



**TEXMACO**

# **Texmaco Rail & Engineering Ltd.**

**Belgharia Works**

CIN: L29261WB1998PLC087404

27<sup>th</sup> September, 2023

*National Stock Exchange of India Ltd.  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex  
Bandra (E), Mumbai - 400051*  
**Symbol - TEXRAIL**

*BSE Limited  
P. J. Towers,  
Dalal Street,  
Mumbai - 400001*  
**Scrip Code - 533326**

Dear Sirs,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the corporate presentation for your records.

The said presentation is also uploaded on the website of the Company <https://www.texmaco.in/investors-relation/shareholders-information/>.

This is for your information and record.

Thanking you,

Yours faithfully,  
For **Texmaco Rail & Engineering Limited**

K. K. Rajgaria  
Company Secretary &  
Compliance Officer

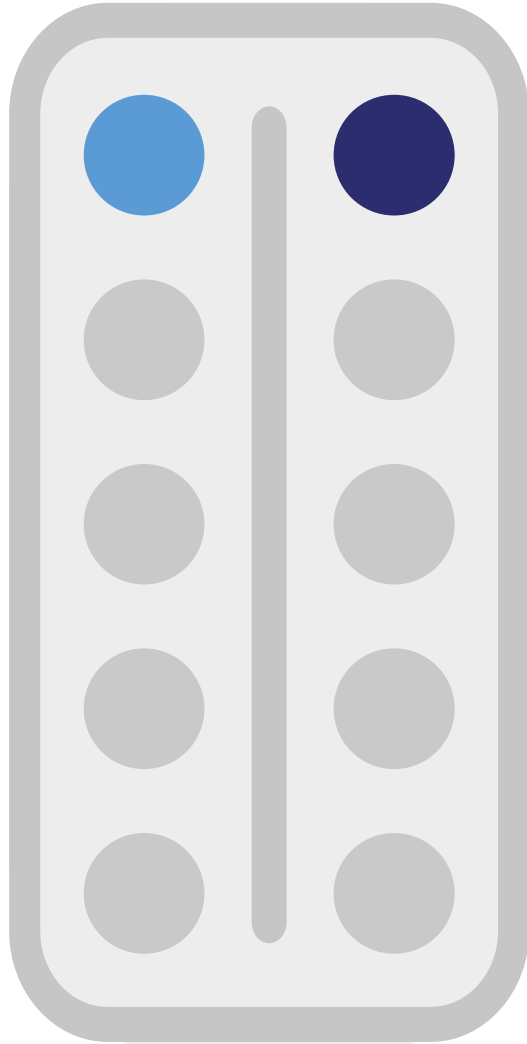
# Texmaco

Rail & Engineering Ltd.

## Investor presentation September 2023



# Table of contents



## **Company Overview**

Key Business Highlights

Growth outlook

Key financials

Annexure



# Adventz Group: USD 4bn conglomerate



**Saroj Kumar Poddar**, *Group Chairman*



**Akshay Poddar**, *Non-executive & Non-independent Director*

## Agri-Business



- ★ • Zuari Agro Chemicals Ltd.
- ★ • Paradeep Phosphates Ltd.
- ★ • Mangalore Chemicals & Fertilizers Ltd.
- Gobind Sugar Mills Ltd.

★ Listed company

## Engg. & Infrastructure



- ★ • **Texmaco Rail & Engineering Ltd.**
  - Touax Texmaco Rail Car Leasing Pvt. Ltd.
  - Wabtec Texmaco Rail Pvt. Ltd.
- ★ • Texmaco Infrastructure & Holdings Ltd.

## Emerging Lifestyles



- Zuari Infracore India Ltd.
- Indian Furniture Products Ltd.
- Hettich India Pvt. Ltd.
- Zuari Global Ltd.
- Style Spa Furniture Ltd.

## Services



- Zuari Finserv Ltd.
- Adventz Zuari Insurance Brokers Ltd.
- Zuari Management Services Ltd.
- Lionel India Ltd.

*Adventz has strong presence across diverse sectors in India*

## Freight cars



- Diverse range of rail freight solutions
  - Indian Railway freight cars
  - Commodity specific special freight cars
  - Freight cars for export
  - Special purpose freight cars
- Only company working with mild-steel, stainless-steel and composite materials for manufacturing of rolling stock solutions

## Steel Foundry



- Largest internationally accredited foundry in India
- Largest foundry for IR castings
- Largest exporter of railway castings in India
- Manufactures parts of freight cars, like bogies and castings, for global clients
- Also caters to MoD, Marine, and mining industries
- Crossings and turnouts for high-speed railway

## Component systems & solutions



- Global sourcing partner for precision fabricated parts, machined systems and solutions
- Caters to global parties for sourcing bogie, passenger rolling stock and metro rail parts
- Working with global majors
- Development of components for interiors of passenger rolling stock

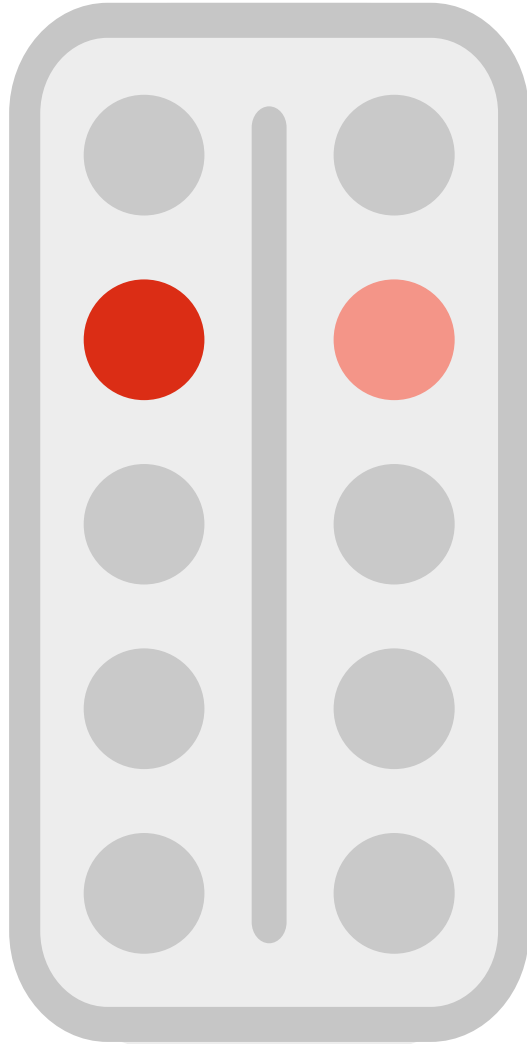
## Rail Infra & Others



- Over-Head Electrification
- Sub station

Note: Ministry of Defense (MoD); Indian Railways (IR)

# Table of contents



Company Overview

**Key Business Highlights**

Growth outlook

Key financials

Annexure



**01**

**Well-positioned to capitalize on the highest ever capital outlay by Indian Railways**

**02**

**State-of-the art component manufacturing facilities, with export capabilities**

**03**

**Largest and the only AAR approved steel foundry in India**

**04**

**Access to world class technology from global partnerships**

**05**

**De-risked business model - focused on manufacturing and export prowess**

**06**

**Change management led by professionals**


Note: Association of American Railroad (AAR)

## National Rail Plan >>>

## Capital outlay<sup>1</sup> >>>

## Key projects

 **Increase modal share of IR in freight from 26% to 45% by 2030**

 Rolling stock  
INR 4.8 lakh cr  
*(Wagons 0.9 lakh cr)*

INR 1.5 lakh cr  
Dedicated Freight Corridor (DFC)<sup>1</sup>

 **Target freight volumes from 1.5bn tones in FY'23 to 3.6bn tones by FY'31E**

 Terminals  
INR 0.8 lakh cr

INR 2.4 lakh cr  
Budgetary outlay for railways in Union budget'24

 **457m tones CO2 savings from DFC in 30 years**

 Track & Infrastructure:  
INR 9.3 lakh cr

INR 5.0 lakh cr  
High Speed Rail corridor<sup>1</sup>

 **Invest in infra to cater to growing demand till 2050**

**Total: INR 15.0 lakh cr**

**126 critical and super critical projects** of total cost 1.2 lakh cr for completion by 2024

Note: Indian Railways (IR)  
1. National Rail plan, capital outlay 2021-2031



*20+ types of freight cars - supplied to core sectors of the nation ...*



**Agri / Food**



**Auto**



**Steel**



**Cement**



**Alumina /  
Powders**



**Oil**



**Fly Ash**



**Coal**



**Milk**



**Defense**



**Iron ore**



**Container**



**LPG**

*... and many more*

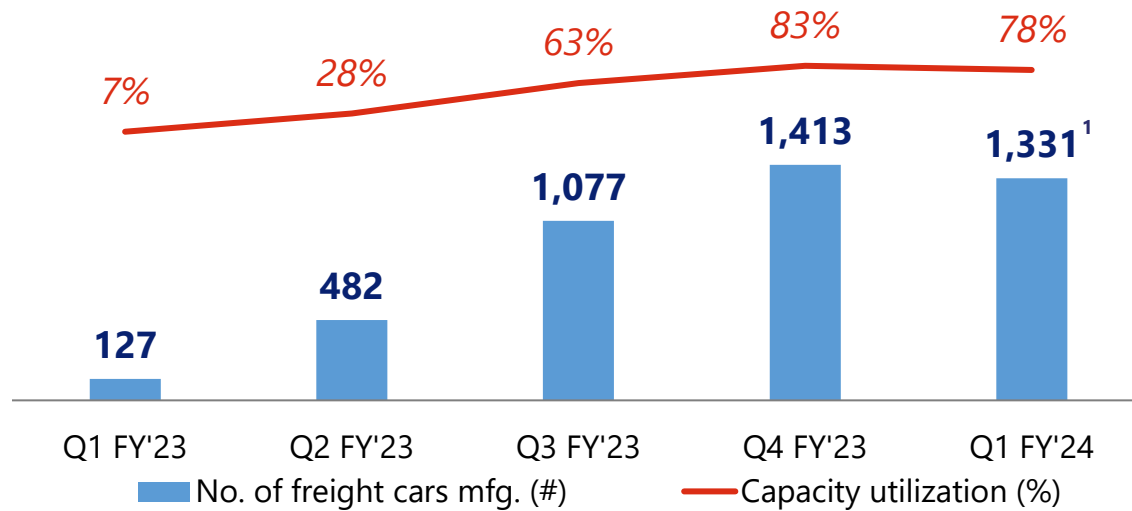


**Over 50,000+ freight cars supplied over  
past c.20 years**

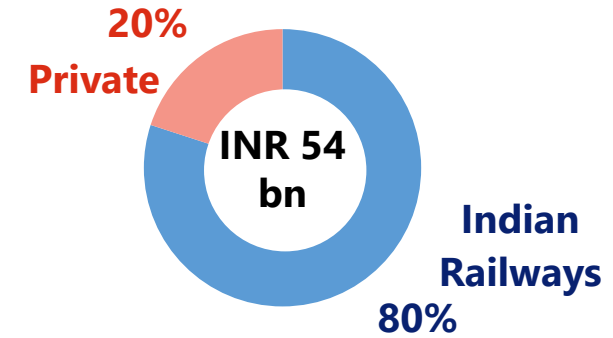


**Technically equipped to cater to markets  
across all gauges**

## Strong trend of ramp-up production



## Strong order-book of freight cars (Jun'23)



**Annual wagon manufacturing capacity of 6,800 units as of Jun'23**



**Strategic alliance with Hindalco for Aluminum freight cars**



**Won its largest ever order of 20,000+ freight cars from IR**

Note: Indian Railways (IR)

1. Minor decline due to change in specifications from IR



**12,000+ VUs sold to Indian Railways in over 10 years**



Note: Vehicle Units (VUs)



**7,000+ VUs sold to private parties in 10 years**



**550+ VUs exported to foreign markets over the past 10 years**

|  |  |
|--|--|
|  | Gondola Wagon for Iron Ore (Liberia)   |
|  | Tank Wagon (Sri Lanka)                 |
|  | Oil Tank Wagon (Bangladesh)            |
|  | Mineral Wagon (Ghana)                  |
|  | Tank car for Phosphoric acid (Senegal) |
|  | Container flat Wagon (Mali)            |
|  | Cars with sliding doors (Uganda)       |
|  | Side discharge cars (Vietnam)          |
|  | Low sided flat cars (Hungary)          |

## Six manufacturing facilities

5 located at Agarpara, Belgharia, Sodepur and Panihati in Kolkata, WB

1 facility located at Raipur, CG

## Strategic location

Connectivity to major highways and ports

Facilities in Kolkata situated within a radius of 5km

Internal network of 15 rail lines

## 2 wagon manufacturing facilities

12 Bays for production of freight cars/Loco shells

Large yard to hold 200+ freight cars

## Total ~200-acre facilities

~114 acres at Belgharia & Agarpara & ~42 acres at Panihati & Sodepur

~30 acres at Raipur, CG

## Effective expansion

Expansion of capabilities by enhancing existing facilities

Establishing new mfg. facilities



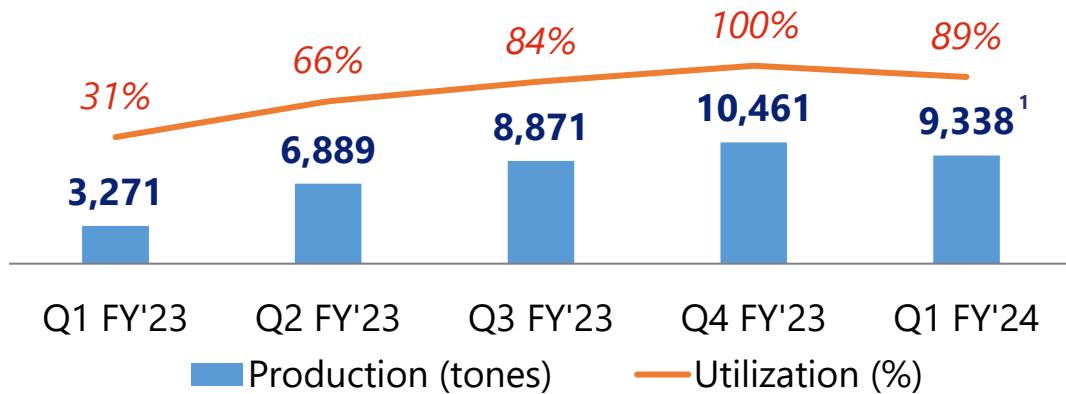
# Largest and internationally approved steel foundry in India

Capacity of 42,000 tones p.a., currently running at near 100% utilization

## Versatile process with demonstrated quality & capability

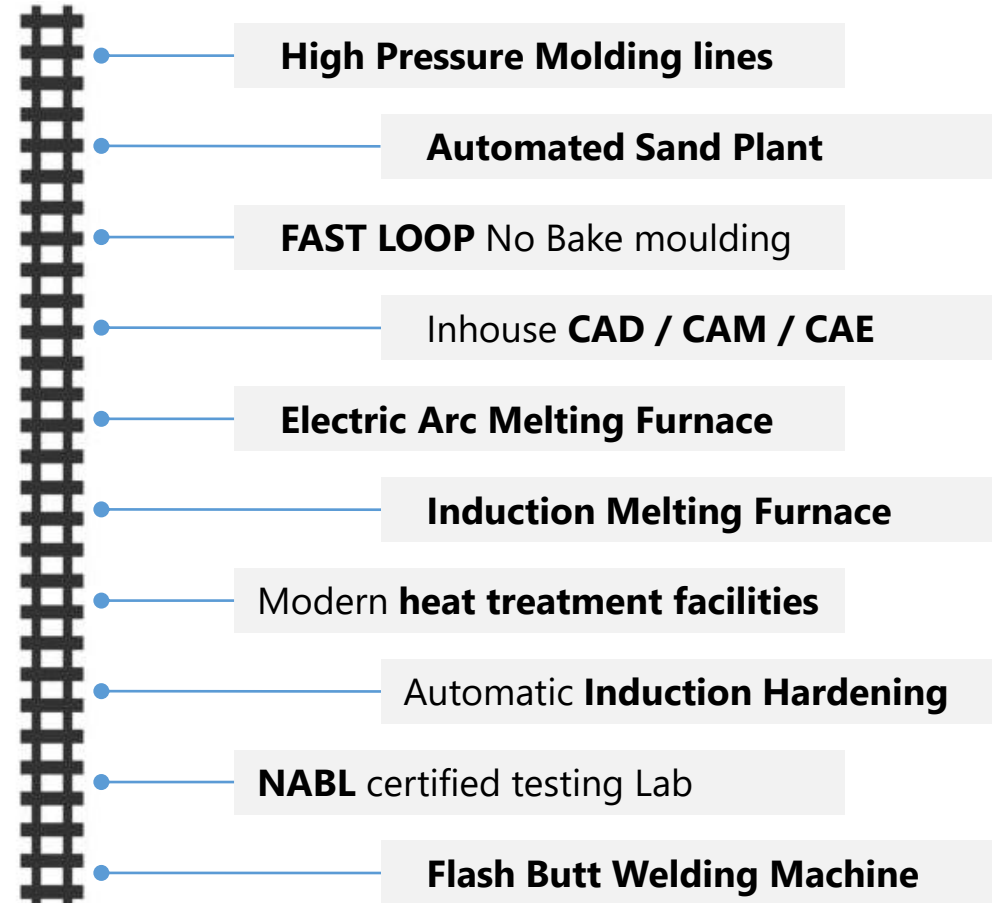
- ✓ **Two Class A Foundries** in Kolkata & Raipur with Railway Bogie, Coupler & Crossing mfg. facilities
- ✓ Proven capability of Railway & Mining Castings for domestic and export

### Strong trend of ramp-up in utilization

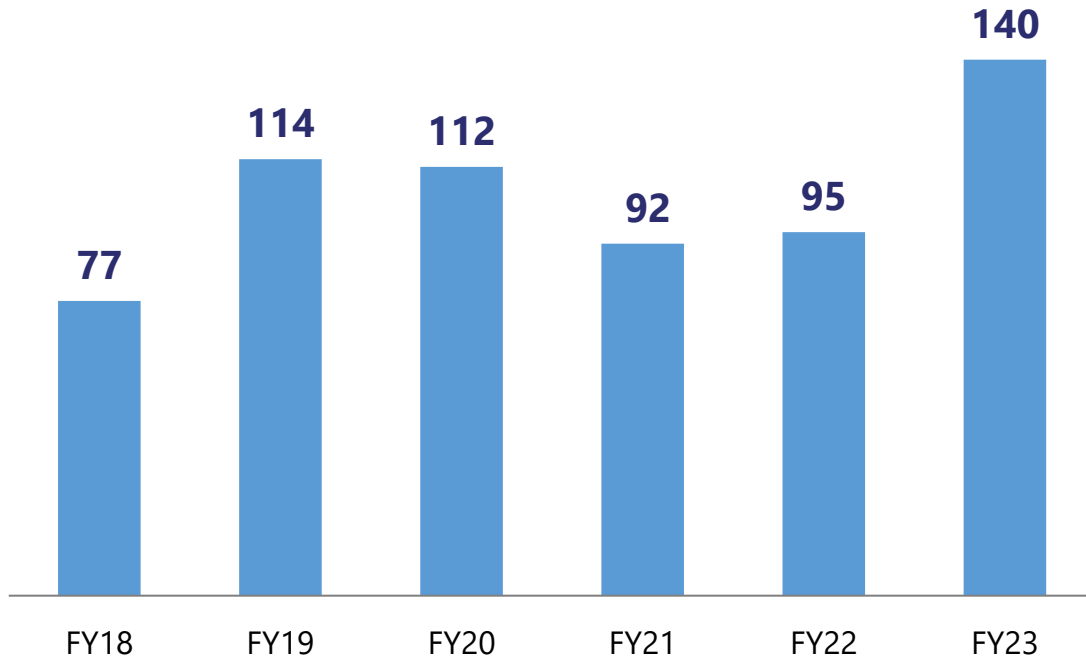


Note: Computer-Aided Design (CAD); Computer-Aided Engineering (CAE); Computer-aided Manufacturing (CAM); National Accreditation Board for Testing and Calibration Laboratories (NABL); Indian Railways (IR)  
1. Minor decline due to change in specifications from IR

## Industry leading Infrastructure base



## Export Turnover (INR in cr)



## Strong moat of technical capabilities and certifications

- ✓ **Only Indian company certified by Association of American Railroad (AAR)**
- ✓ **Exports to niche markets – USA, Australia, and Eurasia, etc.**
- ✓ **Manufacturer and Exporter of Critical Earth Moving, Defense and Industrial Castings**
- ✓ **Significant enquiries from fortune 500 companies for Industrial castings**
- ✓ **In-house R&D team recognized by Department of Science and Industrial Research, Govt. of India**

**Wabtec  
Texmaco**



### Hi-tech products

- TMX® Bogie mounted brake systems - durable, lightweight materials, freely suspended systems
- Low & High Friction Brake blocks for Freight, Loco & Coach applications
- Draft Gear and Friction Wedges

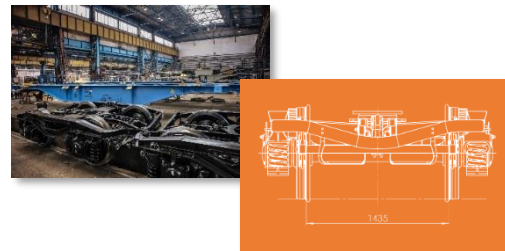
**Touax  
Texmaco**



### Leasing solutions

- Serves a diverse customer-base made of private companies or operators of industrial clients

**Texmaco  
Nymwag<sup>1</sup>**



### Freight cars & components

- Manufacturing of freight cars for domestic and international markets
- Manufacturing of Railway components for domestic and international markets

Note 1. JV agreement signed; construction of facility underway

# Component systems & Solutions

State-of-the-art products from the Hi-tech mechanical and fabrication workshop



 **Australia**



 **Mozambique**



 **Kazakhstan**

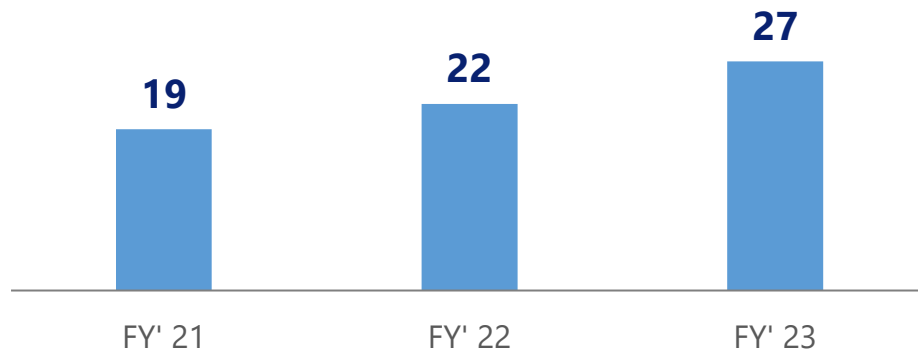


***Spreading wings in international markets***



***Large equipment base, enabling automation and precision***

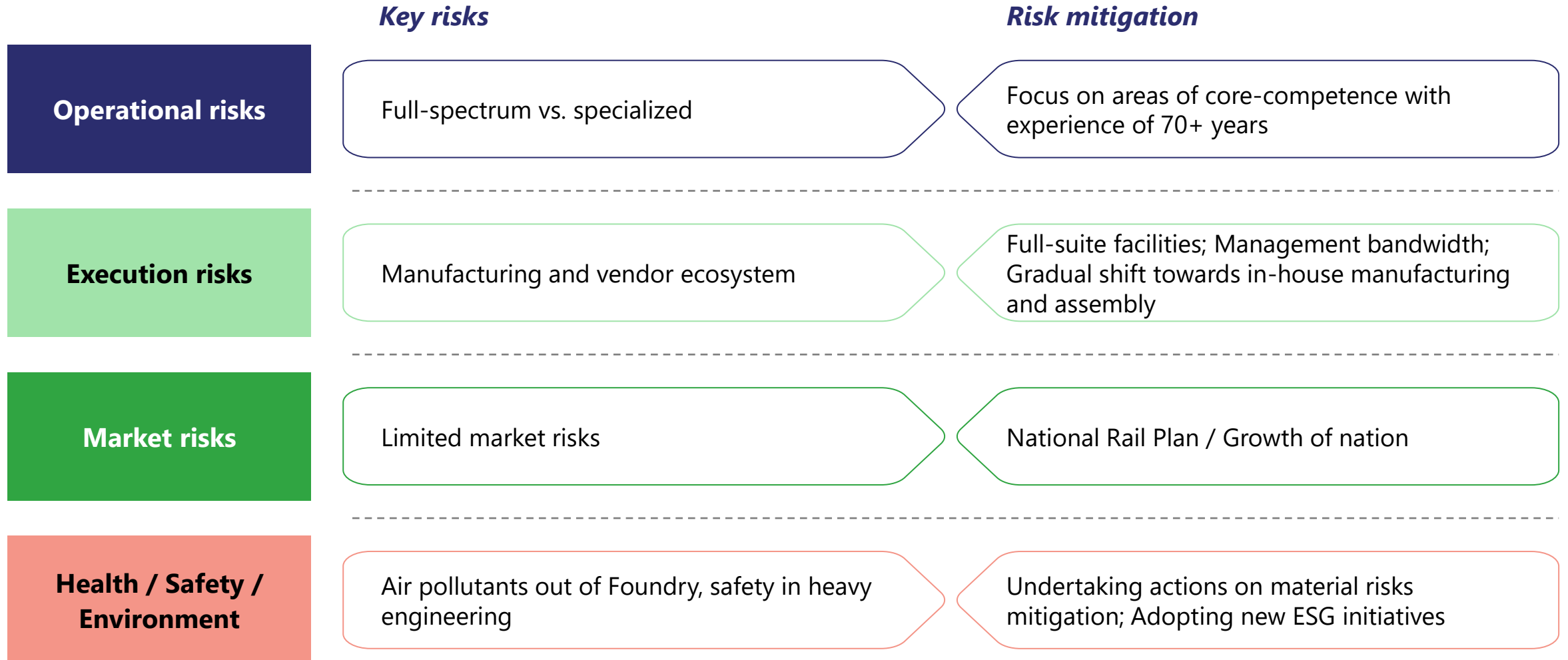
## Hi-tech components turnover (INR cr)



-  Surge in global demand for high standard components; supply-chain disruptions create new and large opportunities
-  One of the few manufacturers with capabilities, client relationships and certifications to tap the global market
-  Expected to be qualified supplier to the European region soon
-  Texmaco JV with WABTEC to mfg. world class braking systems and other components for supply to domestic and US market



# A De-risked business model



**01**

**Focus areas**

Identify Strategic  
Business Units (SBUs)

**02**

**Management**

Infusion of best talent from  
within & outside the  
industry

**03**

**Efficiency**

Rationalization of  
product and process  
Focused cost reduction

**04**

**Monitoring**

Equip management  
with tools to monitor  
and execute



**Indrajit Mookerjee**  
Executive Director & Vice Chairman

- B.Tech in Chemical Engineering from IIT, KGP
- Masters Degree in Chemical Engineering from Georgia Institute of Technology, USA
- Held senior management positions with various multinationals



**Sudipta Mukherjee**  
Dy. Managing Director

- Postgraduate from IISWBM, Production Management from AOTS Japan
- Ex. Management Certification from Tepper School of Business, USA & Fulbright Fellowship in Leadership & Management from Carnegie Mellon University, USA



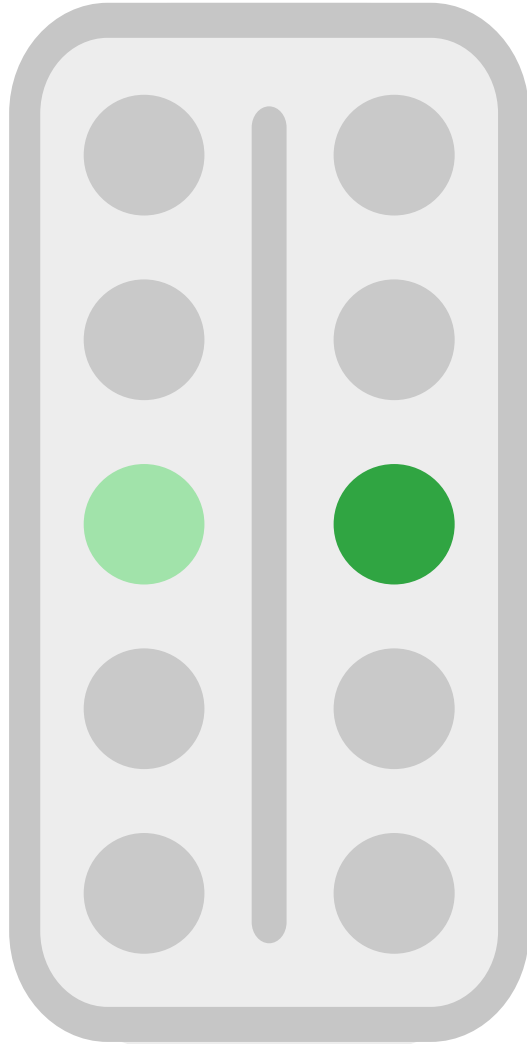
**Hemant Bhuwania**  
Chief Financial Officer

- Chartered Accountant, and B.Com (Hons.)
- Rich experience in Corporate Finance, Treasury, Budgeting, Costing, Banking, Finance & Accounts



**Avijit Mitra**  
Chief Executive Officer (Steel Foundry)

- Diploma in Mechanical Engineering
- Advanced Diploma in Foundry Technology from NIFFT
- Held senior management roles across the leading auto manufacturing, foundry and metallics industries



Company Overview

Key Business Highlights

**Growth outlook**

Key financials

Annexure



**01**

## **Streamlining operations**

- Re-engineer existing product lines
- Market focused approach
- Create centers of excellence
- Cost reduction
- Conscious and selective backward integration

**02**

## **Optimizing revenue mix**

- Increase share of exports and sales to private parties across all segments
- Journey to manufacture 1,000 freight cars per month

**03**

## **Enabling transformation**

- Re-organized key management
- Embracing new responsibilities
- Access to global technology
- Debt-free in 3 years

**04**

## **Demerging non-core businesses**

- Kalindee  
*(Track laying, Signaling, Telecommunications, Auto Fare collection, etc.)*

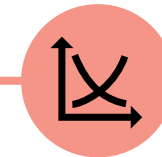
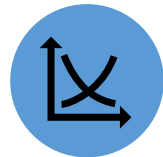
# Strong growth visibility - existing and future

**IR plans to procure 1,50,000 freight cars by 2025**



**Won its largest ever order of 20,000+ freight cars from Indian Railways, execution underway**

**Texmaco augmenting existing human capital and expand on technology and infrastructure**



**3-5x growth in export of components and railway castings; Qualified supplier to foreign players; also benefitting from geo-political shift in supply-chains**

**Strong infra spend by Govt. flowing down to rolling stock, where wagon manufacturers have received orders exceeding the total of last 10 years**



**Company expanding its global reach by capitalizing on existing moats – accreditations, partnerships, and R&D**

Note: Indian Railways (IR)

## Project costs

Process engineering by identifying Non-value added & complement vs. value added in the whole life cycle

## Standardization

Creation of standard definitions and standardization of all activities

Defining SOPs

## Sourcing

Renegotiation of existing supplier contracts based on assured offtake

Various other hand holdings to improve process

## Inventory management

Inventory reduction with tie ups and backward integration

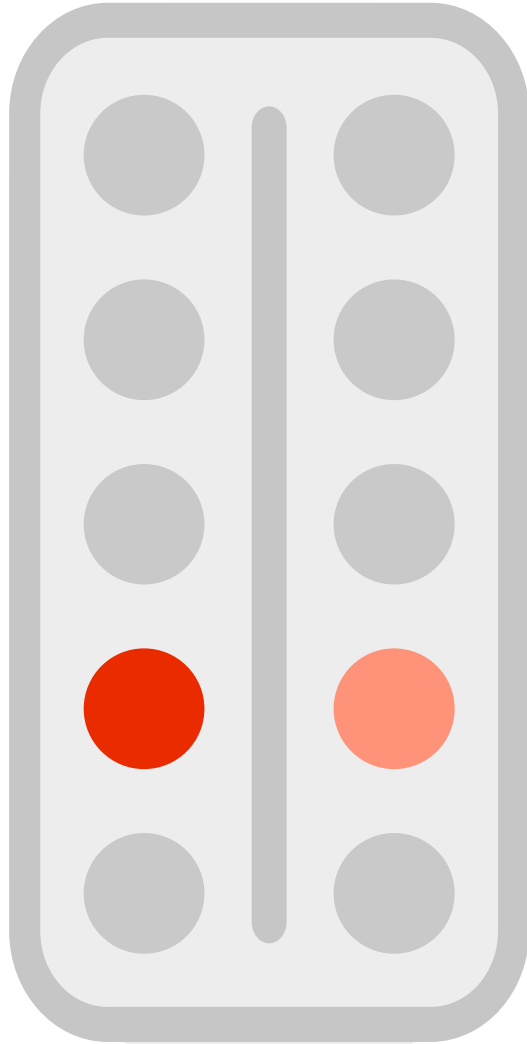
In-house component developments

## Reorganization

Reorganization and having specific Job role aligned with targets

Note: Standard Operating Procedure (SOP)

# Table of contents



Company Overview

Key Business Highlights

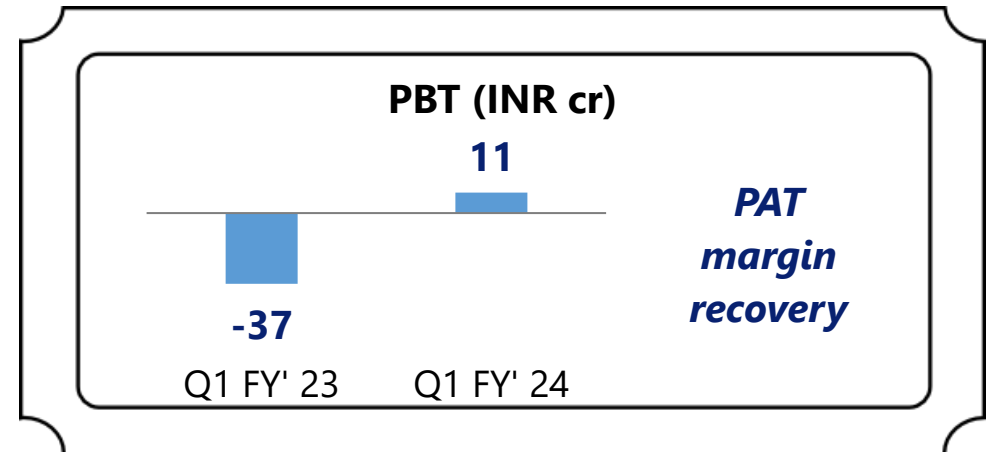
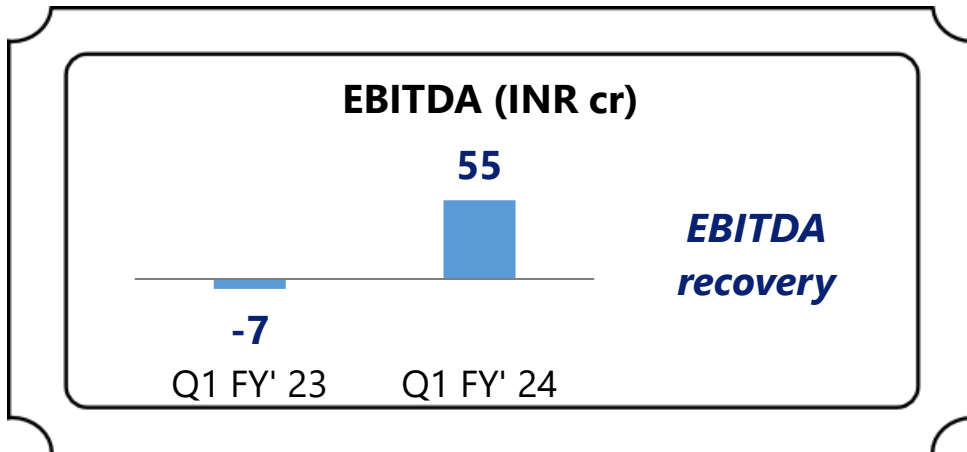
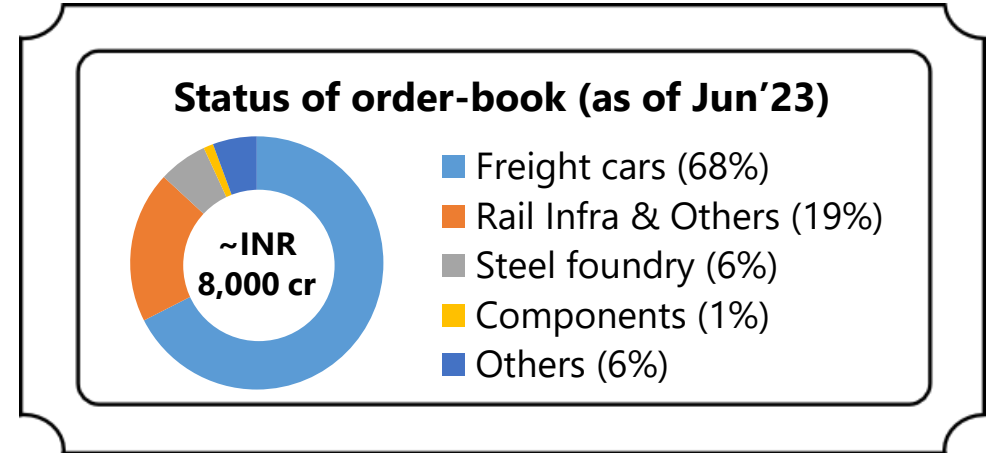
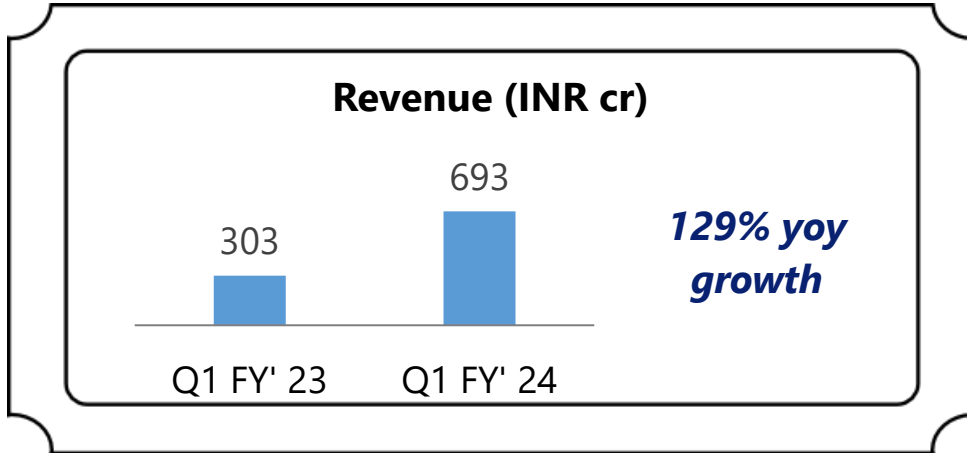
Growth outlook

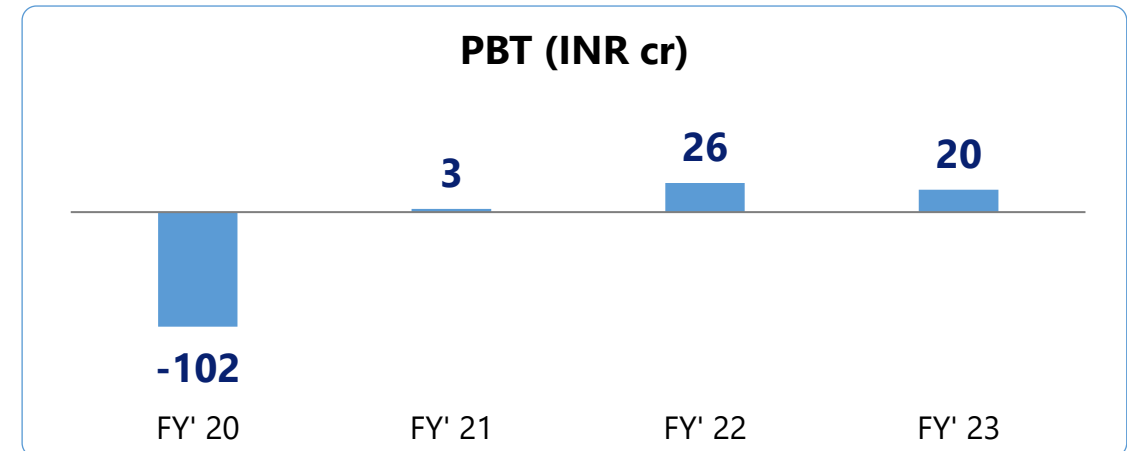
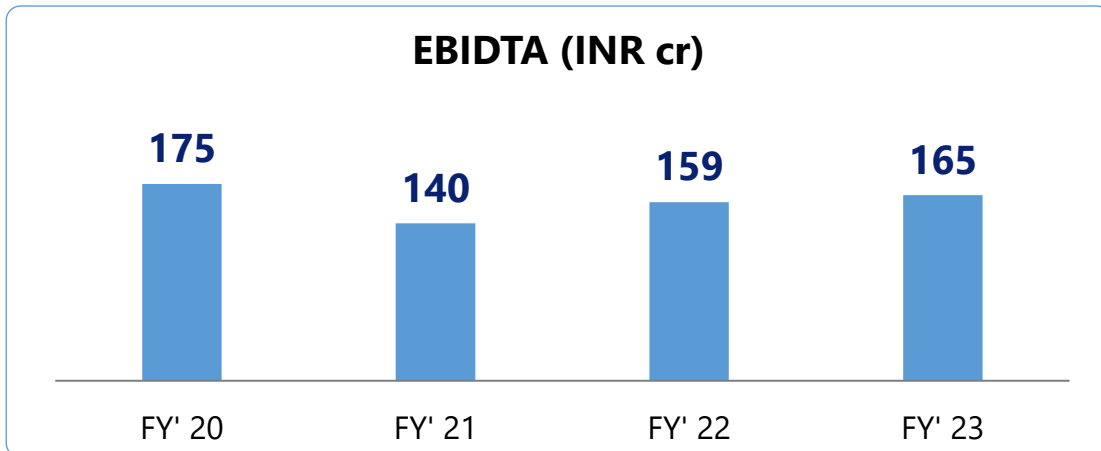
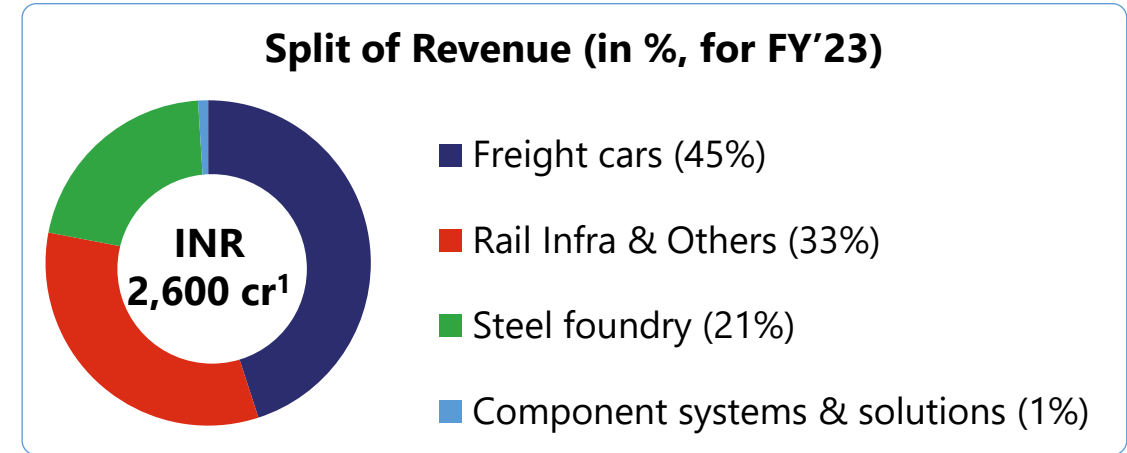
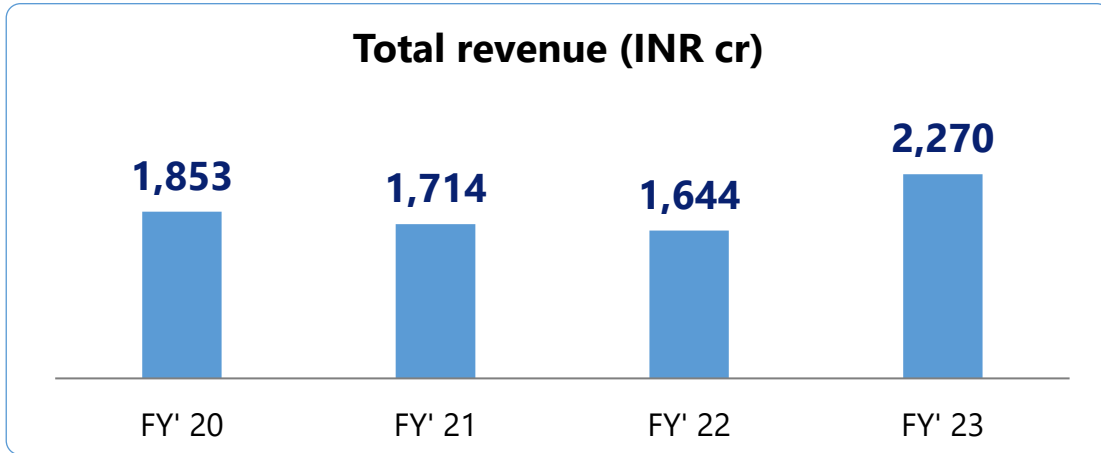
**Key financials**

Annexure

# Snapshot of recent financial performance (Q1 FY'24)

Demonstrated growth across revenue and profitability

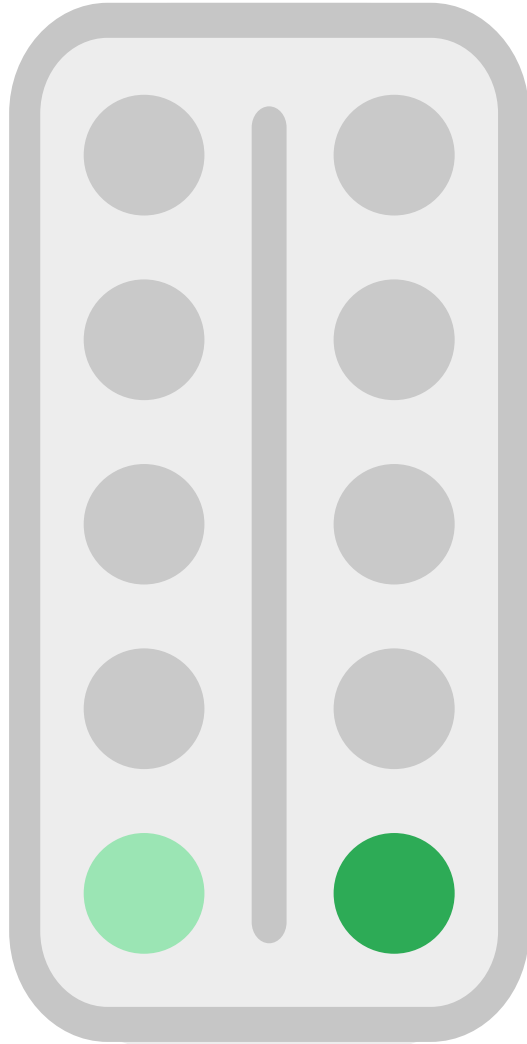




Note 1. Gross revenue, excludes inter-segment eliminations of INR 357 cr



# Table of contents



Company Overview

Key Business Highlights

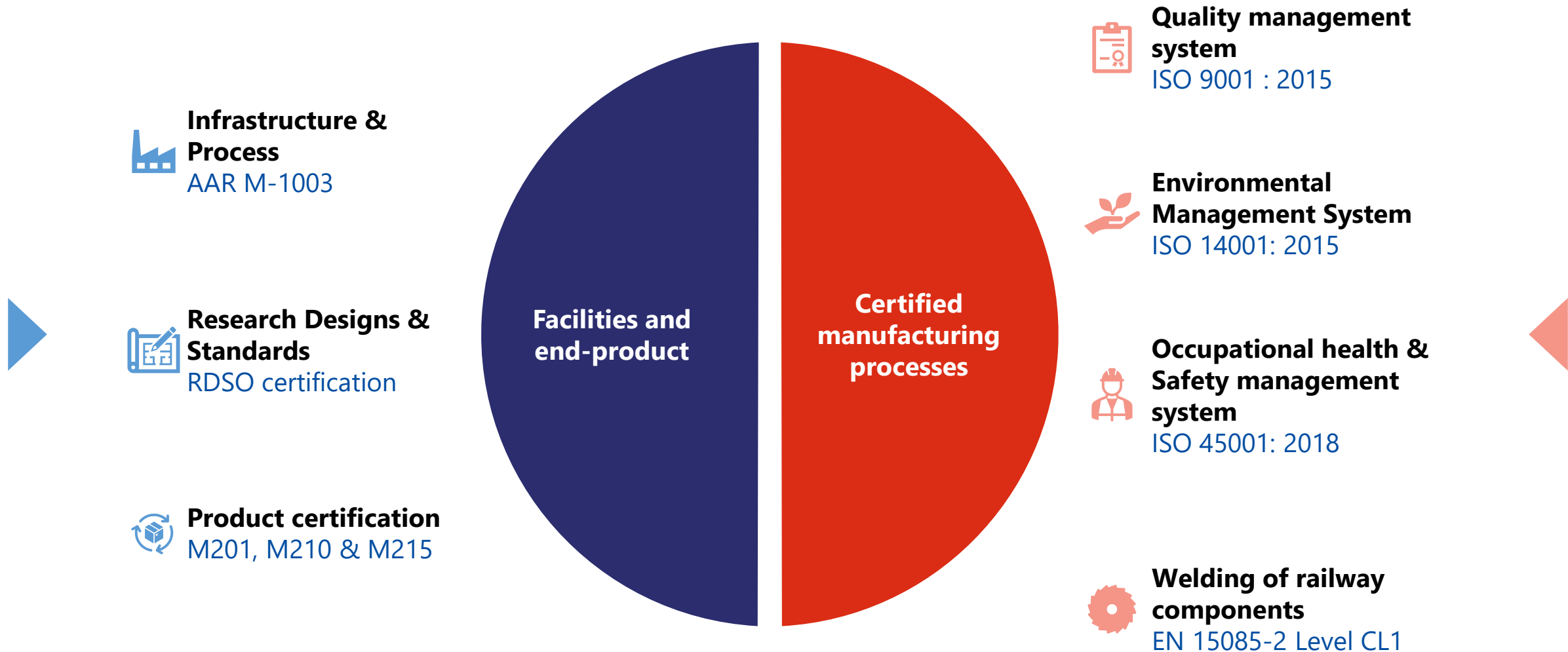
Growth outlook

Key financials

**Annexure**

- ISO 9001: 2015, ISO:14001, ISO:45001 certified by Berue Veritus
- AAR M 1003, M201, M210 & M215 by Association of American Railroads.
- Product and Facility Certified by Ukrain Railroad.
- DSIR, Govt. Of India recognised In house R&D Unit.
- Certified Export House recognised by Ministry of Commerce, Govt. Of India
- Best Foundry of the Year – 2009 by Institute of Indian Foundrymen.
- Casting of the year – 2012 by Institute of Indian Foundrymen.
- Star Performer of the Year (Export) -2015-16, 2016-17, 2017-18.
- Certified with ISO 17025:2017, General requirements for the competence of testing and calibration laboratories





**Gondola Wagon  
(Liberia) For Iron Ore**



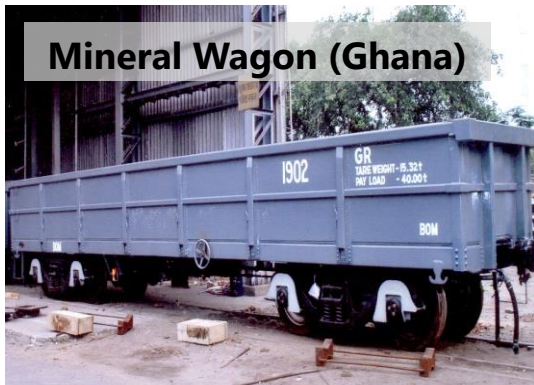
**Tank Wagon (Sri Lanka)**



**Oil Tank Wagon  
(Bangladesh)**



**Mineral Wagon (Ghana)**



**Tank car for transport of  
Phosphoric Acid (Senegal)**



**MG Container flat  
wagon for Mali**



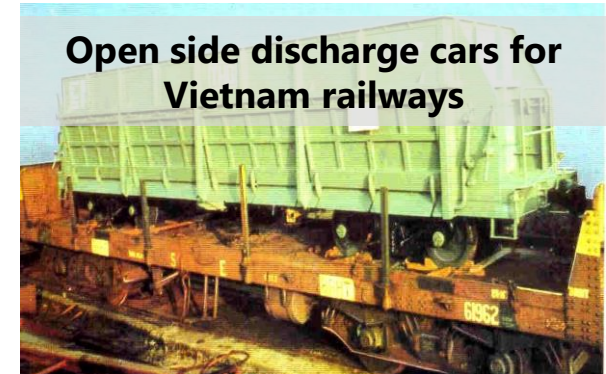
**Brake Van (Bangladesh)**



**Covered cars with sliding  
doors for Zambian railways**



**Open side discharge cars for  
Vietnam railways**







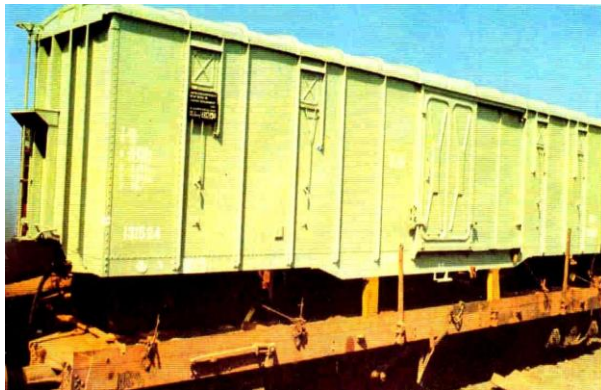
**Open hopper side discharge cars for Bangladesh railway**



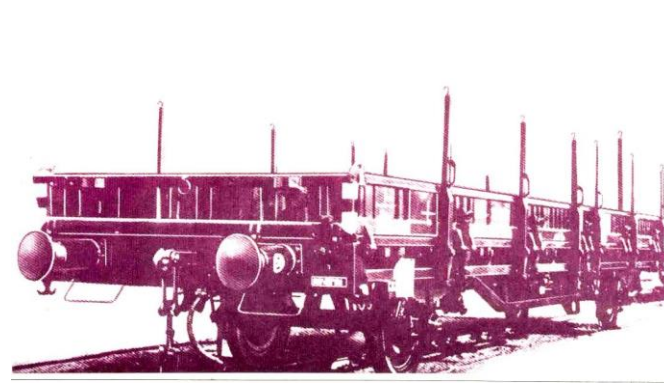
**Covered side discharge hopper car for Bangladesh railway**



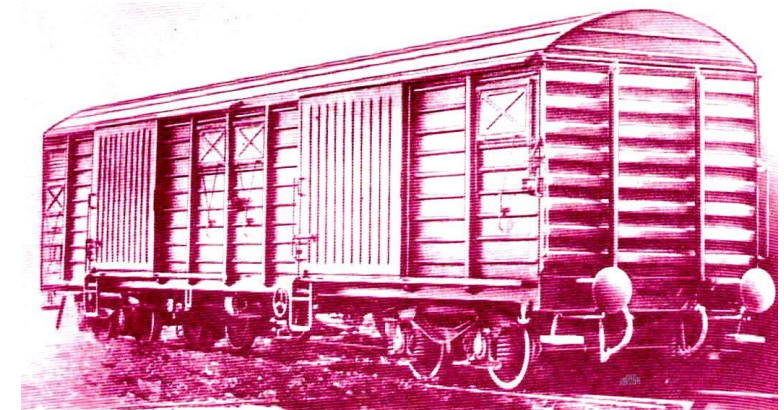
**Covered cars with sliding doors for Uganda railways**



**Covered cars with sliding doors for Vietnam railways**



**Low sided flat cars for Hungarian railways**



**Covered car with sliding doors for Yugoslav railways**



# Loco shell & fabricated bogies



Loco Shells to Indian Railways



Flexi Curve Loco Bogie- Mozambique



Loco Bogie Frame- Queensland Railways



Flexi Curve Loco Bogie- Mozambique



Loco Bogie Frame- Queensland Railways



LHB Bogies - Indian Rlys.



LBogies for Bangalore Metro, through BEML





**Kolkata & Raipur units**

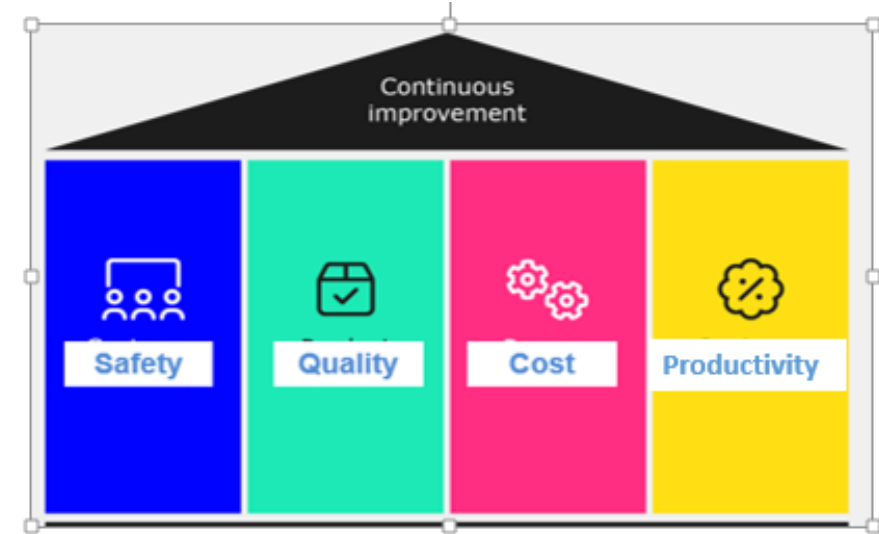


## The plant



## The products









# Thank You



This investor presentation has been prepared by Texmaco Rail & Engineering Limited and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof), delivered or supplied, should not be deemed to constitute an offer.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness, or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be 'forward-looking statements', including those relating to the general business plans and strategy of Texmaco Rail & Engineering Limited, its future financial condition and growth prospects, future developments in its industry, and its competitive and regulatory environment, and statements which contain words or phrases such as 'will', 'expected to', 'horizons of growth', 'strong growth prospects', among many others, or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties, and other factors that could cause actual results, opportunities, and growth potential to differ materially from those suggested by the 'forward-looking statements'. Texmaco Rail & Engineering Limited may alter, modify, or otherwise change, in any manner, the content of this presentation without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.