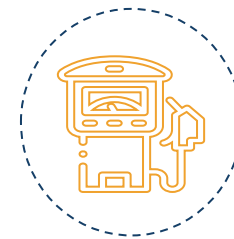




Man Industries (India) Ltd.



Oil



Gas



Water

**Q3 FY22
Investor Presentation**

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Q3 & 9M FY22 Highlights

Key Highlights

Business Performance/Outlook

- During the quarter received multiple order worth approx. Rs. 9,000 million to supply pipes for the oil & gas and water related projects
- Unexecuted Order book as on date stands at approx. Rs. 11,000 million with active bid book of over Rs. 2,10,000 million
- Work on the induction bending project likely to be completed and be operational by Q1 FY23
- ERW steel pipes project work is in full swing and is likely to complete by Q2 FY23
- Awarded the Certificate of Appreciation for being one of the leading Exporter of Kandla Customs for the year 2021-22 for its work undertaken in the field of export despite facing difficulties & challenges due to COVID-19 pandemic



Consolidated Profit & Loss Statement – Q3 & 9M FY22

Particulars (INR Mn)	Q3 FY22	Q3 FY21	% Change
Revenue from Operations	6,309	5,545	
Other Income	38	(61)	
Total Income	6,347	5,484	15.7%
Gross Profit	2,076	1,594	
Gross Margin	32.7%	29.1%	
Operating expenses	1,447	981	
EBITDA	630	613	2.6%
EBITDA Margin%	10.0%	11.2%	
Finance Cost	106	86	
Depreciation	115	120	
Profit Before Tax	408	407	
Tax Expenses	95	101	
Profit After Tax	313	306	2.5%
PAT Margin%	4.9%	5.6%	

	9M FY22	9M FY21	% Change
	15,248	15,401	
	213	135	
	15,461	15,536	(0.5%)
	4,660	4,771	
	30.1%	30.7%	
	3,048	3,002	
	1,612	1,769	(8.9%)
	10.4%	11.4%	
	277	418	
	339	355	
	996	996	
	245	247	
	751	750	0.1%
	4.9%	4.8%	

Consolidated Balance Sheet as on 30th Sept' 2021

(Rs Mn)	Sept' 21	Mar' 21
Share Capital	286	286
Other Equity	8,543	8,063
Shareholders' Funds	8,828	8,349
Borrowings	16	20
Deferred tax liability	239	255
Other liabilities	105	134
Total Non-Current Liabilities	360	409
Trade Payables	5,642	5,176
Other Current Liabilities	554	736
Current Tax Liabilities	66	97
Other Financial Liabilities	322	321
Short Term Borrowings	700	2,773
Total Current Liabilities	7,285	9,102
Total Liabilities	16,472	17,859

(Rs Mn)	Sept' 21	Mar' 21
Fixed Assets incl. CWIP	3,257	3,376
Non-Current Investment	1,023	1,023
Trade Receivables	403	252
Other Financial Assets	51	46
Other Non-Current Assets	1,077	1,080
Total Non-Current Assets	5,811	5,778
Inventories	4,363	3,316
Sundry Debtors	4,289	6,560
Cash	434	173
Bank	552	849
Other Financial Assets	115	153
Other Current Assets	909	1,032
Total Current Assets	10,662	12,081
Total Assets	16,473	17,859



New Era of Growth

Strengthening the Board & Leadership Team

Continued Strong Leadership

- **Mr. Ramesh C Manshukhani, Group Chairman** with 40+ years of experience
- Driving force behind success of the Man Group through setting up new manufacturing facilities with latest technologies

Building the next generation of Leadership

- Endorsed **Mr. Nikhil Mansukhani as Managing Director**
- Over 8 years of experience in steel pipes industry
- Responsible for business development, designing & liasoning
- Spearheading current growth and capex plans of the Company

Board of Directors

**Mrs. Heena Kalantri,
Non-executive Director**

**Mr. Pramodkumar Tandon,
Non-executive Independent
Director**

**Mr. Narendra Mairpady,
Ex Chairman I-O-B
Non-executive Independent
Director,**

**Mrs. Renu Jalan,
Non-executive Independent
Director**

Continued Focus on Corporate Governance



Divestment of noncore business activity

- The Board of Directors have approved disinvestment of equity in the subsidiary Merino Shelter Pvt. Ltd, which is engaged in real estate development
 - Proceeds to be used for capex plans for enhancing product range and entry into value added products
-

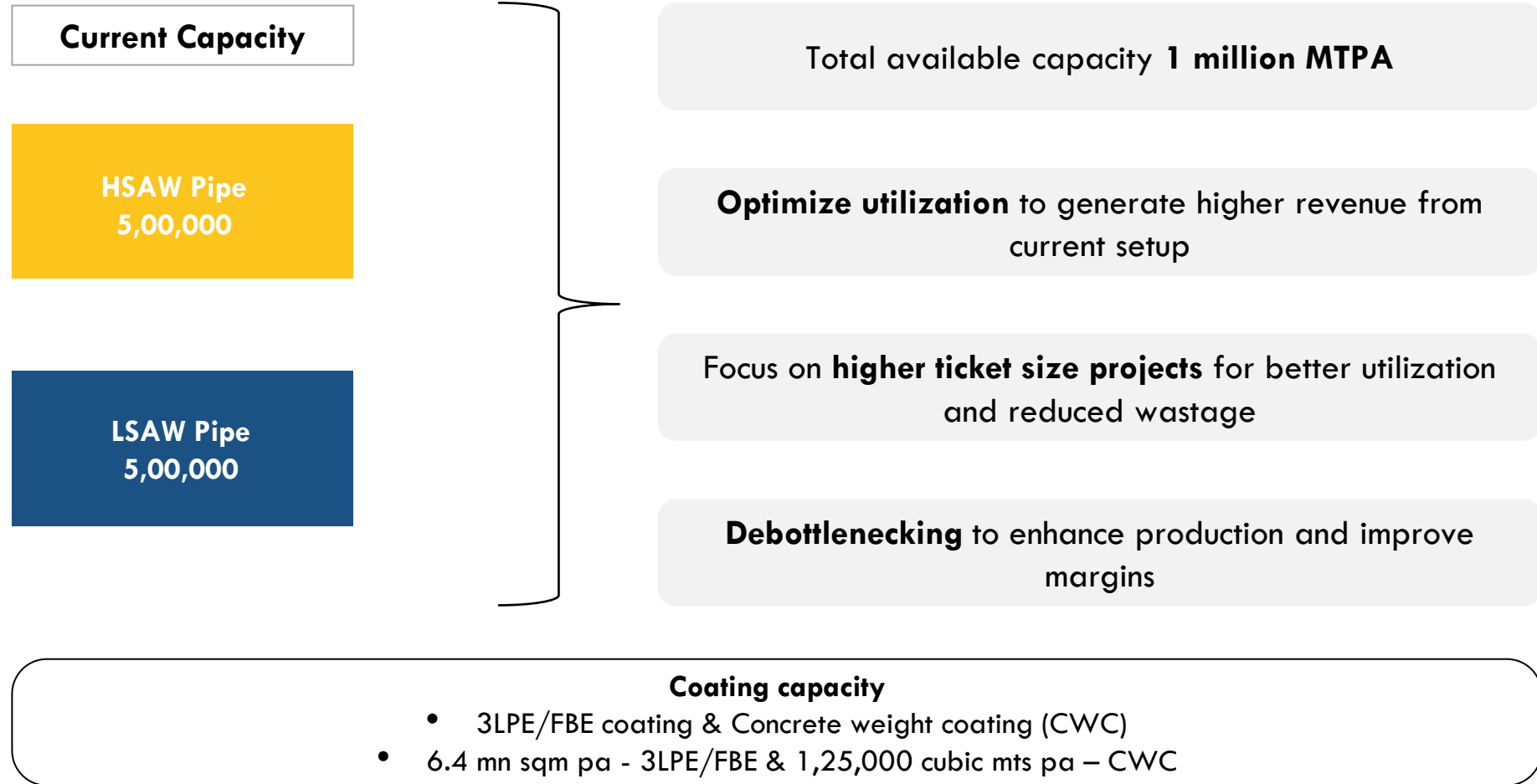
On the demerger issue

- Completed Company's part in demerger process by calling the record date pursuant to the Scheme of Demerger to determine the list of shareholders
 - Approached/Applied the Hon'ble Bombay High Court requesting to give directions to (MIPL) to issue and allot equity shares to the list of shareholders
-

Consistent Dividend Paying

- Distributing dividend to shareholders for over 25+ years
-

Leveraging Existing Capacity to Drive Growth



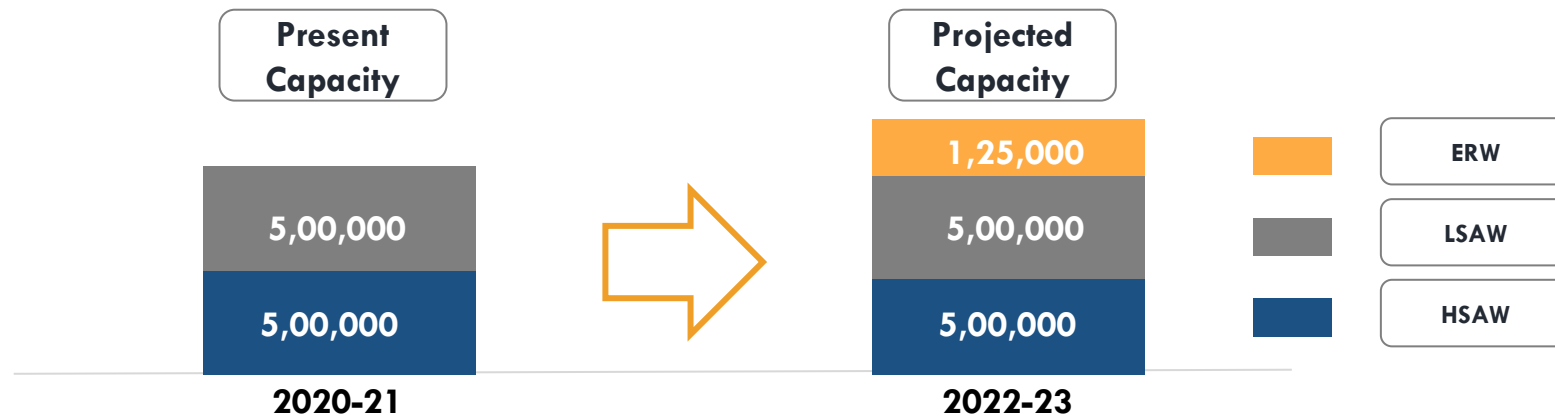
Entering New Product Offering

ERW Steel Pipes

- 6” to 18” diameter size (API grade)
- To Serve the hydro-carbon and CGD sector
- New line to be installed at existing facility at Anjar, Gujarat
- Installed capacity at 1,25,000 MTPA
- Estimated capex of approx. Rs 170 crore
- Expected to be operational by Q2 FY23

Steel Bends, Value added Products & Upgradation

- Size range of 18” nominal bore to 48” nominal bore
- Volume - ~5,500 - ~6,000 bends annually
- To be installed at Anjar, Gujarat
- Estimated Capex of Rs. 50 crore
- Expected to be operational by Q1 FY23



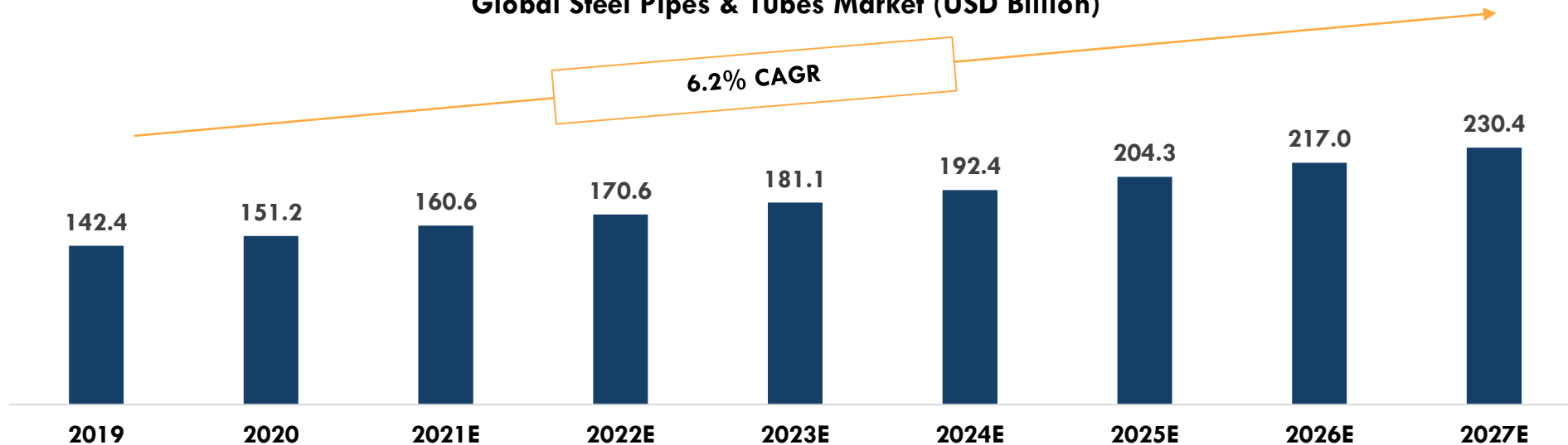


Industry Opportunities

Strong Demand Growth from Global Oil & Gas Sector

- Global demand for steel pipes and tubes to increase at CAGR of 6.2 % from 142.4 billion USD in 2019 to 230.4 billion USD in 2027
- Oil & Gas sector largest consumer of steel pipes
- Increase in spending for exploration and distribution of oil and gas will lead this growth

Global Steel Pipes & Tubes Market (USD Billion)



Source – IEA

Supported by Domestic Gas Infra Push

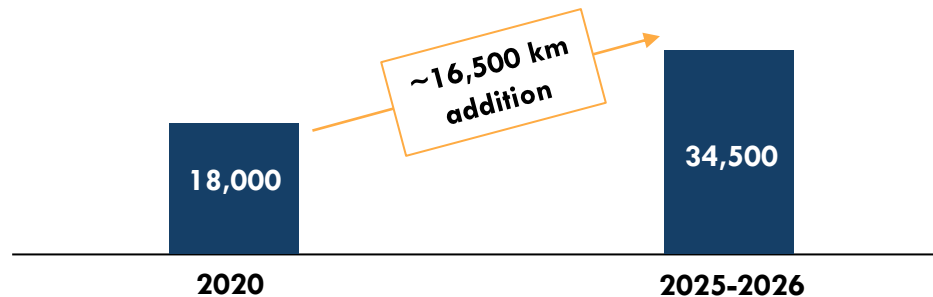
National Gas Grid

- Govt plans to increase share of natural gas in the energy mix to increase to 15% by 2030 from 6% now
- Announced the expansion of the natural gas grid from the 18,000 kilometers to 34,500 kilometers

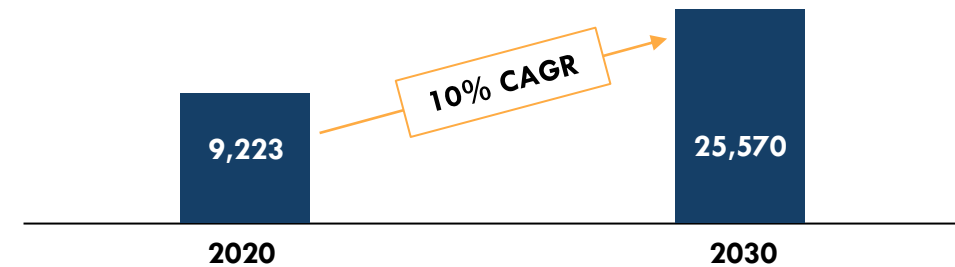
City Gas Distribution

- CGD market to grow at 10% CAGR over next 10 years
- Plans to take CGD network to 1,74,000-inch km in 2025-26; ~65,000-inch km over next two years

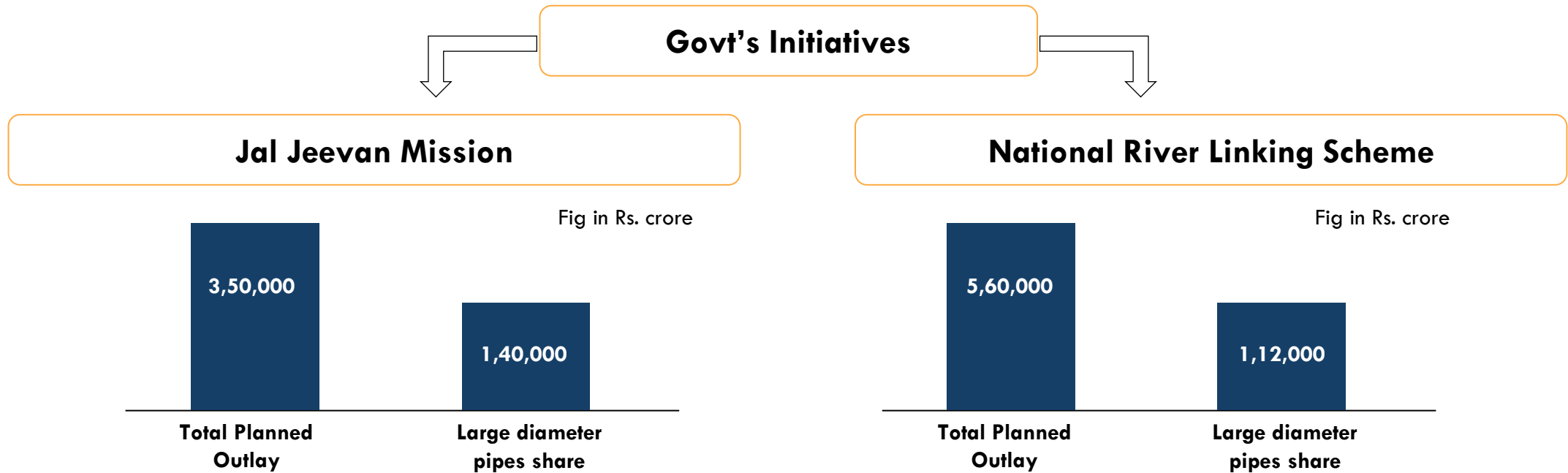
Pipeline Infrastructure (Km)



Indian City Gas Distribution Market (MMSCM)



And Rising Opportunities in Water Infra



- Union Budget 2022 - 23 has allocated Rs. 60,000 crore for Jal Jeevan Mission
- Total size of opportunity for large diameter steel pipes in water Infrastructure estimated at ~Rs. 1,400 bn in Jal Jeevan Mission and Rs. 1,120 bn in National River Linking Scheme



Company Overview

Among Leading Manufacturer of Large Diameter Pipes



25+ years in
pipe industry



API grade **LSAW,**
HSAW, Coating
products used in O&G,
water



1 Million+ MT
installed capacity



5 production lines at
2 state of art
manufacturing facility



Approved
Vendor for domestic
& international oil &
gas majors



13,000+ KM
pipe supplied since
inception

Executed critical and complex projects worldwide

- GAIL for its Jagdishpur Haldia-Bokaro-Dhamra- Phase II project
- Kuwait Oil Company for gas oil pipeline from MAA to Sabya of 1.75 lakhs MT (~700 Km)
- First Indian company to export 80inch diameter 18-mtr-long pipe with 24 mm thickness for a prestigious water project

Offering Specialized Products through State-of-art Facility



Anjar, Gujarat

- Easy and fast access to Kandla & Mudra port to cater to International market
- Close proximity to rail and national highway



Pithampur, Madhya Pradesh

- Close to national highway, saving logistic cost
- Strategically located to cater to domestic market

Manufacturing facility spread across ~150 acres of land

Approved Vendor for all Oil & Gas Majors Worldwide

International Clients



Domestic Clients



Strong and Long-term client relationship built on quality and timely execution

Corporate Social Responsibility

- MIL fulfils its socio-economic goals by partnering with various NGO's, groups or directly
- Company has increased its CSR spending by allocating special funds for the needs during the COVID -19 pandemic

Key Focus area of CSR activities



Education



Women
Empowerment



Health Care

Key Initiatives

- Employability training to women
- Providing support in education to under privileged children
- Providing aid on medical front to weaker sections of the society
- Initiatives to improve personal Hygiene
- Supplied Covid testing machines, PPE kits, masks, infrared thermometers, etc. for COVID-19 relief
- Paediatrics ward built for TATA hospital

FY21 CSR spent of Rs. 1.76 crore higher than the required obligation,
including special contribution towards covid-19 relief



Historical Financial Performance

Consolidated Profit & Loss Statement – FY21

Particulars (INR Mn)	FY21	FY20	% Change
Revenue from Operations	20,802	17,593	
Other Income	308	166	
Total Income	21,110	17,758	18.9%
Gross Profit	7,068	5,127	
Gross Margin	33.5%	28.9%	
Operating expenses	18,752	15,913	
EBITDA	2,358	1,845	27.8%
EBITDA Margin%	11.2%	10.4%	78 bps
Finance Cost	527	644	
Depreciation	464	523	
Exceptional Items	0	25	
Profit Before Tax	1,367	653	
Tax Expenses	358	98	
Profit After Tax	1,009	555	81.7%
PAT Margin%	4.8%	3.1%	165 bps

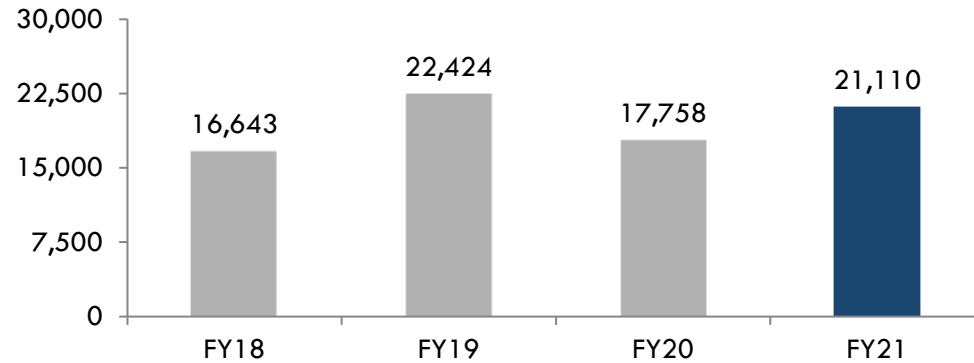
Consolidated Balance Sheet as on 31st March 2021

(Rs Mn)	Mar-21	Mar-20
Share Capital	286	286
Other Equity	8,063	7,178
Shareholders' Funds	8,349	7,464
Borrowings	20	153
Deferred tax liability	255	266
Other liabilities	134	167
Total Non-Current Liabilities	409	586
Trade Payables	5,176	5,613
Other Current Liabilities	736	1,611
Current Tax Liabilities	97	93
Other Financial Liabilities	321	657
Short Term Borrowings	2,773	2,248
Total Current Liabilities	9,102	10,222
Total Liabilities	17,859	18,272

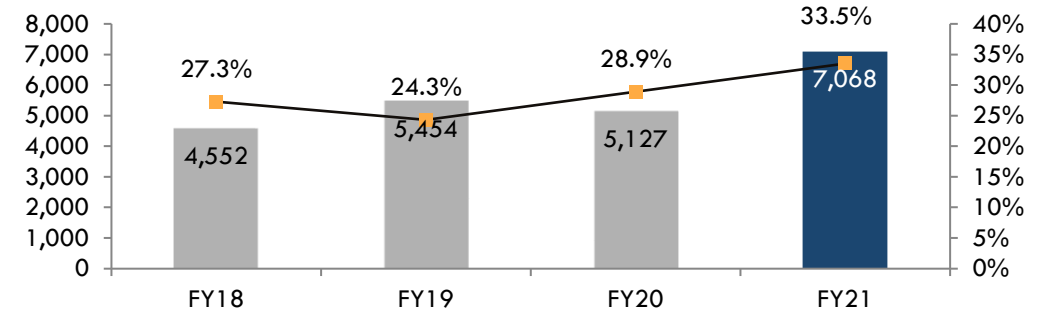
(Rs Mn)	Mar-21	Mar-20
Fixed Assets incl. CWIP	3,376	3,719
Non-Current Investment	1,023	1,023
Trade Receivables	252	511
Other Financial Assets	46	156
Other Non-Current Assets	1,080	1,079
Total Non-Current Assets	5,778	6,488
Inventories	3,316	3,796
Sundry Debtors	6,560	4,500
Cash	173	1,360
Bank	849	856
Other Financial Assets	153	198
Other Current Assets	1,032	1,075
Total Current Assets	12,081	11,784
Total Assets	17,859	18,272

Annual Profit & Loss Highlights

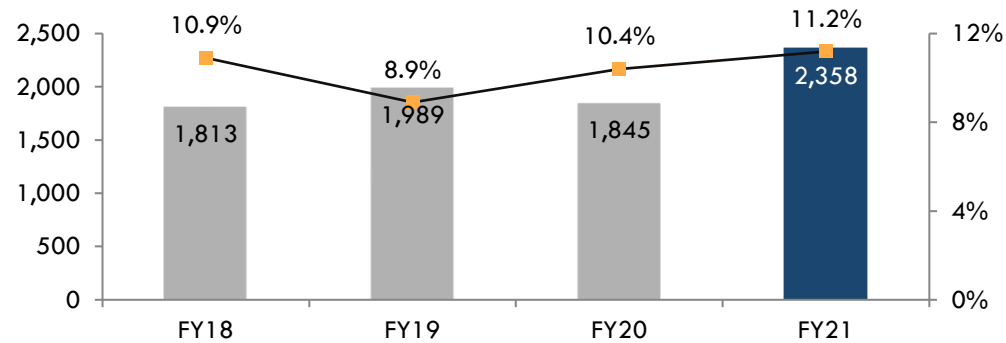
Total Income Rs. Mn



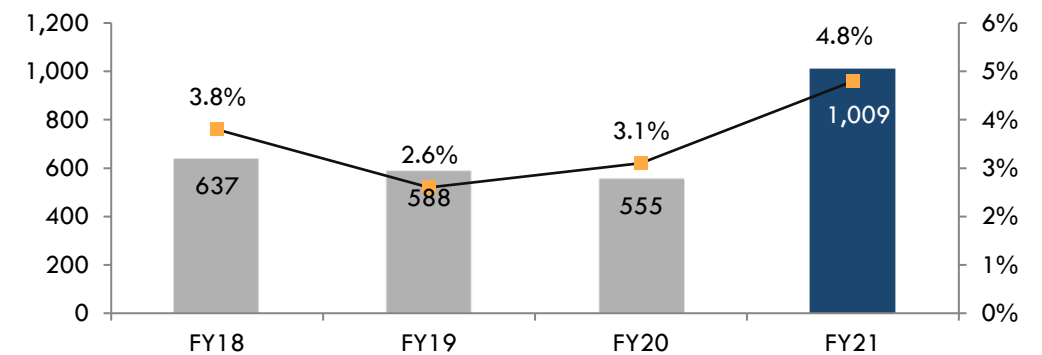
Gross Profit (Rs. Mn)/Gross Profit Margin (%)



EBITDA* (Rs. Mn) / Margin (%)



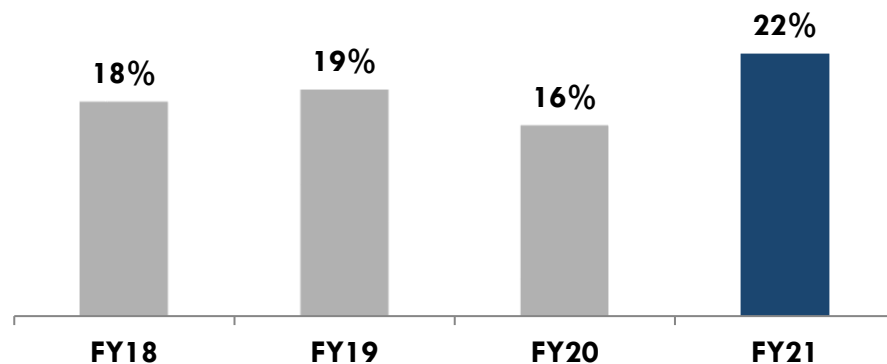
PAT (Rs. Mn) / Margin (%)



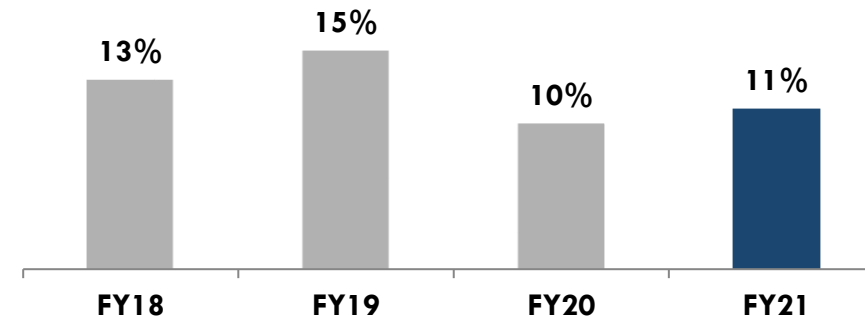
*EBITDA Including other income

Key Financial Ratios

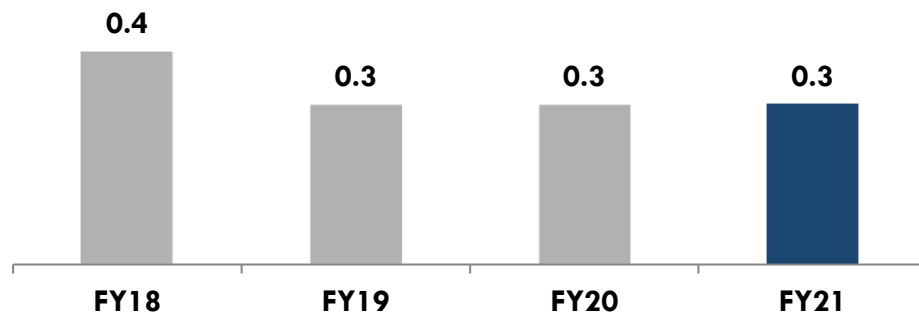
Return on Capital Employed (%)



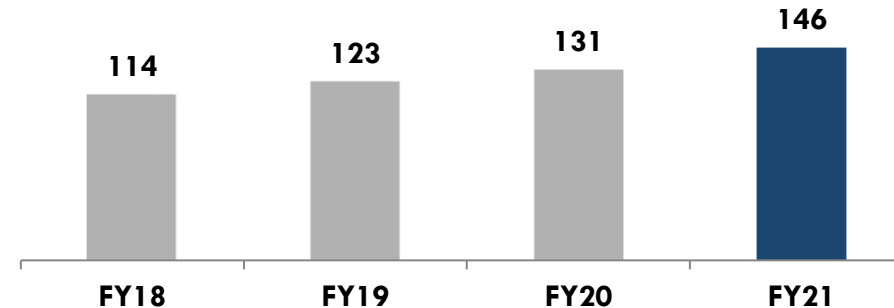
Dividend Payout (%)



Debt to Equity



Book Value Per Share (Rs.)



RoCE – EBIT/Capital employed (Total assets – Current liabilities)



THANK YOU

Man Industries (India) Ltd.

Mr. Mahantesh M, Manager IR

mahantesh.m@maninds.org

Man House, 101, S.V. Road, Vile Parle (W),
Mumbai.

Pareto Capital (Investor relations advisor)

Ms. Pooja Dokania/ Mr. Smit Shah

[pooja.dokania@paretocapital.in/](mailto:pooja.dokania@paretocapital.in)

smit.shah@paretocapital.in

B/ 210, Kanakia Wall Street, Andheri (East),
Mumbai
