

23<sup>rd</sup> June, 2020

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: Press Release**

Dear Sir,

Please find attached herewith the Press Release issued in relation to Standalone Audited Financial Results of the Company for the financial year ended on 31<sup>st</sup> March, 2020.

This is your information and records.

Thanking you,

Yours faithfully,

For Maithan Alloys Limited



**Rajesh K. Shah**  
Company Secretary

Encl: a/a

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



# MAITHAN ALLOYS LIMITED

## Sustainable Business Performance in FY20

**Investor Release: 23<sup>rd</sup> June 2020, Kolkata**

Maithan Alloys Limited, India's largest manganese alloy producer and exporter announced its Audited Financial Results for the Quarter and Full Year ended 31<sup>st</sup> March 2020

### **Business Highlights for FY20**

- Revenue from Operations for the full year FY20 stood at Rs. 1,831 crores of which our Manufacturing Revenues was at Rs. 1,683 crores.
  - The demand for Company's product continues to be robust despite the slowdown in the end user industry. However, March month sales were impacted due to the COVID-19 pandemic lockdown. We were able to optimally utilise all our capacities until the lockdown.
- Manufacturing EBITDA for the Full Year stood at Rs. 221 crores with Margin at 13.1%
  - Margins were impacted on account of market slowdown, current volatile market and outburst of COVID-19 pandemic
  - We have managed to maintain the margins in the range of our Sustainable long-term EBITDA margin even in this challenging environment
- Profit After Tax (PAT) stood at Rs. 222 crores with margin of 12.1%
- Manufacturing ROCE for FY20 stood at 35.7% as of March 2020. The Company consciously reduced dollar denominated creditors to avoid a hit due to rupee devaluation in this volatile market. This led to increase in capital employed and hence a drop in ROCE.

### **Greenfield Capex Update**

The Company has incorporated a wholly owned subsidiary to take up the expansion project for manufacturing of manganese based ferro alloys. The entire capex will be funded from internal accruals.

This shall enjoy the tax benefits recently announced by the Government of India.



**Commenting on the results and performance, Mr. Subodh Agarwalla, Whole-time Director and CEO said:**

*“FY20 has been a challenging year. There have been multiple issues across the domestic and global steel industry. Industry was facing demand slowdown and COVID-19 pandemic further caused disruption in logistics and supply chain of raw materials. However, despite the domestic slowdown and a sluggish market environment, our volumes remain intact and we were able to optimally utilise our capacities.*

*In India, the Government had implemented the most stringent nationwide lockdown which led to standstill of all industrial operations. Construction activity was halted, and recovery is expected to remain subdued. On growth in demand, the World Steel Association mentioned that global steel demand is expected to recover by 3.8% to 1,717 MT in 2021. However, in India, steel demand will be driven by recovery in construction activities supported by government stimulus. We can see some green shoots for ferro alloys with the re-opening of steel companies manufacturing and their increased order book.*

*At Maithan, our aim is to consistently outperform the industry. We have been continuously improving our cost efficiencies. We have focused on enhancing operating efficiency through prudent and relatively limited investments. Over the years, we have increased the share of customised products in our portfolio and invested deeper in client relationships.*

*With a complete basket of ferro alloys product, strong relationship with the customers and financial flexibility, we feel Maithan continues to be at a sweet spot and will be in a position to grow faster than the Industry.”*



## About Maithan Alloys Ltd.

Maithan Alloys Ltd. (“Maithan Alloys”) is amongst India’s leading manufacturers and exporters of niche value-added Manganese Alloys with over 20 years of experience. The Company has emerged as a reputed provider of customized Manganese Alloys to large and high growth industries. The Company manufactures Ferro Manganese, Silico Manganese and Ferro Silicon from its multi-locational plants at Kalyaneshwari (West Bengal), Visakhapatnam (Andhra Pradesh) and Ri-Bhoi (Meghalaya).

Over the last two decades, the Company has developed long term relationships with prominent steel manufacturing clients like SAIL, Tata’s and Jindal’s in India and also international client base comprises of traders and manufacturers across five continents. Its competitive advantage lies in its versatile product range, low cost curve and commitment to efficiency.

For more information, please visit [www.maithanalloys.com](http://www.maithanalloys.com)

## Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

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Maithan Alloys Ltd

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### Investor Relations Advisors:

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

Ms. Neha Shroff/ Mr. Deven Dhruva

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