

BMW Industries Ltd.



GREENFIELD EXPANSION PROJECT



# BMWIL Current Position in the Value Chain



## 1 Customer Contractual Agreement & Raw Material Supply

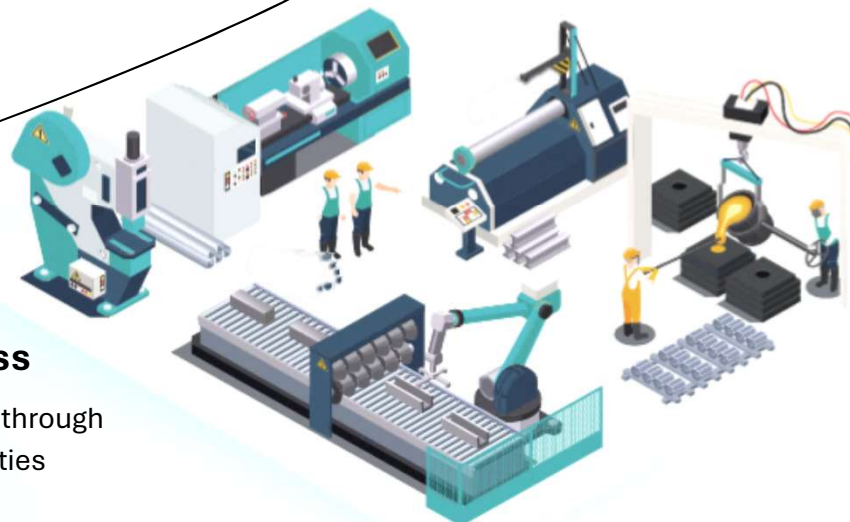
- The company enters **multi-year contracts** with its customers (B2B) to convert semi-finished steel products
- The contracts offer **fixed processing fees** that are insulated from market fluctuations, ensuring **stable margins**
- **Raw Material supply** is managed by the customer

## 3 Logistics Support

- Post conversion, the product is shipped into the customer's supply chain
- The company has a fleet of **long-haul trailers**, providing a competitive advantage

## 2 Value-Added Conversion Process

- Value addition to semi-finished steel through **processing and conversion** capabilities

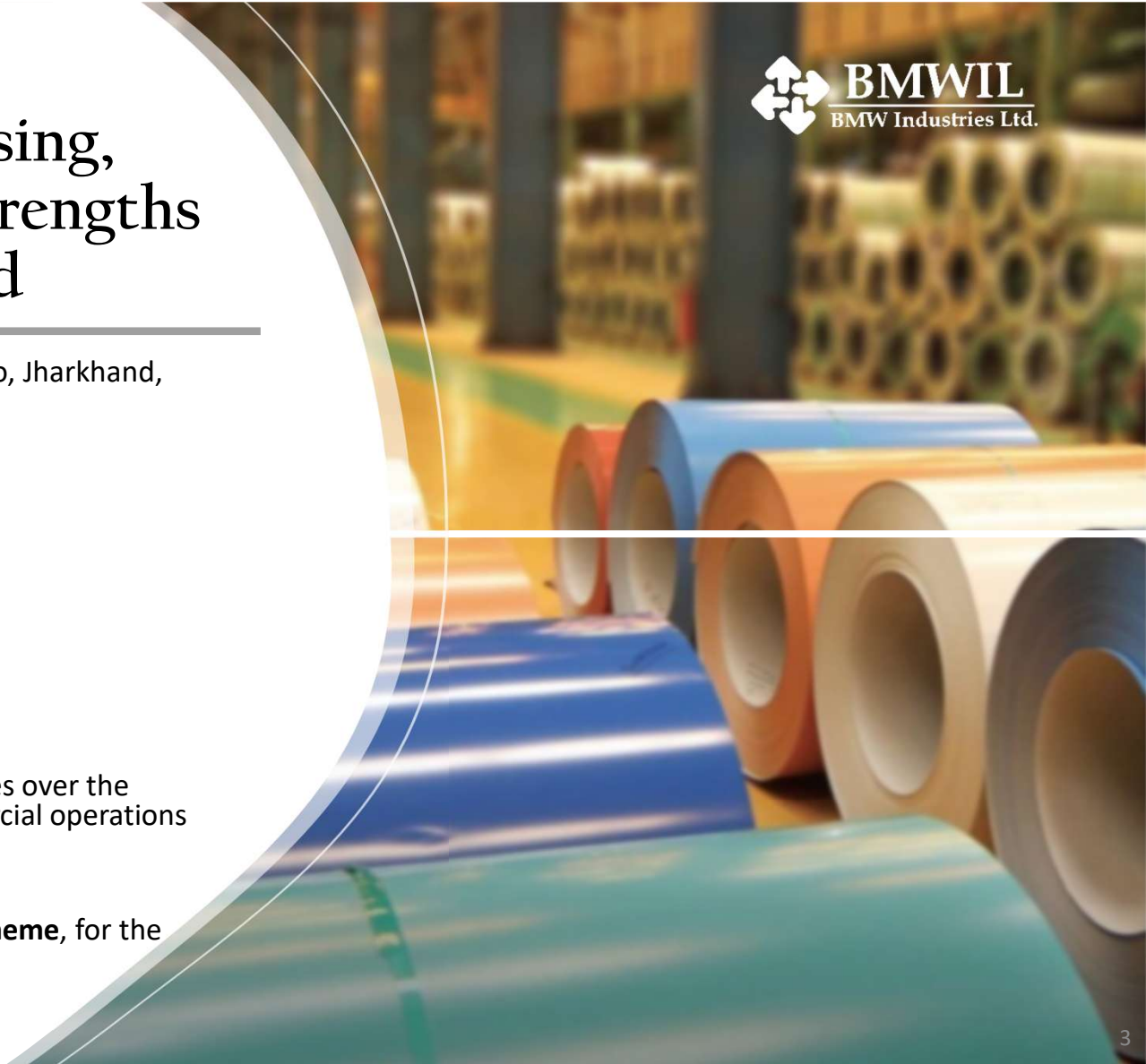




# Strategic expansion into downstream steel processing, leveraging our existing strengths to meet the rising demand



- Establishing a downstream steel complex in Bokaro, Jharkhand, India's second-highest steel-producing state
- Total project cost estimated **at ₹ 803 crore**
- Products:
  - **Cold Rolled Coils/Sheets**
  - **Galvanized Coils/Sheets**
  - **Colour Coated Coils/Sheets**
- Project is expected to become operational in stages over the next **2 years**; first plant expected to begin commercial operations in FY26
- We are proud to be qualified under the **PLI 1.1 Scheme**, for the '**Coated/Plated Steel**' category



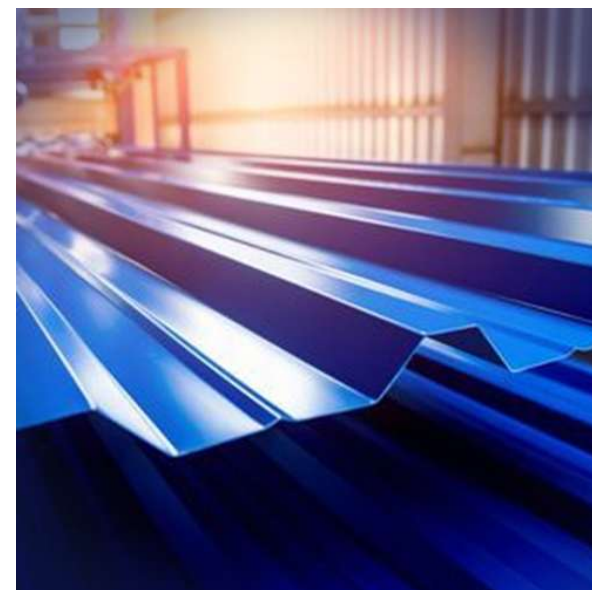
# Future Offerings & Capacity



**300,000 TPA**  
Cold Rolled Coils/Sheets



**540,000 TPA**  
Galvanized Coils/Sheets

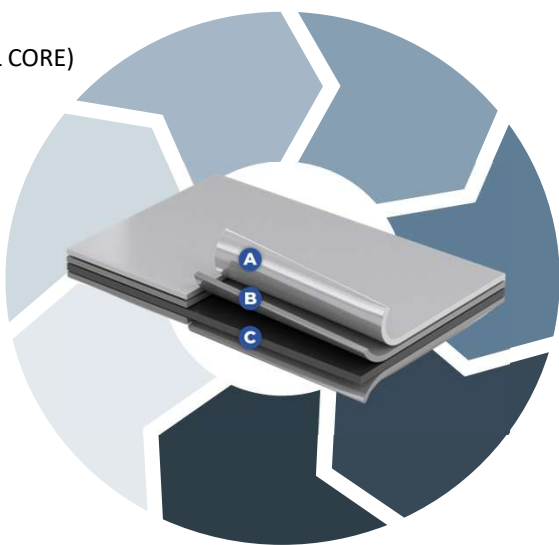


**200,000 TPA**  
Colour Coated Coils/Sheets

# Additions to our Product Portfolio

## GALVANISED/GALVALUME- COATED SHEETS

- Ⓐ PRE TREATMENT LAYER
- Ⓑ COATED LAYER
- Ⓒ SUBSTRATE (STEEL CORE)

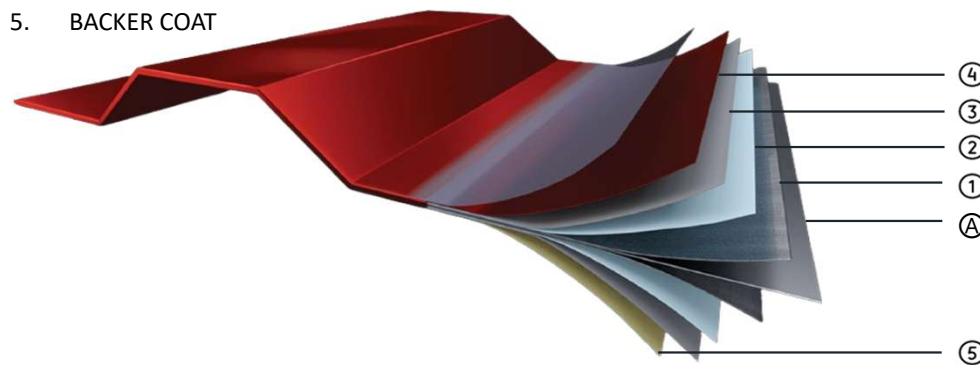


### ○ APPLICATIONS OF GALVANISED/ GALVALUME- COATED SHEETS

- **Solar:** PV & Thermal Plant Structures
- **Agriculture:** Greenhouses, Equipment
- **Construction:** Roofing, Decking, Flooring, Moulds
- **Infrastructure:** Safety Barriers, Sound Insulation

## COLOUR- COATED SHEETS

- A. COLD ROLLED STEEL SUBSTRATE
- 1. AL-ZINC ALLOY COAT
- 2. PRE TREATMENT
- 3. PRIMER
- 4. TOP COAT
- 5. BACKER COAT



### ○ APPLICATIONS OF COLOR-COATED SHEETS

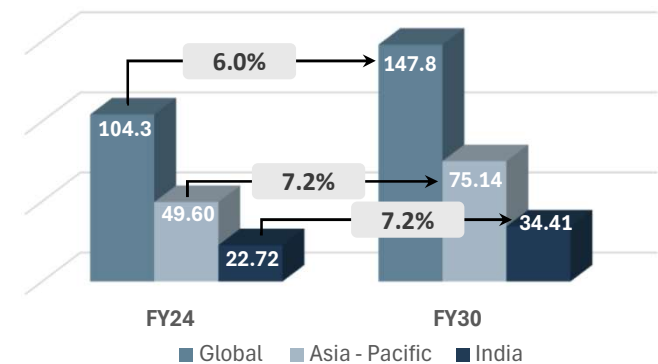
- **Roofing:** Industrial & Commercial
- **Transportation Infrastructure:** Flyover Construction Barricades
- **Metro Rail & Power Projects**
- **Storage:** Warehouses, Storage Structures

# Strategic Market Creation

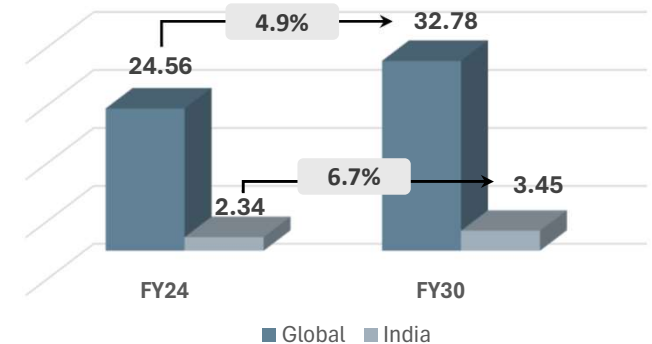


- The Indian Coated Steel Market is expected to be valued at **\$ 42 Billion by FY30** <sup>1</sup>
- The India GA/GL Coated Steel Market generated a revenue of **\$ 22.72 Billion in FY24** and is expected to reach **\$ 34.4 Billion by FY30**, growing at a **CAGR of 7.2%** <sup>2</sup>
- The Colour Coated Steel Market will be given impetus by the growing Indian Market, with the Construction sector set to generate revenues of **\$ 24.39 Billion by FY34**, at a **CAGR of 7.8%** between **FY25-FY34** <sup>3</sup>
- Strategic Expansion
  - Opportunity to **diversify product portfolio** and capture **emerging demand**
  - BMWIL has secured **approval under the PLI Scheme 1.1**
- Import Substitution Opportunity
  - India still **relies on coated steel imports**, creating space for new entrants
- Untapped market & high-growth potential

GA/GL - COATED STEEL MARKET, BY REVENUE  
in USD Billions



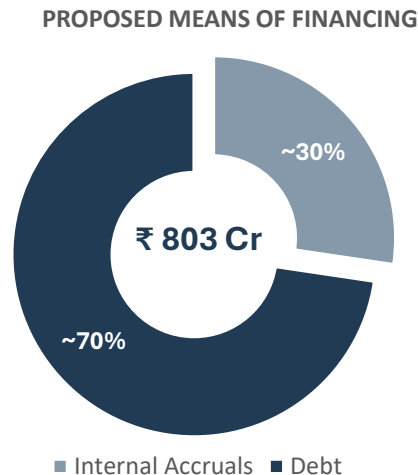
COLOUR - COATED STEEL MARKET, BY REVENUE <sup>4</sup>  
in USD Billions



# Project Cost & Government Support (PLI 1.1)



- BMWIL's Greenfield Expansion will be funded through a mix of **Internal Accruals and Debt**, with a total cost of **₹803 Cr.**
- Of the total cost, **~₹508 Cr** will be eligible under the **PLI Scheme**
- We are proud to be qualified under the PLI Scheme by the Ministry of Steel, in alignment with the **Make in India** and **Atmanirbhar Bharat** initiatives
- The **Production-Linked Incentive Scheme** for specialty steel was launched in July 2021, covering 5 broad categories and 19 sub-categories



- The PLI scheme has a tenure of **5 years**, running from **FY26–FY30**, disbursements to be received between **FY27–FY31**
- The Government offers **incentives** based on investment and production targets to boost domestic manufacturing and import substitution
- The second round (**PLI 1.1**) saw **₹17,000 crore** in **committed investments**
- A total of 42 MoUs were signed with 25 signatories, **BMWIL being one of them**

# Thank You

For further details please contact:



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