

18 August 2009



## Electrotherm (India) Ltd

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*Investors Update - Q1 FY'10 (June'09)*  
*Steady Growth In Spite of Heavy Weather*



# key figures Q1 30<sup>th</sup> June'09

**4,402**  
million revenues

**817**  
million EBITDA

**170**  
million net profit

**+14.4%**  
growth in revenues

**+22.7%**  
growth in EBITDA

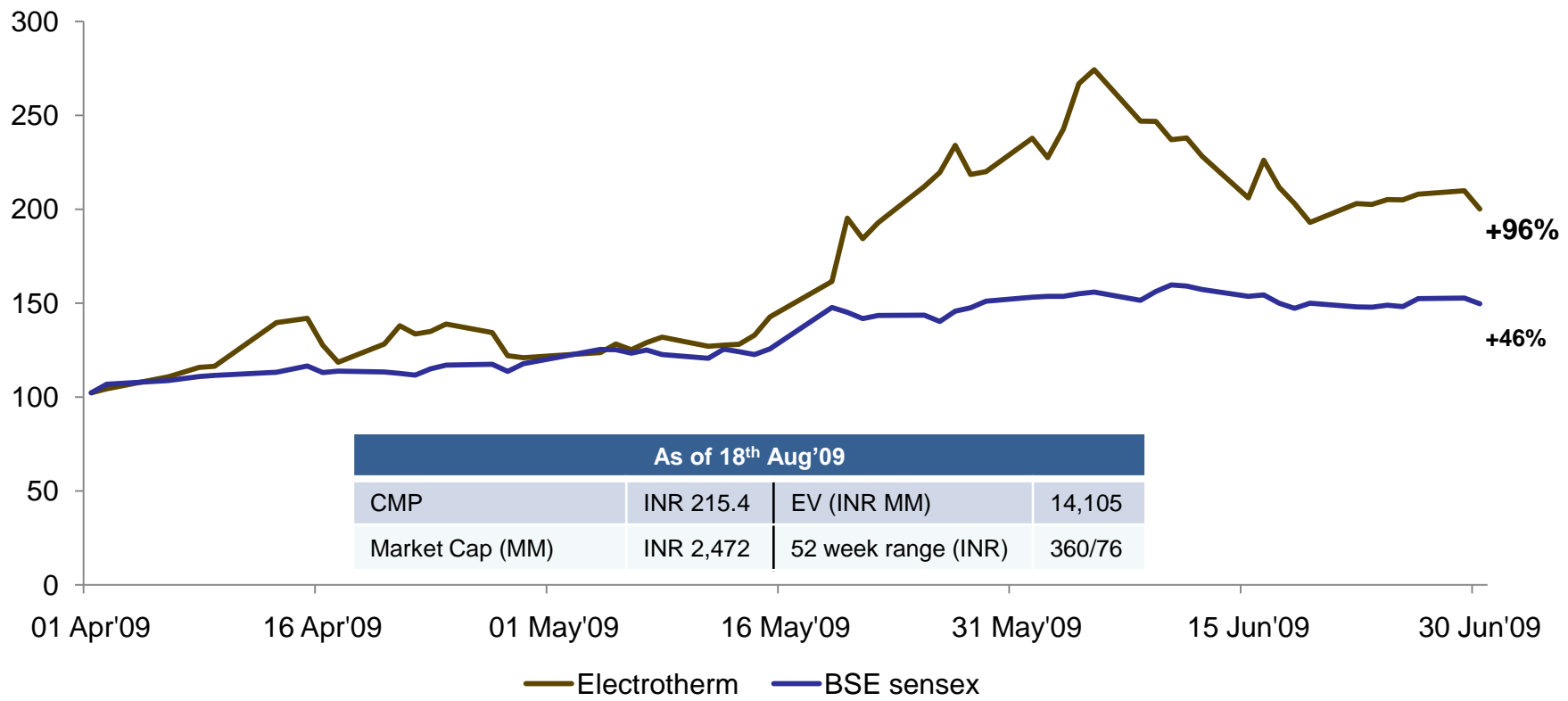
**-6.1%**  
decline in net profit

**18.6%**  
EBITDA margin

**3.9%**  
net profit margin

# Outshining the BSE Sensex

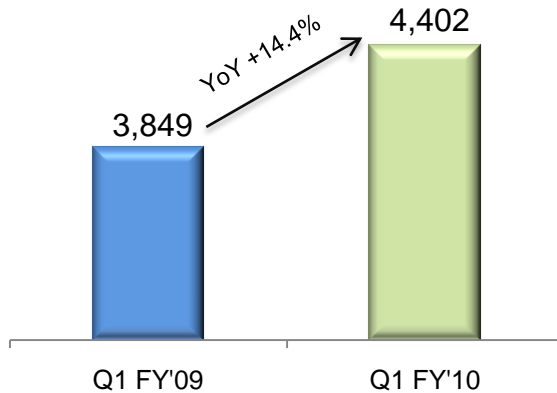
Stock performance 1st Apr'09 – 30th June'09



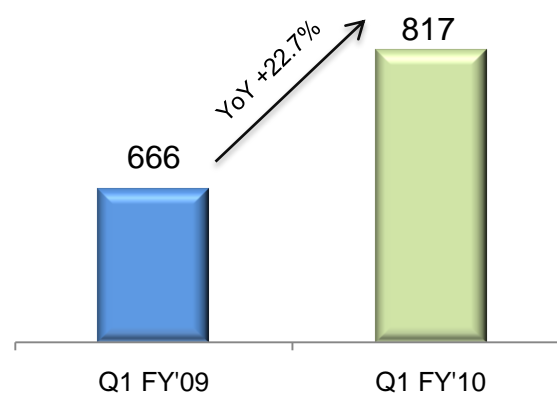
## Return Analysis (%)

In %	3 Months	2 Months	1 Month
Electrotherm	<b>+96%</b>	<b>62%</b>	<b>-16%</b>
BSE Sensex	+46%	19%	-2%

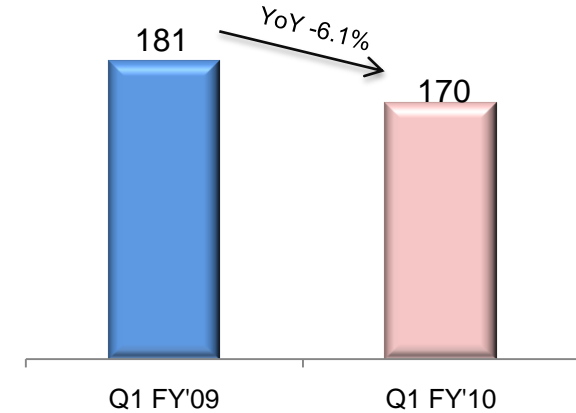
Revenue INR MM



EBITDA INR MM



Net Profit INR MM



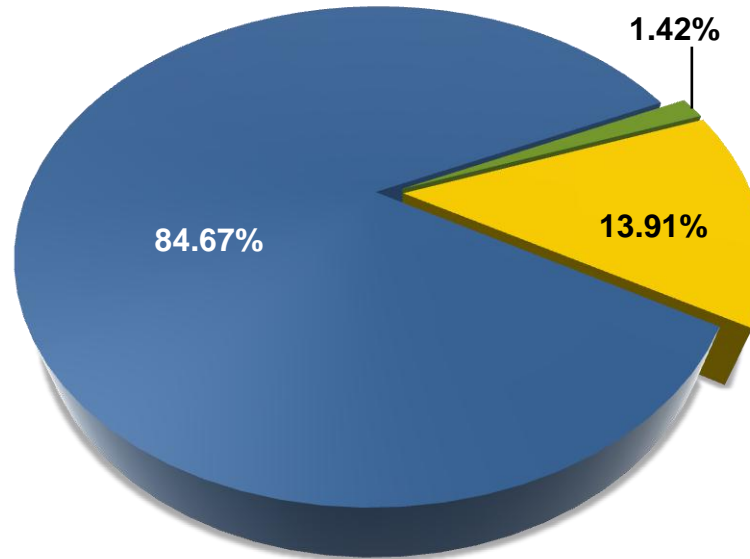
- **Net Revenues** were up INR 553MM from INR 3,849MM in Q1'09 to INR 4,402MM in Q1'FY10, graphing an upward trend of 14.4%.
  - Driven primarily by increase in sales of steel division where in spite of reduction in per ton realization to the tune of 27%-30% compared to Q1 FY'09, company has been able to boost the sales by selling increased quantity
- **EBITDA** was up INR 151MM from INR 666MM in Q1 June'09 to INR 817MM in Q1 June'10, growing at 22.7% YoY
  - EBITDA margin grew to 18.6% from 17.3% in Q1'09 primarily due to backward integration of sponge iron for steel plant and pig iron for DI Pipe plant as well as captive power plant
- **Net Profit** was slightly down by INR 11MM, declining from INR 181MM in Q1'09 to INR 170MM, falling by 6%
  - The decline was primarily driven by increased depreciation cost due to commissioning of Phase III and interest costs, as the company raised debt to nurture its expansion plans

## Business Which Is Built For Growth

**Steel Segment**  
(INR 3,727MM)

*As India is once again poised for growth after the tumultuous weather, steel is one commodity which will be in high demand over the coming years. Electrotherm generates about 85% from its steel segment*

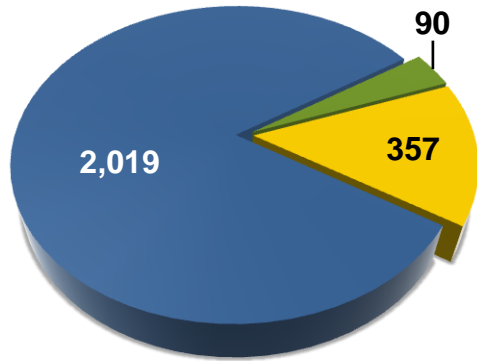
Revenue Mix



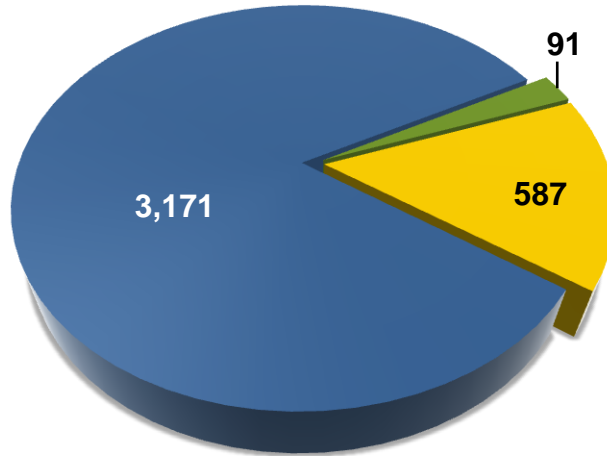
■ Engineering   ■ Steel   ■ Electric Vehicles

## Growing Business In Spite Of Tough Headwinds

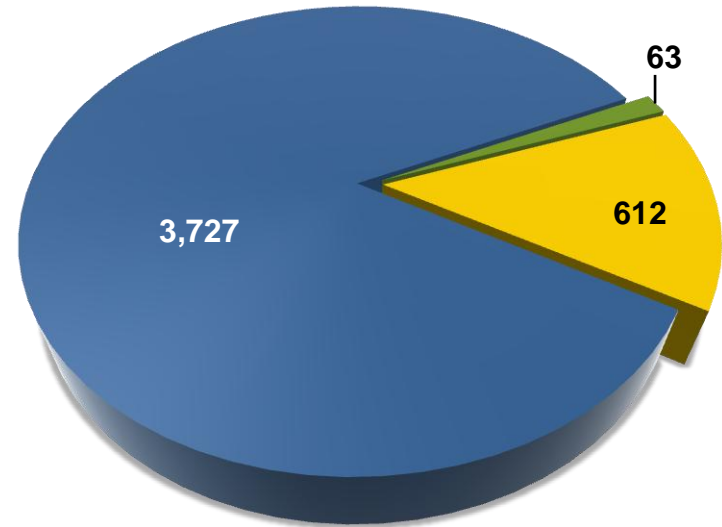
Revenue Q1 FY'08  
INR 2,466 MM



Revenue Q1 FY'09  
INR 3,849 MM



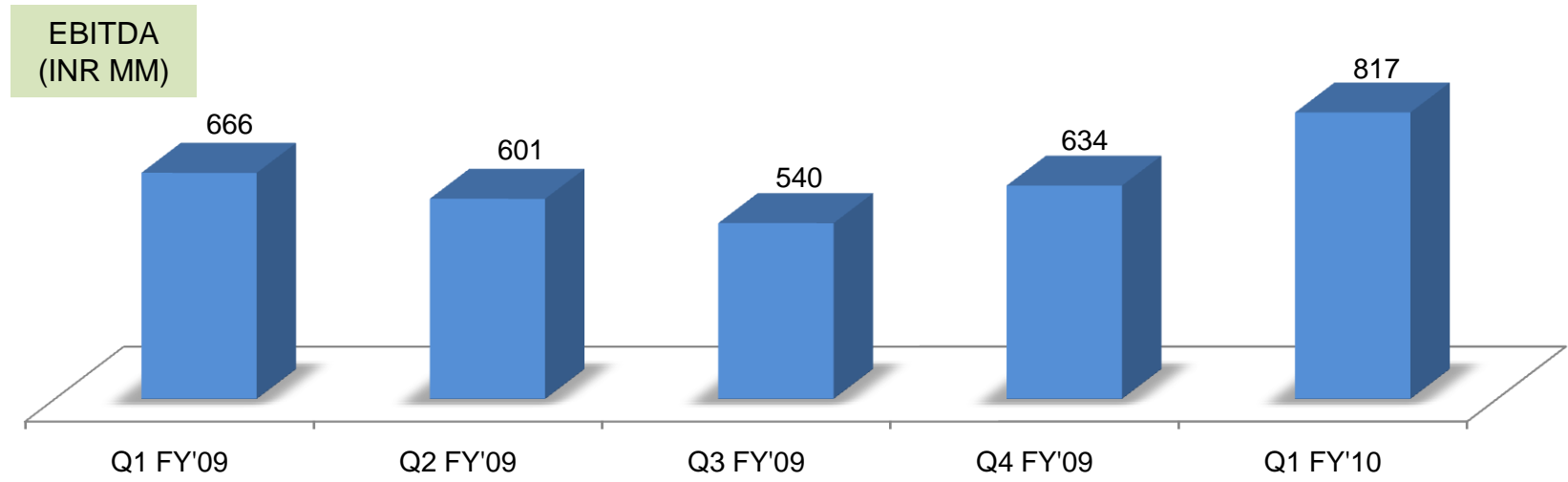
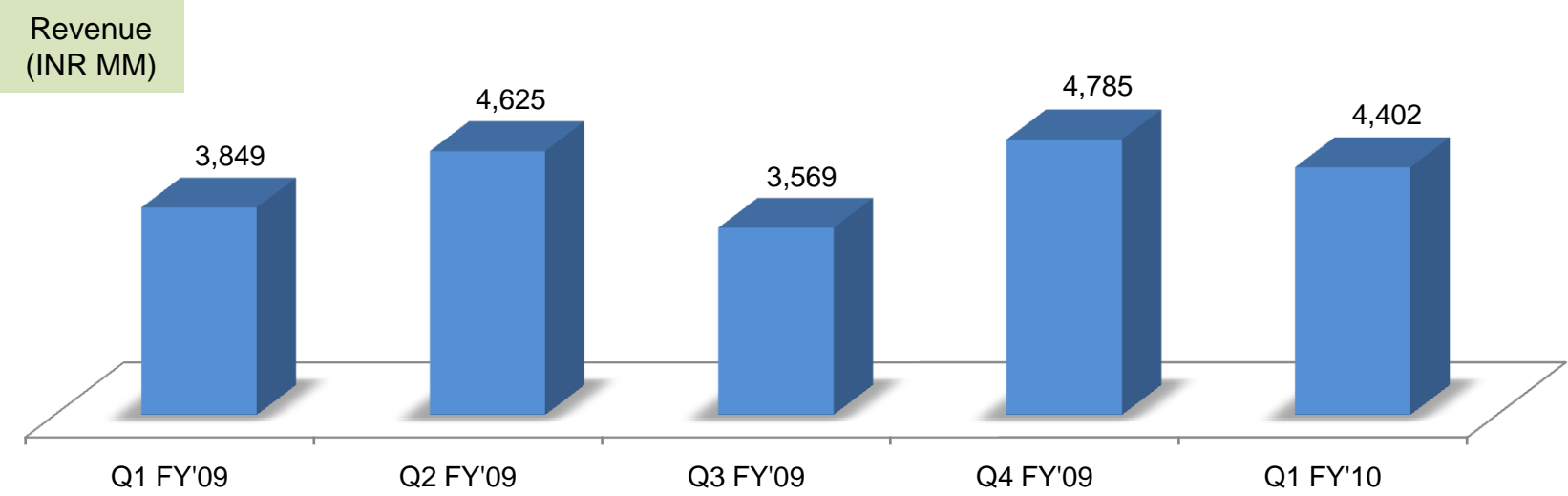
Revenue Q1 FY'10  
INR 4,402 MM



■ Engineering ■ Steel ■ Electric Vehicles

Segments	Q1'09 YoY	Q1'10 YoY
Engineering	64%	4%
Steel	57%	18%
Electric vehicles	1%	-31%
<b>Total</b>	<b>56%</b>	<b>14%</b>

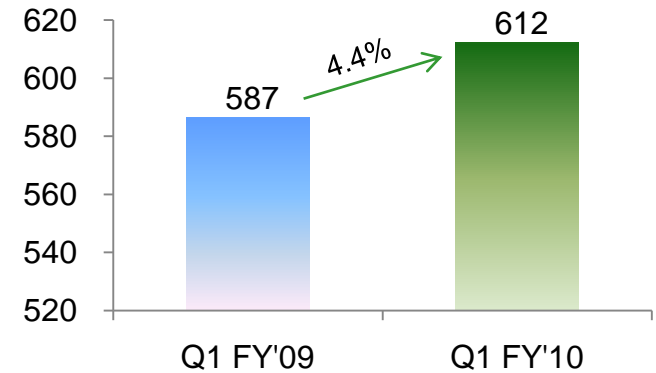
## Healthy Growth and Profitability



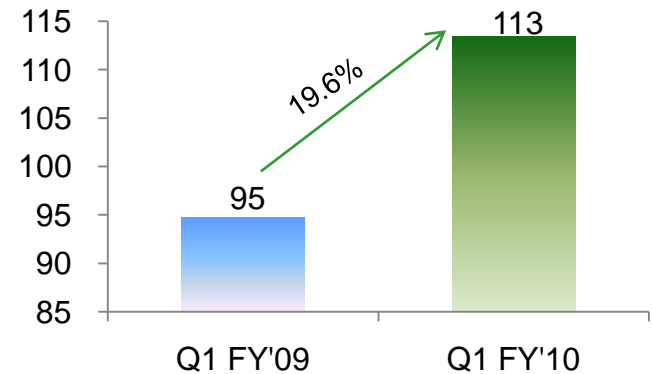
## Engineering & Project Division

- **Net Revenues** increased from INR 587MM in Q1'09 to INR 612MM in Q1'10, graphing an upward trend of 4.4%
  - Driven primarily by domestic demand
- **EBIT** increased from INR 95MM in Q1'09 to INR 113MM in Q1'10, growing at 19.6% YoY
  - EBIT margin grew to 19% from 17% in Q1'09 primarily due to reduced raw material cost resulting from reduction in key raw material prices like copper, steel etc. which were at the peak in Q1 FY'09

Revenue INR MM



EBIT INR MM





## Special Steel Division

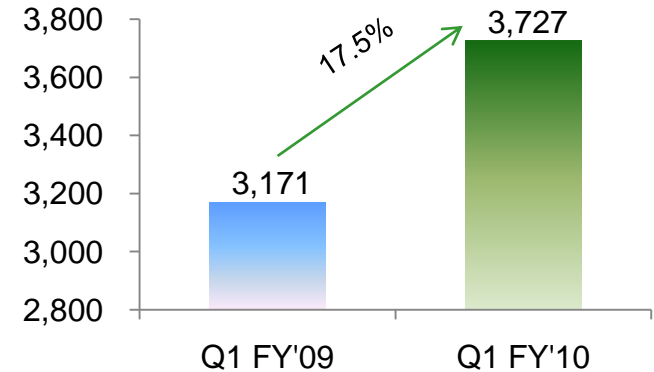
- ❑ **Net Revenues** increased from INR 3,171MM in Q1'09 to INR 3,727MM in Q1'10, graphing an upward trend of 17.5%
  - Driven primarily by selling increased quantity of steel and DI Pipes
- ❑ **EBIT** increased from INR 469MM in Q1'09 to INR 514MM in Q1 '10, growing at 9.7% YoY
  - EBIT margin reduced to 13.8% from 14.8% in Q1'09 primarily due to higher depreciation cost
  - Depreciation accounted for 4.8% of sales as compared to 2.8% in Q1 FY'09

### Developments

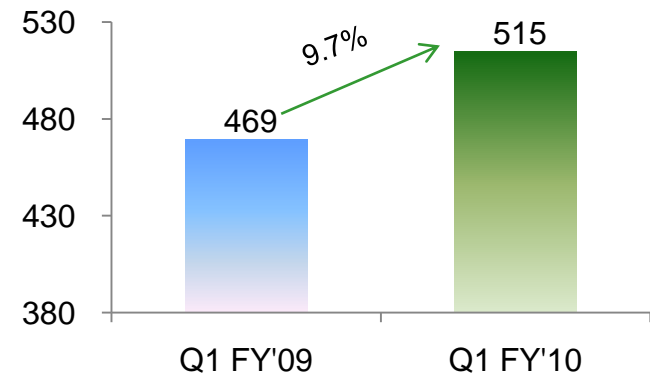
- With the additional DI Pipe capacity ready to get commission by Oct'09, the company has expanded its sales network for the same by setting up offices in 7 cities across India
- Aggressively pursuing developing sales network for CRS TMT in Gujarat



Revenue INR MM

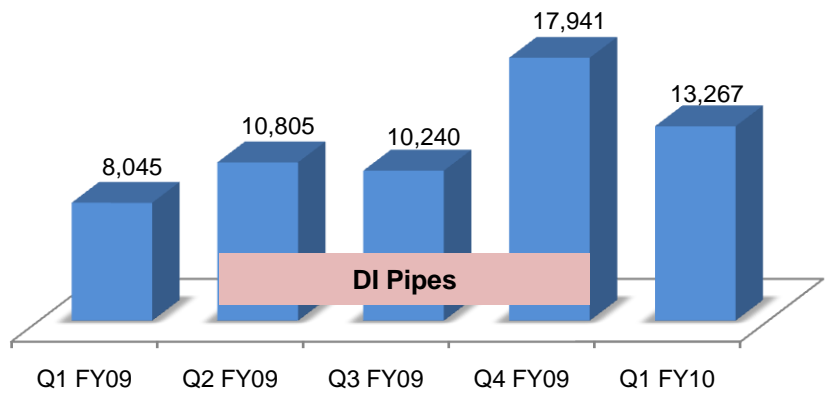
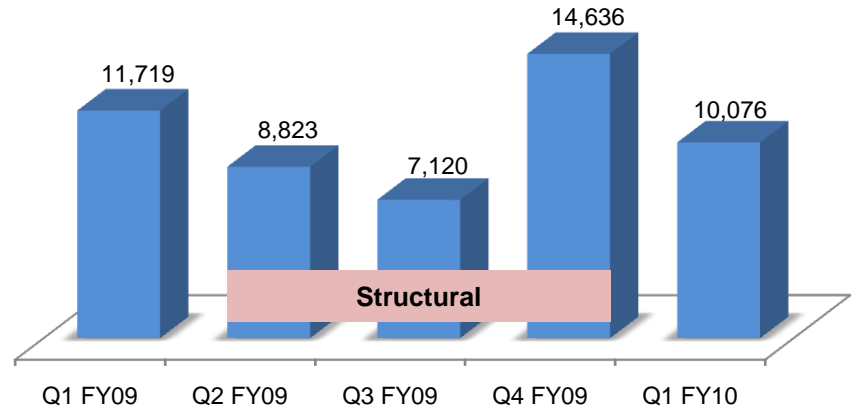
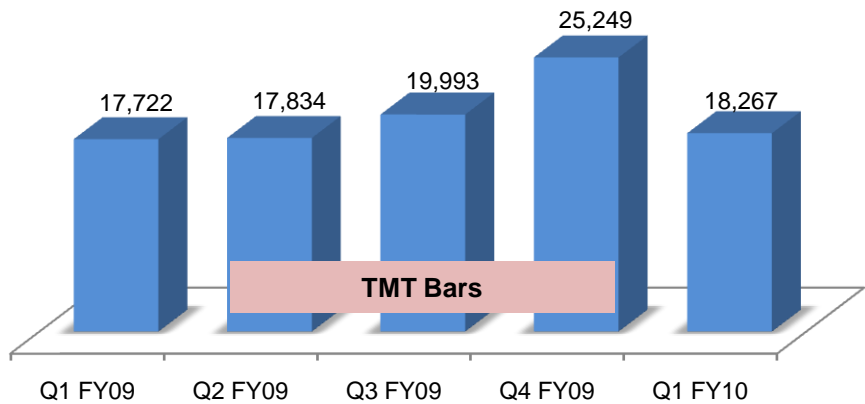
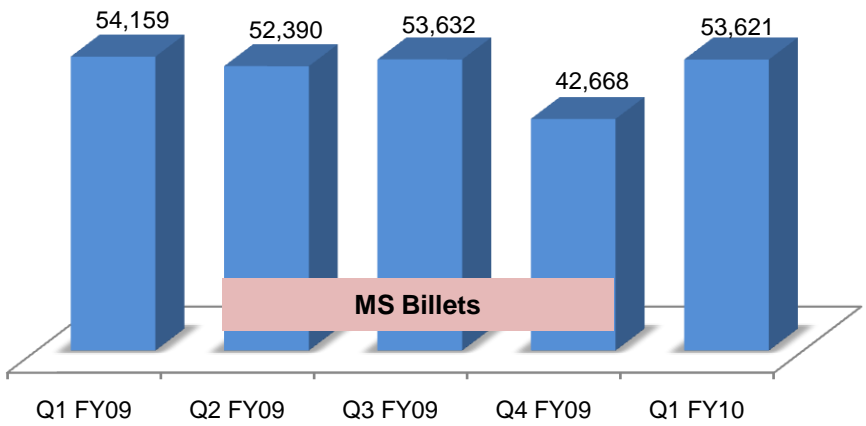


EBIT INR MM



# Special Steel Segment

Production (Metric Tonne)

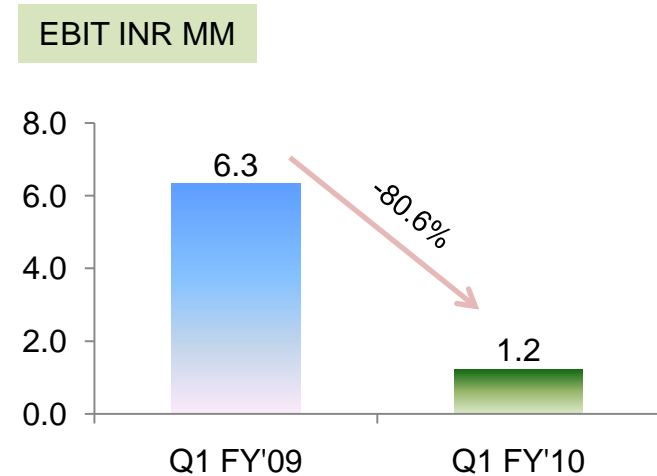
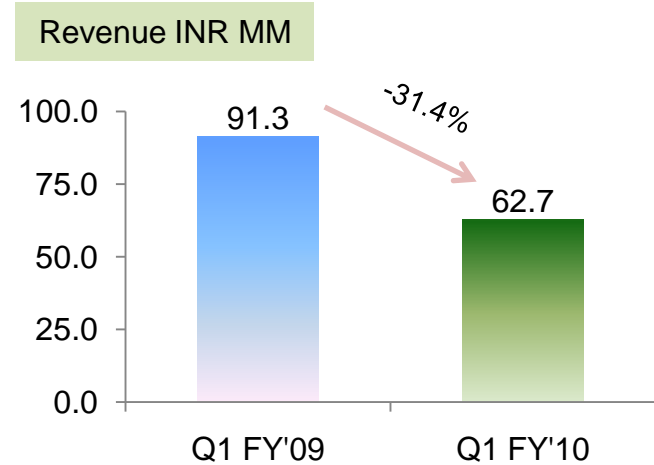


## Electric Vehicles Division

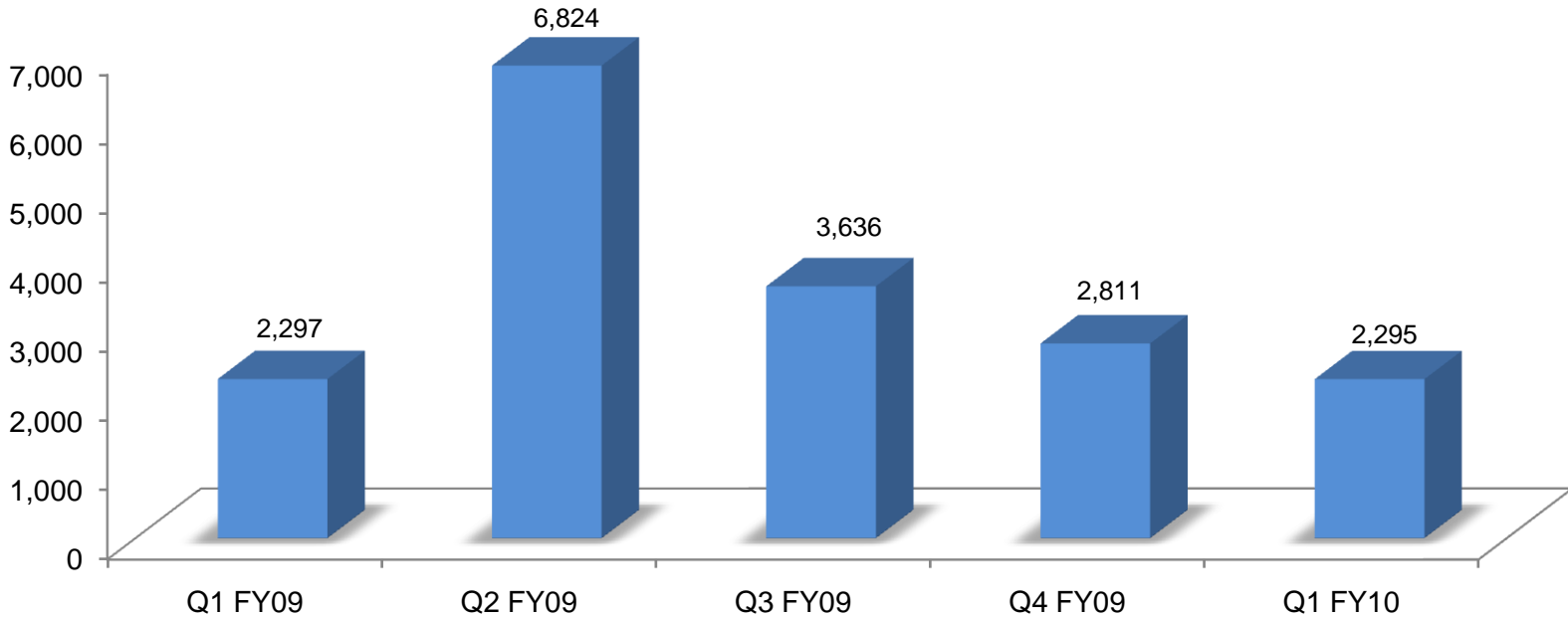
- ❑ **Net Revenues** declined 31% from INR 91MM in Q1'09 to INR 63MM in Q1'10
  - Driven primarily by lower demand
  
- ❑ **EBIT** declined 80% to INR 1.2MM in Q1'10 from INR 6.3MM in Q1'09
  - EBIT margin declined primarily due to increased administrative and selling expense

### Developments

- Launched Yo XL (1000 W Motor, 40A Battery, 50 km speed) 1<sup>st</sup> in India

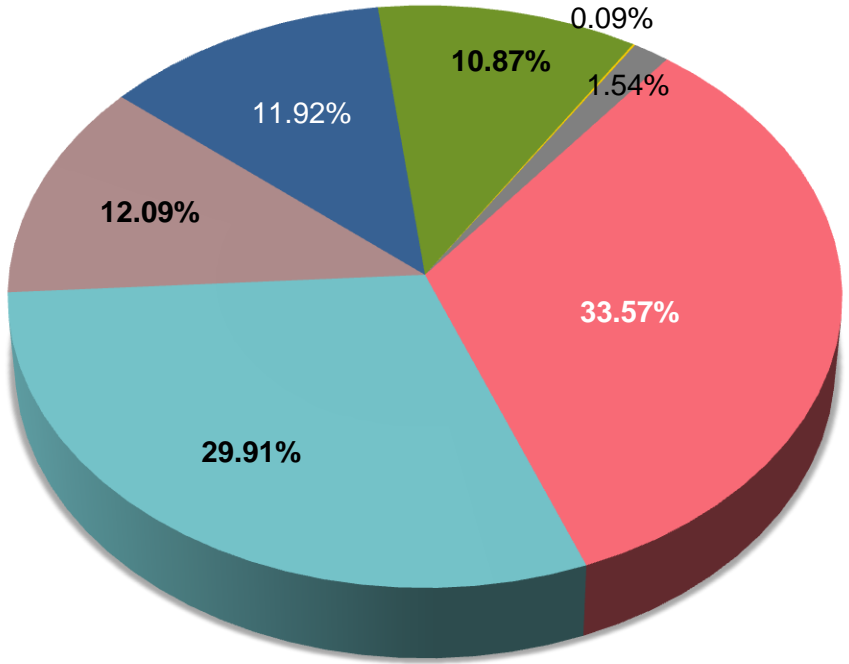


## eBike Production - Volume



**%age Shareholding**

<b>Shareholder Type</b>	<b>No. of Shares</b>
Promoters	3,853,075
Mutual Funds	9,800
Financial Institutions	21,275
FII's	1,366,666
Body Corporates	3,432,248
Individuals	1,247,920
Trusts	1,368,333
Others	177,057
<b>Total</b>	<b>11,476,374</b>



- Promoters
- Body Corporates
- Foreign Institutional Investors
- Trusts
- Individuals
- Other Institutional investors
- Others

# Shareholding Pattern %

Investors	June'08	Sep'08	Dec'08	Mar'09	June'09
Promoters (A)	29.16	32.27	32.27	33.57	33.57
<b>Institutional Investors</b>					
DII's	1.64	1.53	1.40	0.10	0.09
FII's	12.66	12.11	12.09	12.09	12.09
<b>Sub Total (B)</b>	<b>14.30</b>	<b>13.64</b>	<b>13.49</b>	<b>12.19</b>	<b>12.18</b>
<b>Non Institutional Investors</b>					
Individuals	11.90	11.52	11.47	11.60	10.87
Body Corporate	31.00	29.46	29.37	29.32	29.91
Trusts	12.48	11.92	11.92	11.92	11.92
Others	1.16	1.19	1.48	1.40	1.54
<b>Sub Total (C)</b>	<b>56.54</b>	<b>54.09</b>	<b>54.24</b>	<b>54.24</b>	<b>54.25</b>
<b>Total (A+B+C)</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# Clients we Serve



Hill Metals



# Consolidated Income Statement



<i>Figures in INR million</i>	Q1'09	Q1'10	YoYGrowth
<b>Total Revenues</b>	<b>3,848.7</b>	<b>4,401.9</b>	14%
Other Income	9.6	36.9	285%
Increase (Decrease) in Stock	604.9	226.9	
Material Costs	(3,253.1)	(3,221.3)	-1%
Employee remuneration	(114.7)	(123.5)	8%
Other Expense	(429.3)	(503.7)	17%
<b>EBITDA</b>	<b>666.1</b>	<b>817.3</b>	23%
Depreciation & Amortization	(95.6)	(187.9)	
<b>EBIT</b>	<b>570.5</b>	<b>629.4</b>	10%
Finance Charges	299.1	377.4	26%
<b>Profits Before Tax (PBT)</b>	<b>271.4</b>	<b>252.0</b>	-7%
Taxation Charges	90.3	82.3	
<b>Net profits</b>	<b>181.0</b>	<b>169.7</b>	-6%
Extra Ordinary Items (Net of Tax Expense)	0.2		
<b>Profit after Prior Period Adjustment</b>	<b>181.2</b>	<b>169.7</b>	-6%
Basic Weighted Avg. shares (MM)	10.98	11.48	
Basic EPS (INR)	16.51	14.79	

## Ratio Analysis

	Q1'09	Q1'10
EBITDA margin	17.31%	18.57%
EBIT margin	14.82%	14.30%
Net Profits margin	4.71%	3.86%





# *Thank You*

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