



RHI MAGNESITA

RHI MAGNESITA INDIA LTD.

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11 February 2025

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001, India

BSE Scrip Code: 534076

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East)
Mumbai – 400 051, India

NSE Symbol: RHIM

Dear Sir/Ma'am

Sub: Presentation of Earning Conference Call - third quarter and nine months ended 31 December 2024

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, and further to our earlier intimation dated 5 February 2025, the presentation of the conference call to be held on 12 February 2025, is enclosed herewith and the same is also be uploaded on website of the Company at <https://www.rhimagnesitaindia.com/investors/investor-meet>
Kindly take the same on record.

Thanking you,

Yours faithfully

For **RHI Magnesita India Limited**

Sanjay Kumar
Company Secretary

ICSI Membership No.-17021





RHI MAGNESITA

RHI Magnesita India

Investor Presentation

Q3 FY 2025



Contents



Safety



Financial Highlights



CSR



Commitment for Safety Standards

Promoting a Secure and robust work environment



External consulting firm specializing in operational health & safety helping us to achieve sustainable workplace and process safety standards

LTIF: 0.07

TRIF:0.2

**Safety
Trainings:
60,333 Hrs**





RHI MAGNESITA

Financial Highlights



Financial Highlights 9M FY25 vs 9M FY24

Demonstrating our sustainable growth & better returns ratios

Revenue from operations

₹275,653 L

↓ 3%

Operating EBITDA (%)

15%

↑ c.0.7%

Operating Cash Flow

₹ 35,907 L

↑ 325%

Profit after Tax

₹16,633 L

↑ 5%

Capex

₹ 10,315 L

↑ 89%

Earnings per share* (YTD)

₹8.1

↑ 5%

Working Capital Intensity

35%

↓ 4%

Net Debt/ EBITDA Ratio

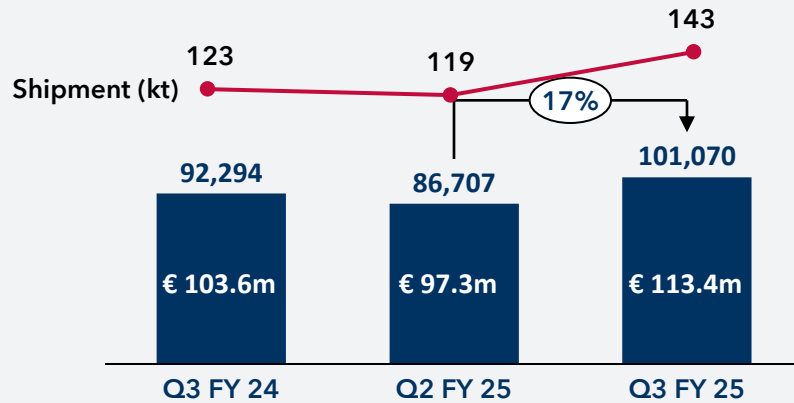
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↓ 0.4x

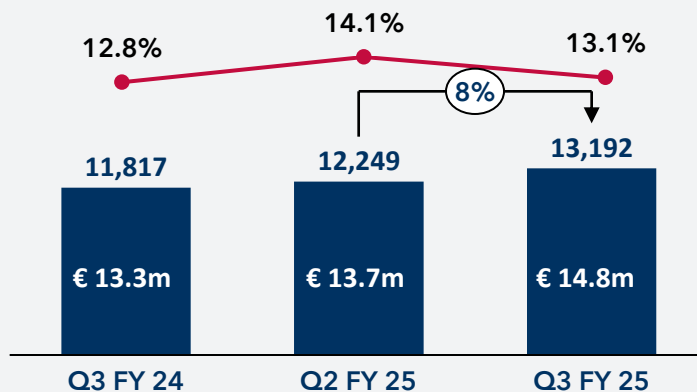
Performance Highlights of Q3

Ever-highest Quarter Revenue, surpasses ₹ 1,000 crore

Revenue from Operations (₹ Lakhs)



Operating EBITDA (₹ Lakhs)



Shipments (20% QoQ) and Revenue from operations (17% QoQ)

- Our strategic initiatives in Iron making, DRI & pellet business is yielding 7% growth
- Increase in revenue from steel by 8% despite market headwinds
 - Expanded market share particularly in ladles and furnace application in large steel plants
 - Recovery of 4PRO business due to resumption of production post customer downtime in last quarter
- Growth in Cement shipments by 7% but with increasingly competitive prices

Operating EBITDA

- Resilient margins in line with medium term expectations despite rapid increase in raw materials cost particularly alumina-based materials
- Successfully delivered two large projects in Iron making in Q3 FY 25 with order booked in Q1 FY 25 resulted in expected margin
- One-time favorable warranty provision released in Q2 FY 25

Profit and Loss Snapshot

Growth momentum with operational efficiencies driving 15% YTD EBITDA

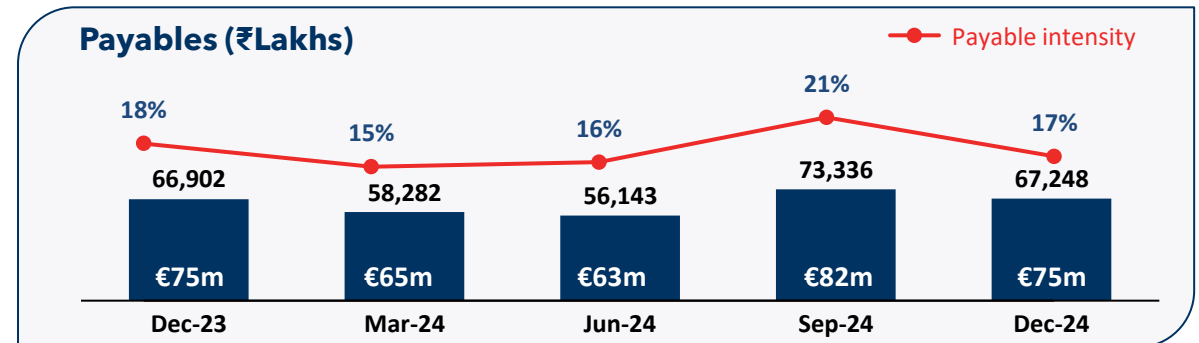
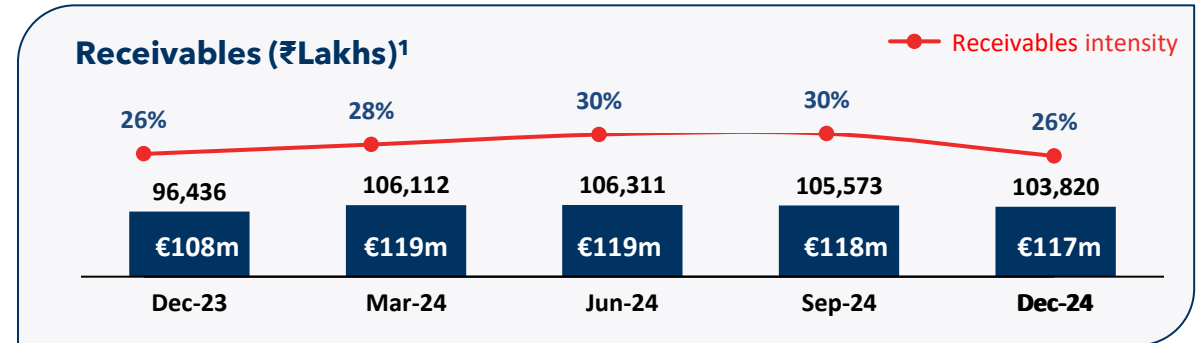
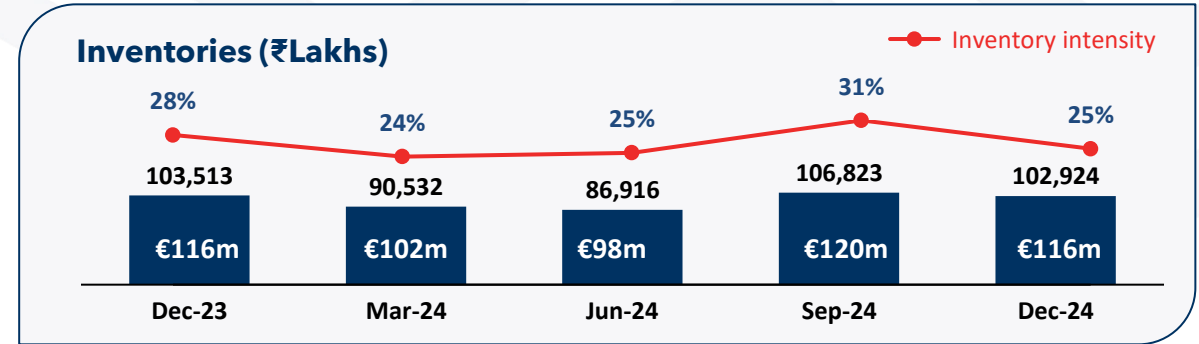
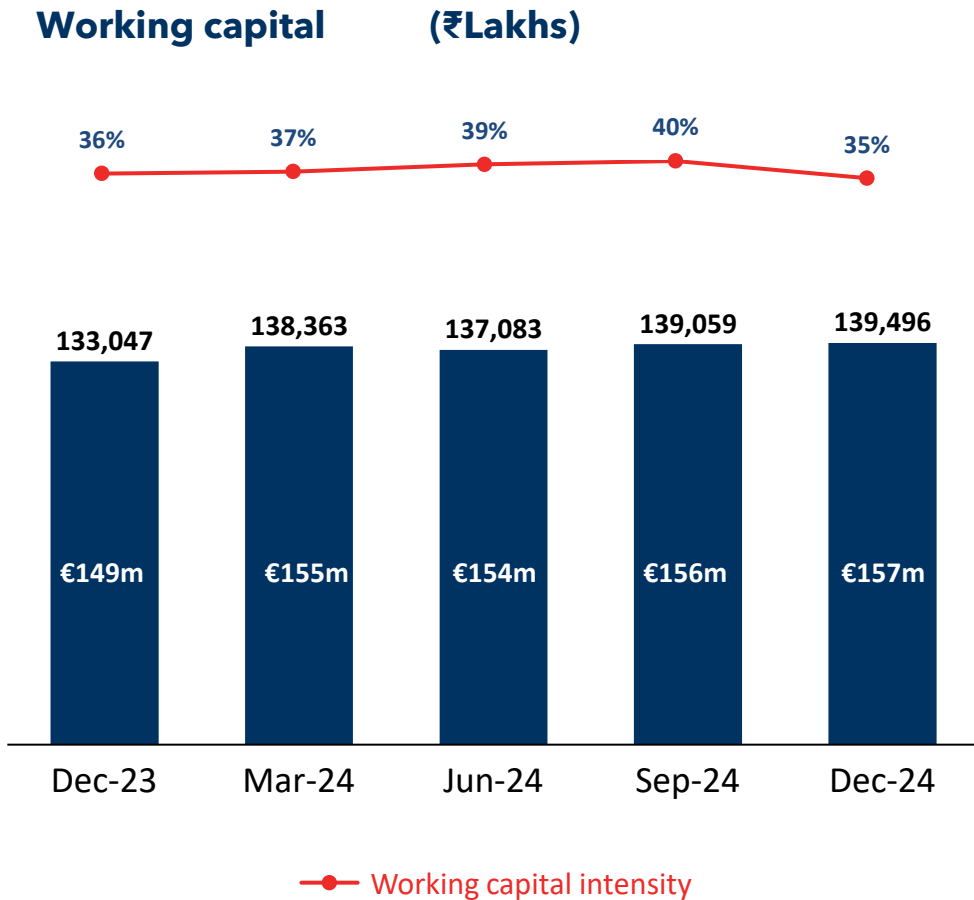


	Q3 FY 25		Q2 FY 25		9M FY25		9M FY24	
	₹ Lakhs							
Production - MT	85,998		86,187		249,961		251,940	
Shipment - MT	142,731		119,424		376,071		371,533	
Avg realisation/MT	70,812		72,604		73,298		76,381	
Income	101,748		88,246		278,171		284,459	
Revenue from operations	101,070		86,707		275,653		283,781	
Other Income	678		1,539		2,518		678	
Expenses	88,557	87.6%	75,997	87.6%	237,040	86.0%	244,017	86.0%
Material Cost	63,207	62.5%	52,452	60.5%	163,844	59.4%	169,860	59.9%
Employee Benefits expense	9,125	9.0%	9,121	10.5%	27,767	10.1%	28,105	9.9%
Other expenses	16,225	16.1%	14,424	16.6%	45,430	16.5%	46,052	16.2%
EBITDA	13,192	13.1%	12,249	14.1%	41,131	14.9%	40,442	14.3%
Depreciation	2,909	2.9%	2,826	3.3%	8,556	3.1%	7,804	2.8%
EBITA	10,282	10.2%	9,423	10.9%	32,575	11.8%	32,637	11.5%
Amortisation	2,568	2.5%	2,205	2.5%	6,770	2.5%	6,017	2.1%
EBIT	7,714	7.6%	7,218	8.3%	25,805	9.4%	26,620	9.4%
Finance Cost	1,284	1.3%	979	1.1%	3,322	1.2%	5,070	1.8%
Profit before Tax	6,430	6.4%	6,239	7.2%	22,483	8.2%	21,551	7.6%
Tax	1,676	1.7%	1,648	1.9%	5,850	2.1%	5,772	2.0%
Profit After Tax	4,754	4.7%	4,591	5.3%	16,633	6.0%	15,779	5.6%

- Production:**
 - 0.2% vs. Q2 FY25
 - 0.8% vs. 9M FY24
- Shipment**
 - +19.5% vs. Q2 FY25
 - +1.2% vs. 9M FY24
- Revenue:**
 - +16.6% vs. Q2 FY25
 - 2.9% vs. 9M FY24
- EBITDA** margin Q3 FY25 :13.1%
 - +7.7% vs Q2 FY25
 - +1.7% vs. 9M FY24
- Amortization:** Non-cash removal of a pre-M&A legacy intangible as part of ongoing reviews of legacy systems
- Finance Cost:** Increased due to Loss on External commercial borrowings hedge contract

Working Capital

Improved working capital intensity driven by business focus on cashflow



1. Receivables: Trade receivables + Contract Assets - Contract Liabilities

Net Debt Bridge

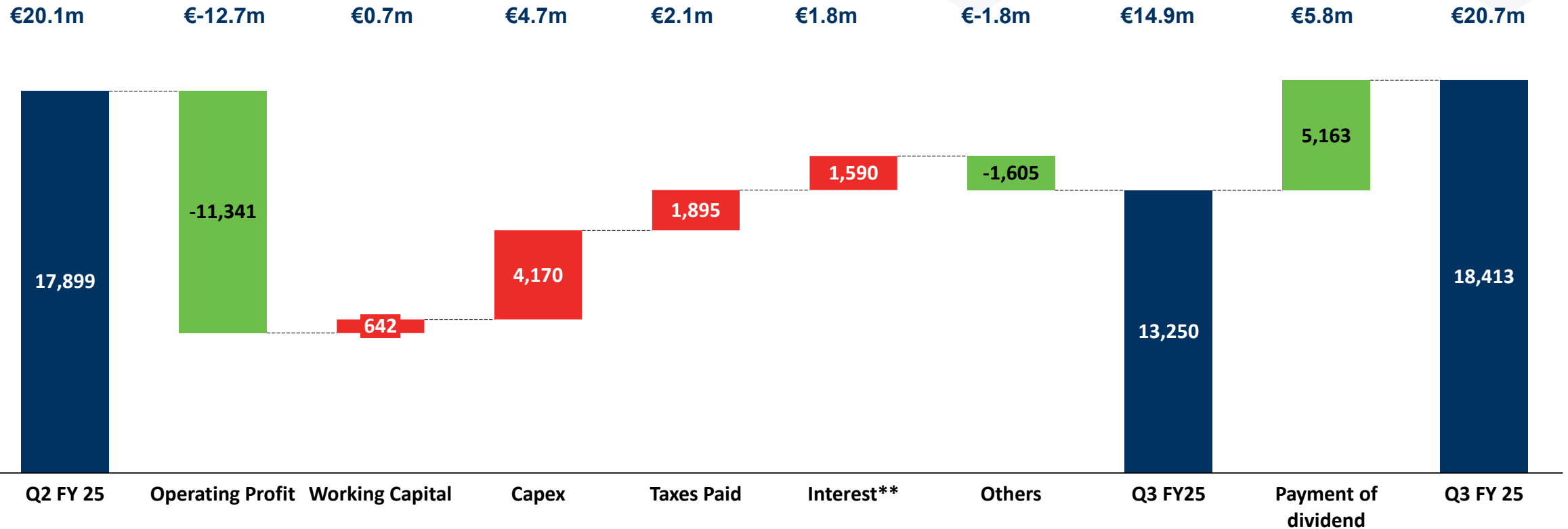
Net debt flat after payment of dividends



₹ Lakhs

0.3x

ND/EBITDA* 0.3x



*ND: Net Debt and EBITDA: Trailing 4 quarters

** Interest paid for 6 months



RHI MAGNESITA

Corporate Social Responsibility



CSR Strategy

Building Stronger Communities & Brighter Futures

Focus on United Nations Sustainable Development Goals and our sustainability objectives

Education

60%



Skills Development & Youth Empowerment



22%

Rural Transformation



12%

Health



6%



Maintaining schools in Bhiwadi, Dalmiapuram, Jamshedpur, and Khambhalia.



Initiated 50+ projects

Impact on 10,000+ people

Skill and Vocational Training Programs for Youth Empowerment

Centre of Excellence at ITI Chaibasa

Rural Transformation: road construction, building bus shelters, and providing drinking water facilities



Improving Health & Hygiene In rural regions of Vizag and Rajgangpur



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RHI MAGNESITA

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Refractories are essential for our modern world



1 tonne of STEEL
demands ~10-15 Kg
of refractories



1 tonne of CEMENT
demands ~1 Kg
of refractories



1 tonne of GLASS
demands ~4 Kg
of refractories



1 tonne of ALUMINIUM
demands ~6 Kg
of refractories



1 tonne of COPPER
demands ~3 Kg
of refractories

Financial Highlights Q3 FY25 vs Q2 FY25

Demonstrating our sustainable growth & better returns ratios

Revenue from operations

₹ 101,070 L

↑ 17%

Operating EBITDA

₹ 13,192 L

↑ 8%

Operating Cash Flow

₹ 10,699 L

↑ 17%

Profit after Tax

₹ 4,754 L

↑ 4%

Capex

₹ 4,170 L

↑ 1%

Earnings per share(Qtr)

₹2.30

↑ 4%

Working Capital Intensity

35%

↓ 14%

Net Debt/ EBITDA Ratio

0.3x

