



RHI MAGNESITA

RHI MAGNESITA INDIA LTD.

(Formerly Orient Refractories Ltd.)

301, 316-19, Tower B, EMAAR Digital Greens

Golf Course Extension Road, Sector 61,

Gurugram, Haryana-122011, INDIA

T +91 124 4062930

E corporate.india@rhimagnesia.com

www.rhimagnesiaindia.com

14 August 2024

To,

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai – 400 001, India

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C/1, G Block,

Bandra Kurla Complex, Bandra (East)

Mumbai – 400 051, India

BSE Scrip Code: 534076

NSE Symbol: RHIM

Dear Sir/ Ma'am,

Sub: Presentation of Earning Conference Call – first quarter ended 30 June 2024

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, and further to our earlier intimation dated 8 August 2024, the presentation of the conference call to be held on 14 August 2024, is enclosed herewith and the same is also be uploaded on website of the Company <https://www.rhimagnesiaindia.com/>

Kindly take the same on record.

Thanking you,

Yours faithfully

For **RHI Magnesita India Limited**

Sanjay Kumar

Company Secretary

ICSI Membership No. -A17021





RHI MAGNESITA

RHI Magnesita India

Investor Presentation

Q1 2025



Safety is our core value

LTIF (Lost Time Injury Frequency) TRIF (Total Recordable Injury Frequency)

Actual : 0.07

Actual : 0.11



One LTI reported. Immediate corrective and preventive action implemented globally to prevent recurrence



Ongoing effort to frame and strengthening the **EHS Standards** to build a safe work environment to achieve Zero Incident workplace



Driving our **EHS Capability** through Training, Engagement, Townhall, reward and recognition to build Interdependent EHS Culture.



Introducing **Technology** in Process Safety Management to reduce exposure of employees to hazards & reduce risk.



Visible **Felt Leadership** by all employees to strengthen the safety culture

Financial Highlights Q1 FY25

Strong margins & improved Net Debt enabling sustainable growth and returns for our shareholders

Revenue

₹87,876 L

↓ 7%

EBITDA

₹15,690 L

↑ 3%

Profit after Tax

₹7,288 L

↑ +33,330 L

Operating cash flow

₹16,032 L

Working Capital Intensity

39%

↑ 6%

Capex

₹2,005 L

↓ 57%

Earnings per share

₹14.1

↑ 20%

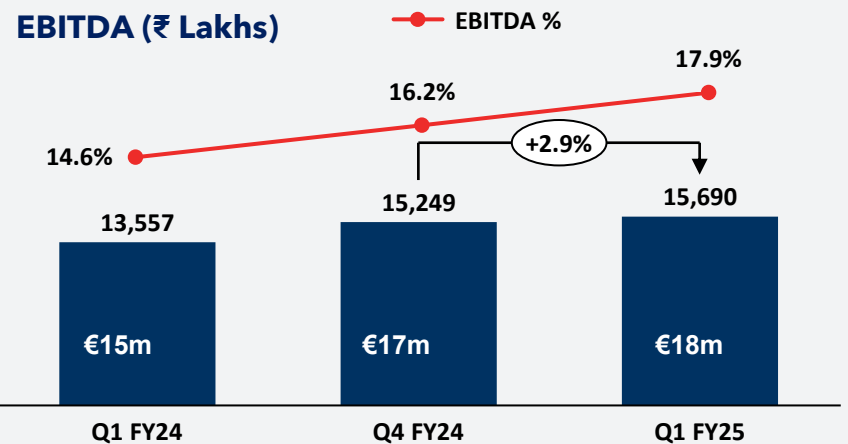
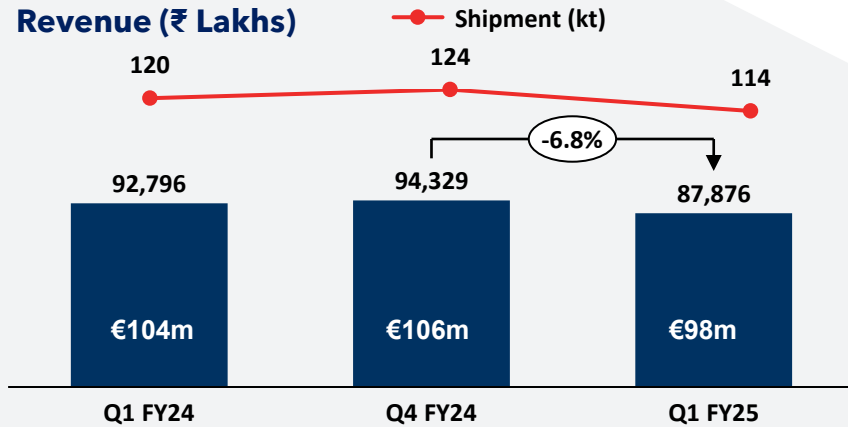
Net Debt/ EBITDA Ratio

0.3x

↓ 45%

Performance Highlights of Q1

Record margins delivering EBITDA growth QoQ



Record EBITDA margins since acquisitions of Hitech & Dalmia refractories



Subdued customer activity due to unprecedented heatwave, India election, import of steel from South East Asia & China and temporary export volume reduction



Strategic initiatives:

- Strengthening in previously underpenetrated Iron making/Pellet/DRI segment
- Complementing production footprint in steel and cement belts
- Wider product offering across all segments and industries enables cross-sell opportunities

Profit and Loss Snapshot : Q1 FY25



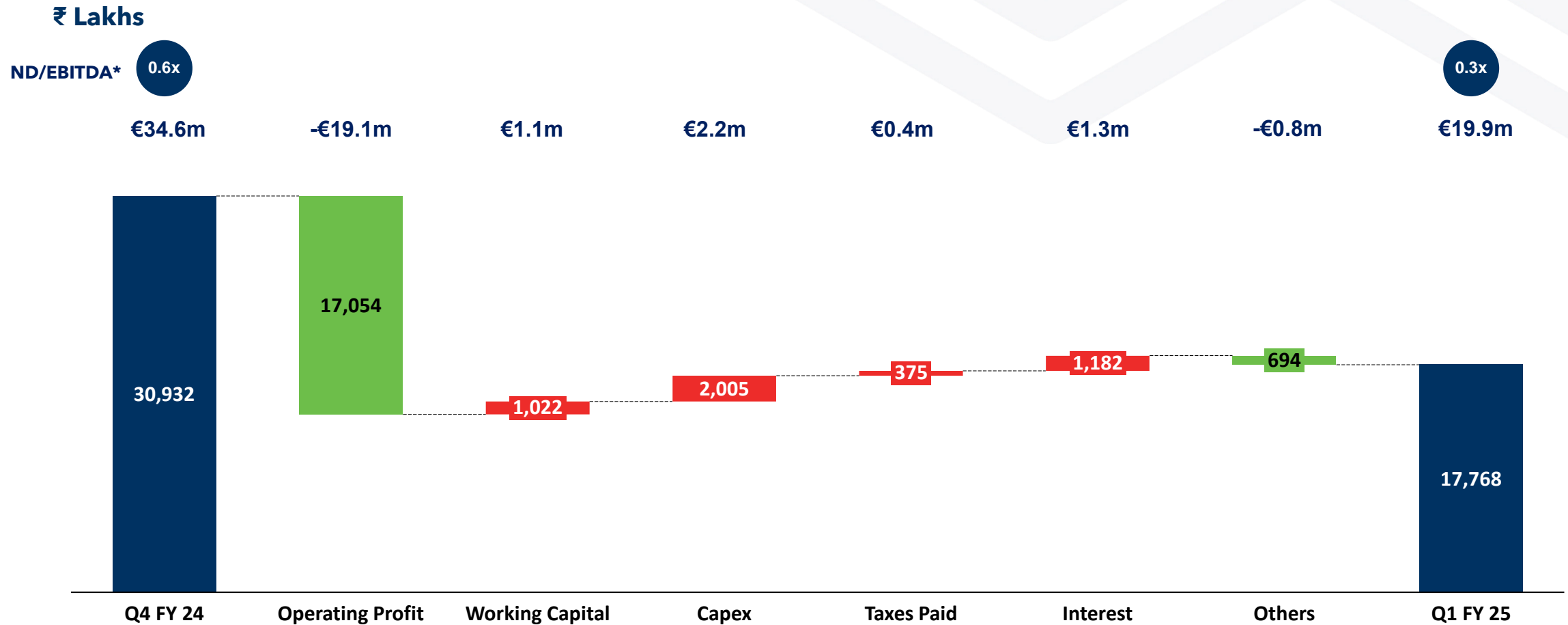
	₹ Lakhs					€m				
	Q1 FY 25		Q1 FY24		% Change	Q4 FY24		Q1 FY 25	Q1 FY24	Q4 FY24
Production - MT	77,776		84,636		-8.1%	78,808		77,776	84,636	78,808
Shipment - MT	113,916		119,930		-5.0%	123,896		113,916	119,930	123,896
Manufacturing	68,083	59.8%	78,382	65.4%	-13.1%	74,880	60.4%	68,083	78,382	74,880
Trading	45,833	40.2%	41,547	34.6%	10.3%	49,016	39.6%	45,833	41,547	49,016
Avg realisation/MT	77,141		77,375		-0.3%	76,136		864	867	853
Income	88,177		93,054		-5.2%	94,748		98.8	104.2	106.1
Revenue from operations	87,876		92,796		-5.3%	94,329		98.4	103.9	105.7
Other Income	301		258		16.7%	419		0.3	0.3	0.5
Expenses	72,487	82.5%	79,497	85.7%	3.2%	79,499	84.3%	81.2	89.0	89.0
Material Cost	48,186	54.8%	55,186	59.5%	4.6%	53,935	57.2%	54.0	61.8	60.4
Employee Benefits expense	9,520	10.8%	9,345	10.1%	-0.8%	9,332	9.9%	10.7	10.5	10.5
Other expenses	14,781	16.8%	14,966	16.1%	-0.7%	16,232	17.2%	16.6	16.8	18.2
EBITDA	15,690	17.9%	13,557	14.6%	3.2%	15,249	16.2%	17.6	15.2	17.1
Depreciation	2,820	3.2%	2,619	2.8%	-0.4%	2,376	2.5%	3.2	2.9	2.7
EBITA	12,870	14.6%	10,938	11.8%	2.9%	12,873	13.6%	14.4	12.3	14.4
Amortisation	1,997	2.3%	1,969	2.1%	-0.2%	2,051	2.2%	2.2	2.2	2.3
EBIT	10,873	12.4%	8,970	9.7%	2.7%	10,822	11.5%	12.2	10.0	12.1
Finance Cost	1,059	1.2%	2,602	2.8%	1.6%	1,346	1.4%	1.2	2.9	1.5
Profit before exceptional	9,814	11.2%	6,368	6.9%	3.2%	9,476	10.0%	11.0	7.1	10.6
Exceptional item	-	-	-	-	-	32,578	34.5%	-	0.0	36.5
Profit before Tax	9,814	11.2%	6,368	6.9%	4.3%	(23,102)	NA	11.0	7.1	-25.9
Tax	2,526	2.9%	1,687	1.8%	-1.1%	2,688	2.8%	2.8	1.9	3.0
Profit After Tax	7,288	8.3%	4,681	5.0%	3.2%	(25,790)	NA	8.2	5.2	-28.9

- **Production:** Reduced by 8% due to lower customer demand
- **Revenue:**
 - QoQ reduction by 7%,
 - YoY reduction by 5%
 - Mostly driven by subdued customer activity
- **EBITDA** margin 17.9%
 - QoQ increase by 3%,
 - YoY increase by 16%
- **Finance Cost:** Repayment of loans from cash generation from profits

Net Debt Bridge Q1 FY 25 vs. Q4 FY24



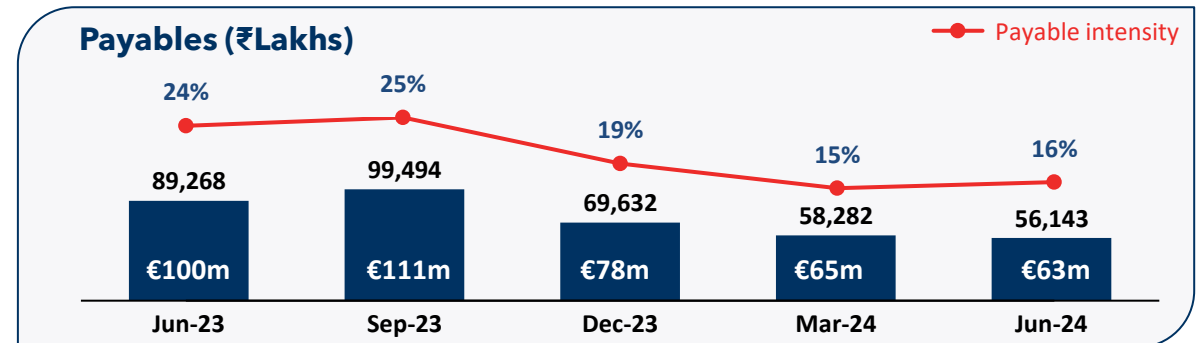
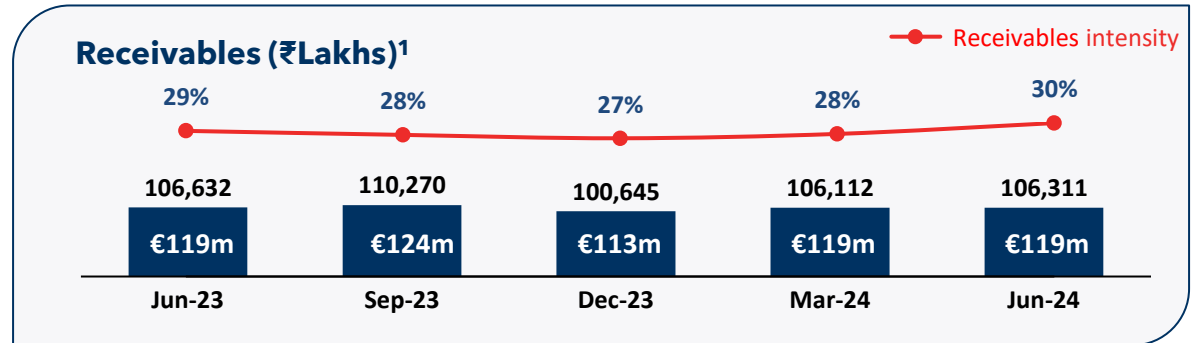
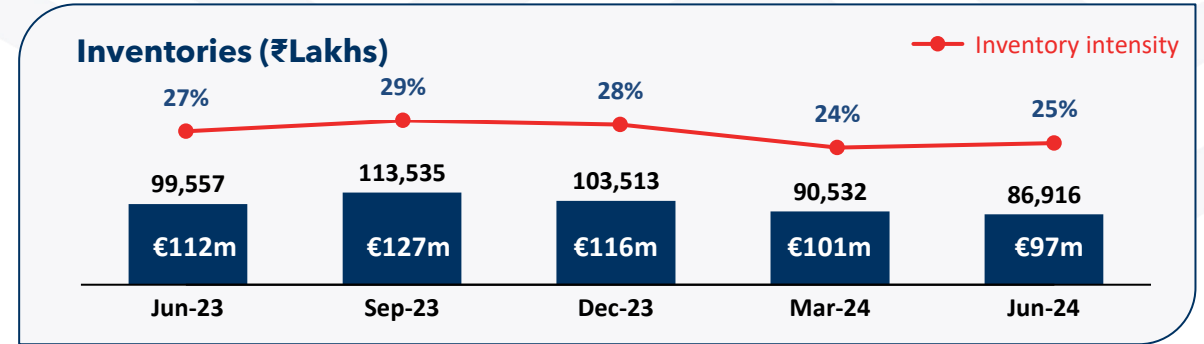
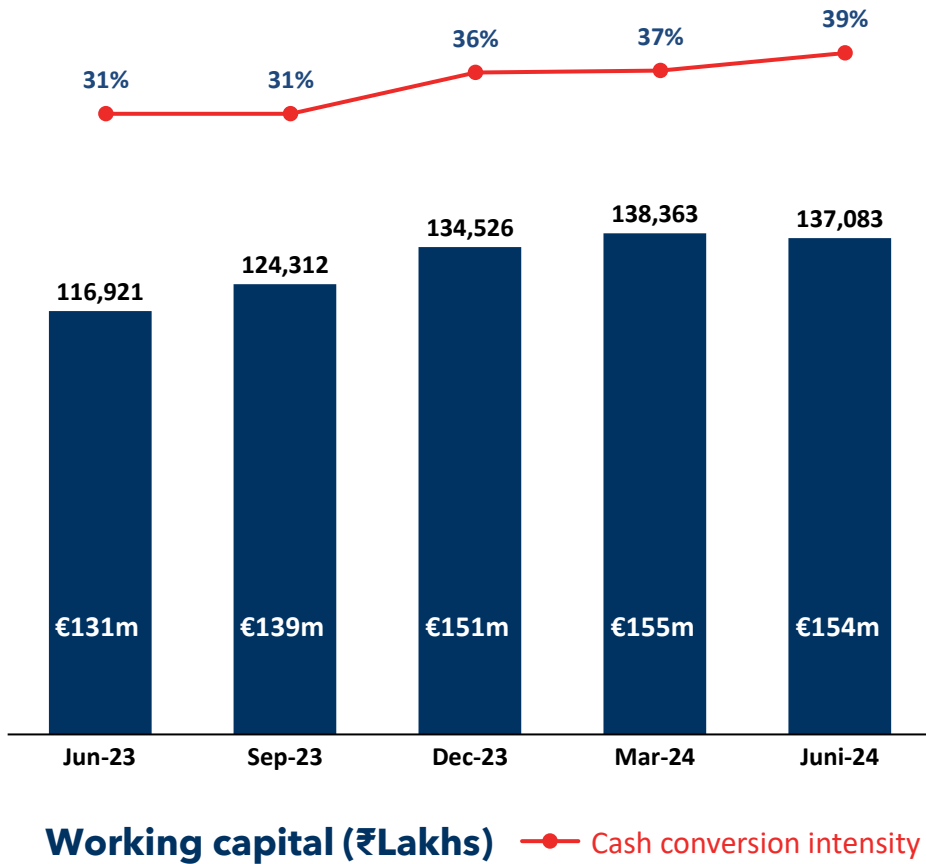
Cash generated from operations improving net debt ratios



*EBITDA: Trailing 4 quarters

Working Capital

Improved inventory through better supply chain management



1. Receivables: Trade receivables + Contract Assets - Contract Liabilities

Penetrating Underrepresented Categories

Room for adjacent growth despite high market share



Medium term growth drivers of Iron, DRI and Pellet market



- India will require additional Blast Furnace capacity to meet stated Steel output targets. There are currently 7 new large Blast Furnace projects at different stages of installation or commissioning.
- India is the global leader in coal based DRI Production and this will continue to grow while alternative technologies ramp up. India's Iron ore grade ensures demand for pellet plants.
- Ageing Coke plant capacity offers upgrade and maintenance driven demand visibility for the next 5-10 years. We also expect commissioning of new batteries.

Penetrate under-represented categories of Iron making and blast furnace maintenance



- RHI Magnesita India now has a compelling local for local market offer for blast furnace and coke oven projects
- Vast majority of blast furnace and coke oven projects are facilitated by global OEMs with whom we have established relationships locally and globally
- Share is steadily increasing in DRI and Pellet by leveraging RHI Magnesita's full-service solution package
- Acquired product portfolio can be further enhanced by leveraging group technology from other successful markets which will become a competitive advantage

Delivering our Strategy

Medium term Growth Drivers

Iron Making



- Good order momentum in Blast Furnace Cast House with 3 contracts won
- 5 new customers in Tap Hole Clay. Further upside with product transfer from Brazil

Pellet & DRI



- Received orders from one of the largest pellet plants in India further demonstrating our capabilities
- Increase in DRI market share on the back of kiln order and 3 new projects.

Iron making OEM and Projects



- 2 large Coke oven orders utilizing Silica capacity
- Productive discussions on long term associations with OEM for Coke Oven and Blast Furnace Stoves

Summary and Investment Case

Fueled by India's growth, commitment to resilient margins



- 1 Market leadership position with **30% market share in India**
- 2 'Local for local' manufacturing strategy - **'Make in India'**
- 3 Recent acquisitions **create balanced portfolio of refractory products and a strong platform for growth in India** and in under-represented product markets
- 4 **India is the highest growth major market** for refractories globally, with 6-8% CAGR forecast
- 5 **Attractive and resilient margins**
- 6 **Access to capital** for further growth and expansion in India
- 7 **Opportunity to increase regional exports** from India manufacturing hub
- 8 **Backed by RHI Magnesita group** - technology, R&D, global product range and services

Empowering our communities



Education

As part of our CSR program to enrich the learning environment, we provided students with stationery and school bags to support their educational needs and completed the school's infrastructure requirements



Health Care

Our CSR program supports VRD Trust Hospital near Vizag, delivering essential medical services to over 10,000 residents. The hospital provides daily consultations, tests, and free medicines for a nominal fee. Our support encompasses primary medical care, preventive health care, dental care, and assistance for individuals with disabilities.



Disclaimer



Financial information contained herein, as well as other operational information, were not audited by independent auditors and may include forward-looking statements and reflects the current views and perspectives of the management on the evolution of macro-economic environment, conditions of the mining and refractories industries, company performance and financial results. Any statements, projections, expectations, estimates and plans contained in this document that do not describe historical facts, and the factors or trends affecting financial condition, liquidity or results of operations, are forward-looking statements and involve several risks and uncertainties.

This presentation should not be construed as legal, tax, investment or other advice. This presentation does not constitute an offer, or invitation, or solicitation of an offer, to subscribe for or purchase any securities, and neither any part of this presentation nor any information or statement contained herein shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. Under no circumstances, neither the Company nor its subsidiaries, directors, officers, agents or employees be liable to third parties (including investors) for any investment decision based on information and statements in this presentation, or for any damages resulting therefrom, corresponding or specific.

The information presented or contained in this presentation is current as of the date hereof and is subject to change without notice. RHI Magnesita has no obligation to update it or revise it in light of new information and / or in face of future events, safeguard the current regulations which we are submitted to. This presentation and its contents are proprietary information of the Company and may not be reproduced or circulated, partially or completely, without the prior written consent of the Company



RHI MAGNESITA

Thank you for your attention

Get in Touch

corporate.india@rhimagnesia.com

rhimagnesia.com

Important notice:

These materials do not constitute or form part, or all, of any offer of invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities in any jurisdiction in which such solicitation, offer or sale would be unlawful, nor shall part, or all, of these materials form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities. These materials contain forward-looking statements based on the currently held beliefs and assumptions of the management of RHI Magnesita India or its affiliated companies, which are expressed in good faith and, in their opinion, reasonable. These statements may be identified by words such as "expectation" or "target" and similar expressions, or by their context. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of RHI Magnesita India or its affiliated companies to differ materially from the results, financial condition, performance or achievements express or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. RHI Magnesita India or its affiliated companies disclaims any obligation to update these forward-looking statements to reflect future events or developments.

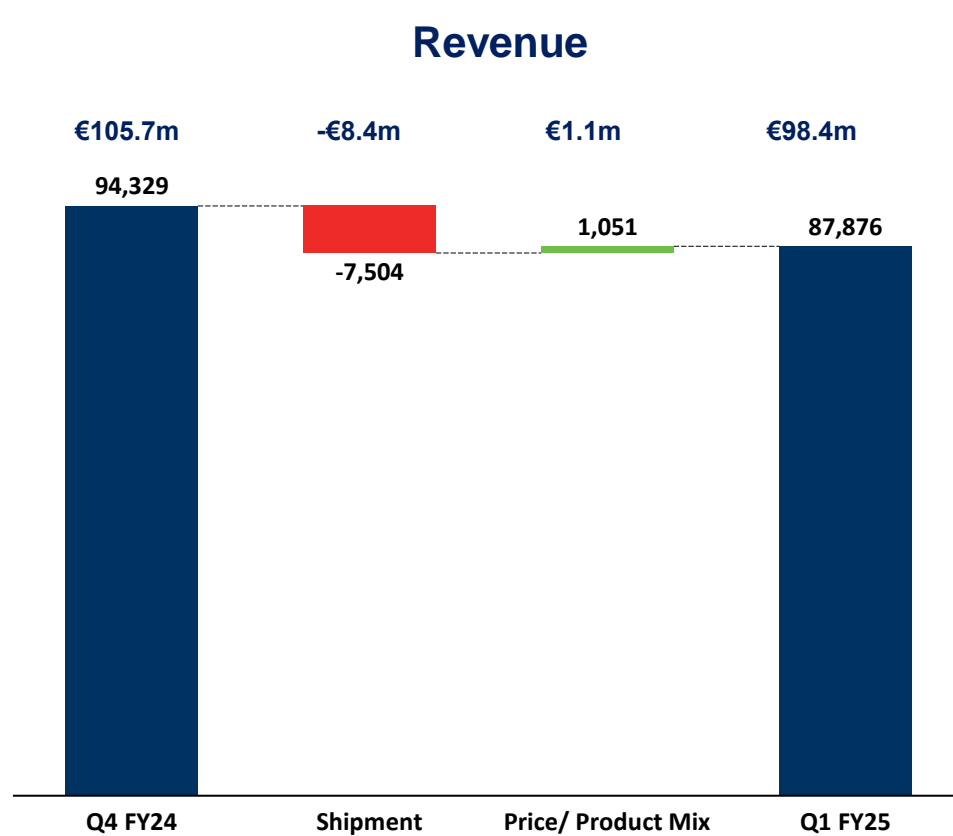
Revenue and EBITDA Bridge Q1 FY 25 vs Q4 FY24



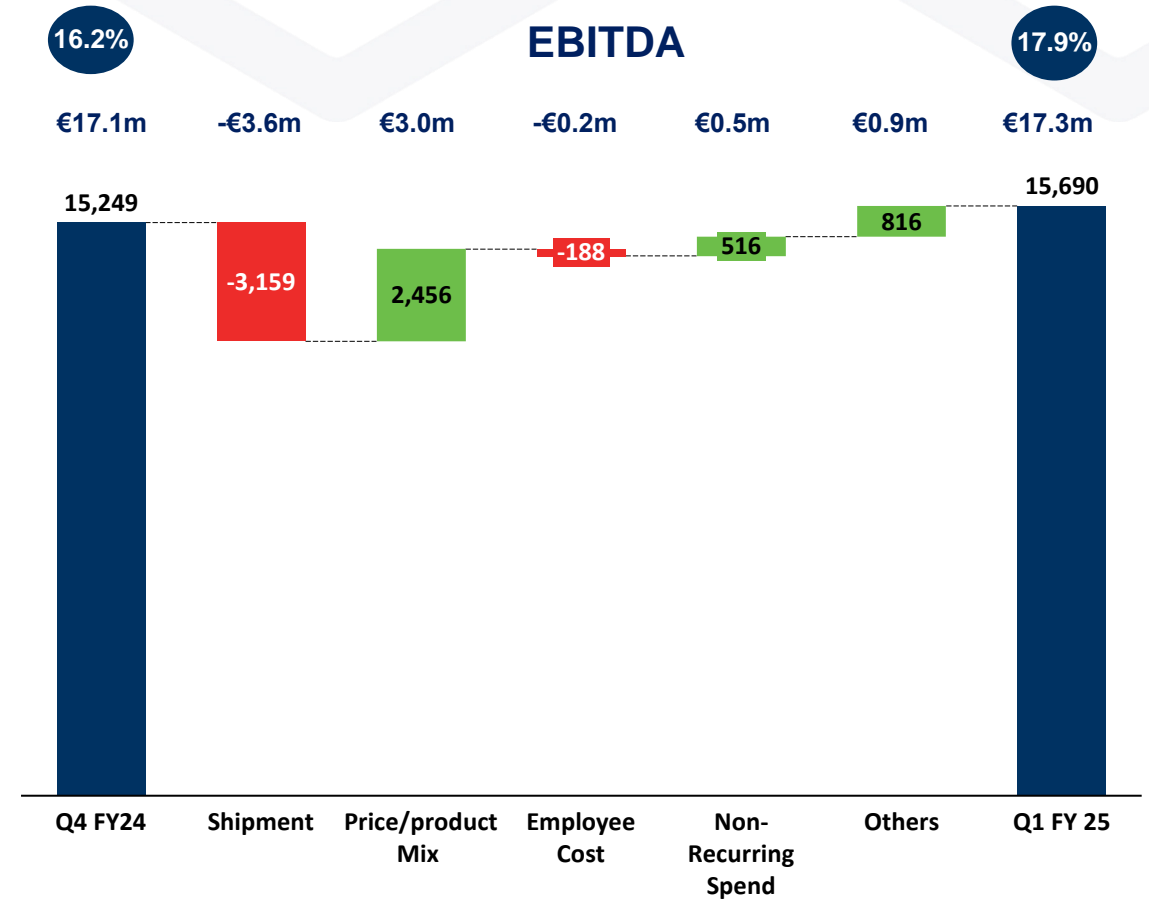
High Margin Orders and Product mix delivering strong EBITDA

₹ Lakhs

Revenue



EBITDA



16.2%

17.9%