

**THROUGH ONLINE FILING**

Ref. No.: MMPIL / NSE / 2022-23/58

Monday, 6<sup>th</sup> February 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 Un-audited Financial Results of the Company for the Quarter (Q-3) ended 31<sup>st</sup> December, 2022.**

**Ref: NSE Script Code - MMP**

Dear Sir / Madam,

With reference to the captioned subject, kindly find enclose Investor Presentation for the Un-audited Financial Results of the Company for the Quarter (Q-3) ended 31<sup>st</sup> December 2022.

The aforesaid presentation is also made available on the Company’s website [www.mmpil.com](http://www.mmpil.com).

You are therefore, kindly requested to take note of the same and oblige.

Sincerely,

**For MMP Industries Limited**

RAKESH  
MORESHWAR  
KANZODE

Digitally signed by  
RAKESH MORESHWAR  
KANZODE  
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**CS Rakesh M. Kanzode**  
**Company Secretary cum Compliance officer**



# Leadership & Excellence In Aluminium

INVESTOR PRESENTATION

FEBRUARY 2023



# Agenda

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



# About MMP Industries Limited (MMPIL)

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Leading Manufacturer of

- Aluminum Powders (Bhandara, Hingna & Umred)
- Aluminum Foils (Umred)
- Aluminum Conductors / Cables (Bhandara)



# 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.



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



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

## ALUMINIUM POWDERS

| CAPACITY    | FY 2022 REVENUE CONTRIBUTION |
|-------------|------------------------------|
| 23,000 MTPA | 77%                          |

## ALUMINIUM FOILS

| CAPACITY   | FY2022 REVENUE CONTRIBUTION |
|------------|-----------------------------|
| 5,000 MTPA | 18%                         |

## ALUMINIUM CONDUCTORS / CABLES

| CAPACITY   | FY2022 REVENUE CONTRIBUTION |
|------------|-----------------------------|
| 7,200 MTPA | 4%                          |

- Significant investment in development of various grades of Aluminium powders and Pharma grade Packaging Foils.
- Large presence in the Domestic Market across all segments. Exports to countries in Europe and Africa.
- Pioneer in AAC Block segment in construction industry with an extensive range of aluminium powders
- MMPIL has diversified into aluminium foils in 2021 and already recognized as a preferred vendor to the quality sensitive pharma sector.

# 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 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, 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



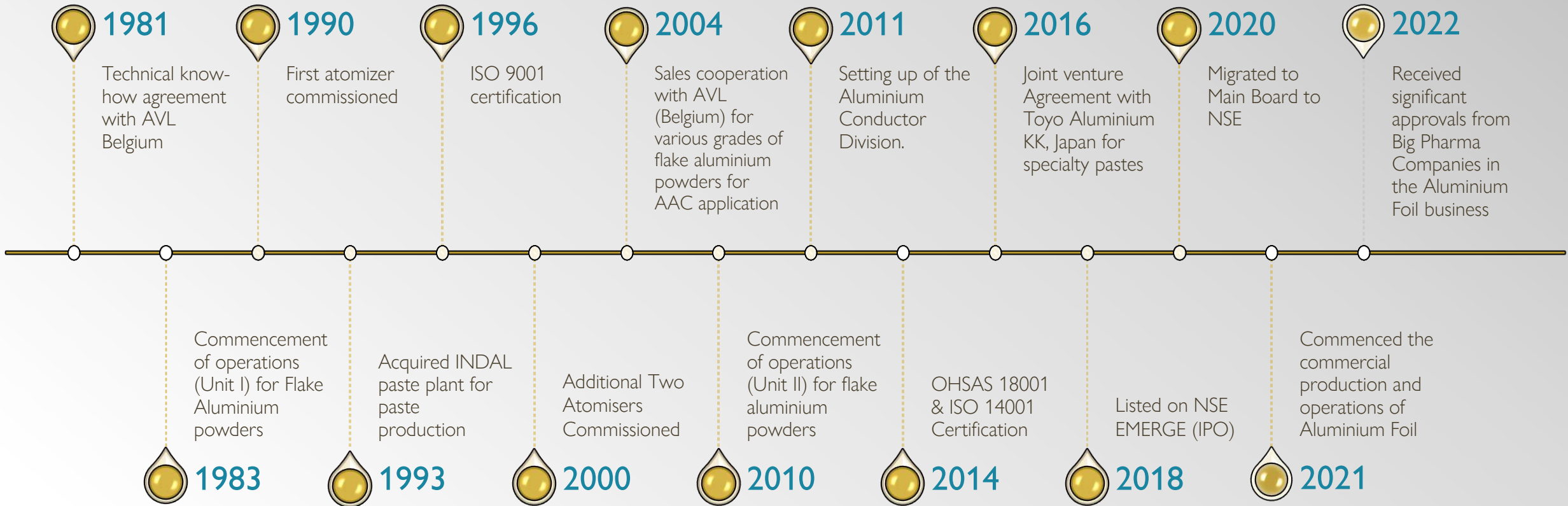
**Mr. MAYANK BHANDARI**  
Director



**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
  - 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 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  |
| <b>Powders</b>           |                 |               |        |
| Atomised                 | 12,000          | --            | 12,000 |
| Pyro & Flakes            | 11,000          | 1,500*        | 12,500 |
| Leafing                  | 300             | --            | 300    |
| <b>Foils</b>             |                 |               |        |
| Rolling Mill Section     | 3,600           | 4,800#        | 8,400  |
| Conversion Section       | 3,600           | --            | 3,600  |
| <b>Conductors/Cables</b> | 7,200           | --            | 7,200  |

\*Expected to be Commissioned in Q1 FY24  
#Expected in Q4 FY23.Project underway

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

# Product Portfolio

Revenue share by end user

## EXISTING BUSINESS FY22

### ALUMINIUM POWDERS

CAPACITY : 22,000 MTPA

**Revenue Share: 77%**

| End User                    | Grade wise Revenue Share |
|-----------------------------|--------------------------|
| Explosives/<br>Mining       | 31.0 %                   |
| Concrete/<br>AAC Blocks     | 27.6 %                   |
| Alphos/<br>Pesticides       | 23.4 %                   |
| Pyro/<br>Fireworks          | 3.0 %                    |
| Atomized Powder/<br>Diverse | 15.0 %                   |

### ALUMINIUM FOILS

CAPACITY : 5,000 MTPA

**Revenue Share: 18%**



### ALUMINIUM CONDUCTORS/CABLES

CAPACITY : 7,200 MTPA

**Revenue Share: 4%**

### OTHERS

**Revenue Share: 1%**

# Marquee Customers (Powders)





# Marquee Customers (Foils)







# Business & Industry Overview

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# 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 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 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 Foils

- 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



## 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**

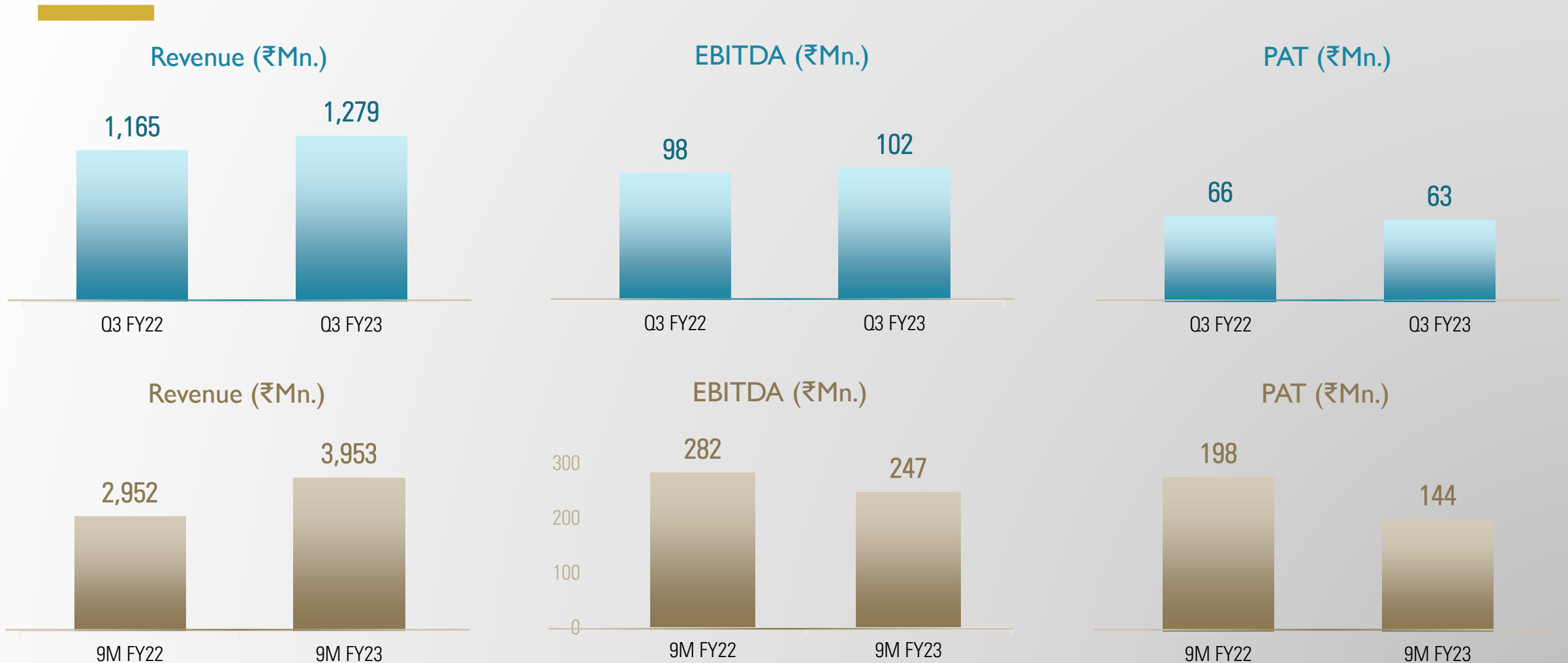


# Financial Overview

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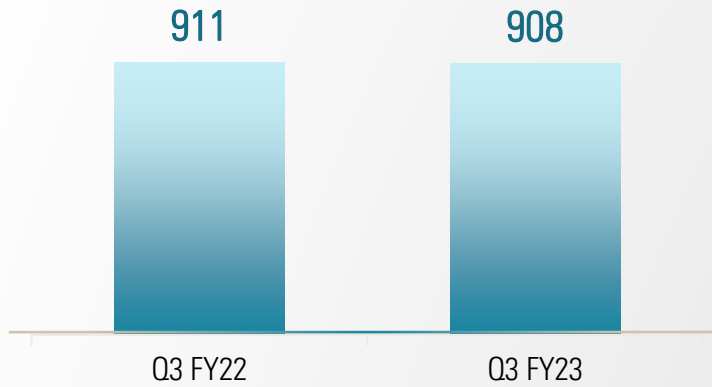


# Financial Highlights

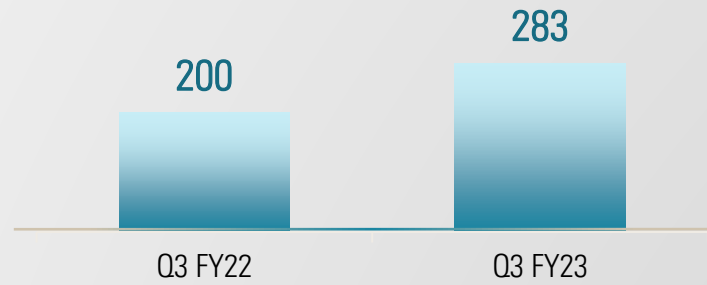


# Segmental Performance

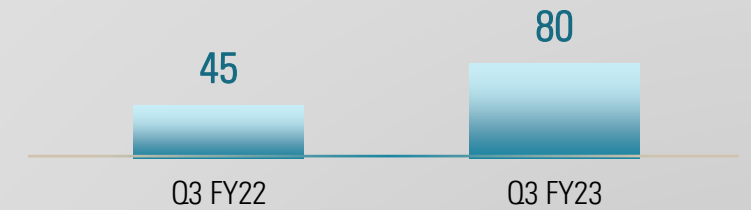
ALUMINIUM POWDERS (₹Mn.)



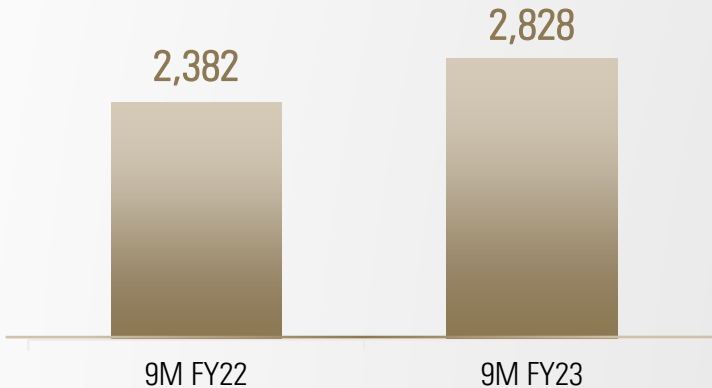
ALUMINIUM Foils (₹Mn.)



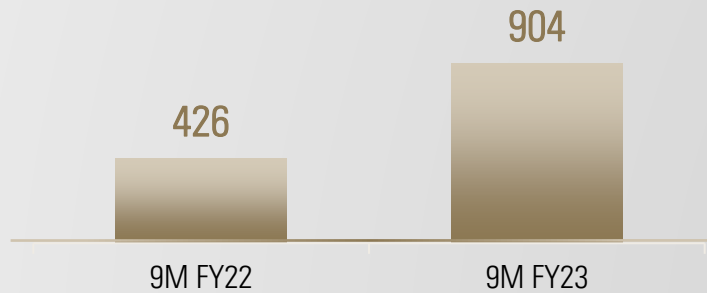
ALUMINIUM CONDUCTORS(₹Mn.)



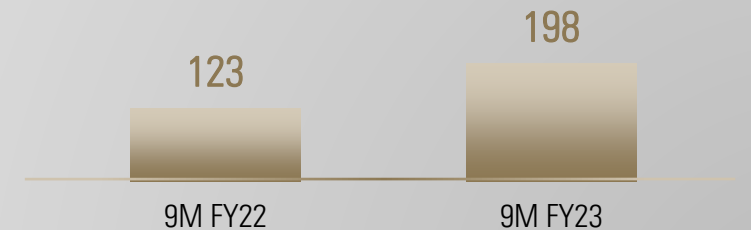
ALUMINIUM POWDERS (₹Mn.)



ALUMINIUM Foils (₹Mn.)



ALUMINIUM CONDUCTORS(₹Mn.)



# Consolidated Income Statement

| Particulars (₹ Mn)                     | Q3FY23 | Q2FY23 | Q3FY22 | 9MFY23 | 9MFY22 |
|--|--------|--------|--------|--------|--------|
| <b>Total Income</b>                    | 1,279  | 1,191  | 1,165  | 3,953  | 2,952  |
| Total Expenses                         | 1,177  | 1,118  | 1,067  | 3,706  | 2,670  |
| <b>EBITDA</b>                          | 102    | 73     | 98     | 247    | 282    |
| EBITDA Margin (%)                      | 8%     | 6%     | 8%     | 6%     | 10%    |
| Finance Cost (Net)                     | 11     | 12     | 12     | 32     | 26     |
| Depreciation                           | 18     | 17     | 16     | 51     | 46     |
| <b>PBT</b>                             | 73     | 45     | 70     | 163    | 210    |
| Share of Profit / (Loss) of Associates | 7      | 8      | 12     | 20     | 38     |
| Tax                                    | 17     | 19     | 16     | 39     | 50     |
| <b>PAT</b>                             | 63     | 34     | 66     | 144    | 198    |
| PAT Margins (%)                        | 5%     | 3%     | 6%     | 4%     | 7%     |



# Investment Rationale

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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

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For further information, contact:

Sharad Khandelwal  
CFO, MMP Industries Ltd  
E: [sharadk@mmpil.com](mailto:sharadk@mmpil.com)

Siddesh Chawan  
Ernst & Young LLP, Investor Relations  
E: [Siddesh.Chawan@in.ey.com](mailto:Siddesh.Chawan@in.ey.com)