



CIN No. : L17119UP1981PLC005212

SERVING THE NATION SINCE 1980



Frontier Springs Limited

Investor Presentation
Q4 & FY25

Safe harbour statement

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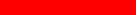


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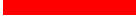
A glimpse of Frontier Springs

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Company Overview



ESTABLISHED IN
1981



A DISTINGUISHED
MANUFACTURER OF HOT
COILED COMPRESSION
SPRINGS, AIR SPRINGS AND
FORGING FOR WAGONS,
RAILWAYS, CARRIAGES AND
LOCOMOTIVES



THE COMPANY'S SPRINGS
USED ON THE FASTEST
TRAIN IN INDIA - VANDE
BHARAT EXPRESS



CERTIFIED BY THE
INTERNATIONAL RAIL
INDUSTRY STANDARD
(IRIS), WHICH ENABLES
US TO DIRECTLY EXPORT
OUR PRODUCTS TO OTHER
COUNTRIES

Company Overview

40+ Years

OF EXPERIENCE AND
EXPERTISE

**IRIS
Certification®**

RECEIVED FOR OUR
MANAGEMENT SYSTEM

Two

MANUFACTURING
FACILITIES

APPROVAL FROM

**Research
Designs and
Standards
Organization
(RDSO)**

FOR SPRING-SINGLE COIL
FOR EMD LOCOMOTIVES

**A fully
equipped
laboratory**

**ISO
14001:2015**

CERTIFIED

Our Journey

From a small family business to supplying springs and forgings for Indian Railways

1968

Began making Leaf Springs for trucks and gradually started building partnerships with customers through our distribution network in Uttar Pradesh, Madhya Pradesh and Bihar

1981

Incorporation of Frontier Springs Limited; started providing services to state transport corporation businesses such as MSRTC and GSRTC

1981-1990

- Enjoyed a monopoly in our business for several years
- As competition increased, started to diversify and provide laminated bearings to the railways.
- As railways evolved, started manufacturing Coil Springs for railways

1991

Set up two plants in Kanpur for Coil Springs and Leaf Springs

1992-2015

Set up another manufacturing unit in Himachal Pradesh

2011

Forayed into manufacturing forgings for railways

2022

Forayed into Manufacturing of Air Springs

2024

- Installed a state-of-the-art 6-tonne hammer to enhance forging capabilities
- Expanded capacities in both Coil Springs and Air Springs segments to meet rising demand

Business Divisions (1/3)



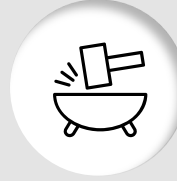
SPRINGS DIVISION

In 1991, we shifted from Leaf Springs to Hot Coiled Springs for the Indian Railways, which has been our mainstay business for the past 30 years

What do we do?

- Manufacture different kinds of Coil Springs to use space better, reduce tiredness and weight
- Use strong chrome molly and chrome silicon steel rods that are carefully checked for cracks and coated with epoxy powder
- Make the Springs in various sizes – from 10 mm to 65 mm wire thickness, with a maximum height of 1,000 mm

Business Divisions (2/3)



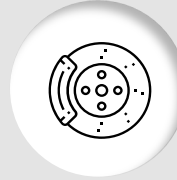
FORGING DIVISION

In 2011, we forayed into the forging business by setting up a manufacturing plant in Kanpur

What do we do?

- Manufacture train parts such as Anti Roll Bar Assembly, Screw Couplings, Draft Gear Assembly and BSS Hangers
- Have big hammers of 1 tonne, 3 tonnes and 6 tonnes to shape metal from as light as 100 grams to as heavy as 80 kg
- Use special ovens to make the metal strong, and machines to shape and cut parts, in our own workshop

Business Divisions (3/3)



AIR SPRING DIVISION

We now create Air Spring suspension systems for LHB coaches for Indian Railways

What do we do?

- Signed an MoU with Contitech Germany to supply Air Springs to Indian Railways

2022

MANUFACTURING
PLANT
STARTED FROM
2022

FY25

Successfully
ramped up
production

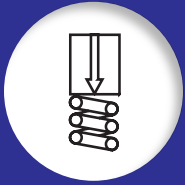
Capacity

Planning further capital
expenditure to enhance
capacity of
this segment in FY26

Commercialisation of Air Springs Facility



Products



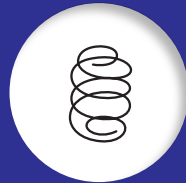
Air Springs for LHB coaches



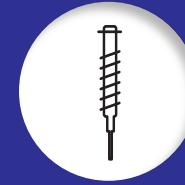
Suspension Coil Springs for diesel and electrical locomotives



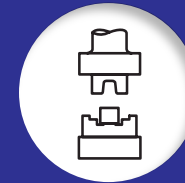
Suspension Coil Springs for freight stock



TMCLH and VLH Coil Springs for the power sector



Suspension Coil Springs for coaching stock



Forging components such as Brake Block Hanger, Knuckle Thrower, Top Follower and Wedge

Marquee Clientele

- Chittranjan Locomotive Works
- Banaras Locomotive Works
- Frontier Alloy Steels Limited
- Patiala Locomotive Works



Esteemed Board



Mr. Kundan Lal Bhatia



CHAIRMAN CUM
MANAGING DIRECTOR



Mr. Kapil Bhatia



WHOLETIME DIRECTOR



Mrs. Manju Bhatia



WHOLETIME DIRECTOR



Mr. Nimesh Mukerji



INDEPENDENT DIRECTOR



Mr. Neeraj Bhatia



CFO AND WHOLETIME DIRECTOR



Mr. Sudhanshu Mani



INDEPENDENT DIRECTOR



Mr. Sarabjit Singh



INDEPENDENT DIRECTOR



Mrs. Mamta Bhatia



WHOLETIME DIRECTOR



Mr. K. P. Somkuwar



INDEPENDENT DIRECTOR



Mr. Surendrakumar Gupta



INDEPENDENT DIRECTOR



02

Quality products for modern needs

Indian Railways – Our Primary Customer	14
Different types of Springs	16
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Indian Railways – Our Primary Customer

INDIAN RAILWAYS IS THE
FOURTH LARGEST RAILWAY
NETWORK IN THE WORLD.



₹2.56 lakh crore

REVENUE FROM OPERATIONS

6.67% Y-O-Y GROWTH

GOVERNMENT INITIATIVES

Freight loading and revenue

1,591 MT of freight loaded in
FY2024
5.22% Y-O-Y GROWTH

Automatic signalling

Upgraded 582 km with automatic
signalling in FY2024
9.81% Y-O-Y GROWTH

Electrification

7,180 RKMs electrified during
the year
9% Y-O-Y GROWTH

Gati Shakti Freight Terminals

Nearly 91 GCTs commissioned and 234
locations approved by October 31, 2024.

New lines

5.300 km of new lines added in
FY2024

Vande Bharat Trains

Placed order for 200 Vande Bharat
sleeper Rakes

Indian Railways – Our Primary Customer

GOVERNMENT INITIATIVES

NATIONAL RAIL PLAN (NRP)

58 super-critical projects of a total length of 3,750 km costing ₹39,663 crore and 68 critical projects of a total length of 6,913 km costing ₹75,736 crore have been identified for completion by 2024

FOREIGN DIRECT INVESTMENT

The government has cleared the proposal for allowing 100% FDI in the railway sector, other than operations through the automatic route. The government wants to invest US\$120 billion in the coming five years for the development of railway services.

INDIAN RAILWAY INNOVATION POLICY

The intention is to work with entrepreneurs, technology developers, and innovators through start-ups to obtain affordable, user-friendly, reliable products and solutions for use on the Indian Railways network.





UNION BUDGET 2025-26

The Indian Railways has been allocated a capital outlay of ₹ 2.65 lakh crore in the Union Budget 2025-26

MISSION RAFTAAR

For speed enhancement and to achieve a target of doubling the average speed of freight trains and increasing the average speed of superfast /mail/express trains by 25 kmph

Different Types of Springs

FACTORS		LEAF SPRINGS	LAMINATED BEARING SPRINGS	HOT COIL SPRINGS	AIR SPRINGS
	CONSTRUCTION	Made of a series of long, thin metal strips that are stacked and held together by pins	Made of multiple layers of steel plates that are bonded together	Made of steel and are heated and shaped into coils	Made of rubber and are filled with compressed air
	COMMON USE	More common in older vehicles	More common in newer vehicles	More common in newer vehicles	More common in newer vehicles
	COST	Less expensive to manufacture	More expensive to manufacture	More expensive to manufacture	Cost-efficient manufacturing
	VIBRATION	Less efficient and can cause more vibration	More efficient and provide a smoother ride	Absorb the shock and provide a smoother ride	Absorb the shock and provide a smoother ride

Advantages of Air Springs and Hot Coil Springs



Smoother Ride Comfort

Can absorb more shock and provide a smoother ride

Better handling

Can better absorb the weight of the train and provide better handling, thus preventing derailments

More Resilient

Can withstand more stress and abuse and thus, run efficiently for longer

Less Maintenance

Less prone to wear and tear, and require less maintenance



03

Performance

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From the Director



Kapil Bhatia
DIRECTOR



I am pleased to report that FY25 has been a year of robust growth and profitability for Frontier Springs Limited. We have delivered our highest-ever quarterly and annual performance, exceeding our stated guidance of ₹240 crores in gross revenues and achieving record profitability.

The positive momentum has continued into the start of FY26, with exceptionally strong demand from Indian Railways across all three of our core segments—Coil Springs, Air Springs, and Forgings. The ongoing modernisation drive within Indian Railways is providing a significant fillip to our Air Springs segment, where we hold firm orders that offer clear visibility of sustained growth. At the same time, the sharp increase in production of LHB coaches and locomotives has led to a healthy uptick in demand for Coil Springs. The surge in demand has also enabled spring suppliers like us to improve realisations, which is positively impacting profitability.

During the year, we invested ₹13.64 crores to expand our capacities in Air Springs and Coil Springs, as well as to commission our new 6-tonne hammer. I am pleased to share that the 6-tonne hammer has now been successfully commercialised, and we already have orders in hand for this new capacity. While the ramp-up of utilisation is progressing

slightly slower than initially envisaged, this is a deliberate decision, as we are sharply focused on high-value, high-margin forgings to ensure optimal profitability from this segment. We expect sequential improvements in performance each quarter and are confident of reaching optimal utilisation by the end of the next financial year.

Given the strong demand visibility, we plan to invest an additional ₹15 crores in plant and machinery over the coming year to further enhance our capacities and fully capitalise on the opportunity presented by the ongoing modernisation of Indian Railways.

Looking ahead, I am extremely optimistic about our growth prospects. We have set ambitious targets of achieving ₹375 crores in gross revenues for FY26 and ₹500 crores for FY27. With our robust order book, expanding capacities, and a clear focus on value-added products, Frontier Springs is well-positioned to capture and capitalise on the significant railway modernisation initiative being undertaken by the Government of India.

I would like to thank all our stakeholders for their continued trust and support. We look forward to sustaining this strong performance and delivering continued growth and success in the years ahead.

Financial Highlights

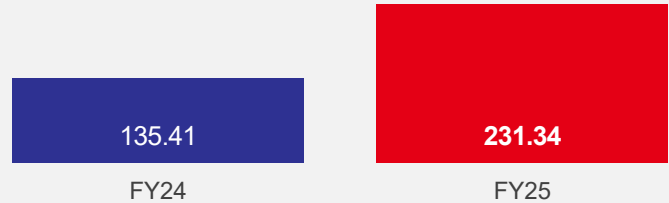
Revenue from operations

(IN ₹ CRORE)



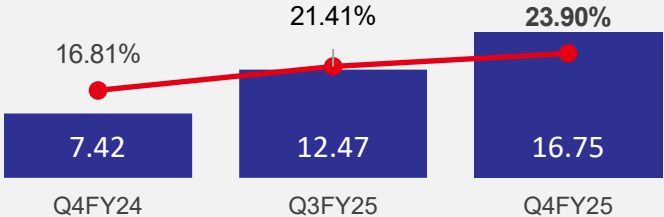
Revenue from operations

(IN ₹ CRORE)



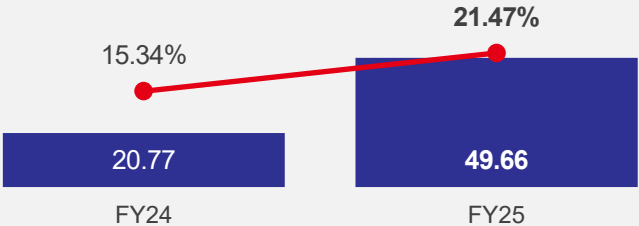
EBITDA & EBITDA Margin

(IN ₹ CRORE & %)



EBITDA & EBITDA Margin

(IN ₹ CRORE & %)



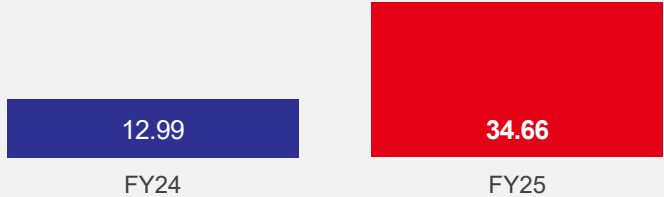
PAT

(IN ₹ CRORE)



PAT

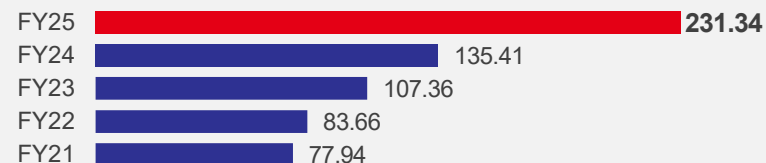
(IN ₹ CRORE)



5-year Performance

Revenue from operations

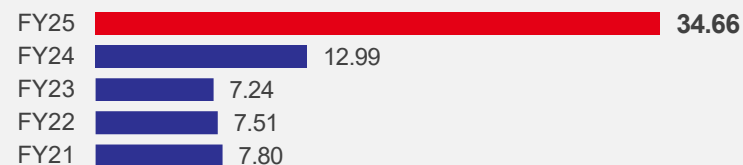
(IN ₹ CRORE)



70.84% Y-O-Y GROWTH

Profit After Tax

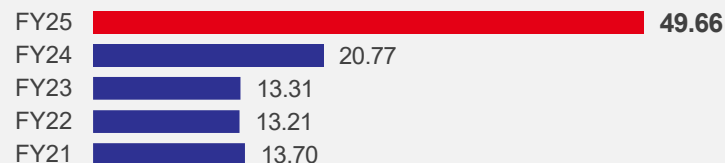
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166.93% Y-O-Y GROWTH

EBITDA

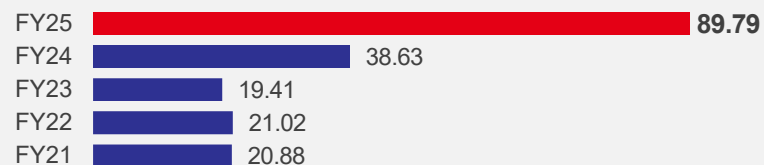
(IN ₹ CRORE)



139.10% Y-O-Y GROWTH

Earnings per share

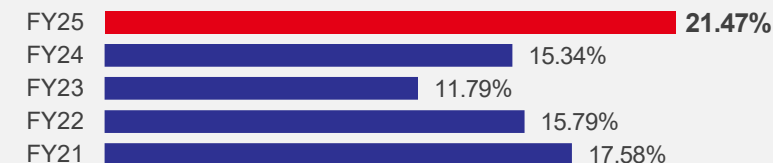
(IN ₹)



132.44% Y-O-Y GROWTH

EBITDA margin

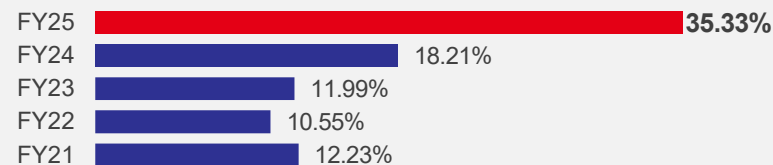
(IN %)



613 bps Y-O-Y GROWTH

RoCE

(IN %)



1,712 bps Y-O-Y GROWTH

Summary of Profit and Loss Statement

(IN ₹ CRORE)

PARTICULARS	Q4FY25	Q3FY25	Q4FY24	Q-o-Q	Y-o-Y	FY25	FY24	Y-o-Y
REVENUE FROM OPERATIONS	70.08	58.27	44.14	20.27%	58.75%	231.34	135.41	70.84%
OTHER INCOME	0.13	0.06	0.46	122.91%	-71.65%	0.98	0.61	60.08%
TOTAL INCOME	70.21	58.33	44.60	20.37%	57.40%	232.32	136.03	70.79%
TOTAL OPERATING EXPENSES	53.46	45.85	37.18	16.59%	43.77%	182.66	115.26	58.47%
EBITDA	16.75	12.47	7.42	34.26%	125.71%	49.66	20.77	139.10%
EBITDA MARGIN (%)	23.90%	21.41%	16.81%	249 bps	709 bps	21.47%	15.34%	613 bps
FINANCE COST	0.07	0.06	0.06	15.50%	23.59%	0.23	0.20	12.77%
DEPRECIATION AND AMORTISATION EXPENSES	1.02	1.01	1.08	1.63%	-4.94%	4.01	3.71	7.96%
PROFIT BEFORE TAX	15.78	11.46	6.74	37.69%	134.00%	46.41	17.47	165.64%
PROFIT AFTER TAX	11.66	8.73	5.05	33.57%	130.89%	34.66	12.99	166.93%

Summary of Balance Sheet

(IN ₹ CRORE)

PARTICULARS	FY25	FY24
SHAREHOLDERS FUND	123.96	89.31
NON- CURRENT LIABILITIES	5.25	4.38
LONG TERM BORROWINGS	1.88	1.17
CURRENT LIABILITIES	40.14	29.68
SHORT TERM BORROWINGS	4.06	2.55
TOTAL EQUITY AND LIABILITIES	169.35	123.37
NON-CURRENT ASSETS	83.24	65.79
NET BLOCK	56.31	45.14
CURRENT ASSETS	86.11	57.59
INVENTORIES	39.68	30.91
TRADE RECEIVABLES	38.44	22.17
CASH & BANK BALANCES	5.20	2.28
TOTAL ASSETS	169.35	123.37

Summary of Cash Flow Statement

(IN ₹ CRORE)

PARTICULARS	FY25	FY24
CASH FLOW FROM OPERATING ACTIVITIES	22.11	11.57
CASH FLOW FROM INVESTING ACTIVITIES	(20.46)	(9.60)
CASH FLOW FROM FINANCING ACTIVITIES	1.28	(1.69)
NET CASH FLOW	2.92	0.28
CASH AT THE BEGINNING OF PERIOD	2.28	2.00
CASH AT THE END OF PERIOD	5.20	2.28



04

The Future

Ready to Leverage Opportunities

24

Why Invest in Us

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Ready to Leverage Opportunities

INDIAN RAILWAY GROWTH OPPORTUNITY

Historic Budget Allocation

₹2.65 lakh crore

For railway-Capex – a 5% increase from the previous year

Record Freight Performance

1,591 MT

In FY 2023-24, a 5% increase Y-o-Y

Massive Wagon Orders

~72,000 wagons

Record placement for ~72,000 wagons, with 40,000 more anticipated

Freight Corridor Impact

One lakh trains

Run, with 96.4% of DFC commissioned. Target to reduce logistics cost from 15% to 8% of GDP by 2030

Private Wagon Ownership Rise

Driven

By government schemes, with significant potential in cement, coal, steel, and auto sectors.

Vande Bharat & Metro Expansion

136 trains

Incorporated, with an opportunity size of ₹58,000 Cr and metro projects allocation of ₹31,239 Crores in the budget

Freight & Passenger Capacity Goals

2.5x

Increase freight by rail to 45% by 2030, and passenger demand forecast to grow 2.5x by 2051

Promising Future

Procurement Plans:
90,000 wagons over 3 years, 5 times the annual average.

Fleet Expansion:
Freight target to increase to 3,000 m tonnes by 2027, necessitating a fleet of ~500,000 wagons.

Replacement Cycle:
~35% of existing wagons older than 15 years due for replacement.

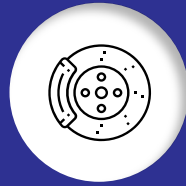
Why Invest in Us



Robust balance sheet



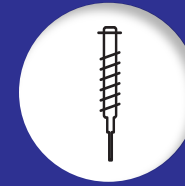
Experienced Management at the helm of operations



New (Air Springs) to help improve the margin profile of the business



Strong Industry Tailwinds and growth visibility



New product (Air Springs) to significantly contribute to the topline growth



Thank You

For further details, please get in touch

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