



# INVESTOR PRESENTATION

Q3FY24 and 9MFY24



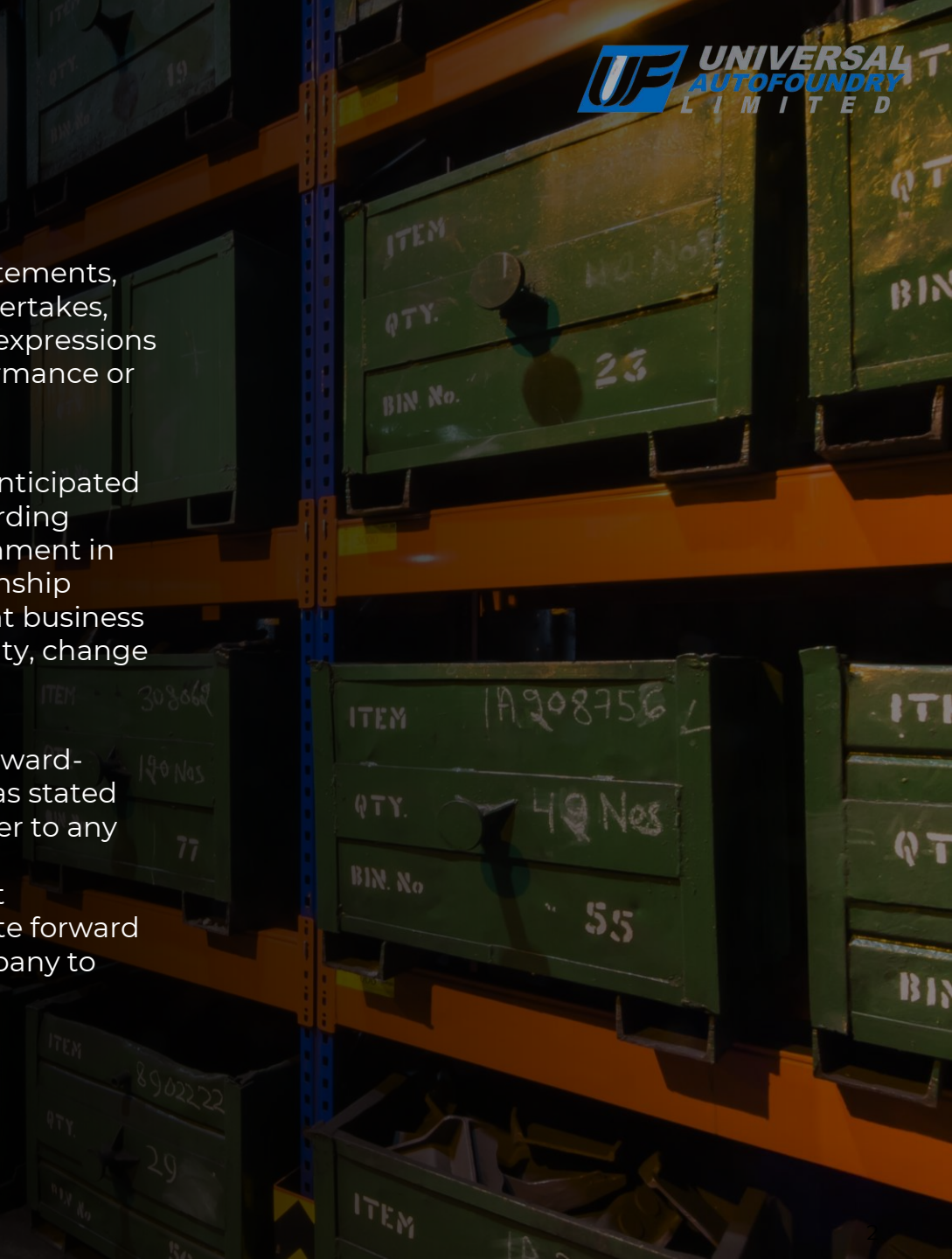


# SAFE HARBOR STATEMENT

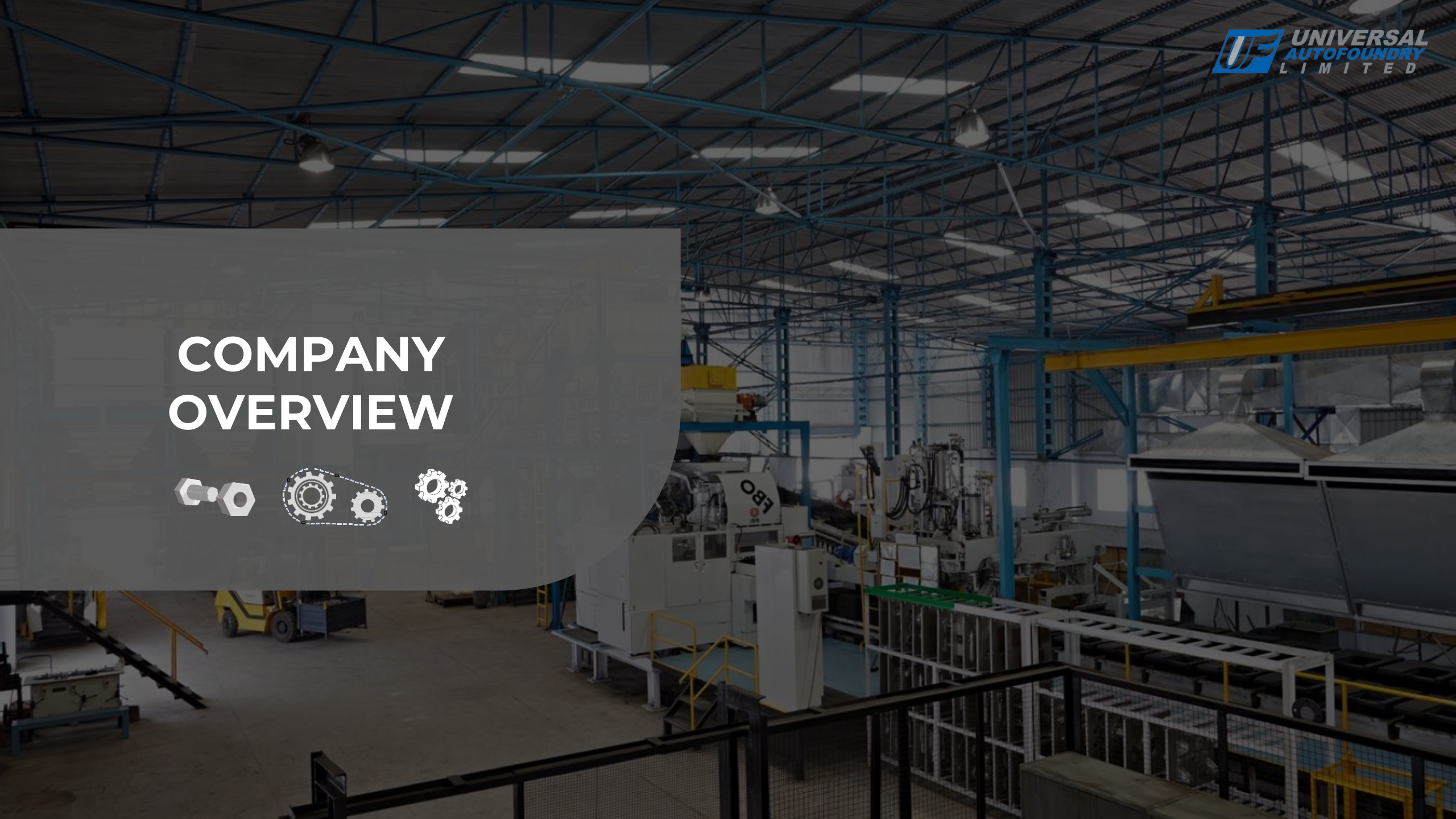
This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements

These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade

Universal Autofoundry Ltd ("The Company"), therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof



# COMPANY OVERVIEW





# HISTORY



Incepted in year **1972** as a partnership firm



**1995:** Changed from Coke fired Cupola Furnace to Electric Induction Furnace



**1999:** Started producing SG (Ductile) Iron Casting Components



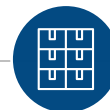
**2003:** Direct Exports started to European Countries



**2022:** Migrated to BSE Main Board



**2019:** Installed 2nd High Pressure Molding Line, Disa Flex 70 HS, reaching to a total production capacity of 28000 MT / Annum



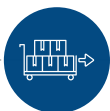
**2015:** Converted into a Public Limited Company with the name Universal Autofoundry Limited. Listed on Bombay Stock Exchange, SME Board



**2009:** Installed 1st High Pressure Molding Line by SINTO Japan, reaching to a capacity of 10000 MT / Annum. Further, Universal Autofoundry was converted into Private Limited company from a partnership firm with the name Universal Autofoundry Private Limited



**2023:** Did major expansion in Machine Shop, total 48 machine tools in-house including HMC's, VMC's, VTL's & CNC Turning Centres



**2023:** Exports to more than 15 countries including USA, Italy, Spain, France, Brazil, UAE, various South East Asian Countries, etc.



**2024:** Installed 3rd High Pressure Molding Line, RHINO, reaching to a total production capacity of 40,000 MT / Year

- World class manufacturer and Exporter of Grey Cast Iron, and Ductile Iron Machined castings
- State of the art plants
- Can make any grade in Cast iron & SG Iron Can make items starting from 5 Kg to 150 Kgs
- Machining capabilities – delivering ready-to-use product to customer
- We supply intricate, cored and Fully Machined cast components in the weight range of 5 to 150 Kgs
- We are supplying approx. 100,000 quantities of casting and machined components per Month to OEMs, MNCs and Export Market
- Facilities are in Jaipur and nearby industrial hubs
- Universal Group has installed a casting capacity of 40,000 MT / Year
- Universal Autofoundry has three units with a combined built-up manufacturing area of around 20,000 Sq. Meter
- We have fully integrated casting and machining operations in environmentally friendly foundry and machine shops





# FACILITIES



**Unit 1  
JAIPUR**



**Unit 2  
REENGUS**



**Unit 3  
REENGUS**

- All three facilities are in Jaipur and nearby industrial hubs
- Universal Group has installed casting capacity of 40,000 MT/Year
- Three units with combined built-up manufacturing area of around 20,000 Sq. Meter
- Fully integrated casting and machining operation in an environmentally friendly foundry

- Capacity Utilisation to improve going forward
- Major enhancement in Machining capacity planned by end of FY25
- Two "A" class Approved foundry from RDSO of Indian Railways
- Installed 3rd High Pressure Molding Line, RHINO, reaching to a total production capacity of 40,000 MT / Year



# PRODUCTS



**Cylinder Hydraulic**



**Differential Case**



**Flange**



**Brake Piston Housing**



**Flywheel Housing**



**Adapter Plate**



**Pulley Damper**



**Pulley Poly V Groove**



**Mass**



**Bracket**



**Master Clutch Housing**



**Support Housing**



**Rear Hub**



**Trunnion Support**



**Rear Axle Housing**



**Housing Rear Axle Centre**



**Gear Box Housing**



## DIVERSIFIED BUSINESS SEGMENTS

**Commercial vehicle Industry**

**Construction Industry**

**Tractor Industry**

**Earth Moving Industry**

**Engineering Industry**

**Export Business**

# MANAGEMENT TEAM & BOARD OF DIRECTORS

## VIMAL CHAND JAIN

Chairman and Managing Director



- With over five decades of experience in the casting and foundry industry, Mr. Jain has developed extensive expertise in various aspects of manufacturing castings.
- He contributes significantly to the formulation of company policies & developmental activities.
- His responsibilities encompass the creation of business plans and fulfill the Company's vision.
- He assumes the responsibility of safeguarding company's compliance with health and legislative regulations. He maintains strong connections with trade and professional associations,
- Bachelor's degree in Engineering (Electrical) from Osmania University, Hyderabad.

## VIKRAM JAIN

Whole Time Director - Marketing



- Marketing specialist with a remarkable career spanning over 20 years.
- With his extensive knowledge and experience with Domestic & Overseas OEM's, he plays a pivotal role in shaping the company's strategic direction and achieving its business objectives.
- He actively engages in identifying opportunities, developing business strategies, & overseeing their implementation
- His work is driven by ensuring the delivery of high-quality services to its valued clients
- Bachelor of Engineering (BE) in Manufacturing Engineering from BMS College of Engineering in 1999.

## VINIT JAIN

Whole Time Director & Chief Financial Officer



- With a professional journey spanning over 25 years, Mr. Jain possesses extensive industry knowledge and experience in finance. His contributions have been invaluable to the success of Autofoundry.
- He looks after business expansion and fund-raising function of the Company.
- He is heavily involved in budget maintenance, meticulously controlling expenditures to ensure they remain within the established limits.
- He manages overall finances of the Company with a primary focus on improving profit margins.
- Bachelor of Commerce (B.Com) degree and an MBA from Shivaji University Kolhapur (1997).

## GAJENDRA KUMAR TYAGI

Whole Time Director – Operations and NPD



- Seasoned professional specializing in operations and new product development
- With an impressive work experience of over 50 years, he brings a wealth of expertise to his role.
- Bachelor of Science (BSc) degree from Jamia Millia Islamia University in 1973.





# MARQUEE CLIENTS ACROSS VERTICALS



## TRACTORS



ESCORTS



## COMMERCIAL VEHICLES



ASHOK LEYLAND



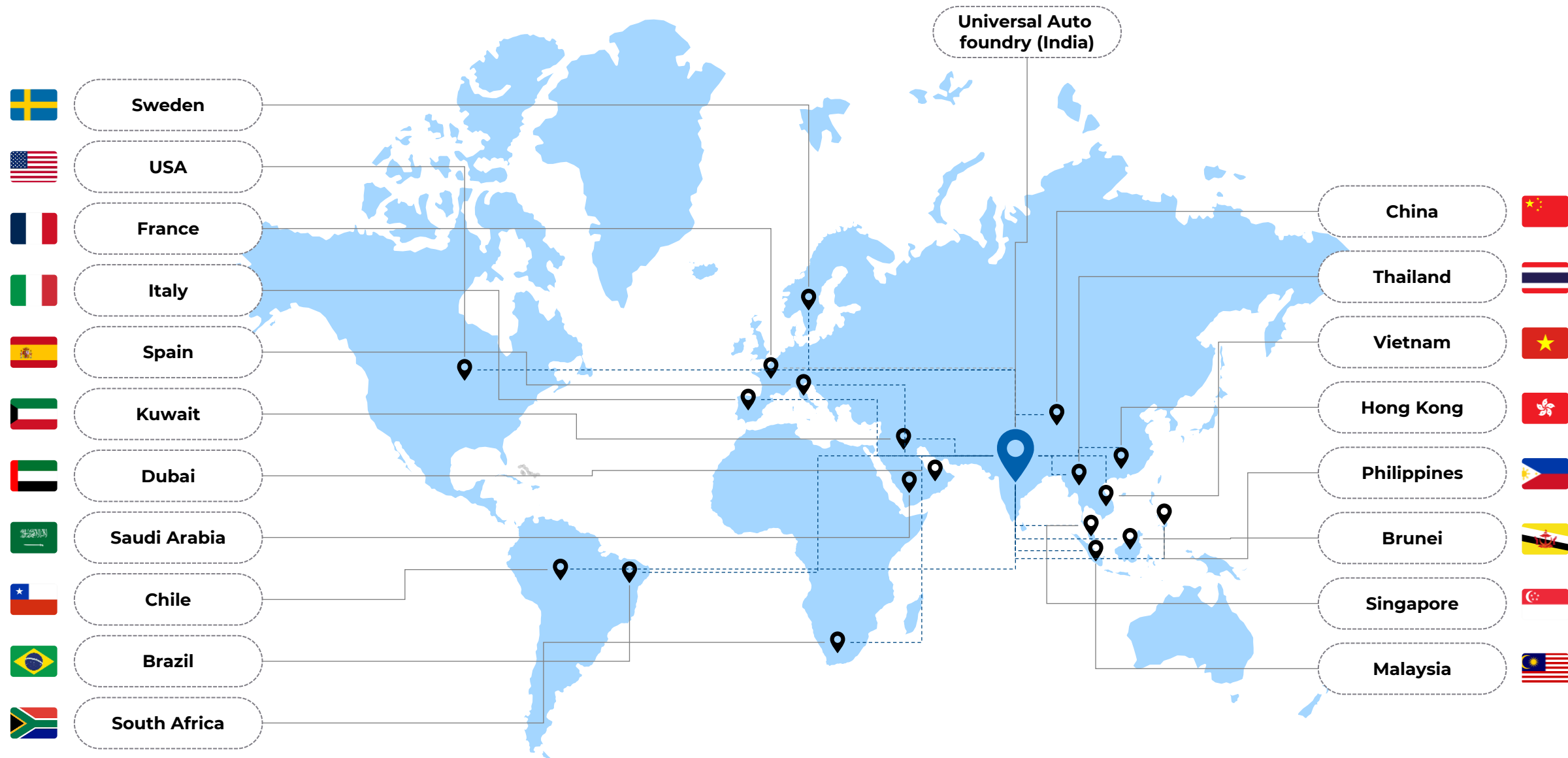
**VE COMMERCIAL VEHICLES**  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE



## OTHERS



# STRONG GLOBAL PRESENCE



# INDUSTRY OVERVIEW





## INDUSTRY OVERVIEW

- India is the **second largest producer** of castings, globally
- The Indian foundry industry produces various types of metal castings and cast components with applications in varied industries in the **power, automotive, defense, railways, machine tools, agro machinery, tractor, earth-moving and mining machinery, electrical machinery, and oil and natural gas** industries
- The **automobile sector** consumes around **40% of castings** produced in India
- Currently, there are around **5000 foundry units in the small, medium and large-scale sector**
- industry employs **500,000 people** directly and another **15,00,000** indirectly
- Avg. Productivity Per unit: **2341 TPA**
- Exports: \$5.2 Bn. Potential to Grow to USD 12-15 Bn in next 7-10 years
- Outlook: Needs to Grow 3 folds producing 30 Mn Tons/PA in next 10 years to support “MAKE IN INDIA”
- Investments Needed: USD 6-8 Bn in 10 years



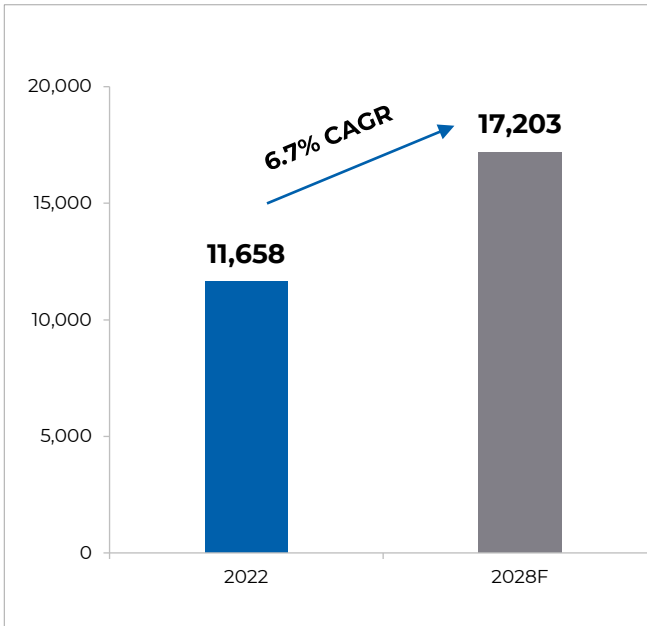
## KEY GROWTH DRIVERS

- **Vehicle Scrap Policy** Implementation to boost the foundry industry significantly
- Increase in **Load Capacity per Axle**: Govt has enhanced goods vehicles' carrying capacity by 20-25%, driving demand for heavy vehicles
- **New Manufacturing Policy** Objectives target GDP manufacturing share to rise to 25% (from the current 15%). The role of the foundry industry thus becomes critical
- Foundry Sector has been **upgrading facilities and technologies** for enhanced productivity and capacity. Major expansions and technological initiatives are underway, with investments exceeding INR 6-8 Bn
- Government Focus **on Infrastructure Projects** further augments the demand for foundry products



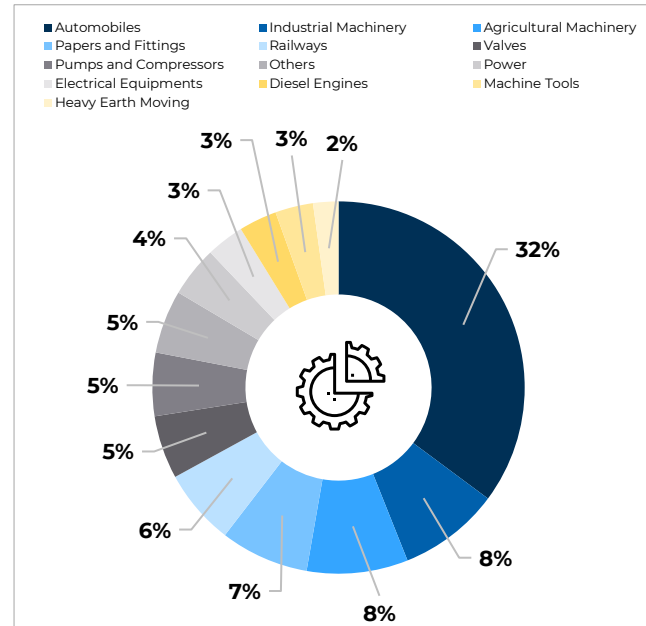
# PRODUCTS & END USER INDUSTRIES

## Indian foundry Industry size (USD mn)



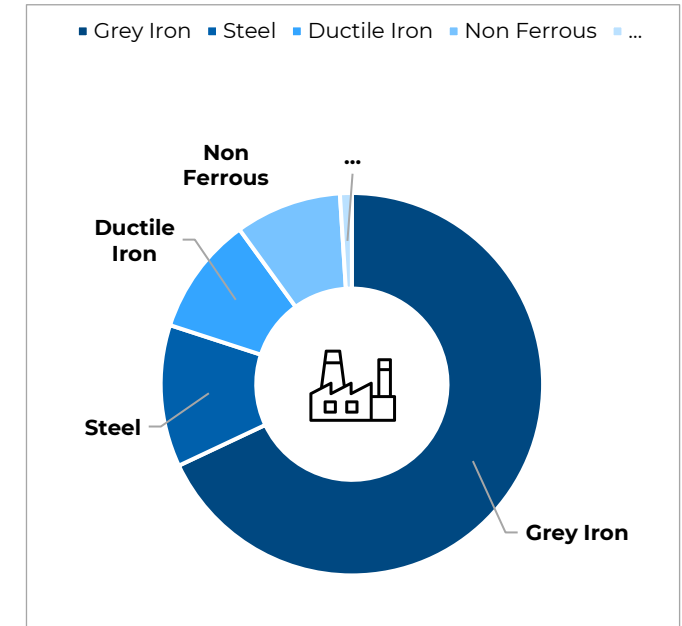
- **Earth Moving & CV** Industry on a long term upswing
- Government Increasing **Load Capacity Per Axle** which will aid increase need for castings
- Major Focus on **Modernisation of Railways**, significant demand coming over the next decade
- Increasing Focus on **Infrastructure Industry**, wide use across industries

## Sector wise consumers (%)



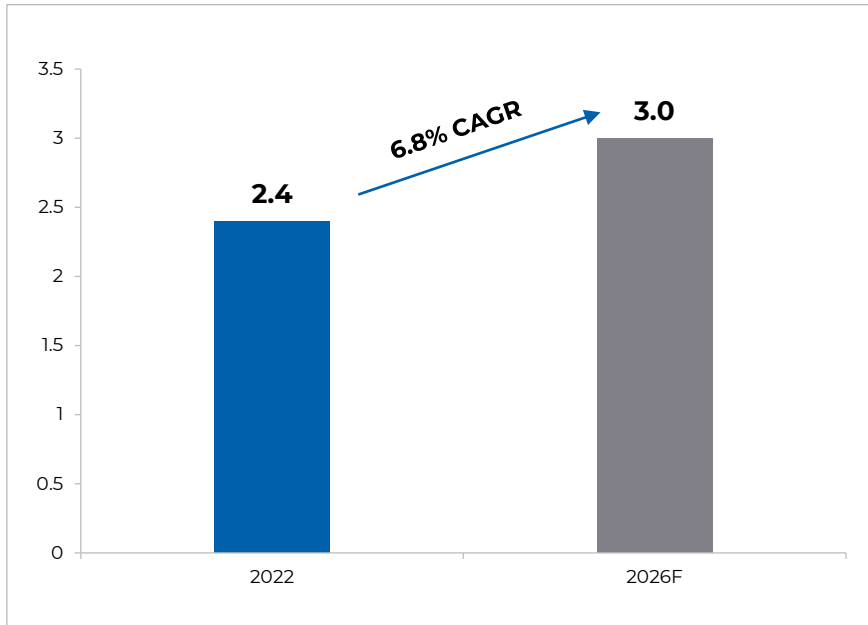
- Business geared towards **large sectors** in the country
- **Expansion plans** will increase diversification
- **Railways and Passenger Vehicles** are adjacencies with large opportunity
- Process underway to explore products where UAF can supply

## Industry Product Mix



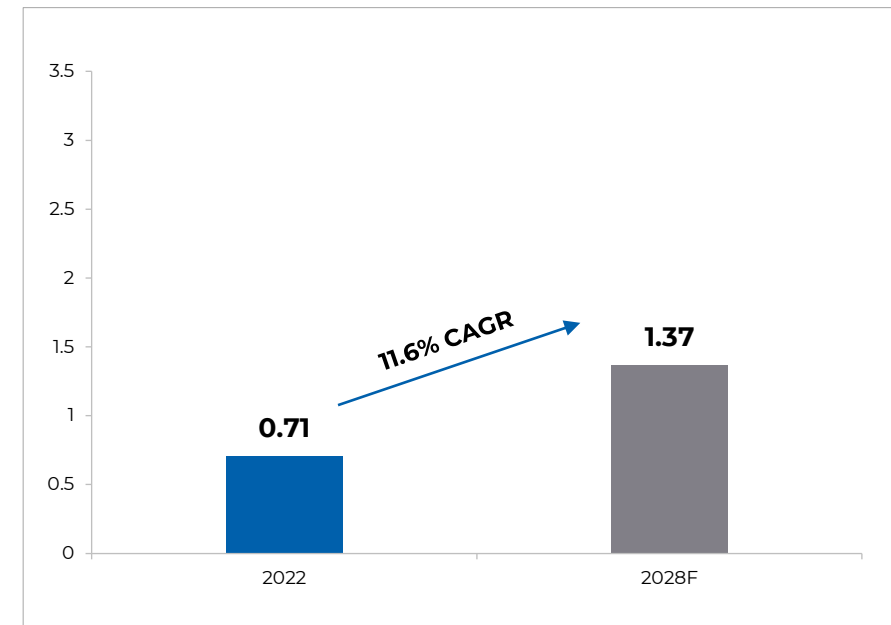
- **Grey Iron Castings** – Widely used due to high compressive strength, low cost, durability and ability to withstand thermal cycling
- **Ductile Iron Castings** - Can be bent, twisted and deformed without fracturing

## Aluminium Castings Tonnes (mn)



- **Aluminium castings** are fast emerging as one of the most preferred materials in the automobile and railways industry due to its **high strength-to-weight ratio, cost effectiveness, and recyclability**
- **Increasing acceptance and govt. incentives on the EVs** may also propel aluminium demand as this category has **higher intensity of aluminium usage than ICE vehicles**
- India will be the "**stand-out growth market**" for **aluminium consumption** in the future as it pursues construction projects to resolve an infrastructure deficit

## Usage of Aluminium by Transport Sector



- Foray in to non-ferrous (Aluminium) casting to be **margin accretive** (Cater to current set of customers)
- **Strong proxy to CV, Heavy earth movers, Tractor's & Railway** as Infrastructure development in country gaining traction
- Capitalise on approval from **railway's; Increasing focus and higher capital outlay** by Government of India
- Ability to serve machined and semi-machined grey iron casting product have made them a preferred partner for OEMs
- **Locational advantage:** Concentration of Tractors, Heavy Earth Movers & CV manufacturers in North
- **Capacity expansion of 12,000 MT** with newer product offering will drive volume growth with existing OEMs ( Financial closure achieved, Commercialisation by FY25)

# FINANCIAL PERFORMANCE

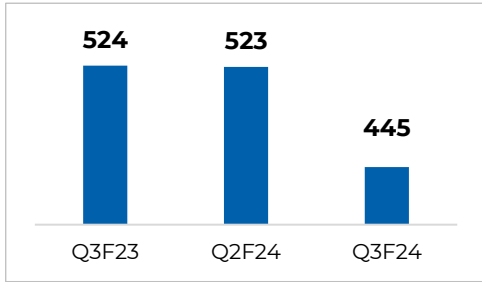




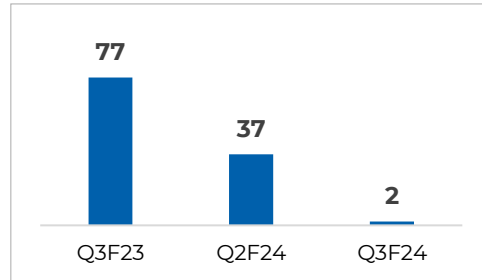
# Q3FY24 / 9MFY24 – FINANCIAL HIGHLIGHTS

₹ mn

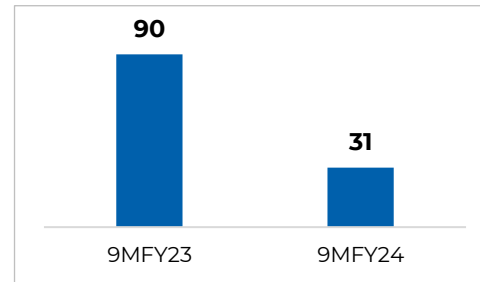
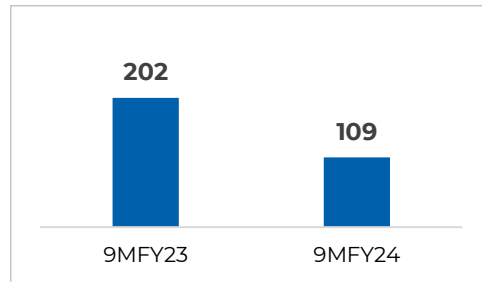
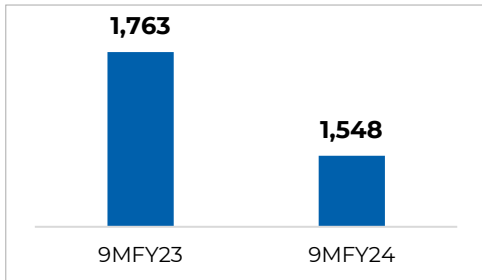
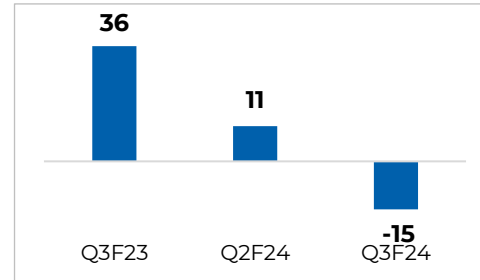
## Revenue



## EBITDA



## PAT



### Operational Highlights

- **Trial Production at 3rd Foundry started**, fully operational from **Q1FY25**. A RHINO High Pressure Molding Line installed with **production capacity of 12000 MT / Year** having a box size of 750 \* 650 \* 500 (250/250) mm.
- Encouraging responses from **International clients to drive geographical expansion**.
- **Rationalizing product offering** for better margins going forward.

### Financial Highlights

- Profitability impacted during the quarter due to **loss of sales on account of discontinuation of raw casting parts supply post the discontinuation (disengagement) of business by previous promoters** resulting in increase in fixed production costs and affecting additional production capacity. Expected **to normalize in 1-2 quarters**
- **Sudden increase in fuel surcharge** impacting power costs - evaluating proposals to tackle the same
- Efforts on **to reduce dependency on cyclical tractor markets** (currently 60%) underway, to mitigate business volatility.



## Q3FY24 Financial Snapshot

**447**  
Total Income  
(₹ mn)

**2**  
EBITDA  
(₹ mn)

**0.4%**  
EBITDA  
Margin (%)

**(15)**  
PAT  
(₹ mn)



# FINANCIAL STATEMENTS





# HISTORICAL FINANCIALS

Profit & Loss (₹ Millions)	2021	2022	2023
Revenue from Operations	1,277	1,625	2,362
Other Income	5	6	9
<b>Total Income</b>	<b>1,282</b>	<b>1,631</b>	<b>2,371</b>
<b>Expenses</b>			
Cost of Material Consumed	781	1,108	1,562
Changes in Inventories of WIP & Finished Goods	(22)	(44)	(75)
Employee Cost	121	169	212
Finance Cost	28	29	40
Depreciation and Amortisation Expense	78	70	68
Other Expenses.	278	336	416
<b>Total Expenses</b>	<b>1,263</b>	<b>1,668</b>	<b>2,223</b>
<b>Profit/ (Loss) Before Exceptional Items and Tax</b>	<b>19</b>	<b>(37)</b>	<b>148</b>
Less: Tax Provision	3	-	30
Less: Deferred Tax Provision	-5	-10	13
<b>PAT</b>	<b>21</b>	<b>-27</b>	<b>105</b>

# HISTORICAL FINANCIALS

Balance Sheet (₹ Millions)	2021	2022	2023
<b>Equity And Liabilities</b>			
<b>Equity</b>			
(A) Equity Share Capital	81	101	121
(B) Other Equity	168	117	459
<b>Total Equity (1)</b>	<b>249</b>	<b>218</b>	<b>580</b>
<b>Non-current Liabilities</b>			
Long Term	169	184	166
Provisions	5	6	6
Deferred Tax Liabilities (Net)	1	-	4
<b>Total Non-current Liabilities</b>	<b>175</b>	<b>190</b>	<b>176</b>
<b>Current Liabilities</b>			
Borrowings	243	277	381
Trade Payables	159	179	193
Other Financial Liabilities	1	2	2
Provisions	5	2	31
Other Current Liabilities	41	18	33
<b>Total Current Liabilities (3)</b>	<b>449</b>	<b>478</b>	<b>640</b>
<b>Total Equity And Liabilities (1+4)</b>	<b>873</b>	<b>886</b>	<b>1,396</b>
<b>Assets</b>			
<b>Non-current Assets</b>			
Property, Plant And Equipment	419	407	361
Capital Work-in-progress	1	1	3
Deferred Tax Assets		9	
Other Non-current Assets	14	21	59
<b>Total Non-current Assets</b>	<b>434</b>	<b>438</b>	<b>425</b>
<b>Current Assets</b>			
Inventories	87	139	203
Trade Receivables	342	299	476
Cash And Cash Equivalents	1	6	257
Bank Balances	2	0	0
Other Current Assets	2	2	34
Other financial assets	5	2	1
<b>Total Current Assets</b>	<b>439</b>	<b>448</b>	<b>971</b>
<b>Total Assets</b>	<b>873</b>	<b>886</b>	<b>1,396</b>

Cash Flow Statement (₹ Millions)	2021	2022	2023
<b>Cash Flows from Operating Activities</b>			
Profit for the period	18	(27)	105
Adjustments for:			
Income tax expense		(10)	43
Finance costs	28	29	40
Interest income	(2)	(1)	(1)
Depreciation and Amortisation	78	70	68
(Profit)/Loss on sale of Fixed Assets	0	(0)	-
<b>Operating Profit before Working Capital Changes</b>	<b>122</b>	<b>62</b>	<b>256</b>
Movements in working capital:			
(Increase) / Decrease in trade receivables	(126)	43	(177)
Increase / Decrease in other liabilities (current & noncurrent)	15	(23)	15
(Increase)/decrease in inventories	(36)	(52)	(64)
(Increase)/decrease in other assets (current & noncurrent)	(12)	(3)	(39)
Increase/ (Decrease) in trade and other payables	49	20	14
Increase/(Decrease) in other liabilities & Provisions	20	1	(1)
<b>Cash Generated from Movements in Working Capital</b>	<b>(107)</b>	<b>(13)</b>	<b>(253)</b>
<b>Cash generated from operations</b>	<b>15</b>	<b>49</b>	<b>3</b>
Income taxes (paid)/ Refund received	2	(4)	(30)
<b>Net Cash Generated by Operating Activities - (A)</b>	<b>17</b>	<b>44</b>	<b>(27)</b>
<b>Cash Flows from Investing Activities</b>			
Interest received	0.7	0.5	0.7
Payments for PP&E	(30)	(63)	(25)
Proceeds from disposal of PP&E	-	4	-
Investments	4	-	-
<b>Net Cash (Used in)/Generated by Investing Activities- (B)</b>	<b>(25)</b>	<b>(58)</b>	<b>(25)</b>
<b>Cash Flows from Financing Activities</b>			
Proceeds from issue of equity instruments of the Company	-		257
Proceeds from/ repayment of long-term borrowings	(57)	15	(18)
Proceeds from/ repayment of short-term borrowings	93	34	105
Dividends Paid	-	(4)	-
Interest and Finance Charges	(28)	(29)	(39)
<b>Net (Used in)/ Generated in Financing Activities - (C)</b>	<b>8</b>	<b>16</b>	<b>303</b>
Effect of changes in exchange rates on the balance of cash and cash equivalents (D)	2		
<b>Net Increase/ (Decrease) in Cash and Cash Equivalents (A+B+C+D)</b>	<b>2</b>	<b>3</b>	<b>251</b>
Cash and cash equivalents at the beginning of the period	1	3	6
Cash and Cash Equivalents at the end of the period	<b>3</b>	<b>6</b>	<b>257</b>




# THANK YOU

UNIVERSAL AUTOFOUNDRY LTD

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