

MWL/CS/NSE/2024-25/14

Date: June 10, 2024

To, Listing Compliance Department, National Stock Exchange of India Limited Exchange Plaza, C-1, Block-G, Bandra Kurla Complex, Bandra, Mumbai-400 051, Maharashtra.

Company Symbol: MWL (EQ),

ISIN: INEOJYY01011

<u>Subject: Investor Presentation on Audited Financial Results for the quarter and year ended</u> <u>March 31, 2024</u>

Dear Sir/Madam

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclosed herewith the Investor/ Analysts presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2024.

The above investor Presentation is also available on the website of the Company: www.mangalamworldwide.com.

You are requested to kindly take the same on your record.

Thanking You,

Yours faithfully,
For, Mangalam Worldwide Limited

Apexa Panchal
Company Secretary & Compliance Officer
Membership No.: A35725

Encl.: A/a.



Mangalam Worldwide Limited



Disclaimer



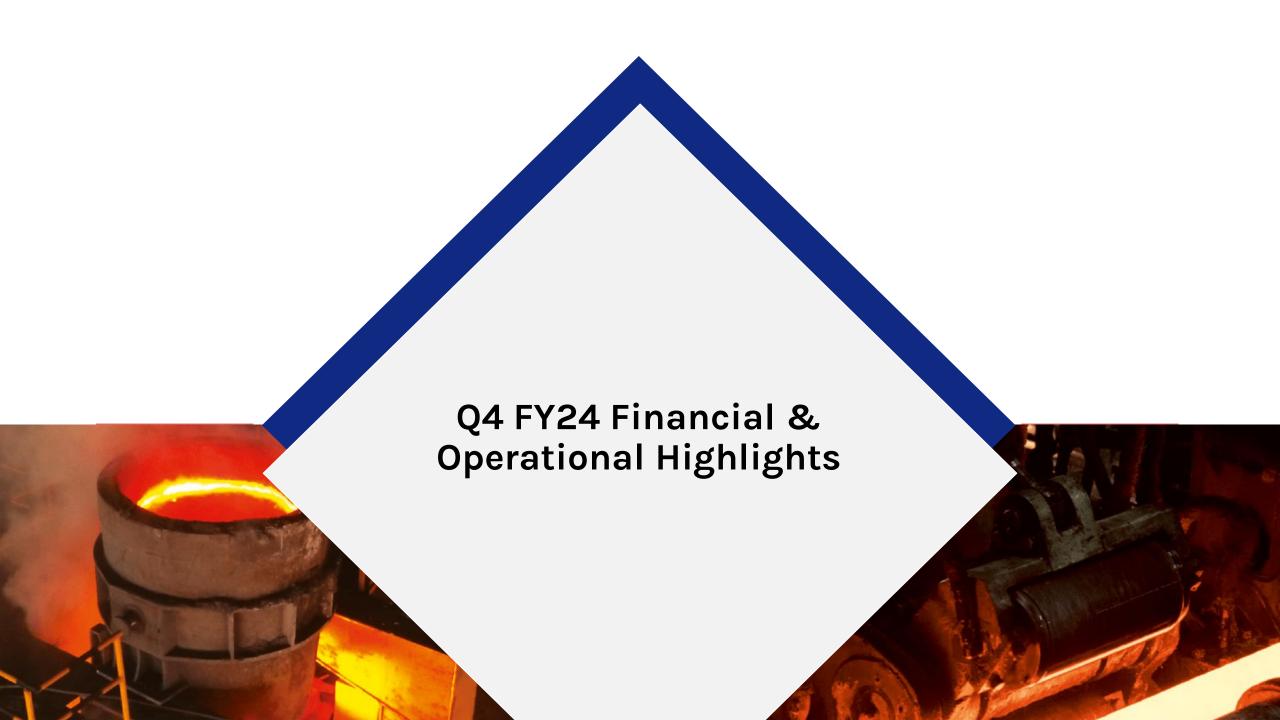
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Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee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

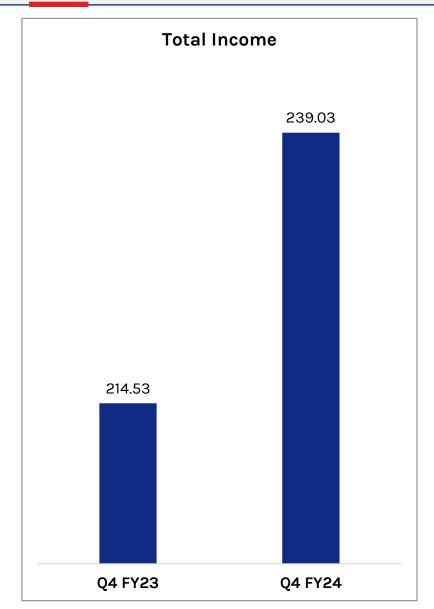
These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's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

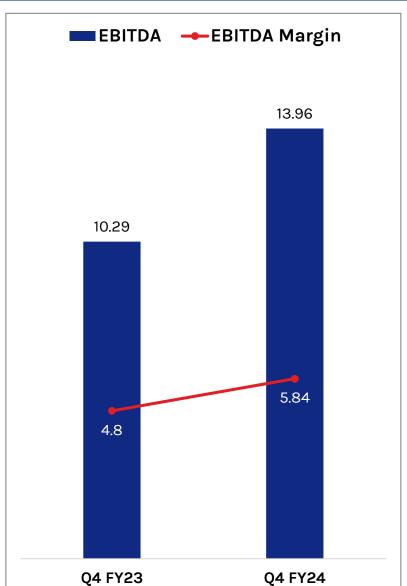
The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

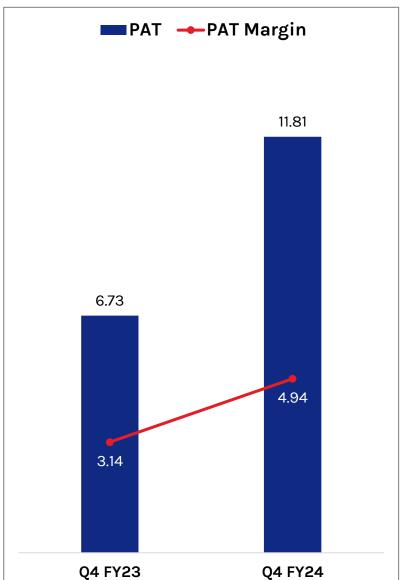


Q4 FY24 Key Financial Highlights









Q4 FY24 Consolidated Profit & Loss Statement



			III (C.
Particulars	Q4 FY24	Q4 FY23	Growth in %
Revenues	236.58	213.77	
Other Income	2.45	0.75	
Total Income	239.03	214.53	11.42%
Raw Material Expenses	180.92	172.36	
Employee costs	5.28	3.63	
Other expenses	38.87	28.24	
Total Expenditure	225.07	204.24	
EBITDA	13.96	10.29	35.66%
Finance Costs	4.37	1.52	
Depreciation	2.13	2.64	
PBT	7.46	6.13	
Exceptional item	0.00	-0.01	
PBT after exceptional item	7.46	6.12	
Tax	-4.36	-0.62	
PAT	11.81	6.73	
Total Comprehensive Income	11.91	6.77	76.09%
EPS (Diluted)	4.49	3.43	

Participated In Global Stainless-steel Expo 2023 - Mumbai, India



Hosted over 150 exhibitors and welcomed approximately 10,000 business visitors from diverse sectors such as chemicals, oil and gas, food, pharmaceuticals, machinery and more.







Participated In Stainless Steel World Expo & Conference Maastricht, Netherlands



Participated in the exhibition as a 'Silver Sponsor' and received a phenomenal response during the exhibition.









Mangalam Worldwide @ Glance



Mangalam Worldwide Limited (Mangalam the Company) established in 1995, is a fully integrated stainless steel manufacturing company with inhouse Melting plant, Rolling Mill, Bright Bar manufacturing and seamless & welded pipes manufacturing facility. With its end to end manufacturing prowess, Mangalam provides complete range of products to its customers ranging from Billets, Ingots, Bright bars to Pipes & Tubes.

The company markets its stainless steel products under the brand names 'Mangalam Saarloh' and 'Mangalam Tubicore.'

The Company's Manufacturing plants are located at Halol (Unit-I), Changodar (Unit-II), and Kapadvanj (Unit-III) and Unit-IV).

Unit-I, located in Halol, has an installed manufacturing capacity of 66,000 metric tons per annum for Stainless Steel Billets and ingots, encompassing various series such as 200 series, 300 series and 400 series.

Changodar is equipped with an installed rolling capacity of 90,000 metric tons per annum for SS Flat / Round bars.

The Bright Bar Unit and Seamless Pipe Unit at Kapadvanj are equipped with state of the art machinery to manufacture high value added products such as Bright Bars, Seamless pipes & tubes.

The Company was listed on "NSE Emerge" in July-2022 with an IPO size of ₹ 66 Crores.



25+
Year of Experience

4 Manufacturing Units

15+
States Presence
Across India

1,80,000+ MTPA Capacity

1,25,000+ sg. mt. Plant Area

800+

Workforce

ISO 9001:2015 ISO 45001:2018 ISO 14001:2015 Certified **FY24**

₹ 822.47 Cr : Revenue ₹ 42.52 Cr : Op. EBITDA

₹ 22.98 Cr : PAT

Guiding Principles: Our Vision, Mission, and Values







Mission



To achieve and maintain a leading position by ensuring customer satisfaction, fostering the growth and development of people, caring for society, and earning the trust and confidence of our stakeholders.



Values



Customer Satisfaction People Development Society Care

A Timeline Of Mangalam Group



1942

The group business started by Late Shri Tejmal Ji Mangal at Beawar, Rajasthan (western part of India)

1975

One more branch office was opened in Jaipur due to growing business opportunities and flourishing demand

2007

Structured Business Division started at Ahmedabad

2019

- A new vertical for Stainless Steel Manufacturing with "Mangalam Saarloh" brand.
- Mangalam Global listed on NSE Emerge

2022

- Completed acquisition of AMCPL and merged with company
- Started Retail
 Marketing of Edible Oil
 i.e. Mustard and Soya
 Oil with Brand Name:

 LAGNAM
- The Company listed on NSE Emerge Platform

2024

- Installed bright bar manufacturing unit at Kapadvanj
- Manufacturing & marketing of Bright Bar started

A new branch office was opened in Ajmer, a major city of Rajasthan. It was headed by Shri Om Prakash Mangal

1962

The Company Incorporated on December 11, 1995 as 'Temchem Exports Private Limited'

1995

A wholly owned subsidiary office of MGEL started at Singapore

2011

Started Rice and Wheat Mill at Ahmedabad

2021

- Started Manufacturing & Marketing of Seamless Pipes & Tubes with Brand Name "Mangalam Tubicore"
- Completed acquisition of VICOR and merged with MSPL
- Completed acquisition of HMIPL and Agro division merged with MGEL & Steel division merged with company

2023

1)

Recognized For Excellence: Our Certifications And Awards



At Mangalam Worldwide, we focus on building excellent products that are subject to stringent quality standards. Our sound infrastructure coupled with our zero tolerance quality policies help us manufacture products of high value, which have critical applications in industries such as food and dairy equipments, superior grade utensils, oil and gas, aerospace and medical devices sector.









Investor Presentation

Marquee Clients In Focus







































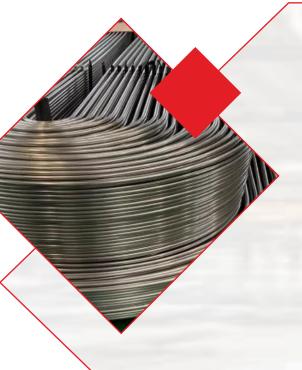






Key Competitive Advantages









Strategic Location:

Manufacturing units in Halol, Changodar and Kapadvanj with excellent infrastructure and connectivity.





Scalable Business Model:
Adaptable to diverse industry segments and efficient procurement capabilities.





Customer Relationships:

Long-term trust-based relationships with customers for expansion.





Measures for cost-effective production and timely order fulfillment.





Captive Consumption:
Ability to use in-house manufactured stainless steel products for reduced costs.

Investor Presentation



State-of-the-Art Manufacturing Facilities





28,328 sq. mtrs. along with construction, including factory sheds and building, admeasuring about 9,225.26 sq. mtrs

Products

Stainless Steel (SS) Billets & Ingots:

- 200 Series
- 300 Series (including 304L and 316L)
- 400 Series
- Special steels like 17/4 PH, Duplex and Super duplex Steel



3,821 sq. mtrs along with construction, including factory sheds and building, admeasuring about **3,494 sq. mtrs**

Products

SS Flat Bars SS Round Bars SS RCS (Round Corner Square) Bars

State-of-the-Art Manufacturing Facilities





Products

Stainless Steel Bright Bars

- 200 Series
- 300 Series
- 400 Series
- Special Chemical Composition grades steel like 17/4 PH, Duplex & Super Duplex Steel
- 5 mm dia to 100 mm dia
- Equivalent to ASME, EN, DIN, JIS, NFA, NORSOK, GHOST



Products

Stainless Steel Seamless Pipes

- 300 Series (including 304L and 316L)
- 400 Series
- Special steels like Duplex and super duplex steel

Products

Stainless Steel Seamless Tubes, U Tubes

- Size: 6mm to 60.3mm 0D
- Thickness: 0.89mm to 4mm
- Equivalent to ASME, EN, DIN, JIS, NFA,NORSOK, GHOST

Overview Of Our Product Portfolio



Stainless Steel (SS) Billets & Ingots

Company's state-of-the-art manufacturing facilities at Halol in Gujarat, are engaged in manufacturing SS Billets and Ingots in various engineering grades of stainless steel.

200 Series

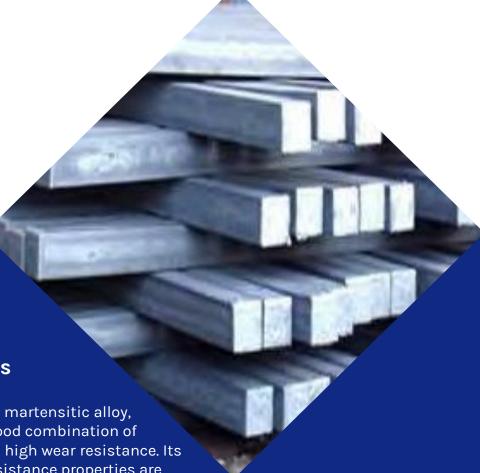
Referred to as chrome-manganese (CrMn) stainless steel, is a class of austenitic and highly corrosion-resistant stainless steel that is characterized as having low nickel content.

300 series

Harden-able only by cold working methods and classified as austenitic, are grades of stainless steel that have approximately 18% - 30% chromium and 6% - 20% nickel as their major alloying additions.

400 series

A ferritic and martensitic alloy, provides a good combination of strength and high wear resistance. Its corrosion-resistance properties are lower than 300 series.



Overview Of Our Product Portfolio





Stainless Steel Flat Bars

Stainless Steel Round Bars

These are produced by re-heating billets and rolling them into required sizes. Our Stainless Steel Flat bars are supplied to customers in various thickness from 10.5 mm to 21 mm.



These are produced by rolling billets into the required round sizes.



Overview Of Our Product Portfolio





Stainless Steel Bright Bars

Stainless Steel Seamless Pipes & Tubes

Bright Bars, produced via peeling/cold drawn processing, come in diverse grades and lengths up to 6.5 meters. They're finely polished with precise measurements to meet specific customer needs.





Seamless Pipes are produced in all major stainless steel grades, sizes and specifications like ASTM, ASME, DIN, EN, JIS, NF etc., as required by the industry.







Pioneering Spirits: Empowering Growth Through Leadership





Mr. Vipin Prakash Mangal Chairman

Experience - 36+ Years

Mr. Vipin Prakash Mangal, a Commerce graduate from the University of Ajmer, is a seasoned professional with a strong background in the manufacturing and trading of various commercial commodities and affiliated consultancy services.

He is also well-versed in business management, strategy development, planning, and implementation. As a third-generation industrialist, he has been a key contributor to the growth and development of our business.



Mr. Chanakya Prakash Mangal Managing Director

Experience - 9+ Years

Mr. Chanakya Prakash Mangal, with a Bachelor's degree in Commerce from Gujarat University, specializes in operations, accounts, finance, and administration.

He holds a pivotal role in the company's administration, and under his guidance, our company has fostered strong public relations.



Mr. Chandragupt Prakash Mangal Managing Director

Experience - 7+ Years

Mr. Chandragupt Prakash Mangal holds a degree in Supply Chain Management from the Kelley School of Business, Indiana University, and has achieved a level II badge from the CFA Institute.

He leads the procurement, manufacturing & marketing teams of the company. Additionally, he is also influential in building strong public relations for the company.

Board of Directors & KMPs





Mr. Vipin Prakash Mangal Chairman



Mr. Chanakya Prakash Mangal Managing Director



Mr. Chandragupt Prakash Mangal Managing Director



Mr. Mohit Agrawal
Whole Time Director and Chief
Financial Officer



Mrs. Pritu Gupta Independent Director



Mrs. Sarika Modi Independent Director



Mr. Anilkumar Shyamlal
Agrawal
Independent Director



Mrs. Varsha Biswajit Adhikari Independent Director



Ms. Apexa Panchal Company Secretary & Compliance Officer

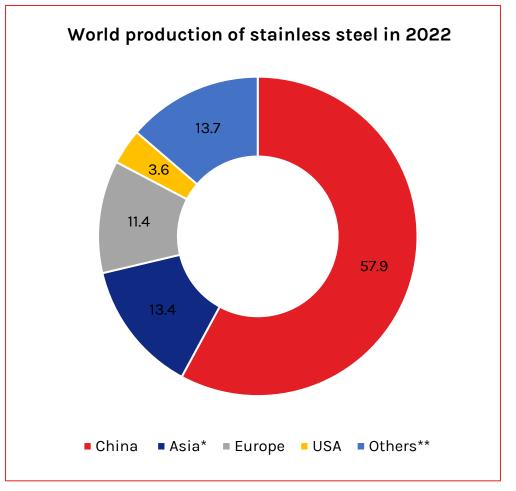


Navigating The Future: Global Steel Industry Insights



Global crude steel production increased from 1,735 MT in 2017 to 1,878 MT in 2022, growing at a CAGR of 1.60 percent

- Global steel production has increased from 850 MT in 2000 to 1,878.5 MT in 2022
- China dominated the production, followed by India and Japan respectively contributing 53 percent, 6 percent, and 5 percent of the total steel production
- China BaowuGroup accounted for the largest production capacity with a production of 119.95 MT in 2021. The production by the company occupied 6.1 percent of the global production shares. ArcelorMittal was the second-largest company accounting for 4 percent of the global share and producing 79.26 MT of crude steel.
- Steel manufacturing is a critical industry worldwide and a heavily traded commodity. The global trade of steel has a significant effect on the global economy and the competitiveness of different countries.



^{*}excluding China and South Korea

Source: <u>Deloitte Report India Steel April 2023</u>

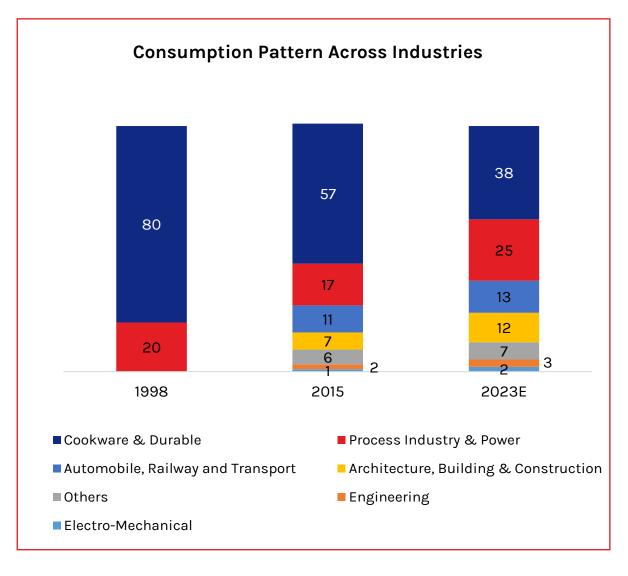
^{**}Brazil, South Africa, Indonesia, South Korea, Russian Federation

Stainless Steel: Projecting Strong Growth and Diverse Demand Drivers



- The domestic demand for stainless steel was at 4 million tonnes (MT) in fiscal 2021-2022
- Adoption of stainless steel is increasing because of its higher durability and lower maintenance. Demand from railways is expected to more than triple by fiscal 2025 and constitute 20 per cent of incremental demand for the metal over fiscal 2023-2025.
- Demand from other major sectors with application of stainless steel, including consumer goods (45 per cent of demand) and process industry (25 per cent), is also expected to grow at a healthy clip of 7-9 per cent over the next 3-5 fiscals given higher consumer spends and recovery in consumption.

The domestic stainless steel demand is expected to grow at a compound annual growth rate (CAGR) of 9 per cent till 2024-25 financial year

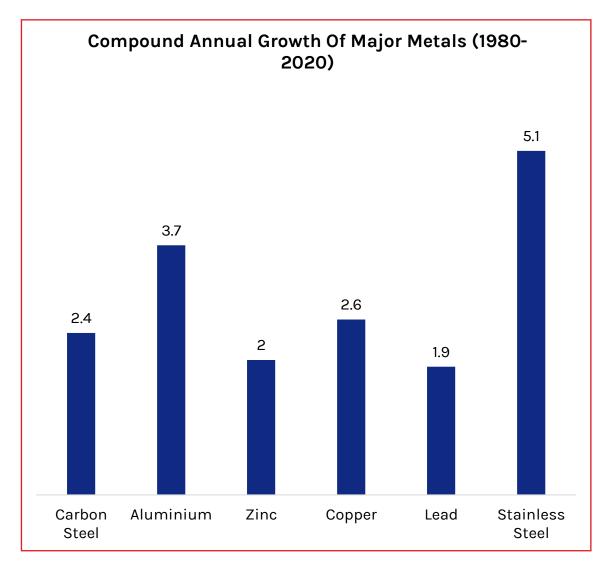


Driving Growth: India's Robust Steel Sector Outlook (2023-24)



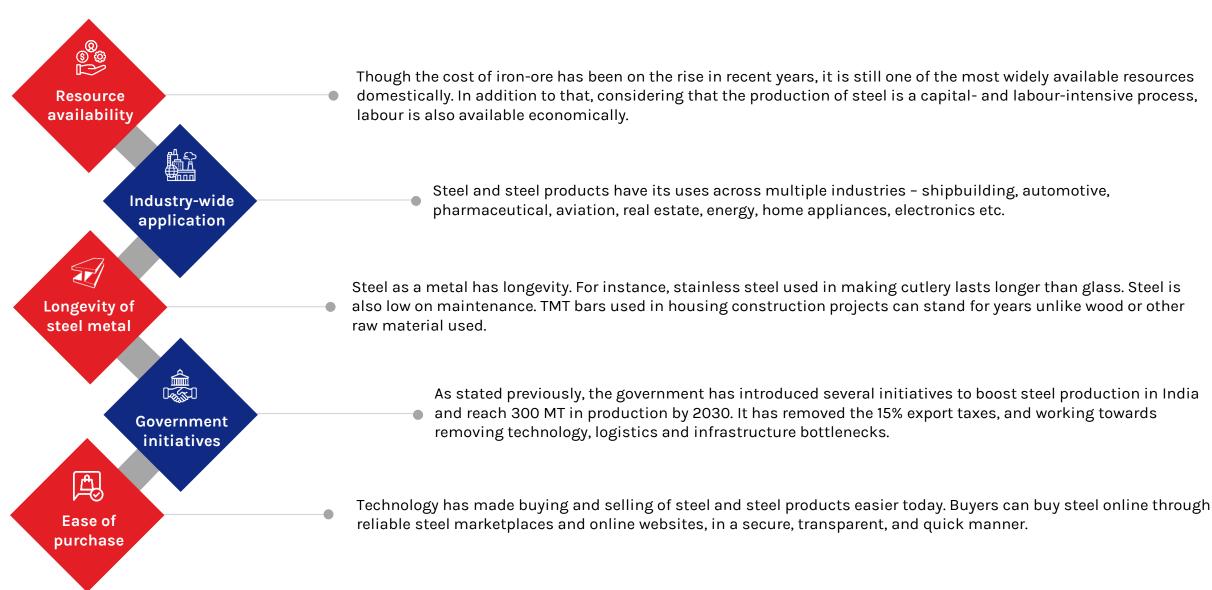
India is world's second biggest crude steel producer. Output jumped 4.2% to a record 125.3 million tonnes in 2022-23.

- India's steel consumption is expected to grow by 7.5% during the current fiscal year to March 2024, boosted by rising demand from the domestic construction, railways and capital goods sectors
- Steel demand is expected to be 128.9 million tonnes during 2023-24, up from 119.9 million tonnes during the previous year, the Indian Steel Association (ISA) said in a statement



Driving Forces Behind India's Steel Sector Growth



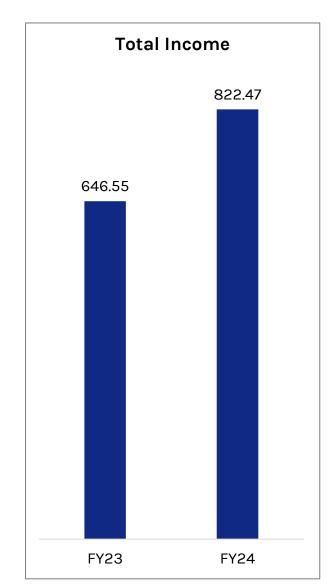


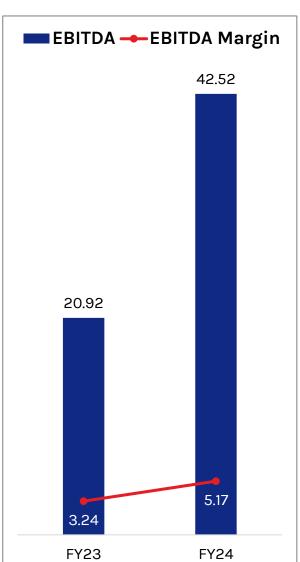
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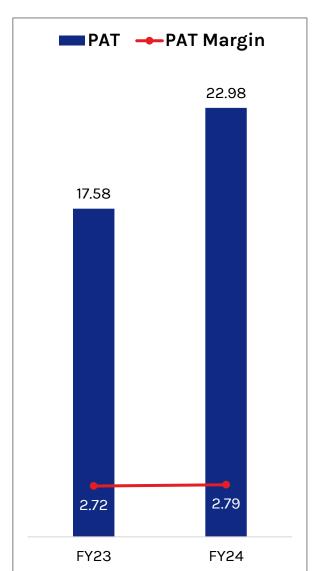


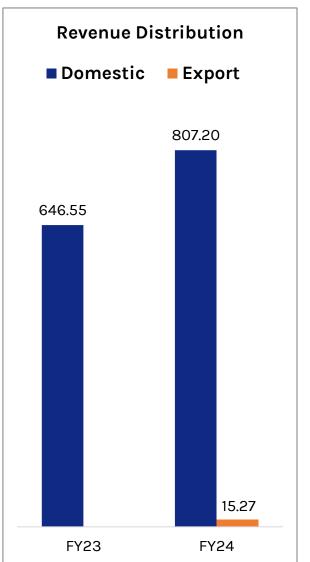
FY24 Key Financial Highlights











Consolidated Profit & Loss Statement



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Particulars	Q4 FY24	Q4 FY23	Growth in %	FY24	FY23	Growth in %
Revenues	236.58	213.77		818.11	644.49	
Other Income	2.45	0.75		4.36	2.06	
Total Income	239.03	214.53	11.42%	822.47	646.55	27.21%
Raw Material Expenses	180.92	172.36		634.95	506.72	
Employee costs	5.28	3.63		18.18	12.13	
Other expenses	38.87	28.24		126.82	106.77	
Total Expenditure	225.07	204.24		779.95	625.63	
EBITDA	13.96	10.29	35.66%	42.52	20.92	103.23%
Finance Costs	4.37	1.52		14.81	3.37	
Depreciation	2.13	2.64		7.25	5.43	
PBT	7.46	6.13		20.46	12.12	
Exceptional item	0.00	-0.01		0.00	3.52	
PBT after exceptional item	7.46	6.14		20.46	15.64	
Tax	-4.36	-0.62		-2.52	-1.94	
PAT	11.81	6.73		22.98	17.58	
Total Comprehensive Income	11.91	6.77	76.09%	23.11	17.58	31.48%
EPS (Diluted)	4.49	3.43		8.45	7.56	

Consolidated Profit & Loss Statement



			In 3 Cr
Particulars	FY24	FY23	FY22
Revenues	818.11	644.49	523.03
Other Income	4.36	2.06	0.29
Total Income	822.47	646.55	523.32
Raw Material Expenses	634.95	506.72	400.62
Employee costs	18.18	12.13	5.72
Other expenses	126.82	106.77	105.24
Total Expenditure	779.95	625.63	511.57
EBITDA	42.52	20.92	11.76
Finance Costs	14.81	3.37	2.18
Depreciation	7.25	5.43	1.14
PBT	20.46	12.12	8.43
Exceptional item	0.00	3.52	10.16
PBT after exceptional item	20.46	15.64	18.59
Tax	-2.52	-1.94	-6.20
PAT	22.98	17.58	12.39
Total Comprehensive Income	23.11	17.58	12.39
EPS (Diluted)	8.45	7.56	9.27

Consolidated Balance Sheet

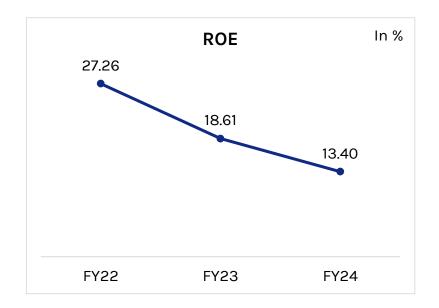


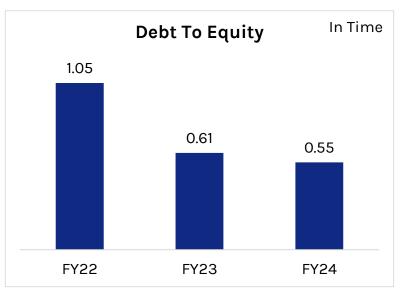
Assets	FY24	FY23	FY22
Non Current Assets			
Fixed assets	100.95	90.75	51.13
Non Current Investments	7.00	4.33	4.70
Other Non Current Financial Assets	8.08	8.02	0.14
Long-Term Loans and Advances	0.00	0.00	0.00
Other Tax Assets (Net)	1.41	1.26	2.06
Other Non Current Assets	0.00	0.00	0.00
Total Non Current Assets	117.44	104.35	58.04
Current Assets			
Inventories	145.51	64.52	34.88
Trade receivables	99.18	53.13	15.33
Cash & Bank Balance	2.58	5.03	5.30
Other Current Financial Assets	0.07	0.02	1.65
Short-Term Loans and Advances	17.46	10.01	6.48
Other Current Assets	31.54	21.64	2.49
Total Current Assets	296.34	154.35	66.13
Total Assets	413.78	258.70	124.17

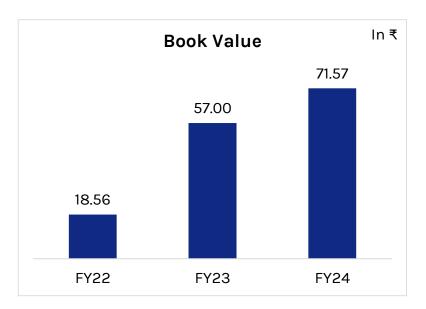
Equities & Liabilities	FY24	FY23	FY22
Equity	26.00	24.50	18.01
Reserves	154.38	110.60	27.44
Non Controlling Interests	5.69	4.54	0.01
Net Worth	186.08	139.65	45.46
Non Current Liabilities			
Non Current Borrowings	17.76	15.93	0.00
Lease Liabilities	0.50	0.76	0.66
Other Financial Liabilities	0.14	0.08	0.00
Deferred Tax Liability	1.72	4.21	6.17
Long Term Provision	1.13	0.56	0.22
Total Non Current Liabilities	21.24	21.55	7.06
Current Liabilities			
Current Borrowings	83.99	67.87	46.92
Lease Liabilities	0.26	0.23	0.15
Trade Payables	47.87	12.86	15.58
Short Term Provisions	3.63	3.31	3.60
Other Current Liabilities	70.70	13.23	5.40
Total Current Liabilities	206.46	97.50	71.65
Total Liabilities	413.78	258.70	124.17

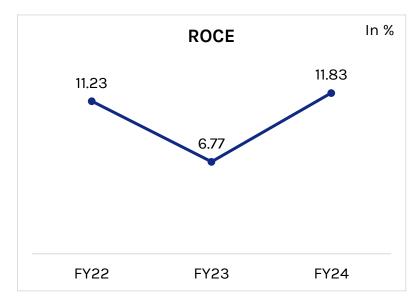
Consolidated Key Ratios

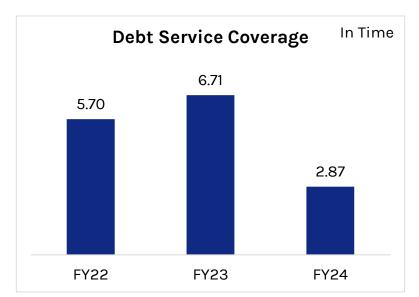


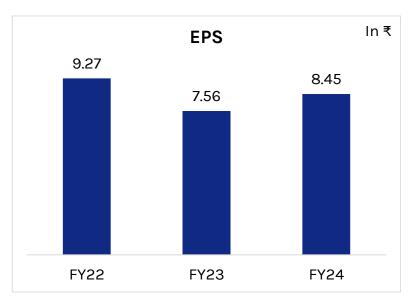










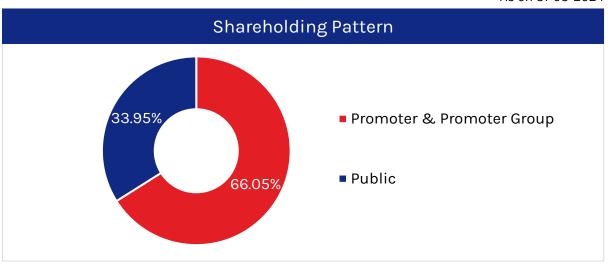


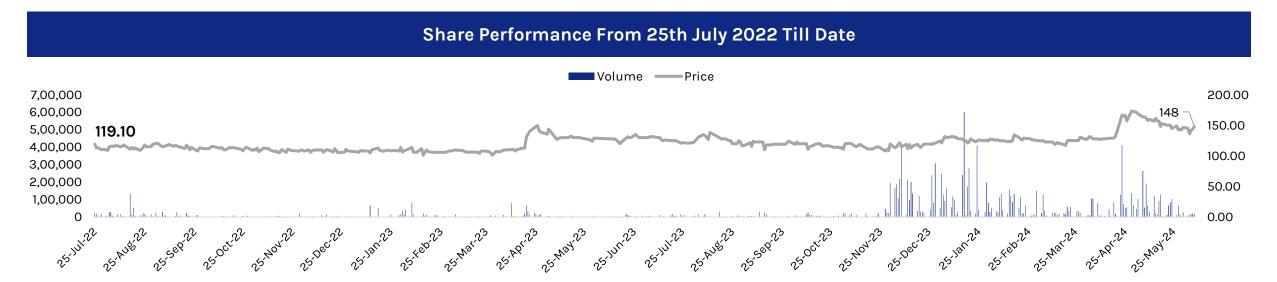


As on 07-06-2024

4 01 00 0004
As on 31-03-2024

Stock Information		
NSE Code	MWL	
ISIN	INEOJYY01011	
Share Price ₹	148	
Market Capitalization ₹ Cr	362.61	
No. of Share Outstanding	2,60,00,674	
Face Value ₹	10.00	
52 Week High ₹	184.00	
52 Week Low ₹	106.00	







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