



KRANTI INDUSTRIES LIMITED

Date: May 31st, 2024

To,
The Manager,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400001

Script Code: 542459
Script Symbol: KRANTI

Subject: Investor Presentation – Disclosure under Regulation 30 of the SEBI (LODR) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule III Part A Para A and other applicable regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the relevant amendment thereto from time to time, please find enclosed herewith the “**Investor Presentation**” for the 4th Quarter and financial year ended on March 31st, 2024.

The aforementioned presentation has been uploaded on the Company Website: <https://krantiindustries.com/investors>

We request you to take the above information on record.

Thanking you.

For and On Behalf of the
KRANTI INDUSTRIES LIMITED

SACHIN SUBHASH VORA
(Chairman and Managing Director)
DIN: 02002468



Investing "Ahead of Time"

Investor Presentation

BSE: 542459

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Q4 & FY24
March 2024

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▶ Our Guiding Principle



Late Shri. Subhash K. Vora
Founder
(1955-2011)

Work Hard with Honesty & Commitment, Growth will follow...

The ethos of Kranti Industries, as articulated by our late founder, Shri Subhash Vora, is succinctly captured in his profound statement: **'Diligence, honesty, and commitment pave the path to growth.'** These words resonate deeply within our organization, shaping our journey towards excellence and serving as guiding principles in all our endeavors.

At Kranti Industries, we understand that our core strength lies in resilience, compelling us to invest our time and effort thoughtfully, unwaveringly dedicated to our goals. We hold honesty as the cornerstone of our character, fostering trust through transparency and integrity. Together, united by a collective commitment to overcome challenges and surpass limitations, we ensure that growth is not merely a goal but an inevitable outcome of our diligent efforts.

In honoring the legacy of Late Shri. Subhash Vora, we embrace his shared vision, "forging ahead with integrity, resilience, and an unwavering commitment to continuous progress."



Mr. Sachin Subhash Vora,
Chairman & MD

Commenting on the results, the Promoter, Chairman & Managing Director Mr. Sachin Subhash Vora of Kranti Industries Limited said,

"I am pleased to announce the inauguration of our new state-of-the-art manufacturing facility (Plant -3) in Pirangut last year. This marks a significant investment in the future of our company. With cutting-edge technology, modern infrastructure, and a highly skilled team, we are excellently positioned to meet the evolving needs of our customers. This facility underscores our unwavering commitment to sustainability, safety, and innovation, and we're already witnessing promising signs of growth with increasing order inflows.

Despite facing a YoY decline of 9.4% in Total Income, we achieved a QoQ improvement in Total Income by 5.4% and a remarkable increase in EBITDA by 32.2%. Our profitability metrics have also seen enhancements with improved EBITDA margins both QoQ and YoY. Also, our PAT turned positive for the quarter. While we've recognised the challenges in revenue and profitability on a YoY basis, we're encouraged by the operational improvements and effective cost-management strategies that position us for better performance in the future.

Moreover, our acquisition of a controlling stake in M/s Preciso Metall Pvt Ltd. in April 2023 is a strategic move that significantly bolsters our presence in the non-automotive engineering segment, especially in the foundry business. The state-of-the-art facilities and complementary technologies of Preciso Metall perfectly align with our growth objectives. We're committed to leveraging the synergies from this acquisition, believing it will serve as a powerful growth lever in the years ahead. I extend my heartfelt gratitude to all our shareholders for their unwavering support and confidence. We remain steadfast in our commitment to creating long-term value for our shareholders."





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01. Company Overview

- **About Kranti Industries Limited**
- **Manufacturing Plants**
- **Our Journey**

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About Kranti Industries Limited

Kranti Industries Limited

At a glance

KRANTI is a renowned company globally recognized for its exceptional precision machining capabilities. As an original equipment manufacturer (OEM) supplier, the company specialises in providing solutions for critical machined components to leading Automobile giants.



40+

Years of Experience

05

Manufacturing Facilities

82 Cr

Revenue FY24

500k

Machined parts
Delivered

78+

Hi-Tech Machines

5,600 Tons

Machined Casting
Delivered

11.4%

Revenue CAGR (5 Yrs)

1.05x

FY24 Debt Equity Ratio

▶ About Kranti Industries Limited



Pune: The Ideal Hub for Manufacturing Excellence

Access to skilled engineers and technicians

Efficient supply chain management

Credibility and visibility within the industry

Machinery and Infrastructure: Advanced Equipment for Precision Manufacturing



PLANT 1



PLANT 2



PLANT 3

5-Axis Turn Mill Machining Centers

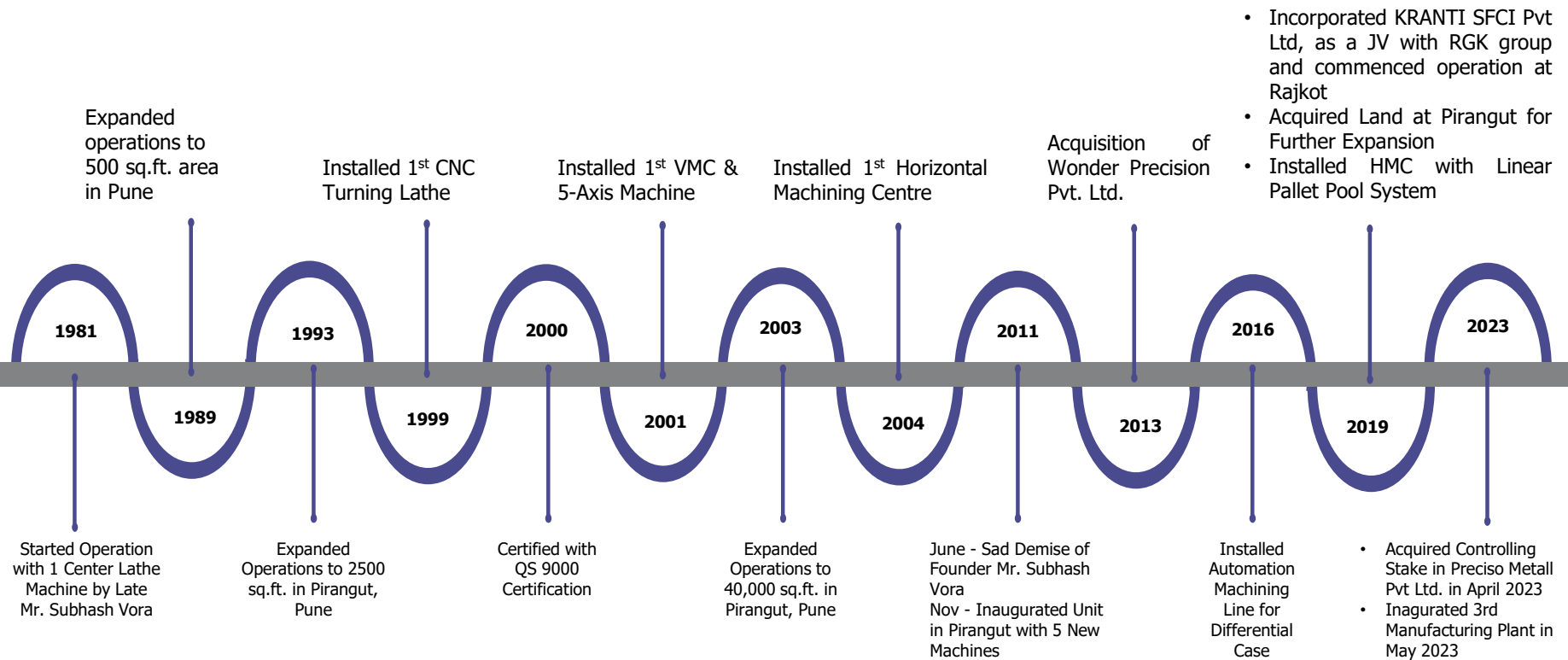
Vertical Machining Centers

CNC Turning Center

HMC with Linear Pallet Pool System

Co-Ordinate Measuring Machines

Our Journey



- Incorporated KRANTI SFCI Pvt Ltd, as a JV with RGK group and commenced operation at Rajkot
- Acquired Land at Pirangut for Further Expansion
- Installed HMC with Linear Pallet Pool System





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02. Financial Performance

- **Q4FY24 Financial Performance**
- **FY24 Financial Performance**
- **Historical Financials**

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Key Highlights

Q4FY24 Financial Performance:

- In Q4FY24, revenue increased by 4.9% on a QoQ basis to ₹2,008 Lakhs.
- Gross profit rose by 6.2% on a QoQ basis and 21.5% on a YoY basis to ₹809 Lakhs. Additionally, the GP margin was 40.3%, an increase of 50 bps on a QoQ basis and 1,020 bps on a YoY basis.
- EBITDA saw substantial growth of 32.2% on a QoQ basis and 62.2% on a YoY basis, reaching ₹265 Lakhs. For the quarter, the EBITDA margin rose to 13.2%, a positive growth of 272 bps on a QoQ basis and 581 bps on a YoY basis.
- PAT turned positive for the quarter at ₹12 Lakhs, with a PAT margin of 0.6%.

FY24 Financial Performance:

- In FY24, revenue amounted to ₹8,166 Lakhs, marking a decrease of 10.7% on a YoY basis.
- Gross profit increased by 5.5% YoY to ₹3,210 Lakhs. Additionally, the GP margin improved to 39.3%, reflecting an increase of 602 bps YoY.
- EBITDA experienced an upward growth of 10.4% YoY, reaching ₹1,022 Lakhs. For FY24, the EBITDA margin rose to 12.5%, showing a positive growth of 239 bps YoY.
- PAT stood at ₹76 Lakhs, with a PAT margin of 0.9%.

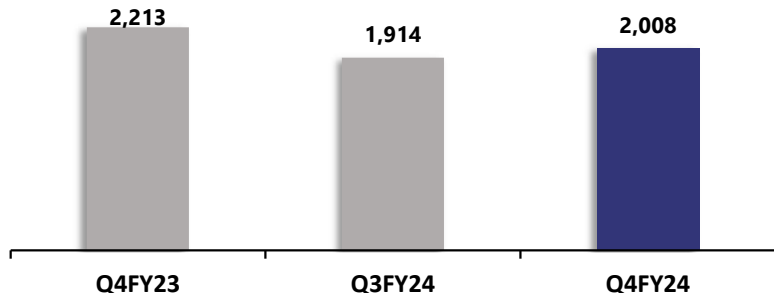
Outlook:

- To maintain this positive trajectory, the company is focused on boosting revenue to reverse the yearly decline, sustaining current cost controls, optimizing operations to improve profitability further, and regularly reviewing financial performance to ensure sustained growth.

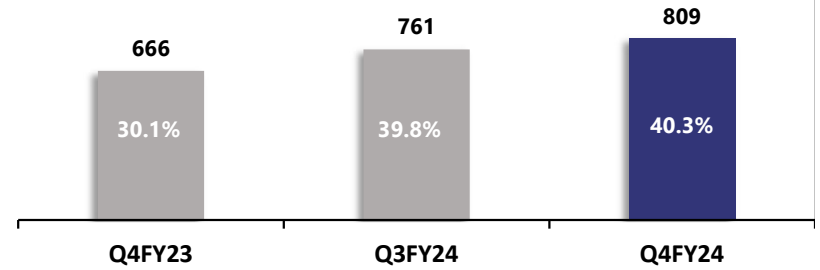


Q4FY24 Financial Performance

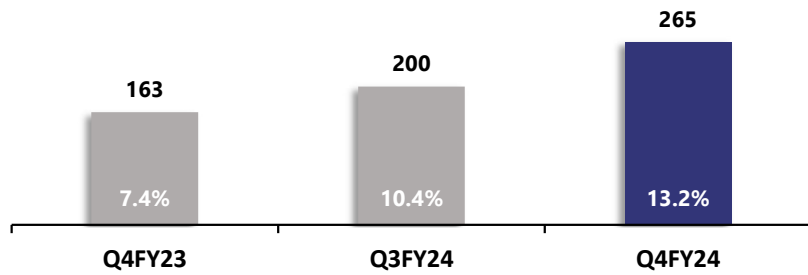
Revenue



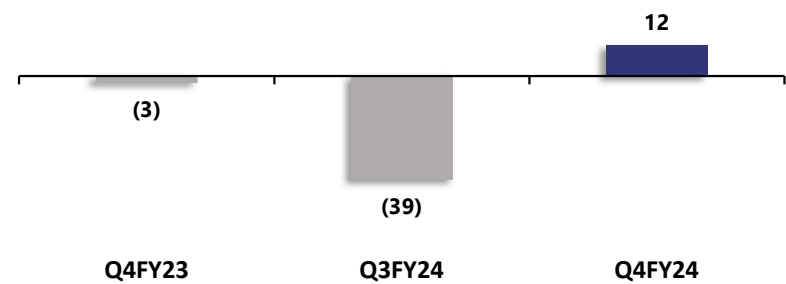
Gross Profit & GP Margin(%)



EBITDA & EBITDA Margin(%)

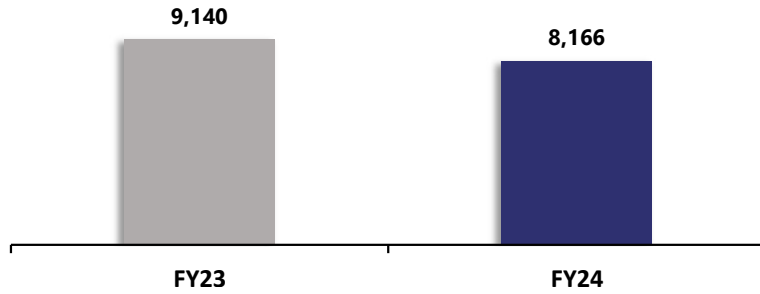


PAT

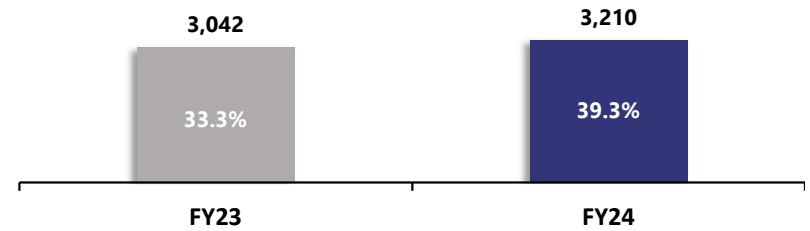


FY24 Financial Performance

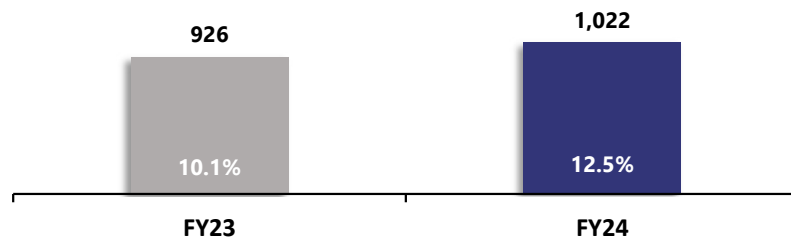
Revenue



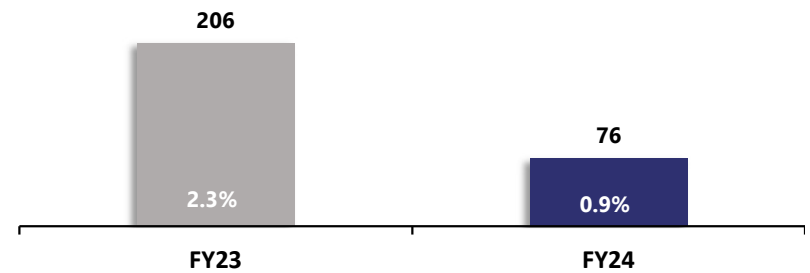
Gross Profit & GP Margin(%)



EBITDA & EBITDA Margin(%)

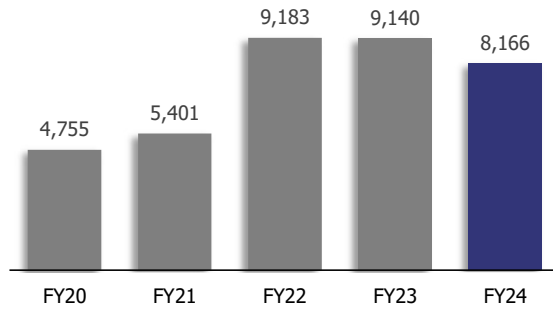


PAT & PAT Margin(%)

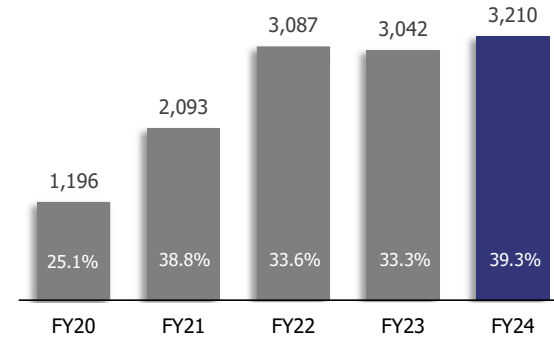


Historical Financials

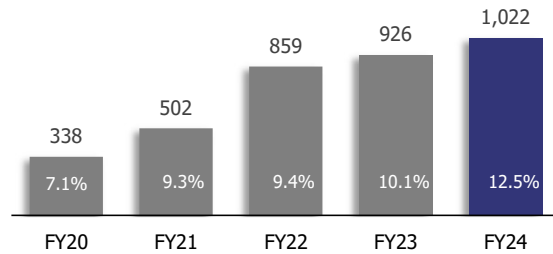
Revenue



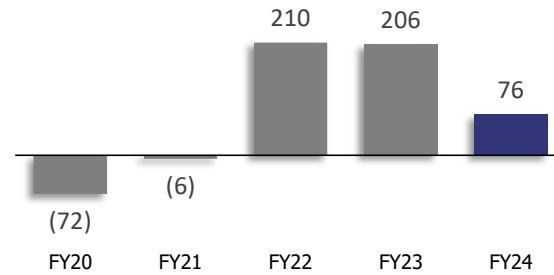
Gross Profit & GP Margin(%)



EBIDTA & EBIDTA Margin(%)

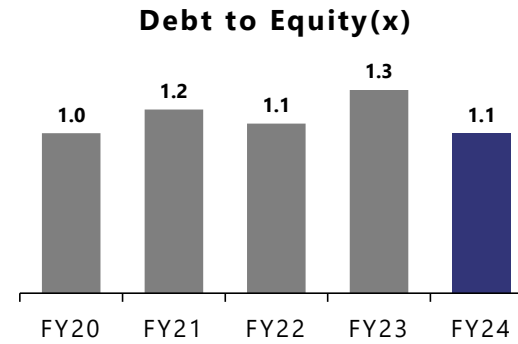
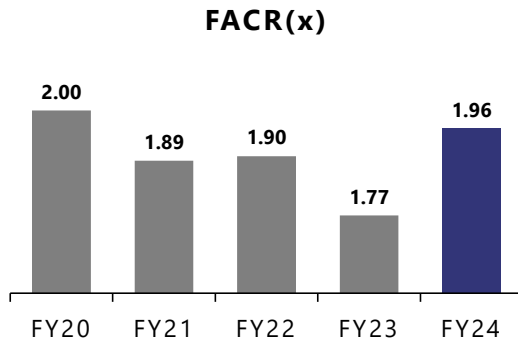
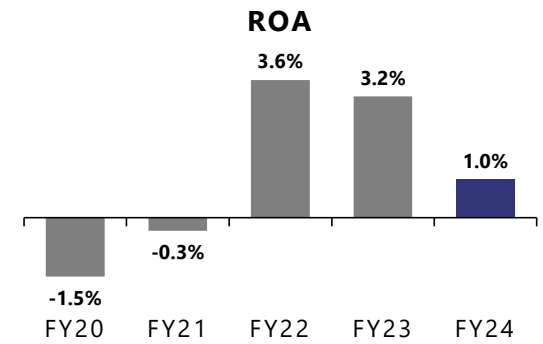
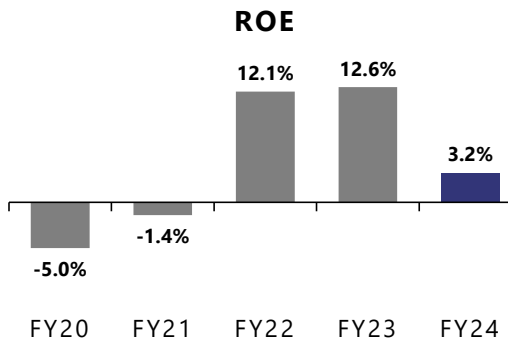
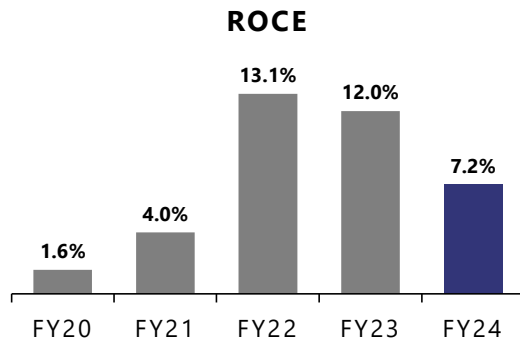


PAT



Historical Financials

₹ in Lakh



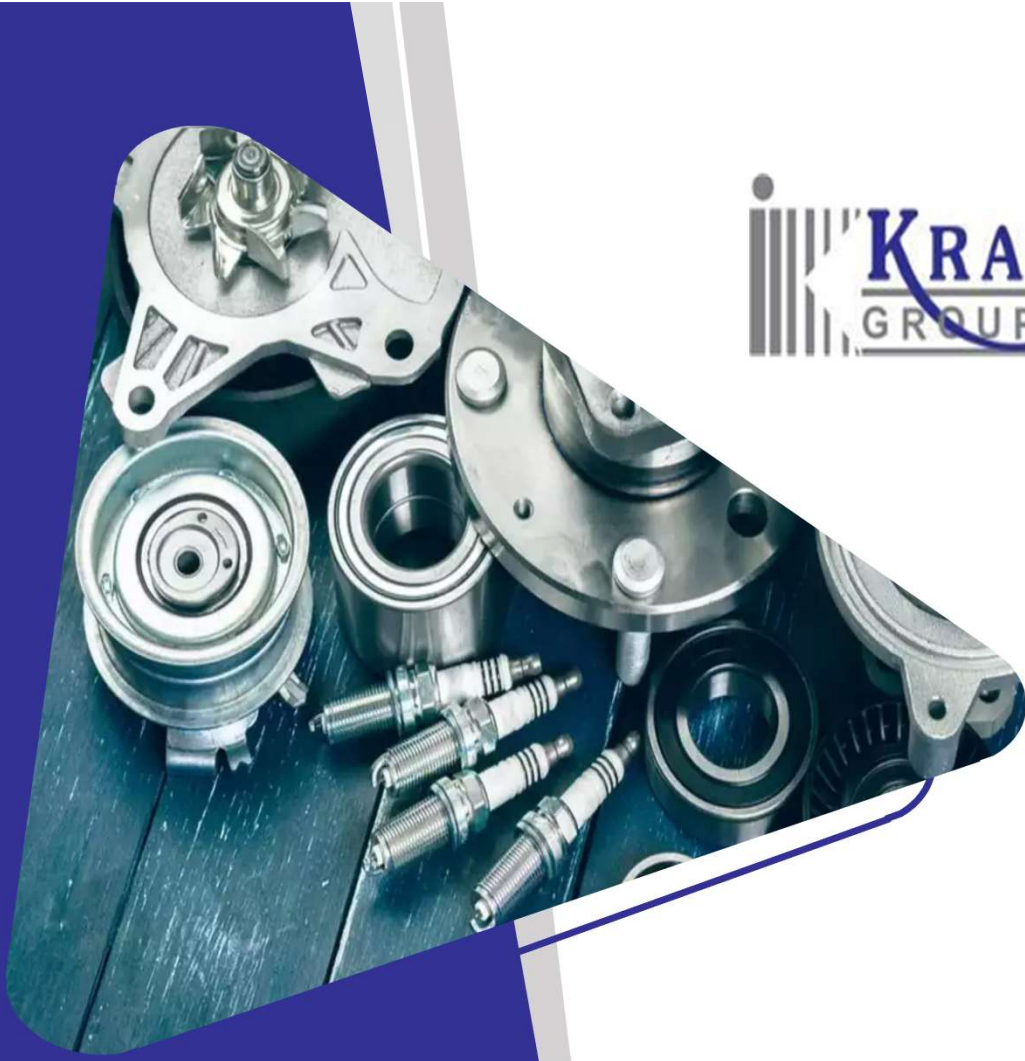
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03. Product Segments

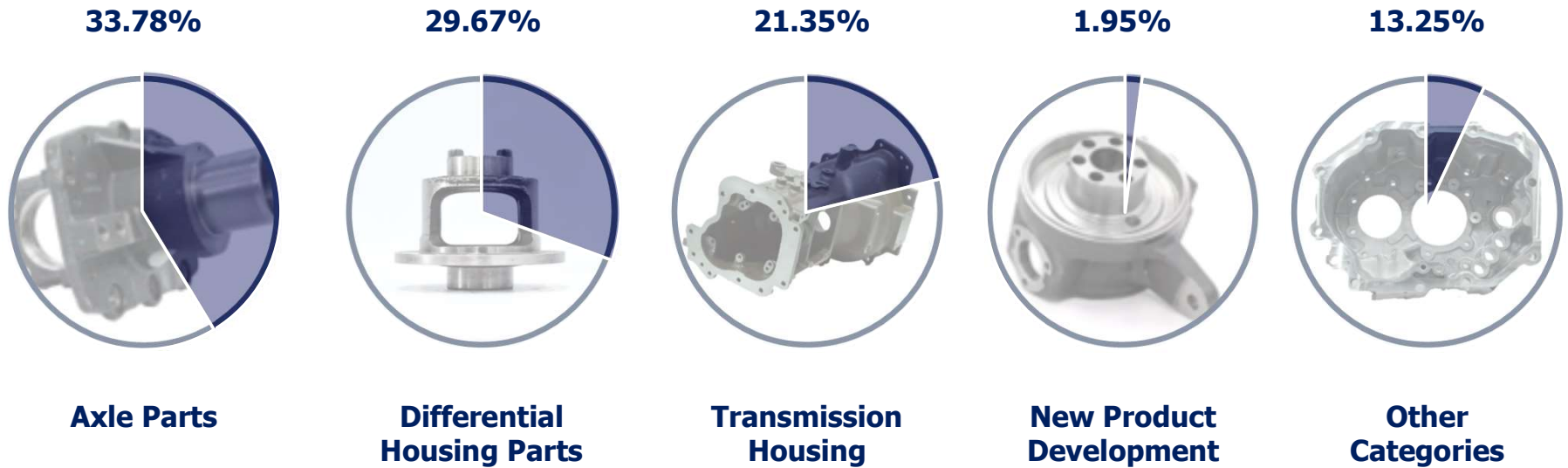
- **Our Product Segments**
- **Market Segments**

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▶ Our Product Segments

The company produces components ranging from 100 MM to 1200 MM, showing their diverse capability and catering to various specifications.



► Our Product Segments

Differential Housing



Axle Components



Transmission Components



▶ Our Product Segments

Automotive Components

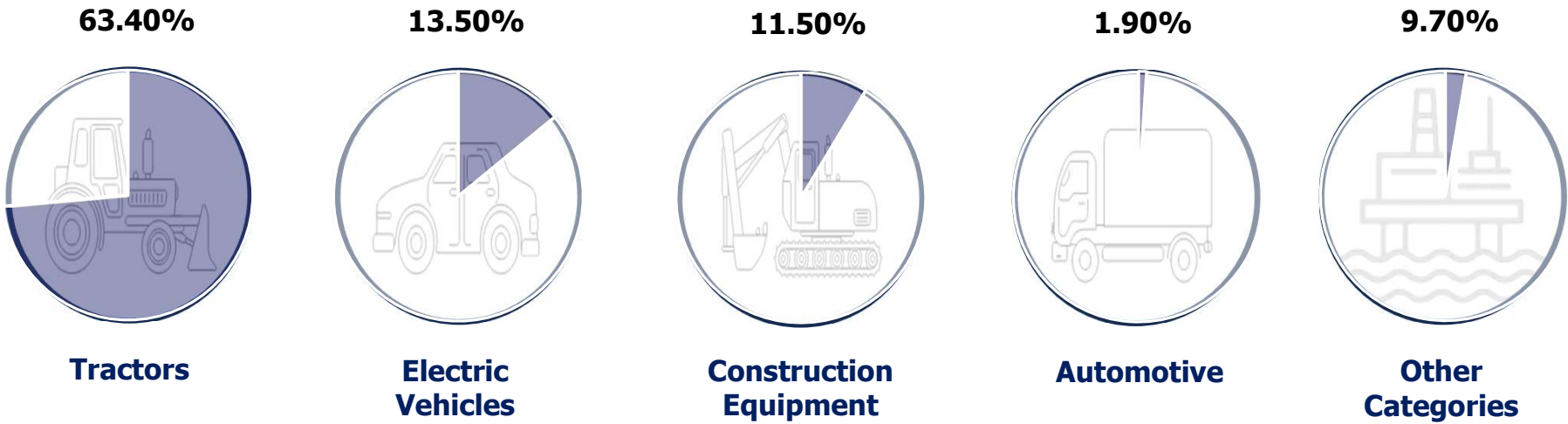


Other Components



▶ Market Segment

Kranti Industries excels in multiple market segments



Diverse market coverage solidifies Kranti Industries' position as a successful & versatile player in the industry



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04. Growth Drivers

- **Growth Driving Factors**
- **Marquee Clients**

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Growth Driving Factors

Auto Ancillary OEM Aspirations

- ❑ OEM aspiration numbers drawn from Automotive Mission Plan 2026 with Auto ancillary OEMs aim for massive growth, targeting \$180-200 billion by FY26.
- ❑ Exports reaching \$70-80 billion by FY26.
- ❑ Manufacturing GDP contribution doubling to 10% by FY26.

Export Opportunities

- ❑ As per the Automobile Component Manufacturers Association (ACMA) forecast, auto component exports from India is expected to reach US\$ 30 billion by 2026.
- ❑ The auto component industry is projected to record US\$ 200 billion in revenue by 2026
- ❑ The auto component industry will grow 20-23%.

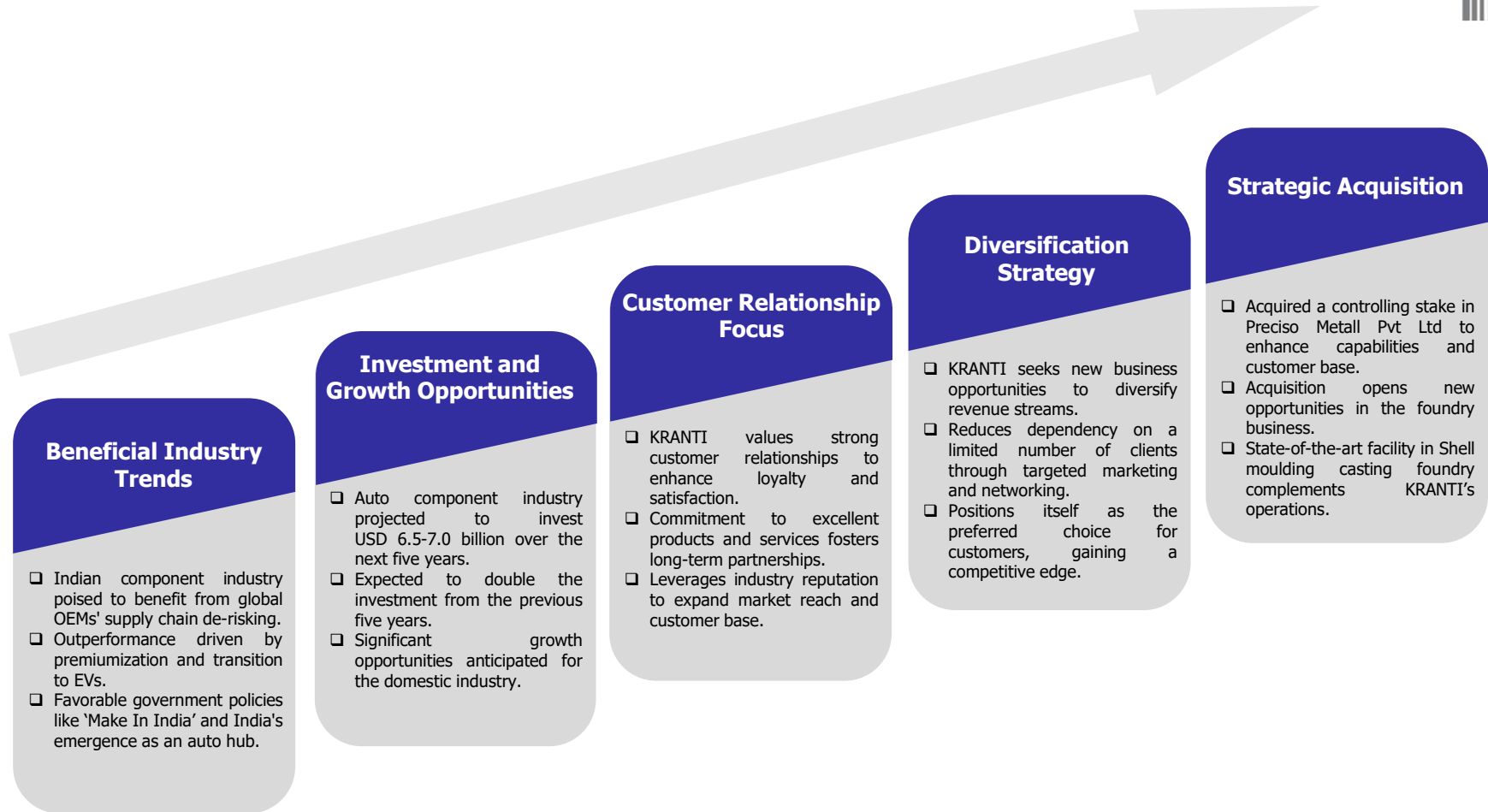
Policy Support

- ❑ 100% FDI is allowed under the automatic route for auto components sector.
- ❑ Production Linked Incentive (PLI) schemes on automobile and auto components are expected to bring a capex of ₹74,850 crore in the next 5 years.

Cost Advantage

- ❑ With a cost-effective manufacturing base, costs are 10-25% lower compared to operations in Europe and Latin America.
- ❑ India, the world's second-largest steel producer, offers a cost advantage.

Growth Driving Factors



▶ Marquee Clients



BHARAT GEARS LIMITED



Casting End-to-End Solutions



JOHN DEERE





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05. Management Team

- **Key Managerial Personnel**
- **Achievements**

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▶ Key Managerial Personnel



Mr. Sachin Subhash Vora

Promoter, Chairman & Managing Director

- He has 20+ years of experience in the automobile components industry.
- He has completed his B.E. (Industrial Electronics) from University of Pune in the year 2002.
- He is responsible for the development and execution of the company's business strategies in order to attain the goals of the board and shareholders.



Mr. Sumit Subhash Vora

Promoter and Whole Time Director

- He has 20+ years of experience in the automobile components industry.
- He completed his Diploma in Mechanical Engineering from Maharashtra State Board of Technical Education in the year 2002.
- He is specialized in leading teams for continuous improvement in each function/department leading to the increase in profitability of the business.

Achievement



ACMA Winner for Excellence in Digitalization under Turnover Category - Medium - BY ACMA Excellence Awards & 9th Technology Summit 2024



Best Employer By World HRD Congress (2021)



Recognised by Asian Leadership Awards & Middle East Leadership Awards 2023 under the following categories:
a) Smart Factory b) Best in class operational excellence
c) Auto components business leader of the year.



Certified by Leaders Globe The most Renowned Brands (2020)



The Machinist Super Shopfloor Awards 2022 Excellence in Digital Manufacturing-SME Category



Insights success The Most Admirable Business In Pune (2019)



Manufacturing Excellence Award 2022 by Global Edition of Asia Business Leadership Awards 2022



Performance Appreciation Award - By Oerlikon (2018)



Machinist Super Shopfloor SME Winner By Times Group (2021)



Begin up Excellence Awards Best Company of the Year (2018)





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06. Annexure

- **Profit & Loss Statement**
- **Balance Sheet Statement**

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▶ Standalone Profit & Loss Statement

Parameters (₹ in Lakh)	Quarterly					Yearly		
	Q4FY24	Q3FY24	QoQ	Q4FY23	YoY	FY24	FY23	YoY
Total Income	2,020.9	1,918.1	5.4%	2,229.9	(9.4)%	8,188.7	9,152.5	(10.5)%
Cost of Material Consumed	1,285.3	1,177.2		1,489.6		4,866.0	6,130.2	
Employee benefit expenses	309.8	324.2		264.3		1,205.0	991.3	
Other Expenses	247.6	241.4		255.0		1,005.0	1,137.7	
Inc./Dec. in Inventory	(86.3)	(24.8)		57.9		90.5	(32.3)	
EBIDTA	264.5	200.1	32.2%	163.1	62.2%	1,022.2	925.6	10.4%
EBIDTA Margin	13.1%	10.4%	272 bps	7.3%	581 bps	12.5%	10.1%	239 bps
Depreciation	175.2	157.1		105.3		612.7	392.5	
Finance Cost	79.3	73.1		43.8		303.6	226.0	
PBT	10.0	(30.1)		14.0	(28.6)%	105.9	307.1	(65.5)%
Tax	(1.7)	8.9		16.6		29.8	100.8	
PAT	11.7	(39.0)		(2.6)		76.1	206.3	(63.1)%
PAT Margin	0.6%	-		-		0.9%	2.3%	(133) bps

▶ Standalone Balance Sheet Statement

Assets	FY24	FY23	Equity & Liabilities	FY24	FY23	₹ in Lakh
Non-current Assets	5,721.6	5,145.8	Equity	3,288.8	2,431.2	
Property, Plant & Equipment	4,333.5	3,968.2	Share Capital	1,141.0	1,056.2	
Capital work-in-progress	6.8	276.8	Other Equity	2,147.8	1,375.0	
Right-of-use asset	393.5	475.6	Non-current Liabilities	2,432.4	2,007.0	
Investment	439.8	335.4	Borrowings	2,135.7	1,646.8	
Intangible Assets	40.4	21.3	Lease Liabilities	125.8	200.2	
Other Financial Assets	218.5	53.2	Net Deferred Tax Liabilities	4.3	0.8	
Other Non-current Assets	289.1	15.3	Other Non-current Liabilities	166.6	159.2	
Current Assets	2,620.9	1,889.5	Current Liabilities	2,621.3	2,597.1	
Inventories	1,197.6	924.2	Borrowings	1,130.7	1,326.8	
Trade Receivable	1,351.2	836.8	Lease Liabilities	74.3	70.2	
Other Financial Assets	2.5	1.5	Trade Payables	882.0	1,003.5	
Other Current Assets	69.6	127.0	Other Financial Liabilities	362.2	153.9	
			Provisions	40.2	19.6	
			Other Current Liabilities	131.8	23.1	
Total Assets	8,342.5	7,035.3	Total Equity & Liabilities	8,342.5	7,035.3	





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Thank You!

Kranti Industries Limited:

Mr. Sachin Subhash Vora

Chairman & Managing Director

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