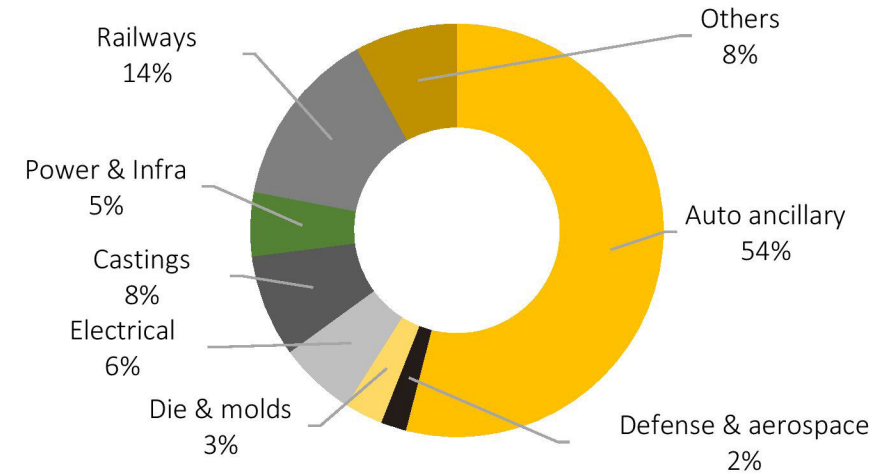
Indian Cutting Tools Market value (USD Mn.) & volume (Mn units)



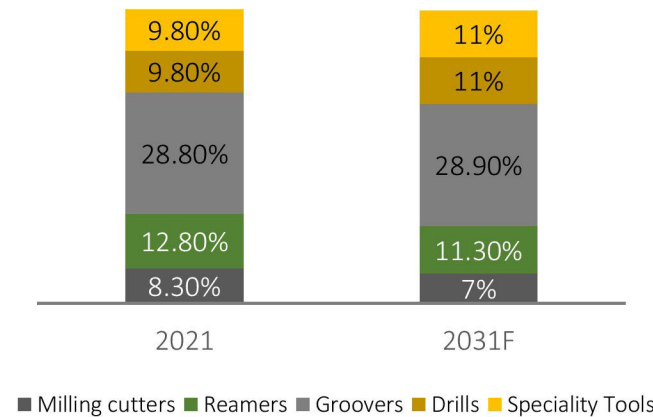
Global Cutting Tools Market value (USD Mn.) & volume (Mn units)



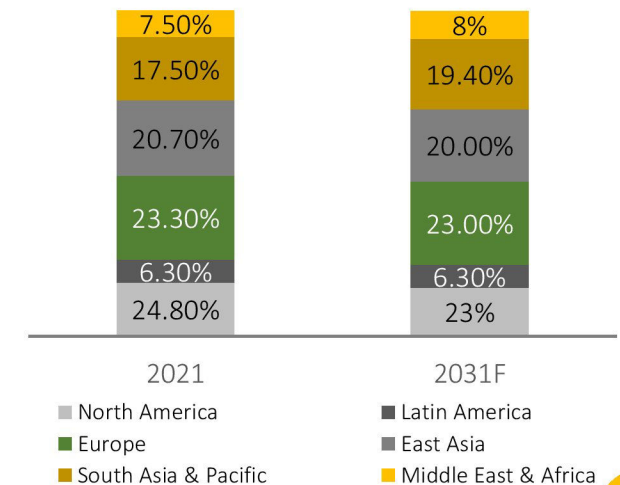
Indian End user Industry contribution (%) (FY22)



Indian Cutting tools market share by product type 2021 & 2031



Global Cutting tools market share by region 2021 & 2031





Financial Overview

Historical Consolidated Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	9M-FY23
Operational Income	1,735	1,715	2,463	1,886
Total Expenses	1,664	1,624	2,277	1,743
EBITDA	71	91	186	143
EBITDA Margins (%)	4.09%	5.31%	7.55%	7.58%
Adjusted EBITDA*	142	216	331	223
Adjusted EBITDA Margins (%)	12.74%	17.35%	18.12%	16.05%
Other Income	35	18	21	60
Depreciation	50	45	41	29
Finance Costs	56	50	53	25
PBT (Before Exceptional Items)	-	14	113	149
Exceptional Items	(133)	-	-	-
PBT (After Exceptional Items)	(133)	14	113	149
Tax	-	-	1	1
Profit After tax	(133)	14	112	148
PAT Margins (%)	(7.67)%	0.82%	4.55%	7.85%
Other Comprehensive Income	(8)	-	5	-
Total Comprehensive Income	(141)	14	117	148
Diluted EPS (INR)	(2.34)	0.22	1.71	2.26

*Adjusted EBITDA calculated by excluding financials of the foundry division due to ongoing demerger plans & also by excluding sundry write offs

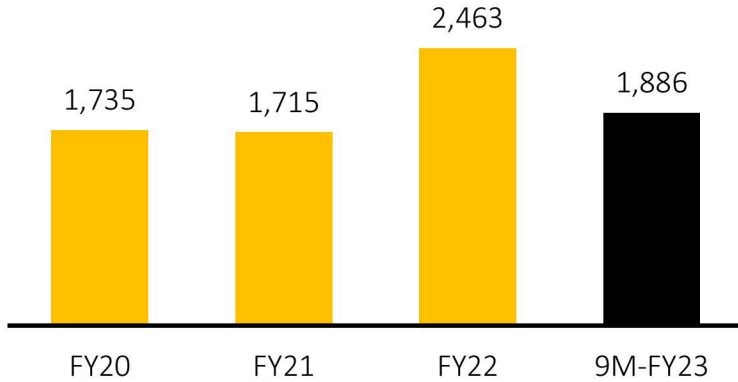
Historical Consolidated Balance Sheet

Equity and Liabilities (INR Mn)	FY21	FY22	H1-FY23
Equity and Liabilities			
1) Shareholders' Fund			
Equity Share Capital	131	131	131
Reserves and Surplus	935	1,052	1,164
Total Equity	1,066	1,183	1,295
2) Non-Current Liabilities			
A) Financial Liabilities			
i) Borrowings	26	7	8
B) Provisions	37	37	37
Total Non-current liabilities	63	44	45
3) Current Liabilities			
A) Financial Liabilities			
i) Borrowings	239	234	190
ii) Trade Payables	271	317	389
iii) Others	4	4	4
B) Other Current Liabilities	153	166	106
C) Provisions	182	165	301
D) Current Tax Liabilities	10	26	46
Total Current Liabilities	859	912	1,036
Total equity and liabilities	1,988	2,139	2,376

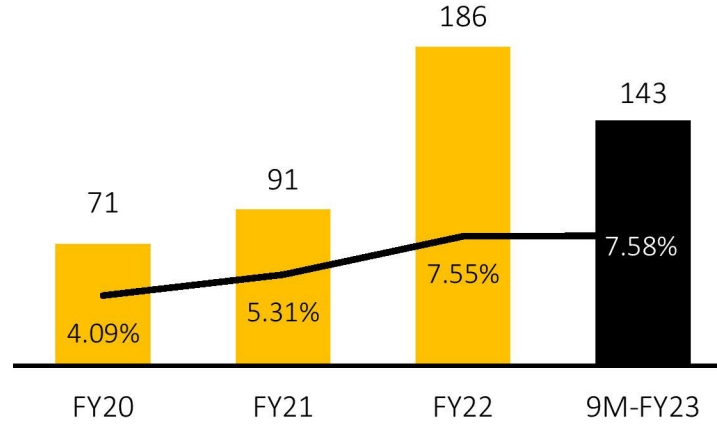
Assets (INR Mn)	FY21	FY22	H1-FY23
Non Current Assets			
Property, plant and equipment	285	328	308
Other Intangible Assets	2	1	1
Capital Work in Progress	4	89	134
Financial Assets			
i) Investments	70	72	72
Other non current assets	18	10	12
Total Non current assets	379	500	527
Current Assets			
A) Inventories	429	556	670
B) Financial Assets			
i) Trade Receivables	331	368	409
ii) Cash & Cash Equipment's	203	204	114
iii) Bank Balances other than above	30	4	4
iv) Loans	116	117	143
v) Others	21	21	31
C) Other Current Assets	464	336	426
Current tax assets	15	33	53
Total Current Assets	1,609	1,639	1,849
Total Assets	1,988	2,139	2,376

Consolidated Financial Highlights

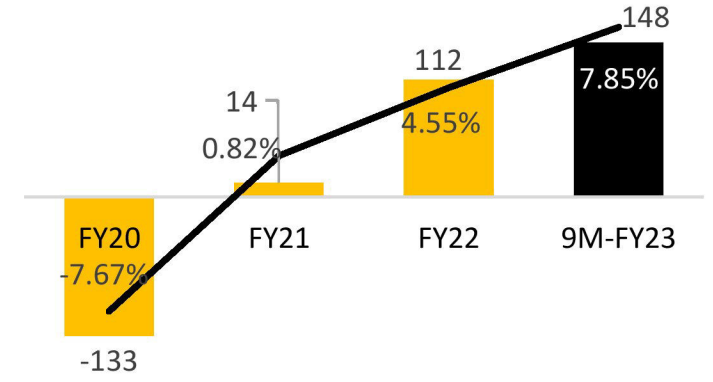
Operational Revenue (INR Mn)



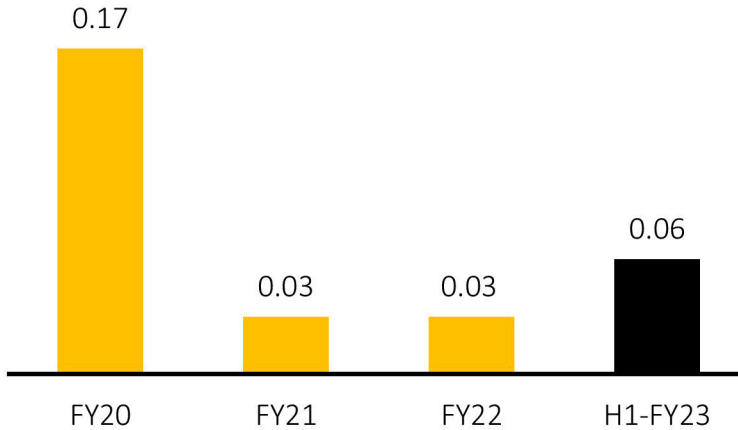
EBITDA (INR Mn) & EBITDA Margins (%)



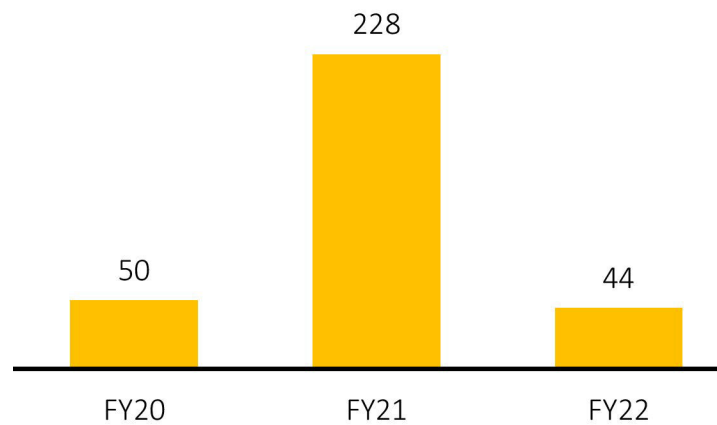
PAT (INR Mn.) & PAT Margins (%)



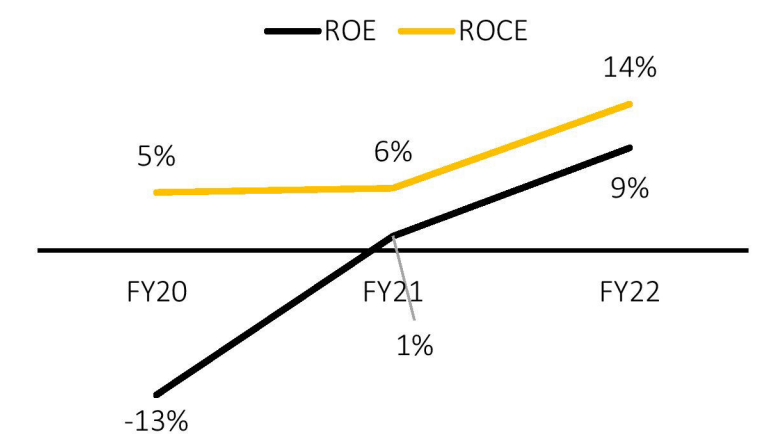
Net Debt to Equity (x)



Free Cash Flow (INR Mn)

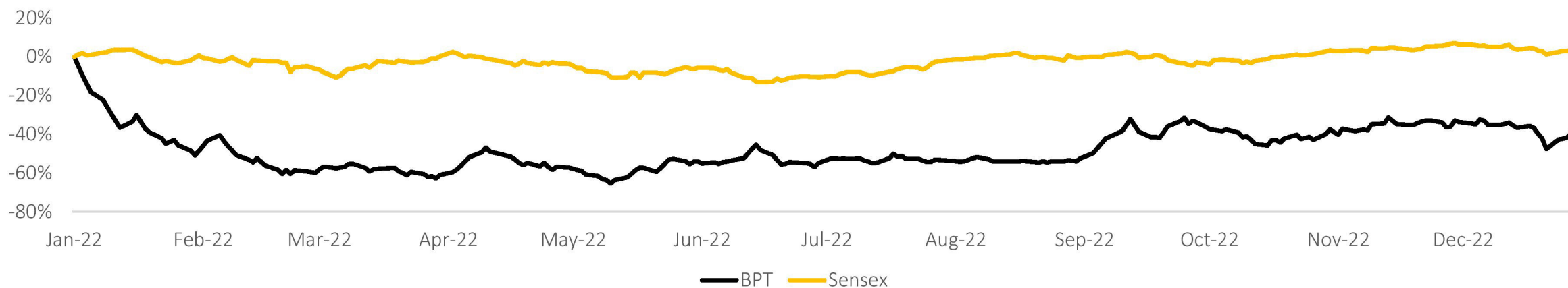


ROCE (%) and ROE(%)



Capital Market Information

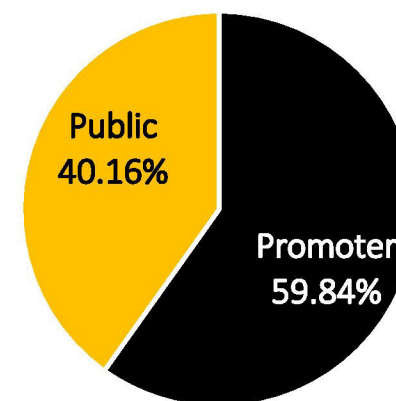
1 Year Share Price Movement as of 31st December, 2022.



Market Data (INR) as on 31st December 2022

Face Value	2.00
CMP	42.20
52 Week H/L	73.15/23.65
Market Cap (INR Mn)	2,754
No. of Share outstanding (Mn)	65.27
1 Year Avg. Trading Volume ('000)	88

Share Holding Pattern as on 31st December 2022



Birla Precision Technologies Limited

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of Birla Precision Technologies Limited (“Company”), which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.



VALOREM ADVISORS

For further details please contact our Investor Relations Representatives:

VALOREM ADVISORS

Mr. Anuj Sonpal

Tel: +91-22-49039500

Email: bpt@valoremadvisors.com



Thank You