



Date: 09-02-2023

To,  
The Manager  
Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai- 400001  
**Scrip Code: 542669**

To,  
The Manager  
Listing Department  
**The Calcutta Stock Exchange Limited**  
Lyons Range,  
Kolkata – 700 001  
**Scrip Code: 12141- CSE**

Dear Sir / Madam,

**Subject:** Submission of Investor Presentation – February 2023

With reference to above captioned subject, please find attached herewith Investor Presentation – February 2023.

The same has also been uploaded on the website of the Company at [www.bmwil.co.in](http://www.bmwil.co.in)

We request you to kindly take the same on record.

Yours faithfully,  
For **BMW INDUSTRIES LIMITED**

Vikram Kapur  
Company Secretary



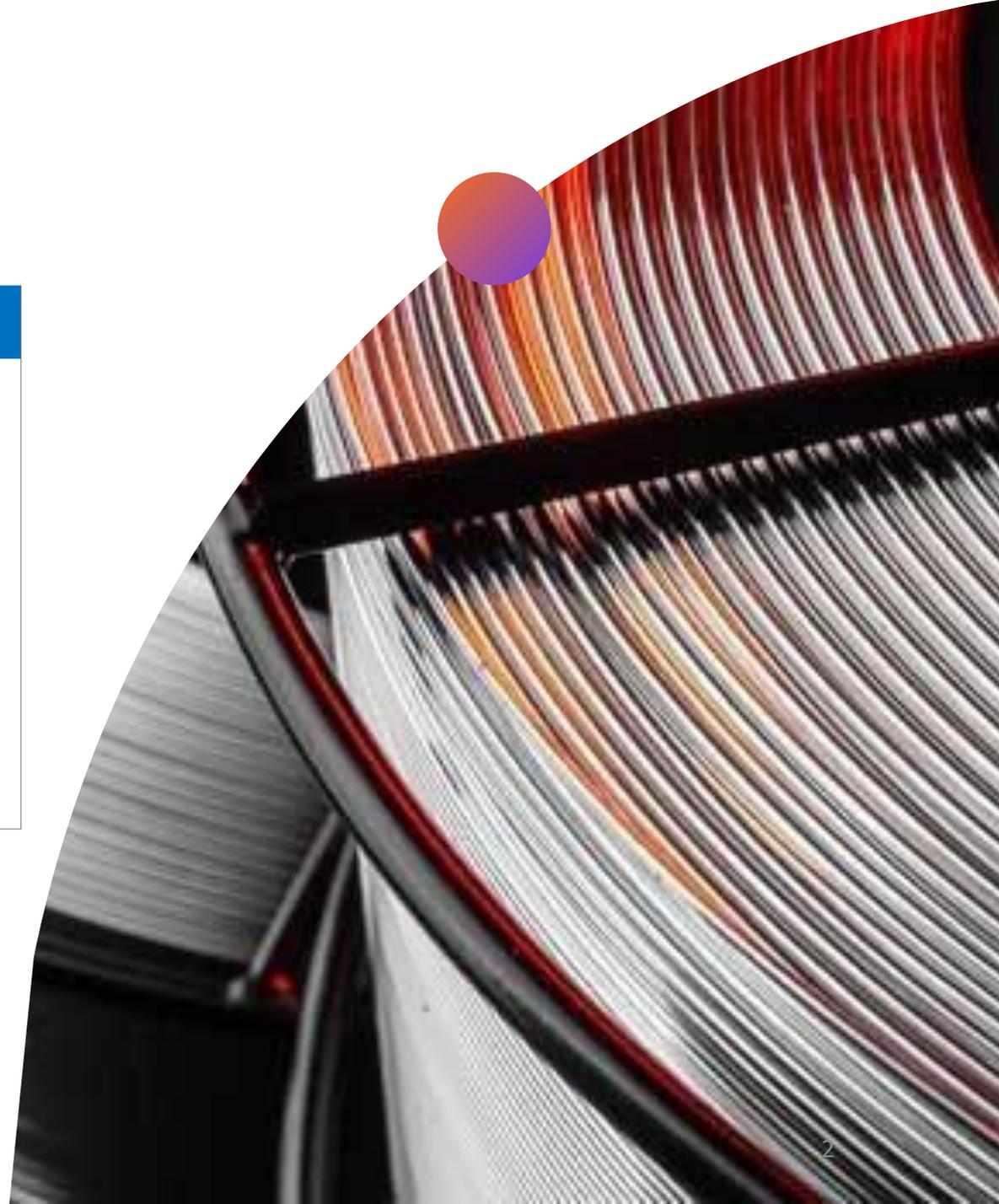
# BMW Industries Limited

TRUST | CONSISTENCY | STABILITY

INVESTOR PRESENTATION | FEBRUARY 2023

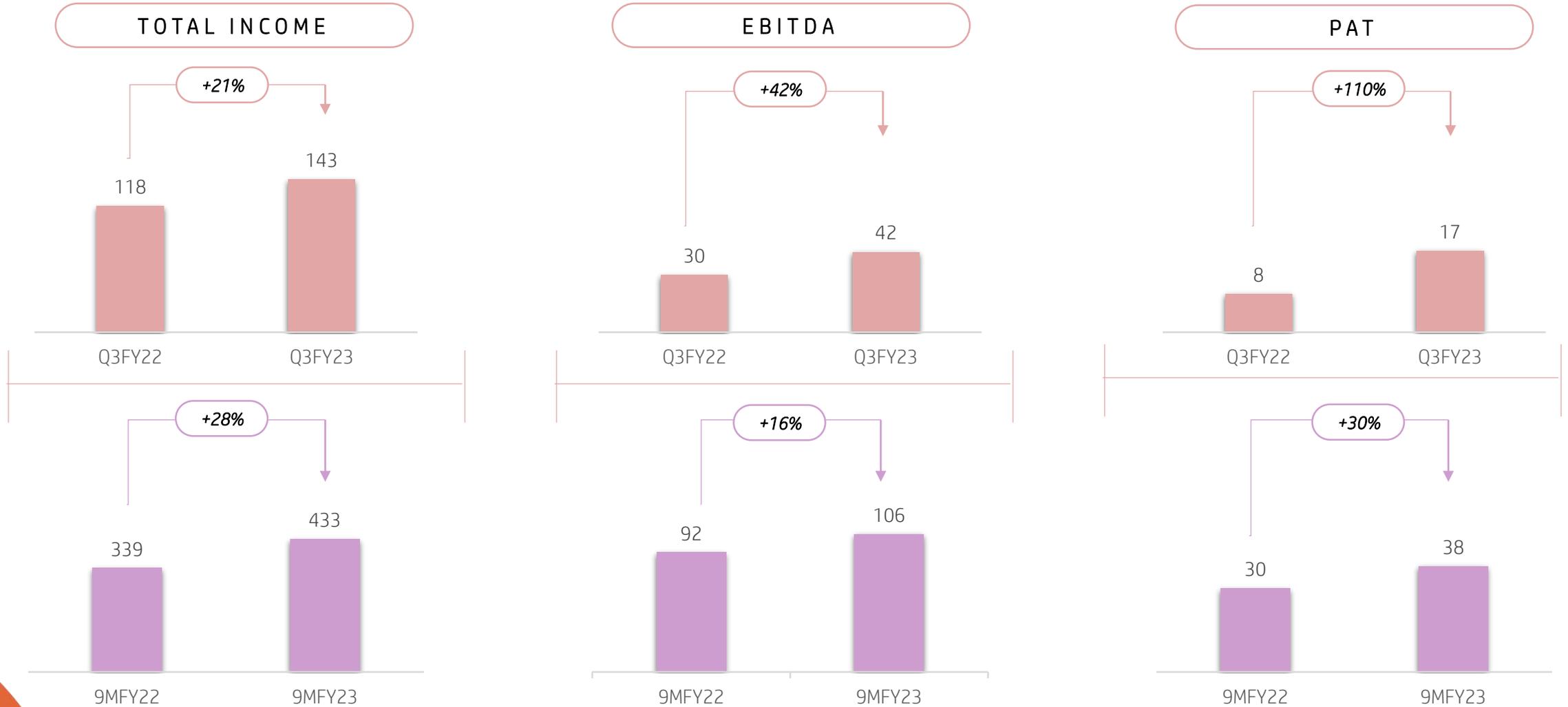
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# Quarter Highlights: Q3 & 9M FY23

In Rs. Crores



## Operational Highlights: Q3 & 9M FY23

Signed agreement with Tata Steel for conversion of MS pipes at NH6, Howrah; the contract is for quantity of 40,000 tonnes and has potential to earn a revenue of Rs. 15 Crores during the contract period of nine months till November 2023 with the clause of renewal thereafter

Achieved a significant accomplishment of dispatching 1 lakh tonnes of processed steel from the New HR Arbor Slitter at Manifit Facility, Jamshedpur

Successfully dispatched 1<sup>st</sup> Batch of TMT rebars from NINL Billet for TATA Steel

Achieved highest safety scores across the organization



# From the Chairman's Desk

Commenting on the Q3 & 9M FY23 performance, Mr. R. G. Bansal, Chairman and Executive Director of BMWIL said,

**Financials:-** *"We are proud to announce that BMWIL continued marching towards its growth trajectory by reporting a stellar performance during the nine months period of the current financial year. This was due to the improved revenue mix and efficient operational capabilities which allowed us to achieve a significant improvement in profitability.*

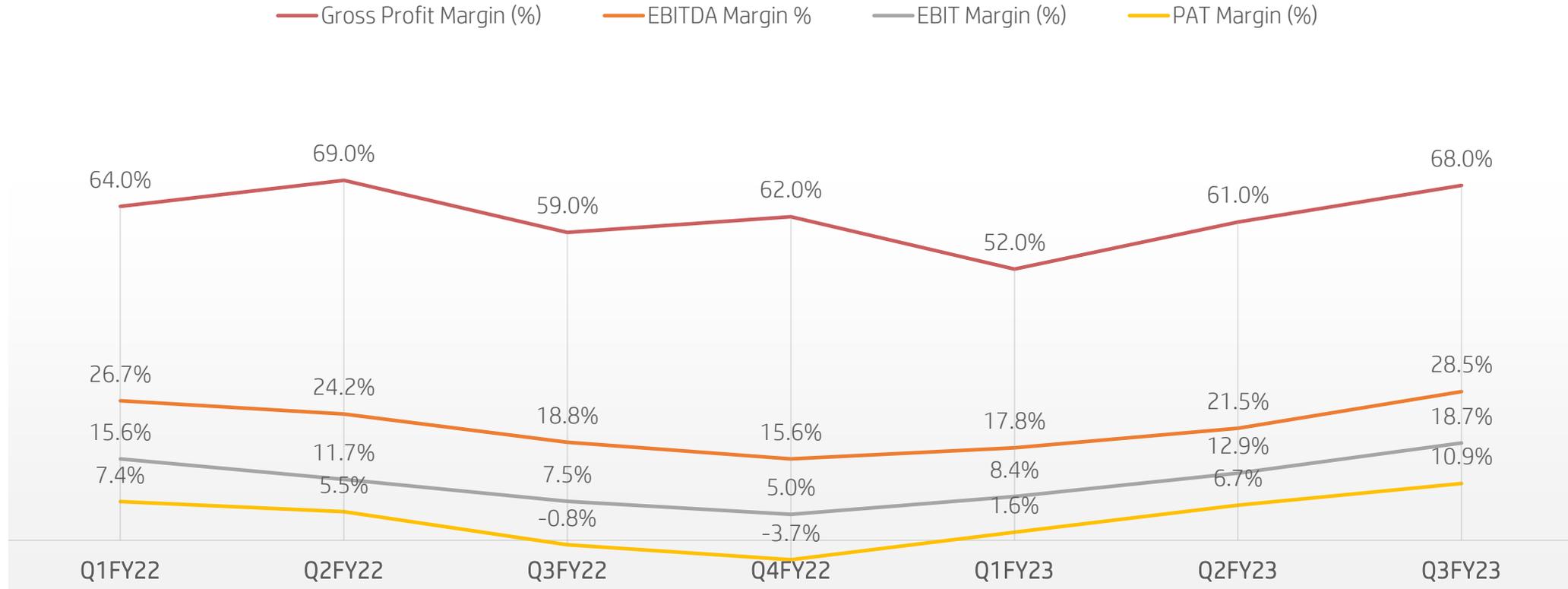
**Operational:-** *The company successfully dispatched its first batch of TMT rebars for Tata Steel (NINL) during the quarter against the long-term contract entered in the first half of the current financial year. We at BMWIL are constantly improving our operational efficiencies through the implementation of various measures, as a result of which our Manifit unit, which began operations in April'22, has successfully crossed a landmark production of 1,00,000 MT. The above business line will contribute an incremental revenue of Rs. 100 crores per year with healthy margins. Furthermore, the company has secured long-term orders, which assists us in creating a robust order book while providing us with strong revenue visibility in the future.*

**New Contract:-** *BMWIL has signed a prestigious agreement with Tata Steel for the conversion of MS Pipes for its Howrah NH6 facility which is likely to start its trial run in March'23. This contract will comprise the conversion of 40,000 tonnes of MS Pipes, with a potential conversion revenue of Rs.15 crores during the contract period of nine months till November 2023 with a clause of renewal thereafter.*

**Sustainability:-** *By applying numerous kaizens, the organization is constantly seeking to improve its safety procedures. The company has received the best safety ratings. Along with worker safety, the corporation has taken an environmental safety commitment by installing solar energy at its facilities, which will minimize expenses and reduce carbon emissions. Going forward, the commencement of new facilities and greater utilization of existing capacity will provide operating leverage to maintain overall profitability."*

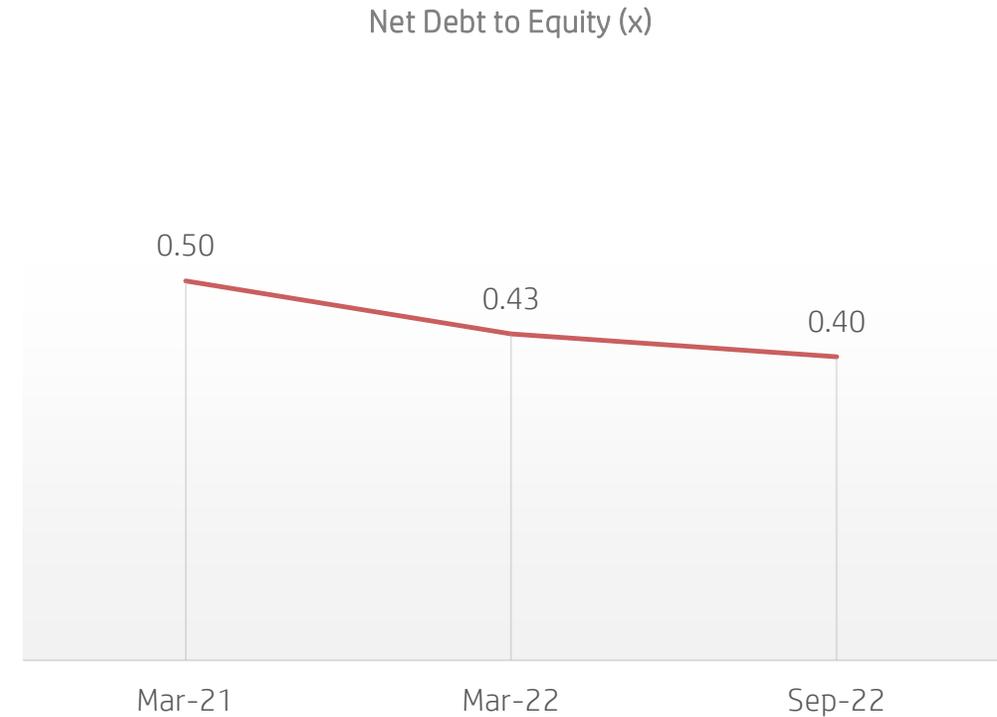
# Improvement in Profitability

Margin Profile Trend



# Sustainable Improvement in the Debt Profile

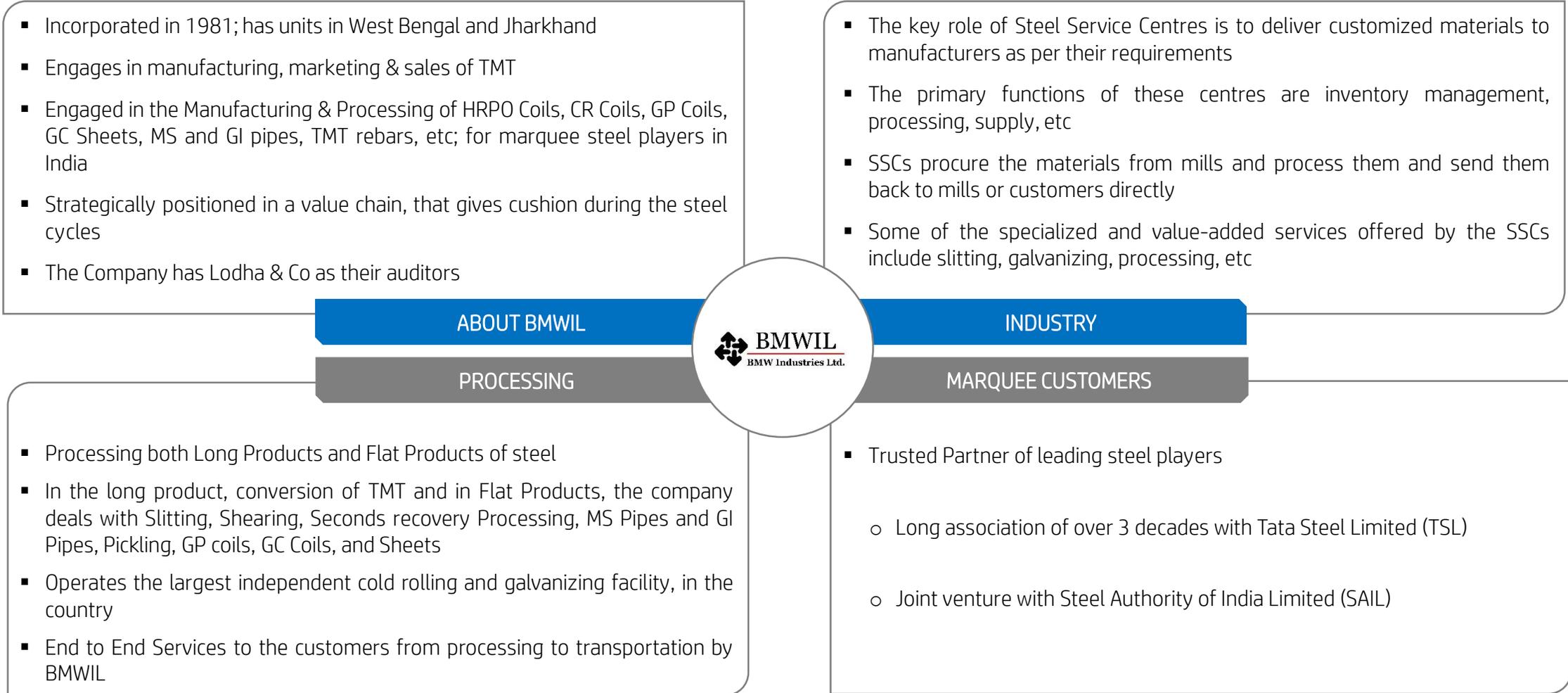
Particulars (Rs. Crores)	Sep-22	Mar-22	Mar-21
Long-term Debt	84.1	81.5	101.4
Short-term Debt	147.2	157.5	161.0
<b>Total Debt</b>	<b>231.3</b>	<b>239.0</b>	<b>262.5</b>
Cash and cash equivalents	2.1	0.9	0.6
<b>Net Debt</b>	<b>229.3</b>	<b>238.0</b>	<b>261.9</b>
Networth	575.4	554.3	520.0
<b>Net Debt / Equity</b>	<b>0.40</b>	<b>0.43</b>	<b>0.50</b>





# About Company

# BMWIL – One of the listed Steel Manufacturing & Processing players in India



# The journey of becoming a trusted partner

- Commissioned Continuous Galvanizing Line (CGL) in the year 2013
- Ventured into providing Logistic Solutions to customers (TSL)
- Installed a new TMT Mill of 1,20,000 MT in the year February 2018
- Set up High-Speed Tube Mill
- Renewed its volume and price agreement with Tata Steel
- Secured a fresh order from TSL for the manufacturing of TMT bars
- Signed an agreement of conversion of MS Pipes with Tata Steel

- Commissioned automatic structural rolling mill - capacity of 0.12 Mn TPA
- Commissioned TMT rolling mill - capacity of 0.18 Mn TPA
- Strategic partnership with TATA for Continuous Galvanizing Line

- Set up first tube mill in Kolkata
- Steel Service Centre concept in 1971



2011-2023

Becoming Future Ready



2001-2010

Partnership with Steel Players

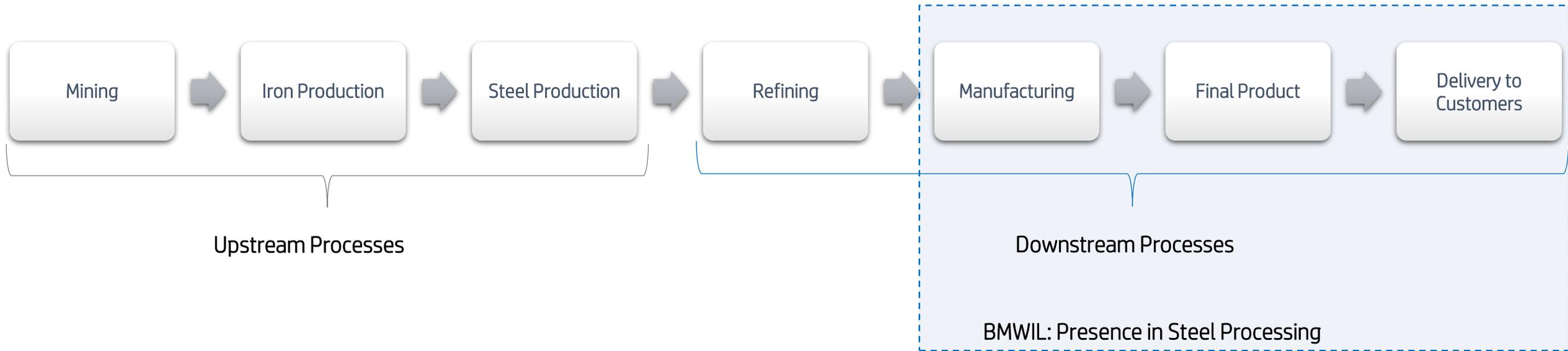


1970-2000

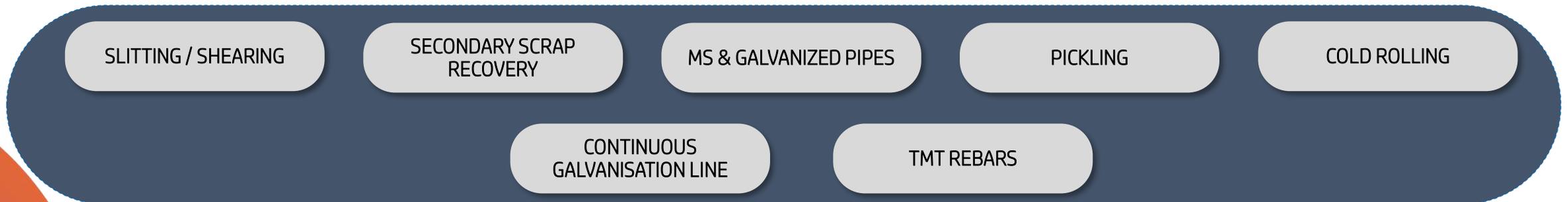
Entry into the Metal Servicing sector



# Steel Manufacturing Value Chain



## Services by BMWIL



# Key Managerial personnel



Mr. Ram Gopal Bansal, Chairman & WTD

Founder Member having more than 40 years of experience in the steel industry. His untiring effort and business acumen have made BMWIL successful



Mr. Harsh Bansal, Managing Director

MBA from Harvard Business School. Wide Industry Experience of over a decade. Responsible for handling day-to-day operations of the company along with handling business development and finance-related activities



Mr. Vivek Bansal, Managing Director

Bcom from Calcutta university with experience of over 19 years. Acquired valuable management knowledge from world-renowned institutes. Driving Tube, GP, and TMT business with his practical approach and business acumen



Mr. Abhishek Agarwal, Chief Financial Officer

Qualified Chartered Accountant with experience of more than a decade with the Company. Responsible for the financial activities of the company

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## EXPERIENCED BOARD

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Ms. Monica Chand,  
Non-Executive Independent Director

Rich experience of over 11 years in Marketing and Administration

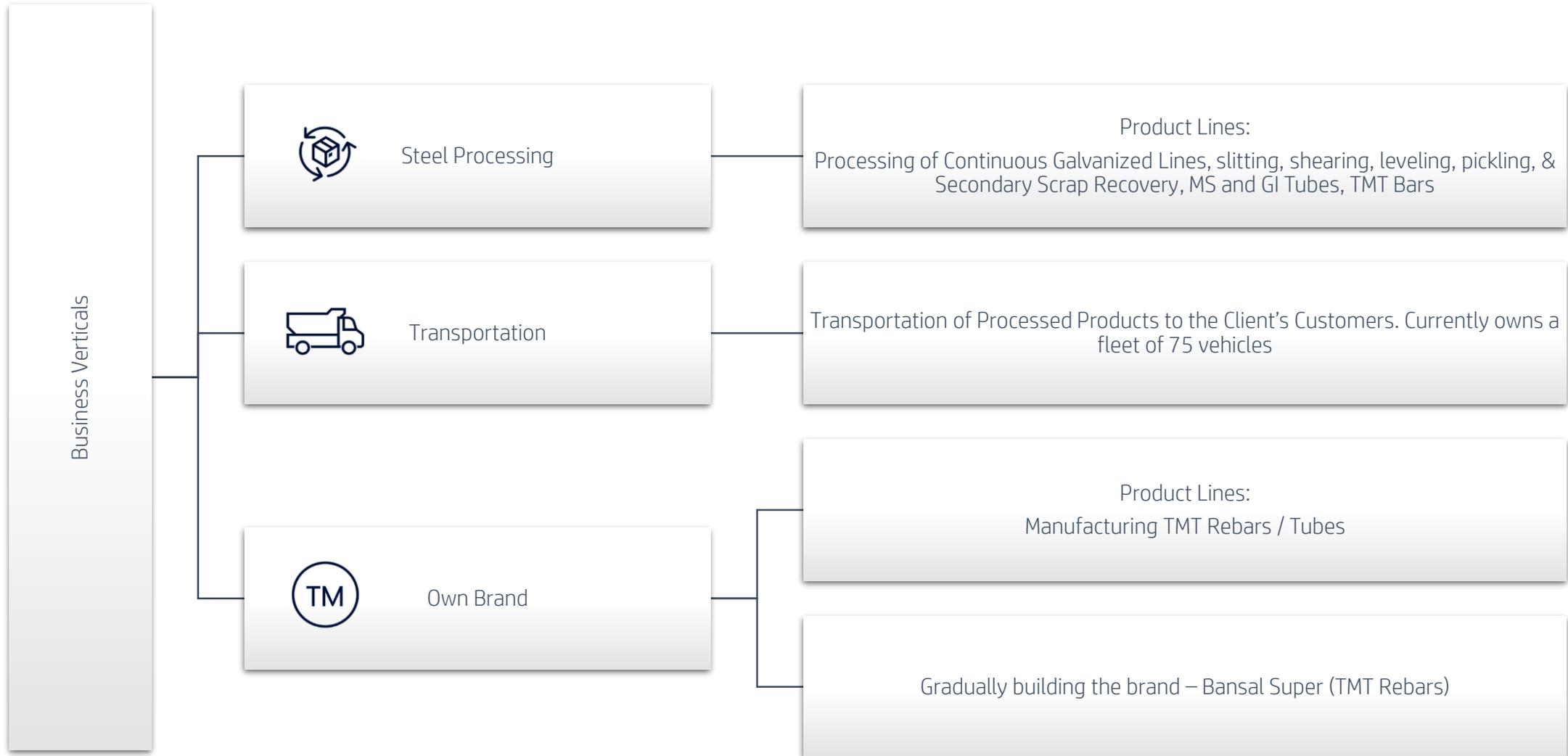
Mr. Sunil Kumar Parik,  
Non-Executive Independent Director

A Qualified CA with over 4 decades of professional experience

Mr. Rampriya Sharan,  
Non-Executive Independent Director

Retired Senior Income Tax bureaucrat with experience of over 4 decades

# Business Verticals





# Capacities & Process

# Current Capacity at Glance

Manufacturing Capacity	
Units	Products
Manifit, Jamshedpur	Slitting & Shearing- 4,50,000 TPA
Adityapur, Jamshedpur	Secondary Scrap Recovery – 60,000 TPA
Adityapur, Jamshedpur (Nippon Cryo Pvt Ltd) (100% step down subsidiary)	Galvanised Corrugated Sheets – 1,50,000 TPA
Adityapur, Jamshedpur (BMW Iron and Steel Industries Ltd) (100% Step Down Subsidiary)	M.S. Black Pipe- 48,000 TPA Galvanized Pipe – 60,000 TPA
Gamharia, Jamshedpur	HR PO Coils – 4,00,000 TPA Cold Rolling Mill – 2,20,000 TPA Continuous Galvanization – 2,00,000 MTPA
Argori, Howrah	Slitting – 1,22,000 TPA Rolling Mill (TMT)- 3,30,000 TPA M. S. Black Pipe – 96,000 TPA* *(IN CWIP, Machine Installed, Trial Run Pending)
Ghusuri, Howrah	M.S. Black Pipe- 40,000 TPA



# Manufacturing Facilities - Jamshedpur

Facility - Gamharia	Capacity
HR PO Coils	4,00,000 TPA
Cold Rolling Mill	2,20,000 TPA
Continuous Galvanization	2,00,000 TPA

Facility - Adityapur	Capacity
MS Black Pipe	48,000 TPA
Galvanized Pipe	60,000 TPA
Secondary Scrap Recovery	60,000 TPA
Galvanised Corrugated Sheets	1,50,000 TPA

Facility - Manfit	Capacity
Slitting & Shearing	4,50,000 TPA



5

Total Number of Plants in Jamshedpur

# Manufacturing Facilities - Kolkata

Facility - Argori	Capacity
Slitting	1,22,000 TPA
Rolling Mill (TMT)	3,30,000 TPA
MS Black Pipe (CWIP)	96,000 MTPA



2

Total Number of Plants in Kolkata

Facility - Ghusuri	Capacity
MS Black Pipe	40,000 TPA



# Key Process/Services Delivered

1

CONTINUOUS  
GALVANIZED LINE



2

SLITTING



3

TUBE  
MANUFACTURING



4

TMT REBARS  
MANUFACTURING



5

TRANSPORTAION/  
DELIVERY TO CUTOMER



# Continuous Galvanized Line (CGL)

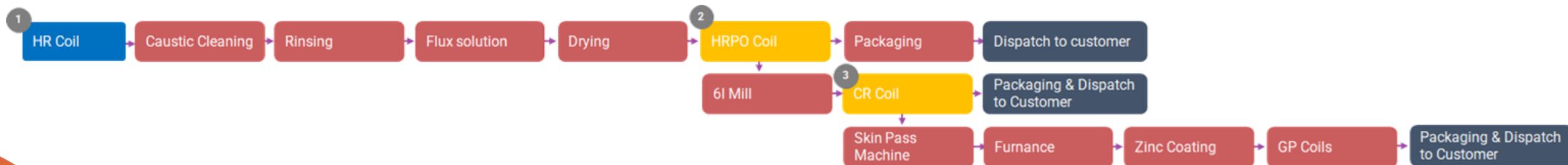
- Known as CGL#3 Complex in Gamharia, Jamshedpur
- State of Art Continuous Galvanizing Line with a capacity of 2,00,000 TPA
- The Project has been commissioned in December 2013
- Currently, the entire line is committed to TATA Steel for manufacturing of 'TATA Shaktee'



HRPO Coils | FHCRC Coils | Galvanized  
Hard/Soft Coil | Corrugated Sheet



## Process - Continuous Galvanizing Line



# Slitting of HR Coils

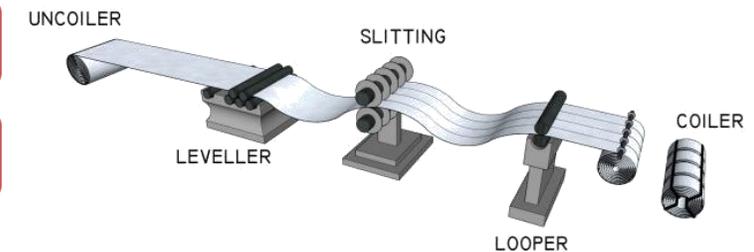
Roll slitting is a shearing operation that cuts a large roll of material into narrower rolls

- BMWIL has its slitting facilities at Jamshedpur (Manifit, Jamshedpur and Argori, Howrah)
- The total capacity stands at 5,72,000 tonnes per annum
- Major customer for the process is TATA Steel
- The slitted coils are further utilized for the manufacturing of tubes by customers



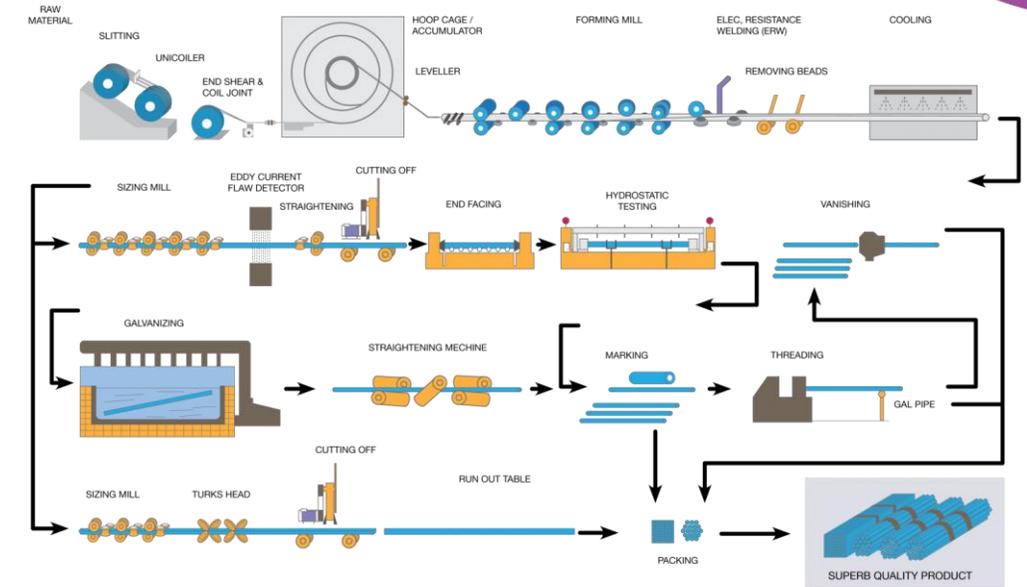
## Slitting Process

1



# Tube manufacturing and Galvanizing services

- BMWIL has its M.S. Pipe manufacturing facility at Ghusuri, Howrah, and Adityapur, Jamshedpur. Besides this have an MS Pipe capacity at Argori, for which a trial run is pending. Have GI Pipe facility at Jamshedpur.
- Operational Pipe Capacity of 1,48,000 TPA
- MS Pipes are manufactured from the slitted coil and are used for agriculture and irrigation purposes
- Galvanised Pipes are manufactured from MS Pipe are used for plumbing works.

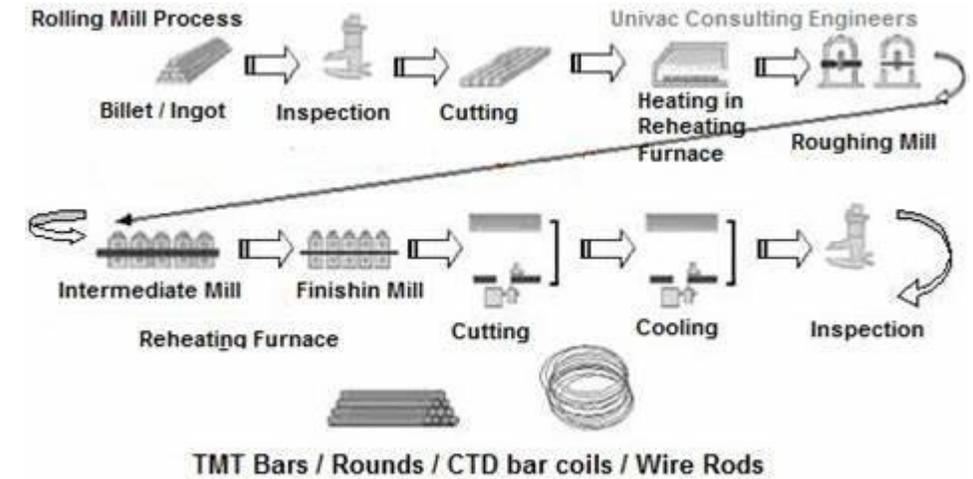


## Tube Manufacturing & Galvanizing Process

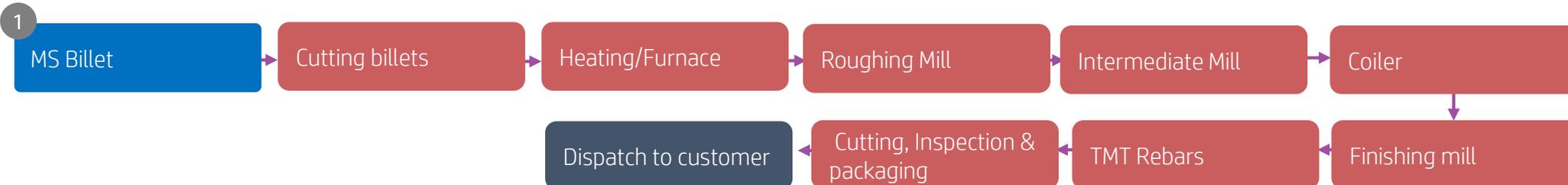


# TMT bars manufacturing Services

- TMT processing facility of 3,30,000 MT tonnes per annum
- Secured long term orders of 3,00,000 MT per annum from TATA steel



## TMT Bars manufacturing Process

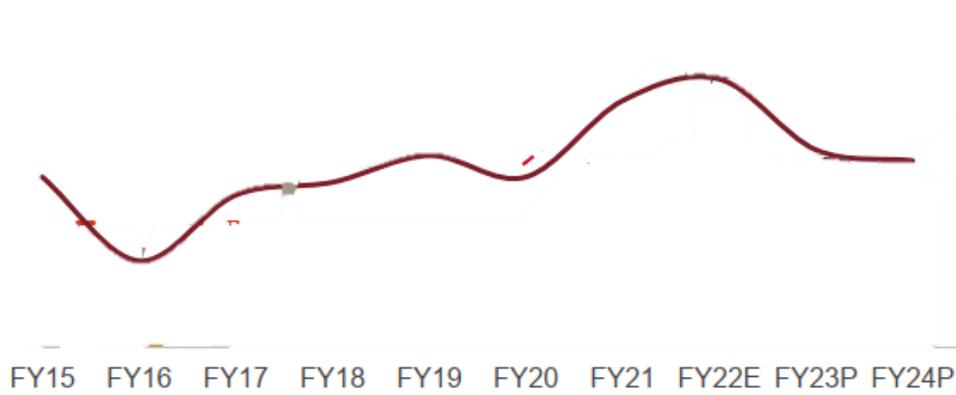




# Business and Positioning

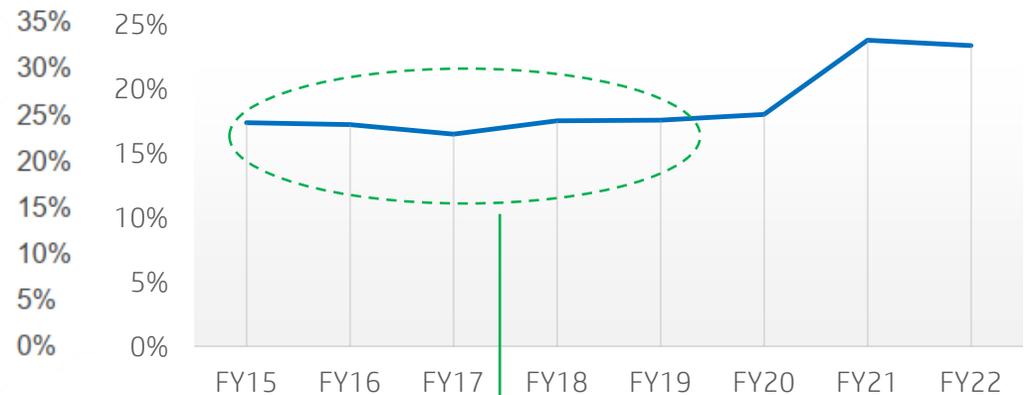
# Unique position in value chain of steel industry

Industry Primary Players EBITDA Margin Trend



Source: Cube Report

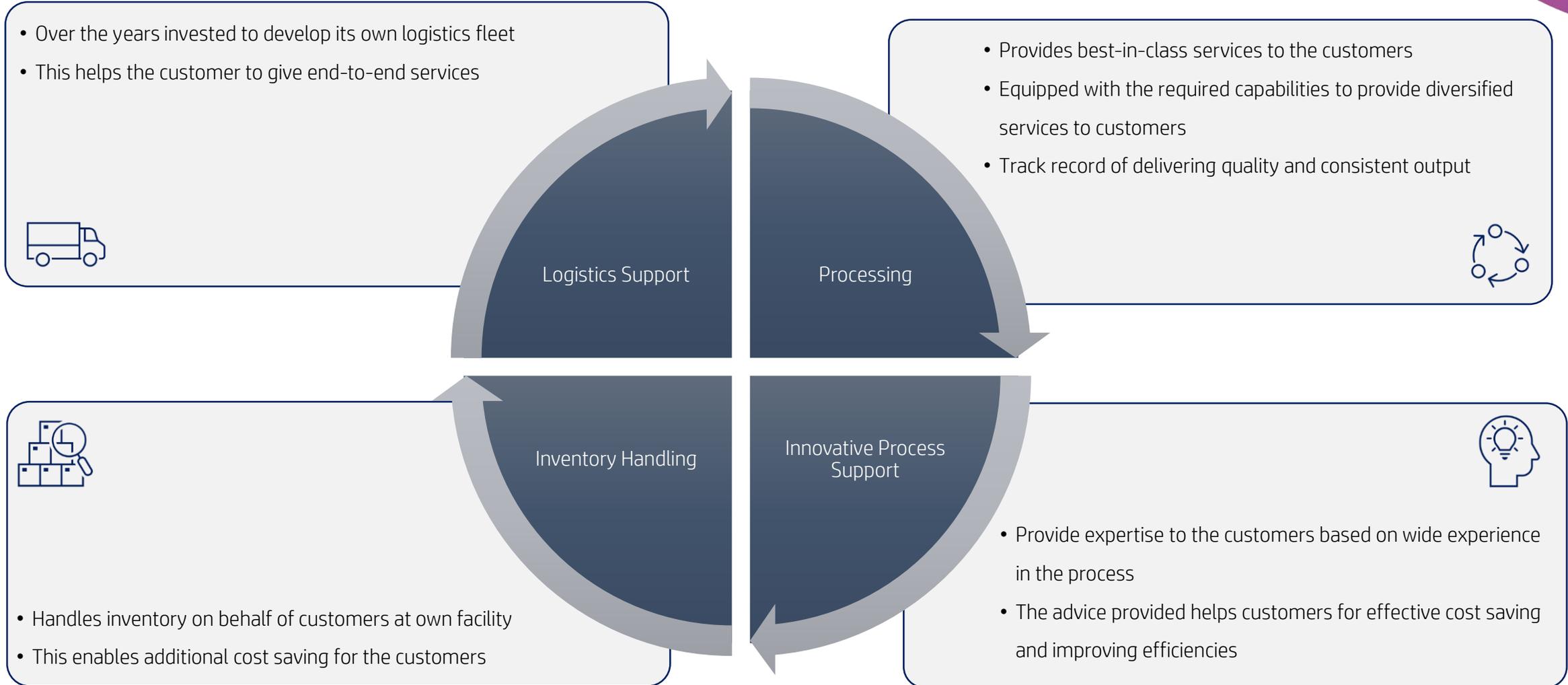
BMWIL EBITDA Margin %

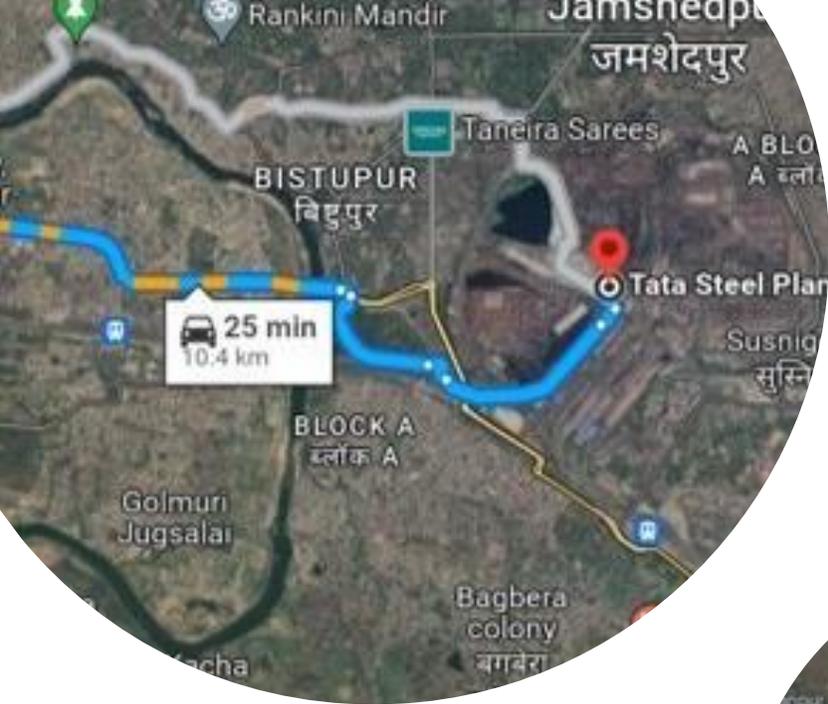


Less volatility during the sector down cycle

BWMIL's nature of business is such that prevents the business from major volatility of the industry cycle and enables it to generate consistent cash flows

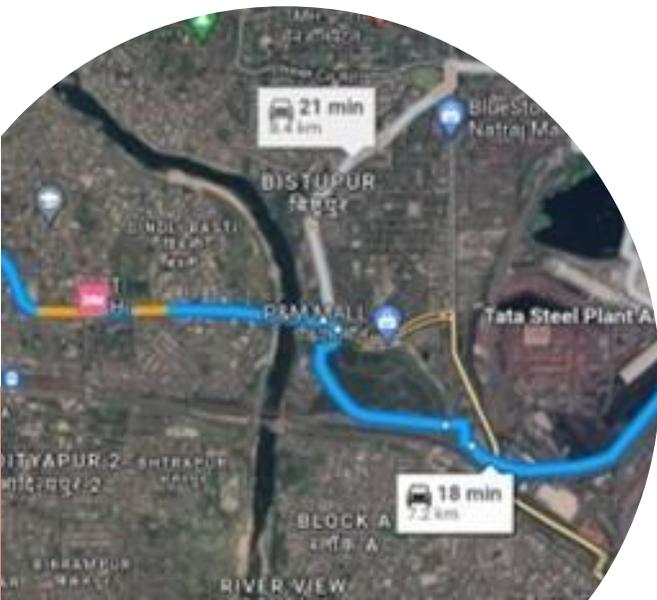
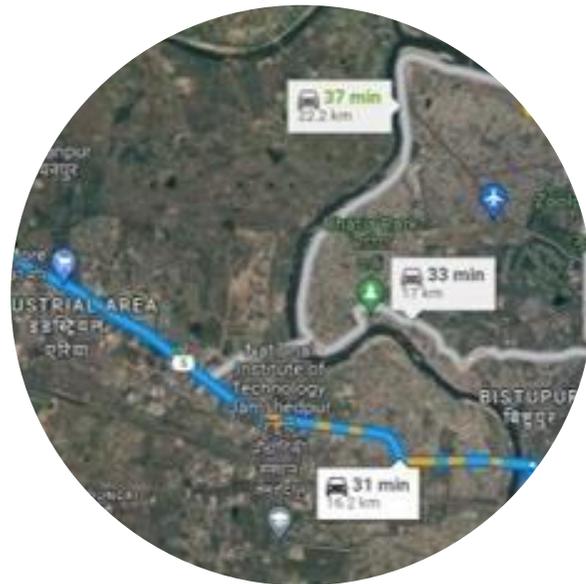
# Built an efficient service environment to serve its customers





## Strategically Located to Serve the Customers

- Strategically Located close to the raw material availability
- Raw materials are readily available, allowing for significant cost savings
- Because the plant is close to raw materials, only finished goods are transferred to clients in diverse regions, resulting in significant transportation cost savings for customers.



# Established Strong Relationship with customers (1/2)

ESTABLISHED CLIENT RELATIONSHIPS OF +30 YEARS WITH MARQUEE STEEL MANUFACTURING PLAYERS

## INITIATION

Started Steel Service Center concept in 1971

Set up First Tube Mill in Kolkata

1970-1980

## STRATEGIC PARTNERSHIP WITH SAIL & TATA STEEL

Formation of JV with SAIL

Expanded the capacity of SSC at Jamshedpur

1980-2000

## BUILDING CAPABILITIES TO SERVICE CUSTOMERS

Continuous Galvanizing Line (CGL)

Commissioned TMT Rolling Mill in West Bengal

Commissioned automatic structural Rolling Mill

2001-2013

## ADDITION OF CAPABILITIES TO CONTINUE SERVICING CUSTOMERS

Commissioned High Speed automated Slitting Line

Setting up of High-Speed Tube Mill

Ventures into providing Logistic Solutions

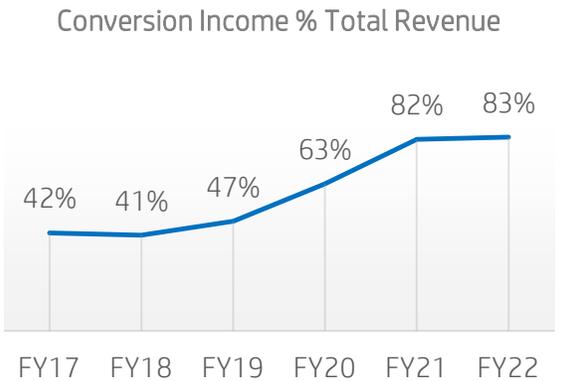
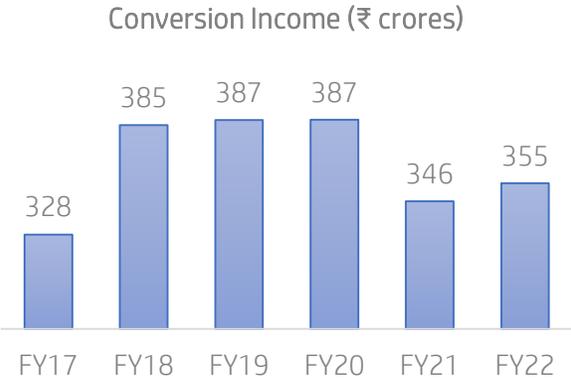
Commissioned Continuous Galvanizing Line Plant

2014-2022

CONTINUOUS EFFORTS TOWARD IMPLEMENTING SAFETY MEASURES IN THE FACILITIES

# Established Strong Relationship with Key Customers (2/2)

<p><b>30+ Years of Association</b></p>	<p>Long association of over 3 decades with Tata Steel Limited (TSL) and during this journey, has set up many processing/manufacturing facilities for TSL</p>
<p><b>Dedicated Continuous Galvanization Line</b></p>	<p>One of its unique and strategic decision was to set up the conversion of Hot Rolled Coils to Galvanised Corrugated (GC) sheets through a continuous galvanizing line. The process involves protective zinc alloy coating to steel, to prevent rusting</p>
<p><b>Capital Expenditure of ₹ 400 crores</b></p>	<p>A major conversion agent of TSL for the roofing product CGL3 Plant at Jamshedpur plant has been set up to serve TSL's demand for GP/GC sheets with a capital investment of around Rs. 400 crores in 2014</p>
<p><b>Processing of flagship brand</b></p>	<p>Converts all the Hot Rolled (HR) materials supplied by Tata Steel limited into Galvanised Corrugated (GC) sheets which are sold under their flagship brand 'TATA Shaktee'</p>

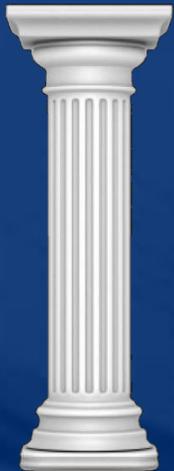


# BMWIL's Business Proposition

*Aspire to become a leading outsourced manufacturing solution in the steel industry*



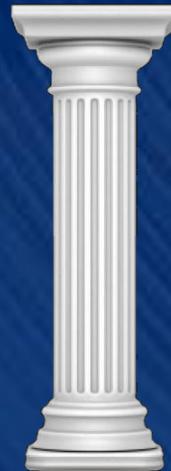
DEEP SECTOR/  
PROCESS KNOWLEDGE



Over the period of time built efficient capabilities to serve client requirements



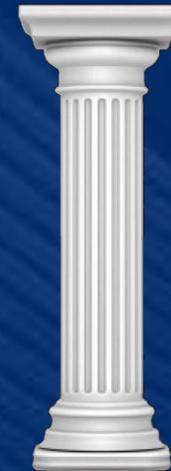
READY INFRASTRUCTURE



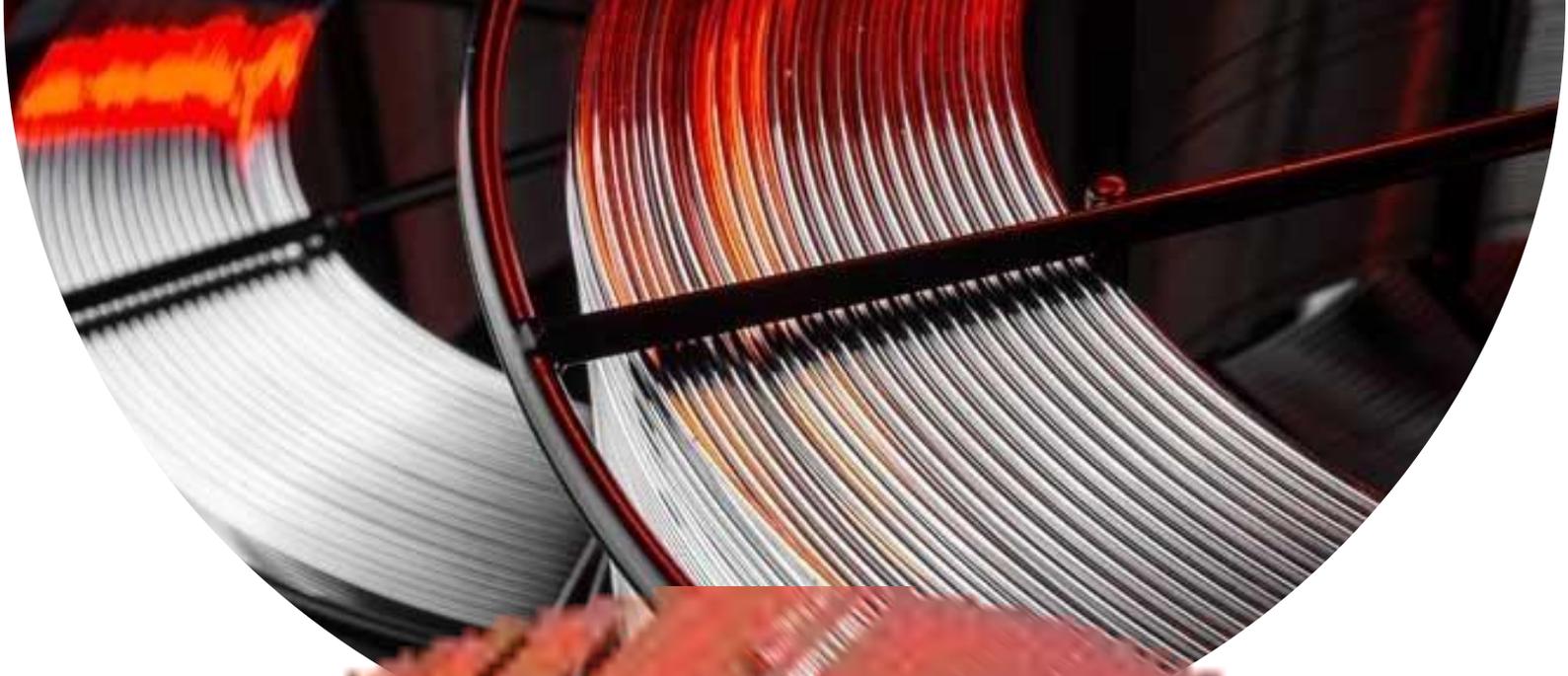
Create an excellent manufacturing base near the market to serve JIT



LONG LASTING PARTNERSHIP

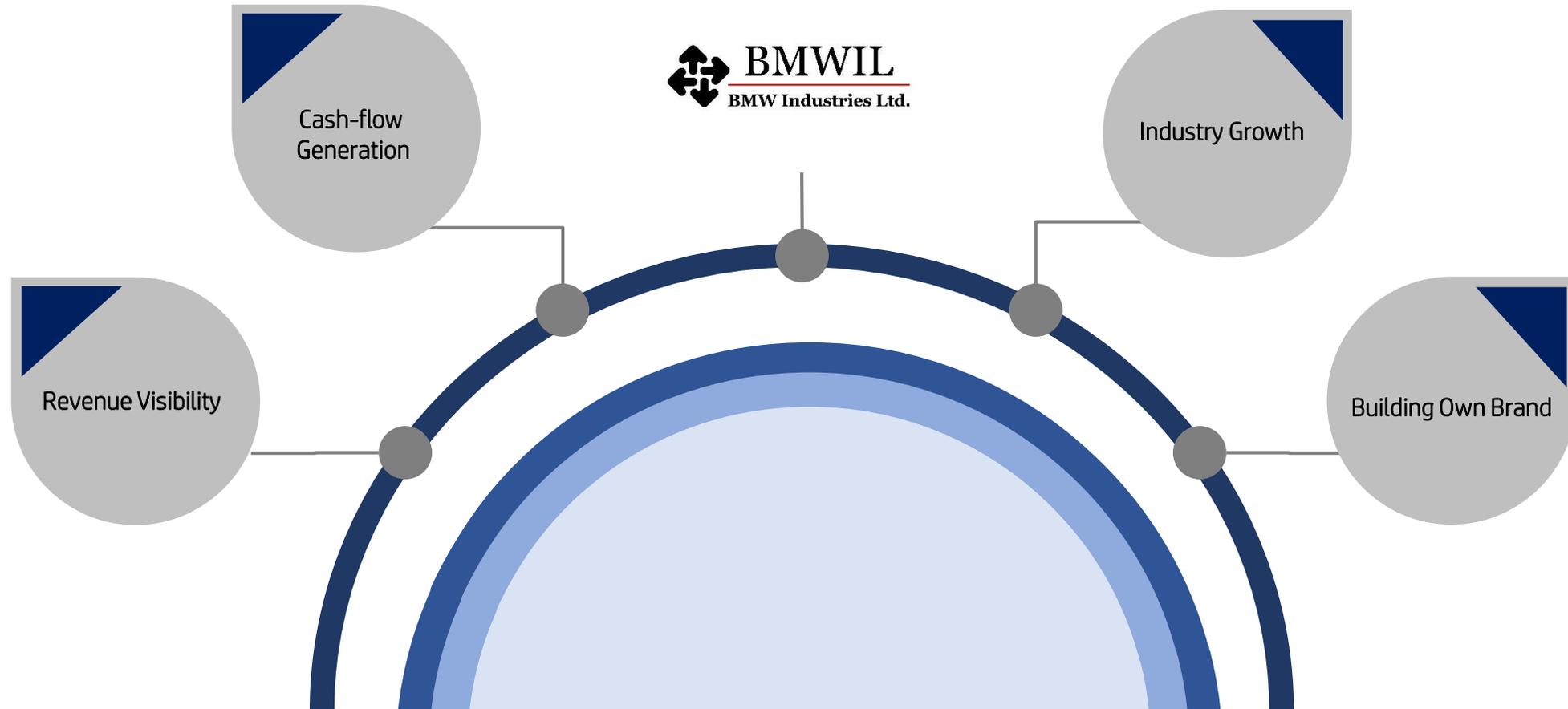


Maintain existing relationships with customers through service delivery & Create new market



# Growth Drivers

# Growth Drivers



# Revenue Visibility

1

Agreement for conversion of GP/GC sheets through the continuous galvanizing line, renewed in till 2024

Expected Revenue of Rs. 2,000 crores over the entire contracted period of 5 years\*

Key Entry Barriers:

## CAPITAL REQUIREMENT

Invested Rs. 400 cr to start this line, the current CAPEX required to set up a similar plant is ~Rs. 1,000 crores

## GEOGRAPHICAL ADVANTAGE

Facility is ~5 km in the vicinity of the TSL Plant and additionally BMWIL also provides logistics services to deliver to customers

## RELATIONSHIP

Has a relationship of +30 years with TSL. Consistency and product quality is maintained at BMWIL facility

## COMPETITIVE COST OF PRODUCTION

Has acquired skills over years that allow it to produce at a highly competitive cost while maintaining consistent quality compared to peers

2

Agreement to manufacture ~3,00,000 MTPA TMT Rebars up to 2025

Expected Revenue of Rs. 250 crores over the entire contracted period of 3 years with PV on Key Consumables

Key Entry Barriers:

## TRUSTED PLAYER

The facility is dedicated to TSL to manufacture TMT rebars.

## QUALITY

Able to serve its customers with high-quality products of constant quality due to its cutting-edge manufacturing facilities and deep focus on process and people.

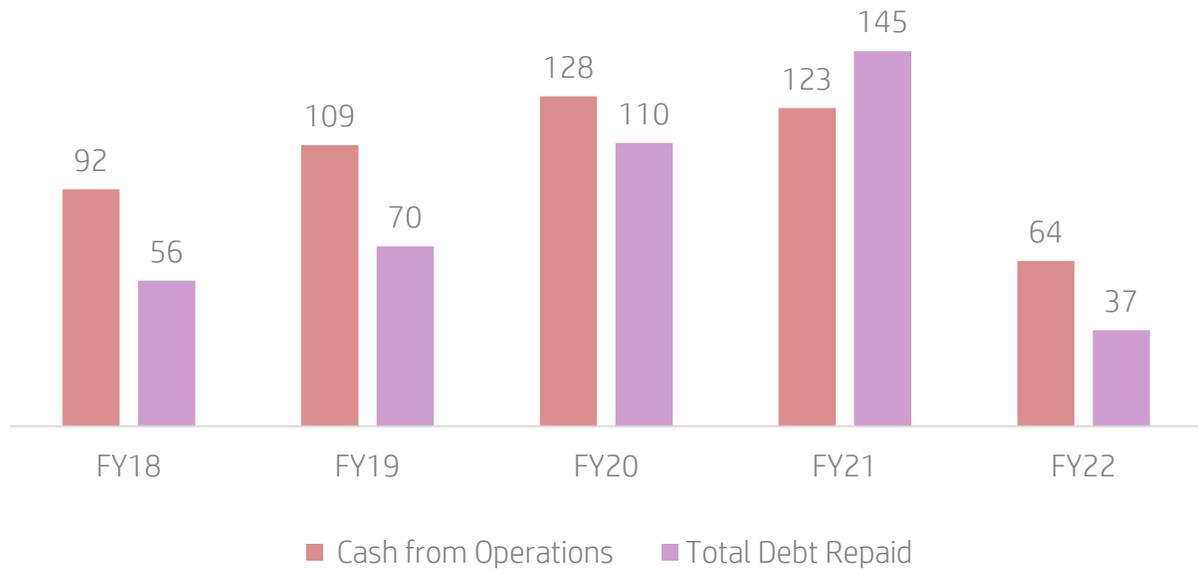
## END TO END SERVICES

Provides 360 degree services from manufacturing/ processing to transportation services

\*out of 5 years; 3 years of contractual period is left

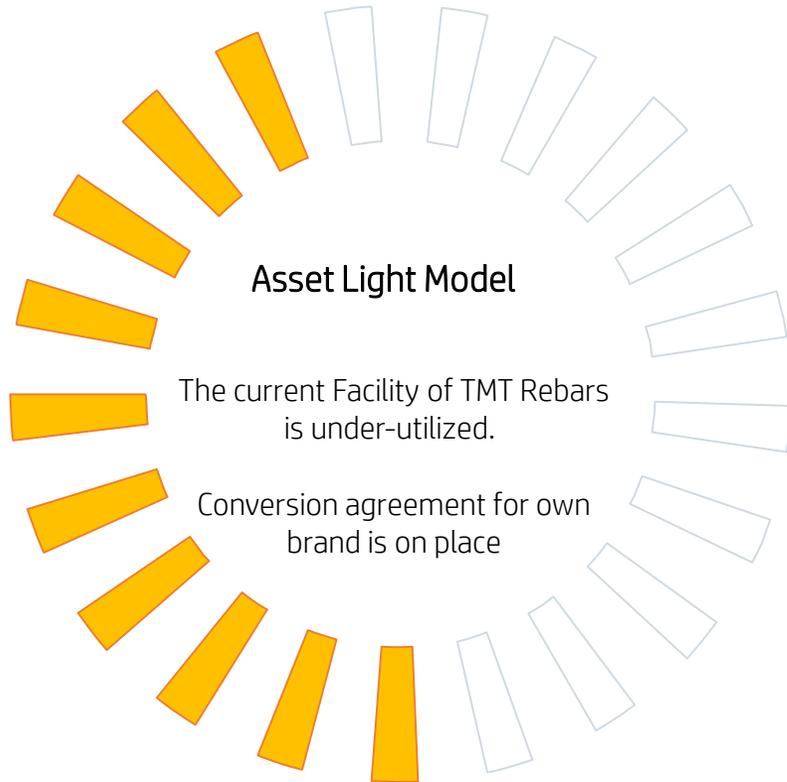
# Strong Cashflow Generation

Cashflow Movement



- Invested Rs. 400 crores in 2014 for Continuous Galvanized Line
- Debt Repaid ~Rs. 300 crores over 6+ years (Debt was at Rs. 538 crores as on FY15)
- No Major CAPEX under planning, utilization of underlined capex
- Currently, ~50% Cashflow generated is diverted towards Debt Repayment, the maximum debt to be repaid by FY24

# Future Plans to build an own brand



**BANSAL SUPER**  
BANSAL SUPER 500D  
**500D EQ-CR TMT REBAR**

# Harnessing Green Energy

*Green Energy to contribute to environmental safety and fulfill the commitment toward its stakeholders.*



**Green energy protecting against long-term power cost increases**

Invest ~Rs. 22 crores for the installation of 4 MW roof-top solar energy panels at NH-6 in Kolkata

Panels - likely to be installed by May 2023 with a payback of around 4 years

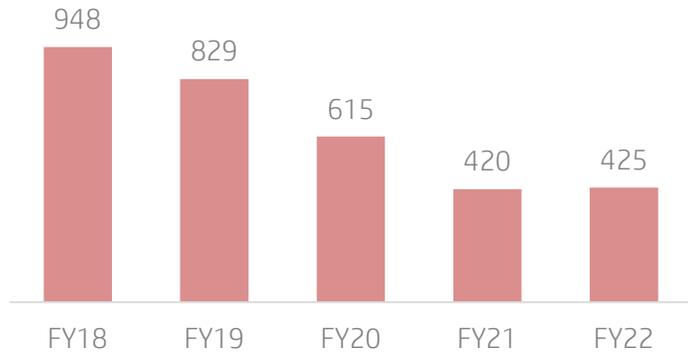
Expected to reduce electricity costs drastically from the current Rs.10 per unit to as low as Rs.1 per unit, resulting in substantial cost savings of ~Rs. 4 crores on a yearly basis



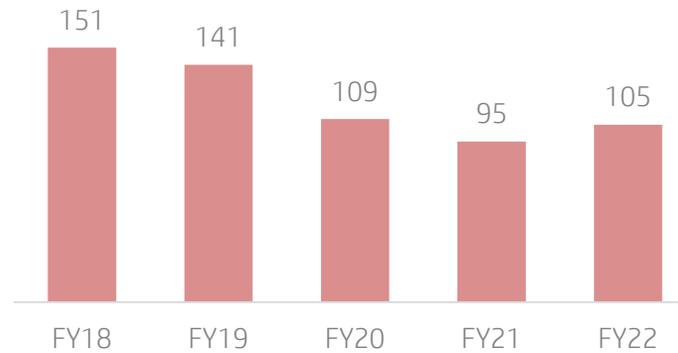
# Financials

# Key Financial Highlights (Consolidated) (1/2)

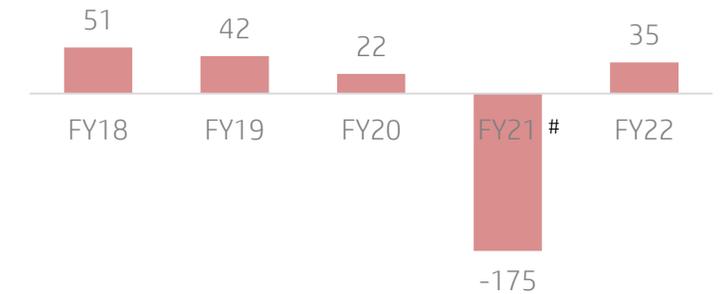
Total Revenue\* (₹ crores)



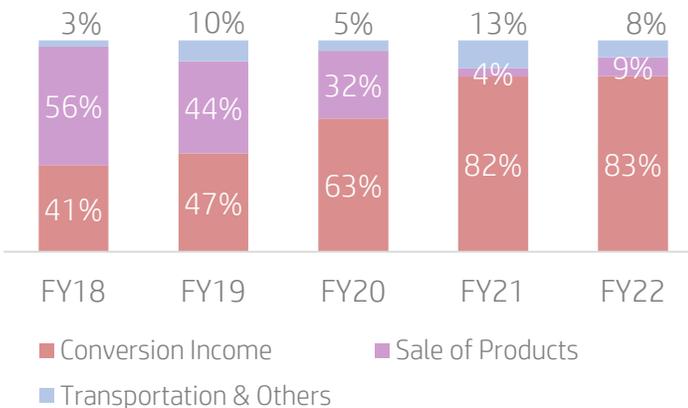
EBITDA (excl Other Income) (₹ crores)



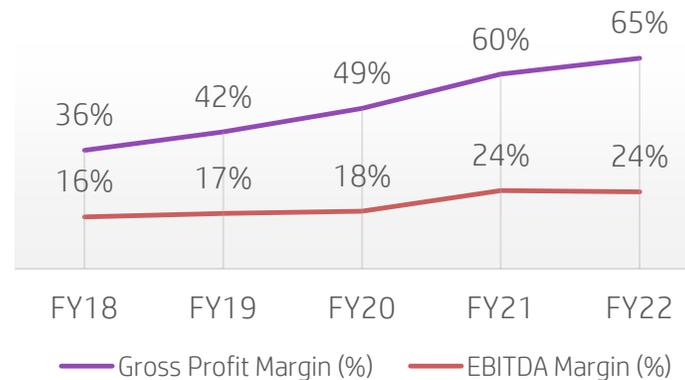
Profit After Tax (₹ crores)



Revenue Mix (%)



Gross Profit & EBITDA Margin (%)



Cash Profit (₹ crores)

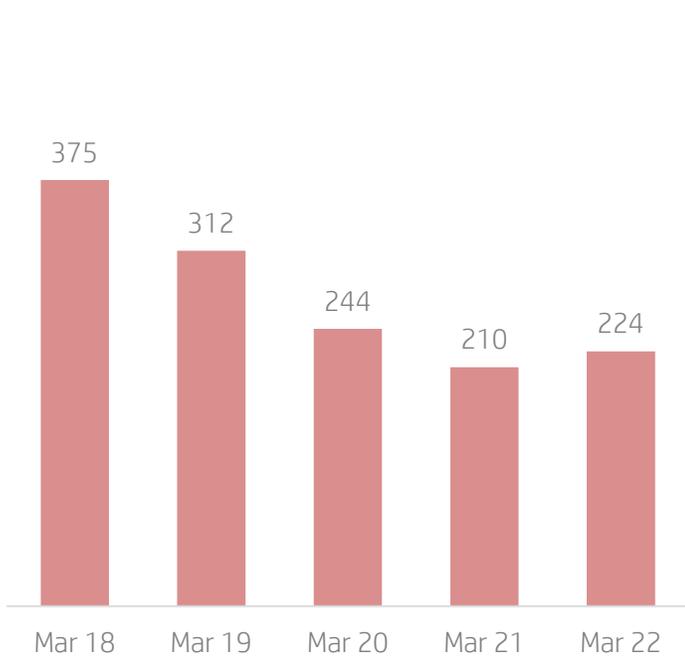


\*Revenue is declining largely because the company is reducing its share of low-margin products & concentrating on high-margin segments

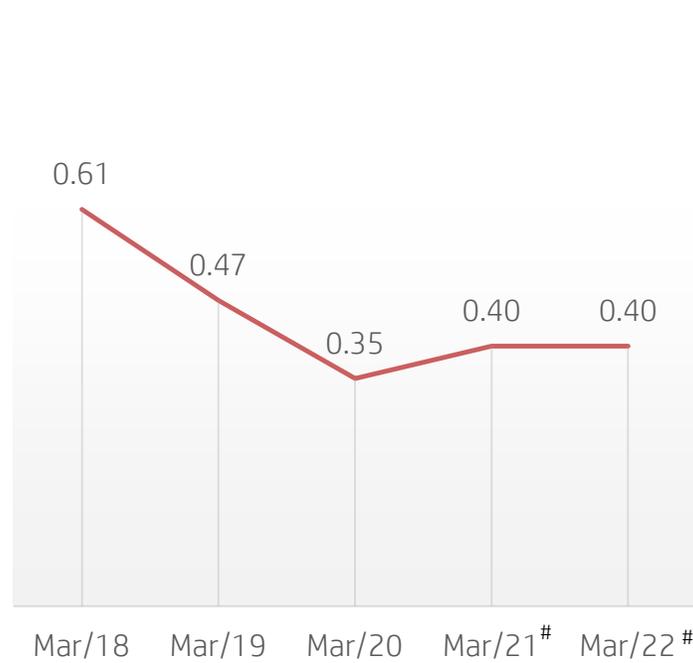
# Exceptional Loss: Exceptional Items include Rs. 199.07 crores pertaining to an estimated shortfall in the value of inventories, investments, trade, and other receivables. Further loss of Rs. 39.52 crores arising on discard of property, plant, and equipment including on account of natural calamities

# Key Financial Highlights (Consolidated) (2/2)

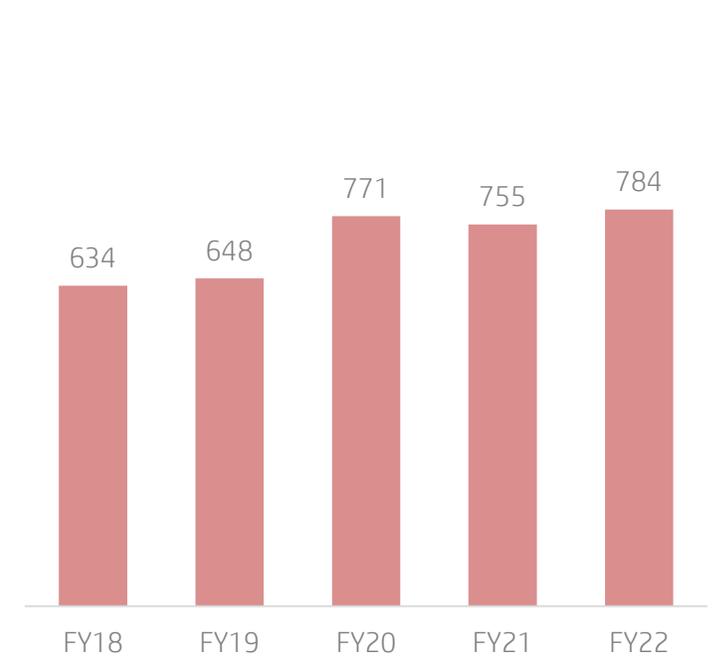
Total Debt (₹ crores)



Total Debt to Equity (x)



Gross Property, Plant & Equipment (₹ crores)



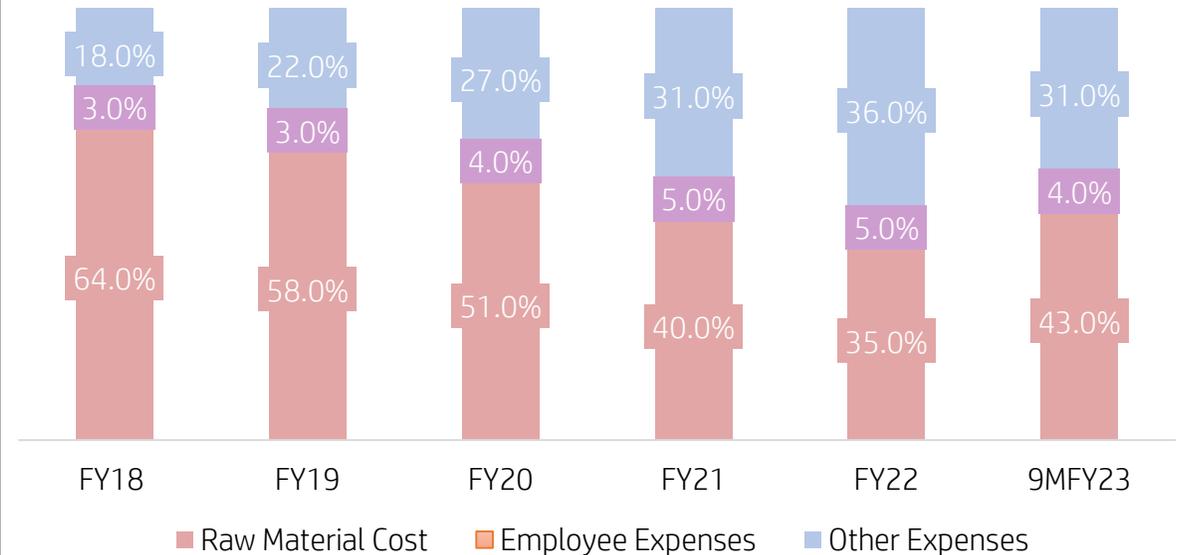
# Debt to Equity slightly increased on account of the decrease in Networth impacted by exceptional loss in FY21

## P&L Highlights (1/2)

Consolidated (Rs. Crores)	FY18	FY19	FY20	FY21	FY22	9MFY23
<b>Revenue from operations</b>	<b>948</b>	<b>829</b>	<b>615</b>	<b>398</b>	<b>447</b>	<b>427</b>
<i>YoY Change (%)</i>		-13%	-26%	-35%	12%	29%
Raw Material Cost	604	480	312	160	158	168
<b>Gross Profit</b>	<b>345</b>	<b>348</b>	<b>303</b>	<b>238</b>	<b>289</b>	<b>259</b>
Gross Profit Margin (%)	36%	42%	49%	60%	65%	61%
<i>YoY Change (%)</i>		1%	-13%	-22%	22%	21%
Employee Expenses	24	27	27	20	22	17
Other Expenses	169	181	167	122	162	141
<b>EBITDA</b>	<b>151</b>	<b>141</b>	<b>109</b>	<b>95</b>	<b>105</b>	<b>101</b>
EBITDA Margin (%)	16%	17%	18%	24%	24%	24%
<i>YoY Change (%)</i>		-7%	-23%	-12%	10%	21%
Other income	16	27	16	10	13	5
Depreciation	48	47	47	53	49	39
<b>EBIT</b>	<b>119</b>	<b>121</b>	<b>77</b>	<b>53</b>	<b>69</b>	<b>67</b>
EBIT Margin (%)	13%	15%	13%	13%	15%	16%
<i>YoY Change (%)</i>		2%	-36%	-32%	31%	25%
Financial Charges	47	56	46	29	23	18
<b>PBT</b>	<b>72</b>	<b>65</b>	<b>32</b>	<b>23</b>	<b>46</b>	<b>50</b>
<i>YoY Change (%)</i>		-10%	-50%	-27%	95%	36%
Exceptional Item	0	0	0	-239	0	0
Tax	21	23	10	-40	11	11
Tax Rate	29%	35%	31%	NA	24%	23%
<b>PAT</b>	<b>51</b>	<b>42</b>	<b>22</b>	<b>-175</b>	<b>35</b>	<b>38</b>
PAT Margin (%)	5%	5%	4%	NA	8%	9%
<i>YoY Change (%)</i>	-	-19%	-47%	NA	NA	30%

# P&L Highlights (2/2)

Common Size	FY18	FY19	FY20	FY21	FY22	9MFY23
Raw Material Cost	64%	58%	51%	40%	35%	39%
Gross Profit	36%	42%	49%	60%	65%	61%
Employee Expenses	3%	3%	4%	5%	5%	4%
Other Expenses	18%	22%	27%	31%	36%	33%
EBITDA	16%	17%	18%	24%	24%	24%
Other income	2%	3%	3%	3%	3%	1%
Depreciation	5%	6%	8%	13%	11%	9%
EBIT	13%	15%	13%	13%	15%	16%
Financial Charges	5%	7%	7%	7%	5%	4%
PBT	8%	8%	5%	6%	10%	12%
PAT	5%	5%	4%	-44%	8%	9%



## Balance Sheet Highlights (Consolidated)

Assets (Rs. Crores)	Sep-22	Mar-22	Mar-21
Assets			
<b>Non-current Assets</b>			
Property, Plant and Equipment	426.3	432.2	450.1
Capital Work-in-progress	35.5	35.3	37.5
Intangible Assets	0.0	0.0	0.0
Financial Assets	0.0	0.0	0.0
Investments	14.7	14.7	22.1
Other Financial Assets	9.8	9.7	9.0
Deferred Tax Assets (Net)	6.8	6.4	4.8
Other Non-current assets	87.1	73.4	75.4
<b>Total Non-current Assets</b>	<b>580.3</b>	<b>571.9</b>	<b>599.0</b>
Current Assets			
Inventories	135.6	139.0	120.3
Financial Assets	0.0	0.0	0.0
Trade receivables	110.0	110.2	102.8
Cash and cash equivalents	2.1	0.9	0.6
Other Bank balances	5.4	5.4	5.3
Loans	43.3	31.2	18.1
Others	0.7	0.5	0.5
Other current assets	44.3	44.6	50.7
<b>Total Current Assets</b>	<b>341.3</b>	<b>331.9</b>	<b>298.3</b>
Assets Classified as held for sale	3.1	3.1	3.1
<b>Total Assets</b>	<b>924.6</b>	<b>906.8</b>	<b>900.3</b>

Liabilities (Rs. Crores)	Sep-22	Mar-22	Mar-21
Equity			
Equity Share Capital	22.5	22.5	22.5
Other Equity	551.5	530.6	496.5
Non-controlling interest	1.3	1.2	1.0
<b>Total Equity</b>	<b>575.4</b>	<b>554.3</b>	<b>520.0</b>
Non-current Liabilities			
Financial Liabilities			
Borrowings	84.1	81.5	101.4
Lease Liability	17.7	16.9	16.1
Other Financial Liabilities	17.8	17.1	15.4
Provisions	2.6	2.4	1.8
Deferred Tax Liabilities (Net)	27.6	21.7	10.3
Other Non-Current Liabilities	2.6	3.5	5.5
<b>Total Non-current Liabilities</b>	<b>152.4</b>	<b>143.2</b>	<b>150.5</b>
Current liabilities			
Financial Liabilities			
Borrowings	147.2	157.5	161.0
Lease Liability	0.6	0.6	0.4
Operational Suppliers Credit	10.4	17.4	0.0
Trade Payables	19.8	15.5	43.4
Other Financial Liabilities	12.2	11.1	18.2
Other current liabilities	6.5	6.8	5.3
Provisions	0.2	0.2	0.8
Current Tax Liabilities	0.0	0.3	0.7
<b>Total Current liabilities</b>	<b>196.8</b>	<b>209.3</b>	<b>229.8</b>
<b>Total liabilities</b>	<b>349.2</b>	<b>352.5</b>	<b>380.2</b>
<b>Total Equity &amp; Liabilities</b>	<b>924.6</b>	<b>906.8</b>	<b>900.3</b>

# Let's Connect



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