



November 12, 2024

**To  
BSE Limited  
Department of Corporate Services  
Floor 25, PJ Towers,  
Dalal Street, Mumbai- 400001**

**To  
National Stock Exchange of India Limited  
Listing Department  
Plot No. C/1, G Block, Exchange Plaza,  
Bandra Kurla Complex, Bandra(E),  
Mumbai- 400051**

**Scrip Code: 532740**

**Company Code: LOKESHMACH**

Dear Sir/Madam,

**Sub: Investors Presentation**

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation. The copy of the same is also available on the website of the Company at <https://www.lokeshmachines.com>

We request you to kindly take the same on records.

**Thanking You,**

**Yours faithfully,  
For Lokesh Machines Limited**

**Gurprit Singh  
Company Secretary & Compliance Officer**

**Encl.: a/a**

The Driving Force of Indian Auto Industry



**Lokesh  
Machines Limited**

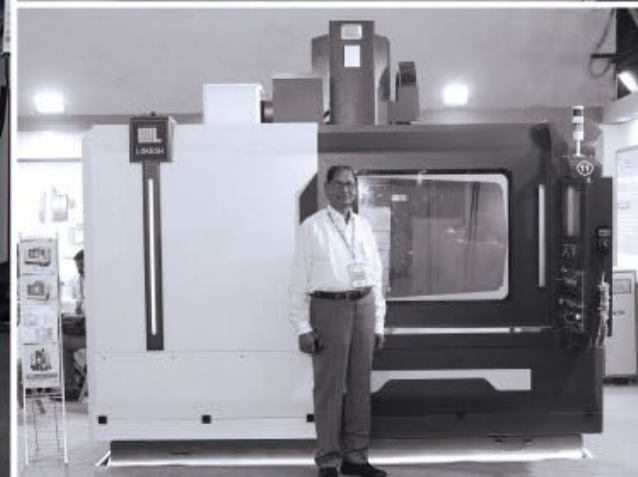
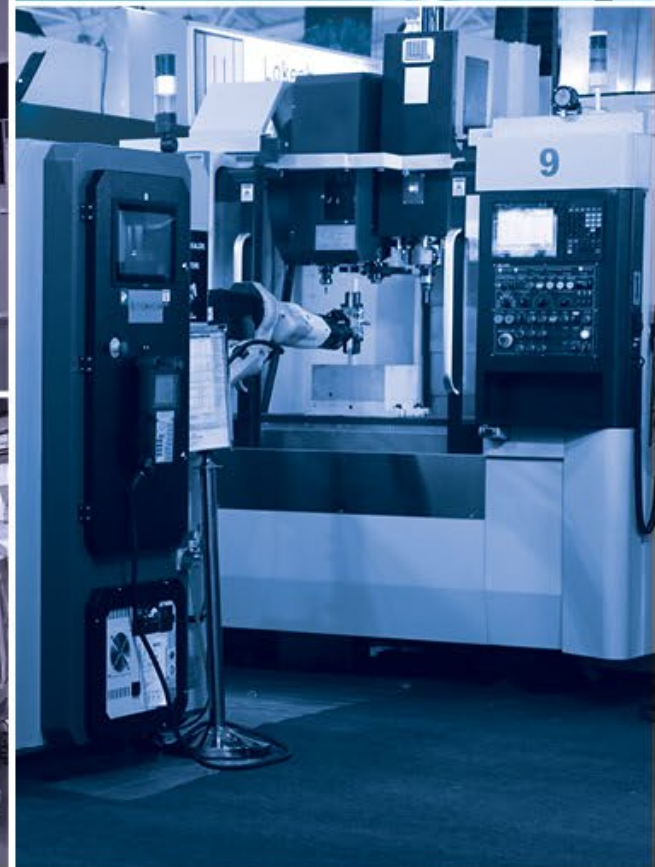
**Lokesh Machines Limited**

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# **INVESTOR PRESENTATION**

**Second Quarter and Half Yearly  
for the Year 2024-25**







# Safe Harbour

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# Managing Director's Perspective

Looking ahead, our focus will be on key areas such as cost reduction, geographic expansion, diversification, product development, capacity enhancement, and investment in our leadership team. ”

**Mr. Mullapudi Lokeswara Rao**  
Managing Director



The machine tool market continues on a dynamic growth trajectory, driven by strong demand across diverse sectors such as automotive, railways, agriculture, aerospace, defence, engineering exports, and critical infrastructure—all of which depend on precision machining to achieve excellence.

This past fiscal year, we achieved transformative financial milestones, including robust revenue growth, increased profit after tax (PAT), and improved liquidity. These results reflect our focussed strategy on capacity expansion and operational excellence across our business segments. As India's first private company to manufacture and supply small arms to elite forces like the Indian Army, NSG, Assam Rifles, and BSF, we are proud to have pioneered new standards in domestic defence manufacturing.

Our forward strategy is sharp and targeted: we are committed to enhancing cost efficiency, expanding our geographic footprint, diversifying our offerings, driving advanced product development, boosting capacity, and investing in top-tier leadership. These strategic priorities will anchor our continued growth in the machine tools sector while accelerating our trajectory in auto components and defense.

With a steadfast commitment to innovation and excellence, we are strategically positioned to build on our strengths and embrace new opportunities. The future holds immense potential, and we are poised to unlock it with confidence and purpose.

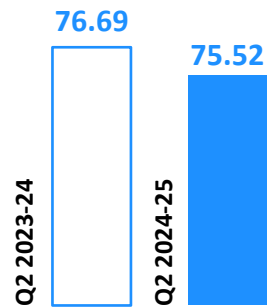


# Financial Highlights for Q2 2024-25

**Total  
Income**

(₹ in Cr.)

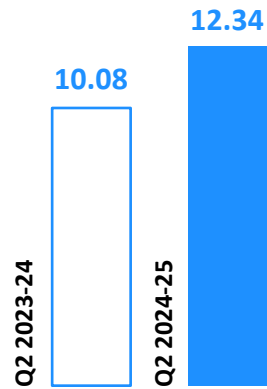
**₹ 75.52 Cr.**



**EBITDA**

(₹ in Cr.)

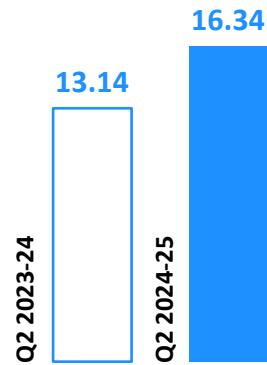
**₹ 12.34 Cr.**



**EBITDA  
Margin**

(in %)

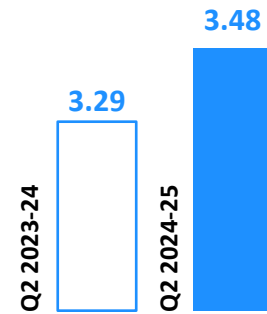
**16.34%**



**PAT**

(₹ in Cr.)

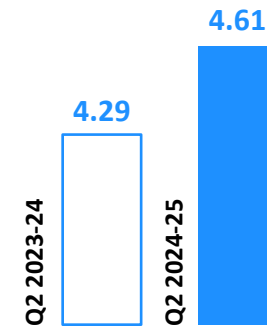
**₹ 3.48 Cr.**



**PAT  
Margin**

(in %)

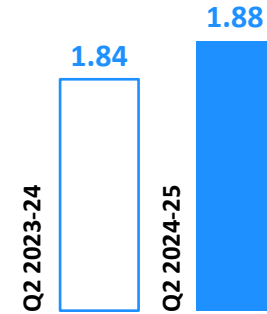
**4.61%**



**EPS**

(in ₹)

**₹ 1.88**

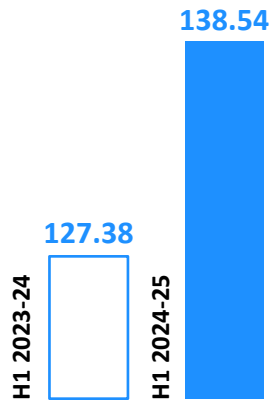


# Financial Highlights for H1 2024-25

**Total  
Income**

(₹ in Cr.)

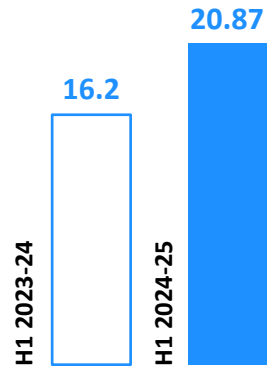
₹ 138.54 Cr.



**EBITDA**

(₹ in Cr.)

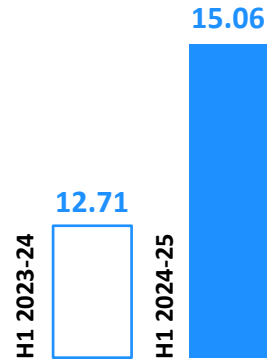
₹ 20.87 Cr.



**EBITDA  
Margin**

(in %)

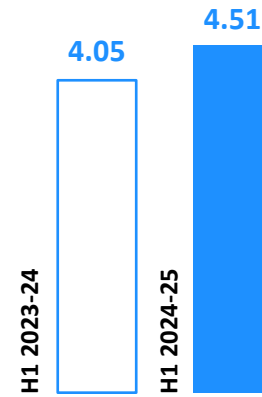
15.06%



**PAT**

(₹ in Cr.)

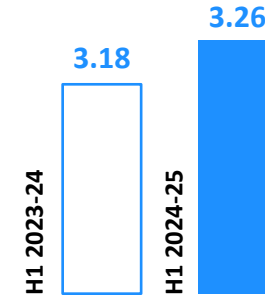
₹ 4.51 Cr.



**PAT  
Margin**

(in %)

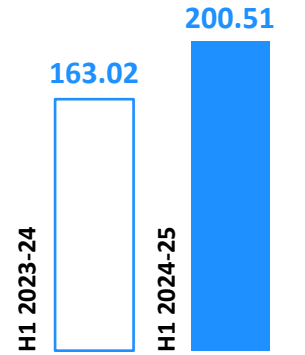
3.26%



**Net Worth**

(₹ in Cr.)

₹ 200.51 Cr.



# Performance Summary 2024-25

## Standalone Financial Results

PARTICULARS	Q2 2023-24	Q2 2024-25	H1 2023-24	H1 2024-25	HY to HY
Total Income (₹ Cr.)	76.69	75.52	127.38	138.54	11.16
Cost of Goods Sold (₹ Cr.)	42.69	36.43	66.00	65.89	(0.11)
Gross Profit (₹ Cr.)	33.73	39.09	61.39	72.65	11.27
Employee Benefit Expenses (₹ Cr.)	13.36	14.61	25.21	28.63	3.42
Other Expenses (₹ Cr.)	10.29	12.14	19.98	23.15	3.17
EBITDA (₹ Cr.)	10.08	12.34	16.20	20.87	4.68
EBITDA Margin (%)	13.14	16.34	12.71	15.06	2.35
Depreciation (₹ Cr.)	2.40	3.35	4.79	6.66	1.87
EBIT (₹ Cr.)	7.68	8.99	11.40	14.21	2.81
EBIT Margin (%)	10.01	11.90	8.95	10.26	1.31
Finance Cost (₹ Cr.)	2.98	3.79	5.62	7.47	1.86
Profit before Tax (₹ Cr.)	4.70	5.20	5.78	6.74	0.95
PBT (%)	6.12	6.89	4.54	4.86	0.32
Profit after Tax (₹ Cr.)	3.29	3.48	4.05	4.51	0.47
PAT (%)	4.29	4.61	3.18	3.26	0.08
EPS (₹)	1.84	1.88	2.26	2.44	0.18



# The World of Lokesh Machines Limited

Established in 1983, the Company ranks among India's top five machine tool manufacturers in terms of market share, holding a leading position in Cam & Crank Borers, Fine Borers, and Finish Milling Machines.



**40+**

Years of legacy



**₹ 685.58 Cr.**

Market capitalisation on  
NSE Ltd. as of March 31, 2024



**651+**

Cumulative  
employee strength



**300+**

Cumulative years of  
domain expertise of Board  
members and the senior  
management team



**6**

State-of-the-art  
manufacturing units located  
across Hyderabad and Pune



**7+**

Countries' export  
presence



**5,000+**

Happy clients



**100+**

Diversified offerings

# Robust Order Book

Business Segments	Order Book as of July 01, 2024 (Cr.)	New Orders in Q2 2024-25 (Cr.)	Orders Executed in Q2 2024-25 (Cr.)	Total Order Book as of September 30, 2024 (Cr.)
Machine Tools Division	140.00	52.00	46.92	145.08
Auto Components and Defence Division	59.90	31.50	28.40	63.00
				208.08

# Product Profile



## Machine Tools Division



## Auto Components and Defence Division



### General Purpose Machines

- CNC turning centres
- Vertical machining centres
- Drill and tap centres
- Vertical turning lathe
- Horizontal machining centres



### Special Purpose Machines

- Milling machines
- Drilling machines
- Boring machines
- Transfer lines



### Automation

- Gantry automation
- Robotic automation
- 4<sup>th</sup> Axis automation
- Customisation of standard machines



### Auto Components

- Cylinder blocks
- Cylinder heads
- Connecting rods
- Forgings



### Defence

- 9x19 Machine pistol (SMG)
- 7.62x51 LMG





# Machine Tools Division



## General Purpose Machines



CNC turning centres



Vertical machining centres



Drill and tap centres



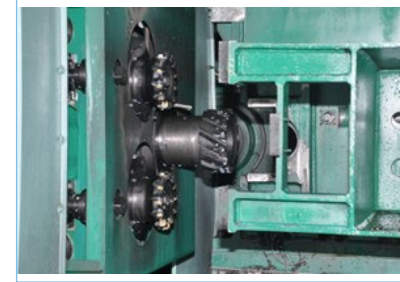
Vertical turning lathe



Horizontal machining centres



## Special Purpose Machines



Milling machines



Drilling machines



Boring machines



Transfer lines



## Machine Tools Division



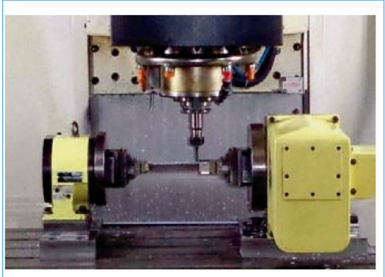
### Automation



Gantry automation



Robotic automation



4<sup>th</sup> Axis automation



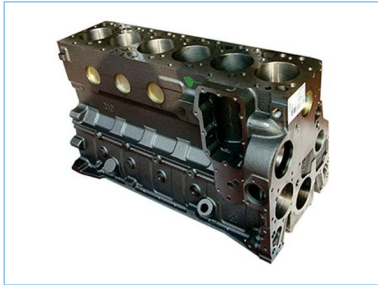
Customisation of standard machines



## Auto Components and Defence Division



### Auto Components



Cylinder blocks



Cylinder heads



Connecting rods



Forgings



### Defence



9x19 Machine pistol (SMG)



7.62x51 LMG

# Capacities

The Company operates five state-of-the-art plants in Hyderabad and one in Pune, ensuring strategic regional coverage and enhanced production capabilities.



**6**

Manufacturing plants

**70%**

Overall capacity utilisation

## Auto Components and Defence Division

Defence division

**12,000**

units/year

Auto components

**30,00,000**

units/year

## Machine Tools Division

**1,400**

units/year



# Core Competence



## Design and Development

The Company has a comprehensive design team, backed by dedicated research & development (R&D) facilities, to tackle the challenges of both Special Purpose Machines (SPMs) and General Purpose Machines (GPMs).



## Quality Assurance

The machines undergo rigorous quality checks throughout the manufacturing process, ensuring they meet the highest standards before being approved for sale to end-user industries.



## Manufacturing

The production facilities and processes leverage state-of-the-art machinery, manufacturing systems, ensuring efficient and high-quality manufacturing.

# Marquee Clientele

## MACHINE TOOLS DIVISION



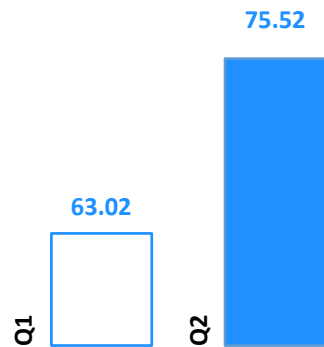
# Quarterly Financial Performance for 2024-25

## Total Income

(₹ in Cr.)

₹ 138.54 Cr.

(Total)

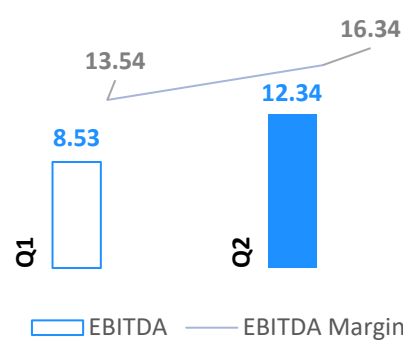


## EBITDA/EBITDA Margin

(₹ in Cr.)/(in %)

₹ 20.87 Cr./ 15.06%

(Total)

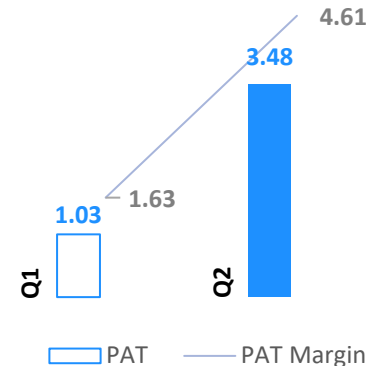


## PAT/PAT Margin

(₹ in Cr.)/(in %)

₹ 4.51 Cr./ 3.26%

(Total)

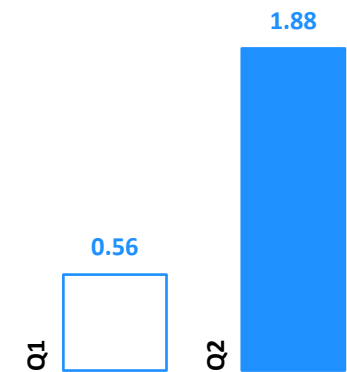


## EPS

(in ₹)

₹ 2.44

(Total)





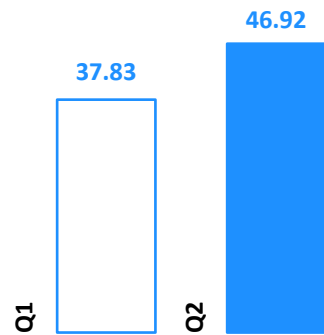
# Segment Performance Review for 2024-25

## Machine Tools Division

(₹ in Cr.)

₹ 84.75 Cr.

(Total)

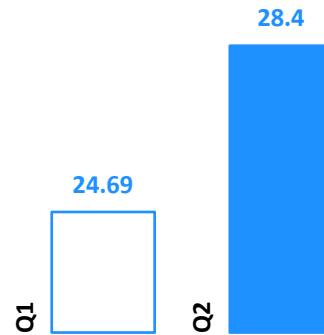


## Auto Components and Defence Division

(₹ in Cr.)

₹ 53.09 Cr.

(Total)

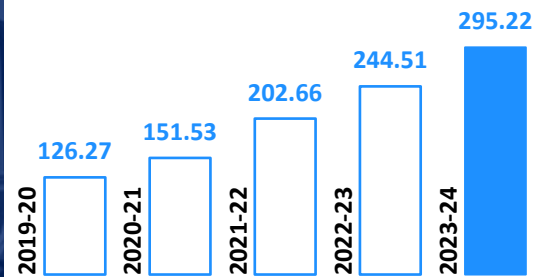


# Historical Financial Trend

## Total Income

(₹ in Cr.)

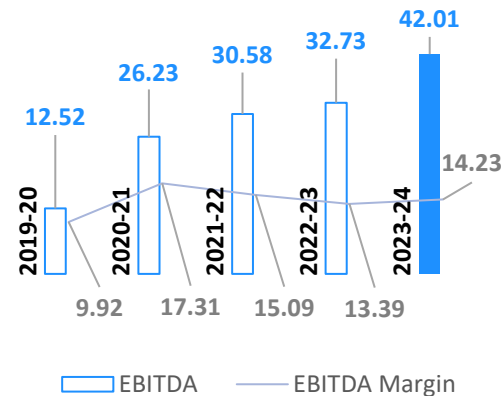
₹ 295.22 Cr.



## EBITDA/EBITDA Margin

(₹ in Cr.)/(in %)

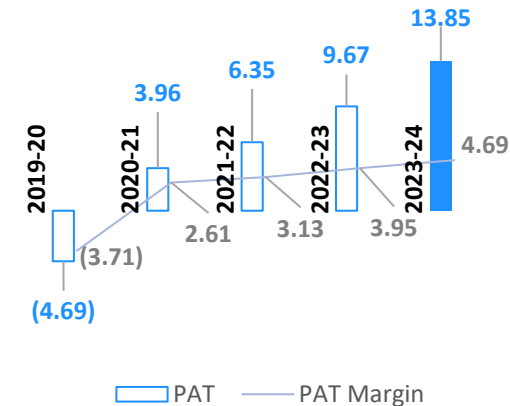
₹ 42.01 Cr./14.23%



## PAT/PAT Margin

(₹ in Cr.)/(in %)

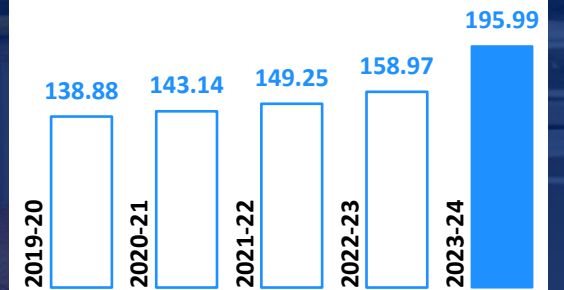
₹ 13.85 Cr./4.69%



## Net Worth

(₹ in Cr.)

₹ 195.99 Cr.





# Way Forward

## Maximising Production Capacities

The Company plans to fully utilise its newly increased production capacities to enhance efficiency and meet growing demand.

## Increasing Defence Division Revenue

The Company further aims to boost revenue within the Defence Division by harnessing its expanded capacities, introducing new product lines, and capitalising on emerging opportunities in the sector.



## Expanding into New Markets

The Company will focus on launching new products and entering new territories to diversify its customer base and drive growth.

## Accelerating ESG Initiatives

Fast-tracking environmental, social, and governance (ESG) initiatives is one of the Company's key priorities to integrate sustainability into its operations and make a positive impact on society and the environment.



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# Thank You!