

NELCAST LIMITED



Date: 9th July 2018

BSE Limited
Listing Operations
Phiroze Jeejeebhoy Towers,
Dalai Street,
Mumbai - 400 001
Maharashtra, India
BSE Script Code: 532864

National Stock Exchange of India Limited
Listing Department,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400 051
Maharashtra, India
NSE Script Code: NELCAST

Dear Madam / Sir

Sub: Disclosure pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

Pursuant to Regulation 30 read with Schedule III of the SEBI Listing Regulations, please find enclosed copy of the presentation to be made to the analyst/ institutional investors.

We request you to take the above on record.

Thanking you,

Yours faithfully,
For **NELCAST Ltd**

(S.K.SIVAKUMAR)
Company Secretary

159, T T K ROAD, ALWARPET, CHENNAI - 600 018. INDIA
Tel.: +91-44-2498 3111/2498 4111 Fax : 91-44-24982111
e-mail: nelcast@nelcast.com; web: www.nelcast.com
CIN : L27109AP1982PLC003518

IATF 16949 : 2016 * ISO 14001 : 2015 * ISO 50001 : 2011





Corporate Presentation



July 2018

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In this presentation, the financial information of the Company for Fiscals 2018 and 2017 are derived from the Company's audited financial statements prepared in accordance with Ind AS ("Ind AS Financial Information"), and the financial information of the Company for Fiscal 2016 is derived from the Company's audited financial statements prepared in accordance with Indian GAAP ("IGAAP Financial Information"). The Ind AS Financial Information may not be comparable with the historical IGAAP Financial Information, included in this presentation.

Company Overview

- Established in 1982, Nelcast engages in manufacturing and sales of Spheroidal Graphite (SG) Iron Castings, Ductile Iron (DI) and Grey Iron (GI) castings
- Caters to clients in heavy commercial vehicle, tractor, off-highway and railways industry
- Product portfolio includes transmission case, centre housing, rear axle housing and hydraulic lift cover; Supplies ribbed plates and brake discs for metro rail projects and railways
- Owens two (2) manufacturing plants at Ponneri, TN and Gudur, AP; Well connected by roads to Ports and Airports
- Experienced and qualified promoters including Mr. P Deepak (Master and Bachelor of Science from Northwestern University, MBA from Kellogg School of Management)
- Strong credit rating: ICRA A+ on Long Term borrowings

Industries Served and Products

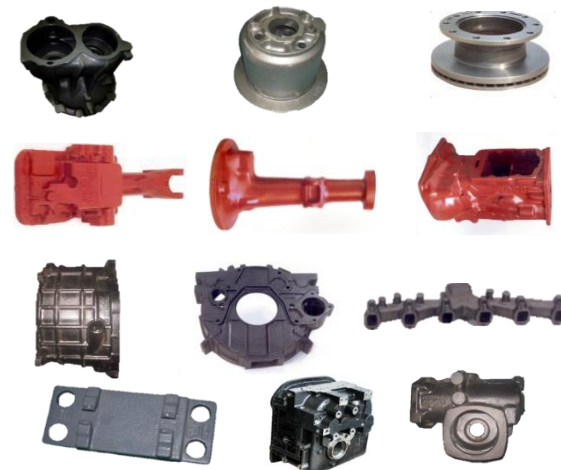
Tractor Components

Commercial Vehicle
Axle Components

Powertrain
Components

Off Highway Equipment

Railways



Key Financials¹ (INR Cr)

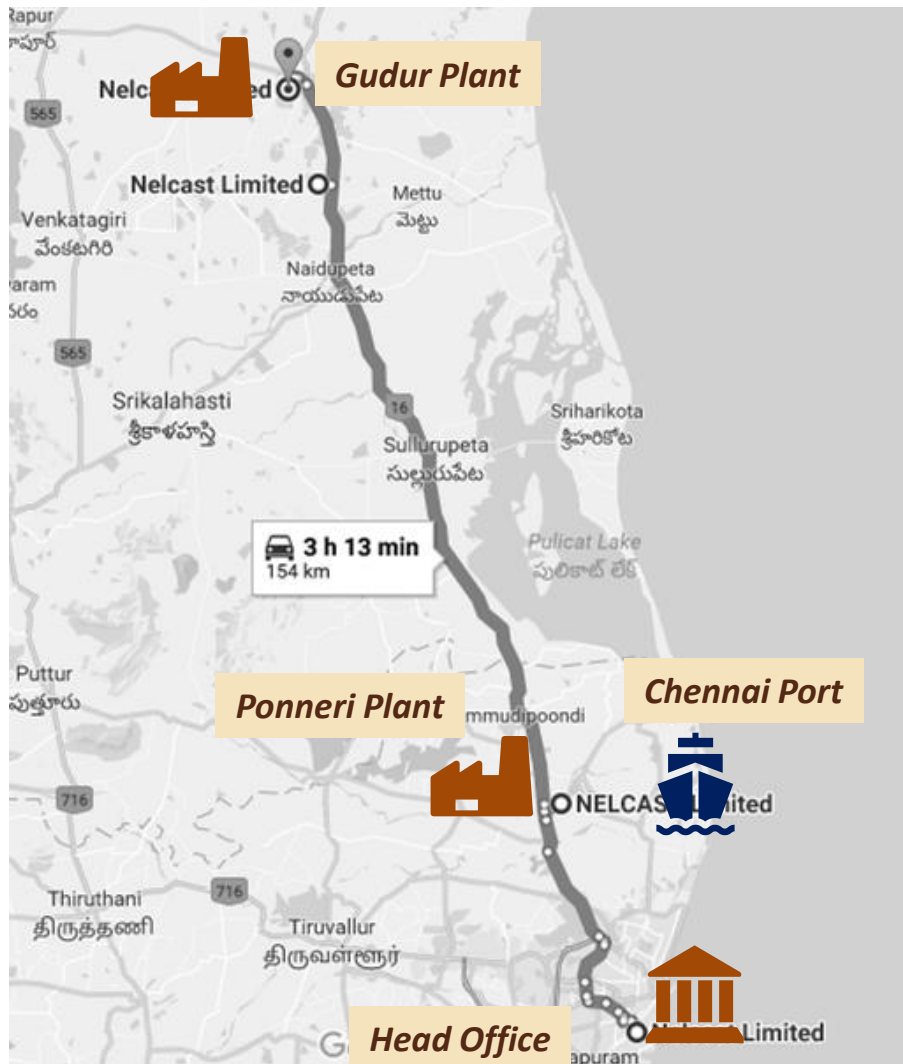
INR Cr	FY16 ²	FY17 ²	FY18 ²
Total Revenue*	563	579	749
Growth%	-	2.8%	19.0%
EBITDA ³	66	69	76
EBITDA Margin%	11.7%	11.8%	10.1%
PAT	32	34	38
PAT Margin%	5.7%	5.9%	5.1%
*Excluding Excise Duty; Including Other Income			

1. Audited, Consolidated financial statements

2. FY16 figures are in Indian GAAP, FY17 and FY18 figures are in Ind AS

3. EBITDA = Profit Before Tax + Finance Cost + Depreciation

Manufacturing Facilities



*not to scale

As on 31 March 2017



Manufacturing Facilities:

- Gudur, AP; Ponneri, TN with machining capabilities



Product Range:

- Ductile Iron Castings
- Grey Iron Castings



- Employees: 1,035[#]



- Manufacturing of Iron Castings



Research and Development:

- Our Gudur unit is recognised by Department of Scientific & Industrial Research, Government of India

Diverse Product Portfolio

Diverse Product Portfolio

Tractor Components



Hydraulic Lift Cover	Axle Housing
Transmission Clutch Housing	Centre/Differential Housing

Commercial Vehicle Chassis Components



Engine/Steering/Cab Brackets & Support	Bogie Suspension Bracket
Conventional Suspension Bracket	

Commercial Vehicle Axle Components



Differential Case (Plain)	Differential Case (Flanzed)	Bell Hub w/ Planetary Carrier
Brake Chamber Mounting Bracket	Forward Differential Carrier	Brake Drum
Bearing Cap	Rear Differential Carrier	

Powertrain Components



Gearbox Housing	Flywheel Housing
Exhaust Manifold	
Flywheel	Bearing Cap

Diverse Product Portfolio...

Off Highway Vehicles



Transmission Case



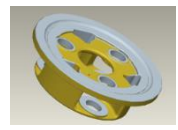
Converter Housing



Axle Housing



Planetary Carrier



Differential Case



Other Components

Steering Systems



Railways



Housing for Manual & Power Steering



Base Plates for Ballastless Track Systems



Brake Discs



Manufacturing Capabilities

Hawkeye Overview

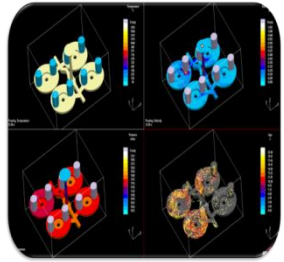


Factory floor



Technology Capabilities – Design, Tooling, Moulding, Machining and Inspection

Tool Optimization



MAGMAsoft for Metal flow simulation

Tool Design & Manufacturing



8 Vertical Machining Centers are available for tool making

Melting Facilities



Dual-Trak Medium Frequency Induction Furnaces

Chemical Analysis



Optical Emission Spectrometers from Switzerland

Moulding Sand Preparation



Automated Sand Preparation Systems



Mixers & Coolers from Kuenkel-Wagner, DISA & Simpson

Moulding Facilities



Kuenkel-Wagner High Pressure Moulding Line & ABP Presspour, Ponneri Plant



DISA Flex 70HS & DISA Flex 90 High Pressure Moulding Lines & Inductotherm Visipour Tundish, Gudur Plant

Certified for Standards in Manufacturing Process

Quality Certification – IATF 16949



EOHS Certification – BS OSHAS 18001



Quality Certification – ISO 9001



EOHS Certification – ISO 14001



Energy Management System – ISO 50001



Experienced Directors and Professional Management Team

Experienced Directors and Professional Management Team



- **Mr.D. Sessa Reddy , Chairman and Non-Executive Independent Director**



- **Mr. R. Mohan Reddy, Non-Executive Independent Director**



- **Mr. A. Balasubramanian, Non-Executive Independent Director**



- **Mr. P. Vijaya Bhaskar Reddy, Whole Time Director and Chief Financial Officer**



- **Ms. P. Divya, Non – Executive & Non - Independent Director**



- **Mr. P. Deepak, Managing Director and Chief Executive Officer**



- **Mr. S. K. Sivakumar, Company Secretary and Group Chief Financial Officer**

Employee Welfare

Recognition For Long Associations



Annual Sports Competitions



Attendance Awards



Social Welfare

Blood Donation Camps



Health Camps



Support to Schools



Environment

Tree Planting



Building with bricks made out of waste black sand



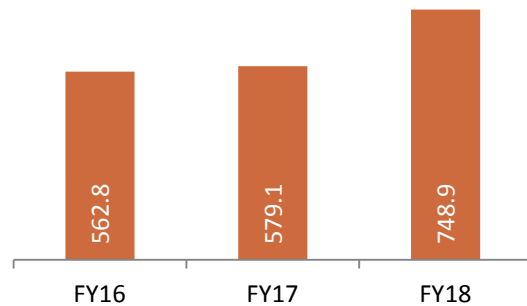
Together, Towards Green



Financial Performance

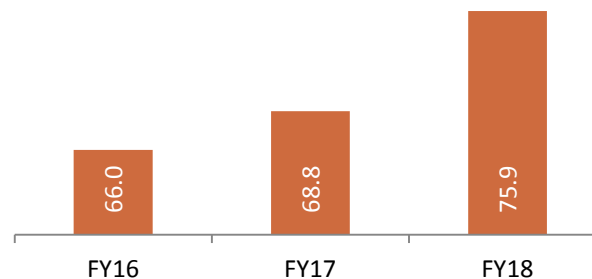
Robust Financials

Financials (INR Cr) and Margins%

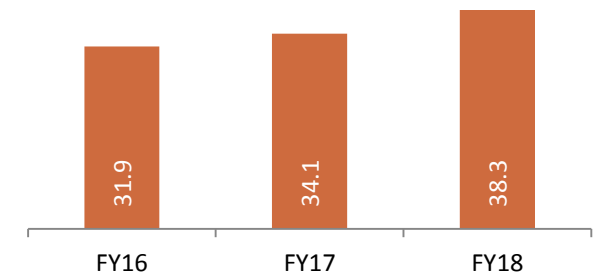


■ Revenue from Operations*

*Excluding Excise Duty; Including Other Income

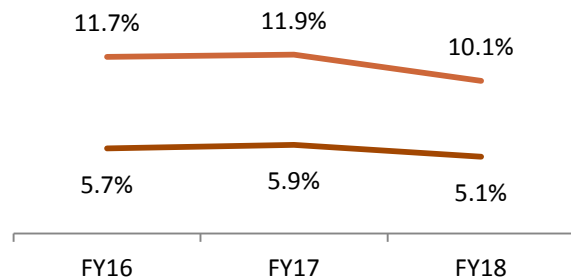


■ EBITDA



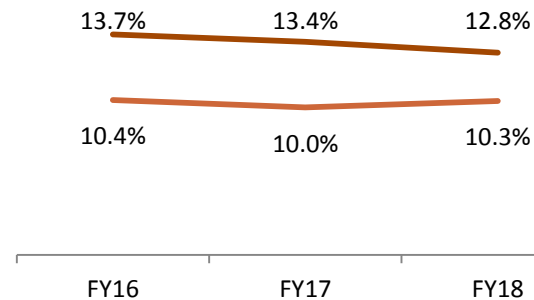
■ PAT

Margins %



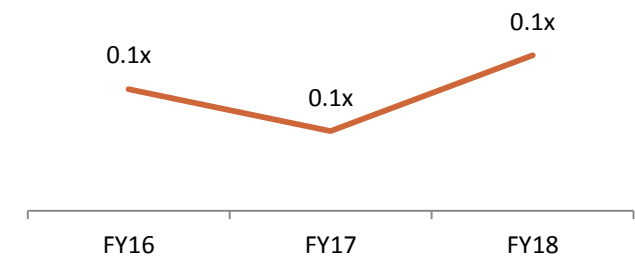
— EBITDA Margin% — PAT Margin%

Return Ratios%



— RoE% — RoCE%

Net Debt : Equity



— Debt to Equity

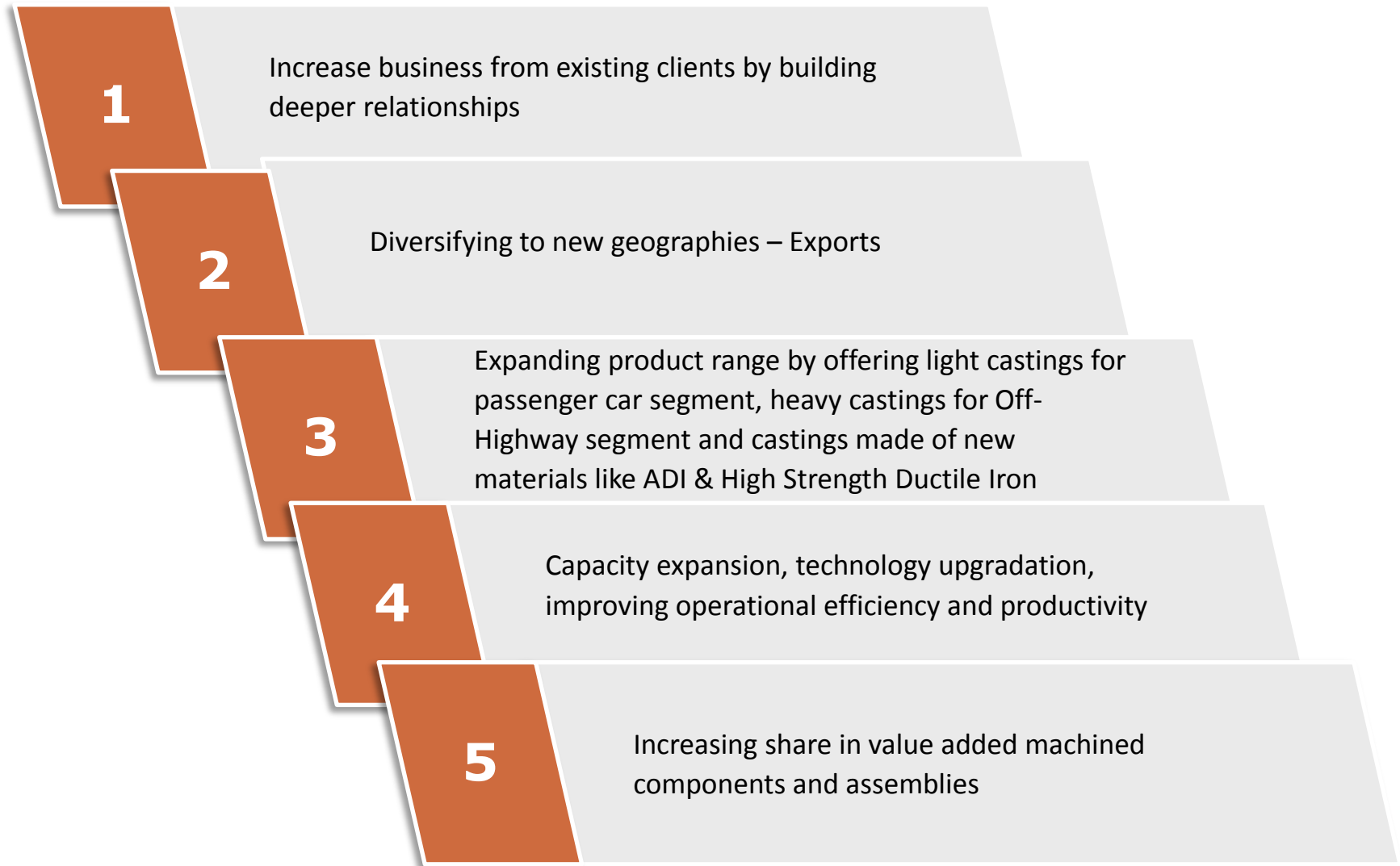
Source: Consolidated Audited Financial Statements; FY16 figures are in Indian GAAP, FY17 and FY18 figures are in Ind AS

RoCE = EBIT / (Gross Debt + Shareholder's Equity)

EBITDA = Profit Before Tax + Finance Cost + Depreciation

Growth Strategy

Our Strategy



Annexure

Consolidated Balance Sheet (INR Lakh)

PARTICULARS	As at 31st March 2018*	As at 31st March 2017*	As at 31st March 2016
ASSETS			
Non-Current Assets			
Property, Plant and Equipment	26406.08	27131.69	27416.19
Capital Work-in-Progress	4826.29	1238.47	978.58
Other Intangible Assets	30.31	17.06	39.68
Financial Assets:			
(i) Investments	54.07	11.12	8.74
Other Non-Current Assets	881.88	209.72	221.01
Total Non-Current Assets	32198.63	28608.06	28664.20
Current Assets			
Inventories	11116.16	9405.00	7400.6
Financial Assets:			
(i) Trade Receivables	11723.03	7596.93	6654.76
(ii) Cash and Cash Equivalents	5544.44	5344.20	5280.28
(iii) Bank balances other than (ii) above	13.42	15.25	
Other Current Assets	3351.25	3659.90	3655.34
Total Current Assets	31748.30	26021.28	22990.98
Total Assets	63946.93	54629.34	51655.18
EQUITY AND LIABILITIES			
Equity			
Equity Share Capital	1740.02	1740.02	1740.02
Other Equity	35004.76	32167.13	28768.74
Non-Controlling Interest	271.00	164.00	164.00
Total Equity	37015.78	34071.15	30672.76
Liabilities			
Non-Current Liabilities			
Financial Liabilities:			
(i) Borrowings	3000.00	-	646.15
Deferred Tax Liabilities (Net)	4094.94	4002.38	3851.34
Total Non-Current Liabilities	7094.94	4002.38	4497.49
Current Liabilities			
Financial Liabilities:			
(i) Borrowings	6782.24	7340.52	7385.24
(ii) Trade Payables	9440.03	6935.91	4866.43
Other Current Liabilities	3271.78	2117.76	3491.39
Provisions	342.16	161.62	741.87
Total Current Liabilities	19836.21	16555.81	16484.93
Total Equity and Liabilities	63946.93	54629.34	51655.18

Consolidated Profit & Loss Statement (INR Lakh)

PARTICULARS	For the Year ended 31st March 2018*	For the Year ended 31st March 2017*	For the Year ended 31st March 2016
Income:			
Revenue from Operations	76006.57	63764.34	62460.48
Other Income	431.59	454.67	208.94
Total Income (I+II)	76438.16	64219.01	62669.42
Expenses:			
Cost of Materials Consumed	35139.95	25227.01	26550.43
Changes in Inventories of Finished Goods & Work-in-Progress	-164.29	-829.02	-1566.43
Excise Duty	1552.53	6308.57	6390.81
Employee Benefits Expense	4615.04	4129.47	3942.01
Finance Costs	292.35	615.15	696.37
Depreciation & Amortisation Expense	1592.93	1342.38	1285.83
Other Expenses	27706.58	22505.25	20751.17
Total Expenses	70735.09	59298.81	51659.38
Profit Before Exceptional Items and Tax (III-IV)	5703.07	4920.20	4619.23
Exceptional Items	-	-	-
Profit before Tax (V-VI)	5703.07	4920.20	4619.23
Tax Expenses:			
(1). Current Tax	1783.90	1333.70	1015.04
(2). Defferred Tax (Others)	92.94	175.12	417.26
	1876.84	1508.82	1432.3
Profit for the Period (VII-VIII)	3826.23	3411.38	3186.93
Other Comprehensive Income			
A. (i) Items that will not be reclassified to Profit or Loss			
- Remeasurement of Defined Benefit Plans	70.64	19.86	-
(ii) Income tax relating to items that will not be reclassified to Profit or Loss	-24.45	-6.87	-
B. (i) Items that will be reclassified to Profit or Loss	-	-	-
(ii) Income tax relating to items that will be reclassified to Profit or Loss	-	-	-
Total Other Comprehensive Income, net of taxes	46.19	12.99	
Total Comprehensive Income for the period (IX-X)	3780.04	3398.39	3186.93
Earnings per Equity Share:			
(1). Basic	4.40	3.92	3.66
(2). Diluted	4.40	3.92	3.66