

13th May, 2021

1]
The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata 700 001
Scrip code: 10023915

2]
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai - 400 051
Scrip code: MAITHANALL

**Sub: Investor Presentation on Audited Financial Results
for the year ended on 31st March, 2021**

Dear Sir/Madam,

We are enclosing herewith the Investor Presentation on the Audited Financial Results for the year ended on 31st March, 2021.

This information is submitted to you pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and appropriate dissemination.

Thanking you,

Yours faithfully,

For Maithan Alloys Limited



Rajesh K. Shah
Company Secretary

Encl: a/a

cc: **The Corporate Relationship Department**
BSE Limited
1st Floor, New Trading Ring, Rotunda Building,
P.J. Towers, Dalal Street, Fort, Mumbai 400 001
Script Code: 590078



maithan alloys ltd

Investor Presentation

May 2021

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VISION

To be India's premiere Alloy Company that is built on the solid foundation of shareholder trust, customer commitment, employee satisfaction and sustainable communities

Consistently delivering on our promises backed by meticulous hard work is our motto for ensuring success always!

MISSION

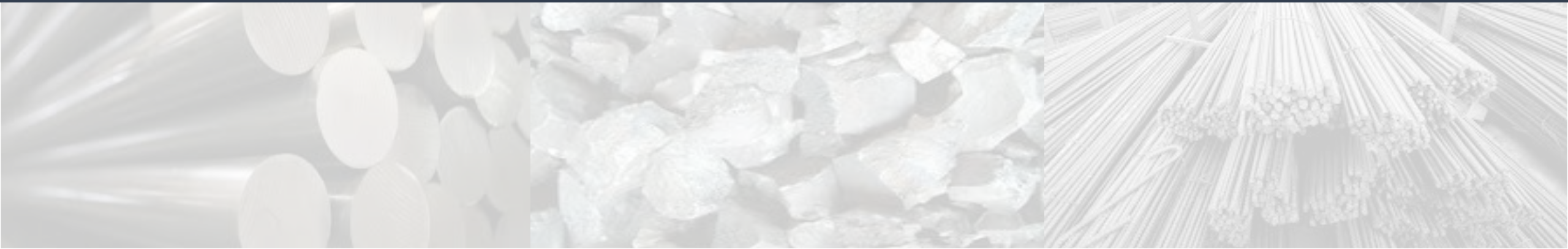
To be India's premiere Alloy Company

- Promising Excellent Shareholder Value
- Nurturing our Employees
- Utmost Commitment to our Customers
- Care for our Communities

VALUES

- Commitment
- Loyalty
- Integrity
- Rigour
- Teamwork

Maintaining the Maithan Edge





Efficiency

Lowest in the Cost Curve
Optimum Capacity Utilization
Higher Tonnage product



Strong Credibility

Strong credibility in the market right from suppliers to end customers



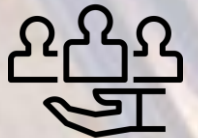
Optimising Facilities for Maximising Returns

Source raw materials based on our product mix which largely remains stable
PPAs with efficient power supplying utilities
Stable Asset turnover ratios with zero debt



Diversified Customer Base

International clients across 35 countries
Low Concentration Risk as exposure to no client is more than 10% of its exports
Expanding into emerging Asian economies



Expansion Plans

Organic & Inorganic Growth Opportunities

Largest Manufacturer



India's largest Manganese Alloy Producer and Exporter

20 Years Rich Experience

20
years.

Two decades of experience and continuous growth

Niche Products



Basket of the most valuable Techno-Commercial Products

Robust Balance Sheet



Net Cash Company
Credit Rating:
CARE AA
CRISIL AA
CARE/CRISIL A1+



Increased Stockholder's Return

ROCE Increased by +3,840 bps
ROE Increased by +1,100 bps



Revenue Growth

Increased by +8% CAGR



EBITDA

Increased by +28% CAGR



Profit After Tax

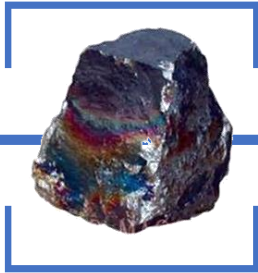
Increased by +54% CAGR



Net Cash

Position of **Rs. 769** Crores as on March 2021

Ferro alloys enhance steel strength, durability, anti-corrosion and anti-stain properties and acts as de-oxidant for Steel Manufacturing



Ferro Manganese

- An alloy of iron and manganese
- Used in steel products wherein silicon content needs to be controlled at low levels
- Used in flat steel, manganese-rich steel and stainless-steel manufacturing



Ferro Silicon

- An alloy of iron and silicon
- Silicon acts as a steel oxidant
- Used primarily in special steels and in small quantities in mild steel



Silicon Manganese

- An alloy of silicon and manganese
- Cost-effective blend of silicon and manganese
- Consumed in all steel products. Used in higher quantities in 200 series stainless steel, alloy steel and manganese steel

Visakhapatnam (SEZ) 72.0 MVA

- **Smelters:** 4 x MVA 18.0 MVA
- **Products:** Ferro Manganese/ Silicon Manganese
- **Raw Material:** Maganese Ore, Coke, Coal
- **Sourcing:** Imports 90% ; Domestic 10%
- **User Industry:** Steel



Quality remains the core to everything that we do. We achieved the ISO 9001 certification in 2003. This achievement makes a part of a world-recognized Quality Management System that helps us meet the expectations and needs of our customers every time.

Kalyaneshwari 48.75 MVA

- **Smelters:** 2 x 5.0 MVA ; 1 x 6.5 MVA; 1 x 8.25 MVA ; 2 x 12.0 MVA
- **Products:** Ferro Manganese/ Silicon Manganese
- **Raw Material :** Maganese Ore, Coke, Coal
- **Sourcing :** Imports 65%, Domestic 35%
- **User Industry:** Steel



International standard for Health & Safety was achieved by Maithan in 2016. The addition of this certification has been a new feather in our cap-making us stronger and taking our successes a step forward to include the health and safety not only of our processes but also our people.

Byrnihat 16.5 MVA

- **Smelters:** 2 x 8.2 MVA
- **Products:** Ferro Silicon
- **Raw Material:** Quartz, Coke, Coal
- **Sourcing:** Domestic 100%
- **User Industry:** Steel

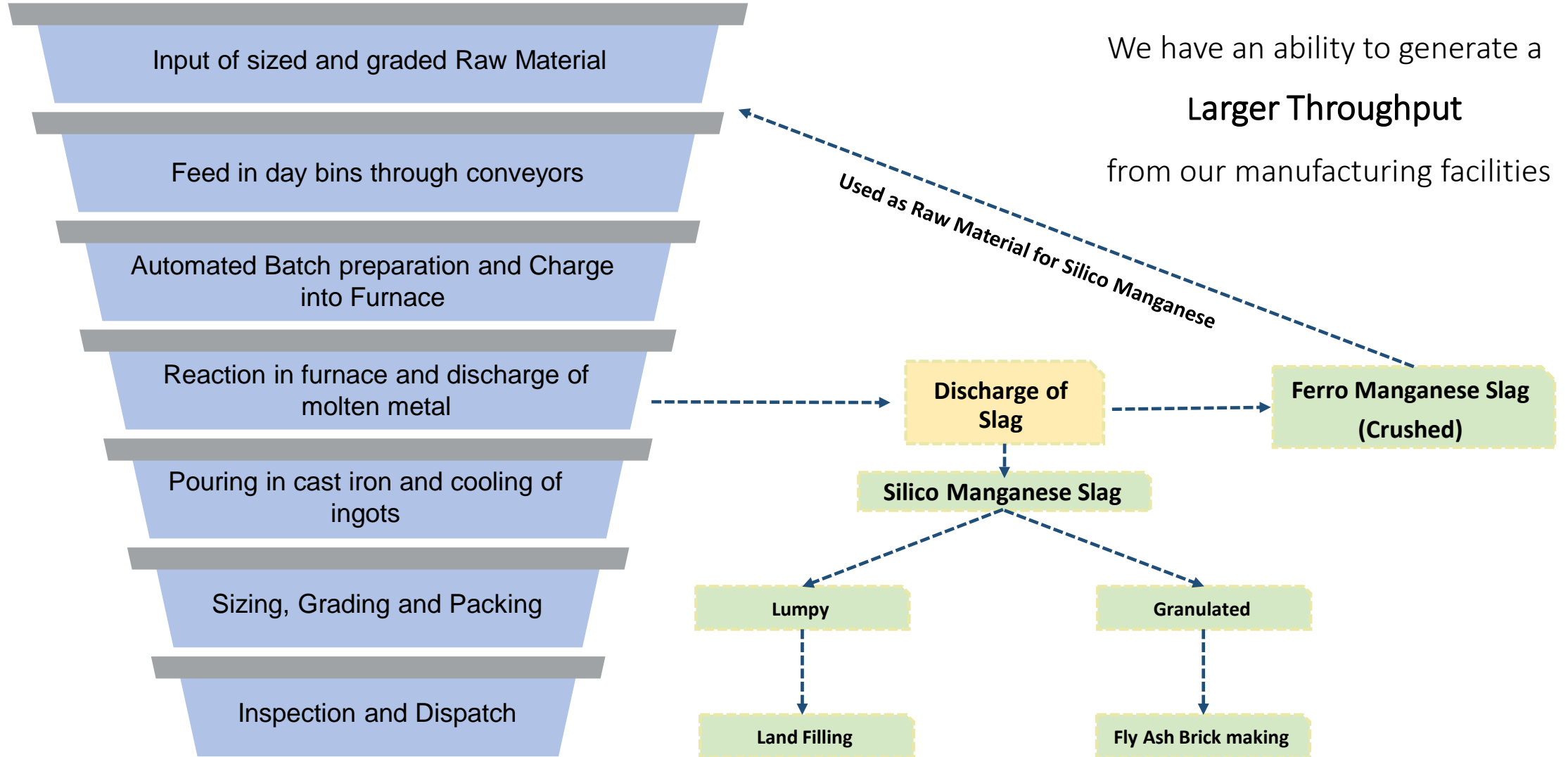


We have already started the processes to be ISO14001 compliant. It's a standard that sets out criteria for an environmental management system. With this certification, we aim to map out a framework that we will follow to set-up an effective environmental management system.

WHY IMPORT ORE ? →

- **Quality Product**
- **Variety of Grades Leading to better Product Mix**
- **Logistic Advantage**

Self Sustaining Business Model



Strong Client Relationships

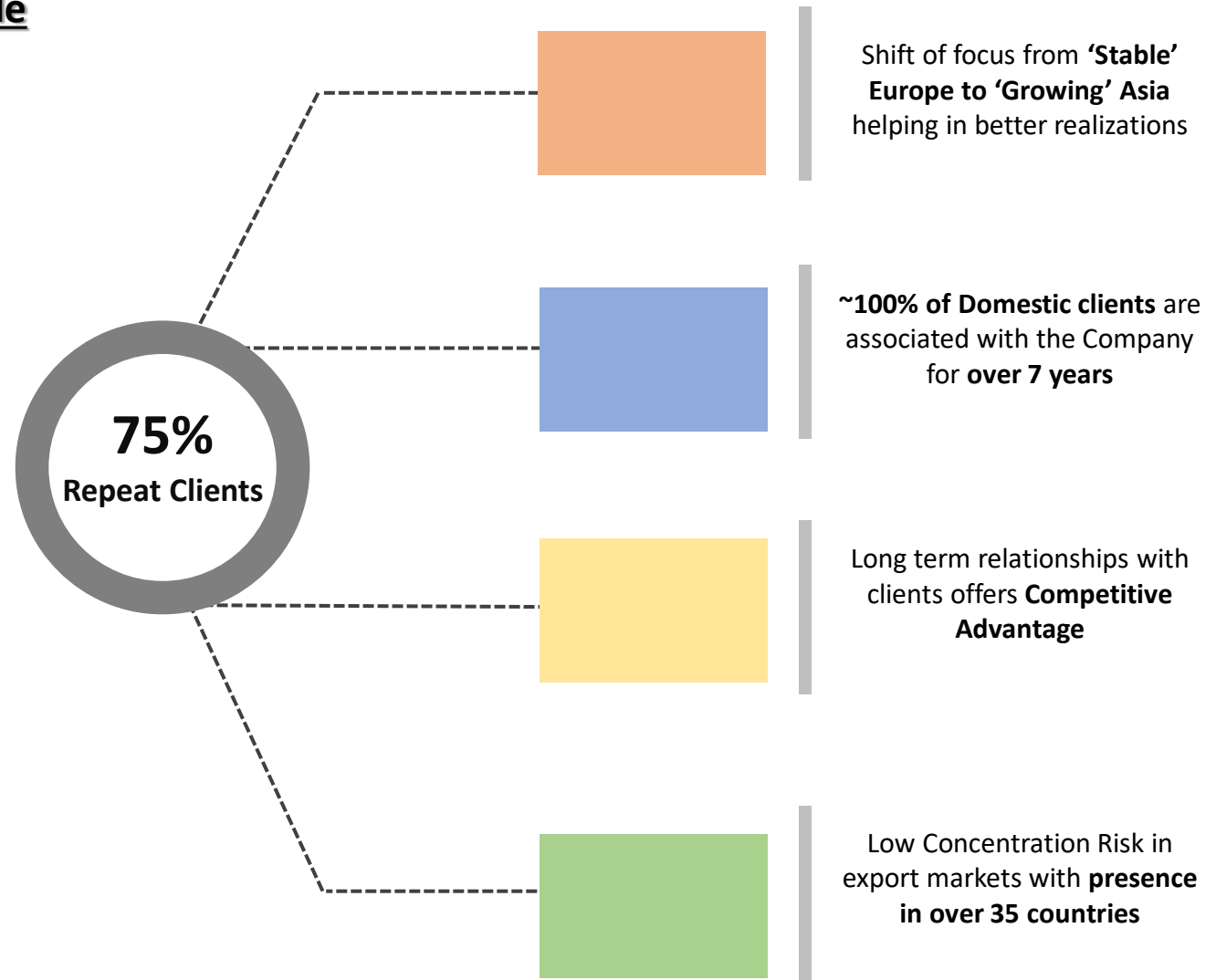
Association with SAIL and JSL being more than a decade



“We are pleased to have formed a partnership with Maithan Alloys and we truly appreciate their commitment to quality and customer service. They have put forth all efforts to accomplish our needs amid out dvnamic priorities and have always delivered to the deadlines set by us.”

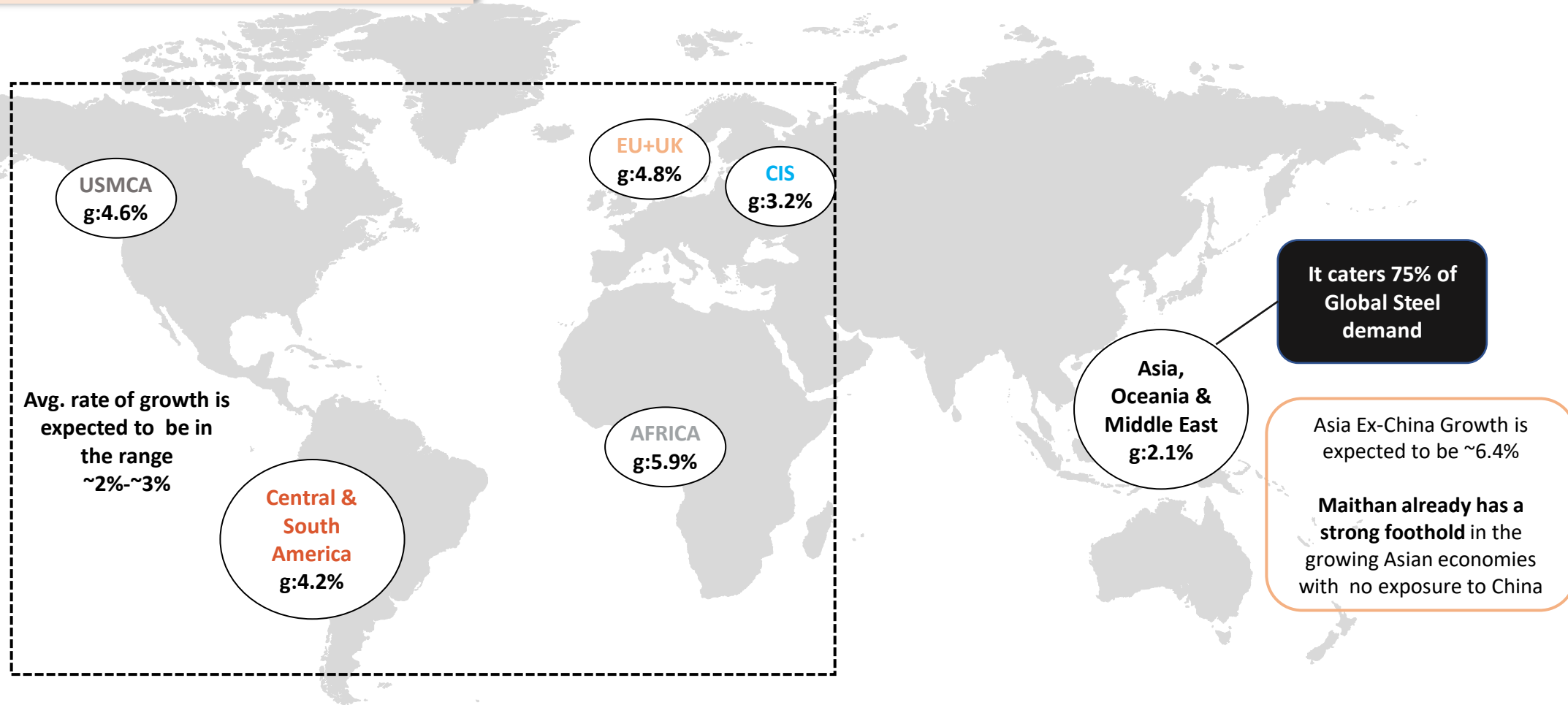


“From the beginning of our association with Maithan Alloy, we found the team to 100% committed to achieving customer service at any cost. M/s. Maithan Alloys are extremely professional and competent. We are very impressed with their ability to include continuous improvement in work processes.”



Asian Economies to drive the Global Steel Demand

Global Steel Demand 2022 Forecast : 1,924.6 Mn T



Source: www.worldsteel.org (World Steel Short Range Outlook April 2021)

Note: Data for Global Finished Steel Demand

g : growth for CY2022(f) vs CY2021(f)

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



100 % FDI allowed in the mining sector & exploration of metal & non-metal ores under the Automatic Route



2021 Budget outlay of ~ Rs. 5.54 lakh crore in infrastructure to drive domestic steel consumption



'Housing For All' to drive housing demand thereby benefitting steel industry



Anti-dumping Duty on Steel Products



India ranks 4th globally in terms of iron ore production



India has become the 2nd largest steel producer in CY20*



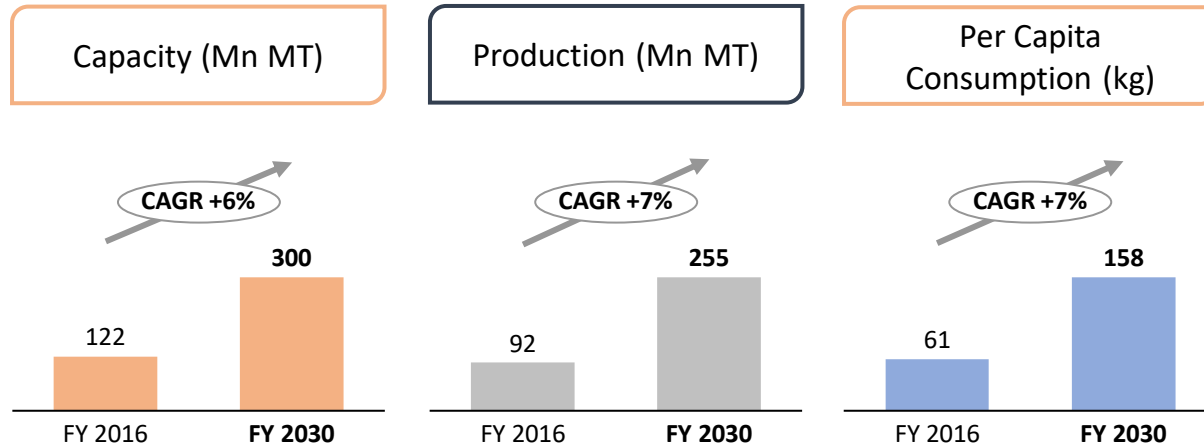
Steel Industry's Outlook to increase capacity to 300 Mn T by 2030 to drive demand for ferro alloys



India's GDP to grow by +8.8 % (IMF) in FY22

*Source: www.worldsteel.org (World Steel Short Range Outlook April 2021)

Alloy Producers to benefit from NSP 2017



- Reduce dependence on Steel imports and become self sufficient in Steel production
- Increase domestic availability of washed coking coal so as to reduce import dependence on coking coal to 50%
- Policy to increase consumption of Steel in Infrastructure, Automobiles & Housing sector

- Provide policy support & guidance to private manufacturers, MSME Steel producers, CPSEs
- Steel Ministry will facilitate R&D through the establishment of Steel Research & Technology Mission of India (SRTMI)

~1.5% of Manganese Alloy is required to produce each tonne of Steel

Why Advantage Maithan...



Gaining Market Share Globally and Domestically

World Crude Steel Demand
3% CAGR
since 2017

India Crude Steel Demand
7% CAGR
since 2017

Whereas...

Maithan Alloys Production has grown
CAGR of 16% since 2007



Mr. S. C. Agarwalla
Chairman and Managing Director

- 30 years of rich experience in Ferro Alloys industry
- Has a strong understanding of business processes and excellent communication and human management skills



Mr. Subodh Agarwalla
Whole Time Director and CEO

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- At age of 43 years is the Whole Time Director and CEO and strengthens the operational activities of the Company
- Focuses on project setup, corporate planning and business development, planning & budgeting



Mr. Sudhanshu Agarwalla
President and CFO

- M.B.A. from XLRI Jamshedpur
- More than 15 Years of experience in Finance, Marketing and Procurement in the Ferro Alloys Industry



Mr. S. C. Agarwalla
(Chairman and Managing Director)

- 30 years of rich experience in Ferro Alloys industry
- Has a strong understanding of business processes and excellent communication and human management skills



Mr. Subodh Agarwalla
(Whole Time Director and CEO)

- B.Tech from IIT BHU and M.B.A. from IIM Bangalore
- Strengthens the operational activities of the Company



Mr. Nand Kishore Agarwal
(Independent Director)

Accounts, Finance and Tax Laws



Mr. Ashok Bhandari
(Independent Director)

Finance and negotiation with banks, governments and technology & equipment suppliers



Mr. Vivek Kaul
(Independent Director)

Entrepreneurship and Entrepreneurship Ecosystem Development, industrial knowhow, application development.



Mr. Palghat K Venkatramani
(Independent Director)

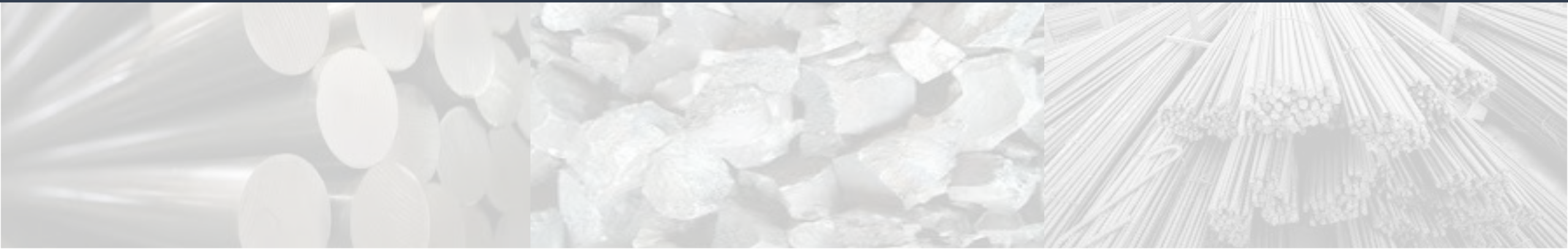
- Banking with specialty in Industrial Finance and staff training
- Foreign Exchange and Management Accountancy



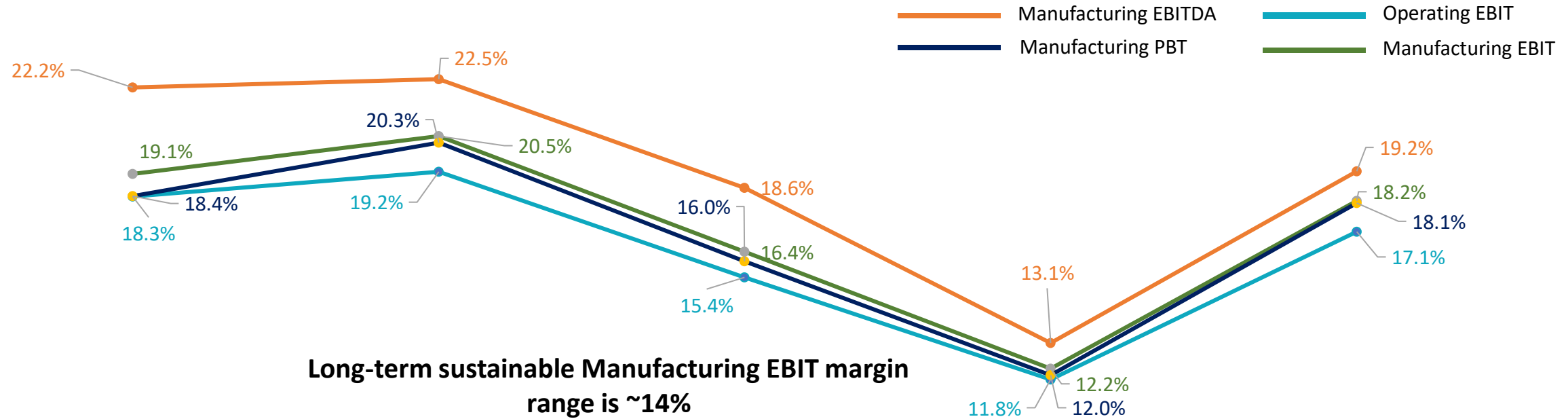
Mrs. Kalpana Biswas Kundu
(Independent Director)

Banking Sector, Accounts and Finance

Financials



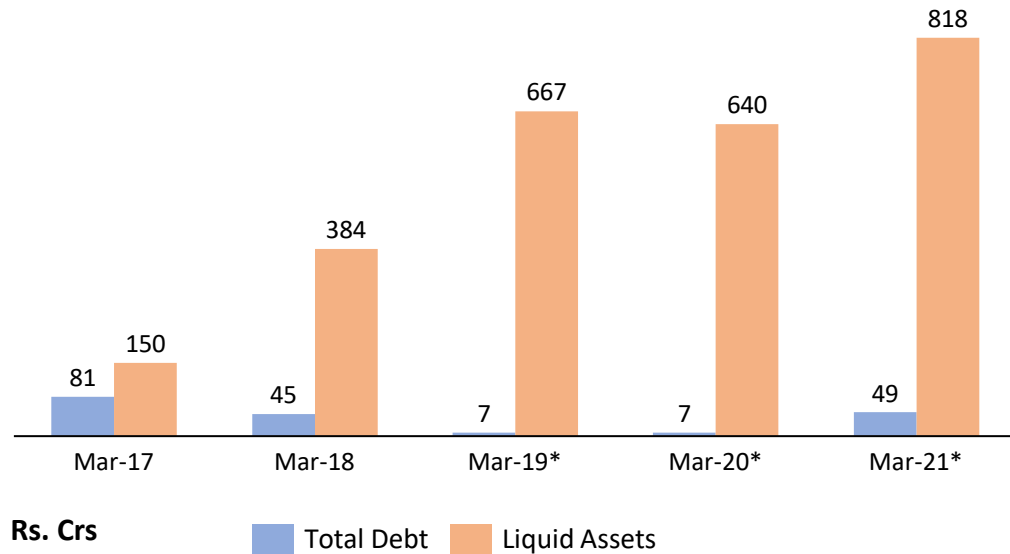
Maintaining Sustainable Margins



FY17	FY18	FY19	FY20	FY21
Performance improved on the back of efficient cost measures and better processes	Demand overpassed supply leading to above normal industry growth	Supply catching up with demand leading to Stable business scenario	Downward cycle characterised by start of shutting down of capacities	Witnessed a strong recovery Q2 FY21 onwards post relaxation in lockdown restrictions

Debt & Liquid Assets

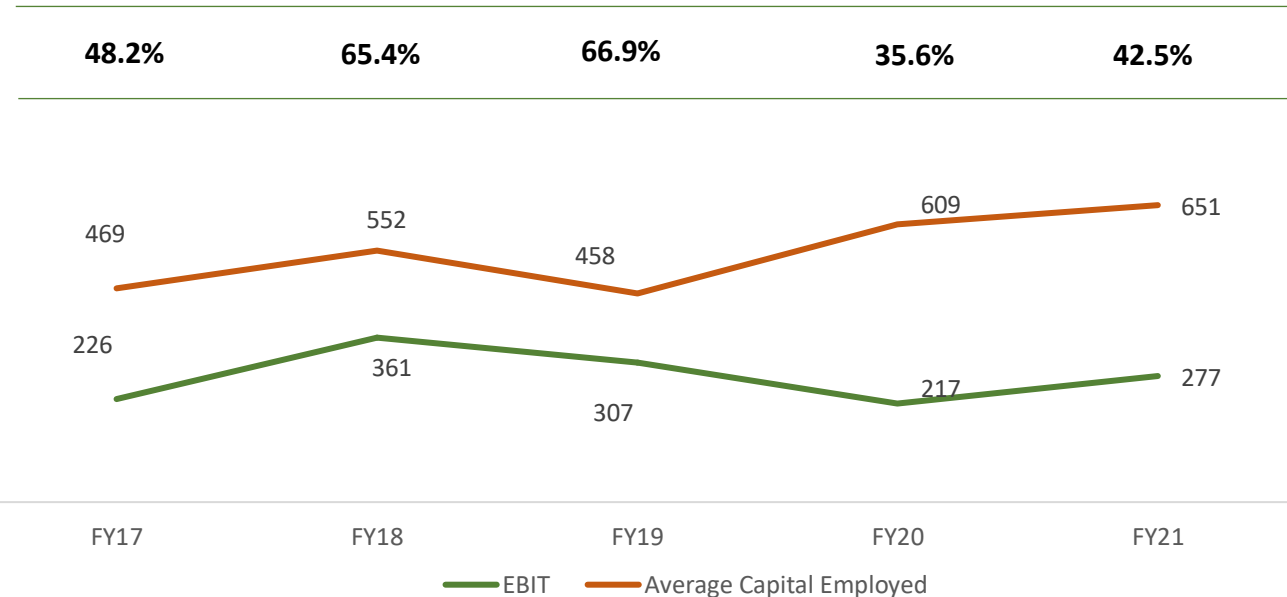
The Company proposes to incorporate a wholly owned subsidiary to take up the announced expansion project, primarily for manganese based ferro alloys, mainly through the internal accruals and reserves of the Company



* On Consolidated basis

Operating RoCE (%)

Higher Return Ratio is because of prudent capital allocation and superlative operating efficiency



$$\text{Operating RoCE} = \text{EBIT} / \text{Average Capital Employed}$$

$$\text{EBIT} = (\text{EBIT} - \text{Other Income})$$

$$\text{Capital Employed} = (\text{Equity} + \text{Debt} - \text{Current Investments})$$

Consolidated Financials* – Q4 FY21

Particulars (Rs. Crs.)	Q4 FY21	Q4 FY20	Q3 FY21
Revenue	499	406	446
Raw Material	246	219	253
Employee Expenses	13	11	10
Power	83	81	89
Other Expenses	46	42	25
Operating EBITDA	111	54	69
Depreciation	4	4	4
Operating EBIT	107	50	65
Other Income	6	30	6
Finance costs	1	1	0
PBT	112	79	71
Tax	28	15	16
PAT	84	64	55

Consolidated Profit & Loss Statement (Full Year Highlights)

Particulars (Rs. Crs.)	FY21*	FY20*	FY19*	FY18*	FY17*
Revenue (Net of Excise Duty/ GST)	1,620	1,831	1,988	1,879	1,342
Raw Material	841	1,067	1,126	970	628
Employee Expenses	41	42	44	45	33
Power	332	361	373	367	280
Other Expenses	114	128	122	121	130
Operating EBITDA	292	233	323	376	271
Depreciation	16	16	16	15	25
Operating EBIT	276	217	307	361	246
Other Income	24	66	26	19	8
Finance costs	1	4	6	4	10
PBT	299	279	327	376	244
Tax	69	57	72	84	64
PAT	230	222	255	292	180

The Board of Directors of the Company have recommended a dividend of Rs.6/- per equity share of Face Value of Rs.10/- each (i.e.60%) for the financial year 2020-2021

Consolidated Balance Sheet as on 31st March, 2021

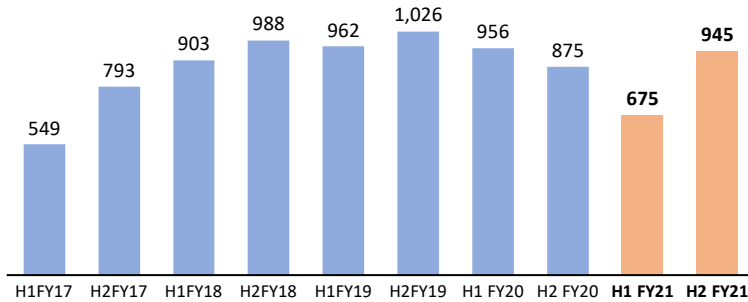
Particulars (Rs. Crs.)	Mar-21	Mar-20
Equity	1,521.3	1,292.8
Equity share capital	29.1	29.1
Other Equity	1,492.5	1,263.1
Non-Controlling Interest	-0.3	0.5
Non-current Liabilities	38.8	36.9
Financial liabilities		
i. Lease Liabilities	3.5	3.6
Provisions	2.8	2.8
Deferred tax liabilities (net)	31.6	29.5
Other non-current liabilities	0.9	1.0
Current Liabilities	337.8	186.3
Financial liabilities		
i. Borrowings	45.1	6.8
ii. Trade payables	183.3	75.0
iii. Other financial liabilities	21.9	24.4
Provisions	1.5	1.6
Current tax liabilities (net)	14.9	5.2
Other current liabilities	71.1	73.3
Total Equity and Liabilities	1,897.9	1,515.9

Particulars (Rs. Crs.)	Mar-21	Mar-20
Non-Current Assets	248.2	264.7
Property, plant and equipment	182.0	194.9
Capital Work-in-Progress	0.0	1.1
Intangible Assets	0.5	0.5
Right of Use Assets	20.4	21.4
Financial Assets		
i. Investments	5.1	4.1
ii. Other Financial Assets	32.5	32.5
Non-Current Tax Assets (net)	6.9	6.1
Other Non-Current Assets	0.8	4.0
Current Assets	1,649.7	1,251.2
Inventories	348.5	276.9
Financial assets		
i. Liquid Investments	790.2	1.7
ii. Cash and cash equivalents	18.6	625.3
iii. Bank balances	8.9	13.4
iv. Trade receivables	436.3	280.6
v. Loans	0.3	0.0
vi. Other financial assets	2.6	2.4
Other current assets	44.3	50.9
Total Assets	1,897.9	1,515.9

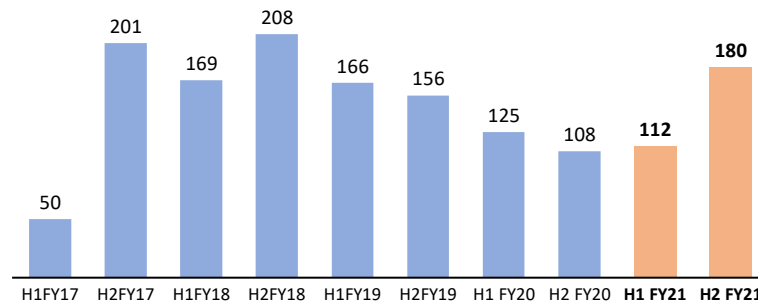
Consolidated Cashflow Statement

Particulars (Rs. Crs.)	Mar-21	Mar-20
Net Profit Before Tax	299.5	279.3
Adjustments for: Non Cash Items / Other Investment or Financial Items	-6.1	-36.7
Operating profit before working capital changes	293.4	242.6
Changes in working capital	-117.5	-236.9
Cash generated from Operations	175.9	5.7
Direct taxes paid	59.0	50.6
Net Cash from Operating Activities	116.9	-45.0
Net Cash from Financing Activities	37.1	-42.5
Net Cash from Investing Activities	-760.7	696.2
Net Decrease in Cash and Cash equivalents	-606.8	608.7
(+) Net changes in Cash and Cash equivalents including investing	-154.0	87.5
(+) Cash & Cash equivalents at the beginning of the period	625.3	16.6
Cash & Cash equivalents at the end of the period	18.6	625.3

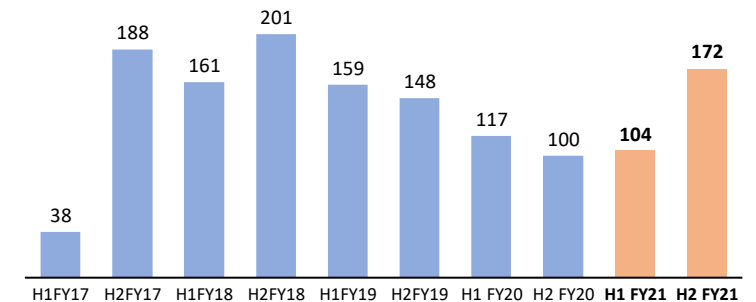
Operating Income (Rs. Crs.)



EBITDA (Rs. Crs.)



EBIT (Rs. Crs.)



Particulars (Rs. In Crs)	ROCE on Semi-Annual basis									
	H1FY17	H2FY17	H1FY18	H2FY18	H1FY19	H2FY19	H1 FY20	H2 FY20	H1 FY21	H2 FY21
Equity	421.8	592.4	711.4	875.1	995.9	1,120.0	1,185.7	1,292.8	1,380.0	1,521.3
Long Term Debt	79.6	60.0	40.7	19.7	7.8	3.7	3.5	3.6	3.5	3.5
Short Term Debt	8.2	17.1	7.0	25.0	0.0	3.4	0.2	6.8	0.1	45.1
Cash & Cash Equivalents	85.4	156.0	190.4	383.6	550.7	663.7	633.8	640.5	834.7	817.7
Capital Employed	469.6	603.6	622.8	586.9	500.8	506.3	597.5	700.3	632.9	779.7
ROCE Half Year (%)	8.7%	40.1%	29.7%	36.3%	32.1%	32.3%	22.9%	16.5%	17.2%	25.3%
ROCE for Full year (%)	48.2%		65.4%		66.9%		35.6%		42.5%	

Every dollar is conservatively spent to generate higher ROCE

THANK YOU

Contact Details:

Company

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CIN: L27101WB1985PLC039503

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Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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