



## STEELCAST LIMITED

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CIN L27310GJ1972PLC002033

AC/2079

19.05.2022

<p>The Secretary, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, MUMBAI - 400 001</p> <p><b>Stock Code: 513517</b></p>	<p>National Stock Exchange of India Limited, Exchange Plaza, 5th Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051</p> <p><b>Stock Symbol: STEELCAS</b></p>
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Dear Sir/ Madam,

**Sub: Investor Presentation for Q4 & FY 2021-22**

In accordance with Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Investor Presentation for the Quarter and Financial Year ended March 31, 2022 (Q4 and FY 2021-22) are enclosed herewith.

This intimation is also being made available on the Company's website <https://www.steelcast.net/>.

Please note that an analyst(s)/ institutional investor(s) call is scheduled to be held on Thursday, May 19, 2022 at 3:30 P.M. IST to discuss with the investors the Audit Financial Results of the Company for the quarter and year ended March 31, 2022.

Dial in details for the call with diamond pass registration link is enclosed herewith.

**Dial in: +91 22 6280 1550/ + 91 22 7115 8378**

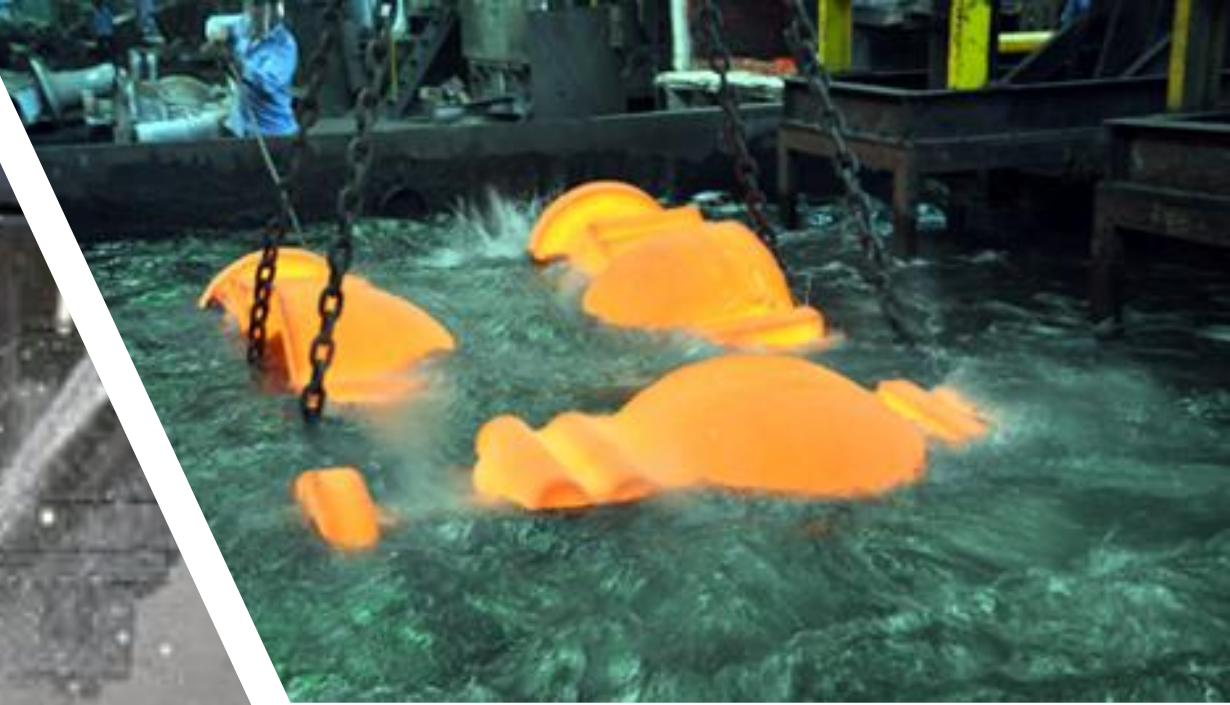
**Pre-Registration Link - <https://bit.ly/3yFTNkG>**

Kindly take this intimation on your record.

For STEELCAST LIMITED,

Bhatt  
Umeshkumar  
Vasantray  
(Umesh V Bhatt)  
COMPANY SECRETARY

Digitally signed by Bhatt  
Umeshkumar Vasantray  
Date: 2022.05.19 11:22:40  
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**Investor Presentation – Q4 & FY22**

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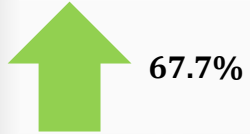


**Q4 & FY22  
Financial  
Performance**

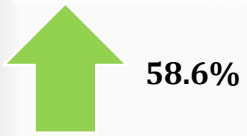
# Q4 & FY22 Performance Highlights

## Q4 FY22 (Y-o-Y)

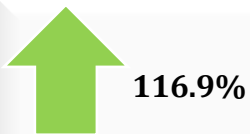
Revenue  
93.0 Crs



EBITDA  
17.6 Crs



PAT  
9.6 Crs

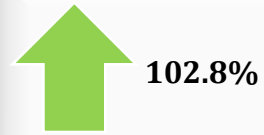


## FY22 (Y-o-Y)

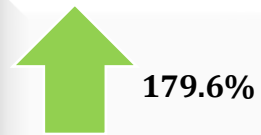
Revenue  
302.0 Crs



EBITDA  
63.7 Crs



PAT  
33.3 Crs



## Highlights

Robust revenue and profitability growth was on the back of strong orderbook from customers across all industry and was driven by good volumes and better operational efficiencies

CAPEX of Rs. 18 Crs planned for FY23

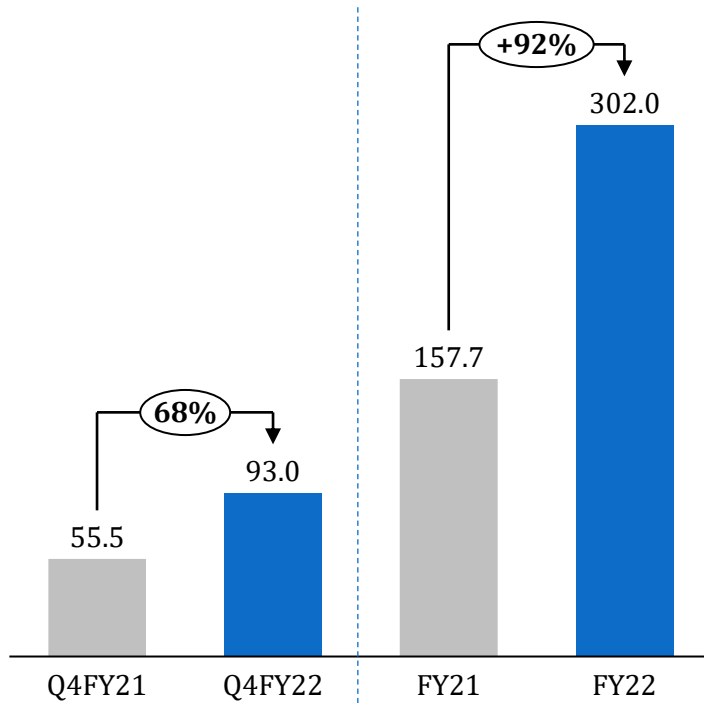
Company to set up 5 MW Solar Power Plant in Gujarat region for captive consumption

Co. entered into a 25 yrs power purchase agreement from wind & solar hybrid power project to be set up in Gujarat region in captive consumption mode of hybrid capacity of 4.5 MW.

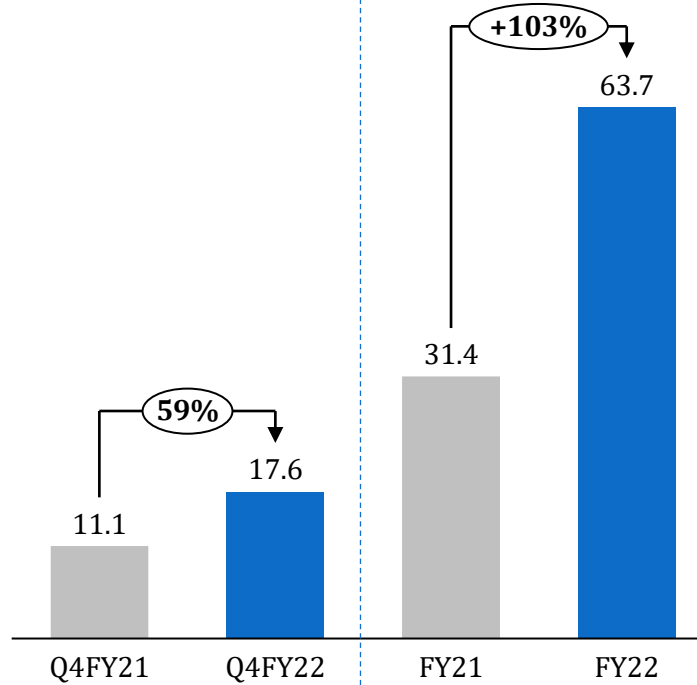
The investment for this project will be through a Special Purpose Vehicle (SPV) created specifically for it. The Company expects to have considerable long term savings in power costs arising from this project.

# Q4 & FY22 Consolidated Key Highlights

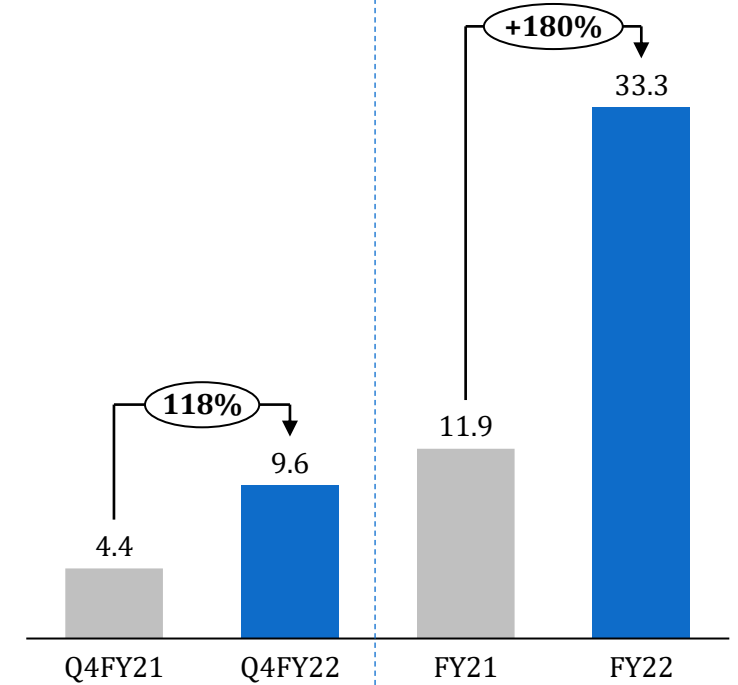
## Revenue (Rs. in Crs)



## EBIDTA (Rs. in Crs)



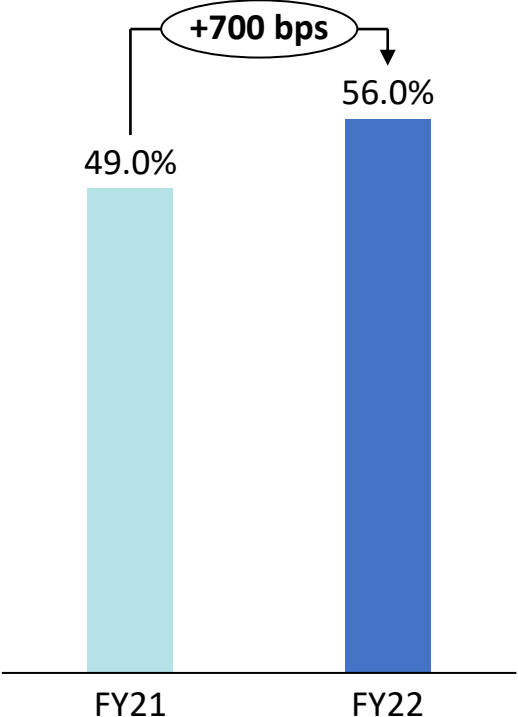
## PAT (Rs. in Crs)



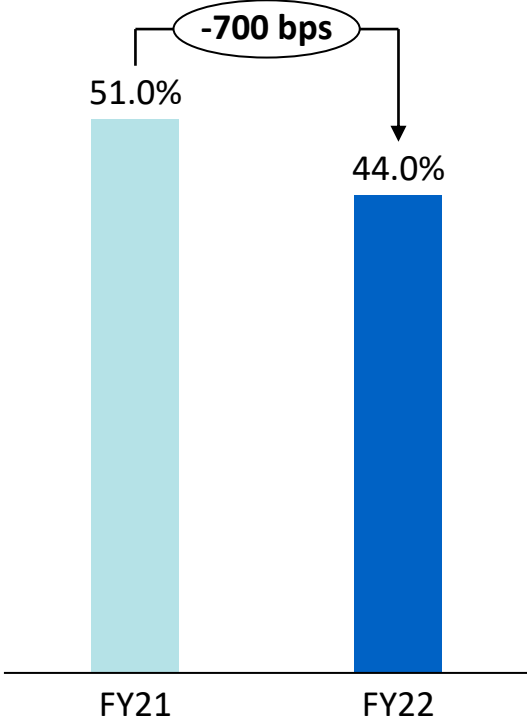
# Geographical Revenue growth (Y-o-Y)



## Exports

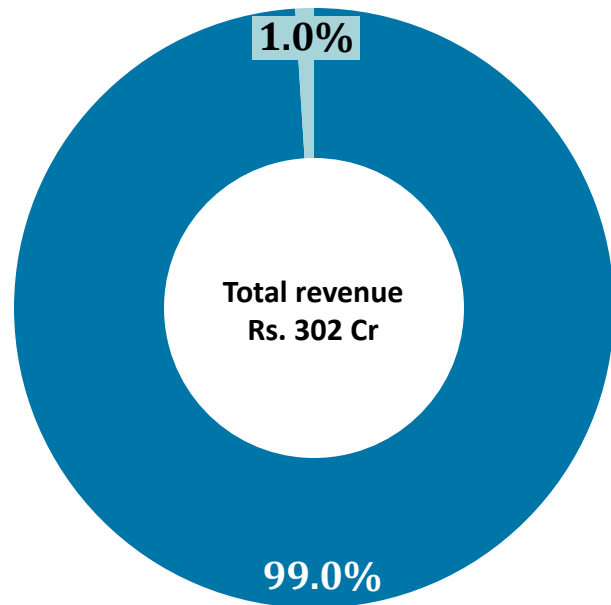


## Domestic



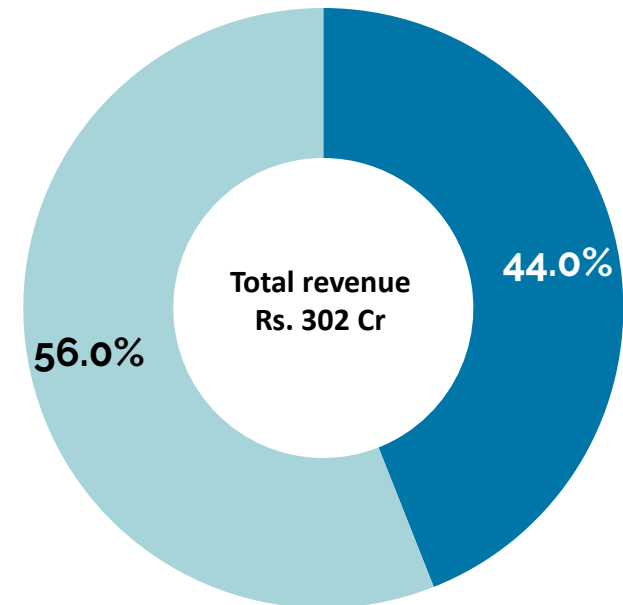
# Revenue Breakup (FY22)

Segment-wise Revenue (%)



- OEM Sales
- Replacement Market

Geography-wise Revenue (%)



- Domestic
- Exports



# Quarterly Profit & Loss Statement

Particulars (Rs.Crs )	Q4FY22	Q4FY21	Y-o-Y	Q3FY22	Q-o-Q	FY22	FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>93.0</b>	<b>55.5</b>	<b>67.7%</b>	<b>79.0</b>	<b>17.8%</b>	<b>302.0</b>	<b>157.7</b>	<b>91.5%</b>
Cost of Materials consumed	26.8	15.4		27.2		95.0	36.3	
Changes in Inventories	-2.7	-3.0		-11.6		-26.9	-2.3	
<b>Total Raw Material</b>	<b>24.2</b>	<b>12.4</b>		<b>15.6</b>		<b>68.0</b>	<b>34.0</b>	
<b>Value Addition</b>	<b>68.9</b>	<b>43.1</b>	<b>59.9%</b>	<b>63.4</b>	<b>8.6%</b>	<b>234.0</b>	<b>123.7</b>	<b>89.2%</b>
Employee Expenses	7.7	5.7		7.6		28.4	19.9	
Other Expenses	43.7	26.3		39.1		142.0	72.4	
<b>EBITDA</b>	<b>17.6</b>	<b>11.1</b>	<b>58.6%</b>	<b>16.7</b>	<b>5.3%</b>	<b>63.7</b>	<b>31.4</b>	<b>102.8%</b>
<b>EBITDA %</b>	<b>18.9%</b>	<b>19.9%</b>		<b>21.1%</b>		<b>21.1%</b>	<b>19.9%</b>	
Depreciation and Amortisation Expense	4.3	3.9		4.4		17.7	13.8	
Finance Costs	0.4	1.0		0.8		1.6	3.6	
Other Income	0.1	0.3		0.1		0.3	1.5	
<b>PBT</b>	<b>13.0</b>	<b>6.4</b>	<b>103.8%</b>	<b>11.5</b>	<b>13.1%</b>	<b>44.7</b>	<b>15.5</b>	<b>188.6%</b>
<b>PBT Margin</b>	<b>14.0%</b>	<b>11.5%</b>		<b>14.6%</b>		<b>14.8%</b>	<b>9.8%</b>	
Exceptional Items	0.0	0.0		0.0		0.0	0.0	
Tax Expenses	3.4	2.0		2.9		11.5	3.6	
<b>PAT</b>	<b>9.6</b>	<b>4.4</b>	<b>116.9%</b>	<b>8.6</b>	<b>12.4%</b>	<b>33.3</b>	<b>11.9</b>	<b>179.6%</b>
<b>PAT %</b>	<b>10.3%</b>	<b>8.0%</b>		<b>10.8%</b>		<b>11.0%</b>	<b>7.5%</b>	
<b>EPS (₹)</b>	<b>4.8</b>	<b>2.2</b>		<b>4.2</b>		<b>16.4</b>	<b>5.9</b>	

# Profit & Loss Statement



Particulars (Rs. Crs.)	FY22	FY21	FY20	FY19	FY18
<b>Total Revenue</b>	<b>302.0</b>	<b>157.7</b>	<b>200.6</b>	<b>317.9</b>	<b>231.2</b>
Cost of Material Consumed	95.0	36.3	46.3	73.7	54.7
Change in Inventories	-26.9	-2.3	0.4	14.3	-12.4
Total Raw Material	68.0	34.0	46.7	88.0	42.3
<b>Value Addition</b>	<b>234.0</b>	<b>123.7</b>	<b>153.9</b>	<b>229.9</b>	<b>188.9</b>
Employee Expenses	28.4	19.9	22.8	25.8	20.1
Other Expenses	142.0	72.4	93.8	145.4	125.8
<b>EBITDA</b>	<b>63.7</b>	<b>31.4</b>	<b>37.3</b>	<b>58.7</b>	<b>43.0</b>
<b>EBITDA Margin (%)</b>	<b>21.1%</b>	<b>19.9%</b>	<b>18.6%</b>	<b>18.5%</b>	<b>18.6%</b>
Other Income	0.3	1.5	0.5	1.4	1.7
Depreciation	17.7	13.8	16.0	15.7	14.8
<b>EBIT</b>	<b>46.3</b>	<b>19.1</b>	<b>21.8</b>	<b>44.4</b>	<b>29.9</b>
Finance Cost	1.6	3.6	4.7	9.4	11.0
<b>Profit before Tax</b>	<b>44.7</b>	<b>15.5</b>	<b>17.1</b>	<b>35.0</b>	<b>18.9</b>
Tax	11.5	3.6	9.1	10.1	-1.9
<b>Profit After Tax</b>	<b>33.3</b>	<b>11.9</b>	<b>8.0</b>	<b>24.9</b>	<b>20.8</b>
<b>PAT Margin (%)</b>	<b>11.0%</b>	<b>7.5%</b>	<b>4.0%</b>	<b>7.8%</b>	<b>9.0%</b>
EPS (As per Profit after Tax)	16.4	5.9	3.9	12.3	10.3

# Balance Sheet – Assets (1/2)



ASSET (Rs. Crs.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non - Current Assets					
Property, plant and equipment	108.7	97.1	105.1	114.5	120.1
Capital work-in-progress	5.0	0.8	0.0	0.4	2.3
Intangible Assets	0.7	1.1	1.7	2.3	2.9
Financial Assets					
(i) Investments	0.1	0.1	0.1	0.1	0.1
(ii) Loans	0.0	0.0	0.1	0.2	0.3
Non - Current Tax Assets	0.0	0.0	1.9	1.2	0.5
Other Non-Current Assets	11.0	10.1	10.1	4.7	0.5
<b>Total Non - Current Assets</b>	<b>125.5</b>	<b>109.3</b>	<b>119.0</b>	<b>123.4</b>	<b>126.6</b>
Current Assets					
Inventories	61.6	25.6	23.0	24.0	40.4
Financial Assets					
(i) Trade receivables	75.2	51.4	28.3	56.6	52.8
(ii) Cash and cash equivalents	0.1	0.1	0.3	3.6	0.5
(iii) Bank balances other than (ii) above	2.0	1.4	1.4	2.8	1.0
(iv) Loans	0.2	0.1	15.1	0.1	0.2
(v) Other Financial Assets	0.0	0.0	0.2	0.1	
Other Current Assets	11.5	4.4	9.9	11.6	22.1
Income Tax Assets (Net)					
<b>Total Current Assets</b>	<b>150.6</b>	<b>83.0</b>	<b>78.3</b>	<b>98.8</b>	<b>117.0</b>
<b>TOTAL ASSETS</b>	<b>276.0</b>	<b>192.3</b>	<b>197.3</b>	<b>222.2</b>	<b>243.6</b>

# Balance Sheet – Equity & Liabilities (2/2)



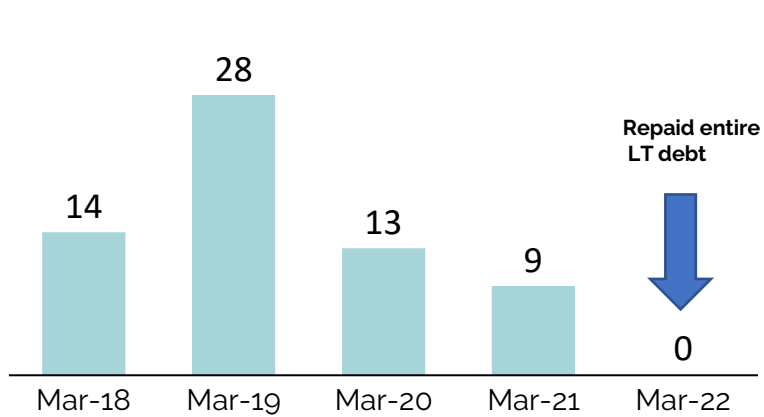
EQUITY & LIABILITIES (Rs. Crs.)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Equity					
Equity Share Capital	10.1	10.1	10.1	10.1	10.1
Other Equity	146.4	118.7	107.8	104.8	83.2
<b>Total Equity</b>	<b>156.6</b>	<b>128.8</b>	<b>117.9</b>	<b>115.0</b>	<b>93.3</b>
Liabilities					
Non - Current Liabilities					
Financial Liabilities					
(i) Borrowings	0.0	8.8	12.5	27.6	14.1
Provisions	1.1	1.3	1.1	1.0	2.1
Deferred Tax Liabilities, (net)	6.7	8.4	10.2	4.2	1.8
Other Non Current Liabilities		2.0	4.6	4.5	11.4
<b>Total Non - Current Liabilities</b>	<b>7.8</b>	<b>20.5</b>	<b>28.3</b>	<b>37.2</b>	<b>29.4</b>
Current Liabilities					
Financial Liabilities					
(i) Borrowings	62.8	14.3	17.2	24.5	70.4
(ii) Trade Payables					
Total outstanding dues of creditors other than micro enterprises and small enterprises	35.7	14.0	10.4	16.2	29.7
(iii) Other Financial Liabilities	10.7	7.9	19.8	21.8	14.7
Provisions	1.1	0.9	0.9	0.7	1.0
Other Current Liabilities	1.4	5.8	2.6	6.8	5.0
<b>Total Current Liabilities</b>	<b>111.7</b>	<b>43.0</b>	<b>51.1</b>	<b>70.0</b>	<b>120.9</b>
<b>Total Equity and Liabilities</b>	<b>276.0</b>	<b>192.3</b>	<b>197.3</b>	<b>222.2</b>	<b>243.6</b>

# Cash Flow Statement

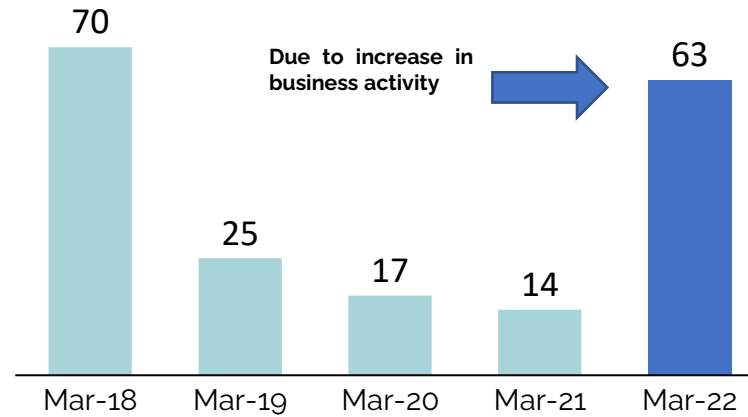
Cash Flow Statement (Rs. Crs.)	FY22	FY21	FY20	FY19	FY18
Profit before Tax	44.7	15.6	17.0	35.1	19.0
Adjustment for Non-Operating Items	18.7	16.2	20.4	22.7	22.1
Operating Profit before Working Capital Changes	63.4	31.8	37.4	57.8	41.1
Changes in Working Capital	-50.6	0.9	6.7	7.1	-26.5
Cash Generated from Operations	12.9	32.8	44.1	64.9	14.6
Less: Direct Taxes paid	13.0	3.5	9.7	10.8	1.5
<b>Net Cash from Operating Activities</b>	<b>-0.1</b>	<b>29.3</b>	<b>34.4</b>	<b>54.1</b>	<b>13.2</b>
<b>Cash Flow from Investing Activities</b>	<b>-32.7</b>	<b>-3.5</b>	<b>-5.8</b>	<b>-6.9</b>	<b>-12.9</b>
<b>Cash Flow from Financing Activities</b>	<b>-25.0</b>	<b>-13.8</b>	<b>-24.6</b>	<b>1.8</b>	<b>-21.6</b>
Net increase/ (decrease) in Cash & Cash equivalent	-57.8	12.0	4.0	49.0	-21.3
Cash and cash equivalents at the beginning of the year	-4.9	-16.9	-20.9	-69.9	-48.6
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents at the end of the year	-62.7	-4.9	-16.9	-20.9	-70.0

# Balance Sheet Ratios

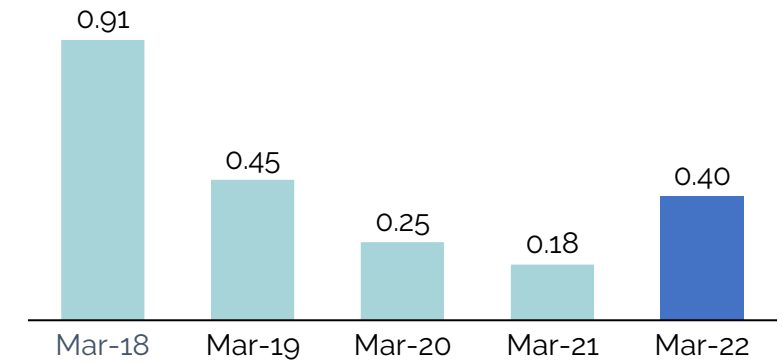
## Long term Debt (Rs. Crs.)



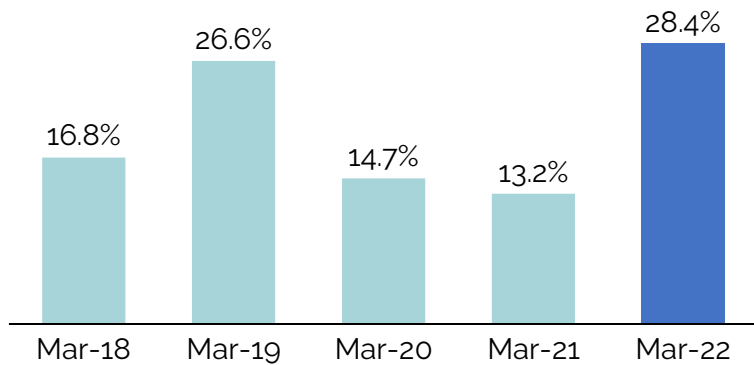
## Short term Debt (Rs. Crs)



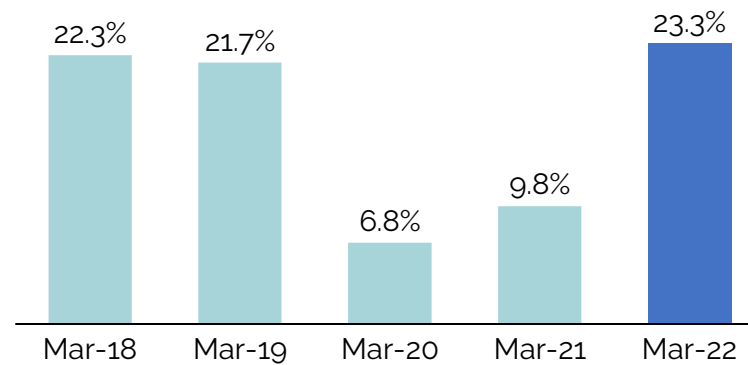
## Debt to Equity



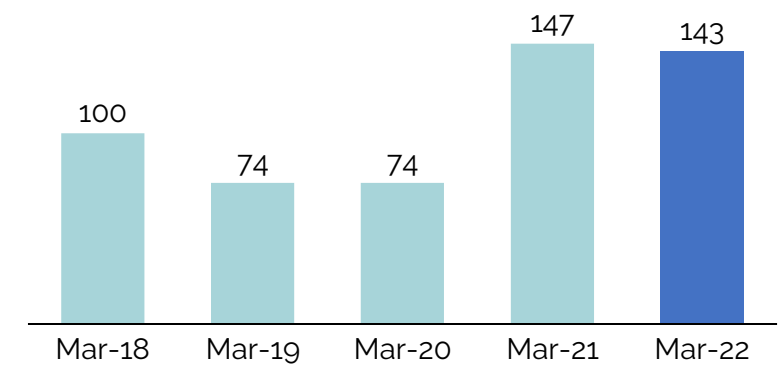
## RoCE



## RoE



## Working Capital (in Days)





## Company Overview

One of the few companies in India and Globally manufacturing Steelcastings based on Sand and Shell Casting Process



## Premier Position

Company enjoys a Premier Position in the Steel Casting Industry in India

## Diverse Industrial Sectors

Catering to diverse Industrial sectors like Earth Moving, Mining & Mineral Processing, Locomotives, Rail Road, Construction etc.

## Wide Range of Casting Products

Wide range of casting products including Austenitic Manganese Steel and High Chromium ferro alloys

## Caters to a host of OEM's

Catering to a host of Original Equipment Manufacturer (OEMs)

## Highly Reputed Multinationals Clientele

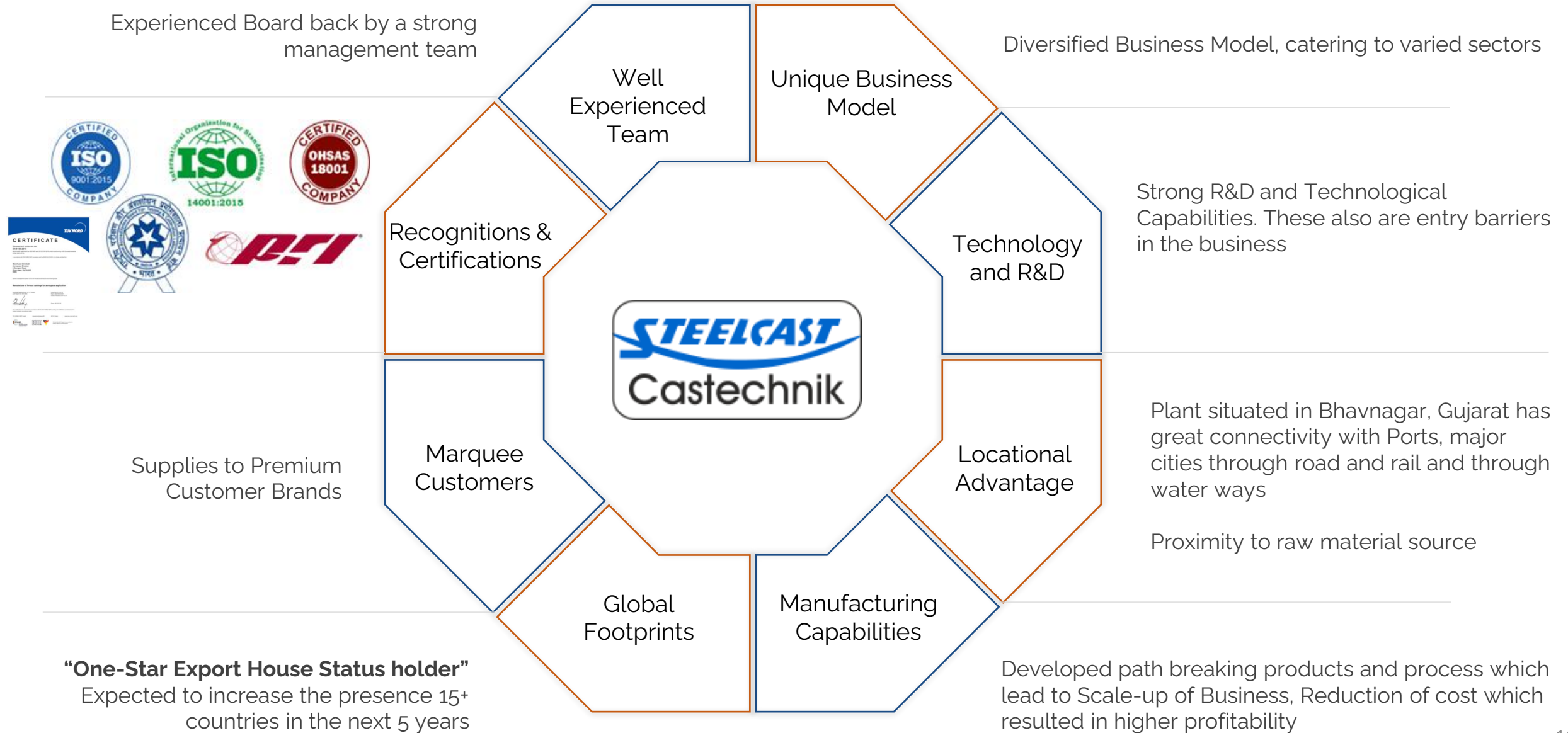
Caters to highly reputed multinationals clientele both in India and abroad including Fortune 500 companies

## Recognitions & Certifications





# Key Strengths



# Diversified Business Model catering to Varied Industries

## Existing Segments\*



Earth Moving Industry



Mining



Mineral Processing Industry



Steel Plants



Cement



Construction

## Foray into New Segments



Railways



Electro Locomotive



Ground Engaging Tools (GETs)

## Cost Reduction

- R&D team constantly involved in Cost reduction techniques and activities

## De-Sulphurise and De-Phosphorise

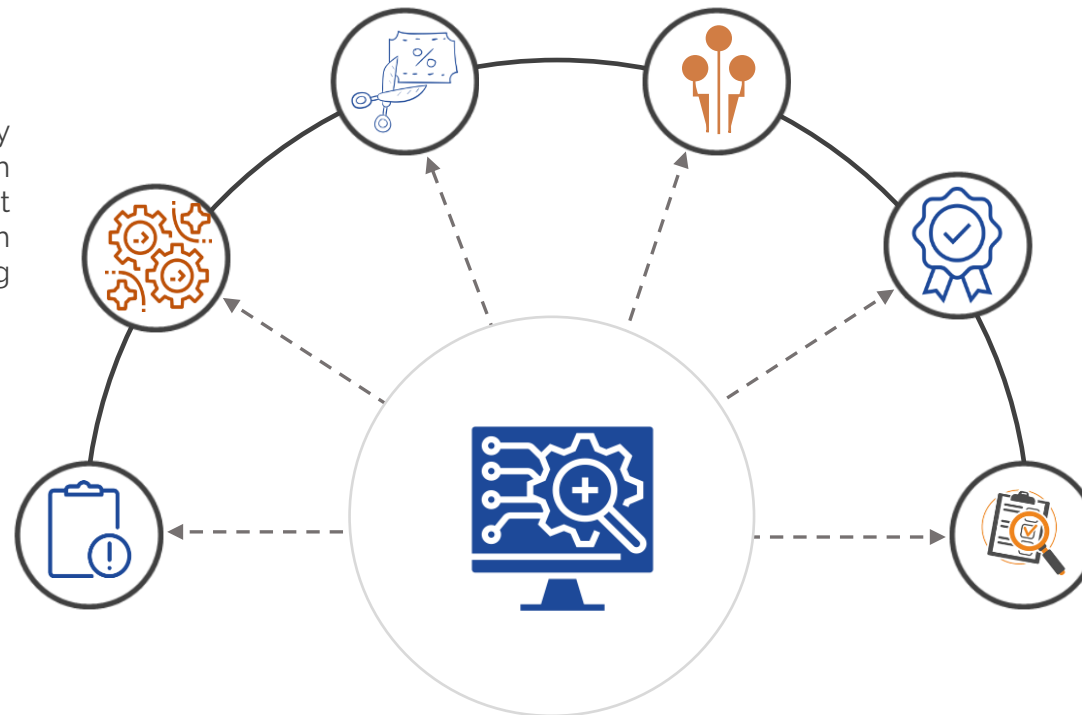
- Our R&D Team has developed successfully a process to De-Sulphurise and De-Phosphorise the liquid metal In Induction Furnace

## Product Development

- Producing complicated Low Alloy Steel Track Shoe Castings with Polymer quenching facility for most of our OEM customers in Earth Moving Equipment Manufacturing Industry

## Quality Assurance

- Well laid out quality assurance and R&D set-up which undertakes regular audit checks and ensures high quality
- Management attaches high importance to this activity



## Undertakes

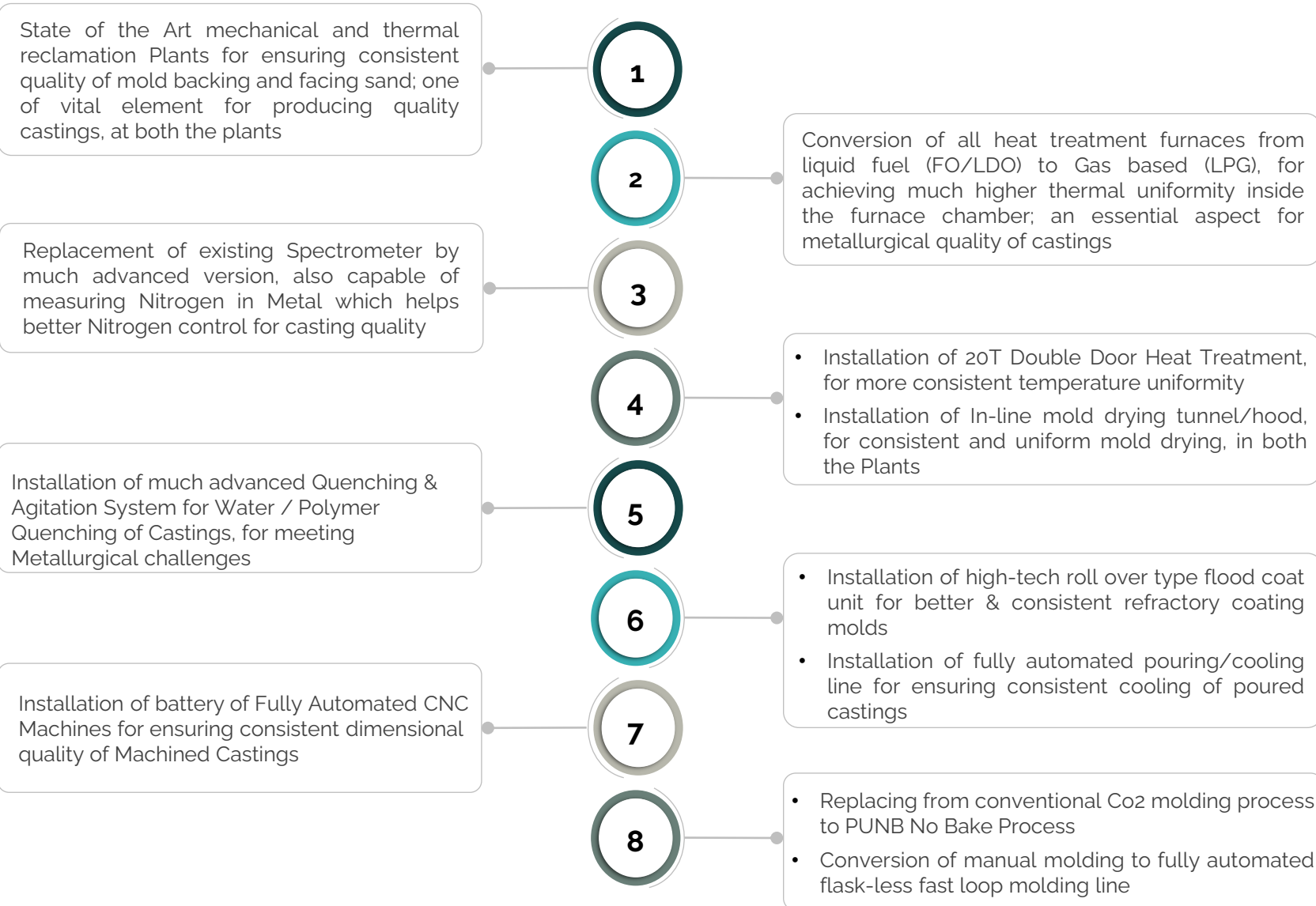
- Failure Analysis of Products
- Process & Product development work in Metallurgical areas
- Support customers in selection/application of specific materials

## Regular Audit Checks

- State-of-the-Art Testing Facilities
- Detailed manual for measuring and testing of various raw materials, stores and other items

"Approved R&D Laboratory" by the Department of Science & Technology, Government of India

# ... with continuous Technology Upgradation



- ### Benefits from newer Processes & Technology
- ✓ Development of Railway Castings – Side Frames, Bolsters, Couplers, Bogies, etc.
  - ✓ Reduction in Throughput Time
  - ✓ Substantial Reduction in Sub Surface Defects
  - ✓ Reduction in External Rejections leading to Reduced PPM Levels
  - ✓ Enhancement in Overall Quality
  - ✓ Improvement in Overall Yield
  - ✓ Adopted Superior moulding process by converting Sand Moulding CO2 Process to No Bake Pepset Process

# Locational Advantage



Situated in Bhavnagar, Gujarat, which is a **power surplus state**



**Skilled manpower** is easily available **with minimal labor cost**



**Company's own 66KV power transmission station** with 10MW power available 24X7



**Availability of Natural Gas** by Gujarat Gas Limited for all fuel requirements through pipeline



Scrap – the **major raw material** is available **with high degree of purity** and at competitive price from Alang, Asia's biggest Ship recycling yard, **situated just 50 km away**



**Connectivity to Pipavav Port**, which is just 130 KM away, is one of the most important locational advantages for the company



**Well connected with major cities** of Gujarat and other places **through Rail and Road network**



**Connected through water ways** with Hazira, Surat, **cutting down distance of 370 Kms to 60 Kms.** Having regular Ro-Pax ferry services from Ghogha, Bhavnagar to Hazira, Surat

# Best in Class Manufacturing Capabilities...



Company manufactures steel casting products by adopting sand-based **manufacturing process** by using **No Bake and Shell Molding** techniques



Capacity expansion to **30,000 MTPA** from **13,000 MTPA** and simultaneously **upgraded its production processes** and introduced newer methods



Produces steel and alloy casting in **various weights** from **2.5 Kg** to **2,500 Kg** through sand and shell molding process.



Has installed one of the **best foundry equipment** from **M/s. IMF, Italy** and **M/s. OMEGA, UK** - helps company in **ensuring reproducibility** at every workstation



Designed and installed an **agitating system** in quench tank, **one of the best in the country** and at par with **best practices in the world**

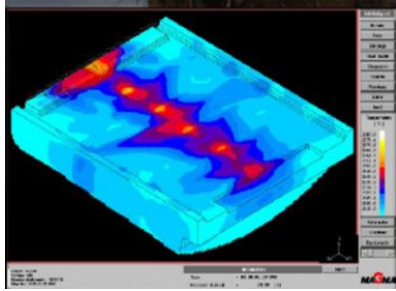


Company has **already developed** in excess of **300 parts** and further to develop more than **100 parts** in coming **2 – 3 years**



**Company has developed path breaking products and process which lead to Scale-up of Business, Reduction of cost which resulted in higher profitability**

# ... with focus on Design & Engineering



Design & Engineering

In house magma software for pouring simulation pro engineering for methoding leveraging engineering capability to enhance productivity elimination needless process & reduction re-work



No Bake Molding

Fully automated flaskless molding line with flood coating, Drying Tunnel, Auto Closer & Roll Over



Shell Molding Process

- Use resin coated quartz sand
- Semi Automatic Core Shooter Machines: 23 Nos



Heat Treatment

- Battery of Gas fired furnaces having capacities of 3 to 5 tons and 20 tons per charge
- Inhouse Water Quenching with Agitation System and Polymer Quenching facilities and Pressure Reduction Station of PNG and LPG Bullets (20 Tons Capacity)



Quality Assurance

- Inhouse facilities of Non-Destructive Testing like Magnetic Particle Testing,
- Ultrasonic Testing, Die Penetrate Testing One Shot MPI Machine.
- NABL approved Laboratory



CNC Machine Shop

- Area 30,000 Sq. Ft.
- Total No. of CNC Machines: 27 Nos



Induction Hardening

- Two Stations with 220 Kw
- Each case depth up to 22 mm



Power

- Standby D.G. Sets of 2000 KVA for uninterrupted power supply
- Installed inhouse 66 KV Substation to enhance power requirement

# State of Art Manufacturing Facilities

**P1**

**12,000** tonnes per annum

**Process Type : Sand Molding - Mold box based molding facility**

- Has semi-automated molding line
- Use for heavy casting (80 Kg to 2,200 Kg), Poly Urethane No Bake (PUNB) binder system; which is unique and is used by only a few leading foundries in the world
- Has the advantage of yielding highest productivity in this class of binder system which helps in lowering the cost of manufacturing

**P2**

**6,000** tonnes per annum

**Process Type : Shell Molding (Corning) Process**

- Has advantages for very high dimensional accuracy over conventional Sand Molding Process
- For low weight casting (2.5 Kg to 50 Kg)
- Through series of experiments has made it possible to make steel and alloy steel casting using this process and is amongst few foundries in the World doing so

**P5**

**12,000** tonnes per annum

**Process Type : Sand Molding - Automated loop line and Flask less Molding Line**

- Fairly flatter in shape (Non-Cubical) and generally weighing over 700 Kgs per piece
- Since it is having Flask less Molding Line, it is desirable to have items having large runs
- Has probably the highest reclaimability among chemically bonded sand for re-use
- Not only this helps in the preservation of natural resources but also result in cost reduction



# Presence across the Globe



“One-Star Export House Status holder”

Expected to increase the presence **15+ countries** in the next 5 years

# Recognitions & Certifications

- ✓ 1st Steel Foundry in India to get ISO:9002 Certification
- ✓ An ISO:9001-2015 Company certified by TUV NORD, Germany (for Quality)
- ✓ An ISO:14001-2015 Company certified by TUV NORD, Germany (for Environment)
- ✓ An ISO 45001:2018 Company certified by TUV NORD, Germany (for Occupational Health & Safety).
- ✓ Accreditation by Association of **American Railroad (AAR) for "Quality Assurance Certification as per M1003"** facilitating manufacturing of Parts for American Railroad Freight & Locomotive Industry. Under process
- ✓ Supplier Quality Excellence Program (SQEP) Bronze certification from Caterpillar Inc. USA since October 2016



- ✓ An EN 9100:2018 certified by TUV NORD, Germany (for Aerospace).
- ✓ Class A approved foundry by Ministry of Railways, India
- ✓ Accreditation for SQEP Bronze certificate for Excellence in Quality by Caterpillar, USA
- ✓ Accreditation by Transport & Power Generation program (TPG) for Casting, Heat Treatment & Non-Destructive Testing
- ✓ Accreditation by Association of American Railroad (AAR) under Renewal Process
- ✓ Accreditation as an NABL (National Accreditation Board for Testing and Calibration Laboratories) approved Laboratory.

...many more

## Company's Products, Processes, Safety Standards and Environment Friendly Mechanism meets with Global standards and certification

Recipient of **Shri Laxmanrao Kirloskar Best Foundry Award** from the Institute of Indian Foundrymen

Recipient of **Award for achieving Highest Rating** in the ranking of India's Top 500 manufacturing Small & Mid Sized Companies

**Approved Foundry** under Indian Boilers Regulations

**"Best Vendor (Category-Castings)"** award from M/s. Bharat Earth Movers Ltd., Bangalore, in recognition of outstanding performance in supply of materials

Recognized as an **"Approved Contractor"** by the Director of Quality Assurance, Government of India



# Experienced Board of Directors



## Mr. Chetan M. Tamboli, Managing Director & CEO

- Aged 60 years, a third-generation entrepreneur, is a commerce graduate armed with an MBA Finance from USA
- Serving as a CEO since 2003 with total experience of more than 30 years. Looks after strategy, policy making and overall management
- Served as the Chairman Board of Governors, Government Engineering College, Bhavnagar, Gujarat since 2014

### Mr. Rushil C Tamboli, Non-Executive Non-Independent Director

- Aged 31 years, is an Engineering graduate with Industrial Engineering (I.E.)
- Heading various departments and contributed to improve fuel efficiency of heat treatment operations, developing new parts, achieving improvement in Man hours per ton

### Ms. Vidhi C Tamboli, Non-Executive Non-Independent Director

- Aged 29 years, is a Master of Arts & Master of Education (Psychology)
- Heading Human Resource department of the Company
- She is having experience as career counselor in India and overseas and is involved in various Corporate Social Responsibility (CSR) activities

### Mrs. Aarushi M Ganatra, Independent Non-Executive Director

- Aged 63 years, is a graduate in Commerce
- She also heads a consultancy firm to advise in business, finance & investments
- Has worked for over 3 decades at various levels in the field of Statutory audits, internal audits and human resource training.

### Mr. Rajendra V Gandhi Independent Non - Executive Director

- Aged 70 years, graduated from Indian Institute of Technology, Bombay
- Experience of more than 35 years, Managing Director at GRP Ltd
- Previously employed as Member-Managing Committee by All India Rubber Industries Association and Member-Governing Council by Indian Rubber Manufacturers Research Association

### Mr. Hemant D Dholakia Independent Non- Executive Director

- Aged 55 years, he has completed his master's degree in Marketing and Finance from University of Scranton, USA
- Has experience in manufacturing industries more than 38 Years. He is the Managing Director at Goran Pharma Pvt. Ltd.
- Director at Hansrx Pvt. Ltd. & Partner at Parag Perfumes, Sihor

### Mr. Apurva R Shah Independent Non- Executive Director

- Aged 50 years, he has received his undergraduate degree from London School of Economics and Political Sciences
- Experience of more than 15 years,
- He is an Independent Director at GRP Limited, Acrysil Limited, Florican Chemicals and Resins Private Limited

### Mr. T Kumar Permanent Invitee

- Aged 80 years, is a B. Tech graduate (IIT, Khadagpur) armed with M.E. (Foundry) (IISc, Bangaluru)
- Permanent Invitee to the Board and its committee meetings since September 2018 with total experience of about 50 years in the Company.
- He also served as CFO since May 2015



Future  
Strategy

# Clear Focus on De-Risking Business



## Strategy for Steelcast 2.0

Capacity Expansion

No. of Parts manufactured

No. of Customers

Geography presence

End-user Industry presence

	THEN	NOW	
	<b>De-risking Business Strategies</b>		
	<b>13,000 MTPA</b>	<b>30,000 MTPA</b>	
	<b>104</b>	<b>300+</b>	Focus to reduce concentration to a particular segment
	<b>11</b>	<b>36</b>	
	<b>2</b>	<b>15</b>	Company will be focusing on railroad industries, to increase customer base and number of parts.
	<b>3</b>	<b>9</b>	

Focus to reduce concentration to a particular segment

Company will be focusing on railroad industries, to increase customer base and number of parts.

Product Development



Business Development

## Initiated a rationalization plan since last 2 years

Reduced manpower cost per unit by increasing productivity

Company to set up 5 MW Solar Power Plant in Gujarat region for captive consumption

25 years PPA to be signed for solar & wind hybrid power project which will bring considerable savings

Reduced consumption norms of few key materials

Reduction in internal rejection which was around 6.0% is now averaging less than 4%

Reduction in throughput time for processing of castings – thus unlocking of capital from working capital needs

# THANK YOU

Company:



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