



Presentation for Q4 FY 24 Investors Call

20th May 2024

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Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.



Business Updates



Financial Highlights



Other Updates

Business Updates

Macro Environment

- Subdued Tractor industry casting demand affects the casting sales volumes
- Early signs of tractor volume revival
- We witnessed demand revival in Pig Iron and early sign of price improvement

Business Operations

- Pig iron margin compression affects the profitability
- Major investments close to commissioning stage, returns expected to reflect in the coming financial year
- Pulverized coal injection commissioned
- ISMT merger with KFIL is in process



Business Updates



Financial Highlights

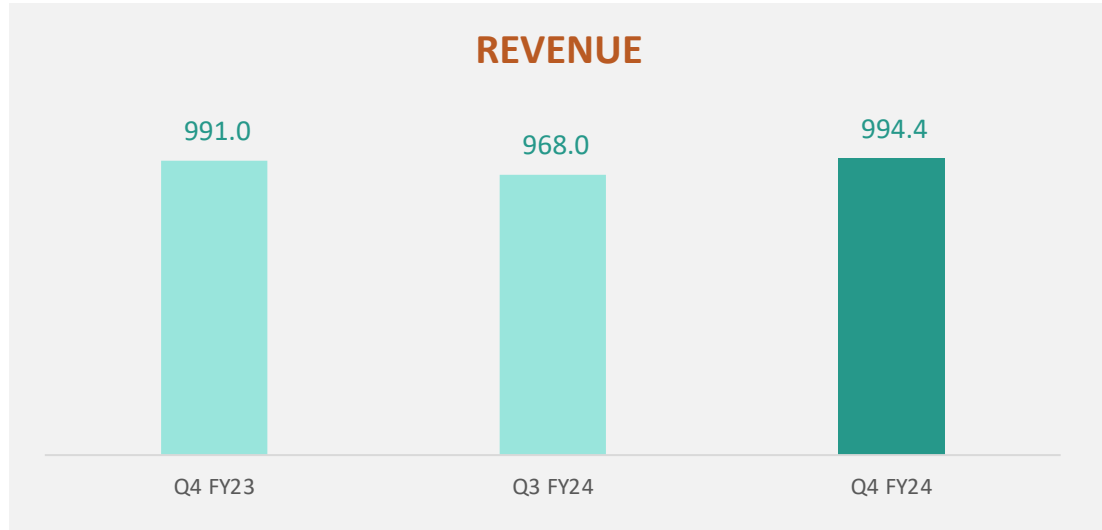


Other Updates

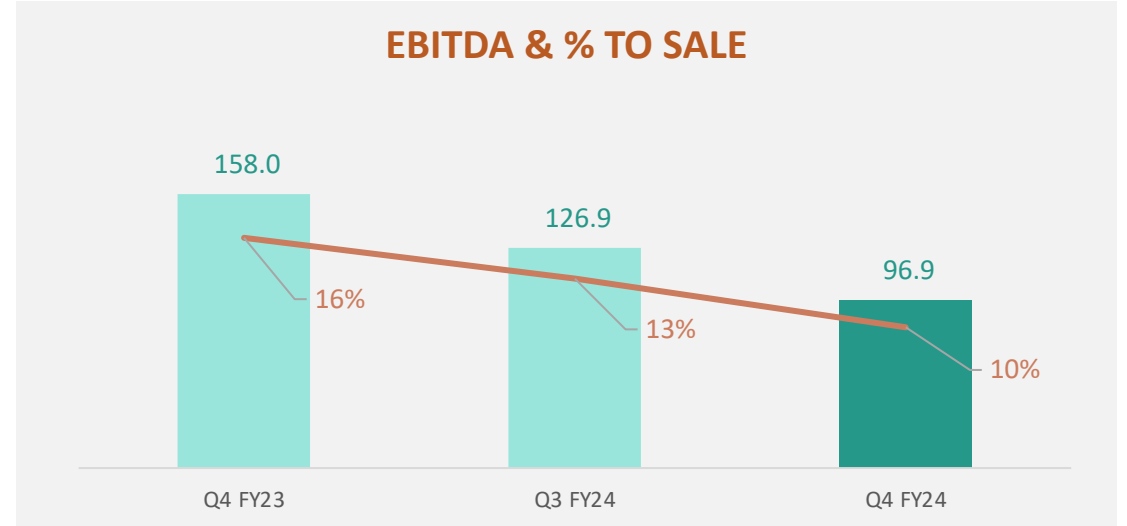
P&L Highlights – Standalone Quarterly

All amounts in INR Crores.

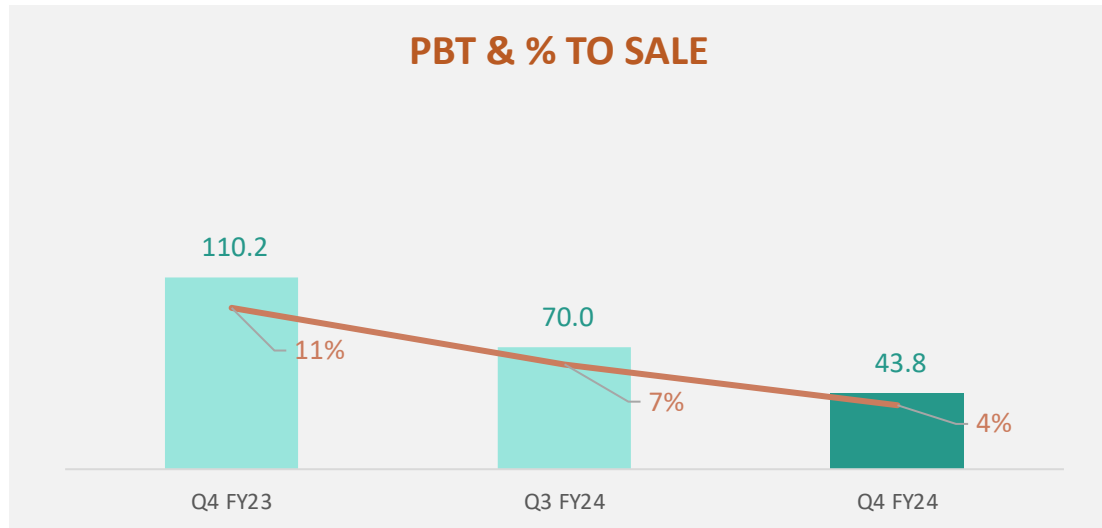
REVENUE



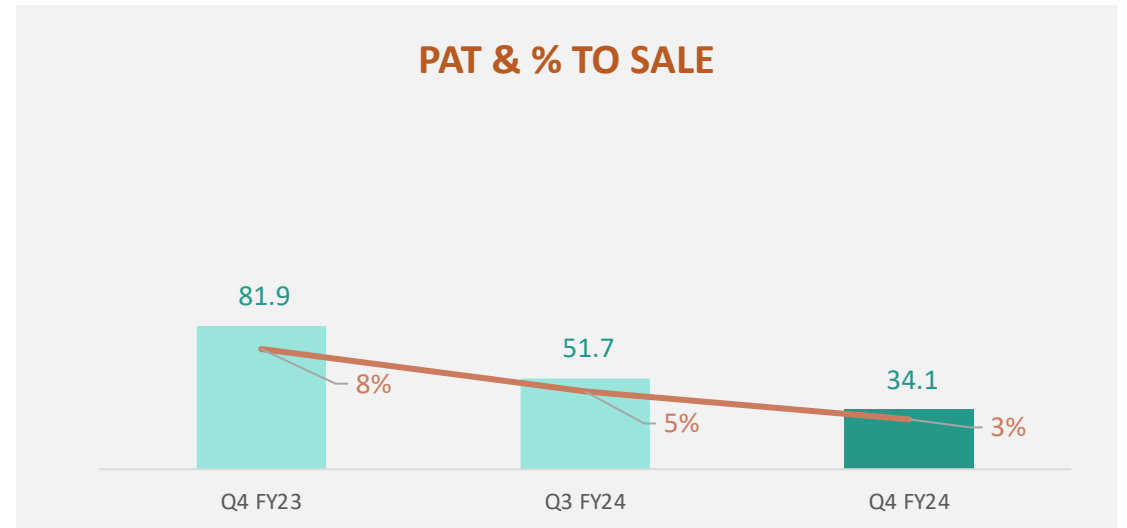
EBITDA & % TO SALE



PBT & % TO SALE

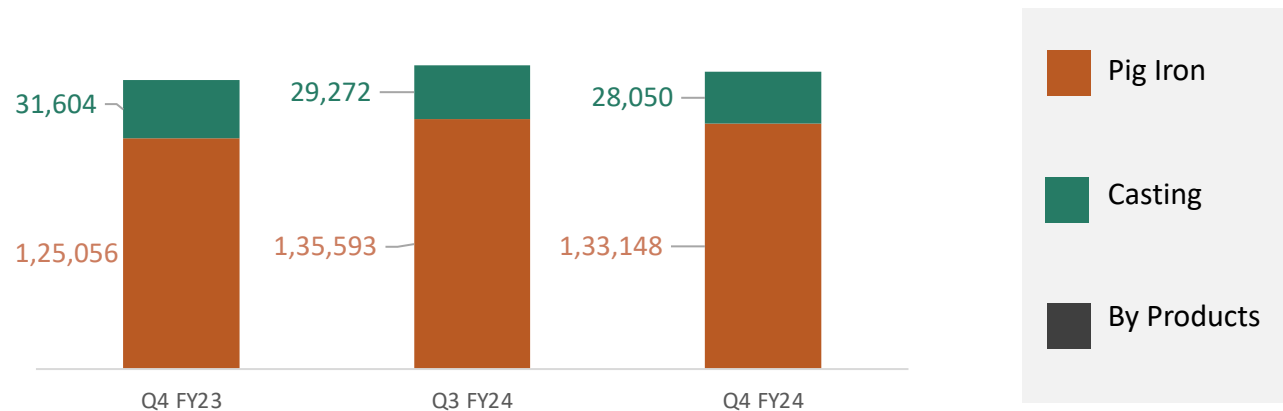


PAT & % TO SALE



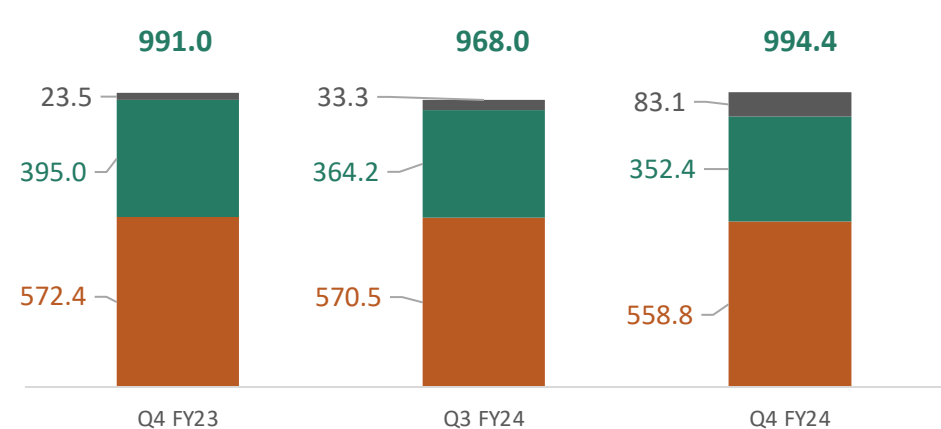
Volume and Sales Update - Standalone Quarterly

SALES VOLUME (MT)



Volume	Pig Iron	Castings
Q-o-Q	-2%	-4%
Y-o-Y	6%	-11%

SALES (INR Crore)



Sales	Pig Iron	Castings
Q-o-Q	-2%	-3%
Y-o-Y	-2%	-11%

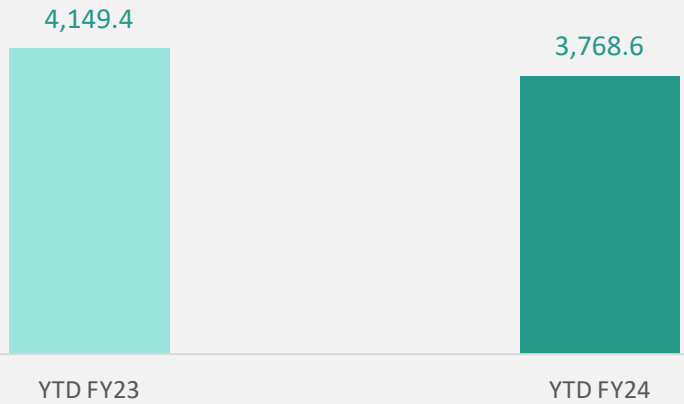
REALISATIONS

	Q4 FY23	Q3 FY24	Q4 FY24
Pig Iron (INR PMT)	45,774	42,072	41,970
Castings (INR Per Kg)	124.99	124.42	125.63

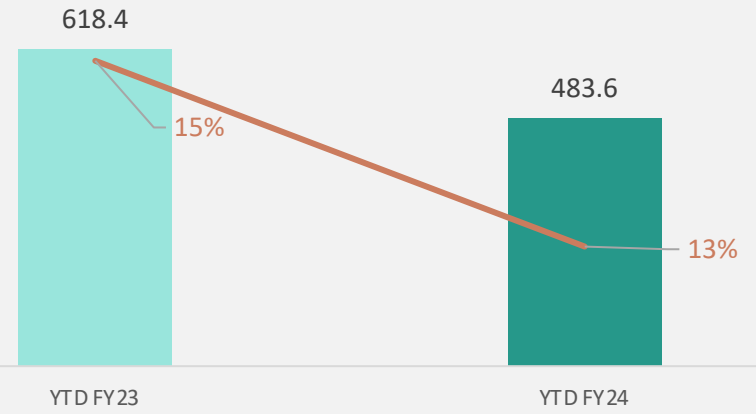
P&L Highlights – Standalone YTD

All amounts in INR Crores.

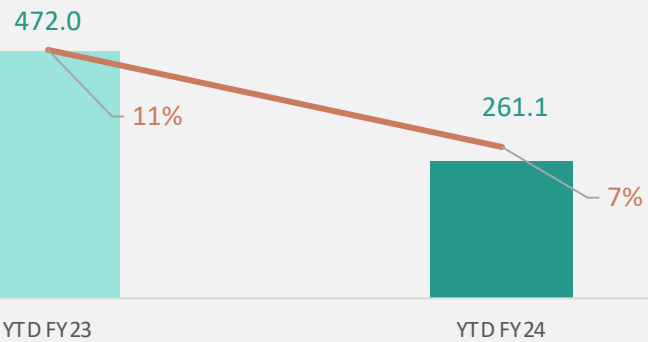
REVENUE



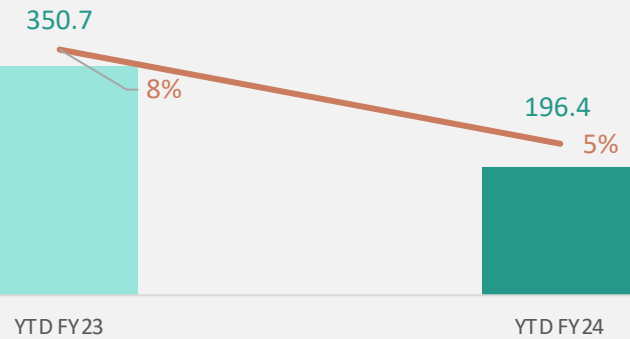
EBITDA & % TO SALE



PBT & % TO SALE

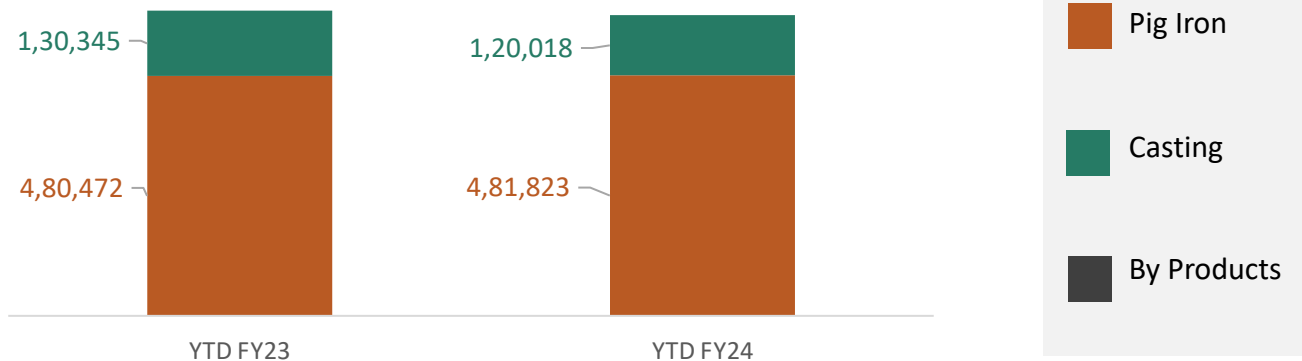


PAT & % TO SALE



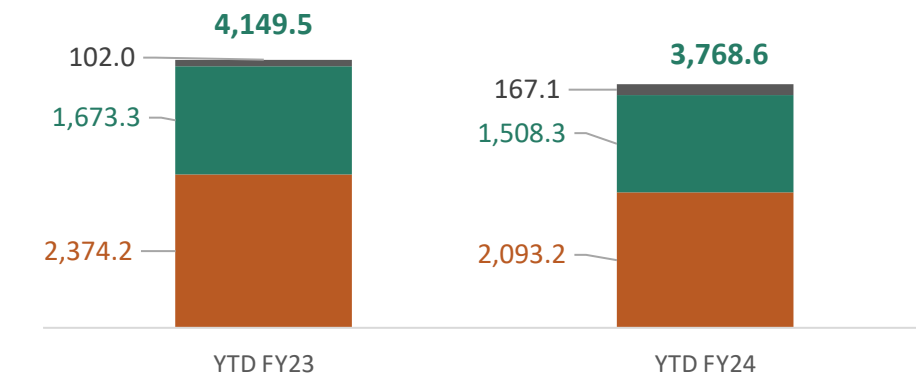
Volume and Sales Update - Standalone YTD

SALES VOLUME (MT)



Volume	Pig Iron	Castings
Y-o-Y	0.3%	-8%

SALES (INR Crore)



Sales	Pig Iron	Castings
Y-o-Y	-12%	-10%

REALISATION

	YTD FY23	YTD FY24
Pig Iron (INR PMT)	49,414	43,444
Castings (INR Per Kg)	128.37	125.67

P&L Standalone

Particulars	Quarter ended			Year ended	
	31-Mar-24 Audited	31-Dec-23 Unaudited	31-Mar-23 Audited	31-Mar-24 Audited	31-Mar-23 Audited
Revenue from Operations	994.4	968.0	991.0	3,768.7	4,149.4
Other Income	10.8	4.7	3.3	19.3	42.4
Total income (1+2)	1,005.1	972.7	994.2	3,787.9	4,191.8
Expenses					
(a) Cost of Materials consumed	659.5	621.9	611.2	2,406.0	2,639.5
(b) Purchase of stock-in-trade	-	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	17.8	(8.4)	(17.0)	(23.1)	(12.4)
(d) Employee benefits expense	39.5	41.7	47.2	157.4	152.1
(e) Finance costs	29.2	27.4	23.2	109.2	84.8
(f) Depreciation and amortisation	34.7	34.3	27.8	132.6	104.0
(g) Other expenses	180.6	185.8	191.6	744.8	751.9
Total Expenses	961.3	902.7	884.0	3,526.8	3,719.8
Profit Before tax	43.8	70.0	110.2	261.1	472.0
Profit After tax	34.1	51.7	81.9	196.4	350.7
EBITDA (excluding other income)	96.9	126.9	158.0	483.6	618.4

Key Ratios Standalone

Particulars	Quarter Ended			Year Ended	
	31 March 2024	31 December 2023	31 March 2023	31 March 2024	31 March 2023
Material Costs	68.1%	63.4%	60.0%	63.2%	63.3%
Power Costs	2.9%	3.1%	3.5%	3.3%	3.2%
Employee Benefit Expenses	4.0%	4.3%	4.8%	4.2%	3.7%
Finance Costs	2.9%	2.8%	2.3%	2.9%	2.0%
PBT	4.4%	7.2%	11.1%	6.9%	11.4%
PAT	3.4%	5.3%	8.3%	5.2%	8.5%
EBITDA (excluding other income)	9.7%	13.1%	15.9%	12.8%	14.9%

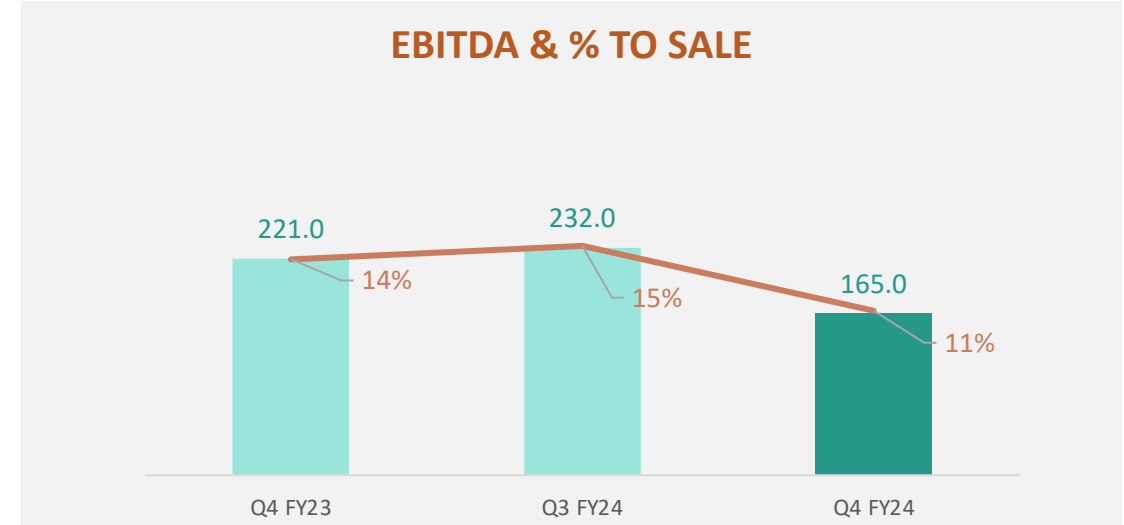
P&L Highlights – Consolidated Quarterly

All amounts in INR Crores.

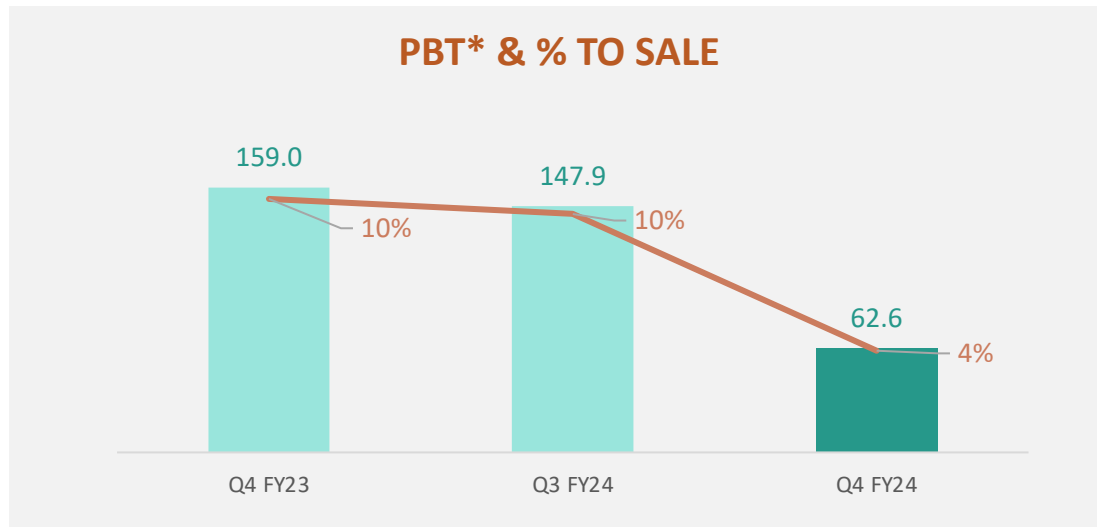
REVENUE



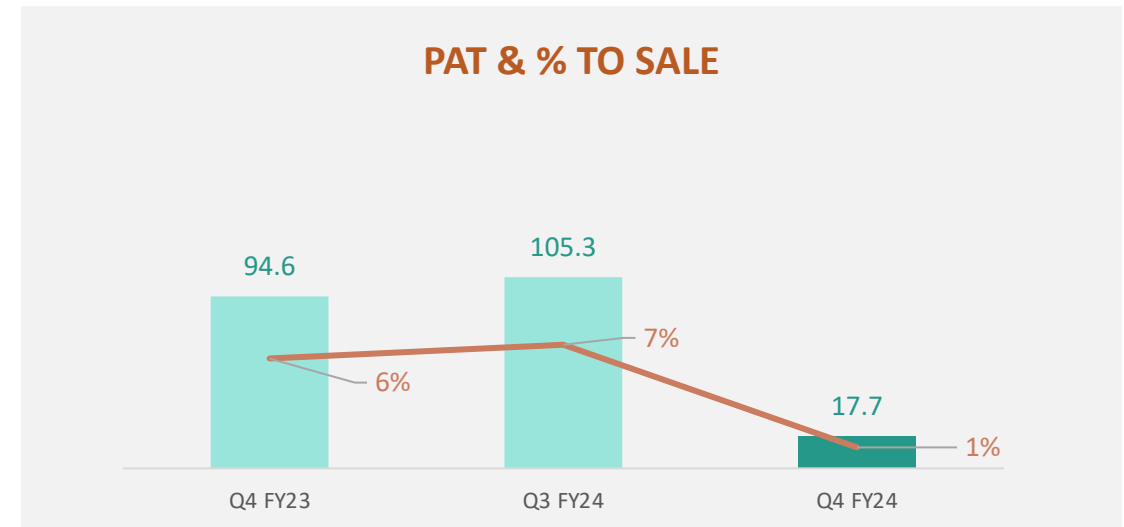
EBITDA & % TO SALE



PBT* & % TO SALE



PAT & % TO SALE



* Before exceptional Items

P&L Consolidated

All amounts in INR Crores.

Particulars	Quarter Ended			Year ended	
	31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Mar-23
	Audited	Unaudited	Audited	Audited	Audited
Revenue from Operations	1,535.9	1,548.2	1,565.6	6,146.3	6,417.4
Other Income	1.7	8.9	11.6	19.3	49.3
Total income (1+2)	1,537.6	1,557.1	1,577.2	6,165.6	6,466.8
Expenses					
(a) Cost of Materials consumed	866.2	844.7	877.7	3,392.3	3,717.9
(b) Purchase of stock-in-trade	-	-	-	-	-
(c) Changes in inventories of finished goods, Stock-in - Trade and work-in-progress	11.3	4.0	(30.5)	(17.8)	(19.9)
(d) Employee benefits expense	82.4	88.8	88.9	336.9	319.7
(e) Finance costs	32.0	29.6	25.7	120.5	95.5
(f) Depreciation and amortisation	72.2	63.5	47.9	239.4	172.6
(g) Other expenses	411.0	378.7	408.4	1,578.1	1,564.1
Total Expenses	1,475.0	1,409.2	1,418.2	5,649.4	5,849.8
Profit Before tax (Before Exceptional Item)	62.6	147.9	159.0	516.2	617.0
Profit Before tax (After Exceptional Item)	36.0	147.9	159.0	452.9	617.0
Profit After tax	17.7	105.3	94.6	297.7	437.3
EBITDA before Exceptional item (excluding other income)	165.0	232.0	221.0	856.8	835.7



Business Updates



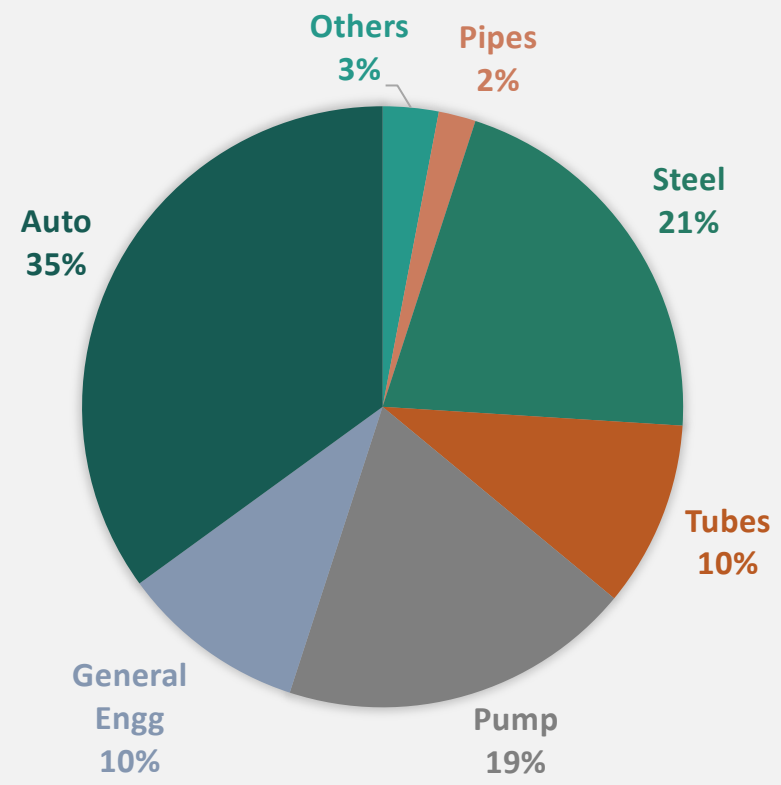
Financial Highlights



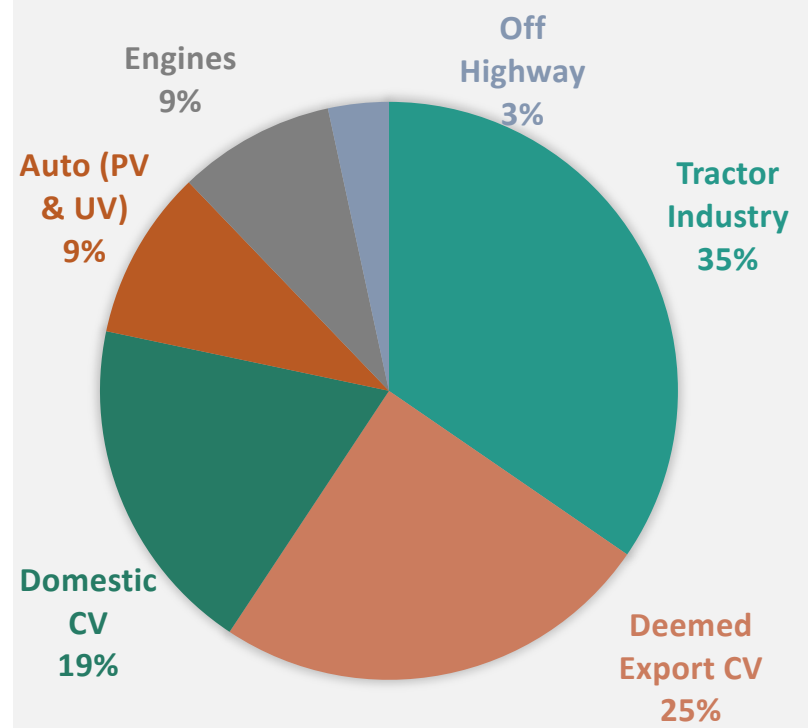
Other Updates

End User Profile

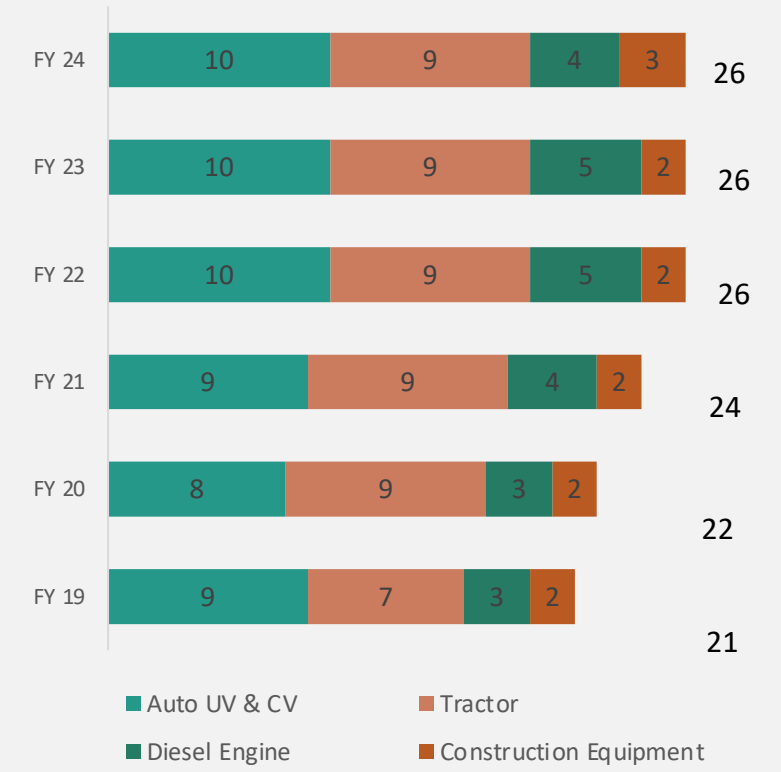
Pig Iron



Castings



Castings Customer Base



Updates- Q4 FY 24

Key Project Updates

Sr. No	Project	Key Objective	Projected timeline for completion
1	Pulverized Coal Injection	Reduction in coke consumption	Commisioned in March-24
2	O ₂ Plant	Oxygen Injection in blast furnaces	QII 2024-25
3	Machining capacity enhancement	Ramping up machine shop capacity	QII 2024-25
4	New Foundry Line at Solapur - Phase II	High pressure module; for auto sector opportunity	QIII 2024-25

Updates- Q4 FY 24



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