



STEELCAST LIMITED
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CIN L27310GJ1972PLC002033

AC/2079

14.02.2024

The Secretary, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, MUMBAI - 400 001 Scrip Code: 513517	National Stock Exchange of India Limited, Exchange Plaza, 5th Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051 Scrip Symbol: STEELCAS
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Dear Sir/Madam,

Subject: Intimation of Analyst / Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, it is hereby informed that the Official(s) of the Company will be interacting with Investor(s) in person on a one-to-one meeting on Monday, 19th February, 2024 & Tuesday, 20th February, 2024 in Mumbai.

This is to further inform that the copy of the Investor Presentation to be referred during the meeting has been attached herewith and also uploaded on the Company's website (www.steelcast.net).

We request you to kindly take the same on record and disseminate the same on your respective websites.

Note: The above meeting's schedule is subject to change, which may happen due to exigencies on the part of the Company or Investor(s).

Thanking you,

For STEELCAST LIMITED,

(Umesh V Bhatt)
COMPANY SECRETARY



2024

STEELCAST LIMITED

Investor Presentation | February 2024

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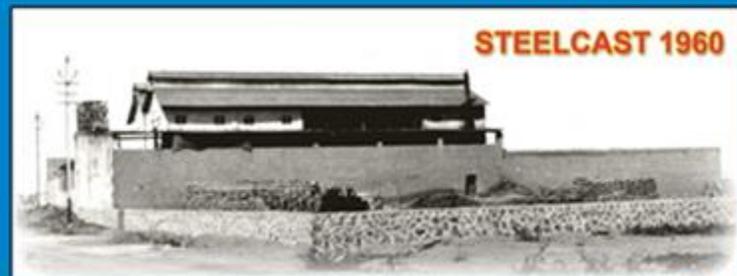
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Company Overview



STEELCAST in 1960 and Now



One of the few companies in India and Globally manufacturing Steelcastings based on Sand and Shell Molding Process



Premier Position

Company enjoys a Premier Position in the steel Casting Industry in India



Diverse Industrial Sectors

Catering to diverse Industrial sectors like Earth Moving, Mining & Mineral Processing, Locomotives, Rail Road, construction, Cement and Steel Mfg. etc.



Wide Range of Casting Products

Wide range of casting products including Austenitic Manganese Steel and High Chromium ferro alloys



Caters to a host of OEMs

Catering to a host of Original Equipment Manufacturers (OEMs)



Highly Reputed Multinationals Clientele

Caters to highly reputed multinational clientele both in India and abroad including Fortune 500 companies



Recognitions & Certifications



Manufacturing Experience
63 Years

Capacity
30,000 TPA

Varied Products Weights
5 Kgs-2,500 Kgs

Manufacturing Process
Sand & Shell Molding

Machining Excellence
70% Castings shipped as fully machined

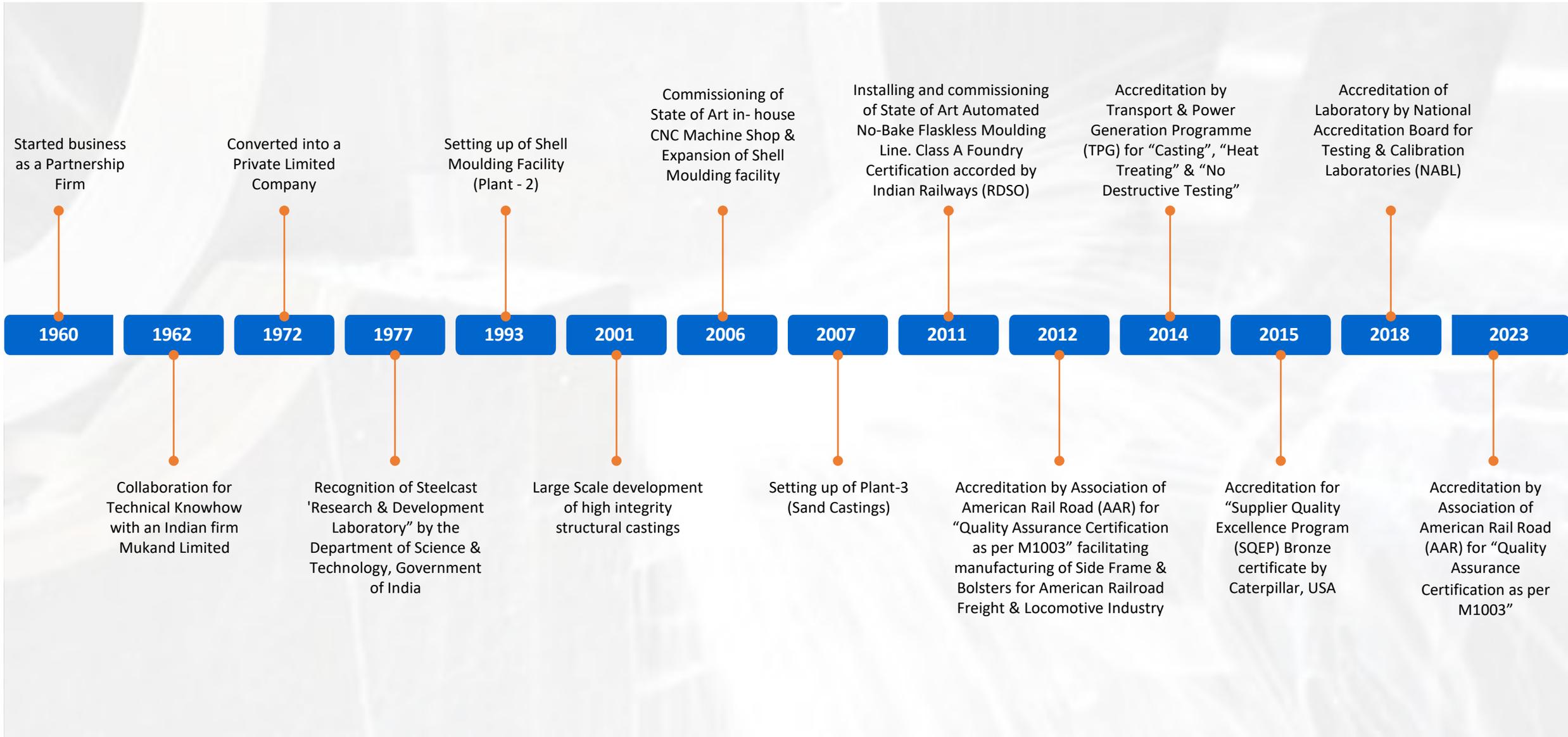
Sectors Catering
9

Captive Power Supply from Renewable Power Plants
80%

Advanced Manufacturing Facility
3 Production Plants and one Machine shop with latest State of Art Technology

Competes with Global players
Two Star Export House

We're growing steadily...



Situated in Bhavnagar, Gujarat, which is **a power surplus state**

Scrap - the **major raw material** is available with **high degree of purity** and at competitive price from Bhavnagar & surrounding Rolling mills setup to use scrap from Alang. Asia's biggest Ship recycling yard, **situated just 50 Kms away**

Skilled manpower is easily available **with minimal labor cost**

Connectivity to Pipavav Port, which is just 130 Kms away, is one of the most important locational advantages for the company



Company's own 66KV power transmission station with 10 MW power available 24*7

Well connected with major cities of Gujarat and other places **through Rail and Road network**

Availability of Natural Gas by Gujarat Gas Limited for all fuel requirements through pipeline

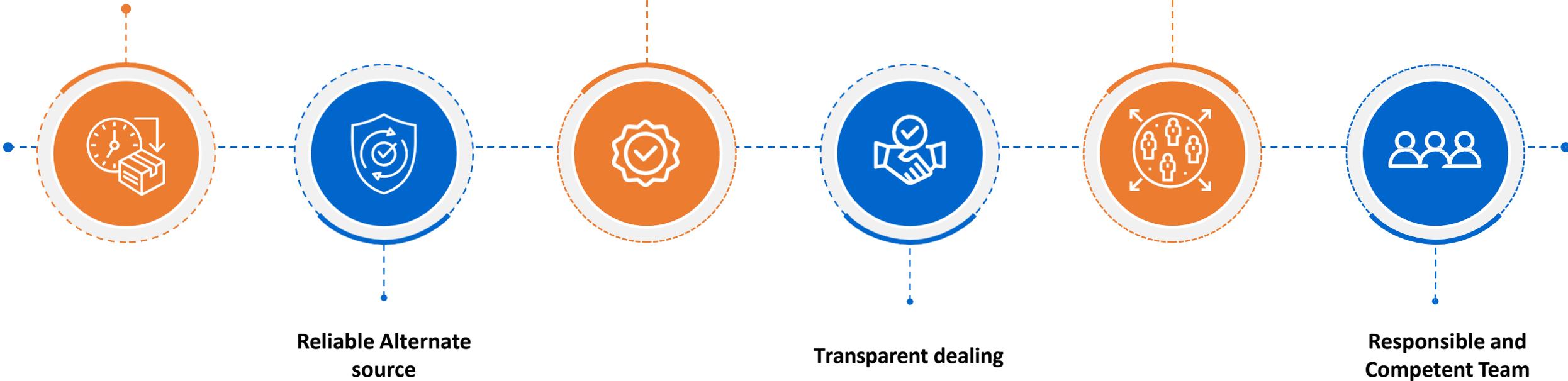
Connected through water ways with Hazira, Surat, **cutting down distance of 370 Kms to 60 Kms**. Having regular Ro-Pax ferry services from Ghogha, Bhavnagar to Hazira, Surat

Quality Products

- Delivered at competitive price & right time

Manufacturing facilities approved by Quality Assurance organisations & clients

Adequate Capacity





Recognized player in steel castings business

- i. Leadership position in Domestic market
- ii. Recognized position in export market



Experienced Management Team & Board of Directors

- i. Strong Management and Board with balanced composition, vast experience and domain expertise
- ii. Localized experienced work force with greater loyalty and minimum attrition



State of the art manufacturing and R & D facilities

- i. Three state of the art manufacturing plants with one machine shop situated at single strategic location which helps reduce logistics time & cost
- ii. Adequate capacities to take any volume ramping up opportunity



Significant product development capacity

- i. Developed parts in excess of 5000
- ii. Product Development Cycle ranging from 6 to 9 months.

Existing Segments



Earth Moving Industry



Mining



Mineral Processing Industry



Electro Locomotive



Steel Plants



Cement



Construction

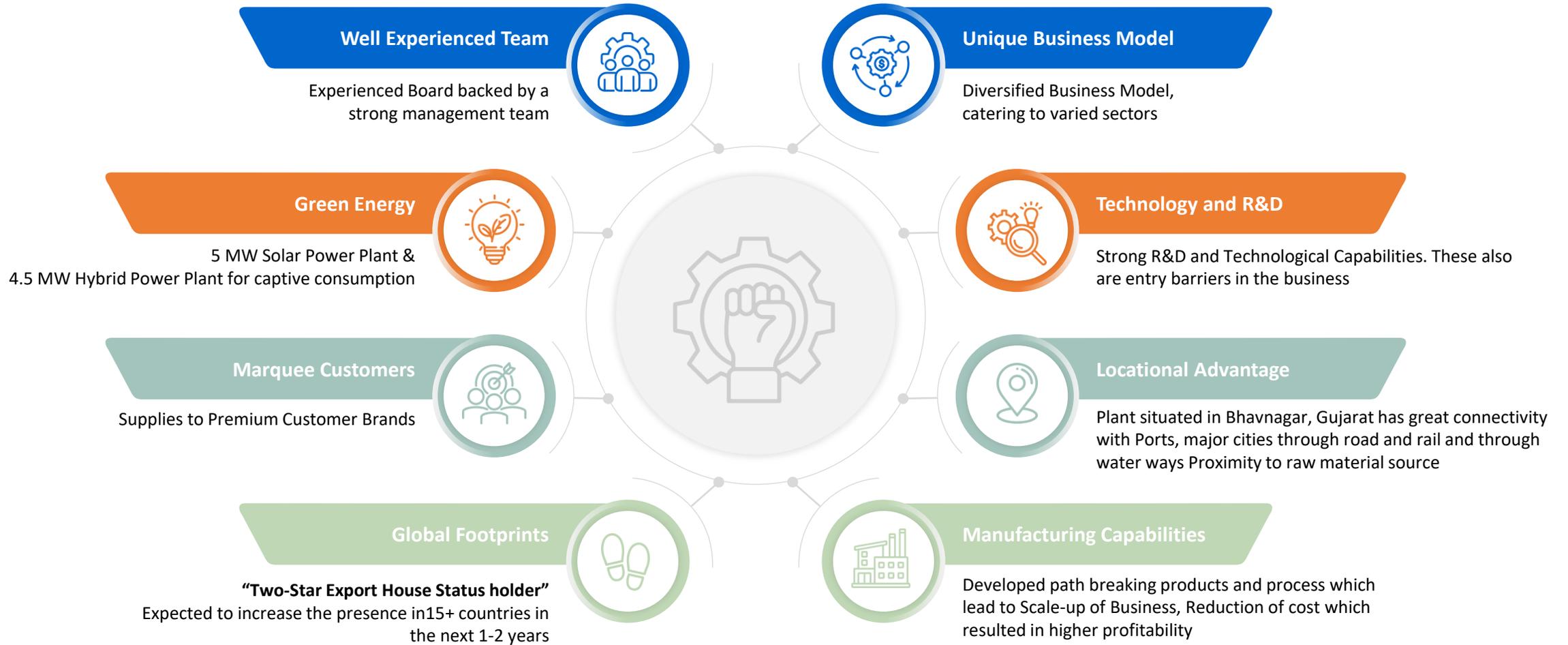
Foray into New Segments





“Two-Star Export House Status holder”

Expected to increase the presence in
15+ countries
in the next 1 to 2 years



Certifications & Recognitions

 <p>An ISO: 9001-2015 Company certified by TUV NORD, Germany (for Quality Management).</p>	 <p>An ISO:45001-2018 Company certified by TUV NORD Germany (For Occupational Health & Safety Management System)</p>	 <p>An ISO:14001-2015 Company certified by TUV NORD, Germany (for Environmental Management).</p>	 <p>An EN:9100:2018 D company certified by TUV NORD Germany (for supplying to Aero Space industries)</p>	 <p>An NABL (National Accreditation Board for testing Laboratories) certified company for chemical and mechanical testing of parts for Defense application.</p>	 <p>Certified by Transportation & Power Generation Equipment Program, USA for “Foundry, “Heat Treating” &”NDT Testing”</p>
 <p>Supplier Excellence Recognition (SER)- Certified level certification by Caterpillar Inc. USA</p>	 <p>सत्यमेव जयते Class A approved foundry by Ministry of Railways, India</p>	 <p>सत्यमेव जयते R&D Laboratory approved by The Department of Science & Technology, Government of India.</p>	 <p>सत्यमेव जयते Two-Star Export House Status holder</p>	 <p>Authorized Economic Operator (AEO) Tier 1</p>	 <p>Accreditation by Association of American Rail Road (AAR)</p>



Mr. Chetan M. Tamboli
Managing Director & CEO

- Aged 63 years, a third-generation entrepreneur, is a commerce graduate armed with an MBA Finance from USA
- Serving as a CEO since 2003 with total experience of more than 34 years. Looks after strategy, policy making and overall management
- Served as the Chairman Board of Governors, Government Engineering College, Bhavnagar, Gujarat since 2014



Mr. Rushil C Tamboli
Whole Time Director

- Aged 34 years, is an Engineering graduate with Industrial Engineering (I.E.)
- Heading various departments and contributed to improve fuel efficiency of heat treatment operations, developing new parts, achieving improvement in Man hours per ton



Mr. Hemant D Dholakia
Independent
Non- Executive Director

- Aged 58 years, he has completed his master's degree in Marketing and Finance from University of Scranton, USA and has experience in manufacturing industries more than 38 Years. He is the Managing Director at Goran Pharma Pvt. Ltd.
- Director at Hansrx Pvt. Ltd. & Partner at Parag Perfumes, Sihor



Mrs. Vidhi S Merchant
Non-Executive
Non-Independent Director

- Aged 31 years, is a Master of Arts & Master of Education (Psychology)
- She is having experience as career counselor in India and overseas and is involved in various Corporate Social Responsibility (CSR) activities



Mr. Apurva R Shah
Independent
Non- Executive Director

- Aged 53 years, he has received his undergraduate degree from London School of Economics
- and Political Sciences and has an experience of more than 15 years.
- He is also an Independent Director at Asian Star Company Limited and Fine-Line Circuits Limited .

Experienced Board of Directors



Mrs. Aarushi M Ganatra
Independent
Non-Executive Director

- Aged 64 years, is a graduate in Commerce
- She also heads a consultancy firm to advise in business, finance & investments
- Has worked for over 3 decades at various levels in the field of Statutory audits, internal audits and human resource training.



Mr. Kumar Tipirneni
Permanent Invitee

- Aged 83 years, is a B. Tech graduate (IIT, Khadagpur) armed with M.E. (Foundry) (IISc, Bangaluru). He is a permanent Invitee to the Board and its committee meetings since September 2018 with total experience of more than 50 years in the Company.
- He also served as CFO



Mr. Harsh R Gandhi
Independent
Non-Executive Director

- Aged 46 years, is a Bachelor of Science in Management and Owner President Management from Harvard Business School
- Joint Managing Director, GRP Limited, Mumbai manufacturing sustainable materials, focused on using end of life tyre & plastic waste to make raw materials for automotive, electrical, transportation.



Mr. Rajiv D Gandhi
Independent
Non-Executive Director

- Aged 61 years, is a Commerce Graduate from Bombay University and first generation entrepreneur.
- He is CEO and Managing Director of Hester Biosciences Ltd., Asia's largest single location animal vaccine and health products manufacturing company.



Mr. Ashutosh H Shukla
Executive Director

- Aged 60 years, is a Mechanical Engineer from M S University and Post Graduate Diploma in Business Administration.
- Has been with STEELCAST since 1997 and presently looking after complete operations of all the Plants apart from looking after HR.



Mr. Subhash R Sharma
Executive Director & CFO

- Aged 56 years, he is a Master of Commerce and a member of the Institute of Cost Accountants of India (ICAI), formerly known as ICWAI..
- Has been with STEELCAST since 2016 and looking after all the support services besides discharging duties as CFO.

OEMs Earth Moving:



Front Support
Wt. 780 Kg



Axle Housing
Wt. 1669 Kg



Bracket
Wt. 450 Kg



Cap Assy.
Wt. 82 Kg



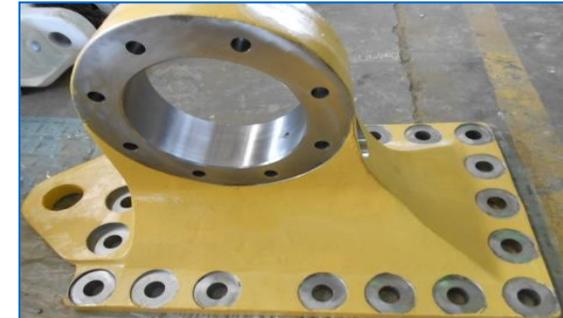
Rear Spindle
Wt. 2228 Kg



Steering Arm
Wt. 456 Kg



Spindle
Wt. 1795 Kg



Pivot Eye
Wt. 363 Kg

OEMs Mining:



Track Shoe
Wt. 750 Kg



Adjusting Block
Wt. 257 Kg



Track Shoe
Wt. 1300 Kg



Guide Rail
Wt. 412 Kg



Crowd Sheave
Wt. 1830 Kg



Boom Foot
Wt. 1630 Kg



Idler
Wt. 1422 Kg



Sprocket
Wt. 1566 Kg

OEMs Construction:



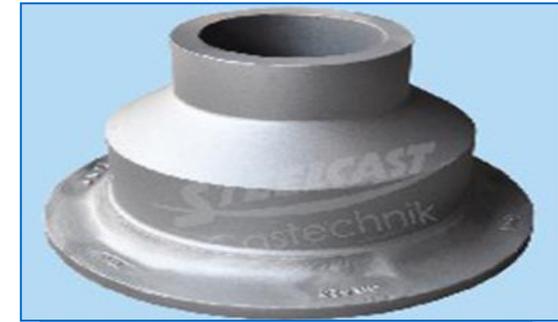
Pivot Eye
Wt. 12 Kg



Pivot Boss
Wt. 23 Kg



Tipping Lever
Wt. 12 Kg



FD Cover
Wt. 125 Kg



Boom Nose
Wt. 84 Kg



Boom Foot
Wt. 34 Kg



Boom Center
Wt. 32 Kg



Boom Trunnion
Wt. 17 Kg

OEMs Railways & Locomotives:



Front Draft Lug
Wt. 18 Kg



Striker Casting
Wt. 50 Kg



Transition Casting
Wt. 22 Kg



Cast Container
Wt. 100 Kg



Cylinder Head
Wt. 41 Kg



Coupler Body
Wt. 168 Kg



Side Frame
Wt. 477 Kg



Bolster
Wt. 716 Kg

OEMs Defence:



Track Shoe (T72)
Wt. 15 Kg



Mortar Bomb
Wt. 5 Kg



Track Shoe (MBT)
Wt. 21 Kg



Aerial Bomb
Wt. 230 Kg



HR Rocket Body
Wt. 48 Kg



Transfer Gear Box
Wt. 11 Kg



Head Casting
Wt. 6 Kg



Aerial Bomb
Wt. 420 Kg

OEMs GET:



Lower Shroud
Wt. 65 Kg



Adapter
Wt. 236 Kg



End Bits
Wt. 150 Kg



Wear Cap
Wt. 32 Kg

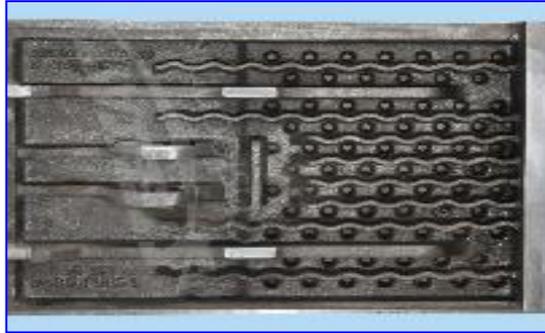


C Clamp
Wt. 27 Kg

OEMs Cement:



Inclined Blast Grate
Wt. 30 Kg



Grate Plate
Wt. 25 Kg



Grate Plate
Wt. 27 Kg



RFT Grate Plate
Wt. 19 Kg

OEMs Steel:



Grate Bar
Wt. 4 Kg



Grate Bar
Wt. 3 Kg

OEMs Transportation:



Spring Seat
Wt. 7 Kg



Spring Seat
Wt. 10 Kg



Financial & Operating Highlights Q3FY24 & 9M FY24



	 Revenue	 EBITDA	 PAT
Q3FY24	90.3 Crs	27.3 Crs	17.4 Crs
9MFY24	311.4 Crs	88.4 Crs	56.3 Crs

Highlights

The revenue dropped both on Y-o-Y and Q-o-Q basis indicating impact of anticipated slow-down on account of global turmoil. We are hopeful of improvement in global situation from Q3FY25 onwards.

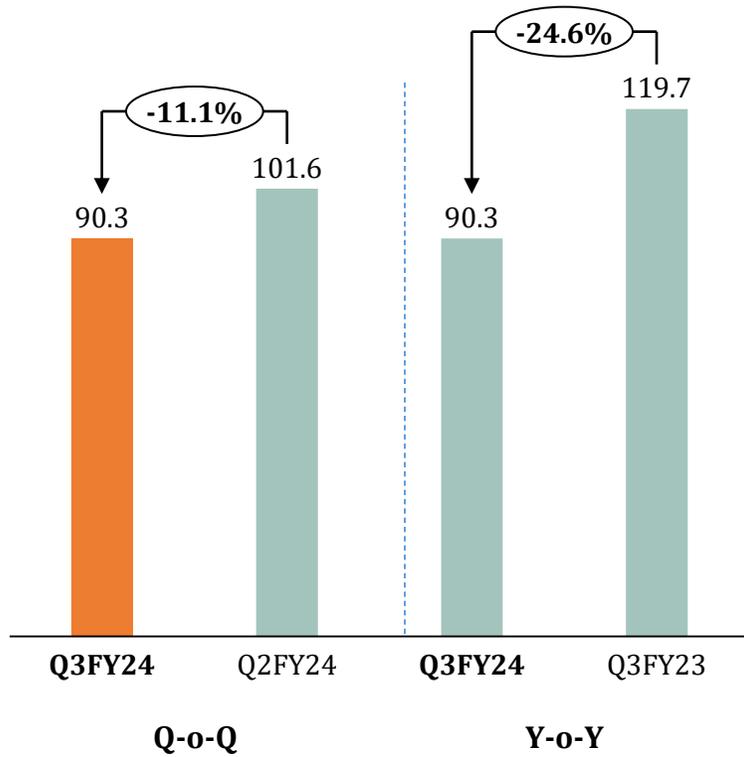
Despite de-growth in revenue, EBITDA and PAT margins have shown improvement in Q3 and stood at 30.8% and 19.3% respectively due to power cost savings, cost optimization, operational efficiency & reduced input costs

In the face of revenue de-growth in FY24, we remain confident in preserving our bottom line

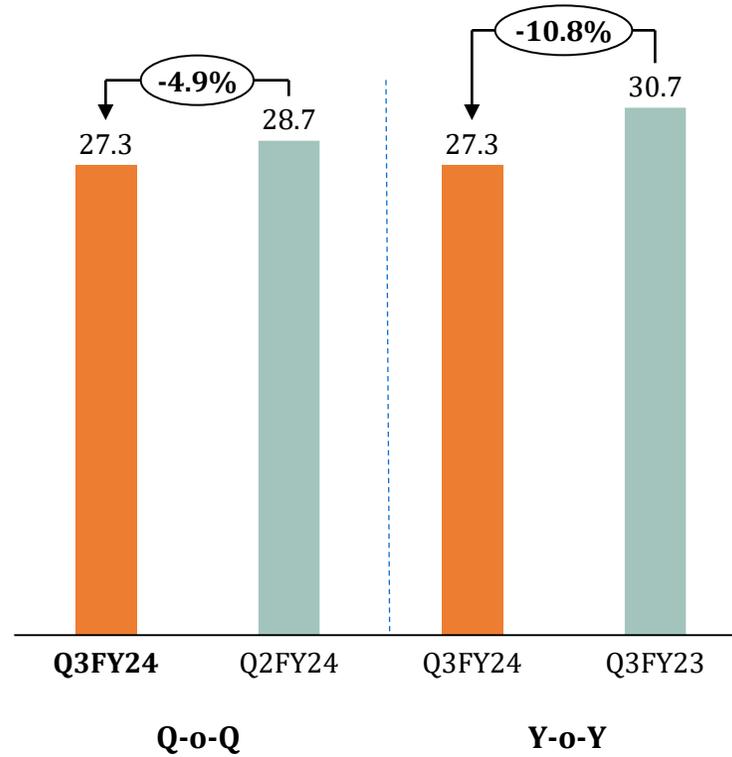
Our conscious and continuous efforts towards development of new customers, new sectors and new parts as a part of our de-risking exercise is helping the Company's turnover to be less volatile compared to the past.

Q3 FY24 Consolidated Key Highlights

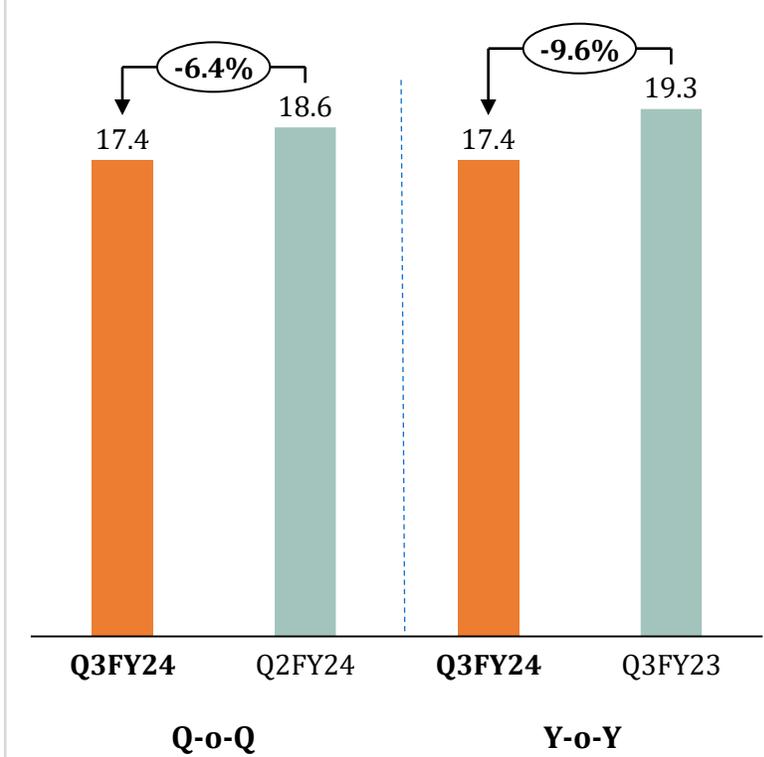
Revenue (Rs. in Crs)



EBIDTA (Rs. in Crs)

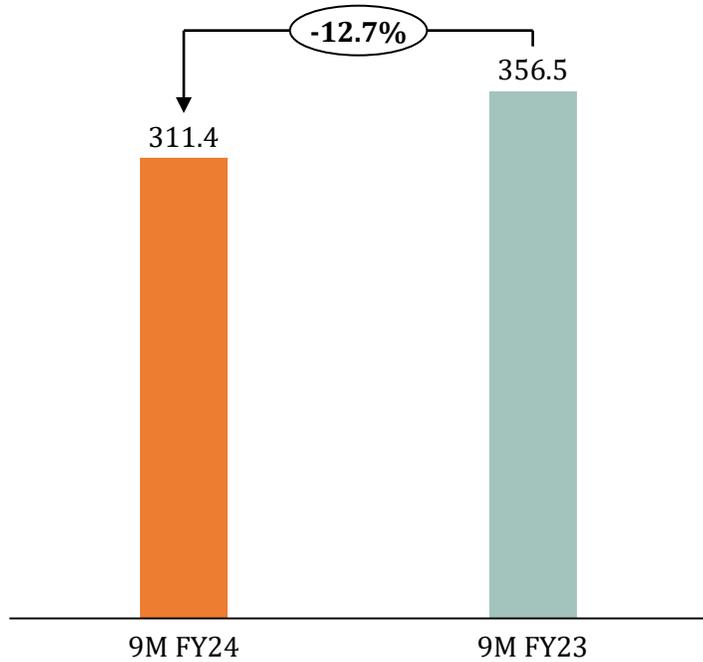


PAT (Rs. in Crs)



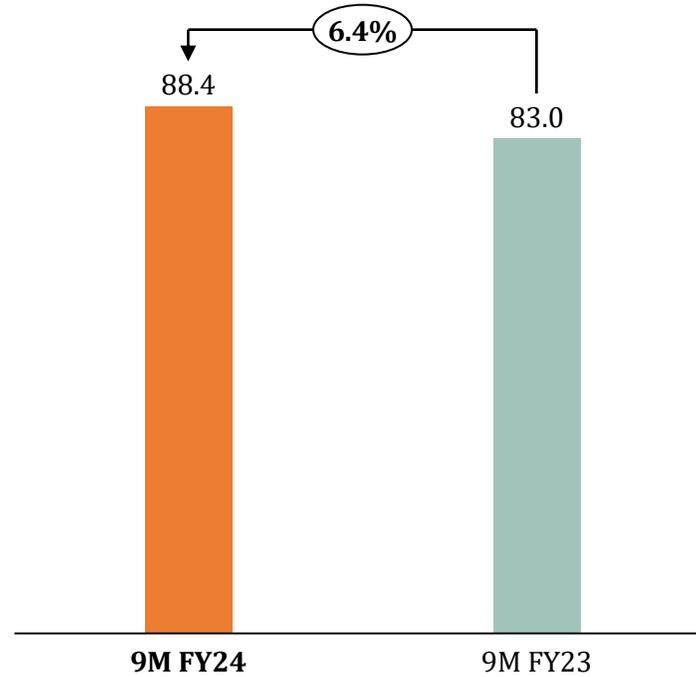
9M FY24 Consolidated Key Highlights

Revenue (Rs. in Crs)



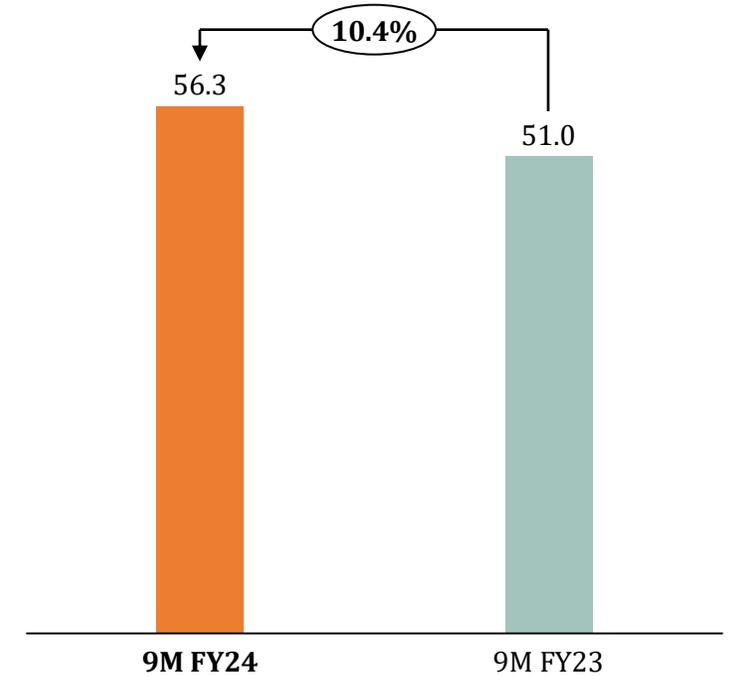
Y-o-Y

EBIDTA (Rs. in Crs)



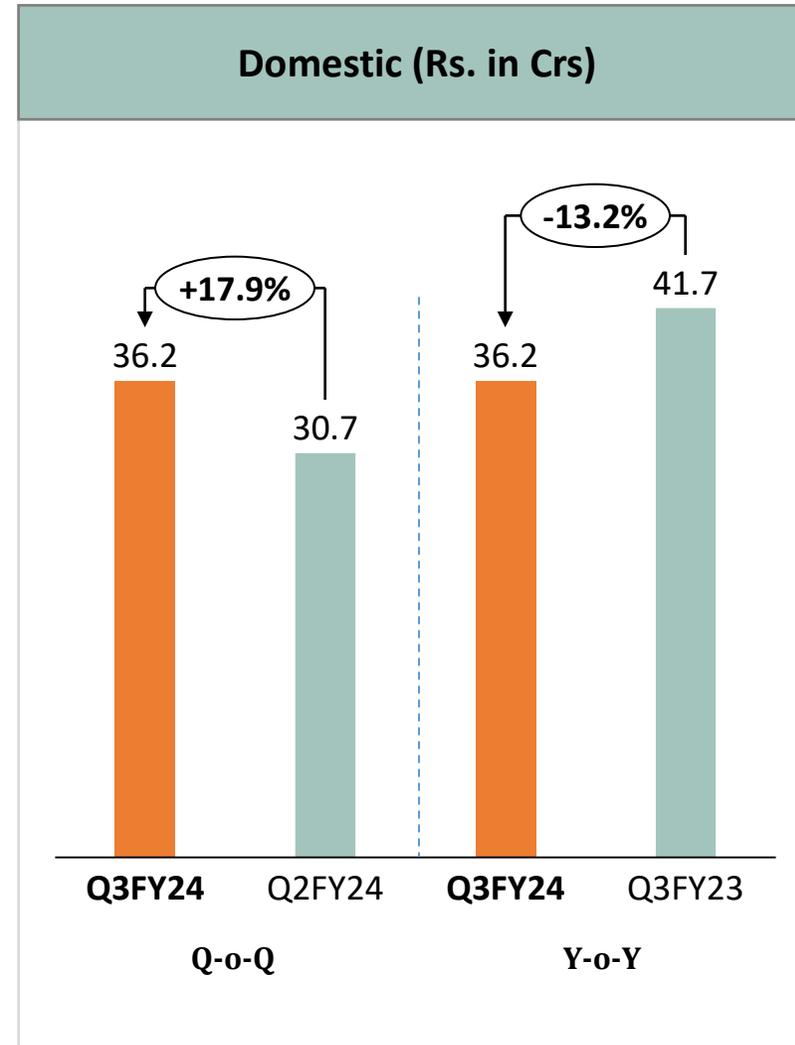
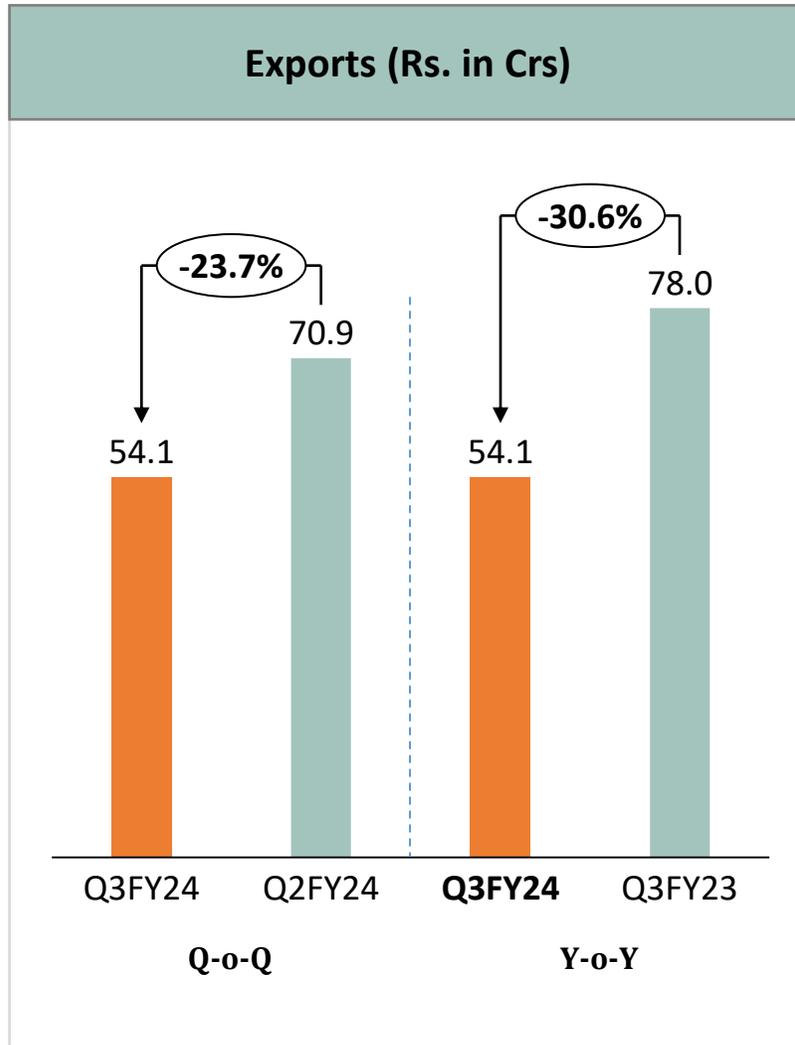
Y-o-Y

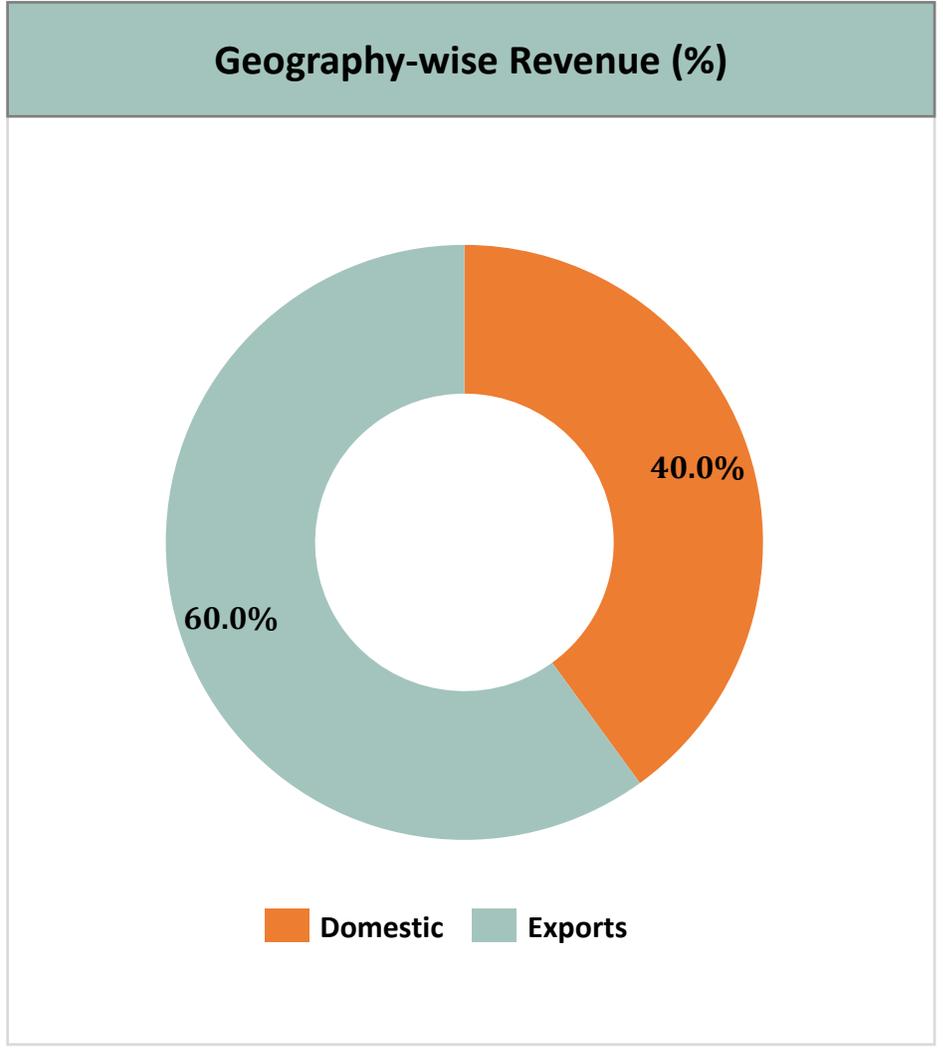
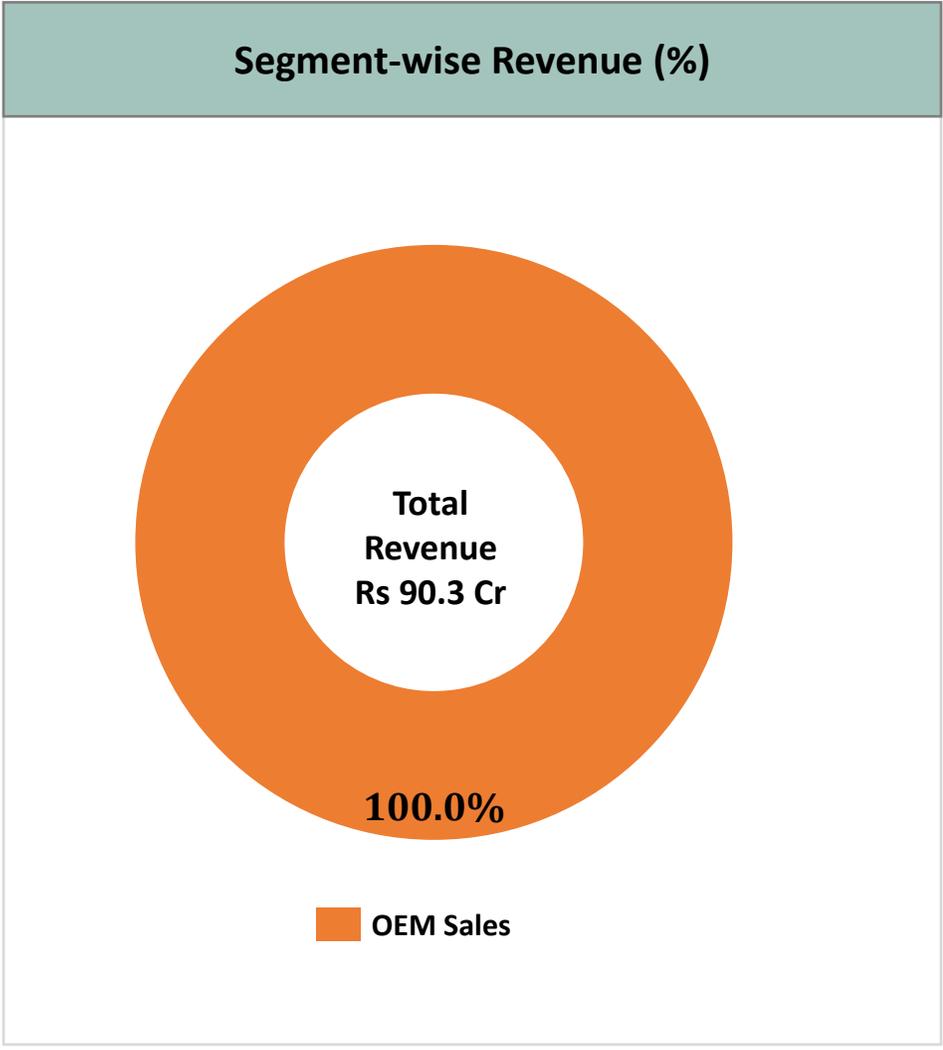
PAT (Rs. in Crs)



Y-o-Y

Geographical Revenue growth (Y-o-Y)

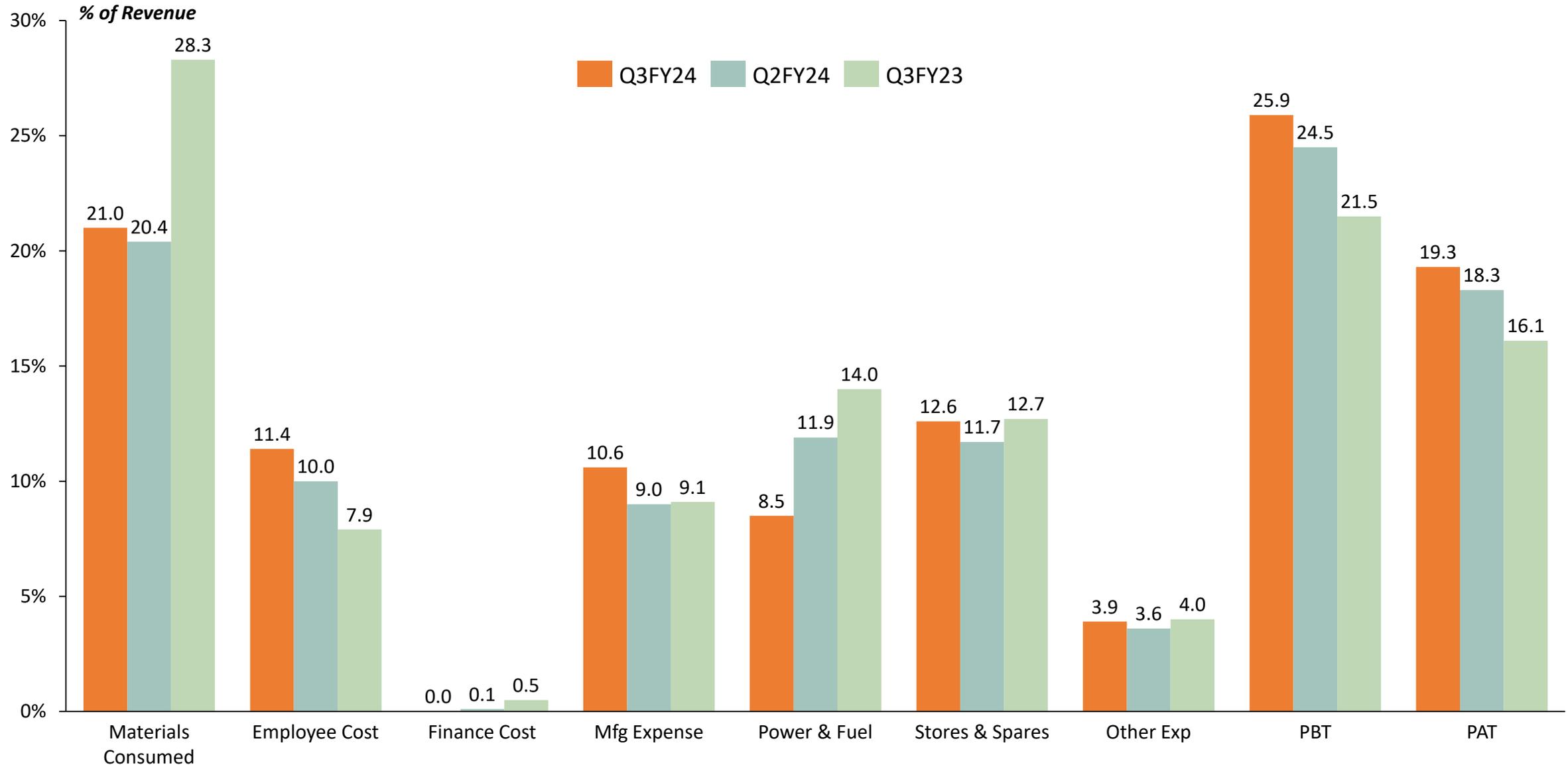


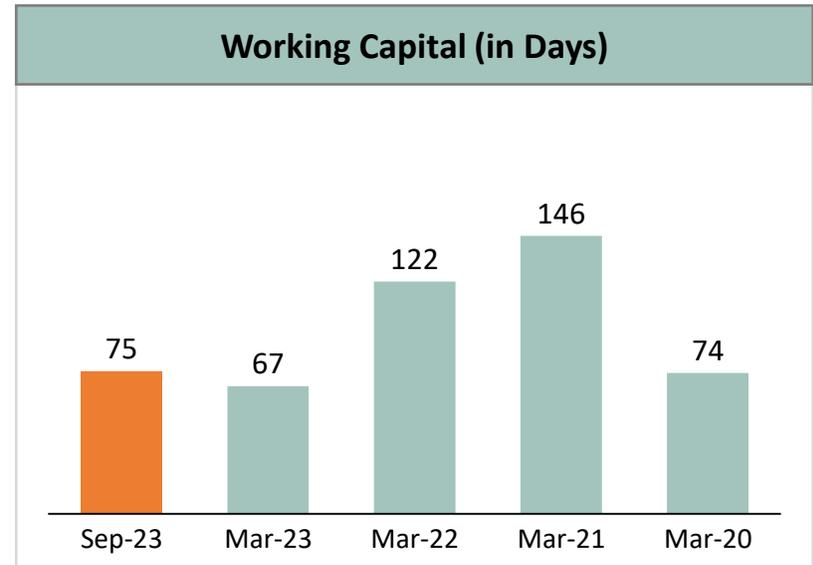
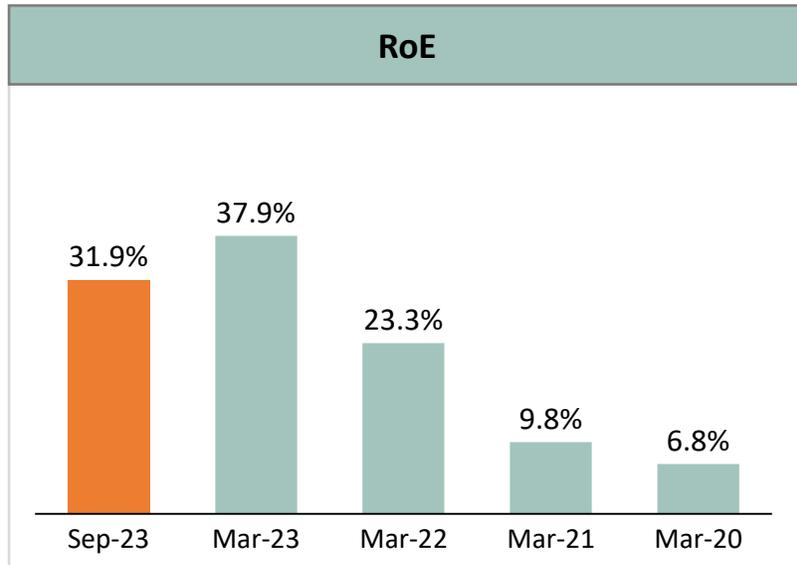
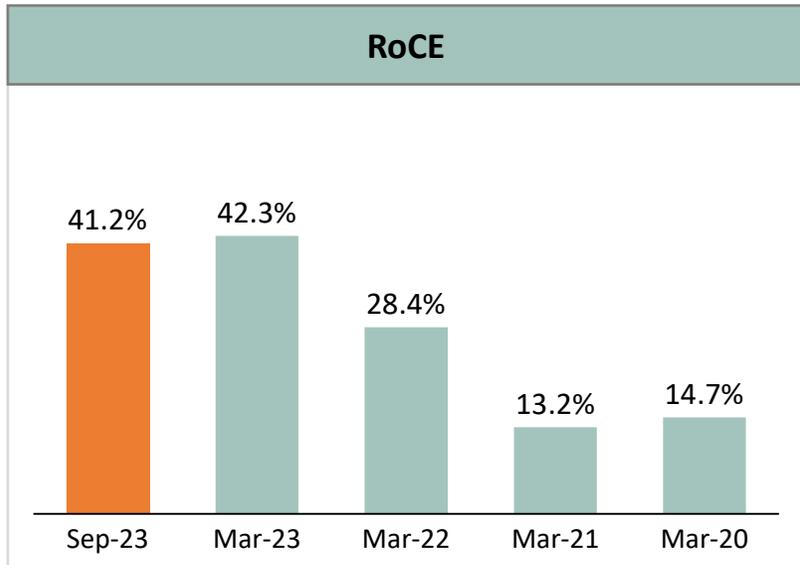
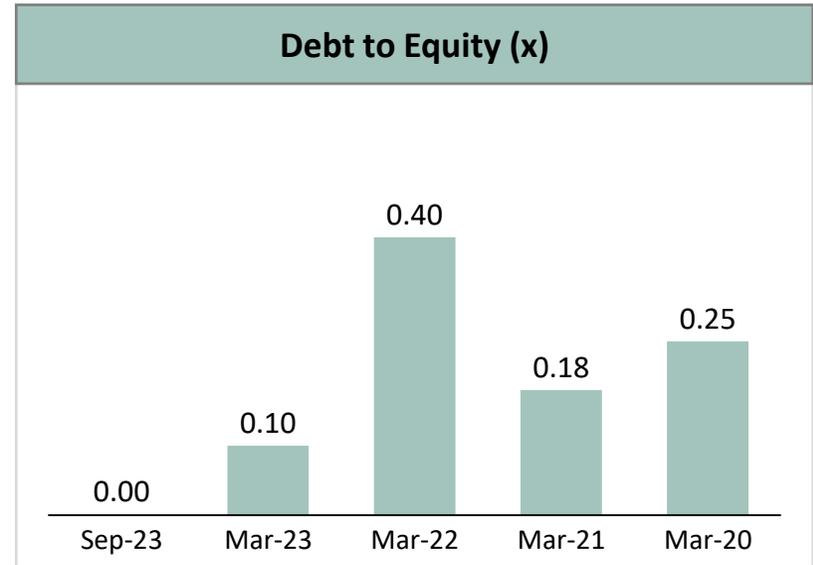
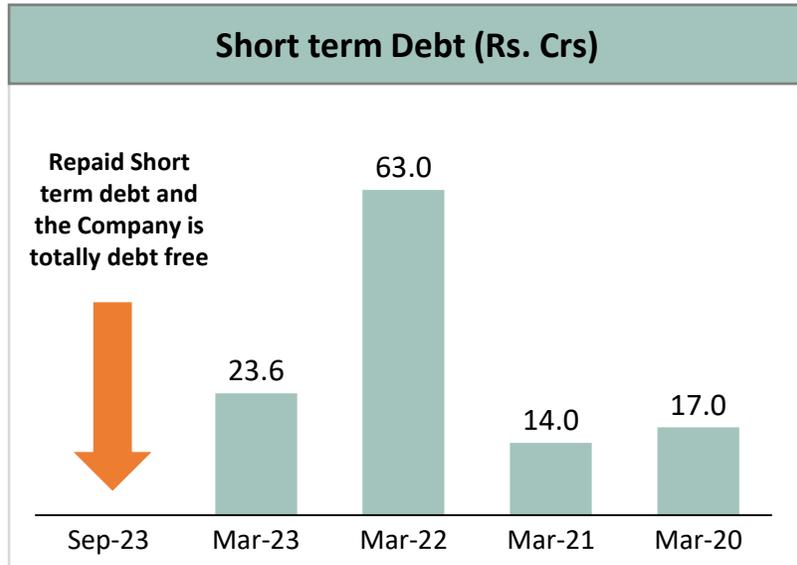
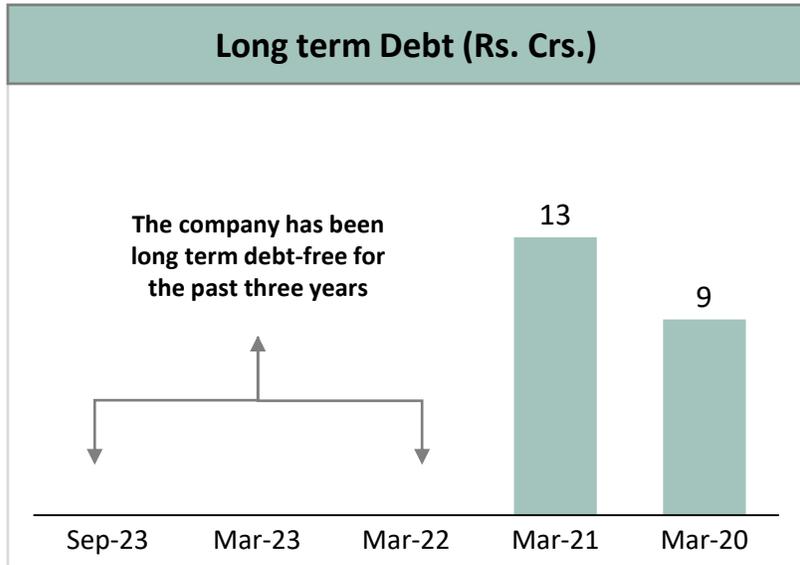


Quarterly Profit & Loss Statement

Particulars (Rs.Crs)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Revenue from Operations	90.3	119.7	-24.6%	101.6	-11.1%	311.4	356.5	-12.7%
Cost of Materials consumed	18.9	33.9		20.7		67.7	92.0	
Changes in Inventories of finished goods & work in progress	1.6	-1.9		5.3		13.6	11.4	
Manufacturing Expense	9.6	10.9		9.2		29.8	33.2	
Power, Fuel & Water Charges	7.7	16.8		12.1		33.3	49.3	
Consumption of Stores & Spares	11.4	15.2		11.8		37.0	46.5	
Total Raw Material	49.2	74.9		59.1		181.3	232.4	
Value Addition	41.1	44.8	-8.3%	42.5	-3.2%	130.1	124.1	4.8%
Employee Expenses	10.3	9.4		10.1		30.5	27.1	
Other Expenses	3.6	4.8		3.6		11.2	14.0	
EBITDA	27.3	30.7	-10.8%	28.7	-4.9%	88.4	83.0	6.4%
EBITDA %	30.3%	25.6%		28.3%		28.4%	23.3%	
Depreciation and Amortisation Expense	4.4	4.4		4.4		13.6	13.8	
Finance Costs	0.0	0.5		0.1		0.3	2.0	
Other Income	0.5	0.1		0.6		1.4	1.0	
PBT	23.4	25.8	-9.2%	24.8	-5.8%	75.8	68.3	11.1%
PBT Margin	25.9%	21.5%		24.5%		24.3%	19.2%	
Tax Expenses	6.0	6.5		6.2		19.5	17.3	
PAT	17.4	19.3	-9.6%	18.6	-6.4%	56.3	51.0	10.4%
PAT %	19.3%	16.1%	19.8%	18.3%		18.1%	14.3%	
EPS (₹)	8.61	9.53		9.19		27.81	25.19	

Q3 FY24 Result analysis





Domestic Vs. Export Sales (Quantity in Tons)

Region	Financial Year											
	22-23 (Actual)		23-24		24-25		25-26		26-27		27-28	
	Tons		Tons		Tons		Tons		Tons		Tons	
Domestic	7,902	50	6,500	50	8,281	54	8,980	48	11,225	48	13,190	47
Export	7,838	50	6,500	50	7,054	46	9,729	52	12,161	52	14,874	53
Total	15,740	100	13,000	100	15,335	100	18,709	100	23,386	100	28,064	100

Annual Growth Rate (AGR)	Base Year 23-24	18.0	22.0	25.0	20.0
Compound Annual Growth Rate (CAGR) over 4 Years	Base Year 23-24	21.2			

Industry wise Revenue (%)

Industry	Financial Year						
	12-13	22-23	23-24	24-25	25-26	26-27	27-28
Mining	84.0	25.1	21.0	21.2	19.7	21.2	19.1
Earth Moving	0.0	51.7	47.0	47.2	44.2	43.2	39.2
Locomotive	0.5	4.0	3.0	2.7	2.5	2.5	2.1
Transport	0.0	0.4	0.4	0.5	0.4	0.3	0.3
Construction	8.4	13.4	20.0	20.6	17.6	16.5	15.1
Railway	0.0	2.2	6.0	5.6	9.0	10.3	19.0
GET	0.0	1.2	2.0	1.6	6.0	5.4	4.7
Cement	3.7	1.5	0.5	0.5	0.5	0.5	0.4
Steel	3.4	0.0	0.0	0.0	0.0	0.0	0.0
Defence	0.0	0.5	0.1	0.1	0.1	0.1	0.1
Grand Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Installed Capacity (Tons Per Annum)

Facility	22-23	23-24	24-25	25-26	26-27	27-28
Semi-Automated No Bake Line (P1) + Automated No Bake Loop Line (P5)	21,850	21,850	21,850	21,850	21,850	21,850
Shell Molding Plant (P2)	7,150	7,150	7,150	7,150	7,150	7,150
Total	29,000	29,000	29,000	29,000	29,000	29,000

Utilized Capacity Existing & Future: (Tons)

Plant	22-23	23-24	24-25	25-26	26-27	27-28
Overall	15,740	13,000	15,335	18,709	23,386	28,064
Capacity Utilisation (%)	54	45	53	65	81	97

Yearwise CAPEX Plan FY 23-24 TO 27-28 (Rs. In Cr) *

CAPEX for the Year →	Financial Year				
	2023-24	2024-25	2025-26	2026-27	2027-28
Plant ↓					
1	4.48	1.75	2.56	3.33	-
2	0.71	1.63	0.41	-	-
5	0.94	0.11	0.09	0.09	-
7	7.83	3.32	0.19	0.02	-
9	3.09	3.19	6.76	6.56	-
Total	17.05	10.00	10.00	10.00	15.00

* Mainly De-bottlenecking and Capital Maintenance.

Summary of Hybrid offers

Sr No	Offer	Hybrid Capacity MW	Estimated Generation in Cr Units/Yr	Landed Cost Rs/KWH at Consumer Bus	Current cost of power	Saving rate	Total Saving in Cr Rs/Year after fixed charges deduction
1	Group Captive after revised tariff	4.5	2.286	4.22	8.51	4.29	9.81

Summary of Solar Power Plant

Sr No	Offer	Solar Capacity MW	Estimated Generation in Cr Units/Yr	Landed Cost Rs/KWH at Consumer Bus	Current cost of power	Saving rate	Total Saving in Cr Rs/Year after fixed charges deduction
1	Solar Power Plant	5	0.804	3.17	8.51	5.34	4.29
Total Saving (Solar + Hybrid in Group Captive Mode)							14.10

CARE Rating (October 23)

Facility	Amount (in Cr.)	Rating*
LT / ST Fund Based Bank Facility (EPC/PSC)	109.65	CARE A-; Stable/ CARE A2+
LT / ST Non-Fund Based Bank Facility (BG/LC)	31.25	
Total	140.90	
LT - AAA is the highest (AAA, AA, A, BBB, BB, B, C, D)		
ST - A1 is the highest (A1, A2, A3, A4)		
"+" (plus) / "-" (minus) can be used with the rating symbols for the categories CARE AA to CARE C & CARE A1 to A4)		
*These ratings reaffirmed on 11th October, 2023.		

Treasury Policy encompasses deployment of surplus money in various investment products like money market instruments, fixed deposits in Government Securities and Banks. The Policy sets out the basic principles of a prudent system to control the risks in investment.

The Company has a separate Foreign Exchange Risk Management Policy in practice. As the Company is short term and long term debt free effective from 31st August, 2023, we will start generating free reserves effective from September, 2023 in excess of Rs. 100 Crores in next 18 months.

Considering these developments, the Company has framed an Investment policy to deploy the surplus funds based on the principle of safety, liquidity and returns.

To start with, the Company plans to do all Maintenance CAPEX from cash accruals. Hence, free reserves generated by the Company will be invested in Government Securities and Bank Fixed Deposits. This is being done as it is risk free in nature and easy to retrieve and hence can be deployed for our capital projects under consideration at any given time.

Free Reserves in Fixed Income Securities

Sr. No	Name of Bank /Securities	Amount Invested (Rs. in Cr.)	Investment Date	Annual Rate of Interest/Estimated Returns (%)	Maturity Date
1	ICICI	0.50	30-Dec-22	7.00	30-Mar-24
2	RBL	0.50	11-Sep-23	7.80	11-Dec-24
3	RBL	0.90	20-Oct-23	7.80	20-Jan-25
4	RBL	1.00	21-Oct-23	7.80	21-Jan-25
5	RBL	0.45	25-Oct-23	7.80	25-Jan-25
6	SCB	1.00	30-Oct-23	7.25	23-Nov-24
7	SCB	2.01	10-Nov-23	7.35	24-Jun-24
8	RBL	0.50	13-Dec-23	8.00	13-Jun-25
9	SBI MAGNUM	1.00	20-Nov-23	9.31	-
10	KOTAK GILT	1.00	20-Nov-23	8.03	-
11	DSP MUTUAL	1.00	20-Nov-23	7.89	-
12	NIPPON INDIA	1.00	20-Nov-23	7.61	-
13	ABSL Overnight Fund	0.75	28-Dec-23	6.75	-
14	SBI Overnight Fund	0.75	28-Dec-23	6.75	-
15	ABSL Overnight Fund	2.54	15-Jan-24	6.75	-
16	SBI Overnight Fund	2.54	15-Jan-24	6.75	-
Total		17.44			

Outlook & Rationalization Measures



Building Excellence: Key Pillars of Steelcast's Enduring Success



Entry in New Geographies

Strengthening business relationship with the existing customers

Adding new sectors

Enhancing component basket through new product development

Provides ready to use/machined parts

Short Term

- Recovery from current slow-down expected by Q3 FY25
- Stable Commodity Prices at the current level
- Export demand to bounce back shortly

Future Growth Outlook

Long Term

- Domestic demand to remain at an elevated level
- Exploring entry into replacement markets

01

Company has set up 5 MW Solar Power Plant in Gujarat region for captive consumption which will bring estimated annual savings in excess of Rs 4 cr.

02

Hybrid power plant is commissioned in July, 2023. Annual Savings in power cost estimated to be realised in excess of Rs 9 crores.

03

Both these plants meet around 80% of the total power requirement at present capacity utilization and balance 20% being met through the state electricity board.

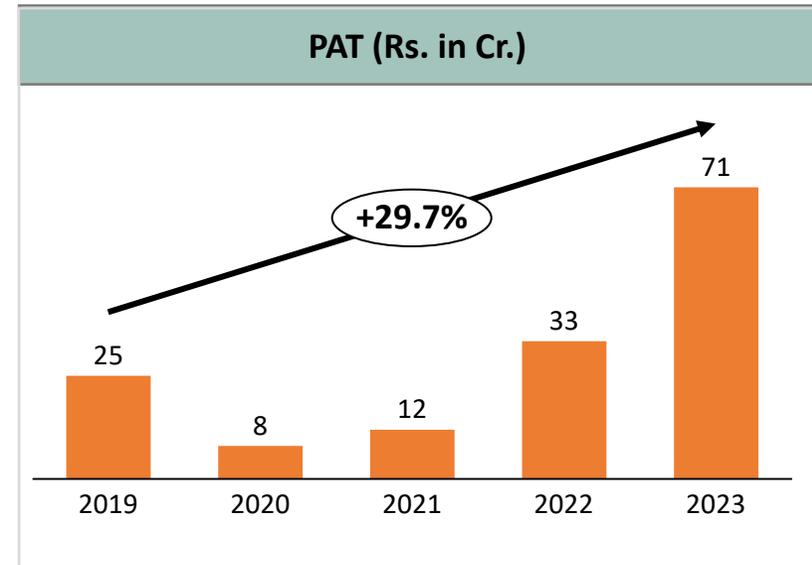
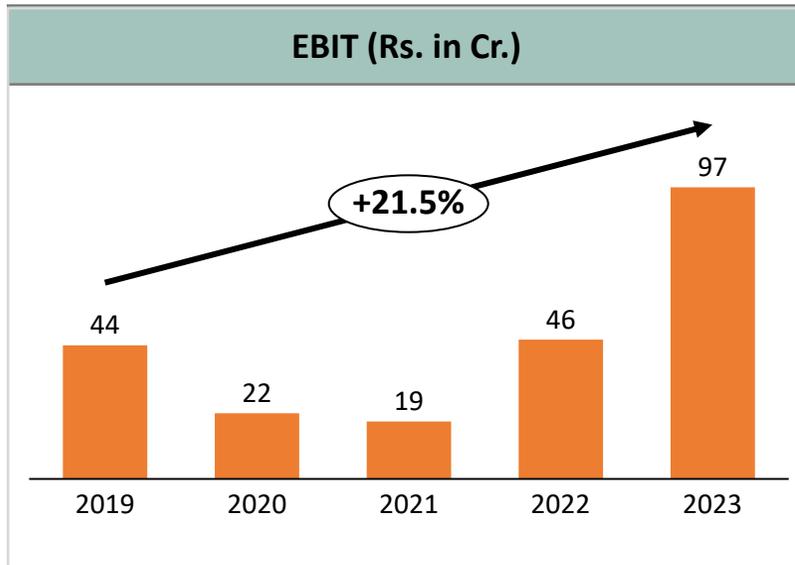
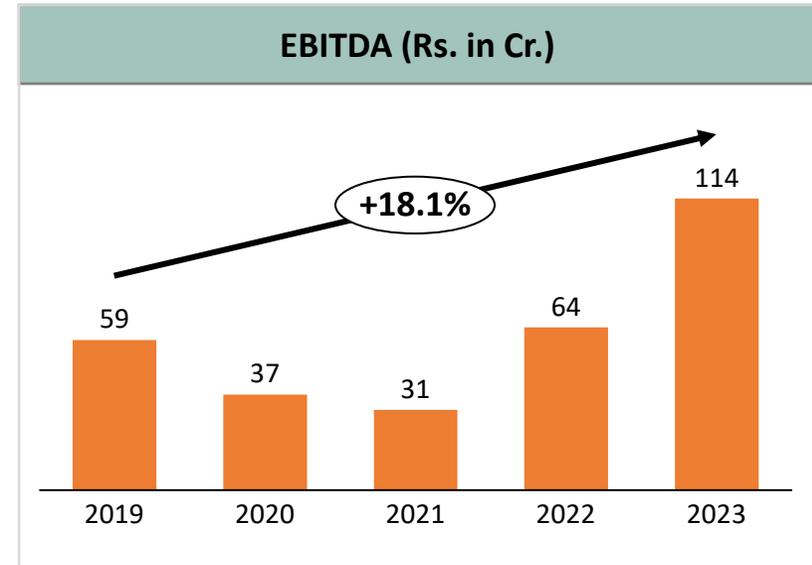
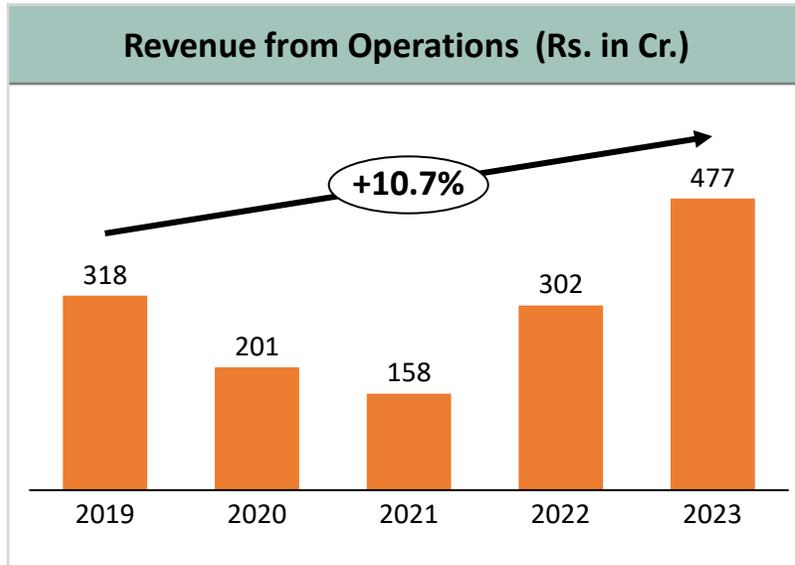
04

Reduction in throughput time for processing of castings – thus unlocking of capital from working capital needs

05

As a result of our continuous efforts to be a one stop solution for our customers, 70% of our turnover is in the form of machined castings.

Five-Year CAGR Snapshot: Unveiling Business Growth Trends



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THANK YOU