

**STEELCAST LIMITED**

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CIN L27310GJ1972PLC002033

AC/2079

31.01.2024

The Secretary, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, MUMBAI - 400 001	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 Code: 513517	Scrip Symbol: STEELCAS

Dear Sir/Madam,

Subject: Submission of Investor Presentation under Regulation 30 of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015.

In accordance with Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the Investor Presentation for the Quarter and Nine Months ended 31st December, 2023 (Q3FY24) as an attachment. This is for the general information of the investors and public at large. This Investor Presentation may also be accessed on the website of the company at www.steelcast.net

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

Thanking you,

For STEELCAST LIMITED,

(Umesh V Bhatt)
COMPANY SECRETARY



2024

STEELCAST LIMITED

Investor Presentation | Q3FY24

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Company Overview



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



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 Casting

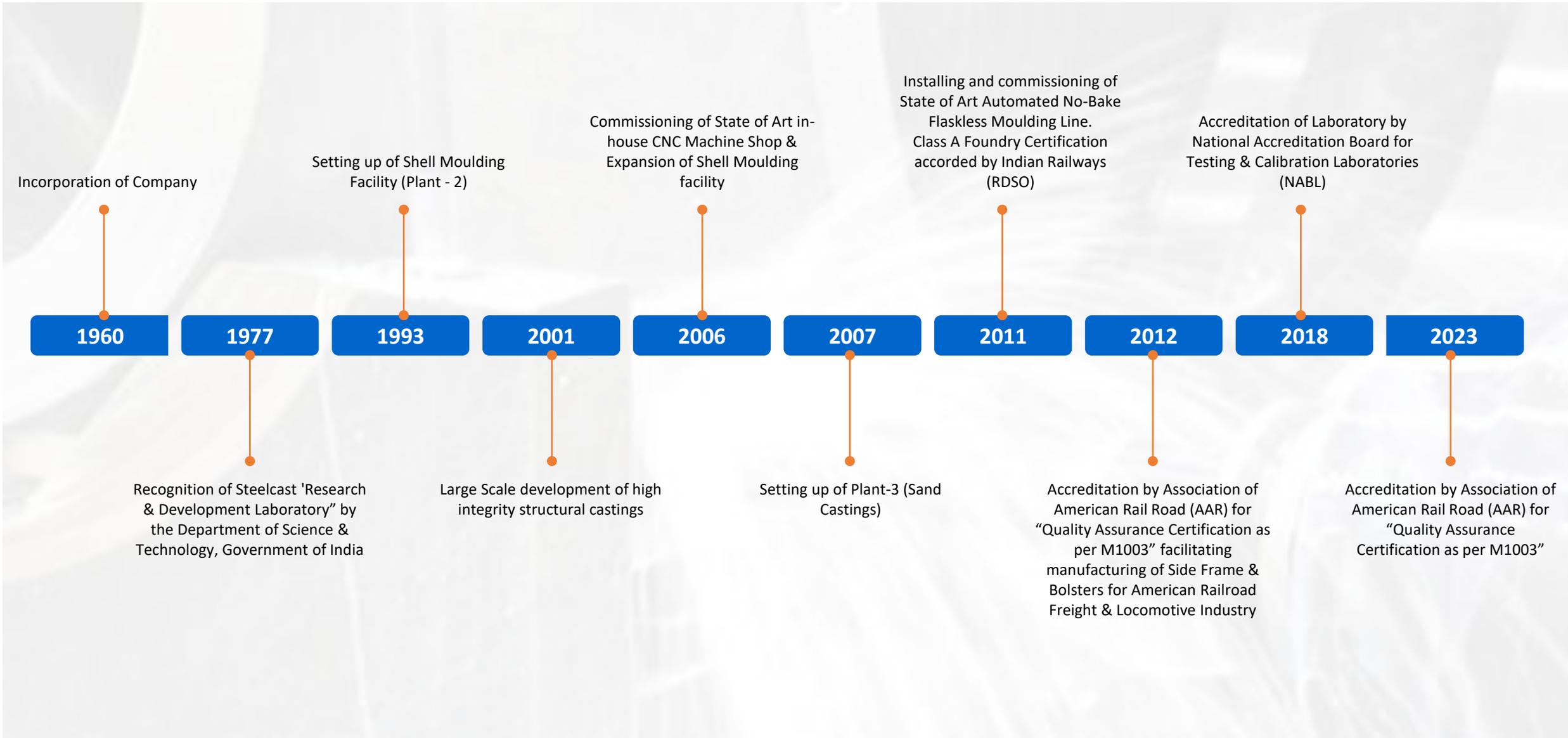
Machining Excellence
70% Castings shipped as fully machined

Sectors Catering
9

Renewable Power Plants
Captive Power Supply
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





Vision

- To be a reputed global provider of reliable, ready to use high integrity castings, especially structural steel castings
- To offer customer delight and employee growth, together with fairness towards all stakeholders
- To focus on innovation and creativity for promoting organisational participation and continuous learning
- To diversify into different products and businesses by providing state-of-the-art material



Mission

- To continuously interact with customers to understand their needs
- To offer best-in-class customer service and provide them value for money to earn complete customer loyalty and facilitate access to larger markets
- To continuously develop processes for delivering high quality, reliable and consistent products
- To create a transparent, principles and systems based organization that empowers employees at all levels to take initiative, innovative, learn and grow, while working with enthusiasm and commitment.
- To have a debt free company that offers excellent returns to shareholders, while at the same time amply rewarding employee performance and paying all fair dues to Government & Society.

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

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

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

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

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

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

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

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

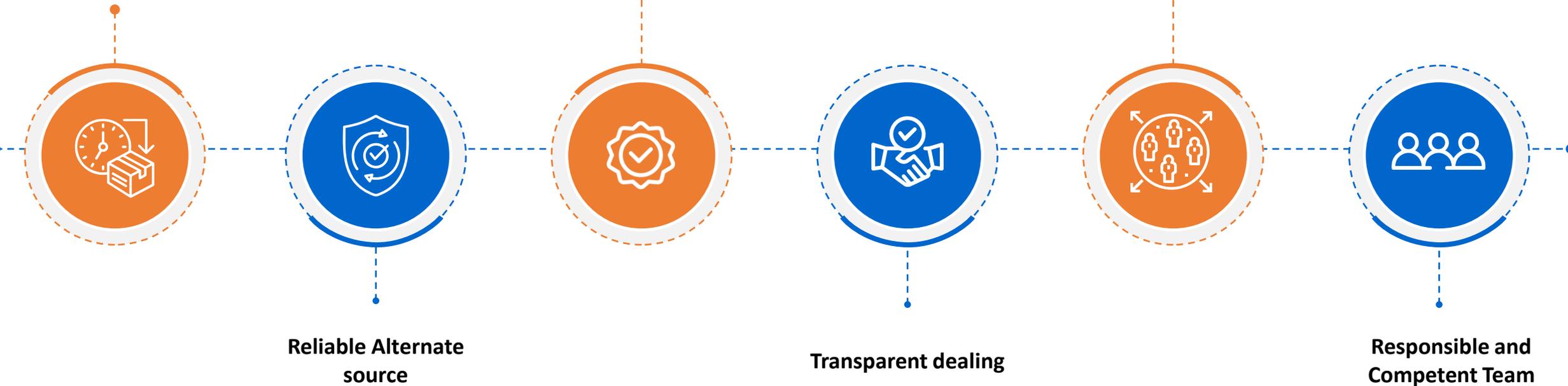


Quality Products

- 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

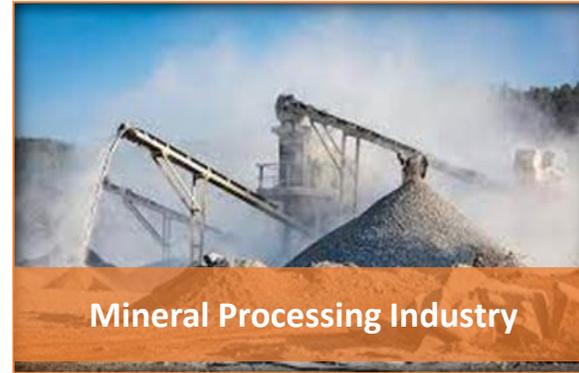
- i. Three manufacturing plants with one machine shop with state of the art plants at single strategic location which helps reduce logistic time & cost
- ii. Adequate capacities to take any ramping up opportunity



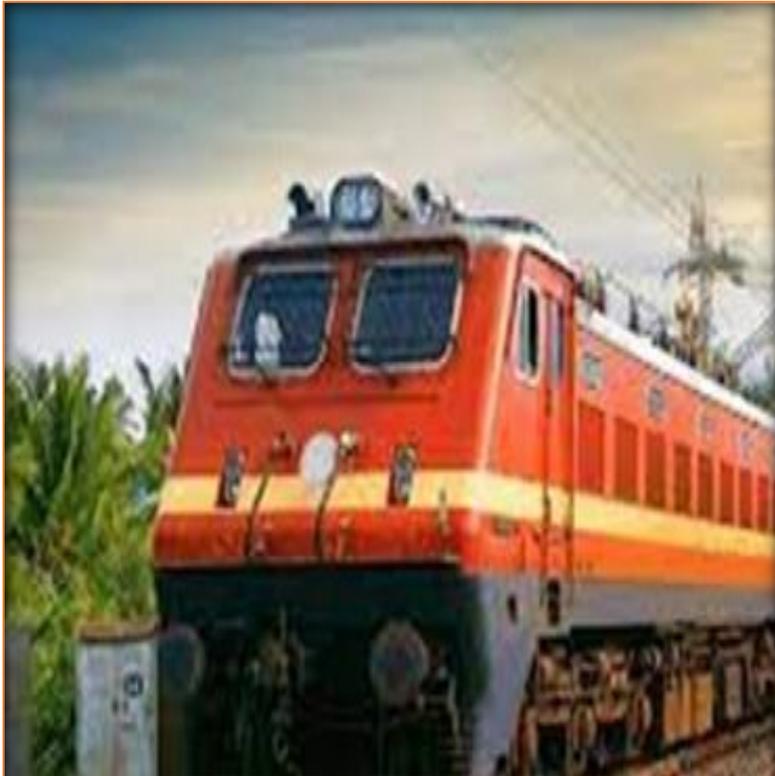
Significant product development capacity

- i. Developed ~ 600 products so far
- ii. Short Product Development Cycle ranging from 4 to 6 months.

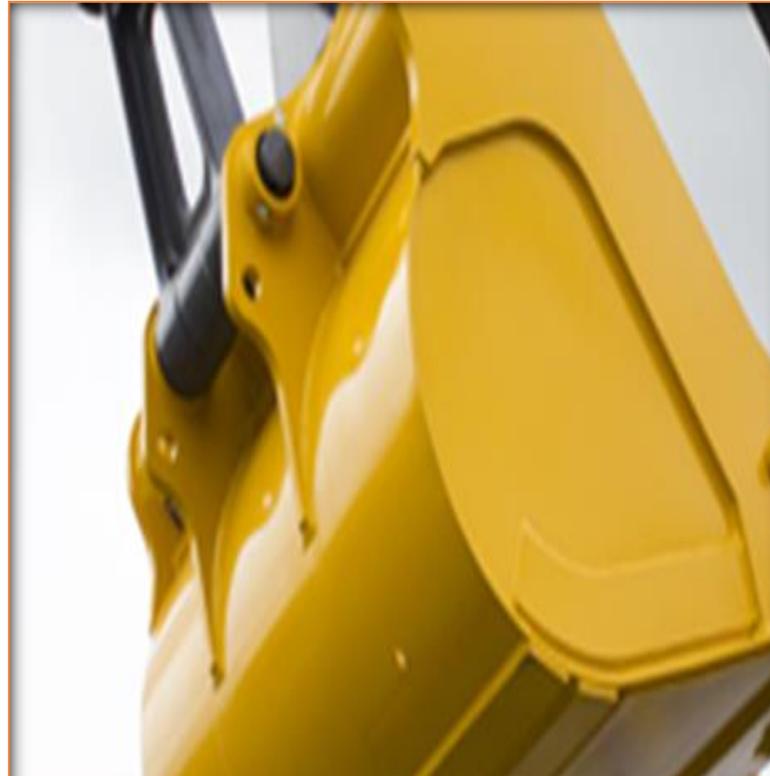
Existing Segments



Foray into New Segments



Railways



Ground Engaging Tools (GETs)



Defence

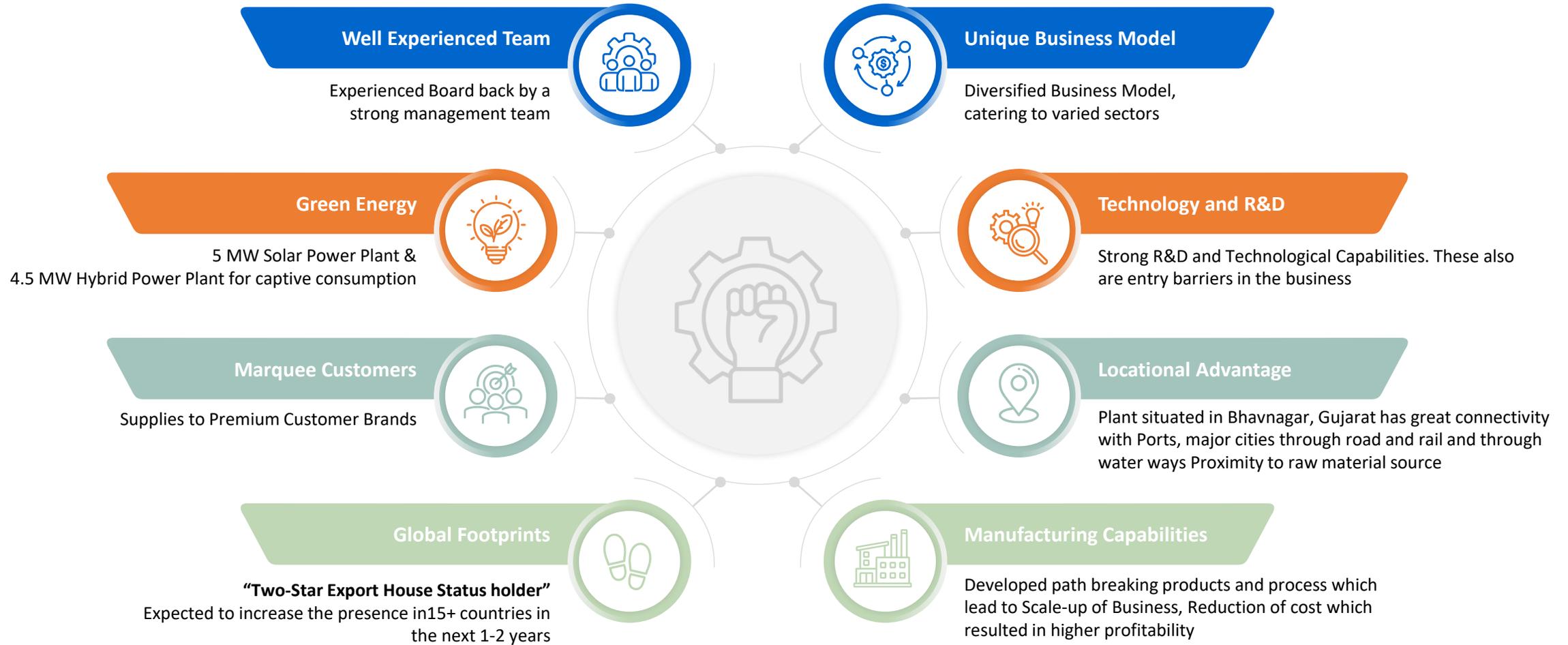


“Two-Star Export House Status holder”

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

 Export Presence

Disclaimer: Map not to scale. All data, information and maps are provided “as is” without warranty or any representation of accuracy, timeliness or completeness



Certifications & Recognitions



An ISO: 9001-2015 Company certified by TUV NORD, Germany (for Quality Management).



An ISO:45001-2018 Company certified by TUV NORD Germany (For Occupational Health & Safety Management System)



An ISO:14001-2015 Company certified by TUV NORD, Germany (for Environmental Management).



An EN:9100:2018 D company certified by TUV NORD Germany (for supplying to Aero Space industries)



An NABL (National Accreditation Board for testing Laboratories) certified company for chemical and mechanical testing of parts for Defense application.



Certified by Transportation & Power Generation Equipment Program, USA for "Foundry, "Heat Treating" &"NDT Testing"



Supplier Excellence Recognition (SER)- Certified level certification by Caterpillar Inc. USA



सत्यमेव जयते

Class A approved foundry by Ministry of Railways, India



सत्यमेव जयते

R&D Laboratory approved by The Department of Science & Technology, Government of India.



सत्यमेव जयते

Two-Star Export House Status holder



Authorized Economic Operator (AEO) Tier 1



Accreditation by Association of American Rail Road (AAR)



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.

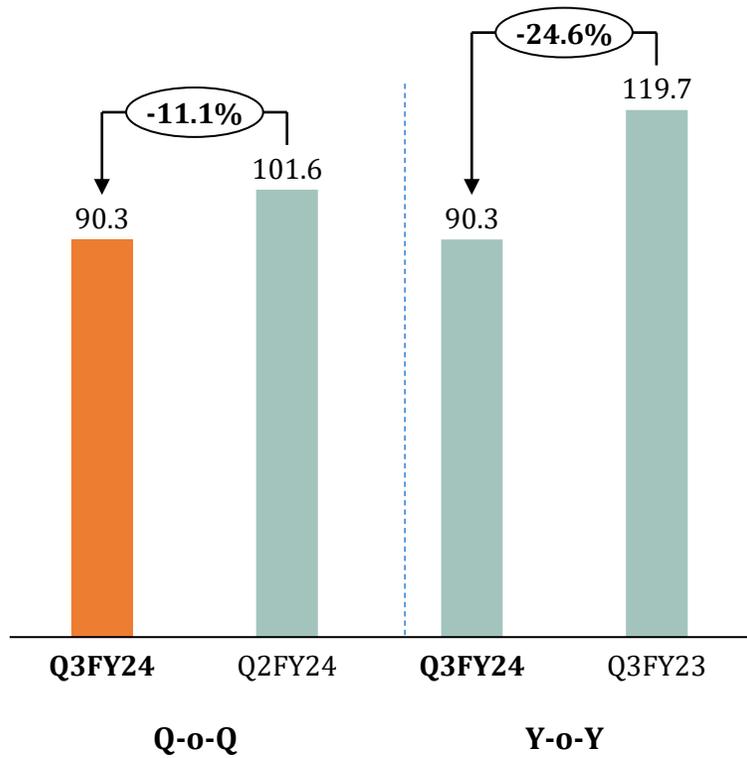
Despite de-growth in revenue, EBITDA and PAT margins have shown improvement in Q3 and stood at 30.8% and 19.3% respectively due to power cost savings, cost optimization, operational efficiency & reduced input costs

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

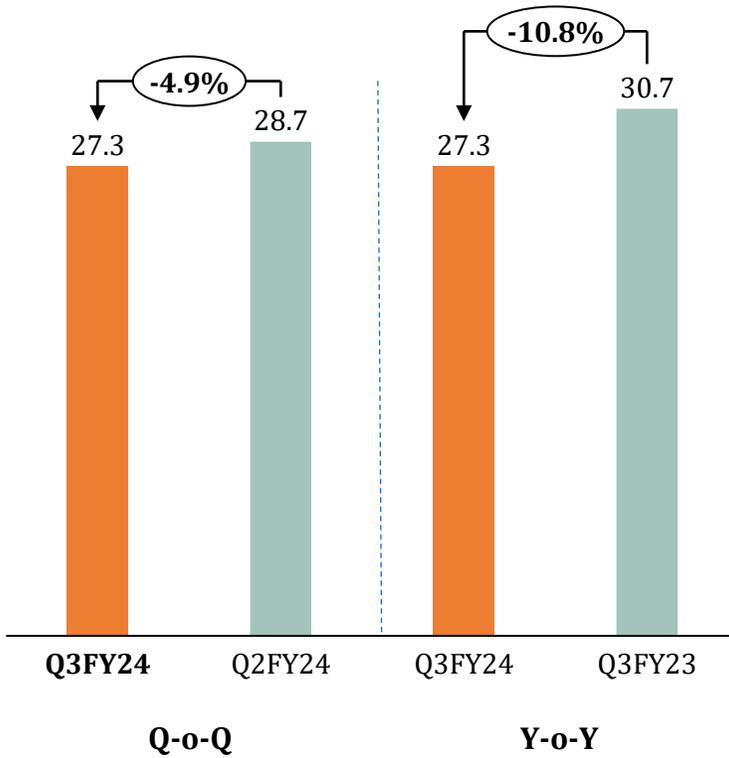
Our conscious and continuous efforts towards development of new customers, new sectors and new parts as a part of our de-risking exercise is helping the Company's turnover to be less volatile compared to the past.

Q3 FY24 Consolidated Key Highlights

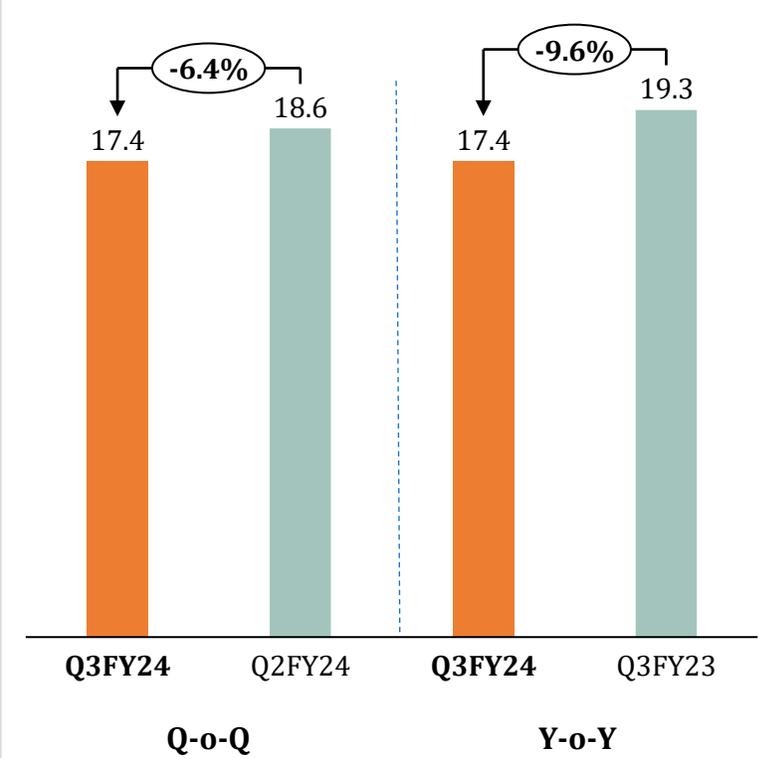
Revenue (Rs. in Crs)



EBIDTA (Rs. in Crs)

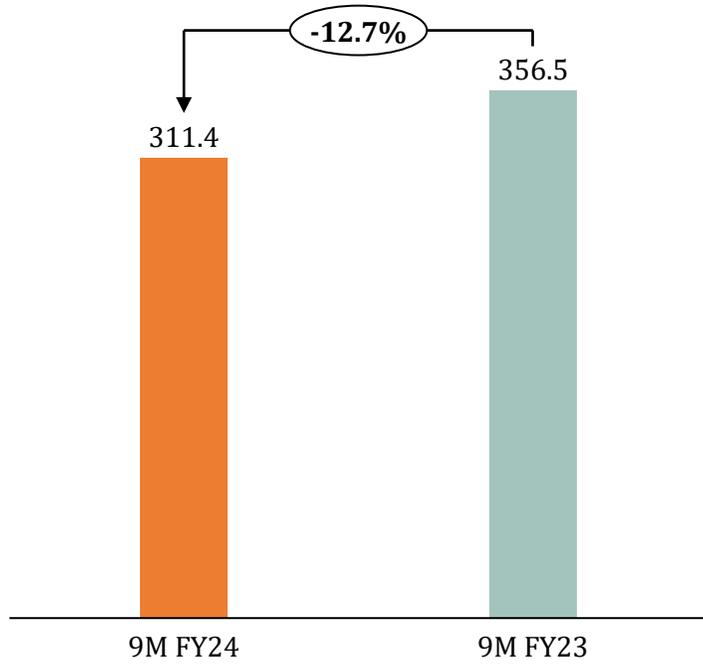


PAT (Rs. in Crs)



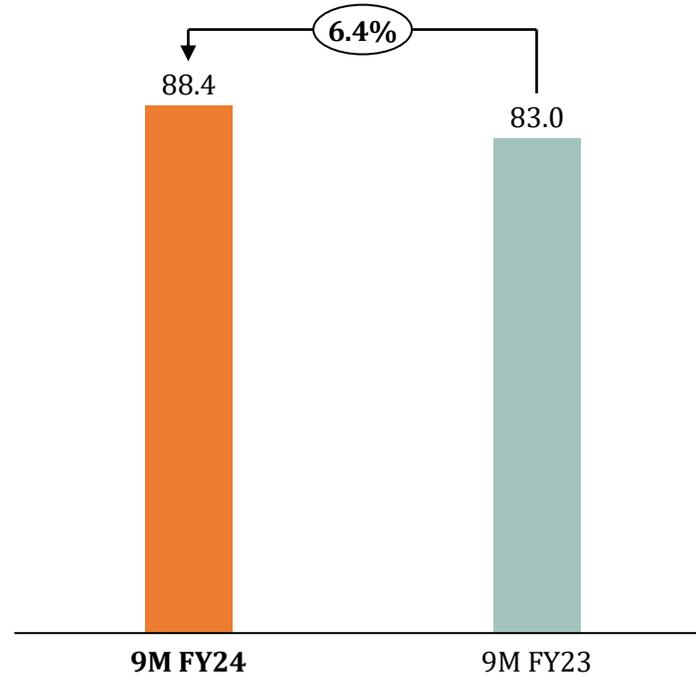
9M FY24 Consolidated Key Highlights

Revenue (Rs. in Crs)



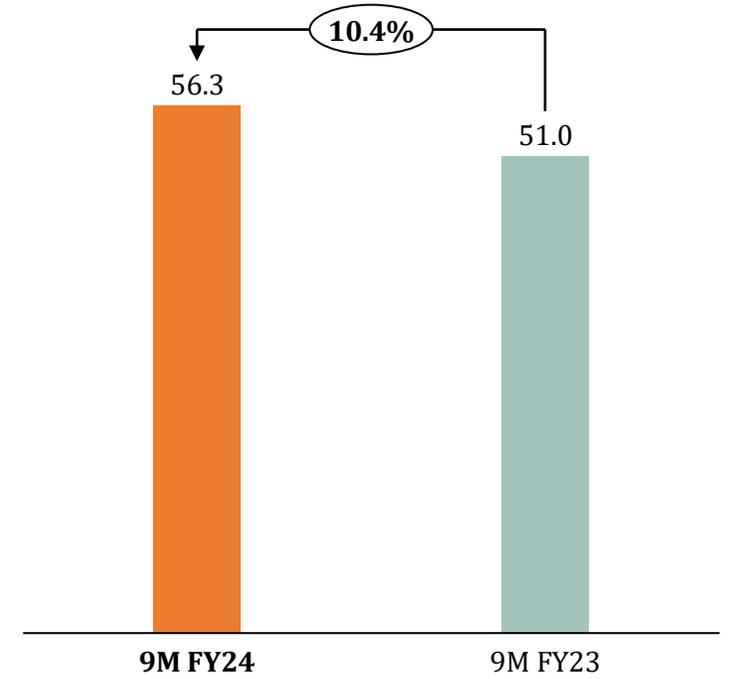
Y-o-Y

EBIDTA (Rs. in Crs)

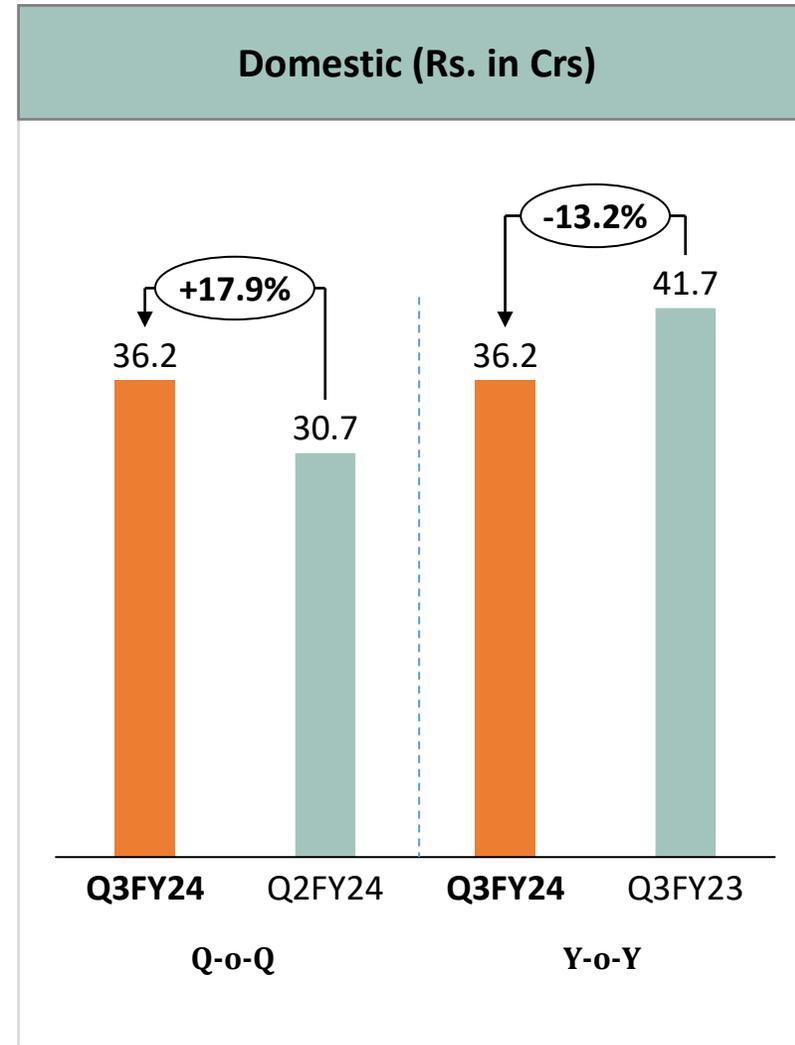
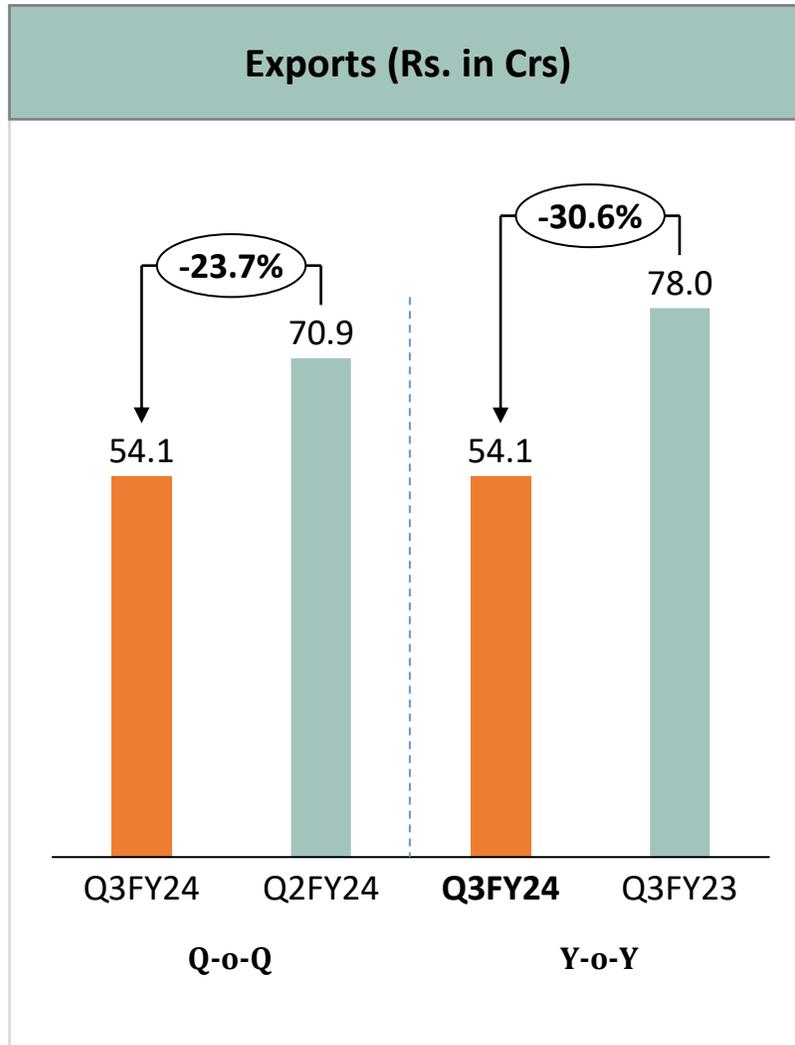


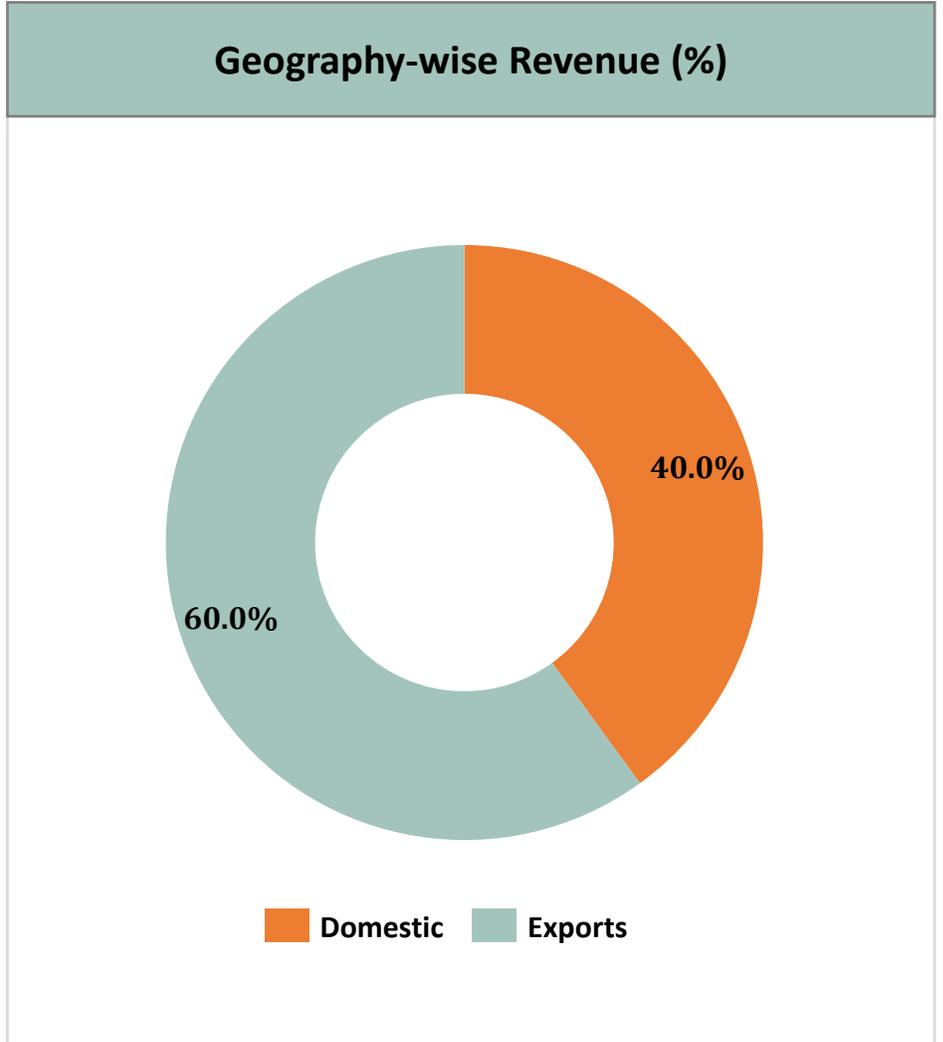
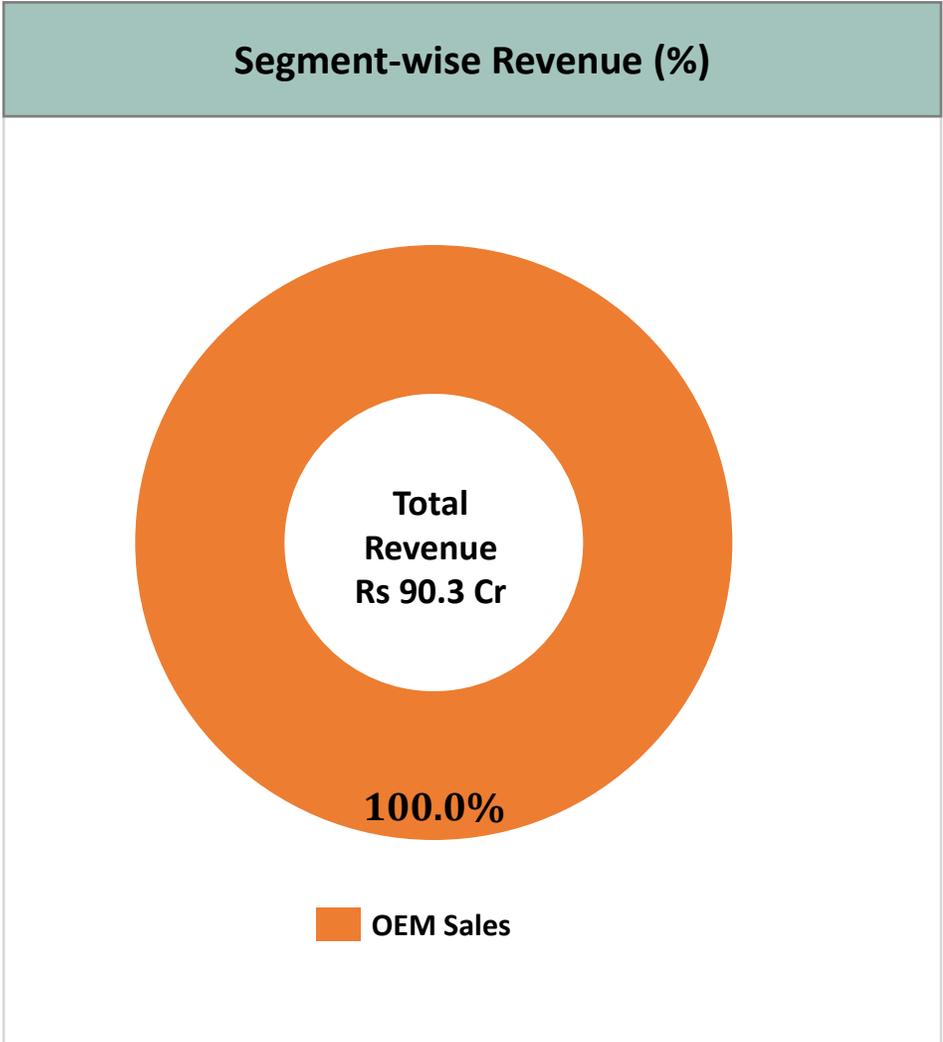
Y-o-Y

PAT (Rs. in Crs)



Y-o-Y

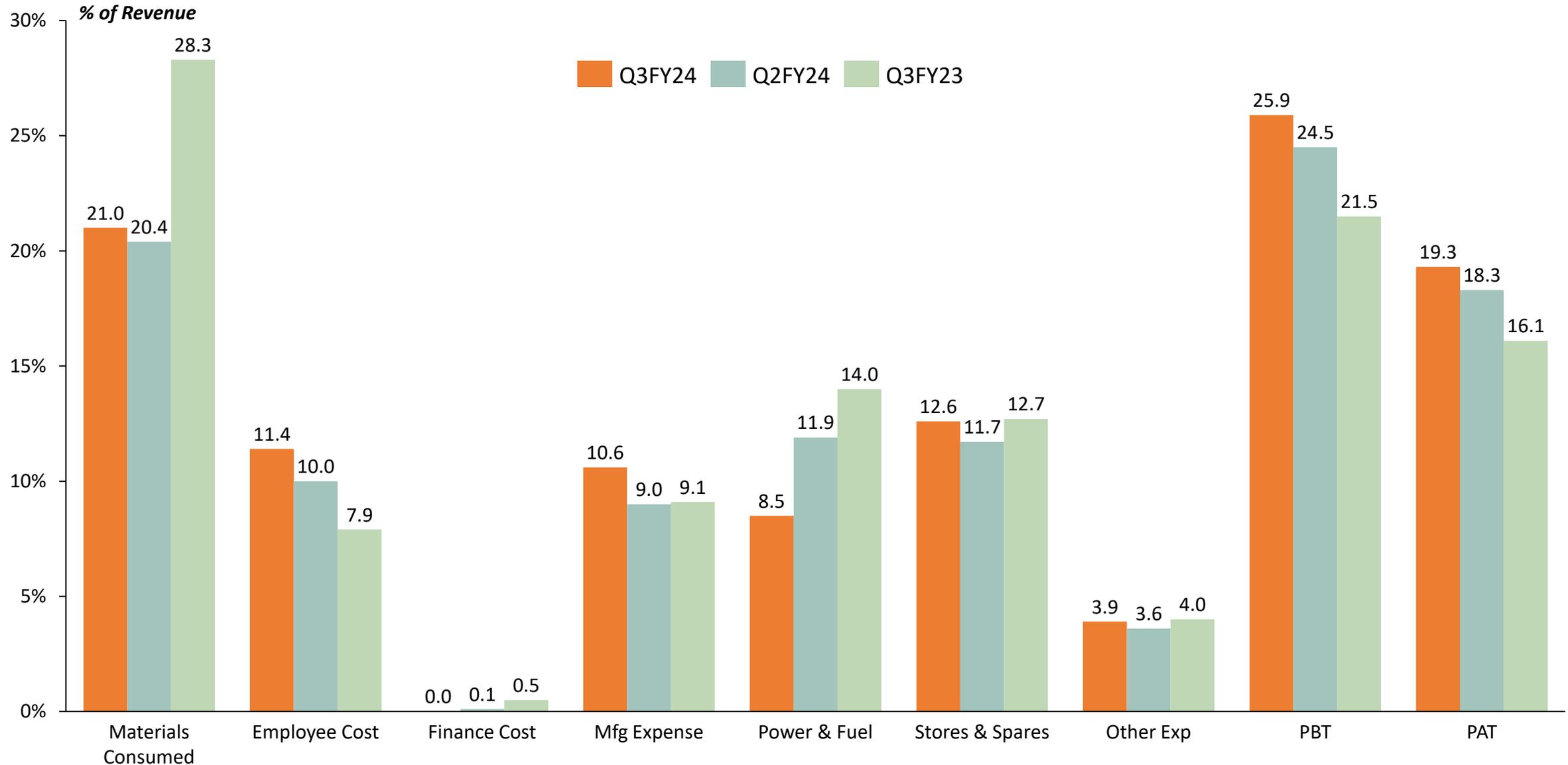




Quarterly Profit & Loss Statement

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	

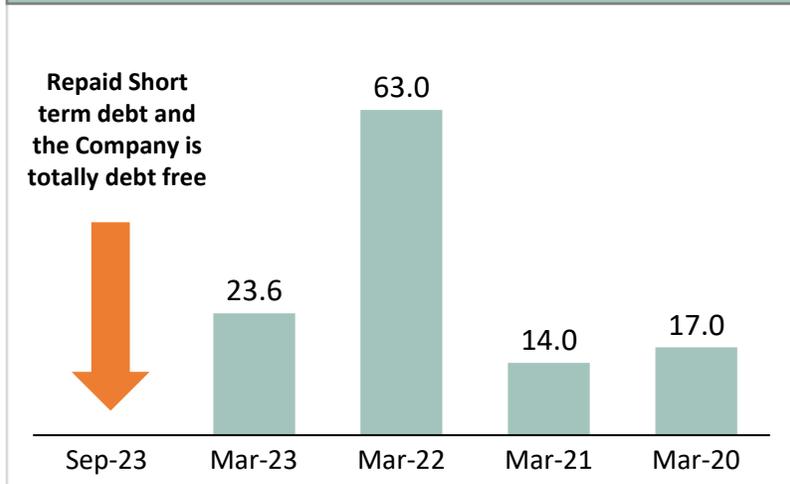
Q3 FY24 Result analysis



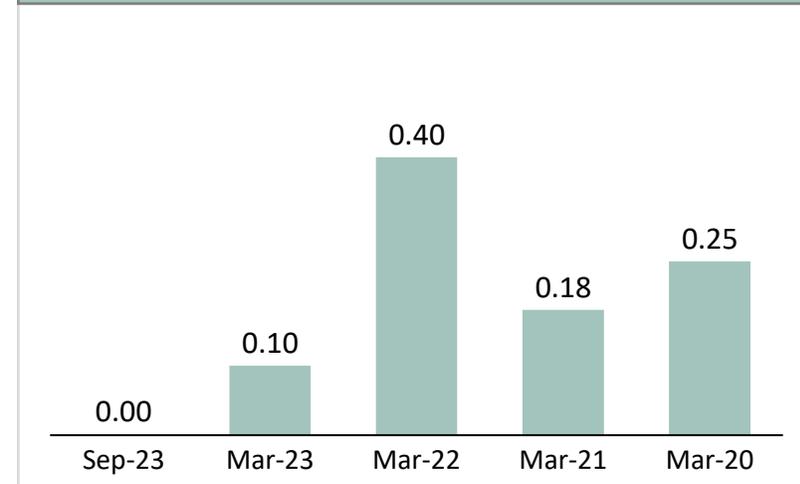
Long term Debt (Rs. Crs.)



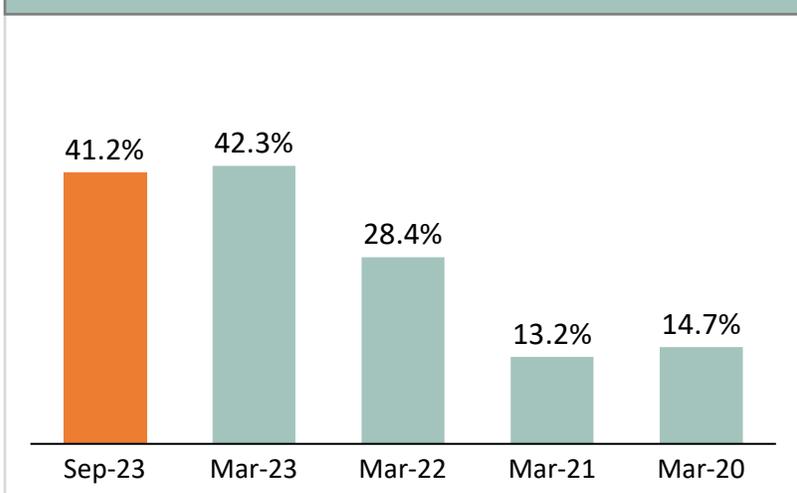
Short term Debt (Rs. Crs)



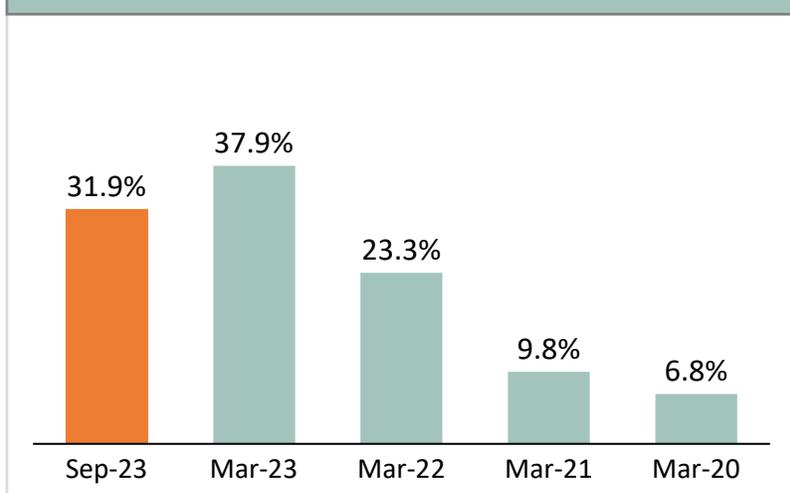
Debt to Equity (x)



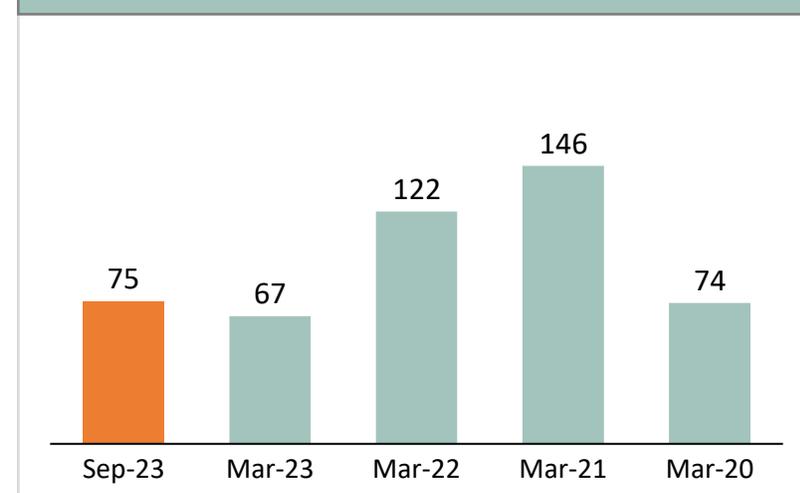
RoCE



RoE



Working Capital (in Days)





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 annual savings in excess of Rs 4 cr.



02

Hybrid power plant is commissioned in July, 2023. Annual savings in power cost will be realised in excess of Rs 9 crores.



03

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



04

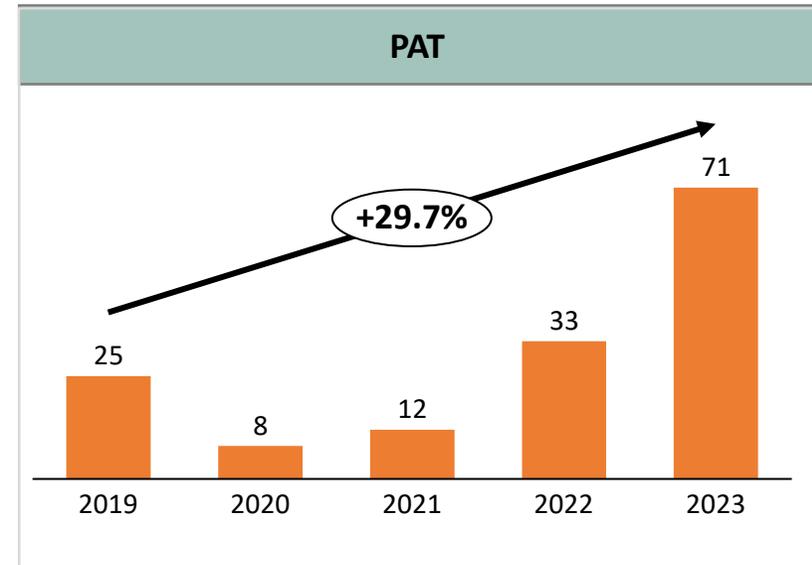
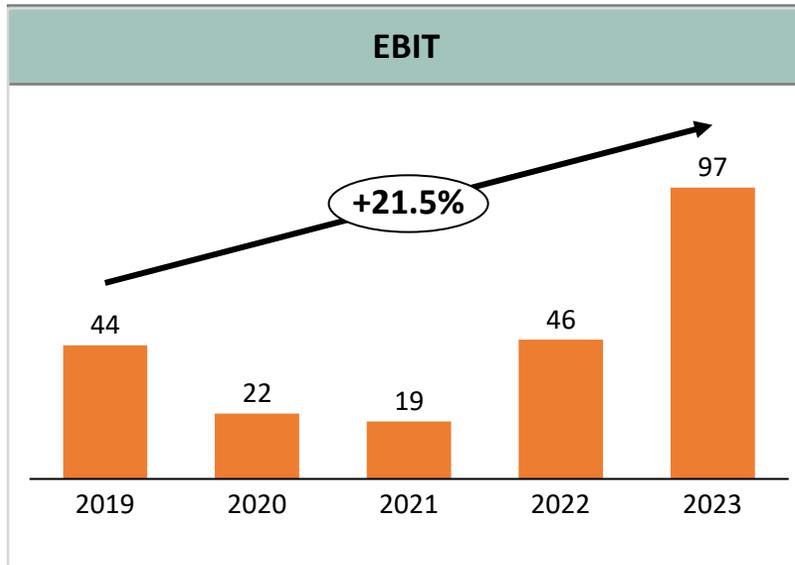
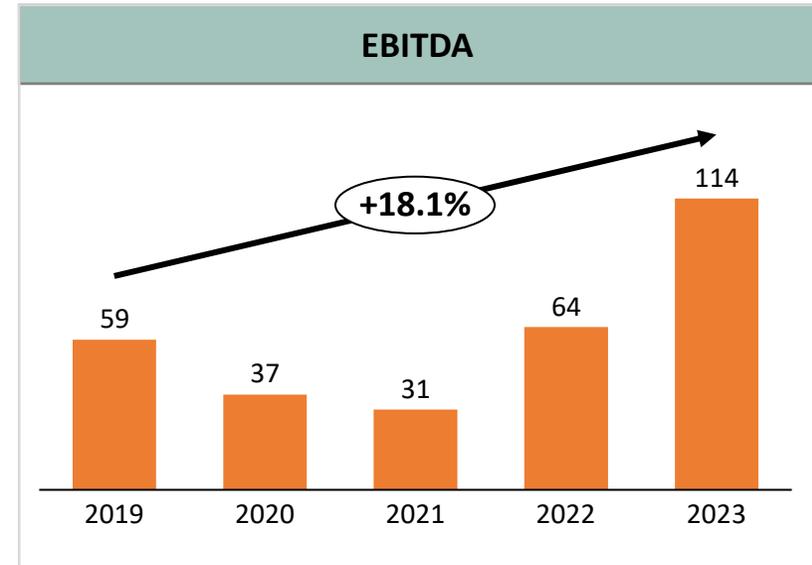
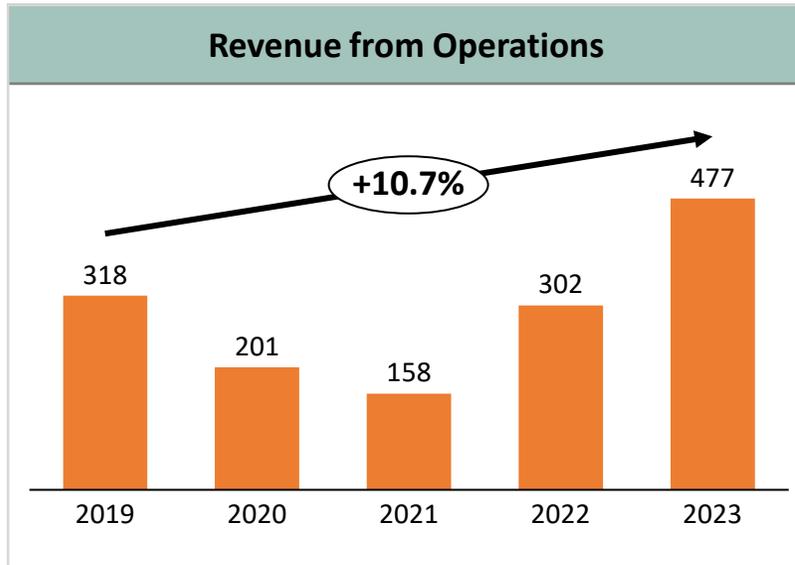
Reduction in throughput time for processing of castings – thus unlocking of capital from working capital needs



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



Company:



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THANK YOU