

EARNINGS PRESENTATION | Q1 - FY 23

BHARAT WIRE ROPES LTD.

# Company Snapshot



# BWR

BHARAT WIRE ROPES LTD.

One of the largest manufacturer of Steel Wire Ropes in India



Manufacturing capability of Steel Wires, Strands, Slings and Wire Ropes with over thousands of varieties



Management with combined experience of over three decades



Integrated state-of-the-art wire rope plants with a Total Manufacturing Capacity of 72,000 MTPA

Diverse industry applications including Oil & Gas, Infrastructure, Mining and many more



Employing over 1,000 people

Strong Customer Base



Latest Technologies like high speed Stranding Machine, Zero liquid discharge facilities from Germany, U.K. and Korea

Exporting to 50+ countries

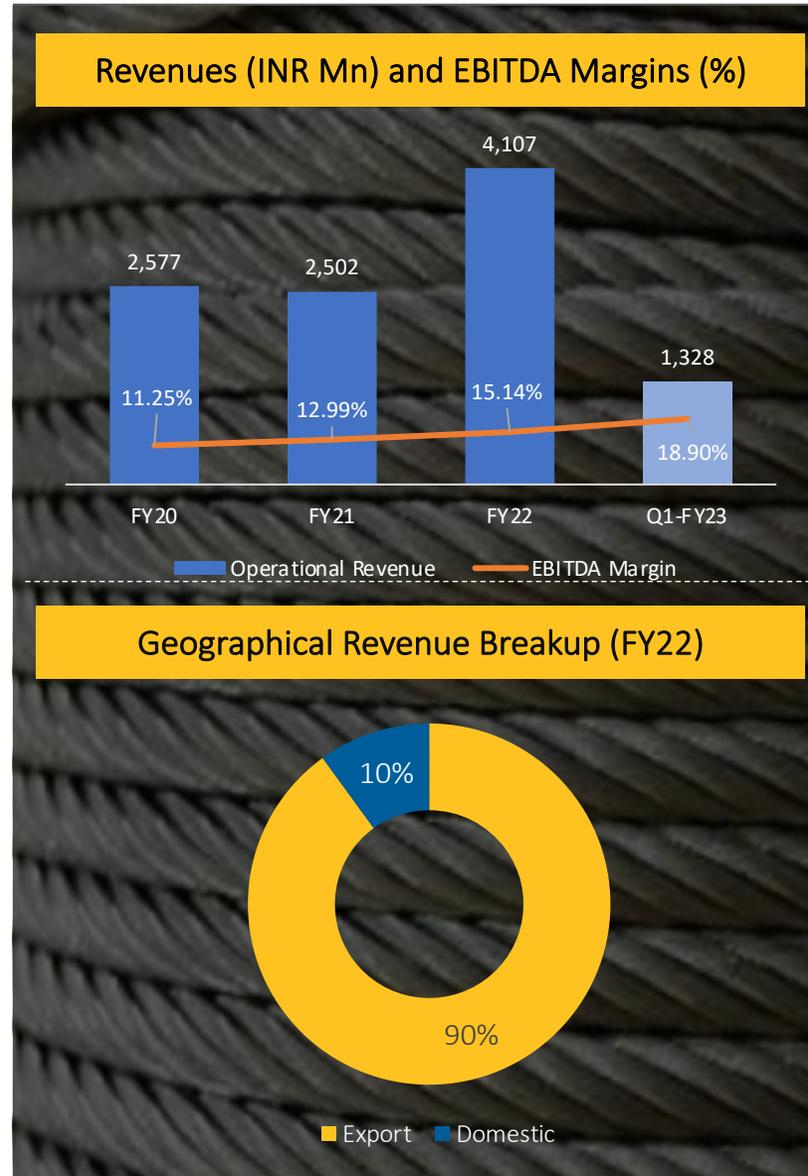


3 year CAGR  
Revenues: 20%  
EBITDA: 49%  
Order Book: Approx INR 2,000 Mn



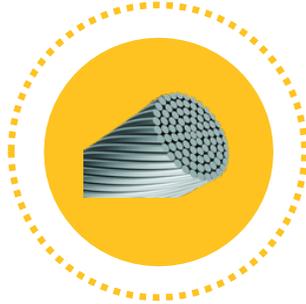
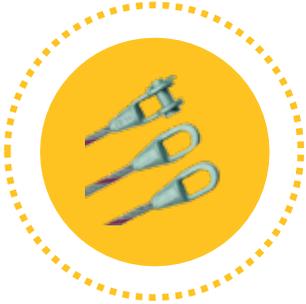
Company Overview

- Bharat Wire Ropes Limited (“BWR”) was originally incorporated in the year 1986, and later in 2010, it was acquired by Mr. M L Mittal, current promoter and managing director. The company is headquartered in Mumbai, Maharashtra.
- The company has two manufacturing plants, one in Atgaon, Maharashtra, with a capacity of 6,000 MTPA and one in Chalisgaon, Maharashtra with a capacity of 66,000 MTPA.
- BWR is one of the leading manufacturer of specialty steel wire, steel wire ropes, slings & strands, with over thousands of varieties of products.
- The Company has the capability of manufacturing wire ropes ranging from 6 mm to 90 mm and Steel Wire ranges from 0.3 mm to 5.5 mm.
- The wide range of products meet the functional needs of a vast array of industrial applications such as General Engineering, Aviation, Fishing, Elevators, Cranes, Material Handling, Onshore/ Offshore Oil Exploration, Ports & Shipping and Mining.
- BWR exports its products to over 50 Countries including Australia, Middle East, Nepal, New Zealand, UK, US, Singapore, South Africa, Vietnam and many more.
- The company caters to government, semi-government organizations, private organizations and also multi-national companies.



# Exporting to 50+ countries across the Globe



	Wire Ropes	Strands	Slings	Steel Wire
				
<b>Description</b>	6-90 MM of various construction like 6*19, 6*36, 8*19, 35*7 etc.	Stay Wire, Structural Strands and Earth Wire	Mechanically Spliced, Hand Spliced, Spelter Sockets and Swaged Sockets	High carbon steel wires ranging from 0.3mm to 5.5 mm upto 2,360 N/mm <sup>2</sup>
<b>End Application</b>	General Engineering, Structural, Oil & offshore, Elevator, Mining, Road Safety, Cranes etc.	Electrification, Haulage, Earthing, Structural Supports and Steel Fencing	An Important piece of rigging hardware used in lifting and hoisting operations and are commonly used across different industries	Cutting Tools, Springs, High Strength Wire, Wire Ropes etc.

# Applications



Oil & Gas



Cranes



Mining



Offshore



Marine



Elevator



Structural

Ship Mooring



Roof Structure Ropes



Industrial Cranes



Speed Arresters



Transmission Tower



Industrial Cranes



Offshore Cranes



Suspension Bridge Ropes



Elevator Ropes



Dragline Drag & Hoist

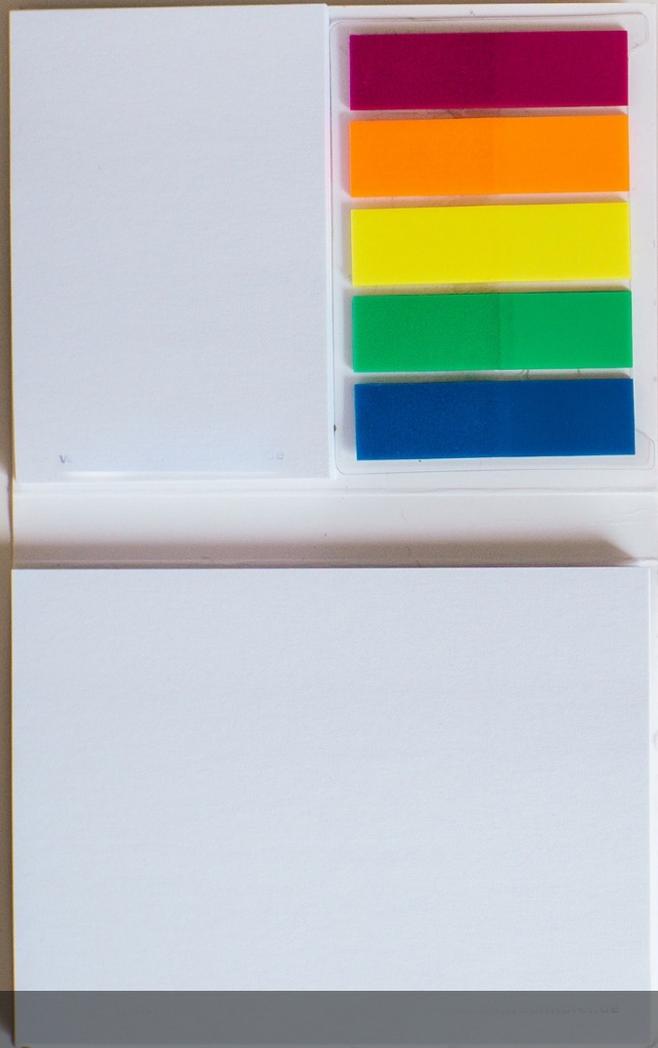


Trawl Warps



Mobile Lattice Boom Cranes





Financial Overview

## Q1-FY23 Financial Performance

**INR 1,328 Mn**

Revenue

*+70% YoY*

**INR 251 Mn**

EBITDA

*+92% YoY*

**18.90 %**

EBITDA Margins

*+215 Bps YoY*

**INR 120 Mn**

PAT

*+667% YoY*

**9.04%**

PAT Margins

*+674 Bps YoY*

**INR 1.89/Share**

Diluted EPS

*+652% YoY*

## Q1-FY23 Operational Highlights:

- There has been significant improvement in capacity utilization in Q1-FY23 to 50% versus 40% in the same period of previous financial year
- The company has focussed on improving the product mix, which has lead to improvement in margins
- The plant operations have been debottlenecked by adding balancing equipment, which will improve sales potential further
- The company is aggressively expanding and adding new markets globally

# Quarterly Financial Performance



Particulars (INR Mn)	Q1-FY23	Q1-FY22	Y-o-Y	Q4-FY22	Q-o-Q
Revenue from Operations	1,328	782	69.8%	1,345	(1.3)%
Total Expenses	1,077	651	65.4%	1,133	(4.9)%
EBIDTA	251	131	91.6%	212	18.4%
<i>EBIDTA Margins (%)</i>	<i>18.90%</i>	<i>16.75%</i>	<i>215 Bps</i>	<i>15.76%</i>	<i>314 Bps</i>
Depreciation and amortisation expenses	51	53	(3.8)%	53	(3.8)%
Finance costs	40	55	(27.2)%	62	(35.5)%
Other Income	1	1	NA	3	(66.7)%
PBT	161	24	NA	100	61.0%
Tax	41	6	NA	23	78.3%
PAT	120	18	NA	77	55.8%
<i>PAT Margins (%)</i>	<i>9.04%</i>	<i>2.30%</i>	<i>674 Bps</i>	<i>5.72%</i>	<i>332 Bps</i>
Other Comprehensive Income	-	-	-	(2)	-
Total Comprehensive Income	120	18	NA	75	60.0%
Diluted EPS	1.89	0.29	NA	1.23	53.7%

# Historical Financial Performance



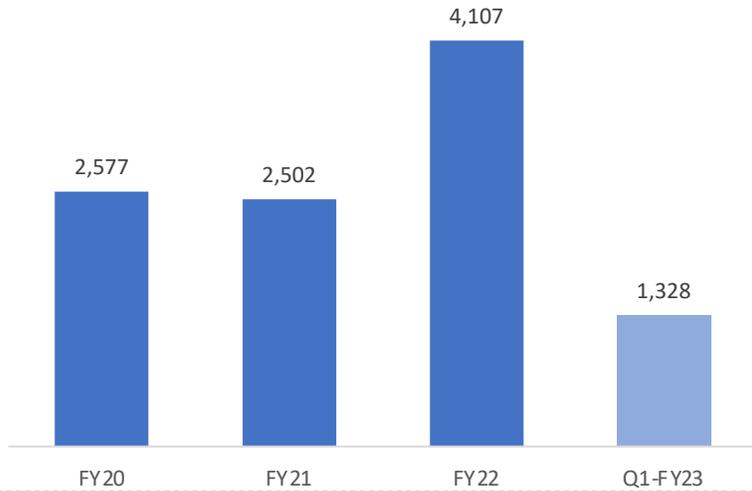
Particulars (INR Mn)	Q1-FY23	FY22	FY21	FY20
Revenue from Operations	1,328	4,107	2,502	2,577
Total Expenses	1,077	3,485	2,177	2,287
<b>EBIDTA</b>	<b>251</b>	<b>622</b>	<b>325</b>	<b>290</b>
<i>EBIDTA Margins (%)</i>	<i>18.90%</i>	<i>15.14%</i>	<i>12.99%</i>	<i>11.25%</i>
Depreciation and amortisation expenses	51	214	217	218
Finance costs	40	234	341	895
Other Income	1	5	5	3
<b>PBT</b>	<b>161</b>	<b>179</b>	<b>(228)</b>	<b>(820)</b>
Tax	41	42	(60)	(210)
<b>PAT</b>	<b>120</b>	<b>137</b>	<b>(168)</b>	<b>(610)</b>
<i>PAT Margins (%)</i>	<i>9.04%</i>	<i>3.34%</i>	<i>NA</i>	<i>NA</i>
Other Comprehensive Income	-	(2)	(2)	-
<b>Total Comprehensive Income</b>	<b>120</b>	<b>135</b>	<b>(170)</b>	<b>(610)</b>
Diluted EPS	1.89	2.17	(3.73)	(13.56)

# Historical Balance Sheet

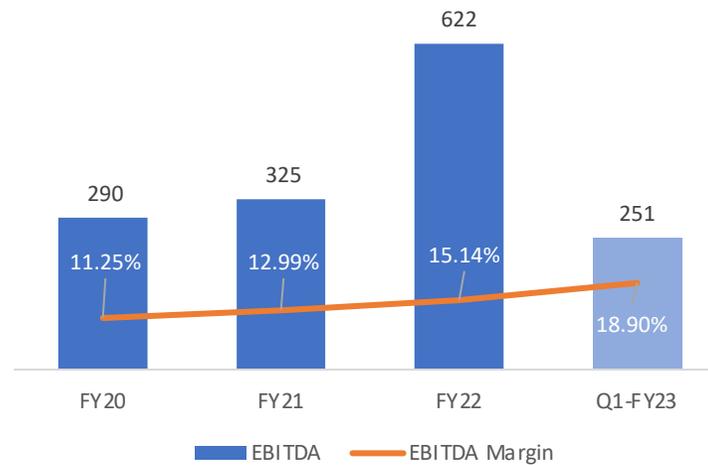


Particulars (INR Mn)	FY22	FY21	FY20	Particulars (INR Mn)	FY22	FY21	FY20
<b>Equity</b>	<b>4,517</b>	<b>4,351</b>	<b>390</b>	<b>Non-Current Assets</b>	<b>5,583</b>	<b>5,784</b>	<b>5,983</b>
(a) Equity Share Capital	638	626	449	(a) Property, Plant and Equipment	4,915	5,126	5,385
(b) Other Equity	3,879	3,725	(59)	(b) Capital Work in Progress	1	4	3
<b>Non-Current Liabilities</b>	<b>2,123</b>	<b>2,197</b>	<b>2,835</b>	(c) Other Intangible Assets	-	-	1
(a) Financial Liabilities				(d) Intangible Assets under Development	3	2	2
(i) Borrowings	2,065	2,143	2,785	Other Financial Assets	98	42	22
(ii) Other Financial Liabilities	33	33	33	(f) Deferred Tax Assets (Net)	480	524	464
(b) Provisions	25	21	17	(g) Other Non-Current Assets	86	86	106
<b>Current Liabilities</b>	<b>1,098</b>	<b>917</b>	<b>4,298</b>	<b>Current Assets</b>	<b>2,155</b>	<b>1,681</b>	<b>1,540</b>
(a) Financial Liabilities				(a) Inventories	805	647	776
(i) Borrowings	623	595	1,274	(i) Trade Receivables	399	363	294
(ii) Trade Payables	313	110	108	(ii) Cash and Cash Equivalents	29	5	8
(iii) Other Financial Liabilities	2	3	2,741	(iii) Other Bank Balances	3	49	27
(b) Other Current Liabilities	155	206	172	(iv) Other Financial Assets	10	11	8
(c) Provision	5	3	3	(c) Other Current Assets	909	606	427
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>7,738</b>	<b>7,465</b>	<b>7,523</b>	<b>TOTAL ASSETS</b>	<b>7,738</b>	<b>7,465</b>	<b>7,523</b>

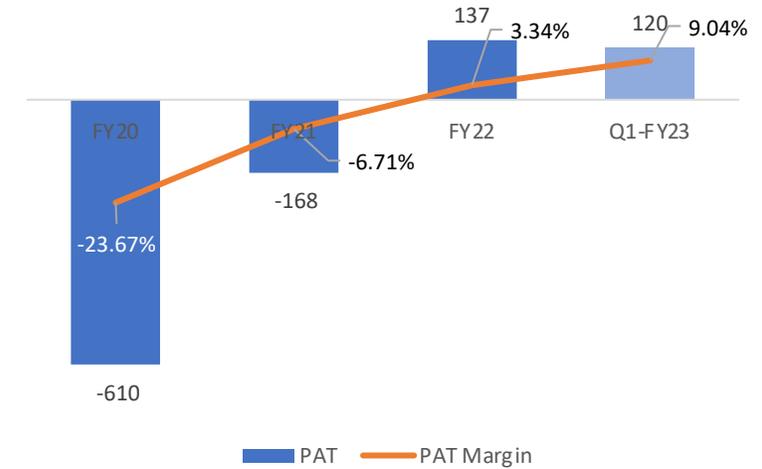
## Operational Revenue (INR Mn)



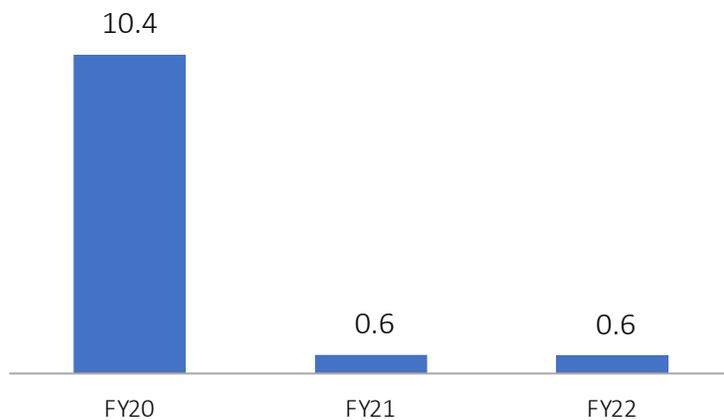
## EBITDA (INR Mn) & EBITDA Margin (%)



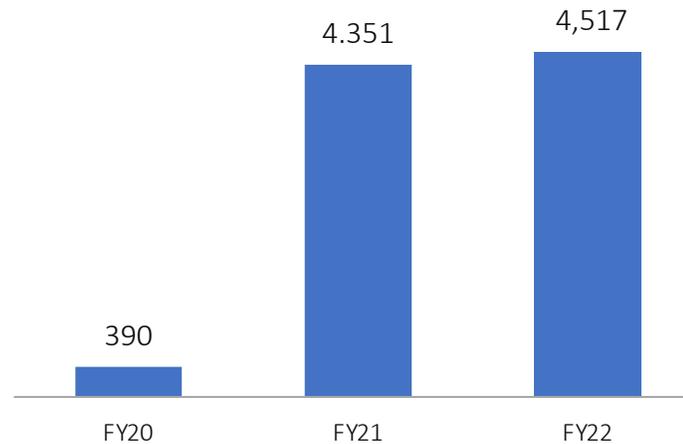
## PAT (INR Mn) & PAT Margins (%)



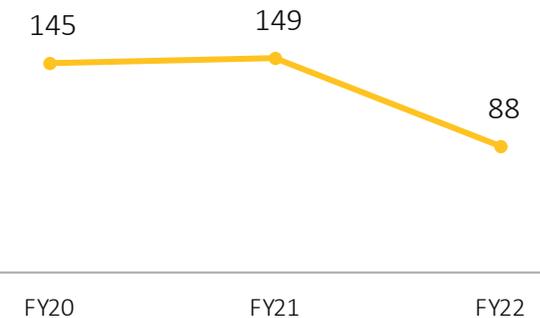
## Debt to Equity (x)



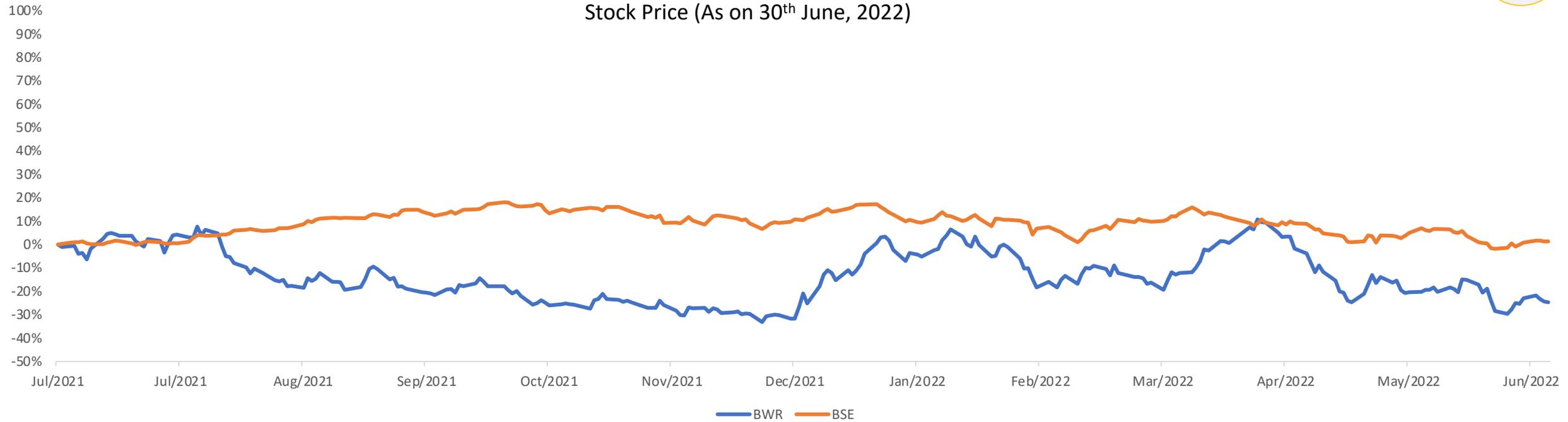
## Net Worth (INR Mn)



## Cash Conversion Days

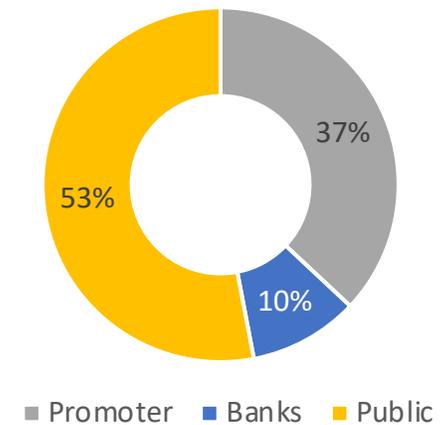


Stock Price (As on 30<sup>th</sup> June, 2022)



Market Data (As on 30 <sup>th</sup> June, 2022)	INR
Face Value	10.0
CMP	58.7
52 Week H/L	92.05/49.70
Market Cap (INR Mn)	3,763.4
Shares O/S (Mn)	64.1
Avg. Vol. ('000)	85.0

Shareholding Pattern (As on 30<sup>th</sup> June, 2022)



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Thank You