



Leadership & Excellence In Aluminium

INVESTOR PRESENTATION
NOVEMBER 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 (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



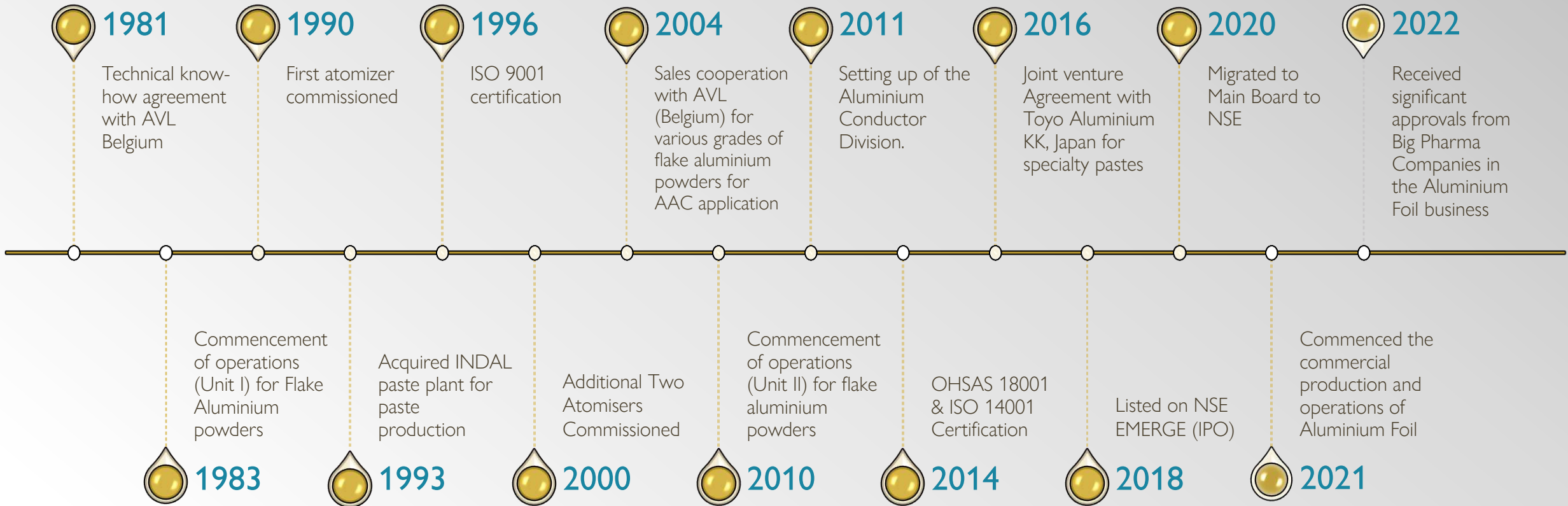
Mr. MAYANK BHANDARI
Director

Mrs. Sakshi Bhandari, 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.



Mrs. SAKSHI BHANDARI
Member of Promoter Group

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
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 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/ Mining	31.0 %
Concrete/ AAC Blocks	27.6 %
Alphos/ Pesticides	23.4 %
Pyro/ Fireworks	3.0 %
Atomized Powder/ 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)



ajanta pharma limited



अयं मे विश्व भेषज :

Tablets (India) Limited



CAPLIN POINT
LABORATORIES LTD.



madras pharma



Anglo-French
Drugs & Industries Ltd.

A large industrial warehouse filled with rows of steel coils. The coils are stacked in long rows, extending into the distance. The background shows the complex steel structure of the building's roof and various industrial equipment. The overall scene is dimly lit, with a blueish tint.

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 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

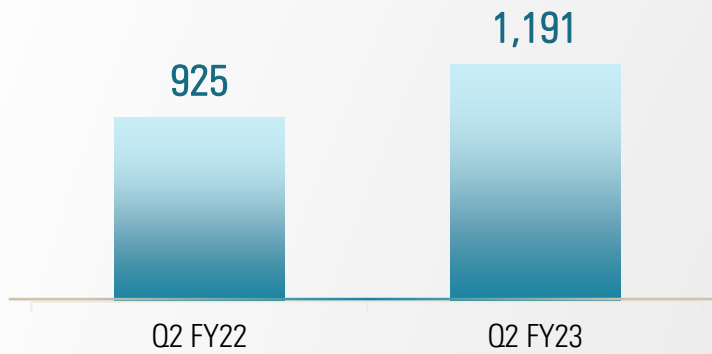
7200
MTPA



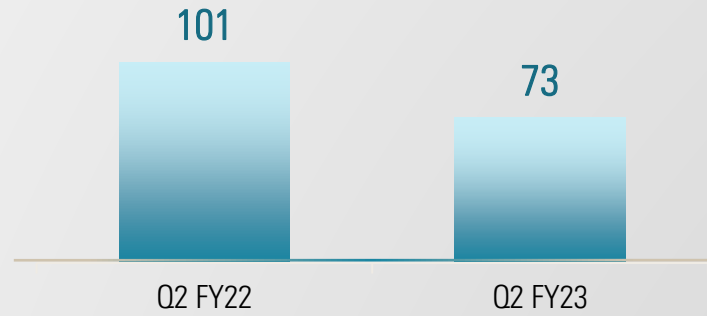
Financial Overview

Financial Highlights

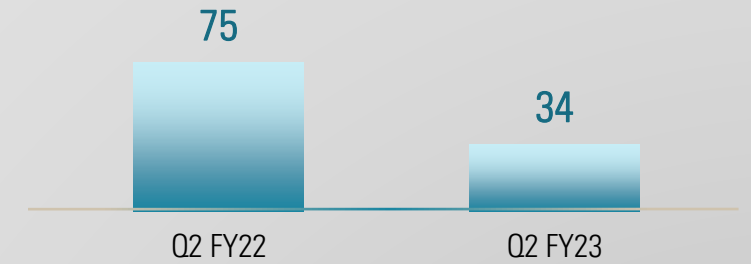
Revenue (₹Mn.)



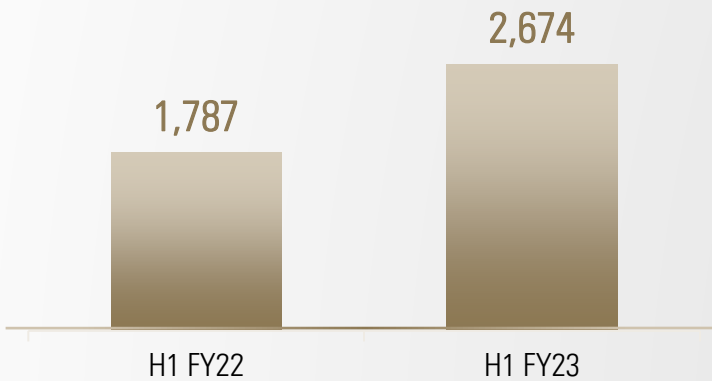
EBITDA (₹Mn.)



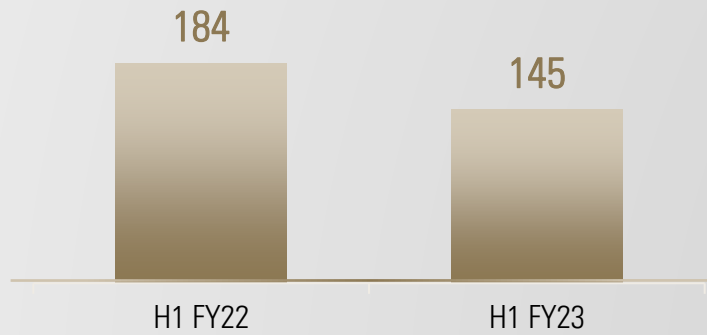
PAT (₹Mn.)



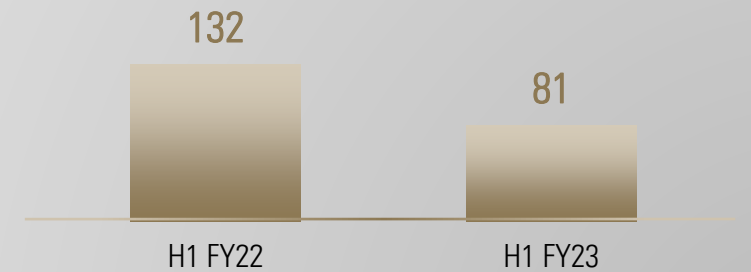
Revenue (₹Mn.)



EBITDA (₹Mn.)

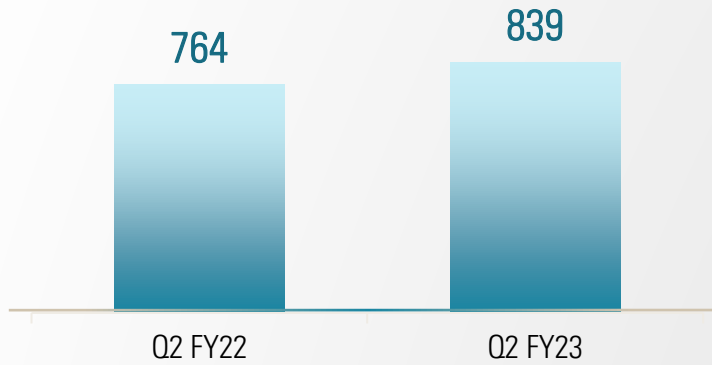


PAT (₹Mn.)

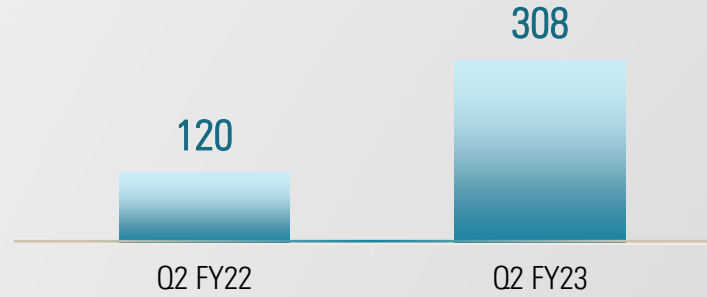


Segmental Performance

ALUMINIUM POWDERS (₹Mn.)



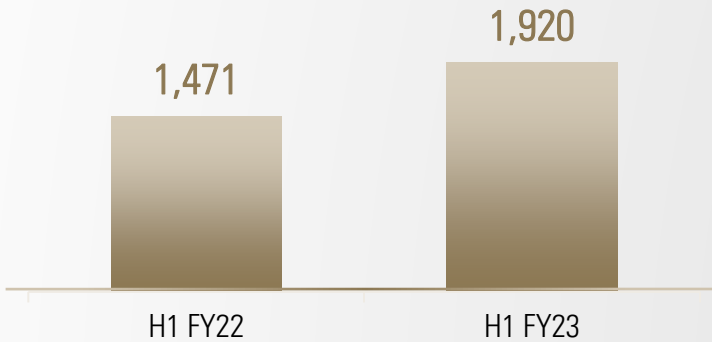
ALUMINIUM Foils (₹Mn.)



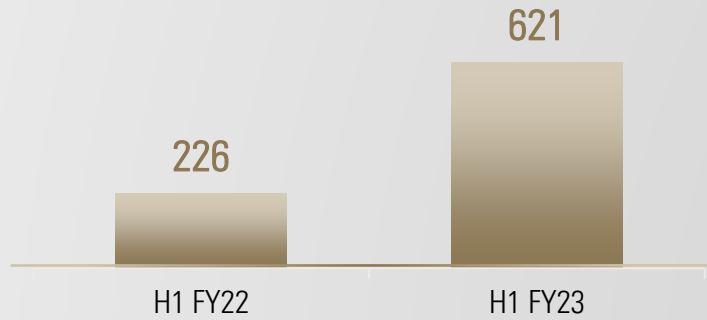
ALUMINIUM CONDUCTORS(₹Mn.)



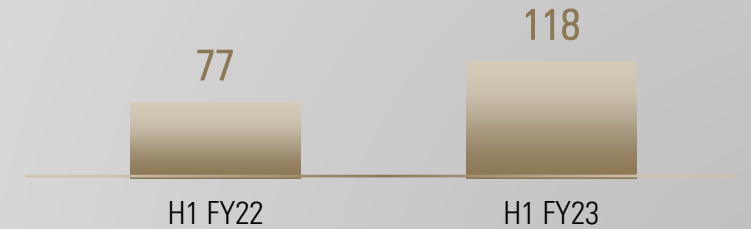
ALUMINIUM POWDERS (₹Mn.)



ALUMINIUM Foils (₹Mn.)



ALUMINIUM CONDUCTORS(₹Mn.)



Consolidated Income Statement

Particulars (₹ Mn)	Q2FY23	Q1FY23	Q2FY22	H1FY23	H1FY22
Total Income	1,191	1,483	925	2,674	1,787
Total Expenses	1,118	1,411	824	2,529	1,603
EBITDA	73	72	101	145	184
EBITDA Margin (%)	6%	5%	11%	5%	10%
Finance Cost (Net)	12	9	8	21	15
Depreciation	17	17	16	34	30
PBT	45	45	76	90	139
Share of Profit / (Loss) of Associates	8	5	17	13	26
Tax	19	4	18	22	33
PAT	34	47	75	81	132
PAT Margins (%)	3%	3%	8%	3%	7%

Consolidated Balance Sheet

Particulars (₹Mn)	H1FY23	FY22
ASSETS		
Non-Current Assets		
Property, Plants and Equipments	1,514	1,465
Intangible Assets	5	7
Capital Works in Progress	69	38
Financial Assets		
-Investments	295	289
-Other Financial Assets	90	83
Other Non-Current Assets	69	98
Total Non-Current Assets	2,042	1,980
Current Assets		
Inventories	770	769
Financial Assets		
-Trade Receivables	430	518
-Cash and Cash Equivalents	2	2
-Other Balances with Banks	0	0
-Other Financial Assets	11	10
Other Current Assets	76	72
Current Tax Assets (Net)	14	0
Total Current Assets	1,304	1,372
TOTAL ASSETS	3,346	3,351

Particulars (₹Mn)	H1FY23	FY22
EQUITY AND LIABILITIES		
Shareholder's funds		
Share Capital	254	254
Reserves and Surplus	2,175	2,126
Total equity	2,429	2,380
Non-current liabilities		
Financial Liabilities		
-Borrowings	68	68
-Long - Term Financial Liabilities	2	4
Long - Term Provisions	26	26
Deferred Tax Liabilities (Net)	75	60
Other Non - Current Liabilities	11	11
Total Non-current liabilities	182	169
Current liabilities		
Financial Liabilities		
-Borrowings	449	453
-Trade Payables	151	213
-Other Financial Liabilities	70	97
Other Current Liabilities	51	25
Short - Term Provisions	10	10
Current Tax Liabilities (Net)	3	3
Total Current liabilities	735	802
TOTAL LIABILITIES	3,346	3,351

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

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