

**Pitti Engineering Limited**

(Formerly Pitti Laminations Limited)

ISO 9001:2015 ISO 14001:2015

[www.pitti.in](http://www.pitti.in)



February 14, 2023

To  
BSE Ltd  
Floor 25, P J Towers, Dalal Street  
Mumbai – 400 001

To  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051

Scrip Code: 513519

Scrip Code: PITTIENG

Dear Sirs,

Sub: Investor Presentation - Financial Results for the quarter and nine-months ended  
December 31, 2022

We enclose a copy of the Investor Presentation with regard to the Company's Unaudited Financial Results for the quarter and nine-months ended December 31, 2022.

Thanking you,

Yours faithfully,  
For Pitti Engineering Limited

Mary Monica Braganza  
Company Secretary & Compliance Officer  
FCS:5532

CIN: L29253TG1983PLC004141

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# Pitti Engineering Limited

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INVESTOR PRESENTATION

Q3 - FY23

# Disclaimer



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

## Management Commentary



Pitti Engineering Limited had a positive financial growth in the Q3 FY2023.

The Company has recorded a net profit of ₹ 12.13 crore indicating a year-on year growth by 4.57% against a revenue of ₹ 239.08 crore.

Our EBITDA recorded 13.24% year-on-year growth.

The construction of new sheds and other expansion related work is on track and we expect to meet our earlier announced deadline of completion of the capex by the end of Q2FY24.

Steps taken to reduce working capital requirements by inventory optimization have started yielding tangible benefits

We as a Company have developed laminations which serve dual purpose of power generation and water pumping. It is because of our sincere service to our customers that we also bagged prestigious order for making shafts.

The demand outlook for FY24 remains strong and we expect to post about 20% volume growth next year.



## Sectoral update





## Key macroeconomic indicators

- Indian economy is projected to have grown by 7% in FY23 and is expected to grow to 6.4% in FY24.
- Inflation is now moderating, coming down from record high levels witnessed at the beginning of 2022.
- Consumer demand and industrial output is gradually recovering. However, rising input costs remain a challenge to overcome.
- High frequency indicators such as GST collections, power consumptions, railway freight and air traffic are growing significantly.



## Budget Highlights

- Significant hike in the capital expenditure of Union Government - increased capital investment allocation by 33.40% to INR 10 lakh crore - is expected to add further impetus for business growth.
- The highest ever capital outlay of Rs 2.4 lakh crore for the Indian Railways - will benefit our business both directly and indirectly.
- The Production Linked Initiative (PLI) Scheme for domestic production of specialty steel with an outlay of ₹6,322 crore is approved by the Indian government and will take effect in FY23–24.



## Quarterly highlights

- ✓ Revenue of ₹ 239.08 Crores in Q3FY23 – down by 9.94% on YoY basis
- ✓ EBDITA of ₹ 38.82 Crores in Q3FY23- up by 13.24% on YoY basis
- ✓ PAT of ₹ 12.13 Crores in Q3FY23- up by 4.57% on YoY basis

Revenue de-growth in absolute terms during the quarter is on account of softening of raw material costs, while we have growth in sales volumes on YoY basis to 9,150 MT as compared to 8,542 MT in Q3FY22



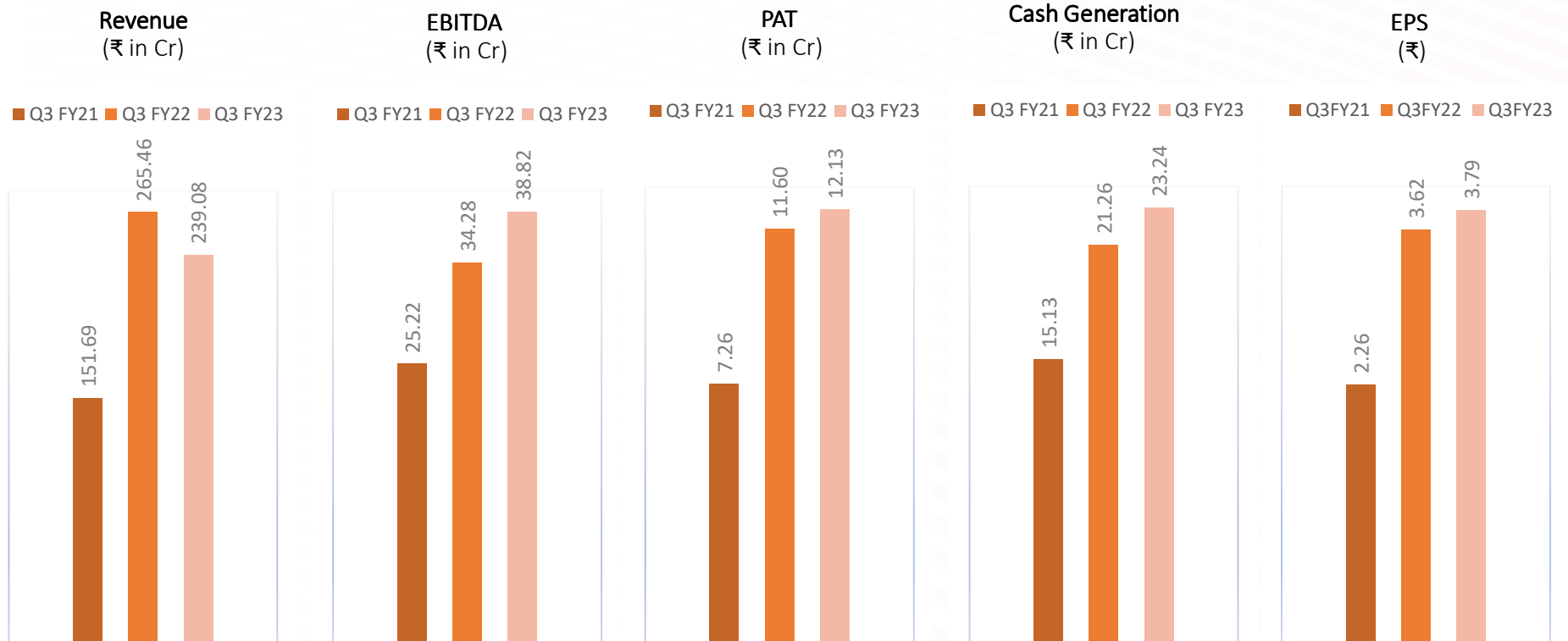
## Q3 - Key performance indicators



(₹ in Cr)

Particulars	Revenue	EBITDA	PAT
Q3 FY23	239.08	38.82	12.13
Q3 FY22	265.46	34.28	11.60
<b>Year-on-Year</b>	<b>(9.94)%</b>	<b>13.24%</b>	<b>4.57%</b>
Q3 FY21	151.69	25.22	7.26

# Q3 - Key performance indicators



## Q3 - Performance snapshot



(₹ in Cr)

Particulars	Q3 FY23	Q3 FY22	YoY change	Q3 FY21
Revenue from operations	237.96	264.83	(10.15)%	151.32
Other income	1.12	0.63	77.78%	0.37
<b>Total Income / Revenue</b>	<b>239.08</b>	<b>265.46</b>	<b>(9.94)%</b>	<b>151.69</b>
RM consumed & Change in Inventory	159.04	193.92	(17.99)%	96.90
Employee costs	21.69	19.70	10.10%	16.02
Consumables	3.06	4.86	(37.01)%	2.99
Power & Fuel	2.49	1.84	34.84%	1.75
Other expenses	12.86	10.23	33.33%	8.44
EBITDA excl. other income	38.82	34.28	13.24%	25.22
<b>EBITDA / tonne (₹)</b>	<b>42,428</b>	<b>40,128</b>	<b>5.73%</b>	<b>37,786</b>

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## Q3 - Performance snapshot



(₹ in Cr)

Particulars	Q3 FY23	Q3 FY22	YoY change	Q3 FY21
EBITDA excl. other income	38.82	34.28	13.24%	25.22
Other income	1.12	0.63	77.78%	0.37
Finance costs	11.99	9.88	21.36%	7.68
Depreciation and amortisation	11.00	9.43	16.65%	7.79
Tax expenses	4.82	4.00	20.50%	2.86
PAT	12.13	11.60	4.57%	7.26
Other Comprehensive Income	0.11	0.23	(52.17)%	0.08
Total Comprehensive Income	12.24	11.83	3.47%	7.34
Earnings per share (₹)	3.79	3.62	4.68%	2.26



# Q3 - Operational highlights

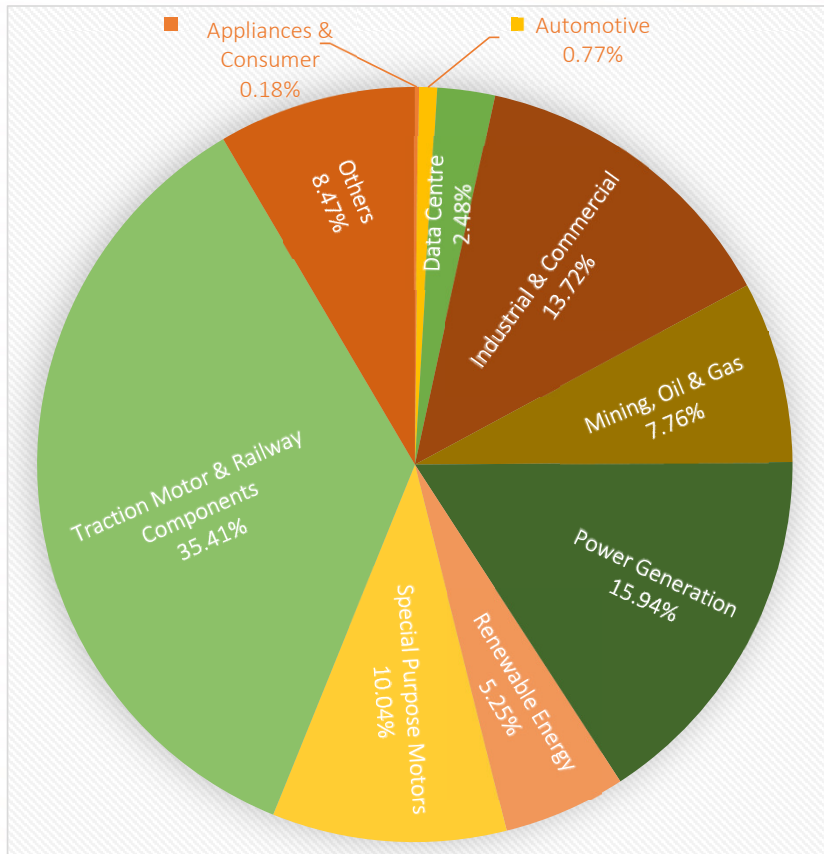


Annual Capacity as at the quarter end	Q3 FY23	Q3 FY22	YoY Change	Q3 FY21
Sheet Metal – MTs	50,200	41,000	22.44%	36,000
Machining - Hours	4,03,200	3,77,196	6.89%	3,62,800
<b>Capacity utilisation for the quarter</b>				
Sheet Metal	66.25%	83.90%	NA	80.62%
Machining	85.35%	95.20%	NA	85.35%
<b>Sales in MT for the quarter</b>				
Loose laminations	2,501	2,719	(8.02)%	1,802
Assembled & Valued-added	6,649	5,823	14.19%	4,872
<b>Total</b>	<b>9,150</b>	<b>8,542</b>	<b>7.12%</b>	<b>6,674</b>
<b>Sales Realization / EBITDA</b>				
Blended Sales Realization (₹ per MT)	2,60,065	3,10,036	(16.12)%	2,26,733
Blended EBIDTA (₹ per MT)	42,428	40,128	5.73%	37,786

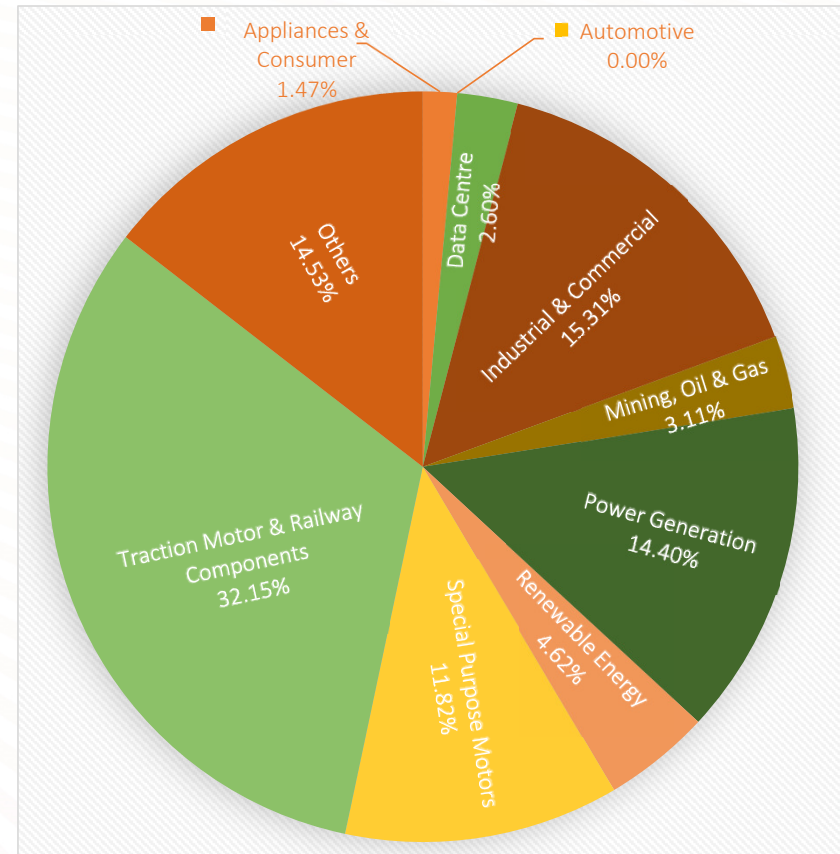
The lower blended sales realization during Q3FY23, as compared to Q3FY22 is on account of softening of raw material costs

# Q3 - End-user application revenue breakup

Q3 FY23



Q3 FY22



# Q3 - End-user application revenue breakup



(₹ in Cr)

Applications	Q3 FY23		Q3 FY22	
	Revenue	% of Revenue	Revenue	% of Revenue
Appliances & Consumer	0.43	0.18	3.89	1.47
Automotive	1.83	0.77	-	-
Data Centre	5.92	2.48	6.91	2.60
Industrial & Commercial	32.79	13.72	40.64	15.31
Mining, Oil & Gas	18.56	7.76	8.25	3.11
Power Generation	38.11	15.94	38.22	14.40
Renewable Energy	12.54	5.25	12.26	4.62
Special Purpose Motors	24.00	10.04	31.39	11.82
Traction Motor & Railway Components	84.65	35.41	85.34	32.15
Others	20.25	8.47	38.56	14.53
<b>Grand Total</b>	<b>239.08</b>	<b>100%</b>	<b>265.46</b>	<b>100%</b>

## 9M FY23 highlights

- ✓ Revenue of ₹ 854.67 Crores for 9M FY23 - up by 24.99% on YoY basis
- ✓ EBDITA of ₹ 110.83 Crores for 9M FY23 – up by 13.93% on YoY basis
- ✓ PAT of ₹ 33.99 Crores for 9M FY23 – up by 5.85% on YoY basis



## 9M - Key performance indicators



(₹ in Cr)

Particulars	Revenue	EBITDA	PAT
9M FY23	854.67	110.83	33.99
9M FY22	683.81	97.28	32.11
<b>Year-on-Year</b>	<b>24.99%</b>	<b>13.93%</b>	<b>5.85%</b>
9M Q3 FY21	349.15	51.33	7.57

# 9M - Key performance indicators



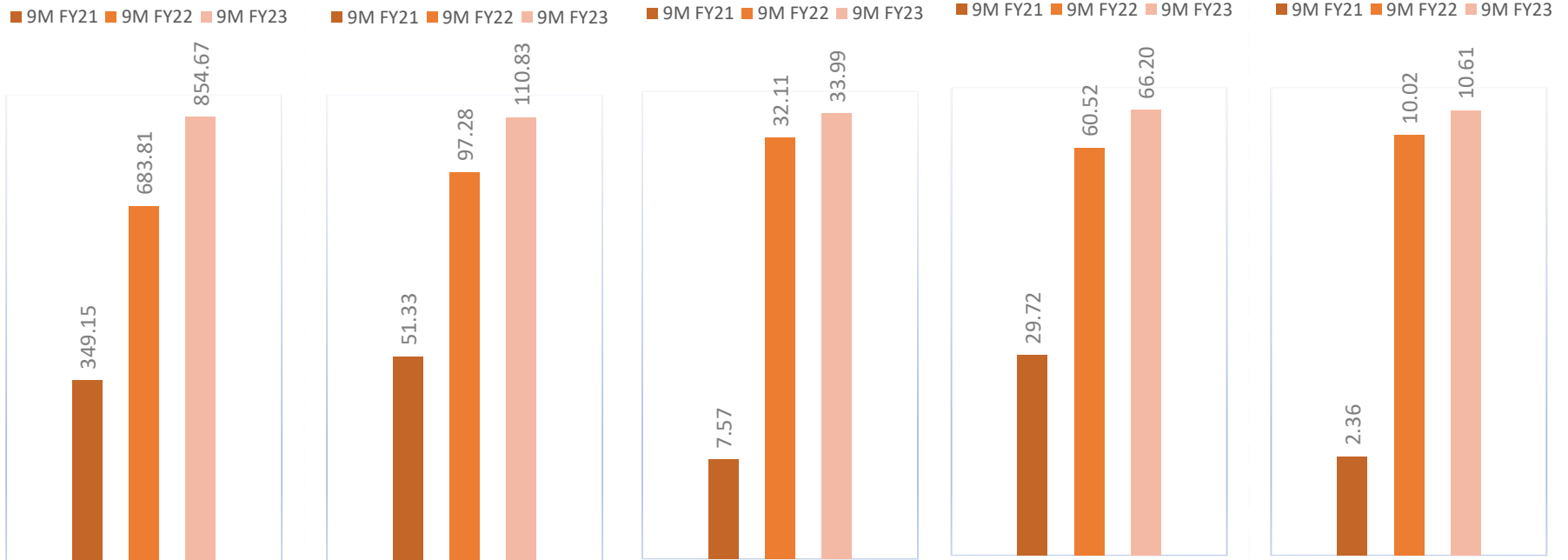
Revenue  
(₹ in Cr)

EBITDA  
(₹ in Cr)

PAT  
(₹ in Cr)

Cash Generation  
(₹ in Cr)

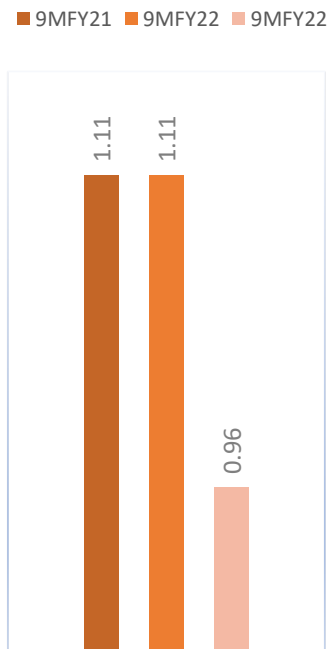
EPS  
(₹)



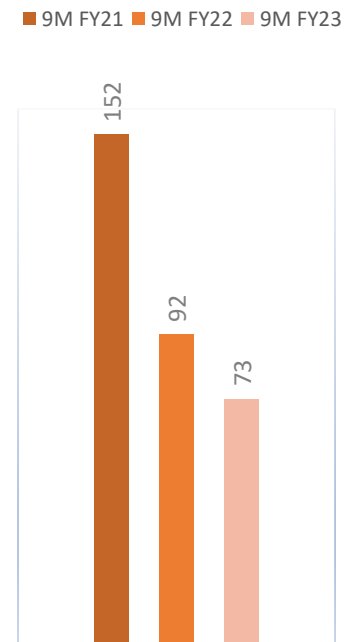
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# 9M - Key performance indicators

### DE Ratio



### Working Capital Days



# 9M - Performance snapshot



(₹ in Cr)

Particulars	9M FY23	9M FY22	YoY change	9M FY21
Revenue from operations	852.67	682.44	24.94%	347.82
Other income	2.00	1.37	45.99%	1.33
<b>Total Income / Revenue</b>	<b>854.67</b>	<b>683.81</b>	<b>24.99%</b>	<b>349.15</b>
RM consumed & Change in Inventory	613.33	478.42	28.20%	223.68
Employee costs	66.26	58.18	13.89%	38.90
Consumables	13.10	13.37	(2.04)%	7.12
Power & Fuel	7.77	5.93	31.13%	4.35
Other expenses	41.38	29.26	41.42%	22.44
EBITDA excl. other income	110.83	97.28	13.93%	51.33
<b>EBITDA / tonne (₹)</b>	<b>41,501</b>	<b>41,749</b>	<b>(0.60)%</b>	<b>34,788</b>

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# 9M - Performance snapshot



(₹ in Cr)

Particulars	9M FY23	9M FY22	YoY change	9M FY21
EBITDA excl. other income	110.83	97.28	13.93%	51.33
Other income	2.00	1.37	45.99%	1.33
Finance costs	34.73	27.31	27.17%	20.49
Depreciation and amortisation	31.89	27.73	15.00%	21.92
Tax expenses	12.22	11.50	6.26%	2.68
PAT	33.99	32.11	5.85%	7.57
Other Comprehensive Income	0.32	0.68	(52.94)%	0.23
Total Comprehensive Income	34.31	32.79	4.64%	7.80
Earnings per share (₹)	10.61	10.02	5.89%	2.36

# 9M - Operational highlights

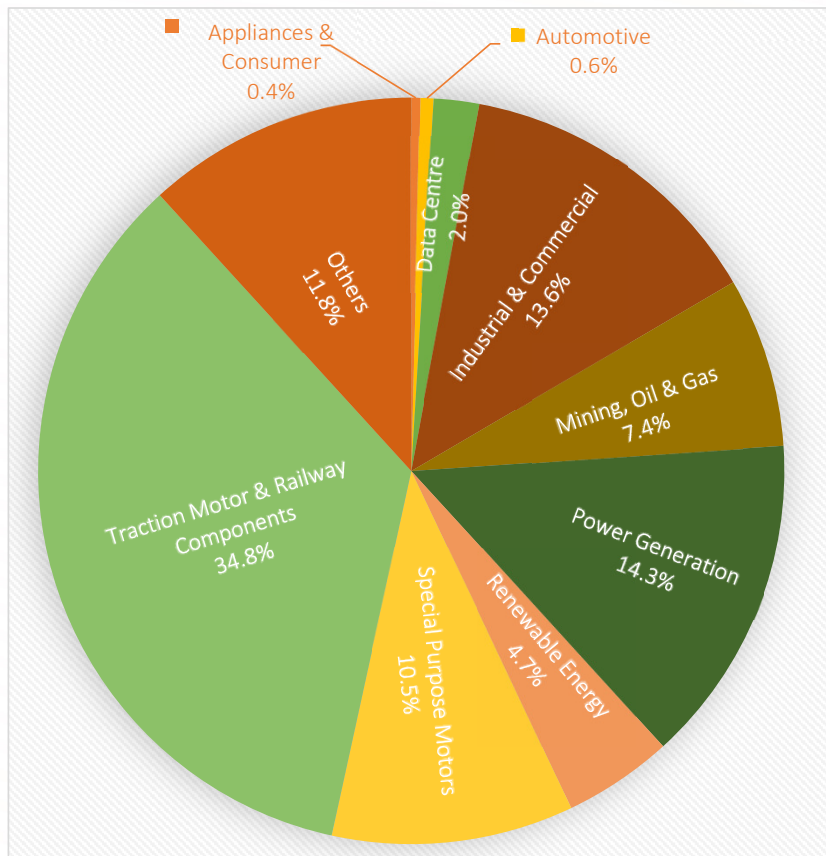


Annual Capacity as at the 9M	9M FY23	9M FY22	YoY change	9M FY21
Sheet Metal – MTs	50,200	41,000	22.44%	36,000
Machining – Hours	4,03,200	3,77,196	6.89%	3,62,800
<b>Capacity utilisation for the 9M</b>				
Sheet Metal	70.39%	77.02%	NA	55.95%
Machining	82.21%	88.25%	NA	69.92%
<b>Sales in MT for the 9M</b>				
Loose laminations	6,824	7,062	(3.37)%	4,089
Assembled & Valued-added	19,882	16,236	22.46%	10,666
<b>Total</b>	<b>26,706</b>	<b>23,298</b>	<b>14.63%</b>	<b>14,755</b>
<b>Sales Realization / EBITDA</b>				
Blended Sales Realization (₹ per MT)	3,19,281	2,92,916	9.00%	2,35,730
Blended EBIDTA (₹ per MT)	41,501	41,749	(0.60)%	34,788

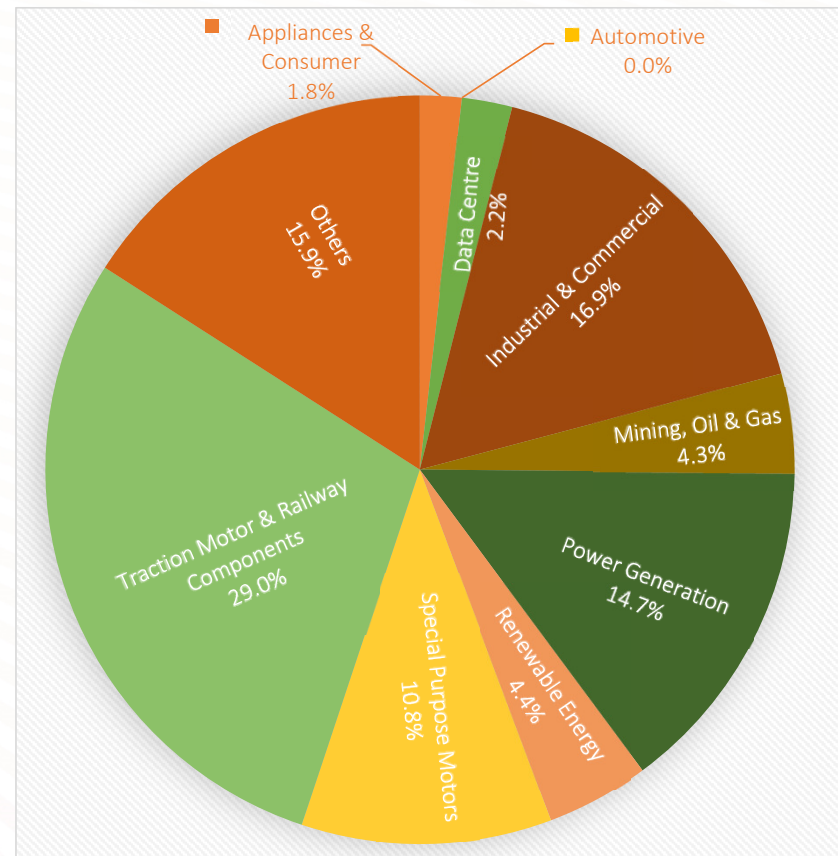
# 9M - End-user application revenue breakup



9M - FY23



9M - FY22



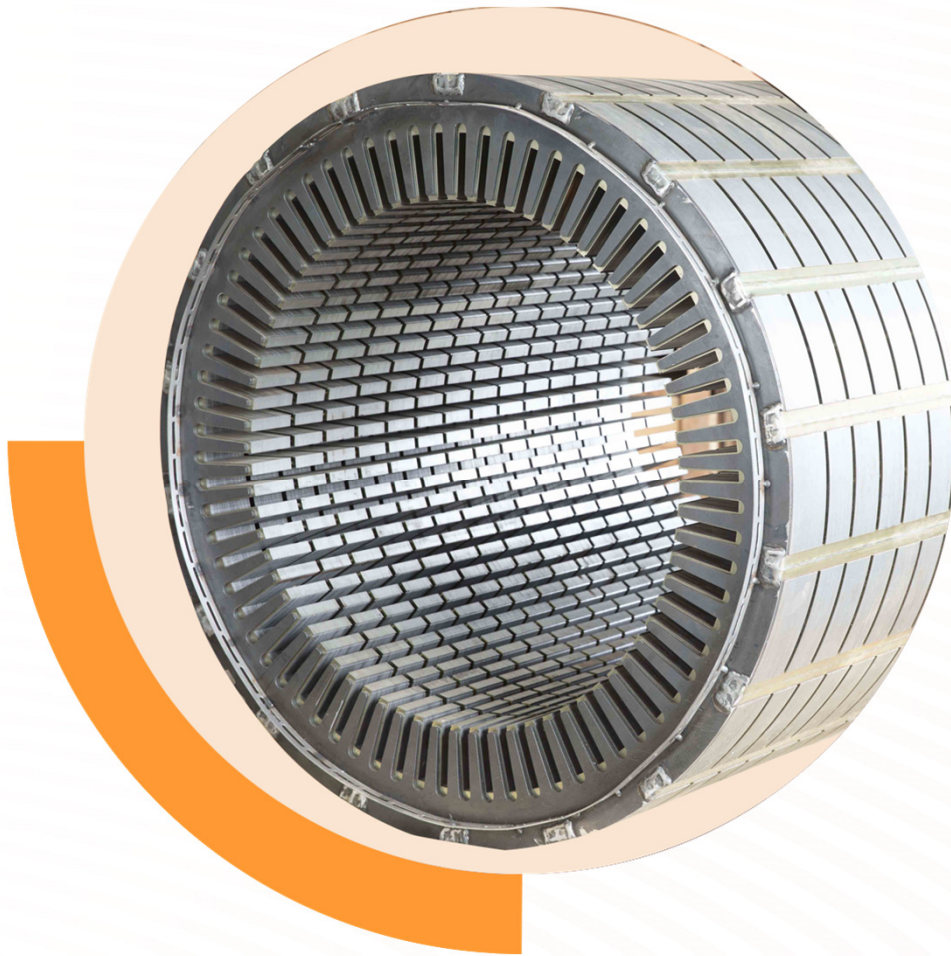
# 9M - End-user application revenue breakup



(₹ in Cr)

Applications	9M - FY23		9M - FY22	
	Revenue	% of Revenue	Revenue	% of Revenue
Appliances & Consumer	3.35	0.39%	12.32	1.80%
Automotive	4.80	0.56%	-	-
Data Centre	16.86	1.97%	14.87	2.17%
Industrial & Commercial	116.60	13.64%	115.49	16.89%
Mining, Oil & Gas	62.83	7.35%	29.19	4.27%
Power Generation	122.13	14.29%	100.62	14.71%
Renewable Energy	40.46	4.73%	30.40	4.45%
Special Purpose Motors	89.56	10.48%	73.98	10.82%
Traction Motor & Railway Components	297.51	34.81%	198.06	28.96%
Others	100.57	11.77%	108.88	15.92%
<b>Grand Total</b>	<b>854.67</b>	<b>100.00%</b>	<b>683.81</b>	<b>100.00%</b>





## Corporate overview

# Delivering engineering excellence

As one of the leading engineering companies, we are focused on manufacturing value-added and assembled components through machining and lamination process for several downstream industries in India and international markets.

One of the

## Largest

Manufacturers and exporters of electrical laminations in India

## A leading supplier

To all motor manufacturers in India

One of the

## Market leader

of assemblies for large alternators and motors in India

## Unique product offerings

Assembled stators & rotors, machined castings, machined fabricated parts, shafts, tools & fixtures

# Focused on the long-term



## Financial



## Operational



## Sustainable

**20.51%**  
\*5-year CAGR Revenue

**3**  
State-of-the-art manufacturing plants

**Vertically integrated**  
Manufacturing process

**19.43%**  
\*5-year CAGR EBITDA

**11**  
Countries of export presence

**Diverse**  
Product portfolio catering to several downstream industries

**35.69%**  
\*5-year CAGR PAT

**₹ 565.34 Cr**  
Revenue from domestic operations  
**₹ 289.33 Cr**  
Revenue from exports

**Long term relationship**  
Customers & Vendors

**25.48%**  
\*5-year CAGR  
Cash Generation

**₹ 824 Cr**  
Order book  
as on Dec 31, 2022

**0.96**  
Debt/ Equity  
As on Dec 31, 2022

\*5-year CAGR is calculated from FY 2018 to FY 2022



# Industries we serve



Appliances



Cement



Construction



Data Centres



DG sets



Electrical vehicle motor



Freight rail



Hydro generations



Lift irrigations



Medical equipment



Mining



Mass urban transport



Other industries



Oxygen plants



Pumps



Passenger rail



Steel



Sugar



Thermal power



Wind mill generations



Wind mill



# Serving leading brands



# Contact us



For further information visit [www.pitti.in](http://www.pitti.in)

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