



# JAINAM

## FERRO ALLOYS INDIA LIMITED

REF: JFAL/NSE/2022/60

16<sup>th</sup> November, 2022

To,

The Listing Department,  
The National Stock Exchange Limited,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), MUMBAI – 400051

Dear Sir/Madam,

**Sub: Investor presentation for HIFY23.**

**Ref: NSE Symbol JAINAM; ISIN- INE02KC01010**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015, we are enclosing herewith the Investor Presentation for H1 FY23.

The copy of the said presentation is also being hosted on the website of the company viz., [www.jainamferro.com](http://www.jainamferro.com). The said presentation will also be shared with various Analysts/investors.

Thanking you,  
Yours faithfully,

**FOR, JAINAM FERRO ALLOYS (I) LIMITED**

**ARCHIT PARAKH**  
**MANAGING DIRECTOR**  
Encl: As above





**JAINAM**  
Ferro Alloys



INVESTOR PRESENTATION





# OVERVIEW

- One of India's leading manufacturer & exporter of niche value-added manganese alloys
  - Reputed provider of customised manganese alloys to large steel companies
- 

- Talented management Team, having total experience of more than 10 years
  - Employs 250 people (including Contractors)
- 

## ROBUST FINANCIAL PERFORMANCE

- 97% growth in Turnover in FY 22 v/s FY 21
  - Substantial increase in Net Profits in FY 22 v/s FY 21
- 

## INFRASTRUCTURE & CAPEX

- Existing capacity of 9.9 MVA
- Planning to double the capacity in next 2 years, with Some integration

# ABOUT THE COMPANY

Incorporated as Jainam Infraways  
Private Limited in March 2014

India's leading manufacturers &  
exporters of niche value-added  
manganese alloys

## Products:

Ferro Manganese (FeMn)  
Silico-Manganese (SiMn)  
Ferro Manganese Slag  
Manganese Ore trading



## CLIENTS





# KEY MILESTONES

**2018**

Sales turnover reached Rs. 100 Cr.

**2017**

Started another furnace with 4000 KVA power Load.

**2016**

Started manufacturing of Ferro alloys with one furnace having 5000 KVA power load.

**2016**

Takeover of the ferro alloy plant of M/s Raghuvir Ferro Alloys Pvt. Ltd. vide sale deed dated June 21, 2016

**2014**

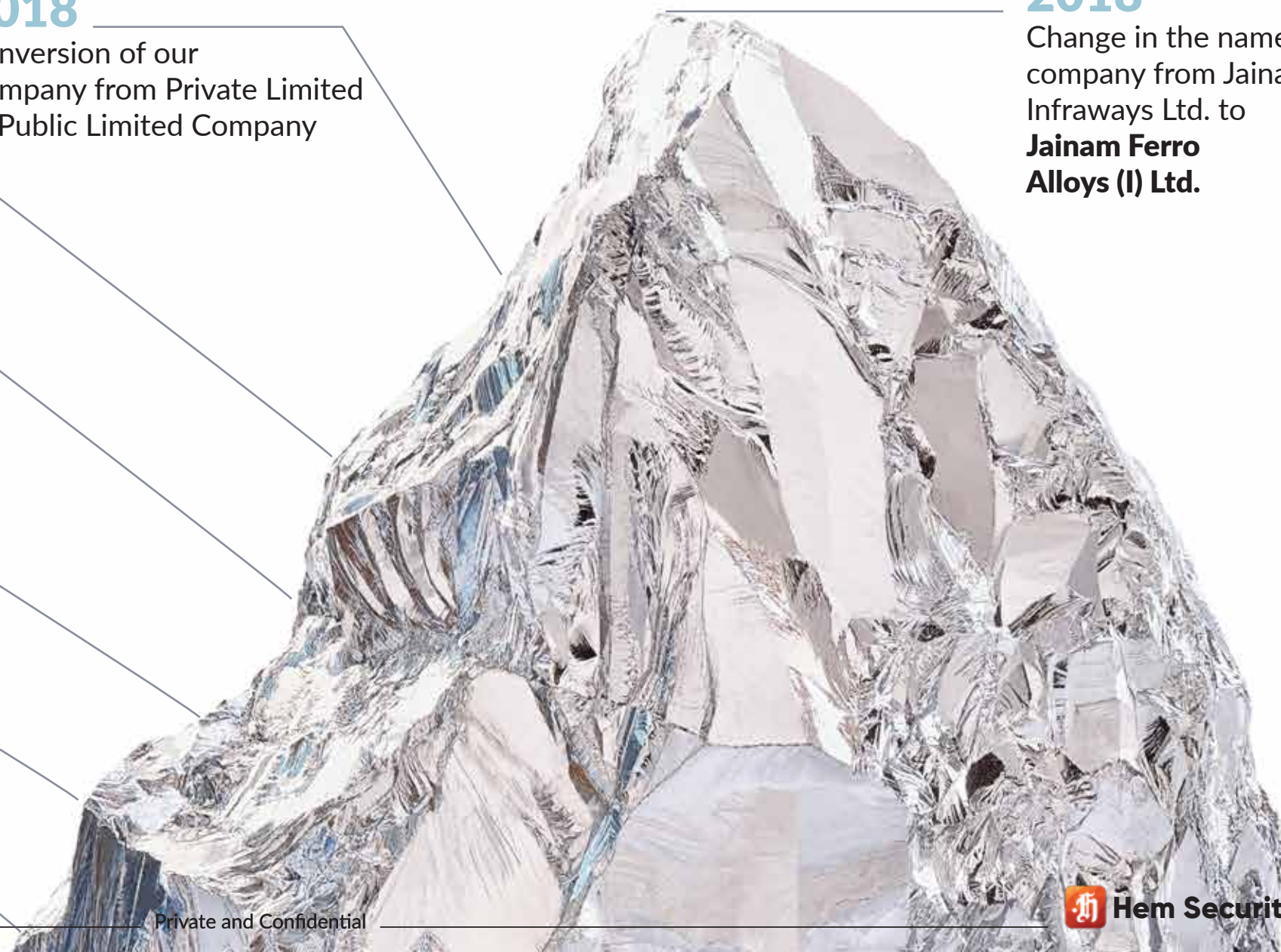
Incorporation of the Company in the name of "Jainam Infraways Pvt. Ltd."

**2018**

Conversion of our Company from Private Limited to Public Limited Company

**2018**

Change in the name of company from Jainam Infraways Ltd. to **Jainam Ferro Alloys (I) Ltd.**





# INFRASTRUCTURE



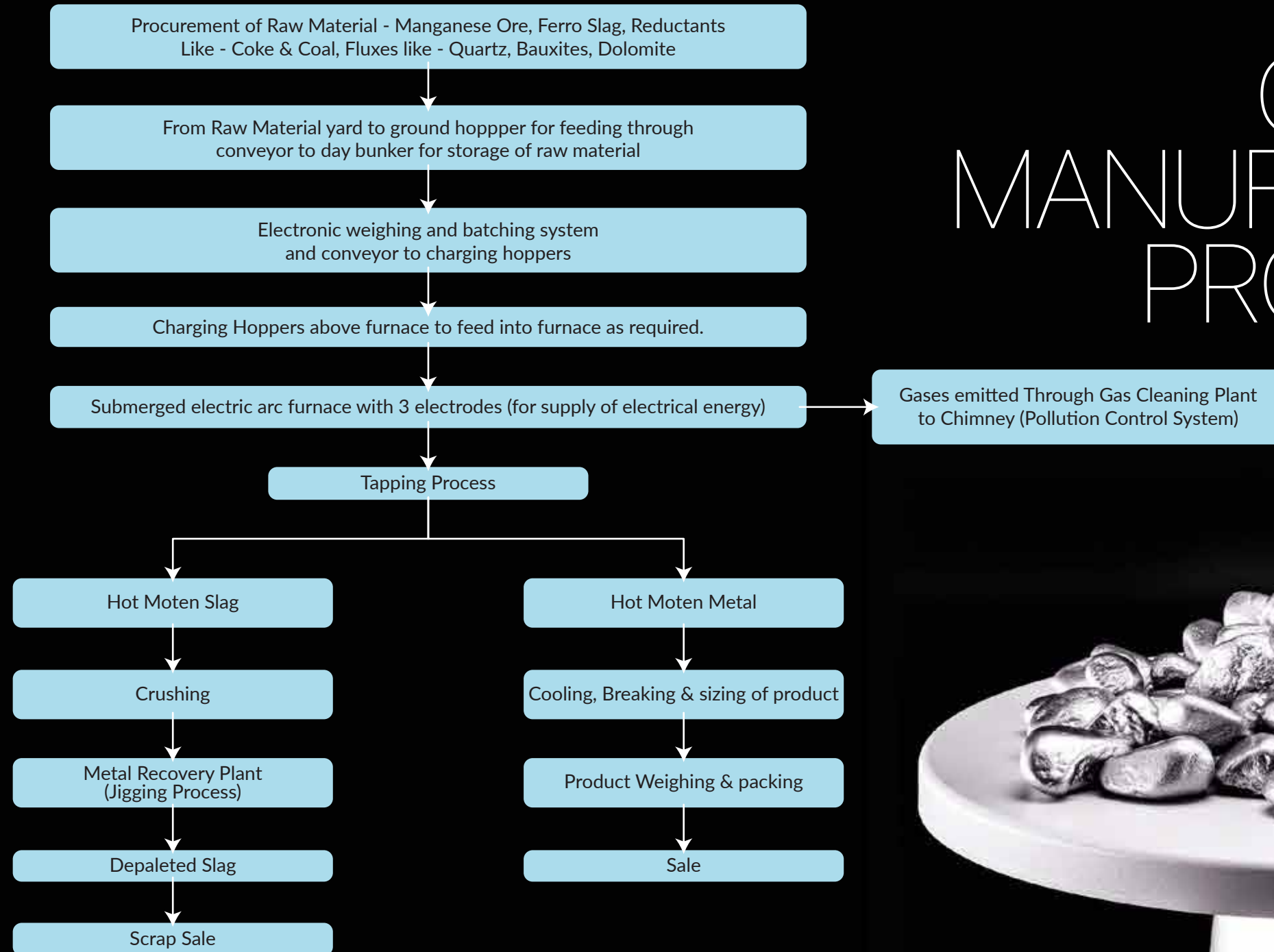
The Company is having  
sub merged arc furnaces

Plant capacity 9.9 MVA

100% optimal utilization  
of machinery

Robust method of  
recycling silico manganese  
slag through jigging  
technique.

# OUR MANUFACTURING PROCESS





# EXPERIENCED LEADERSHIP TEAM



**Mr. Archit Parakh**

Chairman & Managing Director

Bachelor of Business  
Management (B.B.M) & Master of  
Science (Accounting & Finance)

10 years of experience in  
Business Development



**Mr. Arpit Parakh**

Wholetime Director

Bachelor of Technology  
(B.Tech) & Family  
business management  
(SPJIMR)

5 years of experience in  
Business Development



# GEOGRAPHICAL PRESENCE

Strong PAN India Presence

Catering to all major steel & cast iron manufacturing hubs of India, like Gujarat, Maharashtra, Punjab, Karnataka etc.

Exports in major European Countries

Strategy in place to cater to other Export Markets





# COMPETITIVE STRENGTHS

## QUALITY ASSURANCE

- Strong focus on quality controls thru dedicated & qualified Team
- “ISO 9001:2015” Certification for Quality Management System
- “ISO 14001:2015” Certification for Environmental Management System

## TECHNICAL EXPERTISE & OPERATIONAL EXCELLENCE

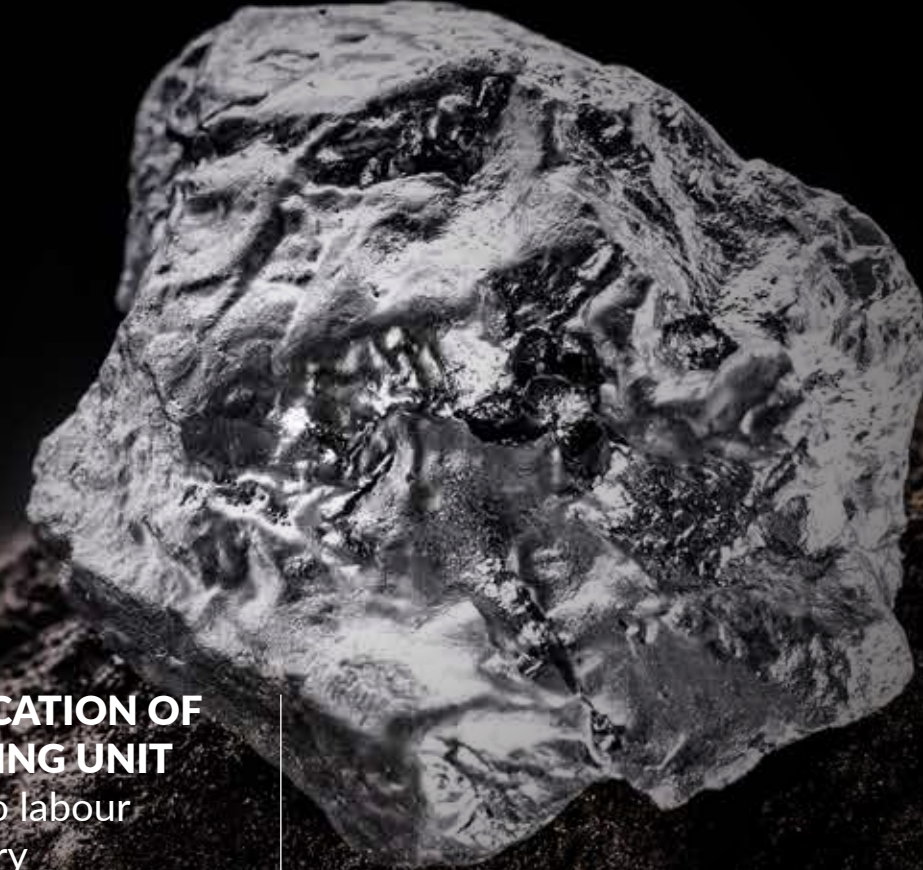
- Experienced Team having technical and commercial backgrounds.
- Continuous efforts to drive process efficiencies to achieve highest safety & quality standards
- Successful Marketing & Distribution initiatives taken to drive Business Growth

## STRATEGIC LOCATION OF MANUFACTURING UNIT

- Easy access to labour having industry experience
- Good road connectivity supports easy transportation of Raw Materials & Finished Goods
- Drive cost efficiencies to optimize Distribution costs & achieve higher margins

## CLIENT CONFIDENCE

- Strong & long term Client relationships
- Provide customized & high quality products to Customers
- Track record of on time delivery





A worker in a white protective suit and orange helmet stands in a dark industrial setting, holding a long, flexible hose. A large, bright, glowing mass of molten metal is being poured from a large industrial vessel, creating a massive spray of sparks and light. The scene is dimly lit, with the primary light source being the intense heat of the molten metal.

# INDUSTRY OVERVIEW

India produces some of the finest ferroalloys in the world & are extensively preferred in Europe.

Strong growth in usage of steel expected in the coming years to meet infrastructure needs and expansion of industrial production.

Industry is estimated to grow at a CAGR of 5.9% between 2017 to 2025 and is expected to reach a valuation of US\$ 188.7 Bn by 2025

Ferro Alloys Industry would be encouraged to set up self sufficient larger units to meet increasing demand of Steel Companies

# OPP JAINAM RTUNITIES



*Ready infrastructure in place to cater to the every expanding steel industry*

*The art of catering to the niche market, made us stand out in delivering unique set of products which are scarce in the Market*

*Major raw materials procured from African Countries unlike other competitors*

*Quality of products is uncompromised throughout*

*Strong relationships with steel giants like SAIL, JSW, Monnet etc.*



### **CUSTOMER CENTRIC FOCUS**

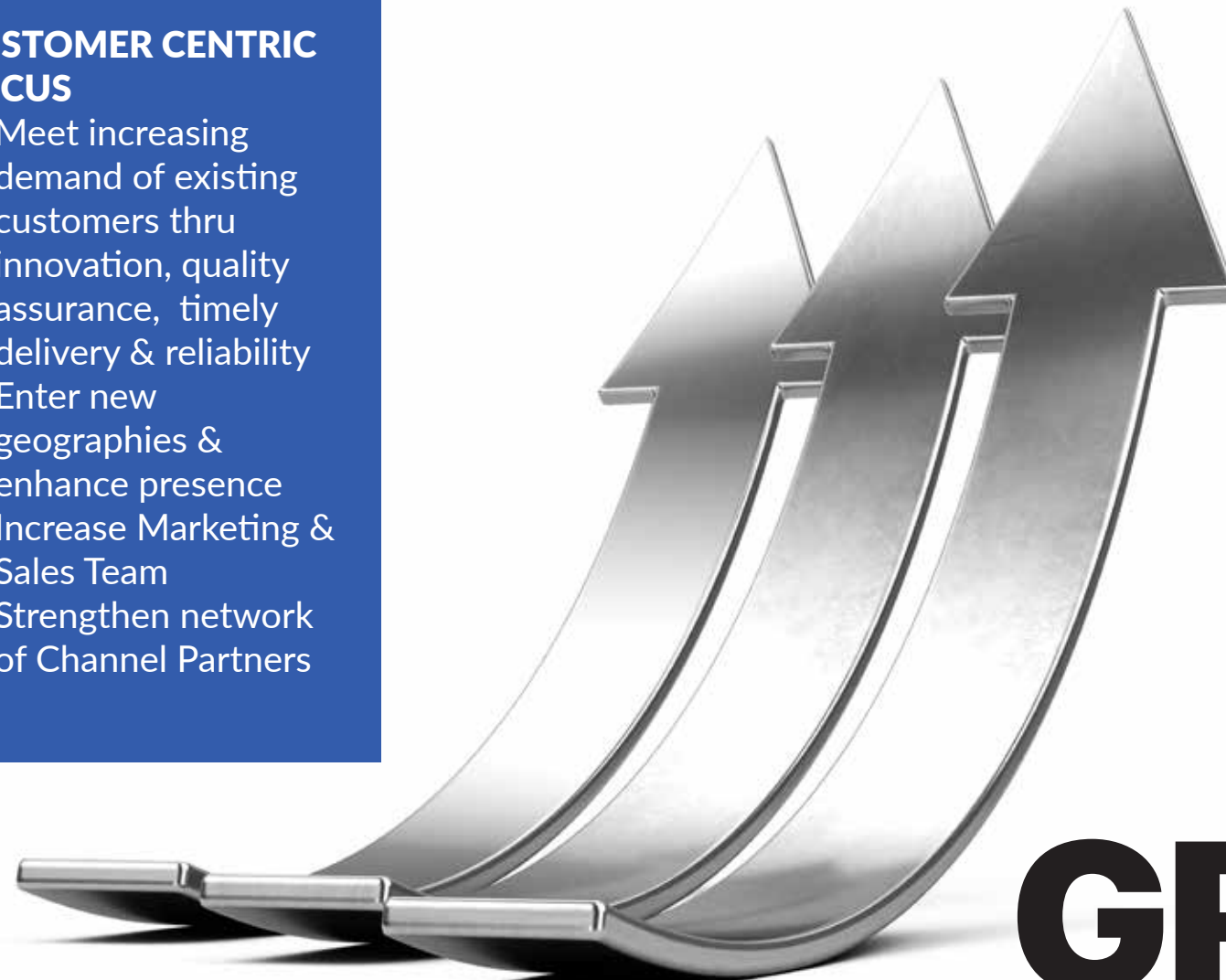
- Meet increasing demand of existing customers thru innovation, quality assurance, timely delivery & reliability
- Enter new geographies & enhance presence
- Increase Marketing & Sales Team
- Strengthen network of Channel Partners

### **EFFICIENT VENDOR MANAGEMENT**

- Build mutually beneficial long term relationships with existing vendors
- Maintain steady pipeline of orders & lower procurement cost
- Implementing vendor management strategies for mutually beneficial relationships.

### **OPTIMAL UTILIZATION OF RESOURCES**

- Build self sufficient & fully integrated manufacturing facility
- Focus on value added products & capacity utilization
- Take Cost reduction initiatives
- Drive process efficiencies



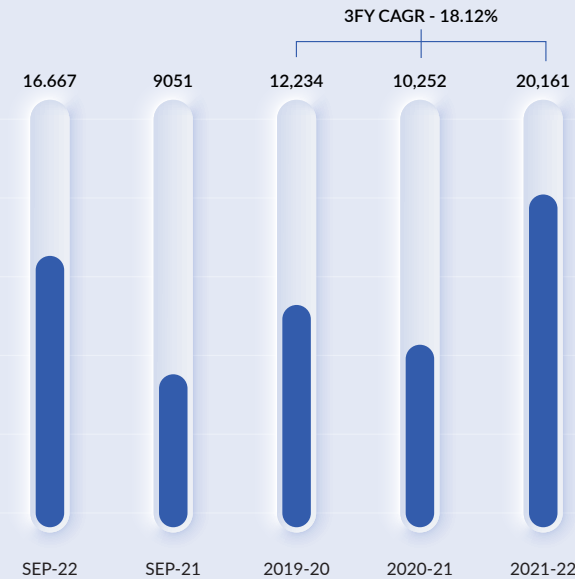
# **GROWTH STRATEGIES**

# FINANCIAL ANALYSIS



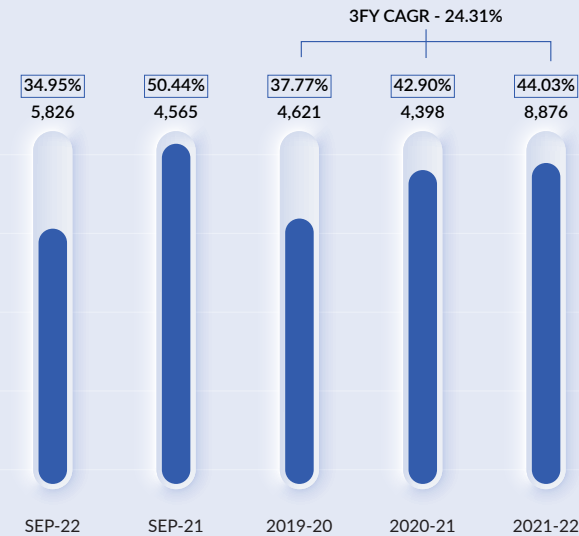
## TOTAL REVENUE

(Figures in Rs. Lacs)



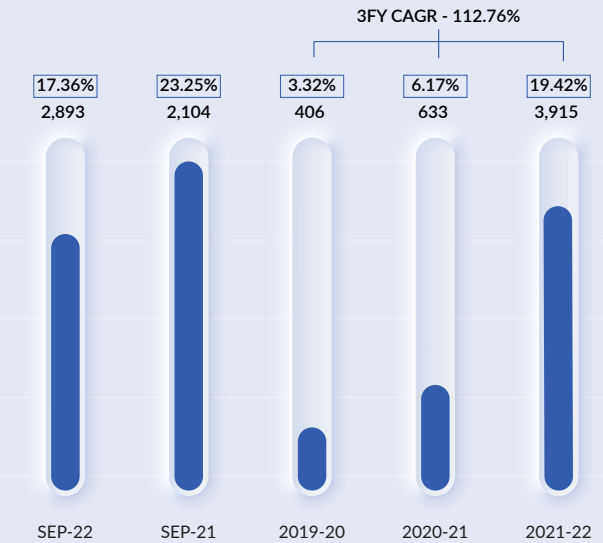
## GROSS PROFIT

(Figures in Rs. Lacs) (% of Revenue)



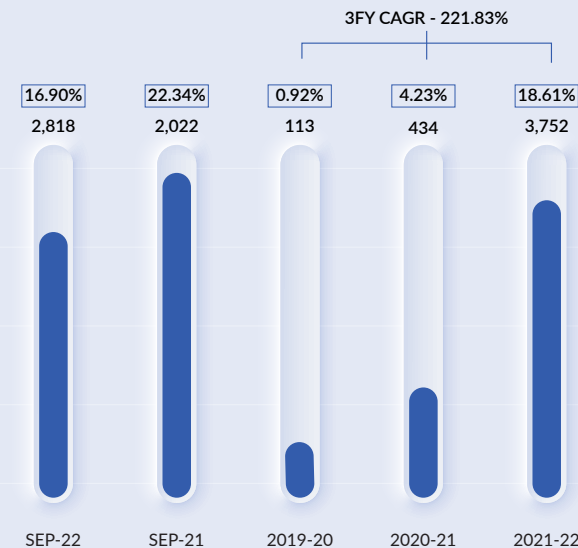
## EBIDTA

(Figures in Rs. Lacs) (% of Revenue)



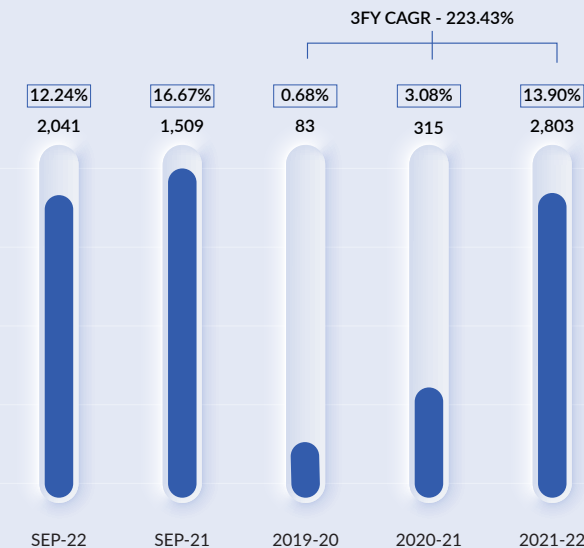
## PBT

(Figures in Rs. Lacs) (% of Revenue)



## PAT

(Figures in Rs. Lacs) (% of Revenue)

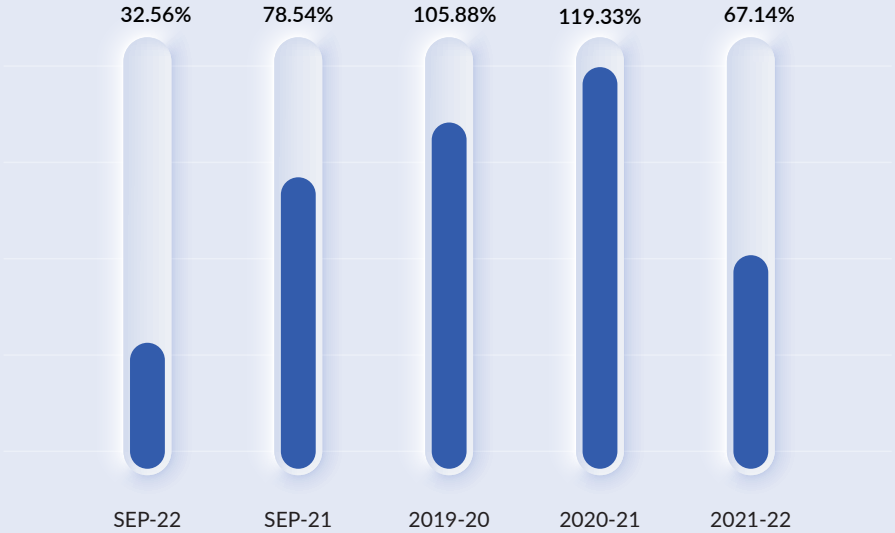




# FINANCIAL ANALYSIS

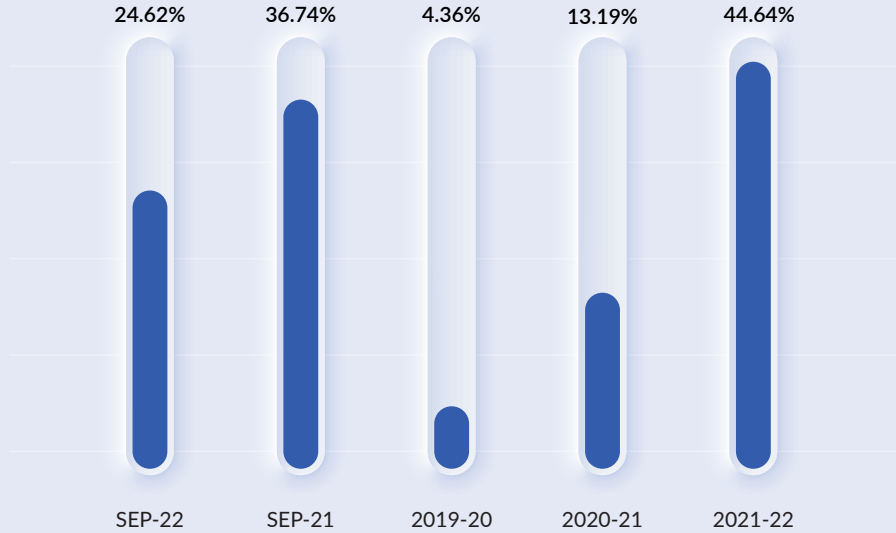
## ■ DEBT TO EQUITY RATIO

(Figures in %)



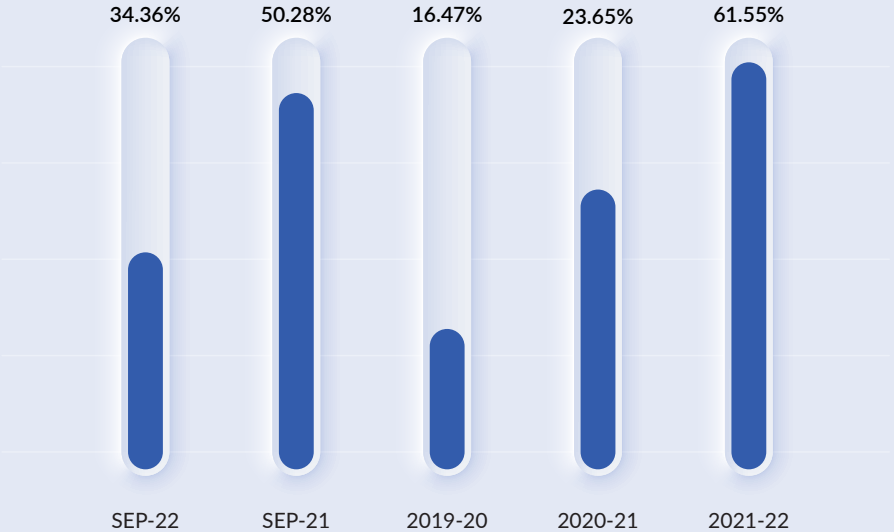
## ■ RETURN ON EQUITY

(Figures in %)



## ■ RETURN ON CAPITAL EMPLOYED

(Figures in %)



# FINANCIAL RESULT FOR THE HALF YEAR ENDED ON 30<sup>TH</sup> SEPTEMBER 2022

(Rs. in Lakhs)

S.No.	Particulars	Half-Year ended			Year ended
		30 Sept 22	31 Mar 22	30 Sept 21	31 Mar 21
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
I	Revenue from operations	16,536.87	11,039.46	8,966.48	20,005.94
II	Other income	130.29	70.45	84.24	154.70
III	<b>Total Income from Operations</b>	<b>16,667.16</b>	<b>11,109.92</b>	<b>9,050.72</b>	<b>20,160.64</b>
IV	<b>EXPENSES</b>				
	a. Cost of materials consumed	6,729.18	6,663.84	4,410.38	11,074.21
	b. Purchase of Stock in Trade	3,958.64	103.89	19.82	123.71
	c. Changes in inventories of finished goods	153.38	30.62	55.66	86.28
	d. Employees benefits expenses	189.86	168.56	96.69	265.25
	e. Finance costs	37.90	48.78	53.90	102.67
	f. Depreciation and amortisation expenses	37.95	31.57	28.55	60.12
	g. Other Expenses	2,742.72	2,332.69	2,363.94	4,696.63
	<b>Total expenses (a+b+c+d+e+f+g)</b>	<b>13,849.63</b>	<b>9,379.94</b>	<b>7,028.93</b>	<b>16,408.87</b>
V	<b>Profit/Loss before tax</b>	<b>2,817.52</b>	<b>1,729.97</b>	<b>2,021.79</b>	<b>3,751.77</b>
VI	<b>Tax Expense</b>				
	a) Current Tax	778.83	440.82	514.24	955.06
	b) Deferred Tax	(1.82)	(4.58)	(1.21)	(5.79)
	c) Tax Expense of Earlier Years	-	-	0.00	0.00
VII	<b>Profit/(loss) for the period</b>	<b>2,040.51</b>	<b>1,293.74</b>	<b>1,508.76</b>	<b>2,802.50</b>
VIII	<b>Other Comprehensive Income</b>				
	A. (i) Items that will not be reclassified to profit and loss:	(37.38)	(40.76)	246.34	205.58
	(ii) Income tax relating to items that will not be reclassified to profit or loss 6.68	6.94	(38.28)	(31.33)	-
	B. (i) Items that will be reclassified to profit or loss :	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to profit or loss -	-	-	-	-
IX	<b>Total Comprehensive Income for the period</b> [Comprising Profit/(Loss) and Other comprehensive Income for the period]	<b>2,009.81</b>	<b>1,259.92</b>	<b>1,716.83</b>	<b>2,976.75</b>
X	<b>Paid-up Share Capital (par value Rs. 10/- each fully paid up)</b>	1,056.12	1,056.12	925.92	1,056.12
XI	<b>Earnings per equity share (Par value Rs. 10/- each)</b>				
	i) Basic (Rs.)	19.32	12.29	16.29	28.34
	ii) Diluted (Rs.)	19.32	12.29	16.29	28.34



# STATEMENT OF ASSETS AND LIABILITIES AS AT 30TH SEPTEMBER 2022

(Rs. in Lakhs)

S.No.	Particulars	As at September 30, 2022	As at March 31, 2022
		(Unaudited)	(Audited)
I	<b>ASSETS</b>		
	<b>A Non- current Assets</b>		
	a Property, Plant & Equipment	417.51	403.42
	b Investments	794.00	820.58
	c Financial Assets		
	(i) Other Financial Assets	717.73	361.47
	d Deferred Tax Assets (Net)	7.79	-
	e Other Non-Current Assets	88.52	93.70
	<b>Total Non Current Assets</b>	<b>2,025.55</b>	<b>1,679.18</b>
	<b>B Current assets</b>		
	a Inventories	1,372.04	3,010.55
	b Financial Assets		
	(i) Trade Receivables	790.69	887.63
	(ii) Cash and Cash Equivalents	215.92	346.48
	(iii) Bank Balances other than(ii) above	4,858.83	3,076.23
	(iv) Other Financial Assets	21.70	30.69
	c Current Tax Assets (Net)	-	-
	d Other Current Assets	1,702.05	1,462.47
	<b>Total Current Assets</b>	<b>8,961.22</b>	<b>8,814.06</b>
	<b>Total Assets</b>	<b>10,986.77</b>	<b>10,493.24</b>
II	<b>Equity and Liabilities</b>		
	<b>Equity</b>		
	a Equity Share Capital	1,056.12	1,056.12
	b Other Equity	7,231.73	5,221.92
	<b>Total Equity</b>	<b>8,287.85</b>	<b>6,278.04</b>
III	<b>Liabilities</b>		
	<b>A Non Current Liabilities</b>		
	a Financial Liabilities		
	i. Borrowings	58.89	60.06
	b Deferred Tax Liabilities (Net)	-	2.41
	c Provisions	22.17	22.17
	<b>Total Non Current Liabilities</b>	<b>81.05</b>	<b>84.64</b>
	<b>B Current Liabilities</b>		
	a Financial Liabilities		
	(i) Borrowings	73.07	21.35
	(ii) Trade Payables	1,236.77	2,857.38
	(iii) Other Financial Liabilities	608.24	299.08
	b Provisions	153.11	3.11
	c Other Current Liabilities	187.14	887.39
	d Current Tax Liabilities (Net)	359.52	62.23
	<b>Total Current Liabilities</b>	<b>2,617.86</b>	<b>4,130.55</b>
	<b>Total Liabilities</b>	<b>2,698.92</b>	<b>4,215.20</b>
	<b>Total Equity and Liabilities</b>	<b>10,986.77</b>	<b>10,493.24</b>



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Urla Industrial Complex, Birgoan, Raipur,  
Chhattisgarh 492013

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