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AC/2079

28.01.2025

<p>The Secretary, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, MUMBAI - 400 001</p> <p>Scrip Code: 513517</p>	<p>National Stock Exchange of India Limited, Exchange Plaza, 5th Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051</p> <p>Scrip Symbol: STEELCAS</p>
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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 attached the Investor Presentation for the Quarter and nine months ended 31st December, 2024 (Q3FY25) 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

STEELCAST

A large industrial steel mill with bright orange molten metal and sparks. The scene is filled with intense heat and light, with a large cylindrical vessel in the foreground and a complex network of pipes and structures in the background.

INVESTOR PRESENTATION

Q3FY25 & 9MFY25



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- Company Overview
- Financial Performance
- Strong Business Model
- Outlook & Rationalization Measures

01.

Company Overview

Steelcast – In a Nutshell



65 Years

Manufacturing
Experience



9

Sectors
Catered Currently



80%

Renewable Power Plants
Captive Power Supply



29,000 TPA

Capacity



**75% Castings shipped as
fully machined**

shipped as fully machined



Two Star Export House

Competes with Global
players



5 Kgs-2,500 Kgs

Varied Products
Weights



Sand & Shell Casting







Manufacturing
Process



4 Production Plants including
one Machine shop with latest State of Art
Technology

Advanced Manufacturing
Facility

Steelcast – Over 6 Decades of Legacy

-  Company enjoys a Premier Position in the steel Casting Industry in India
-  One of the few companies in India and Globally manufacturing structural steelcastings based on sand and shell casting process
-  Wide range of casting products including Austenitic Manganese Steel and High Chromium ferro alloys
-  Catering to diverse Industrial sectors like Earth Moving, Mining & Mineral Processing, Locomotives, Rail-Road, construction, Cement and Steel Mfg. etc.
-  Catering to a host of Original Equipment Manufacturers (OEMs)
-  Caters to highly reputed multinational clientele both in India and abroad including Fortune 500 companies

Sectors catered

Earth Moving

Mining

Mineral Processing

Steel Plants

Cement

Electro Locomotive

Construction

Railway

Defence

37%
Robust 3Y CAGR
Revenue in FY24

FY24

=

₹117 Cr
EBIDTA*

28.6%
EBITDA Margin*

₹ 75 Cr
PAT




18.3%
PAT Margin

02.

Financial Performance

(Q3FY25 & 9MFY25)

Q3FY25 & 9MFY25 Performance Highlights

			
Q3FY25	Revenue ₹ 101.8 Crs	EBITDA* ₹ 28.3 Crs	PAT ₹ 19.2 Crs
9MFY25	Revenue ₹ 255.4 Crs	EBITDA * ₹ 67.8 Crs	PAT ₹ 45.4 Crs

Highlights

The company reported better performance in this quarter on account of supply chain inventory liquidation and improved domestic demand.

Overall profitability improved compared to Q2FY25 driven by higher volumes, Exchange Rate Gain, improved Operational Efficiency and Cost Optimisation.

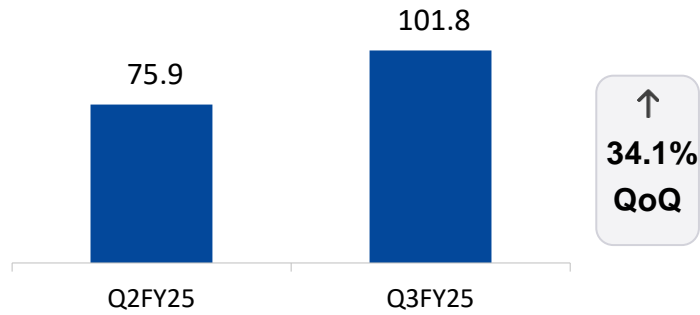
Steelcast Ltd. has taken major steps in broadening its products, customers & Industry base for its existing & new market set up utilizing its talented & experienced workforce. The company is also dedicated to growing its footprint in the railway sector, poised to contribute to its earnings significantly. It is also endeavouring to enter into the Ground Engaging tools sector to cater to the replacement market.

* EBITDA is excluding Other Income

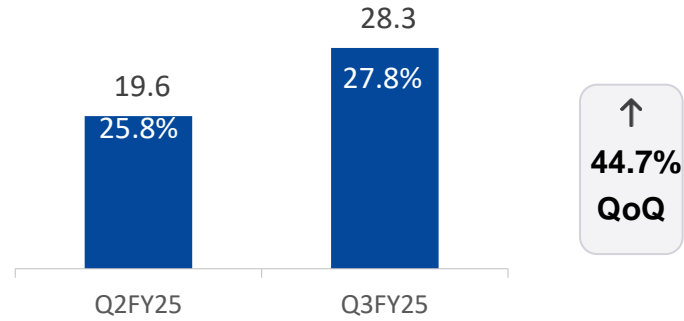
Q3FY25 Result Highlights

QoQ Highlights

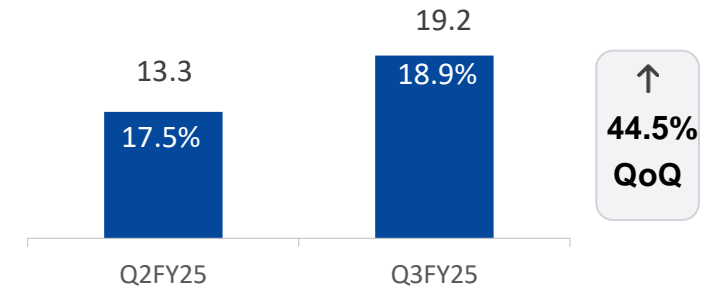
Revenue from Operations (₹ crore)



EBIDTA* (₹ crore) & EBITDA Margin * (%)

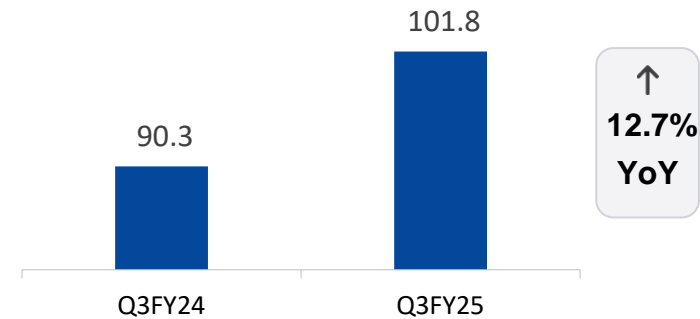


PAT (₹ crore) & PAT Margin (%)

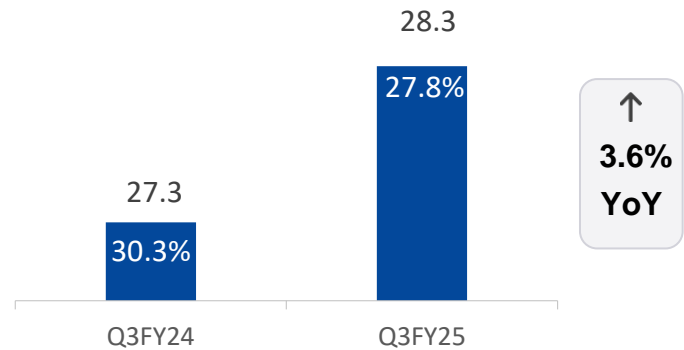


YoY Highlights

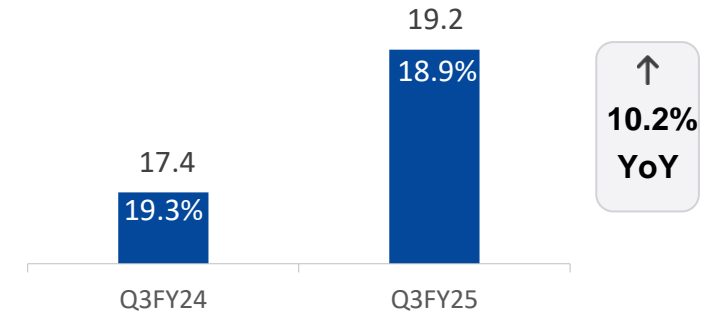
Revenue from Operations (₹ crore)



EBIDTA * (₹ crore) & EBITDA Margin * (%)



PAT (₹ crore) & PAT Margin (%)



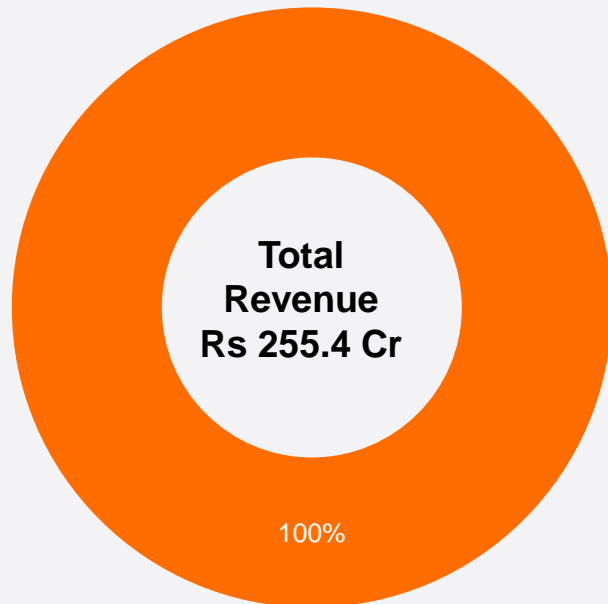
* EBITDA and EBITDA margin is excluding Other Income

Quarterly Profit & Loss Statement

Particulars (Rs.Crs)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	101.8	90.3	12.7%	75.9	34.1%	255.4	311.4	-18.0%
Cost of Materials consumed	24.9	18.9	31.3%	18.3	36.2%	58.1	67.7	-14.1%
Changes in Inventories of finished goods & WIP	-6.4	1.6	-503.3%	-6.7	-3.9%	-10.5	13.6	-177.2%
Manufacturing Expense	11.7	9.6	22.1%	9.8	19.3%	30.3	29.8	1.7%
Power, Fuel & Water Charges	11.8	7.7	53.4%	9.3	27.3%	29.1	33.3	-12.8%
Consumption of Stores & Spares	13.4	11.4	17.7%	11.3	18.6%	34.5	37.0	-6.8%
Total Raw Material and Value Add	55.3	49.2	12.6%	42.0	31.9%	141.5	181.3	-22.0%
Employee Expenses	12.0	10.3	17.4%	10.4	15.6%	32.6	30.5	7.1%
Other Expenses	6.1	3.6	71.8%	4.0	53.9%	13.4	11.2	19.7%
EBITDA (Excluding Other Income)	28.3	27.3	3.6%	19.6	44.7%	67.8	88.4	-23.2%
EBITDA % (Excluding Other Income)	27.8%	30.3%	-244 bps	25.8%	203 bps	26.6%	28.4%	-182 bps
Depreciation and Amortisation Expense	3.2	4.4	-28.7%	3.1	0.6%	9.5	13.6	-30.3%
Finance Costs	0.2	0.1	207.3%	0.0	641.5%	0.4	0.8	-53.6%
Other Income	0.9	0.6	55.6%	1.5	-40.6%	3.3	1.9	73.9%
PBT	25.8	23.4	10.4%	17.9	44.3%	61.2	75.8	-19.2%
PBT %	25.4%	25.9%	-55 bps	23.6%	178 bps	24.0%	24.3%	-37 bps
Tax Expenses	6.6	6.0	10.7%	4.6	43.6%	15.8	19.5	-19.0%
PAT	19.2	17.4	10.2%	13.3	44.5%	45.4	56.3	-19.3%
PAT %	18.9%	19.3%	-43 bps	17.5%	135 bps	17.8%	18.1%	-29 bps
EPS (₹)	9.49	8.61	10.2%	6.57	44.5%	22.45	27.81	-19.3%

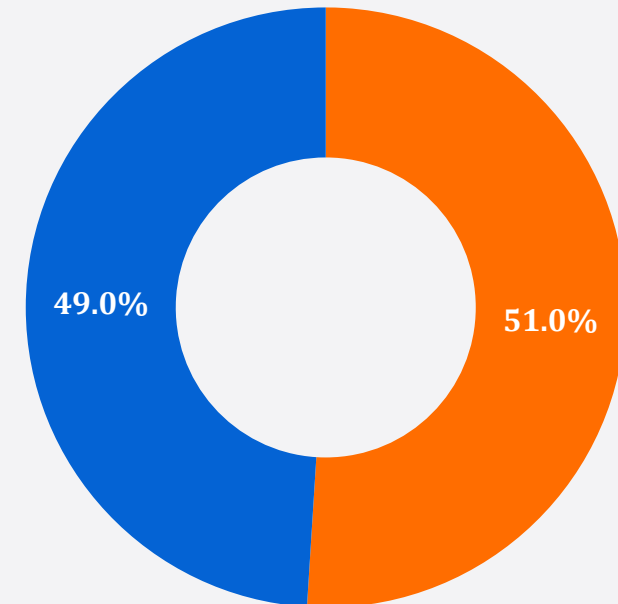
Revenue Breakup – 9MFY25

Segment-wise Revenue (%)



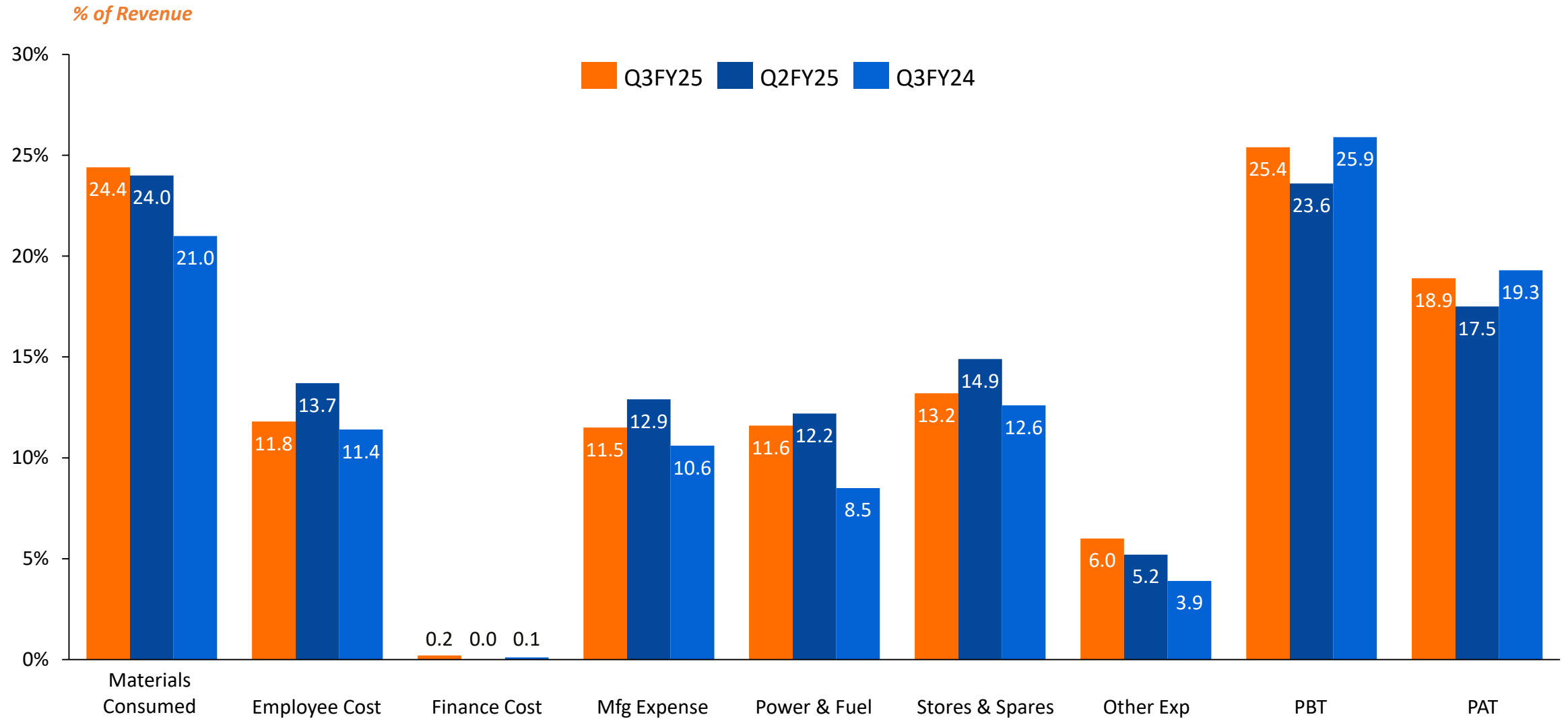
■ OEM Sales

Geography-wise Revenue (%)



■ Domestic ■ Exports

Quarterly Result analysis



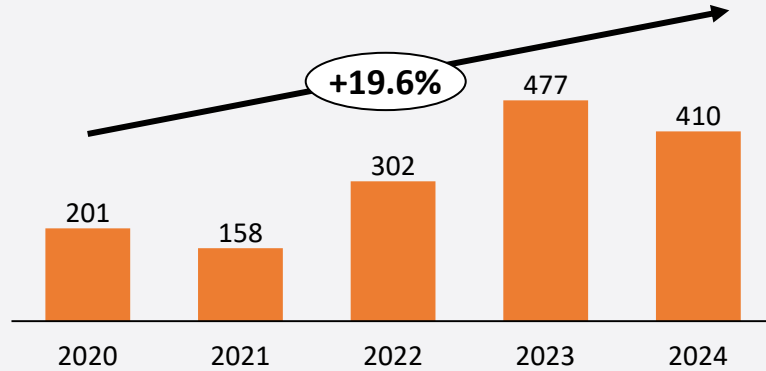
Key Highlights for Q3FY25

Operational & Financial Performance

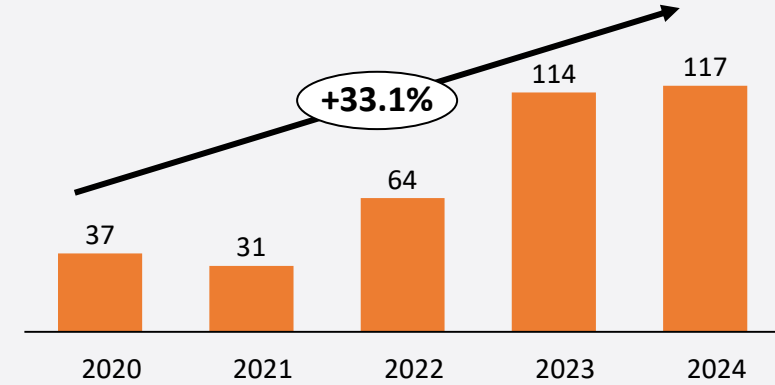
- In Q3FY25, **Capacity Utilization increased to 50%** compared to 40% in Q2FY25 to meet the growing demand.
- **Domestic segment has shown improvement in growth of 53% YoY**, contributing 55% to the overall revenue.
- The revenue from operations was at ₹ 101.8 crore, **recording a 34.1% growth** compared to Q2FY25.
- EBIDTA during the quarter was at ₹ 28.3 crore, **a 44.7% growth** compared to Q2FY25.
- Our EBITDA margin for the quarter was at 27.8%, **well above our guided range** of 21-22%.
- PAT during the quarter was at ₹ 19.2 crore, **a 44.5% growth** compared Q2FY25.
- We continue our efforts to foray into sectors such as **Defence, GETs and Railways**.

Five-Year CAGR Snapshot: Unveiling Business Growth Trends

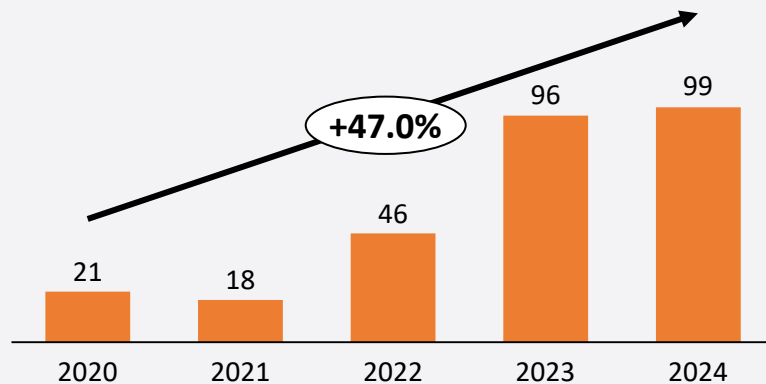
Revenue from operations



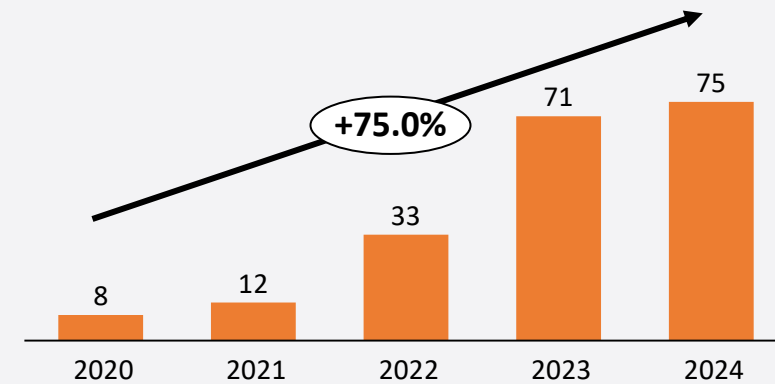
EBIDTA (Excluding Other Income)



EBIT (Excluding Other Income)



PAT



03.

Strong Business Model of Steelcast

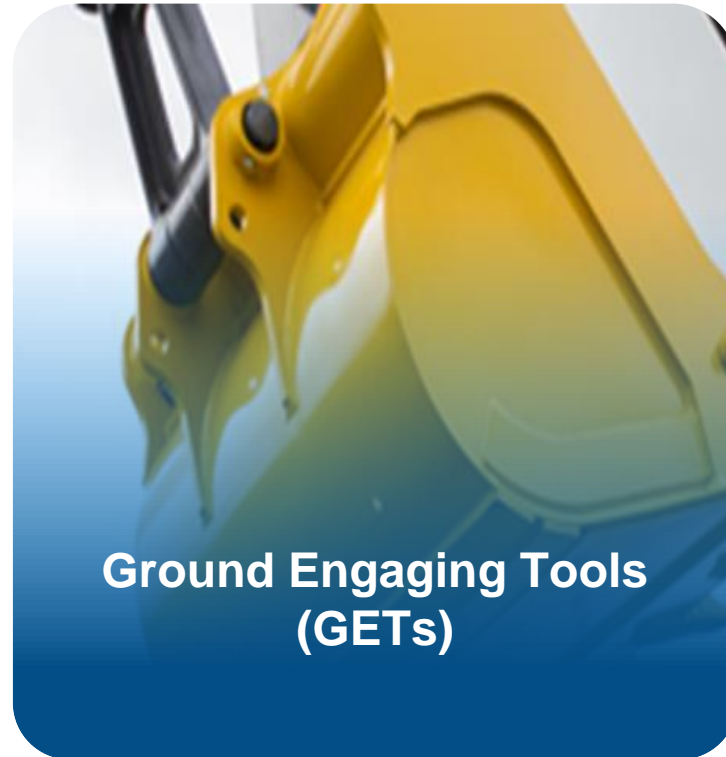
Diversified Business Model catering to Varied OEMs in Different Industries...

Existing Segments



Expanding our footprint to new segments

Foray into New Segments



Moats of the company :

- Cost Barrier
- High margin due to cost plus model
- Expertise spanning over decades
- Debt Free
- Entry barrier due to high replacement cost and Strong R&D and Technological Capabilities.
- Customer loyalty
- Well Experienced Team & Balanced / professional BOD
- Green Energy
- Global Footprints - Expected to increase the presence in 18+ countries in the next 1-2 years
- Locational Advantage



Hybrid and Solar Power Plants-Existing

Summary of Hybrid Power Plant

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	8.50	4.28	9.78

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	8.50	5.33	4.29

Total Saving/Year (Solar + Hybrid in Group Captive Mode)

14.07

Hybrid and Solar Power Plants-Proposed

Summary of Hybrid Power Plant

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 Rs Cr /Year after fixed charges deduction	Total Investment in Rs Cr.	Payback Period in Years
1	Group Captive after revised tariff	2.1	0.9306	4.55	8.50	3.95	3.49	2.63	0.75

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 Rs Cr /Year after fixed charges deduction	Total Investment in Rs Cr.	Payback Period in Years
1	Solar Power Plant	1.15	0.159	3.16	8.50	5.34	0.85	3.94	4.64

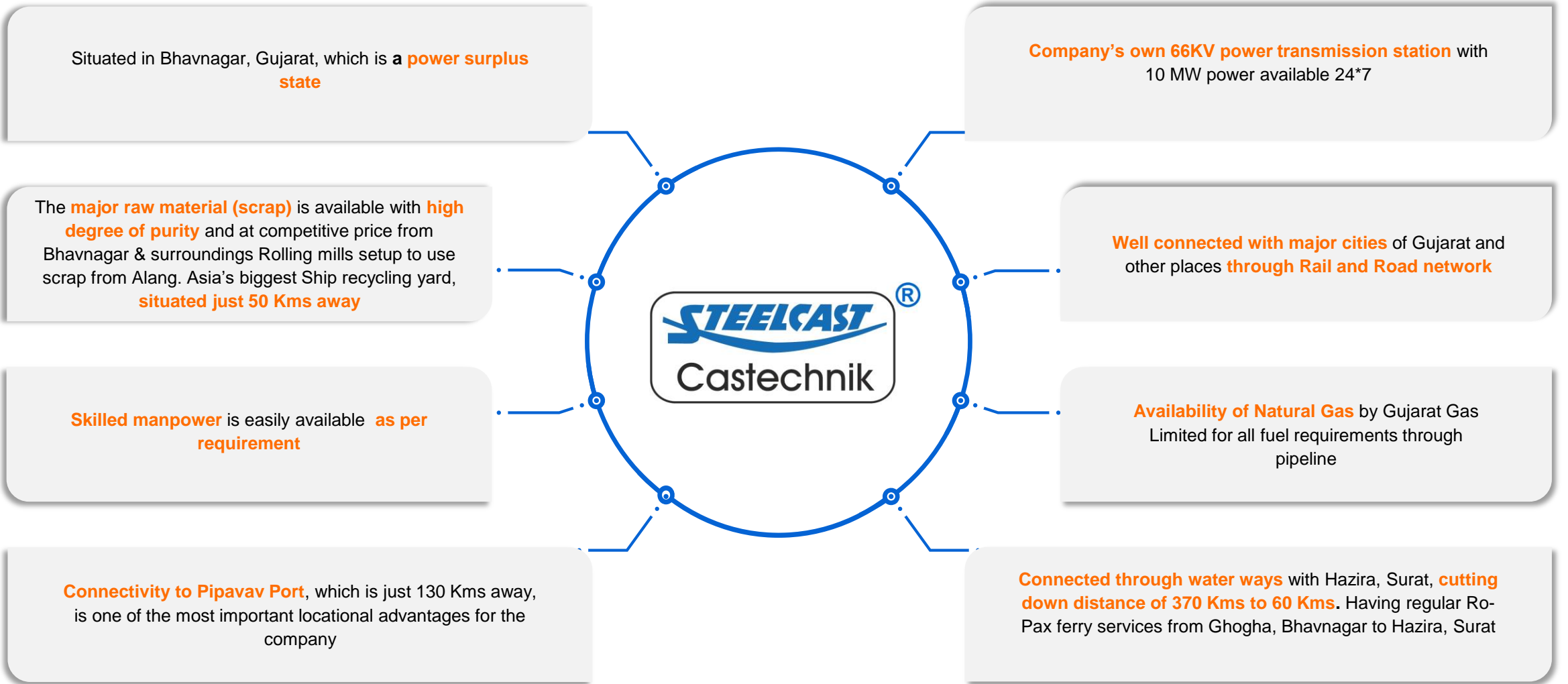
Total (Solar + Hybrid in Group Captive Mode)

4.33

6.57

1.52

Locational Advantage



Presence across the Globe



“Two-Star Export House Status holder”

We have presence in 15 countries, and we expect to increase the same in **18+ countries** in the next 1 to 2 years

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



Class A approved foundry by Ministry of Railways, India



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



Two-Star Export House Status holder



Authorized Economic Operator (AEO) Tier 1



Accreditation by Association of American Rail Road (AAR)

04.

Outlook & Rationalization Measures

Building Excellence: Key Pillars of Steelcast's Enduring Success

Reliable quality supplier with long association with marquee customers



Adequate capacity with ramp-up capabilities

Seasoned and experienced management team and skilled work force



Six decades robust experience of surviving and sustaining business cycles

China + 1 scenario helping steelcast to be a preferred supplier



Balanced portfolio of domestic & export customers



Strategy to Explore Potential Growth Opportunities

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 slow-down is witnessed from 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

Safe Harbour

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THANK YOU



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