



LATIM

COLOUR COATED STEEL

Majbooti aur rango ka sangam

LA TIM METAL & INDUSTRIES LIMITED

CIN:- L99999MH1974PLC017951

Registered Office: 201, Navkar Plaza, Bajaj Road, Vile Parle (West) Mumbai City 400056, Maharashtra, India;

Telephone: +91 26203399, 26203434;

Website: www.latimmetal.com

Date: 16/08/2024

**To
The BSE Ltd.
P J Towers,
Dalal Street,
Mumbai - 400001**

Dear Sirs,

SCRIP CODE: 505693

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Sub: Investor Presentation

Dear Sir,

Please find attached herewith Investor Presentation of the Company for the Quarter ended June 30, 2024.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **La Tim Metal & Industries Limited**

**Shruti Shukla
Company Secretary**



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LA TIM METAL & INDUSTRIES LTD.

**INVESTOR
PRESENTATION**

COMPANY PROFILE



LA TIM METAL & INDUSTRIES LTD.

- **LA TIM METAL & INDUSTRIES LTD.** a publicly listed company on the Bombay Stock Exchange, is a significant player in India's burgeoning steel industry.
- Founded by industry veterans **Shri Rahul Timbadia** and **Shri Kartik Timbadia**, with decades of experience dating back to 1971 and 1973 respectively, the company benefits from their wealth of knowledge and expertise. Supported by **Shri Sandip Timbadia**, the leadership team is committed to driving Innovation and growth.
- In 2018, seizing an opportunity for expansion within the Indian steel market, LATIM invested in a state-of-the-art Colour Coating Line in Umargaon, Gujarat, with a remarkable capacity exceeding 90,000 MTPA. This facility specializes in the manufacture and processing of high-quality value-added Colour Coated and Design Coated Steel; Aluminium coils and sheets, catering to diverse industries and customer specifications.

1975

LA TIM Group
Launched

1975

LA TIM METAL &
INDUSTRIES LTD.

2018

Established
Manufacturing
Unit for Color
Coated Coils.

2022

Industrial Park
Launched



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LA TIM METAL & INDUSTRIES LTD.

A
VISION
TO GO BEYOND.

To explore innovations to cater to the needs of the growing infrastructure of the country during the “Amrut Kaal”. We have the vision to do this by continuously introducing high quality new innovative products, expanding our reach in new market segments and creating a **spectrum of possibilities** for the company, partners and stakeholders.

A MISSION THAT SHINES BRIGHT

To be one of the **Top 5 preferred brands in India** in the building materials industry, that provides the best value proposition to the customers, employees are proud of, investors seek for long term returns and is reputed for a sustainable, environment friendly business towards a **Greener India**.



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LA TIM METAL & INDUSTRIES LTD.

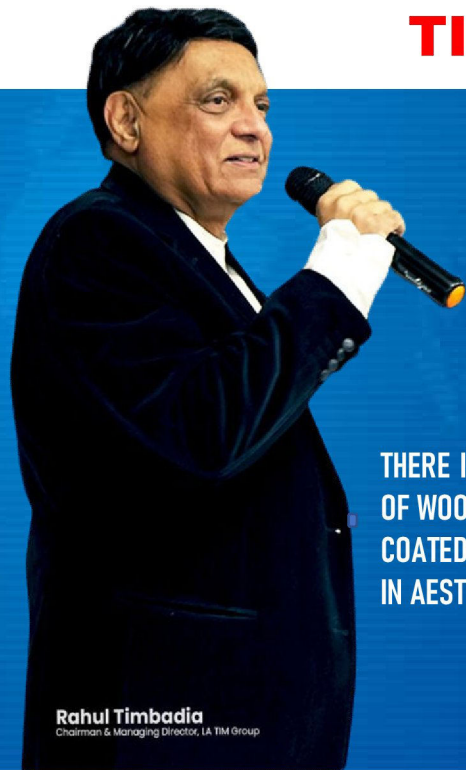


LEADERSHIP TEAM



LA TIM METAL & INDUSTRIES LTD.

CONSTRUCTION TIMES



THERE IS A GROWING TREND
OF WOOD AND OTHER DESIGN
COATED STEEL BEING USED
IN AESTHETIC ROOFING.

Rahul Timbadia
Chairman & Managing Director, LA TIM Group

Mr. Rahul Timbadia.
Chairman & Managing Director – LA TIM Group

Biography:

Mr. Rahul Timbadia, a distinguished business leader and visionary, has been instrumental in shaping the success of the LA TIM Group. With a rich career spanning decades, he has garnered acclaim for his strategic prowess and innovative leadership.

Education:

A Science graduate from Jai Hind College and a Law degree holder from Mumbai University, Mr. Rahul Timbadia's academic background provides a solid foundation for his business acumen. His diploma in Entomology from BNHS reflects his passion for nature.

Career

His journey in the steel industry began in 1971, leading to the establishment of LA TIM Group in 1975. Under his leadership, the group expanded into diverse sectors, including lifestyle and real estate. Notable achievements include the launch of Saj Resort in 1997 and the LA TIM Industrial Park in 2022.

Vision:

As Chairman of LA TIM Group, Mr. Rahul Timbadia envisions continued leadership, innovation and value creation for shareholders while making positive contributions to society.

LEADERSHIP TEAM

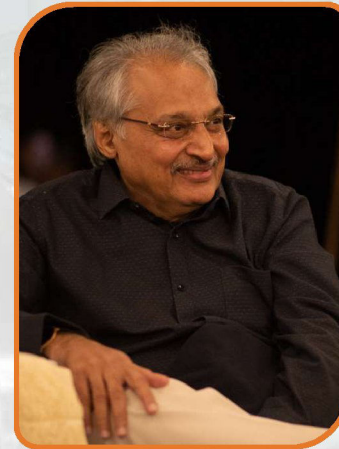


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Mr. Kartik Timbadia. Director.

Mr. Kartik Timbadia, a commerce graduate, has been integral to the success of the steel industry since 1973. His expertise in sales, purchase and customer relations has been pivotal in expanding the group's ventures, including the hospitality sector.



Mr. Sandip Timbadia. Director & CFO - LA TIM METAL & INDUSTRIES LTD.

As a Chartered Accountant with an MBA from the USA, Mr. Sandip Timbadia brings a wealth of professional and business experience to his role. His leadership has been instrumental in the expansion of LA TIM Metal & Industries, particularly in the steel division.



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Mr. Parth Timbadia.
Chief Marketing Officer

Graduate in business
administration from
Atlanta, USA.



Mr. Jugal K Mimani.
Vice President - Finance

B.COM



Mrs. Nehali Salvi.
Chief Accounting Officer

B.COM



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COLOUR COATED STEEL COIL

- **LATIM** Colour Coated coils offer a versatile solution for various construction needs.
- We manufacture **PPGI, PPGL, PPAL**.
- Available in a wide range of colours and shades, providing both aesthetic appeal and durability.
- Colour Coated Metal Sheets are effective in preventing early corrosion, thereby extending the lifespan of products. With multiple layers of top and bottom coats, LATIM ensures robust protection.
- Our coils are available in varied thicknesses and widths, catering to diverse project requirements.
- Depending on the application and durability needed, they are coated with various paint types and offered in different finishes. Value-added options like Protective Guard Film are also available.
- Widely used in Architecture, Building & Construction, Appliances and Furniture
- Applications: Roofing, Siding, Cladding, Interior false ceiling and wall paneling, Sandwich Panels, Portable Cabins, Prefab structures, Fencing & Gating, Doors & Chaukhats, Shutters, Appliances & white goods, Bus and Train interior body linings/paneling, Furniture, and Industrial equipment.





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COLOUR COATED STEEL APPLICATIONS



Roofing



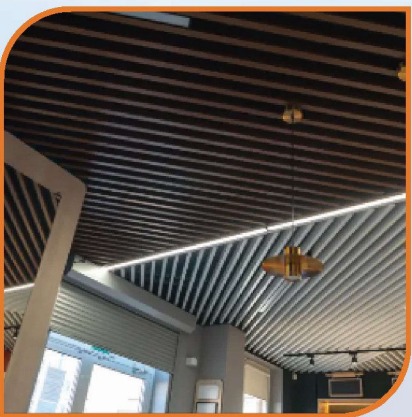
Crimping



Truss-less Roofing



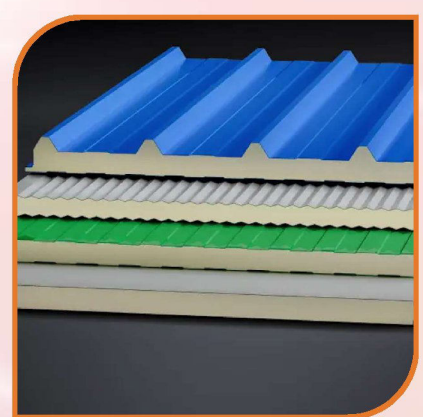
Cladding



Metal false ceiling



Portable cabin



Sandwich panel



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DESIGN COATED STEEL COIL

- Introducing the latest innovation from LATIM: the all-new range of Design Coated / Printed Steel Coils.
- Our coils boast of a diverse selection of designs and patterns, including wood, marble, stone, tile and floral motifs, available in various shades and textures.
- Applications: Decorative Trunks and Furniture to Doors, Chaukhats, Interior False Ceiling Baffles, Louvers and Wall Panels both for interior and exterior use, including Sandwich Panels, Roofing, Siding and Cladding, Gates and Fencing.
- Highly recommended by architects, interior designers and contractors, our designer steel coils serve as an excellent alternative to wood, marble, stone and plastics like WPC and PVC/Vinyl and Aluminium. They are fire-resistant and require minimal maintenance.
- Experience the beauty, durability and eco-friendliness of LATIM's Design Coated / Printed Steel Coils, the ideal choice for enhancing the aesthetics of any application.





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DESIGN COATED STEEL APPLICATIONS



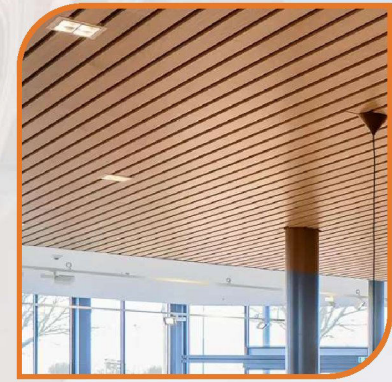
Roofing



Louvers & panels



Furniture



Ceiling Baffles



Gates



Partitions



Fencing

STONE COATED STEEL ROOF

- Experience the perfect fusion of beauty and strength with LA TIM Metal & Industries Ltd.
- Our innovative technology ensures that each roof not only exudes elegance but also provides exceptional durability. With wide range of colours and patterns to choose from, our customers find satisfaction in selecting the perfect match for their projects, meeting market demands effectively.
- Crafted to withstand extreme weather conditions, our Stone-Coated Steel Roofs offer unparalleled protection against hot and cold temperatures, strong winds and heavy rainfall.
- Engineered with a horizontal fix system, where tiles overlap and interlock, our roofs boast superior strength, capable of resisting hurricane-force winds, heavy snowfall and earthquakes. The granulated stone chips on the surface provide additional weather protection, ensuring longevity and durability.
- Enhance the style of your home or commercial building with LA TIM Metal & Industries Ltd Stone Coated Steel Roof. Not only does it offer a lasting beautiful look, but it also reflects the sun's heat, keeping interiors cool during summer months.



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STONE COATED STEEL ROOF APPLICATIONS



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Countryside Houses



Bungalows & Villa Projects



Gated Township



Premium Homes

FUTURE PLANS



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Market Overview: India's Roofing Landscape

- **Diverse Housing Stock:** India's roofing market is characterized by a wide range of housing types, from traditional thatched-roof dwellings to modern multi-story apartment complexes, each with unique roofing requirements.
- **Rapid Urbanization:** The country's rapid urbanization has fueled a construction boom, driving strong demand for durable, cost-effective roofing solutions that can withstand India's diverse climatic conditions.
- **Rural-Urban Divide:** While urban areas have seen a shift towards more sophisticated roofing materials, rural India continues to rely on traditional, often suboptimal roofing options, presenting an untapped market opportunity.



STONE COATED SOLAR ROOFING



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Market Overview : India's Solar Roofing Landscape

- Tapping Into a Growing Market: Addressing the Rising Demand Demand for High-Quality, Durable Roofing Solutions in India. India.
- Maximized Efficiency: High-Performance Solar Panels Built into into Roofing for Optimal Energy Generation.
- Long-Term Savings: Reducing Energy Bills with Integrated Solar Solar Technology and Durable Roofing. Reliable Roofing with with Comprehensive Warranties for Both Roofing and Solar Components
- Eco-Friendly Solution: Sustainable Roofing with Solar Panels that that Reduces Carbon Footprint and Energy Consumption.
- Superior Protection: Weather-Resistant Roofing with Integrated Integrated Solar Panels for All-Season Performance.



ASPHALT SHINGLES

- Asphalt shingles are a popular roofing material due to their cost-effectiveness, versatility, and ease of installation.
- Economical Roofing Solution with High Performance and Long-Term Value. Emphasize the affordability of asphalt shingles compared to other roofing materials, making it a budget-friendly option without compromising quality
- Wide Range of Colors and Textures to Match Any Home Design. Highlight the various styles and colors available, which allow homeowners to choose a look that complements their architectural style.
- Requires Little Maintenance While Offering Reliable Performance Over Time. Reflective Shingles That Help Regulate Home Temperature and Reduce Cooling Costs
- Resistant Properties for Added Protection and Peace of Mind. Effective at Reducing External Noise for a More Peaceful Living Environment.



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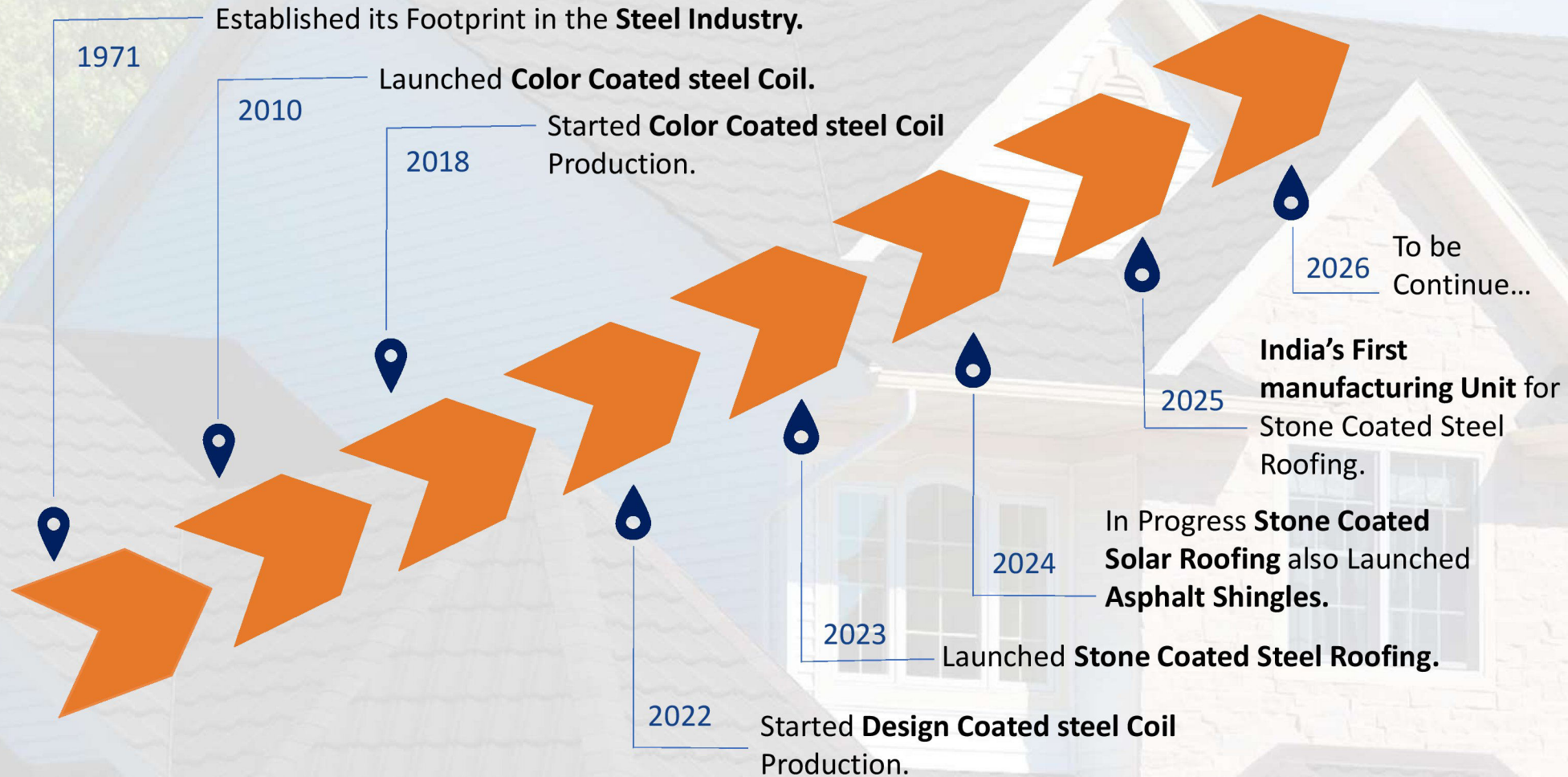


Our Journey and Future Expansion



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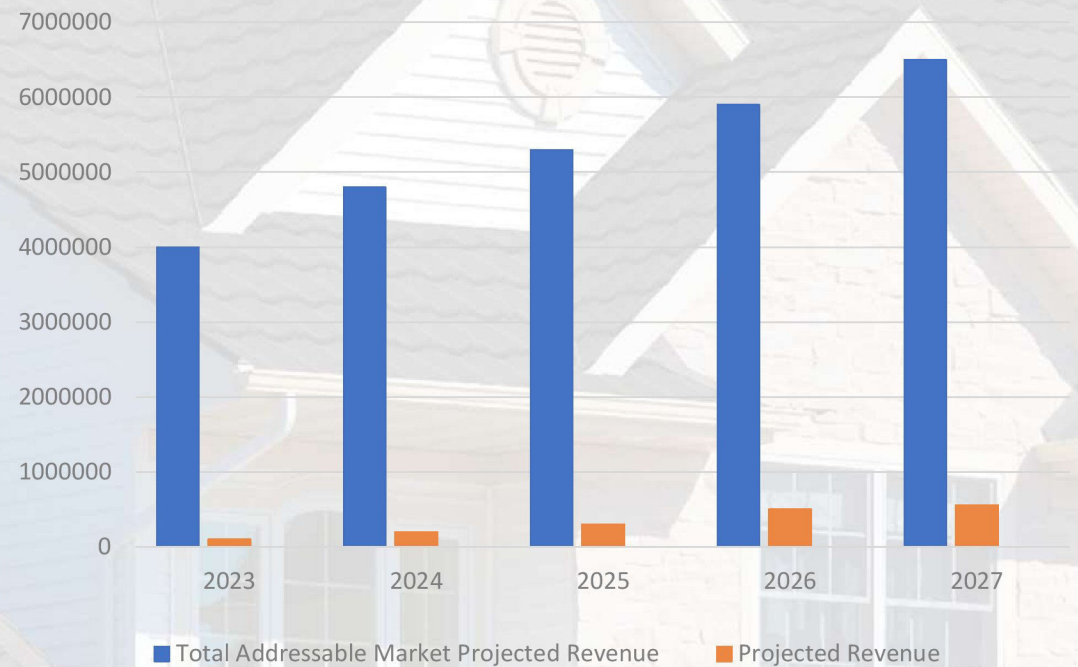
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GROWTH POTENTIAL: ADDRESSABLE MARKET AND PROJECTIONS

The Indian roofing market is estimated to grow from \$5 million in 2023 to \$10.5 million by 2027, a CAGR of 20%. **Stone Coated Steel Roofing** has a very negligible share of the roofing market.

The supply of this product is very disorganized with no Indian brand. Most sellers are traders who import either premium global brands or unbranded budget products from China. There is opportunity for an Indian manufacturer to establish a strong **“Make In India”** brand positioning.





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GROWTH POTENTIAL: HUGE UNTAPPED OPPORTUNITY

- As per Volza's India Import data, Stone coated roof tiles import shipments in India stood at 970, imported by 72 [India Importers](#) from 67 [Suppliers](#).
- India imports most of its Stone coated roof tiles from [China](#), [South Korea](#) and [New Zealand](#) and is the 2nd largest importer of Stone coated roof tiles in the World.
- The top 3 importers of Stone coated roof tiles are [United States](#) with 1,001 shipments followed by [India](#) with 970 and [Philippines](#) at the 3rd spot with 556 shipments.
- Top 3 Product Categories of Stone coated roof tiles Imports in India are:
 1. [HSN Code 73089090 : 73089090](#)
 2. [HSN Code 73082019 : 73082019](#)
 3. [HSN Code 35069999 : 35069999](#)

These facts are updated till 1 Nov 2023, and are based on Volza's [India Import data](#) of Stone coated roof tiles sourced from 70 countries export import.

PROPOSITION



LA TIM METAL & INDUSTRIES LTD.

We would like to tap this opportunity early as a first mover and establish **LATIM** as the **First Indian Brand** for **Stone Coated Roofing and Cladding Sheets**.

We have adequate industrial land availability at Tala, District Raigad where we intend to set up manufacturing facility for Stone Coated Roofs and for our Color Coating Plant and also for our future expansions.

Since we are increasing our capacity we are planning to shift to this place which is feasible logistically as well when compared to our existing set up in Umbergaon, Gujarat.

This high margin business will also help to boost the overall profitability of **LA TIM METAL AND INDUSTRIES LTD.** by diversifying from the low margin color coated steel coils business.

LA TIM METAL & INDUSTRIES LIMITED

Registered Office: 201 , Navkar Plaza, Bajaj Road, Vile Parle (West), Mumbai - 400056

CIN:L99999MH1974PLC017951

Tel. 26202299 / 26203434 Fax: 022 - 26240540, Email: cs.latimmetal@gmail.com, Website: www.latimmetal.com

Statement of financial results for the quarter and year ended 31st March, 2024

Particulars (Refer Notes below)		Quarter ended			(Rs. In lakhs except earning per share)	
		31.03.2024	31.12.2023	31.03.2023	31.03.2024	31.03.2023
		(Audited) (Refer note - 7)	(Unaudited)	(Audited) (Refer note - 7)	(Audited)	(Audited)
(1)	(2)	(3)	(4)	(5)	(6)	(7)
1	Income					
a)	Revenue from operations	7,115.16	9,471.78	5,858.62	34,816.94	27,161.85
b)	Other Income	93.33	101.50	92.39	305.68	170.52
	Total income	7,208.49	9,573.28	5,951.01	35,122.62	27,332.37
2	Expenses					
a	Cost of materials consumed	4,955.31	6,297.46	2,532.32	21,125.34	12,704.90
b	Purchase of stock-in-trade	148.74	3,434.06	3,319.24	12,261.48	9,614.75
c	Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,258.70	(990.97)	(430.35)	(1,418.93)	3,651.04
d	Employee benefits expenses	82.46	116.26	95.48	399.31	401.56
e	Finance costs	161.54	158.29	131.57	663.89	597.90
f	Depreciation and amortization expenses	68.52	66.57	60.93	263.74	243.50
g	Other expenses	207.41	304.69	216.73	1,042.58	856.75
	Total Expenses	6,882.68	9,386.36	5,925.92	34,337.41	28,070.40
3	Profit / (Loss) before exceptional items and tax	325.81	186.92	25.09	785.21	(738.03)
	Exceptional items	-	-	-	-	-
4	Profit / (Loss) before tax	325.81	186.92	25.09	785.21	(738.03)
5	Tax expense					
a	Current tax	-	-	-	-	-
b	Deferred tax (asset) / liabilities	5.77	4.01	11.78	19.97	16.73
c	Earlier year tax provision	-	-	(4.83)	-	(4.83)
6	Profit / (Loss) for the period after tax	320.04	182.91	18.14	765.24	(749.93)
7	Other comprehensive income					
	Remeasurement gain / (loss) on actuary valuation	(1.38)	-	2.28	(1.38)	2.28
8	Total comprehensive income	318.66	182.91	20.42	763.86	(747.65)
9	Paid up equity share capital (face value of Rs.1/-)	1,103.93	883.14	883.14	1,103.93	883.14
10	Other equity	-	-	-	4,224.33	1,887.56
11	Earning per share					
	(of Rs. 1/- each) (for the quarter not annualized):					
a	Basic (in Rs)	0.22	0.17	0.02	0.63	(0.70)
b	Diluted (in Rs.)	0.22	0.17	0.02	0.63	(0.70)

LA TIM METAL & INDUSTRIES LIMITED		
STATEMENT OF ASSETS AND LIABILITIES		
	(Rs. In Lakhs)	
Particulars	As at 31/03/2024 (Audited)	As at 31/03/2023 (Audited)
ASSETS:		
NON-CURRENT ASSETS		
(a) Property, Plant and Equipment	1,714.63	1,503.86
(b) Right to Use of Asset	322.06	423.57
(c) Intangible Assets	0.37	0.61
(d) Financial Assets		
(i) Investments	111.53	111.78
(ii) Others	139.13	132.80
CURRENT ASSETS		
(a) Inventories	7,373.85	6,160.51
(b) Financial Assets		
(i) Investment	101.79	46.43
(ii) Trade Receivables	1,860.10	1,542.93
(iii) Cash and Cash Equivalents	79.71	97.45
(iv) Bank balances other than above	36.20	217.20
(v) Others	17.63	22.17
(c) Other Current Assets	751.89	750.12
TOTAL ASSETS	12,508.89	11,009.43
EQUITY AND LIABILITIES		
EQUITY		
(a) Equity Share Capital	1,103.93	883.14
(b) Other Equity	4,224.33	1,887.56
LIABILITIES		
NON-CURRENT LIABILITIES		
(a) Financial Liabilities		
(i) Borrowings	3,335.50	3,429.44
(ii) Lease Liability	230.00	348.05
(b) Provisions	23.07	17.03
(c) Deferred Tax Liabilities (Net)	93.18	73.21
CURRENT LIABILITIES		
(a) Financial Liabilities		
(i) Borrowing	1,240.66	1,224.46
(ii) Lease Liability	112.93	104.57
(iii) Trade Payables		
- total outstanding dues of micro and small enterprises	1,093.02	48.13
- total outstanding dues of creditors other than micro and small enterprises	772.86	2,830.72
(iv) Other Financial Liabilities	190.19	94.89
(b) Other Current Liabilities	84.56	66.64
(c) Provisions	4.66	1.59
TOTAL EQUITY & LIABILITIES	12,508.89	11,009.43
For and on behalf of the Board of Directors		
Rahul Timbadia		
Managing Director		
DIN: 00691457		
Place: Mumbai		
Date: 21th May 2024		



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LA TIM METAL & INDUSTRIES LTD.

THANK YOU

We appreciate your time and interest in our vision. Together, we can build a future of unprecedented success.

Thank you for being a part of our story. We look forward to the possibilities ahead.