

**MODISON
METALS LIMITED**

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Cin No.: L51900MH1983PLC029783



23.02.2022

The Market Operations Department
BSE Limited,
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400 001

The Assistant Manager – Listing
National Stock Exchange of India Ltd.
Exchange Plaza, 5th floor
Plot No. C/1, G Block
Bandra – Kurla Complex
Bandra (East), Mumbai – 400 051
NSE SCRIP CODE: MODISNME

Subject: Investor Presentation of the Company

Dear Sir/Madam,

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith copy Investor Presentation of the Company.

The same will be uploaded on our website www.modison.com.

We request you to kindly take the above information on record.

Thanking You,

For **Modison Metals Limited**

Manika Arora
Company Secretary



GLOBAL LEADERSHIP IN SILVER CONTACTS

MODISON METALS LIMITED
INVESTOR PRESENTATION

SAFE HARBOUR

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to, "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

MANAGEMENT COMMENTARY



"We demonstrated strong performance on all operational parameters coupled with increased market presence. However, unfavourable metal price movement impacted near term profitability. Modison has a strong market presence and organisational efficiency, thereby we continue to be optimistic on long term profitable growth."

GL Modi, Founder & Managing Director

MODISON AT A GLANCE



MODISON METALS LTD.

A publicly listed company



2 MANUFACTURING PLANTS

Modison Metals Ltd, Vapi
Modison Copper Pvt Ltd, Silvassa



GLOBAL TECHNOLOGY INTEGRATION

DODUCO



ISO CERTIFICATIONS

ISO 9001:2015, ISO
14001:2015, OHSAS
18001:2007



STRONG GLOBAL PRESENCE



ONLY PLAYER WITH CAPABILITY

LV, MV and HV switchgear contacts



NABL

Accredited Lab



CARE A RATED

MISSION

At Modison its our vision to become ENTITY which can provide one stop solution in INDIA and that can manufacture everything under the gambit of electrical contacts for switchgear industry

VISION

Modison is committed to meet the expectations of our customers, employees & the stakeholders and continuously evolve ourselves in order to achieve vision

CORE VALUES

Modison shall foster continuous caring culture, while meeting the expectations of Stakeholders, environment and society



COMPANY OVERVIEW

ABOUT US

- Established in 1975 by Mr. G. L. Modi as a silver refining company
- In 1978, recognizing the high potential for Electrical Contacts in switchgear industry Modison Metals Ltd (MML) commenced manufacturing of silver and silver alloy wires, plates, strips and solid / bimetal contacts
- Only company globally manufacturing electrical contact materials and finished contacts for Low, Medium, High & Extra High Voltage switchgear industry under one roof

SERVICING DIVERSIFIED SECTORS

Power, Electrical T&D

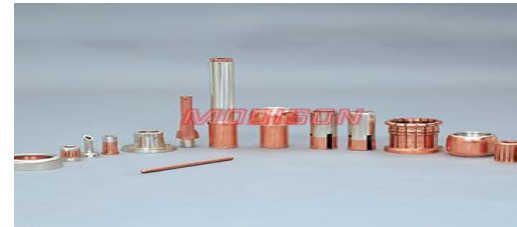
Infrastructure

Pharma, Glass

Defence

Railways

Bullion



MILESTONES

CONTINUOUS INNOVATION & EXCELLENCE

Founded as a trading unit for engineering exports

1965

Started manufacturing electrical contacts and contact materials at Vapi

1978

Collaboration with Doduco for AgW and CuW contact tips for ACBs and MCCBs

1986-87

All HV contacts type tested and approved

Acquired 100% market share of HV contacts in India

1991-95

Major capex for HV capacity increase

GOI approved R&D Dept

2002-03

Installed automatic contact welding and forming line

2009-10

Established silver refining facility in Mumbai

1975

Technical collaboration with Doduco for AgCdo (ZH) contacts

1983-85

Technology transfer for complete HV contacts from Doduco

1989-91

License agreement with Doduco ended

1997-99

Shifted HV plant to a new building

2007-08

Developed high performance current carrying contacts

2011 - Today

Supplied ZH contacts to L&T

Sole Indian co. to mfg. LV, MV, HV

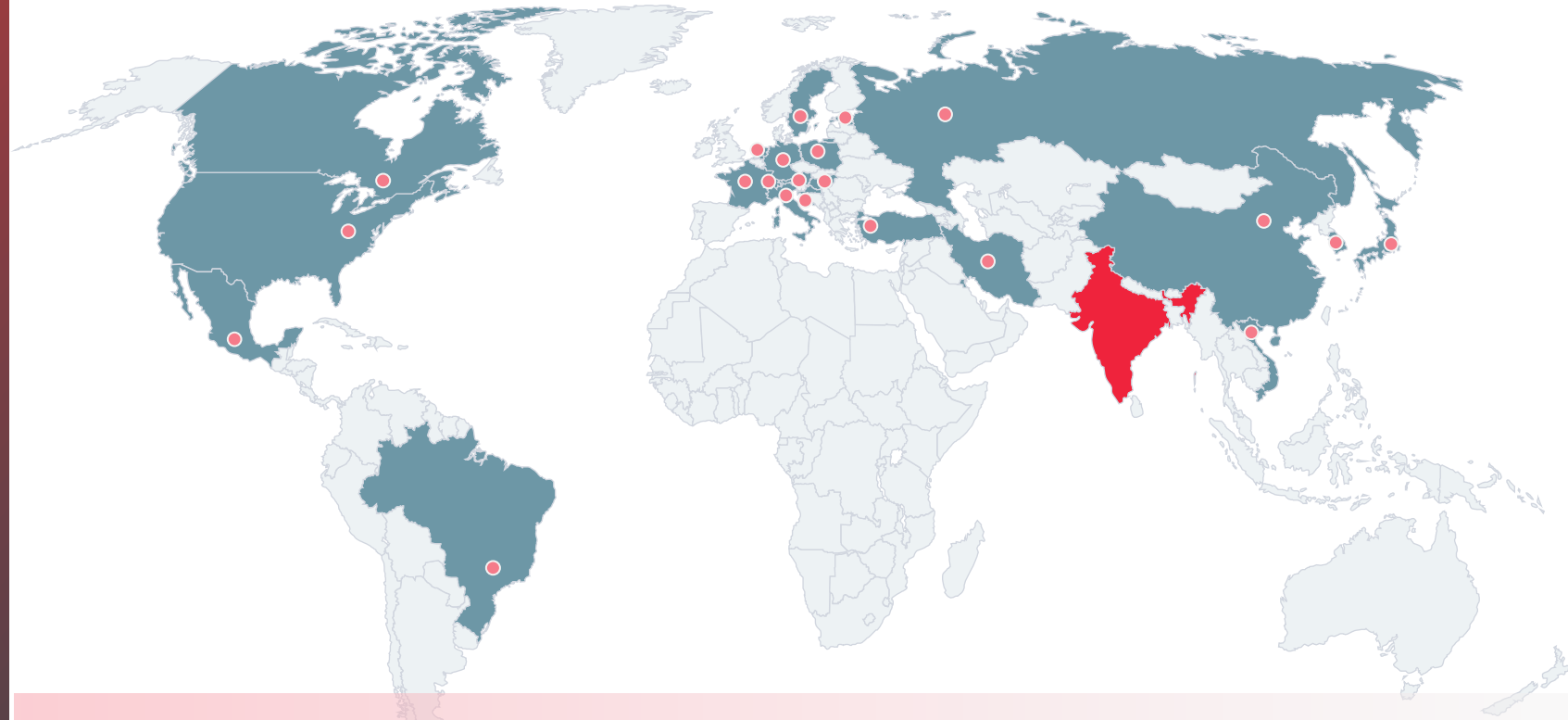
Developed own copper chrome alloy for HV contacts

Commenced exports of HV contacts to Europe and Japan

Started steel backed button contacts; imported plant from Italy

Developed silver compound business
Amongst Top 3 in CNBC TV18 award

OUR STRONG GLOBAL FOOTPRINT



NORTH AMERICA

CANADA
USA
MEXICO

SOUTH AMERICA

BRAZIL

EUROPE

AUSTRIA
CROATIA
ESTONIA
FRANCE
GERMANY
HUNGARY
ITALY
NETHERLANDS
POLAND
RUSSIA
SWEDEN
SWITZERLAND
TURKEY

MIDDLE EAST

IRAN
KUWAIT

ASIA

SOUTH KOREA
JAPAN
CHINA
VIETNAM

TEAM



G L MODI

Founder & Managing
Director



JAY G. MODI

Whole time Director



RAJKUMAR MODI

Jt. Managing Director



MANISH SRIVASTAVA

Jt. Managing Director

GLOBAL CUSTOMERS IN T&D INDUSTRY



LEADING CUSTOMERS IN CONSUMER INDUSTRY





BUSINESS OVERVIEW

PRODUCT PORTFOLIO

LOW VOLTAGE

- Semis (AgNi, Agcdo, Agsno2 wires)
- Silver Nickel
- Silver Cadmium Oxide
- Silver Graphite
- Silver Tungsten
- Silver Tin Oxide
- Ag brazing Alloy
- Solid rivets
- Top Lay/ Throughlay
- In Lay/ Edgelay
- Button Contacts
- Bimetal Rivets
- Silver Tungsten Carbide

MEDIUM VOLTAGE

- CuCr with vacuum silver brazing alloy
- Copper Tungsten
- Disconnecter
- Copper Chromium disc (for vacuum bottles)
- Eutectic Brazing alloy

HIGH VOLTAGE

- Arcing Contacts (Tulips)
- Non arcing contacts
- Copper Tungsten Plugs (for 77 KVA to 800 KVA used in SF6 and GIS circuit breakers)
- Copper Tungsten Tulips (for 77 KVA to 800 KVA used in SF6 and GIS circuit breakers)

PRECIOUS METAL COMPOUNDS

- Silver Nitrate
- Silver Sulphate
- Silver Oxide

OTHER OFFERINGS

BeCu(Beryllium Copper), Bullion, Ag-alloy wires, State of the art Refinery, Recovery of Precious metals, Tungsten heavy alloys parts (Defence), Flatware, Silver Powder for PV cell, Silver powders , Bars and Granules , Wire Blanks , CuW and other Electrodes

PRECIOUS METAL COMPOUND

PRODUCTIONIZED SILVER SALTS WITH ABILITY TO PRODUCE CR,LR & AR GRADES WITH MAJOR CUSTOMERS ON BOARD

Silver Nitrate

CHEMICAL STRUCTURE	
IUPAC name	Silver(I) Nitrate, Silver Nitrate
CAS Number	7761-88-8
Chemical formula	AgNO ₃
Molar Mass	169.87 g·mol ⁻¹
Silver Content	63.5%
Appearance	White solid
Odour	Odourless
Form	Crystals / Grains

Silver Sulphate

CHEMICAL STRUCTURE	
IUPAC name	Silver(I) Nitrate, Silver Nitrate
CAS Number	7761-88-8
Chemical formula	AgNO ₃
Molar Mass	169.87 g·mol ⁻¹
Silver Content	63.5%
Appearance	White solid
Odour	Odourless
Form	Crystals / Grains

Silver Oxide

CHEMICAL STRUCTURE	
IUPAC name	Silver(I) Nitrate, Silver Nitrate
CAS Number	7761-88-8
Chemical formula	AgNO ₃
Molar Mass	169.87 g·mol ⁻¹
Silver Content	63.5%
Appearance	White solid
Odour	Odourless
Form	Crystals / Grains

B2C PRODUCTS



WIDE RANGE OF B2C
PRODUCTS INCLUDING
BULLION AND CUTLERY
ENABLING CUSTOMER
DIVERSIFICATION

MODISON FACILITIES

MANUFACTURING



MODISON GROUP HQ

Nariman Point
Mumbai



MODISON METALS LTD

AREA: 20,998 sq mt
BUILT UP :11,783 sq mt



MODISON COPPER PVT LTD

AREA: 10,450 sq mt
BUILT UP: 6,336 sq mt

4 DECADES

MANUFACTURING EXPERTISE

FULLY BACKWARD INTEGRATED

SET UP FROM REFINING TO END PRODUCT

500

EMPLOYEES

USD 50 MILLION

REVENUE



MANUFACTURING CAPABILITIES

PROCESS

Fully equipped plant for silver and copper refining

Fully automated processes with capacity of 1000 MT

LV

OUTCOME

Diversified product range

Shorter production times

PROCESS

Clean room facility with vacuum furnaces, packing and 400T compacting press

MV

OUTCOME

Ultrafine and pure CuCR electrical contact range to instantly connect / break the electrical circuit

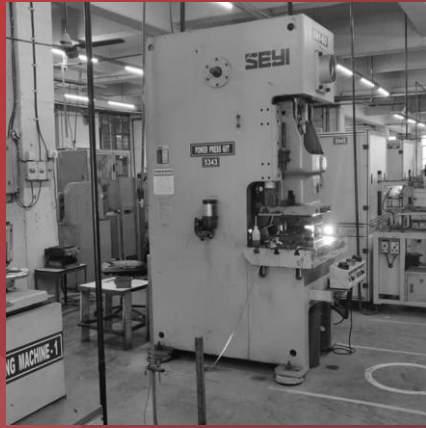
PROCESS

Fully equipped plant including high temperature furnace and silver plating having 0.4 million arching contacts capacity

HV

OUTCOME

Amongst largest single site HV electrical contact facilities globally

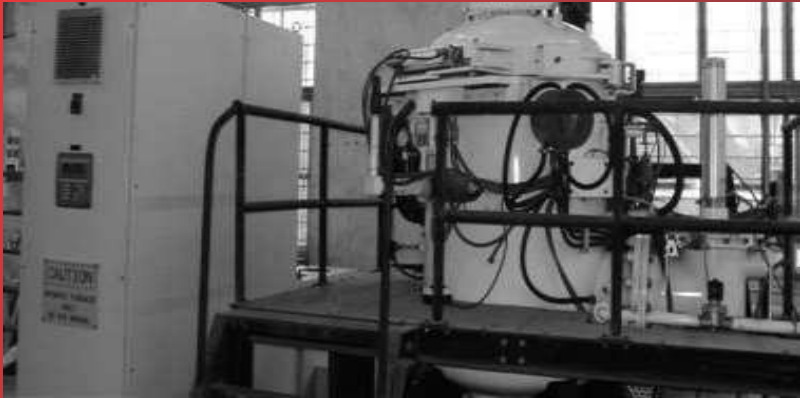


LV MANUFACTURING FACILITIES



EQUIPPED WITH ALL THE LATEST TECHNOLOGY MACHINERY TO MANUFACTURE A WIDE RANGE OF PRODUCTS

- Silver and copper refining
- Air induction melting, vacuum induction melting, gas fired furnaces for Ag/ Ag alloy melting
- WERTLI's Continuous Casting for AgCd
- Ag powder production: Atomizer, Chemical, Cementation
- Powder mixing & blending, Isostatic pressing, Sintering & Extrusion presses
- Power Compacting Presses and Conveyor Sintering Furnaces
- Rolling, Bonding mills & Oxidation / Annealing Furnaces with Atmosphere Control
- Fully Equipped Press Shop
- Automatic Cold / Hot Bonding Contact Rivet making machines
- Automatic wire welding, Forming machines
- Automatic Cutting & Slicing Machine for AgC
- Cold coining presses
- Fully equipped in-house Tool Room with Wire Cut, spark erosion
- Silver plating facility



MV MANUFACTURING FACILITIES



State of the art CuCr disc manufacturing facility with end to end capabilities

Whole facility in clean room

Eutectic brazing alloy for vacuum interrupter applications in the form of foils, washers & shims

Eutectic brazing alloys can be offered based on customised solution as well

MACHINE/PROCESS

- Powder mixing & blending
- 400T compacting press
- Vacuum sintering Furnace
- Vacuum Induction melting furnace
- Ultrasonic Cleaning equipment
- Vacuum packing facility



HV MANUFACTURING FACILITIES



Modern facility equipped with machinery providing end-to-end capabilities

HV facility is spread across 4,300 sq meter of land with a built up area of 2,660 sq meter

With the addition of the new electron beam welding and CNC machine, the plant to become one of the largest HV contact facilities globally, capable of manufacturing 400 thousand arching contacts from the current capacity of 200 thousand arching contacts

MACHINE/PROCESS

- Electron beam welding machines (3 Machines with seam tracking system)
- High temperature sintering cum melton furnaces
- State-of-art CNC machining centres
- Powder mixing & blending and powder compacting presses upto 4,000 KN
- Fully equipped in-house Tool Room with Wire Cut, Spark Erosion machines
- Silver plating plant for Full / Selective Plating
- Fully equipped inspection facility for load, surface roughness, CMM etc

QUALITY FIRST



Inductively Coupled
Plasma



Density Measurement
& C- Scan



Leco Oxygen Analyzer:
R0300 & X- Ray
Fluorescence Spectrometer



CMM Profile
Tester

**BEST IN
CLASS**



CNC Profile
Tester



Atomic Absorption
Spectrometer
& Spark Emission
Spectrometer



Micro Hardness Tester
& Microscopes

TESTING FACILITY



Rigorous quality & inspection program to ensure the world leading quality products consisting of

- Incoming raw material inspection
- Continuous in-process inspection
- Metallurgical inspection during treatment
- Batch testing at the final stage pre-packing
- Latest quality testing equipment installed

MACHINE/PROCESS

- X-Ray fluorescence spectrometer
- Atomic absorption spectrometer
- Spark emission spectrometer
- Oxygen analyzer
- Particle size analyser
- Microscope
- ICP
- Microscopes with camera along with image analysis software
- Micro hardness tester
- X ray Fluorescence photometer for NDT plating thickness measurement
- Optical surface roughness tester
- Dye penetration test
- Ultrasonic flaw detector
- C-Scan: Laboratory model
- UTM
- Powder Testing: Hall FlowMeter, Tapped & apparent density determination, FSSS for particle size determination

RESEARCH AND DEVELOPMENT



- | All new products and processes indigenously developed post 1995
- | Significant contributor to “import substitution” movement in early 90s
- | “Partnering” approach in customers developments’
- | System & knowledge management
- | MML spends ~0.3% of the turnover on R&D
- | Predominantly engineering culture – 66 Engineers
- | 10 Dedicated to R&D
- | Major Products developed
- | CuCrZr Pins, CuCr Disc
- | Crown Contacts, Silver Brazing Alloys
- | Eutectic Brazing washer, Dispersion Strengthen Copper

CERTIFICATIONS

CONSISTENTLY ACHIEVING REGULATORY AND CUSTOMER EXPECTATIONS VIA CERTIFICATIONS



DNV certification for manufacture and sale of electrical contacts for HV and LV switchgear industry:

Quality: ISO 9001 (2015 version)
Environment: ISO 14001 (2015 version)
Health and safety: OHSAS 18001 (2007 version)

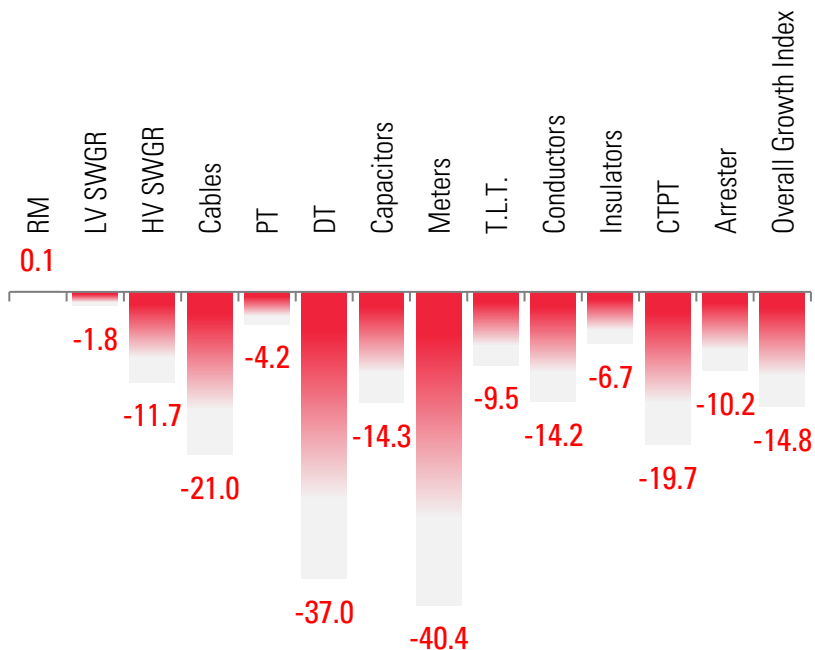


Research

Laboratory certified by National Accreditation Board for Testing and Calibration Laboratories (NABL)

ELECTRICAL INDUSTRY OVERVIEW

GROWTH INDEX FOR ELECTRICAL EQUIPMENT INDUSTRY
APRIL '20 – MARCH '21



- Rotating Machines segment witnessed marginal growth in FY21
- All other segments witnessed decrease in production in FY21 on account of the strict lockdown
- All segments recorded positive growth for the month of March 2021 due to weak base on account of lockdown

GROWTH INDEX FOR ELECTRICAL EQUIPMENT INDUSTRY
MARCH 2021 COMPARED WITH MARCH 2020

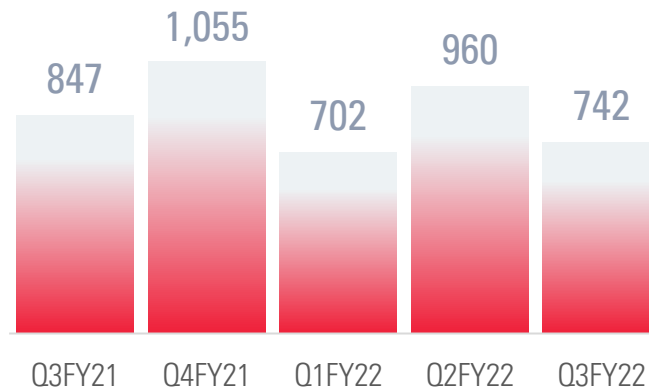
Product	Mar '21
Rotating Machines	↑ 154.1
LV Switchgear	↑ 66.3
HV Switchgear	↑ 189.8
Switchgear	↑ 84.0
Cables	↑ 54.0
Power Transformers	↑ 85.6
Dist Transformers	↑ 9.4
Transformers	↑ 42.5
Capacitors	↑ 112.4
Energy Meters	↑ 93.1
Conductors	↑ 175.5
Transmission Lines	↑ 110.6
Insulators	↑ 114.0
Surge Arrestors	↑ 45.0
Total Industry Growth Index	↑ 75.5



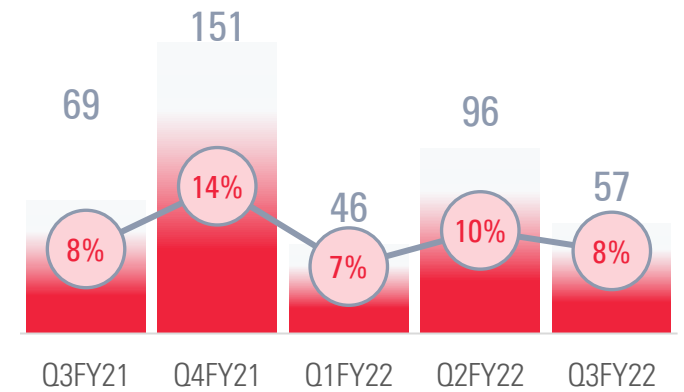
FINANCIAL OVERVIEW

QUARTERLY FINANCIALS STANDALONE

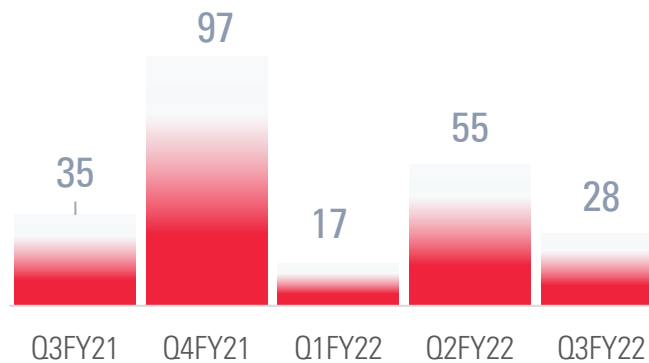
TOTAL INCOME (₹ MN)



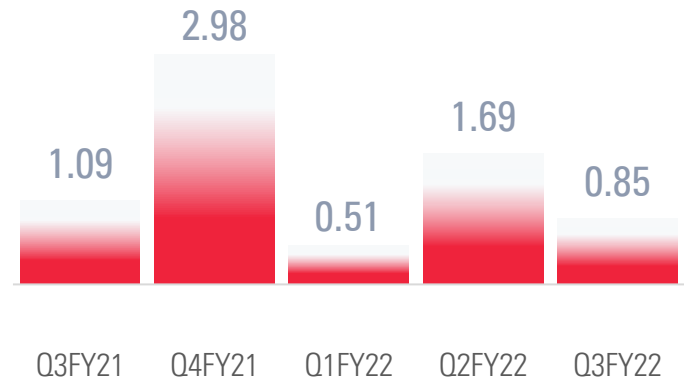
EBITDA (₹ MN) AND MARGIN (%)**



PROFIT AFTER TAX (₹ MN)



EPS (₹)



** Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material – Q3FY22: Profit of ₹ 5 mn, Q2FY22: Profit of ₹ 2 mn, Q1FY22: Loss of ₹ 28 mn; Q4FY21 profit of ₹ 37 mn and Q3FY21 loss of 47 mn

INTERIM PROFIT & LOSS

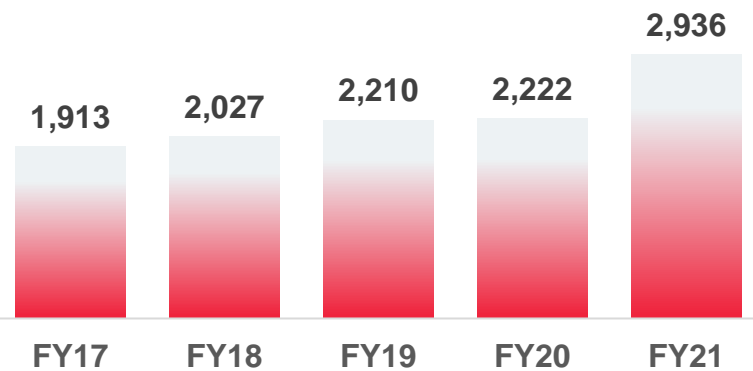
STANDALONE

PARTICULARS (in ₹ mn unless stated)	Q3FY22	Q2FY22	Q3FY21
Total Income	742	960	847
Operating Expenses**	685	864	778
EBITDA	57	96	69
EBITDA Margin	8%	10%	8%
Finance Cost	4	5	6
Depreciation	16	16	16
Profit Before Tax	37	75	48
Taxes	9	20	12
Profit after Tax	28	55	35
PAT Margin	4%	6%	4%
EPS (₹)	0.85	1.69	1.09

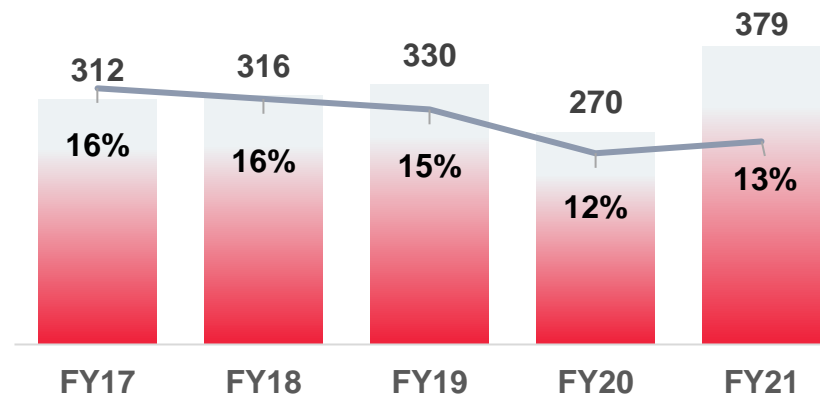
** Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material – Q3FY22: Profit of ₹ 5 mn, Q2FY22: Profit of ₹ 2 mn, and Q3FY21 loss of ₹ 47 mn

ANNUAL FINANCIALS STANDALONE

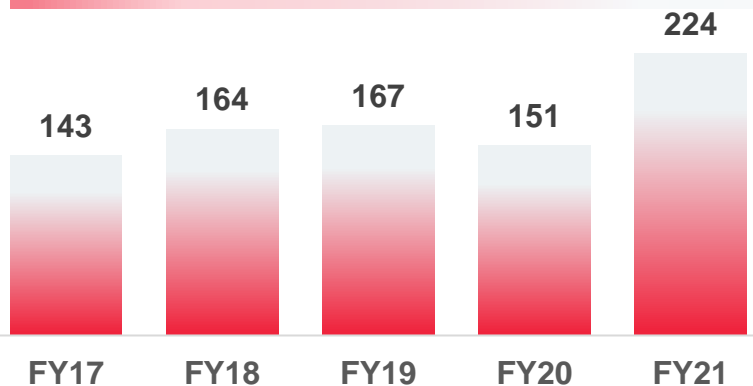
TOTAL INCOME (₹ MN)



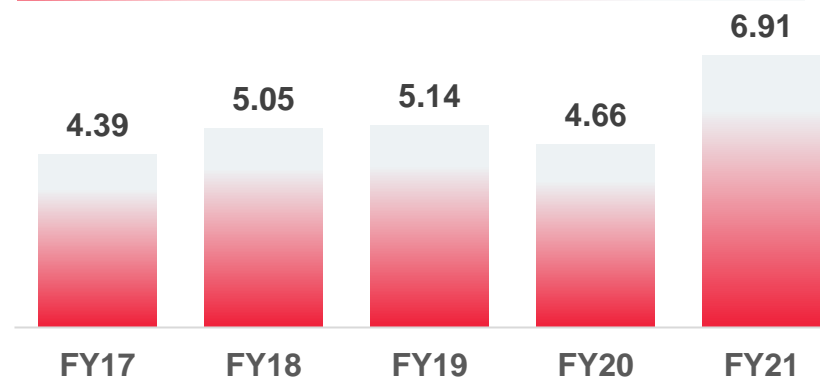
EBITDA (₹ MN) AND MARGIN (%)**



PROFIT AFTER TAX (₹ MN)



EPS (₹)



** Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material

HISTORICAL PROFIT & LOSS

STANDALONE

PARTICULARS (In ₹ Mn unless stated)	FY2021	FY2020	FY2019	FY2018	FY2017
Total Income	2,936	2,222	2,210	2,027	1,913
Operating Expenses**	2,557	1,952	1,880	1,711	1,601
EBITDA	379	270	330	316	312
EBITDA Margin	13%	12%	15%	16%	16%
Finance Cost	20	20	22	19	27
Depreciation	61	62	64	63	64
Profit Before Tax	298	189	245	235	221
Taxes	74	37	78	71	78
Profit after Tax	224	151	167	164	143
PAT Margin	8%	7%	8%	8%	7%
EPS (₹)	6.91	4.66	5.14	5.05	4.39

*Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material

HISTORICAL BALANCE SHEET

STANDALONE

PARTICULARS (IN ₹ MN)	FY2021	FY2020	FY2019	FY2018	FY2017
ASSETS					
Non-Current Assets	746	747	651	680	662
Current Assets	1,280	1,160	1,150	941	858
Cash & cash equivalents	2	12	1	7	2
Total Assets	2,026	1,907	1,801	1,621	1,520
EQUITY & LIABILITIES					
Total Equity	1,642	1,465	1,373	1,266	1,141
Revaluation Reserve	4	3	3	3	4
Non-Current Liabilities	60	66	79	86	90
Long Term Borrowing	0	0	4	8	0
Current Liabilities	320	373	346	266	285
Short Term Borrowing	115	254	205	121	182
Total Liabilities	2,026	1,907	1,801	1,621	1,520

FUTURE STRATEGY



Innovation via Development of New Products for achieving Scale and Differentiation

1



Focus on Automation and Digitalisation for Efficient Production with Precision and Quality

2



Entry into new Geographies for Market Diversification

3



Lean Six Sigma and Execution excellence for Performance Improvement, Waste Removal & Production Variance Reduction

4



Market Penetration for Increasing Product Market Share across categories

5

INVESTMENT RATIONALE

4 decades track record in India electrical contacts manufacturing industry resulting in market leadership in LV and HV segment

Diverse presence in new and high growth sectors including pharmaceuticals, railways and renewable energy

Global market presence through exports comprising ~20% revenues, signifying product quality and multiple revenue sources.

Possession of **specialized technology** developed by way of inhouse research and development resulting in high entry barriers

Consistent **increase in scale of operations** over the years resulting in acquiring and serving several blue-chip clients

Low financial leverage ensures **excess return to shareholders** in the form of consistent dividend payouts for 15+ years

Zero promoter share **pledge**

Well positioned to capture ongoing **global supply chain shift** from China to India in terms of existing global customer base and export focus

CSR ACTIVITIES

MODISON STRONGLY BELIEVES IN GIVING BACK TO THE SOCIETY AND DO ITS PART IN MAKING A SMALL CHANGE FOR THE BETTER.


- Runs Modison Charitable Trust
- Provides drinking water from its RO plant
- Runs Maternity Hospital
- Contributes for pediatric heart surgeries
- Contributes for pediatric cancer patients
- Contributes for treatment of TB patients
- Sponsors 160 students for primary education
- Focus on girl child education



MODISON


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