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March 12th, 2024

To,
National Stock Exchange of India Limited,
Listing Department Exchange Plaza, C-1 Block-G,
Bandra-Kurla Complex,
Bandra(E), Mumbai-400051

To, **Bombay Stock Exchange,**
Listing Department,
P.J. Tower, Dalal Street, Fort,
Mumbai-400001

Sub: Investor Presentation

Dear Sirs,

With reference to above subject, please find attached herewith Investor Presentation.

You are requested to kindly update the same on your website.

Kindly Acknowledge receipt for the same.

Thanking You,

Yours Faithfully,
For D.P. WIRES

KRUTIKA
MAHESHWARI

Digitally signed by
KRUTIKA MAHESHWARI
Date: 2024.03.12
11:59:43 +05'30'

Krutika Maheshwari
Company Secretary and Compliance Officer



CIN: L27100MP1998PLC029523

Registered Office

16 - 18A, Industrial Area, Ratlam, Madhya Pradesh, India - 457001



INVESTOR PRESENTATION Q3 & 9MFY24



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01

25 Years of Excellence & Building Competencies

02

Key Highlights – Q3 & 9MFY24

03

Company Overview

04

Growth Drivers

05

Financial Performance

25 Years of Excellence and Building Competencies...



Operational Excellence

Key Products
LRPC Strands & Steel Wires
ISO 9001-2015

Installed Capacity
>84,000 MT

Employee Strength
200+

Branch Network
8 Cities

Caters to over
100+ Clients

Financial Excellence

38% Revenue CAGR*

21% ROE & 30% ROCE

20% EBITDA CAGR*

0.01x D/E (Debt Free)

24% PAT CAGR*

2019 - 2023

- Turnover crossed **Rs 1,000 Cr in FY23**
- Wire Division capacity increased to **100,000 MT**
- Forayed into export markets – Bangladesh, USA and Brazil
- Migrated to NSE Mainboard in **Jan-20**
- Listed on BSE under Direct Listing category in **Aug-23**

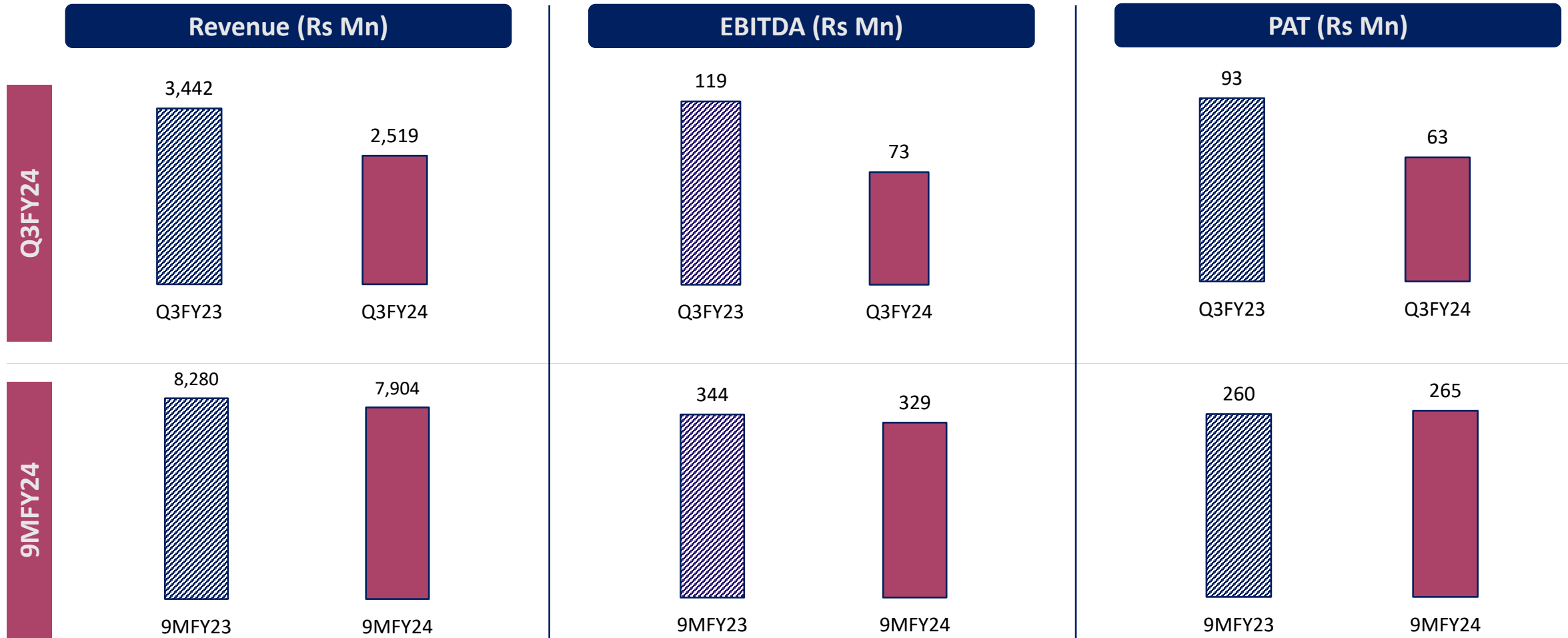
2008 - 2018

- Turnover crossed **Rs 200 Cr in FY18**
- IPO and listing on NSE SME Platform in **Oct-17**
- Turnover crossed **Rs 100 Cr in FY15**
- Wire Division capacity crossed **28,000 MT in FY16**

1997 – 2007

- Started production of **LRPC Strand in FY04**
- Commenced production of Wire drawing of **Stainless Steel, Alloy Steel, Polyethene**
- Incorporated DP Wires in **1997-98**

Key Financial Highlights



Slowdown in overall infrastructure projects coupled with subdued pricing scenario led to demand slowdown in Q3FY24



- The overall pricing scenario at the domestic level has seen a downward shift which has impacted overall revenue and low sales during the quarter.
- 9MFY24 Steel Wires' sales grew **5% YoY to 62,460 MT**
- With our capacity expanded to 1,00,000 MT recently, we remain optimistic for growth in the forthcoming quarters
- Forayed and developed exports in Bangladesh; Also exported the 1st batch of LRPC to the USA and Brazil markets (no updates)
- Maintaining **Zero Net Debt** as on 30-Sept-2023. Continuing Strong credit rating - **LT rating of CRISIL A2-/Stable and ST rating of CRISIL A2+**
- Continuously focusing on addition of New Clients

Profit & Loss – Q3 & 9MFY24



Particulars (Rs Mn)	Q3FY24	Q3FY23	Y-o-Y (%)	Q2FY24	Q-o-Q (%)	9MFY24	9MFY23	Y-o-Y (%)
Net Revenue	2,519	3,442	-27%	2,728	-8%	7,904	8,280	-5%
Total Expenses	2,446	3,322		2,627		7,576	7,937	
EBITDA	73	119	-39%	101	-28%	329	344	-4%
<i>EBITDA Margin</i>	<i>2.9%</i>	<i>3.5%</i>	<i>-57 bps</i>	<i>3.7%</i>	<i>-80 bps</i>	<i>4.2%</i>	<i>4.1%</i>	<i>1 bps</i>
Depreciation	10	9		10		30	24	
Interest Cost	7	6		6		27	14	
Other Income	30	19		37		83	41	
PBT	86	124	-31%	122	-29%	356	346	3%
Tax expense	23	31		31		91	86	
PAT	63	93	-32%	91	-30%	265	260	2%
<i>PAT Margin</i>	<i>2.5%</i>	<i>2.7%</i>	<i>-20 bps</i>	<i>3.3%</i>	<i>-81 bps</i>	<i>3.4%</i>	<i>3.1%</i>	<i>22 bps</i>
EPS (in Rs)	4.1	6.9		6.7		18.9	19.1	

Company Overview



- Established in the year 1998, DP Wires is India's one of the leading manufacturers and suppliers of Steel wires, and Plastic films which find its application in industries like Oil & Gas, Power, Environment, Civil, Energy, Automobile, Infrastructure etc.
- Manufacturing facilities with a capacity of ~100,000 MT per annum is situated in a single premise in Ratlam, Madhya Pradesh
- ISO certified range of products that cater to marquee clients such as Hindalco, L&T, APCO, Gannon Dunkerley, Simplex Infrastructures, Vascon Engineers and such others



Vision

Our vision is to be the leading player in the wire business by providing a complete solution, adopting cutting-edge technologies, and ensuring long-term, inclusive growth for all the stakeholders.



Mission

Consistent with the vision and values of the founder Shri Kantilalji Kataria, DP Wires strives to Strengthen India's Infrastructure base by providing the best quality products manufactured using the best of technology, thereby creating a value for all the stakeholders.



Core Values

- **Customized economical** solutions
- **High quality products** and services
- **Relationship based Ethos**
- **Economical** use of resources



Mr. Kantilal Kataria, *Non-Executive Director*

- The genius behind the DP wires, currently working as the Non-Executive Director of the company
- Graduated as BE Mechanical from GSITS Indore (M.P.) Gold Medalist in the year 1970.
- Having experience of 50+ Years in steel wires and plastic products
- Huge credit goes to Mr. Kataria for making the company reach this position.



Mr. Praveen Kataria, *Managing Director*

- Holds the degree in B.E.(Production) from Akola
- Having experience of 27+ Years in Production and Quality Control departments
- Actively involved in improving the technology, cost reduction in producing of steel wire and plastic division.



Mr. Arvind Kataria, *Whole-Time Director & CFO*

- Post Graduated as Master in Commerce
- Having experience of 22+ Years in promotion and quality control at organization
- Personal attention to ensure that the company gets worldwide reach for its high-quality manufacturing products



- **Sourcing** – TATA Steel, JSW, Electro steel
- **100,000 MT** capacity of Wires
- **Growth** - Sufficient space to plan future capacity expansion with minimum capex

Integrated Facilities Under One Roof

Sourcing of raw material → Pickling → Wire Drawing → Stranding → Inspection → Packing & Storage

1

Wire Rod



2

Surface Treatment



3

Drawing



4

Stranding

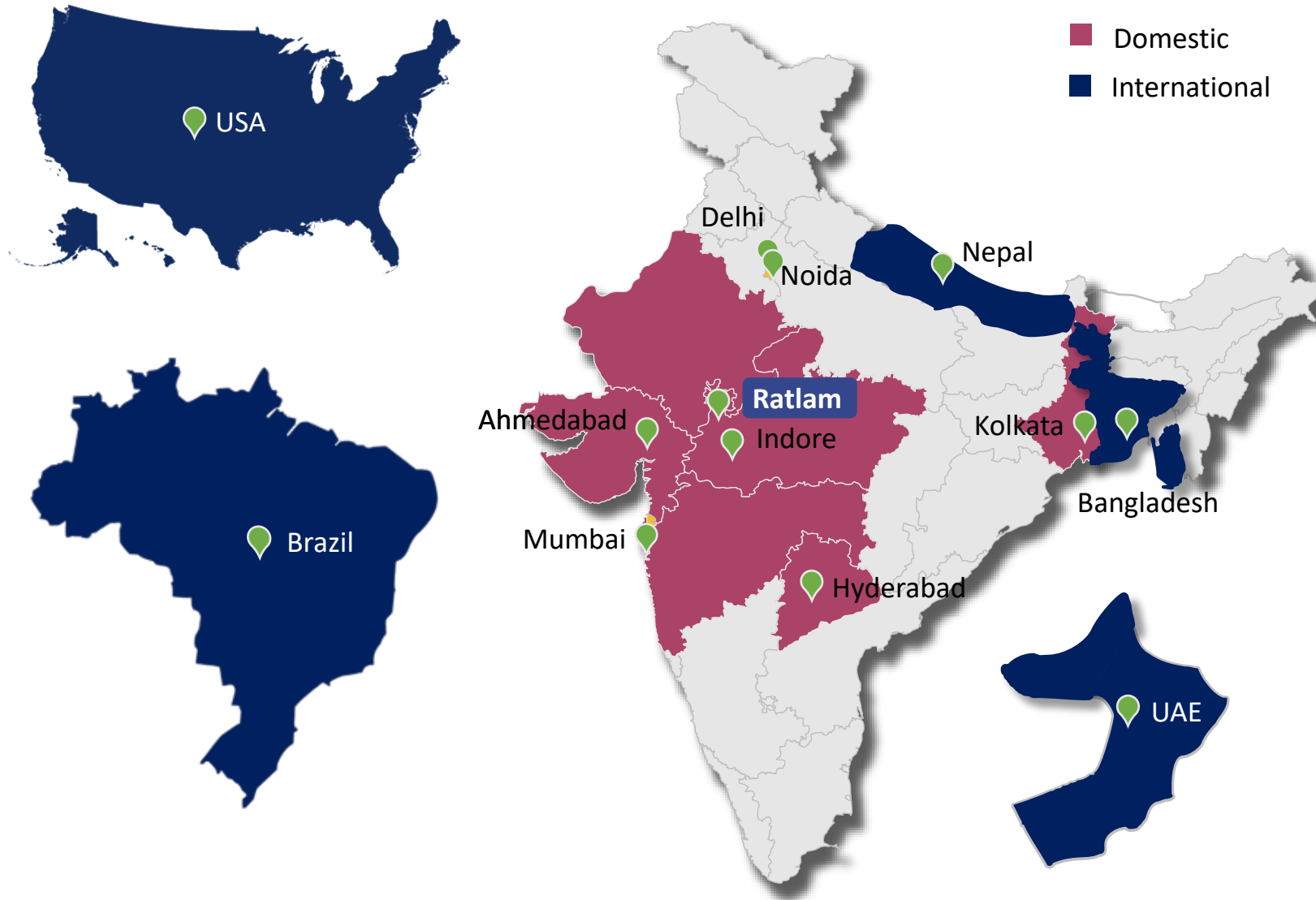


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Inspection



Strategically Located – Close to all demand centers



Centrally Located Manufacturing Plant that can cater to Northern and Southern Markets



In between India's major metro cities i.e., Mumbai & Delhi



Widespread distribution network in all the key markets in India



Exporting to foreign countries

Steel Products - Wide Product Portfolio



LRPC Strands

Features

- Low Relaxation Pre-Stressed Concrete Steel Strands which are used in pre-stressing of concrete for different kind of construction works.
- Better build which in turn assures the safety and longevity.

Uses

- To prestress the concrete in different types of construction works
- Use in High Rise Commercial & Residential Complexes
- Used in all the Government Infra projects (Offices, Metros, Bullet Train etc)

Steel Wire

Features

- Heat Resistant + Smooth Surface

Uses

- To make railway sleepers
- To make PCC Poles

Induction Tempered Wire

Features

- Spring wire is a type of wire which is known for its property of offering high wear resistance.

Uses

- Suspension springs for metro trains, shock absorbers of vehicles and even in the emergency brakes of large vehicle



Quality & Reliability



ISI-Certified Products



Pan-India Delivery



Easy Logistics



Better Pricing

Long Standing Relationships with Marquee Clients



**Approved Supplier in
Bullet Train Project**

**Approved Supplier in Metro
Projects of India**

**Supplier of most of the mall
constructions in Mumbai, Delhi**

<p>National Highways Authority of India</p> 	<p>Nuclear Power Corporation of India</p> 	<p>Kolkata Metro Railways</p> 	<p>Gujarat Metro Rail Corporation</p> 	<p>Madhya Pradesh Metro Rail Corporation</p> 	<p>J Kumar Infra</p> 
 <p>Delhi Metro Rail Corporation</p>	<p>महा मेट्रो</p>  <p>Maharashtra Metro Rail Corporation</p>	 <p>National Thermal Power Corporation</p>	 <p>SIMPLEX INFRASTRUCTURES LTD.</p> <p>Simplex Infrastructure</p>	 <p>Larsen & Toubro</p>	 <p>DBL</p> <p>Dilip Buildcon Ltd</p>

Business Strength



Well Placed to Continue the Growth Trajectory



Capacity Expansion

Expanded capacity by ~16,000 MT to ~**100,000 MT** in H1FY24

Developing new product vertical like **Steel Spring Wires & Induction Tempered Wires**

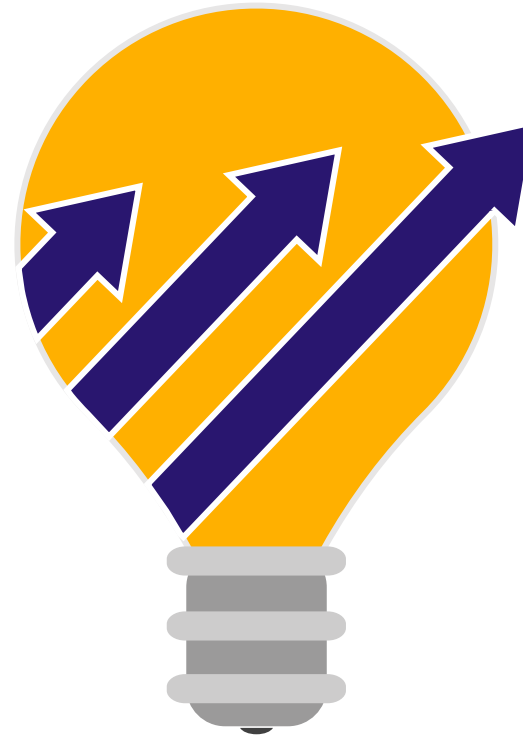
Product Expansion

Market Expansion

- Domestic Market – Deepening relations with Existing clients
- Export Market - Foraying into Newer Geographies

Product (LRPC) usage increasing in construction. Niche product with few players in the industry acts as an entry barrier

Sector Opportunity





- The government's capital drive contributed in maintaining the capacity utilization rate for the steel sector at a forecast of 80% in FY2024, regardless of assigning of some new expansion projects
- Considering that the Central Government's capital expenses (capex) are anticipated to rise by 37% YoY in FY2024
- Rating Agencies has revamped upwards its steel consumption growth estimate for FY2024 to 8-10%
- The withdrawal of export duties, monthly finished steel exports have doubled to around 0.6 MT in Q4 FY23 from the November 2022 lows of 0.3 MT. While this pick-up is encouraging to see, the near-term growth opportunities in the overseas markets which looks more challenging
- As trade flows are shifted to fast-growing nations, imports of steel have increased during FY2023, that resulted in India becoming a net importer of finished steel for five months in a row between October 2022 and February 2023.
- Because of the local demand's sustained strength and the rising cost of inputs, domestic steel prices are anticipated to follow the global prices in direction and rise.

~10%

India's steel demand growth in FY23

125* MT[#] (↑ by 4%)

Crude Steel Production in India in FY23*

121* MT[#] (↑ by 7%)

Finished Steel Production in India in FY23*

6.0 MT[#] (↑ by 27%)

Imports of Finished Steel from India in FY23

6%

India's Steel Sector CAGR for past 5 years*

120MT[#] (↑ by 13%)

Consumption of Finished Steel in FY23*

300 MT[#]

Production capacity of Steel by 2030-31 as per the National Steel Policy 2017*

US\$ 100 Bn

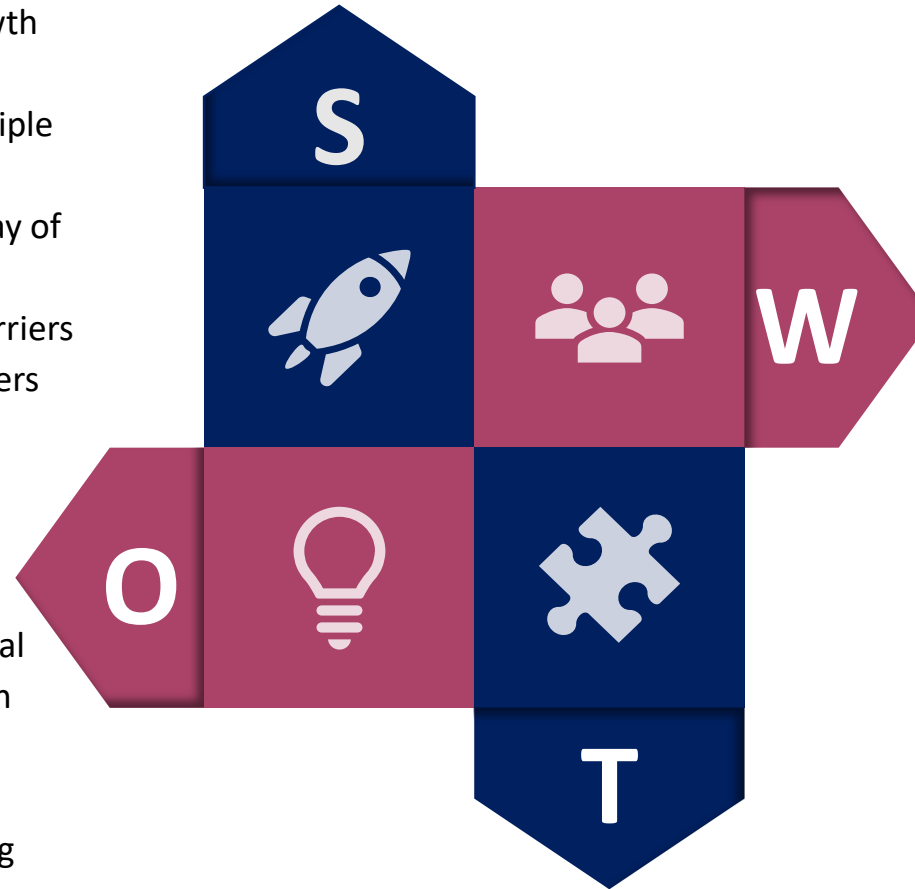
Proposed capital spending will grow by 35.4% year on year

STRENGTH

- Strong and proven track record of delivering growth through innovation
- Resilient business model that has withstood multiple business cycles
- Diversified product portfolio catering to wide array of customers
- Niche product in the Industry, with High Entry Barriers
- Long standing relationship with marquee customers

OPPORTUNITIES

- India's burgeoning economy – growth for auto, real estate, Infrastructure, white goods, transportation
- Increase in Demand for LRPC strands across the Globe
- Thrust on Infrastructure – GOI spending increasing YoY to bolster country's infrastructure



WEAKNESS

- Competition from larger established peers
- Players from unorganised sector pose price challenges in the medium term
- Requirement of latest technologies

THREATS

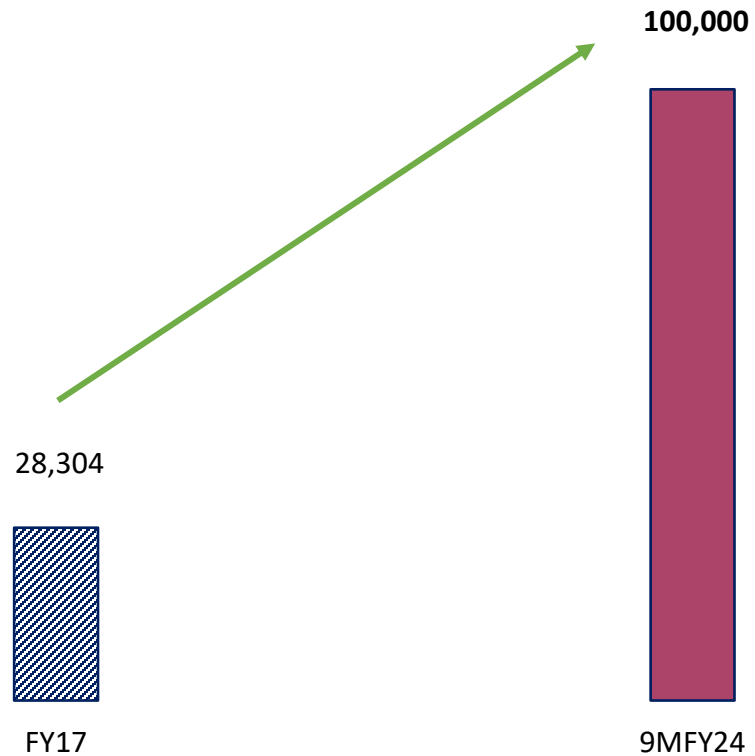
- Evolving regulations in the Industry – especially to combat pollution
- New age materials that could require extensive capital investment

Financial Highlights

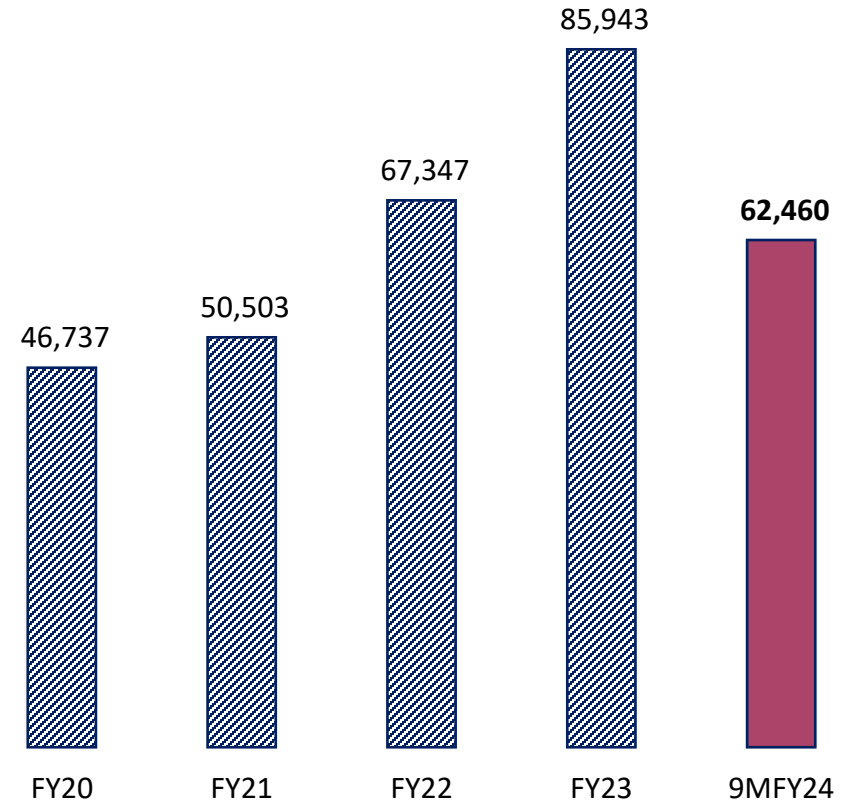




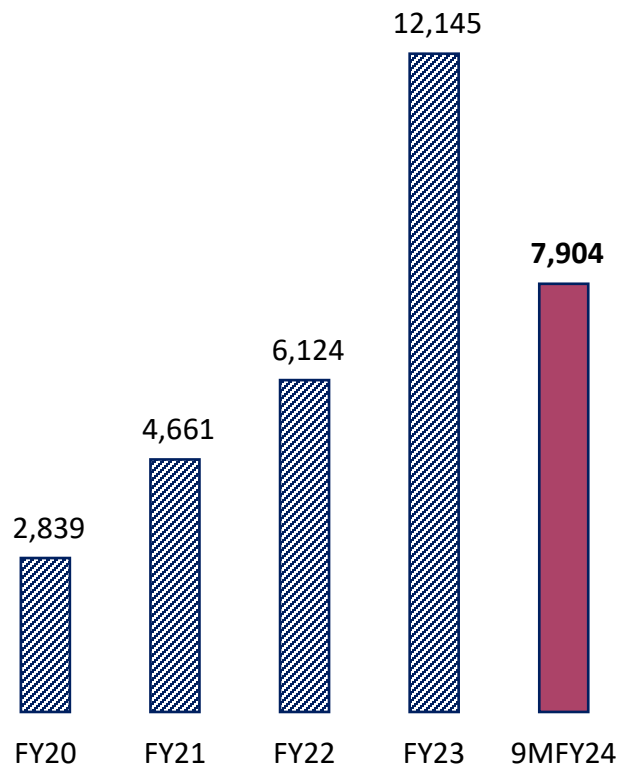
Capacity (MT) - 3x in 5 Years



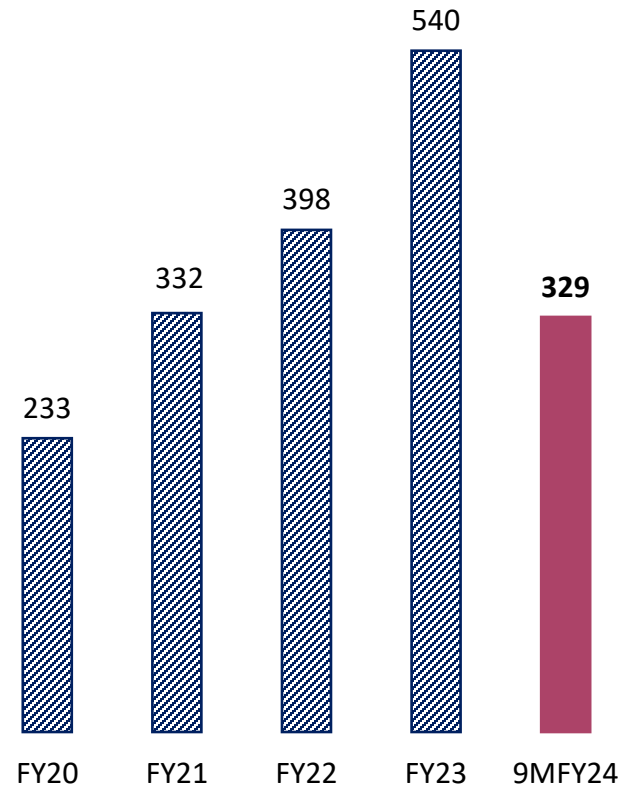
Consistently Growing Sales Volume



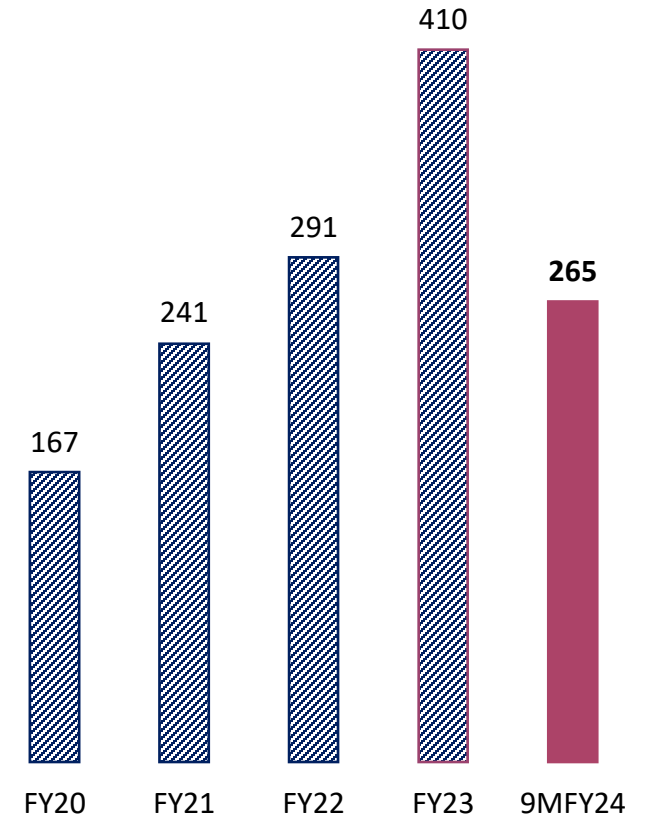
Revenue (Rs Mn)



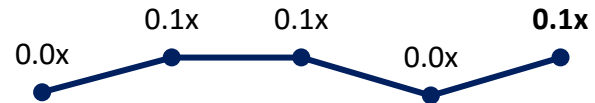
EBITDA (Rs Mn)



PAT (Rs Mn)

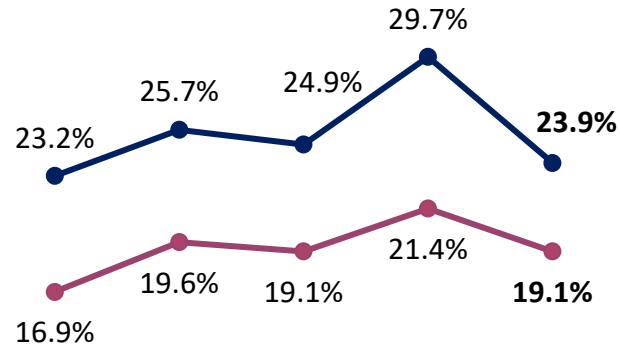


Debt/Equity (X)



Mar-20 Mar-21 Mar-22 Mar-23 Sep-23

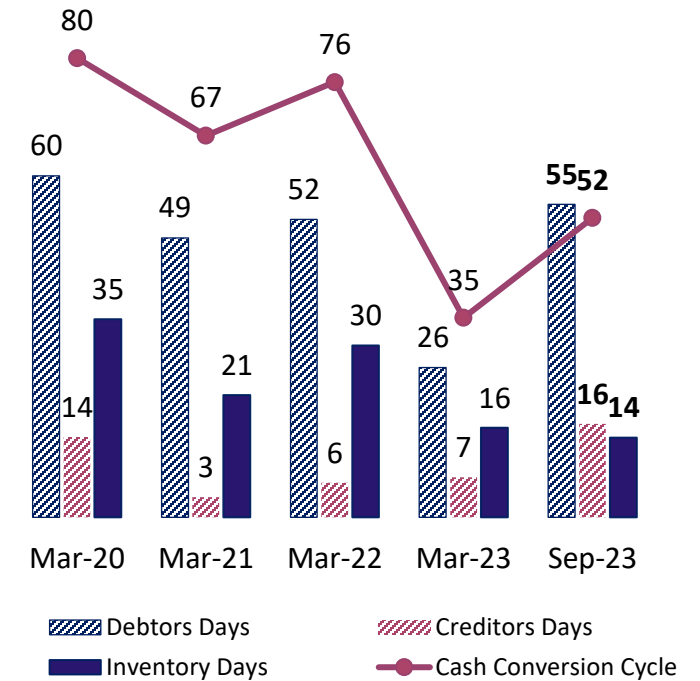
ROE (%) & ROCE (%)



Mar-20 Mar-21 Mar-22 Mar-23 Sep-23

● ROE ● ROCE

Working Capital (Days)



Mar-20 Mar-21 Mar-22 Mar-23 Sep-23

▨ Debtors Days ▨ Creditors Days
■ Inventory Days ● Cash Conversion Cycle

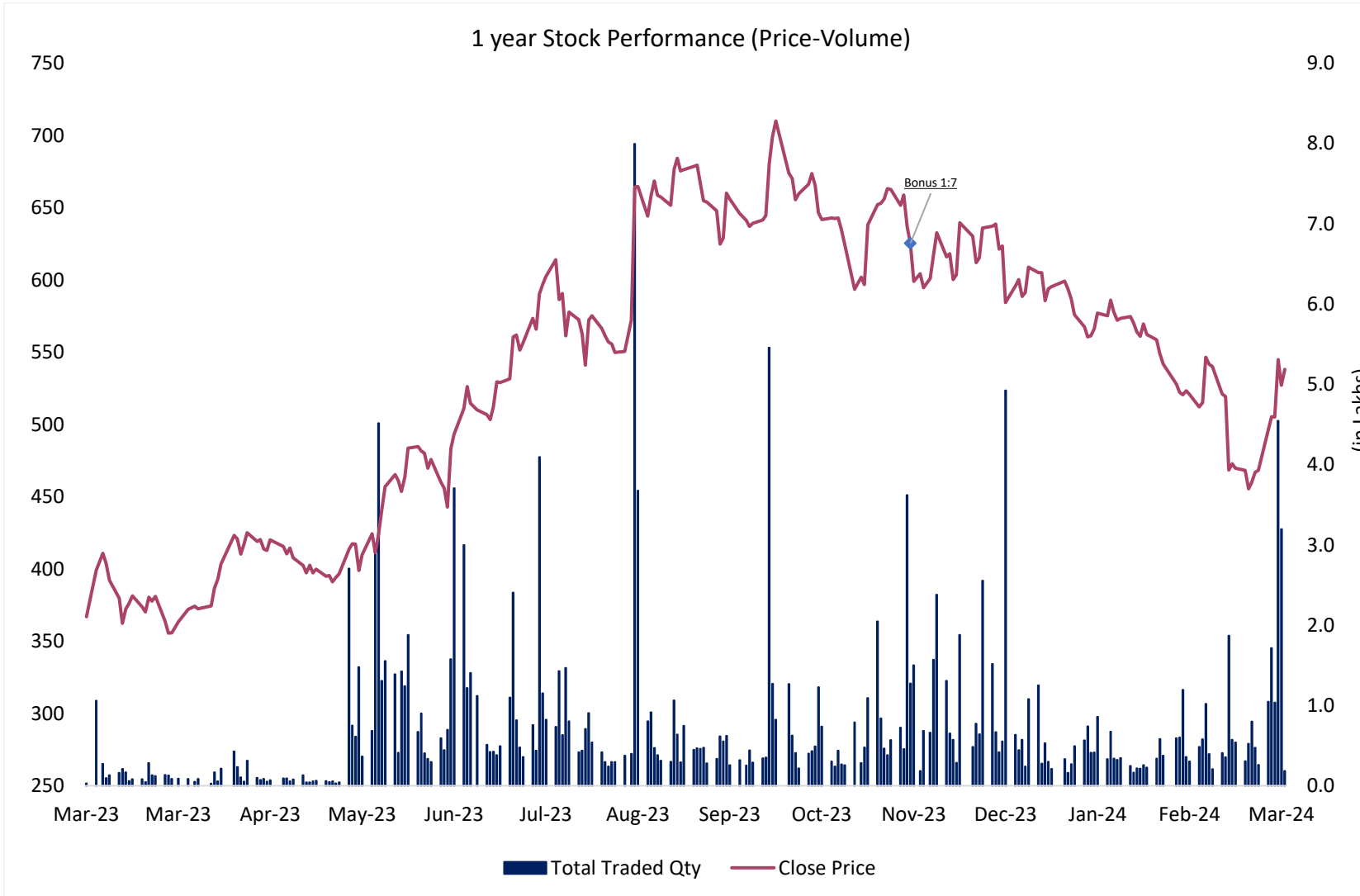
Profit & Loss Highlights



Particulars (Rs Mn)	FY20	FY21	FY22	FY23	9MFY24
Net Revenue	2,839	4,667	6,124	12,145	7,904
Total Expenses	2,606	4,335	5,726	11,605	7,576
EBITDA	233	332	398	540	329
<i>EBITDA Margin</i>	8.2%	7.1%	6.5%	4.4%	4.2%
Depreciation	20	22	25	35	30
Interest Cost	13	11	21	20	27
Other Income	23	31	36	68	83
PBT	223	324	388	553	356
Tax expense	56	83	98	143	91
PAT	167	241	291	410	265
<i>PAT Margin</i>	5.9%	5.2%	4.7%	3.4%	3.4%
EPS (in Rs)	12.3	17.8	21.4	30.2	18.9

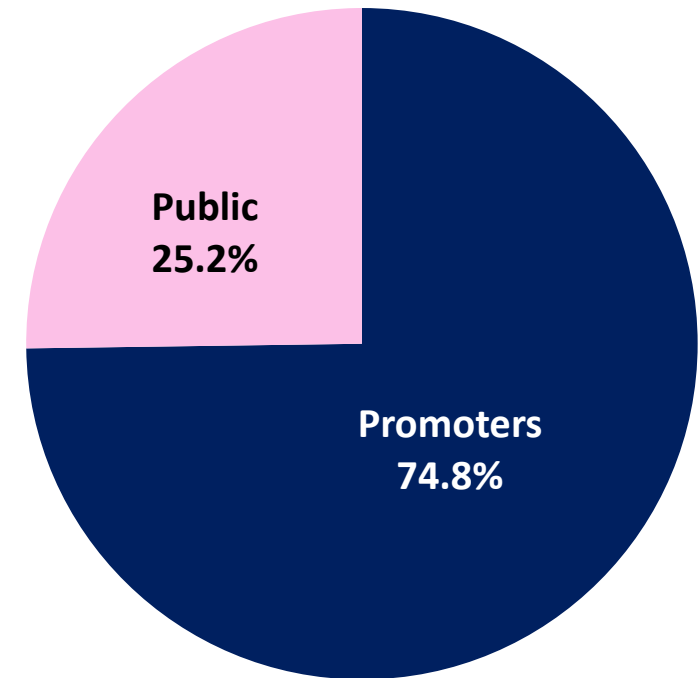


1 year Stock Performance (Price-Volume)



Stock Price Chart as on 02-Mar-2024

Shareholding Pattern (as on Dec '23)





Mr. Praveen Kataria
Managing Director

“We appreciated the team's efforts and dedication, which were instrumental in driving the overall company's performance in challenging times. For the Nine Month period under review, globally the economies continued to face macro headwinds on account of slowdown in demand, overall pricing scenario has seen a downward shift. We are encouraged by our 9MFY24 performance despite challenging environment and we continue to believe and remain optimistic for the upcoming quarters for our products namely specialized steel wire, particularly LRPC Strands, which is the key component for reinforcing major structures such as dams, flyovers, metros, bullet trains, nuclear power plants, high-rise buildings, etc..”

“The company is proud to announce that this year marks our 25th year of incorporation, and we are thrilled to celebrate our Silver Jubilee with our valued shareholders. As a part of celebrations, we have listed our company on Bombay Stock Exchange(BSE) under Direct Listing Category, further strengthening our commitment to transparency and growth. We look forward to continuing our journey of excellence in the infrastructure industry and creating lasting value for all stakeholders.”



Mr. Arvind Kataria
Whole Time Director

Thank You



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