

Monday, 31st July 2023

The Manager, Listing Department,
National Stock Exchange of India Limited
“Exchange Plaza”, C - 1, Block G,
Bandra –Kurla Complex, Bandra(East),
Mumbai– 400051 MH IN

Sub: Investors Presentation for the Audited Financial Results of the Company for the Quarter (Q-1)/FY23-24 ended 31st March, 2024.

Ref: NSE Script Code - MMP

Dear Sir / Madam,

With reference to the captioned subject, kindly find enclose Investor Presentation for the Audited Financial Results of the Company for the Quarter (Q-1)/FY23-24 ended 31st March 2024.

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

Kindly disseminate the same on website.

Sincerely,

For MMP Industries Limited

ARUN
RAGHUVIRRAJ
J BHANDARI

Digitally signed by
ARUN RAGHUVIRRAJ
BHANDARI
Date: 2023.07.31
12:03:30 +05'30'

Arun Raghuvirraj Bhandari
Chairman & Managing Director

Leadership & Excellence In Aluminium

INVESTOR PRESENTATION
July 2023



Agenda



1

About MMP Industries

2

Business/Industry Overview

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4

Investment Rationale



An aerial photograph of a large industrial facility, likely a manufacturing plant or refinery. The main building is a long, white structure with a dark, corrugated metal roof. To the left, there are several smaller white buildings and a paved area. In the background, there are more industrial structures, including a tall distillation column and various storage tanks. The surrounding area is mostly flat and open, with some sparse vegetation. A large blue diagonal overlay covers the right side of the image, containing the title text.

About MMP Industries Limited (MMPIL)

MMPIL At A Glance



Leading manufacturer of aluminium powders, aluminium foils and aluminium conductors / cables

for various industries like Explosives, Concrete Blocks, Pesticides, Master Batches, Pharmaceuticals, Food packaging and Power Transmission etc.



Association with Global Industry leader “Toyo Aluminium K.K. Japan”

would help in moving up the value chain alongside technological support



Pioneer in AAC Block segment

in construction industry with an extensive range of aluminium powders



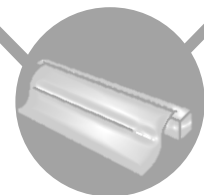
Large customer base

in diversified industries with strong customer retention and sizeable market share across all segments



Large presence

in the Domestic Market across all segments.
Exports to countries in Europe and Africa.



Diversified into aluminium foils in 2021

and already recognized as a preferred vendor to the quality sensitive pharma sector.



MMPIL

Promoter Holding: 74.48% | Public Holding: 25.52%



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



TOYAL MMP INDIA PVT. LTD.

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 66 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 GET at Shri Ram Chemical Industries, Kota in the year 1977.

Under his management MMPIL has created its niche and become one of the most reputed aluminium powders / foils player in the country.



Mr. MAYANK BHANDARI
Director

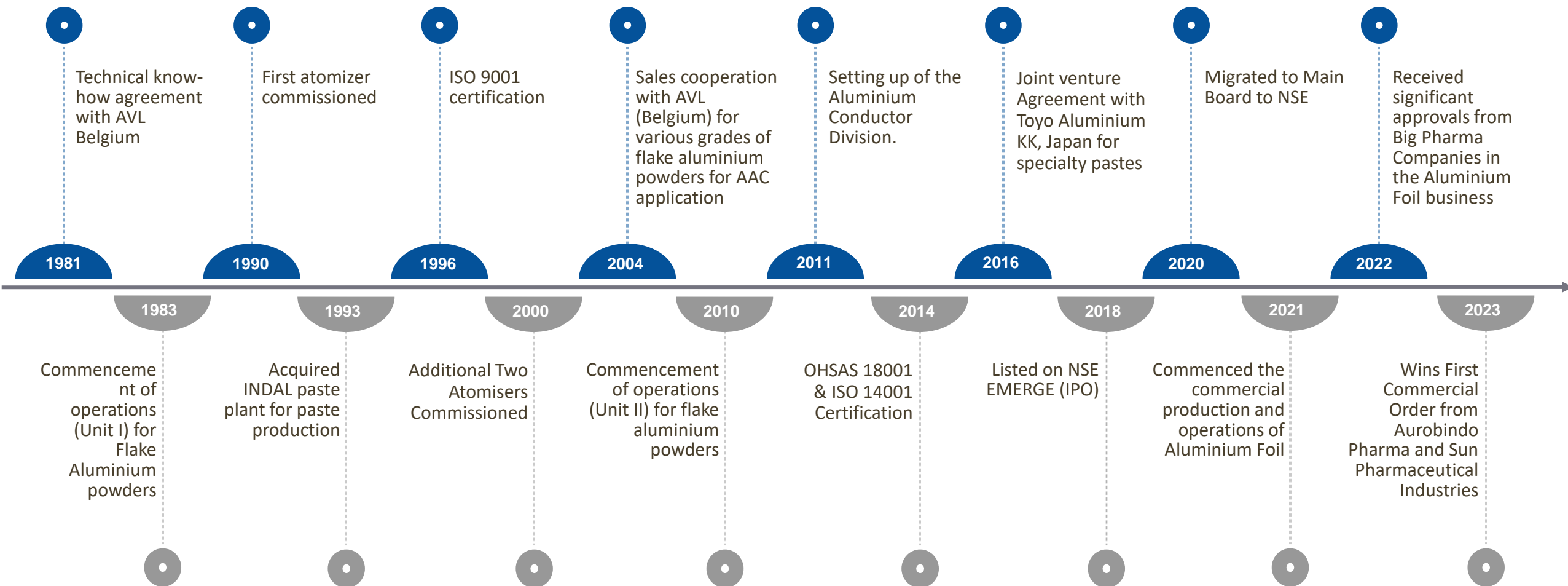
Mr. Mayank Bhandari, aged 37 years, is son of Promoter Shri Arun Bhandari. He completed his high school education from United World College of South East Asia, International Baccalaureate Diploma 1999-2002. He completed his “Bachelors in Engineering” with Business Management, from the University of Birmingham 2002-2005 and did his M. Sc. Engineering Business Management from University of Warwick in 2006. He has grown up the ladder in the business and his management portfolio includes Marketing/Labour Administration & Operations



Mrs. SAKSHI BHANDARI
Member of Promoter Group

Mrs. Sakshi Bhandari, aged 36 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. She is a quality assurance specialist trained in the Japanese school of TPM.

Milestones



Manufacturing Units



3 manufacturing facilities located near Nagpur, Maharashtra

1 Unit I – Maregaon, Dist. Bhandara (aluminum powders and aluminum conductors / cables)

2 Unit II – Hingna, Nagpur (aluminum powders)

3 Unit III – Umred, Dist. Nagpur (aluminium powders and foils)



Company owns 100 acres land bank out of which currently 40 acres is utilized, and balance is for future activities.



Plant is ISO 9001:2015, ISO 14001:2015 and ISO 45001 : 2018 (IMS) Certified



Division

Capacity (MTPA)

Installed FY23 Upcoming FY24 Total

Powders

Atomised	12,000	--	12,000
Pyro & Flakes	11,000	1,500*	12,500
Leafing	300	--	300

Foils

Rolling Mill Section	3,600	4,800#	8,400
Conversion Section	3,600	--	3,600

Conductors/Cables

7,200	--	7,200
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*Expected to be Commissioned in Q2 FY24

#Expected in Q2 FY24. Project underway



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

Product Portfolio



ALUMINIUM POWDERS



CAPACITY : 22,000 MTPA



Revenue Share: **71%***



ALUMINIUM FOILS



CAPACITY : 5,000 MTPA



Revenue Share: **21%***



ALUMINIUM CONDUCTORS/CABLES



CAPACITY : 7,200 MTPA



Revenue Share: **7***

End User

Grade wise Revenue Share

Explosives/Mining	34%
Concrete/AAC Blocks	31%
Alphos/Pesticides	14 %
Pyro/Fireworks	3 %
Leafing Powder / Master Batch	4 %
Atomized Powder/Diverse	14 %



HOME FOILS/CONTAINERS



PHARMACEUTICALS



FOOD PACKAGING

OTHERS



Revenue Share: **1%**

Note: *FY23

Marquee Customers - Powders



Toyal Group



Sumitomo Chemical



Marquee Customers - (Foils)

LOZEN PHARMA
Innovating Confectionery for Healthcare

 **Anglo-French**
Drugs & Industries Ltd.

 **torrent**
PHARMA

 *ajanta pharma limited*

INTAS


अयं मे विश्व भेषज :
Tablets (India) Limited

 **HETERO**
HEALTHCARE


madras pharma

 **Caplin Point**
Laboratories Limited


troika
Imagine. Innovate


MICRO LABS LIMITED

 **Strides**


Marksans Pharma Ltd.


alchem


AUROBINDO

More Than 100 Years of

Service to Mankind

exemed
pharmaceuticals

 **SUN**
PHARMA

An aerial photograph of a large industrial facility, likely a manufacturing plant or warehouse. The main building has a large, dark, corrugated metal roof that is partially covered with solar panels. The building is surrounded by paved areas, parking lots, and some landscaping. In the background, there are other smaller buildings and a fence line. The image is overlaid with a large blue diagonal graphic on the right side.

Business & Industry Overview

Aluminium Powders Segment

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 11,000 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 powders plays a vital role in AAC density and compressive strength
- Quality of MMP's aluminium powders is very well recognized in the AAC industry Large corporate customers like Siporex, Magicrete, HIL, Ultra Tech Cement, BILT etc.



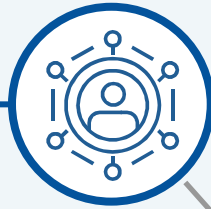
ALPHOS

- Aluminium phosphide (Alphos) 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 Alphos manufacturers

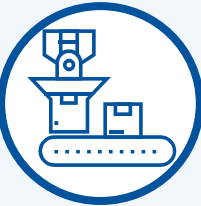


Aluminium Foils Segment

Integrated foil project for making bare foil, converted foil (coated, laminated, printed)



Building designed to enable doubling of capacities of all sections with moderate incremental investment in machinery only



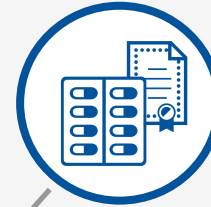
Approved Vendor to major Pharma Companies



End User Industry

PHARMACEUTICALS

Plain and printed blister & strip packaging in the pharma industry



FOOD PACKAGING

Chocolates and household edibles

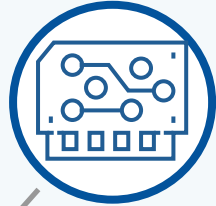


HOME FOILS/ CONTAINERS

Kitchen foil, casseroles etc.



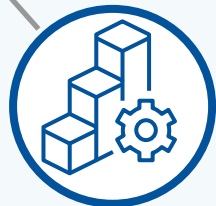
Aluminium Conductors / Cables



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

An aerial photograph of a large industrial facility, likely a manufacturing plant or warehouse. The main building has a long, low profile with a roof covered in solar panels. There are several smaller buildings and parking lots around it. The image is partially obscured by a blue diagonal overlay on the right side.

Financial Overview

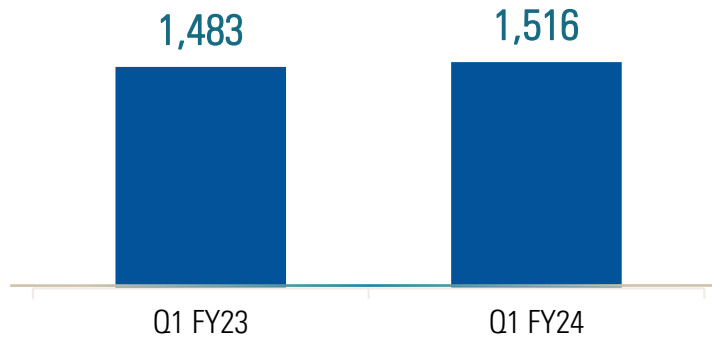
“MMP Industries is pleased to announce its financial results and healthy performance for the quarter ending June 2023. Despite facing a series of challenging market conditions, and 20% fall in aluminium prices compared to Q1 FY 2023, the company has reported its highest ever quantum sales in its history. EBITDA and PAT grew by 63% and 71% respectively due to volume growth in powders and conductors/cables.

The overall performance was primarily driven by good growth in Aluminium Powder, mainly explosives and AAC block applications. Conductors/ Cables also witnessed a sharp increase due to new projects approved by the government and market opening up after almost three years. While the Foil division faced certain headwinds due to an overall low demand and intense competition from China imports after withdrawal of anti-dumping duties.

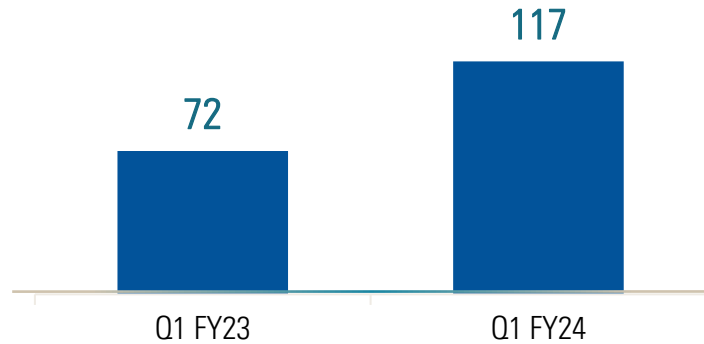
We remain optimistic about the future and are committed to driving sustainable growth.”

Quarterly Financial Highlights

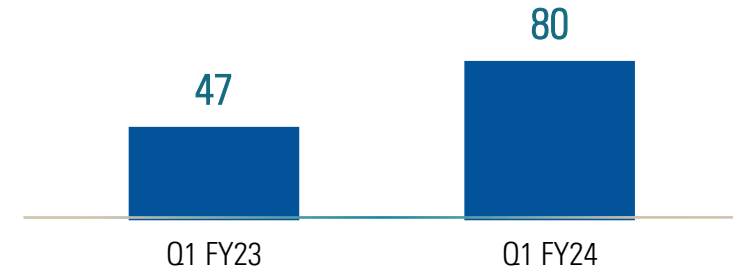
Revenue (₹Mn.)



EBITDA (₹Mn.)

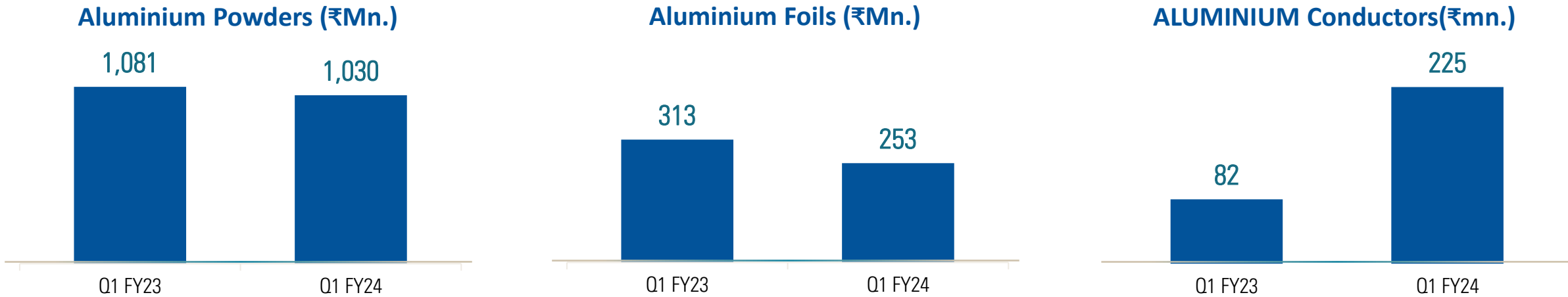


PAT (₹Mn.)



- Total Revenue was ₹1,516 mn for Q1 FY24 compared to ₹1,483 mn in Q1 FY23, **an increase of 2%**
- EBITDA stood at ₹117 mn for Q1 FY24 compared to ₹72 mn during Q1 FY23, **an increase of 63%**
- EBITDA Margin at 7.7% for Q1 FY24 compared to 4.9% in Q1 FY23, **an increase of 286 bps**
- PAT stood at ₹80 mn for Q1 FY24 compared to ₹47 mn in Q1 FY23, **an increase of 71%**

Quarterly Segmental Performance Revenue Highlights



- Aluminium powder revenue at ₹1,030 mn for Q1 FY24 compared to ₹1,081 mn for Q1 FY23
- Aluminium foils revenue at ₹253 mn for Q1 FY24 compared to ₹313 mn for Q1 FY23
- Aluminium conductors revenue at ₹225 mn for Q1 FY24 compared to ₹82 mn for Q1 FY23

Consolidated Income Statement

Particulars (₹ Mn)	Q1FY24	Q4FY23	Q1FY23	FY23	FY22
Total Income	1,516	1,436	1,483	5,389	4,487
Total Expenses	1,399	1,325	1,411	5,030	4,064
EBITDA	117	111	72	359	424
EBITDA Margin (%)	8%	8%	5%	7%	9%
Finance Cost (Net)	12	12	9	45	36
Depreciation	18	17	17	68	63
PBT	102	82	45	246	324
Share of Profit / (Loss) of Associates	15	8	5	28	46
Tax	22	21	4	60	80
PAT	80	69	47	214	290
PAT Margins (%)	5%	5%	3%	4%	6%

Consolidated Balance Sheet



Particulars (₹Mn)	FY23	FY22
ASSETS		
Non-Current Assets		
Property, Plants and Equipments	1595	1,465
Intangible Assets	4	7
Capital Works in Progress	146	38
Financial Assets		
-Investments	323	289
-Other Financial Assets	77	83
Other Non-Current Assets	38	98
Total Non-Current Assets	2183	1,980
Current Assets		
Inventories	862	769
Financial Assets		
-Trade Receivables	446	518
-Cash and Cash Equivalents	20	2
-Other Balances with Banks	0	0
-Other Financial Assets	5	10
Other Current Assets	51	72
Current Tax Assets (Net)	13	0
Total Current Assets	1397	1,372
TOTAL ASSETS	3580	3,351

Particulars (₹Mn)	FY23	FY22
EQUITY AND LIABILITIES		
Shareholder's funds		
Share Capital	254	254
Reserves and Surplus	2317	2,126
Total equity	2571	2,380
Non-current liabilities		
Financial Liabilities		
-Borrowings	67	68
-Long - Term Financial Liabilities	2	4
Long - Term Provisions	25	26
Deferred Tax Liabilities (Net)	85	60
Other Non - Current Liabilities	15	11
Total Non-current liabilities	194	169
Current liabilities		
Financial Liabilities		
-Borrowings	509	453
-Trade Payables	176	213
-Other Financial Liabilities	95	97
Other Current Liabilities	24	25
Short - Term Provisions	11	10
Current Tax Liabilities (Net)		3
Total Current liabilities	815	802
TOTAL LIABILITIES	3580	3,351

An aerial photograph of a large industrial facility, likely a manufacturing plant or warehouse. The main building has a large, dark, corrugated metal roof that is partially covered with solar panels. The building is surrounded by paved areas, parking lots, and some landscaping. In the background, there are other smaller buildings and a fence line. The image is overlaid with a large blue diagonal graphic on the right side.

Investment Rationale



The internally funded project of new rolling mill will more than double the capacity and also add new light gauge manufacturing possibilities, which will widen our product basket where the margins are higher.



The Company has planned further capacity expansion of 1500 MTPA for pyro and flake powders in Umred through internal accruals.



Star Circlips & Engineering continues to sustain momentum in growth after the COVID-19 Pandemic. Revenue and Margin growth are likely to be sustained/improved in the coming years due to robust demand in the export and domestic markets.



Strong financial track record and stability with almost zero debt in the books.



Large Customer base in diversified industries with strong customer retention, generous market share and tremendous goodwill for brand MMP.

Thank you

For further information, contact:

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Ernst & Young LLP, Investor Relations
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