

MWL/CS/NSE/2023-24/48

Date: 07<sup>th</sup> December, 2023

To,  
Listing Compliance Department,  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block-G,  
Bandra Kurla Complex, Bandra,  
Mumbai-400 051, Maharashtra

**Company Symbol: MWL, ISIN: INE0JYY01011**

**Sub: Investor Presentation on financial results for half year ended 30<sup>th</sup> September, 2023:**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we attach herewith the Investor Presentation on the Un-Audited Financial Results of the Company for the half year ended 30<sup>th</sup> September, 2023.

The above investor Presentation is also available on the website of the Company.

You are requested to kindly take the same on your record.

Thanking You,

Yours faithfully,  
For, Mangalam Worldwide Limited



\_\_\_\_\_  
Fageshkumar R. Soni  
Company Secretary & Compliance Officer  
Membership No. F8218

Encl: As Above

**Mangalam Worldwide Limited**

(Formerly known as Mangalam Worldwide Private Limited)  
(CIN: L27100GJ1995PLC028381)

Regd. Office: 102, Mangalam Corporate House, 42, Shrimali Society, Netaji Marg, Mithakhali, Navrangpura, Ahmedabad-380009, Gujarat (INDIA)  
Tel: +91 79 61615000 (10 Lines) Email: [info@groupmangalam.com](mailto:info@groupmangalam.com) Website: [www.mangalamworldwide.com](http://www.mangalamworldwide.com)



# Mangalam Worldwide Limited

Investor Presentation



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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

The background of the slide is a composite image of industrial scenes. On the left, there is a close-up of a ladle filled with bright orange molten metal. On the right, there is a view of industrial machinery, possibly a roller or mill, with a large cylindrical component. The entire background is partially obscured by a large white diamond shape with a thick blue border.

# **Company Overview**



# Mangalam Worldwide @ Glance

**Mangalam Worldwide Limited** (Mangalam the Company) established in 1995, is a fully integrated stainless steel manufacturing company with in-house Melting plant, Rolling Mill, Bright Bar manufacturing and seamless & welded pipes manufacturing facility. With its end to end manufacturing prowess, Mangalam provides complete range of products to its customers ranging from Billets, Ingots, Bright bars to Pipes & Tubes.

The company markets its stainless steel products under the brand names '**Mangalam Saarloh**' and '**Mangalam Tubicore**.'

The Company's Manufacturing plants are located at Halol (Unit-I), Changodar (Unit-II), and Kapadvanj (Unit-III and Unit-IV).

Unit-I, located in Halol, has an installed manufacturing capacity of 66,000 metric tons per annum for Stainless Steel Billets and ingots, encompassing various series such as 200 series, 300 series and 400 series.

Changodar is equipped with an installed rolling capacity of 90,000 metric tons per annum for SS Flat / Round bars.

The Bright Bar Unit and Seamless Pipe Unit at Kapadvanj are equipped with state of the art machinery to manufacture high value added products such as Bright Bars, Seamless pipes & tubes.

The Company was listed on "NSE Emerge" in July-2022 with an IPO size of INR 66 Crores.



**25+**

Year of Experience

**4**

Manufacturing Units

**15+**

States Presence Across India

**1,80,000+**

MTPA Capacity

**1,25,000+**

sq. mt. Plant Area

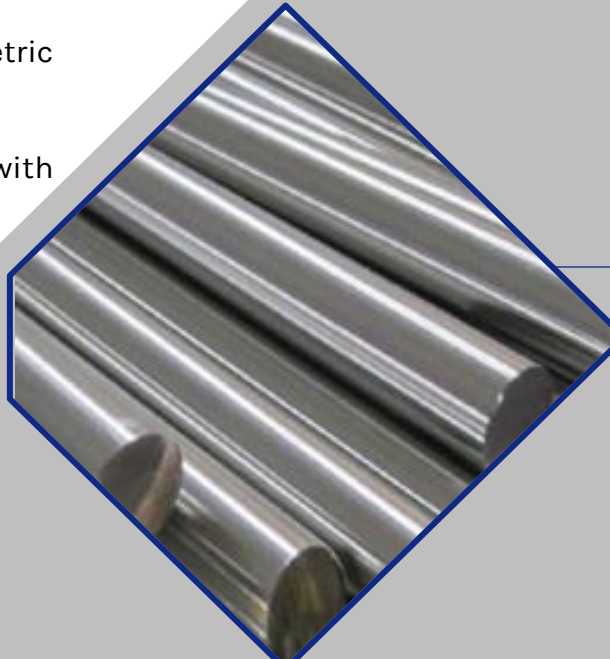
**750+**

Workforce

**ISO 9001:2015**  
**ISO 45001:2018**  
**ISO 14001:2015**  
Certified

**FY23**

₹ 401.56 Cr : Revenue  
₹ 17.30 Cr : Op. EBITDA  
₹ 7.51 Cr : PAT





## Vision



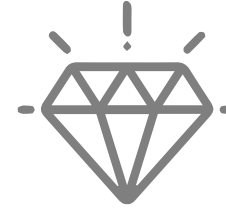
To place strong emphasis on the consistent and reliable quality of our products and services. Company's core values include a commitment to safety, harmony, innovation, and an ongoing dedication to continuous improvement.



## Mission



To achieve and maintain a leading position by ensuring customer satisfaction, fostering the growth and development of people, caring for society, and earning the trust and confidence of our stakeholders.



## Values



Customer Satisfaction  
People Development  
Society Care



# A Timeline Of Mangalam Group

**1942**

The group business started by Late Shri Tejmal Ji Mangal at Beawar, Rajasthan (western part of India)

**1975**

One more branch office was opened in Jaipur due to growing business opportunities and flourishing demand

**2007**

Structured Business Division started at Ahmedabad

**2018**

Commencement of manufacturing of Castor Oil at Harij, Gujarat.

**2020**

A new Vertical Mangalam Dura for environment friendly colours started.- Mangalam Global listed on NSE main board

**2022**

- Completed acquisition of AMCPL and merged with company
- Started Retail Marketing of Edible Oil i.e. Mustard and Soya Oil with Brand Name : LAGNAM
- The Company listed on NSE Emerge Platform

A new branch office was opened in Ajmer, a major city of Rajasthan. It was headed by Shri Om Prakash Mangal

**1962**

The Company Incorporated on December 11, 1995 as 'Temchem Exports Private Limited'

**1995**

A wholly owned subsidiary office started at Singapore

**2011**

A new vertical for Stainless Steel Manufacturing with **"Mangalam Saarloh"** brand. Mangalam Global listed on NSE Emerge

**2019**

Started Rice and Wheat Mill at Ahmedabad

**2021**

- Started Manufacturing & Marketing of Seamless Pipes & Tubes with Brand Name **"Mangalam Tubicore"**
- Completed acquisition of VICOR and merged with MSPL
- Completed acquisition of HMIPL and Agro division merged with MGEL & Steel division merged with company

**2023**



# Recognized For Excellence: Our Certifications And Awards

At Mangalam Worldwide, we focus on building excellent products that are subject to stringent quality standards. Our sound infrastructure coupled with our zero tolerance quality policies help us manufacture products of high value, which have critical applications in industries such as food and dairy equipments, superior grade utensils, oil and gas, aerospace and medical devices sector.







**TUBACEX  
INDIA**

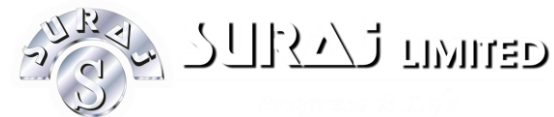
**TUBACEX  
GROUP**



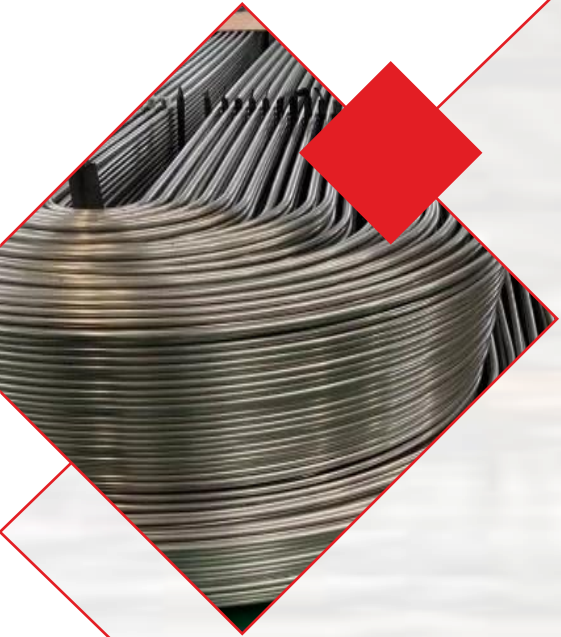
**VOLTAS**



**KISAAN  
DieTech**



**Top 10 Customer Contributes 58.13% of Revenue in H1 FY24**



## **Strategic Location:**

Manufacturing units in Halol, Changodar and Kapadvanj with excellent infrastructure and connectivity.



## **Scalable Business Model:**

Adaptable to diverse industry segments and efficient procurement capabilities.



## **Customer Relationships:**

Long-term trust-based relationships with customers for expansion.



## **Cost Efficiency:**

Measures for cost-effective production and timely order fulfillment.



## **Captive Consumption:**

Ability to use in-house manufactured stainless steel products for reduced costs.

The background of the slide is a composite image of industrial scenes. On the left, there is a large, dark, cylindrical industrial container filled with bright orange molten metal. On the right, there is a close-up of industrial machinery, including a large horizontal roller or mill. A large, light gray diamond shape with a thick dark blue border is centered over the image, containing the text.

# **Business Overview**





**28,328 sq. mtrs.** along with construction, including factory sheds and building, admeasuring about **9,225.26 sq. mtrs**

## Products

### Stainless Steel (SS) Billets & Ingots:

- 200 Series
- 300 Series (including 304L and 316L)
- 400 Series
- Special steels like 17/4 PH, Duplex and Super duplex Steel



**3,821 sq. mtrs** along with construction, including factory sheds and building, admeasuring about **3,494 sq. mtrs**

## Products

SS Flat Bars  
SS Round Bars  
SS RCS (Round Corner Square) Bars



## Products

### Stainless Steel Bright Bars

- 200 Series
- 300 Series
- 400 Series
- Special Chemical Composition grades steel like 17/4 PH, Duplex & Super Duplex Steel
- 5 mm dia to 100 mm dia
- Equivalent to ASME, EN, DIN, JIS, NFA, NORSOK, GHOST



## Products

### Stainless Steel Seamless Pipes

- 300 Series (including 304L and 316L)
- 400 Series
- Special steels like Duplex and super duplex steel

## Products

### Stainless Steel Seamless Tubes, U Tubes

- Size : 6mm to 60.3mm OD
- Thickness : 0.89mm to 4mm
- Equivalent to ASME, EN, DIN, JIS, NFA, NORSOK, GHOST



## Stainless Steel (SS) Billets & Ingots

Company's state-of-the-art manufacturing facilities at Halol in Gujarat, are engaged in manufacturing SS Billets and Ingots in various engineering grades of stainless steel.



### 200 Series

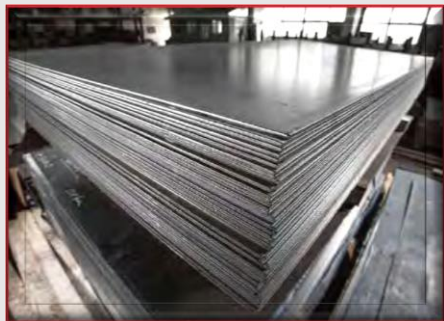
Referred to as chrome-manganese (CrMn) stainless steel, is a class of austenitic and highly corrosion-resistant stainless steel that is characterized as having low nickel content.

### 300 series

Harden-able only by cold working methods and classified as austenitic, are grades of stainless steel that have approximately 18% - 30% chromium and 6% - 20% nickel as their major alloying additions.

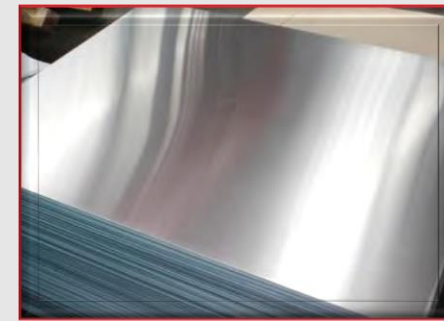
### 400 series

A ferritic and martensitic alloy, provides a good combination of strength and high wear resistance. Its corrosion-resistance properties are lower than 300 series.



### 316L Stainless Steel

A durable alloy that can resist pitting with solutions that contain chlorides and halides. In extreme temperatures, this stainless steel series alloy has tensile, creep, and stress rupture strength.



### 304L Stainless Steel

A low carbon alloy that finds useful applications in welding because of its reduced carbon content.





## Stainless Steel Flat Bars

These are produced by re-heating billets and rolling them into required sizes. Our Stainless Steel Flat bars are supplied to customers in various thickness from 10.5 mm to 21 mm.



## Stainless Steel Round Bars



These are produced by rolling billets into the required round sizes.





## Stainless Steel Bright Bars

Bright Bars, produced via peeling/cold drawn processing, come in diverse grades and lengths up to 6.5 meters. They're finely polished with precise measurements to meet specific customer needs.



## Stainless Steel Seamless Pipes & Tubes



Seamless Pipes are produced in all major stainless steel grades, sizes and specifications like ASTM, ASME, DIN, EN, JIS, NF etc., as required by the industry.



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# Management Overview





**Mr. Vipin Prakash Mangal**  
Chairman

**Experience – 36+ Years**

Mr. Vipin Prakash Mangal, a Commerce graduate from the University of Ajmer, is a seasoned professional with a strong background in the manufacturing and trading of various commercial commodities and affiliated consultancy services.

He is also well-versed in business management, strategy development, planning, and implementation. As a third-generation industrialist, he has been a key contributor to the growth and development of our business.



**Mr. Chanakya Prakash Mangal**  
Managing Director

**Experience – 9+ Years**

Mr. Chanakya Prakash Mangal, with a Bachelor's degree in Commerce from Gujarat University, specializes in operations, accounts, finance, and administration.

He holds a pivotal role in the company's administration, and under his guidance, our company has fostered strong public relations.



**Mr. Chandragupt Prakash Mangal**  
Managing Director

**Experience – 7+ Years**

Mr. Chandragupt Prakash Mangal holds a degree in Supply Chain Management from the Kelley School of Business, Indiana University, and has achieved a level II badge from the CFA Institute.

He is responsible for overseeing the company's manufacturing units and has been instrumental in cultivating strong public relations for the company.



**Mr. Vipin Prakash Mangal**  
Chairman



**Mr. Chanakya Prakash Mangal**  
Managing Director



**Mr. Chandragupt Prakash Mangal**  
Managing Director



**Mr. Mohit Agrawal**  
Whole Time Director and Chief  
Financial Officer



**Mrs. Pritu Gupta**  
Independent Director



**Mrs. Sarika Modi**  
Independent Director



**Mr. Anilkumar Shyamlal Agrawal**  
Independent Director



**Mr. Fageshkumar R. Soni** Company  
Secretary & Compliance Officer

The background of the slide is a composite image of industrial scenes. On the left, there is a large, dark, cylindrical industrial vessel or furnace containing a bright, glowing orange-red liquid, likely molten metal. On the right, there is a close-up of industrial machinery, including a large horizontal roller or mill, with various mechanical components and a dark, cylindrical part. A large, light gray diamond shape with a thick dark blue border is centered over the image, containing the text.

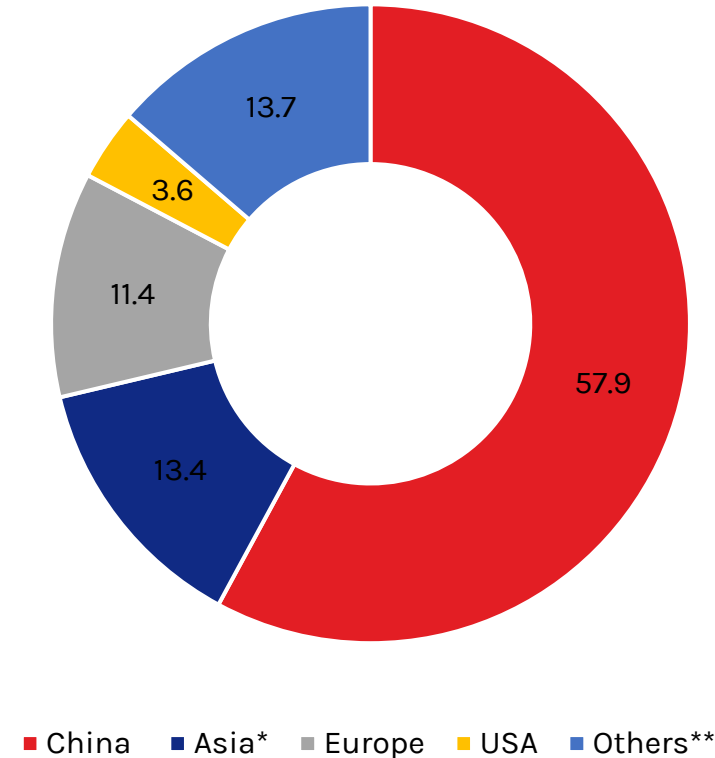
# Industry Overview



Global crude steel production increased from 1,735 MT in 2017 to 1,878 MT in 2022, growing at a CAGR of 1.60 percent

- Global steel production has increased from 850 MT in 2000 to 1,878.5 MT in 2022
- China dominated the production, followed by India and Japan respectively contributing 53 percent, 6 percent, and 5 percent of the total steel production
- China BaowuGroup accounted for the largest production capacity with a production of 119.95 MT in 2021. The production by the company occupied 6.1 percent of the global production shares. ArcelorMittal was the second-largest company accounting for 4 percent of the global share and producing 79.26 MT of crude steel.
- Steel manufacturing is a critical industry worldwide and a heavily traded commodity. The global trade of steel has a significant effect on the global economy and the competitiveness of different countries.

World production of stainless steel in 2022



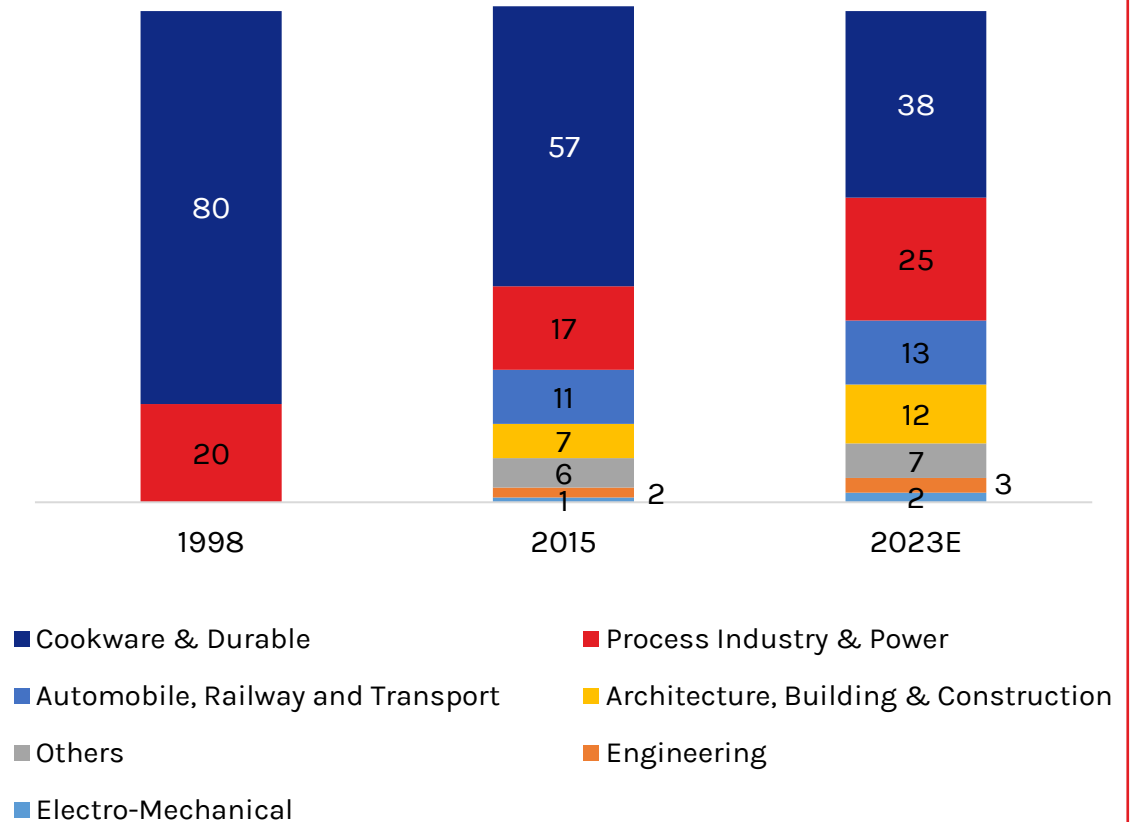
\*excluding China and South Korea

\*\*Brazil, South Africa, Indonesia, South Korea, Russian Federation

- The domestic demand for stainless steel was at 4 million tonnes (MT) in fiscal 2021-2022
- Adoption of stainless steel is increasing because of its higher durability and lower maintenance. Demand from railways is expected to more than triple by fiscal 2025 and constitute 20 per cent of incremental demand for the metal over fiscal 2023-2025.
- Demand from other major sectors with application of stainless steel, including consumer goods (45 per cent of demand) and process industry (25 per cent), is also expected to grow at a healthy clip of 7-9 per cent over the next 3-5 fiscals given higher consumer spends and recovery in consumption.

The domestic stainless steel demand is expected to grow at a compound annual growth rate (CAGR) of 9 per cent till 2024-25 financial year

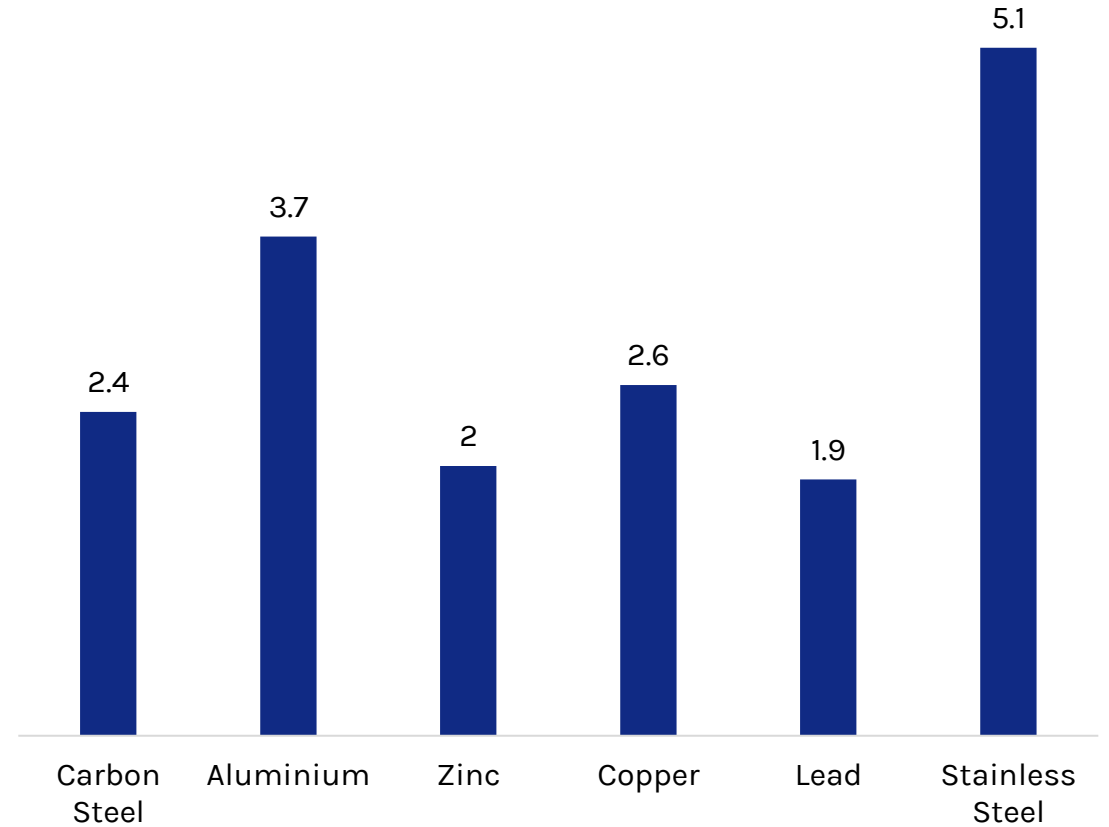
## Consumption Pattern Across Industries



India is world's second biggest crude steel producer. Output jumped 4.2% to a record 125.3 million tonnes in 2022-23.

- India's steel consumption is expected to grow by 7.5% during the current fiscal year to March 2024, boosted by rising demand from the domestic construction, railways and capital goods sectors
- Steel demand is expected to be 128.9 million tonnes during 2023-24, up from 119.9 million tonnes during the previous year, the Indian Steel Association (ISA) said in a statement

Compound Annual Growth Of Major Metals (1980-2020)





# Driving Forces Behind India's Steel Sector Growth



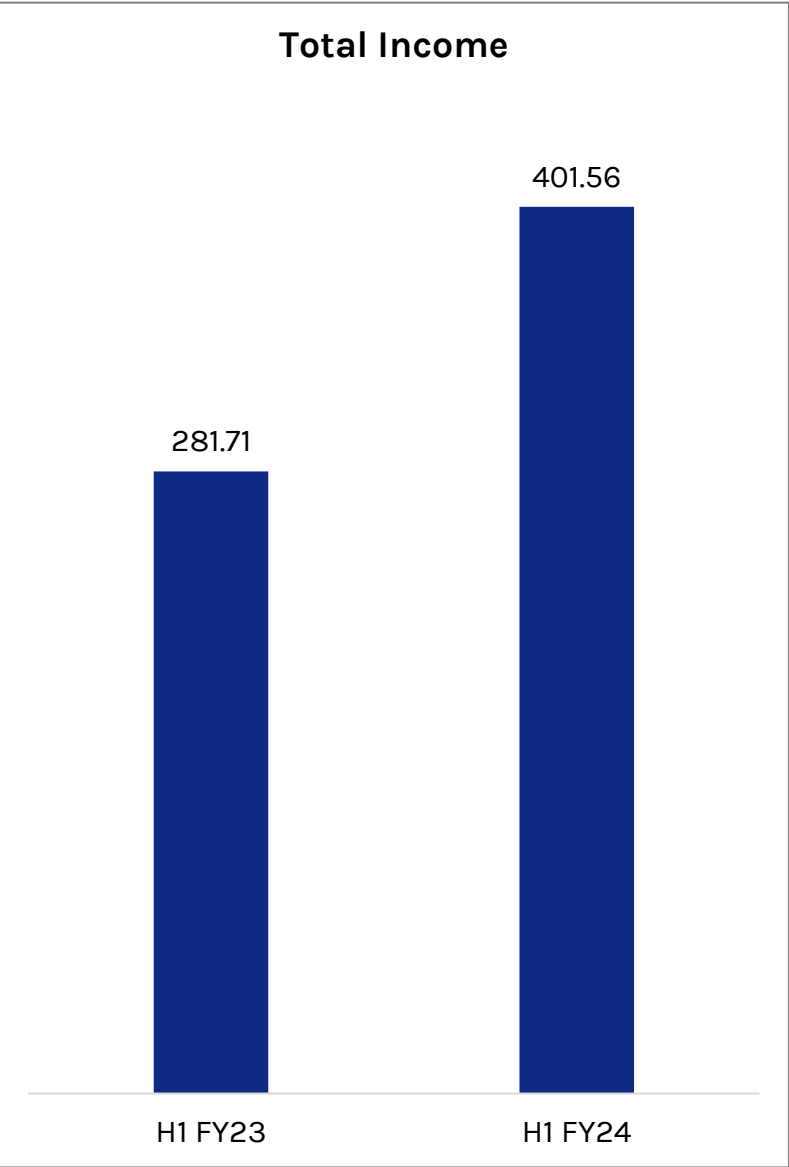
Source: Tatanexarc

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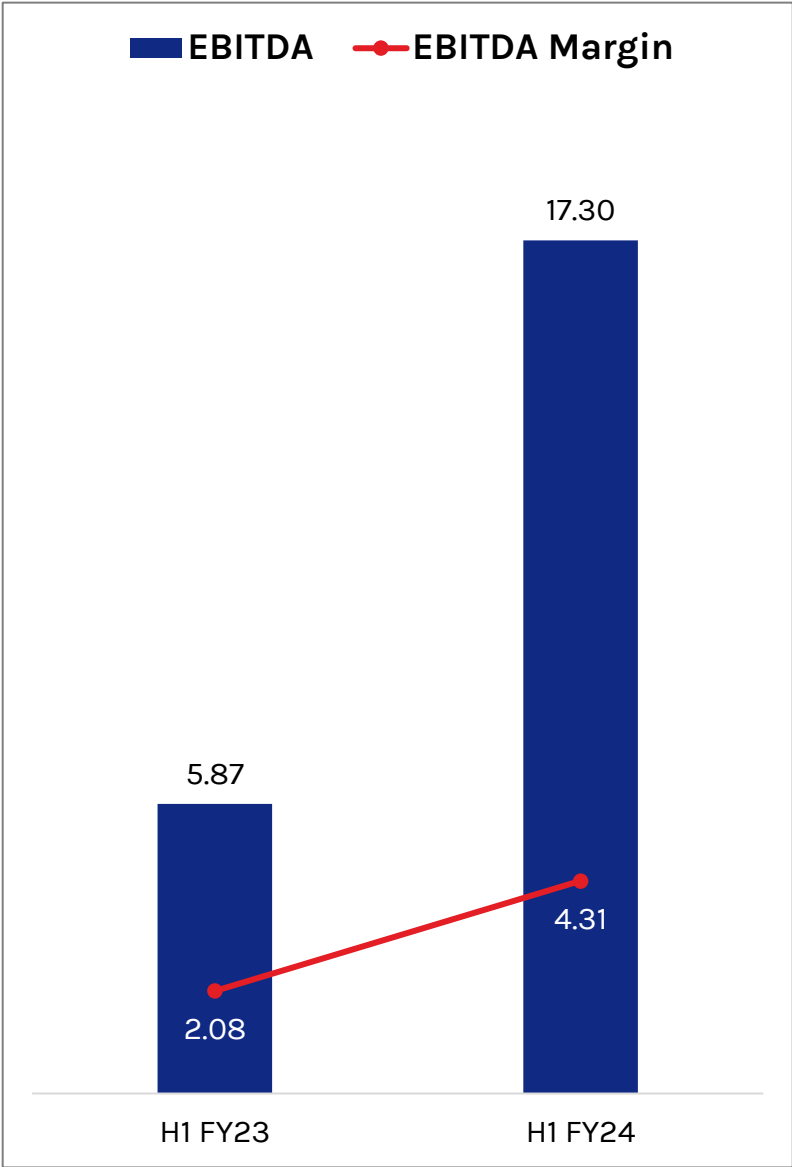
# **Financial Overview**

# H1 FY24 Consolidated Performance Highlights

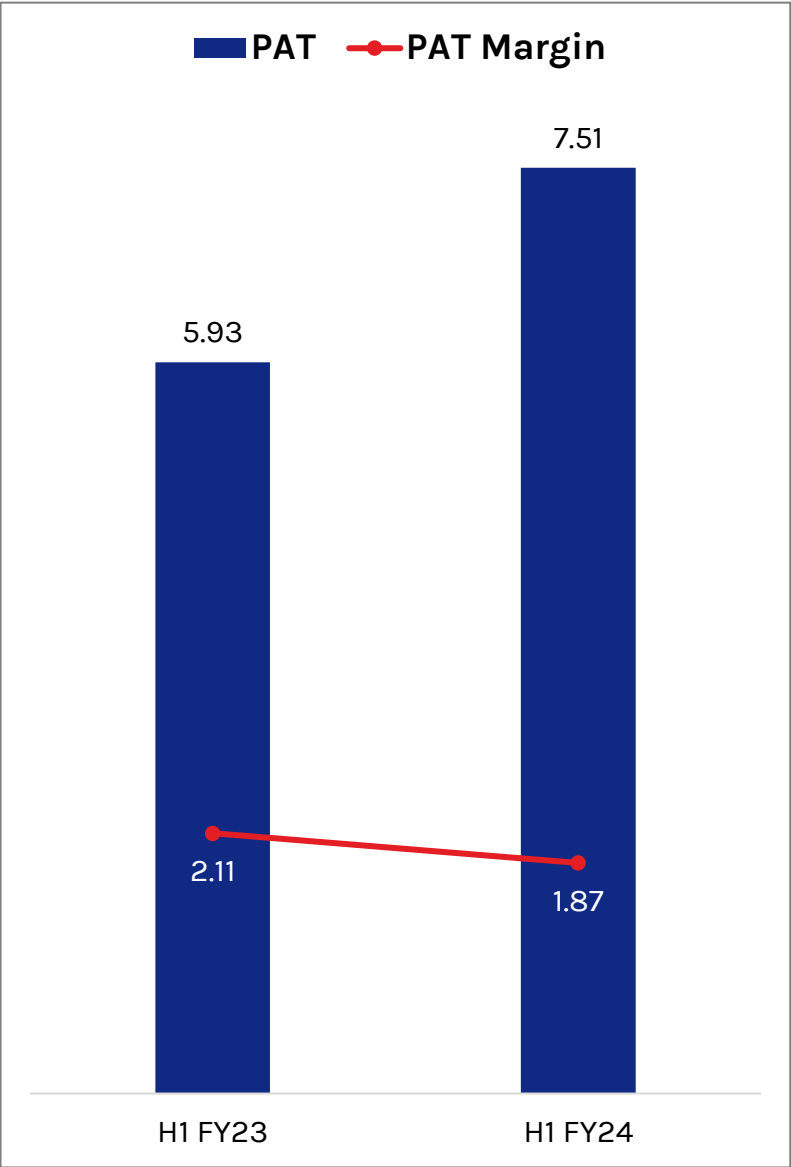
Total Income



EBITDA EBITDA Margin



PAT PAT Margin



All Figures In ₹ Cr & Margin In %



# Consolidated Profit & Loss Statement

In ₹ Cr

Particulars	H1 FY24	H1 FY23	Growth in %
Revenues	400.40	280.60	
Other Income	1.15	1.11	
<b>Total Income</b>	<b>401.56</b>	<b>281.71</b>	<b>42.54</b>
Raw Material Expenses	323.31	222.71	
Employee costs	7.91	5.33	
Other expenses	53.04	48.02	
Total Expenditure	384.26	275.85	
<b>EBITDA</b>	<b>17.30</b>	<b>5.87</b>	<b>194.80</b>
Finance Costs	6.30	0.75	
Depreciation	3.34	2.04	
PBT	7.66	3.08	
Exceptional item	0.00	3.53	
PBT after exceptional item	7.66	6.61	
Tax	0.15	0.68	
PAT	7.51	5.93	
<b>Total Comprehensive Income</b>	<b>7.50</b>	<b>6.05</b>	<b>23.93</b>
EPS	3.06	2.82	

# Consolidated Profit & Loss Statement

In ₹ Cr

Particulars	FY23	FY22	FY21
Revenues	644.48	523.03	303.16
Other Income	1.45	0.29	0.15
<b>Total Income</b>	<b>645.94</b>	<b>523.32</b>	<b>303.31</b>
Raw Material Expenses	527.17	400.62	221.84
Employee costs	12.13	5.72	3.77
Other expenses	86.76	105.24	71.81
Total Expenditure	626.06	511.57	297.42
<b>EBITDA</b>	<b>19.88</b>	<b>11.76</b>	<b>5.89</b>
Finance Costs	2.76	2.18	2.21
Depreciation	5.22	1.14	0.03
PBT	11.91	8.43	3.65
Exceptional item	3.52	10.16	0.00
PBT after exceptional item	15.43	18.59	3.65
Tax	1.21	-6.20	-0.94
PAT	16.29	12.39	2.70
<b>Total Comprehensive Income</b>	<b>16.29</b>	<b>12.39</b>	<b>2.70</b>
EPS	7.31	9.27	134.15

# Consolidated Balance Sheet

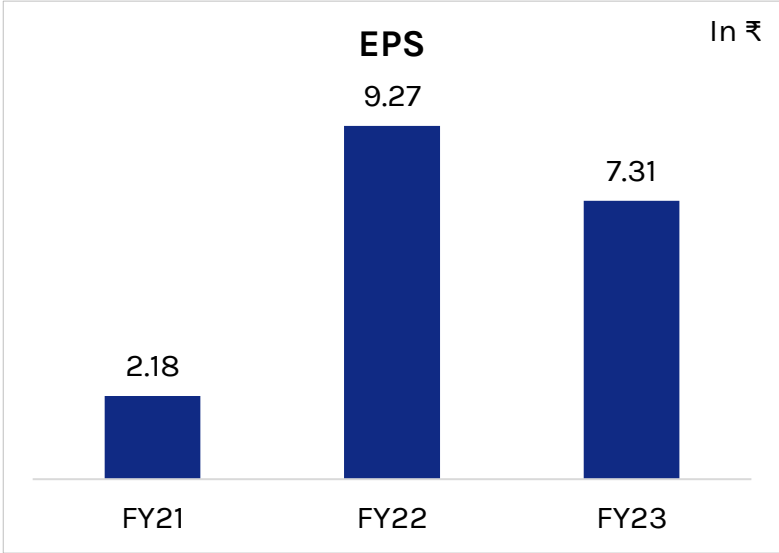
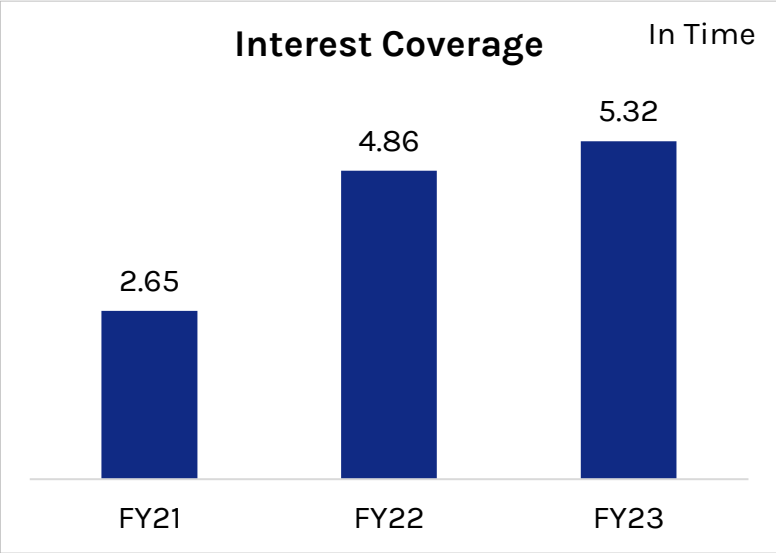
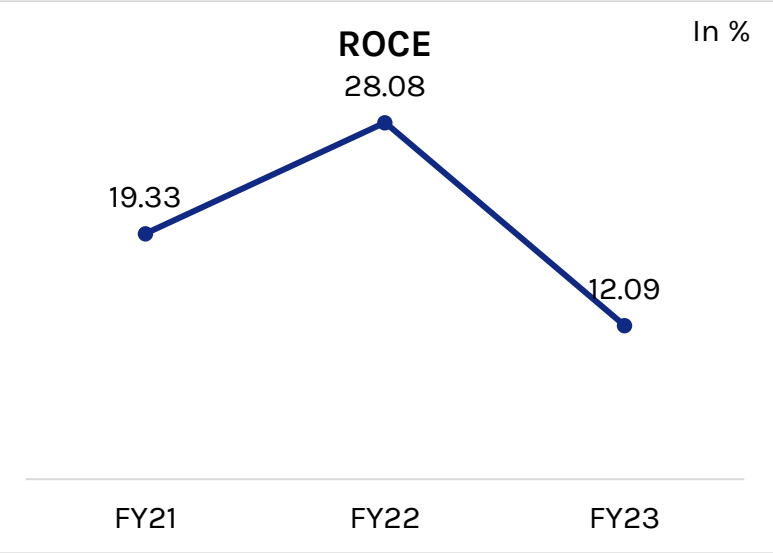
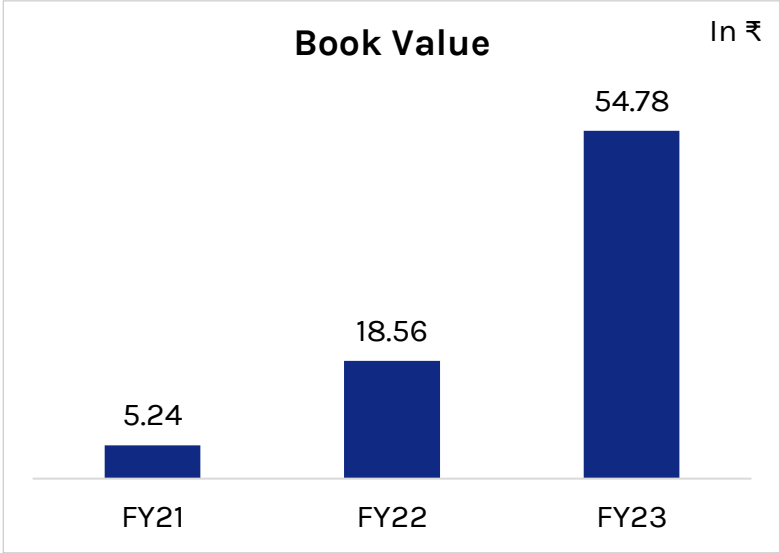
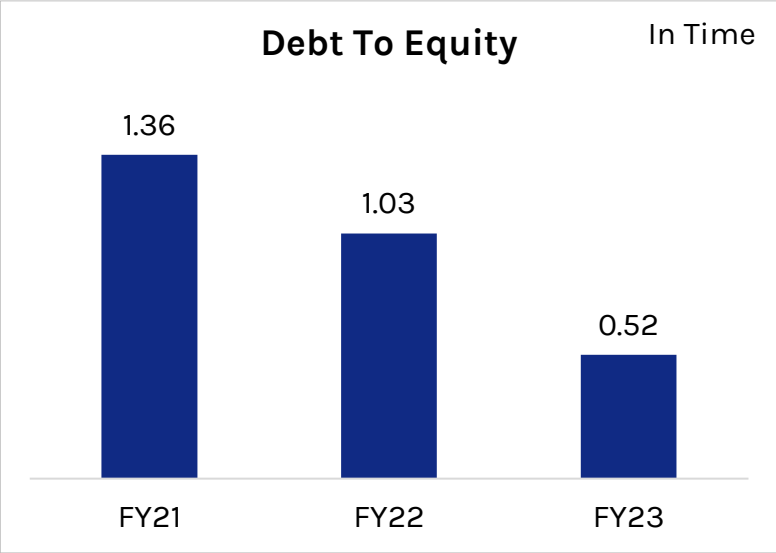
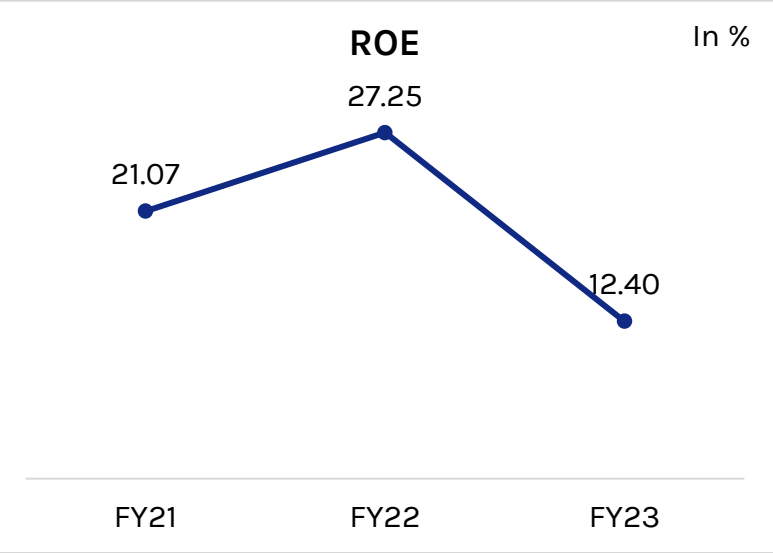
In ₹ Cr

Assets	FY23	FY22	FY21
<b>Non Current Assets</b>			
Fixed assets	89.83	50.35	1.40
Non Current Investments	4.33	4.70	5.83
Other Non Current Financial Assets	0.00	0.00	0.00
Long-Term Loans and Advances	1.25	2.16	0.44
Deferred Tax Assets (Net)	0.00	0.00	0.00
Other Non Current Assets	0.53	0.16	0.14
<b>Total Non Current Assets</b>	<b>95.93</b>	<b>57.37</b>	<b>7.81</b>
<b>Current Assets</b>			
Inventories	64.52	34.88	25.43
Trade receivables	52.19	15.47	9.54
Cash & Bank Balance	12.30	5.30	0.85
Other Current Financial Assets	0.00	0.00	0.00
Current Tax Assets (Net)	0.00	0.00	0.00
Short-Term Loans and Advances	32.70	9.64	3.83
Other Current Assets	0.00	0.00	0.00
<b>Total Current Assets</b>	<b>161.72</b>	<b>65.29</b>	<b>39.65</b>
<b>Total Assets</b>	<b>257.65</b>	<b>122.66</b>	<b>47.46</b>

Equities & Liabilities	FY23	FY22	FY21
Equity	24.50	18.01	0.20
Reserves	109.71	27.47	12.63
Non Controlling Interests	0.00	0.00	0.00
<b>Net Worth</b>	<b>134.21</b>	<b>45.48</b>	<b>12.83</b>
<b>Non Current Liabilities</b>			
Non Current Borrowings	0.56	0.22	0.02
Lease Liabilities	0.00	0.00	0.00
Deferred Tax Liability	4.96	6.19	0.00
Long Term Provision	16.17	0.00	0.00
<b>Total Non Current Liabilities</b>	<b>21.68</b>	<b>6.41</b>	<b>0.02</b>
<b>Current Liabilities</b>			
Current Borrowings	74.46	46.93	17.47
Lease Liabilities	0.00	0.00	0.00
Trade Payables	12.36	18.13	16.23
Short Term Provisions	3.33	0.07	0.19
Other Current Liabilities	11.61	5.63	0.72
<b>Total Current Liabilities</b>	<b>101.77</b>	<b>70.77</b>	<b>34.61</b>
<b>Total Liabilities</b>	<b>257.65</b>	<b>122.66</b>	<b>47.46</b>



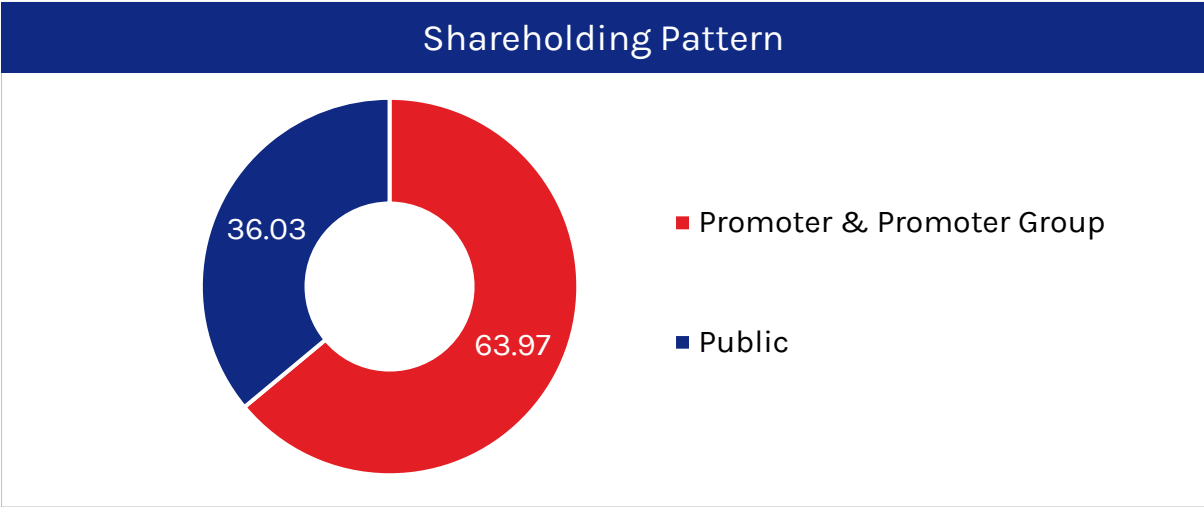
# Consolidated Key Ratios



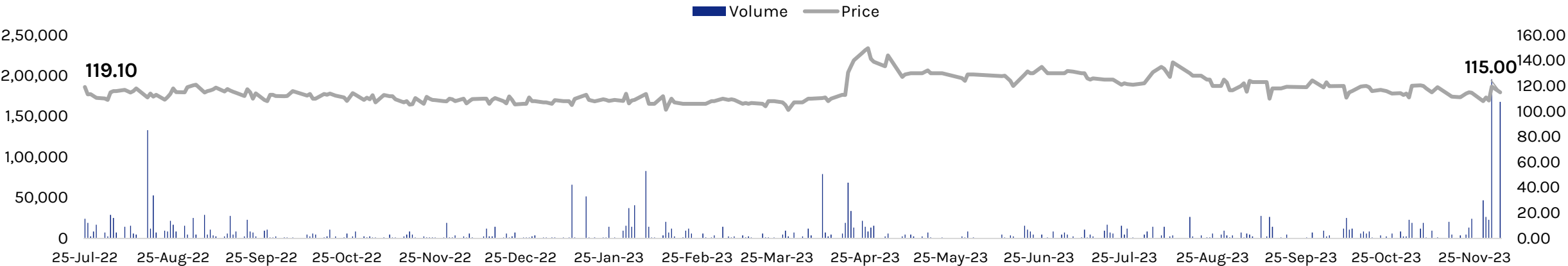
As on 04-12-2023

Stock Information	
NSE Code	MWL
ISIN	INEOJYY01011
Share Price ₹	115.00
Market Capitalization ₹ Cr	281.76
No. of Share Outstanding	2,45,00,674
Face Value ₹	10.00
52 Week High ₹	160.00
52 Week Low ₹	89.00

As on 30-09-2023



Share Performance From 25th July 2022 Till Date





Mangalam Worldwide Limited  
102, Mangalam Corporate House,  
42, Shrimali Society, Netaji Marg,  
Mithakhali, Navrangpura,  
Ahmedabad - 380009 Gujarat, India  
Email: [investor@groupmangalam.com](mailto:investor@groupmangalam.com)  
Phone: +91-79-6161 5000  
Website: <https://mangalamworldwide.com/>



713-B, Lodha Supremus II, Wagle Estate,  
Thane West - 400 604.  
Email: [info@kirinadvisors.com](mailto:info@kirinadvisors.com)  
Phone: 022 4100 2455  
Website: [www.kirinadvisors.com](http://www.kirinadvisors.com)



# Thank You