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

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

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

Arun Raghuvirraj Bhandari
Chairman & Managing Director

Regd. Office : 211Shrimohini, 345 Kingsway, Nagpur-440001, India. Tel: (0712) 2533585
Works: Village Maregaon, Post: Shahpur, Dist. Bhandara-441906, India. Tel: (07184) 282620
Works: Plot No. D-15/2 & D-16, MIDC, Umred-441203, Dist-Nagpur, India. Tel: 7066012324
Certified for: ISO 9001:2015, ISO 45001:2018, 1SO 14001:2015

Leadership & Excellence In Aluminium

INVESTOR PRESENTATION
July 2023

Agenda

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

© 2023 MMP Industries Limited, All Rights Reserved

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.

© 2023 MMP Industries Limited, All Rights Reserved.

Valuable Partners

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.

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

© 2023 MMP Industries Limited, All Rights Reserved.

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

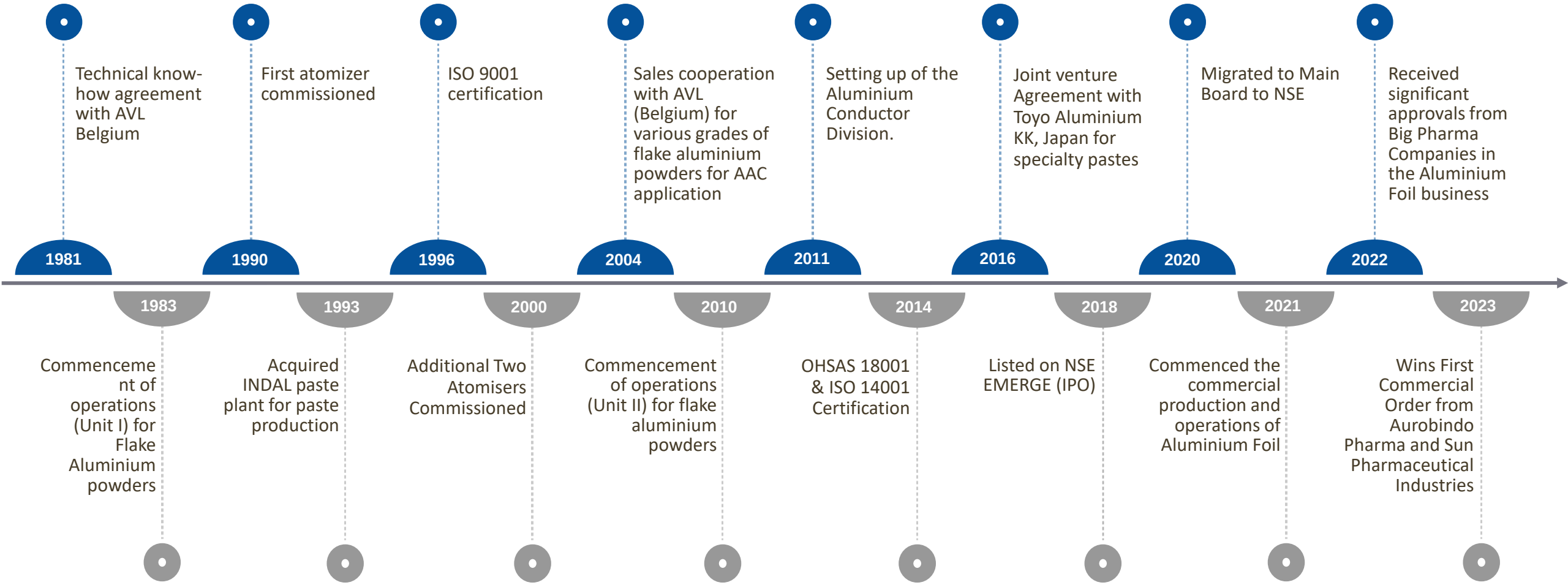
Mrs. SAKSHI BHANDARI

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.

© 2023 MMP Industries Limited, All Rights Reserved.

Milestones



© 2023 MMP Industries Limited, All Rights Reserved.

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*

*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

© 2023 MMP Industries Limited, All Rights Reserved.

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*

© 2023 MMP Industries Limited, All Rights Reserved.

Marquee Customers - Powders

© 2023 MMP Industries Limited, All Rights Reserved.

Marquee Customers - (Foils)

LOZEN PHARMA
Innovating Confectionery for Healthcare

Anglo-French
Drugs & Industries Ltd.

torrent
PHARMA

ajanta pharma limited

INTAS

अर्थ में विश्व भेषज :
Tablets (India) Limited

HETERO
HEALTHCARE

madras pharma

Caplin Point
Laboratories Limited

Ironman
Imagine. Innovate

MICRO LABS
MICRO LABS LIMITED

Strides

Marksans Pharma Ltd.

alchem

AUROBINDO

More Than 100 Years of
Haffkine
Service to Mankind

exemed
pharmaceuticals

SUN
PHARMA

© 2023 MMP Industries Limited, All Rights Reserved.

Business & Industry Overview

Aluminium Powders

Alumnium 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

© 2023 MMP Industries Limited, All Rights Reserved.

Aluminium Foils

Alumnium 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.

© 2023 MMP Industries Limited, All Rights Reserved.

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

© 2023 MMP Industries Limited, All Rights Reserved.

Financial Overview

Management Commentary

"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.

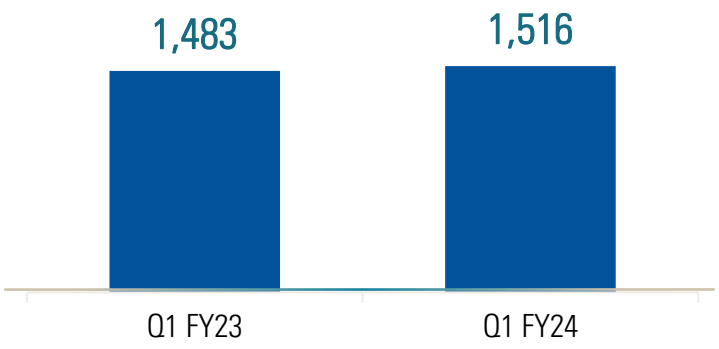
The overall performance was primarily driven by good growth in Aluminium Powder, mainly explosives and AAC block applications. Conductors/ Cables also witnessed a sharp increase due to new projects approved by the government and market opening up after almost three years. While the Foil division faced 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."

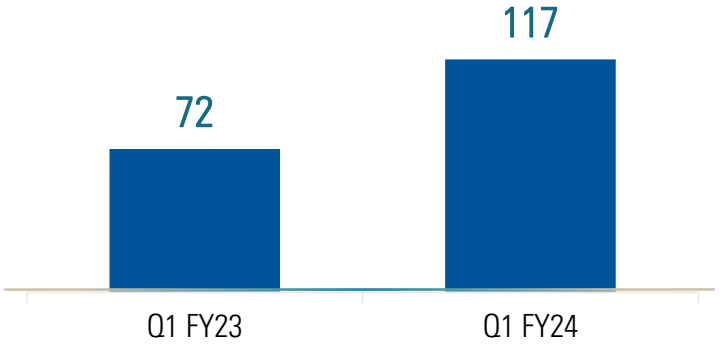
© 2023 MMP Industries Limited, All Rights Reserved.

Quarterly Financial Highlights

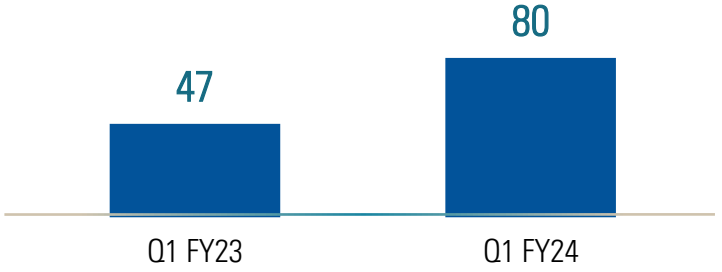
Revenue (₹Mn.)



EBITDA (₹Mn.)



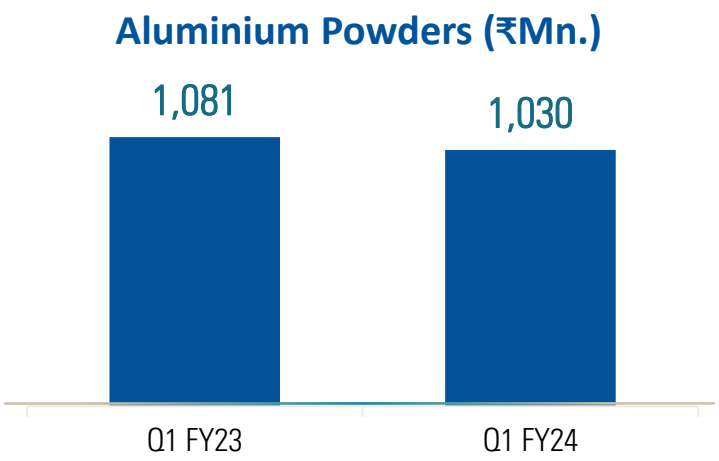
PAT (₹Mn.)

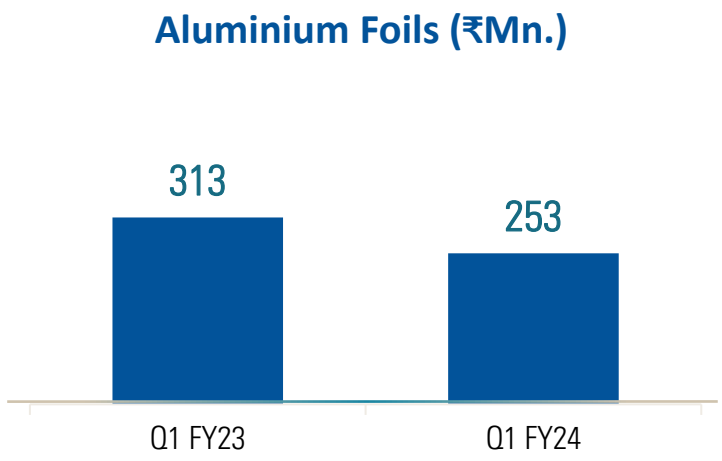


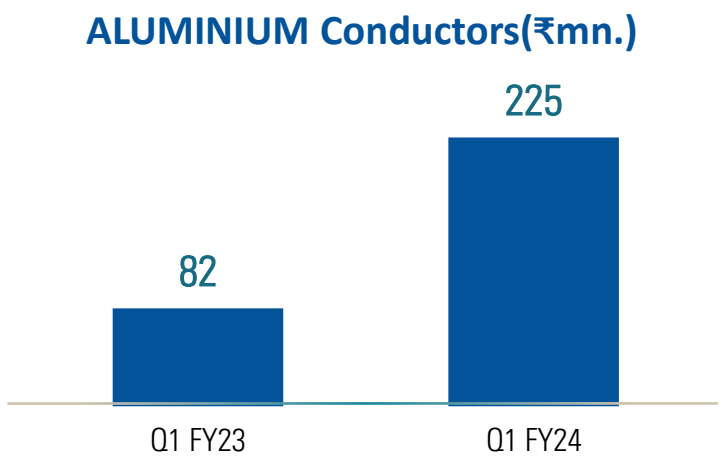
- Total Revenue was ₹1,516 mn for Q1 FY24 compared to ₹1,483 mn in Q1 FY23, **an increase of 2%**
- EBITDA stood at ₹117 mn for Q1 FY24 compared to ₹72 mn during Q1 FY23, **an increase of 63%**
- EBITDA Margin at 7.7% for Q1 FY24 compared to 4.9% in Q1 FY23, **an increase of 286 bps**
- PAT stood at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

© 2023 MMP Industries Limited, All Rights Reserved.

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

© 2023 MMP Industries Limited, All Rights Reserved.

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%

© 2023 MMP Industries Limited, All Rights Reserved.

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**

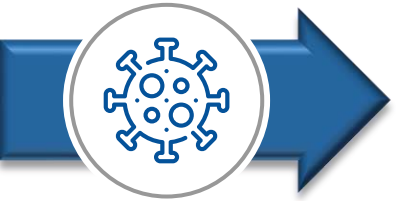
© 2023 MMP Industries Limited, All Rights Reserved.

Investment Rationale

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.

© 2023 MMP Industries Limited, All Rights Reserved.

Thank you

For further information, contact:

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

Siddesh Chawan
Ernst & Young LLP, Investor Relations
E: Siddesh.Chawan@in.ey.com