



Earnings Presentation – Q3/9M FY18

Executive Summary



Overview:-

- Man Group, promoted by Mansukhani family in 1970, incorporated its flagship company Man Industries (India) Ltd. in 1988.
- Man Industries (India) Ltd. (MIIL) is one of the largest manufacturer and exporter of large diameter carbon steel line pipes (LSAW and HSAW).
- MIIL has been exporting to various countries like USA & others in Middle East, Africa, S. America, Asia-Pac
- It is listed on both BSE and NSE, with a market capitalization of around INR 7.5 Bn (as of 31st Dec, 2017).



Products:-

- **Longitudinal Submerged Arc Welded Pipes (LSAW):** Diameters ranging from 16" to 56"; maximum Pipe Length-12.20 meters, and a total capacity of 500,000 tonnes p.a.
- **Helically Submerged Arc Welded Pipes (HSAW):** Diameter ranging from 18" to 130", maximum Pipe Length-18 meters, and a total capacity of 500,000 tonnes p.a.
- **Coating:** Single layer FBE, Internal blasting & painting, Coal tar Enamel, Capacity-7.8 million sq. meters p.a.



OUR CLIENTS

Marquee Clients:-

- **Domestic Clients:** GAIL, IOCL, HPCL, BPCL, ONGC, Reliance, Adani, EIL, BHEL, L&T, Petronet India Ltd. and many more.
- **International Clients:** SHELL, Kinder Morgan, Kuwait Oil Company, Hyundai Engineering & Construction Ltd., PetroBangla - Bangladesh, NPCC-Abu Dhabi, PETROBRAS-Brazil and many more.



FY17 Consolidated Financial Performance:-

Total Income* INR 11,329 mn

EBITDA of INR 1,207 mn; **EBITDA Margin** at 10.7 %

Net Profit INR 336 mn

* Includes other income

Company Profile

- Incorporated in 1988, Man Industries (India) Ltd. is a flagship company of Man Group, promoted by Mansukhani family.
- The company is one of the largest Manufacturers and Exporters of LSAW and HSAW pipes in India with a Total installed capacity of 1 million tonnes.
- MIIL has two plants: one plant in Anjar, Kutch District of Gujarat and other in Pithampur, Madhya Pradesh, spread over a total of 150 acres.
- Anjar plant facilitates easy transportation to two major ports Kandla and Mundra as well as provides good connectivity to the road network.
- The company has supplied more than 10,000 Kilometers of line pipes across the world.
- MIIL has been a profit making company since inception and also a consistent dividend paying company.
- The company has had an excellent track record of promptly meeting its financial obligations in a timely manner in the toughest market conditions.

Industry Usage



Oil/Gas
Transmission

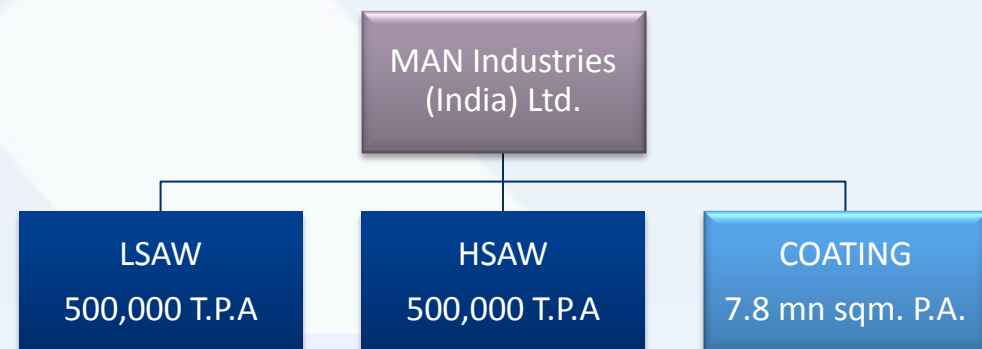


Oil
Refining/Exploration



Water and
Sewage

Business Model



Q3/9M FY18 Key Highlights - Standalone

Standalone Q3-FY18:

- **Total Income*** : INR 5,035 Mn
- **EBITDA** : INR 445 Mn
- **EBITDA Margin** : 8.84%
- **Net Profit** : INR 170 Mn
- **PAT Margin** : 3.38%
- **Diluted EPS** : INR 2.98 per share

Standalone 9M-FY18:

- **Total Income*** : INR 11,322 Mn
- **EBITDA** : INR 1,103 Mn
- **EBITDA Margin** : 9.74 %
- **Net Profit** : INR 364 Mn
- **PAT Margin** : 3.21 %
- **Diluted EPS** : INR 6.38 per share

* Includes other income

Standalone Quarterly Financial Performance



Particulars (INR Mn)	Q3-FY18	Q3-FY17	Chg. YoY	Q2-FY18	Chg. QoQ
Total Income *	5,035	2,301	118.8%	3,011	67.2%
Expenses	4,590	2,067	122.1%	2,686	70.9%
EBITDA	445	234	90.2%	325	36.9%
EBITDA Margin	8.84%	10.17%	(133)Bps	10.79%	(195)Bps
Depreciation	99	109	(9.1)%	98	1.0%
Finance Cost	101	116	(12.9)%	90	12.2%
PBT	245	9	NA	137	78.8%
Tax	75	(18)	NA	43	74.4%
PAT	170	27	NA	94	80.9%
PAT Margin	3.38%	1.17%	221Bps	3.12%	26Bps
Other Comprehensive Income (Net of Tax)	(7)	1	NA	4	NA
Total Income (After Comprehensive income)	163	28	NA	98	66.3%
EPS (Diluted)	2.98	0.47	NA	1.64	81.7%

* Includes other income

Standalone Nine-Monthly Financial Performance



Particulars (INR Mn)	9M-FY18	9M-FY17	Chg. YoY
Total Income *	11,322	8,252	37.2%
Expenses	10,219	7,344	39.2%
EBITDA	1,103	908	21.5%
EBITDA Margin	9.74%	11.00%	(126)Bps
Depreciation	295	300	(1.7)%
Finance Cost	288	321	(10.3)%
PBT	520	287	81.2%
Tax	156	74	110.8%
PAT	364	213	70.9%
PAT Margin	3.21%	2.58%	63Bps
Other Comprehensive Income (Net of Tax)	(6)	2	NA
Total Income (After Comprehensive income)	358	215	66.5%
EPS (Diluted)	6.38	3.73	71.0%

Standalone Financial Performance



Particulars (INR Mn)	FY17	FY16	Chg. YoY
Total Income *	11,346	14,606	(22.3)%
Expenses	10,149	12,741	(20.3)%
EBITDA	1,197	1,865	(35.8)%
EBITDA Margin	10.5%	12.8%	(230) Bps
Depreciation	400	371	7.8%
Finance Cost	363	565	(35.8)%
PBT	434	929	(53.3)%
Tax	108	69	56.5%
Extra-Ordinary Items	-	-	-
PAT	326	860	(62.1)%
PAT Margin	2.9%	5.9%	(300) Bps
Other Comprehensive Income (Net of Tax)	(4)	16	NA
Total Income (After Comprehensive income)	322	876	(63.2)%
EPS (Diluted)	5.72	15.06	(62.0)%

* Includes other income

Consolidated Financial Performance



Particulars (INR Mn)	FY17	FY16	Chg. YoY
Total Income *	11,329	14,591	(22.4)%
Expenses	10,122	12,721	(20.4)%
EBITDA	1,207	1,870	(35.8)%
EBITDA Margin	10.7%	12.8%	(210) Bps
Depreciation	401	371	8.1%
Finance Cost	363	565	(35.8)%
PBT	443	934	(52.6)%
Tax	107	69	55.1%
Extra-Ordinary Items	-	-	-
PAT	336	865	(61.2)%
PAT Margin	3.0%	5.9%	(290) Bps
Other Comprehensive Income (Net of Tax)	(3)	14	NA
Total Income (After Comprehensive income)	333	879	(62.1)%
EPS (Diluted)	5.83	15.39	(62.1)%

* Includes other income

Standalone Income Statement**



Particulars (INR Mn)	FY13	FY14	FY15	FY16	FY17	9M FY18
Total Income *	15,415	10,361	14,015	14,606	11,346	11,322
Expenses	12,624	9,503	12,492	12,741	10,149	10,219
EBITDA	2,791	858	1,523	1,865	1,197	1,103
EBITDA Margin	18.1%	8.3%	10.9%	12.8%	10.5%	9.74%
Depreciation	388	318	425	371	400	295
Finance Cost	441	417	457	565	363	288
Extra-Ordinary Items	541	-	-	-	-	-
PBT	1,421	123	641	929	434	520
Tax	378	23	105	69	108	156
PAT	1,007	89	536	860	326	364
PAT Margin	6.5%	0.9%	3.8%	5.9%	2.9%	3.21%
EPS (Diluted)	17.32	1.56	9.38	15.06	5.72	6.38

* Includes other income

** Prior to FY16 Financials are based on iGAAP and after FY16 financials are presented under Ind-AS

Standalone Balance Sheet as per I - GAAP



EQUITY & LIABILITIES (INR Mn)	FY14	FY15	ASSETS (INR Mn)	FY14	FY15
Shareholders' Funds			Non Current Assets		
Share Capital	286	286	Fixed Assets		
Reserves and Surplus	6,347	4,600	Tangible Assets	4,032	3,535
Total Shareholder's Funds	6,633	4,886	Capital Work-in-Progress	19	34
Non Current Liabilities			Non-current Investments	190	1,010
Long Term Borrowings	3,098	2,647	Long Term Loans and Advances	267	741
Deferred Tax Liabilities	536	424	Other Non Current Assets	498	415
Other Non Current Liabilities	8	15	Total Non Current Assets	5,006	5,735
Long Term Provisions	131	144	Current Assets		
Total Non Current Liabilities	3,773	3,230	Current Investments	16	9
Current Liabilities			Inventories	1,154	1,360
Short Term Borrowings	1,087	1,195	Trade Receivables	2,826	4,656
Trade Payables	3,626	3,984	Cash and Bank Balances	1,784	1,483
Other Current Liabilities	447	996	Short Term Loans and Advances	4,788	1,111
Short Term Provisions	213	191	Other Current Assets	205	128
Total Current Liabilities	5,373	6,366	Total Current Assets	10,773	8,747
TOTAL	15,779	14,482	TOTAL	15,779	14,482

Standalone Balance Sheet as per Ind-AS



EQUITY & LIABILITIES (INR Mn)	FY16	FY17	H1FY18	ASSETS (INR Mn)	FY16	FY17	H1FY18
Shareholders' Funds				Non Current Assets			
Share Capital	286	286	286	Fixed Assets			
Reserves and Surplus	5,408	5,717	5,815	Tangible Assets	3,465	3,430	3,296
Total Shareholder's Funds	5,694	6,003	6,101	Capital Work-in-Progress	189	53	160
Non Current Liabilities				Non-current Investments	1,235	1,244	1,290
Long Term Borrowings	1,909	1,330	1,036	Trade Receivables			178
Deferred Tax Liabilities	390	369	354	Other Non Current Assets	112	81	53
Other Non Current Liabilities	52	49	36	Total Non Current Assets	5,001	4,808	4,977
Long Term Provisions	18	21	0	Current Assets			
Total Non Current Liabilities	2,369	1,769	1,426	Current Investments	13	9	10
Current Liabilities				Inventories	1,275	1,089	1,735
Short Term Borrowings	767	2,254	1,740	Trade Receivables	2,462	3,236	2,603
Trade Payables	2,195	2,117	1,999	Cash and Bank Balances	1,675	1,545	258
Other current financial liabilities	960	1,205	1,416	Bank balance other than Cash and cash equivalent	1,309	1,744	308
Other Current Liabilities	420	192	756	Short Term Loans and Advances	1,309	1,744	1,951
Short Term Provisions	50	50	57	Other Current Assets	760	1,175	1,426
Current tax liability	40	16	54	Other	-	-	281
Total Current Liabilities	4,432	5,834	6,022	Total Current Assets	7,495	8,798	8,572
TOTAL	12,495	13,606	13,549	TOTAL	12,495	13,606	13,549

Consolidated Income Statement**



Particulars (INR Mn)	FY13	FY14	FY15	FY16	FY17
Total Income *	15,632	10,362	13,986	14,591	11,329
Expenses	13,217	9,502	12,498	12,721	10,122
EBITDA	2,415	860	1,488	1,870	1,207
EBITDA Margin	15.4%	8.3%	10.6%	12.8%	10.7%
Depreciation	395	318	425	371	401
Finance Cost	442	418	459	565	363
Extra-Ordinary Items	541	-	-	-	-
PBT	1,037	124	604	934	443
Tax	378	23	133	117	123
Deferred Tax	37	11	(33)	(48)	(16)
PAT	622	90	504	865	336
PAT %	4.0%	0.9%	3.6%	5.9%	3.0%
EPS (Diluted)	10.7	1.58	8.82	15.39	5.83

* Includes other income

** Prior to FY16 Financials are based on iGAAP and after FY16 financials are presented under Ind-AS

Consolidated Balance Sheet I - GAAP



EQUITY & LIABILITIES (INR Mn)	FY14	FY15	ASSETS(INR Mn)	FY14	FY15
Shareholders' Funds			Non Current Assets		
Share Capital	286	286	Fixed Assets		
Reserves and Surplus	6,321	4,539	Tangible Assets	4,049	3,566
Total Shareholder's Funds	6,607	4,825	Intangible Assets	-	-
Non Current Liabilities			Capital Work-in-Progress	19	34
Long Term Borrowings	3,098	3,168	Goodwill on consolidation	0	598
Deferred Tax Liabilities	537	418	Non-current Investments	182	17
Other Long Term Liabilities	8	15	Long Term Loans and Advances	285	104
Long Term Provisions	131	144	Other Non Current Assets	498	423
Total Non Current Liabilities	3,774	3,745	Total Non Current Assets	5,033	4,742
Current Liabilities			Current Assets		
Short Term Borrowings	1,087	1,195	Current Investments	16	9
Trade Payables	3,625	3,993	Inventories	1,154	2,723
Other Current Liabilities	447	1,044	Trade Receivables	3,012	4,855
Short Term Provisions	213	191	Cash and Bank Balances	1,787	1,483
Total Current Liabilities	5,372	6,423	Short Term Loans and Advances	4,573	1,096
TOTAL	15,753	14,993	Other Current Assets	178	85
			Total Current Assets	10,720	10,251
			TOTAL	15,753	14,993

Consolidated Balance Sheet as per Ind-AS

EQUITY & LIABILITIES (INR Mn)	FY16	FY17
Shareholders' Funds		
Share Capital	286	286
Reserves and Surplus	5,378	5,697
Total Shareholder's Funds	5,664	5,983
Non Current Liabilities		
Long Term Borrowings	1,909	1,330
Deferred Tax Liabilities	390	369
Other Non Current Liabilities	52	49
Other Non Current financial Liabilities	17	20
Total Non Current Liabilities	2,368	1,768
Current Liabilities		
Short Term Borrowings	767	2,254
Trade Payables	2,196	2,118
Other Current financial Liabilities	916	1,182
Other Current Liabilities	420	192
Short Term Provisions	55	51
Current tax liability	40	15
Total Current Liabilities	4,394	5,812
TOTAL	12,426	13,563

ASSETS(INR Mn)	FY16	FY17
Non Current Assets		
Fixed Assets		
Tangible Assets	3,491	3,455
Capital Work-in-Progress	189	53
Goodwill on consolidation	0	0
Non-current Investments	1,228	1,237
Long Term Loans and Advances		
Other Non Current Assets	146	115
Total Non Current Assets	5,054	4,860
Current Assets		
Current Investments	13	9
Inventories	1,275	1,089
Trade Receivables	2,668	3,406
Cash and Bank Balances	1,678	1,548
	979	1,476
Short Term Loans and Advances		
Other Current Assets	759	1,175
Total Current Assets	7,372	8,703
TOTAL	12,426	13,563

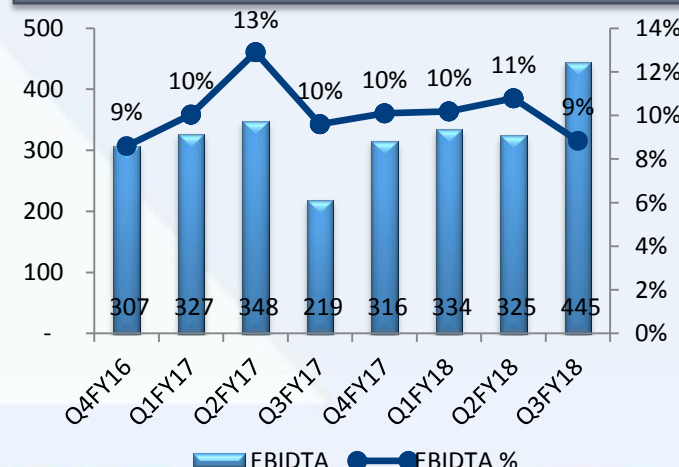
Standalone Quarterly Performance

Particulars (INR Mn)	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18
Total Income*	3,577	3,255	2,696	2,286	3,121	3,276	3,011	5,035
Operating Expense	3,265	2,928	2,348	2,067	2,805	2,942	2,686	4,590
EBITDA	312	327	348	219	316	334	325	445
EBITDA Margin(%)	8.7%	10.05%	12.91%	9.6%	10.1%	10.19%	10.79%	8.84%
Depreciation	99	93	98	109	100	98	98	99
Finance Cost	116	85	120	101	69	98	90	101
Profit Before Tax	98	149	130	9	147	138	137	245
Tax	207	56	37	18	(34)	37	43	75
PAT	304	93	93	27	113	101	94	170
PAT Margin(%)	8.5%	2.9%	3.45%	1.2%	3.6%	3.08%	3.12%	3.38%
Other Comprehensive Income (Net of Tax)	22	(3)	4	1	(6)	(4)	4	(7)
Total Income (After Comprehensive income)	326	90	97	28	107	97	98	163

Net Income (INR Mn)



EBITDA & EBITDA Margin (%)



* Includes other income

Capital Market

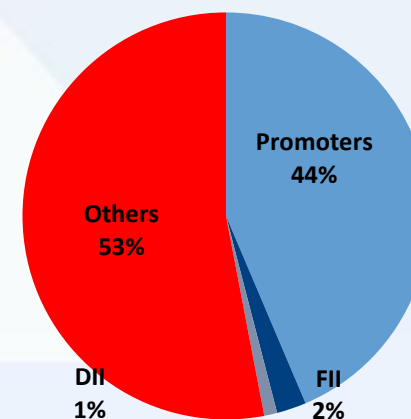


Price Data (As of 31st Dec, 2017)

INR

Face Value	5
Market Price	131.55
52 week H/L	137.2/44.9
Market Cap (INR Mn.)	7,512
Equity Shares Outstanding (mn)	57
1 Year Avg. Trading Volume ('000)	536

Shareholding Pattern as on 31st Dec, 2017



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Man Industries (India) Ltd.

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