

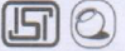


SATIA
INDUSTRIES
LIMITED

An ISO 9001, 14001 & 45001 company
CIN : L21012PB1980PLC004329

Manufacturer of Quality
Writing, Printing & Speciality
Paper with ECO MARK
GST IN : 03AACCS7233A1ZZ
www.satiagroup.com

IS 1848



SIL/CS

Date: 28.05.2024

The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai-400001 Scrip Code: 539201	The Manager, Listing Department, National Stock Exchange of India Ltd, Exchange Plaza, Plot No. C/1, G- Block, Bandra Kurla Complex, Bandra (East), Mumbai-400051 Symbol: SATIA
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Dear Sir/Madam,

Sub: Submission of Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015. Please find enclosed herewith Investor Presentation.

You are requested to kindly take the same on record.

Thanking you

Yours faithfully,
For Satia Industries Limited

RAKESH
KUMAR
DHURIA
(Rakesh Kumar Dhuria)
Company Secretary

Digitally signed by
RAKESH KUMAR
DHURIA
Date: 2024.05.28
11:21:34 +05'30'



SATIA INDUSTRIES LIMITED
AN ISO 9001, 14001 & 45001 COMPANY

Satia Industries Limited

Investor Presentation
May 2024





Safe Harbor

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Satia Industries Ltd. will not be responsible for any action based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Company Overview

Satia Industries Limited (SIL), located in the District of Muktsar, Punjab, was **incorporated by Dr. Ajay Satia** and commenced its operations in **1984**.

SIL supplies 40%-50% of its production to State textbook boards, with the balance sold in the open market through a pan-India network of **100+ dealers and three branch offices** located in Delhi, Chandigarh & Jaipur with total Employee strength of 2,300+ head counts

SIL has **540 acres of eucalyptus plantations**. Besides, under Project Green, we distributed 1 lac Eucalyptus saplings to farmers for plantation over 1,000 acres under our Social Forestry Initiative.

Vision

'To become a leader in its segment with excellence in all-round performance creating value for all stakeholders of the company, society and the economy.'



Mission

'To sustain growth with technological upgradation and innovation continuously for achieving cost competitiveness with sustained profitability, excellence in quality and win customer satisfaction and loyalty.'

SIL is one of India's **leading Wood and Agro-based paper manufacturers**, with a completely integrated manufacturing setup with 4 paper machines, 100% in-house power generation, chemical recovery plant and one of the best effluent treatment facilities in the nation.

In FY22, the company added a **4th state of the art paper machinery** to its production facilities with a capacity of 100,000 MTPA. With a **diverse Capex program** to modernize and scale up its capacities, SIL now has a total installed capacity of 2,19,000 MT in FY24.

Core Leadership Team



Dr. Ajay Satia
Chairman & MD

Dr. Satia is an MBBS. He was the pioneer in setting up this integrated paper mill. Dr. Satia has a passion for work, flair for technology and possesses unparalleled enterprising spirit for expansion and modernization.



Mr. Chirag Satia
Executive Director

He has been the driving force behind new initiatives since he joined in 2015 and looks after Finance, Accounts and Commercial Operations. His enterprising spirit and visionary outlook have added new energy to the workforce.



Mr. RK Bhandari
Joint MD

Mr. Bhandari is an MBA with extensive experience in marketing. He has been instrumental in the formulation and execution of SIL's core business strategies for the past 37 years. Additionally, he has fostered strong industry relationships and driven continuous improvement initiatives.



Mr. Rachit Nagpal
CFO

Mr. Nagpal is a Chartered Accountant by profession and has more than 10 years of experience. He handles treasury management, financial reporting, tax compliances, project financing and budgeting in the Company.



Mr. Hardev Singh
Director (Technical)

Mr. Hardev Singh has a rich experience of 35 years. He is key pillar in the company for technical aspects. He has been instrumental in installation of all projects in the company.

Leadership Reflections



Mr. Chirag Satia
Executive Director

“FY24 demonstrated our resilience. Despite facing industry headwinds, we are pleased to have improved our profitability this year. This success was driven by our strong relationships with state textbook boards and our stringent expense control. For FY24, our revenues were INR 17,208 Mn. Although this represents a decline due to lower paper prices, it is noteworthy that our volumes remained steady. Currently, we have a strong order book covering more than one month of revenues. These orders provide a buffer against adverse industry impacts.

During Q4 FY24, we observed a decline in both paper and raw material prices. Notably, the prices of wheat straw and agro pulp dropped significantly, positively impacting our profitability this quarter. We capitalized on this by increasing the use of agro pulp, further enhancing our savings and margins. While wood pulp prices rose, our existing inventory cushioned the impact on this quarter’s performance.

Satia Industries remains steadfast in its commitment to enhancing operational efficiencies and optimizing resource utilization. Our focus on continuous improvement across projects enables us to effectively address challenges. We are pleased to announce the successful commissioning of our 75 TPH multi fuel boiler.

Looking ahead, we are well positioned to leverage our synergies from our strategic initiatives and remain confident in our ability to navigate any external industry challenges. Our commitment to delivering shareholder value remains steadfast, achieved through stable revenue streams, strategic cost management, and targeted investments. We maintain optimism about the future despite current market conditions and are confident our focused efforts will propel us on a positive trajectory.”

Journey and Milestones

1980-2000



- **1980**
Incorporation of Satia Industries
- **1984**
Started production With Paper Machine-1; capacity 4,950 MTPA
- **1989**
Second Paper Machine-2 installed
- **1993**
Production Crossed 10,000 MTPA
- **1998**
Installed Paper Machine-3 and 80 TPD waste pulp

2000-2015



- **2002-03**
Power co-generation plant (5 MW) installed/ 150 TPD continue digester
- **2006**
 - CRP and power plant 5 MW TG Installed
 - 220 MT agro Pulp mill (unbleached and bleached plant)
- **2011-12**
 - Increased power plant to 23.30 MW.
 - 200 TPD continue digester
- **2014-15**
 - Capacity of Chemical Recovery Plant was enhanced

2015-2019



- **2015-16**
Listing of SIL's Equity Shares on BSE in September 2015
- **2016-17**
 - Additional Power generation of 10.45 MW and New Solar plant of 2.29 MW.
 - 120 TPD Wood pulp Mill
- **2017-2018**
 - Added Solar Capacity of 3.25 MW.
 - Increased PM2 Speed from 400-650 MPM
- **2018-19**
PM-1 speed increased upgrading from 500 to 700 MPM

2019-2021



- **2019-20**
 - Recorded Highest Production of 1,33,191 MT and the capacity of CRP plant increased from 400-650 TPD.
 - Listing of SIL's Equity Shares on NSE in July 2019
- **2020-21**
 - Installation of Multifuel Boiler (cost saving of approx. INR 250 Mn per year)
 - 14 MW turbine
 - Machinery procured for Table Cutlery Segment

2021-2025



- **2021-22**
 - Commencement of Commercial Production from Paper Machine 4 with capacity of 1,00,000 tons.
 - Enhancement of Pulping Capacity to 150 TPD
- **2023-24**
 - Completed the expansion of 75 TPH multi fuel boiler unit

Strategic and Sustainable Revenue Model



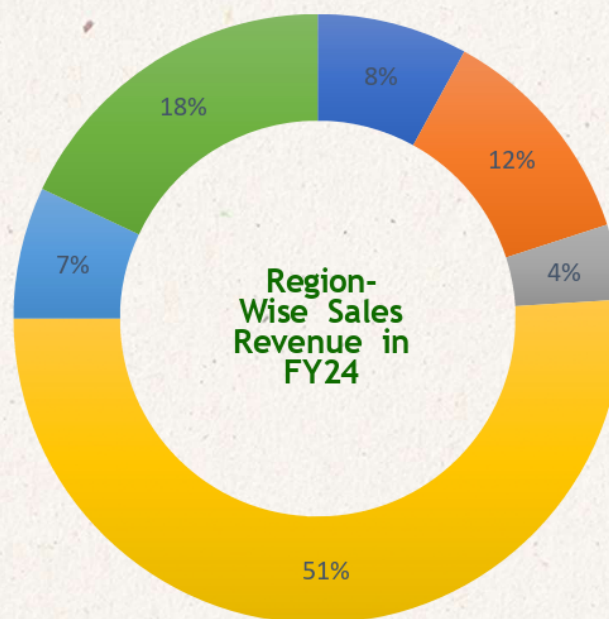
Supplies to State boards: ~40-50% of Revenues

- SIL supplies High-quality watermark paper to various state boards.
- Consolidated demand from all Text-books boards is approximately 5,00,000 TPA of paper
- By supplying ~50-75k TPA to various state boards, SIL boasts of a major market share in this vertical.
- The State Text-book orders are tender driven businesses, these projects are State government funded under Sarva Shiksha Abhiyaan
- Sales to Textbook boards command higher operating margins compared to open market, attributed to higher GSM and lower finishing loss and higher production.



Open market supplies: ~50-60% of Revenues

- SIL supplies retail traders through its strong Pan- India distribution network with 100+ dealers and three branch offices in Delhi, Chandigarh & Jaipur.
- Out of total sales from Open Market Supplies, ~5-10% of sale comes from Rajasthan and Delhi in a Direct sale, to end users, and facilitated by the SIL's employees.
- A variety of paper grades are manufactured for this vertical ,i.e. exercise book paper, Snow white paper, SS Maplitho paper, Ledger paper, Copier paper, Colour printing paper etc.



■ CENTRAL ■ EAST ■ EXPORT
■ NORTH ■ SOUTH ■ WEST

Marquee Clients



Bal Bharti



Assam State Text Book
Production & Publication
Corporation Ltd



Odisha State Bureau of
Textbook



Chhattisgarh Pathya
Pustak Nigam



Rajasthan Raja
Pathyapustak Mandal



NCERT



Burda Druck India
Private Limited



West Bengal Text
Book Corporation
Ltd



Himachal Pradesh
Board of School
Education



Indian Railways



State Election
Commission (UP)



DAV

Key Highlights Q4 & FY24



Recent Developments



Satia Industries successfully completed the commissioning of 75 TPH multi fuel boiler.



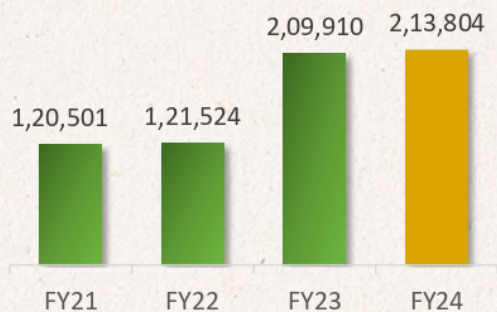
The company has strong order book covering more than one month of sales.



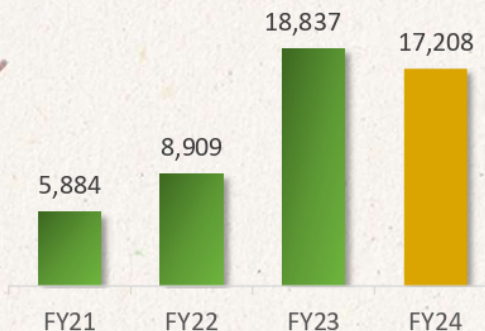
During FY24, the company has prepaid term loans of INR 467 Mn over and above the repayment of INR 1,283 Mn.

Key Performance Indicators

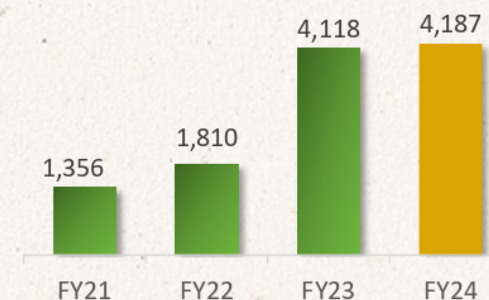
Volume (MT)



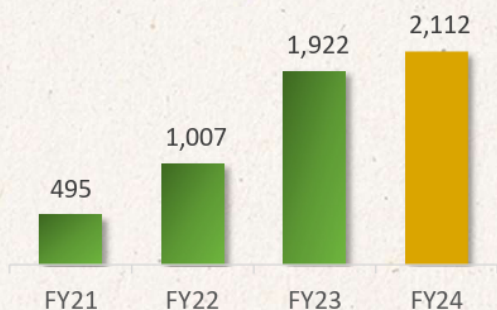
Income (INR Mn)



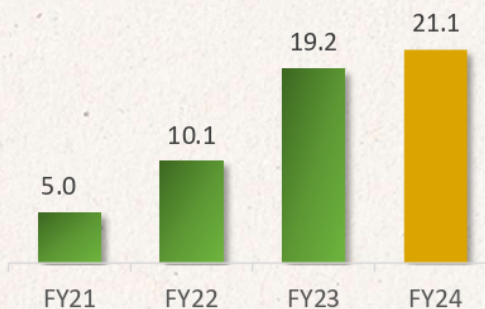
EBITDA (INR Mn)



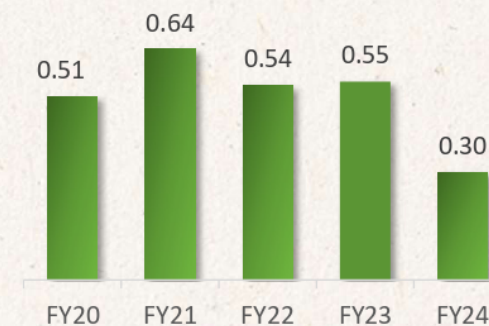
PAT (INR Mn)



EPS (INR)



Net Debt:Equity (x)



Financial Statement Highlights

Particulars (INR Mn)	Q4FY24	Q3FY24	QoQ	Q4FY23	YoY	FY24	FY23	YoY
Revenue from Operations	4,306	4,357	-1%	5,206	-17%	17,208	18,837	-9%
Other Income	84	-24	-450%	28	204%	154	141	9%
Total Income	4,390	4,333	1%	5,234	-16%	17,361	18,978	-9%
Expenses								
Cost of material consumed	1,764	1,911	-8%	2,054	-14%	7,195	8,719	-17%
Purchases of traded goods	21	26	-19%	34	-38%	71	240	-71%
Change in inventory of finished goods, stock in trade and work in progress	111	14	702%	16	595%	109	-52	-311%
Employee Benefit Expenses	320	293	9%	296	8%	1,118	916	22%
Finance Cost	73	75	-3%	100	-27%	300	352	-15%
Depreciation & Amortisation	471	382	23%	1,123	-58%	1,514	2,071	-27%
Other Expenses	1,182	1,190	-1%	1,445	-18%	4,528	4,896	-8%
Total Expenses	3,942	3,892	1%	5,068	-22%	14,835	17,143	-13%
Profit before Tax	448	440	2%	167	169%	2,527	1,835	38%
Current tax	76	58	31%	26	191%	485	314	54%
Deferred Tax	-22	-15	51%	-322	-93%	-70	-401	-83%
Profit for the period	394	396	0%	463	-15%	2,112	1,922	10%
Earnings per share (not annualised)								
Basic and Diluted	3.9	4.0	0%	4.6	-15%	21.1	19.2	10%

Financial Statement Highlights

ASSETS

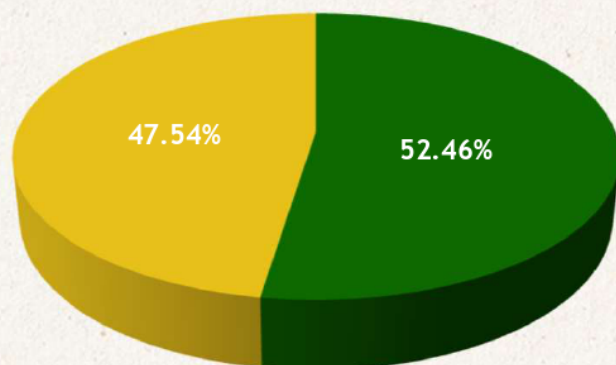
Particulars (INR Mn)	FY23	FY24
Fixed Assets		
Tangible Assets	6,893	8,365
Right of Use Assets	127	167
Intangible Assets	20	18
Capital Work in Progress	1,376	161
Total Fixed Assets	8,416	8,711
Non-Current Investment & Other Financial Assets	68	7
Loans	-	-
Deferred Tax & Other Tax Assets	345	367
Other Non-Current Assets	519	541
Total Non-Current Assets	9,347	9,627
Current Assets		
Inventories	1,597	1,748
Biological Assets other than bearer plants	444	473
Trade Receivable	1,915	1,631
Cash & Cash Equivalent	4	3
Bank Balances	180	199
Other Financial Assets	40	30
Current Tax Assets	46	-
Other Current Assets	173	334
Total Current Assets	4,398	4,418
Total Assets	13,745	14,045

LIABILITIES

Particulars (INR Mn)	FY23	FY24
Shareholders Fund		
Share Capital	100	100
Reserves and Surplus	7,232	9,223
Total Shareholders Fund	7,332	9,323
Non Current Liabilities		
Long Term Borrowings	2,578	1,555
Other Financial Liabilities	735	484
Other Long Term Liabilities	1	1
Long Term Provision	106	124
Deferred Tax Liabilities	-	-
Total Non Current Liability	3,421	2,165
Current Liabilities		
Short Term Borrowings	1,626	1,451
Trade Payable	972	641
Lease Liability	29	49
Other Current Liabilities	119	128
Other Financial Liabilities	233	227
Short Term Provision	12	13
Current Tax Liabilities	-	49
Total Current Liabilities	2,992	2,557
Total Liabilities	13,745	14,045

Capital Market Indicators

Shareholding as of 31st Mar 2024



■ Promoters & Promoters Group
■ Public

Stock Performance



Thank You

*For further information on the Company,
please visit www.satiagroup.com*



Rachit Nagpal (CFO)
Satia Industries Limited
rachit@satiagroup.com
P: +01633-262001



Runjhun Jain /Nikita Atri
EY LLP
runjhun.jain1@in.ey.com/
nikita.atri@in.ey.com
M: + 91 9820720993/8600363914

