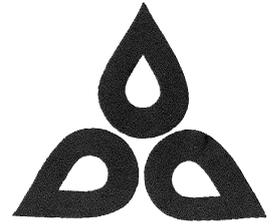


NELCAST LIMITED



3rd February 2022

BSE Limited
Listing Operations
Phiroze Jeejeebhoy Towers,
Dalai Street,
Mumbai - 400 001
Maharashtra, India
BSE Script Code: 532864

National Stock Exchange of India Limited
Listing Department,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400 051
Maharashtra, India
NSE Script Code: NELCAST

Dear Sir/Madam

Sub: **Investor Presentation**

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation. The copy of the disclosure is available on the website of the Company at <http://www.nelcast.com>.

We request you to take this information on record.

Thanking you.

For **NELCAST Ltd**

(S.K. SIVAKUMAR)
Company Secretary

159, T T K ROAD, ALWARPET, CHENNAI - 600 018. INDIA
Tel.: +91-44-2498 3111/2498 4111 Fax : 91-44-24982111
e-mail: nelcast@nelcast.com; web: www.nelcast.com
CIN : L27109AP1982PLC003518

Regd. Off.: 34, Industrial Estate, Gudur - 524 101 (A.P.) Tel.: 251266 / 251766 Fax: 08624-252066
Ponneri works : Madhavaram Village, Amur P.O., Ponneri - 601 204 .T.N Tel.: 27974165/27973532, Fax: 27973620
Pedapariya Works : 259 /261, Pedapariya Village, Ozili Madal, Nellore Dist - 524402. (A.P.)

IATF 16949 : 2016 * ISO 14001 : 2015 * ISO 50001 : 2011

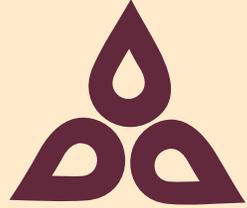


ISO 9001 : 2015

*

OHSAS 18001 : 2007

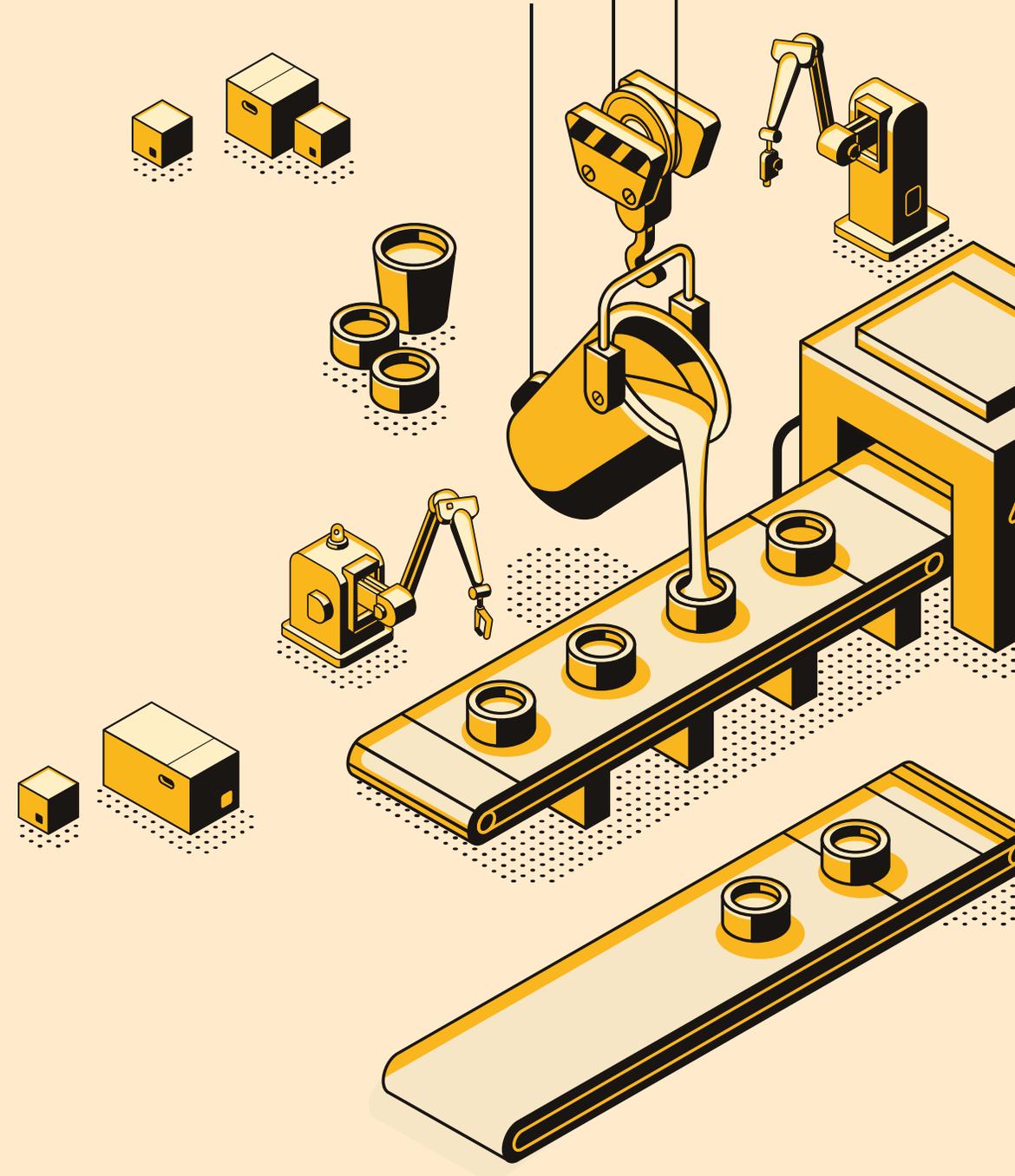
NELCAST
LIMITED



Investor Presentation

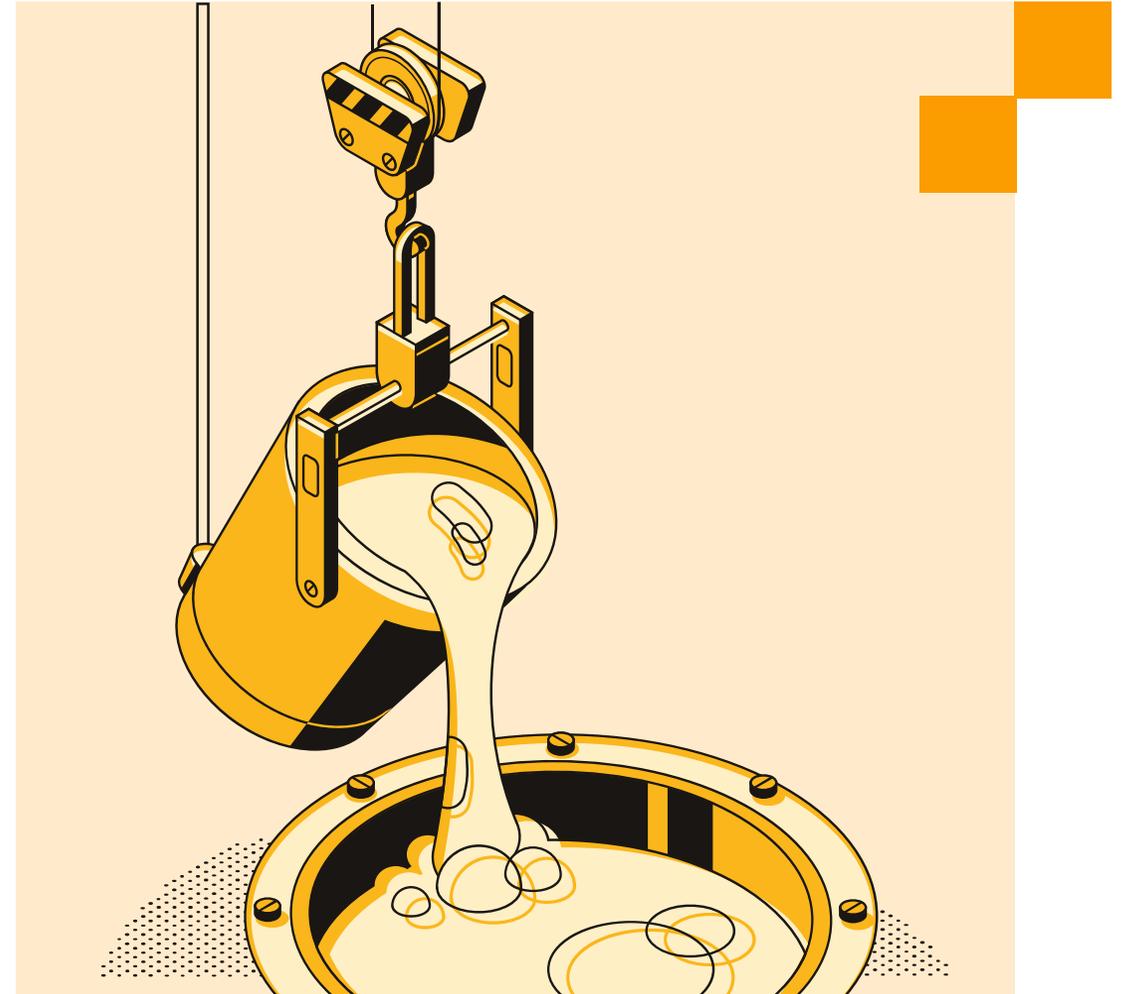
February 2022

BSE: 532864 | NSE: NELCAST | ISIN: INE189101024
www.nelcast.com



Company Overview

Company at a Glance	03
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Manufacturing Process & the Nelcast Advantage	05
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Company at a glance



Nelcast Limited is a leading producer of Ductile & Grey Iron Castings in India with an installed capacity of 160,000 Metric Tons/Year.



The Company caters to a marquee clientele of Original Equipment Manufacturers (OEMs) and Tier-1 customers in Commercial Vehicle, Tractor, Off-Highway Equipment, Railway & Passenger Vehicle segments.



Besides a strong position in the domestic market, Nelcast has a rapidly growing presence spread across North America, Europe and Southeast Asia.



Where do we stand today?

LARGEST PRODUCER
of Ductile Iron Castings

TOP 10 PRODUCER
of Grey Iron Castings

ONLY CASTING MANUFACTURER
with a product range from 0.5-400Kg

STRONG CUSTOMER BASE
with supplies to 40+ customers across segments

STATE OF ART MANUFACTURING FACILITIES
for High Pressure Green Sand Moulding

IATF & ISO CERTIFIED
for Quality, Environment, Health & Safety Systems

Key Products



Commercial Vehicles



Forward
Differential Carrier



Rear Differential Carrier



Bogie Suspension Bracket



Tractors



Transmission Housing



Rear Axle Housing



4WD Axle Housing



Off Highway Equipment



Trumpet Axle Housing



Monolithic Axle Housing



Forklift Steer Axle



Railways



Brake Disc Friction Ring



Metro Rail Baseplates



Passenger Vehicles

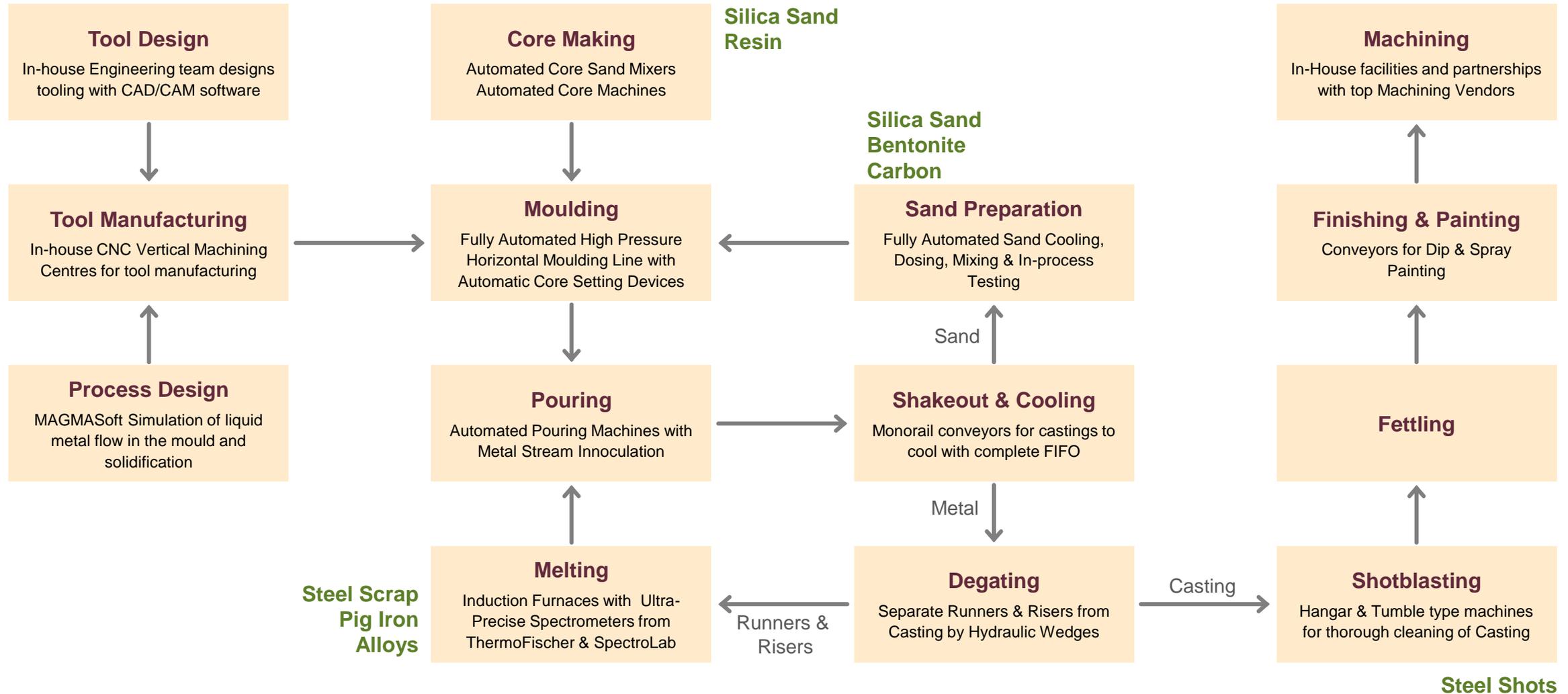


Differential Carrier



Differential Case

Manufacturing Process & the Nelcast Advantage



Our Well-Equipped Plants



INSTALLED CAPACITY
60,000 Metric Tons per Year

MOULDING LINES

- Line 1: DISA Flex 70 with Double Squeeze
 - 800 X 700 X 300 + 300 mm (2013)
- Line 2: DISA Flex 90 with Double Blow
 - 1230 X 1000 X 450+400 mm (2016)
- Line 3: DISA Flex 90 with Double Squeeze
 - 1230 X 1000 X 450+400 mm (2022)
- Inductotherm Flexpour Pouring Machine with synchronized pouring. Equipped with automated Metal Stream Inoculation
- Automatic Core Setting devices
- Automatic In-cycle Tool Change System



INSTALLED CAPACITY
40,000 Metric Tons per Year

MOULDING LINES

- Line 1: KW DFM with AirPressplus2000
 - 1200 X 900 X 400 + 400 mm (2001)
- ABP PressPour System delivers the metal at constant temperature with induction heating. Equipped with automated Metal Stream Inoculation System
- Automated Core Setting Device
- Automatic In-cycle Tool Change System



INSTALLED CAPACITY
60,000 Metric Tons per Year

MOULDING LINES

- Line 1: Sinto FCMX with Aeration Squeeze
 - 700 X 600 X 250 + 250 mm (2018)
- Line 2: KW MasterECO with TwinPress 4.0
 - 2100 X 1200 X 475 + 425 mm (2020)
- Loramendi SLC3-220 Core Cell with robotic core pickup & painting integrated with Conveyors, Automated Storage/Retrieval System (ASRS) and Autonomous Guided Vehicles (AGV) for core handling
- Fujiwa-Denki & Inductotherm Flexpour Pouring machines with synchronized pouring. Equipped with automated Metal Stream Inoculation System.
- Automatic Core Setting Device
- Automatic In-cycle Tool Change System

Our Journey



Nelcast Private Limited was established by P. Radhakrishna Reddy with a modest capacity of 1000 Metric tons/year



Commencement of exports to the US



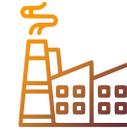
Commencement of exports to Europe



Awarded the ISO 14001 (Environment) & ISO 18001 Accreditation



Commencement of exports to Thailand



Start of Production at the Pedapariya (AP) plant with fourth High Pressure Moulding Line

1980-85

1990-95

2000-05

2005-10

2010-15

2015-20

2020-Present



Start of Production at the Gudur (AP) Plant



Entry into Tractor segment



Commissioning of first High Pressure Automatic Moulding Line at Ponneri Plant



Successful IPO and listing on BSE & NSE



Entry into Off-Highway Equipment segment



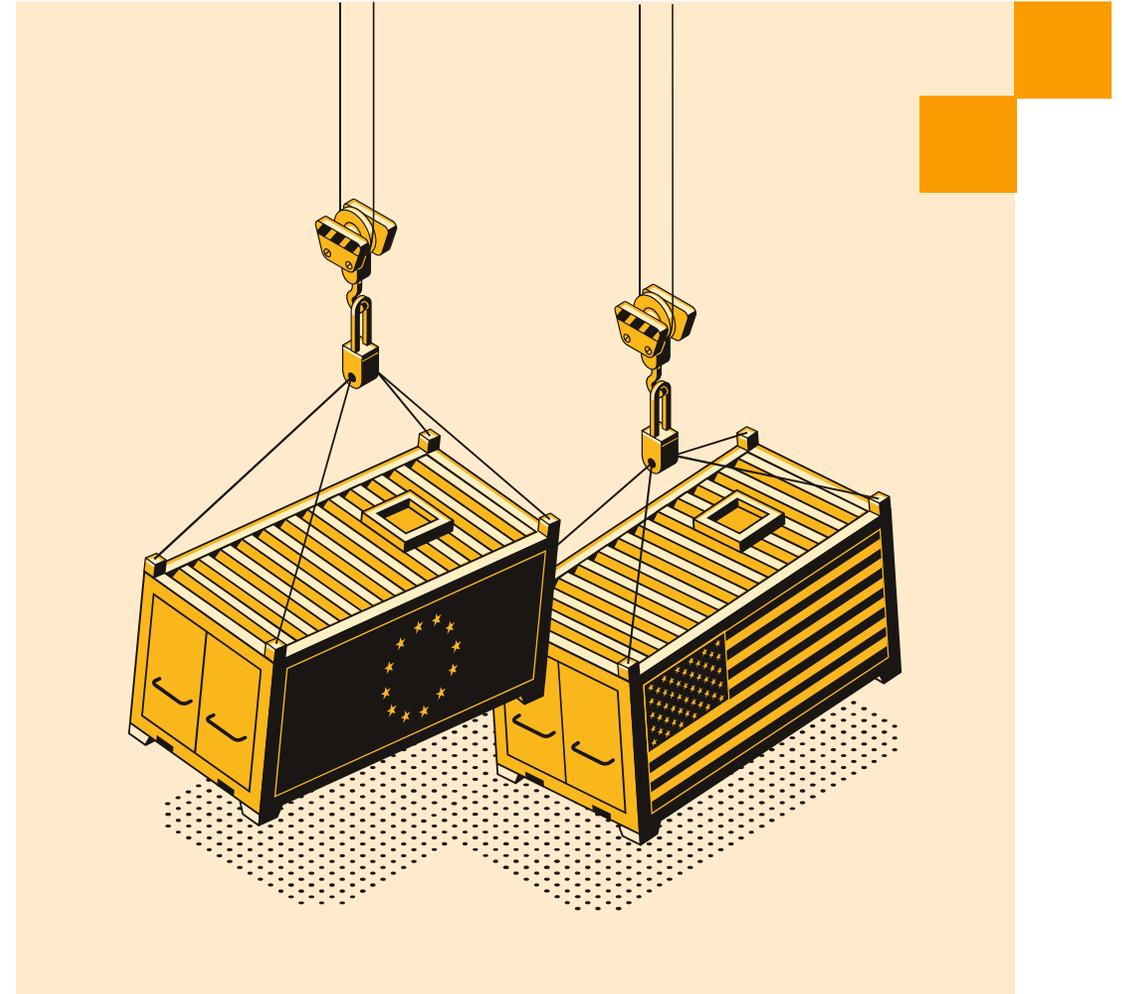
Awarded ISO 50001 Certification for Energy Management System



Modernisation of Unit-1 in Gudur with sixth High Pressure Moulding Line

Why Nelcast?

Diversified customer base with strong relationships	10
Strategic Location	11
Strong Business Foundation	12
Strong Export Growth Potential	13
Large Market Opportunity	14
Led by an Experienced Board	15
Focused on a Sustainable Future	16



Our Strengths



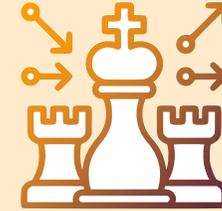
1

**Diversified Customer
base with strong
relationships**



2

**Strategic
Location**



3

**Strategic Business
Foundation**



4

**Strong Export
Growth Potential**



5

**Large Market
Opportunity**



6

**Led by an
Experienced Board**

1 Diversified Customer Base with Strong Relationships

- Customers in Commercial Vehicle, Tractor, Off-Highway Equipment, Railways and Passenger Vehicles
- Has a distinguished customer base of more than 40 customers that includes OEMs and Tier 1 companies
- Serves as a strategic supplier and partner of first choice to TAFE, Tata Motors, DANA, Ashok Leyland, Automotive Axles Limited, Meritor and American Axles & Manufacturing, among others
- A one-stop shop for its customers for Grey Iron, Ductile Iron and Austempered Ductile Iron ranging from 0.5 Kg to 400 Kg
- Awards received over the past few years serve as a validation of our efforts as we focus on delivering value to our customers

Top OEM Customers



DAIMLER



Top Tier-1 Customers



Awards



2021

AUTOMOTIVE AXLES
Platinum Award for Best Quality



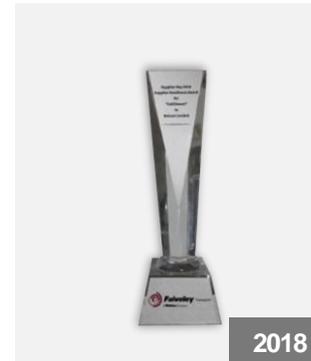
2019

DANA
Delivering Innovative Solutions



2019

TAFE
Best Delivery Performance



2018

FAIVELEY TRANSPORT
Excellence in Fulfillment



2018

TATA MOTORS
Excellence in Efficiency

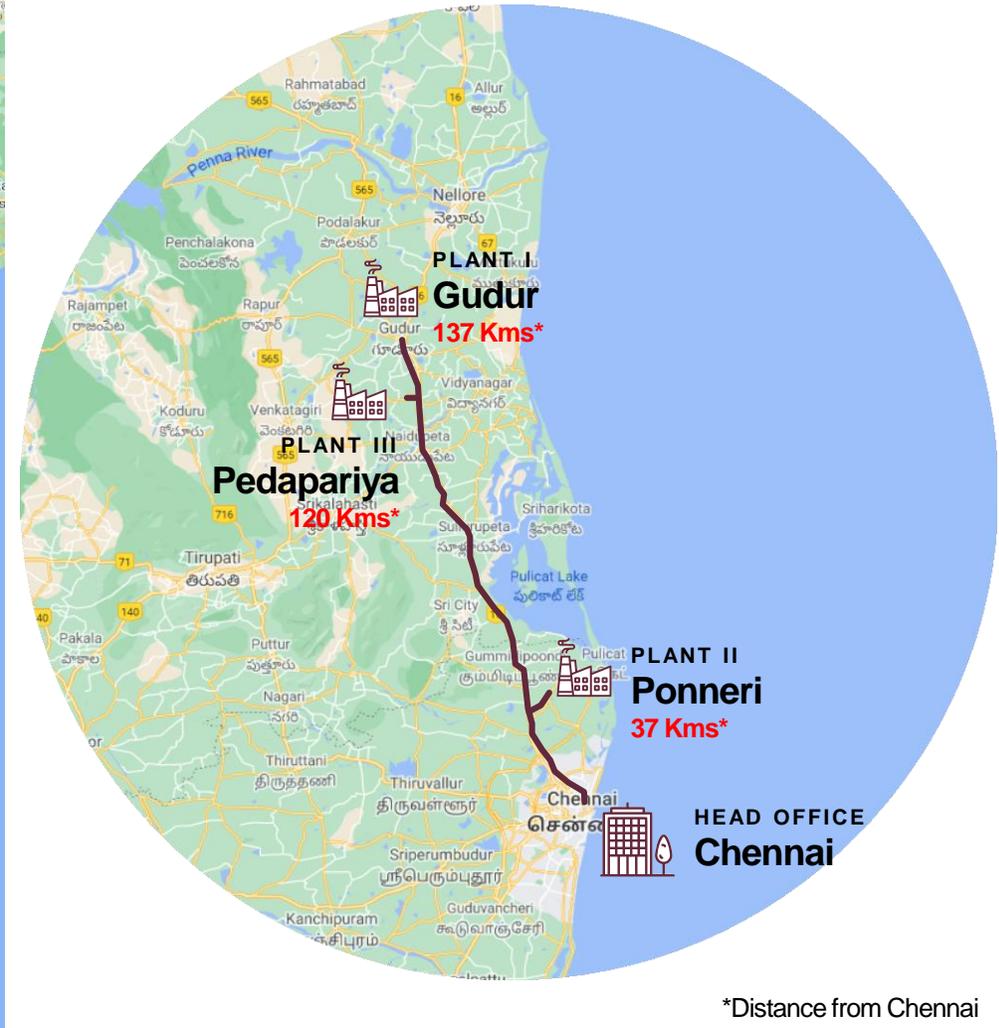
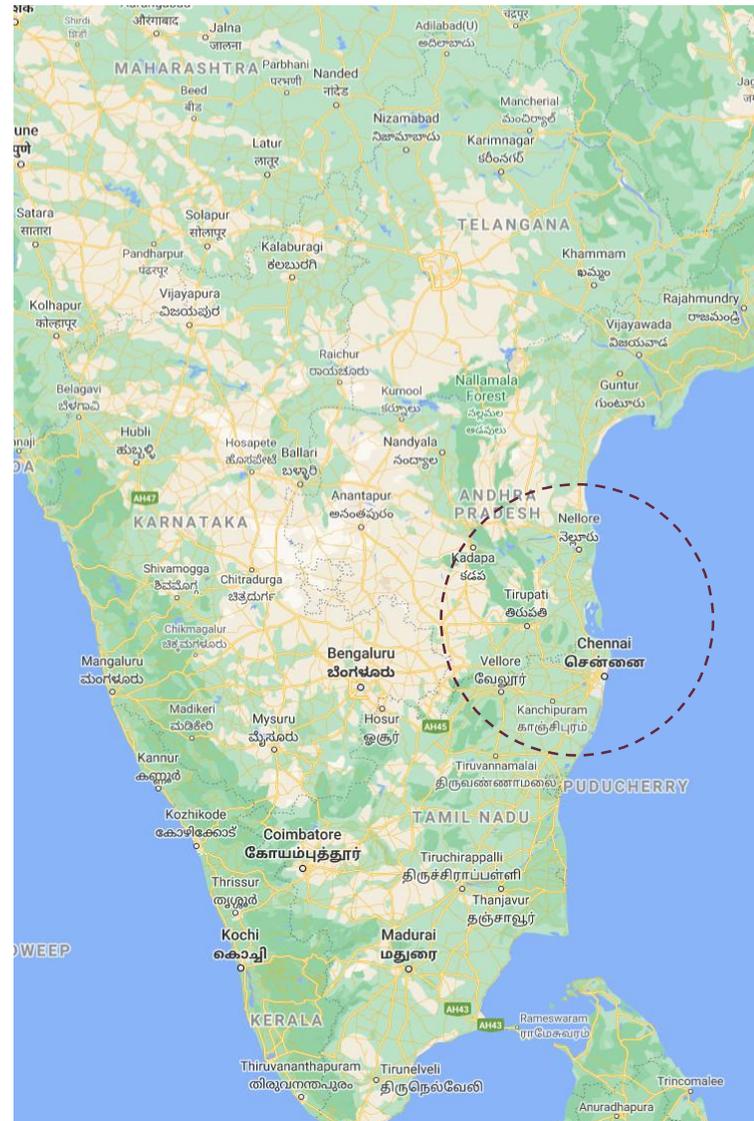


2017

TATA MOTORS
Best In Class Supplier

2 Strategic Location

- Plants are in close proximity (37-140 KM) to Chennai, a major manufacturing hub for automotive companies forms both a key customer base for Nelcast and a reliable source of steel scrap, a crucial raw material
- All 3 plants are within 15-110KM of India's largest source of Silica Sand near Gudur
- Chennai's International airport with direct flights to Europe, Middle-East & Southeast/East Asia makes it convenient for customers to visit and see the world class facilities firsthand
- Close proximity to Krishnapatnam & Chennai seaports gives easy access to Nelcast to reach its customers around the world

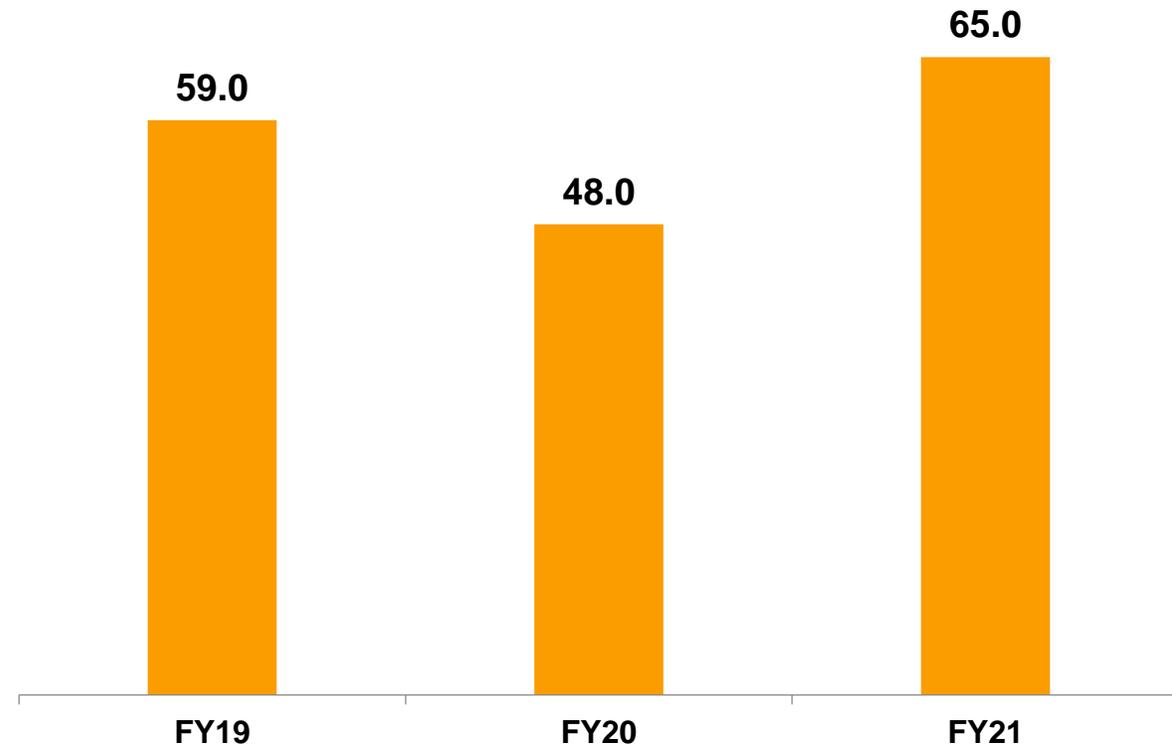


*Distance from Chennai

3 Strong Business Foundation

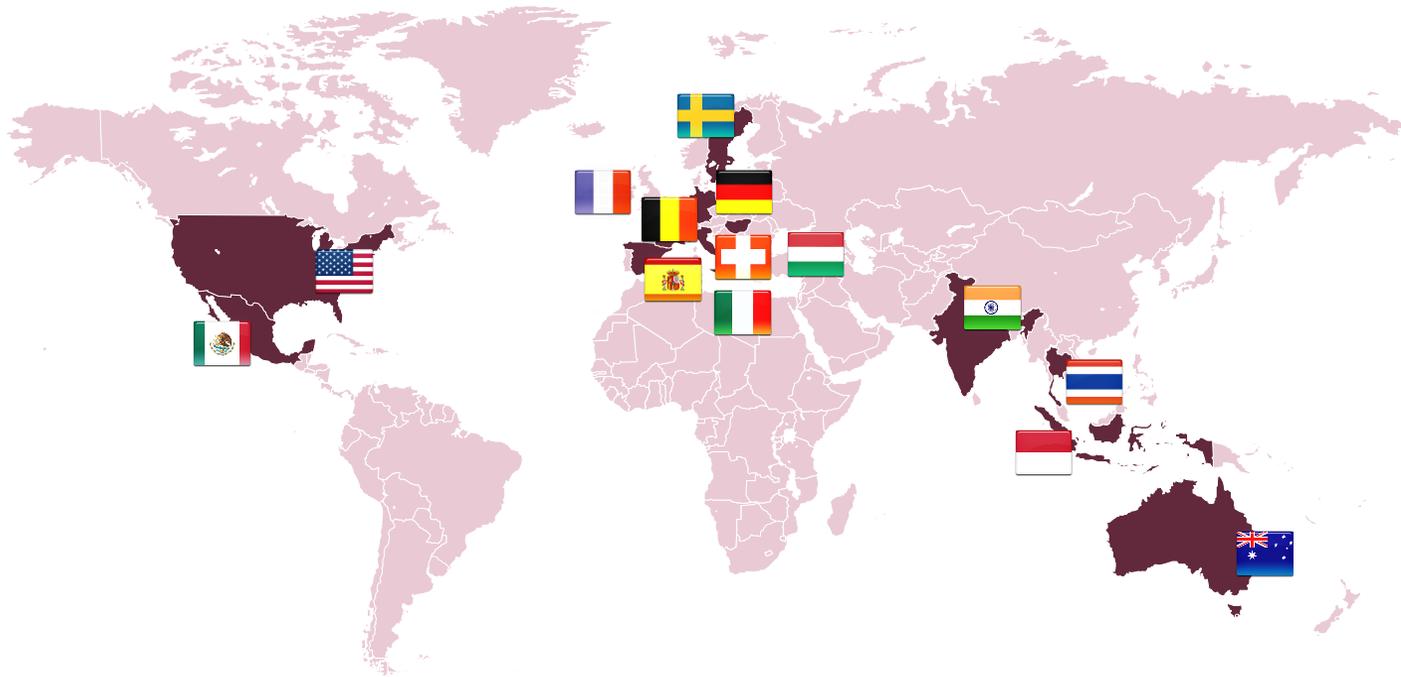
Cash & Cash equivalents (in Rs. Cr.)

- Received an investment grade rating for short term (A1) and long term (A) fund from ICRA on the back of adequate liquidity, strong relationship with major OEMs and a diversified clientele
- Installed Capacity has been created for 160,000 Metric Tons per Year. Can be further enhanced by 50,000 MT within the existing plants with minimal investment

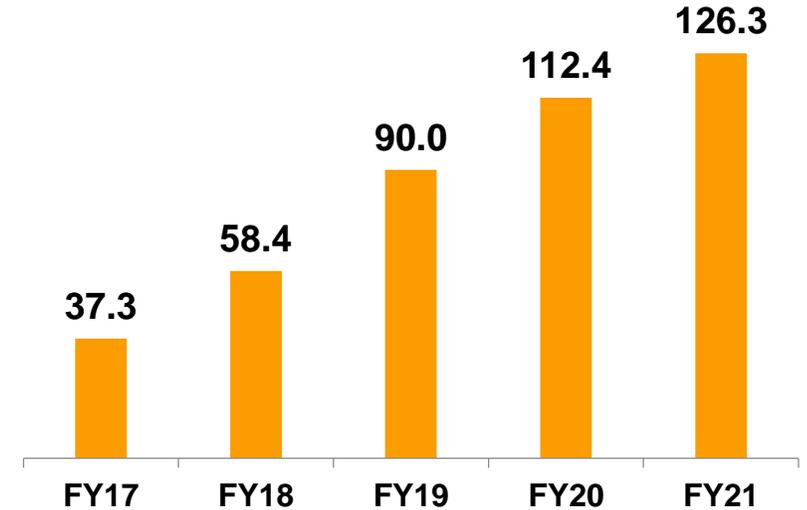


4 Strong Export Growth Potential

- India is being viewed as a key cog in the global automotive supply chain and sourcing machined castings from India is now becoming an attractive option for global customers.
- Nelcast is among only a few companies in the industry capable of meeting the requirements of top global OEMs & Tier 1s.
- Currently, Nelcast exports machined castings to reputable corporates in North America, Europe and Southeast Asia.



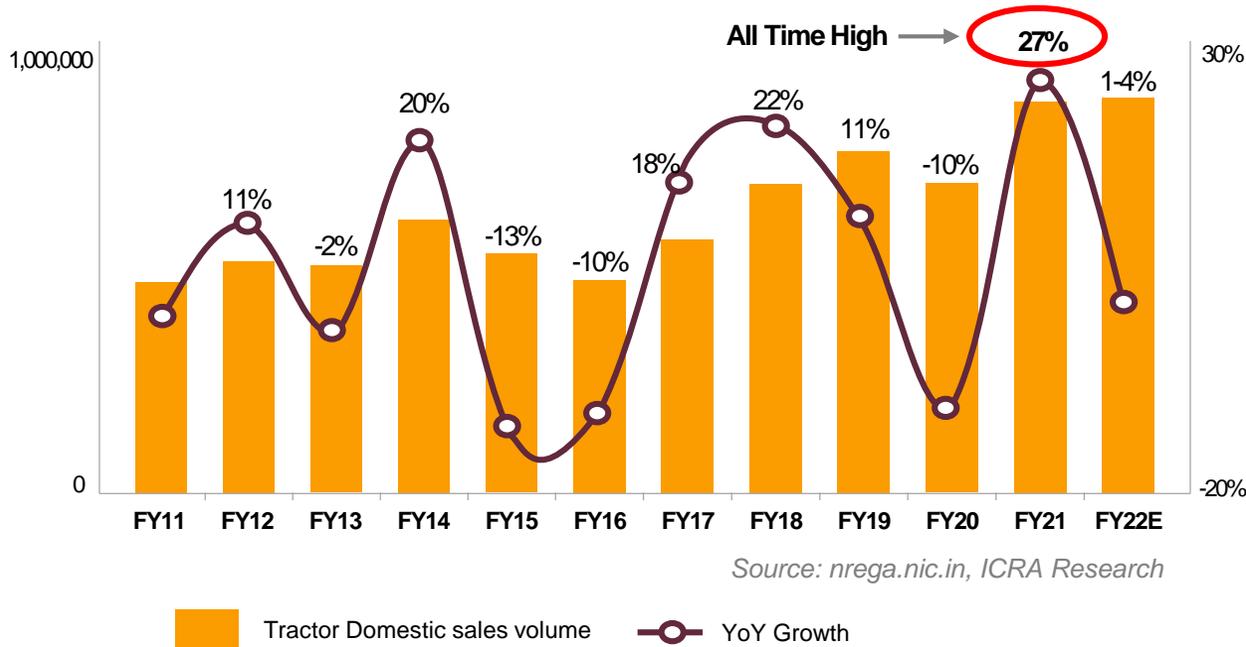
Revenue from Exports (in Rs. Cr.)



5 Large Market Opportunity

Indian Tractor Industry

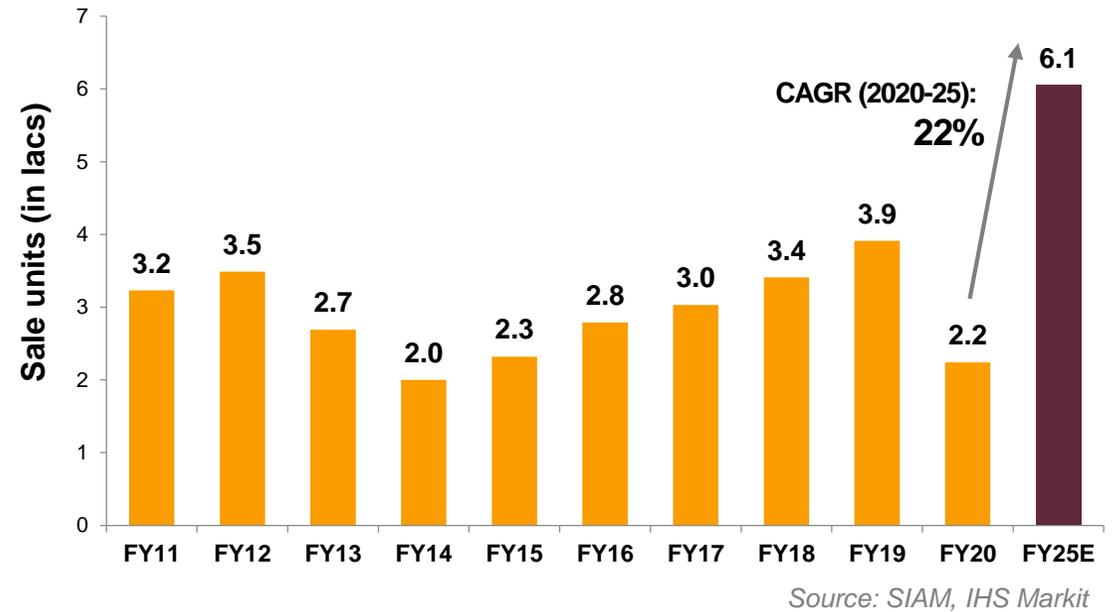
Industry volumes touched all-time high in FY2021; expected to remain healthy



The Indian tractor market is projected to reach **US\$ 113 bn** by 2025 from an estimated US\$ 92 bn in 2020 driven by good monsoon season and increased rural income.

Indian M&HCV Industry

Domestic M&HCV sales to grow at a CAGR of 22% between 2020-2025; expected to touch over 600,000 units



The heavy-duty trucks account for **over 55%** of the total M&HCV sales in India. They are estimated to continue their dominance in the years to come, followed by buses, the worst-affected segment in the pandemic, is predicted to be the fastest growing, due to low base effect.

6 Led by an Experienced Board



D. Sesa Reddy
Chairman

- Chairman of Dodla Dairy and Nelcast
- Possesses wide industrial entrepreneurial experience
- Has been on the Board of Nelcast since its inception



P. Deepak
Managing Director

- MBA from Kellogg School of Management
- MS in Engineering Management
- Industrial experience at M/s. Federal-Mogul Corp., USA, M/s. Nelcast USA Inc. and M/s. Deere & Company



P. Divya
Director

- MS in Network Information Systems, BE degree with Honours in Computer Engineering
- Managed various projects globally, ultimately specializing in Change Management & Governance at Deutsche Bank



R. Mohan Reddy
Director

- Bachelors degree in Engineering and Masters in Business Management from Osmania University
- Served as Managing Director of Hyderabad Allwyn Limited, General Manager in Andhra Pradesh Industrial Development Corporation



A. Balasubramanian
Director

- Bachelors degree in Science and a Chartered Accountant
- About 35 years of experience in the areas of Banking, Finance and Management
- Worked in Punjab National Bank for about 30 years at various capacities and retired as Chief General Manager



Maheswari Mohan
Director

- Post Graduate in M.A (Psychology) and LL.M (IPR & Cyber Laws). Certified by Indian Institute of Arbitration & Mediators, Cochin
- About 29 years of experience in the field of law, practicing in High Courts representing Corporate/MNC's/General public.

Focussed on a Sustainable Future

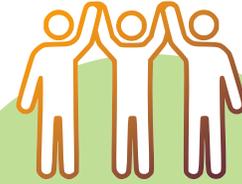
- **Renewable energy:**

About 55% of the power requirement is met through renewable sources

- Plantation of trees
- Core sand reclamation
- Building with bricks made out of waste black sand



Protecting the Environment



Giving back to the Community

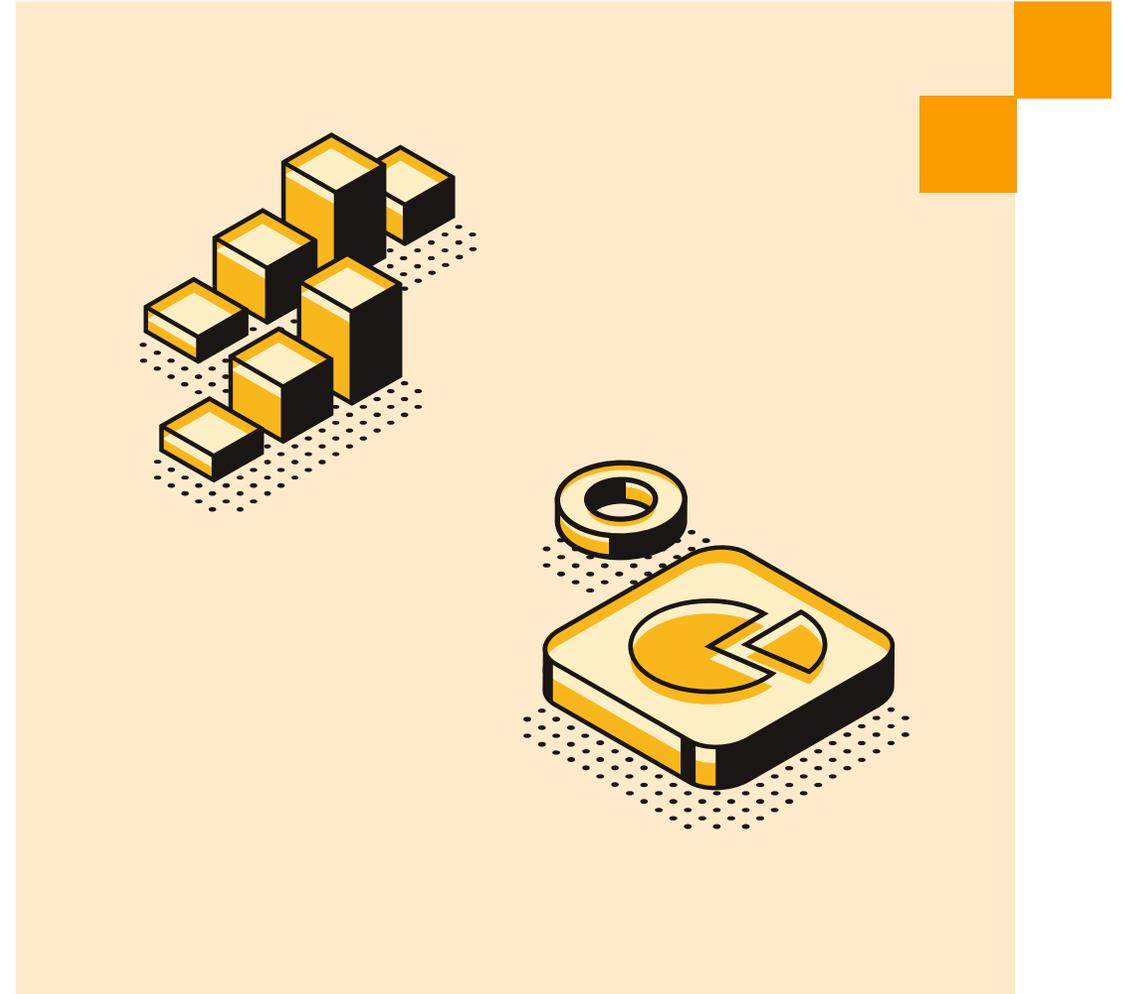
- Blood donation camps
- Providing medical support to hospitals
- Supporting schools
- Clinic & health camps



Financials

Profit & Loss Highlights 18

Balance Sheet Highlights 19



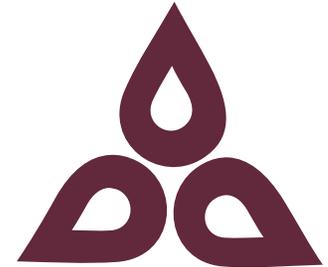
Profit & Loss Highlights

Particulars (in INR Cr.)	FY19	FY20	FY21	9MFY22
Revenue from Operations	856.27	566.76	610.96	653.88
Total Income	862.21	580.35	619.85	667.38
Total Expenses	804.49	549.55	607.56	656.71
EBITDA	81.82	61.86	51.27	46.58
D&A	17.47	18.53	21.74	16.95
EBIT	64.35	43.33	29.53	29.63
Finance cost	6.63	12.52	17.24	18.96
PBT (after exceptional items)	57.72	30.81	12.29	10.67
Total Tax Expense	19.28	(5.20)	3.25	3.20
PAT	38.44	36.01	9.04	7.47

Balance Sheet Highlights

Particulars (in INR Cr.)	FY19	FY20	FY21
Total non-current assets	428.01	471.38	471.61
Inventories	141.59	128.14	118.41
Trade receivables	121.17	112.62	164.19
Cash & cash equivalents	58.57	47.93	64.98
Total current assets	351.06	304.45	365.40
Total assets	779.07	775.83	837.01
Equity	395.15	420.18	430.09
Long-term Borrowings	90.88	141.01	107.47
Total non-current liabilities	137.80	174.50	144.50
Short-term Borrowings	77.62	70.86	73.69
Trade Payables	106.29	80.58	127.96
Total current liabilities	246.12	181.15	262.42
Total equity and liabilities	779.07	775.83	837.01

NELCAST
LIMITED



Thank You

For further details please contact:

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