



Bansal Wire Industries Limited

Manufacturers of Steel Wires

January 30, 2025

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai - 400 001

National Stock Exchange of India Limited
Exchange Plazag C-19 Block G,
Bandra-Kurla Complex, Bandra (E)
Mumbai - 400 051

Scrip Code: 544209

Trading Symbol: BANSALWIRE

Sub.: Investor Presentation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith Investor presentation on Un-audited Financial Results for the Quarter and nine months period ended on December 31, 2024.

The above mentioned Investor Presentation will also be available on the website of the Company i.e. www.bansalwire.com

This is for information and Records of the Exchanges and the Members.

Thanking you,

Your faithfully,

For **Bansal Wire Industries Limited**

Sumit Gupta
Company Secretary & Compliance Officer

Enclosed: As Above



Bansal Wire Industries Limited

**Q3 & 9M FY25 Investor Presentation
January 2025**



Agenda

- ▶ **Company Overview**
- ▶ **Quarterly Snapshot**
- ▶ **Way Forward**
- ▶ **Annexure**





We are proud to share another quarter of resilient financial performance and strong operational execution. This quarter, our focus was on ramping up newly established lines for value-added products and enhancing utilization levels.

As we progress, our emphasis remains on value-driven volume expansion and leveraging growth initiatives to sustain operational and financial excellence through the year. In the Indian steel wire market, we are driving innovation and sustainability, with 70% renewable energy powering some plants and progress toward water positivity.

We are also exploring green steel for new products. Leveraging our expertise in the automotive sector, we are introducing advanced products to enhance tyre efficiency, rolling resistance, and fuel economy. While challenges like fluctuating raw material prices and geopolitical risks persist, international expansion in the US and Europe presents significant opportunities.

We remain committed to quality and are confident in sustaining this momentum, with the soon to be established India's first dedicated in-house R&D wing for new product development, further contributing to India's sustainable development goals.

An aerial photograph of a large industrial complex. The main building is a long, rectangular structure with a grey roof and yellowish-brown walls. To its left is another similar but smaller building. The facility is surrounded by green fields, trees, and some construction areas. A road and railway tracks are visible in the background.

Company Overview

Highly reputed brand in existence for more than 85 years



Key highlights

2nd Largest
Steel Wire
manufacturer
in India by
volume

Largest
Stainless
Steel Wire
manufacturer
in India by
volume

3,000+
SKUs –
highest
among all
steel wire
manufactures
in India

5,000+
Customers
across
various
industries

50+
Countries of
export

89.56%
Client
retention in
Top 300
customers
(Average
FY22-24)

84%
Capacity
Utilization

Dadri Plant
Largest single
location plant
in India

Financial and operational highlights

9M FY25

5
Manufacturing
Facilities

479,000 MTPA
Steel Wire
installed
capacity

INR 25,736 Mn
Total Income

INR 2035 Mn
EBITDA

17.79 %
RoE

20.06%
RoCE

Leadership at scale with high RoCE and RoE %

Mn- “ Millions”
MTPA- “Metric tons per annum”

A photograph of an industrial setting. In the foreground, a worker wearing a blue shirt, blue jeans, and a yellow hard hat is pushing a large, heavy coil of grey wire. In the background, another worker in a blue shirt and yellow hard hat stands near a large, dark industrial machine. The scene is filled with blue structural elements and yellow safety railings.

Quarterly Snapshot

Robust quarterly performance



Top-line (Revenue)

↑
52.6 %
YoY

₹ 9,246.1

↑
12.0 %
QoQ

Operating (EBITDA)

↑
98.7%
YoY

₹ 731.3

↑
7.4 %
QoQ

Profitability (PAT)

↑
171.9%
YoY

₹ 416.8

↑
4.0%
QoQ

Strong nine-months performance

Top-line (Revenue)

₹ 25,669.7

↑
46.1 %
YoY

Operating (EBITDA)

₹ 2,034.8

↑
99.0 %
YoY

Profitability (PAT)

₹ 1,132.5

↑
123.1
% YoY

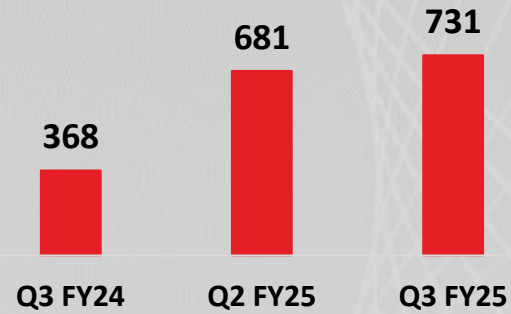
Revenue, EBITDA and Profitability surges on sustained cost-control measures and higher volume

₹ millions unless otherwise stated

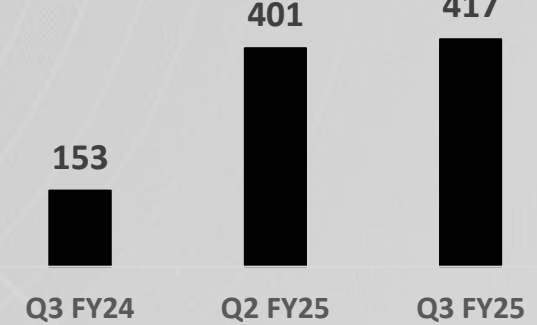
Consolidated Revenue



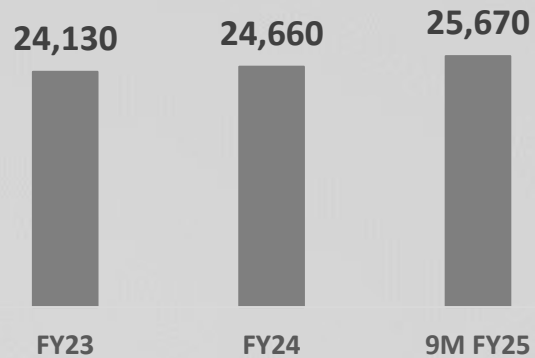
Consolidated EBITDA



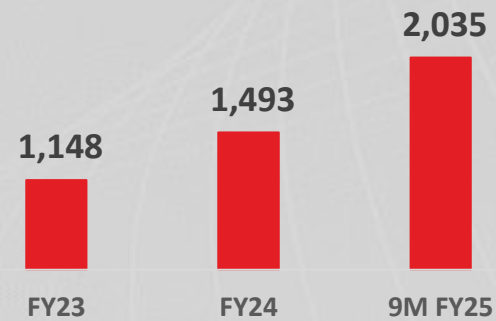
Consolidated PAT



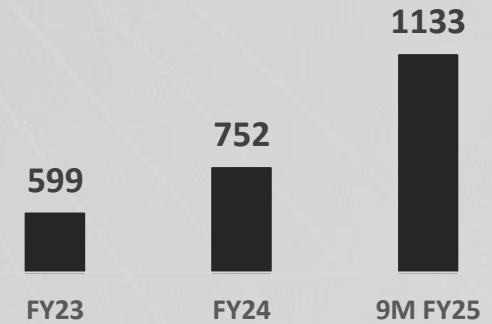
Revenue



EBITDA



PAT



FY 23 are Standalone Numbers

₹ million unless otherwise stated

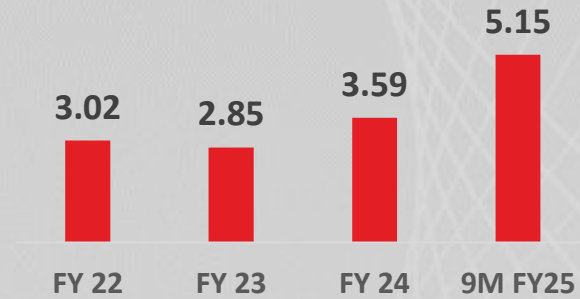
Profitability Indicators remain robust



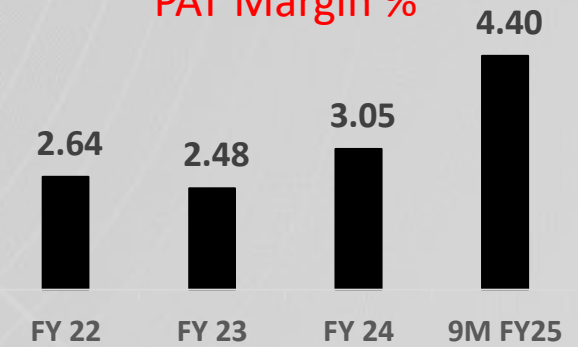
EBITDA Margin %



Cash Profit Margin %



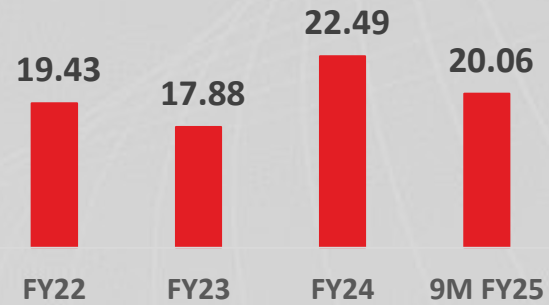
PAT Margin %



ROE %



ROCE %



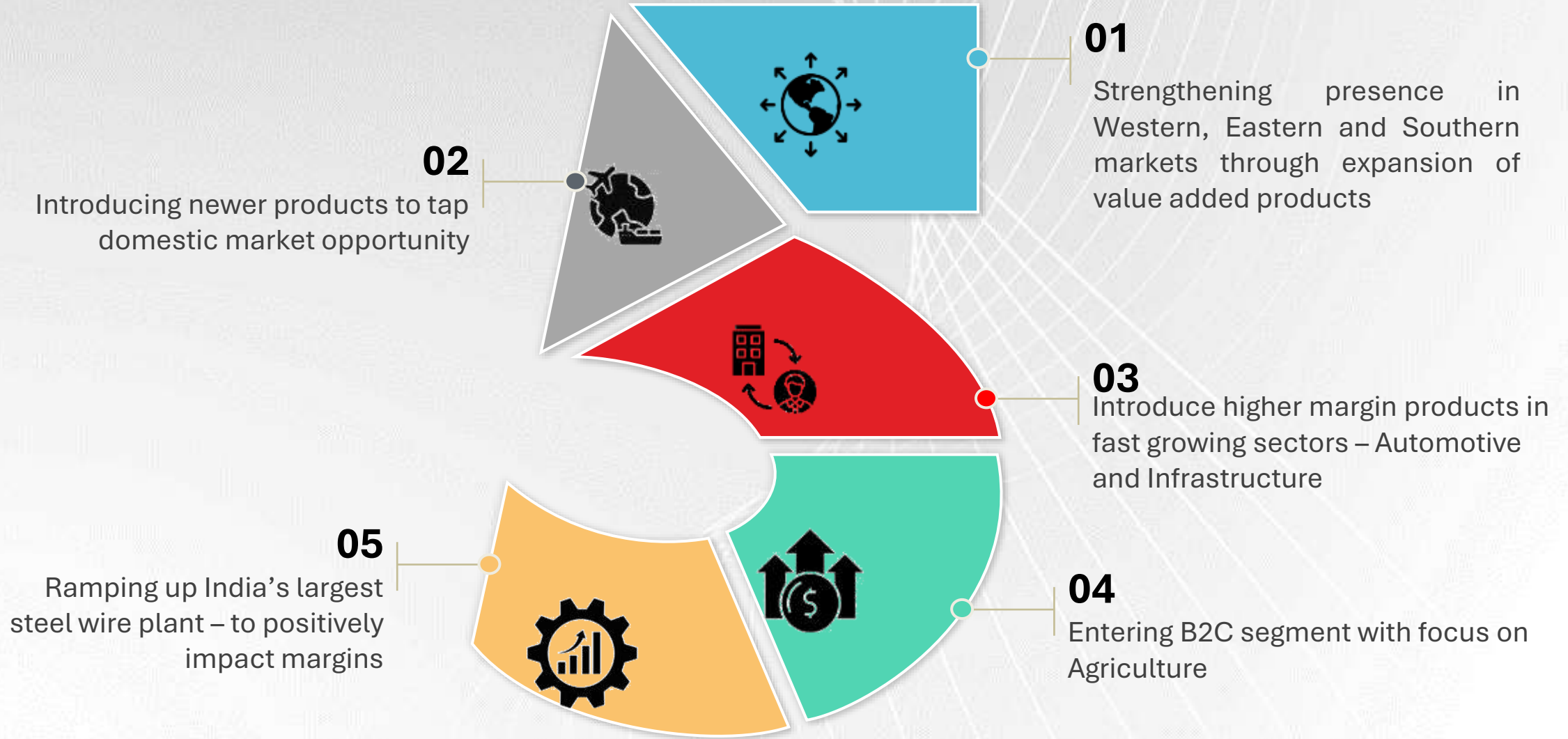
Interest Coverage



₹ million unless otherwise stated

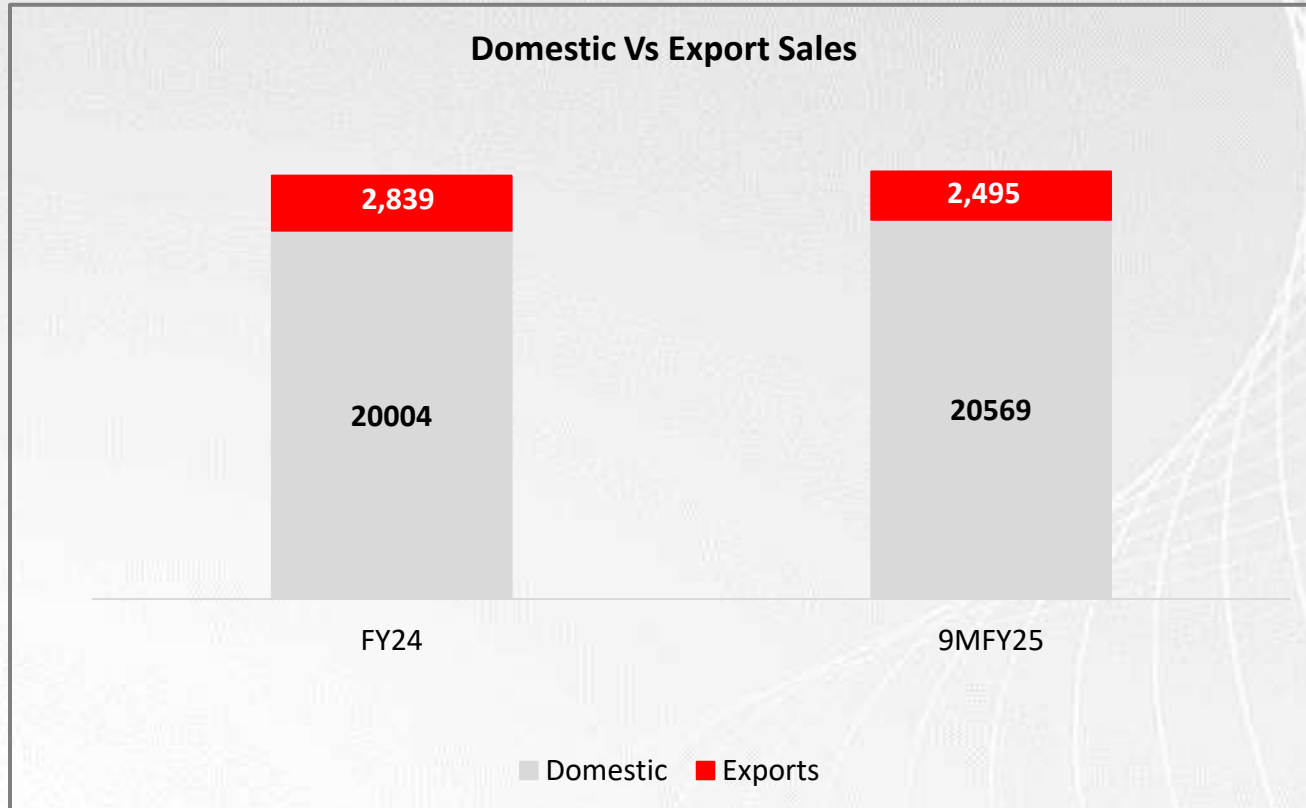
Way Forward

Five-pronged strategy for robust growth trajectory



Strategic focus on increasing geographical presence and increasing margins

Scale exports through globally accredited product portfolio



- Focus more on regulated markets – US & Europe
- Export has arisen during the current year against the last year
- Geopolitical situation is a concern in short-term; but good traction seen over next few years as we expand our capacity with newer products
- Set up warehouses and increasing global representatives to grow exports

₹ millions unless otherwise stated

Higher margin products in fast growing sectors – Automotive & Infrastructure



Launched 'Hose Wire' (Brass Coated Hose Reinforcement Wire) to cater to the domestic market demand

Launched 'Bead Wire' – the industrial product for tyre manufacturing companies in domestic market

Establishing pilot project with capacity of 50,000 tons with estimated market size of product to be 450,000 tons per annum

Hose wire & Bead wire capacity to establish Company as sole manufacturer in India; thereby helping in curbing imports

Strengthened supply chain through vertical integration plans



Dadri – India’s largest steel wire plant – to positively impact margins



- Deployed high-capacity machines (2-2.5x) to enhance output and streamline manpower
- Integrated advanced technologies to elevate efficiency and quality in manufacturing
- Optimized product mix and versatile plant capabilities to seamlessly adapt to shifting industry demands

Annexure

Consolidated Quarterly P&L



Particulars	Q3 FY25	Q2 FY25	QoQ (%)	Q3 FY24	YoY%	9M FY25	9M FY24	YoY%
Revenue from Operations	9,246	8,255	12%	6,061	53%	25,670	17,574	46%
Other Income	11	42	-74%	9	28%	6	36	87%
Total Income	9,257	8,297	12%	6,070	53%	25,736	17,610	46%
EBITDA	731	681	7%	368	99%	2,035	1,023	99%
Profit Before Tax (PBT)	581	569	2%	268	116%	1,596	783	104%
Profit After Tax (PAT)	417	401	4%	153	172%	1,133	508	123%
Basic and diluted EPS (in ₹) (Not annualised)	2.66	2.85		1.20		7.64	3.94	

₹ million unless otherwise stated

Bansal Wire — Consolidated Balance sheet



Assets	FY24	9M FY25
Non Current Assets	4,918.12	7,144.61
Property, plant and equipment	2,293.06	5,386.07
Capital Work in Progress	2,118.64	1,196.04
Other non-current assets	506.43	562.50
Current assets	7,718.03	11,978.01
Inventories	3,136.23	5,314.49
Trade receivables	3,575.32	5,110.82
Other current assets	1,006.48	1,552.69
Total Assets	12,636.15	19,122.61

Liabilities	FY24	9M FY25
Equity share capital	637.27	782.78
Other equity	3,586.43	11,578.20
Non Controlling Interest	387.70	-
Total Equity	4,611.40	12,360.98
Non-current liabilities	3,214.02	1,486.08
Borrowings	3,041.17	1,255.14
Provisions	51.12	60.68
Deferred tax Liabilities (net)	121.73	170.26
Current liabilities	4,810.74	5,275.55
Borrowings	3,770.26	3,038.65
Trade payables	590.81	1,683.60
Other current liabilities	449.67	553.31
Total Equity and Liabilities	12,636.15	19,122.61

₹ million unless otherwise stated

Bansal Wire — Standalone Balance sheet



Assets	FY23	FY24	9M FY25
Non Current Assets	2,037.36	4,474.32	7,848.70
Property, plant & equipment	1,155.08	1,416.36	4,530.60
Capital Work in Progress	378.73	2,017.98	858.65
Other non-current assets	503.56	1,039.97	2,459.45
Current assets	5,488.45	6,045.78	9,614.53
Inventories	2,438.76	2,550.12	3,780.96
Trade receivables	2,523.57	2,727.05	4,540.14
Other current assets	300.82	768.62	1,293.43
Total Assets	7,525.81	10,520.10	17,463.23

Liabilities	FY23	FY24	9M FY25
Equity share capital	91.04	637.27	782.78
Other equity	2,769.66	2,903.37	10,753.27
Total Equity	2,860.70	3,540.65	11,536.05
Non-current liabilities	2,059.95	2,983.28	1,217.35
Borrowings	1,970.73	2,889.17	1,091.00
Provisions	26.86	31.67	36.17
Deferred tax Liabilities (net)	62.36	62.44	90.18
Current liabilities	2,605.17	3,996.17	4,709.83
Borrowings	2,251.22	3,144.07	2,724.61
Trade payables	139.19	581.55	1,599.18
Other current liabilities	214.76	270.55	386.04
Total Equity and Liabilities	7,525.81	10,520.10	17,463.23

₹ million unless otherwise stated

Strong presence in Northern states with manufacturing facilities located across NCR



Bahadurgarh Facility



Mild steel wire division



Stainless steel wire division



Super fine wire division



Dadri Facility

Enjoys benefits of economies of scale as being one of the largest steel wire manufacturer

**Installed capacity of
479,000 MTPA***

**Exclusive transport
contractors for transportation**

**Five manufacturing plants across
National Capital Region (NCR)***

**In-house
godowns and training centre**

Integrated ecosystem for manufacturing, storage and transportation of raw materials and finished products

** Includes additional commissioned capacity of 220,000 MTPA at Dadri plant.*

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Bansal Wire Industries Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



THANK YOU

We express our heartfelt gratitude to all our stakeholders for their trust and solicit their continued patronage to make Bansal Wire Industries Limited grow exponentially in the coming years.

