

MMP Industries Limited

B-24, MIDC, Hingna Road, Nagpur-440016
CIN : L32300MH1973PLC030813

Tel : (07104) 668000,
Email : sales@mmpil.com
Web : www.mmpil.com



THROUGH ONLINE FILING

Ref. No.: MMPIL / NSE / 2022 / 010

Friday, the 25 day of February 2022

The Manager, Listing Department,
National Stock Exchange of India Limited
"Exchange Plaza", C - 1, Block G,
Bandra - Kurla Complex, Bandra (East),
MUMBAI - 400 051

Sub: Investor Presentation dated 25 February 2022 for Un-audited Financial Results of the Company for the Quarter (Q-3) ended 31st December, 2021

Ref: NSE Script Code - MMP

Dear Sir / Madam,

With reference to the captioned subject, kindly find enclose Investor Presentation dated 25th February, 2022 with respect to Un-audited Financial Results of the Company for the Quarter (Q-3) ended 31st December, 2021.

The aforesaid presentation is also made available on the Company's Website www.mmpil.com.

You are therefore, kindly requested to place the aforesaid information on records and do the needful.

Sincerely,

For **MMP Industries Limited**

CS Milind Suryakant Rao

Company Secretary

ICSI Membership No. ACS - 48012

40, A-1, Kalyan Apartment, (W) Samarth Nagar,
Wardha Road, Nagpur - 440015, MH, IN.



Encl: As Above.



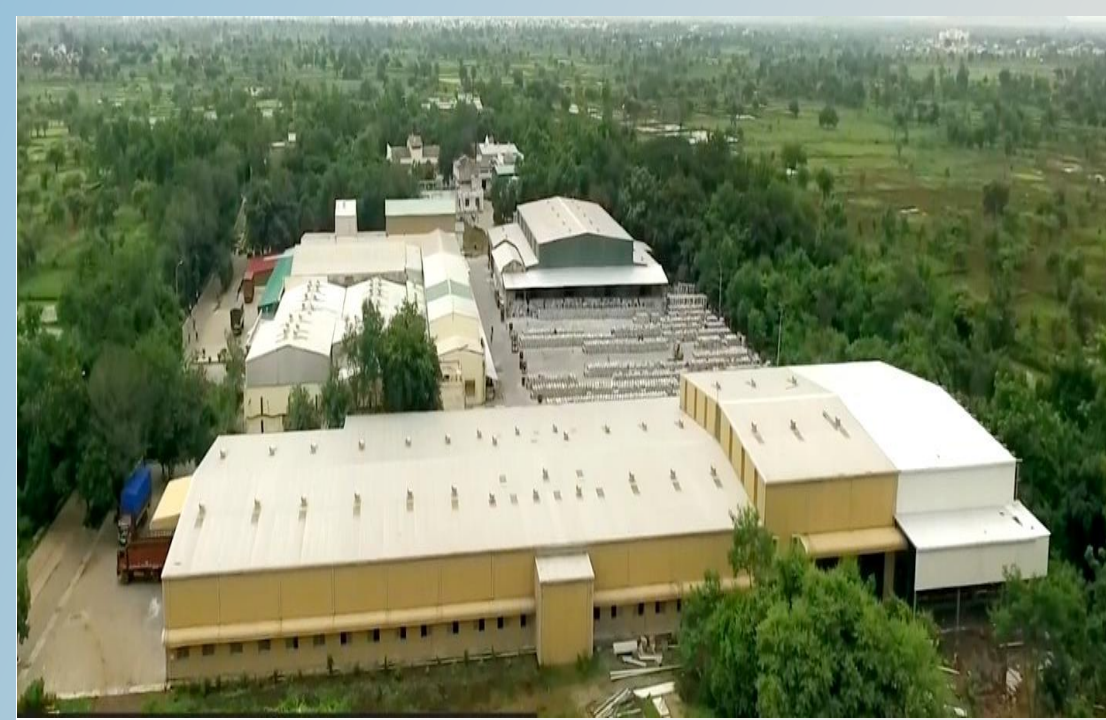
Leadership & Excellence In Aluminium

INVESTOR PRESENTATION

FEBRUARY 2022

Agenda

- 1 About MMP Industries
- 2 Business/Industry Overview
- 3 Financial Overview
- 4 Investment Rationale



About MMP Industries Limited (MMPIL)

Leading Manufacturer Of

- Aluminum Powders
- Aluminum Foils
- Aluminum Conductors / Cables

MMPIL at a glance



Leading manufacturer of aluminium powders, aluminium foils and aluminium conductors / cables for various industries like Explosives, Concrete Blocks, Pesticides, Paint and Power Transmission



Large Customer base in diversified industries with strong customer retention and sizeable market share



Association with Global Industry leader "Toyo Aluminium K.K. Japan" would help in moving up the value chain alongside technological support

ALUMINIUM POWDERS

CAPACITY

20,000 MTPA

3 Y AVG. REVENUE CONTRIBUTION

91%

ALUMINIUM CONDUCTORS / CABLES

CAPACITY

7,200 MTPA

3 Y AVG. REVENUE CONTRIBUTION

7%

ALUMINIUM FOILS*

CAPACITY

5000 MTPA

**New Business*

- Significant investment in R&D to develop various grades of Aluminium powder and related products.
- Exports across the globe to countries in Europe, Middle-East, Africa and the Asia Pacific in addition to domestic market.
- Pioneer in AAC Block segment in construction industry with an extensive range of aluminium powders
- MMPIL has diversified into the field of aluminium conductor & Aerial Bunch Cables and set-up a plant with an installed capacity of 7200 MTPA in the first phase

Valuable Partners



01

MMPIL

Promoter Holding: 74.48% | Public Holding: 25.52%

02

STAR CIRCLIPS & ENGINEERING LTD.

MMPIL Holding: 26.06% | Promoter Holding: 73.94%

- Largest manufacturer of Circlips, retaining rings and carbon steel fasteners in India
- Portfolio of 800+ products supplied to the Global Automobile industry

03

TOYAL MMP INDIA PVT LTD.

MMPIL Holding: 26.0% | Toyo Holding: 74.0%

- Partnership with Toyo Aluminium K.K. of Japan for aluminium pastes business
- Manufactures high grade specialty aluminium pastes used in automobile, decorative, inks and paint industry

Leadership Team



Mr. ARUN BHANDARI
Managing Director

Mr. Arun Bhandari, aged 65 years, is a B. Tech in Chemical Engineering from Institute of Technology, Banaras Hindu University, Varanasi with extensive industrial projects, operations, and management experience. Mr. Bhandari started his career as a graduate engineer trainee at Shri Ram Chemical Industries, Kota in the year 1977.

Under his management MMPIL has created its niche and become one of the reputed aluminium powder player in the country.

Mr. Mayank Bhandari, aged about 36 years, is son of Promoter Shri Arun Bhandari. He completed his high school education from United World College of South East Asia, International Baccalaureate Diploma 1999-2002. He completed his “Bachelors in Engineering” B Eng-Manufacturing Engineering with Business Management, from University of Birmingham 2002-2005 and did his M. Sc. Engineering Business Management from University of Warwick 2006

Mr. MAYANK BHANDARI
Member of Promoter Group



Mrs. SAKSHI BHANDARI
Member of Promoter Group

Mrs. Sakshi Bhandari, aged 35 years, is wife of Mr. Mayank Bhandari. She completed her high school education from Mahindra United World College of India in 2003 with the International Baccalaureate Diploma. She then completed her integrated undergraduate and postgraduate “Masters in Engineering” in “Manufacturing Engineering & Management” from University of Warwick in 2007.

Milestones

1981

Technical know-how agreement with AVL Belgium

1990

First atomizer commissioned

1996

ISO 9001 certification

2004

Sales cooperation with AVL (Belgium) for various grades of flake aluminium powders for AAC application

2011

Setting up of the Aluminium Conductor Division.

2016

Joint venture Agreement with Toyo Aluminium KK, Japan for specialty pastes

2020

Migrated to Main Board to NSE

1983

Commencement of operations (Unit I) for Flake Aluminium powders

1993

Acquired INDAL paste plant for paste production

2000

Additional Two Atomisers Commissioned

2010

Commencement of operations (Unit II) for flake aluminium powders

2014

OHSAS 18001 & ISO 14001 Certification

2018

Listed on NSE EMERGE (IPO)

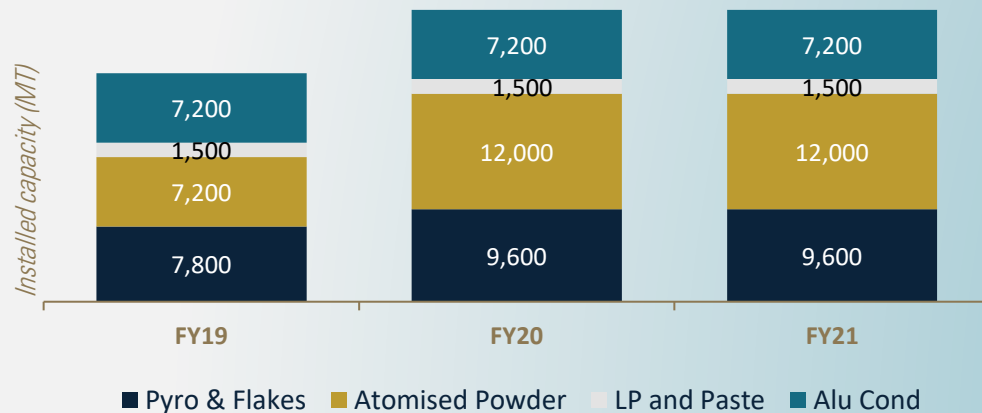
2021

Commenced the commercial production and operations of Aluminium Foil

Manufacturing Units

- 3 manufacturing facilities located near Nagpur, Maharashtra
 - Unit I – Maregaon, Dist. Bhandara (aluminium powders and aluminium conductors / cables)
 - Unit II – Hingna, Nagpur (aluminium powders)
 - Unit III – Umred, Dist. Nagpur (aluminium powders and foils)
- Company owns 70 acres land bank out of which currently 40 acres is utilized, and 30 acres is for future expansion
- Plant is ISO 9001:2015, ISO 14001:2015 and ISO 45001 : 2018 (IMS) Certified

Constantly Adding More Capacities To Meet The Growing Demand Of Its Products



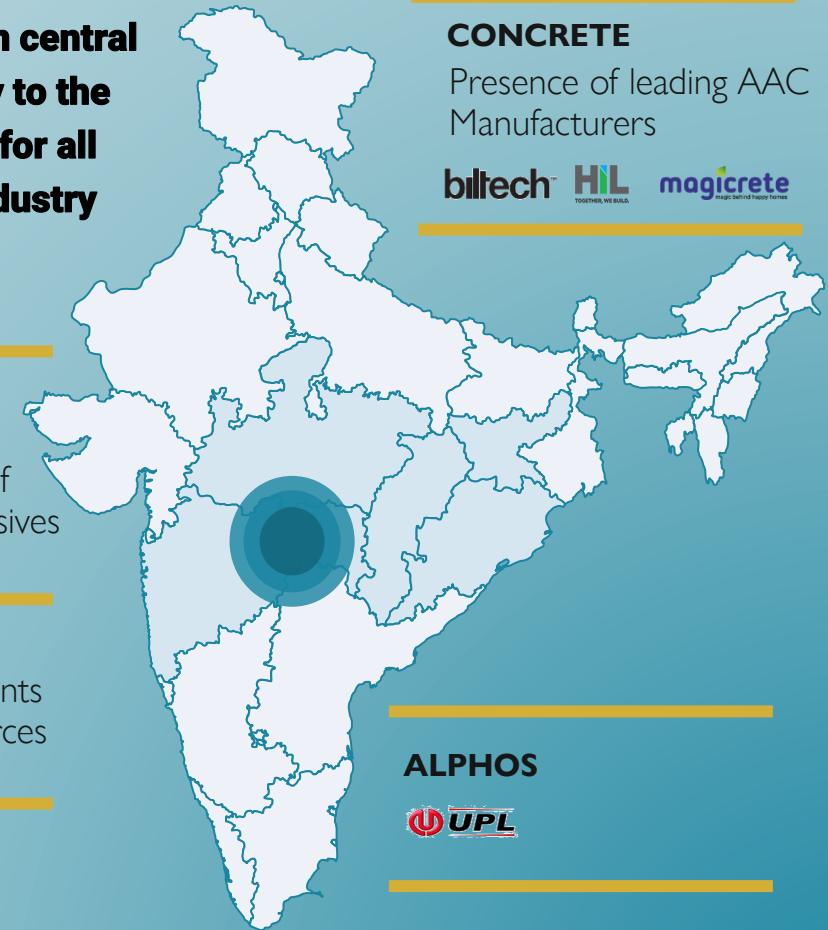
Strategic location in central India with proximity to the manufacturing hub for all the key end user industry segments

EXPLOSIVES

SOLAR Largest Indian manufacturer of industrial explosives

COAL MINING HUB

Highlighted area accounts for 80% of coal resources



CONCRETE

Presence of leading AAC Manufacturers

biltch **HiL** **magicrete**

ALPHOS

UPL

Product Portfolio

Revenue share by end user

EXISTING BUSINESS

ALUMINIUM POWDERS

CAPACITY : 20,000 MTPA

End User

Revenue Share

Explosives/ Mining	28.85%
Concrete/ AAC Blocks	23.68%
Alphos/ Pesticides	19.20%
Pyro/ Fireworks	2.27%
Atomized Powder/ Diverse	16.68%

ALUMINIUM CONDUCTORS

CAPACITY : 7,200 MTPA

Revenue Share: **7.31%**

Others

Revenue Share: **1.72%**

NEW BUSINESS

ALUMINIUM FOIL*

CAPACITY : 5,000 MTPA



PHARMACEUTICALS



FOOD
PACKAGING



HOME FOILS/
CONTAINERS

*Started contributing towards revenue in FY22

Our Marquee Customers



A large industrial warehouse filled with rows of steel coils. The coils are stacked in neat rows, extending into the distance. The background shows the complex steel structure of the building's interior, with various beams and supports. The overall scene is dimly lit, with a blueish tint, suggesting an industrial or manufacturing environment.

Business & Industry Overview

Aluminium Powders

- Set up its first capacity in 1983 for aluminium powders in technical collaboration with a Belgium company Ets. Andre Van Lerberghe (now called AVL Metal Powders)
- Aluminium Pyrotechnic & Flake powder capacity has grown from 300 MTPA in 1983 to 9,600 MTPA over the period. In addition, Atomized powder capacity is 12,000 MTPA (captive use 8000-9000 MTPA)
- Aluminium powders (pyrotechnic flake and atomized) are used in many industrial sectors like Infrastructure, construction (via AAC blocks) and mining (via slurry explosives), Agriculture (via pesticides), Defence (via ammunition) etc.



End User Industry



EXPLOSIVE INDUSTRY

It is a sensitizer in the production of explosives and provides the energy for explosion and blasting power



CONSTRUCTION (AAC BLOCK)

- Aluminium is used as an aeration agent in AAC production worldwide. Quality of aluminium powder plays a vital role in AAC density and compressive strength
- Quality of MMP's aluminium powder is very well recognized in the AAC industry. Large corporate customers like Siporex, Magicrete, HIL, Ultra Tech Cement, BILT etc.



ALPHOS

- Aluminium phosphide (Alphas) is a fumigant pesticide and aluminium powder is a major constituent in this product
- MMPIL is the market leader supplying 80% requirement of Top 4 Alphas manufacturers

Aluminium Conductors / Cables

- MMPIL offers transmission and distribution conductors that are used for overhead transmission of power
- Considering growing demand Company has set-up a forward integration capacity of Aerial Bunch Cables



TOTAL
INSTALLED
CAPACITY

7200
MTPA

Aluminium Foils (new business)

- Integrated foil project for making bare foil, converted foil (coated, laminated, printed)
- Building designed to enable double capacity of all sections with moderate incremental investment in machinery only



PHARMACEUTICALS

Plain and printed blister & strip packaging in the pharma industry



FOOD PACKAGING

Chocolates and household edibles



HOME FOILS/ CONTAINERS

Kitchen foil, casseroles etc.

Industry Overview

High profitability and accretive cash flows expected for aluminium manufacturers

~50%

Half of semi-finished aluminum products consumed by the transport & construction industries

\$2500
PER MT

Aluminium prices likely to remain elevated in FY22 over the near term driven by an uptick in global demand, dominated by China

\$250B

The aluminum market value is projected to reach some \$250 Bn by 2026, in part due to its slowly increasing average prices

5-10%

Expected increase in Raw material costs for FY22

ELECTRICAL

12%

MACHINERY

11%

CONSTRUCTION

25%

FOIL STOCK

9%

PACKAGING

8%

DURABLES

6%

TRANSPORT

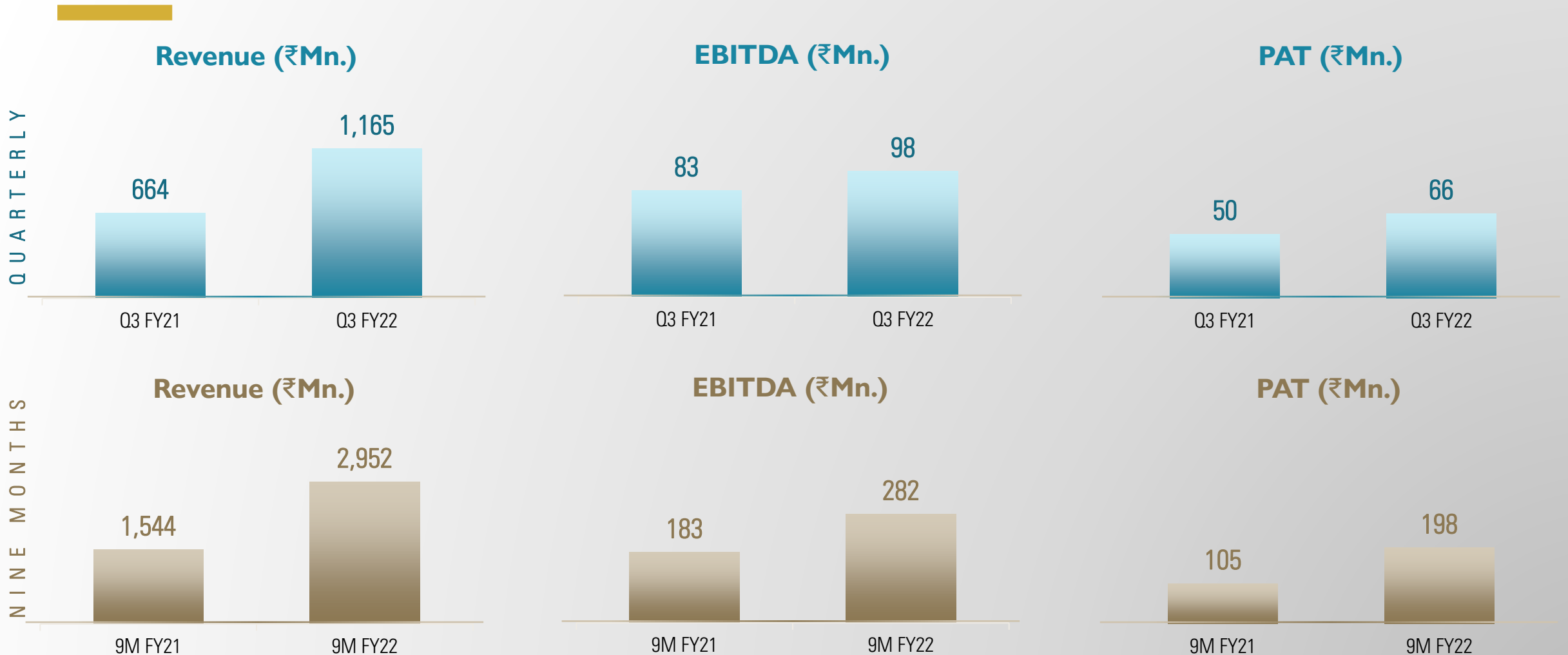
23%





Financial Overview

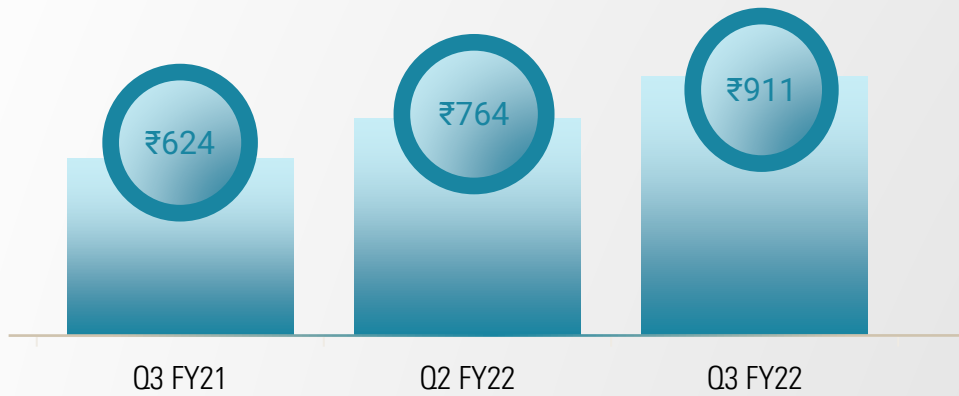
Financial Highlights



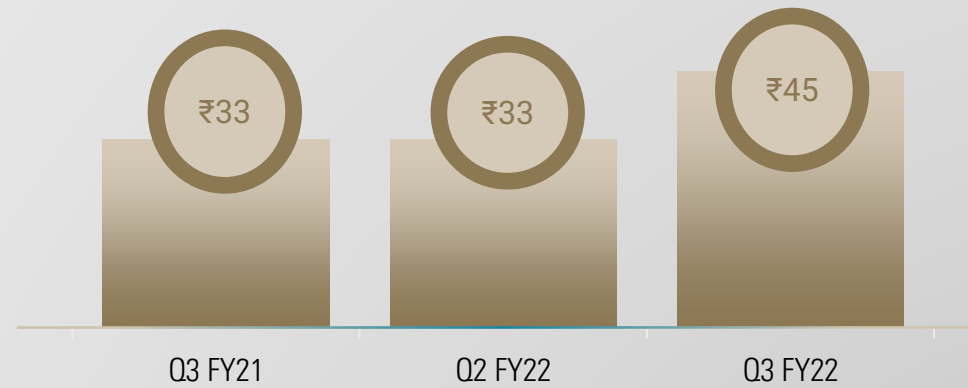
Quarterly Segmental Performance



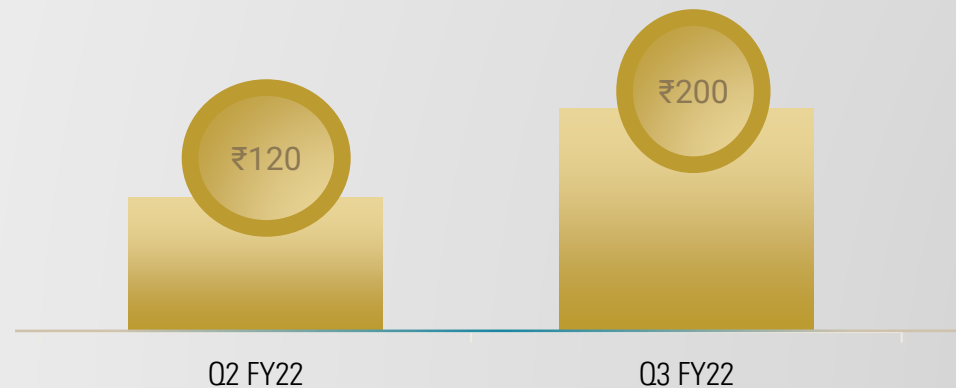
ALUMINIUM POWDERS (₹Mn.)



ALUMINIUM CONDUCTORS (₹Mn.)



ALUMINIUM Foils* (₹Mn.)



*New Business

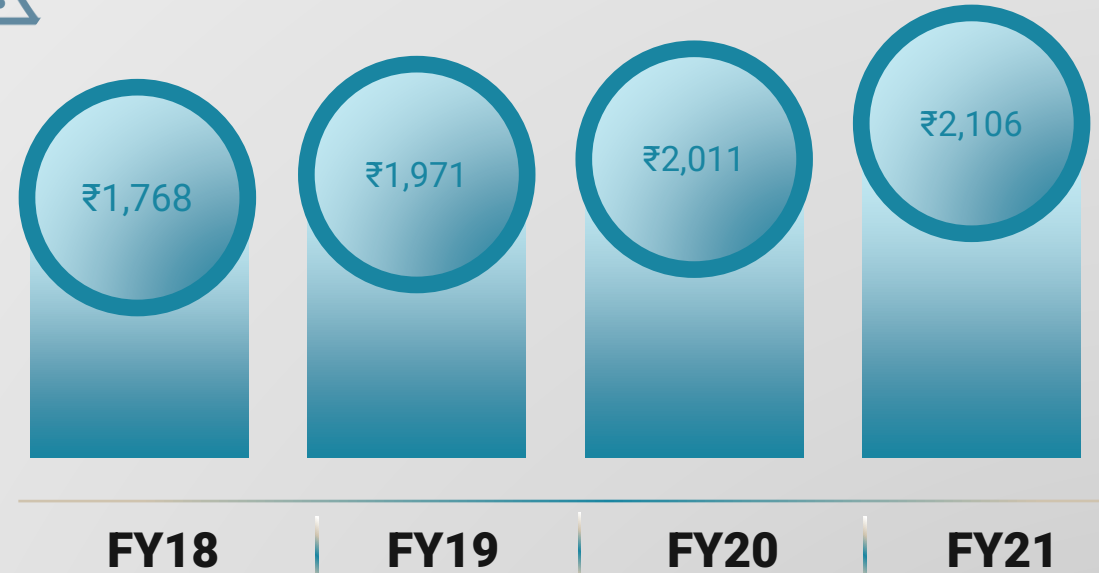
Consolidated Income Statement

Particulars (₹ Mn)	Q3FY22	Q2FY22	Q3FY21	9MFY22	9MFY21
Total Income	1,165	925	664	2,952	1,544
Total Expenses	1,067	824	581	2,670	1,360
EBITDA	98	101	83	282	184
EBITDA Margin (%)	8%	11%	13%	10%	12%
Finance Cost (Net)	12	9	4	26	11
Depreciation	16	16	11	46	32
PBT	70	76	68	210	140
Share of Profit / (Loss) of Associates	12	17	(1)	38	-
Tax	16	18	17	50	35
PAT	66	75	50	198	105
PAT Margins (%)	6%	8%	8%	7%	7%

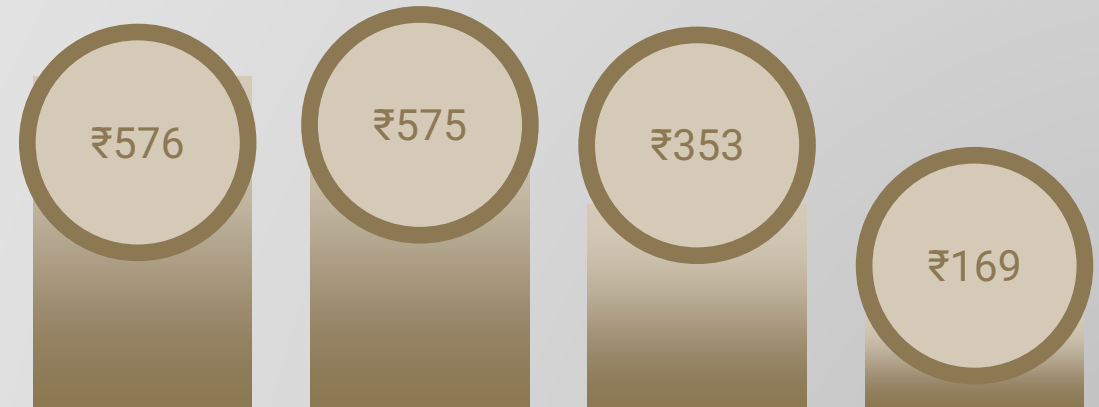
Historical Segmental Performance



ALUMINIUM POWDERS (₹Mn.)



ALUMINIUM CONDUCTORS(₹Mn.)



Historical Consolidated Income Statement

Particulars (₹ Mn)	FY19	FY20	FY21
Total Income	2,646	2,448	2,318
Total Expenses	2,315	2,142	2,047
EBITDA	331	306	270
EBITDA Margin (%)	13%	12%	12%
Finance Cost (Net)	28	23	17
Depreciation	20	31	45
PBT	283	251	208
Share of Profit / (Loss) of Associates	22	(7)	17
Tax	79	59	50
PAT	226	186	174
PAT Margins (%)	8.5%	7.6%	7.5%

Historical Consolidated Balance Sheet

Particulars (₹Mn)	FY20	FY21	H1FY22	Particulars (₹Mn)	FY20	FY21	H1FY22
ASSETS				EQUITY AND LIABILITIES			
Non-Current Assets				Shareholder's funds			
Property, Plants and Equipment				Share Capital	254	254	254
Tangible Assets	885	1,110	1,407	Reserves and Surplus	1,654	1,836	1,957
Intangible Assets	12	9	8	Total equity attributable to equity holders of the Company	1,908	2,090	2,211
Capital Works in Progress	175	290	47				
Intangible Assets under Developments				Share Application Money Pending Allotments	-	-	0
Non - Current Investments	194	218	259	Total Equity	1,908	2,090	2,211
Long - Term Loans and Advances	46	13		Non-current liabilities			
Other Financial Asset	90	88	88	Long - Term Borrowings	9	12	10
Other Non - Current Asset			8	Deferred Tax Liabilities (Net)	32	43	52
				Other Long - Term Liabilities	8	10	11
				Long - Term Provisions	24	24	24
Total Non-Current Assets	1,403	1,728	1,817	Total Non-current liabilities	73	90	96
Current Assets				Current liabilities			
Inventories	352	496	642	Short - Term Borrowings	163	292	472
Trade Receivables	377	390	471	Trade Payables	124	143	185
Cash and Bank Balances	44	4	34	Other Current Liabilities	17	12	27
Short - Term Loans and Advances	114	47		Other Financial Liabilities	46	78	71
Other Current Assets	27	33	84	Short - Term Provisions	9	9	9
Other Financial Assets	17	13	19	Current Tax Liabilities (Net)		4	3
Current Tax Assets (Net)	6	6	6				
Total Current Assets	937	988	1,258	Total Current liabilities	360	538	767
Misc. Expenditure (to the extent not written off)							
TOTAL ASSETS	2,340	2,717	3,075	TOTAL LIABILITIES	2,340	2,717	3,075

Investment Rationale





Foray into Aluminium Foil will not only add a new value added vertical to the business but also boost the top line and margins over the medium term. Increasing demand for foils in the Pharmaceutical sector will provide a huge tailwind to this segment



The Joint Venture with Toyo Aluminium is turning around and should add to the bottom line in the immediate future



Momentum in Star Circlips & Engineering business as domestic / export auto industry started witnessing recovery and expected to report gradual uptick in industrial activities. According to ICRA, India's passenger vehicle industry is likely to post a growth of 22 to 25% in FY22



Strong financial track record and stability with zero debt on the books



Large Customer base in diversified industries with strong customer retention and generous market share



Thank You

For further information, contact:

Sharad Khandelwal
CFO, MMP Industries Ltd
E: sharadk@mmpil.com

Siddesh Chawan
E: schawan@christensenir.com