

IT'S HAPPENING

NOW



# 56<sup>th</sup> Annual General Meeting

Sept. 28, 2019

# Agenda

## Operational Excellence

- Mr. Alok Agarwal, Director, Quality & Technical

## Financial Presentation

- Ms. Smita Agarwal, Director & CFO

## Chairman's Speech

- Mr. Sachin Agarwal, Chairman & Managing Director

## Proposed Resolutions

## Open House

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# Operational Excellence



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# INVESTORS PRESENTATION

**GROWING**

**NUMBERS**

# Safe Harbour Statement

Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.

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# Agenda

Overview of PTC Industries

Financial Performance

Strategy

Outlook

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# A Brief Overview

Established in 1963 – now the largest Replicast® foundry in the world

2 foundries and 2 CNC machine shops with the most advanced manufacturing capabilities and equipment

Exporting over 75% to European Union countries and US, for over 35 years

Producing Stainless Steel, Duplex, Super Duplex, Nickel & Cobalt alloys, Creep Resistant, NAB, etc.

Recipient of prestigious National R&D award from the Indian Government in 2006

Winner of Confederation of Indian Industries (CII) – Industrial Innovation Awards 2018 – Manufacturing – Medium, category

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# A Brief Overview

Many technologies - Investment Castings, Centrifugal Castings, Replicast®, RapidCast™ & forgeCAST™

Fully automated, robot assisted manufacturing capability with latest equipment and infrastructure

The first Titanium Casting facility in India

The first commercial Hot Iso-static Pressing facility in India

Supplying for Oil & Gas, LNG, Marine, Aerospace, Valves & Flow Control, Paper, Power, etc.

Flagship Project Delivered - "The Advance Manufacturing Centre – AMTC"



Energy



Pulp &  
Paper



Subsea &  
Offshore



Industrial  
Turbines



Oil & Gas



Process  
Industry

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# Business Framework

## MISSION

To be a leading global manufacturer of engineered metal components, products and systems through sustainable, disruptive and innovative technologies.

## VISION

#1 choice in the markets we serve, creating value through innovative solutions.

## VALUES

- Enhance the quality of life of all our stakeholders
- Be sustainable in all aspects
- Be a safety conscious responsible employer
- Be committed to quality
- Nurture talent and foster self belief
- Take pride & passion in the company
- Respect our partners
- Be customer centric
- Be agile and performance driven
- Be honest and have empathy

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# Our Values

aspire

AGILITY

SUSTAINABILITY

PASSION

INTEGRITY

RESPECT

EMPATHY

**aspire** *verb.* to rise to a greater height

**To aspire is to achieve.** At PTC, to aspire is to start all things. Aspire sits at the beginning of our motto of *Aspire. Innovate. Achieve.* and now, Aspire also represents the values that motivate us to achieve our best, that drive us to work towards our purpose, and that define the framework within which we operate.

# State of the art manufacturing

*A clean, green & lean facility*



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# Our Management Team

- Professionally qualified
- Over 150 years of combined experience
- Unmatched technical capabilities

Sachin Agarwal  
Chairman & MD



Smita Agarwal  
Director and CFO



Anthony Rowett  
Chief Operations Officer



Priya Ranjan Agarwal  
Director, Marketing



Alok Agarwal  
Director, Quality & Tech.



Ashok Shukla  
Executive Director



# A few of our accolades



PTC recognised as one of 16 Hidden Gems of the country by Forbes India magazine

PTC MAKES A VERY SMALL SHARE OF THE CASTINGS PRODUCED IN INDIA, BUT IT IS THE END-USE OF THESE PRODUCTS THAT SETS THE COMPANY APART



1,800 tonnes from three plants. It is a very small percentage of the castings produced in India, that is the end-use of these products that sets the company apart. It is the end-usage in India to have its business on different and diverse technologies. In recent years, the company, in association with CTE, is using a new technology called RapidCast, which promises to revolutionise the industry by breaking weight barriers. PTC is the only company in the world that produces 2,500 kg single piece cast using remote moulding.

The company is expected to show a 10 percent jump in sales and profit for FY2018. To keep up with the demand, it is building a 10,000-sq-ft plant in Lucknow, expanding the existing unit, which will quadruple the annual capacity of its Lucknow unit. The new unit will become operational in 2018-19.

**WHY IT WAS HIDDEN**

For one, its Lucknow unit is not viewed as a thriving industrial centre. In business, business model remains and used apart from trials.

PTC Industries creates cast and specialised products from stainless steel and high alloy welded cast metals, and has been doing so for 50 years. The business went through rough times in the late 1990s, when China became the main international manufacturing hub for stainless. Then, in 2006, Suresh and his sons Sushil, were 42, read about a new moulding and casting technology as a family magazine. The technology had been developed by Casting Technology International (CTI), a US-based non-profit trade and research organisation, which thought it was a game-changer. The father and son were wowed by the field-to-market (FTM) regimen. CTE was initially hesitant to sell

its technology to an Indian firm in June 2010, after 70 trials a year for them to agree, says Sushil, who now heads daily operations at PTC. To tackle the threat from China, PTC had to, and later invested in, the CTE proprietary technology called RapidCast, which is used to manufacture complex precision stainless steel castings required by power, aerospace and oil exploration companies, among others. It was a crucial moment, one that not only changed PTC's business but also helped it acquire a unique identity.

Today, PTC Industries are worth stands at Rs. 100 crore, according to the promoters, with revenues of the 122 crore for FY2018.

**THE MEN BEHIND IT**

Suresh, was an entrepreneur, was an entrepreneur from IIT Delhi in the 1970s. When he was employed at Terex, an engineering and hardware company in India, a business colleague suggested that he get into investment casting, one of the oldest metal forming techniques. In 1983, he founded Prerogative Trade and Casting, later renamed PTC.

But it was not until the 90s, when the company started adopting international level, that PTC became a name to reckon with. A



National Award for R&D in the Industry from the Government of India



Received Special Jury Award for MSMEs in the 2017 TIME India Awards

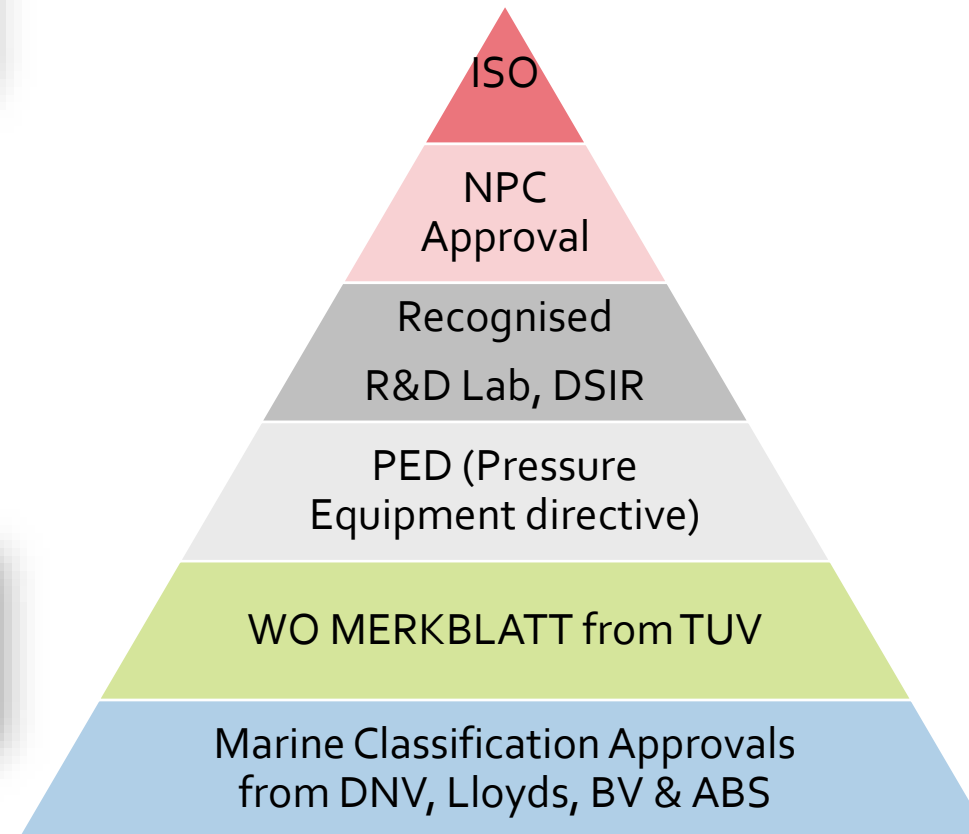


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# Approvals & Certifications

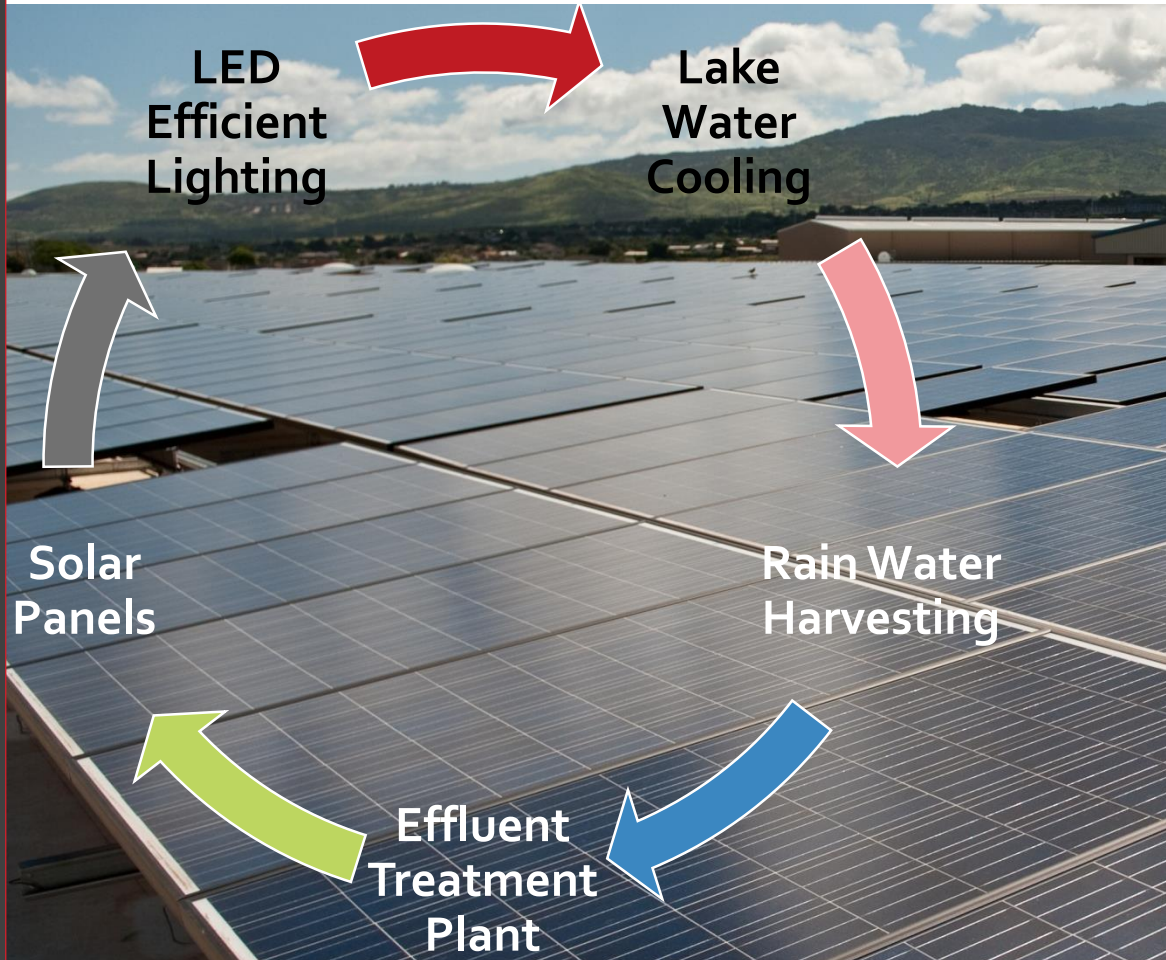


- Certified Quality Management System
- Our philosophy is “Quality is not a coincidence, it is a habit”
- Commitment to the process of continuous improvement.



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# Sustainable Manufacturing



- Comprehensive Environmental Management System
- Commitment to minimising negative impact on the environment, and to managing the impact we do have.
- This means that we abide by all the applicable standards and laws, and continue to monitor and improve our processes so far as reasonably practicable.
- Constant improvement is undertaken in all our practices to have a positive impact on the environment

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## Just a few of Our Customers

**Rolls-Royce®**

**SIEMENS**



**EMERSON™**



**WÄRTSILÄ**



**ALSTOM**



**metso**



**LARSEN & TOUBRO**

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# Agenda

Overview of PTC Industries

Financial Performance

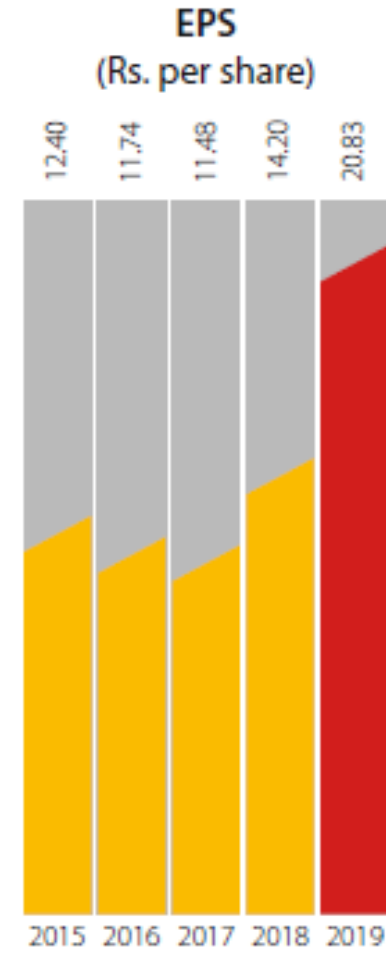
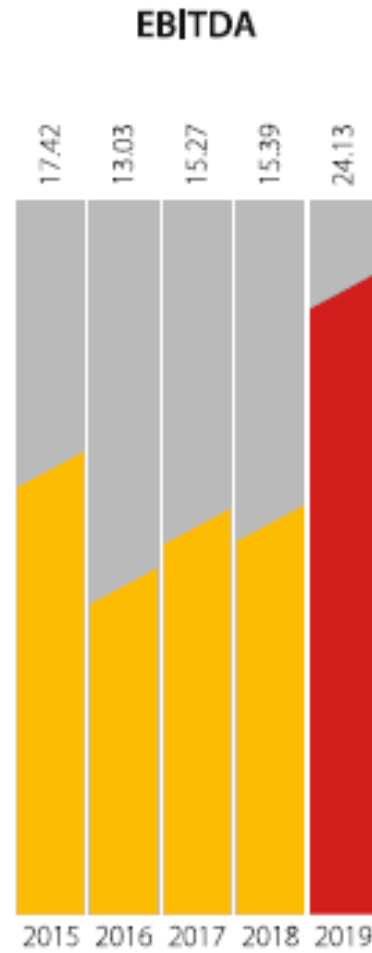
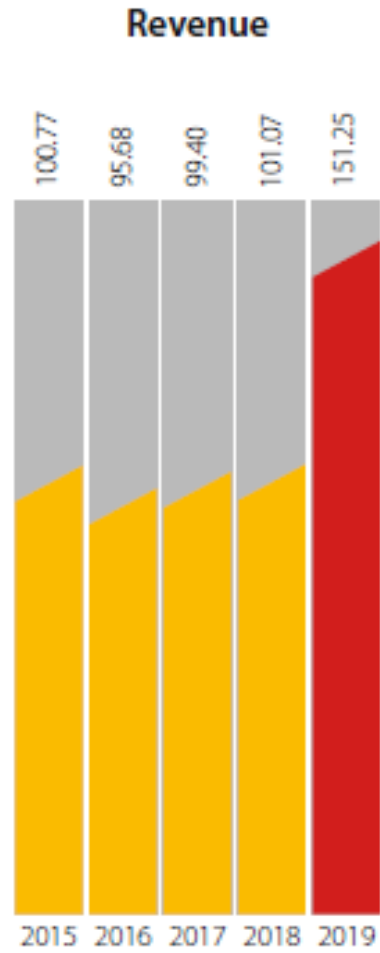
Strategy

Outlook

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# Financial Highlights

(Rs. In Crores, unless stated otherwise)



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# Financial Highlights

(Rs. In Crores, unless stated otherwise)

**Profit Before Tax**



**Net Worth**



**Book Value of Shares  
(Rs. per share)**

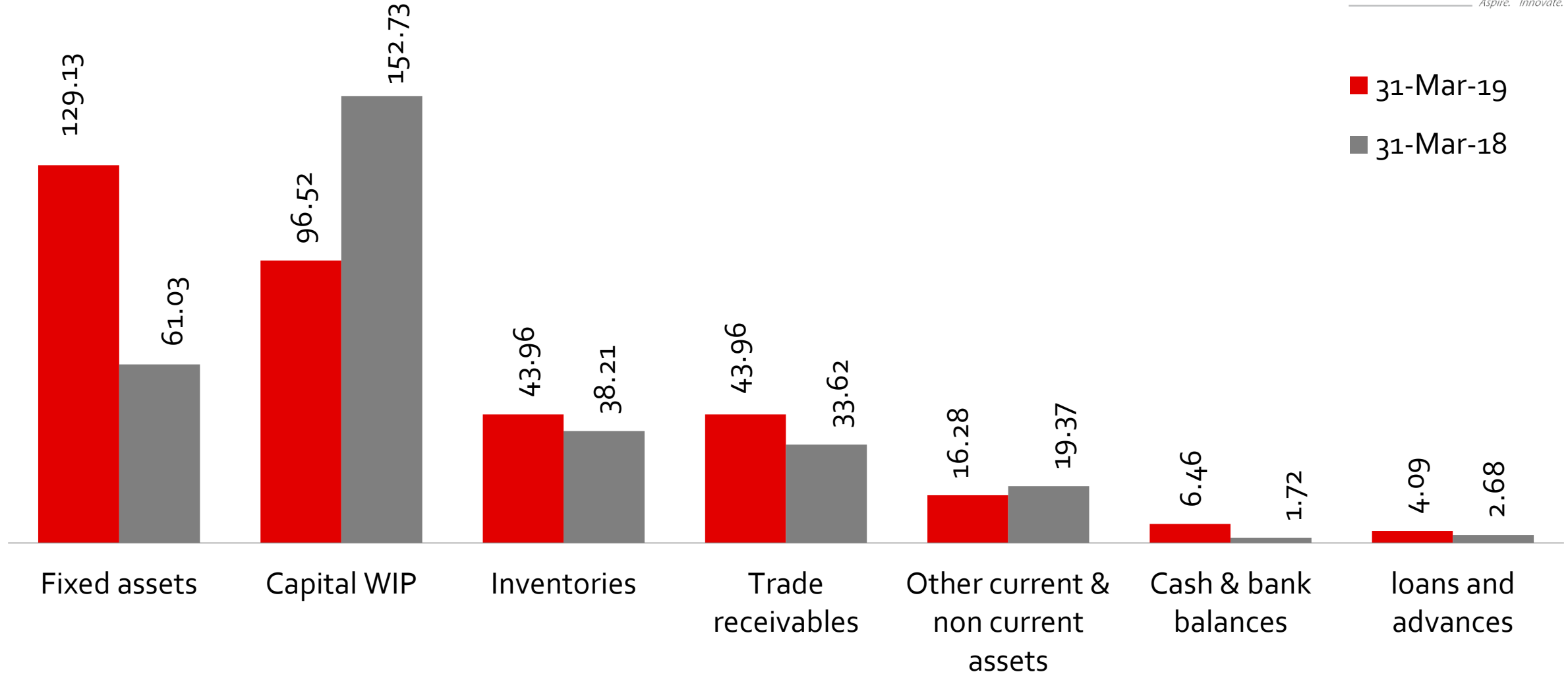


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# Balance Sheet (Rs. In Crores)

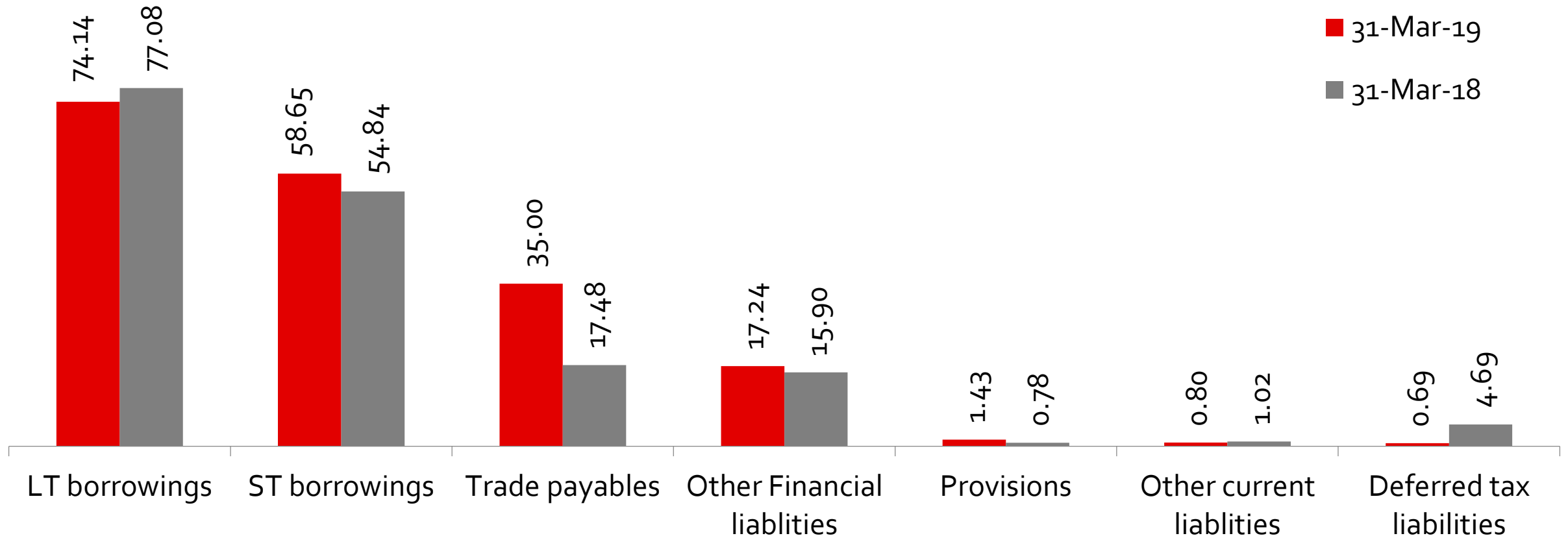
<b>Particulars</b>	<b>As at 31-Mar-19</b>	<b>As at 31-Mar-18</b>	<b>Change</b>	<b>% to Yr. 2018</b>
<b>Assets</b>				
Non current assets	230.133	218.94	11.18	5%
Current assets	110.26	90.41	19.85	22%
<b>Equity &amp; Liabilities</b>				
Equity	140.39	129.51	10.87	8%
Deferred Income	11.55	7.88	3.66	46%
Non current liabilities	75.59	82.46	- 6.87	-8%
Current liabilities	112.85	89.48	23.37	26%

# Assets (Rs. In Crores)



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# Liabilities (Rs. In Crores)



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# Profit & Loss (Rs. In Crores)

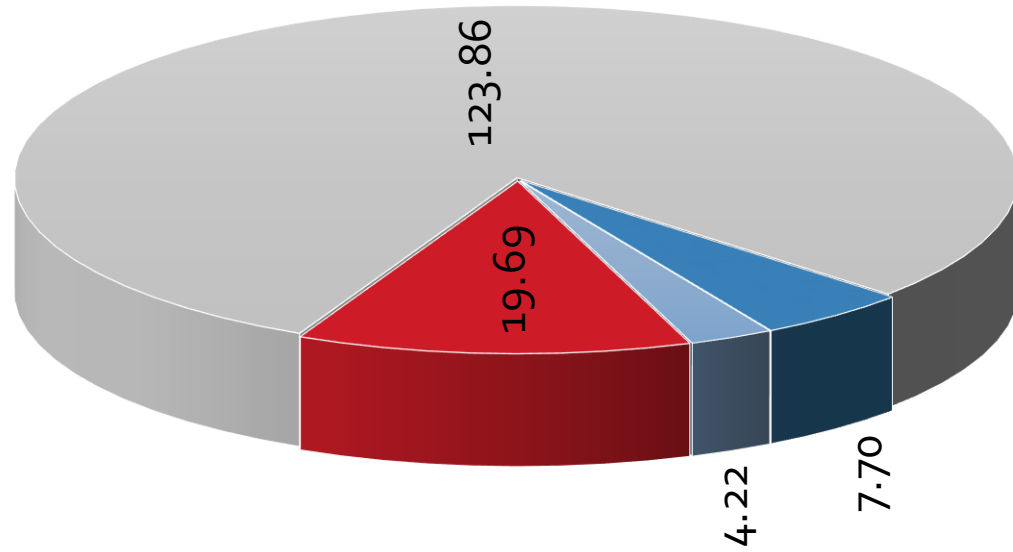
Particulars	As at	% of	As at	% of
	31 March '19	Revenue	31 March '18	Revenue
Revenue from operations, net	151.24		101.33	
Other income	4.22		2.89	
<b>Total Income</b>	<b>155.46</b>		<b>104.22</b>	
Cost of materials consumed	44.79	30%	25.22	25%
Changes in inventories of finished goods and WIP	- 4.11	-3%	2.25	2%
Excise Duty	-	0%	0.27	0%
Employee benefits	19.46	13%	16.50	16%
R&D expense	1.11	1%	0.86	1%
Finance costs	9.21	6%	4.02	4%
Depreciation	9.09	6%	5.76	6%
Stores and spares consumed	21.86	14%	12.80	13%
Power and fuel	14.36	9%	9.17	9%
Other expenses	29.63	20%	18.88	19%
Exceptional items	0.62	0%	-	0%
<b>Total expenses</b>	<b>146.04</b>		<b>95.73</b>	

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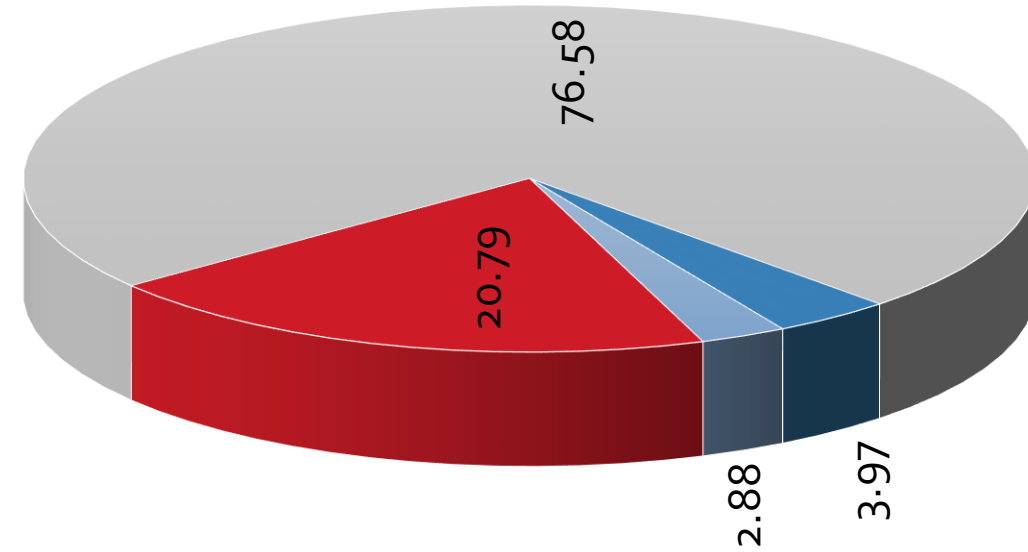
# Income (Rs. In Crores)

■ Domestic ■ Export ■ Other Operating Income ■ Other Income

**2018-19**

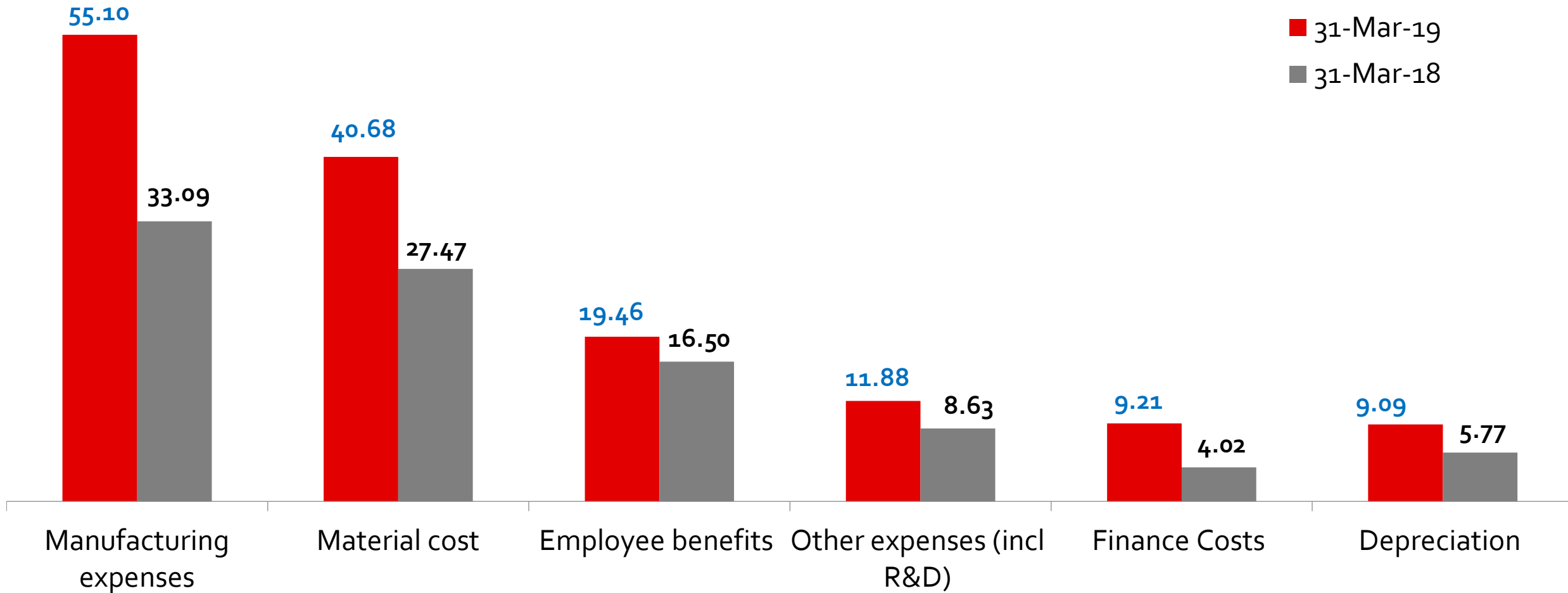


**2017-18**





# Expenditure (Rs. In Crores)



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# Agenda

Overview of PTC Industries

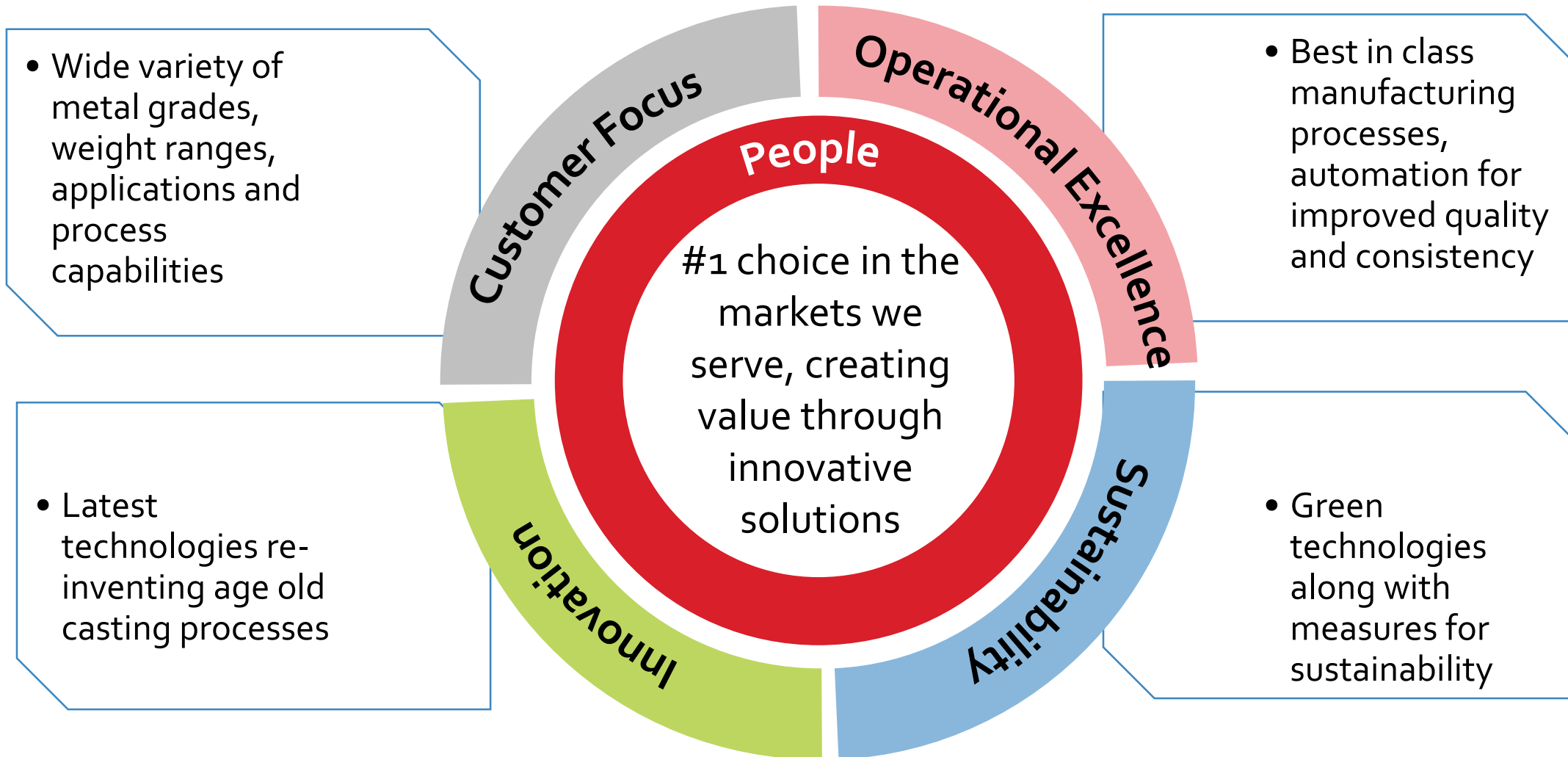
Financial Performance

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# Our Strategy



# Pathbreaking technologies



## Replicast<sup>®</sup>

Near net shape casting solutions



## RapidCast Ultra<sup>™</sup>

Quality – Value – Speed for large components



## forgeCAST<sup>™</sup>

Where castings and forgings converge

## PowderForge<sup>™</sup>

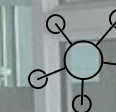
Net shape powder formed high integrity parts

## Printcast<sup>™</sup>

Quick print complex 3D patterns

## TiCast<sup>™</sup>

Reactive alloy casting



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# What can PTC offer?

Unparalleled capabilities across the world for high integrity metal cast parts for critical and super critical applications

## Quality

- High integrity castings with no size or weight limitation
- Superior dimensional precision, accuracy, surface finish and better internal soundness

## Value

- Large 'Near Net Shape' castings - Casting the 'Un-Castable'
- Reduced casting weight and machining allowances

## Speed

- Reduction in 'Time to Market' and 'Delivery Lead Time'
- 'Virtual Tooling' to eliminate time for Die manufacturing or modification

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Overview of PTC Industries

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## Large global market for cast metal components

- With growth in manufacturing activity, demand for products will grow
- Requirement for critical parts and indigenous capabilities

## Synergy of technologies and processes under one single roof

- Investment in technology and equipment for best-in-class manufacturing
- Development of product platforms and manpower up-gradation

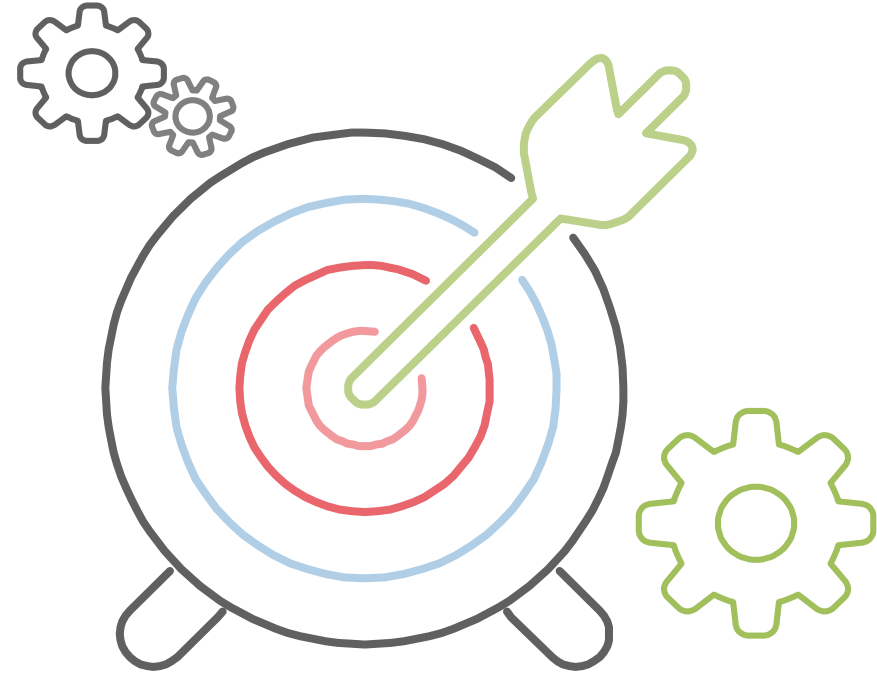
## Building sustainability and enhanced value for all stakeholders

- Optimisation and redesigning to minimise environmental impact
- Value creation through more efficient solutions

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# The PTC Advantage

- Full-Service Supplier and integral part of the value chain
- Safe, healthy, green working environment
- Innovative, pioneering new technologies
- World Class, State of the art factory - AMTC
- Quality Management system within an environment of continuous improvement



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**A NEW VISION,  
A NEW MISSION,  
A NEW REALITY.**

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# Proposed Resolutions

## ORDINARY BUSINESS:

- 1. To consider and adopt the audited financial statements of the Company for the financial year ended March 31, 2019 and the reports of the Board of Directors' and Auditors' thereon.**

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# Proposed Resolutions

## ORDINARY BUSINESS:

2. To appoint a director in place of Mr. Alok Agarwal, who retires by rotation and being eligible, offers himself for re-appointment.

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# Proposed Resolutions

## ORDINARY BUSINESS:

3. **Appointment of M/s. Walker Chandiook & Co. LLP, Chartered Accountants, New Delhi, as the Statutory Auditors of Company.**

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# Proposed Resolutions

## SPECIAL BUSINESS:

4. **Appointment of Ms. Smita Agarwal, as a Whole Time Director (Woman Director) of the Company.**

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# Proposed Resolutions

## **SPECIAL BUSINESS:**

- 5. Re-appointment of Mr. Krishna Das Gupta (DIN: 00374379) as an Independent Director for a second term of five consecutive years.**

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# Proposed Resolutions

## SPECIAL BUSINESS:

6. **Re-appointment of Dr. Rakesh Chandra Katiyar (DIN: 00556214) as an Independent Director for a second term of five consecutive years.**

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# Proposed Resolutions

## SPECIAL BUSINESS:

7. **Re-appointment of Mr. Ajay Kashyap (DIN: 00661344) as an Independent Director for a second term of five consecutive years.**

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# Proposed Resolutions

## SPECIAL BUSINESS:

8. Appointment of Mr. Vishal Mehrotra (DIN: 08535647) as an Independent Director of the Company.

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# Proposed Resolutions

## SPECIAL BUSINESS:

### 9. Proposal for Issue of ESOP.

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# Questions?

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