



(Subject to Nagpur Jurisdiction)

# BAJAJ STEEL INDUSTRIES LIMITED

REGISTERED OFFICE : C - 108, MIDC INDUSTRIAL AREA, HINGNA, NAGPUR - 440 016 (MS) INDIA  
Tel. : +91-7104 238101-20, Fax : +91-7104-237067, E-mail : bsi@bajajngp.com, Website : www.bajajngp.com



CIN No. L27100MH1961PLC011936

February 03, 2025

To,

**BSE Limited**

Corporate Relationship Department,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building, P.J. Towers,  
Dalal Street, Mumbai- 400 001

**Scrip Code:** 507944

**Sub:** Investor/Result Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor/ Result Presentation on the Financial Results of the Company for the Quarter and Nine Months ended December 31, 2024.

The said presentation is also being disseminated on the Company's website at <https://bajajngp.com/>

**For Bajaj Steel Industries Limited**

**Rachit Jain**

Company Secretary

**Encl:** As Above



# BAJAJ STEEL INDUSTRIES LIMITED

## Q3 & 9MFY25 INVESTOR PRESENTATION



Regd. Office: Plot No. C-108, MIDC Industrial Area, Hingna Nagpur - 440 016

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Q3 & 9MFY25 HIGHLIGHTS



COMPANY OVERVIEW



ANNUAL FINANCIALS



ANNEXURE





## Q3 & 9MFY25 HIGHLIGHTS

# CONSOLIDATED FINANCIAL HIGHLIGHTS



Revenue



EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)

Order Book (Rs. Cr)

Q3FY25

**Rs.139.6 Cr**

(▲ 10% YoY)

**Rs.22.4 Cr**

EBITDA Margin 16%

(▲ 25% YoY)

**Rs.13.7 Cr**

PAT Margin 10%

(▲ 36% YoY)



9MFY25

**Rs.437.2 Cr**

(▲ 15% YoY)

**Rs.73.8 Cr**

EBITDA Margin 17%

(▲ 27% YoY)

**Rs.46.7 Cr**  
(Excl. Exceptional items)

PAT Margin 11%

(▲ 27% YoY)

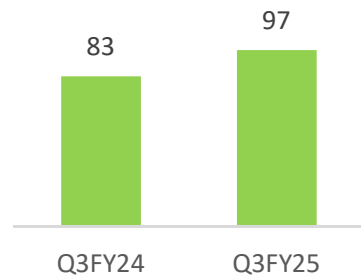
**Rs. 545.2 Cr**

as on  
31<sup>st</sup> Jan 2025

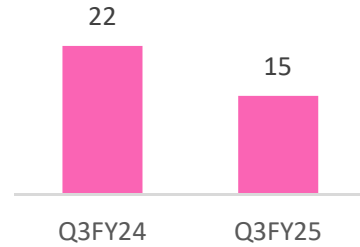
**Nov 12, 2024:** Company has issued **Bonus Equity shares**, in the ratio of **3:1**, to the shareholders of the Company at a face value of **Rs. 5.00** per share amounting to **Rs. 7.80** crores. The new shares of **15600000** raised the paid-up capital of the Company to **Rs. 10.40** crores.

# CONSOLIDATED DIVISION WISE REVENUE (Rs Cr) – Q3 & 9MFY25

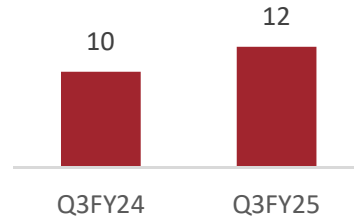
## Cotton Processing Machinery



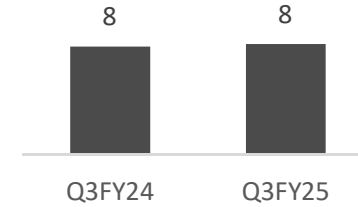
## Infrastructure



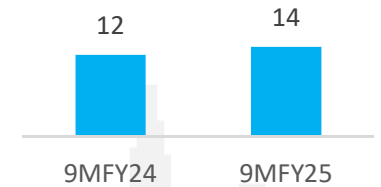
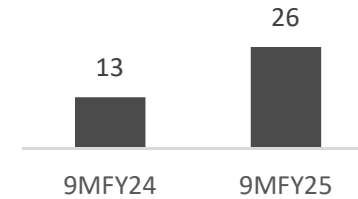
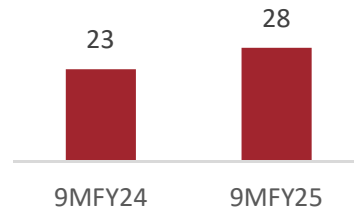
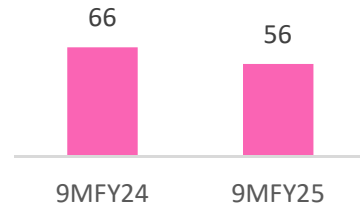
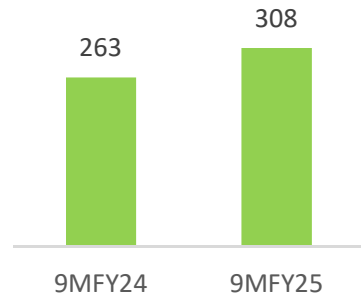
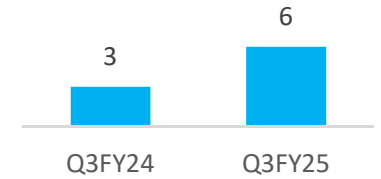
## Electrical Panels



## Heavy Engineering



## Others








## Q3 & 9MFY25 PROFIT & LOSS

Particulars (Rs Cr)	Q3FY25	Q3FY24	YoY (%)	9MFY25	9MFY24	YoY (%)
Revenue From Operation	138.04	125.86		431.28	377.07	
Other Income	1.64	1.26		5.92	3.41	
<b>Total Income</b>	<b>139.69</b>	<b>127.13</b>	<b>9.8%</b>	<b>437.21</b>	<b>380.48</b>	<b>14.9%</b>
Cost of Goods Sold	64.11	60.06		210.81	182.92	
Employee Benefits Expense	19.51	18.22		58.64	51.60	
Other Expenses	33.63	30.89		93.88	87.97	
<b>EBITDA</b>	<b>22.44</b>	<b>17.96</b>	<b>25.0%</b>	<b>73.86</b>	<b>57.99</b>	<b>27.3%</b>
<i>EBITDA Margin</i>	<i>16.0%</i>	<i>14.1%</i>	<i>194 bps</i>	<i>16.9%</i>	<i>15.2%</i>	<i>165 bps</i>
Depreciation and Amortisation Expenses	3.00	3.44		8.90	7.11	
<b>EBIT</b>	<b>19.44</b>	<b>14.52</b>	<b>33.8%</b>	<b>64.96</b>	<b>50.88</b>	<b>27.6%</b>
<i>EBIT Margin</i>	<i>13.9%</i>	<i>11.4%</i>	<i>250 bps</i>	<i>14.8%</i>	<i>13.4%</i>	<i>149 bps</i>
Finance Cost	0.94	1.20		2.79	2.19	
(+) Exceptional / extraordinary	0	0		26.52	0	
<b>Profit Before Tax</b>	<b>18.48</b>	<b>13.30</b>	<b>38.9%</b>	<b>88.68</b>	<b>48.68</b>	<b>82.1%</b>
Share of Profit / (Loss) of Associates	-	-		-	-	
Tax Expense	4.77	3.26		22.40	12.21	
<b>PAT</b>	<b>13.71</b>	<b>10.04</b>	<b>36.5%</b>	<b>66.28</b>	<b>36.47</b>	<b>81.7%</b>
<i>PAT Margin</i>	<i>9.8%</i>	<i>7.9%</i>	<i>192 bps</i>	<i>15.1%</i>	<i>9.6%</i>	<i>558 bps</i>
EPS (in Rs.)	6.5	4.8		31.8	17.6	



# PATH TO PROGRESS: DRIVERS, INITIATIVES & KEY HIGHLIGHTS

	Business Updates	Order Book*
 <p><b>Cotton Processing Machinery</b></p>	Developing high-speed, high-capacity ginning machines to enhance competitiveness in domestic and global markets.	Rs. 392.9 Cr
 <p><b>Infrastructure (Pre-Engineered Buildings)</b></p>	New manufacturing facility on 4 acres with a capacity of 25,000 MTPA, fully operational from Q4 FY25.	Rs.71.5 Cr
 <p><b>Electrical Panels</b></p>	New facility on 4 acres, operational by Q2 FY26, tripling capacity to meet growing demand; export order worth Rs 24 Cr secured.	Rs 40.8 Cr
 <p><b>Heavy Engineering</b></p>	Manufacturing structures and equipment for steel plants, biomass plants, and airport passenger boarding bridges (aerobridges) for global clients	Rs 30.0 Cr
 <p><b>Other Products</b></p>	Developing telescopic conveyors, advanced locking systems for steel doors, and industrial fans/blowers to boost revenue.	Rs.10.0 Cr

\*(as on 31<sup>st</sup> Jan 2025)



## COMPANY OVERVIEW

# COMPANY AT A GLANCE



**63 Years** Of Legacy



Presence Across  
**60 + Countries**



**2000 +** Work Force  
With **200+** Engineers



Diversified Operations  
With **05 Divisions**



**13 Mfg.** Facilities  
Built Up Area **9.5 Lakhs**  
Sq. Ft. (**88,300 Sq. Mtrs.**)



Supplied **3,000+**  
Cotton Ginning Plant



Subsidiaries In USA  
and Uganda, Africa



**More Than 50%** Revenue  
Is From Exports



Acquired Continental  
**Eagle Corp. USA in 2012**



Technical Collaboration with **Circot (ICAR)** in 2011 & Channel Partner  
Of **ABB & Mitsubishi** In 2023



**Consistent Margins**  
EBITDA at **14.9%** and  
PAT at **10.4%** for FY24



**Reliable Cash Flow**  
**Rs 55 Cr** generated from  
core operations for FY24



**Efficient Operations**  
Maintaining **100** working  
capital days for FY24



**Stable Financial**  
Low debt-to-equity  
ratio of **0.2.**



**Steady Returns**  
Sustaining ROE & ROCE  
at **18% for FY24**

# OUR JOURNEY TO BECOMING A MULTIPRODUCT ENGINEERING CO.

Incorporated in 1961 under the visionary leadership of **Late Shri Hargovind Bajaj**, BSIL has evolved from a Cotton Ginning Machinery Company to **Multiproduct Engineering Company** operating in Cotton Processing Machinery, Infrastructure, Electrical Panel, Heavy Engineering, and Other Products

- Inception in 1961
- Started Mfg. Single and Double Roller Cotton Ginning Machine and allied equipment
- Listed on BSE in 1986
- Started Export business in 1996

1961 - 2000

- Capacity expansion in 2006 to cater increased demand of cotton processing plants
- Awarded “Largest and Most Modern Cotton Ginning and Pressing Machinery Manufacturer in India” by the Ministry of Textiles, Govt. of India
- Started Infrastructure division in 2010

2001-2010

- Technical Collaboration with Central Institute For Research On Cotton Technology, ICAR, GoI in 2011
- Acquired business including technologies from M/s. Continental Eagle Corporation, USA., in 2012
- Incorporated wholly owned subsidiaries in the USA in 2012 and Uganda, Africa, in 2015
- Started Electrical Panels division
- Started Heavy Engineering division

2011-2021

- Started operation for Steel Doors and Office Furniture
- Expanded operation for Heavy Engineering Division
- Turnkey project of Pre-Engineering Building completed for Nuclear Fuel Complex, Hyderabad

2022

- Became Channel Partner of Mitsubishi for HVAC and of ABB for Electrical Panels
- Acquired 4 acres of land to built a plant for Infrastructure division
- Supplied Pre-Engineering Building of 1,50,000 Sq. ft for Logistics Park, Nagpur

2023

- Crossed Rs. 300 Cr exports in FY24
- **Supplied Asia’s longest Passenger Boarding Bridges (aerobridge)**
- Started Mfg. and supply of Structures for Bio Mass Pellet plants and Equipment for Torrefaction plants
- Started Mfg. Facility for Infra. division with built up area of 1,00,000 Sq. ft.

2024

## BUSINESS DIVISIONS



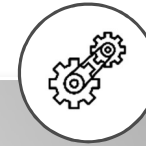
Cotton  
Processing  
Machinery



Infrastructure  
(Pre-Engineered  
Buildings)



Electrical  
Panels



Heavy  
Engineering



Other Products  
(Steel Doors,  
Fire Fighting  
Systems, HVAC,  
Conveyors etc.)

## COTTON PROCESSING MACHINERY DIVISION

- **Largest player across the globe** with customers in 60+ countries and operations over a **13 Mfg. Facilities Built Up Area 9.5 Lakhs Sq. Ft. (88,300 Sq. Mtrs.)** workshop on a 32-acre land area.
- **Only manufacturer in the world with all the four ginning technologies** - Single Roller, Double Roller, Rotobar, and Saw Gin - **and all pressing technologies** - Down Packing, Up Packing, and Horizontal Packing - under one roof
- Acquired **Continental Eagle Corporation, USA**, in 2012; Collaboration with **CIRCOT (Central Institute for Research on Cotton Technology ICAR, Govt. of India)**
- BSIL's IMPCO Delinting and Decorticating plant machinery is renowned for its robust construction and exceptional engineering, ensuring maximum user benefits
- Improved focus on tapping newer markets has resulted in 50%+ share of exports in total turnover



BAJAJ DOUBLE ROLLER (DR)  
GINNING MACHINE



BAJAJ CONTINENTAL SAW  
GIN WITH FEEDER



BAJAJ CONTINENTAL 9300 BALE PRESS  
CAPACITY- 45, 60 & 90 BALES PER HOUR



BAJAJ CONTINENTAL 9500 BALE PRESS  
CAPACITY- 45 & 60 BALES PER HOURS

- Specializes in design, fabrication, manufacturing, and erection of **Pre-Engineered Buildings (PEB)** and **execution of EPC/turnkey projects**.
- **Successfully executed over 1,000 projects** for marquee clients, including Indian Oil, Apollo International, Maharashtra State Warehousing Corporation, Nuclear Fuel Complex, and Maha Metro.
- The division operates a 31,000 sq. m facility equipped with advanced software like MBS, STAAD Pro, TEKLA MultiPoint, and AutoCAD.
- All buildings comply with earthquake and wind-load standards as per IS (Indian) and AISC (American) codes.
- Significant **capacity expansion with a projected 3x increase expected in revenue in the coming years**.



- **Designing and manufacturing of Electrical Panels, Bus Trunking Systems, Intelligent Motor Control Centers, and SVGR systems**, along with consultancy, contracting, automation, and panel building services.
- **Products:** PCC panels, MCC panels, AMF panels, APFC panels, Bajaj field panels, VFD panels, PLC panels, synchronization panels, NGR panel, LT & HT Panels, IMCC Panels, Drive Panels, SCADA Panels, Lighting Panels, Power Distribution Boards, Customized Panels and Panel Cabinets.
- **Clientele:** JSW Steel, Raymond, Jaypee Group, Haldiram's, Sunflag Steel and other marquee clients across mining, cement, textile, food processing, fertilizers, hotel and real estate industries.
- System Integrator for ABB for Ar2K Panels. Hardware partners include Siemens, Schneider, Mitsubishi, L&T and other prominent brands.





## HEAVY ENGINEERING DIVISION

- Manufacturing of **Heavy Equipment and Structural Fabrications** serving clients across sectors.
- Company has executed projects of manufacturing Chimneys, Hydraulic power packs, Gantry, Tanks, Silos and other storage equipment for companies engaged in Steel manufacturing, Airports, Mines, Biomass & Palette Plants.
- **Clientele:** Danelli, Prime Metals, Prodesa, TSI, Beumer, Adelte, Bukaka, SMS, Steel Plantech, Metso etc.
- Started manufacturing **Airport Passenger Boarding Bridges (Aerobridges)** for reputed clients like **3D Bukaka, - Indonesia, Adelte -Spain** etc
- Till date, **supplied 57 such Passenger Boarding Bridges (Aerobridges)** for various airports in India and abroad against orders as vendor.



## OTHER PRODUCTS

### Incubating manufacturing of various ancillary products:

- Specialty conveyors
- Fire fighting systems
- Industrial fans and impellers
- Hydraulic cylinders
- Power transmission products
- Office Furniture
- Steel Doors
- Ductings for various applications.



### Office Furnitures

### BAJAJ Steel Doors (Fire, Hospital, Commercial & Domestic Application)



### BAJAJ Fire Fighting Systems



### BAJAJ Speciality Conveyor



### BAJAJ Hydraulics Powerpacks & Cylinders



## MANUFACTURING FACILITIES ACROSS 100,000 SQ.MTRS

**C-108, MIDC, Hingna, Nagpur**



**Area:** 26,830 Sq. Mtrs.  
**Divisions:** Cotton Processing M/c

**C-20-10, MIDC, Hingna, Nagpur**



**Area:** 3,868 Sq. Mtrs.  
**Divisions:** Cotton Processing M/c

**G6-G7, MIDC, Hingna, Nagpur**



**Area:** 24,000 Sq. Mtrs.  
**Divisions:** Cotton Processing M/c and  
Pre-Engineered Buildings

**G-10, MIDC, Hingna, Nagpur**



**Area:** 12,000 Sq. Mtrs.  
**Divisions:** Heavy Engineering

**G-108, MIDC, Butibori, Nagpur**



**Area:** 38,757 Sq. Mtrs.  
**Divisions:** Heavy Engineering

**XI-73, MIDC, Hingna, Nagpur**



**Area:** 5,600 Sq. Mtrs.  
**Divisions:** Electrical Panels

## HIGH QUALITY CERTIFICATIONS AND GLOBAL COLLABORATIONS



**Collaboration**  
Central Institute For  
Research On Cotton  
Technology



Central Building  
Research  
Institute, Roorkee



Artu K  
System Integrator  
Certificate



Certificate Of  
Compliance



Central Power  
Research Institute



Underwriters  
Laboratories



ISO 9001:2015  
ISO 14001:2015  
ISO 45001:2018

# LONG STANDING RELATIONSHIPS WITH MARQUEE CLIENTELE



## HIGHLY EXPERIENCED MANAGEMENT TEAM



**Shri Rohit Bajaj**  
Chairman & Managing Director



**Shri Sunil Bajaj**  
Executive Director



**Dr. M.K. Sharma**  
Whole Time Director & CEO



**Shri Lav Bajaj**  
Director



**Shri Manish Sharma**  
Chief Financial Officer



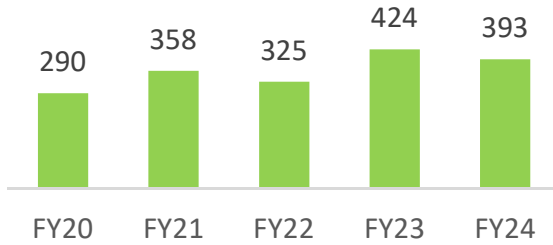
**Shri Rachit Jain**  
Company Secretary &  
Compliance Officer



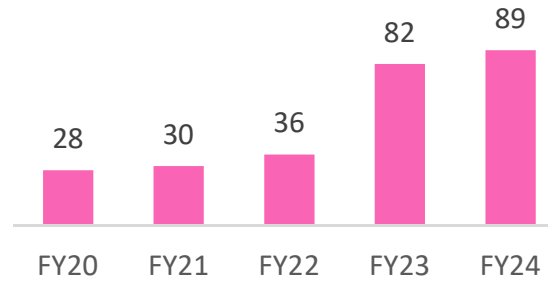
# ANNUAL FINANCIALS

# CONSOLIDATED DIVISION WISE REVENUE (Rs Cr)

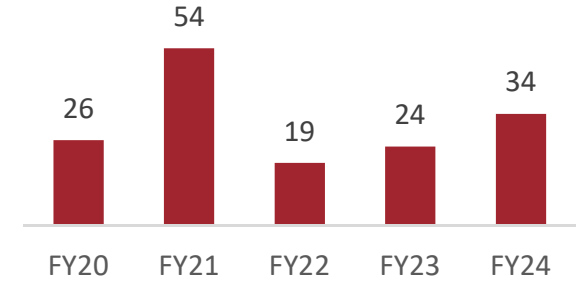
## Cotton Processing Machinery



## Infrastructure

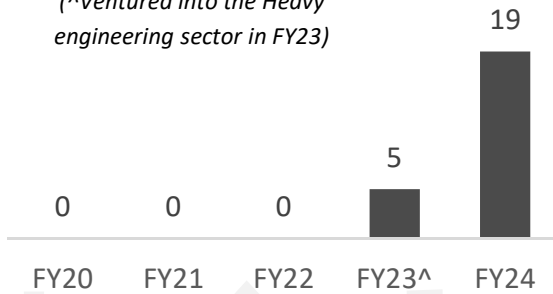


## Electrical Panels

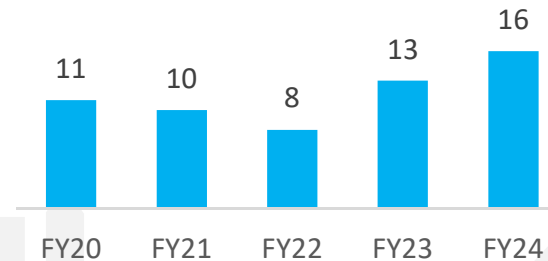


## Heavy Engineering

(^Ventured into the Heavy engineering sector in FY23)

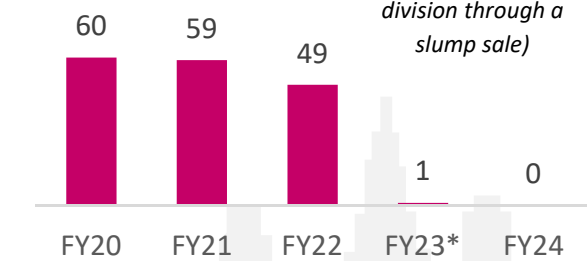


## Others



## Plastic Division

(\*Divested its plastic division through a slump sale)





## PROFIT & LOSS HIGHLIGHTS

Particulars (Rs Cr)	FY20	FY21	FY22	FY23	FY24
Revenue From Operation	415	511	437	549	551
Other Income	9	10	13	14	16
<b>Total Income</b>	<b>424</b>	<b>521</b>	<b>450</b>	<b>563</b>	<b>567</b>
Cost of Goods Sold	278	308	275	318	327
<b>Gross Profit</b>	<b>146</b>	<b>213</b>	<b>175</b>	<b>245</b>	<b>240</b>
<i>Gross Margin</i>	34.4%	40.8%	38.8%	43.5%	42.3%
Employee Benefits Expense	49	49	52	64	72
Other Expenses	50	61	57	75	71
<b>EBITDA</b>	<b>47</b>	<b>103</b>	<b>66</b>	<b>106</b>	<b>97</b>
<i>EBITDA Margin</i>	11.0%	19.7%	14.6%	18.8%	17.1%
Depreciation and Amortisation Expenses	6	7	9	10	12
<b>EBIT</b>	<b>41</b>	<b>96</b>	<b>57</b>	<b>96</b>	<b>85</b>
<i>EBIT Margin</i>	9.6%	18.4%	12.6%	17.0%	14.9%
Finance Cost	9	9	8	7	5
Exceptional / extraordinary	0	0	0	5	0
<b>Profit Before Tax</b>	<b>32</b>	<b>87</b>	<b>49</b>	<b>94</b>	<b>80</b>
Share of Profit / (Loss) of Associates	0	0	0	0	0
Tax Expense	8	21	12	26	21
<b>PAT</b>	<b>24</b>	<b>66</b>	<b>36</b>	<b>68</b>	<b>59</b>
<i>PAT Margin</i>	5.6%	12.7%	8.1%	12.3%	10.4%
EPS	49.75	125.83	71.58	129.45	113.75

## BALANCE SHEET HIGHLIGHTS

Liabilities (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Sep-24
Share Capital	3	3	3	3	3
Reserves & Surplus	169	204	271	330	353
<b>Shareholders' Funds</b>	<b>171</b>	<b>207</b>	<b>274</b>	<b>332</b>	<b>355</b>
Long Term Borrowings	34	27	9	19	21
Long Term Provisions	7	6	6	7	8
Other Non-Current Liabilities	5	8	3	3	3
<b>Total Non-Current Liabilities</b>	<b>46</b>	<b>41</b>	<b>18</b>	<b>29</b>	<b>32</b>
ST Borrowings	16	30	27	37	33
Trades Payable	72	56	76	84	85
Other Current Liabilities	62	59	48	78	61
Short Term Provisions	2	2	2	2	2
<b>Total Current Liabilities</b>	<b>152</b>	<b>147</b>	<b>154</b>	<b>202</b>	<b>182</b>
<b>Total Liabilities</b>	<b>369</b>	<b>395</b>	<b>446</b>	<b>563</b>	<b>569</b>

Assets (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Sep-24
PPE & Intangible Assets	3	3	3	3	3
Capital WIP	169	204	271	330	353
<b>Financial Assets</b>	<b>171</b>	<b>207</b>	<b>274</b>	<b>332</b>	<b>355</b>
Other Non-Current Assets	34	27	9	19	21
<b>Total Non-Current Investment</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>8</b>
Inventories	5	8	3	3	3
<b>Trade Receivables</b>	<b>46</b>	<b>41</b>	<b>18</b>	<b>29</b>	<b>32</b>
Cash and Cash equivalents	16	30	27	37	33
ST Loans and Advances	72	56	76	84	85
Other Current Assets	62	59	48	78	61
<b>Total Current Assets</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
<b>Total Assets</b>	<b>152</b>	<b>147</b>	<b>154</b>	<b>202</b>	<b>182</b>
<b>Total Liabilities</b>	<b>369</b>	<b>395</b>	<b>446</b>	<b>563</b>	<b>569</b>

## CASHFLOW HIGHLIGHTS

Particulars (Rs Cr)	FY20	FY21	FY22	FY23	FY24
(A) Net Cash Flow from Operating Activities	40.6	89.4	55.1	26.5	55.3
(B) Net Cash Flow from Investing Activities	-20.7	-12.0	-20.2	-52.1	-66.4
(C) Net Cash Flow from Financing Activities	-7.7	-18.8	4.1	-21.9	19.0
Net (Decrease)/ Increase in Cash & Cash Equivalents (A+B+C)	12.3	58.6	39.0	-47.5	8.0
Opening Cash & Cash Equivalents	28.0	40.2	98.8	137.8	90.4
<b>Cash and cash equivalents at the end of the period</b>	<b>40.2</b>	<b>98.8</b>	<b>137.8</b>	<b>90.4</b>	<b>98.3</b>



# ANNEXURE

# EXECUTED PROJECTS (COTTON PROCESSING MACHINERY DIVISION)

## Domestic Ginning Plants



## Exported Ginning Plants



# EXECUTED PROJECTS (INFRASTRUCTURE DIVISION)



**PROJECT**  
Indoor Stadium

**YEAR OF COMPLETION**  
2016

**LOCATION**  
Deoli, Wardha

**SPECIAL FEATURE**  
Clear Span Structure of 62m, with complete civil works and seating capacity of 3,000 peoples.



**PROJECT**  
Turnkey Project

**YEAR OF COMPLETION**  
2022

**LOCATION**  
Nuclear Fuel Complex, Hyderabad

**SPECIAL FEATURE**  
40m clear span structure with 4 cranes, walk way, with extension and linking with existing shed. Project with complete civil work, infrastructure, Fire Fighting and PEB Structure



**PROJECT**  
Logistic Warehouse

**YEAR OF COMPLETION**  
2023

**LOCATION**  
Kalameshwar, Nagpur

**SPECIAL FEATURE**  
150,000 Sq. Ft. Warehouse with 12 m. clear height & continues ridge-vent & insulation



**PROJECT**  
Industrial Shed

**YEAR OF COMPLETION**  
2022

**LOCATION**  
Shendra, SEZ, Aurangabad.

**SPECIAL FEATURE**  
Nearly 1,20,000 Sq. Ft. Industrial Shed with EOT crane in each bay running sidewall to sidewall for electrical panel manufacturing.

## EXECUTED PROJECTS (ELECTRICAL PANELS)



Electrical Panel Supplied for Spinning Mill  
Bhagirathi Textile, Nagpur



Electrification work of Spinning Mills

## EXECUTED PROJECTS (HEAVY ENGINEERING DIVISION)



Molten Steel transfer Car for steel plants, Primetals



Torreactor drum assembly for  
Torrefaction plant, TSI USA



## EXECUTED PROJECTS (HEAVY ENGINEERING DIVISION)



Passenger Boarding Bridge  
Installed at Prayagraj Airport



Biomass Pellet Structures for Pellet Plant

## EXECUTED PROJECTS (OTHERS)



Telescopic Conveyor for Godrej Consumer Products Limited, Sikkim



Fire Fighting Systems installed at Siyaram Textiles, Amravati

# THANK YOU



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