



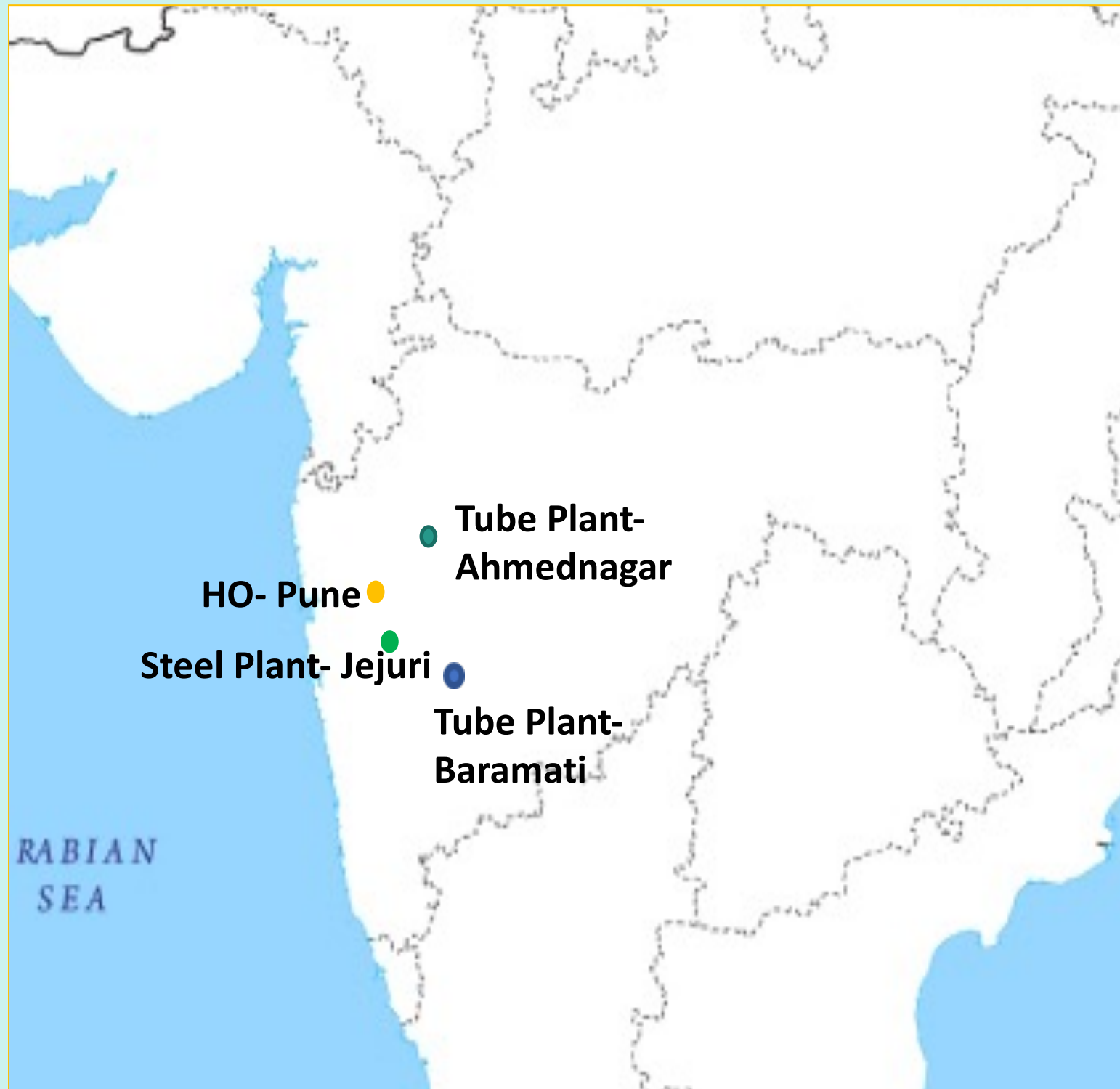
Financial Update Q4 & FY 2023-24

Agenda

- ISMT Overview
- Manufacturing Facilities
- FY 2023-24 Highlights
- Financial Update
 - P&L Highlights- Quarterly
 - Volume and Sales - Quarterly
 - P&L Highlights- Yearly
 - Volume and Sales - Yearly
 - Ratios - Standalone
 - P&L Standalone
 - P&L Consolidated
- End User Profile

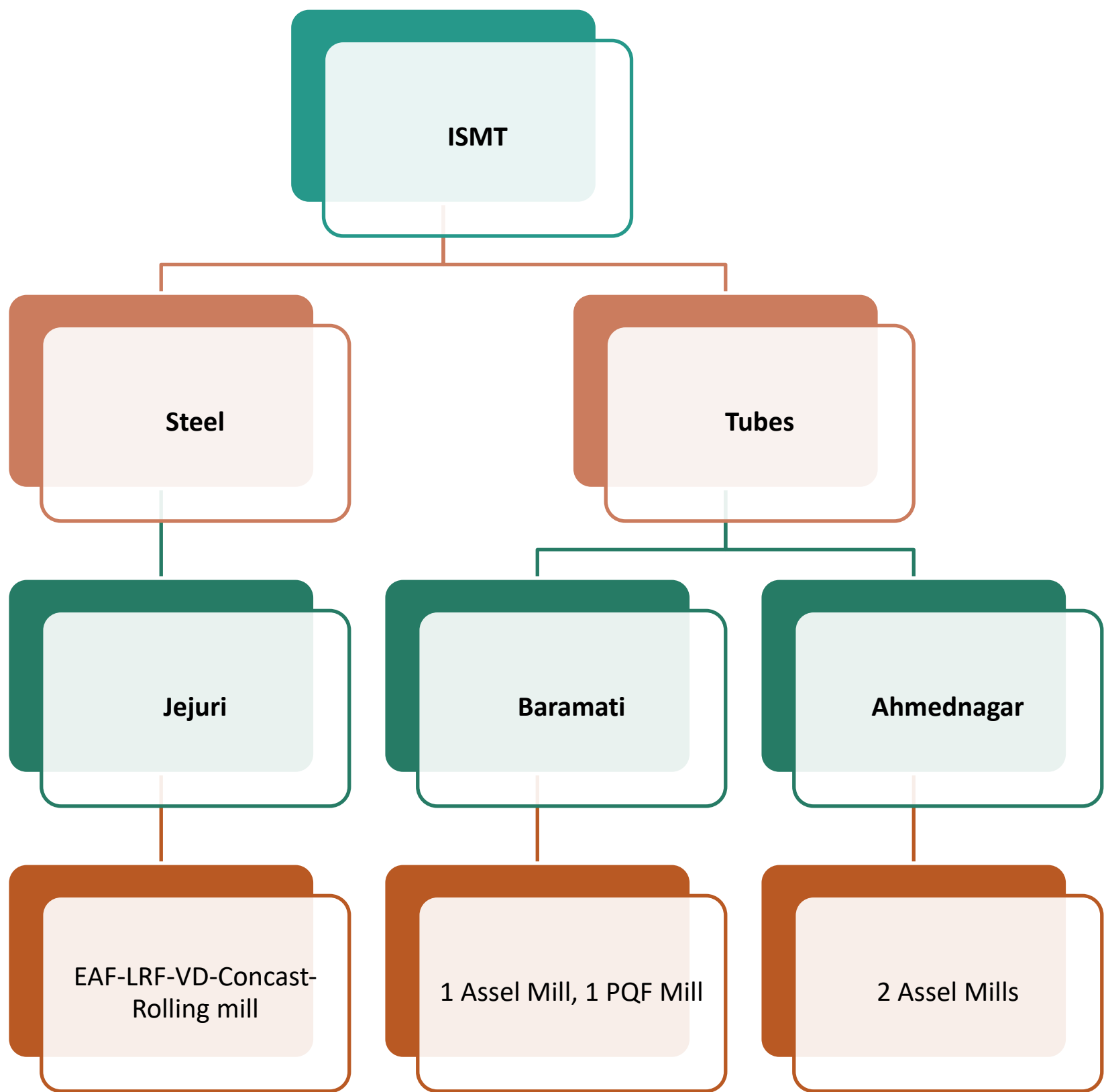


- The largest integrated specialised seamless tube manufacturer in India
- One of the most diversified manufacturers of specialised seamless tubes in the world, producing tubes in the range of 06 to 273 mm OD
- One of the most modern steel alloy plants in India that produces a wide range of alloy steel from 25 to 225 mm diameter



3

Manufacturing Facilities



~350,000 Ton

**STEEL CAPACITY*
PER ANNUM**

~370,000 Ton

**SEAMLESS TUBES
CAPACITY# PER
ANNUM**

ISMT Advantage

Only Integrated manufacturer of Steel & Tubes in the Asia Pacific region Own steel mill advantages-

- Quick response to changes in steel specification
- Customization & fine tuning of steel intrinsic quality
- Close & real time control on steel parameters
- Flexibility in scheduling & delivery of raw material to tube plant
- Continual improvisation of steel quality

Expertise in manufacturing of Bearing steel & tubes over past 4 decades.

Quick response to customer feed-backs, customer product & process changes

Short delivery cycles

Quality Capacity ahead of demand cycle

*Liquid Metal
Hot mill rolling

The year that was

Sales Growth

3% growth in revenue from operations despite of pressure on Steel prices due to slow down in global markets

Margin Improvement

560 bps improvement in EBITDA margin

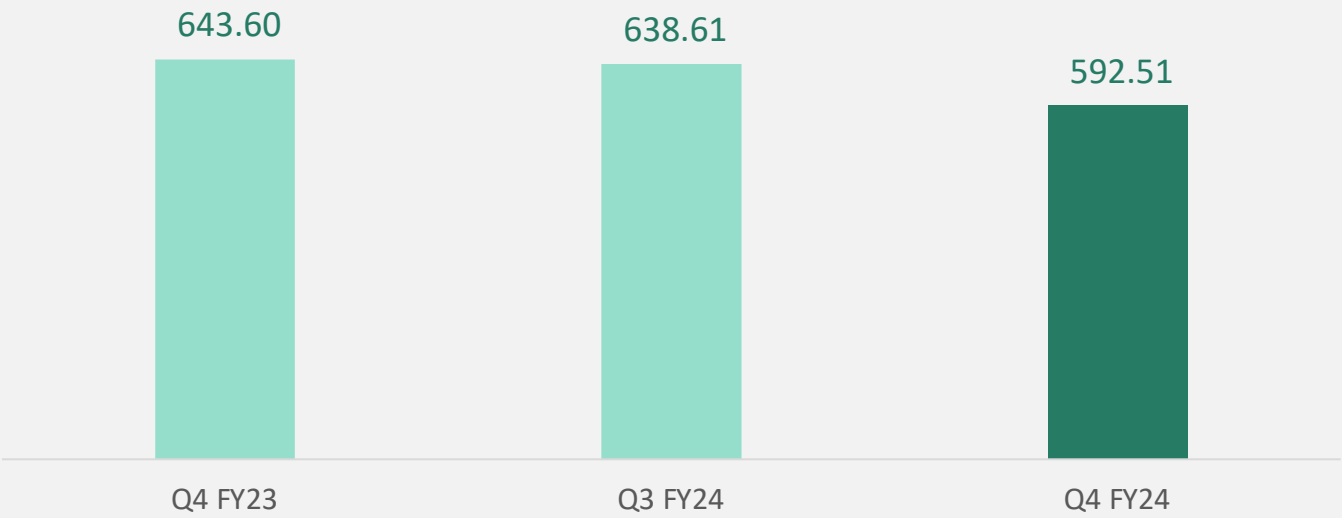
Investment in Green Power

Total commitment of **70MW** in first phase and **100 MW** in second phase

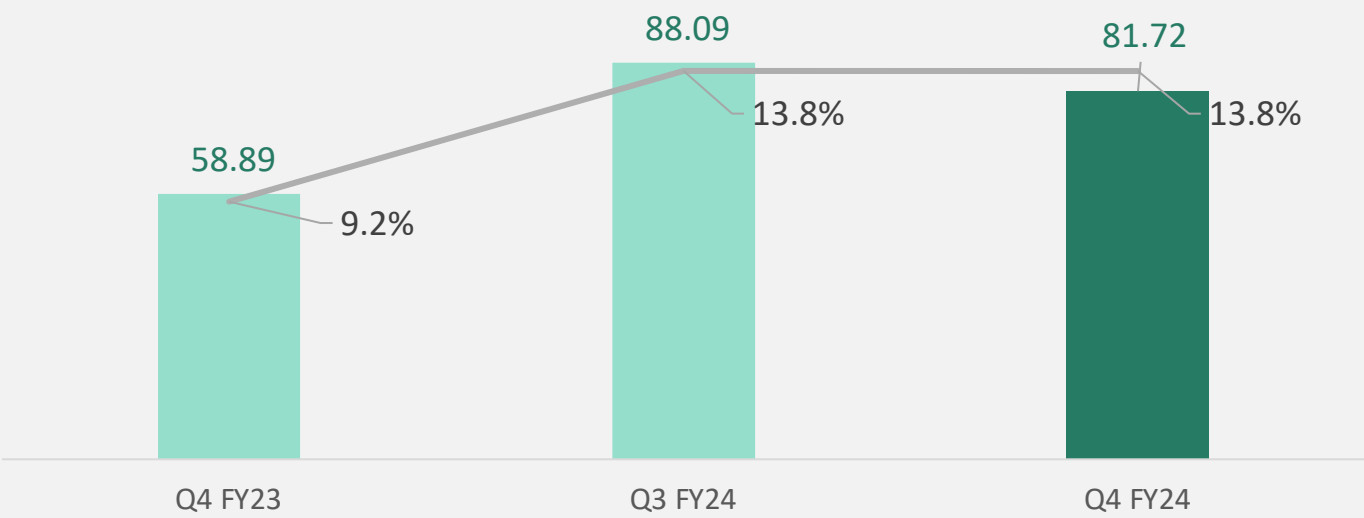
P&L Highlights - Quarterly

All Amounts in Rs. Crore

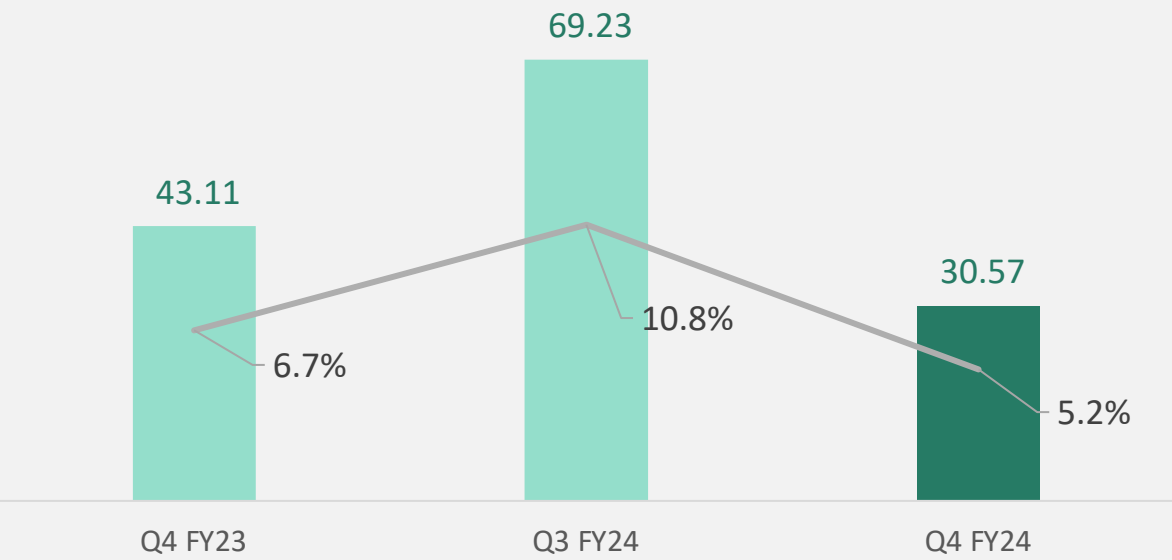
Revenue from Operations



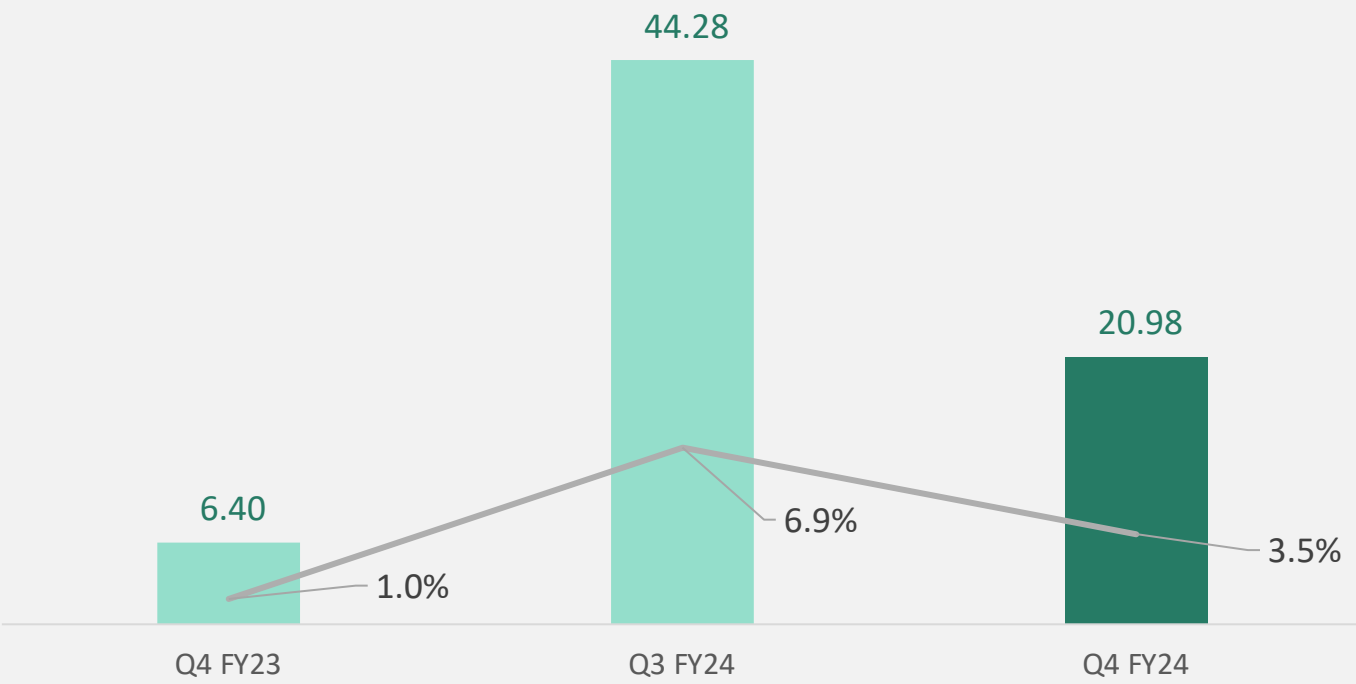
EBITDA* & % To Sales



PBT & % To Sales



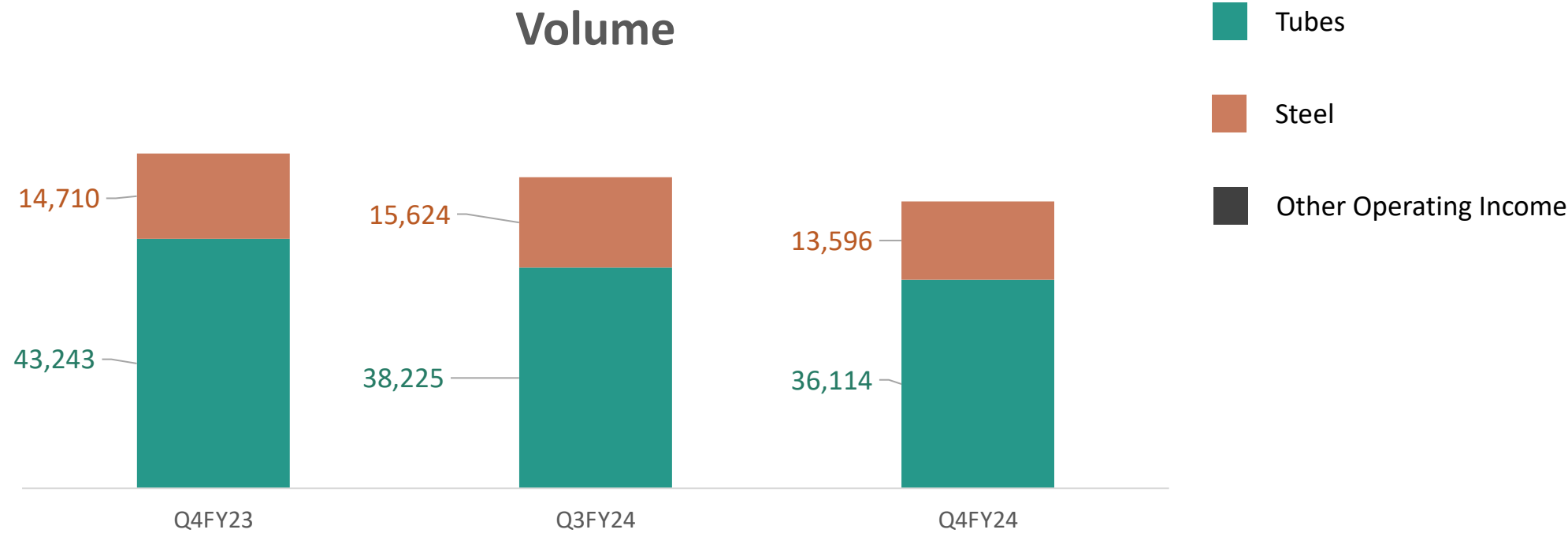
PAT & % To Sales



*EBITDA before exceptional Items and excluding Other Income

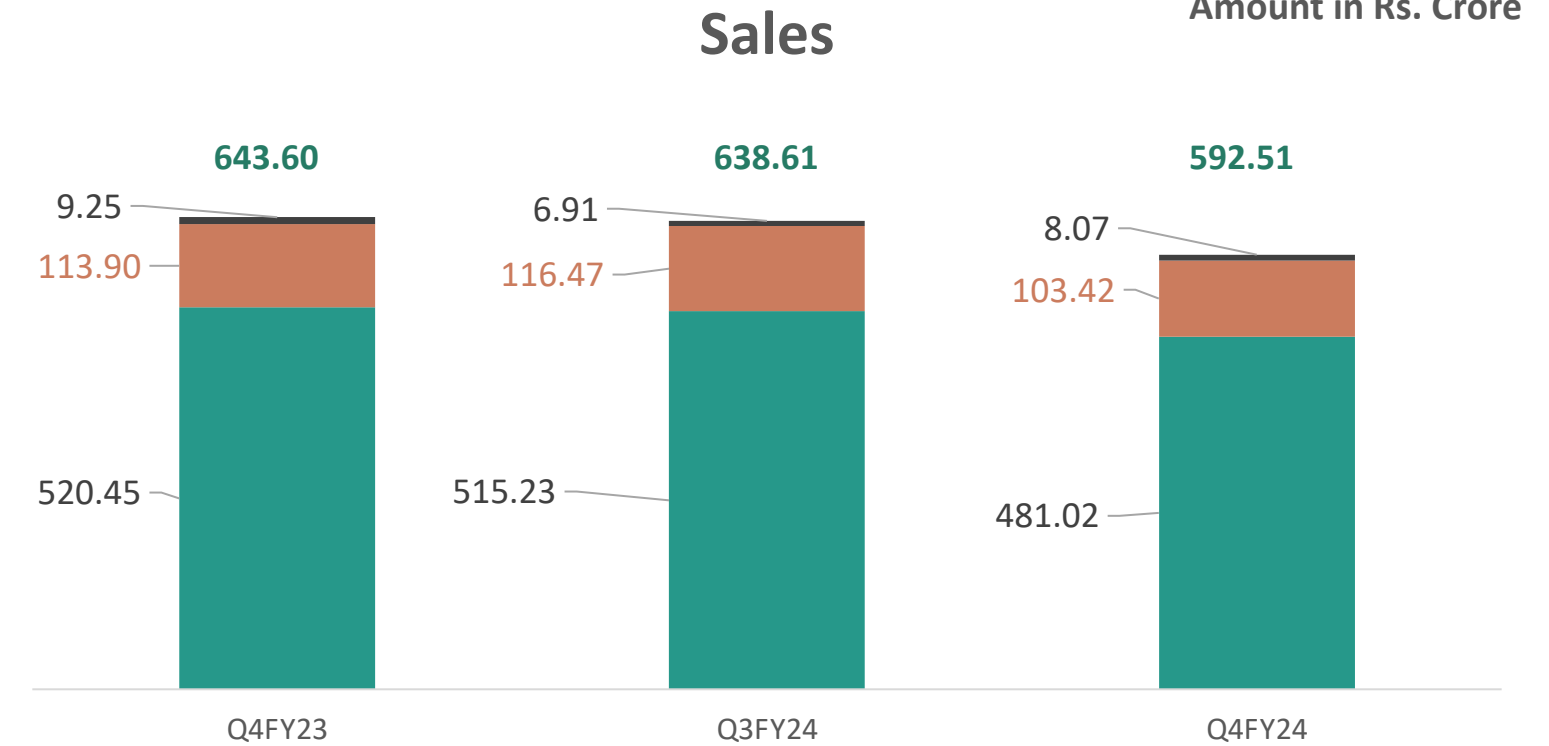
Volume and Sales Update - Quarterly

Sales in MT



| | Y-o-Y | Q-o-Q |
|-------|-------|-------|
| Tubes | -16% | -6% |
| Steel | -8% | -13% |

Amount in Rs. Crore



| | Y-o-Y | Q-o-Q |
|-------|-------|-------|
| Tubes | -8% | -7% |
| Steel | -9% | -11% |

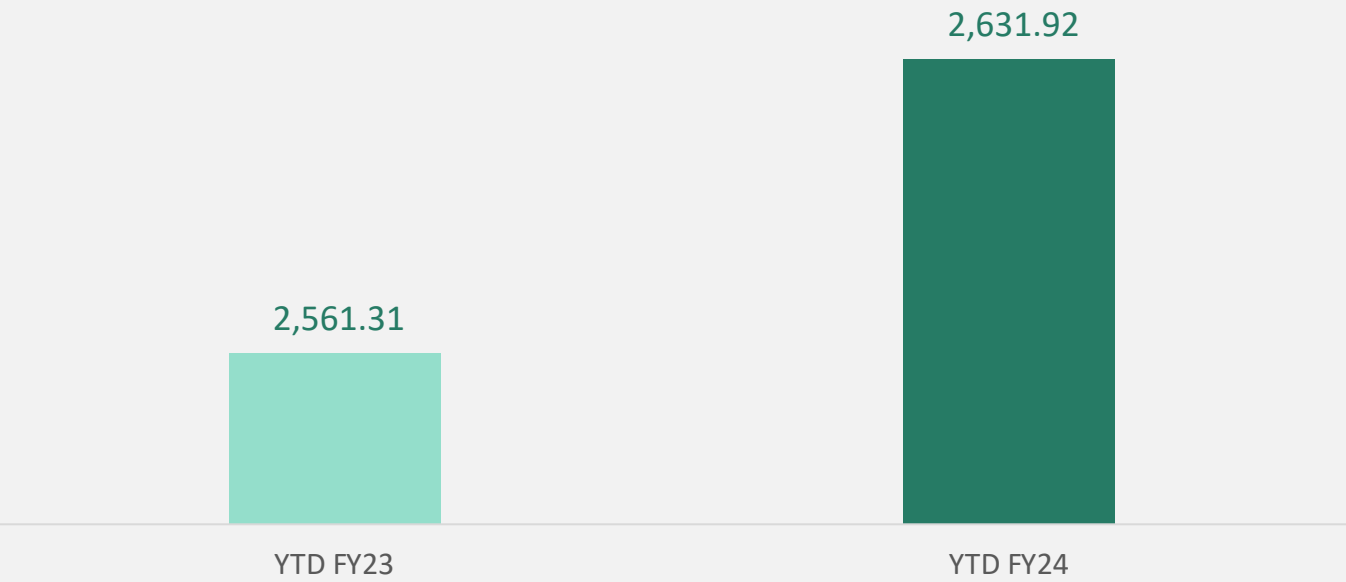
Sales Realisation - Rs./MT

| | Q4FY23 | Q3FY24 | Q4FY24 |
|-------|----------|----------|----------|
| Tube | 1,20,354 | 1,34,788 | 1,33,196 |
| Steel | 77,429 | 74,545 | 76,066 |

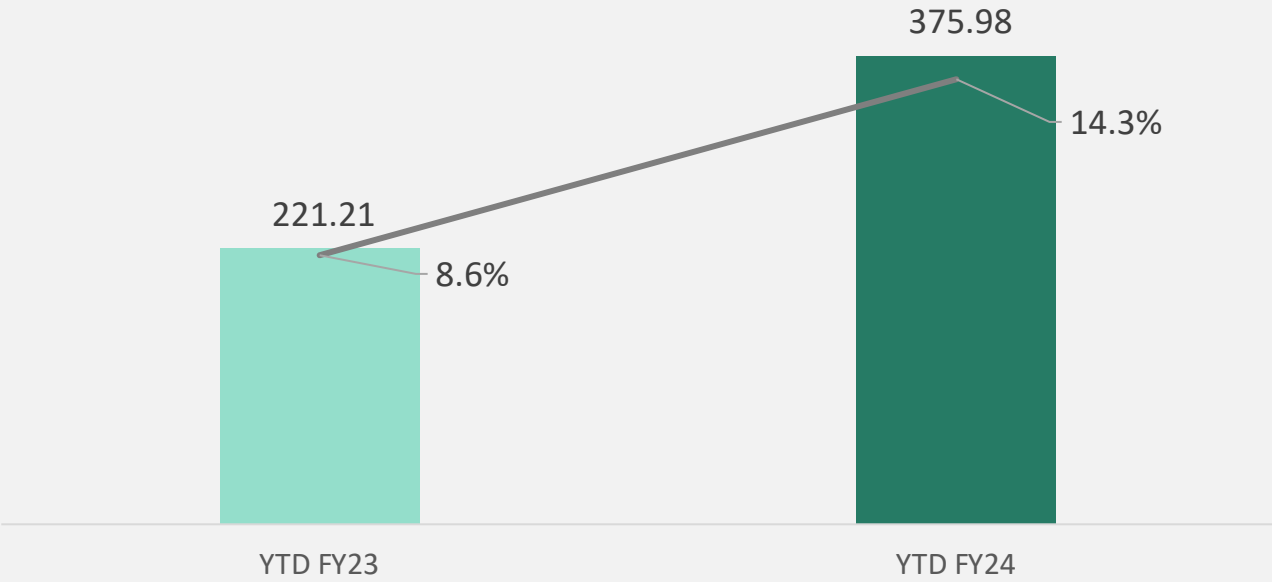
P&L Highlights - Yearly

All Amounts in Rs. Crore

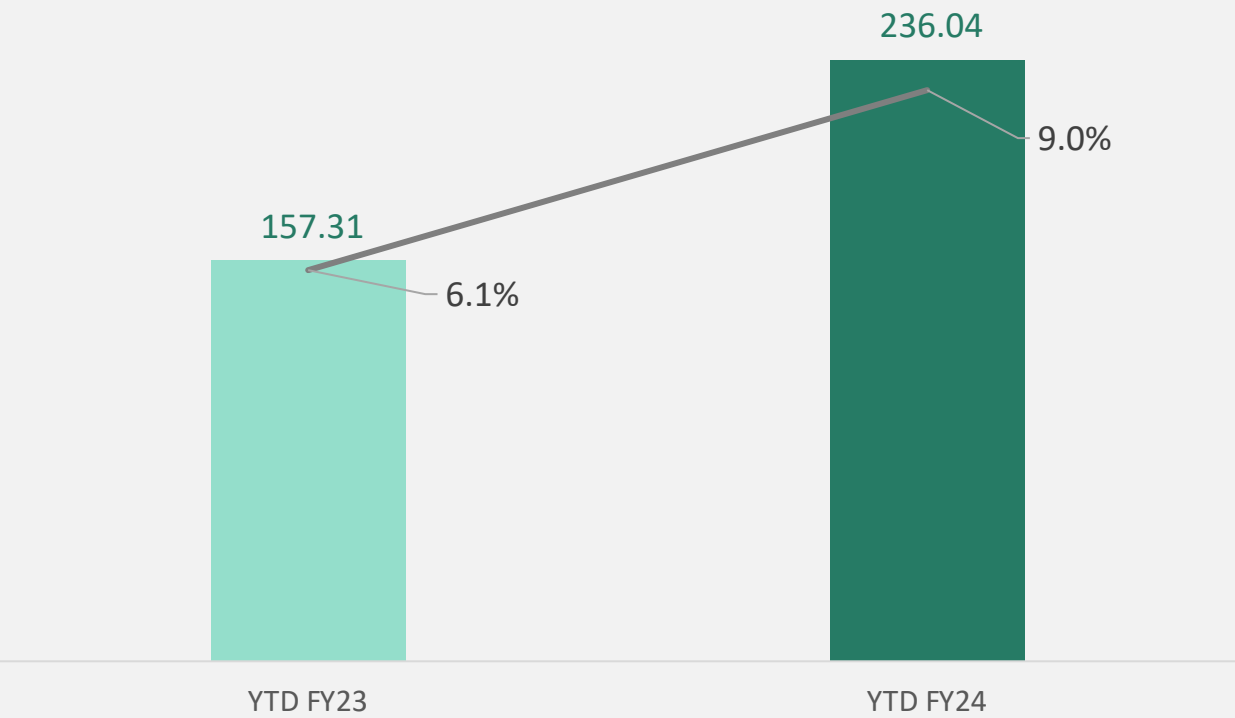
Revenue from Operations



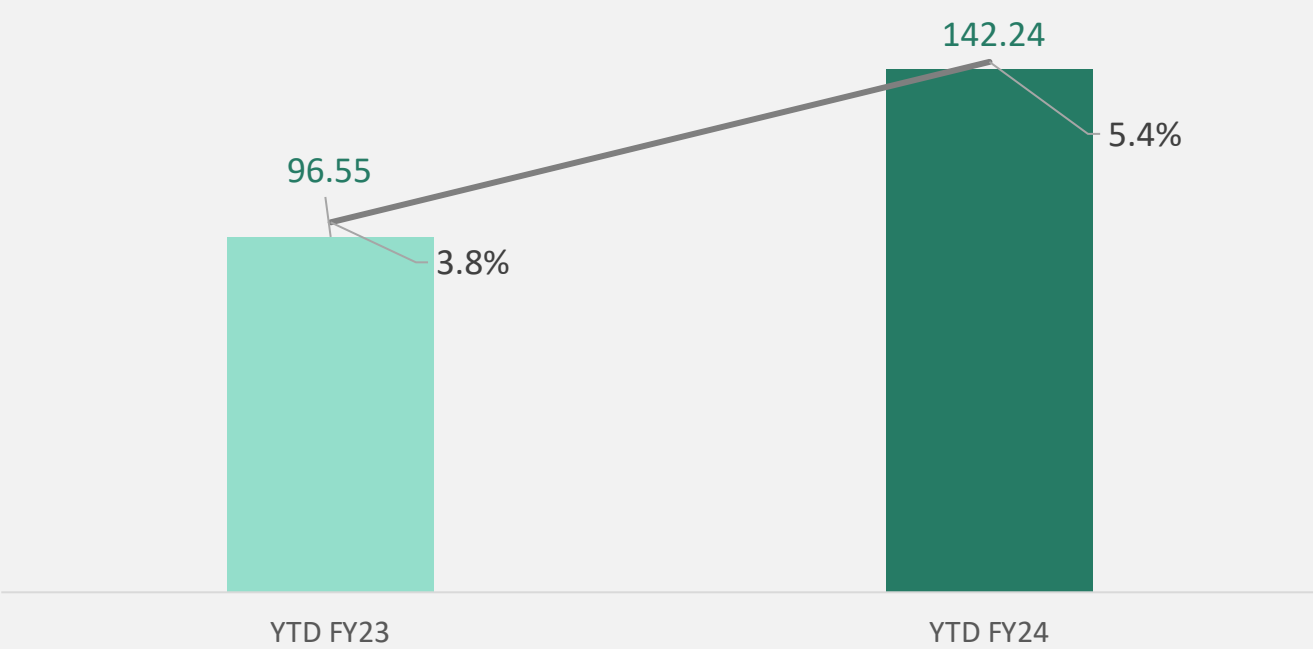
EBITDA* & % To Sales



PBT & % To Sales



PAT & % To Sales

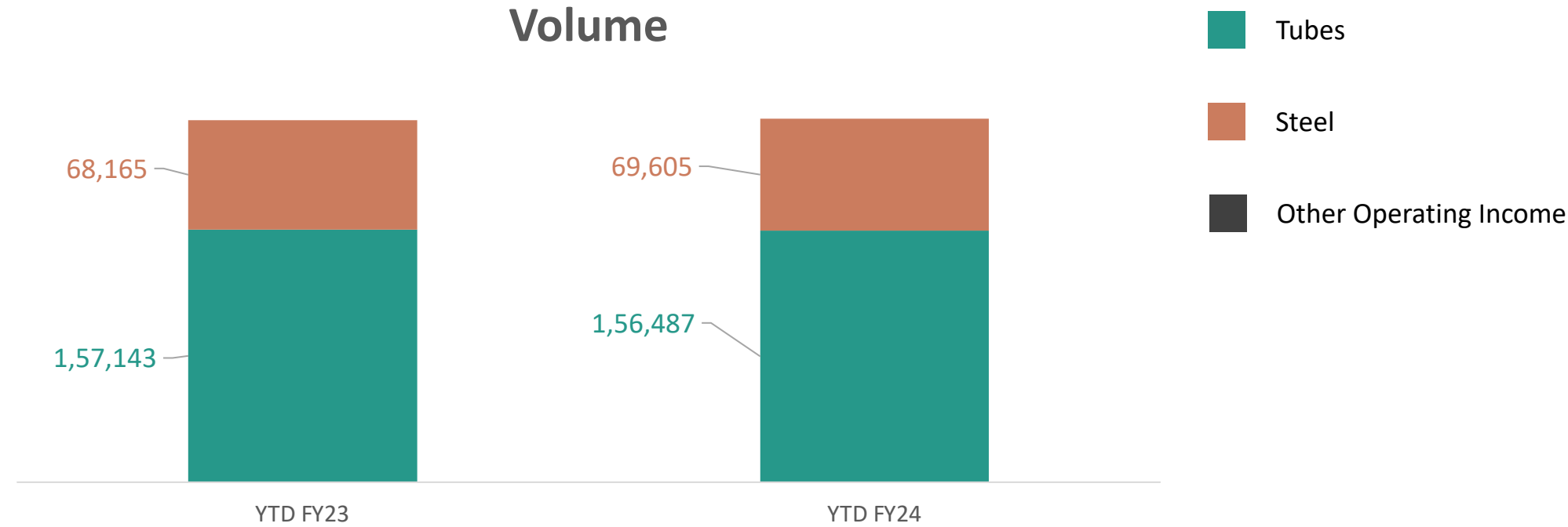


*EBITDA before exceptional Items and excluding Other Income

Volume and Sales Update - Yearly

Sales in MT

Volume

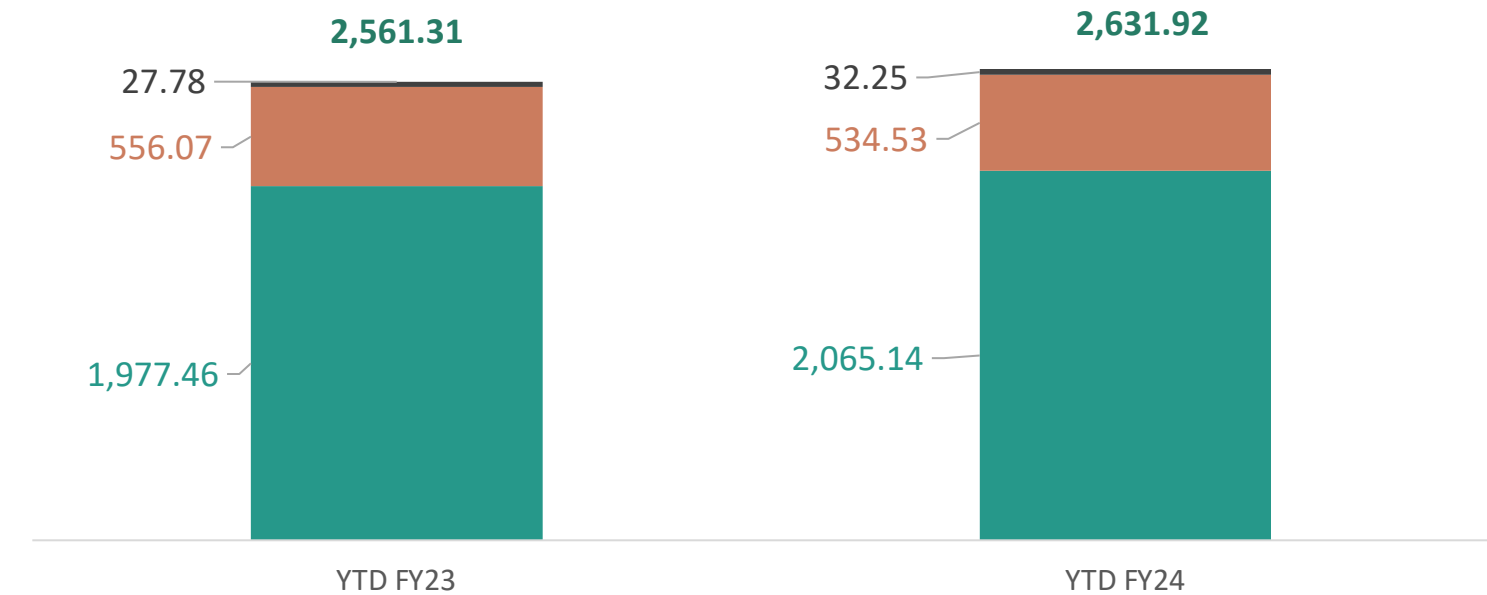


Y-o-Y

| | |
|-------|-------|
| Tubes | -0.4% |
| Steel | 2.1% |

Amount in Rs. Crore

Sales



Y-o-Y

| | |
|-------|-------|
| Tubes | 4.4% |
| Steel | -3.9% |

Sales Realisation - Rs./MT

| | YTD FY23 | YTD FY24 |
|-------|----------|----------|
| Tube | 1,25,838 | 1,31,969 |
| Steel | 81,577 | 76,795 |

Ratios - Standalone

| Particulars | Quarter ended | | | Year ended | |
|---------------------------|----------------|-------------------|----------------|----------------|----------------|
| | March 31, 2024 | December 31, 2023 | March 31, 2023 | March 31, 2024 | March 31, 2023 |
| Material Costs | 42.9% | 46.6% | 50.7% | 47.7% | 53.7% |
| Power Costs | 11.7% | 10.4% | 10.5% | 10.5% | 10.4% |
| Employee Benefits Expense | 7.5% | 7.1% | 6.2% | 6.7% | 6.2% |
| PBT | 5.2% | 10.8% | 6.7% | 9.0% | 6.1% |
| PAT | 3.5% | 6.9% | 1.0% | 5.4% | 3.8% |
| EBITDA* | 13.8% | 13.8% | 9.2% | 14.3% | 8.6% |

*EBITDA before exceptional Items and excluding Other Income

P&L Standalone

All Amounts in Rs. Crore

| Particulars | Quarter ended | | | Year ended | |
|--|----------------|-------------------|----------------|-----------------|-----------------|
| | March 31, 2024 | December 31, 2023 | March 31, 2023 | March 31, 2024 | March 31, 2023 |
| Income | | | | | |
| (a) Revenue From Operations | 592.51 | 638.61 | 643.60 | 2,631.92 | 2,561.31 |
| (b) Other Income | 4.00 | 5.98 | 11.15 | 13.84 | 20.39 |
| Total Income - (a+b) | 596.51 | 644.59 | 654.75 | 2,645.76 | 2,581.70 |
| Expenses | | | | | |
| (a) Cost of Materials Consumed | 261.30 | 284.77 | 339.39 | 1,251.10 | 1,380.93 |
| (b) Changes in inventories of finished goods, work -in - progress and stock-in-trade | (7.06) | 12.70 | (12.79) | 3.68 | (6.28) |
| (c) Employee Benefits Expense | 44.36 | 45.13 | 40.03 | 175.37 | 159.52 |
| (d) Finance Costs | 2.72 | 2.08 | 3.23 | 10.93 | 21.24 |
| (e) Depreciation | 28.96 | 22.76 | 16.16 | 86.15 | 55.28 |
| (f) Other Expenses | 212.19 | 207.92 | 218.08 | 825.79 | 805.93 |
| Total Expenses | 542.47 | 575.36 | 604.10 | 2,353.02 | 2,416.62 |
| Exceptional Items | 23.47 | - | 7.54 | 56.70 | 7.77 |
| | | | | | |
| Profit / (Loss) before tax | 30.57 | 69.23 | 43.11 | 236.04 | 157.31 |
| Profit / (Loss) after tax | 20.98 | 44.28 | 6.40 | 142.24 | 96.55 |
| EBITDA* | 81.72 | 88.09 | 58.89 | 375.98 | 221.21 |

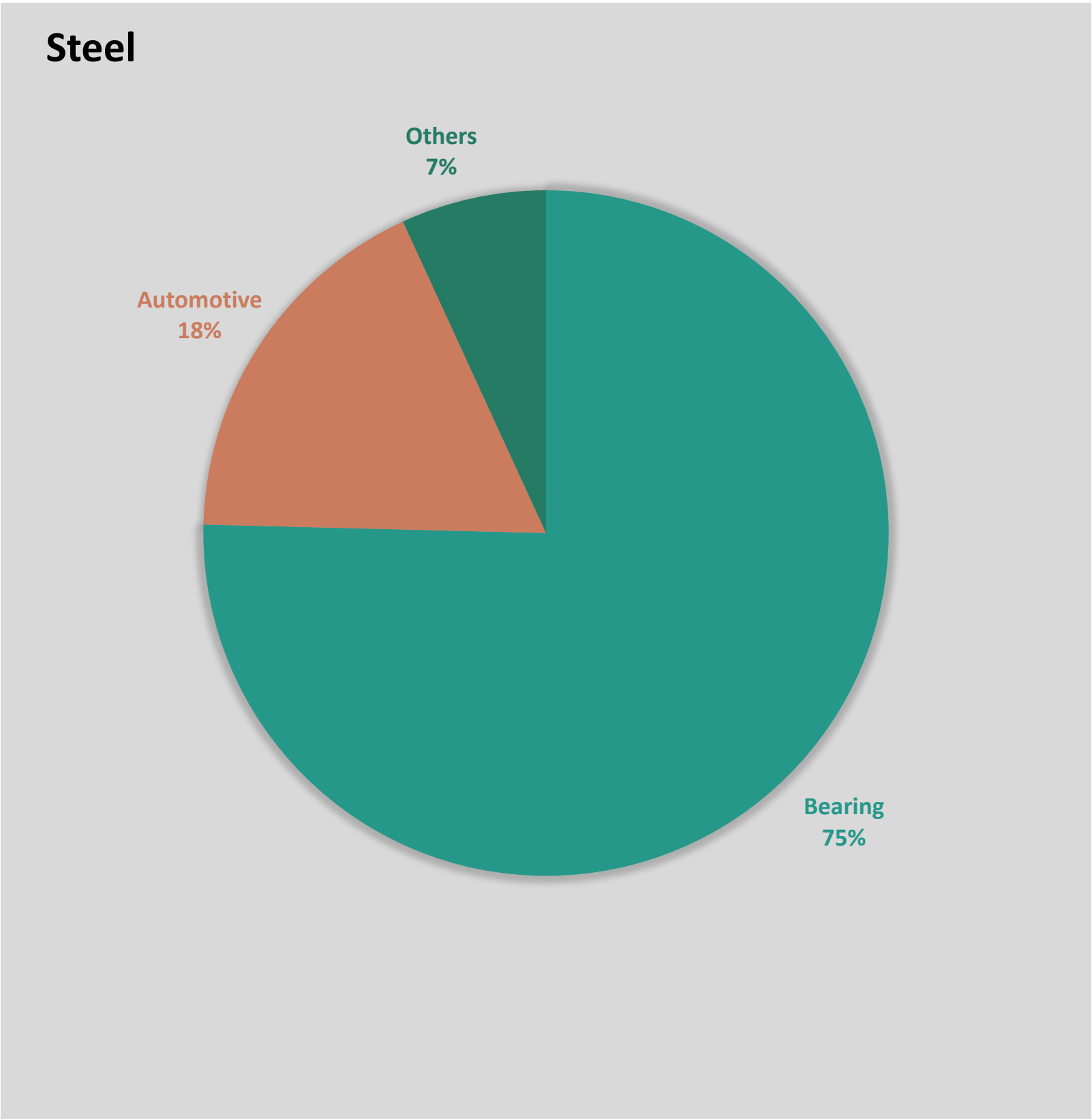
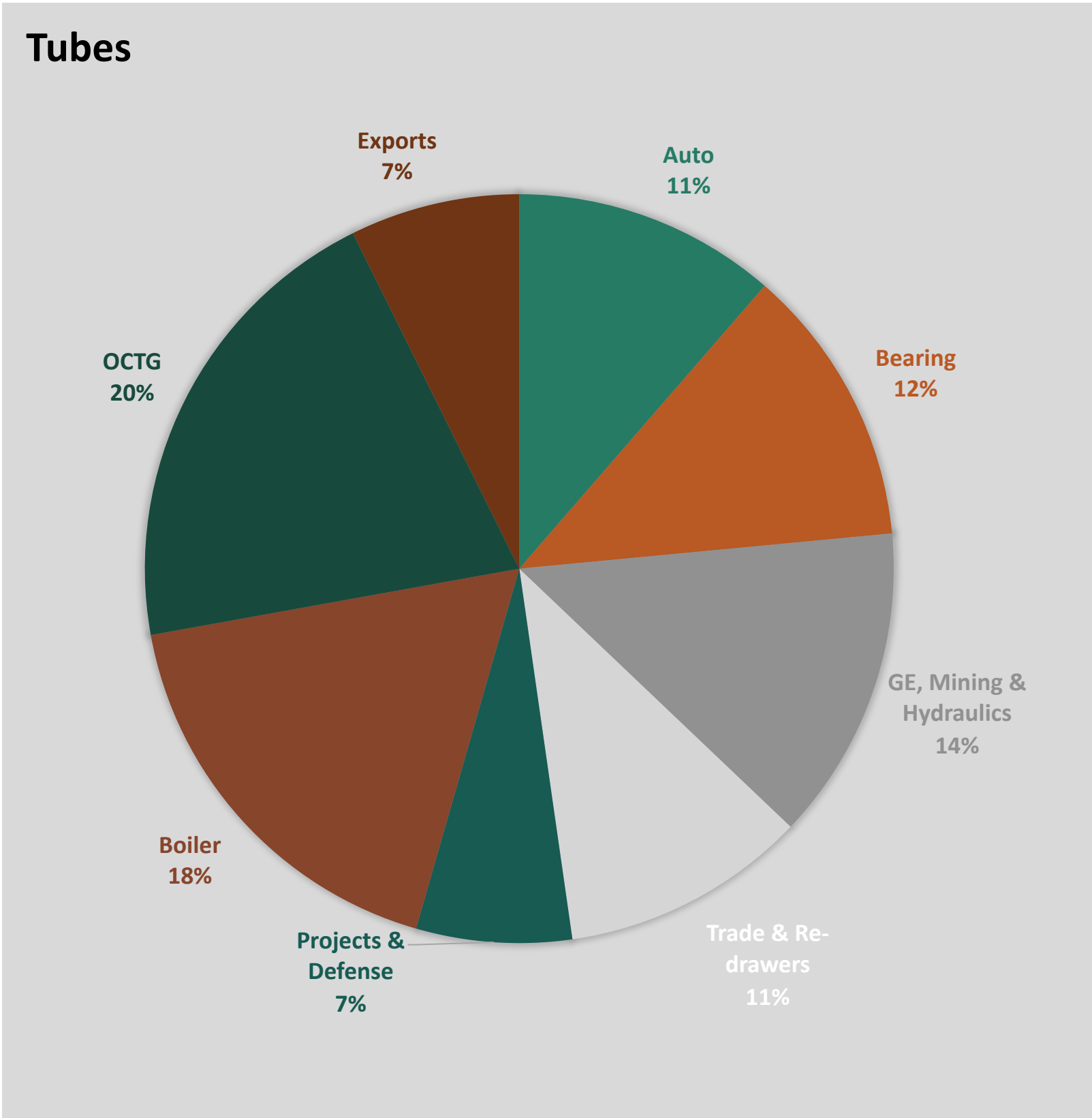
*EBITDA before exceptional Items and excluding Other Income

P&L Consolidated

All Amounts in Rs. Crore

| Particulars | Quarter ended | | | Year ended | |
|---|----------------|-------------------|----------------|----------------|----------------|
| | March 31, 2024 | December 31, 2023 | March 31, 2023 | March 31, 2024 | March 31, 2023 |
| Income | | | | | |
| (a) Revenue From Operations | 596.11 | 642.25 | 650.40 | 2,644.37 | 2,580.21 |
| (b) Other Income | 2.41 | 7.71 | 8.34 | 14.68 | 17.97 |
| Total Income - (a+b) | 598.52 | 649.96 | 658.74 | 2,659.05 | 2,598.18 |
| Expenses | | | | | |
| (a) Cost of Materials Consumed | 262.15 | 285.49 | 341.95 | 1,254.11 | 1,390.54 |
| (b) Changes in inventories of finished goods, work -in -progress and stock-in-trade | (6.50) | 12.31 | (13.54) | 5.37 | (7.46) |
| (c) Employee Benefits Expense | 44.73 | 46.89 | 41.75 | 181.01 | 167.62 |
| (d) Finance Costs | 2.74 | 2.20 | 2.47 | 11.29 | 21.68 |
| (e) Depreciation | 29.05 | 23.33 | 17.65 | 87.39 | 58.58 |
| (f) Other Expenses | 229.85 | 192.84 | 216.84 | 830.42 | 812.20 |
| Total Expenses | 562.02 | 563.06 | 607.12 | 2,369.59 | 2,443.16 |
| Exceptional Items | 7.49 | - | 6.43 | 22.15 | 6.43 |
| Profit / (Loss) before tax | 29.01 | 86.90 | 45.19 | 267.31 | 148.59 |
| Profit / (Loss) after tax | 19.41 | 61.96 | 8.39 | 173.51 | 87.74 |
| EBITDA* | 65.88 | 104.72 | 63.40 | 373.46 | 217.31 |

*EBITDA before exceptional Items and excluding Other Income



For FY 2023-24 Standalone

**Thank
you!**

