

22nd Februray, 2021

1]
The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata 700 001
Scrip code: 10023915

2]
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai - 400 051
Scrip code: MAITHANALL

**Sub: Investor Presentation on Un-audited Financial Results
for the quarter and nine months ended on 31st December, 2020**

Dear Sir/Madam,

We are enclosing herewith the Investor Presentation on the Un-audited Financial Results for the quarter and nine months ended on 31st December, 2020.

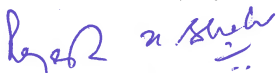
This information is submitted to you pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and appropriate dissemination.

Thanking you,

Yours faithfully,

For Maithan Alloys Limited



Rajesh K. Shah
Company Secretary

Encl: a/a

cc: **The Corporate Relationship Department**
BSE Limited
1st Floor, New Trading Ring, Rotunda Building,
P.J. Towers, Dalal Street, Fort, Mumbai 400 001
Script Code: 590078



maithan alloys ltd

Investor Presentation

February 2021

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VISION

To be India's premiere Alloy Company that is built on the solid foundation of shareholder trust, customer commitment, employee satisfaction and sustainable communities

Consistently delivering on our promises backed by meticulous hard work is our motto for ensuring success always!

MISSION

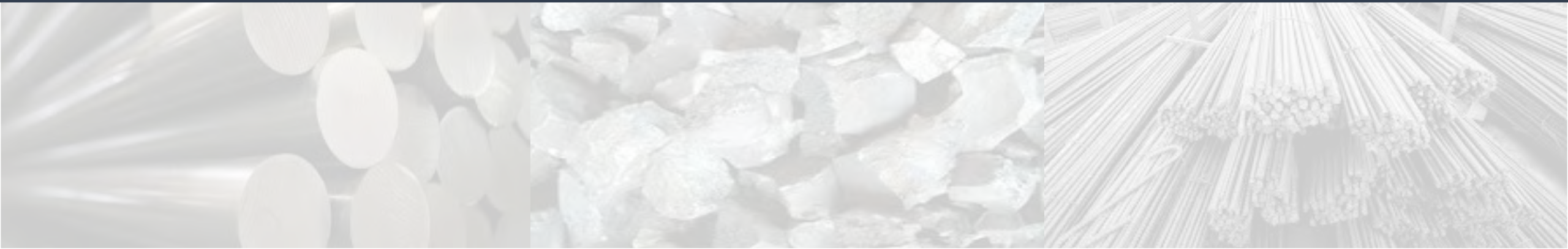
To be India's premiere Alloy Company

- Promising Excellent Shareholder Value
- Nurturing our Employees
- Utmost Commitment to our Customers
- Care for our Communities

VALUES

- Commitment
- Loyalty
- Integrity
- Rigour
- Teamwork

Maintaining the Maithan Edge





Efficiency

Lowest in the Cost Curve
Optimum Capacity Utilization
Higher Tonnage product



Strong Credibility

Strong credibility in the market right from suppliers to end customers



Optimising Facilities for Maximising Returns

Source raw materials based on our product mix which largely remains stable
PPAs with efficient power supplying utilities
Stable Asset turnover ratios with zero debt



Diversified Customer Base

International clients across 35 countries
Low Concentration Risk as exposure to no client is more than 10% of its exports
Expanding into emerging Asian economies



Expansion Plans

Organic & Inorganic Growth Opportunities

Largest Manufacturer



India's largest Manganese Alloy Producer and Exporter

20 Years Rich Experience

20
years.

Two decades of experience and continuous growth

Niche Products



Basket of the most valuable Techno-Commercial Products

Robust Balance Sheet



Net Cash Company
Credit Rating:
CARE AA
CRISIL AA
CARE/CRISIL A1+



Increased Stockholder's Return

ROCE Increased by +3,100 bps
ROE Increased by +1,300 bps



Revenue Growth

Increased by +11% CAGR



EBITDA

Increased by +29% CAGR



Profit After Tax

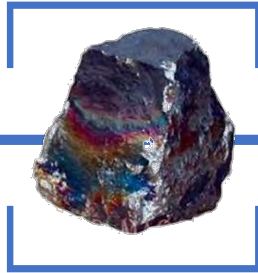
Increased by +64% CAGR



Net Cash

Position of **Rs. 831** Crores as on September 2020

Ferro alloys enhance steel strength, durability, anti-corrosion and anti-stain properties and acts as de-oxidant for Steel Manufacturing



Ferro Manganese

- An alloy of iron and manganese
- Used in steel products wherein silicon content needs to be controlled at low levels
- Used in flat steel, manganese-rich steel and stainless-steel manufacturing



Ferro Silicon

- An alloy of iron and silicon
- Silicon acts as a steel oxidant
- Used primarily in special steels and in small quantities in mild steel



Silicon Manganese

- An alloy of silicon and manganese
- Cost-effective blend of silicon and manganese
- Consumed in all steel products. Used in higher quantities in 200 series stainless steel, alloy steel and manganese steel

Visakhapatnam (SEZ) 72.0 MVA

- **Smelters:** 4 x MVA 18.0 MVA
- **Products:** Ferro Manganese/ Silicon Manganese
- **Raw Material:** Manganese Ore, Coke, Coal
- **Sourcing:** Imports 90% ; Domestic 10%
- **User Industry:** Steel



Quality remains the core to everything that we do. We achieved the ISO 9001 certification in 2003. This achievement makes a part of a world-recognized Quality Management System that helps us meet the expectations and needs of our customers every time.

Kalyaneshwari 48.75 MVA

- **Smelters:** 2 x 5.0 MVA ; 1 x 6.5 MVA; 1 x 8.25 MVA ; 2 x 12.0 MVA
- **Products:** Ferro Manganese/ Silicon Manganese
- **Raw Material :** Manganese Ore, Coke, Coal
- **Sourcing :** Imports 65%, Domestic 35%
- **User Industry:** Steel



International standard for Health & Safety was achieved by Maithan in 2016. The addition of this certification has been a new feather in our cap-making us stronger and taking our successes a step forward to include the health and safety not only of our processes but also our people.

Byrnihat 16.5 MVA

- **Smelters:** 2 x 8.2 MVA
- **Products:** Ferro Silicon
- **Raw Material:** Quartz, Coke, Coal
- **Sourcing:** Domestic 100%
- **User Industry:** Steel

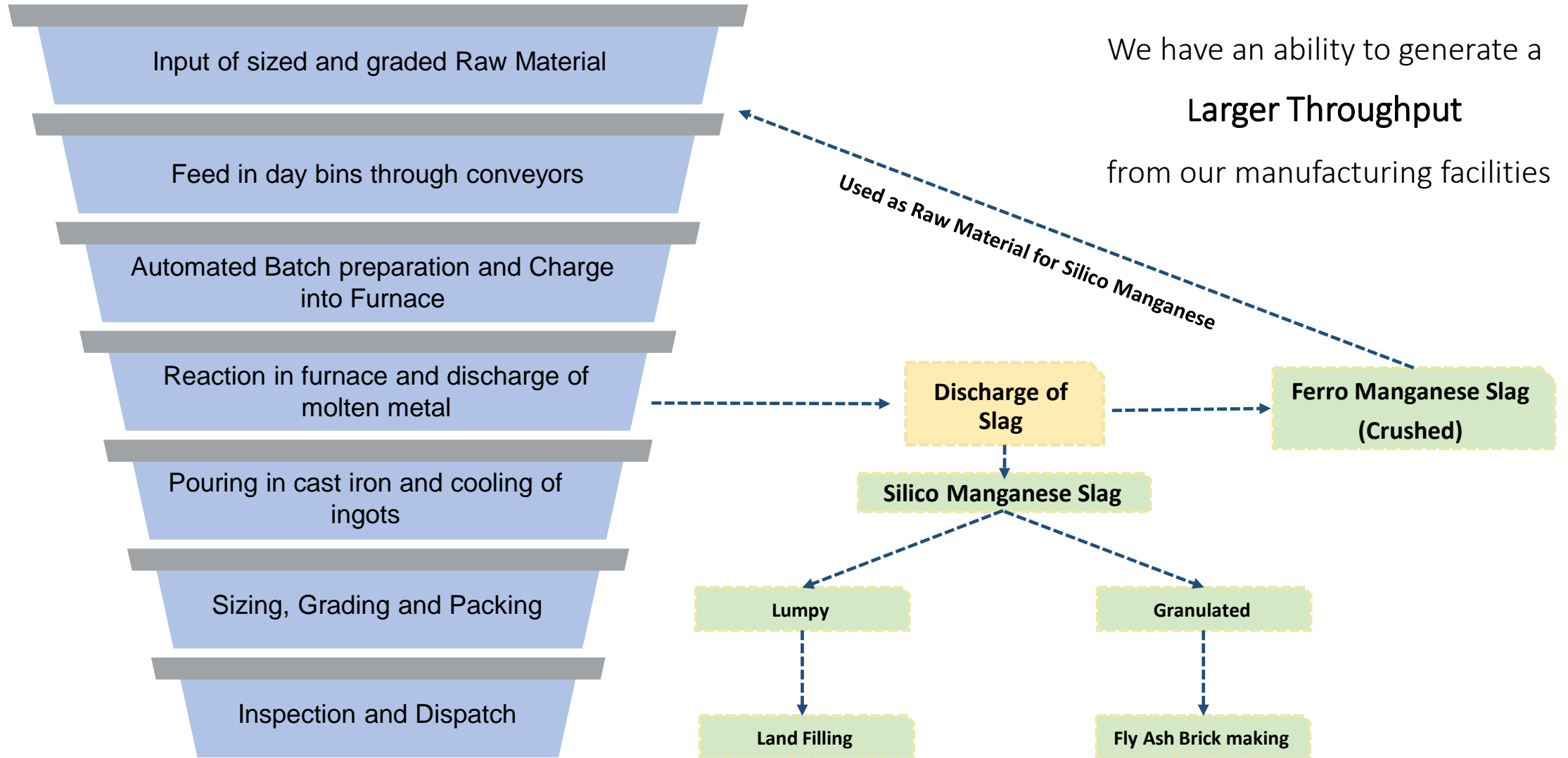


We have already started the processes to be ISO14001 compliant. It's a standard that sets out criteria for an environmental management system. With this certification, we aim to map out a framework that we will follow to set-up an effective environmental management system.

WHY IMPORT ORE ? →

- **Quality Product**
- **Variety of Grades Leading to better Product Mix**
- **Logistic Advantage**

Self Sustaining Business Model



Strong Client Relationships

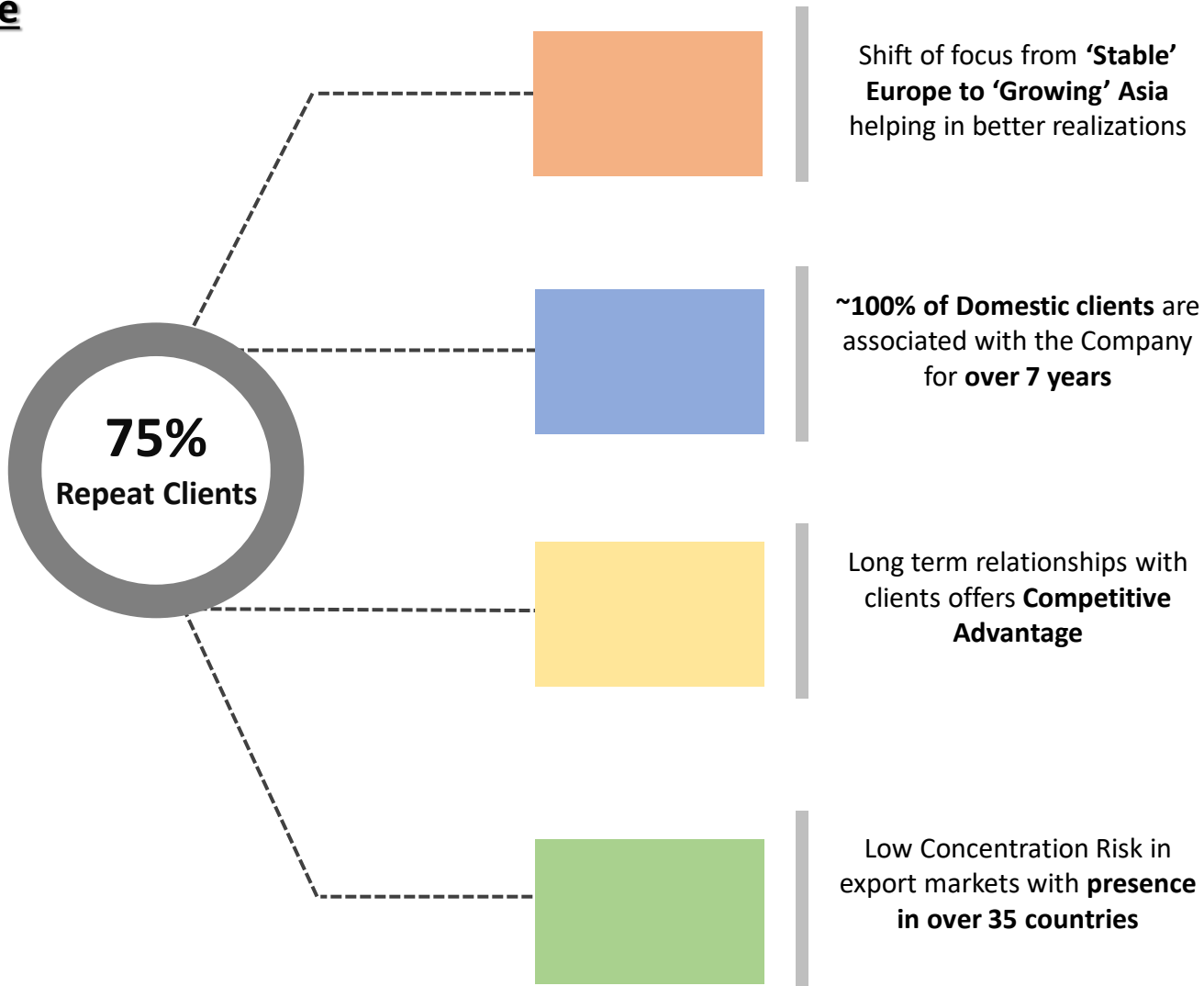
Association with SAIL and JSL being more than a decade



“We are pleased to have formed a partnership with Maithan Alloys and we truly appreciate their commitment to quality and customer service. They have put forth all efforts to accomplish our needs amid out dvnamic priorities and have always delivered to the deadlines set by us.”

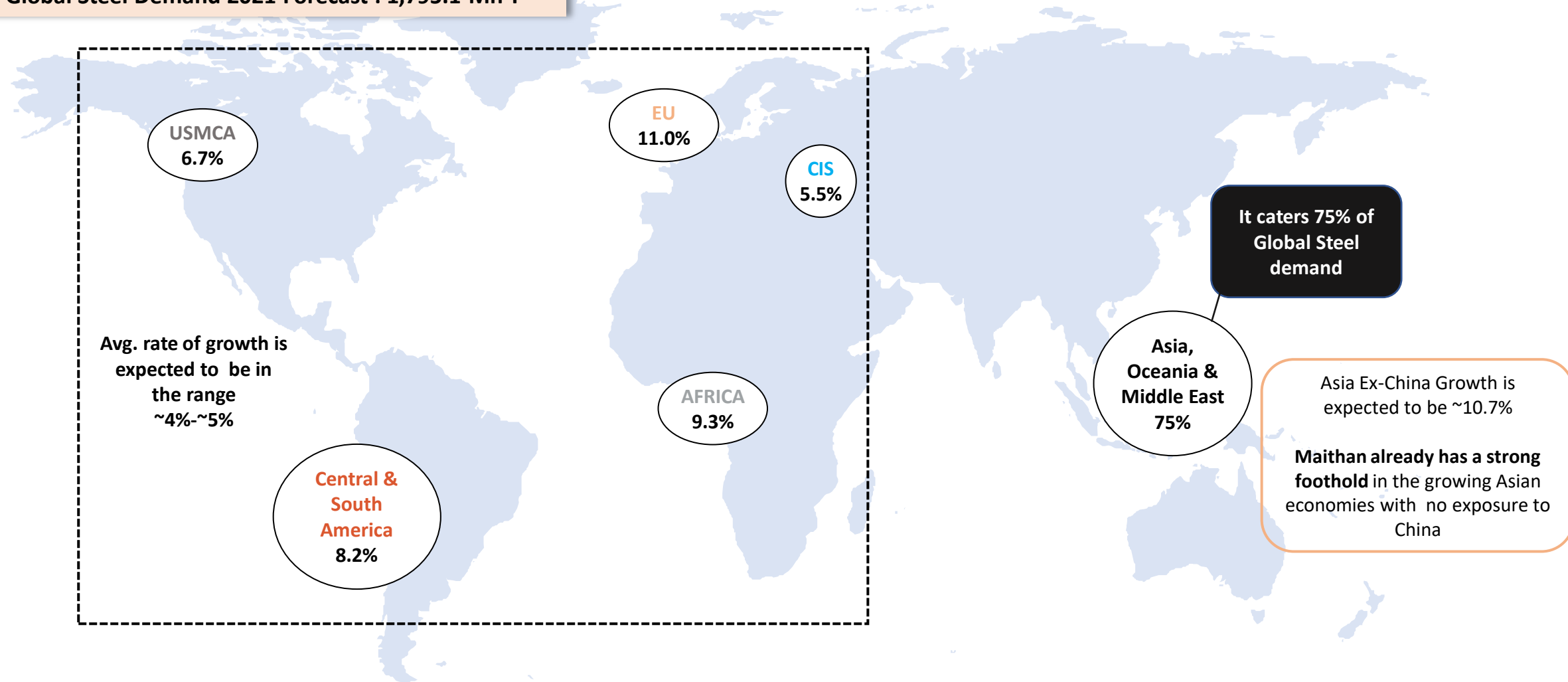


“From the beginning of our association with Maithan Alloy, we found the team to 100% committed to achieving customer service at any cost. M/s. Maithan Alloys are extremely professional and competent. We are very impressed with their ability to include continuous improvement in work processes.”



Asian Economies to drive the Global Steel Demand

Global Steel Demand 2021 Forecast : 1,795.1 Mn T



Source: www.worldsteel.org (World Steel Short Range Outlook October 2020)

Note: Data for Global Finished Steel Demand

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



100 % FDI allowed in the mining sector & exploration of metal & non-metal ores under the Automatic Route



2017 Budget outlay of ~ Rs. 4 tn in infrastructure to drive domestic steel consumption



'Housing For All' to drive housing demand thereby benefitting steel industry



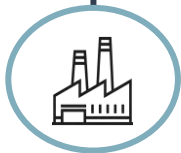
Anti-dumping Duty on Steel Products



India ranks 4th globally in terms of iron ore production



India has become the 2nd largest steel producer in FY19

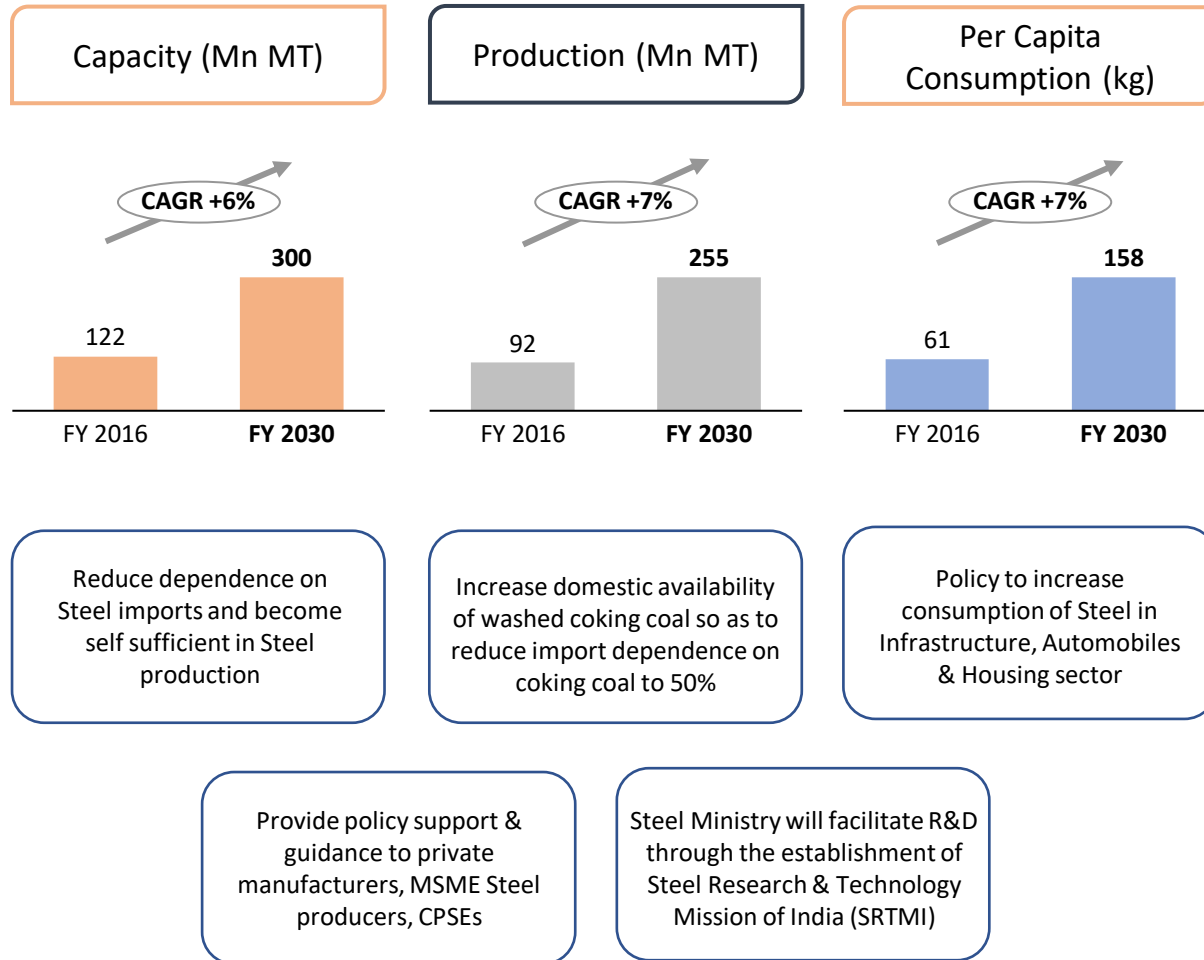


Steel Industry's Outlook to increase capacity to 300 Mn T by 2030 to drive demand for ferro alloys



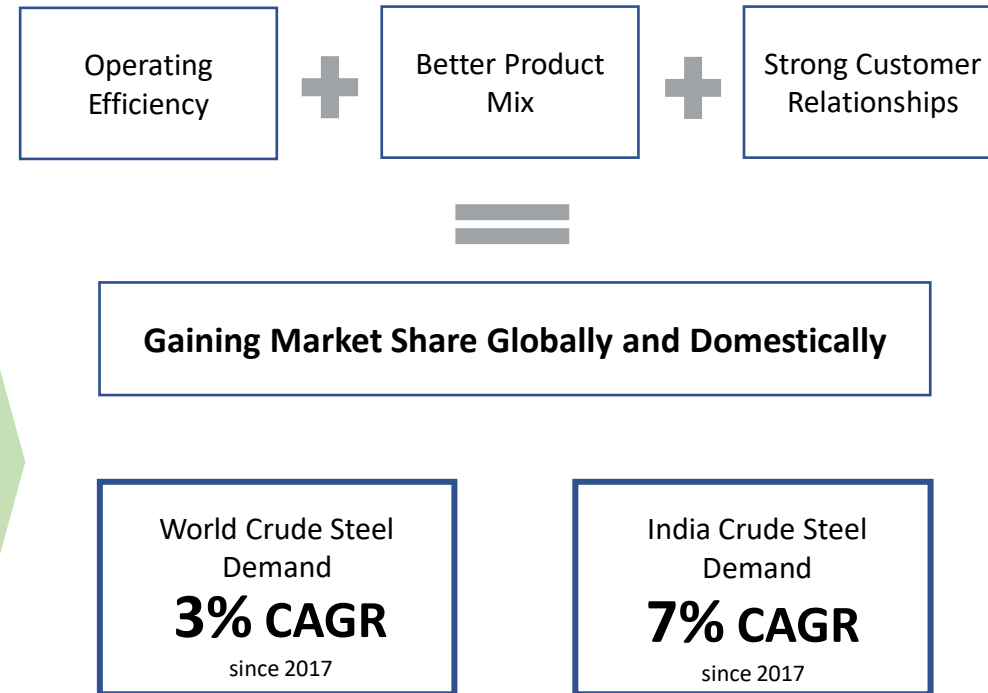
India's GDP to grow by +8.8 % (IMF) in FY22

Alloy Producers to benefit from NSP 2017



~1.5% of Manganese Alloy is required to produce each tonne of Steel

Why Advantage Maithan...



Whereas...

Maithan Alloys Production has grown **CAGR of 16%** since 2007



Mr. S. C. Agarwalla
Chairman and Managing Director

- 30 years of rich experience in Ferro Alloys industry
- Has a strong understanding of business processes and excellent communication and human management skills



Mr. Subodh Agarwalla
Whole Time Director and CEO

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- At age of 41 years is the Whole Time Director and CEO and strengthens the operational activities of the Company
- Focuses on project setup, corporate planning and business development, planning & budgeting



Mr. Sudhanshu Agarwalla
President and CFO

- M.B.A. from XLRI Jamshedpur
- 15 Years of experience in Finance, Marketing and Procurement in the Ferro Alloys Industry

... with an Experienced Board



Mr. S. C. Agarwalla

(Chairman and Managing Director)

- 30 years of rich experience in Ferro Alloys industry
- Has a strong understanding of business processes and excellent communication and human management skills



Mr. Subodh Agarwalla

(Whole Time Director and CEO)

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- Strengthens the operational activities of the Company



Mr. Nand Kishore Agarwal

(Independent Director)

Accounts, Finance and Tax Laws



Mr. Ashok Bhandari

(Independent Director)

Finance and negotiation with banks, governments and technology & equipment suppliers



Mr. Vivek Kaul

(Independent Director)

Entrepreneurship and Entrepreneurship Ecosystem Development, industrial knowhow, application development.



Mr. Palghat K Venkatramani

(Independent Director)

- Banking with specialty in Industrial Finance and staff training
- Foreign Exchange and Management Accountancy



Mrs. Kalpana Biswas Kundu

(Independent Director)

Banking Sector, Accounts and Finance

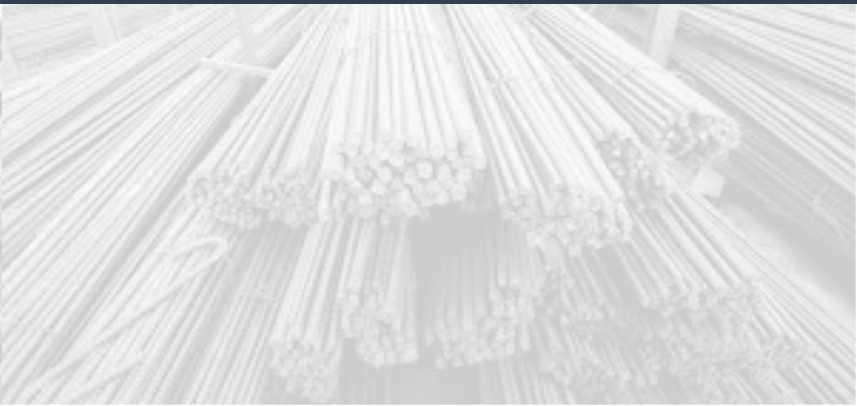
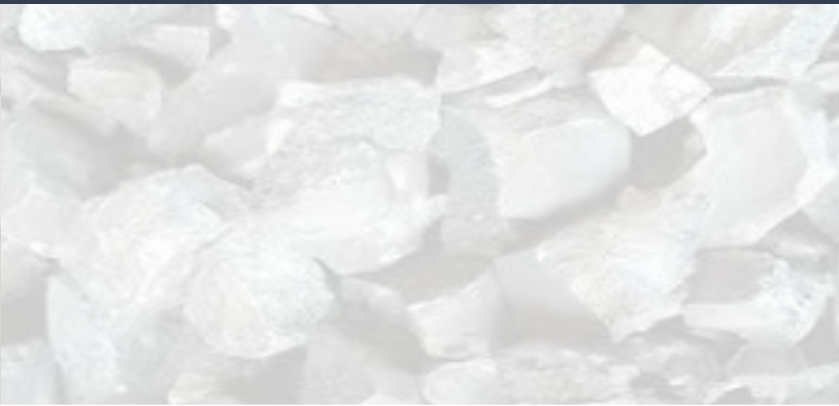


Mr. Parasanta Chattopadhyay

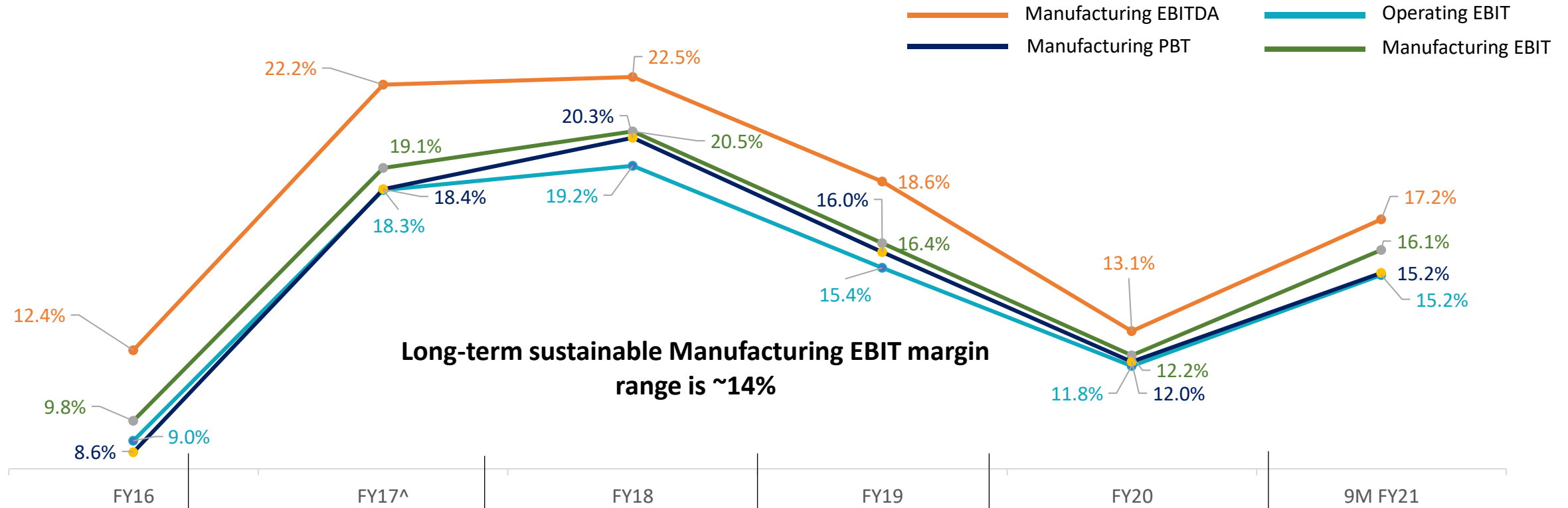
(Non Executive Director)

Iron and steel industry, General Management, and Government liasoning

Financials



Maintaining Sustainable Margins



Long-term sustainable Manufacturing EBIT margin range is ~14%

Performance improved on the back of efficient cost measures and better processes

Demand overpassed supply leading to above normal industry growth

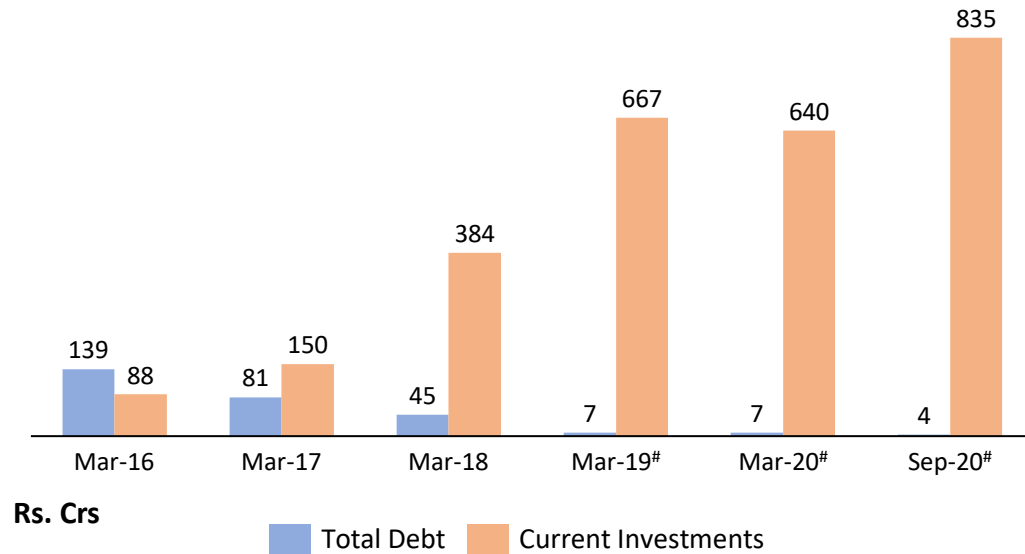
Supply catching up with demand leading to Stable business scenario

Downward cycle characterised by start of shutting down of capacities

Witnessed a strong recovery 2Q FY21 onwards post relaxation in lockdown restrictions

Debt & Current Investments

The Company proposes to incorporate a wholly owned subsidiary to take up the announced expansion project, primarily for manganese based ferro alloys, mainly through the internal accruals and reserves of the Company

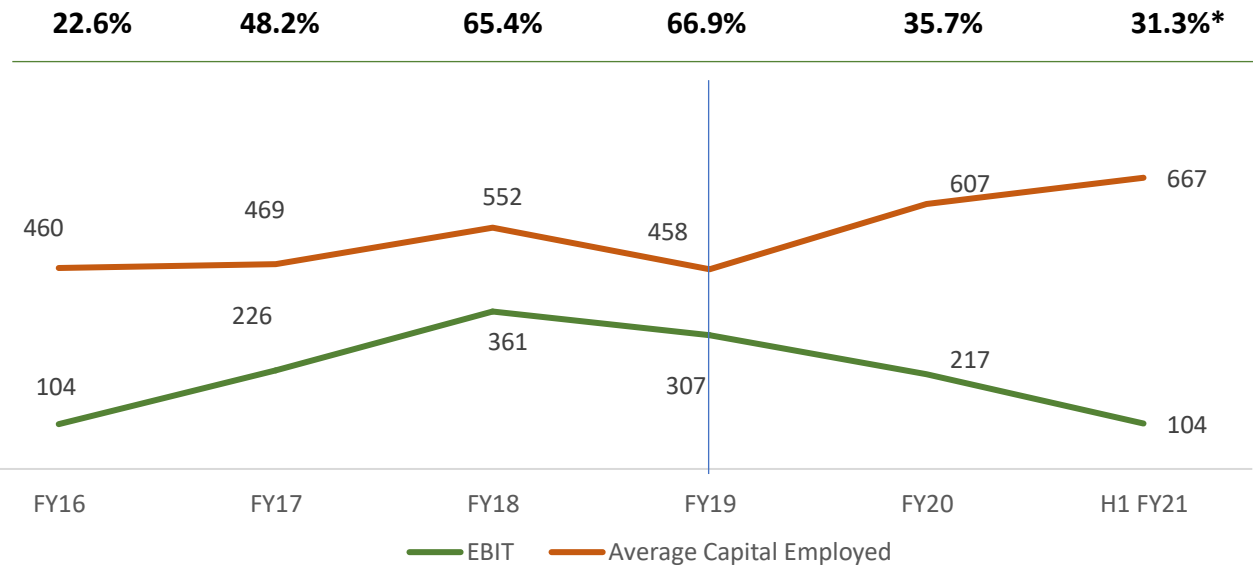


FY15 & FY16 numbers are as per IGAAP

On Consolidated basis

Operating RoCE (%)

Higher Return Ratio is because of prudent capital allocation and superlative operating efficiency



Operating RoCE = EBIT / Average Capital Employed

EBIT = (EBIT - Other Income)

Capital Employed = (Equity + Debt - Current Investments)

* On Annualised basis

Consolidated Financials* – Q3 FY21

Particulars (Rs. Crs.)	Q3 FY21	Q3 FY20	Q2 FY21	9M FY21	9M FY20
Revenue	446	469	409	1,121	1,425
Raw Material	253	286	213	595	848
Employee Expenses	10	11	10	28	31
Power	89	92	92	249	281
Other Expenses	25	25	23	67	86
Operating EBITDA	69	54	71	182	179
Depreciation	4	4	4	12	12
Operating EBIT	65	50	67	170	167
Other Income	6	28	4	18	36
Finance costs	0	1	0	1	3
PBT	71	77	71	187	200
Tax	16	13	16	42	42
PAT	55	64	55	145	158

Consolidated Profit & Loss Statement

Particulars (Rs. Crs.)	9M FY21*	FY20*	FY19*	FY18*	FY17*	FY16
Revenue (Net of Excise Duty/ GST)	1,121	1,831	1,988	1,879	1,342	1,151
Raw Material	595	1,067	1,126	970	628	597
Employee Expenses	28	42	44	45	33	23
Power	249	361	373	367	280	315
Other Expenses	67	128	122	121	130	89
Operating EBITDA	182	233	323	376	271	127
Depreciation	12	16	16	15	25	23
Operating EBIT	170	217	307	361	246	104
Other Income	18	66	26	19	8	4
Finance costs	1	4	6	4	10	12
PBT	187	279	327	376	244	96
Tax	42	57	72	84	64	17
PAT	145	222	255	292	180	79

Consolidated Balance Sheet as on 30th September, 2020

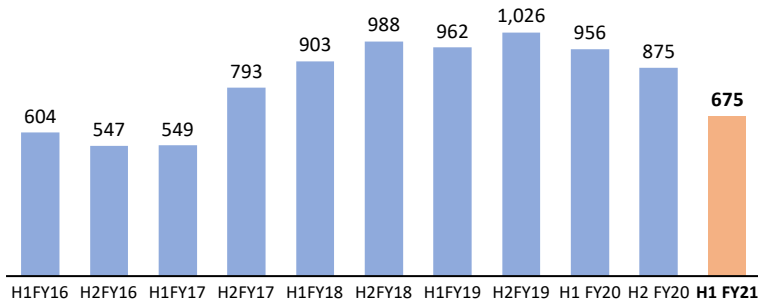
Particulars (Rs. Crs.)	Sep-20	Mar-20
Equity	1,379.9	1,292.8
Equity share capital	29.1	29.1
Other Equity	1,350.3	1,263.1
Non-Controlling Interest	0.5	0.5
Non-current Liabilities	37.3	36.9
Financial liabilities		
i. Borrowings	3.5	3.6
Provisions	2.9	2.8
Deferred tax liabilities (net)	30.0	29.5
Other non-current liabilities	0.9	1.0
Current Liabilities	165.3	186.3
Financial liabilities		
i. Borrowings	0.1	6.8
ii. Trade payables	55.1	75.0
iii. Other financial liabilities	20.3	24.4
Provisions	1.9	1.6
Current tax liabilities (net)	14.6	5.2
Other current liabilities	73.3	73.3
Total Equity and Liabilities	1,582.7	1,515.9

Particulars (Rs. Crs.)	Sep-20	Mar-20
Non-Current Assets	256.9	264.7
Property, plant and equipment	188.9	194.9
Capital Work-in-Progress	0.0	1.1
Intangible Assets	0.5	0.5
Right of Use Assets	20.9	21.4
Financial Assets		
i. Investments	3.9	4.1
ii. Other Financial Assets	32.6	32.5
Non-Current Tax Assets (net)	6.1	6.1
Other Non-Current Assets	4.0	4.0
Current Assets	1,325.8	1,251.2
Inventories	211.9	276.9
Financial assets		
i. Investments	750.8	1.7
ii. Trade receivables	231.1	280.6
iii. Cash and cash equivalents	72.8	625.3
iv. Bank balances	11.1	13.4
v. Loans	0.8	0.8
vi. Other financial assets	7.1	2.4
Other current assets	40.2	50.1
Total Assets	1,582.7	1,515.9

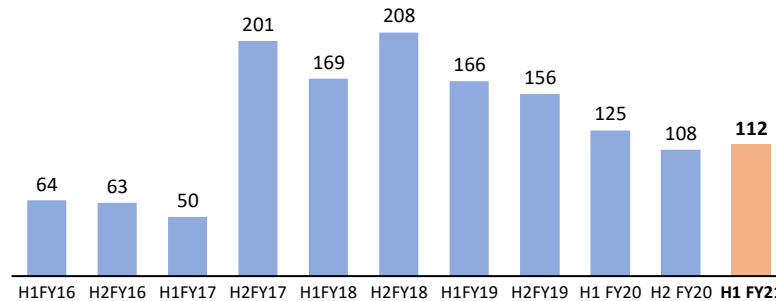
Consolidated Cashflow Statement

Particulars (Rs. Crs.)	Sep-20	Sep-19
Net Profit Before Tax	115.6	123.0
Adjustments for: Non Cash Items / Other Investment or Financial Items	-9.6	2.3
Operating profit before working capital changes	106.0	125.3
Changes in working capital	98.5	-121.1
Cash generated from Operations	204.5	4.2
Direct taxes paid	-15.7	-17.9
Net Cash from Operating Activities	188.8	-13.7
Net Cash from Investing Activities	-734.3	51.5
Net Cash from Financing Activities	-7.1	-26.1
Net Decrease in Cash and Cash equivalents	-552.5	11.8
Add: Cash & Cash equivalents at the beginning of the period	625.3	16.6
Cash & Cash equivalents at the end of the period	72.8	28.4

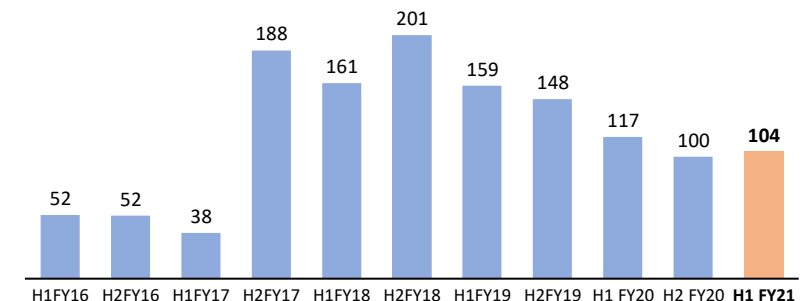
Operating Income (Rs. Crs.)



EBITDA (Rs. Crs.)



EBIT (Rs. Crs.)



Particulars (Rs. In Crs)	ROCE on Semi-Annual basis										
	H1FY16	H2FY16	H1FY17	H2FY17	H1FY18	H2FY18	H1FY19	H2FY19	H1 FY20	H2 FY20	H1 FY21
Equity	355.6	394.7	421.8	592.4	711.4	875.1	995.9	1,120.0	1,185.7	1,292.8	1,380.0
Long Term Debt	140.7	122.1	79.6	60.0	40.7	19.7	7.8	3.7	3.5	0.0	3.5
Short Term Debt	36.7	17.3	8.2	17.1	7.0	25.0	0.0	3.4	0.2	6.8	0.1
Cash & Cash Equivalents	59.7	87.7	85.4	156.0	190.4	383.6	550.7	663.7	633.8	640.5	834.7
Capital Employed	498.9	500.0	469.6	603.6	622.8	586.9	500.8	506.3	597.5	700.3	632.9
ROCE Half Year (%)	10.6%	11.3%	8.7%	40.1%	29.7%	36.3%	32.1%	32.3%	22.9%	16.5%	15.7%
ROCE for Full year (%)	22.6%		48.2%		65.4%		66.9%		35.7%		-

Every dollar is conservatively spent to generate higher ROCE

THANK YOU

Contact Details:

Company

Maithan Alloys Ltd.

CIN: L27101WB1985PLC039503

Mr. Rajesh K. Shah

rajesh@maithanalloys.com

www.maithanalloys.com

Investor Relations Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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