



PTC Industries Investor Presentation



September 2017

Safe Harbour Statement

Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.

Agenda

Overview of PTC Industries

Financial Performance

Strategy

Outlook

A Brief Overview

Established in 1963 – now the largest Replicast® foundry in the world

2 foundries and 2 CNC machine shops with the most advanced manufacturing capabilities and equipment

Exporting over 75% to US and Europe for the last 35 years

Producing Stainless Steel, Duplex, Super Duplex, Nickel & Cobalt alloys, Creep Resistant, NAB, etc.

Recipient of prestigious National R&D award from the Indian Government in 2006

Recognised as one of 16 Hidden Gems by Forbes India & MSME Innovator Special Award by TIME India



A Brief Overview

Many technologies - Investment Castings, Centrifugal Castings, Replicast[®], RapidCast[™] & forgeCAST[™]

Fully automated, robot assisted manufacturing capability with latest equipment and infrastructure

The first Titanium Casting facility in India

The first commercial Hot Iso-static Pressing facility in India

Supplying for Oil & Gas, LNG, Marine, Aerospace, Valves & Flow Control, Paper, Power, etc.

Flagship Project Delivered - "The Advance Manufacturing Centre – AMTC"



Energy



Pulp & Paper



Subsea & Offshore



Industrial Turbines

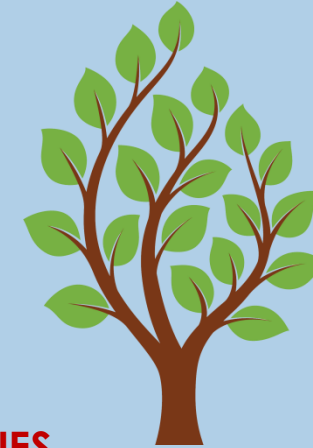


Oil & Gas



Process Industry

Business Framework



MISSION

To be a leading global manufacturer of engineered metal components, products and systems through sustainable, disruptive and innovative technologies.

VISION

#1 choice in the markets we serve, creating value through innovative solutions.

VALUES

- Enhance the quality of life of all our stakeholders
- Be sustainable in all aspects
- Be a safety conscious responsible employer
- Be committed to quality
- Nurture talent and foster self belief
- Take pride & passion in the company
- Respect our partners
- Be customer centric
- Be agile and performance driven
- Be honest and have empathy

State of the art manufacturing

A clean, green & lean facility



Our Management Team

- Professionally qualified
- Over 70 years of combined experience
- Unmatched technical capabilities

Sachin Agarwal
Chairman & MD



Smita Agarwal - Chief
Financial Officer



Anthony Rowett –
Chief Operations
Officer



Priya Ranjan Agarwal –
Director, Marketing



Alok Agarwal –
Director, Quality &
Technical



A few of our accolades



PTC recognised as one of 16 Hidden Gems of the country by Forbes India magazine



National Award for R&D in the Industry from the Government of India



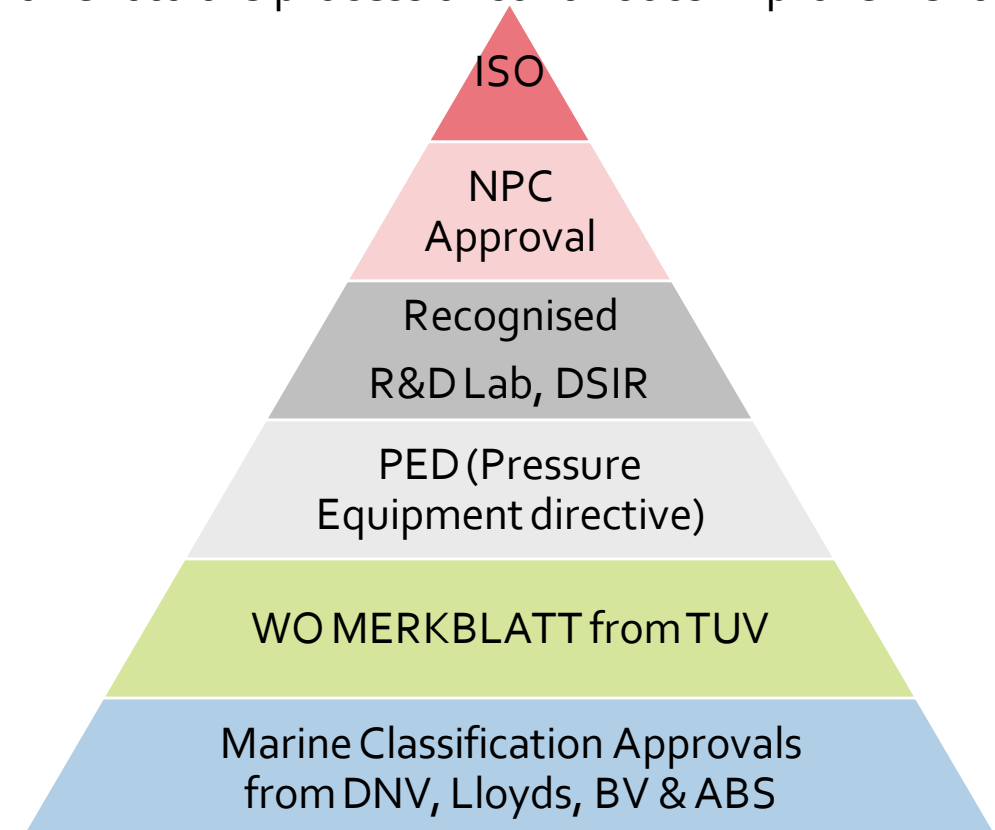
Received Special Jury Award for MSMEs in the 2017 TIME India Awards

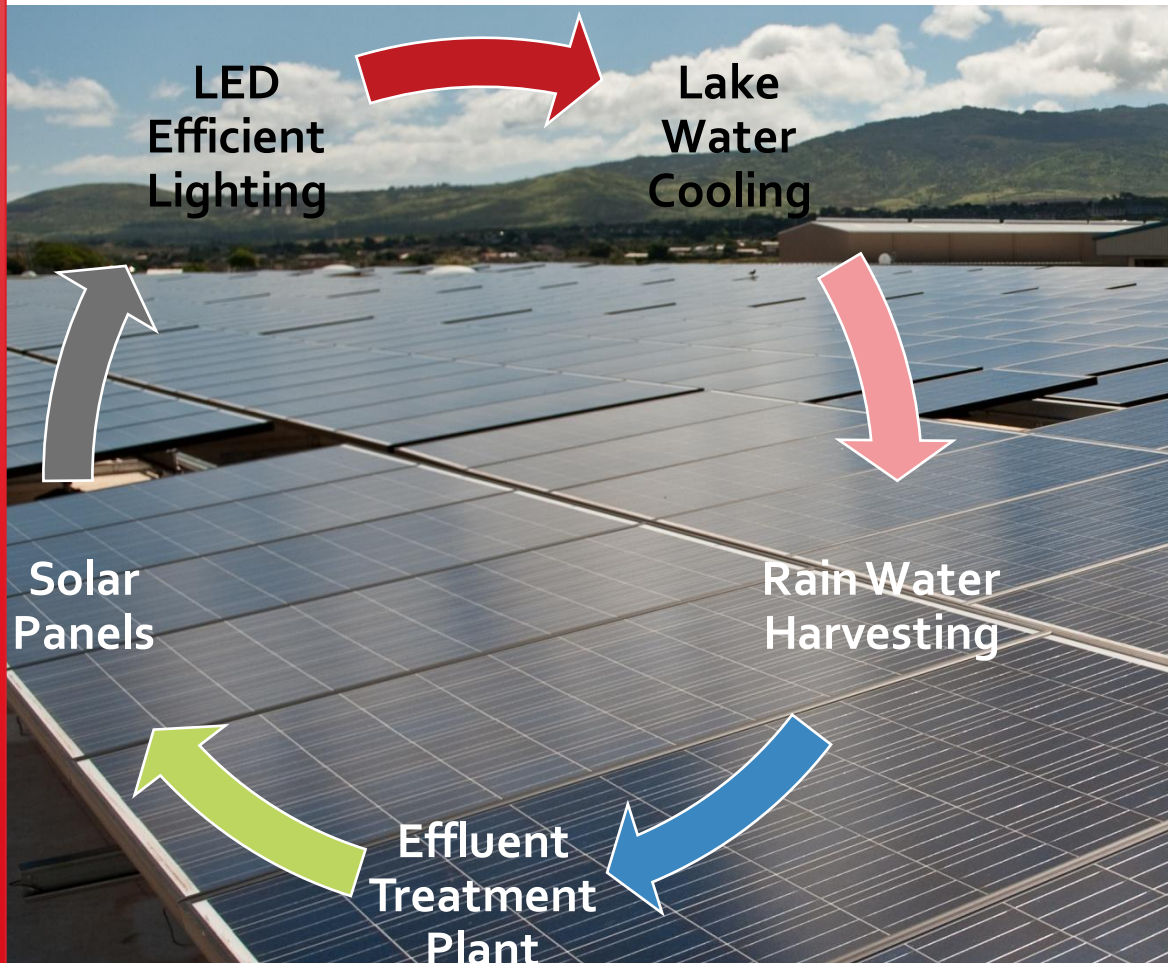


Approvals & Certifications



- Certified Quality Management System
- Our philosophy is "Quality is not a coincidence, it is a habit"
- Commitment to the process of continuous improvement.





- Comprehensive Environmental Management System
- Commitment to minimising negative impact on the environment, and to managing the impact we do have.
- This means that we abide by all the applicable standards and laws, and continue to monitor and improve our processes so far as reasonably practicable.
- Constant improvement is undertaken in all our practices to have a positive impact on the environment

Just some of Our Customers

Rolls-Royce®



SIEMENS



WÄRTSILÄ



ALSTOM

EMERSON™



LARSEN & TOUBRO



Agenda

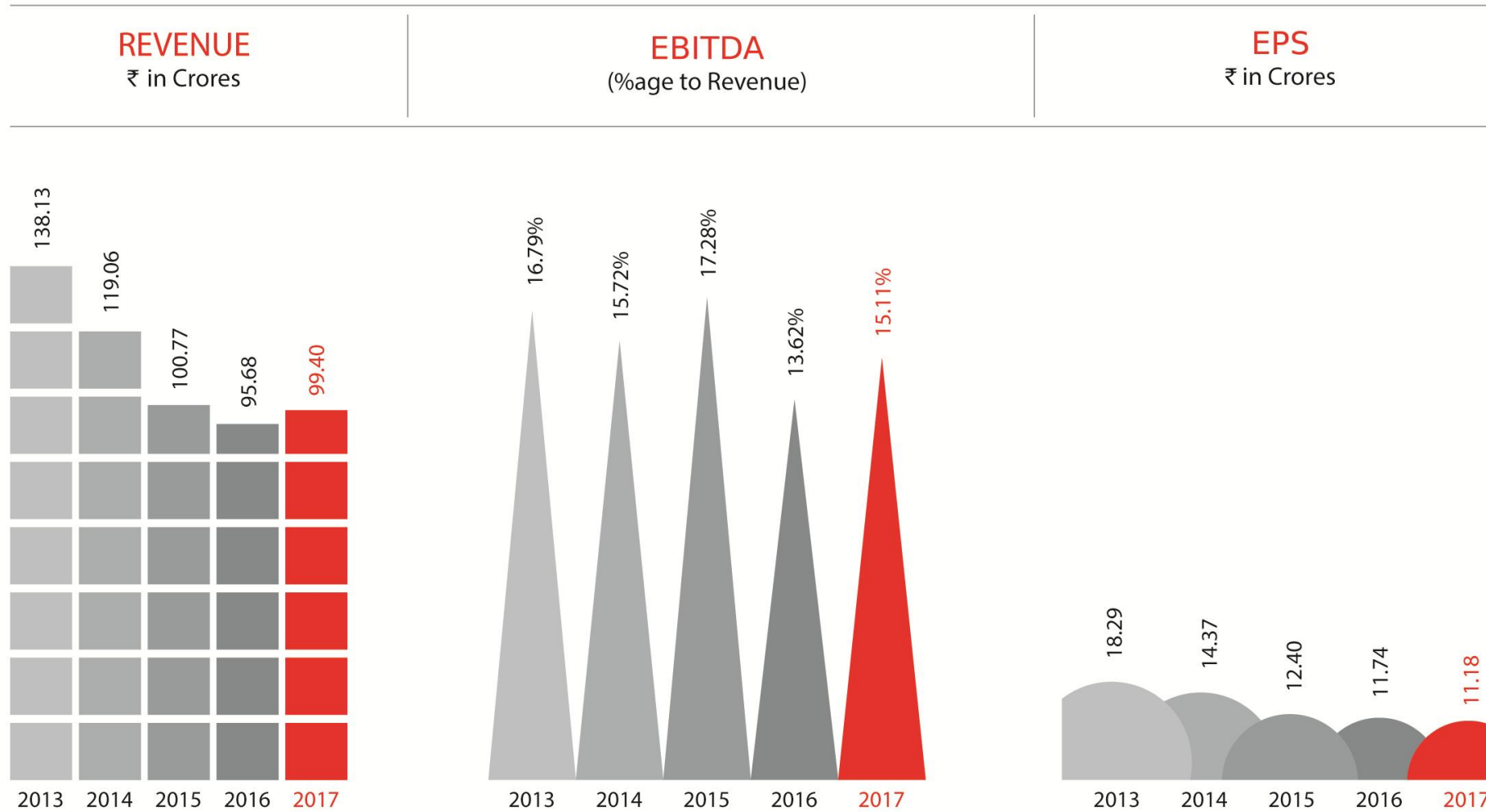
Overview of PTC Industries

Financial Performance

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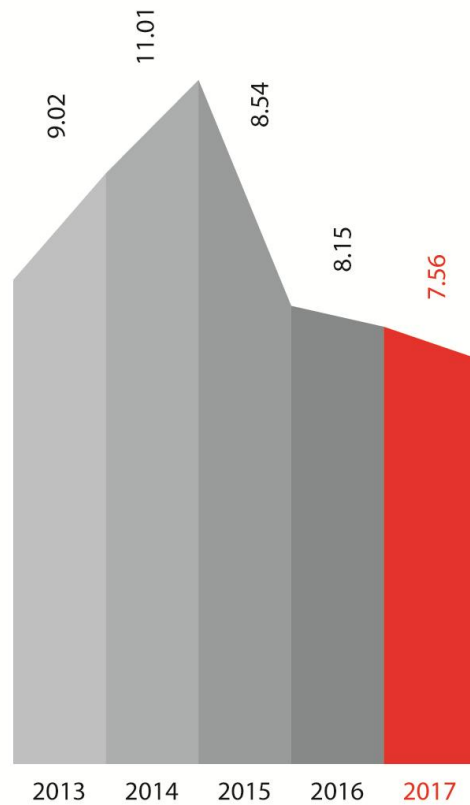
Outlook

Financial Highlights

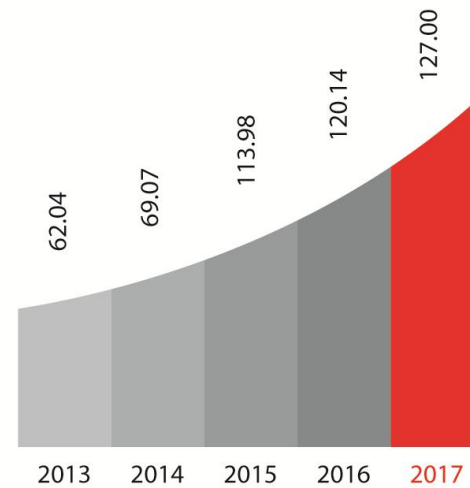


Financial Highlights

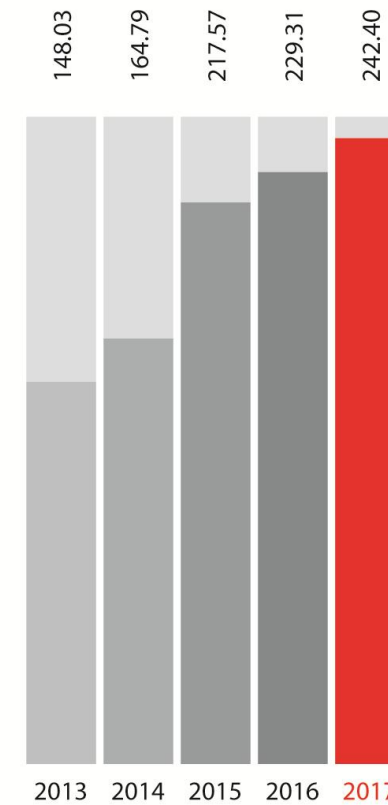
Profit before tax
₹ in Crores



Net Worth
₹ in Crores



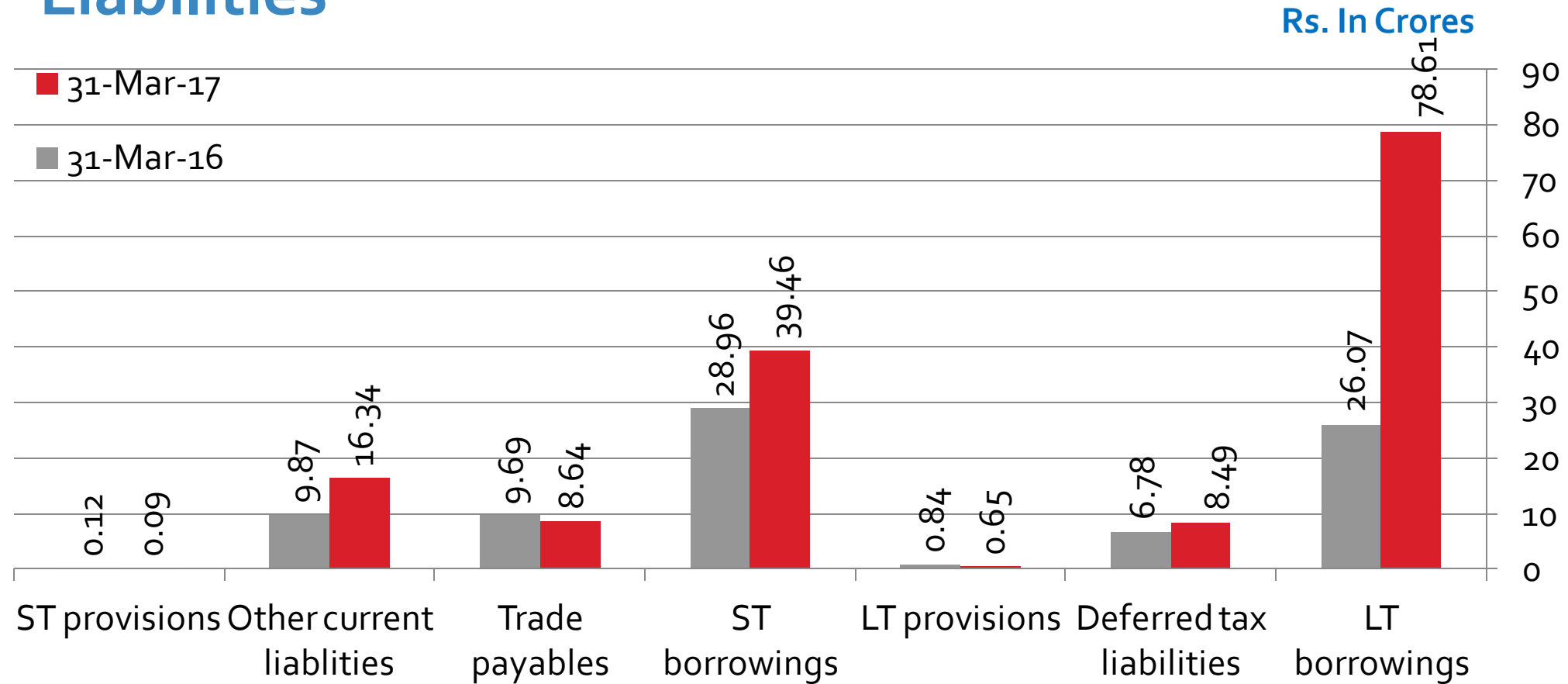
Book Value of Share
₹ in Crores



Balance Sheet

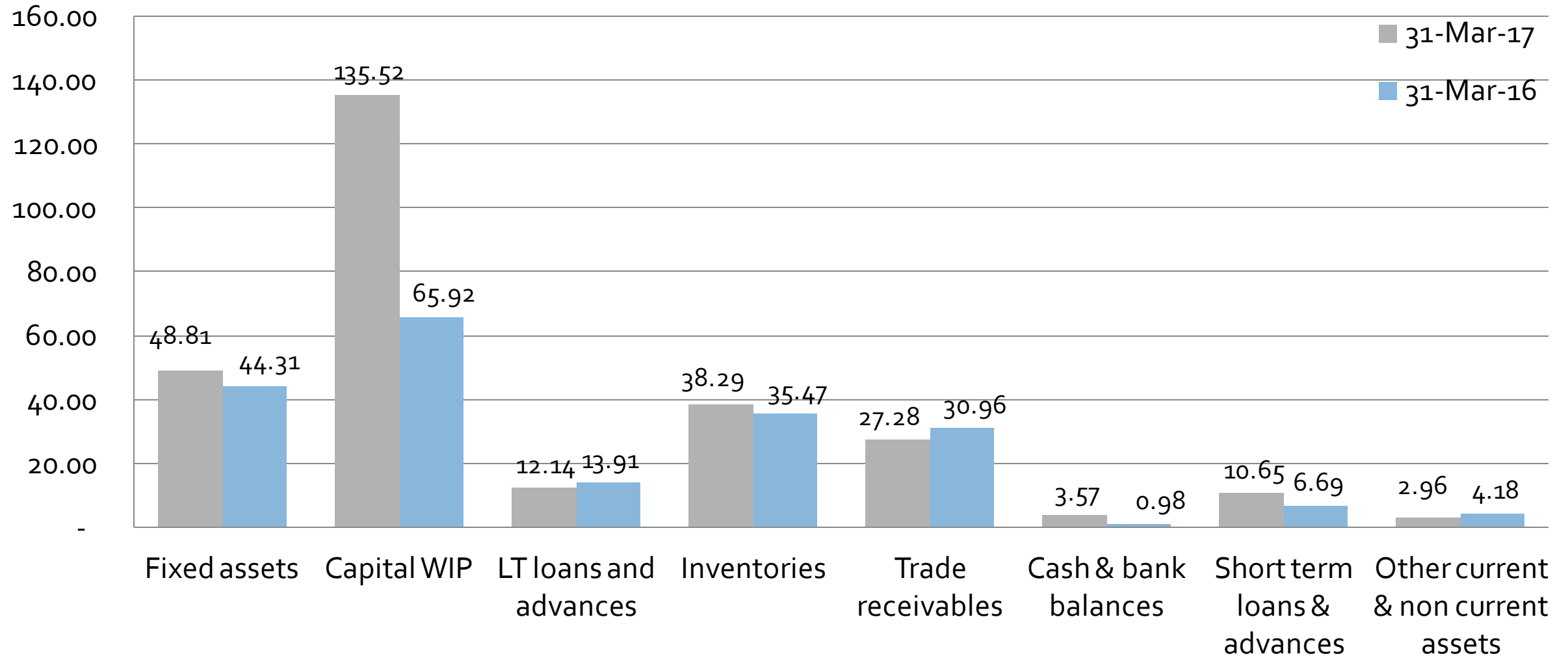
Particulars	As at 31 March 2017	As at 31 March 2016	Change	% to previous period
Equity & Liabilities				
Shareholders' funds	12,699.53	12,013.76	685.77	6%
Non current liabilities	8,775.28	3,369.95	5,405.33	160%
Current liabilities	6,452.24	4,864.73	1,587.51	33%
Assets				
Non current assets	19,667.71	12,434.27	7,233.44	58%
Current assets	8,259.33	7,814.16	445.17	6%

Liabilities



Assets

Rs. In Crores



Profit & Loss

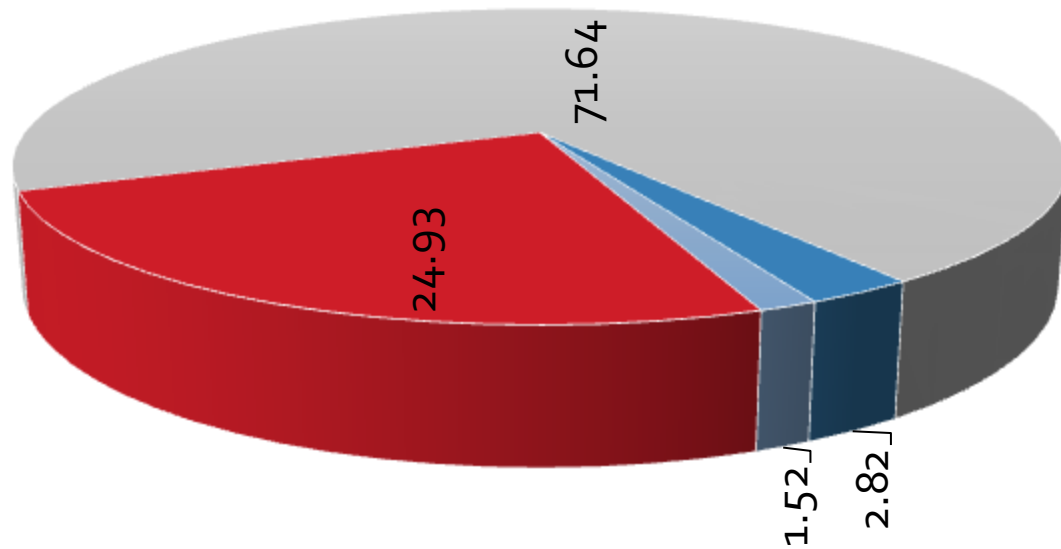
Particulars	For the year 16- 17	% of Revenue	For the year 15- 16	% of Revenue
Revenue from operations	9,939.91		9,568.44	
Other income	151.53		311.88	
Total Revenue	10,091.44		9,880.32	
Raw material consumption	2,337.96	24%	2,448.72	26%
Employee benefits	1,750.45	18%	1,744.48	18%
Manufacturing expenses	3,568.74	36%	3,286.34	34%
Other expenses (incl R&D)	780.88	8%	785.63	8%
EBITDA	1,653.41	15%	1,615.15	14%
Finance Costs	343.09	3%	256.32	3%
Depreciation	554.02	6%	543.42	6%
Total expense	9,335.14	94%	9,064.91	95%
Profit before tax	756.30	6%	815.41	5%

Income

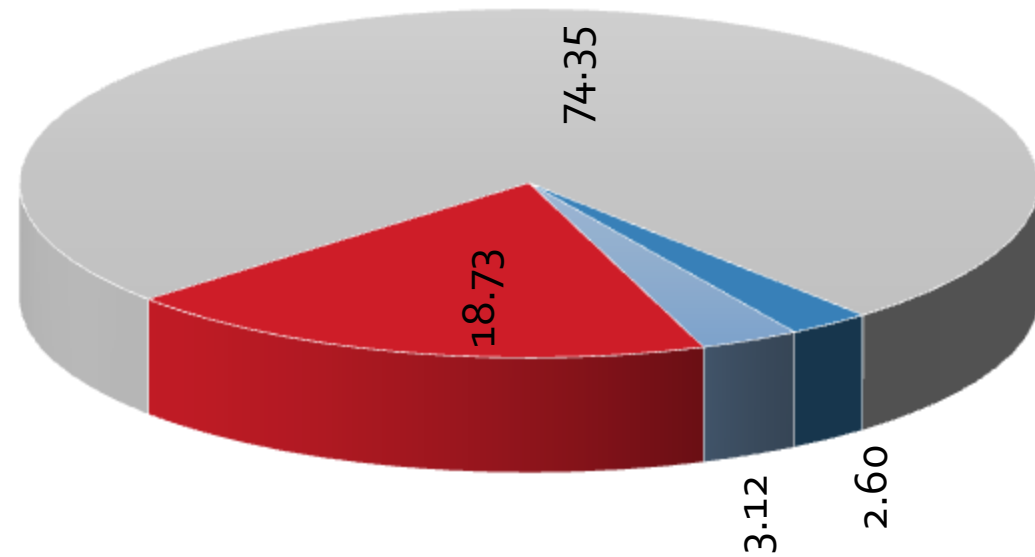
Rs. In Crores

- Domestic
- Export
- Other Operating Income
- Other Income

2016-17

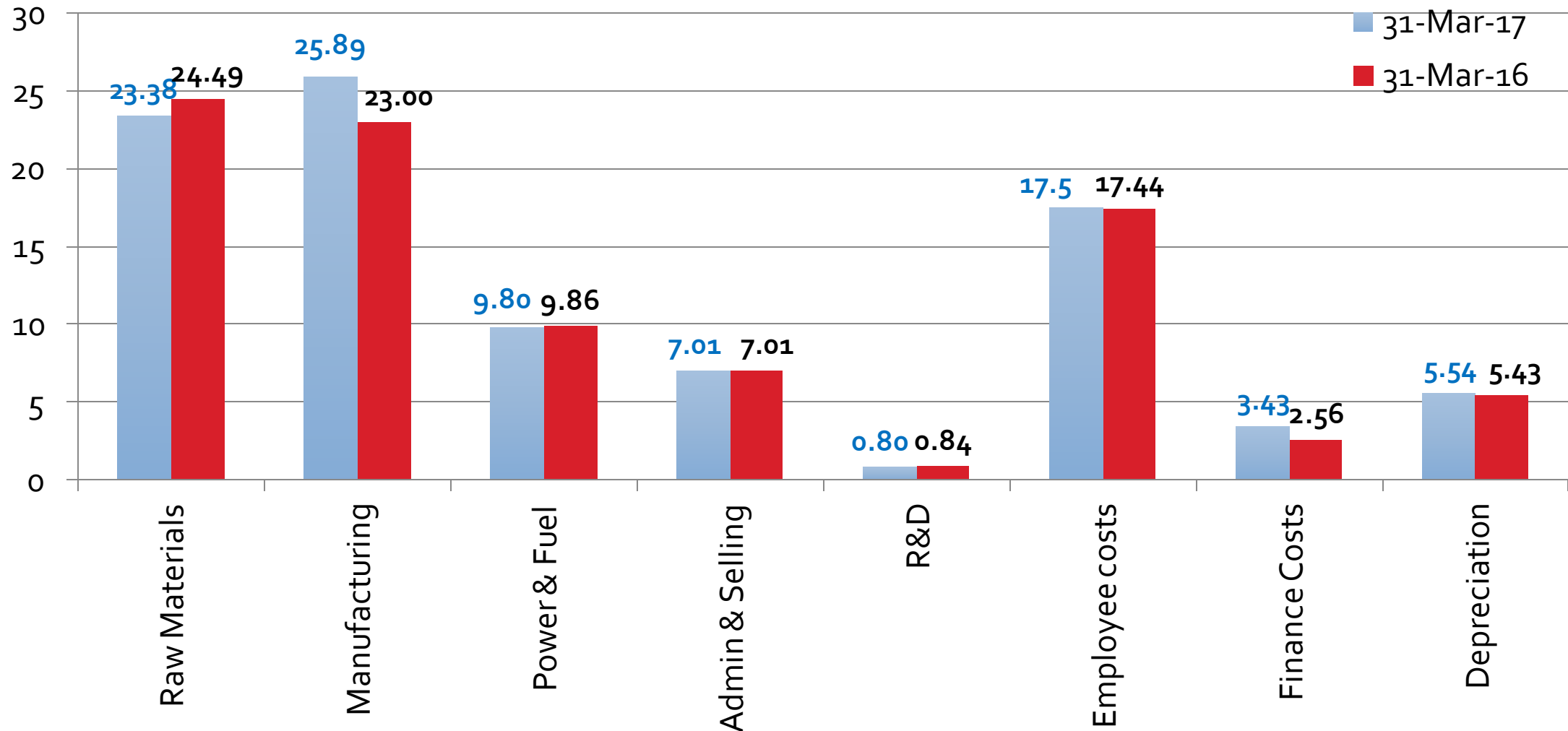


2015-16



Expenditure

Rs. In Crores



Agenda

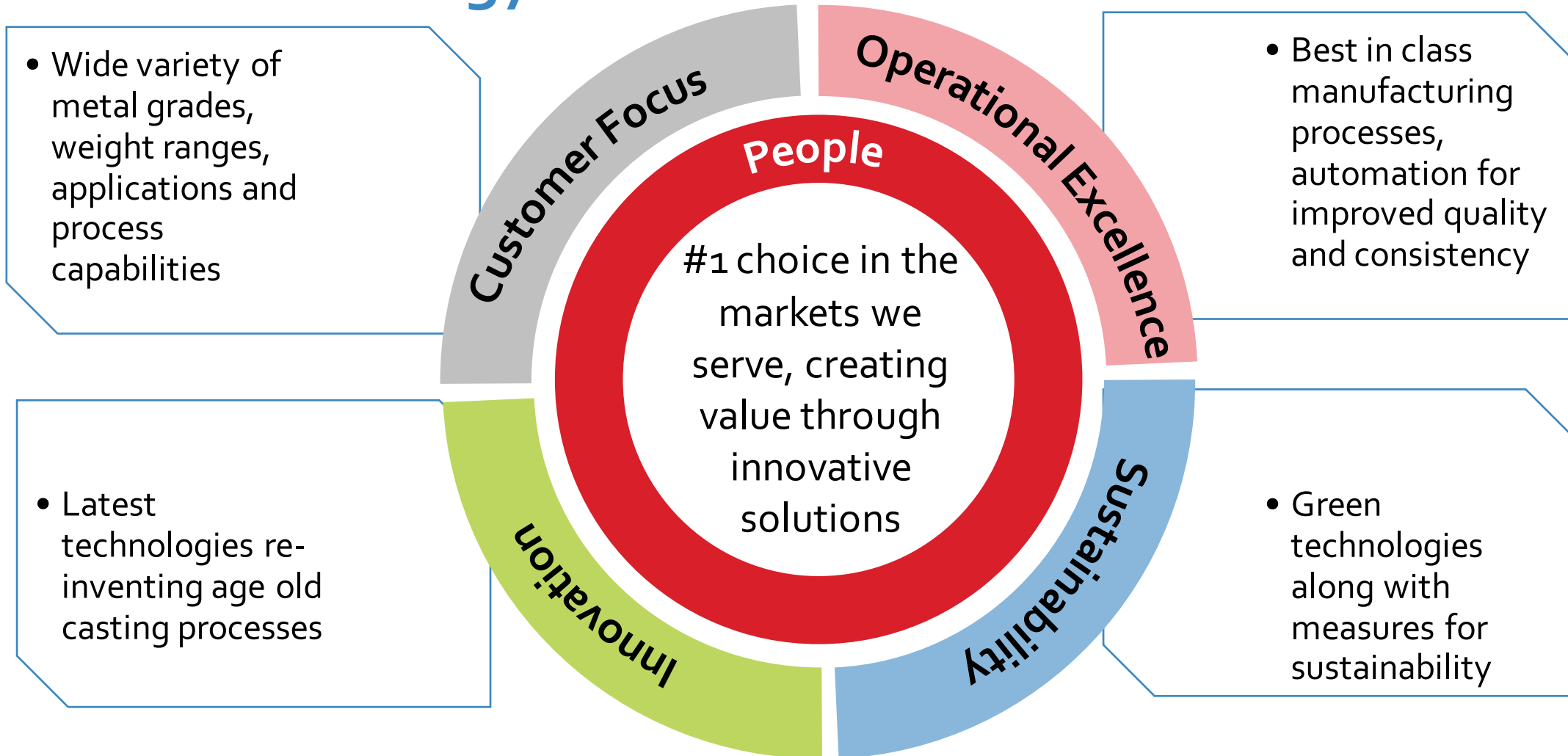
Overview of PTC Industries

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Our Strategy



Pathbreaking technologies



Replicast®

Near net shape casting solutions



RapidCast Ultra™

Quality – Value – Speed for large components



forgeCAST™

Where castings and forgings converge

PowderForge™

Net shape powder formed high integrity parts



Printcast™

Quick print complex 3D patterns



TiCast™

Reactive alloy casting



What can PTC offer?

Unparalleled capabilities across the world for high integrity metal cast parts for critical and super critical applications

Quality

- High integrity castings with no size or weight limitation
- Superior dimensional precision, accuracy, surface finish and better internal soundness

Value

- Large 'Near Net Shape' castings - Casting the 'Un-Castable'
- Reduced casting weight and machining allowances

Speed

- Reduction in 'Time to Market' and 'Delivery LeadTime'
- 'Virtual Tooling' to eliminate time for Die manufacturing or modification

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Large global market for cast metal components

- With growth in manufacturing activity, demand for products will grow
- Requirement for critical parts and indigenous capabilities

Synergy of technologies and processes under one single roof

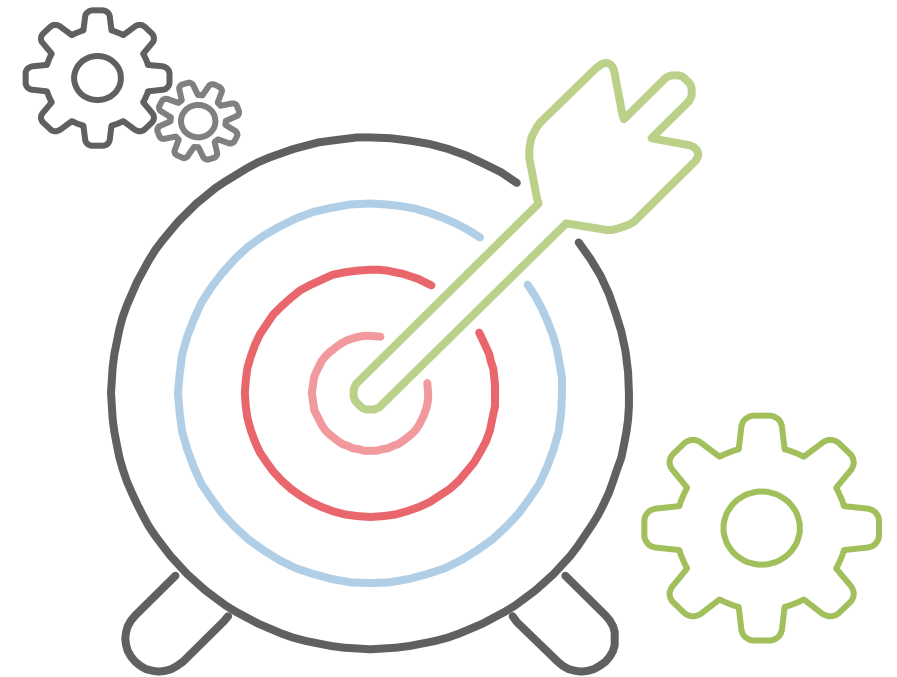
- Investment in technology and equipment for best-in-class manufacturing
- Development of product platforms and manpower up-gradation

Building sustainability and enhanced value for all stakeholders

- Optimisation and redesigning to minimise environmental impact
- Value creation through more efficient solutions

The PTC Advantage

- Full-Service Supplier and integral part of the value chain
- Safe, healthy, green working environment
- Innovative, pioneering new technologies
- World Class, State of the art factory - AMTC
- Quality Management system within an environment of continuous improvement





Q&A

