

Date: 04/11//2024

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

Dear Sir/Madam,

**Sub:** Submission of Investor Presentation

Ref: NSE Symbol BAHETI; ISIN- INE029Q01017

This has reference to Regulation 30(6) read with Para-A of Part-A of Schedule-III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations). In accordance with the Listing Regulations, we hereby enclose a copy of investor presentation for H1FY25 of the Company.

Kindly take note of the same in your records.

Thanking you

Yours faithfully,

FOR, BAHETI RECYCLING INDUSTRIES LIMITED

BALKISHAN SHANKERLAL SHAH MANAGING DIRECTOR DIN: 03006486

Encl.: As Above



INVESTOR PRESENTATION

H1FY25



### DISCLAIMER

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Baheti Recycling Industries Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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 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





About Us

# TABLE OF CONTENTS

**Business Overview** 

02

Performance Highlights

03

Way Forward

01

04

**Industry Overview** 

05

Annexure

06







## ABOUT US

Incorporated in 1994, we are an Aluminium recycling Company, primarily engaged in processing Aluminium based metal scrap to manufacture Aluminium alloys in the form of ingots and Aluminium de-ox alloys in the form of cubes, ingots, shots & notch bars.

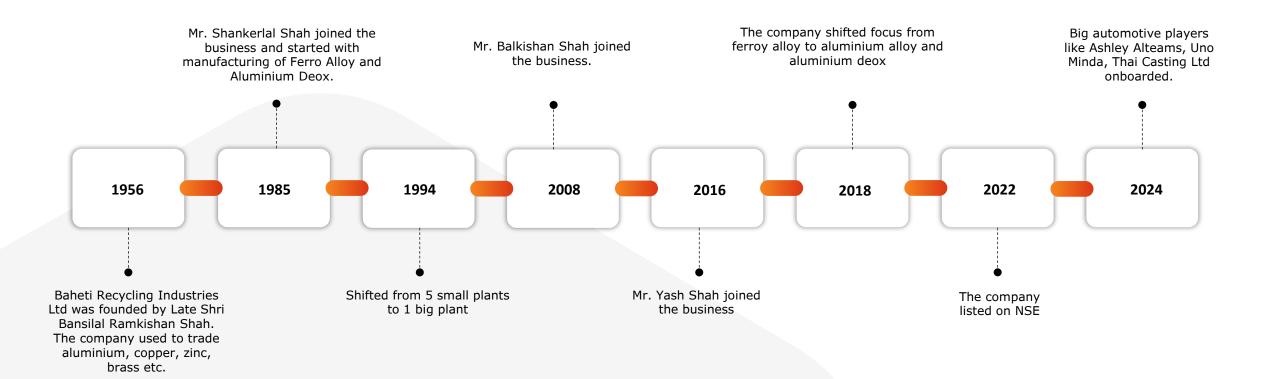
It caters to **Auto Ancilliary** Industry, **Automobile**Industry, **Electrical Components**, **Die-Casting** Industry, **Steel** Industry, **Conductors** etc.

Baheti is fully geared to meet the emerging global requirements of varied industries with premium quality alloys and ferro alloys manufactured at one single location using innovative techniques for maximum use of resources and increasing quality standard continuously.

Over 25 years of experience with 300+ qualified Employees and Workers and 150+ satisfied customers.



### **OUR JOURNEY**





## THE TEAM















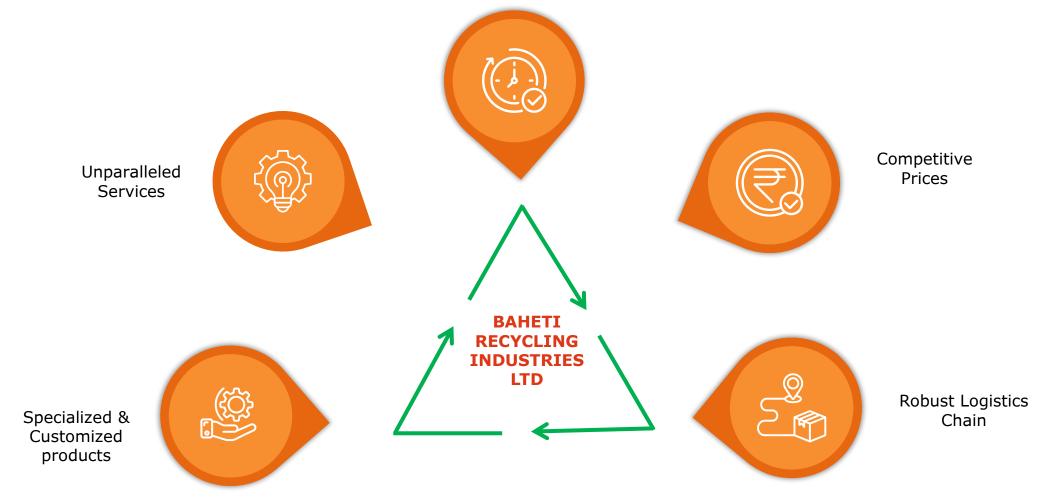




## **COMPANY STRENGTH**



ON-TIME Deliveries





## **OUR PRODUCTS**



Aluminium Notch Bar



**Aluminium Shots** 



Aluminium Cubes



Aluminium Ingot





## KEY ANNUAL HIGHLIGHTS



32,890 sq yard including
Idle land of ~5,000 sq yard
Additional ~10,000 sq yard available



**Employee Strength: 450 incl** 

**Contractual labour: 200+** 



Installed Capacity
29,160 MTPA



Current Capacity
Utilization ~63%



3 Rotary Facilities-Production Capacity 7 Mt each per day



8 Furnaces of 300 kg size each

Production 2 Mt each per day per
furnace



TRF (Tilting Rotary & Melting)
40 MTPD



7 Electric Furnaces of 700 kg size each - 3.5 Mt each per day



### CLIENTELE





























































**Top 10 customers: 75% of Total Revenue** 

## GLOBAL PRESENCE



We export the products at the preferred location of the buyer, which is either the consignee's country or buyer's country.

We further seek to identify markets where we believe we can provide cost advantages to our clients and distinguish ourselves from other competitors.

Going forward, we would like to continue to expand our international operations to enhance our global presence.

**Export Revenue: 3%** 







**Recycling -** Recycling is the key component of modern waste reduction theory. At BRIL, aluminium scrap is used to produce fine aluminium products.

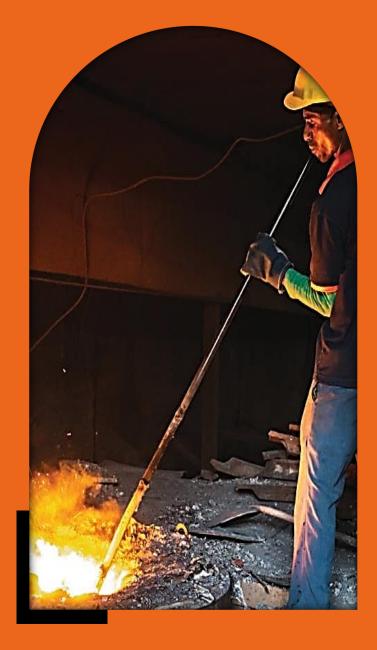
**Environmental Friendly - Recycling** process saves lot of natural resources and energy. it also reduces greenhouse gas emission.

Social Relations - Our long term relationship with customers, suppliers & communities are key to our business sustainability.

Human Resource - We have strong commitment to our employees and associates.

Financial Capital - At BRIL, we seek to maximize surplus funds from business operations as well as relevant monetization of asset and investments.





## **QUALITY ASSURANCE**

Spectro Analysis Test: For Chemical Analysis of Alloys

)2

Mobile Spectro Analysis: For Chemical Analysis of Raw Materials

Tensile Strength Testing: To know
Tensile Strength and Elongation of
Alloys

Microscopic Analysis: To know Grain Structure of Alloys

Vacuum Test: To Measure Dissolved H2 in Alloy

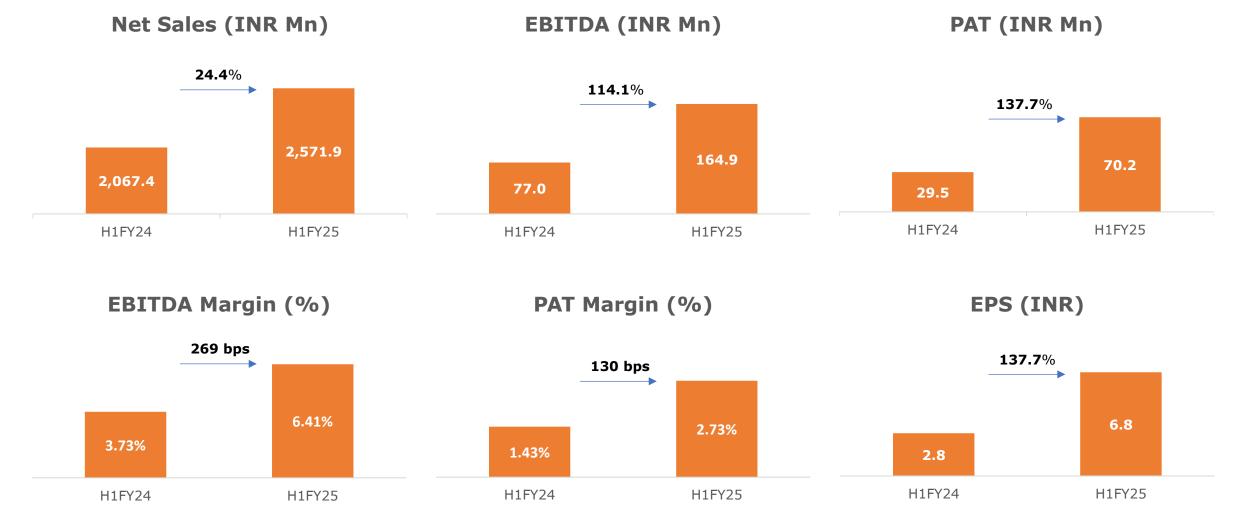
06

K-Mold Test: To Measure Inclusions in Alloy





## **KEY HIGHLIGHTS - H1FY25 (YoY)**





### HALF YEAR INCOME STATEMENT

Particulars (Rs. in Mn)	H1FY25	H2FY24	H1FY24	YoY(%)	FY24	FY23	YoY(%)
Net Sales	2,571.9	2,226.1	2,067.4	24.4	4,293.4	3,599.6	19.3
Expenditure							
Cost of materials consumed	1,922.0	1,914.0	1,617.2	18.9	3,531.2	3,285.0	7.5
Purchase of stock in trade	267.0	84.5	286.0	(6.7)	370.5	-	
Change in inventories	80.3	(53.4)	(14.0)	-674.8	(67.3)	(44.8)	(50.4)
Employee benefit expenses	21.7	55.1	49.8	-56.5	104.9	100.3	4.6
Other expenses	115.9	99.5	51.4	125.7	150.9	127.6	18.3
Total expenditure	2,406.9	2,099.8	1,990.4	20.9	4,090.1	3,468.1	17.9
EBITDA	164.9	126.3	77.0	114.1	203.3	131.6	54.5
EBITDA Margin (%)	6.41%	5.67%	3.73%	268.7 bps	4.74%	3.65%	108.1 bps
Other Income	1.9	0.5	0.5	273.9	1.1	6.0	(82.4)
Depreciation	7.8	6.1	4.2	84.1	10.3	8.0	28.8
EBIT	159.0	120.7	73.3	117.0	194.0	129.5	49.8
EBIT Margin (%)	6.18%	5.42%	3.54%	263.8 bps	4.52%	3.60%	92.0 bps
Interest	64.2	63.7	37.5	12.0	101.2	60.0	68.7
PBT	94.9	57.1	35.8	165.1	92.9	69.6	33.5
Tax	24.7	14.6	6.3	47.4	20.8	16.7	24.6
PAT	70.2	42.5	29.5	137.7	72.0	52.8	36.3
PAT Margin (%)	2.73%	1.91%	1.43%	130.1 bps	1.68%	1.47%	20.9 bps
EPS	6.8	4.1	2.8	137.7	6.9	6.8	1.9

Note: H1FY25 Revenue includes Scrap (Segregated /Sorted) Sale of Rs. 404.37 Mn

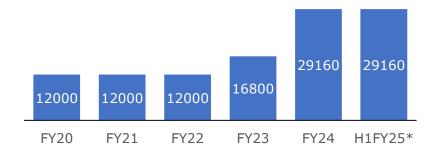


### CAPACITY AND UTILIZATION

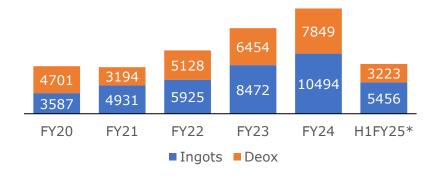
Particulars	FY20	FY21	FY22	FY23	FY24	H1FY25
Capacity (MT)	12,000	12,000	12,000	16,800	29,160	29,160
Actual Production (MT)						
-Aluminium Alloy Ingots	3,587	4,931	5,925	8,472	10,494	5,456
-Aluminium Deox	4,701	3,194	5,128	6,454	7,849	3,223
Total Actual Production (MT)	8,288	8,125	11,053	14,926	18,343	8,678
Total Capacity Utilization (%)	69.1%	67.7%	92.1%	88.8%	62.9%	59.5%*

<sup>\*</sup>Capacity utilization of 59.5% considered on annualized capacity of 29,160 MT

### **Total Installed Capacity (MTPA)**



### **Actual Production (MTPA)**



## REVENUE BREAK UP AND ACTUAL PRODUCTION



### **Aluminium Alloy Ingots**

Revenue (Rs.Mn)	FY20	FY21	FY22	FY23	FY24	H1FY25
Domestic	356.4	485.0	967.1	1,724.8	2,062.8	1,167.1
Exports	74.9	162.0	214.4	57.2	32.5	48.0
Total	431.3	647.0	1,181.5	1,782.0	2,095.3	1,215.1
Actual Production (MT)	3,587	4,931	5,925	8,472	10,494	5,455

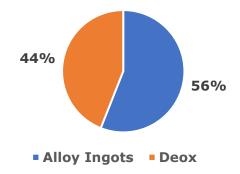
#### **Actual Production** 12,000 2500 10,000 2000 8,000 1500 6,000 1000 4,000 500 2,000 FY20 FY21 FY22 FY23 FY24 Alloy Ingots (MTPA) Deox (MTPA) Ingot Revenue (Rs Mn) — Deox Revenue (Rs Mn)

**Annual Revenue &** 

### **Aluminium Deox**

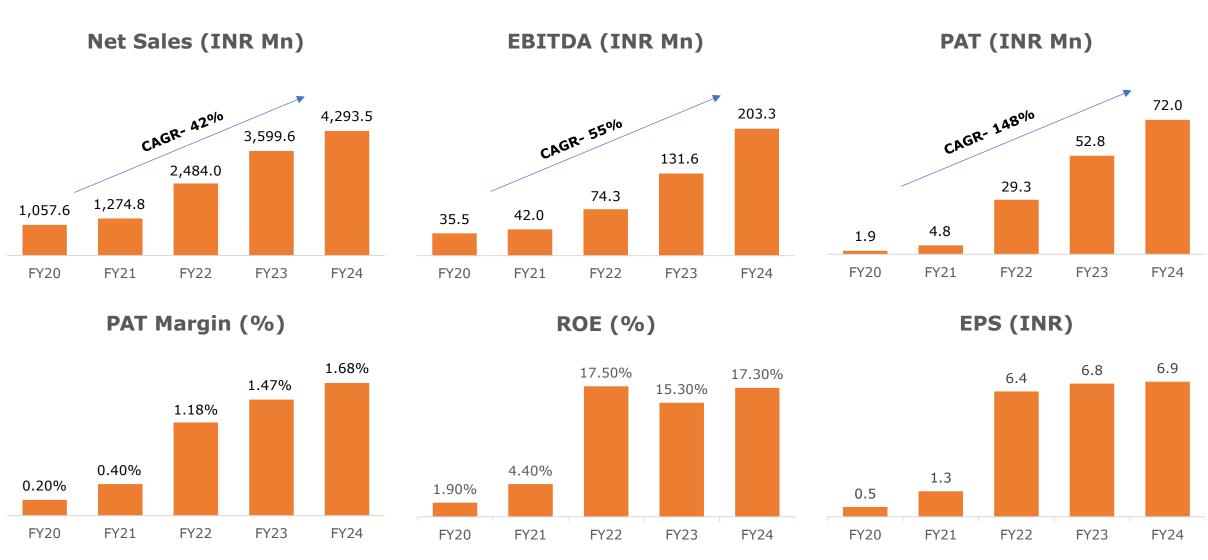
Revenue (Rs.Mn)	FY20	FY21	FY22	FY23	FY24	H1FY25
Domestic	626.3	627.9	1,297.6	1,810.7	2,198.1	952.4
Exports	0	0	4.8	6.9	0	0
Total	626.3	627.9	1,302.4	1,817.6	2,198.1	952.4
Actual Production (MT)	4,701	3,194	5,128	6,454	7,849	3,223

### **Revenue Breakup - H1FY25**





### ANNUAL FINANCIAL HIGHLIGHTS





### ANNUAL INCOME STATEMENT

Particulars (Rs. in Mn)	FY22	FY23	FY24
Net Sales	2,484.0	3,599.6	4,293.4
Expenditure			
Cost of materials consumed	2,209.9	3,285.0	3,531.2
Purchase of stock in trade		-	370.5
Change in inventories	4.9	(44.8)	(67.3)
Employee benefit expenses	85.2	100.3	104.9
Other expenses	109.6	127.6	150.9
Total expenditure	2,409.7	3,468.1	4,090.1
EBITDA	74.3	131.6	203.3
EBITDA Margin(%)	2.99%	3.65%	4.74%
Other Income	8.6	6.0	1.1
Depreciation	7.5	8.0	10.3
EBIT	<b>75.5</b>	129.5	194.0
EBIT Margin(%)	3.04%	3.60%	4.52%
Interest	34.9	60.0	101.2
PBT	40.6	69.6	92.9
Tax	11.3	16.7	20.8
PAT	29.2	52.8	72.0
PAT Margin (%)	1.18%	1.47%	1.68%
<b>EPS</b>	6.4	6.8	6.9



### **BALANCE SHEET**

Liabilities (Rs. in Mn)	FY22	FY23	FY24
Share Capital	45.65	103.69	103.69
Reserves & Surplus	121.62	240.63	312.63
Total Equity	167.27	344.31	416.32
Long Term Borrowings	59.85	110.73	104.96
Deferred Tax Liabilities	6.26	5.42	4.95
Long Term Provision	-	-	-
Non-Current Liabilities	66.10	116.15	109.91
Short Term Borrowings	447.63	600.11	885.23
Trade Payables	106.69	175.14	178.18
Other Current Liabilities	31.34	34.02	42.91
Short Term Provisions	-	-	14.80
Current Liabilities	585.67	809.26	1,121.12
Total Equity & Liabilities	819.04	1,269.72	1,647.35

Assets (Rs. in Mn)	FY22	FY23	FY24
Fixed Asset	71.15	91.91	102.47
Work In Progress	-	-	76.50
Deferred tax assets (net)	-	-	-
Non-Current Investment	-	-	-
Long Term Loans and Advances	-	-	5.40
Non-Current Assets	71.15	91.91	184.77
Current Investment			
Inventories	308.47	541.03	886.74
Trade Receivables	381.73	541.59	483.86
Cash & Cash Equivalents	3.77	9.45	3.10
Short Term Loans and Advances	44.92	59.93	71.23
Other Current Assets	9.00	25.81	17.65
<b>Current Assets</b>	747.89	1,177.81	1,462.58
Total Assets	819.04	1,269.72	1,647.35











India Aluminium Market size was valued at USD 11.28 billion in 2023, and is predicted to reach USD 19.76 billion by 2030, with a CAGR of 7.6% from 2024 to 2030.

According to the National Investment Production and Facilitation Agency, the Indian government invested USD 1.4 trillion in infrastructure between 2019 and 2023 to achieve sustainable national development.

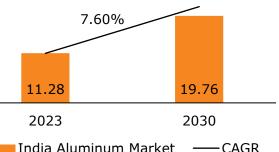
In fiscal 2021, India exported approximately 1.08 million tons of aluminum alloy ingots, and these exports were major to countries such as China, Japan, Taiwan, Mexico, Korea, etc. Also, during the same period, aluminum extrusions were mainly exported to the United States, UAE, Canada, etc

Indian major players in secondary market are Vijayshree Alloys (Pune) Pvt. Ltd., Sun Industries Ltd., Shree Balaji Alumnicast Pvt. Ltd. etc

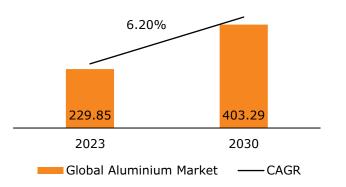
Global Aluminum Market size was valued at USD 229.85 billion in 2023, and is predicted to reach USD 403.29 billion by 2030 with a CAGR of 6.2%

The per capita consumption of aluminum globally has reached an average of 11 kg, while in India; it remains significantly lower, ranging from 2.5 to 2.8 kg

### Market Size (USD Bn)



#### Market Size (USD Bn)







### **MARKET DRIVERS**



The rising demand for aluminum from the food, packaging, and pharmaceutical industries will likely favor the market's growth.



Growth in the electric vehicles market will likely provide new growth opportunities.



**Increasing Demand** from the Building, Construction & Solar Industry



Asia-Pacific Region Expected to Dominate the Market.



India will likely witness an investment of around USD 1.3 trillion in housing over the next seven years, during which it will likely witness the construction of 60 million new homes.



The Union Cabinet of India approved the setting up a USD 3.58 billion alternative investment fund (AIF) to revive around 1,600 stalled housing projects across the top cities in the country.



The Indian electronics market is expected to reach USD 400 billion by 2025.
Additionally, India is expected to become the world's fifth-largest consumer electronics and appliances industry by 2025.



Due to Russian Sanctions
Aluminium imports to Europe
from Russia have
significantly reduced
Good opportunity for
Indian players to export
to European Markets





## CERTIFICATIONS













### **Baheti®Recycling Industries Limited**

A-2/3, L.R. Apartment Opp. Police Comm. Office, Shahibaug, Ahmedabad – 380004, Gujarat (India)

info@bahetiindustries.com www.bahetiindustries.com

### KAPTIFY® CONSULTING

Strategy & Investor Relations | Consulting contact@kaptify.in / +91-845 288 6099 www.kaptify.in