



MDN/CS/COMPLAINCE/2022

Date: 09.09.2022

BSE Limited,
Department of Corporate Services,
Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001

National Stock Exchange of India Limited,
Listing Department
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai 400 051

Security code No.: 541195

Scrip symbol: MIDHANI

Sub: Schedule of Non-Deal Roadshows/Analyst/ Institutional Investors Meet at UAE

Dear Sir/ Madam,

1. In terms of Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "SEBI LODR Regulations"), we inform you that the Company will be conducting Investor Outreach Program wherein it will be participating in Non-Deal Roadshows and meeting with prospective investors from September 12, 2022 onwards to September 15, 2022 at UAE (Dubai and Abu Dhabi).
2. A copy of Corporate/ Investor Presentation to be presented at roadshow is attached herewith. The same is also being made available on the website of the Company at www.midhani-india.in.
3. This is for your information, record and dissemination please.

Thanking You,

Yours sincerely,



For Mishra Dhatu Nigam Limited

Paul Antony

Company Secretary & Compliance Officer

मिश्र धातु निगम लिमिटेड

(भारत सरकार का उद्यम)

MISHRA DHATU NIGAM LIMITED

(A Govt. of India Enterprise)

पंजीकृत कार्यालय: पी.ओ. कंचनबाग, हैदराबाद, तेलंगाना -500058

Registered Office: P.O. Kanchanbagh, Hyderabad, Telangana-500058

फोन Telephone: 040-24184000, फैक्स Fax: 040-24340039

निगमित पहचान सं. CIN: L14292TG1973GOI001660

वेबसाइट Website: www.midhani-india.in



MISHRA DHATU NIGAM LIMITED

(A Government of India Enterprise, Ministry of Defence)

Corporate Presentation

Investor outreach program, September 2022

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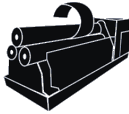
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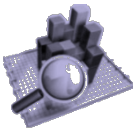
Industry Overview



Business Snapshot



Milestones



Strengths & Strategies



Financial Overview

Rich History

- Mishra Dhatu Nigam Limited (MIDHANI) was incorporated in in the year 1973 at Hyderabad as a Government of India Enterprise under the Ministry of Defence.
- MIDHANI achieved the status of a Mini- Ratna – Category – I Company by the Government of India in 2009.



Pioneering Technology

- Prime Production Agency for high value products which cater to niche end user segments in Defence, Space and Energy sectors.
- Only manufacturers of Titanium alloys and one of the leading manufacturers of Special Steels, Superalloys in India.



Product Expertise & Innovation

- Manufacturers of high value special steels like Ultra High Strength Steel, Armor Grade Plates, Martensitic Steel, Austenitic Steel and Precipitation Hardening Steel, Super Alloys (nickel base, iron base and cobalt base) and varieties of Titanium alloys
- Has emerged as a 'National Centre for Excellence' in advanced metallurgical production for supplying critical alloys and products of national security and strategic importance.



Robust Manufacturing Capability

- Company has state of art manufacturing facility based in Hyderabad, Telangana.
- Competence of developing and manufacturing customized alloys tailor-made to suit the specific requirements of Customers for their critical applications.
- Newly set up a greenfield facility at Rohtak for Armor products. BRJ & Vehicle Armoring
- In the process of setting up another facility at Nellore for manufacture of High end Aluminum Alloy products under JV with NALCO.

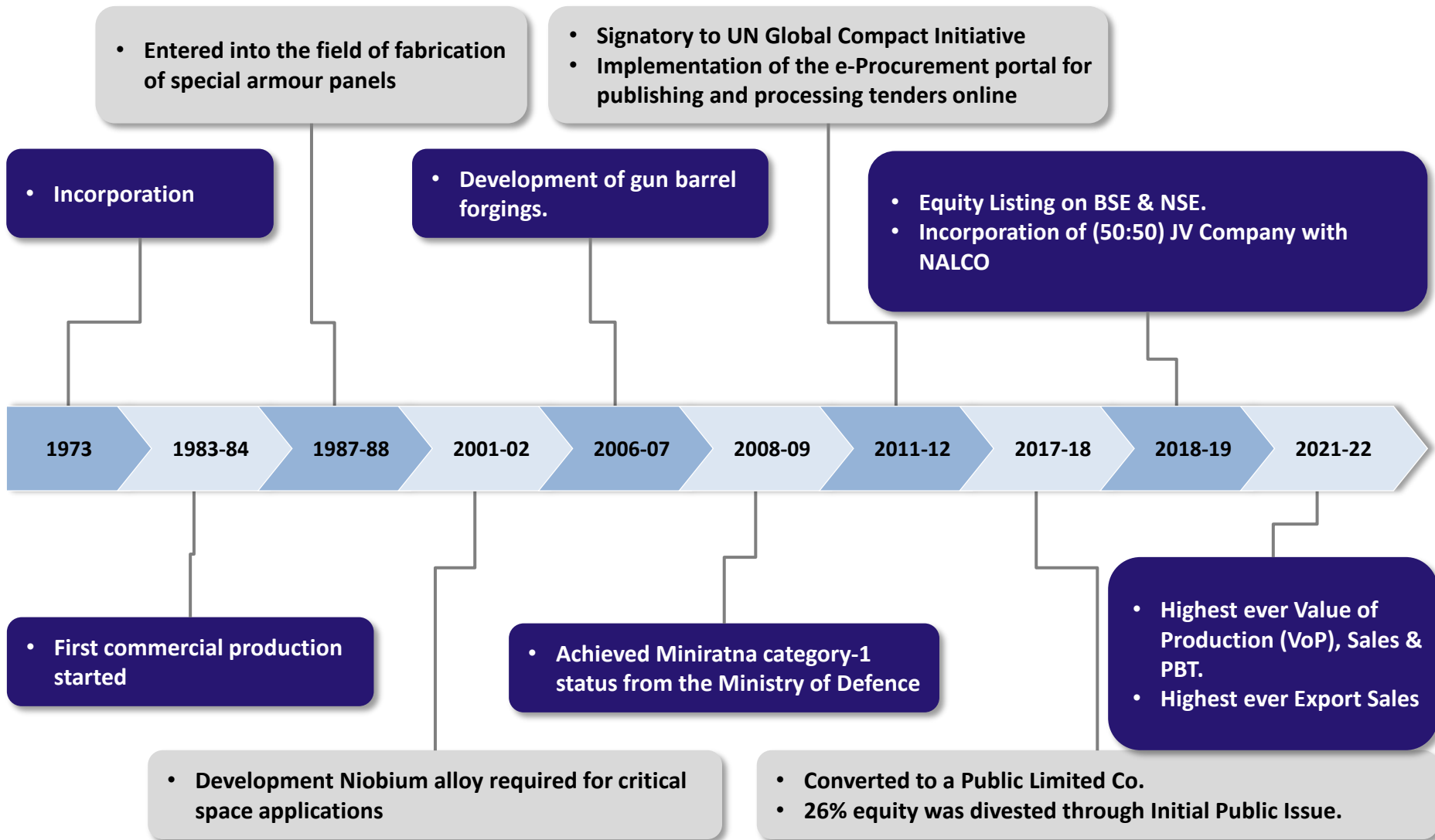


Strong Financial Performance

- MIDHANI's value chain is supported and strengthened by its strong financials, human resources and logistics.
- MIDHANI has been consistently making profits and paying Dividends with strong operating performance.
- FY 22 – Value of Production = INR 9887 Mn (\$ 124.71 Mn) ; Revenue – INR 8595 Mn (\$ 108.41 Mn); PAT – INR 1763 Mn (\$ 22.24 Mn); (Highest of ever before)
- Increased Dividend payout year over year : FY20: INR 464 Mn (\$ 5.85 Mn); FY21: INR 521 Mn (\$ 6.57 Mn); FY22: INR 581 Mn (\$ 7.33 Mn)



Note: Company's reporting currency is INR. Figures in brackets represents its equivalent currency in USD by considering the conversion rate @ 1 USD = 79.28 INR



HIGHLY QUALIFIED AND EXPERIENCED MANAGEMENT



Dr. Sanjay Kumar Jha

Chairman & Managing Director

- Metallurgical Engineering graduate from NIT, Jamshedpur and PhD from Homi Bhabha National Institute with 35+ years of experience.



Shri Gowri Sankara Rao Naramsetti

Director (Finance)

- Chartered Accountant & B Com from Andhra University with 33+ years of experience.



Shri T. Muthukumar

Director (Production & Marketing)

- Bachelor of Engineering (Metallurgy) from Bharathiar University, Tamil Nadu with 34+ years of experience.



Shri Anuraj Bajpai, IFS

Joint Secretary (DIP), Government Nominee Director

- 1994 Batch, Indian Forest Service. At present, posted as Joint Secretary (DIP) in Department of Defence Production.



Shri V. Chakrapani

Independent Director

- M.B.A. (Finance) from University of Madras is currently also associated with Vizag Broadcasting Company Pvt. Ltd. as its Chief Operating Officer since 2012



Smt. V. T. Rema

Independent Director

- Postgraduate with M.A. (English) and M. Phil, from Calicut University, Kerala. Earlier worked as Associate Professor, Government College, Pattambi, Kerala from the year 1984 to 2014 and retired as Vice Principal.

BUSINESS SNAPSHOT

LEADING MANUFACTURERS OF SPECIAL STEELS, SUPERALLOYS AND ONLY MANUFACTURER OF TITANIUM ALLOYS IN INDIA

- ➔ Miniratna Category-I company
- ➔ National Centre for Excellence' in advanced metallurgical production
- ➔ Operates one of the few metallurgical plants of its kind in the world

NICHE END USER SEGMENTS



Defence



Aerospace



Energy

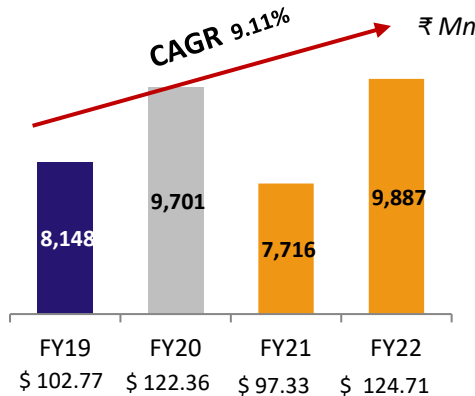
In-house research and development capabilities

Indigenization of various critical technologies

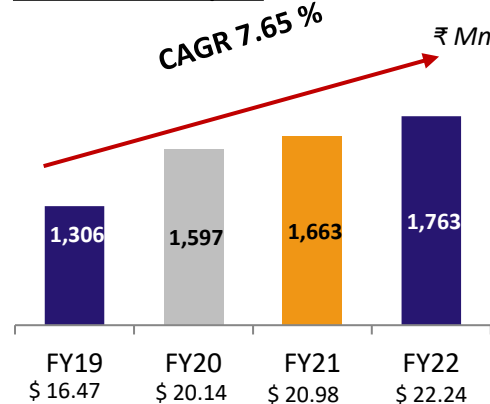
Reduced dependence on imports

FINANCIAL SNAPSHOT

Value of Production

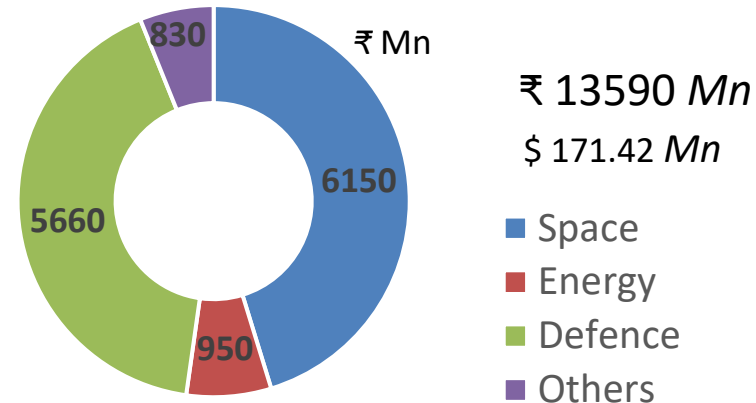


Profit After Tax (PAT)



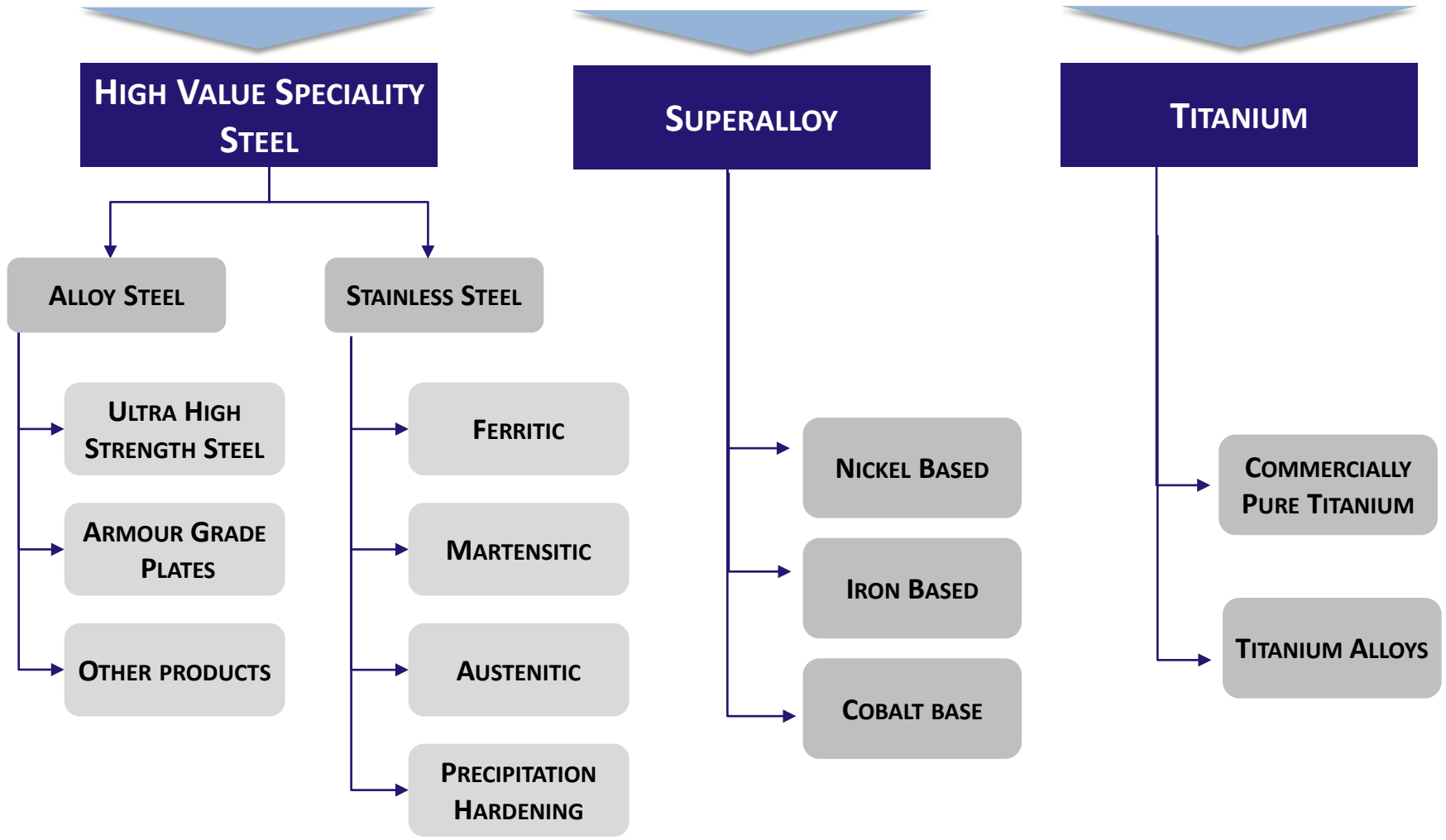
ORDER BOOK POSITION

Total Order Book As on 01-July-2022

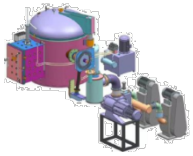


PRODUCT PORTFOLIO

PRODUCT CATEGORIES



SPECIAL PRODUCT – ARMOUR (PERSONAL , GROUP, VEHICLE)



Advanced and unique facilities



Capability to manufacture wide range of advanced products with focus on product indigenisation



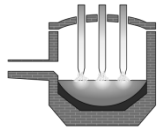
Strong long term customer relationships



Research and development based technology development



Highly Qualified and Experienced Management and Management Systems



WORLD CLASS VACUUM MELTING FURNACES



HIGH QUALITY PRODUCTS TO MEET CUSTOMERS' STRINGENT QUALITY REQUIREMENTS



PROCESS CAPABILITIES ACROSS VARIOUS PRODUCT MANUFACTURING VALUE CHAIN



LEVERAGE BOTH ECONOMIES OF SCALE AND SCOPE



VENTURE INTO NEW MARKETS WITH INNOVATIVE AND ADVANCED PRODUCTS

STRONG LONG TERM CUSTOMER RELATIONS

COMMITTED TO ENHANCEMENT OF CUSTOMER SATISFACTION BY CONTINUALLY IMPROVING THE EFFECTIVENESS OF QUALITY MANAGEMENT SYSTEM TO DRIVE ORGANIZATIONAL PERFORMANCE

PARTNERSHIP WITH MANY OF THE KEY CUSTOMERS IN THE PRODUCT DEVELOPMENT PROCESS



FOCUS ON QUALITY - ISO 9001:2008, ISO 14001:2015 (EMS), ISO 45001:2018 (OHSMS), AS 9100D AND NABL CERTIFICATIONS

FLEXIBLE PRICE STRATEGY



CUSTOMER FUNDED CAPITAL INVESTMENTS

3 DECADE + LONG RELATIONSHIPS WITH MAJOR CUSTOMERS



Aerospace: MIDHANI has collaborated with various Start-ups, MSMEs, component manufacturers and Original Equipment Manufacturers (OEM) to supply various grades of aeronautical materials. During FY2021-22, MIDHANI has developed ten new customers in aerospace sector and indigenized six different grades of materials.

Armour: MIDHANI has supplied the lightest body armour produced under Transfer of Technology (ToT) with/ from BARC and other inhouse designed armouring products such as up-armoured vehicles, Bullet Resistant Jackets, Patkas, Morchas, Sentry Posts, Helicopter Armouring.

Railways, Oil & Gas: MIDHANI established a facility of Speciality Spring Mill/Wide Plate Mill for supply of high-quality steel plates and spring for LHB coaches/wagons and heavy pipelines (with higher dia). Further MIDHANI approached other Wagon/Heavy equipment manufacturers for supply of springs to their requirement.

Exports: Exports has been one of the key areas identified for business. Several discussions and meetings with many Defence Attache's of countries have yielded enquiries and orders. MIDHANI achieved highest export sales of INR 870 Mn (\$ 10.97 Mn) during FY 2021-22 registering y-o-y growth of 348%. MIDHANI has developed few new tailor-made alloys for exports.

1. Short-Term (till year 2026)

- Focus on retaining current strategic clients in Aerospace and Defence (A&D) sector, in face of emerging competition.
- Maximizing installed capacities, widening, and diversifying into other sectors
- Based on core capabilities strengthen domestic market share along with increased revenues

2. Medium/ Long-Term (year 2026 onwards)

- Exploring capacity augmentation through geographic expansion including targeting export market and product portfolio diversification into new materials.
- Capacity augmentation can be targeted either by setting up new facilities (greenfield expansion) or acquisitions post through due diligence.

1. About the Facility



- MIDHANI has set up a State of art armour manufacturing facility for personal, group and vehicle protection at IMT Rohtak
- Major Products
 - Personal protection
 - Group protection
 - Vehicle protection



Bullet Proof Patka



Bullet Proof Jacket



Helicopter Armouring

2. MIDHANI Strength



- Experience in design and manufacturing of wide variety of armour products
- Ability to meet all national (BIS & MHA), international ballistic standards (NIJ, STANAG)

3. Application Areas



- Defence forces
- State police
- Armed forces



Sentry Post



Bullet Proof Morcha



Passenger Vehicle Armouring

1. About the Project



- Joint Venture (JV) Company “UTKARSHA ALUMINIUM DHATU NIGAM LIMITED (UADNL)” promoted by MIDHANI and NALCO (with equal equity partnership) incorporated on 21.08.2019 to set up a greenfield 60,000 TPA High-End Aluminium Alloy Production plant in Nellore district of Andhra Pradesh.
- Project is proposed for self-reliance, technology enhancement & import substitution of critical strategic materials Aluminium alloys, which is in line with national vision of building ‘Atmanirbhar Bharat’

2. Product Portfolio

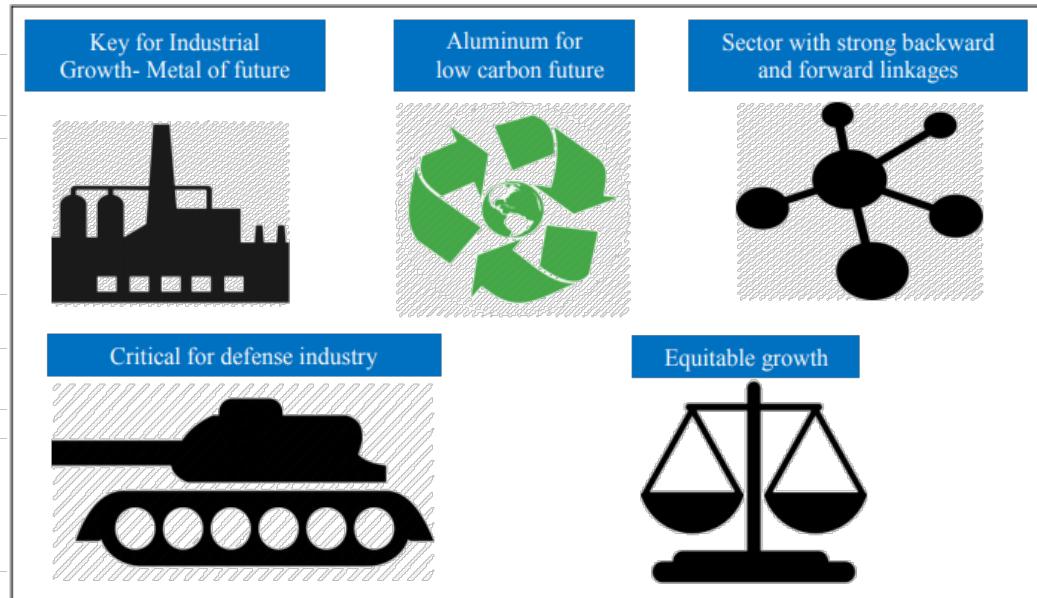


- High-end Aluminium Alloy Flat Rolled Products (FRPs) Plates, Sheets and Coils.

3. Sector Focus

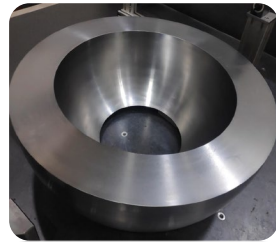


- Defence
- Aerospace





- **PT 1M Seamless Pipes:** MIDHANI has successfully developed PT 1M Seamless Pipes for applications in sea and fresh water. The pipes earlier imported was developed indigenously by MIDHANI and could be successfully manufactured into seamless pipes for pressure hull application.



- **Spherical Pressure Hull:** MIDHANI has successfully indigenously manufactured dummy Spherical Pressure Hull (SPH) of Dia 2.2 Meters ring for National Institute of Ocean Technology (NIOT) which is first ever in our country. MIDHANI has successfully developed Top Hatch, primary viewport, and secondary viewports for deep sea SPH components.



- **Zircalloy tubes:** First ever Zircalloy tubes were successfully forged and supplied for its use in Energy applications. The alloy was for the first time melted in MIDHANI a in VAR furnace.



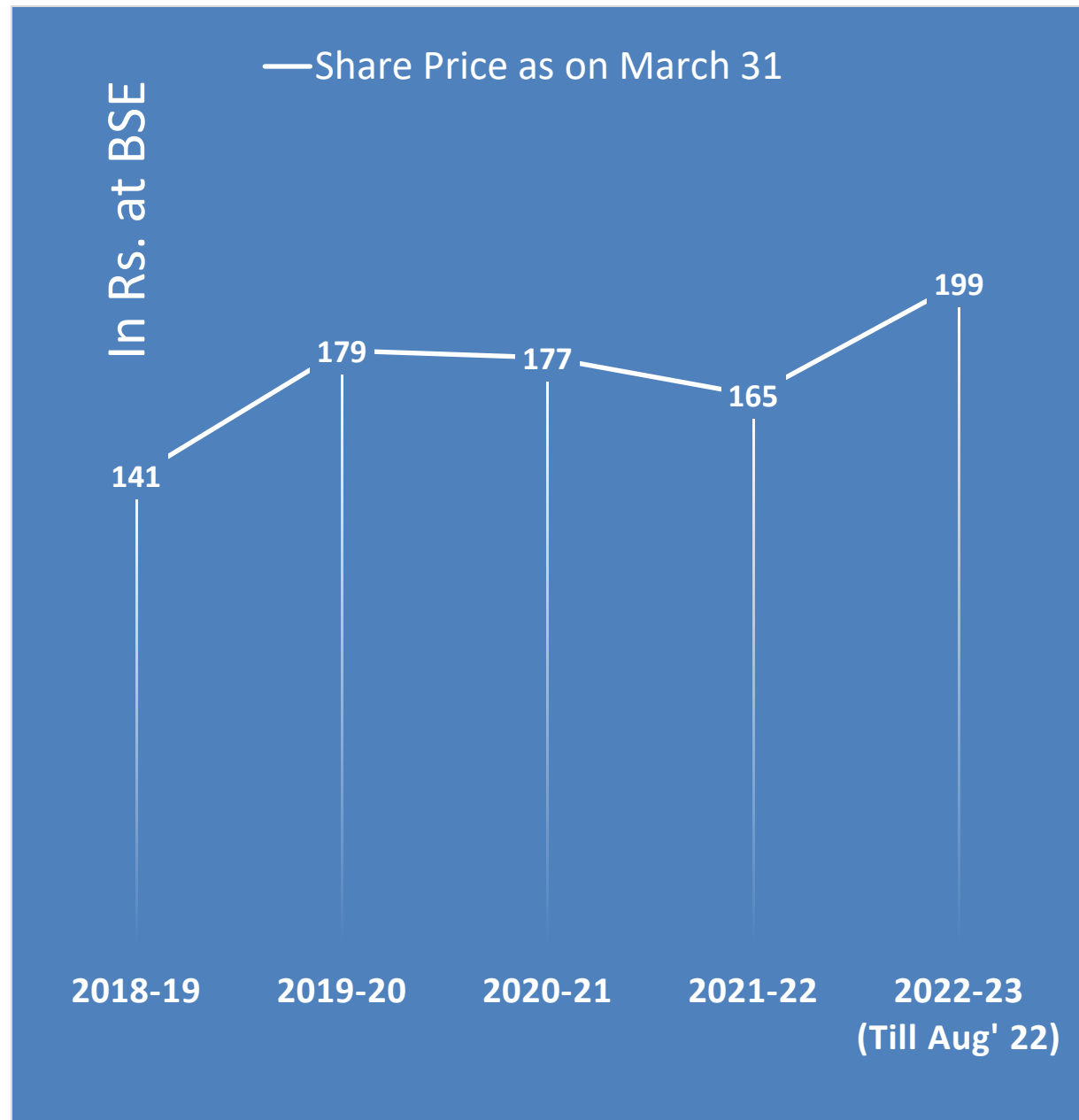
- **Borated Zirconium strip:** Even though, achieving uniform chemistry for strips was a difficult task, MIDHANI developed, Borated Zirconium strip of 1mm x 10mm X 1000mm for use in Energy application.



- **Fluid End Component:** MIDHANI developed and manufactured, 'Fluid End Component- MDN 16-5-1, Super Martensitic Stainless Steel for its application in Oil and Gas Sector. The demand in our country was being met through imports, with Indigenous R&D efforts, MIDHANI has indigenized the product

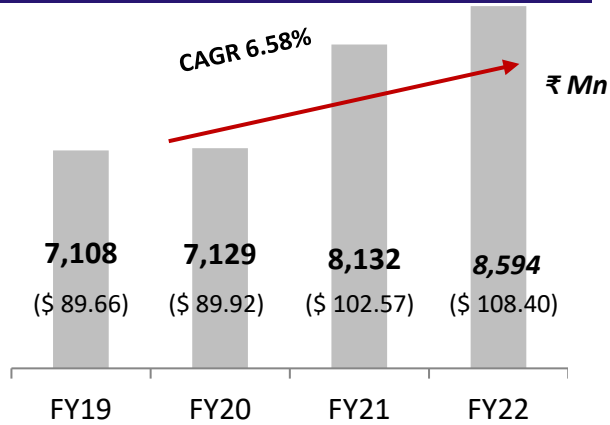
Market Performance: MIDHANI Shares

- MIDHANI IPO opened for subscription in the price band of Rs. 87/- to Rs. 90/- and was offered to the Public at Rs. 87/- per Share.
- MIDHANI Shares were listed at the exchanges on 4th April 2018 at Rs. 87/- and closed at Rs. 90/-.

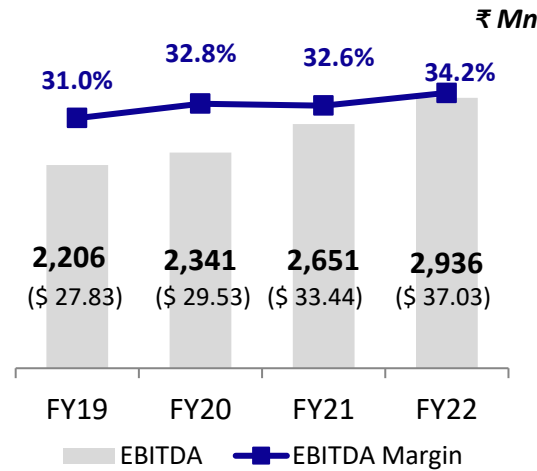


FINANCIAL OVERVIEW (1/2)

Revenue from Operations

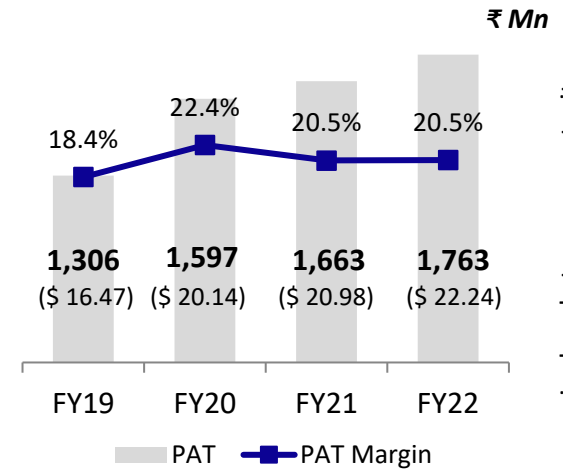


EBITDA^[1]

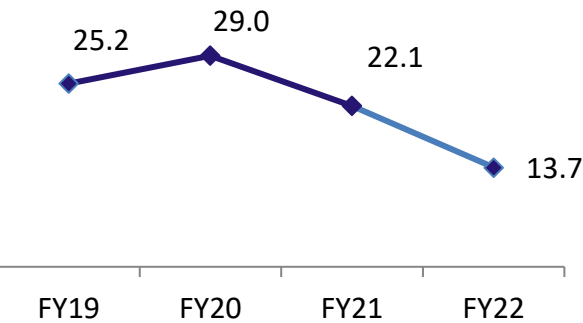


^[1] EBITDA is calculated as PBT gross of finance costs and depreciation. P

PAT

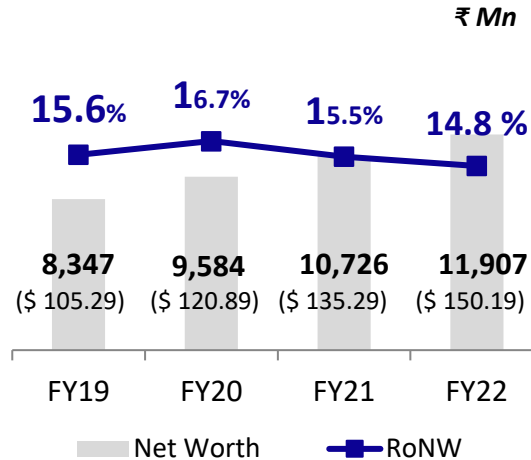


Interest Coverage Ratio ^[2]



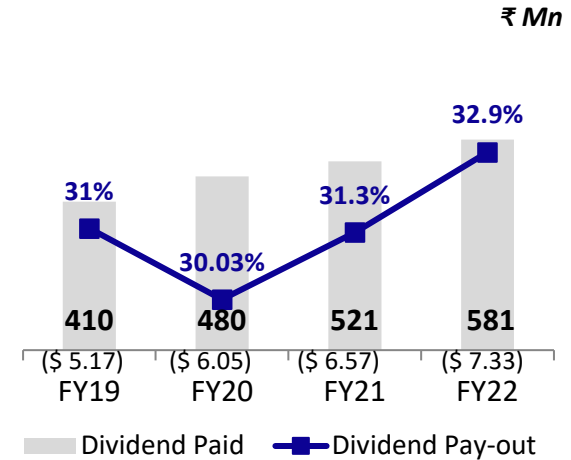
^[2] Interest coverage ratio has been computed as EBITDA as divided by Finance cost. (EBITDA is calculated as PBT gross of Finance cost and Depreciation)

Return on Net Worth^[3]



^[3] Return on Net Worth has been computed as Net Profit after tax as divided by Net Worth at the end of the period/year.

Total Dividend & Dividend Payout Ratio

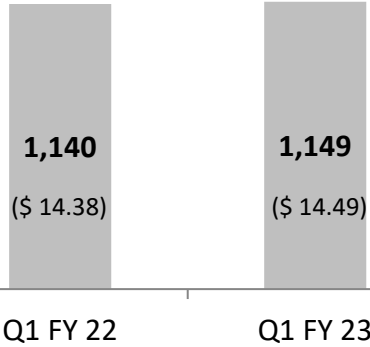


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FINANCIAL OVERVIEW (2/2)

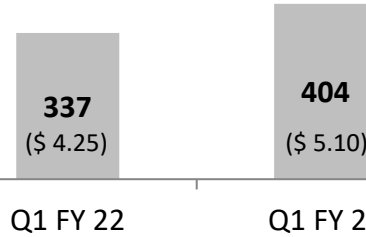
Revenue from Operations

₹ Mn



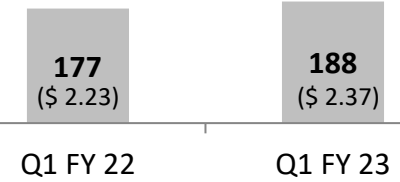
EBITDA

₹ Mn



PAT

₹ Mn



QUARTERLY NUMBERS

Note: Company's reporting currency is INR. Figures in brackets represents its equivalent currency in USD by considering the conversion rate @ 1 USD = 79.28 INR

Thank You