

**Sec/Coat/069/FY 2024-25**

**Dated : 10.11.2024**

**The Secretary**

**BSE Limited**

New Trading Wing,  
Rotunda Building,  
PJ Tower, Dalal Street,  
Mumbai- 400001

**Scrip Code: 539046**

**The Manager**

**National Stock Exchange of India Limited**

Exchange Plaza, C-1, Block "G"  
5<sup>th</sup> floor, Bandra Kurla Complex,  
Bandra East,  
Mumbai- 400051

**Symbol: MANAKCOAT**

**Dear Madam/Sir,**

**Sub : Press Release**

Pursuant to Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed is "Earnings Presentation" for the quarter ended September 30, 2024.

This is for your information and for public at large.

Thanking you,

Yours faithfully,

**For Manaksia Coated Metals & Industries Limited**

**SHRUTI** Digitally signed  
by SHRUTI  
**AGARW** AGARWAL  
Date: 2024.11.11  
15:03:01 +05'30'

**AL**  
**Shruti Agarwal**

Company Secretary & Compliance Officer

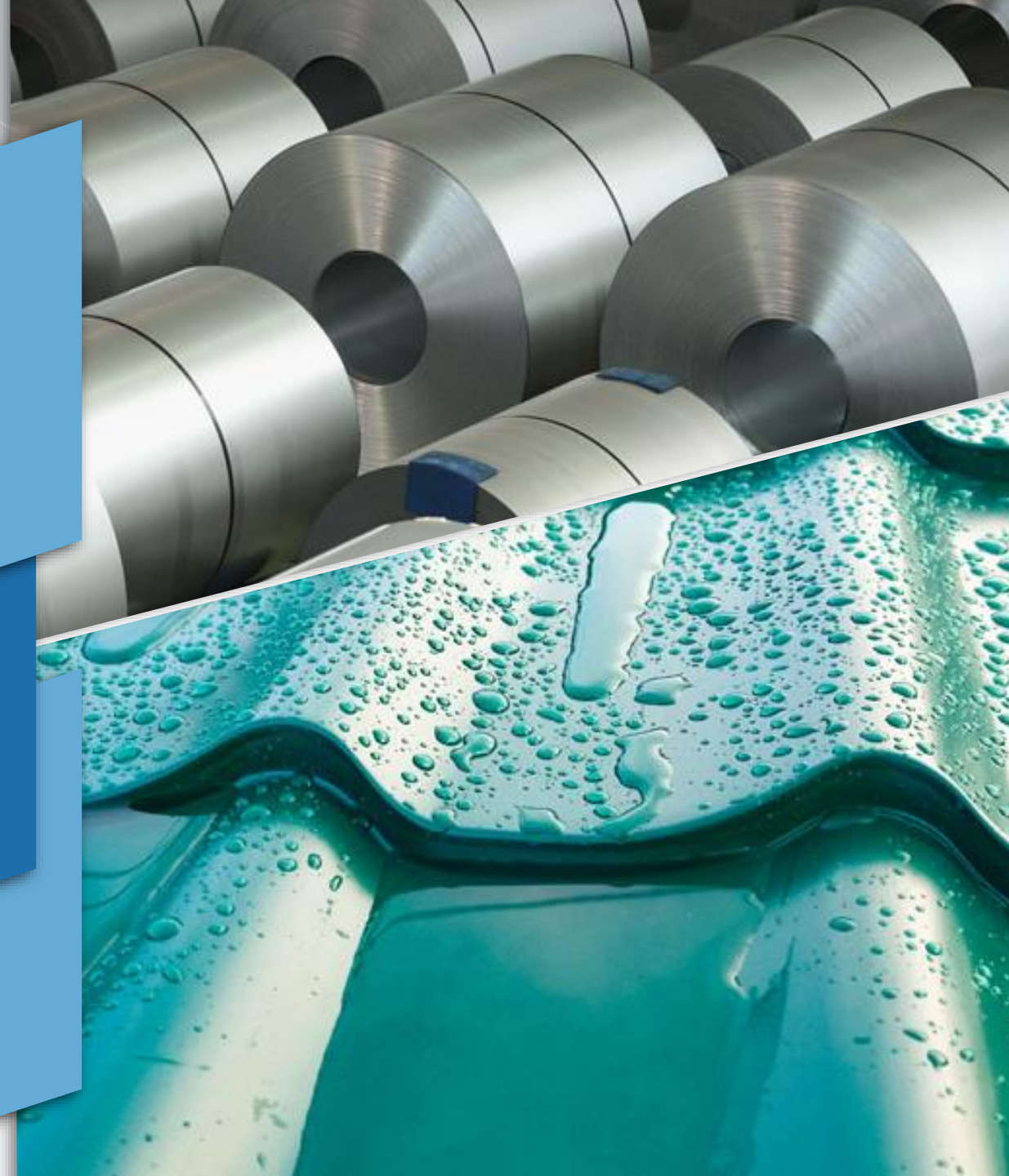
Membership No. : F12124

Encl: as above



**Manaksia Coated Metals & Industries Limited**

**Q2 & H1 FY25 Investor Presentation**



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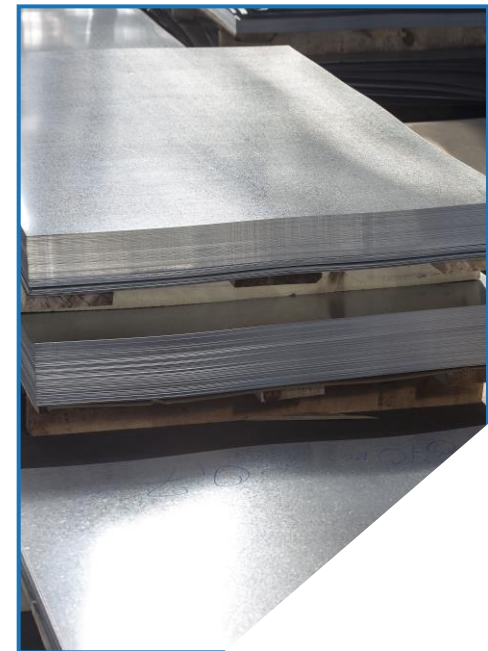
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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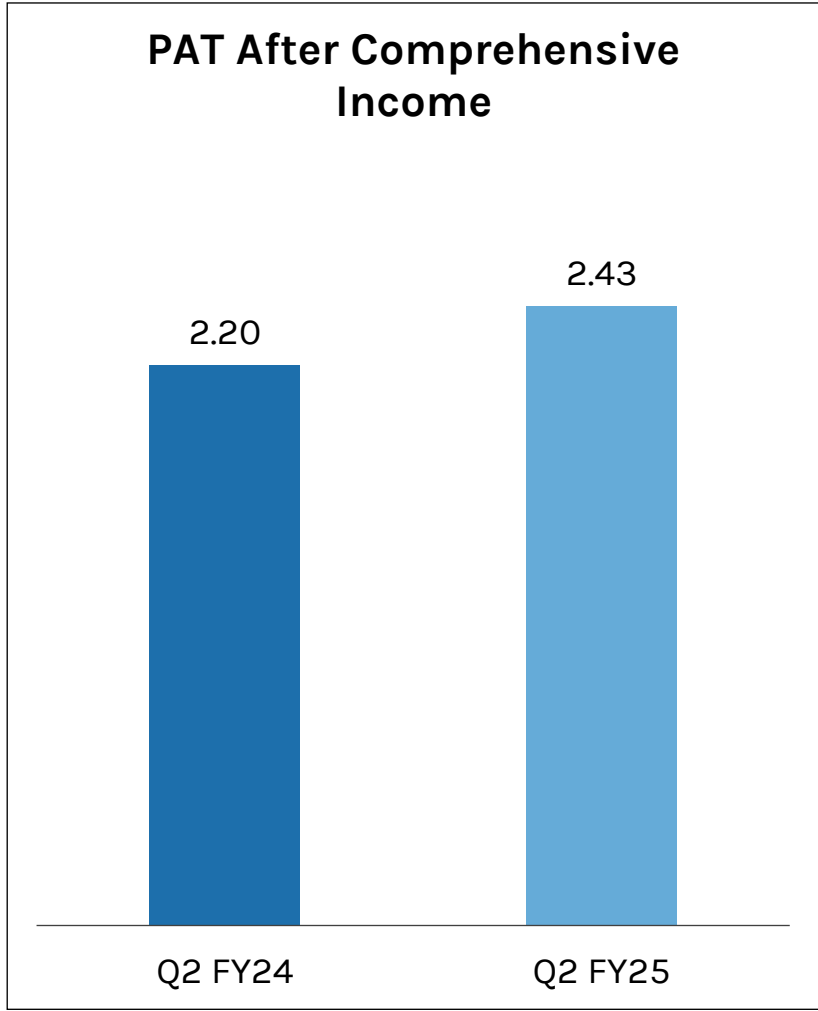
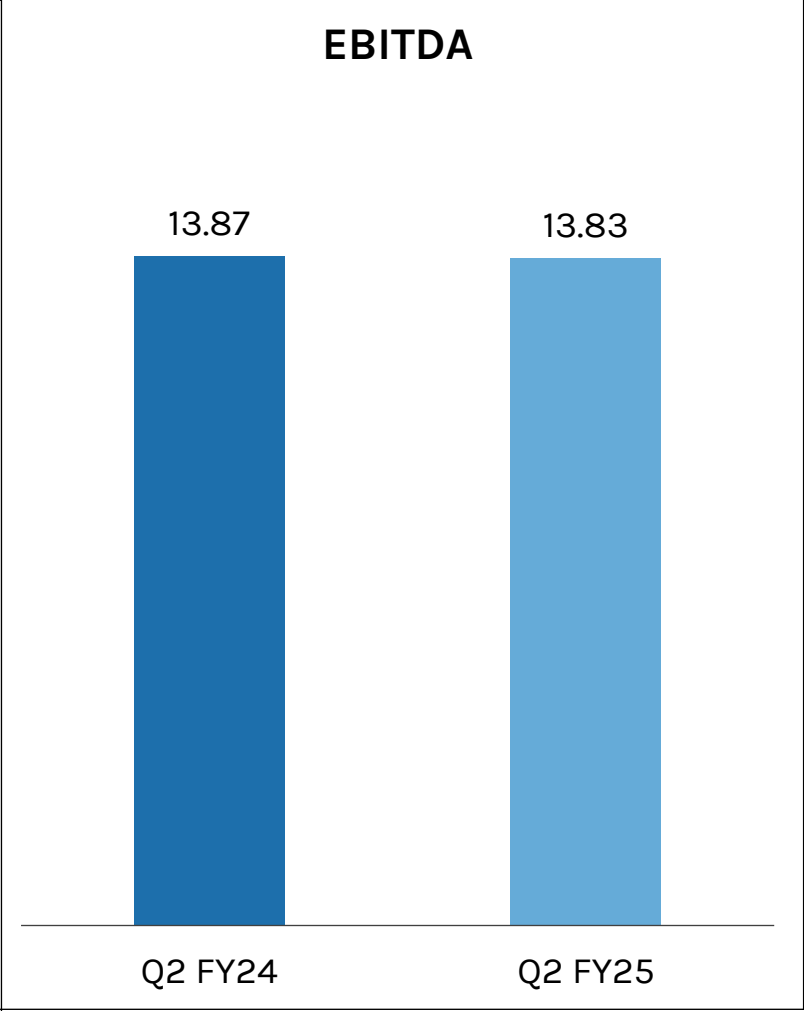
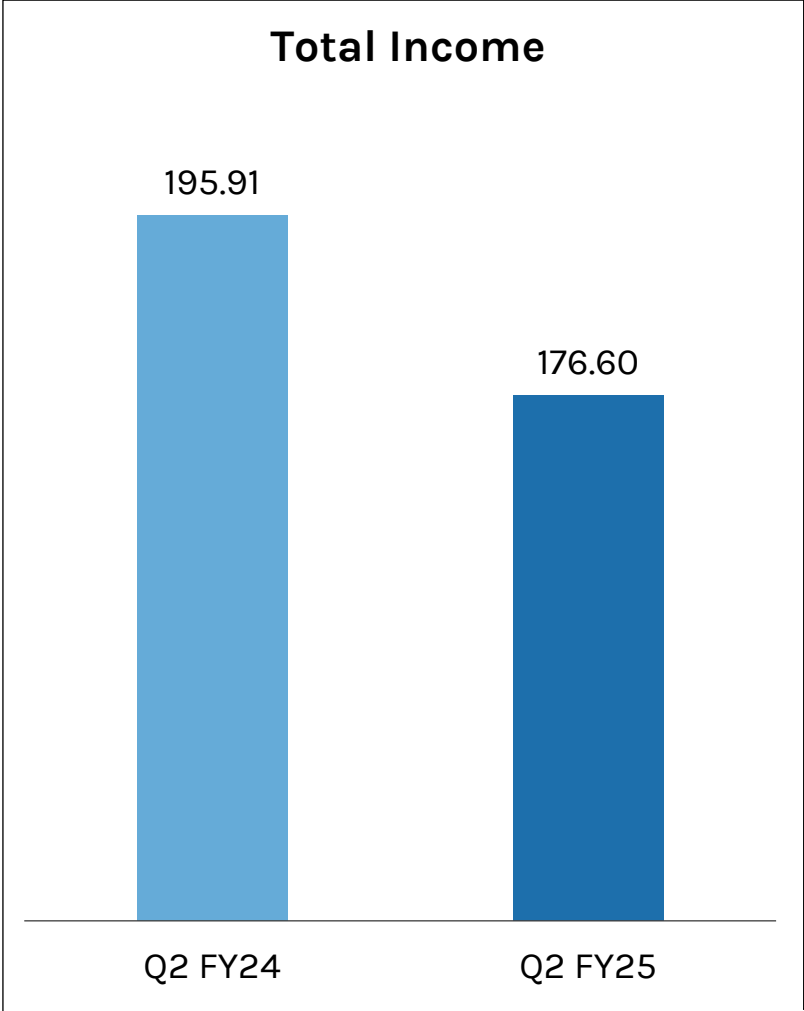
These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

# Q2 & H1 FY25 Financial & Operational Highlights

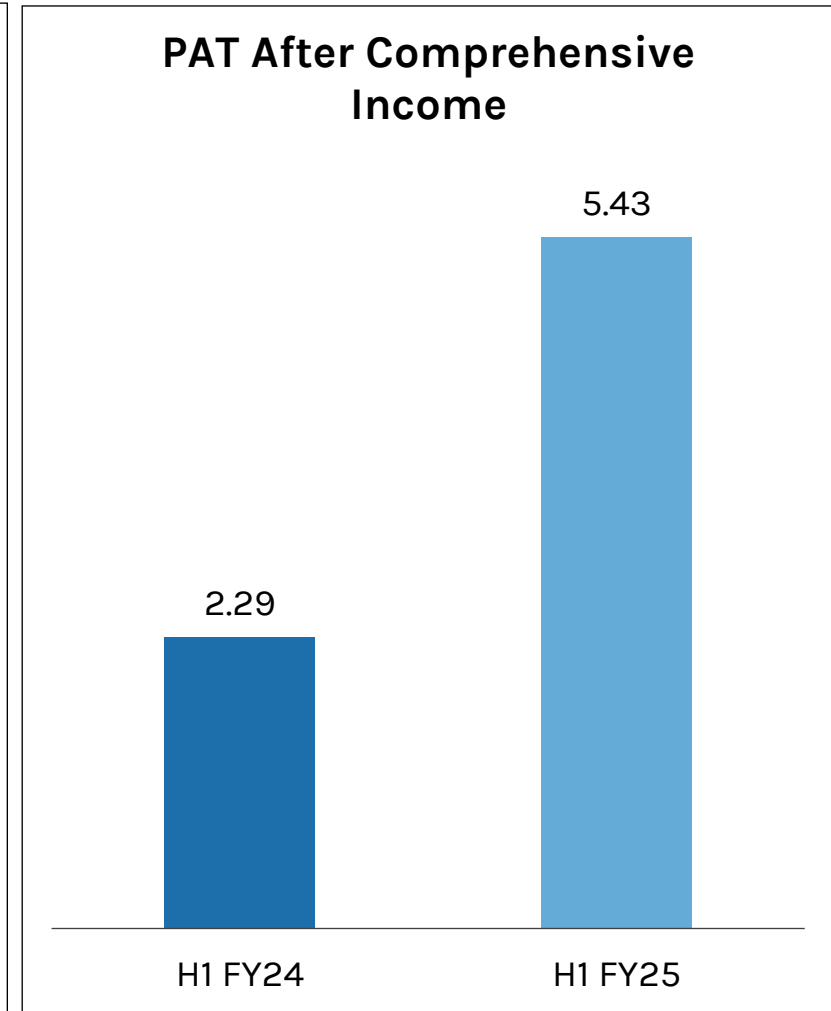
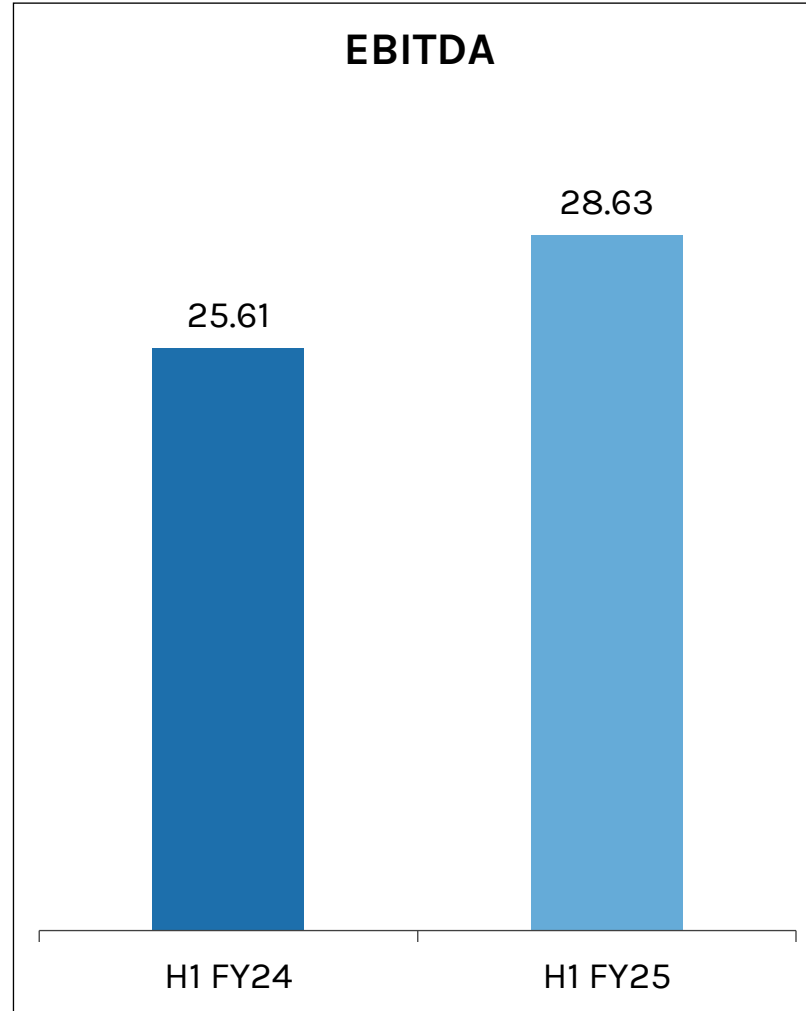
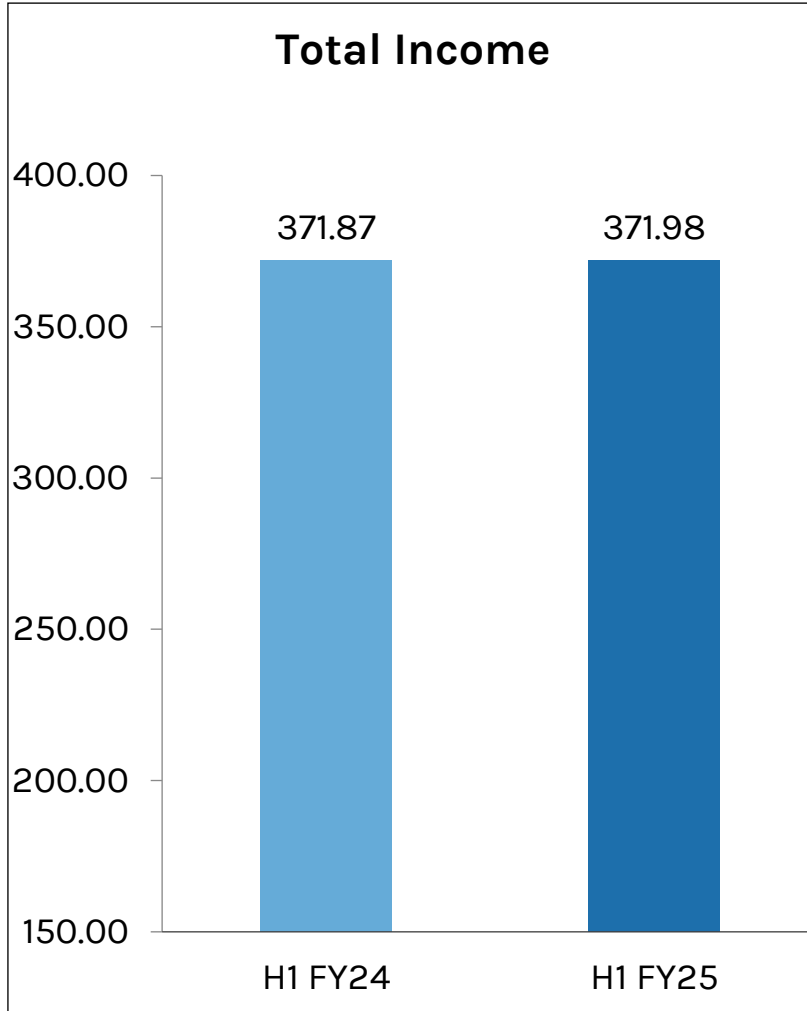


# Q2 FY25 Consolidated Performance Highlights



All Figures In ₹ Cr

# H1 FY25 Consolidated Performance Highlights



All Figures In ₹ Cr

# Q2 FY25 & H1 FY25 Consolidated Result Highlights

In ₹ Cr

Particulars	Q2 FY25	Q2 FY24	Y-O-Y	H1 FY25	H1 FY24	Y-O-Y
Revenues	174.91	194.53		368.69	366.24	
Other Income	1.69	1.38		3.29	5.64	
<b>Total Income</b>	<b>176.60</b>	<b>195.91</b>	<b>(9.86%)</b>	<b>371.98</b>	<b>371.87</b>	<b>0.03%</b>
Raw Material costs	141.04	153.97		285.22	295.78	
Employee costs	3.75	4.23		7.91	8.26	
Other expenses	19.18	23.84		51.43	42.22	
Total Expenditure	163.98	182.04		<b>344.56</b>	<b>346.26</b>	
Exceptional items	1.21	-		1.21	-	
<b>EBITDA</b>	<b>13.83</b>	<b>13.87</b>	<b>(0.28%)</b>	<b>28.63</b>	<b>25.61</b>	<b>11.79%</b>
Finance Costs	8.37	9.59		16.85	18.39	
Depreciation	2.31	2.31		4.61	4.60	
PBT	3.14	1.97		<b>7.17</b>	<b>2.62</b>	
Tax	0.78	-0.04		1.82	0.49	
PAT	2.36	2.01		5.35	2.13	
<b>PAT after Comprehensive Income</b>	<b>2.43</b>	<b>2.20</b>	<b>10.15%</b>	<b>5.43</b>	<b>2.29</b>	<b>57.82%</b>
EPS	0.32	0.31		<b>0.72</b>	<b>0.33</b>	

# Scaling New Heights: MCMIL's Three Star Export House Recognition

Elevated to Three Star Export House by the Ministry of Commerce & Industry.





Acuite Rating & Research Limited has upgraded Manaksia Coated Metals & Industries Limited's ratings

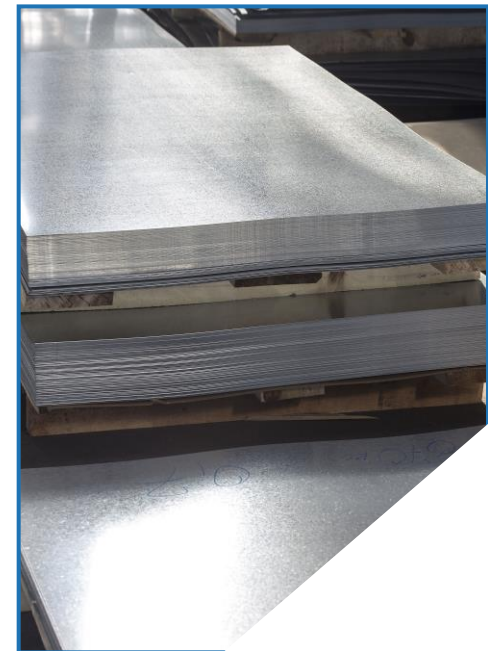
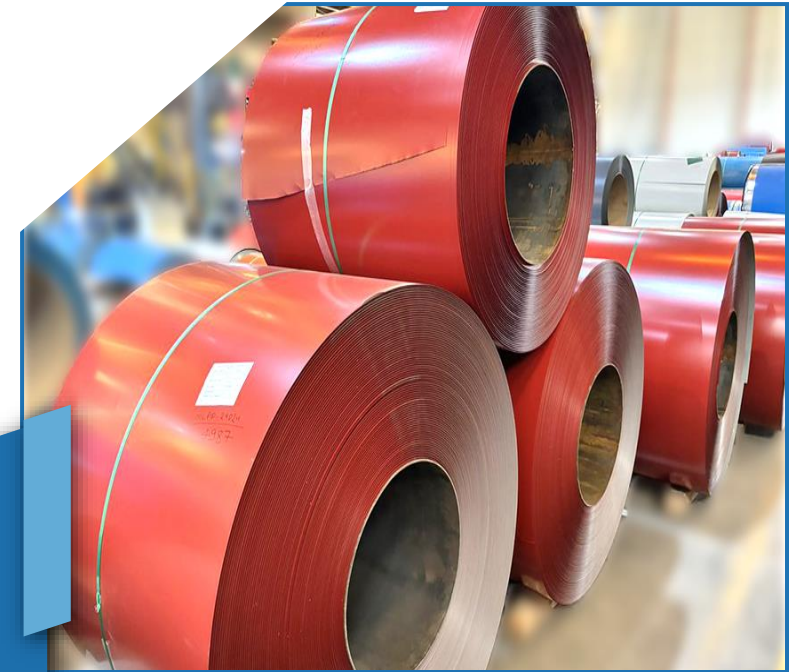
Long-Term Rating:  
From **ACUITE BBB+** to **A-**

Short-Term Rating:  
From **ACUITE A2** to **A2+**

## Significance:

- **Global Credibility:** Elevates reputation and attractiveness in international markets.
- **Export Benefits:** Grants access to enhanced incentives and trade financing.
- **Market Expansion:** Facilitates entry into new markets and growth opportunities.

# Company Overview





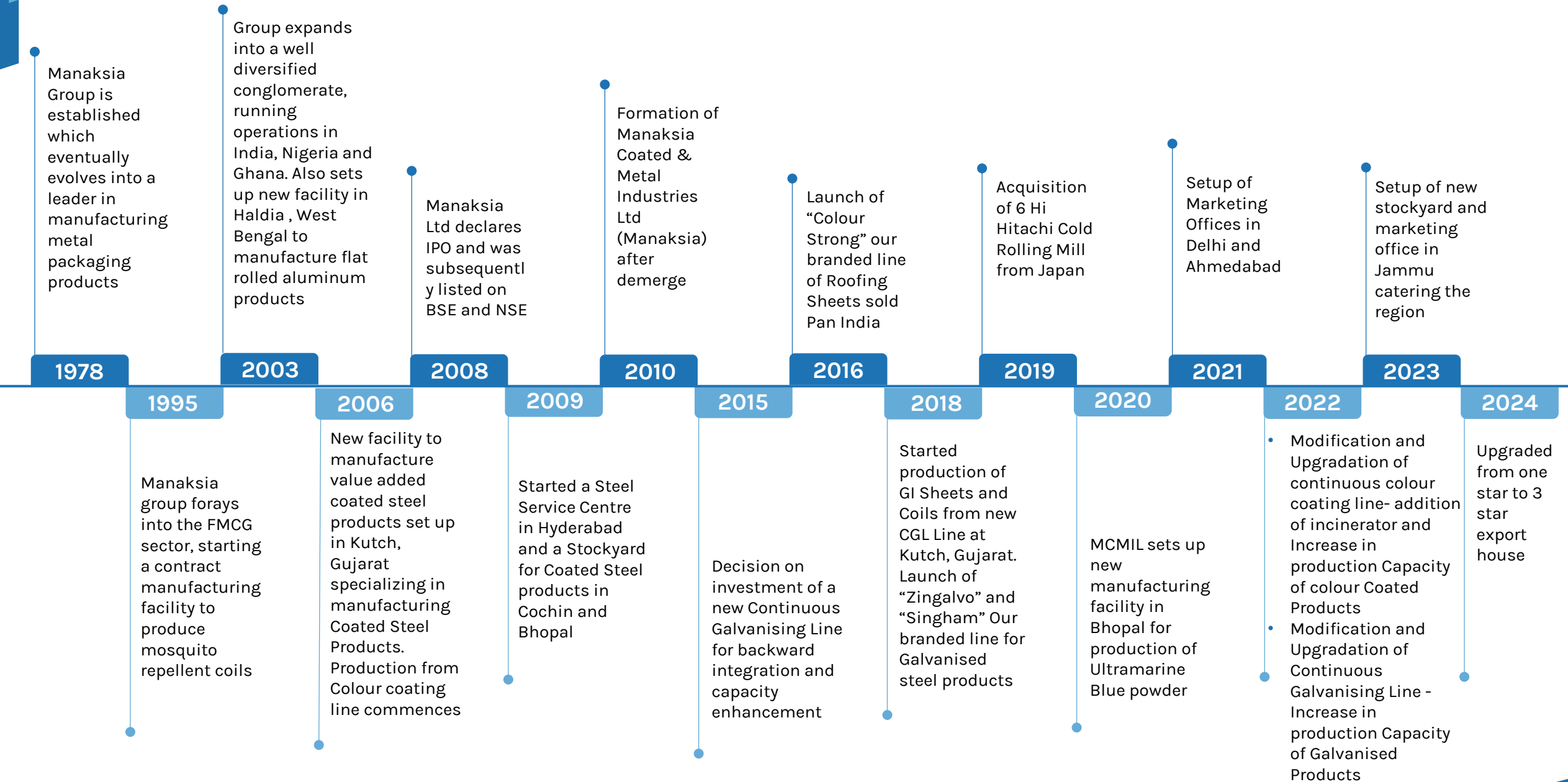
**Manaksia Coated Metals & Industries Limited** (MCMIL, The Company) stands at the forefront of coated metal products manufacturing and export. Specializing in **Pre-painted Galvanised Steel** and **Plain Galvanised Steel** in both coil and sheet forms, MCMIL operates from its cutting-edge facility located in Kutch, Gujarat.

- Steel products tailored for construction, automotive, appliances, and general engineering industries.
- Commitment to superior quality and value-added steel products.
- Utilization of modern, technologically advanced plant and machinery.
- Diverse clientele including FMCG, General Engineering, Home Appliances, and Construction sectors.
- Strong presence in both domestic (India) and international markets (Europe, Africa, Middle East).
- Driven towards continuous improvement in product performance, innovation and capacity enhancement.
- With established brands boasting good market demand and steady growth, the company is poised for continued success and market expansion.

# Exploring MCMIL: Key Facts & Figures



# Key Milestones





## Manufacturing Plants

- Kutch, Gujrat
- Bhopal, Madhya Pradesh

## Branch Offices

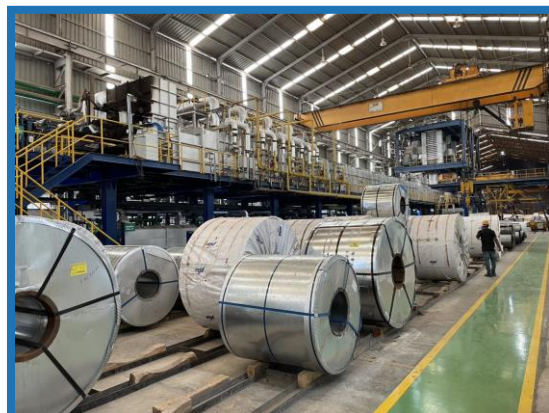
- New Delhi
- Ahmedabad
- Hyderabad
- Kolkata

## Stock Yards and Services centre

- Bhopal
- Cochin
- Hyderabad, Telangana
- Guwahati, Assam
- Jammu

Strategic Network Delivers Excellence Nationwide, with 2 Manufacturing Plants, 4 Branch Offices, and 5 Stock Yards and Services Centre

# Strategically Located State Of The Art Manufacturing Facility



Number of Plants

**2**

Installed Capacity

Galvanised

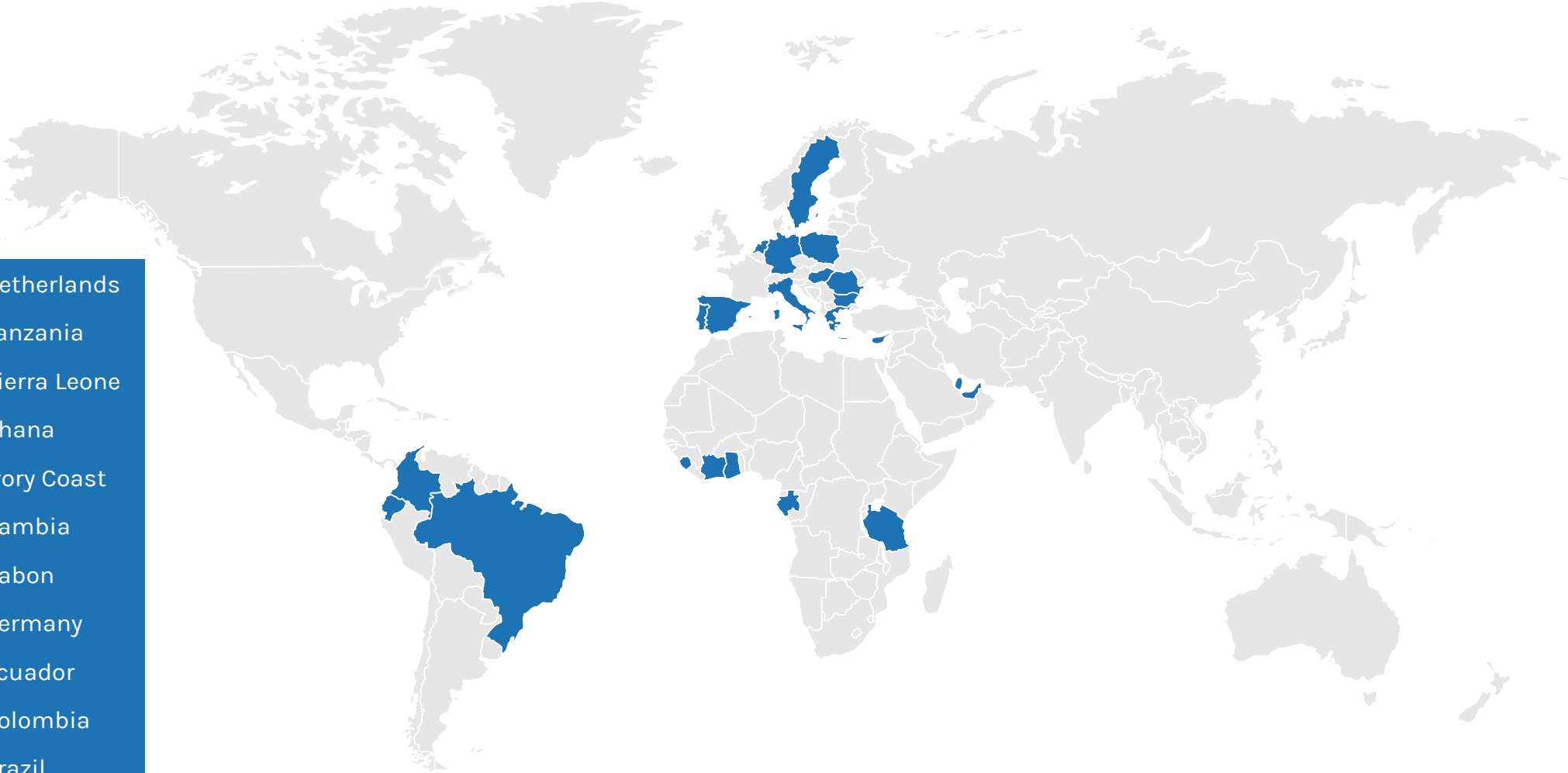
**1,32,000** MT per annum

Pre-painted

**86,000** MT per annum

Strategically situated, the company's manufacturing facility in Kutch, Gujarat, is in close proximity to Kandla and Mundra Ports, enhancing efficiency for imports, exports, and access to domestic coastal routes

# Geographical Diversity: MCMIL's International Footprint



- Portugal
- Spain
- Italy
- Greece
- Cyprus
- Poland
- Romania
- Bulgaria
- Hungary
- UAE (United Arab Emirates)
- Qatar
- Netherlands
- Tanzania
- Sierra Leone
- Ghana
- Ivory Coast
- Gambia
- Gabon
- Germany
- Ecuador
- Colombia
- Brazil

MCMIL's Presence in 22 Countries Across 4 Continents



**For any other communication**

**Address:** Rajkot Branch Office-II-F P No. 364/P, Ward no. 13, Opposite Crystal Mall, Next to Bharat Petrol Pump, Kalawad Road, Rajkot, RAJKOT, GUJARAT, 360005

**Phone:** 0281-2563981, 2563982, 2563984, 2563978

**Fax:** 0

**E-Mail:** rjbo-2@bis.gov.in

**Web:** www.bis.org.in, www.manakonline.in

**BUREAU OF INDIAN STANDARDS**

Attachment to Licence No. CML- 7600032208

CML-No	Name of the Licensee with the Factory Address	Name of the Product	Indian Standard No.
7600032208	Manaksia Coated Metals & Industries .Ltd. -Survey No -396, Village - Chandrani, Taluka-Anjar , , Anjar : 0	Continuously Pre-Painted Galvanized Steel Sheets and Coils	IS 14246 : 2013

**Endorsement No. 6 Dated 12-Oct-2023**

Whereas, the licence was valid upto Sixth November Two Thousand Twenty Three.

Now, consequent upon renewal, the validity of the licence given in schedule of the Licence Dated 05-NOV-2023 has been extended from Sixth November Two Thousand Twenty Three to Fifth November Two Thousand Twenty Four

Other terms and conditions of licence remain same.

Branch Head (Rajkot Branch Office-II)

Manak Bhavan, 9 Bahadur Shah Zafar Marg, New Delhi 110002. ,9 Bahadur Shah Zafar Marg, DELHI, 110002

**Contact No:** +91 11 23230131, 23233375, 23239402      **Fax:** +91 11 23234062, 232      **Email:** info@bis.gov.in

**For any other communication**

**Address:** Gandhidham Branch Office-F P No. 364/P, Ward no. 13, Opposite Crystal Mall, Next to Bharat Petrol Pump, Kalawad Road, Rajkot, RAJKOT, GUJARAT, 360005

**Phone:** 0281-2563981, 2563982, 2563984, 2563978

**Fax:** 0

**E-Mail:** rjbo-2@bis.gov.in

**Web:** www.bis.org.in, www.manakonline.in

**BUREAU OF INDIAN STANDARDS**

Attachment to Licence No. CML- 7600121308

CML-No	Name of the Licensee with the Factory Address	Name of the Product	Indian Standard No.
7600121308	MANAKSIA COATED METALS & INDUSTRIES LIMITED -SURVEY NO. 396 VILLAGE - CHANDRANI , TALUKA - ANJAR , ANJAR : 370210	GALVANIZED STEEL STRIPS AND SHEETS (PLAIN AND CORRUGATED)	IS 277 : 2018

**Endorsement No. 5 Dated 12-Oct-2023**

Whereas, the licence was valid upto Eighteenth October Two Thousand Twenty Three.

Now, consequent upon renewal, the validity of the licence given in schedule of the Licence Dated 17-OCT-2023 has been extended from Eighteenth October Two Thousand Twenty Three to Seventeenth October Two Thousand Twenty Four

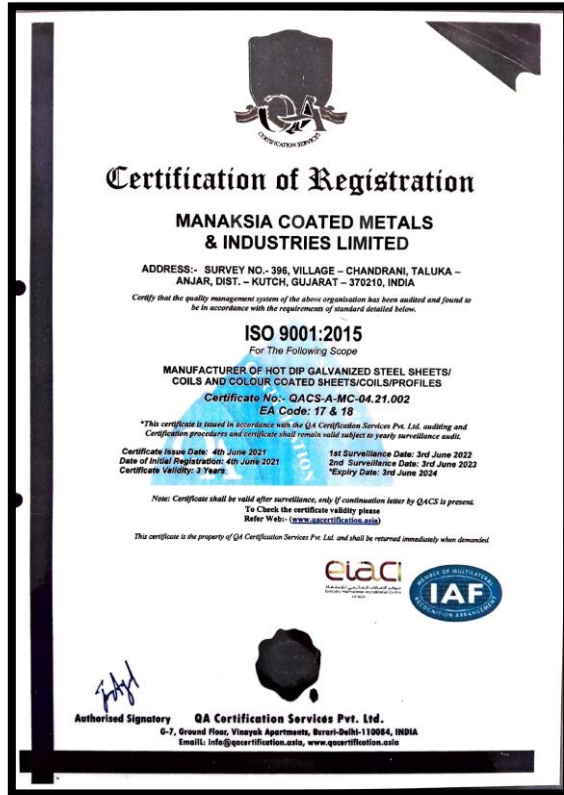
Other terms and conditions of licence remain same.

Branch Head (Rajkot Branch Office-II)

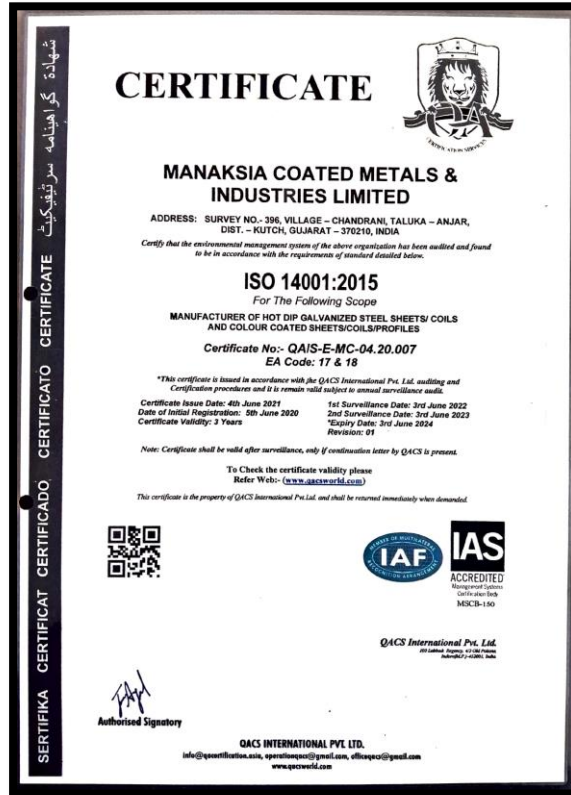
Manak Bhavan, 9 Bahadur Shah Zafar Marg, New Delhi 110002. ,9 Bahadur Shah Zafar Marg, DELHI, 110002

**Contact No:** +91 11 23230131, 23233375, 23239402      **Fax:** +91 11 23234062, 232      **Email:** info@bis.gov.in

# Proven Quality: MCMIL's Strong Certifications



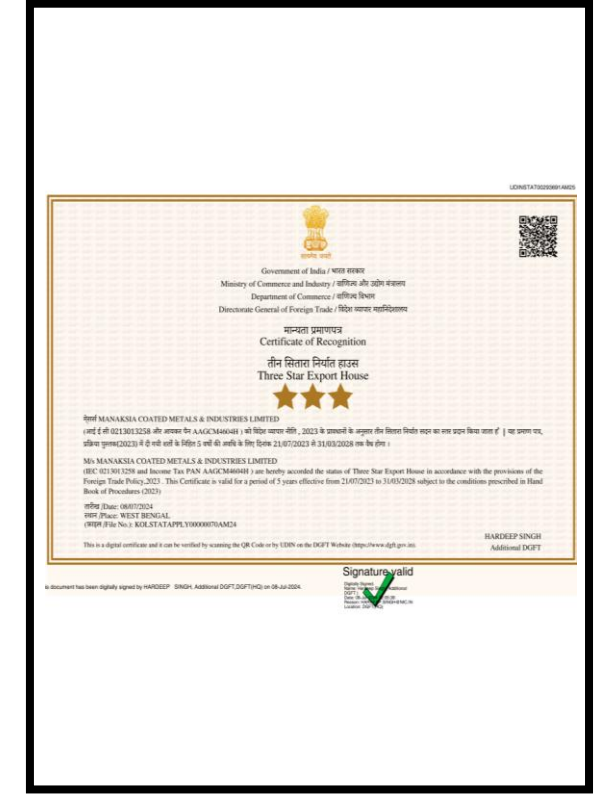
ISO 9001:2015



ISO 14001:2015



ISO 45001:2018



Three Star Export House

# Maximizing Financial Flexibility with Key Banking Relationships



## Strategic Advantages of Banking Partnerships for MCMIL



Secured funding for expanding capacity and advanced technologies



Improved cash flow management through credit facilities

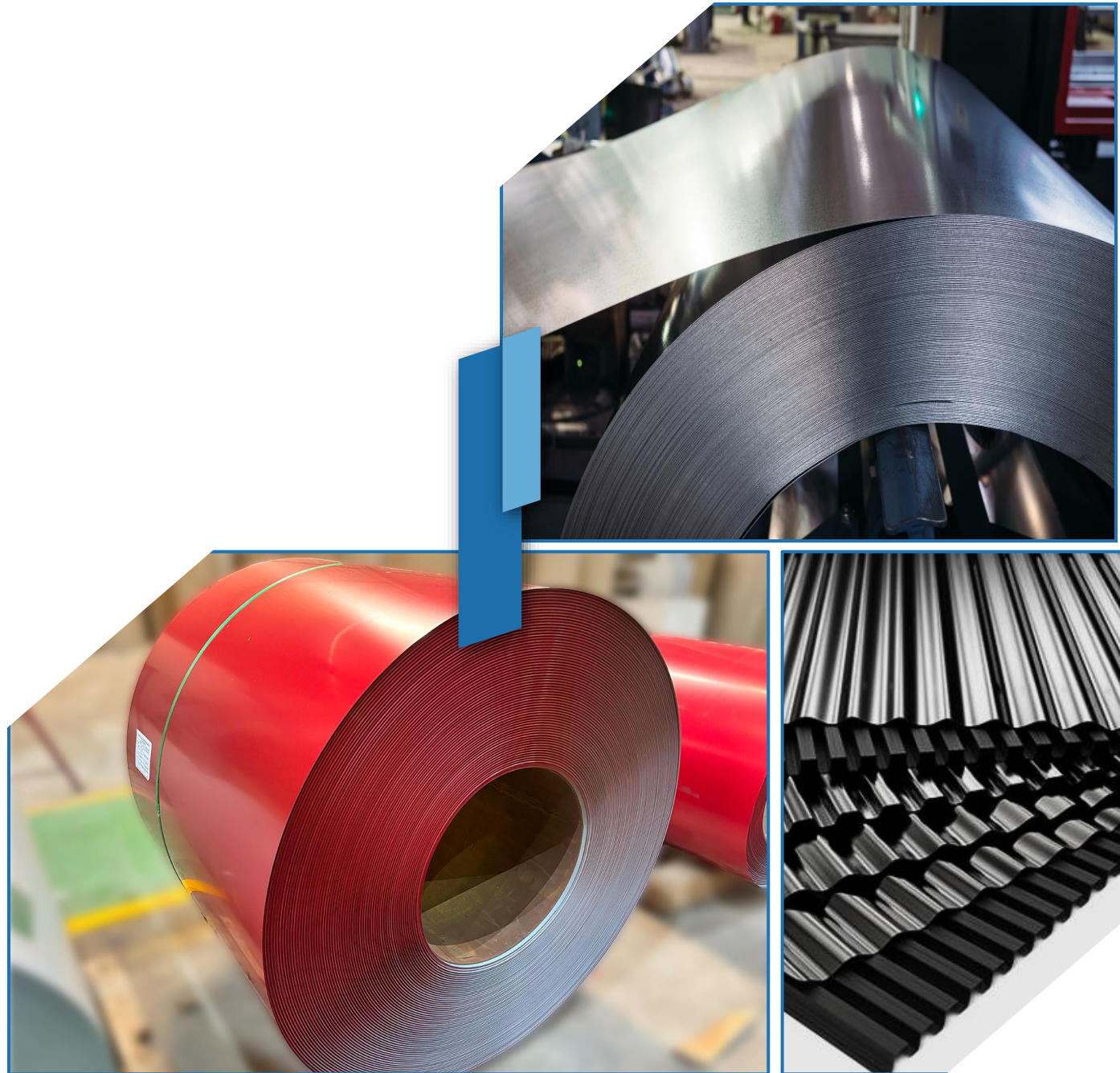


Diversified banking relationships reducing dependency and providing stability.



Enhanced negotiation leverage for favorable loan terms and lower capital costs.

# Business Overview



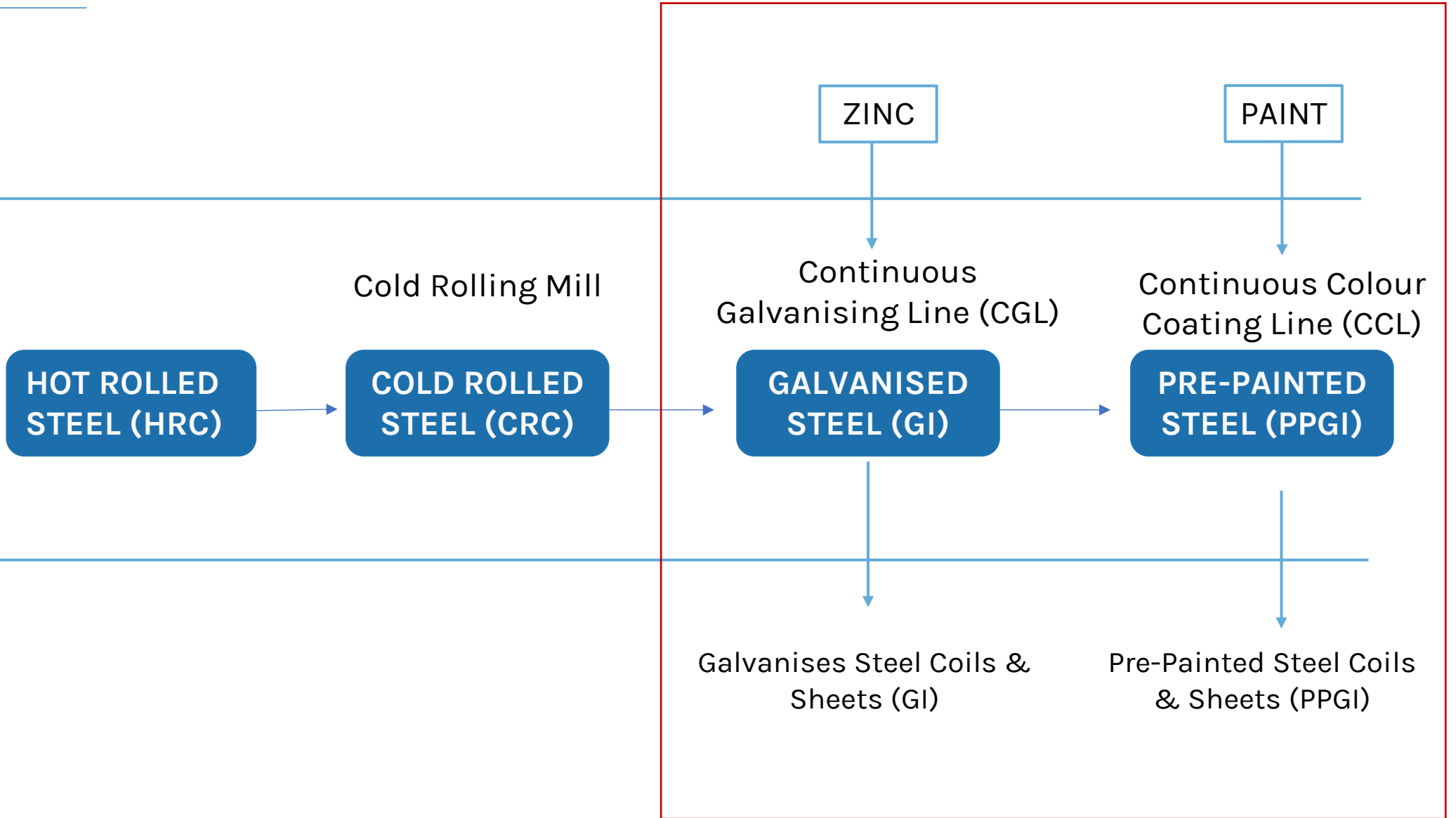
# Production Process

Other Input Raw Material

Equipment

Production Process

Final Product Sold by MCMIL



## Galvanised Steel Sheets & Coils



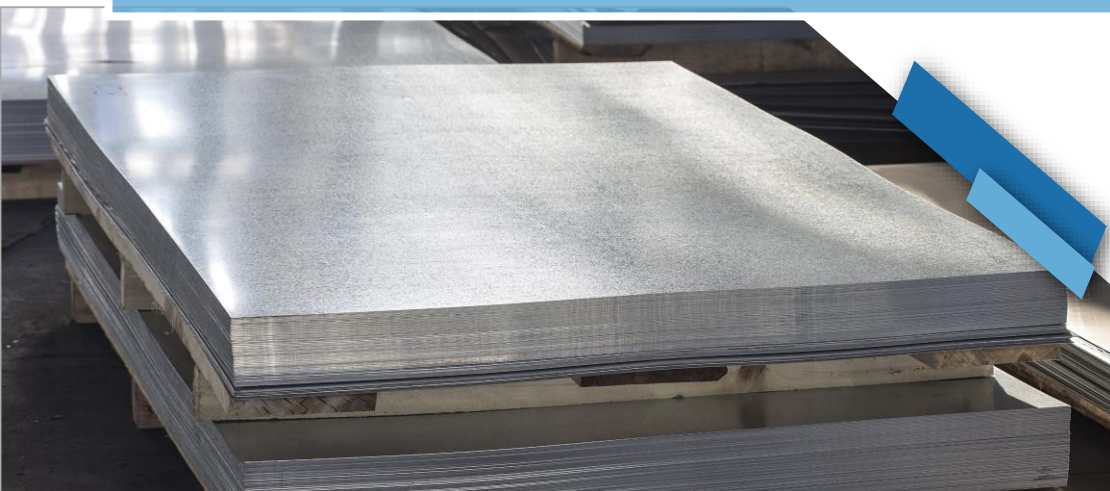
## Pre-painted Steel Sheets & Coils





- Galvanised Steel boasts exceptional quality, featuring precise zinc coating control and advanced surface treatments for enhanced corrosion resistance.
- With state-of-the-art technology ensuring uniformity and adherence to international standards, it offers superior protection against moisture and corrosion.

Installed Capacity  
1,32,000 MTPA



## Key Features

- Coating Thickness Gauge
- Skin Pass Mill (4-Hi)
- Tension Leveler
- Passivation and Organic Coating

## H1 FY25



Revenue Share:  
**20.33%**



Capacity Utilisation:  
**75%**

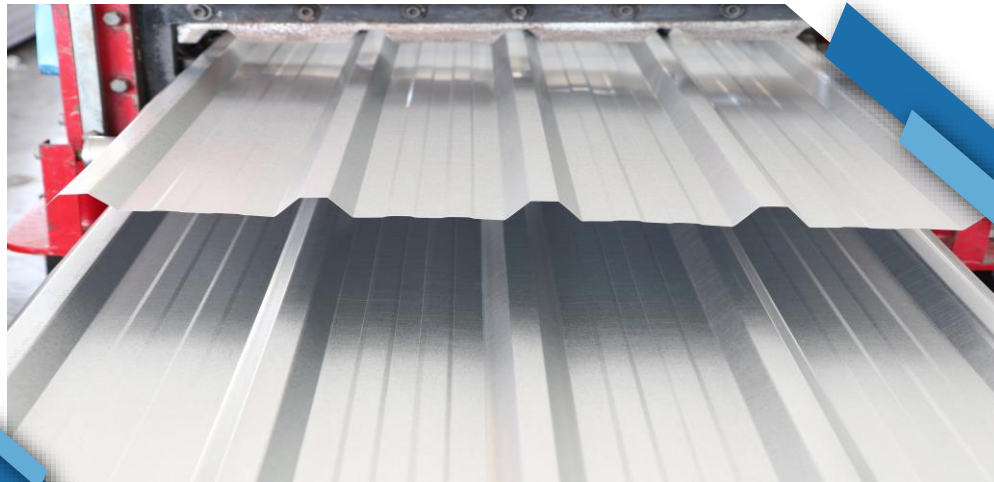


Brand:

**ZINGALVO**  
Galvanized Steel Coils & Sheets

ASLI FAULAAD KA DUM SIRF...  
**SINGHAM**  
GC STEEL SHEETS

# Pre-painted Steel Sheets & Coils



Installed Capacity  
86,000 MTPA



- Pre-painted steel Sheets & Coils exhibit superior quality, incorporating a protective paint layer that enhances both aesthetics and corrosion resistance. Employing advanced 'two coat-two bake' processes and a diverse range of paint systems, these products ensure durability and vibrant finishes suitable for a wide array of applications.
- Colour Coating Is Done on substrate metals like **Galvanised Steel, Alu-Zinc Coated Steel, and Aluminum.**

## H1 FY25



Revenue Share:  
**79.67%**



Capacity Utilisation:  
**86%**



Brand:



## The various profiles and sheets offered by the company:

Trapezoidal  
HI-Rib  
Profile-  
1000

Trapezoidal  
HI-Rib  
Profile-  
1050

Sinusoidal  
Profile

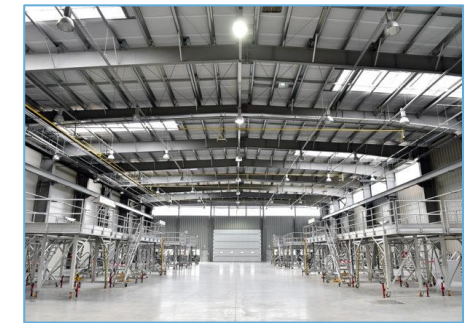
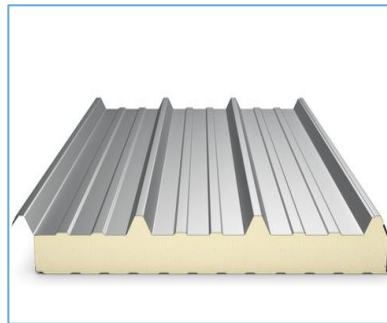
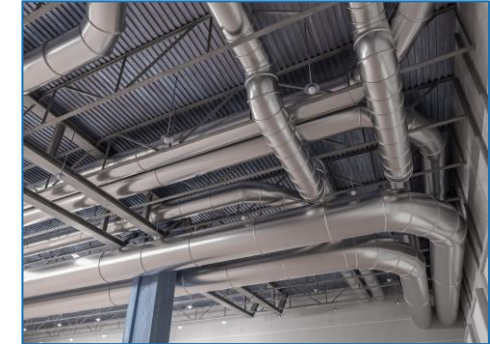
Tiled Roof  
Profile

Plain Sheet

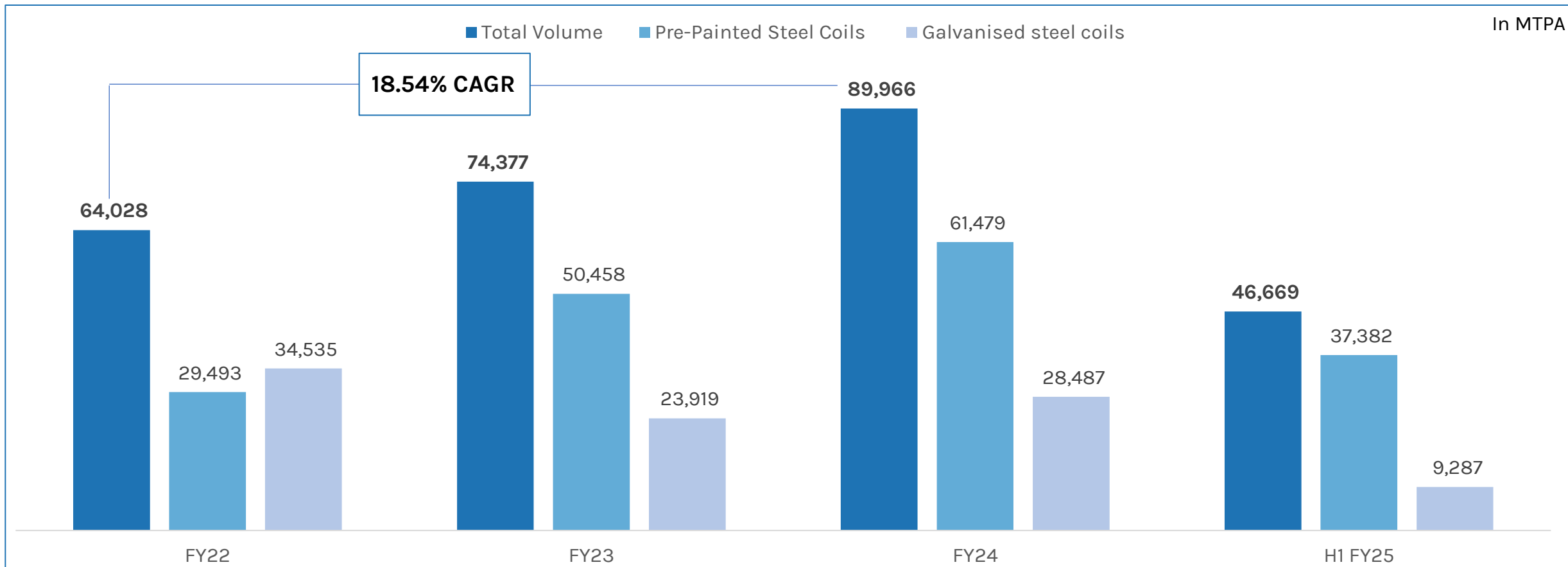


# Diverse Applications Of Coated Steel Products

Domestic Roofing & Cladding	Industrial Metal Building Construction	HVAC Systems	Refrigeration	Metal Ceiling Systems	Dry Wall Partition Systems
Pharma Clean Rooms	Metal Doors & Windows	White Goods & Appliances	Metal Safes	Modern Elevator Systems	Bus Body Building
Solar Water Heating Equipment	Marker Board Insulated Sandwich Panels for Cold Storages	Warehouses	Refrigerated Trucks	Steel Furniture	Scaffolding Pipes

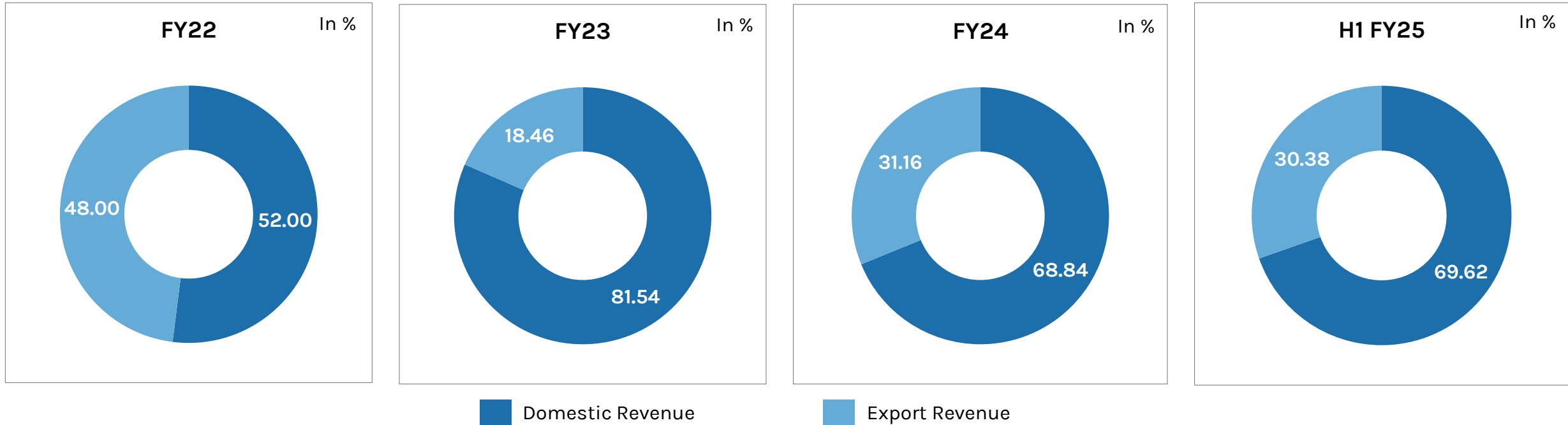


# Total Sales Quantitative Performance



The company successfully shifted its focus towards achieving a higher volume of Pre-painted Steel products (More value added) in the past 2 - 3 years

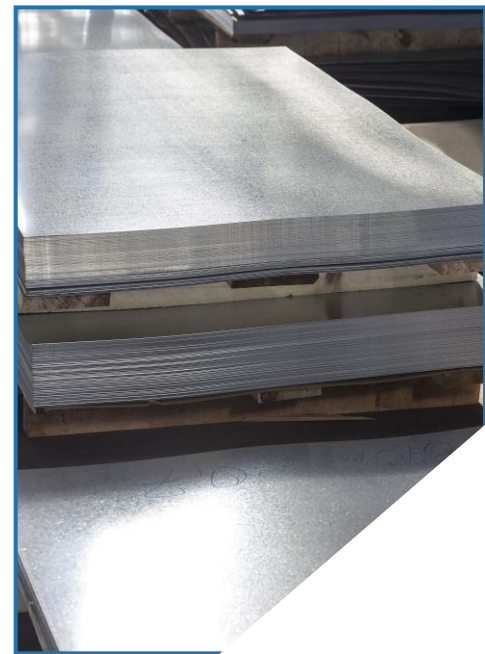
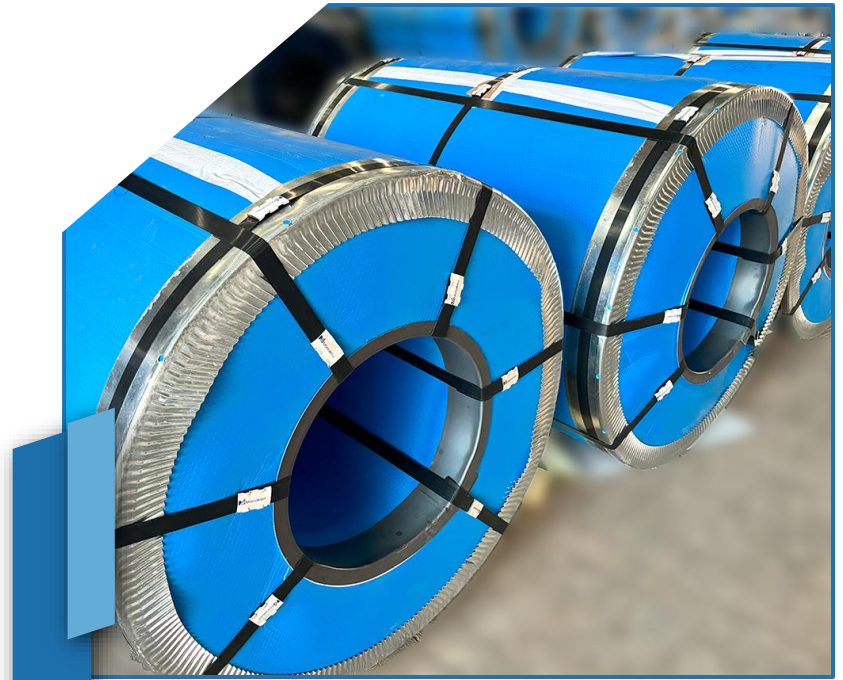
# Export Vs. Domestic Sales - Quantitative Breakdown



Particulars	In MTPA			
	FY22	FY23	FY24	H1 FY25
Domestic Sales Quantity	33,295	60,648	61,929	32,489
Export Sales Quantity	30,733	13,729	28,037	14,180
<b>Total</b>	<b>64,028</b>	<b>74,377</b>	<b>89,966</b>	<b>46,669</b>

The company has maintained a consistent export order volume despite increasing demands.  
Note: Imposition of Export duties led to restriction of exports during FY23.

# Management Overview





**Mr. Sushil Kumar Agrawal**  
*(Managing Director)*

- Mr. Sushil Kumar Agrawal, a Commerce Graduate with 40 years of experience, oversees comprehensive company management.
- He brings expertise in business, manufacturing, and factory administration.
- He has Specialization in household insecticides and Coated Metals.



**Mr. Karan Agrawal**  
*(Whole Time Director)*

- Mr. Karan Agrawal has done Diploma in Entrepreneurship and Family Business Management from IIM Bengaluru in 2013.
- With 17 years of experience, Karan leads corporate affairs, driving growth through strategic leadership.
- He manages investments and spearheads backward integration projects for sustainable growth and operational innovation.



**Mr. Mahendra Bang**  
*(Chief Financial Officer)*

- Mr. Mahendra Bang, a Commerce Graduate from Osmania University and is a Chartered Accountant.
- Over 28 years of expertise in Accounts, Finance, and Taxation, he has been instrumental in the company's growth.
- He excels in financial planning, risk management, and regulatory compliance, ensuring financial operations' resilience and foresight.



## Mr. Sakesh Soni

*(Chief Operating Officer)*

- Mr. Sakesh Soni, with over 2 decades of experience, holds a Bachelor of Engineering in Mechanical. He has expertise in cold rolling mills, continuous galvanising, color coating lines, and metal coating lines.
- His exceptional skills in maintenance, project planning, and resource management are complemented by technical proficiency in AutoCAD, ProE, and equipment design.



## Mr. Rajat Kumar Kulshrestha

*(Vice president Sales & Marketing)*

- Mr. Rajat Kumar Kulshrestha, a Metallurgical Engineer & has a Post Graduate degree in Management.
- With over 25 years of experience, he is adept in sales, marketing strategy, and business growth.
- He has excelled at Bhushan Steel, JSW Steel, and TATA BlueScope Steel, demonstrating expertise in strategic planning, channel management, business development, client servicing, and team management.



## Mr. Anil Patil

*(Quality Chief)*

- Mr. Anil Patil, with over 30 years of expertise in Quality and Process Control, holds a Bachelor's Degree in Chemistry & done MBA in Operations.
- He has specialized in Continuous Galvanising and Pre-painted Metal Coils starting as a Chemist at JSW in 1990.
- He held key positions at SABIC Saudi Arabia, Uttam Galva Steels Ltd, and Indian Steels Ltd.
- His expertise includes International standards, process control, quality assurance, and management systems such as WCM, TPM, and QMS.

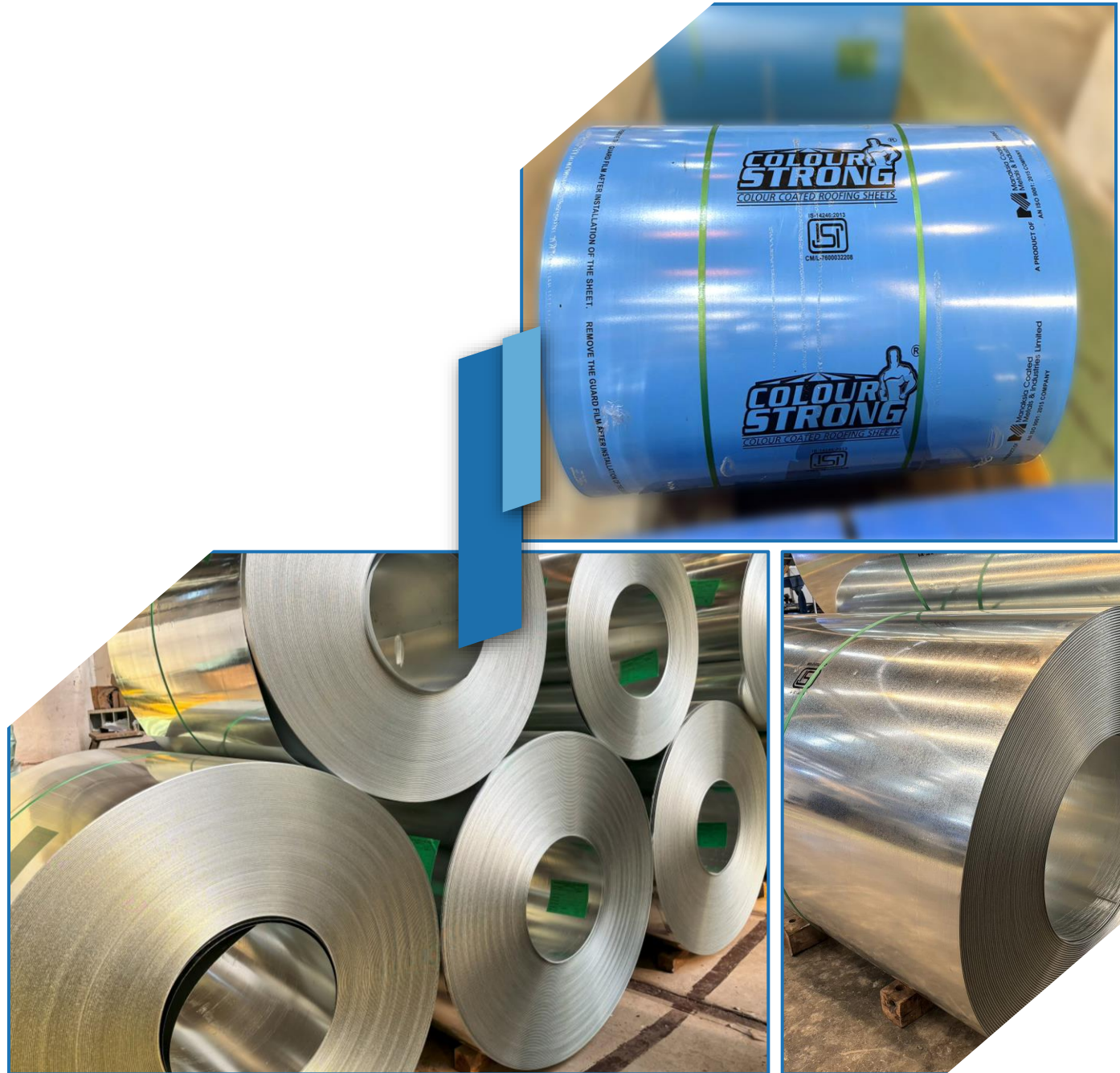


## Mr. Tushar Agrawal

*(Vice President)*

- Mr. Tushar Agrawal, with a BSC in Finance from Bentley University and an MBA from The Indian School of Business, Hyderabad, he has driven the company's growth since 2015.
- He focuses on enhancing products, adopting new tech, modernizing the factory, and exploring investments.
- He also oversees plant operations for efficiency, leads purchase and HR, and played a key role in the 2017 Galvanising line project and color coating line modernization.

# Industry Overview



# Driving Forces Behind India's Steel Sector Growth

## Government Initiatives



The Union Budget 2024-25 proposed a significant hike in the **budget allocation for the specialty steel PLI scheme to Rs 270 crore, up from Rs 2.36 crore last year**, in line with the introduction of **PLI 2.0** to ensure raw material supply for the steel sector in 2024.

## Global Impact and FDI



India's forging industry exports to over 143 countries, recording nearly 957 million units worth USD 813.66 million in 2020-2021, **with surging FDI, including 100% FDI** through the automatic route, playing a vital role in the sector's growth.

## Lowering Customs Duty



**To enhance domestic production, the government has reduced basic customs duty on essential plants and equipment for iron ore pellets and beneficiation plants.** This move aims to encourage investment and sector expansion.

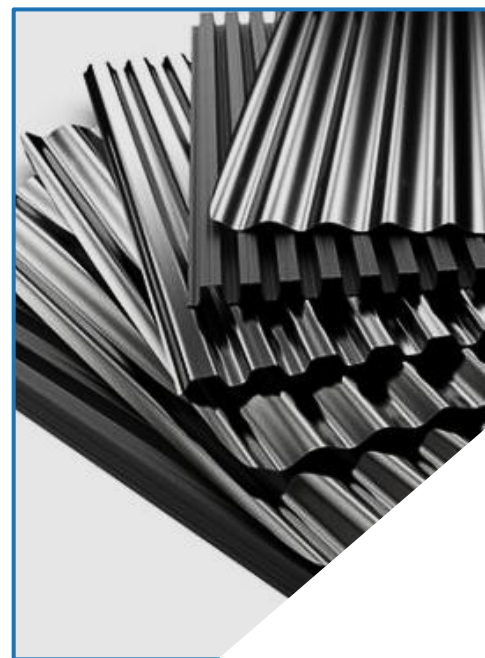
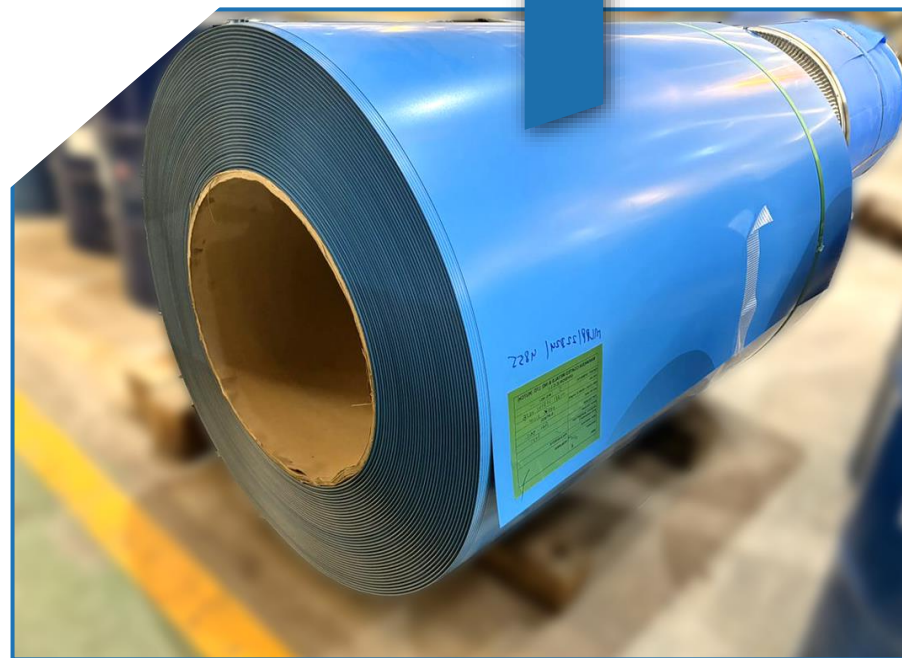
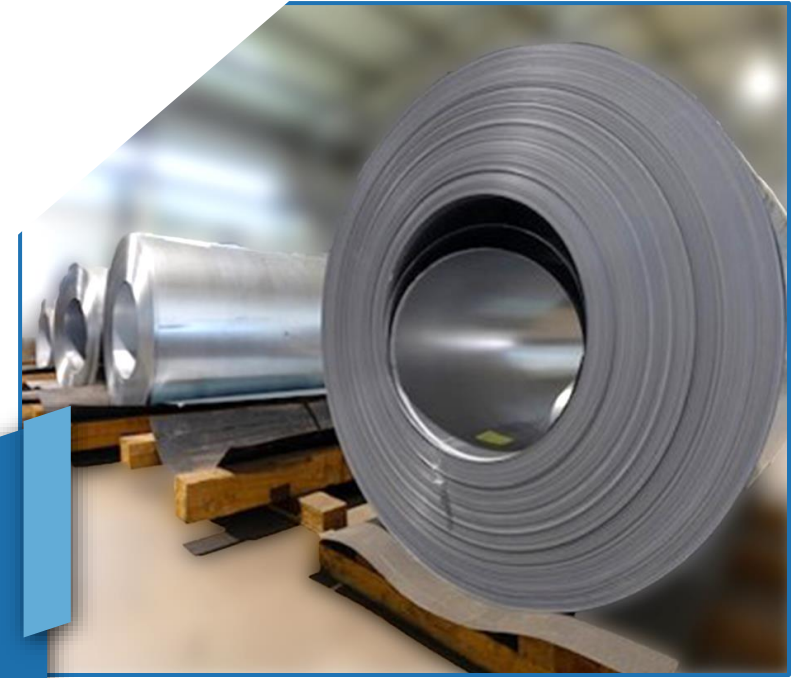
## Make in India Initiative



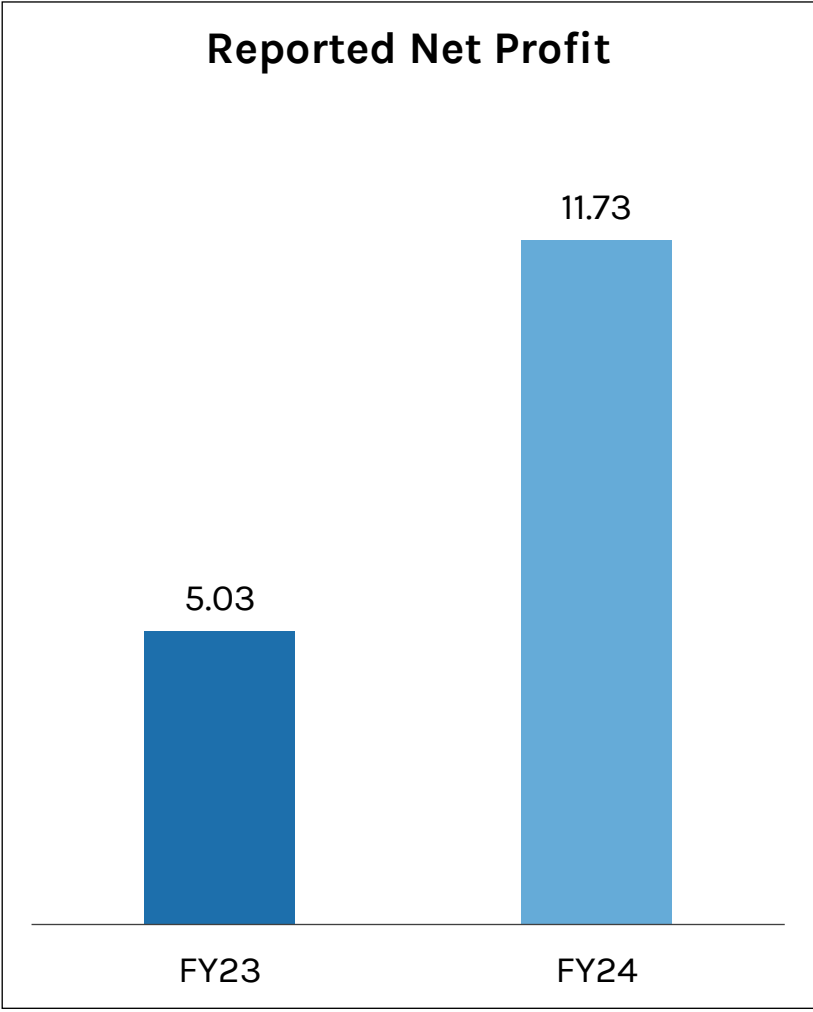
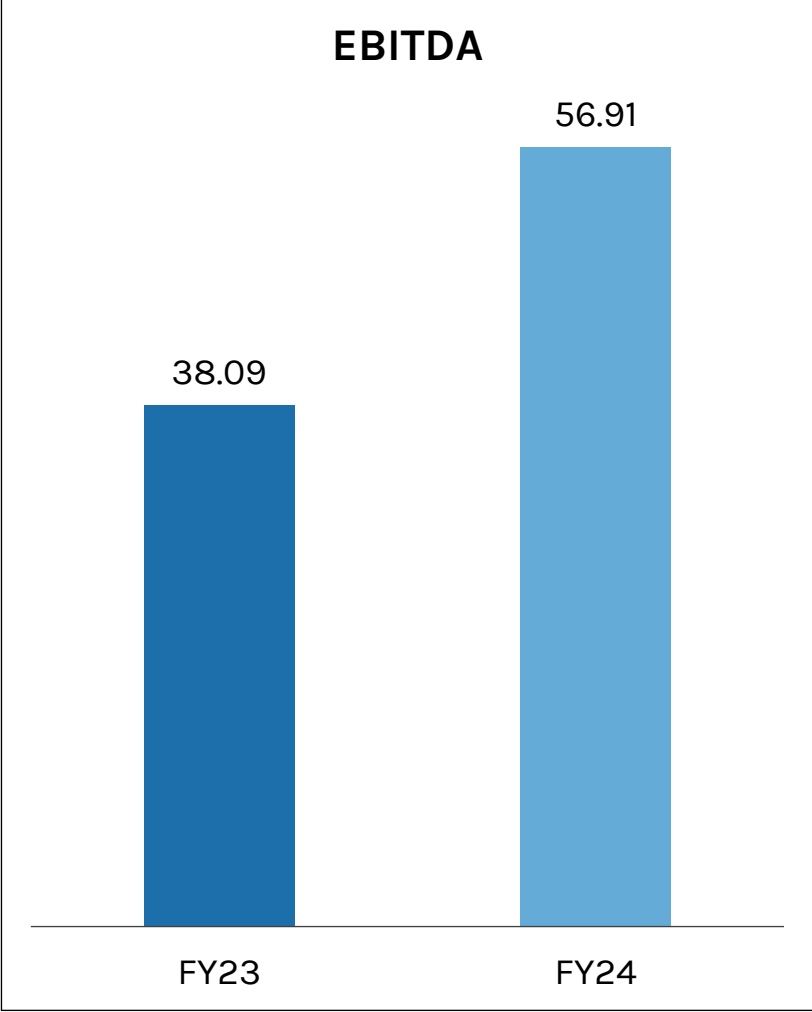
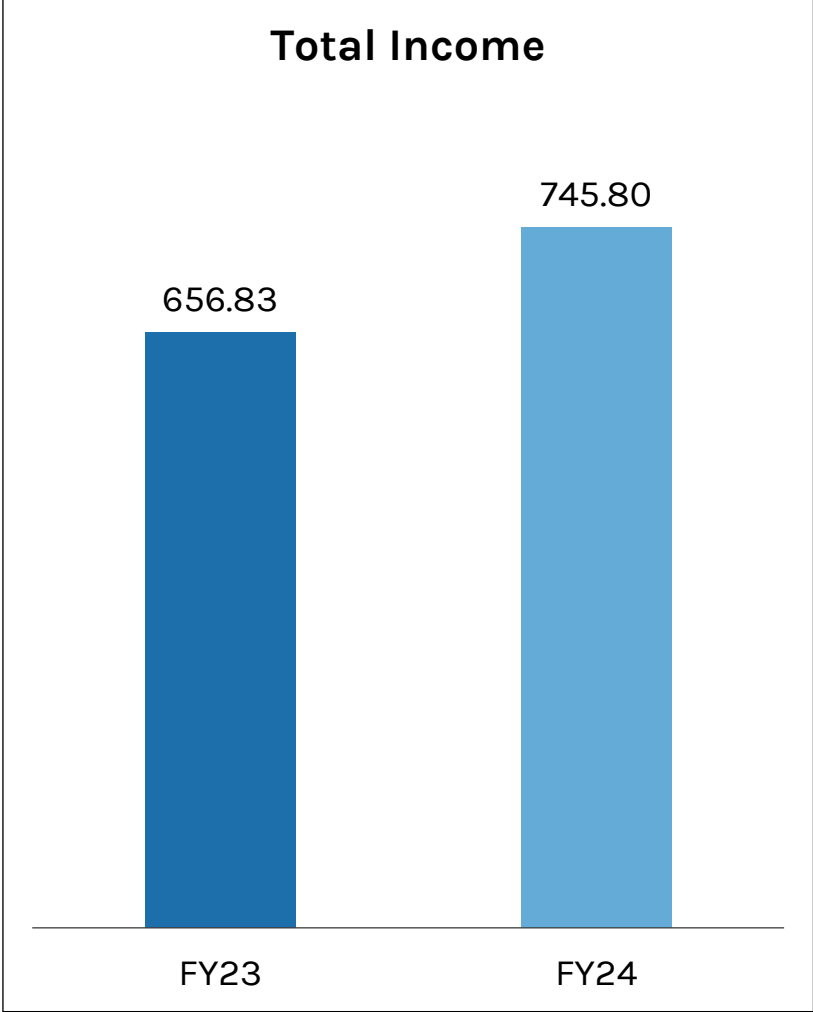
The Make in India initiative, alongside strategic policy decisions, aims to strengthen the nation's steel production capacity and address industry challenges effectively.



# Financial Overview



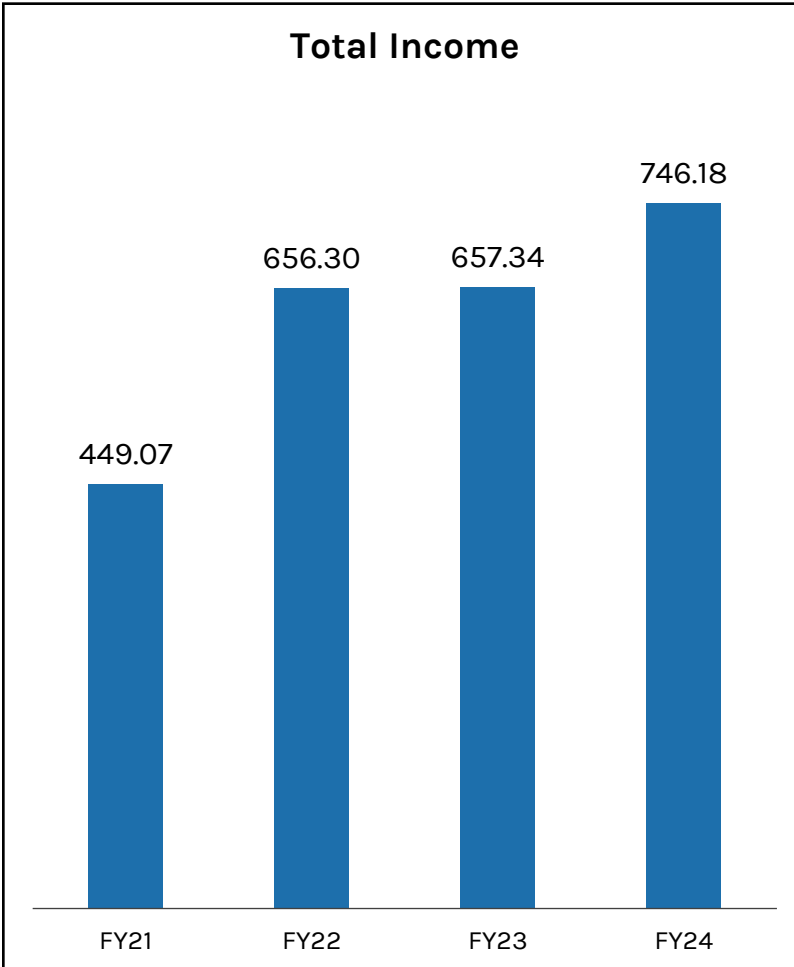
# FY24 Standalone Performance Highlights



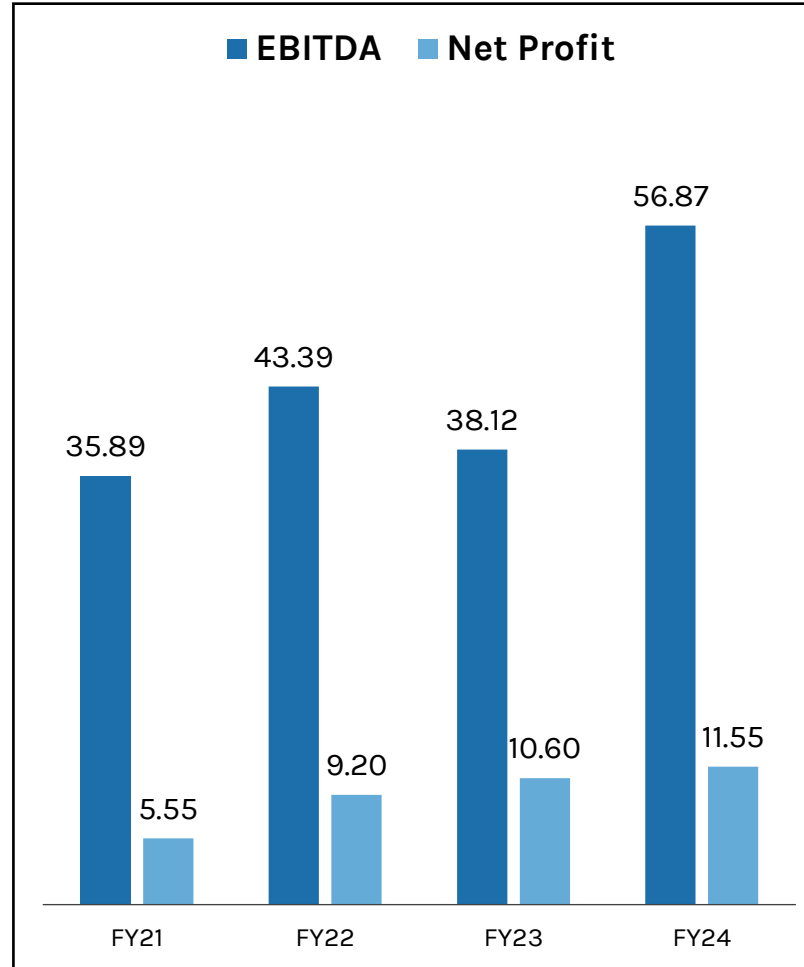
All Figures In ₹ Cr

# Consolidated Key Financial Highlights

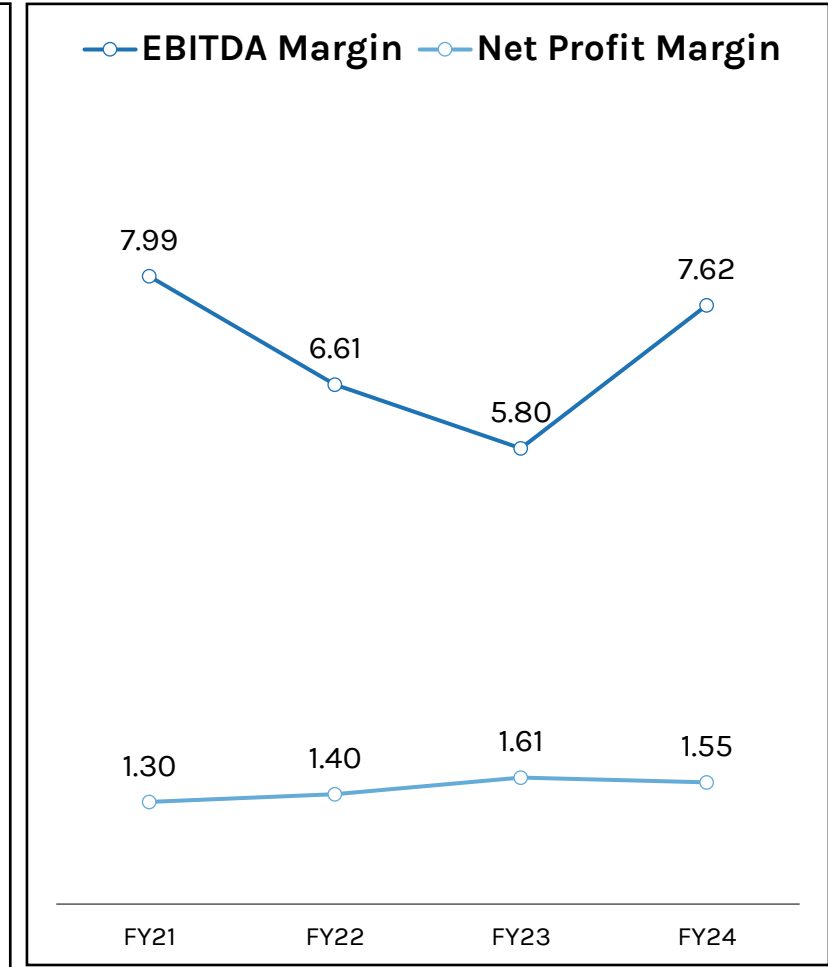
### Total Income



### EBITDA Net Profit



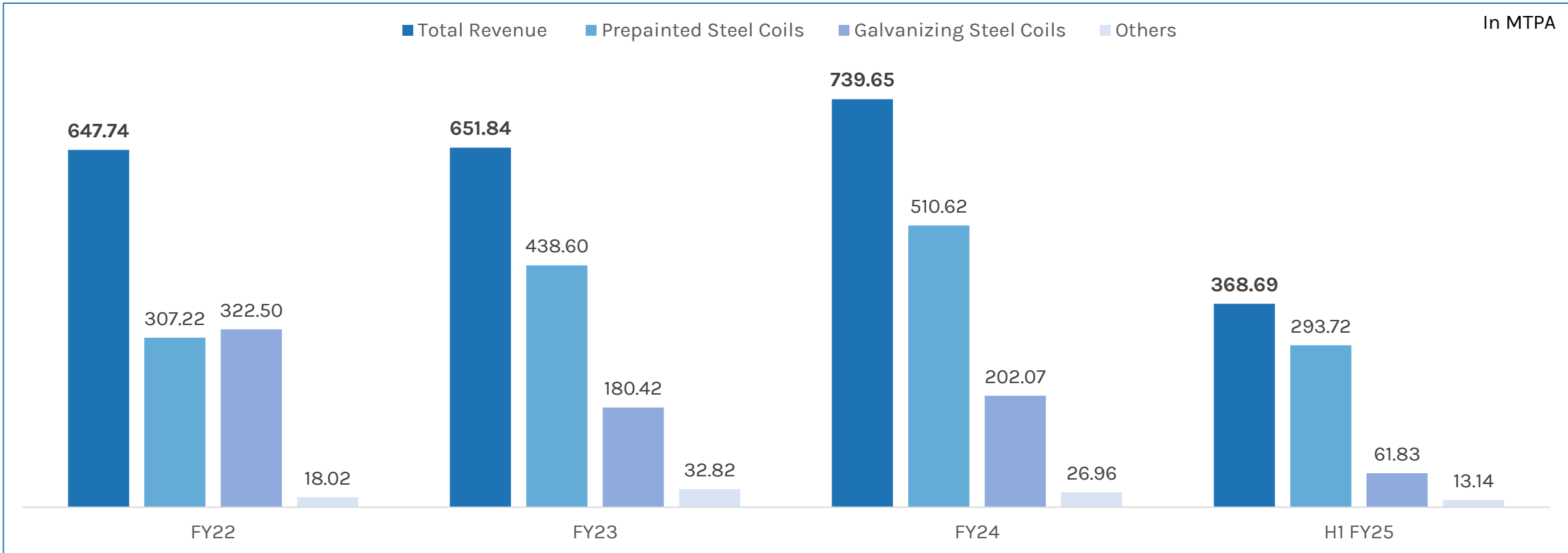
### EBITDA Margin Net Profit Margin



In FY23, the financial statement reflects an extraordinary income of ₹ 4.67 Cr.

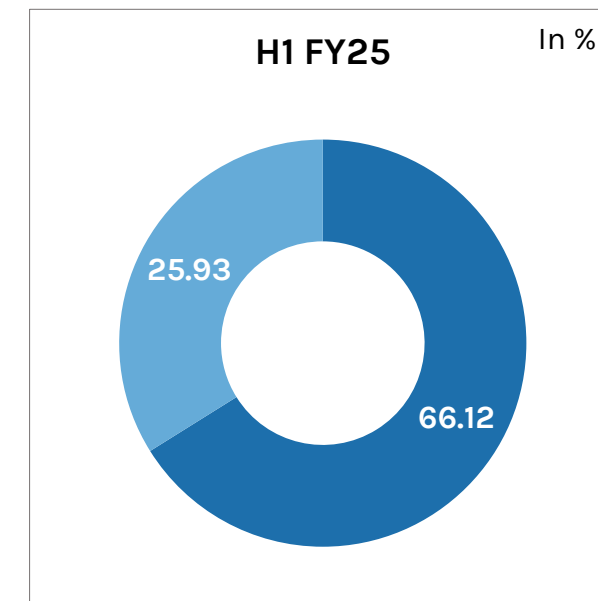
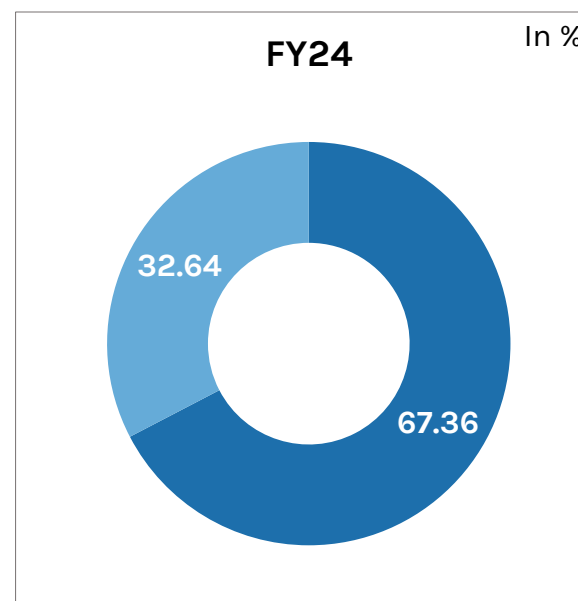
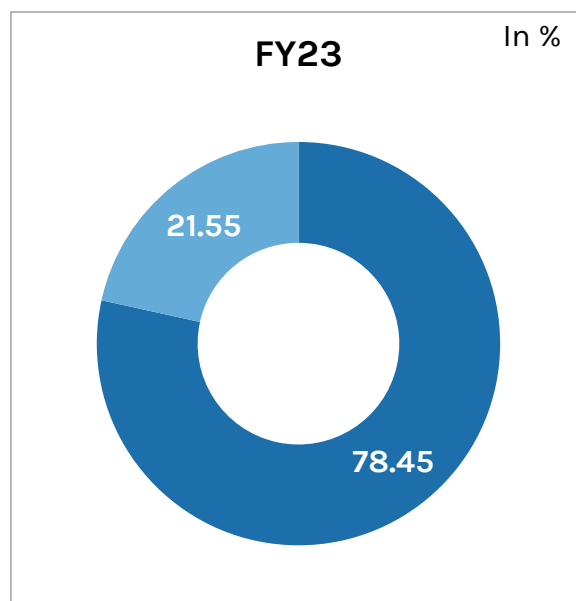
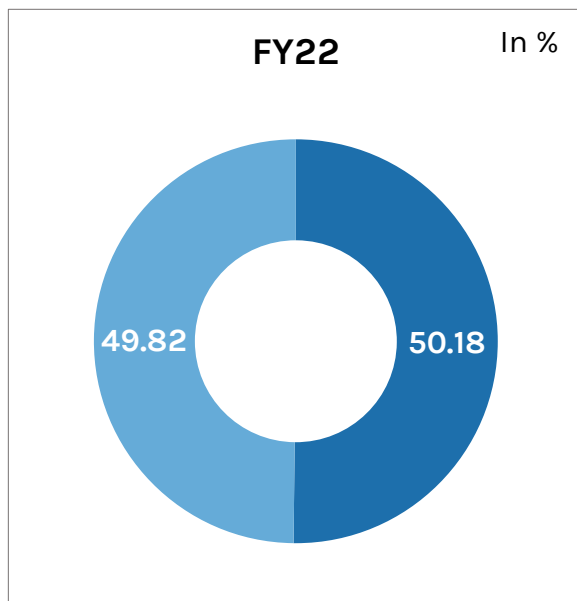
All Figures In ₹ Cr & Margin in %

# Product-Wise Revenue Breakdown



The company's value-added pre-painted steel coils have emerged as robust performers, indicating a promising growth area for the business. Additionally, the company has successfully leveraged the product's success, reducing its dependence on Galvanised steel products and boosting the share of pre-painted steel products in its sales.

# Export Vs. Domestic – Revenue Breakdown



■ Domestic Revenue

■ Export Revenue

Particulars	In ₹ Cr			
	FY22	FY23	FY24	H1 FY25
Domestic Revenue	327.16	512.97	498.25	243.74
Export Revenue	320.58	138.87	241.43	124.95
<b>Total</b>	<b>647.74</b>	<b>651.84</b>	<b>739.65</b>	<b>368.69</b>

The company has sustained a regular export order-book even with growing volumes  
Note: Imposition of Export duties led to restriction of exports during FY23

# Consolidated Profit & Loss Statement

In ₹ Cr

Particulars	FY21	FY22	FY23	FY24
Revenues	446.44	647.74	651.84	739.65
Other Income	2.63	8.56	5.50	6.53
<b>Total Income</b>	<b>449.07</b>	<b>656.30</b>	<b>657.34</b>	<b>746.18</b>
Raw Material Expenses	340.66	483.54	516.33	590.34
Employee costs	13.56	16.67	17.41	16.11
Other expenses	58.96	112.71	85.49	82.86
Total Expenditure	413.19	612.92	619.22	689.31
<b>EBITDA</b>	<b>35.88</b>	<b>43.39</b>	<b>38.12</b>	<b>56.87</b>
Finance Costs	19.32	23.09	21.84	32.75
Depreciation	9.06	8.89	9.19	9.21
PBT	<b>7.51</b>	<b>11.41</b>	<b>7.09</b>	<b>14.91</b>
Exceptional Items	0.00	0.00	4.67	0.00
PBT After Exceptional Items	<b>7.51</b>	<b>11.41</b>	<b>11.77</b>	<b>14.91</b>
Tax	1.66	2.78	2.41	3.67
<b>PAT</b>	<b>5.85</b>	<b>8.62</b>	<b>9.36</b>	<b>11.24</b>
<b>Total Comprehensive Income</b>	<b>5.55</b>	<b>9.20</b>	<b>10.60</b>	<b>11.55</b>
EPS	0.89	1.32	1.43	1.67

In FY23, the financial statement reflects an extraordinary Income of ₹ 4.67 Cr.

# Consolidated Balance Sheet

In ₹ Cr

Equities & Liabilities	FY21	FY22	FY23	FY24
Equity	6.55	6.55	6.55	7.43
Reserves	93.31	102.20	112.70	144.94
<b>Net Worth</b>	<b>99.86</b>	<b>108.75</b>	<b>119.25</b>	<b>152.37</b>
<b>Non Current Liabilities</b>				
Long Term Borrowings	71.68	66.37	76.85	61.40
Deferred Tax Liability	13.77	14.05	14.62	14.28
Long Term Provision	0.83	0.91	0.97	1.21
Other Non Current Borrowing	37.51	20.97	3.80	3.56
<b>Total Non Current Liabilities</b>	<b>123.79</b>	<b>102.30</b>	<b>96.25</b>	<b>80.45</b>
<b>Current Liabilities</b>				
Short Term Borrowings	65.70	103.05	105.49	117.44
Trade Payables	115.23	136.86	195.17	164.41
Current Tax Liabilities (Net)	0.00	2.14	1.24	3.28
Short Term Provisions	0.08	0.04	0.05	0.08
Other Financial Liabilities	12.14	10.05	9.39	2.44
Other Current Liabilities	21.69	20.80	21.31	16.70
<b>Total Current Liabilities</b>	<b>214.85</b>	<b>272.93</b>	<b>332.65</b>	<b>304.34</b>
<b>Total Equities &amp; Liabilities</b>	<b>438.50</b>	<b>483.99</b>	<b>548.15</b>	<b>537.15</b>

Assets	FY21	FY22	FY23	FY24
<b>Non Current Assets</b>				
Fixed Assets	186.84	170.52	170.79	168.31
Other Non Current Financial Assets	0.49	0.52	0.00	0.00
Other Non Current Assets	0.39	0.34	0.37	1.37
<b>Total Non Current Assets</b>	<b>187.73</b>	<b>171.38</b>	<b>171.16</b>	<b>169.68</b>
<b>Current Assets</b>				
Cash & Bank Balance	15.02	23.53	20.13	22.02
Inventories	152.33	200.57	254.58	230.68
Trade Receivables	46.99	48.40	43.49	55.54
Other Current Financial Assets	0.67	0.57	5.20	0.69
Other Current Assets	35.77	39.53	53.60	58.53
<b>Total Current Assets</b>	<b>250.77</b>	<b>312.61</b>	<b>376.99</b>	<b>367.47</b>
<b>Total Assets</b>	<b>438.50</b>	<b>483.99</b>	<b>548.15</b>	<b>537.15</b>

# Consolidated Cash Flow Statement

In ₹ Cr

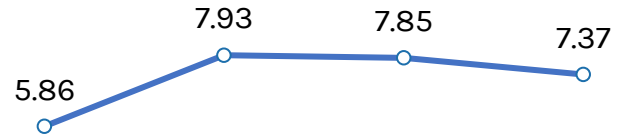
Particulars	FY21	FY22	FY23	FY24
Cashflow from Operations	19.57	-12.61	8.13	21.57
Cashflow from Investments	-5.83	8.77	-8.00	-6.19
Cashflow from Financing	-11.86	5.66	-5.62	-15.60
Net Cash flow	1.88	1.81	-5.48	-0.22
Opening Cash & Cash Equivalent	0.88	2.39	4.65	0.40
Closing Cash & Cash Equivalent	2.39	4.65	0.40	0.40



# Consolidated Key Ratios

## ROE

In %



FY21 FY22 FY23 FY24

## Debt To Equity

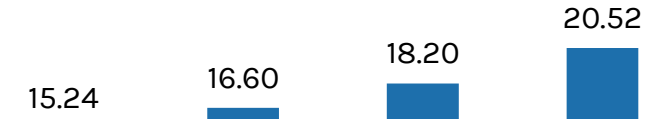
In Times



FY21 FY22 FY23 FY24

## Book Value

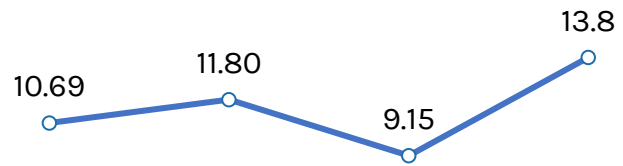
In ₹



FY21 FY22 FY23 FY24

## ROCE

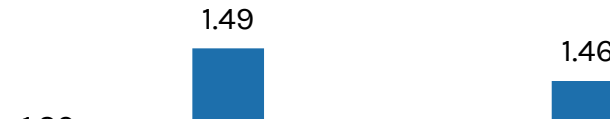
In %



FY21 FY22 FY23 FY24

## Interest Coverage

In Times



FY21 FY22 FY23 FY24

## EPS

In ₹



FY21 FY22 FY23 FY24

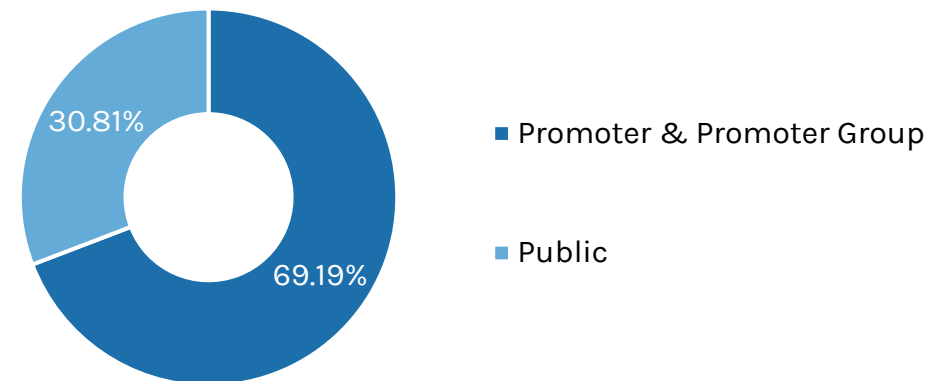
As on 0-11-2024

As on 30-09-2024

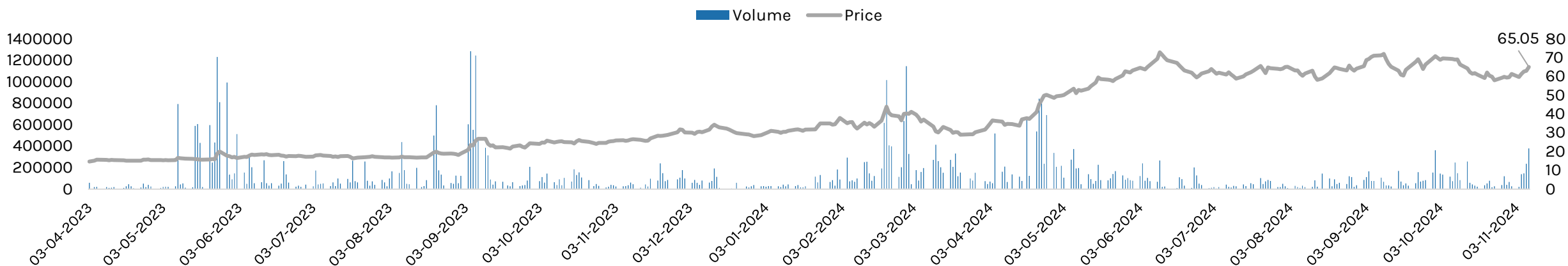
**NSE: MANAKCOAT BSE: 539046 | ISIN: INE830Q01018**

Share Price ₹	64.14
Market Capitalization ₹ Cr	476.36
No. of Share Outstanding	7,42,69,050
Face Value ₹	1.00
52 Week High ₹	73.80
52 Week Low ₹	25.05

## Shareholding Pattern

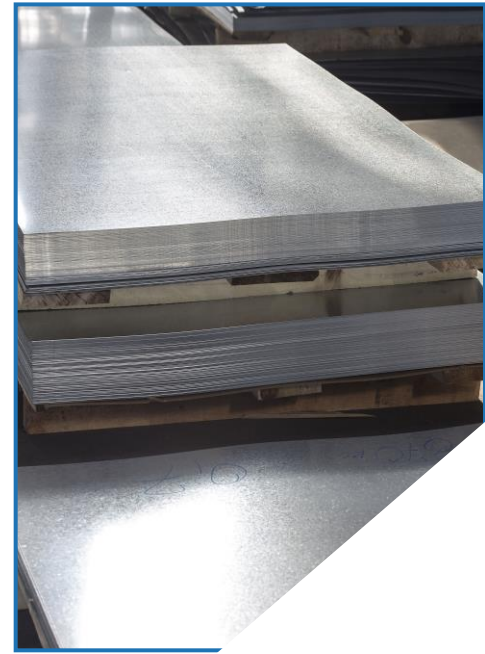
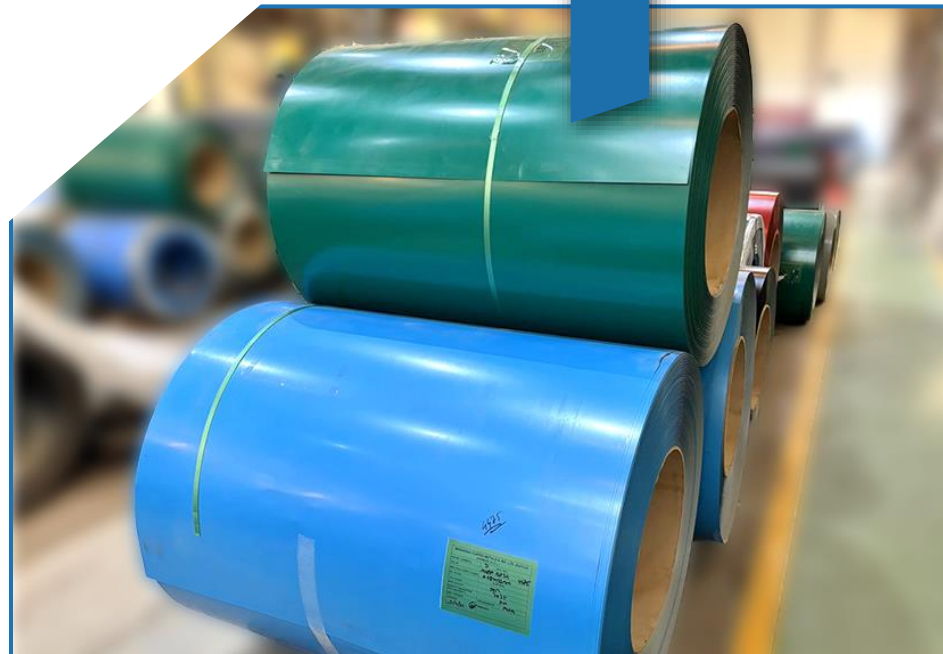


## Share Performance From 1<sup>st</sup> April 2022 Till Date



Source: NSE

# The Way Forward

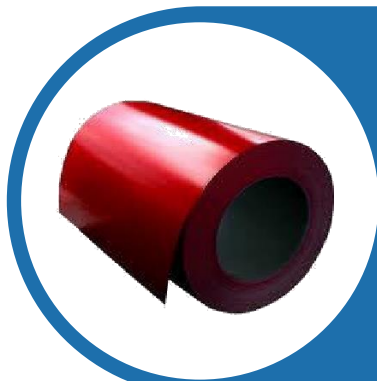


# Production Capacity

## Current Capacity

## Future Capacity Expansion

Pre-Painted Steel



**FY06**

40,000 MTPA

**FY22**

86,000 MTPA

Line Capacity increased

- New Electrical Upgrade
- New Incinerator

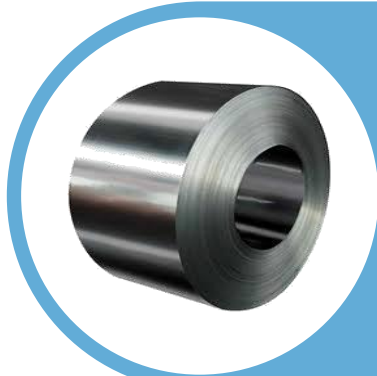
**FY26**

2,36,000 MTPA

Capacity increased by - 170%

(New CCL to be installed of capacity 150,000MT) (Phase 2)

Galvanised Steel



**FY18**

1,08,000 MTPA  
(New CGL commissioned)

**FY23**

1,32,000 MTPA  
(Increase in Capacity by upgradation of Furnace)

**FY25**

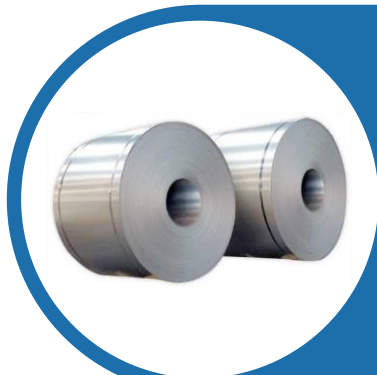
180,000 MTPA  
Capacity increased by - 36%

Conversion to Alu-Zinc and increase in capacity to 25MT/HR (Phase 1)

**FY27/FY28**

360,000 MTPA  
Capacity increased by - 100%  
Addition of new Alu-Zinc Coating Line - 2 (Phase 3)

Cold Rolled Steel



**FY27/FY28**

300,000 MTPA  
(CRM COMPLEX)  
(CRM HITACHI)  
(Phase 3)

# Galvanising Infrastructure: Transforming GI to GL (Phase 1- Q4 FY25)

Transition from manufacturing Galvanised steel to Alu-Zinc Coated Steel

**Phase 1 Expansion:** Upgrading to Superior Technology and Line Speed Increase.

**Capacity Expansion:** From 1,32,000 MT/Annum To 180,000 MT/Annum

**Composition of Alloy-Coated Product by Weight:**

55% Aluminium, 43.5% Zinc, 1.5% Silicon.

**Features & Benefits:**

High Heat Reflectivity, Shiny Appearance, and Paint-free Usability, ideal for High-Corrosion Environments.



Automatic and Continuous Galvanising Process Used



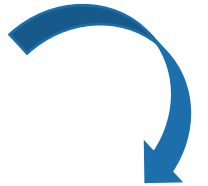
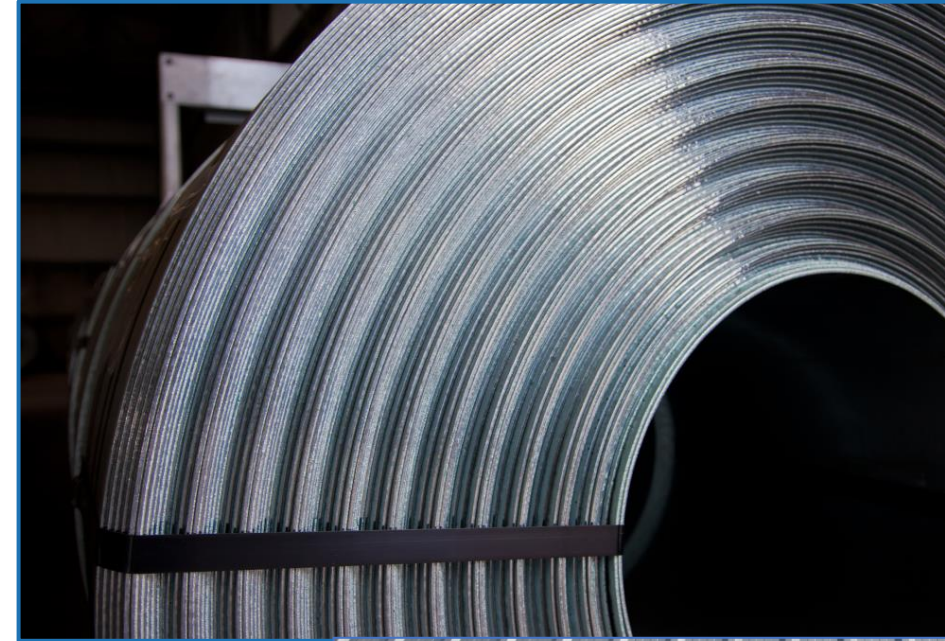
3x Corrosion Resistance



Capacity Enhanced By 36%

## Alu - Zinc Coating Advantages:

- Demand for the Aluminum Zinc Coating is growing at a significantly higher rate compared to galvanised steel.
- It has greater market acceptability than galvanised steel.
- There are fewer competitors in the market offering this product.
- The product commands a premium price over galvanised steel.
- Aluminum- Zinc Coated Steel out performs regular Zinc coated steel by providing much better corrosion resistivity, even after having 40% lower coating weight.



## Financial Outlook:

**Upto 40%** EBITDA growth is anticipated following the conversion to this product, without considering the increased capacity and higher productivity possible.



Aluminum Zinc Coating

# Investment - Other Infrastructure (Phase 1 - FY25)

## New Coil Slitting Line: Precision Slitting facility for GI and PPGI coils

### Value Addition

Provides enhanced product customization and improves quality for specialized applications

### Target Market

Designed to meet the specific needs of OEMs in the white goods and automotive industries

## New Coil Slitting Line: Capacity 30,000MT



## 6 MW Solar Power Plant Planned : Reduce carbon footprint and power costs

### Sustainability Initiative: Transition to Renewable Energy

- Aiming to meet the markets demand of green steel
- Driven towards sustainable industrial practices
- Reduction in total effective power cost by 35%-45%
- Lowering carbon emission footprint for the company and the product



# New Color Coating Line – CCL 2 (Phase 2 - FY26)

Thickness Range :  
**0.3mm - 1.2mm**

Expected line Capacity:  
**150,000 MT**

Width:  
**610- 1450mm**

Paint Systems:  
**RMP, SMP, SDP & PVDF**

Max Line Speed:  
**90MPM**



The Color Coating Line is targeted to produce material suitable for White Good Appliances.

1. In talks with Equipment Suppliers (SMS, Danieli, John Cockrill & Yogiji Digi)
2. Having 2 Coat 2 bake system with quick changeover to improve production efficiency.
3. Ovens to have RTO technology (Regenerative Thermal Oxidizer), to ensure the best fuel efficiency.
4. 3 color printing facility - for possibility of creating various designs and patterns like wood finish.
5. Provision of adding Hot Lamination section for producing Laminated Steel Coil.





## Cold Rolling Mill

- IMPORTED Hitachi 6Hi CRM, having capacity of **300,000MT/PA**
- New Hitachi Make Electrical Drives and AC Motors

Maximum Speed:  
**1450mpm**

Input Thickness:  
**1.5mm – 4.5mm**

Output Thickness:  
**0.15mm – 2.3mm**

Width:  
**610-1330mm**



## Other Equipment In CRM Complex:

- HR Slitter
- Push Pull Pickling Line
- Acid Regeneration Plant (ARP)
- Roll Grinder
- CR Edge Trimmer / Rewinding

Adding a second aluminum zinc coating line – To enhance downstream product capacity



Capacity Increase By 100%

**Capacity Expansion**  
From 180,000 MTPA To 360,000 MT/Annum

### Strategic Impact

- Facilitate full utilization of new cold rolling capacity.
- Enhanced product quality with superior corrosion resistance.
- Increased production efficiency and flexibility.

### Technological Advancements

- Introduction of a Shifting/Interchangeable Pot Mechanism.
- Inline incorporation of the Aluminum Zinc & Magnesium coating technologies to enhance product durability and performance.

MCMIL prioritizes societal, ecological, and environmental well-being. CSR is integral for sustainable business, promoting inclusive practices



## Company CSR activities focuses on:



Education



Healthcare



Environment

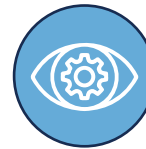


Community Development



### Mission:

Pursue initiatives focused on enhancing societal welfare and environmental sustainability with a long-term perspective



### Vision:

Changing lives in pursuit of collective development and environmental sustainability.

In the fiscal year 2023-2024, Company allocated funds towards Corporate Social Responsibility (CSR) initiatives across several trusts

Pariwar Milan

Lions North Calcutta  
Hospital & Medical  
Centre

Bharat Scouts Guides

Central Chinmaya  
Mission Trust

Jivan Jyot Foundation

Friends Of  
Tribal Society

Company also focused on local development initiatives aimed at supporting villages surrounding its factories

# Building A Better Tomorrow: Sustainable Practices & Green Initiatives

The ESG Policy prioritizes environmentally responsible practices, aiming to minimize adverse impacts on employees, communities, and the environment.



Zero discharge  
infrastructure in  
Gujarat



Waste management  
with effluent  
treatment plant



Plants 150 trees every  
year



6 MW Solar Power  
plant planned



Reduced carbon  
footprint

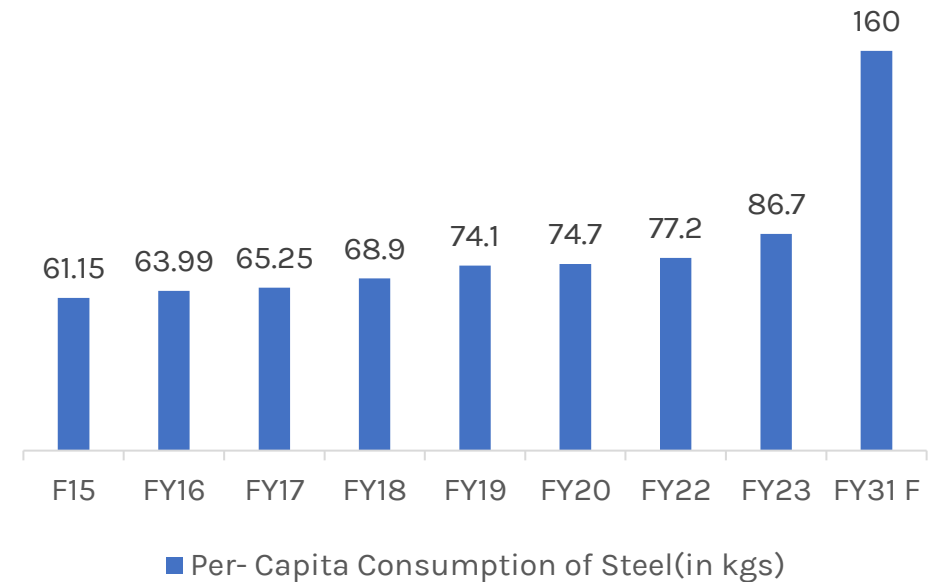


# Steel Industry Set To Surge: Diverse Sector Growth Driving Expansion

The steel industry is poised to experience growth driven by diverse sector:

- FY24 witnessed India's crude steel production at 94.01 MT and finished steel production at 88.81 MT.
- Anticipated 11% increase in steel consumption in India's infrastructure segment by FY26.
- The Pre-painted steel coil market was valued at USD 12.45 billion in 2022 with an expected 8.0% CAGR from 2023 to 2030.
- Meanwhile, the global Galvanised steel market, worth \$98.80 billion in 2023, is projected to grow at a 5.9% CAGR, reaching \$166.09 billion by 2032.
- Other major sectors like consumer goods (45% of demand) and process industry (25%) also set to grow at 7-9% CAGR over the next 3-5 years
- India's annual per capita steel consumption is 77 kg per annum and is one-third the global average (233 kg).

Per - Capita Consumption of Steel (In kgs)



## Strong Financial Performance

The company posted a **26.04%** y-o-y revenue growth and an exceptional **2,320%** PAT increase, highlighting its strong profitability and financial stability for future success..

## Diversified Product Portfolio with Alu-Zinc Addition

The company's product portfolio includes pre-painted steel, galvanized steel, and Alu-Zinc coated products.

The addition of Alu-Zinc enhances margins and corrosion resistance, enabling the company to target high-growth sectors.

## Competitive Strengths

Strong partnerships with OEMs and distributors ensure steady revenue streams and a competitive edge.

The company benefits from limited competition in the Alu-Zinc segment, providing pricing power.

## Operational Efficiency and Sales Growth

The company has achieved good growth in sales volume over the last three years.

Proximity to Mundra and Kandla ports enables cost-effective exports and streamlined operations.



## Technological Advancements & Expansions

The company is expanding cold-rolling and color-coating capacity to **300,000 MT by FY27/28**.

And plans to commission a new Alu-Zinc line by FY25, enhancing its product portfolio and profitability.

## Experienced Management Team

The company's leadership team brings a combined experience of over **100 years** in the metals and coatings industry, driving operational excellence and strategic market expansion.

## Expanding Global Market Presence

Exports contribute **32.64%** of revenue, with the company serving **22** countries across Europe, Africa, and the Middle East.

Leveraging Three-Star Export House recognition advantages to expand its global footprint.

## Positive Market Trends & Growing Demand

The rising demand for Pre-painted steel coil (expected to grow at **8% CAGR** globally from 2023 to 2030) is fueled by applications in construction, appliances

## Sustainability and Green Initiatives

With a **6 MW** solar power plant and focus on zero liquid discharge.

MCMIL reduces energy costs and aligns with global ESG standards, aiming to lower emissions by **35%-45%**.

# Thank You



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