

Date: 03.11.2023

**The Manager, DCS
The Bombay Stock Exchange Ltd.**
Phiroze jeejeebhoy Towers,
Dalal Street,
Mumbai

**The Manager
National Stock Exchange of India Ltd.**
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Ref: Scrip Code: - 530655

Scrip Code: - GOODLUCK

SUB: Investor Presentation for Q2 and H1 FY 2024

Dear Sir/Madam,

Pursuant to the regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 a copy of the Investor's Presentation for Q2 and H1 FY 2024 of the Company is being enclosed herewith.

This is for your information and doing the needful.

For Goodluck India Limited

**RAMESH
CHANDRA
GARG**

Digitally signed by
RAMESH CHANDRA
GARG
Date: 2023.11.03
15:41:33 +05'30'

**RAMESH CHANDRA GARG
DIRECTOR**

Encl: as above



Consistent **performance**. Infinite **possibilities**



GOODLUCK

Goodluck India Ltd.

INVESTOR PRESENTATION

OCTOBER 2023

Disclaimer

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Our world in numbers

37+ years of
experience

2,27,000 MTPA high
volume capacity

1,83,256 MT
Sales volume

600+
customers

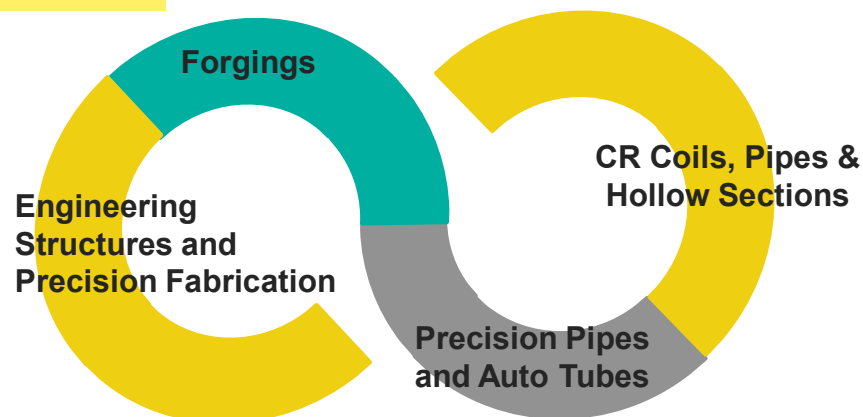
4,12,000 MTPA
total capacity

6 plants

Rs.2316.92 crore
market cap as of
Oct 31, 2023

100+
Countries of
exports

ISO 9001:2008
certified



1,85,000 MTPA high
margin capacity

Rs.1746.8 crore
Total revenue
H1FY2024 (+8.6%)

8.12%
EBITDA margin
H1FY2024 (+200 bps)

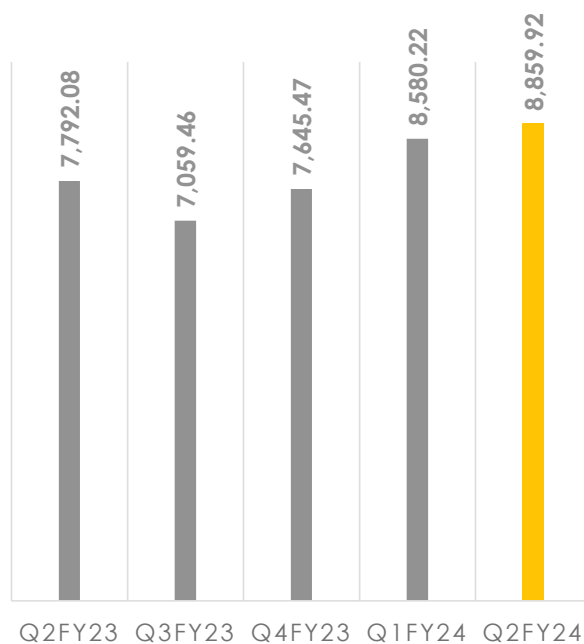
Rs.63.29 crore PAT
H1FY2024 (+55.9%)



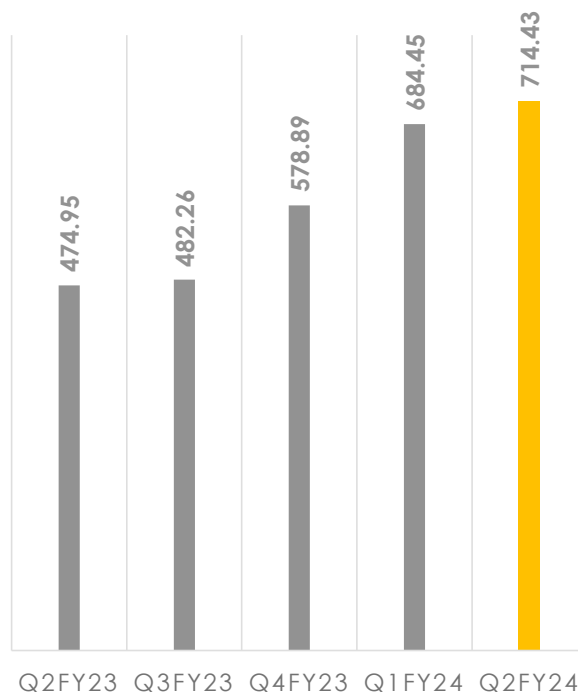
Q2FY24 & H1FY24 FINANCIAL PERFORMANCE

Consolidated Financial Highlights – Quarterly

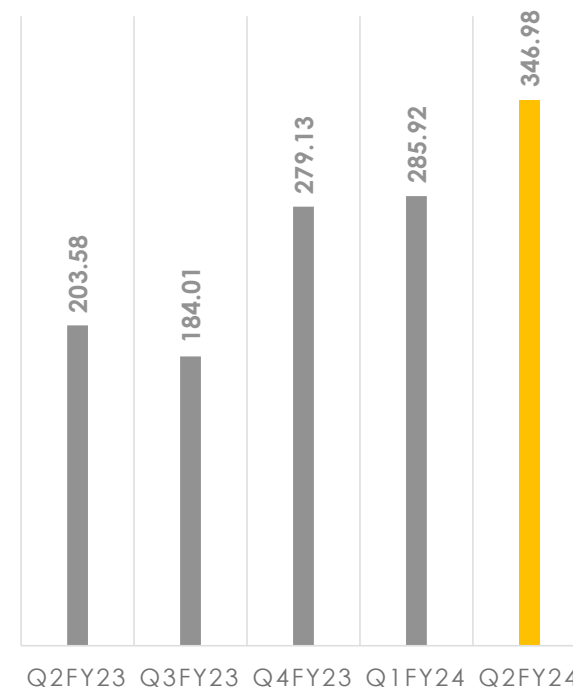
NET REVENUE (INR MN)



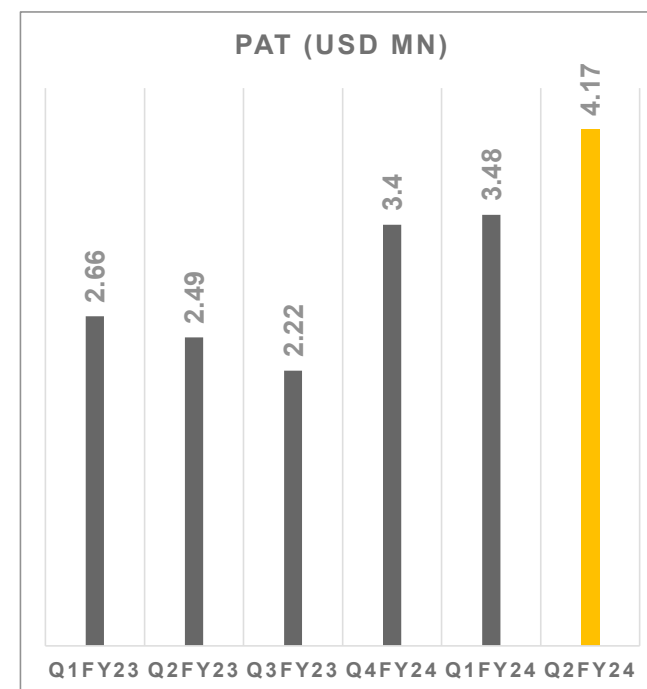
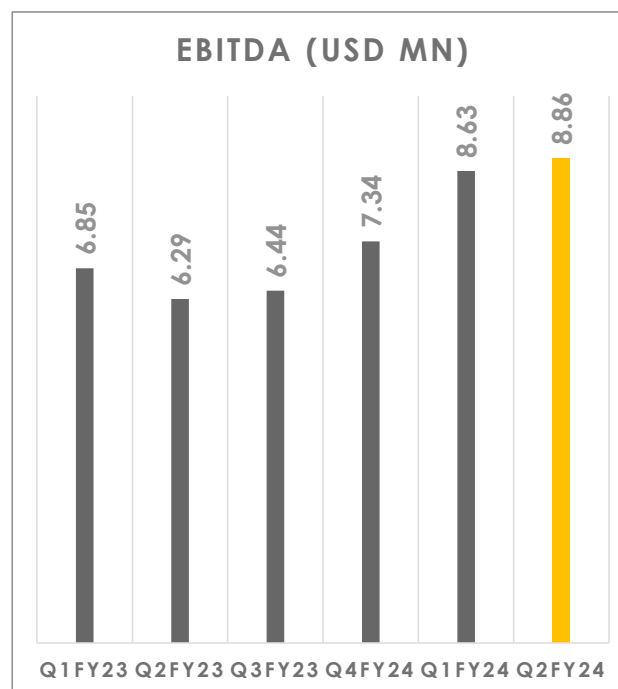
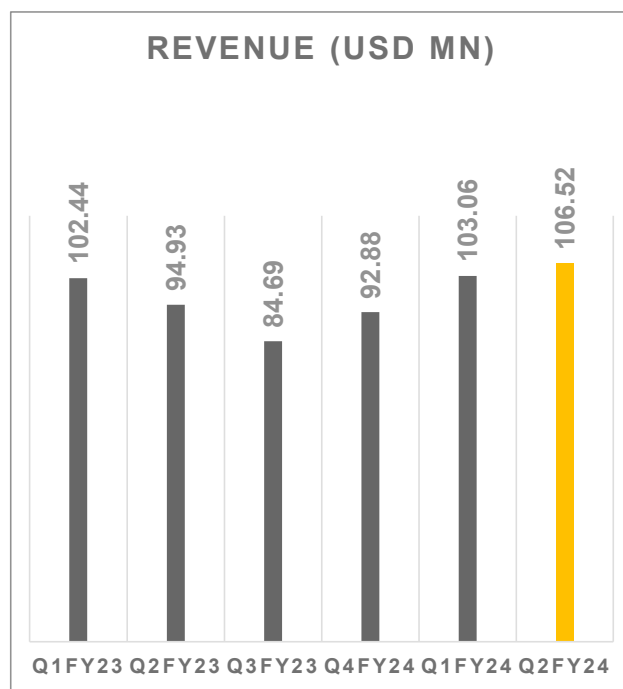
EBITDA (INR MN)



PAT (INR MN)



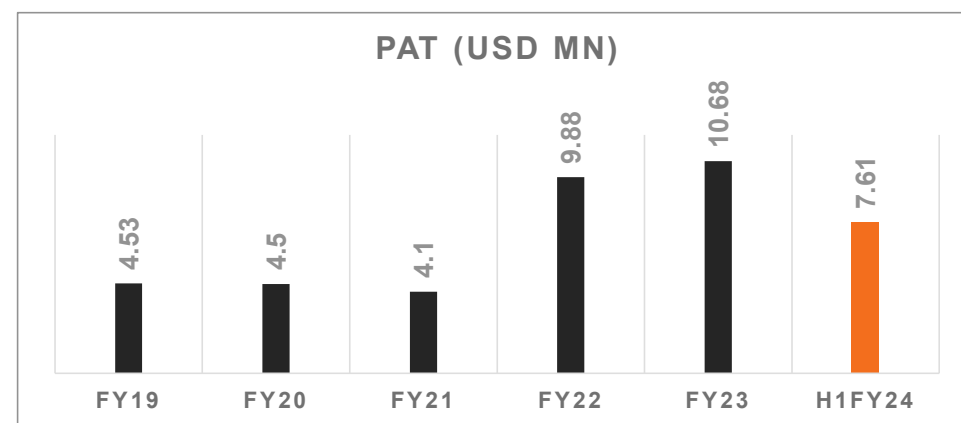
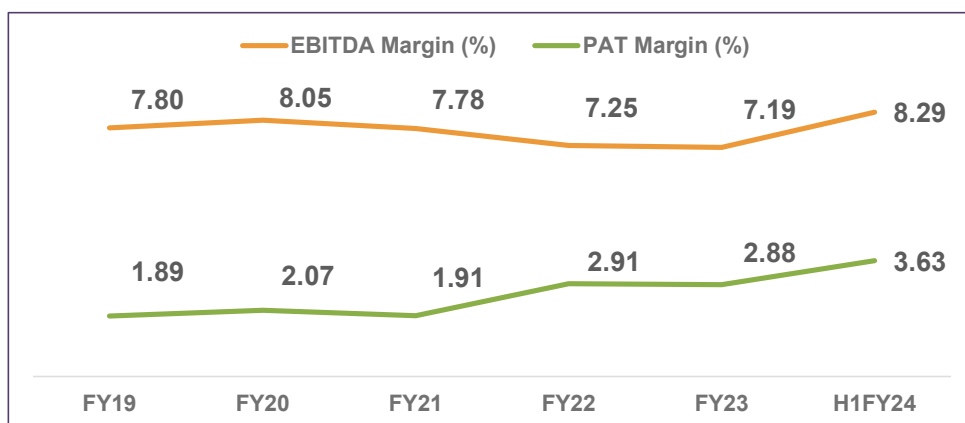
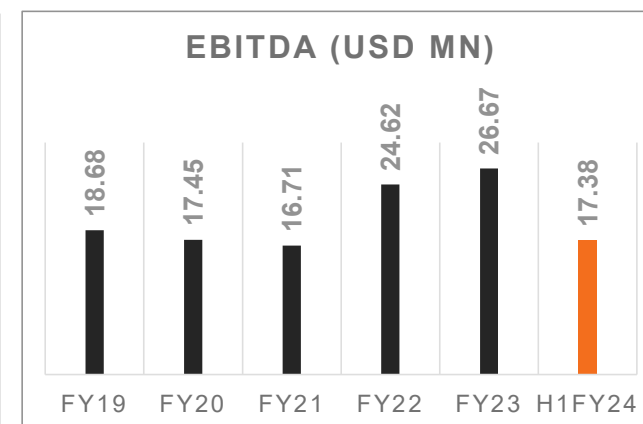
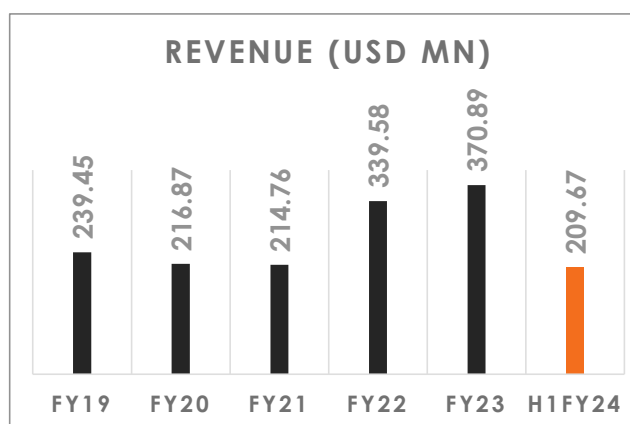
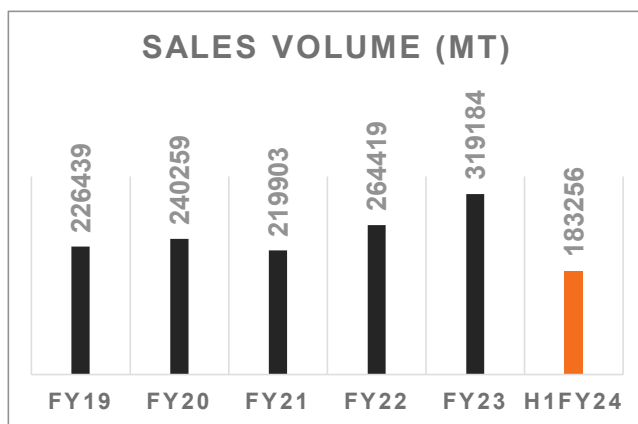
Consolidated Financial Highlights – Quarterly



1USD = Rs. 83.178

Source: exchangerates.org.uk

Consolidated Financial Highlights – H1FY2024



*Margins have been calculated basis total operating income



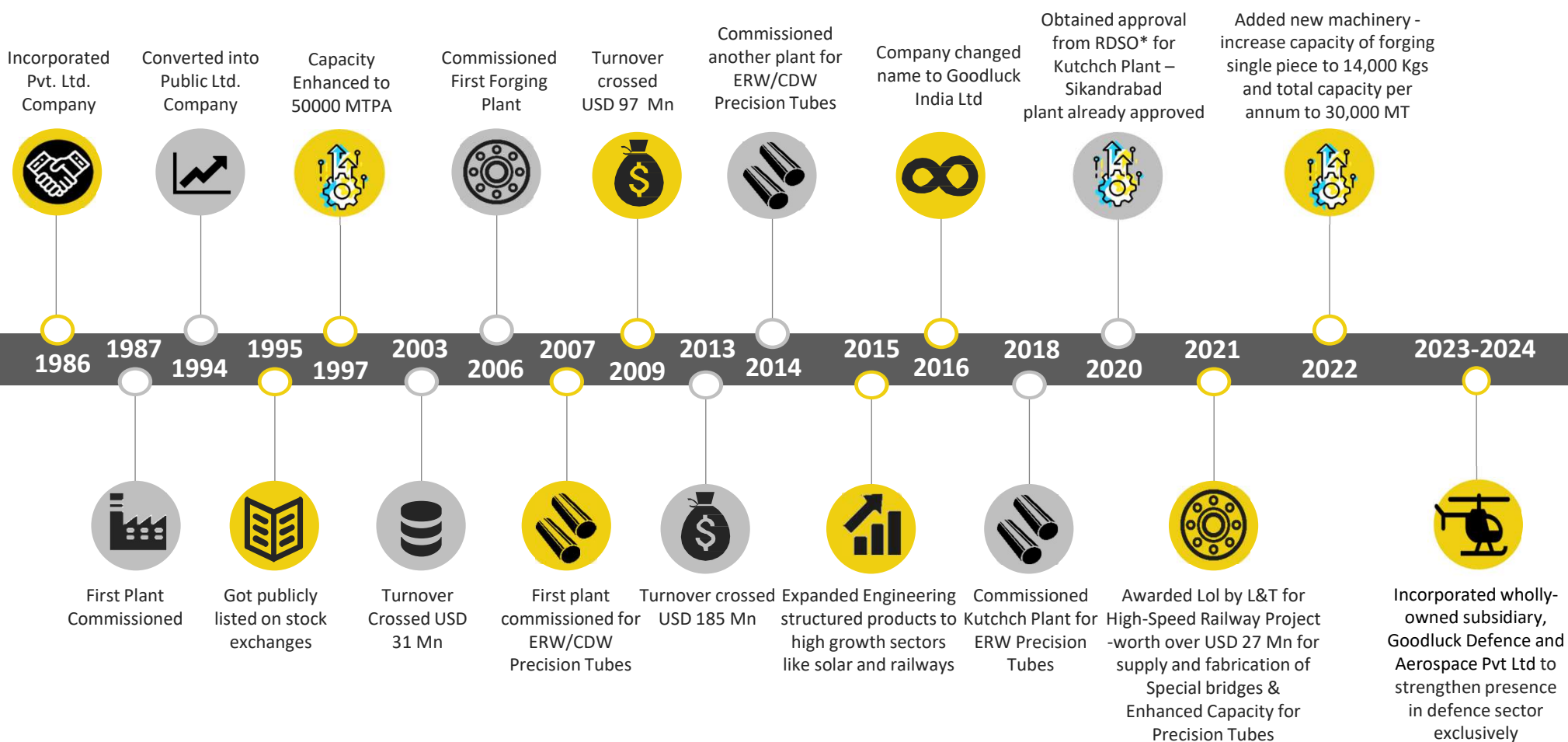
ABOUT
GOODLUCK INDIA LIMITED

About Us

Established manufacturer of engineered Steel products with professional management

- Incorporated in 1986, GLIN is a reputed and established precision engineering and steel products company, having experience of over three decades.
- Promoted by Mr. Mahesh Chandra Garg, a first-generation entrepreneur and an IIT alumni. GLIN continues to be successfully managed by 3 generations
- Headquartered in Ghaziabad, GLIN has 6 manufacturing units with a combined capacity of 4,12,000 MTPA. Of this, 1,85,000 MTPA capacity is towards high-margin value-added segments, and the remaining 2,27,000 MTPA capacity is in the high-volume segment.
- Manufacturing units are located in Sikandrabad in Uttar Pradesh and Kutch – Gujarat.
- State-of-the-art NABL (ISO / IEC17025) accredited Quality Testing Lab
- GLIN's value-added product segment includes Engineering Structures and precision Fabrication, Forging, Precision pipes and auto tubes and CR Coils, Pipes and Hollow Sections.
- Focus on high margin, high growth downstream user industries, namely, Aerospace, Defence, Automobile, Construction

Our Journey So Far



*RDSO – Research Design and Standards Organisation (Ministry of Railways)

Strong & Professional Management Team



Mr. Mahesh Chandra Garg
Chairperson

- Graduated in 1967 from prestigious - Indian Institute of Technology
- More than 5 decades of experience across world
- Visionary with exceptional management skills



Mr. Ramesh Chandra Garg
Whole Time Director

- Engineer in field of mining from highly acclaimed ISM – Dhanbad
- Fine experience in Coal industry
- Possesses more than five decades of experience
- Great motivator and excellent team leader



Mr. Nitin Garg
Whole Time Director

- Qualified Engineer and M.B.A. from Narsee Monjee Institute of Management
- Worked with Yamaha Motors and Honda Motors
- Looking after production process



Mr. Manish Garg
Chief Operating Officer

- 53 years of age - Qualified Engineer from Indian Institute of Technology
- Handling overall Export Business since last 31 years



Mr. Ram Agarwal
Chief Executive Officer

- Qualified Engineer and completed his graduation in 1990
- 33 years experience in steel industries
- Handled CR, Structure projects and Maintains equivalent exposure in field of sales and marketing



Mr. Shyam Agarwal
Chief Operating Officer

- 53 years old - Qualified Engineer and has more than 30 years of experience in steel Industry specially of forging industry



Mr. Sanjay Bansal
Chief Financial Officer

- Qualified Chartered Accountant with over 30 years experience across finance activities of company, including business planning, budgeting, forecasting, taxation and negotiations.
- He has served in JP Group, DS Group and Dr. Rajaram Jaipuria group



Mr. Abhishek Agrawal
Company Secretary

- Qualified Company Secretary having around 16 years of experience across Corporate Secretarial Functions
- Current responsibilities include Strategic Planning, Legal Affairs, Compliances and Investors Relation

Our Business Segments

Products & Services Offered

- Railway, road, Bridges and Girders
- Structures for Roads & Highways
- Primary & Secondary Structures for Boilers & Turbine Generators
- Launching Girders For Steel & Concrete Girders Building Structures
- Technology Structures

New Areas of Growth and Drivers

- Special Formwork for Elevated corridors
- Special Formwork for Tunnel Boring Machine for High-Speed Rail
- Station Buildings for High-Speed Bullet Train
- Super Critical Bridges for High-Speed Bullet Train
- Smart City Structures
- Car Port and Solar Parks – Design Engineering & Supply. • Architectural Structures in Wire-drawn Bridges

Marquee Clients

- Indian Railways
- ABB
- L&T
- Reliance Industries
- GMR
- ISGEC
- Sterling & Wilson
- Alstom
- PowerGrid
- NTPC
- Toshiba
- TRF
- EIL
- NPCIL
- MHSR

End User Industries

- Roads & Highways
- Railways
- Telecom
- Boiler and Turbine Generators,
- Steel & Concrete Girders
- Building Structure
- Solar Energy



Our Business Segments

Forging

Products & Services Offered

- Defence products
- Aerospace parts
- Forged flanges
- Gear rings
- Gear shanks
- Forged shafts
- Blind & tube sheets
- Socket welding flanges
- Slip on flanges

Marquee Clients

- DRDO
- ISRO
- HAL
- GE Oil & Gas
- Allied Group
- Saint-Gobain
- BPCL
- Indian Oil
- BHEL
- RIL
- L&T

End User Industries

- Aerospace
- Defence
- Automobile
- Construction & Earth Moving Equipment
- Nuclear Power
- Oil & Gas
- Petrochemical
- Fertiliser
- General Engineering

New Areas of Growth and Drivers

- Stainless Steel, Duplex, Carbon, and alloy Steel Forgings and flanges.
- Focused on manufacturing forged products, providing end-to-end solutions



Our Business Segments

Precision Pipes and Auto Tubes

Products & Services Offered

- CDW Tubes
- ERW Tubes
- Engineering Tubes
- Boiler Tubes

New Areas of Growth and Drivers

- Consistent quality products for domestic and foreign companies.
- Repeat orders have increased over the years, signifying customer loyalty.
- High margin products
- Key export revenue contributor.

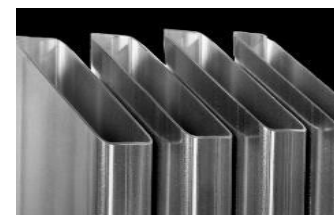
End User Industries

- Aerospace
- Defence
- Automobile and Railways
- Construction & Earth Moving Equipment
- Fertilisers

Marquee Clients

- Volkswagen
- Audi
- BMW,
- Mercedes
- Skoda
- Renault
- GM
- Ashok Leyland
- TVS
- Bajaj
- Gabriel
- ISGEC
- Talbros
- Mahindra
- Tata Motors

- General Engineering
- Heat Exchanger Nuclear Power
- Oil & Gas and Petrochemical
- Pressure Vessels
- Thermal Power Valves
- Wind Energy



Our Business Segments

CR Coils, Pipes and Tubes

Products & Services Offered

- Cold Rolled Coils and Sheets
- Corrugated Sheets
- Hollow Sections (square, rectangle, round hollow)
- GI Pipes.

New Areas of Growth and Drivers

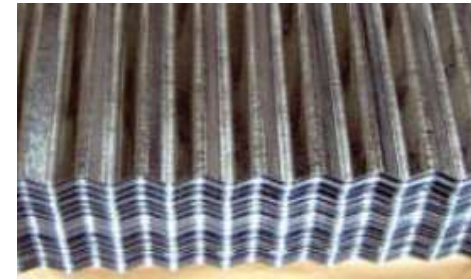
- Product thickness
- High tensile strength
- Long service life
- Higher efficiency.
- GLIN supplies to only OEMs and government projects.

End User Industries

- Railways
- Road bridges
- Support structures

Marquee Clients

- Public sector OEMs
- Private sector OEMs
- Central government
- State government.



Global Footprint



● Manufacturing Plant ● Warehouse ▲ Export Market

Esteemed Customers

Auto Tubes

Global



Domestic



Engineering Structures

Domestic



Forgings

Global



Domestic



Marquee Clients in Forging segment – Aerospace & Defence

Suppliers to some of biggest names across Indian **Aerospace** and **Defence** value-chain

Govt. / PSUs



Hindustan
Aeronautics
Limited



Defence
Research and
Development
Organisation



Indian Space
Research
Organisation



OFB – Heavy
Vehicles Factor
Avadi



OFB – Ordnance
Factory Medak



Bharat Earth
Movers Limited



Mazagon Dock
Shipbuilders Ltd.

MSMEs / Tier – 2 &3



Walchandnagar
Industries Limited



SriVenkateswara
Aerospace Pvt. Ltd.



SMRJ Engg
Pvt. Ltd.



Brahmos
Aerospace



L&T
Defence



Godrej
Aerospace

Suppliers to prestigious Defence programs

- Pralay Missiles
- HAL – HTFE Program
- Brahmos Missiles
- Pinaka Rockets & Indigenous Rocket Launcher
- K9 Vajra – Tracked Howitzer
- Talwar Class Frigates

**Defence
contributes
~ 2% of total
revenue**

The Indian Opportunity

- Demand would be supported by growth in domestic market
- Infrastructure, oil & gas and automotive would drive industry growth
- US Infra Budget of USD 2-3 trillion to boost demand for export



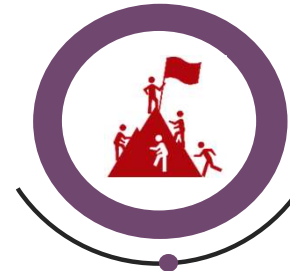
Robust Demand

Increasing Investments



- Intended steel capacity build-up in India set to result in investments in range of USD 104.2 Billion to USD 208.3 billion by 2030
- 301 MoU's have been signed with various states for planned capacity of about 488.6 MT and investment in metal sector is on increase

- India is world's 3rd largest producer of crude steel and is poised to become 2nd largest producer
- Easy availability of low-cost manpower and presence of abundant reserves make India competitive in global setup



Competitive Advantage

Policy Support



- Large infrastructure projects in PPP mode
- National Steel Policy implemented to encourage industry to reach global benchmarks
- Launched Auto Mission plan 2016-26 with target to grow automotive industry 3.5 – 4 times to \$260-300 billion
- Prime Minister's "Gatisheel" concept on Independence Day to fuel demand for infra products
- Govt. PLI Scheme to Auto Sector would boost auto demand in turn increasing Company's product demand
- Govt. Scrapage Policy is likely to boost auto demand
- Govt. priority of renewable energy over other form of energy such as thermal energy

Railways - Government intends to spend about \$137.00 billion over next five years to augment railway infrastructure & improve safety standards Company entered large scale fabrication of over bridges and cross over bridges - completed Railway over bridges/Road Bridges of 30,000 mt in last 3 years

Solar Power - Ministry of New and Renewable Energy revised target of 100 GW from Solar; US new Policy of increasing investment in renewable energy likely to boost demand for tube vertical Company targeting to increase this vertical up to 25-30%. Same will improve Company's margin profile

Infrastructure - Company sees strong demand for their products from established industrial houses & government companies like BHEL and NTPC

Our Core Competencies



From manufacturing steel products to becoming an Engineering Solutions provider

Thank you