



Batliboi Ltd

Investor Presentation

Q1FY25



Visit Our Website
www.batliboi.com





Management Commentary on 1QFY25 Results



Nirmal Bhogilal

Chairman of Batliboi Ltd

“ I am pleased to announce that Batliboi Ltd has commenced FY 25 with a strong performance. In this quarter, our revenue grew 16% reaching INR 73 Cr, EBITDA increased by 37% and reached INR 6.0 Cr, the Profit before tax increased 90% and reached INR 4 Cr and Net Profit increased by 45% and stood at INR 3 Cr.

This achievement is attributed to strategic initiative taken by the Company in bringing out higher value product improving operational efficiencies etc.

Our future Outlook is fueled by the growth in the economy both in India and North America coupled with strategic partnership and collaboration with International Companies for both Indian and global requirements.

As always we remain committed to provide our customers with superior quality products and services and thereby creating greater value for our shareholders.

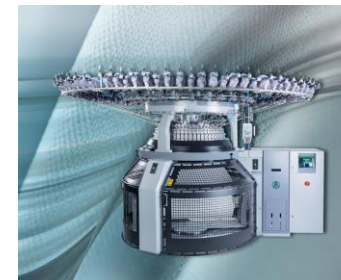
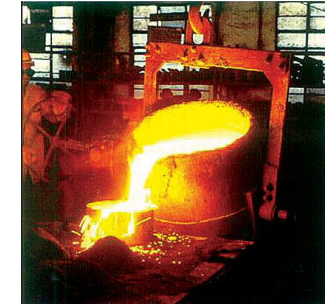
In the coming quarters and beyond we will be focusing on strengthening our business model by increasing capital expenditure in our manufacturing facilities, climbing up the value chain and ensuring growth and improved product quality and services for our customers.

”



About Batliboi Ltd

- ▶ Batliboi at a Glance
- ▶ Batliboi: A Well Diversified Business Group
- ▶ Batliboi Groups and Divisions





Batliboi Ltd at a Glance

INR 73cr

1QFY25 Revenue

INR 6cr

1QFY25 EBITDA

INR 4cr

1QFY25 PBT

INR 3cr

1QFY25 PAT

0.42x

FY24 Net debt to equity



375

Number of employees



Exports in

15+ Countries



INR 286cr

FY24 Revenue



High Growth Business Segments

- ✓ *Machine Tools*
- ✓ *Air Engineering*
- ✓ *Textile Machinery*



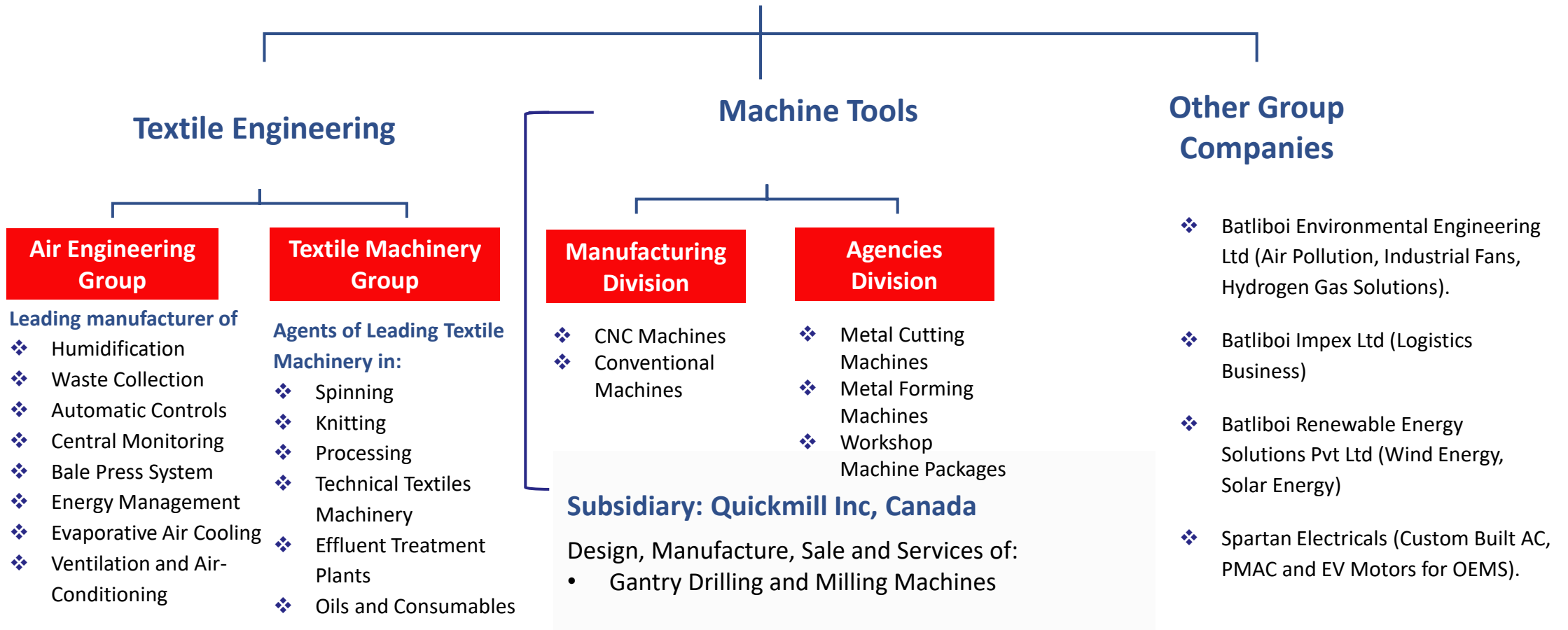
Manufacturing location unit

- ✓ *Surat, India*
- ✓ *Peterborough in Canada(Quickmill Inc, Subsidiary of Batliboi Ltd.*

Note – Number of employees include employees of Quickmill, Canada.



Batliboi Ltd: A Well Diversified Business Group





Machine Tools

Manufacturing Division (India)

- ❑ Offers 2 to 3 axis CNC machines – Vertical Machining Centers, Turning Centers, Vertical Turning Lathes.
- ❑ General Purpose Machines - Radial Drilling Machines, Portable Drilling Machines with Universal Head.
- ❑ 60 trained engineers and technicians for both sales and services through a network of 15 offices.
- ❑ Major customers from Auto Component, Tractors, Dies and Molds, Light Engineering and Infra Industries.

Agency Division

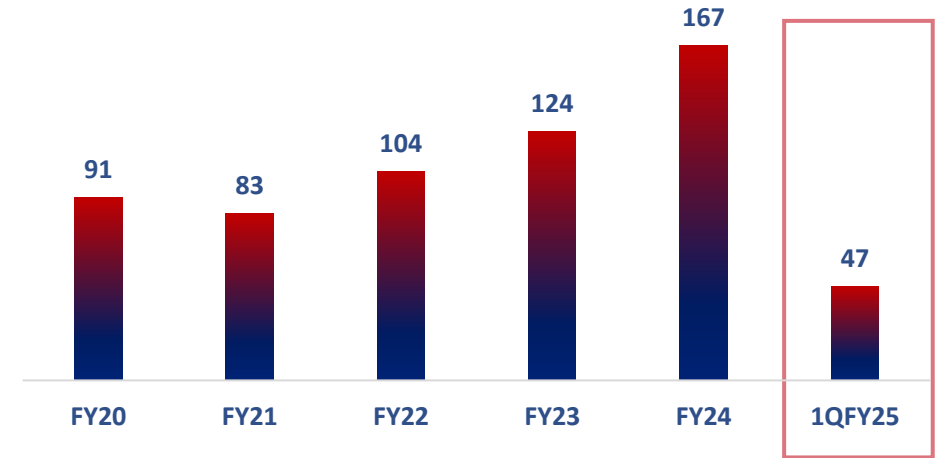
Represents state of the art Machine Tools for:

- ❑ Metal Cutting
- ❑ Metal Forming Applications
- ❑ Workshop Machine Packages

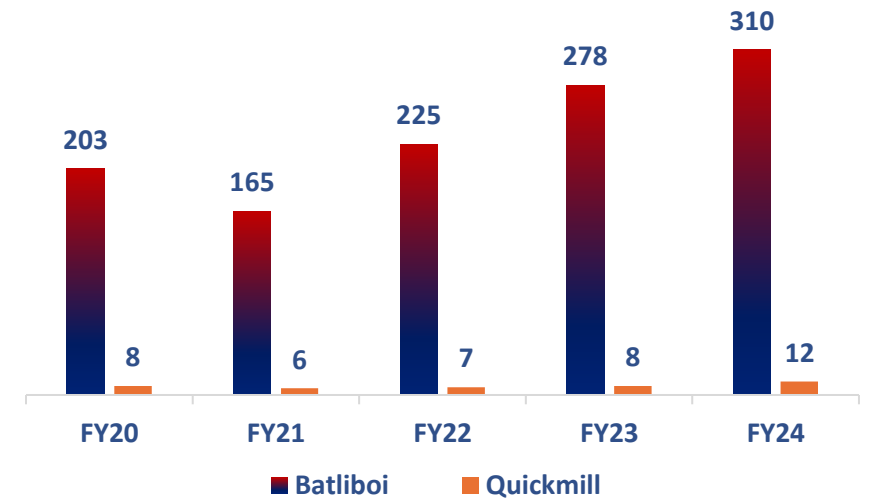
Key Industries Catered

- ▶ Auto Component
- ▶ Tractors
- ▶ Dies and Molds
- ▶ Light Engineering
- ▶ Infra Industries

Revenue from Machine Tool Division (INR Cr)



Number of machines installed

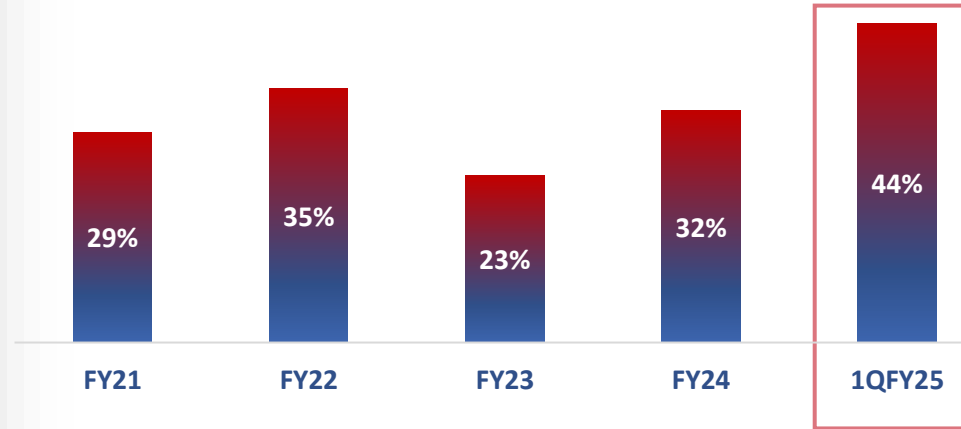




Machine Tools Global Presence: Quickmill our Canadian Subsidiary

Quickmill is headquartered in Peterborough, Ontario, Canada and is engaged in the manufacture and sale of large size Gantry Drilling & Milling machines. It caters to the global market for the Energy, Structural Steel, Aviation, large equipment manufacturing and Job shop manufacturing sectors.

Quickmill revenue contribution to Total Revenue (%)



400+

Projects Installed



105

Satisfied Clients



130+

Customers Worldwide



Net Debt Free
with adequate
surplus



FANUC America
Authorized CNC
Aggregator



Engineered and built in
Canada with; sales to
USA, Canada, Mexico,
Saudi Arabia, India





Textile Engineering

It consists of Air Engineering and Textile Machinery

Air Engineering Group

Solutions for Air Engineering in:

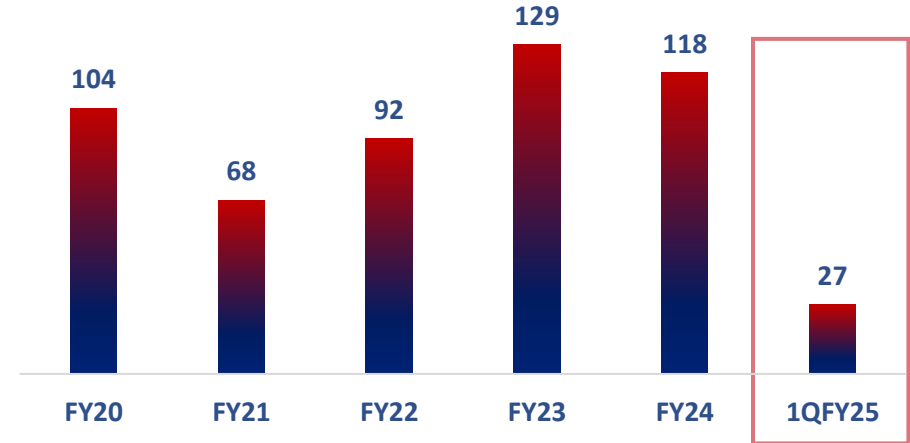
- Textile and Para Textile
- The production of Natural and Para Textile
- The production of Natural and Man-Made Fibres
- Tobacco Industries
- Paper and Cellulose Industries
- Production of Glass Fibers
- Food Industries
- Tyre Industries
- Various other Industrial applications

Textile Machinery Group

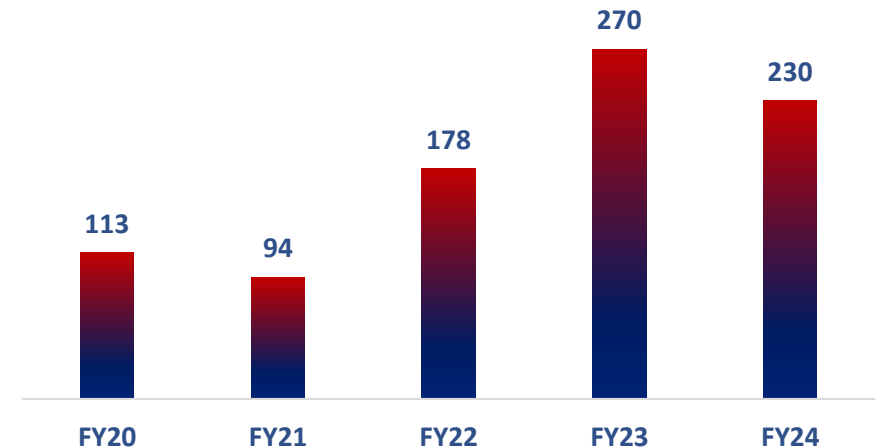
- Serves the Spinning, Knitting, Processing, and Technical textile industry.
- Supplies latest generation of equipment and accessories from companies like:



Revenue from Textile Engineering Group (INR Cr)



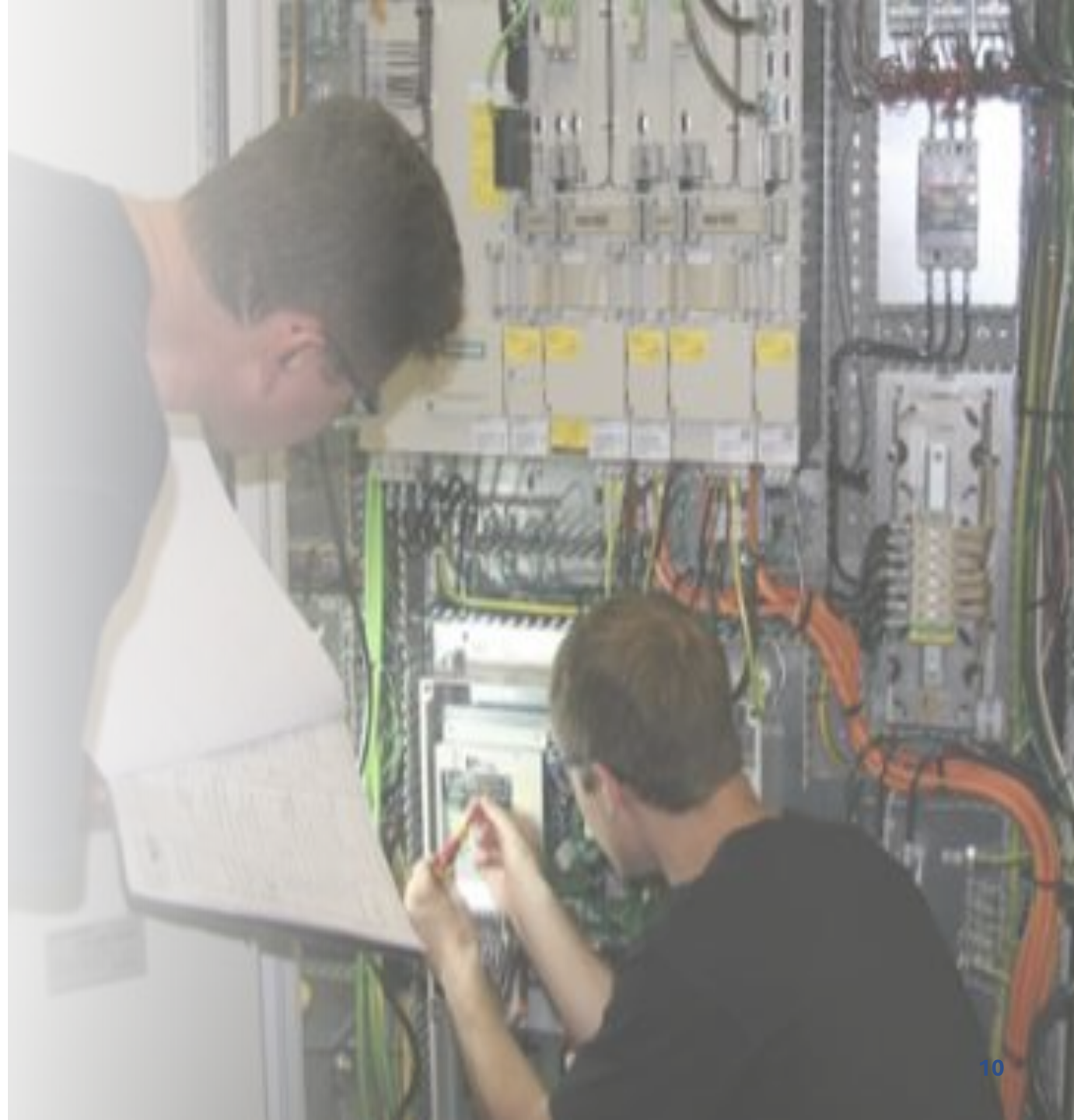
Number of machines installed





Our USP's

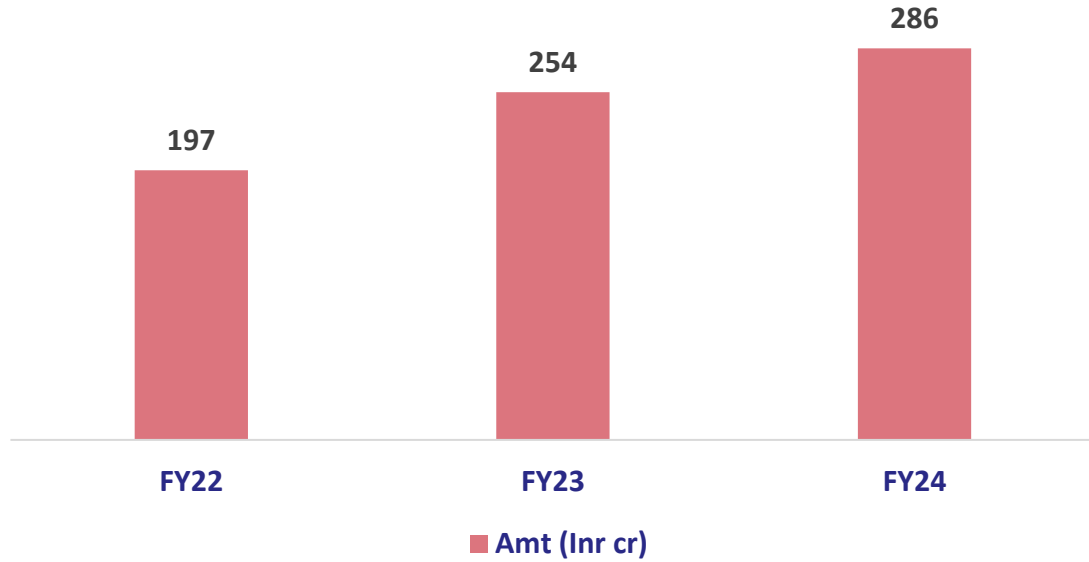
- ▶ Diverse Business Segments
- ▶ Extensive marketing network
- ▶ Large Manufacturing Base
- ▶ A Growing Orderbook



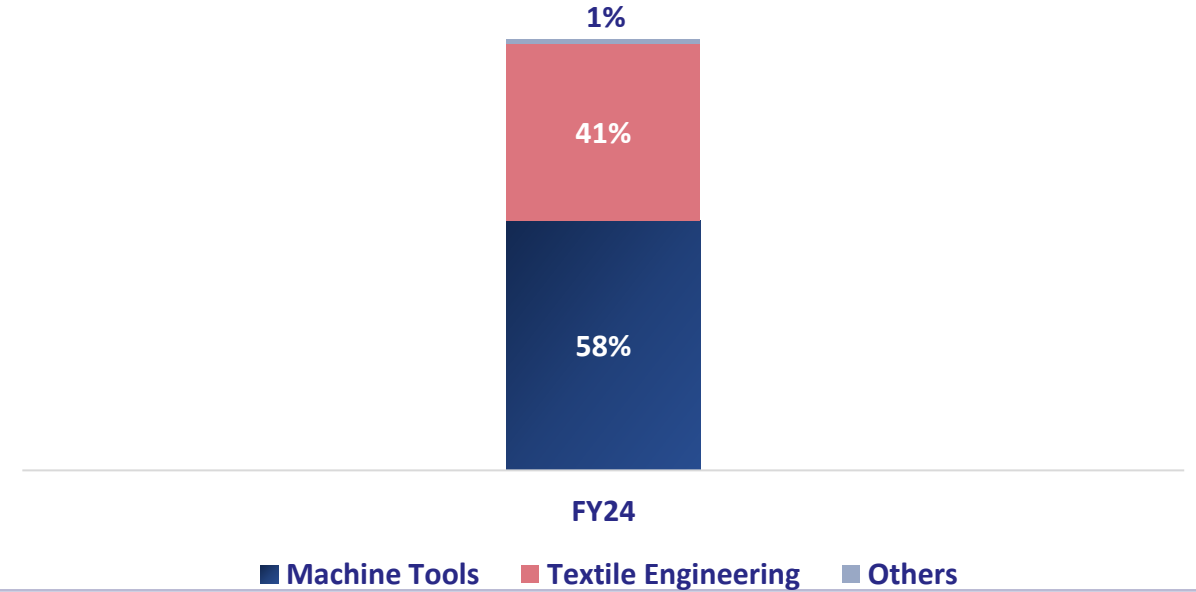


Diverse Business Segments

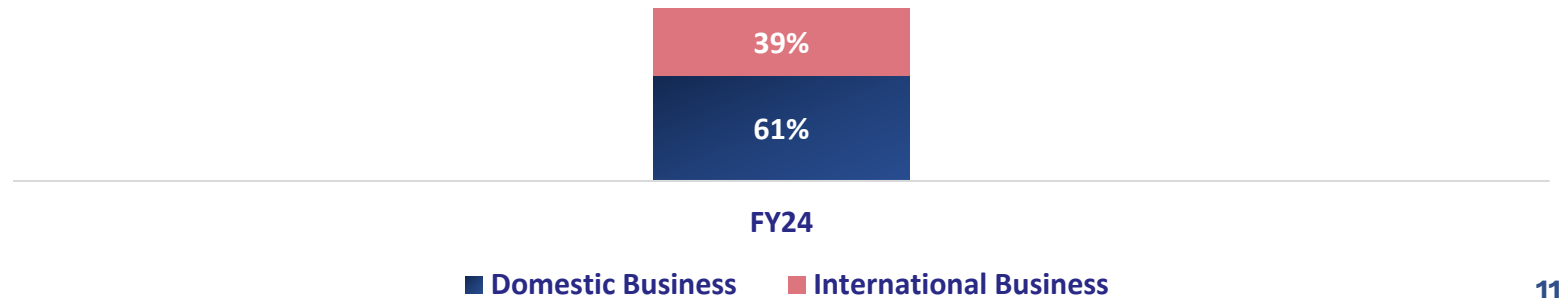
Total Revenue (Inr cr)



Approximate Breakup (%)



Geographical Presence (%)





Widespread Sales and Distribution Network in India



15
Branch Offices



15
Number of country
exports



Strong Manufacturing Base



45 acres of land

01

4 Acres marked for sale
waiting for right price,
approximate value over
INR40 crores

02

8 acres could be
developed for other
than use by the
company

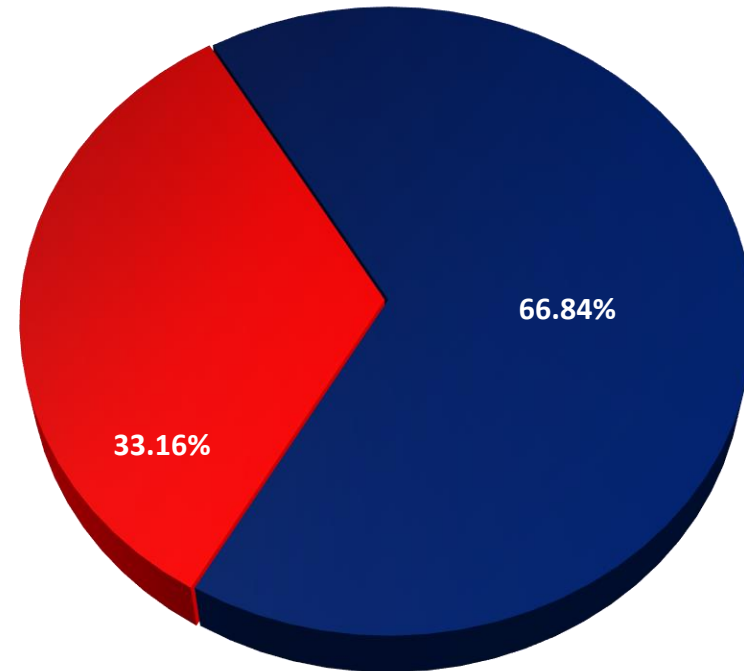
03



Healthy Backlog

Order Backlog of INR243cr (as of 30th June,2024)

Outstanding Value (%)



■ Machine Tool Group ■ Textile Engineering Group

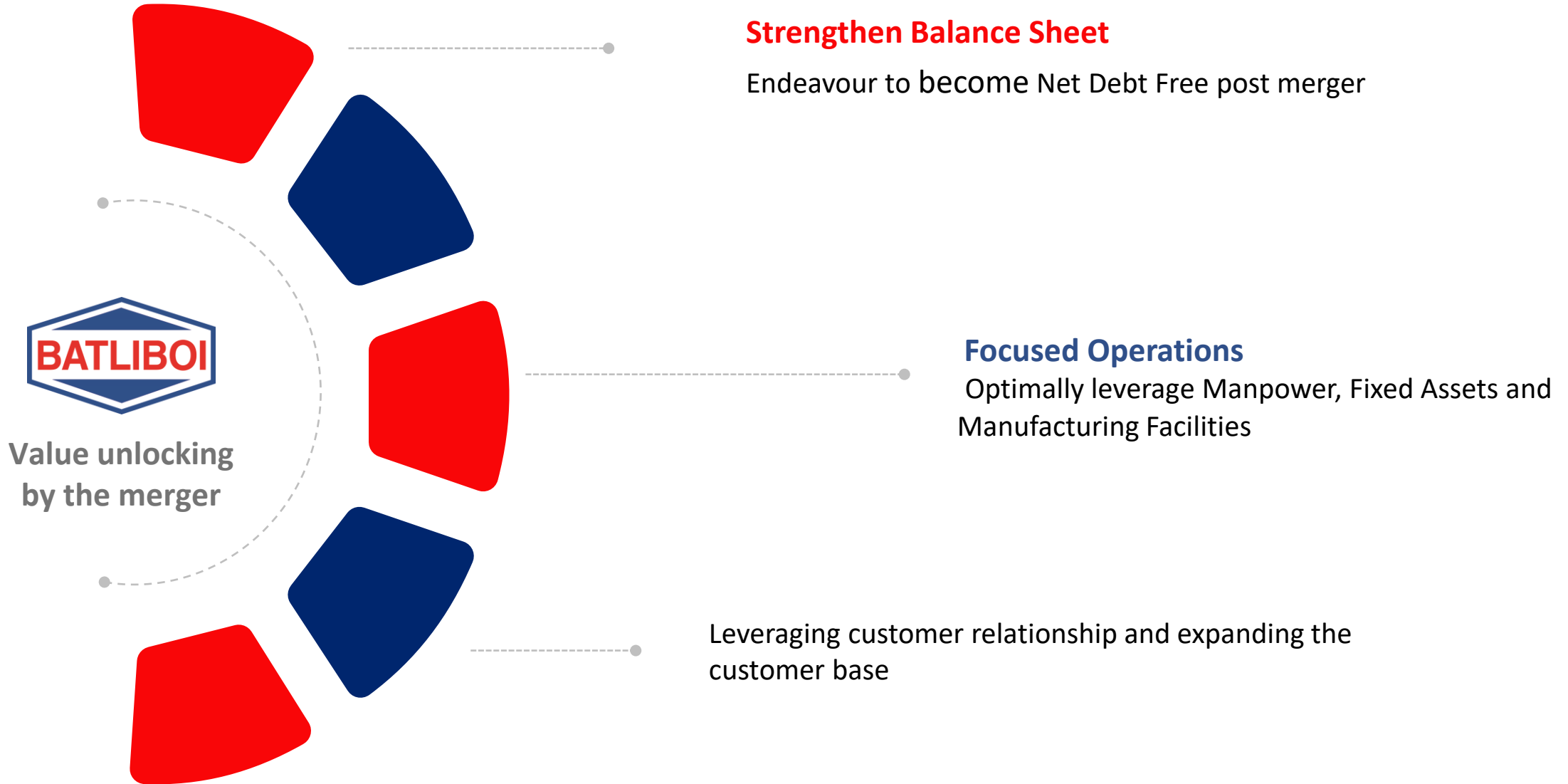


Strategic Initiatives

- ▶ Proposed merger of Batliboi Ltd. and Batliboi Environmental Engineering Ltd. (BEEL)
- ▶ Key Structure of the deal
- ▶ Capex
- ▶ Tapping the opportunity in CNC space
- ▶ Emerging opportunities from Air Engineering (Textile & Non Textile Industries) and Textile Machinery space
- ▶ Foraying in Green Hydrogen



Proposed Merger of Batliboi Ltd and Batliboi Environmental Engineering Ltd (BEEL)





Batliboi Environmental Engineering Limited (BEEL)



Air Pollution Control Division

Design, Engineering, Installation and Commissioning of:

- De-dusting System
- Dust and Fume extraction system
- TAR Separation Systems(WESP)
- Gas Cleaning and Scrubbing System together with Auxiliary Equipment
- Nox and Sox removal from flue gases

Dry & Wet Pollution Control Equipment/ Systems

Industrial Fans

Design, Manufacturing and Supply of Centrifugal Fans & Blowers of:

- Light Duty
- Medium Duty and
- Heavy Duty Constructions

Hydrogen Gas Solutions

Hydrogen Solutions for Industrial Applications such as:

- On-site generation solution
- Engineering Support Services for Green & Grey Hydrogen



Key Structure Mechanics of the Deal

Merger of Batliboi Environmental Engineering Limited (BEEL) with Batliboi Limited



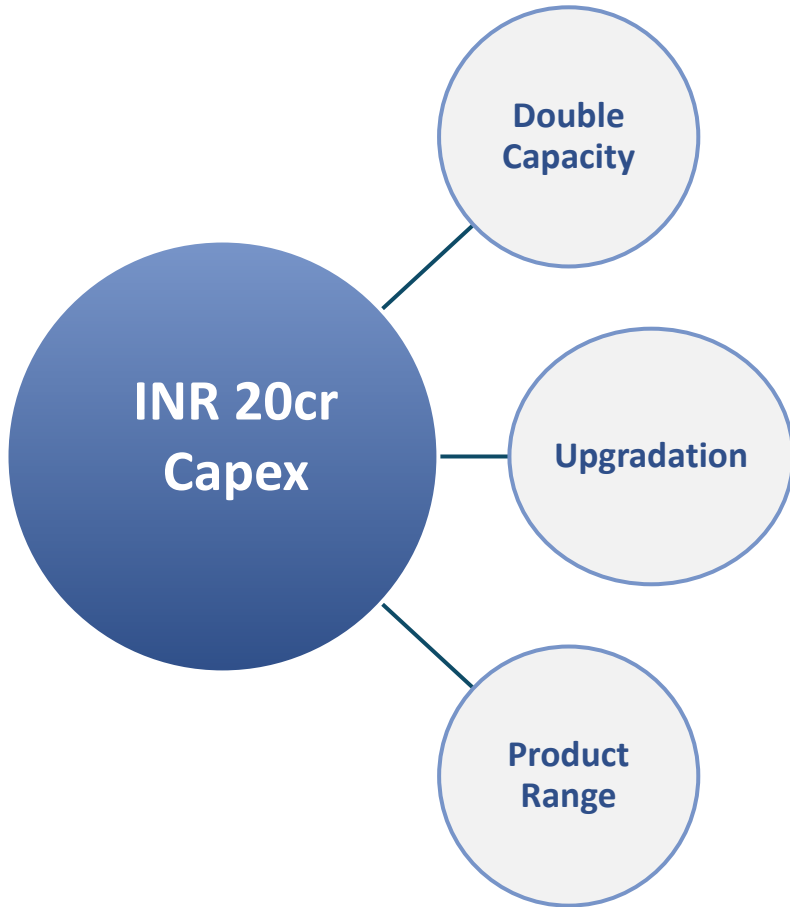
The Board of Directors of Batliboi Limited at their Meeting held on 11th March, 2024 had accorded their approval on revised scheme of Merger of Batliboi Environmental Engineering Limited into the Batliboi Limited. The Company had filed the scheme with BSE along with the necessary documents under Regulation 37 of SEBI (Listing Obligation and Disclosure Requirement) Regulation 2015 with BSE Limited and the Company is awaiting approval from relevant authorities.



- **Appointed Date:** 1 April 2023 (i.e., date of vesting of assets/ liabilities)
- All investment held by BEEL to be vested with Batliboi Cancellation of 11% holding by Batliboi in BEEL
- **Authorized Capital:** Combination of authorized share capital of BEEL with that of Batliboi



- New Equity Shares of Batliboi Ltd to be issued to the shareholders of BEEL in swap ratio of 9:10
- RPS of Batliboi Ltd to be issued to the RPS holders of BEEL in swap ratio of 1:1



- Increase the capacity of Machine Tool Business from **25 machines per month to 50 machines in the next two years.**
- Revenues could increase by **~INR80cr** post capacity installation
- Upgrade the foundry from **90T/month to 200T/month**(Castings)
- Upgradation of Energy Efficient Equipment and state –of-the-art Electric Furnace will help in reducing power consumption by around **~30% and cater to growing internal demand.**
- Extending existing product range and sub verticals

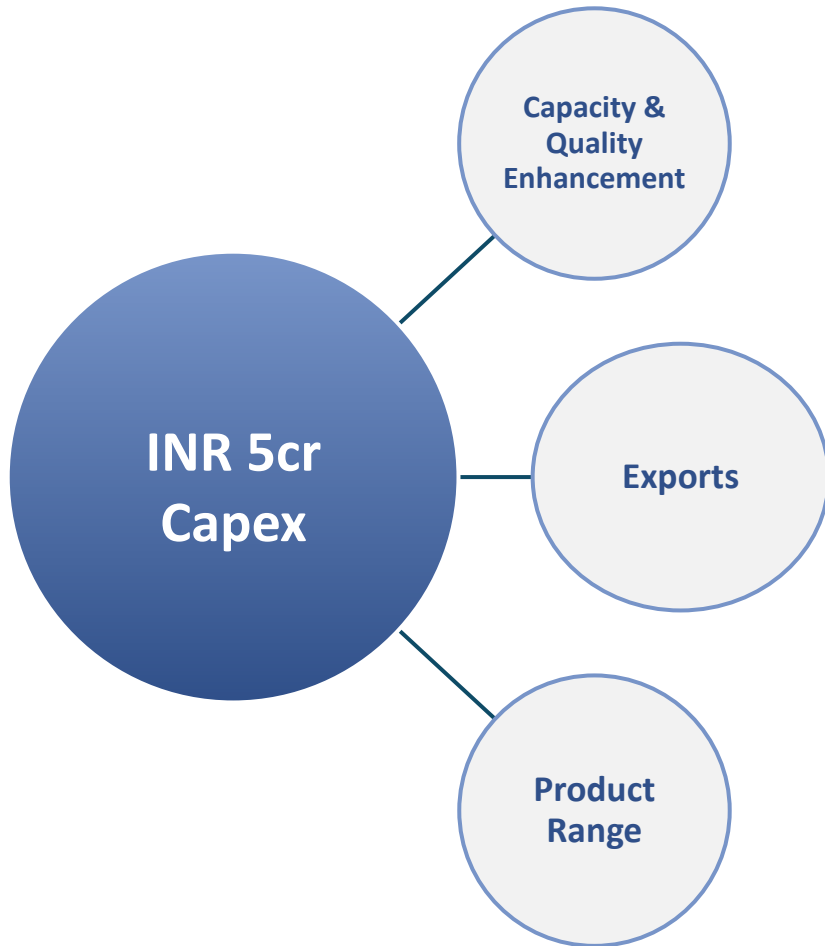
Machine Tools



~7.8% CAGR(FY23-FY32)
Estimated Growth of Indian Machine Tool Market



USD 229.46bn
Estimated growth in market size by FY32



- Increasing the capacity adding state-of-the-art production machines
- Focusing on quality
- Improving market share

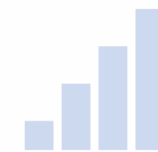
- Tapping export markets
- Increasing export business

- Extending existing product range to other industries

Textile Engineering

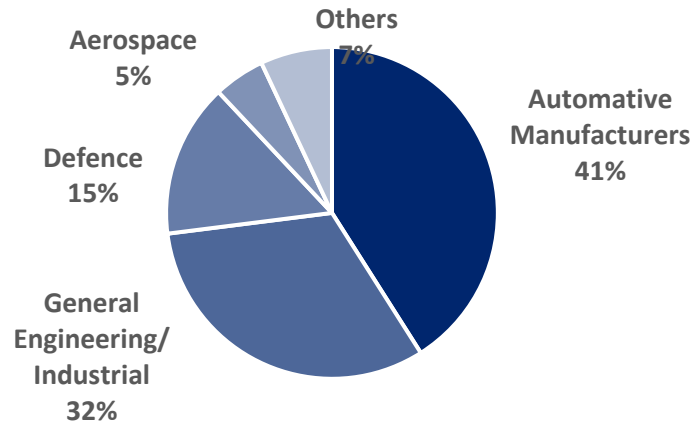


~5.3% CAGR(FY23-FY32)
Estimated Growth of Global Textile Machinery Market

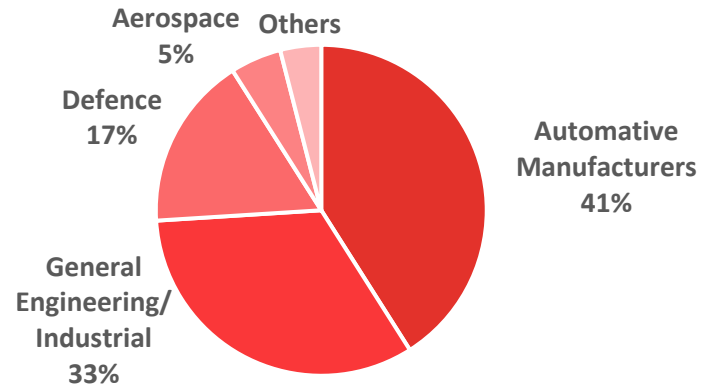


USD 41.2 bn
Estimated growth in market size by FY31

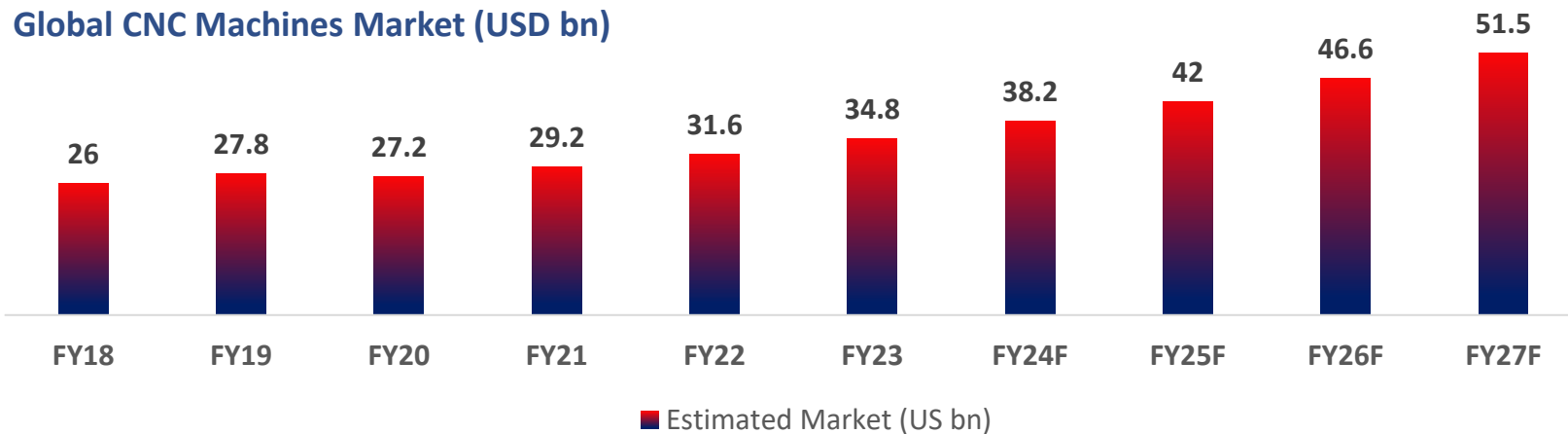
FY23 (USD 1.13bn)



FY27 (USD 1.71bn)



Global CNC Machines Market (USD bn)



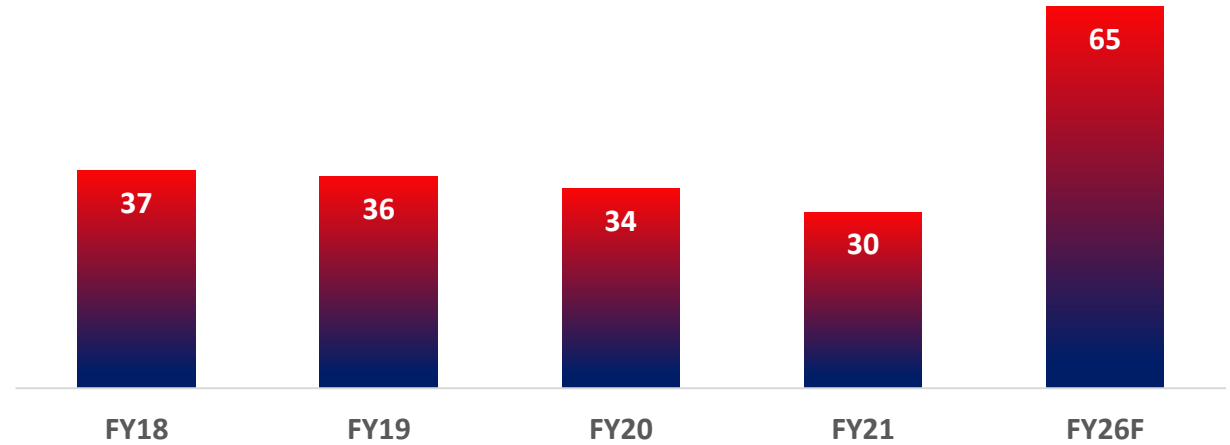
**Massive Opportunity
in CNC Machine
Market Globally**



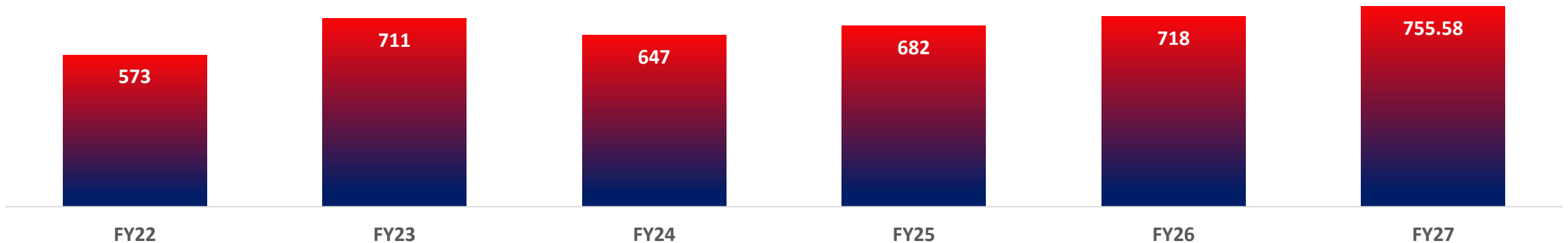
Emerging Opportunity from Textile Sector

- ❑ The rising fast-fashion trend is driving up demand for innovative textile machinery used to create modern clothing with unique fabrics, patterns, styles, colors, and designs.
- ❑ To grab on the rising opportunity in textile sector Batliboi plans to focus on exporting Textile Machinery to textile major hubs like Bangladesh, Vietnam and Uzbekistan. Partner with LMW for project exports to Ethiopia, Kenya.

Textiles and Apparel exports from India (USD bn)



Forecast Global Textile Market Size (USD bn)

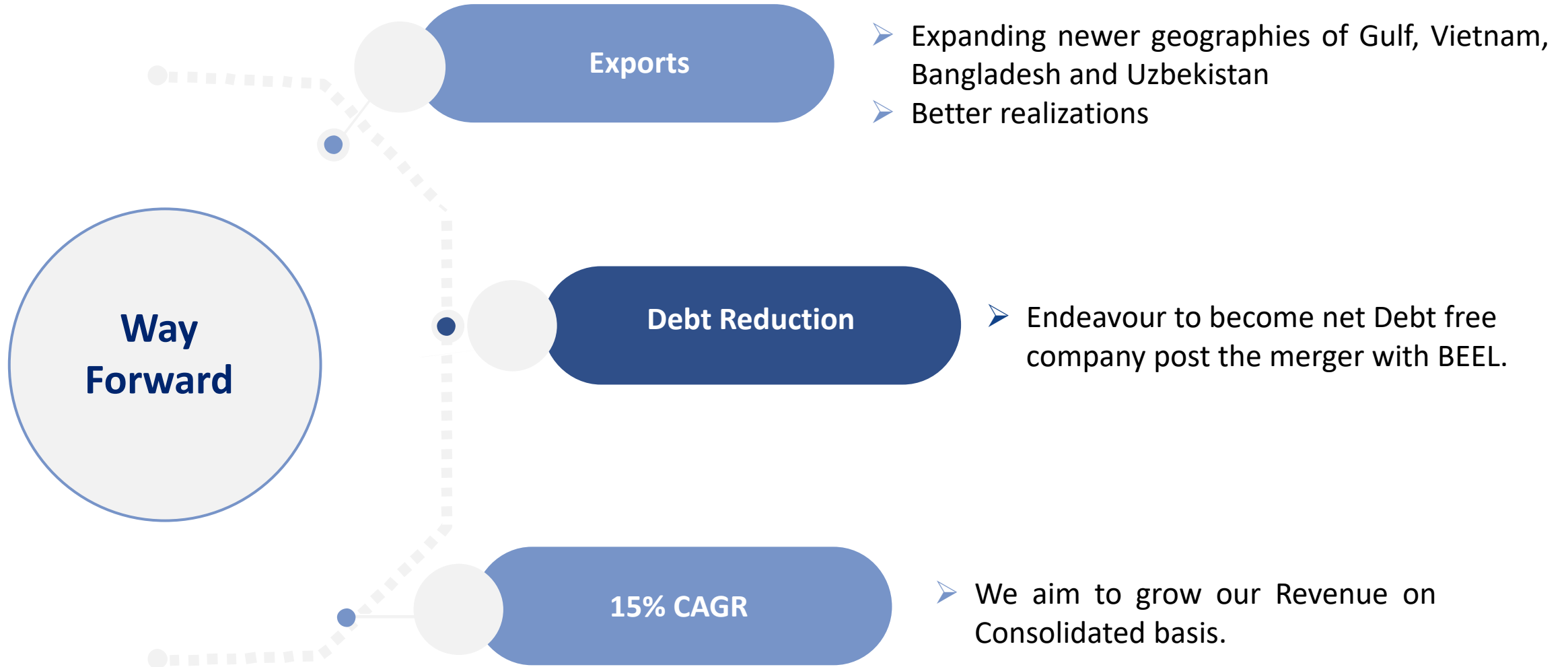


Why Green Hydrogen?





Batliboi Ltd Roadmap





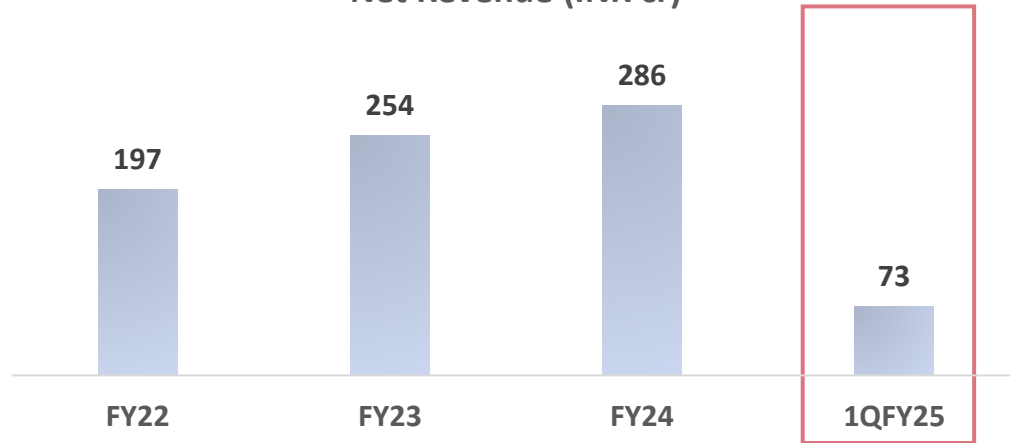
Annexures



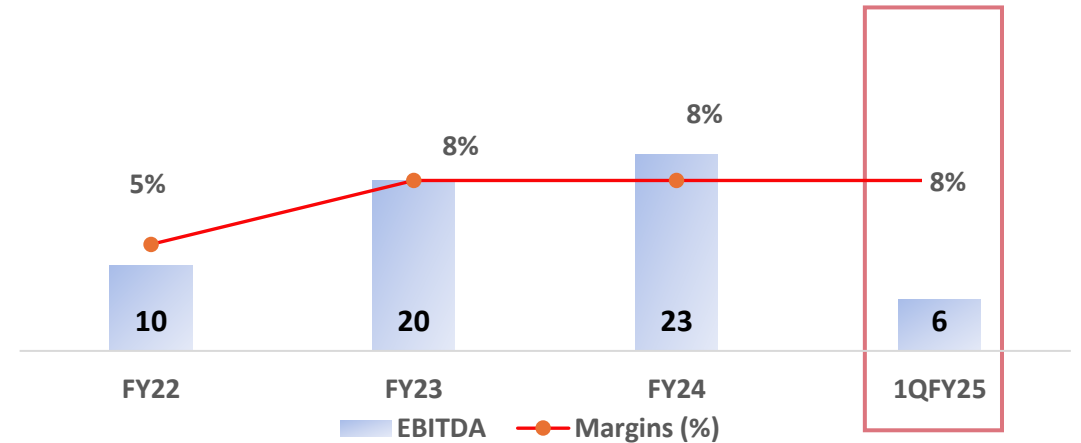


Our Rapid Growth Milestone

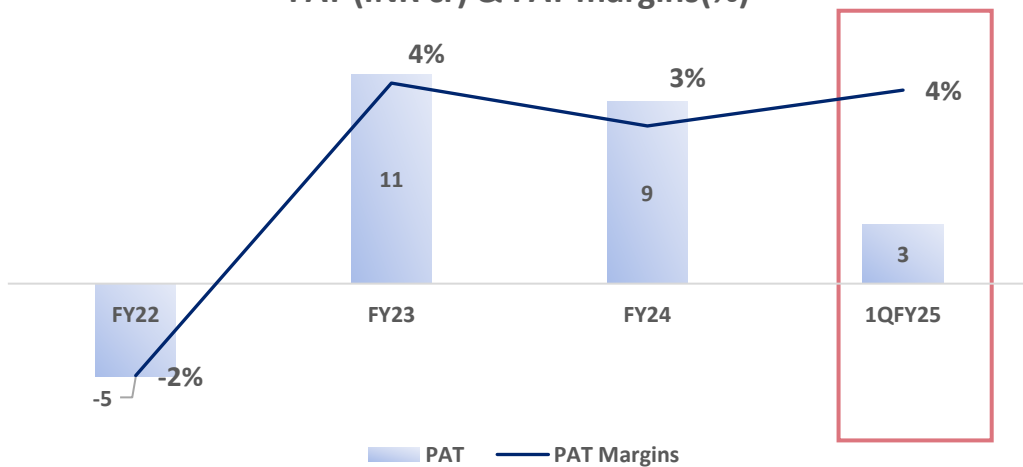
Net Revenue (INR cr)



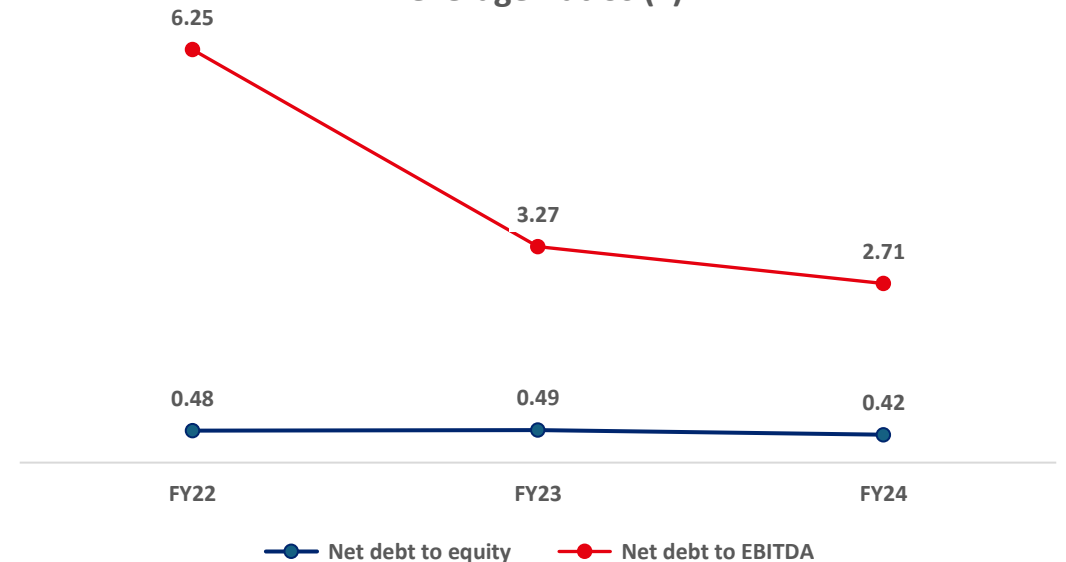
EBITDA (INR cr) and EBITDA margins (%)



PAT (INR cr) & PAT margins(%)



Leverage Ratios (x)





Nirmal Bhogilal
Chairman

- ❖ Mr. Nirmal Bhogilal is a B.Sc. (Engg.), Chemical Engineering from Imperial College, London University.
- ❖ He was Past President and Currently Committee Member of Indian Machine Tools Manufacturers Association (IMTMA).
- ❖ He has been Chairman of various committees in CII and was Chairman-WR.
- ❖ He was also past president of Indo German Chamber of Commerce (IGCC).



Sanjiv Joshi
Managing Director

- ❖ Mr. Sanjiv Joshi is a B. E. Mechanical and Post Graduate in Marketing Management. He started his career with Batliboi as Graduate Engineer Trainee in 1984.
- ❖ He has worked in all the verticals of Batliboi Ltd. He was appointed as CEO of Environmental Engineering Group in 2008. He was appointed as Managing Director of Batliboi Limited in November 2020. He has an overall industry experience of more than 40 years.



Kabir Bhogilal
Whole Time Director

- ❖ Mr. Kabir Bhogilal is a BA (Hons), Business Administration, De Montfort University, Leicester, UK.
- ❖ He joined Batliboi in 2007 as Divisional Manager – Business Development. He has spent his early years on the shop floor and all the business verticals.
- ❖ He is a Director of Batliboi Environmental Engineering Limited, Batliboi Impex Limited, Batliboi International Limited and Batliboi Renewable Energy Solutions Private Limited.
- ❖ He is currently a Director on Indian Machine Tool Manufacturers' Association (IMTMA) and Maharashtra Dyslexia Association (MDA).



Consolidated 1QFY25 Income Statement

Particulars (INR in Cr)	1QFY25	1QFY24	YoY%	4QFY24	QoQ%
Revenue from Operations	73	63	16%	75	-2%
Gross Profit	32	27	17%	31	3%
EBITDA	6	4	37%	5	10%
EBITDA Margin %	8%	7%	128bps	7%	95bps
Depreciation	1	1	-2%	1	11%
Earnings Before Interest & Tax	5	3	50%	5	10%
Finance cost	1	1	-19%	1	-19%
Profit Before Tax	4	2	90%	3	21%
Tax	1	0.14	743%	2	-26%
Net Profit	3	2	45%	1	150%
PAT Margin (%)	4%	3%	77bps	2%	234bps
Earnings Per Share Basic (INR)	0.84	0.67	25%	0.39	115%
Earnings Per Share Diluted (INR)	0.83	0.66	26%	0.38	118%

Numbers are rounded off to nearest digit.



Consolidated Income Statement

Particulars (INR in Cr)	FY 22	FY 23	FY24
Revenue from Operations	197	254	286
Gross Profit	75	101	120
EBITDA	10	20	23
EBITDA Margin %	5%	8%	8%
Depreciation	4	4	4
Earnings Before Interest & Tax	6	16	19
Finance cost	8	5	5
Profit Before Tax	-2	11	14
Tax	2	1	5
Net Profit	-5	11	9
PAT Margin (%)	-2%	4%	3%
Earnings Per Share Basic (INR)	-1.64	3.67	3.16
Earnings Per Share Diluted (INR)	-1.64	3.57	3.11



Consolidated Balance Sheet

Particulars	FY22	FY23	FY24
Current Assets:			
Inventories	34	33	45
Trade Receivables	19	32	38
Cash And Cash Equivalentents	12	7	15
Loans	0	0	0
Other Current Assets	4	3	5
Current Tax Assets(Net)	0	-	-
Total Current Assets	69	75	103
Non Current Assets:			
PPE	191	191	192
Capital Work in Progress	2	0	1
Right of use assets	2	1	2
Other Intangible assets	0	0	0
Financial Assets	4	3	2
Non-Current assets held for sale	18	18	18
Other non-current assets	1	1	1
Total Non-Current Assets	218	214	216
Total Assets	287	289	319

Particulars	FY22	FY23	FY24
NON-CURRENT LIABILITIES			
Long Term Borrowings	42	61	56
Lease Liability	1	1	2
Trade Payables	2	2	1
Other financial liabilities	4	1	1
Deferred Tax Liabilities [Net]	13	13	15
Provisions	4	4	4
Other Non-Current Liabilities		3	3
Total Non-Current Liabilities	66	85	82
Equity and Liabilities			
Equity Share Capital	14	14	15
Other Equity(includes share premium, Reserves and surplus)	112	122	132
Total Equity	126	136	147
CURRENT LIABILITIES			
Short Term Borrowings	30	12	21
Lease Liability	1	0	1
Trade Payables	29	28	39
Other Current Liabilities	33	25	25
Short Term Provisions	2	3	3
Current Tax Liabilities (Net)		0	1
Total Current Liabilities	95	68	90
Total Liabilities	161	152	174
Total Equity and Liabilities	287	289	319



Recent Participations in Exhibitions

ITMA 2023

Milan, Italy

8-14 Jun

Air Engineering



ITMA 2023

Milan, Italy

8-14 Jun

Textile Machinery



ACMEE 2023

Chennai, India

15-19 Jun

Machine Tools



IMTEX 2024

Bengaluru, India

19-23 Jan

Machine Tools





Sample Customer Base

Machine Tools

- Andritz Hydro Pvt. Ltd.
- Balkrishna Industries Ltd
- Bhabha Atomic Research Centre (BARC)
- Bharat Heavy Electrical Ltd
- Brahmos Aerospace Trivandrum Ltd.
- COFMOW
- Department Of Employment And Training
- Flender Drives Pvt. Ltd.
- IFGL Refractories Ltd.
- Indian Railways
- Inox Wind Ltd.
- J J Engineers & Fabricators
- Jaquar & Co Pvt Ltd
- Jindal Rail
- Jindal Steel & Power Ltd.
- JSW Steel
- Kartar Agro Industries Pvt Ltd
- L&T MHI Turbine Pvt Ltd.
- Larsen & Toubro
- SAIL
- Siemens Ltd.
- Space Applications Centre (SAC), ISRO
- Suzlon Towers & Structures Ltd.
- Tata Steel – TGS
- TEXMACO Limited
- Titagarh Wagons
- Torrent Power Ltd.
- Ultra Tech Cement Ltd.
- Walchandnagar Industries Ltd.
- Concurrent Technology Company, USA
- Cust-o- Fab, USA
- Kelvoin, USA
- Ohmstede, USA
- O’Neal Industries, USA
- Zamil Steel, Saudi Arabia



Sample Customer Base

Textile Engineering

- Aarati International Ltd.
- Anwar Group, Bangladesh
- GHCL Textiles Ltd
- Ha-meem Group, Bangladesh
- Indo Count Industries Ltd
- L. S. Mills Ltd.
- RSWM Limited
- Sanathan Textiles Ltd
- Sangam India Ltd
- Shanmugavel Group
- Shreedhar Spinners Pvt Ltd
- Sutlej Textiles & Industries Ltd
- Trident Group
- Wellknown Industries Ltd.
- Welspun Group
- Ambika Cotton Mills
- Arvind Mills
- Bhilosa Industries
- Birla Advanced
- Himatsingka
- Hunaram
- HYS Industries
- Jay Jay Mills
- Kitex Apparel Parks
- KPR Mills
- Mango Filaments (Kejriwal)
- Nahar Industrial Enterprises
- Shobikaa Impex
- Sky Textile India (Sky Spintex)
- Technocraft Industries
- Trident



Sample Customer Base

Batliboi Environmental Engineering Ltd

- Arcelor Mittal / Nippon Steel Ltd.
- ATC
- CEAT
- Chloride Metals Ltd.
- Dianelli India Pvt. Ltd.
- Epsilon Carbon
- Good Year
- ISGEC
- JSPL
- JSW Ltd.
- Larsen & Toubro
- Megha Engineering Ltd
- Nuclear Fuel Complex
- SAIL
- Thermax
- Yokohoma



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