



Pitti Engineering Limited

INVESTOR PRESENTATION

Q1 - FY 23

Disclaimer



This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation.

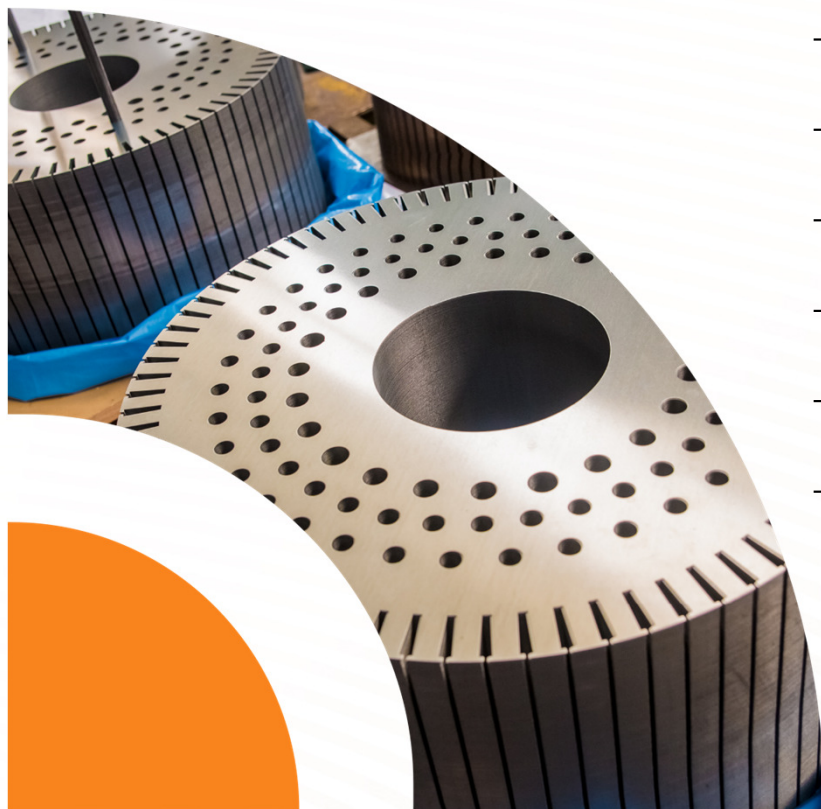
Certain matters discussed in this presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward looking statements are not guarantees for future performance and or subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict.

These risks and uncertainties include but are not limited to, performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the Company's ability to successfully implement its strategy, Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, withdrawal of governmental fiscal incentives, the Company's market preferences and its exposure to market risks, as well as other risks.

Quarterly highlights

- ✓ Highest ever quarterly revenue of ₹ 311.06 Crores in Q1FY23 - up by 76.90% on YoY basis
- ✓ PAT ₹ 11.71 Crores - up by 59.10% on YoY basis
- ✓ Commenced commercial supplies to Automotive industry

Key performance indicators

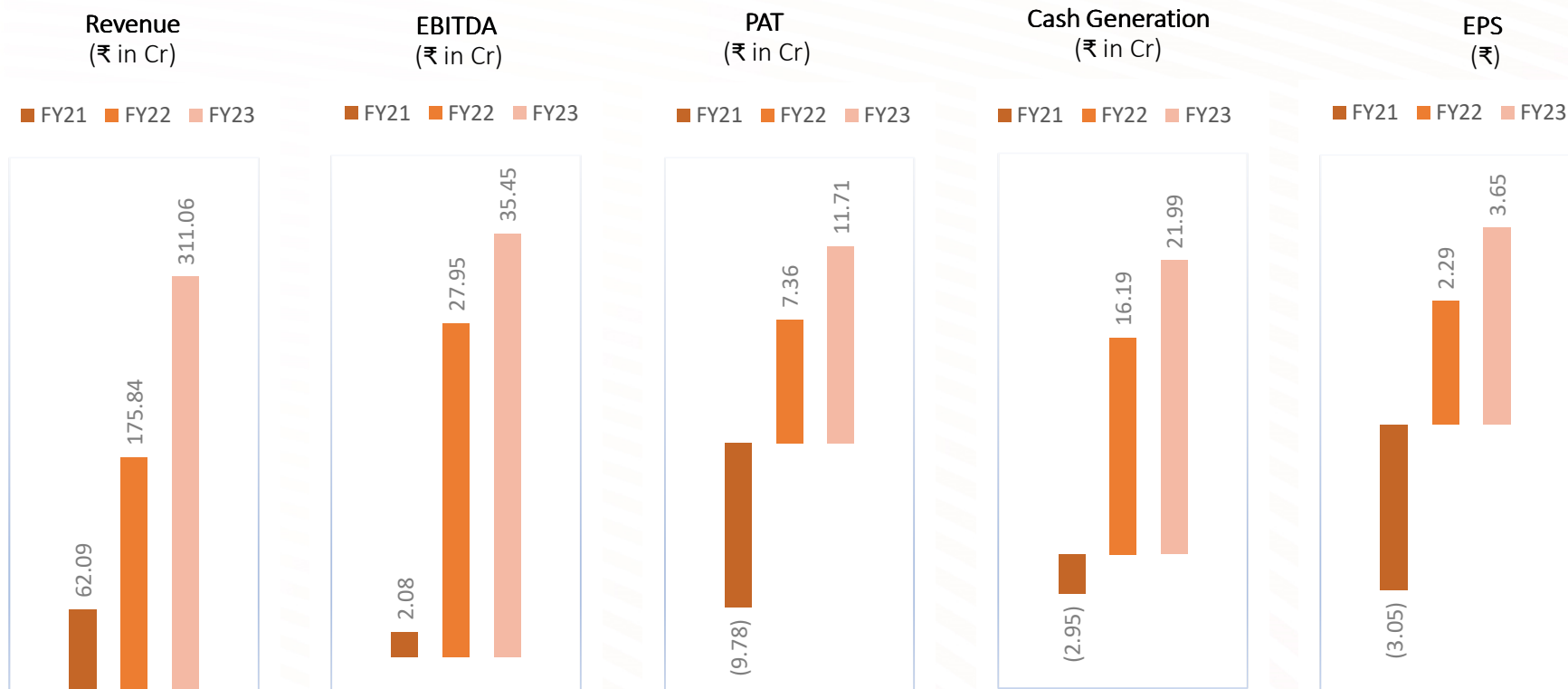


(₹ in Cr)

Particulars	Revenue	EBITDA	PAT
Q1FY23	311.06	35.45	11.71
Q1FY22	175.84	27.95	7.36
Year-on-Year	76.90%	26.83%	59.10%
Q1FY21*	62.09	2.08	(9.78)

* During Q1FY21, the Company's operations were affected for about 40 days due to nation wide lockdown with respect to pandemic Covid-19 which severely effected the TO & profitability.

Key performance indicators



* During Q1FY21, the Company's operations were affected for about 40 days due to nation wide lockdown with respect to pandemic Covid-19 which severely effected the TO & profitability.

Performance snapshot



(₹ in Cr)

Particulars	Q1 FY23	Q1 FY22	YoY change	Q1 FY 21*
Revenue from operations	310.54	175.38	77.07%	61.55
Other income	0.52	0.46	13.04%	0.53
Total Income	311.06	175.84	76.90%	62.08
Raw material consumed	231.39	115.09	101.50%	40.93
Employee costs	21.39	17.96	19.10%	9.06
Consumables	5.55	4.24	30.76%	1.31
Power & Fuel	2.64	1.96	34.56%	0.83
Other expenses	14.12	8.18	72.62%	7.33
EBITDA	35.45	27.95	26.83%	2.09
EBITDA / tonne (₹)	40,539	45,479	(10.86%)	8,567

* During Q1FY21, the Company's operations were affected for about 40 days due to nation wide lockdown with respect to pandemic Covid-19 which severely effected the TO & profitability.

(₹ in Cr)

Performance snapshot

Particulars	Q1 FY23	Q1 FY22	YoY change	Q1 FY 21*
EBITDA	35.45	27.95	26.83%	2.09
Other income	0.52	0.46	13.04%	0.53
Finance costs	10.70	9.25	15.68%	6.51
Depreciation and amortisation	10.28	8.98	14.48%	6.90
Tax expenses	3.28	2.82	16.31%	(1.01)
PAT	11.71	7.36	59.10%	(9.78)
Earnings per share (₹)	3.65	2.29	59.39%	(3.05)

* During Q1FY21, the Company's operations were affected for about 40 days due to nation wide lockdown with respect to pandemic Covid-19 which severely effected the TO & profitability.

Operational highlights



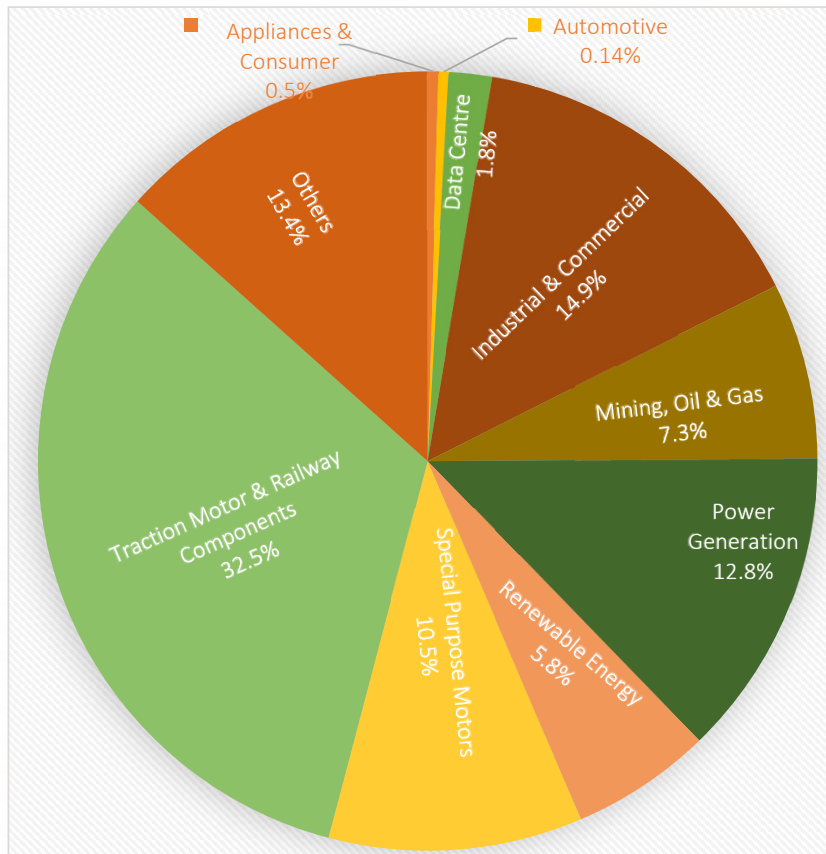
Annual Capacity as at the quarter end	Q1 FY 23	Q1 FY 22	YoY Change	Q1 FY 21*
Sheet Metal – MTs	50,200	39,600	26.76%	36,000
Machining - Hours	4,03,200	3,62,800	11.13%	2,47,600
Capacity utilisation for the quarter				
Sheet Metal	73.62%	61.13%		26.70%
Machining	79.10%	90.71%		68.56%
Sales in MT for the quarter				
Loose lamination	2,212	1,751	26.33%	761
Assembled & Valued-added	6,535	4,395	48.69%	1,669
Total	8,747	6,146	42.32%	2,430
Sales Realization / EBIDTA				
Blended Sales Realization (₹ per MT)	3,55,027	2,85,351	24.42%	2,53,298
Blended EBIDTA (₹ per MT)	40,539	45,479	(10.86%)	8,567

* During Q1FY21, the Company's operations were affected for about 40 days due to nation wide lockdown with respect to pandemic Covid-19 which severely effected the TO & profitability.

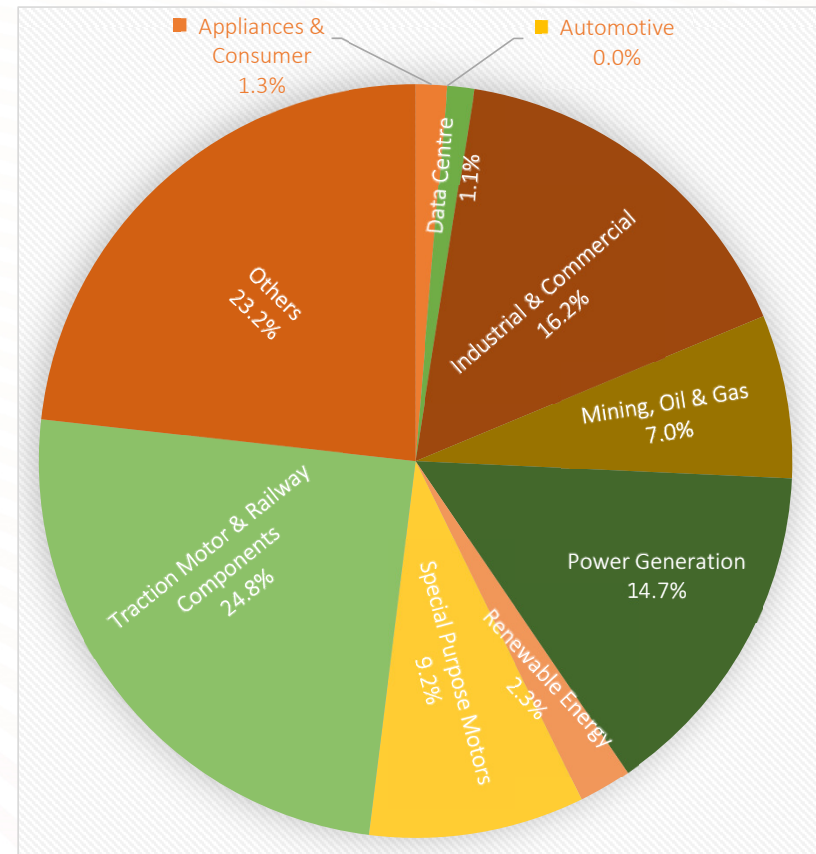
End-user application revenue breakup



Q1 - FY 23



Q1 - FY 22

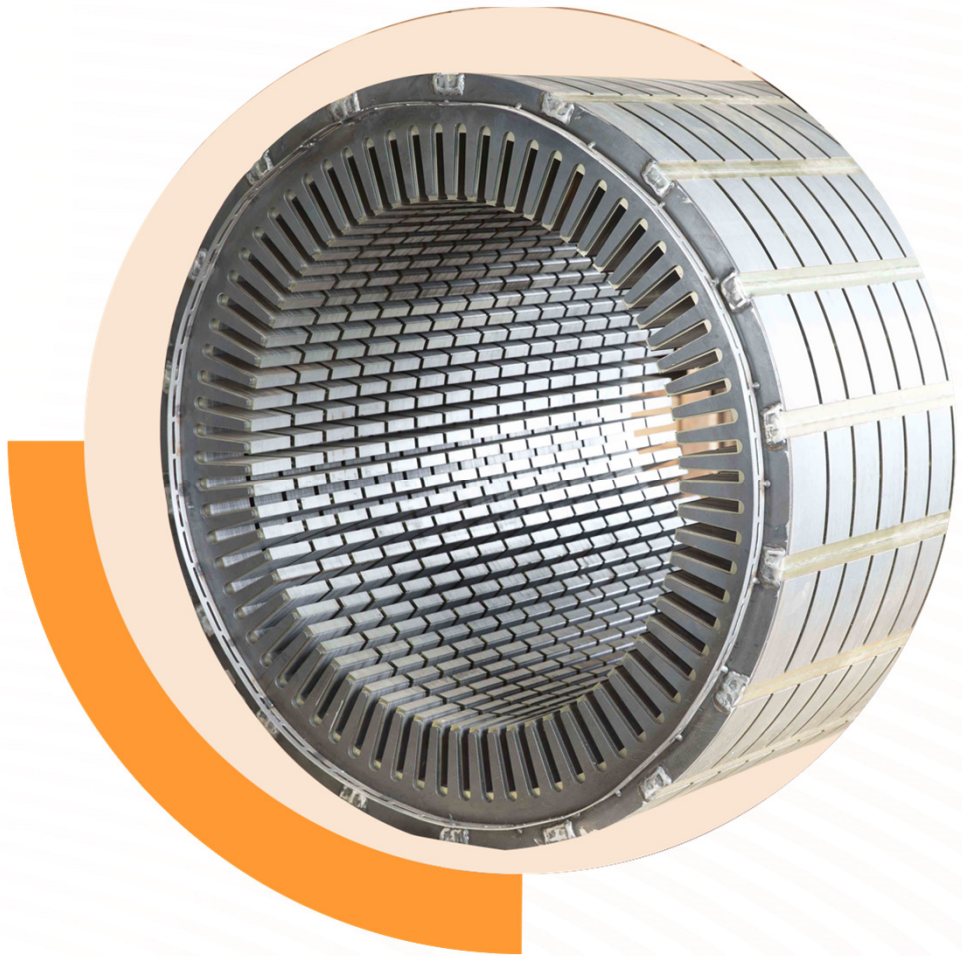


End-user application revenue breakup



(₹ in Cr)

Applications	Q1 FY 23		Q1 FY 22	
	Revenue	% of Revenue	Revenue	% of Revenue
Appliances & Consumer Durables	1.44	0.46%	2.37	1.35%
Automotive	1.26	0.41%	-	-
Data Centre Backup Power System	5.55	1.78%	2.02	1.15%
Industrial & Commercial Motors	46.43	14.93%	28.53	16.22%
Mining, Oil & Gas	22.72	7.30%	12.34	7.02%
Power Generation (Thermal, Hydro & Onsite DG Sets)	39.97	12.85%	25.92	14.74%
Renewable Energy & Windmill Components	18.16	5.84%	3.96	2.25%
Special Purpose Motors	32.76	10.53%	16.26	9.25%
Traction Motor, Railway Components & Metro	101.14	32.51%	43.60	24.80%
Others	41.63	13.38%	40.84	23.23%
Total	311.06	100.00%	175.84	100.00%



Corporate overview

Delivering engineering excellence

As one of the leading engineering companies, we are focused on manufacturing value-added and assembled components through machining and lamination process for several downstream industries in India and international markets.

One of the

Largest

Manufacturers and exporters of electrical laminations in India

A leading supplier

To all motor manufacturers in India

One of the

Market leader

of assemblies for large alternators and motors in India

Unique product offerings

Assembled stators & rotors, machined castings, machined fabricated parts, shafts, tools & fixtures

Focused on the long-term



Financial

20.51%

*5-year CAGR Revenue

19.43%

*5-year CAGR EBITDA

35.69%

*5-year CAGR PAT

₹ 990.51 Crores

Market Capitalisation
as on June 30, 2022



Operational

3

State-of-the-art manufacturing plants

11

Countries of export presence

₹ 229.35 Cr

Revenue from domestic operations

₹ 81.71 Cr

Revenue from exports

₹ 948 Cr

Order book
as on June 30, 2022



Sustainable

Vertically integrated

Manufacturing process

Diverse

Product portfolio catering to
several downstream industries

Long term relationship

Customers & Vendors

1.18

Debt/ Equity
As on June 30, 2022

*5-year CAGR is calculated from FY 2018 to FY 2022

Industries we serve



Appliances



Cement



Construction



Data Centres



DG sets



Electrical vehicle motor



Freight rail



Hydro generations



Lift irrigations



Medical equipment



Mining



Mass urban transport



Other industries



Oxygen plants



Pumps



Passenger rail



Steel



Sugar



Thermal power



Wind mill generations



Wind mill

Serving leading brands



Contact us



For further information visit www.pitti.in

PITTI ENGINEERING LIMITED (Formerly Pitti Laminations Limited)

6-3-648/401, 4th Floor, Padmaja Landmark,
Somajiguda Hyderabad 500082. Telangana , India.
T:+91 40 2331 2774 / 2331 2770 F:+91 40 2339 3985
Email: info@pitti.in
Website: www.pitti.in
CIN: L29253TG1983PLC004141

Mr. CS Rama Naidu

Intellect PR

Mobile: +91 99202 09623

Email: rama@intellectpr.com

