

Wednesday, 8th November, 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 Unaudited Financial Results of the Company for the Quarter (Q-2)/FY23-24 ended 30th September, 2023.

Ref: NSE Script Code - MMP

Dear Sir / Madam,

With reference to the captioned subject, kindly find enclose Investor Presentation for the Unaudited Financial Results of the Company for the Quarter (Q-2)/FY23-24 ended 30th September, 2023.

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: 2023.11.08
11:43:53 +05'30'

Arun Raghuvirraj Bhandari
Chairman & Managing Director

Leadership & Excellence In Aluminium

INVESTOR PRESENTATION
November 2023

A photograph of a large industrial printing press. The machine is orange and white, with several rollers and control panels. The floor is polished and reflects the lights. A yellow line is painted on the floor. The text 'PRINT the ultimate printing press' is visible on a banner above the machine.

PRINT the ultimate printing press

Agenda

1

About MMP Industries

2

Business/Industry Overview

3

Financial Overview

4

Investment Rationale





About MMP Industries Limited (MMPIL)



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

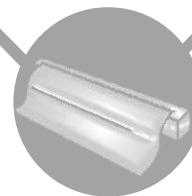
in diversified industries with strong customer retention and sizeable market share across all segments


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.

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



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

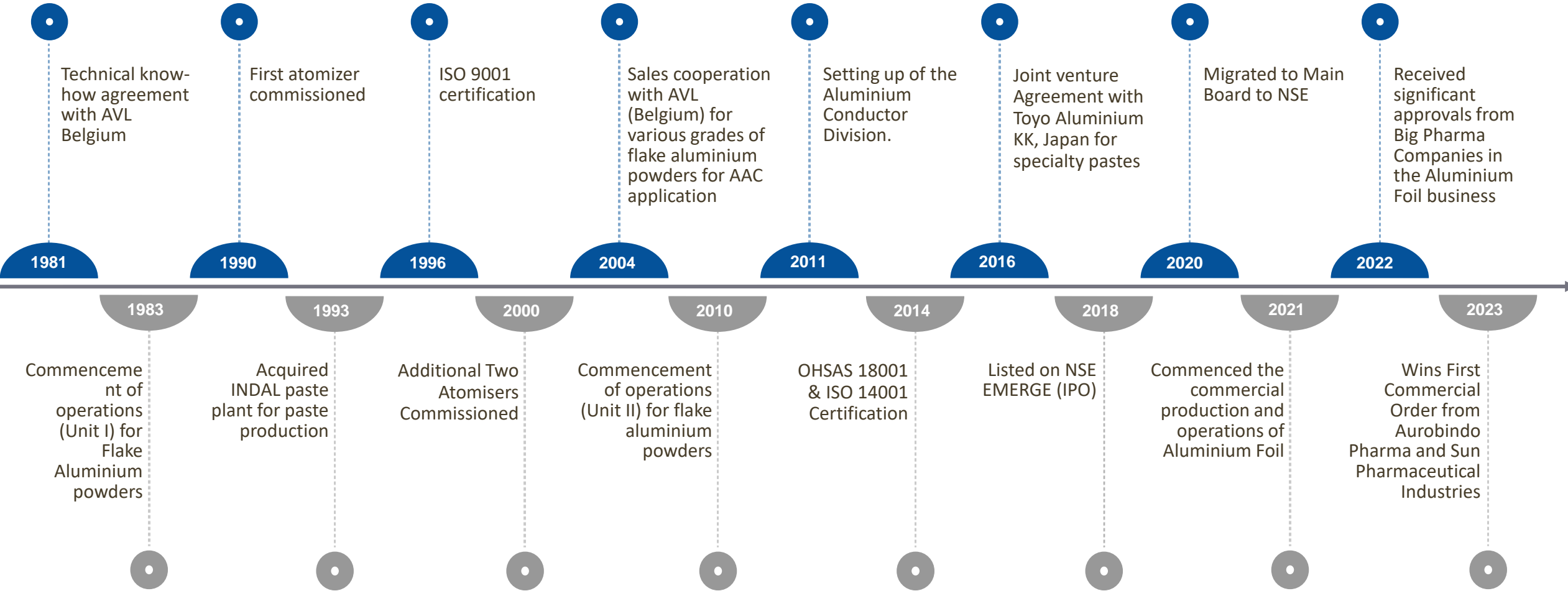
Mr. Mayank Bhandari, aged 37 years, is son of Promoter Shri Arun Bhandari. He completed his high school education from United World College of South East Asia, International Baccalaureate Diploma 1999-2002. He completed his “Bachelors in Engineering” with Business Management, from the University of Birmingham 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 50 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

Division	Installed FY23	Upcoming FY24	Total
Powders			
Atomised	12,000	--	12,000
Pyro & Flakes	11,000	3,300*	14,300
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

Product Portfolio



ALUMINIUM POWDERS



CAPACITY : 26,600 MTPA



Revenue Share: **68%***



ALUMINIUM FOILS



CAPACITY : 5,000 MTPA



Revenue Share: **19%***



ALUMINIUM CONDUCTORS/CABLES



CAPACITY : 7,200 MTPA



Revenue Share: **12%***

End User

Grade wise Revenue Share

Explosives/Mining	35%
Concrete/AAC Blocks	32%
Alphos/Pesticides	12%
Pyro/Fireworks	4 %
Leafing Powder / Master Batch	4 %
Atomized Powder/Diverse	13 %



HOME FOILS/CONTAINERS



PHARMACEUTICALS



FOOD PACKAGING

OTHERS



Revenue Share: **1%**

Note: *FY23-24

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

 **CADILA**
PHARMACEUTICALS
LIMITED

exemed
pharmaceuticals

 **SUN**
PHARMA

An aerial photograph of a large industrial facility. The central building has a massive roof covered in solar panels. To the left, there are several smaller white buildings and a paved area. In the background, there are more industrial structures and a tall chimney. The right side of the image is overlaid with a blue gradient and a white diagonal line.

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.



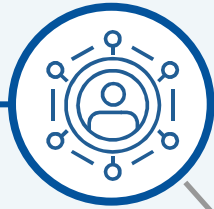
ALPHOS

- 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

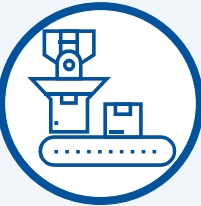


Aluminium Foils Segment

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



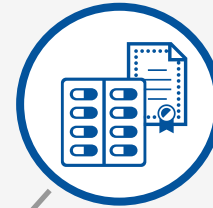
Approved Vendor to major Pharma Companies



End User Industry

PHARMACEUTICALS

Plain and printed blister & strip packaging in the pharma industry



FOOD PACKAGING

Chocolates and household edibles

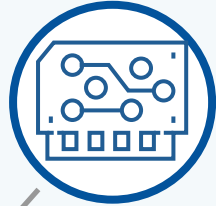


HOME FOILS/ CONTAINERS

Kitchen foil, casseroles etc.



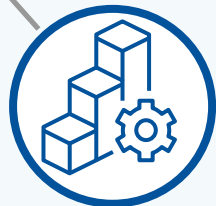
Aluminium Conductors / Cables



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 power plant or refinery. The main building has a large, flat roof covered with solar panels. There are several smaller buildings, a parking lot, and some greenery around the facility. The image is overlaid with a blue gradient and a white diagonal line.

Financial Overview

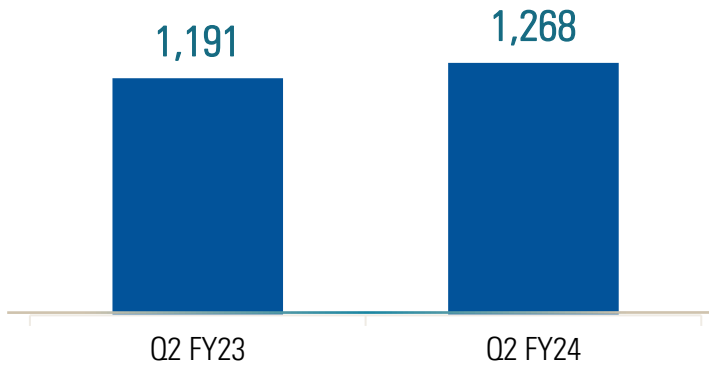
“We are pleased to share the performance highlights for the monsoon quarter ending September 2023. Despite historically being a low-demand period due to monsoons and the resulting slowdown in mining and construction activities, MMP Industries has demonstrated resilient growth. Our robust performance can be attributed to several key factors including the healthy 4.4% YoY growth of our Aluminium Powder segment along with the staggering 203% YoY increase of our Conductors/Cables division.

However, we would like to highlight that our Foil division continues to encounter challenges due to persistent low demand and tough competition from Chinese imports, particularly after the withdrawal of anti-dumping duties. Having said that, we maintain an unwavering sense of optimism for the coming years and are committed to driving sustainable growth.

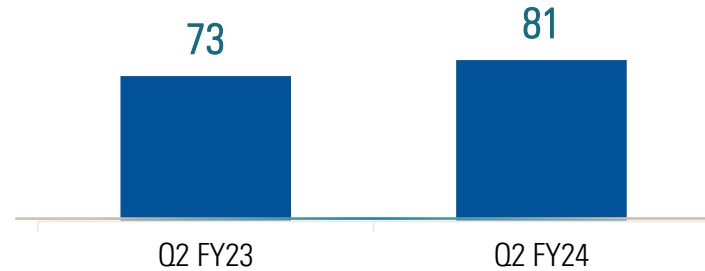
In a significant development during the quarter, we are delighted to announce a pivotal sales agreement signed with a prominent European company. This three-year agreement for specialised aluminium powder sales marks a significant milestone, set to boost exports from FY 24-25. Initial orders are secured, with shipments starting in January 2024. This is a game-changer for MMP Industries, expanding our European and Middle Eastern presence. Our ongoing capacity expansion will swiftly accommodate this development, likely in Q1 FY 25. In Q2FY24, our resilience and growth commitment shine, even in challenging conditions, as we remain optimistic and excited about our future opportunities.”

Quarterly Financial Highlights

Revenue (₹Mn.)



EBITDA (₹Mn.)



PAT (₹Mn.)

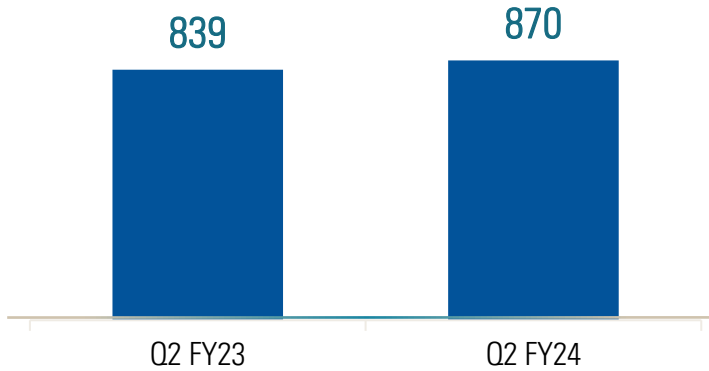


- Total Revenue was ₹1,268 mn for Q2 FY24 compared to ₹1,191 mn in Q2 FY23, **an increase of 7%**
- EBITDA stood at ₹81 mn for Q2 FY24 compared to ₹73 mn during Q2 FY23, **an increase of 11%**
- EBITDA Margin at 6.4% for Q2 FY24 compared to 6.2% in Q2 FY23, **an increase of 26 bps**
- PAT stood at ₹47 mn for Q2 FY24 compared to ₹34 mn in Q2 FY23, **an increase of 36%**

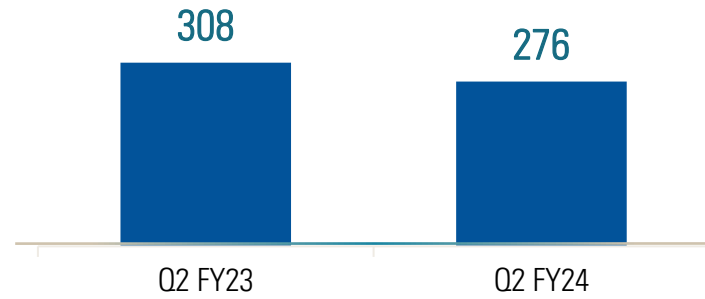
Quarterly Segmental Performance Revenue Highlights



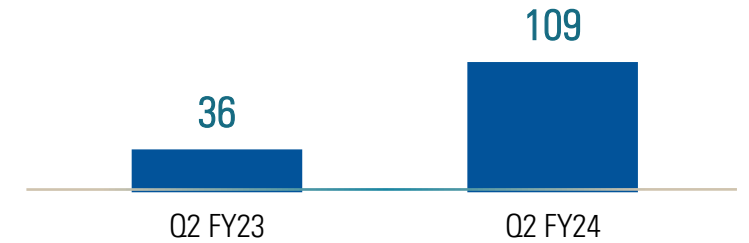
Aluminium Powders (₹Mn.)



Aluminium Foils (₹Mn.)



ALUMINIUM Conductors(₹mn.)



- Aluminium powder revenue at ₹870 mn for Q2 FY24 compared to ₹839 mn for Q2 FY23
- Aluminium foils revenue at ₹276 mn for Q2 FY24 compared to ₹308 mn for Q2 FY23
- Aluminium conductors revenue at ₹109 mn for Q2 FY24 compared to ₹36 mn for Q2 FY23

Consolidated Income Statement



Particulars (₹ Mn)	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
Total Income	1,268	1,516	1,191	2,784	2,674
Total Expenses	1,187	1,399	1,118	2,586	2,529
EBITDA	81	117	73	198	145
EBITDA Margin (%)	6%	8%	6%	7%	5%
Finance Cost (Net)	16	12	12	28	21
Depreciation	19	18	17	37	34
PBT	47	87	45	133	90
Share of Profit / (Loss) of Associates	11	15	8	27	13
Tax	11	22	19	33	22
PAT	47	80	34	127	81
PAT Margins (%)	4%	5%	3%	5%	3%

Consolidated Balance Sheet



Particulars (₹Mn)	FY24	FY23
ASSETS		
Non-Current Assets		
Property, Plants and Equipments	1,739	1,595
Intangible Assets	3	4
Capital Works in Progress	89	146
Financial Assets		
-Investments	377	323
-Other Financial Assets	77	77
Other Non-Current Assets	149	38
Current Tax Asset	8	14
Total Non-Current Assets	2,442	2,197
Current Assets		
Inventories	948	862
Financial Assets		
-Trade Receivables	498	446
-Cash and Cash Equivalents	1	20
-Other Balances with Banks	0	0
-Other Financial Assets	5	5
Other Current Assets	63	51
Total Current Assets	1,515	1,384
TOTAL ASSETS	3,957	3,580

Particulars (₹Mn)	FY24	FY23
EQUITY AND LIABILITIES		
Shareholder's funds		
Share Capital	254	254
Reserves and Surplus	2,447	2,317
Total equity	2,702	2,571
Non-current liabilities		
Financial Liabilities		
-Borrowings	56	67
-Long - Term Financial Liabilities	3	2
Long - Term Provisions	25	25
Deferred Tax Liabilities (Net)	97	85
Other Non - Current Liabilities	14	15
Total Non-current liabilities	195	194
Current liabilities		
Financial Liabilities		
-Borrowings	746	509
-Trade Payables	184	176
-Other Financial Liabilities	98	95
Other Current Liabilities	21	24
Short - Term Provisions	10	11
Current Tax Liabilities (Net)		
Total Current liabilities	1,060	815
TOTAL LIABILITIES	3,957	3,580

An aerial photograph of a large industrial facility, likely a manufacturing plant or warehouse, with a large roof covered in solar panels. The facility is surrounded by other smaller buildings and parking areas. The image is overlaid with a blue gradient and a white diagonal line.

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:

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

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