



D P WIRES LIMITED

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🌐 www.dpwires.co.in

Date: - June 19th 2024

To, National Stock Exchange of India Limited, Listing Department Exchange Plaza,C-1 Block-G, Bandra-Kurla Complex, Bandra(E) ,Mumbai-400051	To, Bombay Stock Exchange, Listing Department, P.J. Tower, Dalal Street ,Fort, Mumbai-400001
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Dear Sir/Madam,

Subject: - Investor Presentation

NSE Scrip – DPWIRE & BSE Scrip: 543962, ISIN: - INE864X01013

Dear Sir/Madam,

With reference to above subject, please find attached herewith Investor Presentation. You are requested to kindly update the same on your website.

Kindly take the above on your records in Pursuance of the SEBI (LODR), Regulation, 2015.

Thanking you,

Yours Faithfully,

For DP Wires Limited

KRUTIKA
MAHESHWARI
RI

Digitally signed by
KRUTIKA
MAHESHWARI
Date: 2024.06.19
18:22:30 +05'30'

Krutika Maheshwari

Company Secretary and Compliance officer
(On behalf of the Board)

Date:-19/06/2024

Place: - Ratlam



CIN: L27100MP1998PLC029523

Registered Office

16 – 18A, Industrial Area, Ratlam, Madhya Pradesh, India – 457001



INVESTOR PRESENTATION Q4 & FY24

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Growth Drivers

25 Years of Excellence and Building Competencies...



Operational Excellence

Key Products
LRPC Strands & Steel Wires
ISO 9001-2015
Installed Capacity
>84,000 MT

Employee Strength
200+

Branch Network
8 Cities

Caters to over
100+ Clients

Financial Excellence

38% Revenue CAGR*

21% ROE & 30% ROCE

20% EBITDA CAGR*

0.01x D/E (Debt Free)

24% PAT CAGR*

2019 – 2023/24

- Migrated to NSE Mainboard in **Jan-20**
- Turnover crossed **Rs 1,000 Cr in FY23**
- Wire Division capacity increased to **100,000 MT**
- Forayed into export markets – Bangladesh, USA and Brazil
- Listed on BSE under Direct Listing category in **Aug-23**

2008 - 2018

- Turnover crossed **Rs 200 Cr in FY18**
- IPO and listing on NSE SME Platform in **Oct-17**
- Turnover crossed **Rs 100 Cr in FY15**
- Wire Division capacity crossed **28,000 MT in FY16**

1997 – 2007

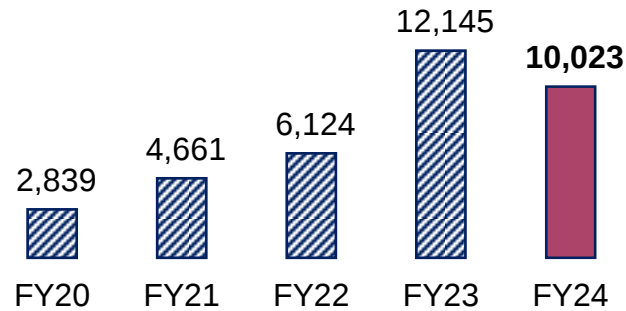
- Started production of **LRPC Strand** in **FY04**
- Commenced production of Wire drawing of **Stainless Steel, Alloy Steel, Polyethene**
- Incorporated DP Wires in **1997-98**

* FY19-FY23

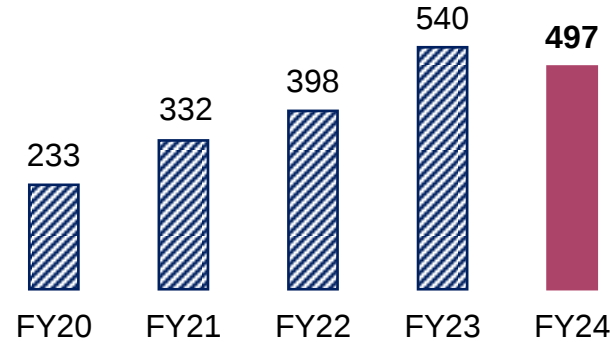
FY24 - Stable Performance despite Challenging Environment



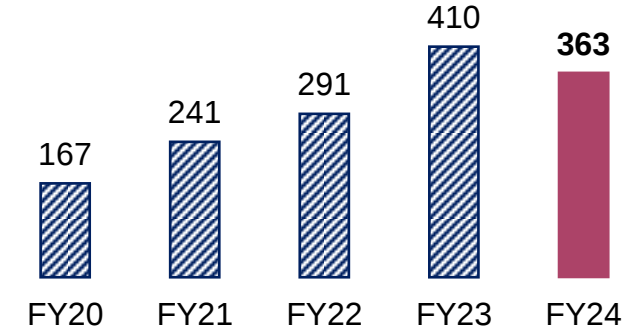
Revenue (Rs Mn)



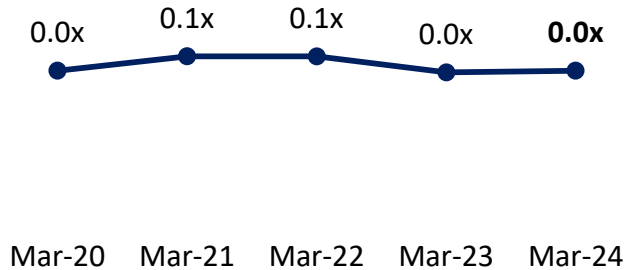
EBITDA (Rs Mn)



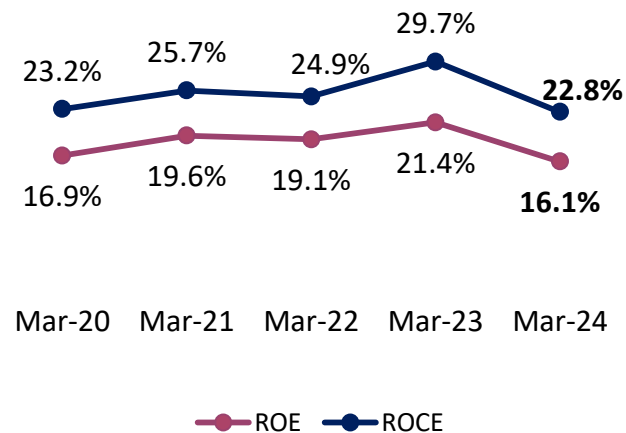
PAT (Rs Mn)



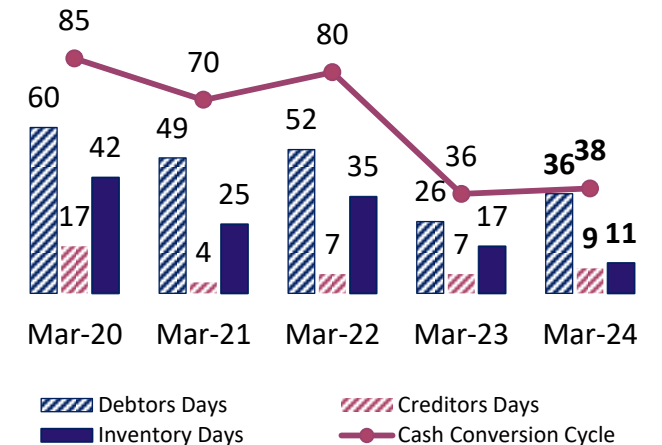
Debt/Equity (X)



ROE (%) & ROCE (%)



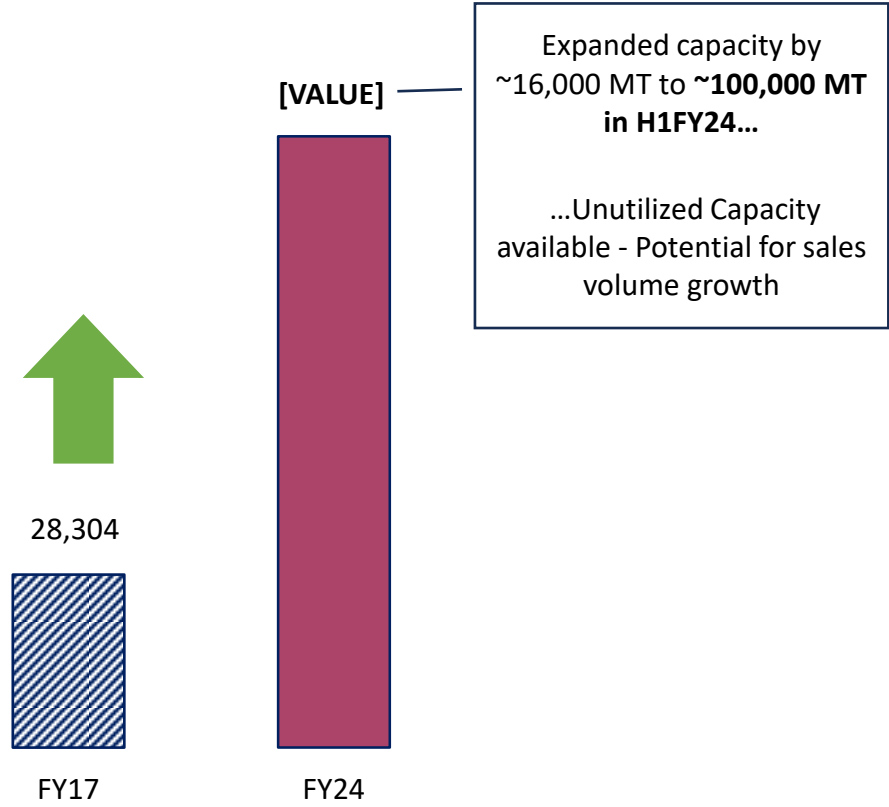
Working Capital (Days)



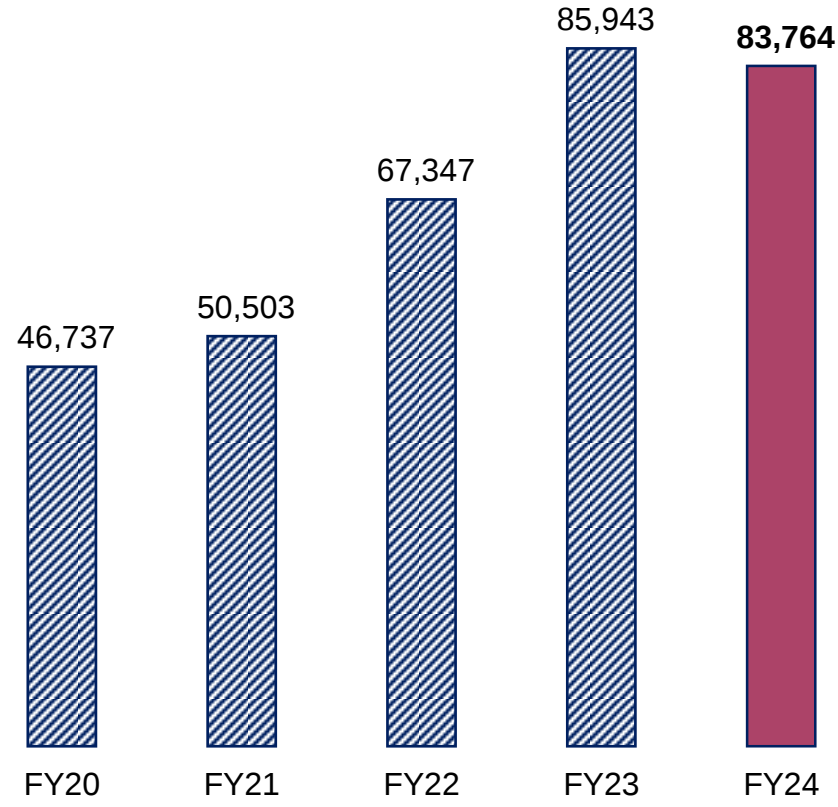
Consistently Growing Capacity and Sales Volumes



Capacity (MT) - 3x in 5 Years



Consistently Growing Sales Volume



Q4FY24 - Updates

- Global steel prices were on a declining trend in April 2024, due to a combination of local and global issues.
- Due to the State & General Election conducted during the last quarter of FY2024 has impacted overall demand & supply of the LRPC products
- FY24 Steel Wires' capacity utilization was recorded at 93% highest ever till date

Other Highlights

- Forayed and developed exports in Bangladesh; Also exported the 1st batch of LRPC to the USA and Brazil markets (no updates)
- Continuously focusing on addition of New Clients
- Maintaining **Zero Net Debt** as on 30-Sept-2023. Continuing Strong credit rating - **LT rating of CRISIL A2-/Stable and ST rating of CRISIL A2+**

Profit & Loss – Q4 & FY24



Particulars (Rs Mn)	Q4FY24	Q4FY23	Y-o-Y (%)	Q3FY24	Q-o-Q (%)	FY24	FY23	Y-o-Y (%)
Net Revenue	2,085	3,871	-46%	2,536	-18%	10,023	12,152	-18%
Total Expenses	1,950	3,668		2,446		9,526	11,605	
EBITDA	135	202	-33%	90	49%	497	547	-9%
<i>EBITDA Margin</i>	<i>6.5%</i>	<i>5.2%</i>	<i>124 bps</i>	<i>3.6%</i>	<i>291 bps</i>	<i>5.0%</i>	<i>4.5%</i>	<i>45 bps</i>
Depreciation	11	10		10		40	35	
Interest Cost	3	6		7		29	20	
Other Income	10	22		13		61	61	
PBT	132	208	-37%	86	54%	488	553	-12%
Tax expense	33	57		23		124	143	
PAT	98	151	-35%	63	55%	363	410	-11%
<i>PAT Margin</i>	<i>4.7%</i>	<i>3.9%</i>	<i>82 bps</i>	<i>2.5%</i>	<i>222 bps</i>	<i>3.6%</i>	<i>3.4%</i>	<i>25 bps</i>
EPS (in Rs)	6.3	9.7		4.1		23.4	26.5	

Annual Profit & Loss



Particulars (Rs Mn)	FY20	FY21	FY22	FY23	FY24
Net Revenue	2,839	4,667	6,124	12,145	10,023
Total Expenses	2,606	4,335	5,726	11,605	9,526
EBITDA	233	332	398	540	497
<i>EBITDA Margin</i>	8.2%	7.1%	6.5%	4.4%	5.0%
Depreciation	20	22	25	35	40
Interest Cost	13	11	21	20	29
Other Income	23	31	36	68	61
PBT	223	324	388	553	488
Tax expense	56	83	98	143	124
PAT	167	241	291	410	363
<i>PAT Margin</i>	5.9%	5.2%	4.7%	3.4%	3.6%
EPS (in Rs)	12.3	17.8	21.4	30.2	23.4

Balance Sheet Trend



Liabilities (Rs Mn)	Mar - 22	Mar - 23	Mar - 24
Total Equity	1,518	1,915	2,262
Share Capital	136	136	155
Other Equity	1,382	1,779	2,107
Non-Current Liabilities	28	11	9
Borrowings	21	7	6
Lease Liabilities	3	3	3
Current Liabilities	415	589	352
Borrowings	108	11	2
Trade Payables	89	221	212
Other Financial Liabilities	-	0	0
Other Current Liabilities	198	314	115
Provisions	19	43	23
Total Liabilities	1,960	2,515	2,623

Assets (Rs Mn)	Mar - 22	Mar - 23	Mar - 24
Non-Current Assets	297	341	360
PPE	184	199	208
Other Non-Current Asset	1451	0	153
Current Assets	1,663	2,173	2,263
Inventories	471	496	279
Debtors	878	870	983
Cash Eq. and Bank	83	333	470
Loans	41	0	0
Current Tax Assets	0	0	2
Other Current Assets	190	474	529
Total Assets	1,960	2,515	2,623

Cash Flow



Particulars (Rs Mn)	FY22	FY23	FY24
Net cash generated from Operating Activities (A)	45	455	236
Net cash used in Investing Activities (B)	-48	-61	-45
Net cash used in Financing Activities (C)	29	-148	-57
Net (decrease)/ increase in cash and cash equivalents (A+B+C)	26	247	134
Add: Cash & Cash equivalent at the beginning of the year	35	61	308
Cash & cash equivalent at the end of the year	61	308	442

Company Overview



About DP Wires



- Established in the year 1998, DP Wires is India's one of the leading manufacturers and suppliers of Steel wires, and Plastic films which find its application in industries like Oil & Gas, Power, Environment, Civil, Energy, Automobile, Infrastructure etc.
- Manufacturing facilities with a capacity of ~100,000 MT per annum is situated in a single premise in Ratlam, Madhya Pradesh
- ISO certified range of products that cater to marquee clients such as Hindalco, L&T, APCO, Gannon Dunkerley, Simplex Infrastructures, Vascon Engineers and such others



Vision

Our vision is to be the leading player in the wire business by providing a complete solution, adopting cutting-edge technologies, and ensuring long-term, inclusive growth for all the stakeholders.



Mission

Consistent with the vision and values of the founder Shri Kantilalji Kataria, DP Wires strives to Strengthen India's Infrastructure base by providing the best quality products manufactured using the best of technology, thereby creating a value for all the stakeholders.



Core Values

- **Customized economical** solutions
- **High quality products** and services
- **Relationship based Ethos**
- **Economical** use of resources

Experienced Management at the Helm



Mr. Kantilal Kataria, *Non-Executive Director*

- The genius behind the DP wires, currently working as the Non-Executive Director of the company
- Graduated as BE Mechanical from GSITS Indore (M.P.) Gold Medalist in the year 1970.
- Having experience of 50+ Years in steel wires and plastic products
- Huge credit goes to Mr. Kataria for making the company reach this position.



Mr. Praveen Kataria, *Managing Director*

- Holds the degree in B.E.(Production) from Akola
- Having experience of 27+ Years in Production and Quality Control departments
- Actively involved in improving the technology, cost reduction in producing of steel wire and plastic division.



Mr. Arvind Kataria, *Whole-Time Director & CFO*

- Post Graduated as Master in Commerce
- Having experience of 22+ Years in promotion and quality control at organization
- Personal attention to ensure that the company gets worldwide reach for its high-quality manufacturing products



- **Sourcing** – TATA Steel, JSW, Electro steel
- **100,000 MT** capacity of Wires
- **Growth** - Sufficient space to plan future capacity expansion with minimum capex

Integrated Facilities Under One Roof

Sourcing of raw material → Pickling → Wire Drawing → Stranding → Inspection → Packing
& Storage

1

Wire Rod



2

Surface
Treatment



3

Drawing



4

Stranding

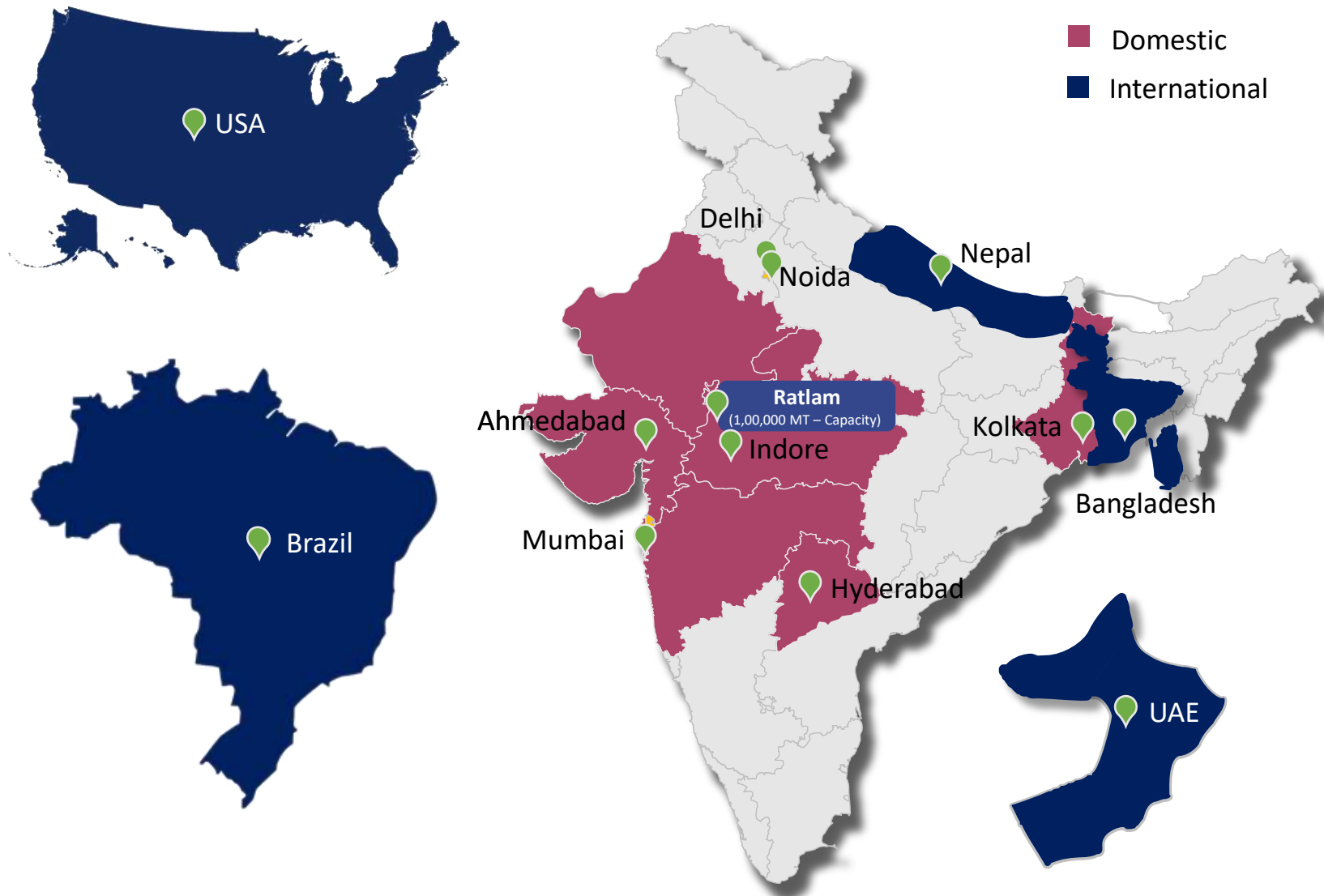


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Inspection



Strategically Located – Close to all demand centers



Centrally Located Manufacturing Plant that can cater to Northern and Southern Markets



In between India's major metro cities i.e., Mumbai & Delhi



Widespread distribution network in all the key markets in India



Exporting to foreign countries

Steel Products - Wide Product Portfolio



LRPC Strands

Features

- Low Relaxation Pre-Stressed Concrete Steel Strands which are used in pre-stressing of concrete for different kind of construction works.
- Better build which in turn assures the safety and longevity.

Uses

- To prestress the concrete in different types of construction works
- Use in High Rise Commercial & Residential Complexes
- Used in all the Government Infra projects (Offices, Metros, Bullet Train etc)



Steel Wire

Features

- Heat Resistant + Smooth Surface

Uses

- To make railway sleepers
- To make PCC Poles



Induction Tempered Wire

Features

- Spring wire is a type of wire which is known for its property of offering high wear resistance.

Uses

- Suspension springs for metro trains, shock absorbers of vehicles and even in the emergency brakes of large vehicle



Quality & Reliability



ISI-Certified Products



Pan-India Delivery



Easy Logistics



Better Pricing

Long Standing Relationships with Marquee Clients



**Approved Supplier in
Bullet Train Project**

**Approved Supplier in Metro
Projects of India**

**Supplier of most of the mall
constructions in Mumbai, Delhi**

**National Highways
Authority of India**



**Nuclear Power
Corporation of India**



**Kolkata Metro
Railways**



**Gujarat Metro Rail
Corporation**



**Madhya Pradesh Metro
Rail Corporation**



J Kumar Infra



**Delhi Metro
Rail Corporation**



**Maharashtra Metro
Rail Corporation**



**National Thermal
Power Corporation**



**Simplex
Infrastructure**



Larsen & Toubro



Dilip Buildcon Ltd

Business Strength



Well Placed to Continue the Growth Trajectory



Capacity Expansion

Expanded capacity by ~16,000 MT to **~100,000 MT** in **H1FY24**

Market Expansion

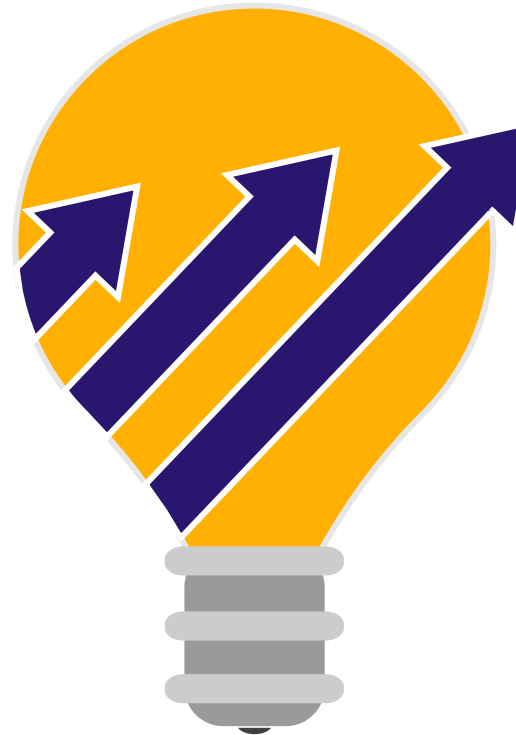
- Domestic Market – Deepening relations with Existing clients
- Export Market - Foraying into Newer Geographies

Product Expansion

Developing new product vertical like **Steel Spring Wires & Induction Tempered Wires**

Sector Opportunity

Product (LRPC) usage increasing in construction. Niche product with few players in the industry acts as an entry barrier





- The government's capital drive contributed in maintaining the capacity utilization rate for the steel sector at a forecast of 80% in FY2024, regardless of assigning of some new expansion projects
- Considering that the Central Government's capital expenses (capex) are anticipated to rise by 37% YoY in FY2024
- Rating Agencies has revamped upwards its steel consumption growth estimate for FY2024 to 8-10%
- The withdrawal of export duties, monthly finished steel exports have doubled to around 0.6 MT in Q4 FY23 from the November 2022 lows of 0.3 MT. While this pick-up is encouraging to see, the near-term growth opportunities in the overseas markets which looks more challenging
- As trade flows are shifted to fast-growing nations, imports of steel have increased during FY2023, that resulted in India becoming a net importer of finished steel for five months in a row between October 2022 and February 2023.
- Because of the local demand's sustained strength and the rising cost of inputs, domestic steel prices are anticipated to follow the global prices in direction and rise.

~10%

India's steel demand growth in FY23

125* MT[#] (↑ by 4%)

Crude Steel Production in India in FY23*

121* MT[#] (↑ by

7%)
Finished Steel Production in India in FY23*

6.0 MT[#] (↑ by 27%)

Imports of Finished Steel from India in FY23

6%

India's Steel Sector CAGR for past 5 years*

120 MT[#] (↑ by

13%)
Consumption of Finished Steel in FY23*

300 MT[#]

Production capacity of Steel by 2030-31 as per the National Steel Policy 2017*

US\$ 100 Bn

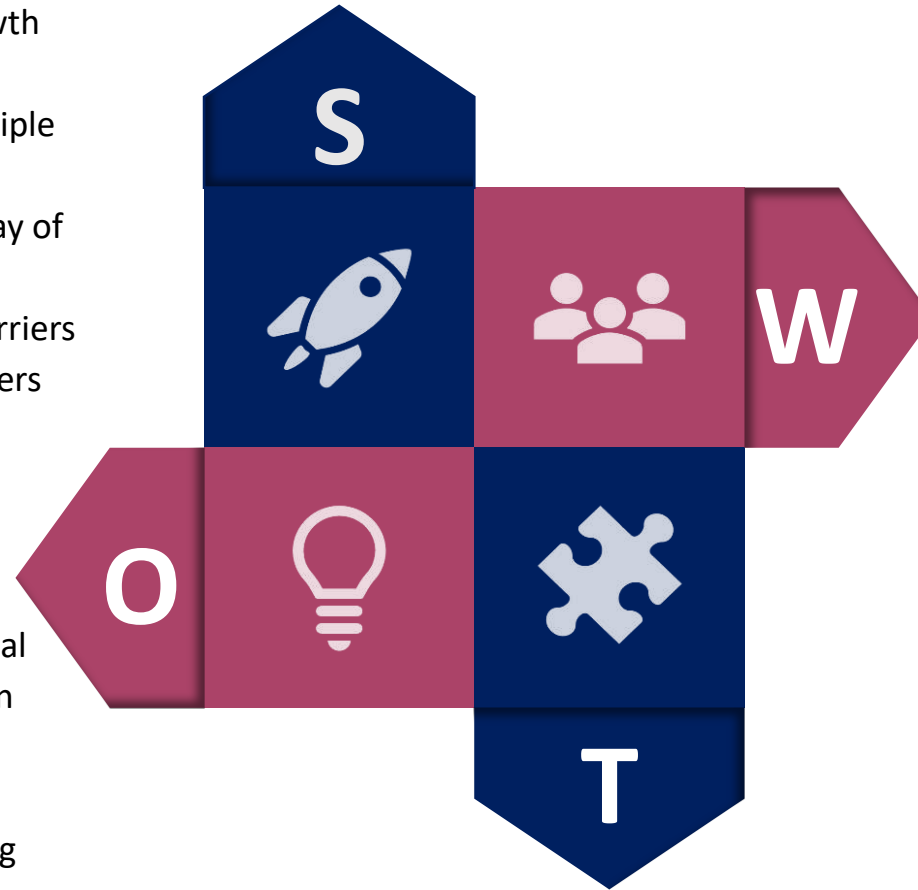
Proposed capital spending will grow by 35.4% year on year

STRENGTH

- Strong and proven track record of delivering growth through innovation
- Resilient business model that has withstood multiple business cycles
- Diversified product portfolio catering to wide array of customers
- Niche product in the Industry, with High Entry Barriers
- Long standing relationship with marquee customers

OPPORTUNITIES

- India's burgeoning economy – growth for auto, real estate, Infrastructure, white goods, transportation
- Increase in Demand for LRPC strands across the Globe
- Thrust on Infrastructure – GOI spending increasing YoY to bolster country's infrastructure

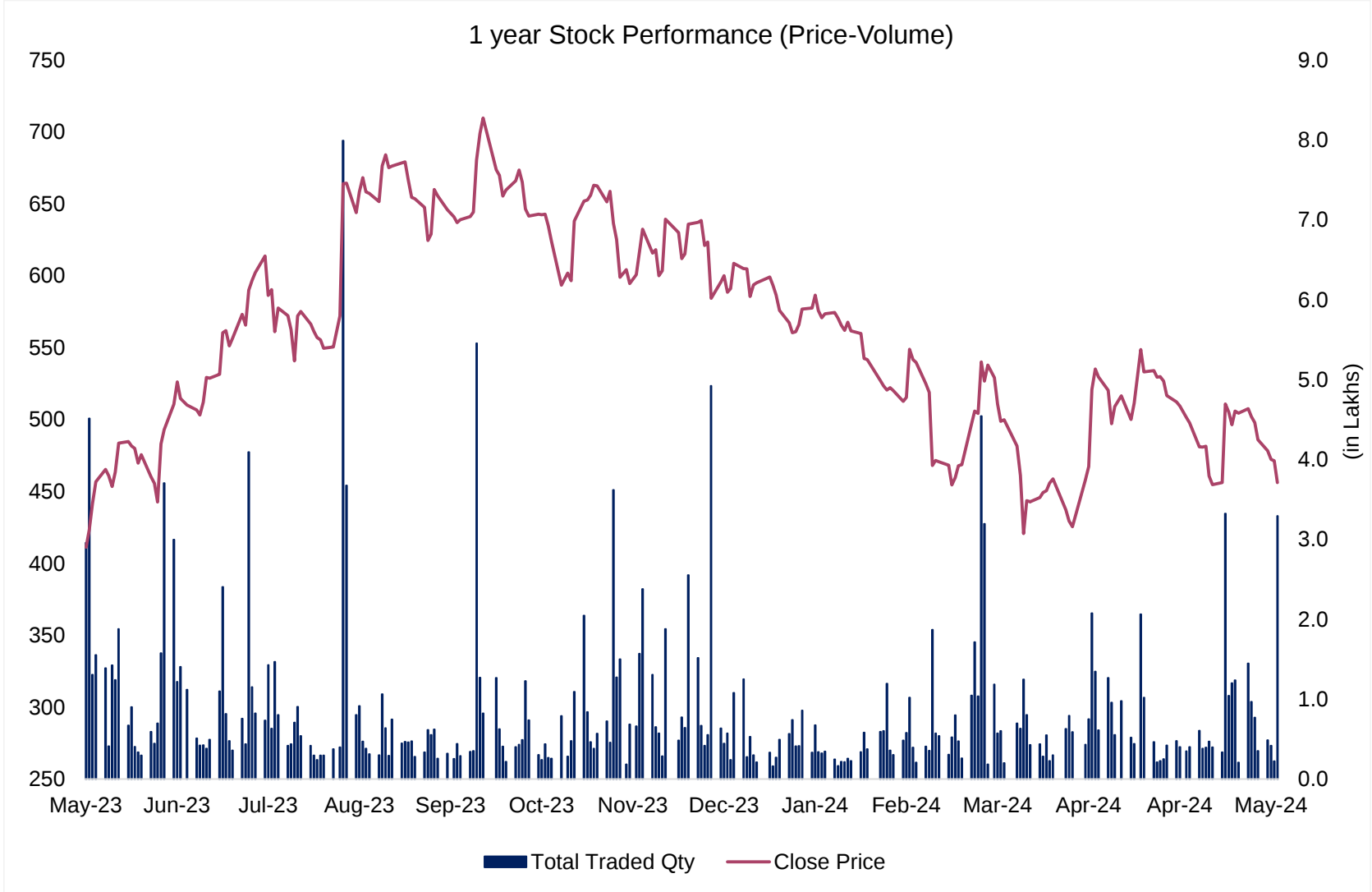


WEAKNESS

- Competition from larger established peers
- Players from unorganised sector pose price challenges in the medium term
- Requirement of latest technologies

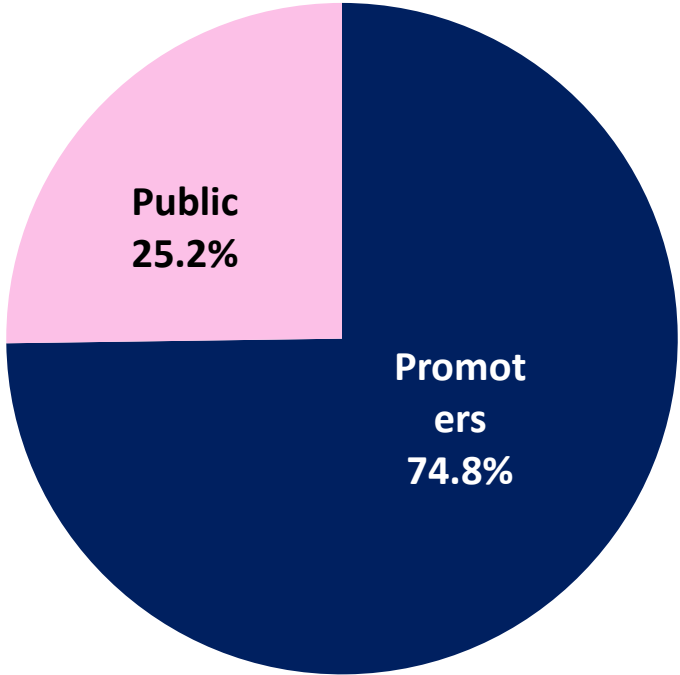
THREATS

- Evolving regulations in the Industry – especially to combat pollution
- New age materials that could require extensive capital investment



Stock Price Chart as on **30-May-2024**

Shareholding Pattern
(as on Mar '24)



Thank You



16-18A, Industrial Estate, Ratlam – 457001

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