

Kalyani Cast Tech Limited

Investor Presentation

www.kalyanicasttech.com



Our Company

Delivering Excellence since 2012



A cargo container manufacturing company specializing in various container types, including ISO containers, dwarf containers, and casting products including coupler components.



The company has an extensive experience, technical expertise, and a modern manufacturing facility.



KCT makes use of innovative techniques like the no-bake molding system and automated sand plant.



With a history of innovation and significant growth within a decade of operation they maintain a satisfied client base due to their professional services.

Journey to Excellence

By virtue of years of collective experience of the Top-Management team in the industry



Product Pipeline

Different Types of Cargo Containers

40' Coil Containers

Can carry single coils up to 24 tons each, with enhanced cargo safety due to its in-house developed composite flooring system.



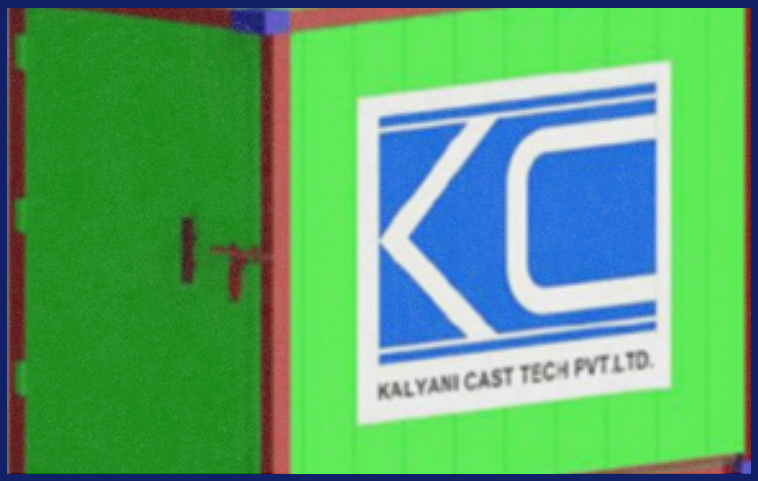
42' Coil Container

Ideal for transporting heavy cargo, including 20-ton single coils and long pipes, while safeguarding the coils with a 10mm rubber seat.



40' Dwarf Containers

Designed for light cargo and rail services, allows double stacking on all Indian Railways routes, pioneering a cost-saving concept reducing transportation costs by 20-50%.



Cuboid Containers

Suitable for parcels, minimizes cargo handling, optimizes first and last-mile transport, and reduces Less than Truck Load cargo costs by 20-25%.



20' Side Access Container

Have side doors for convenient loading and unloading.

Product Pipeline

Different Types of Foundry Products

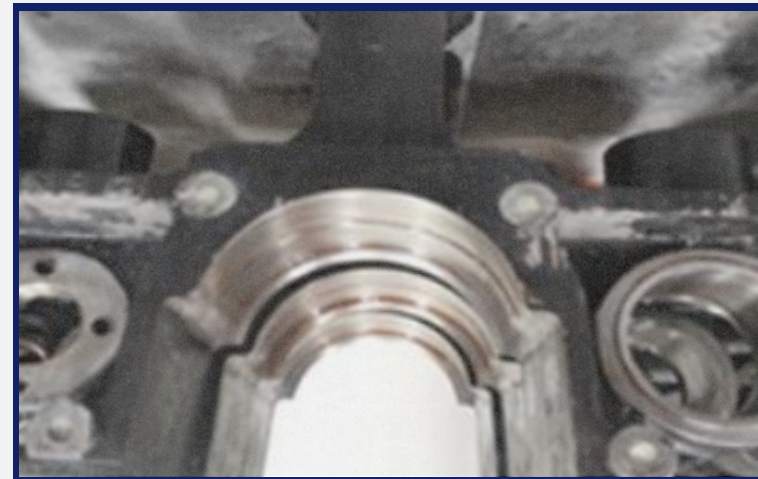
Motor Hub Traction Motors

Small, powerful engines that help vehicles move smoothly and efficiently.



Adapter

A crucial component that ensures compatibility and efficient operation of various equipment.



MG Coupler Components

Essential parts used in railway coupling systems to connect and secure train cars for safe and efficient transportation.



Bearing House

The bearing housing for an electric locomotive is made from DIN 1782 material to provide a strong and reliable support structure to an electric locomotive.



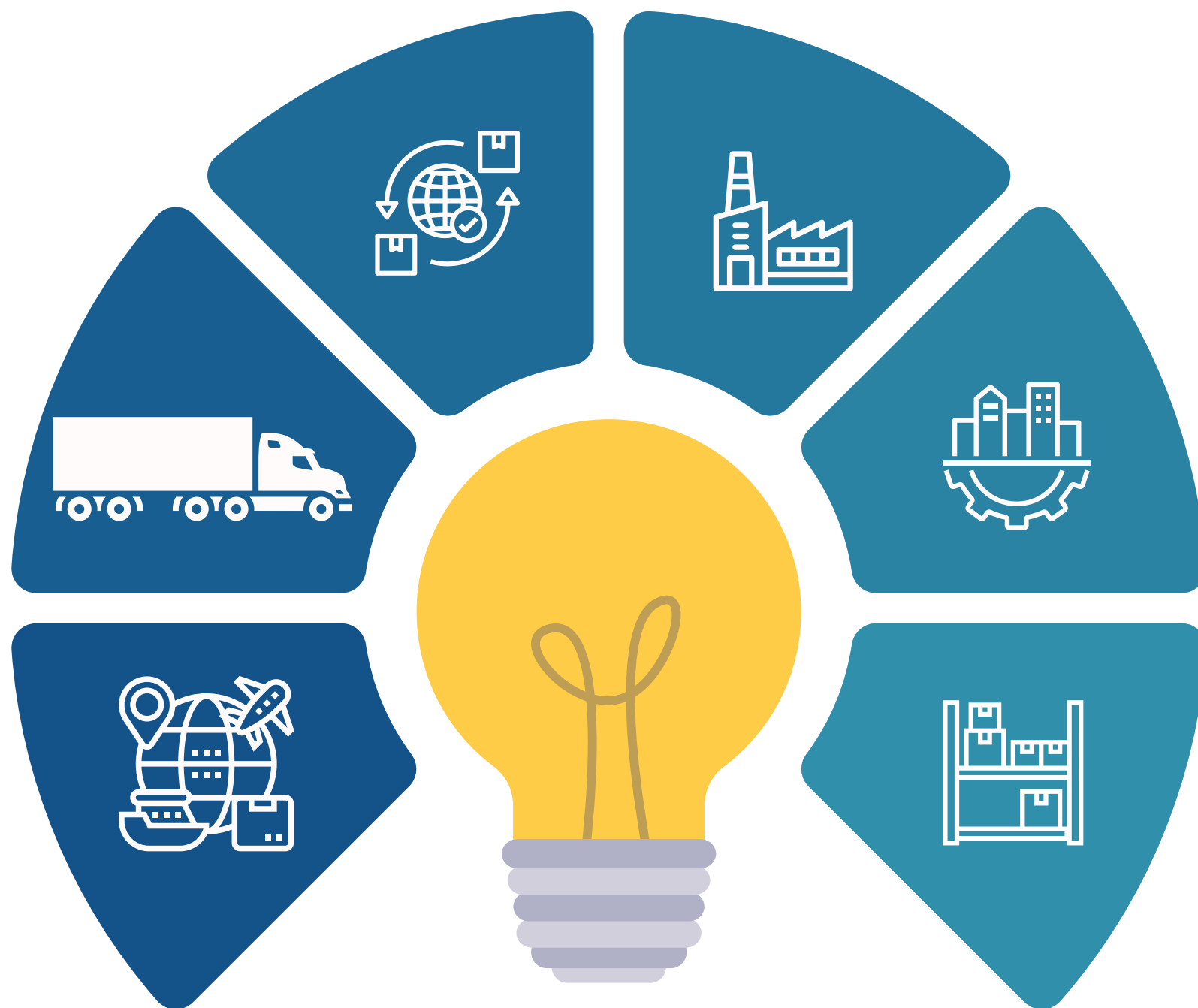
Corner Castings

An in-house development designed for secure stacking and transportation of cargo containers, especially dwarf containers, with exclusive manufacturing capabilities for corner castings worldwide.



Industries Catering

With several years of experience in the Indian container market, Kalyani Cast-Tech caters to a diverse clientele across the country cargo containers



Shipping and Logistics Companies

For transporting goods via sea, land, or air, or for their own fleet.



Container Train Operators and Freight Forwarders

To meet the cargo transportation needs of clients at ICDs scattered across India and to fulfill their clients' shipping needs & coordinate container transportation.



Importers and Exporters

To transport goods across borders or receive goods from suppliers.



Manufacturers and Distributors

For storage, warehousing, and efficient transportation of their products.



Construction and Infra Firms

For temporary storage, site offices, or as modular building components for projects.



Storage Businesses

For individuals or businesses needing storage solutions (rentals or sales).

Manufacturing Facility

@ Rewari, Haryana

- The manufacturing facility located in Mamaria, Rewari, Haryana, encompasses a vast covered area of more than 6000 square meters, featuring four self-contained workshop sheds.
- Located next to ICD/PFT, Pali by DP World the facility enjoys excellent rail and road connectivity with the strategic location on the Western Dedicated Freight Corridor (WDFC), offering the most direct route to the gateway ports of Mundra and Pipavav.
- Each of these workshop sheds is fully equipped with a comprehensive range of cutting-edge plant and machinery, ensuring our capacity for efficient and versatile manufacturing operations across various sectors.

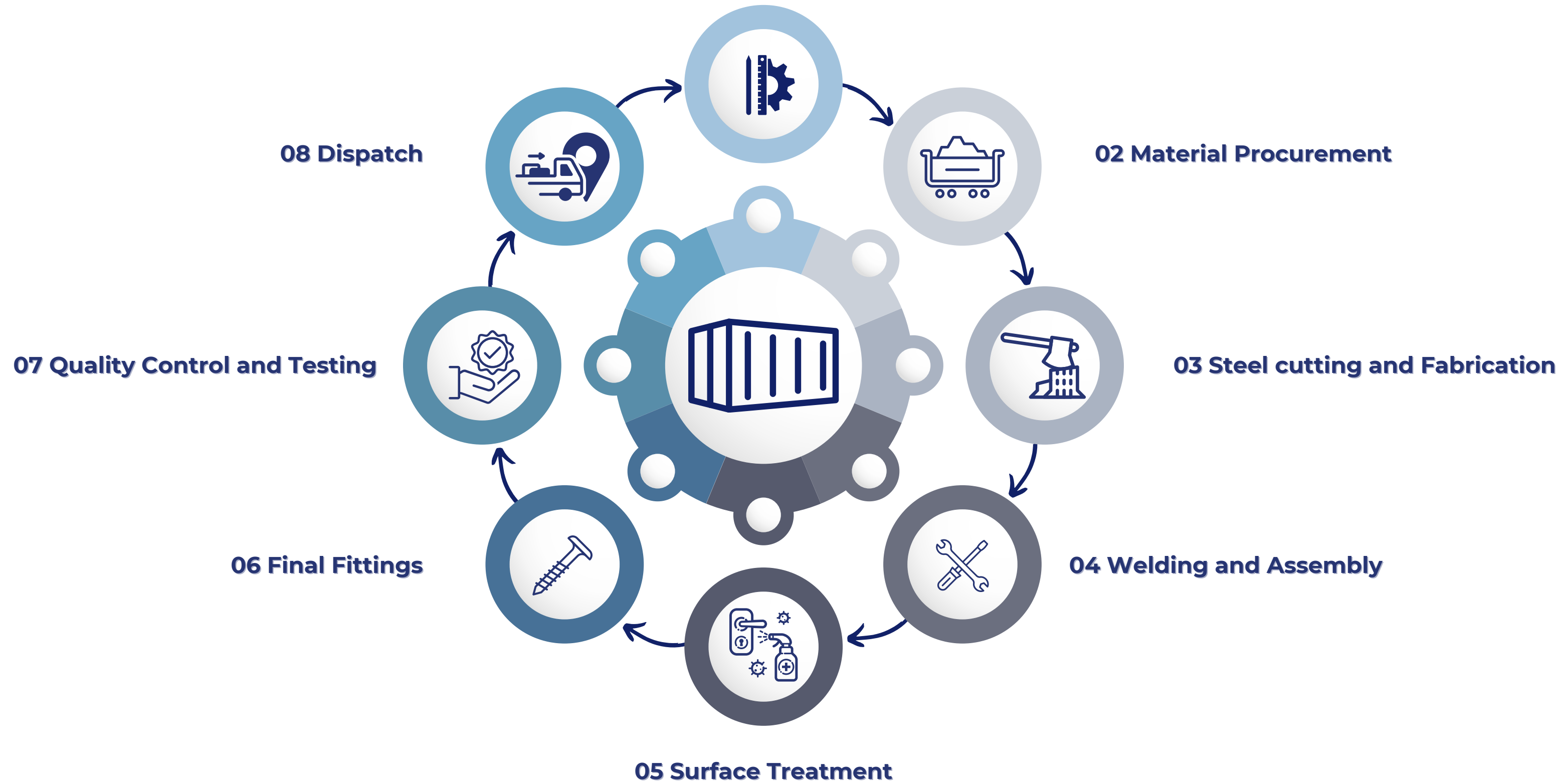


Category	Containers (Nos.)			Foundry Products (MT)		
Particulars	FY21	FY22	FY23	FY21	FY22	FY23
Installed Capacity (Nos.)	500	2000	3000	100	700	700
Production in (Nos.)	130	1200	900	712	373	495
Capacity Utilisation						

Process to Perfection

The entire process of manufacturing Cargo Containers may range from a few weeks to a few months

01 Design and Engineering



Certifications and Accolades

Our Prideful Testimony to maintaining standards and quality

ISO 45001 : 2018 Occupational Health & Safety

A prominent manufacturer and supplier specializing in the production of Steel, SG Iron, & CI Components through casting and fabrication, offering a diverse range of ISO, Non-ISO, and Special Steel Containers, as well as FRP sheets & container components.



ISO 9001 : 2015 Quality Management

We were certified by RDSO for our Class A Foundry's compliance with IS 12117:1996, obtaining a Quality Audit Certificate.

Steel Castings Certification by Lloyd's Register

Awarded a prestigious certificate recognizing the expertise and adherence to industry standards for the manufacturing of container corner fittings, showcasing the commitment to delivering high-quality and compliant products in this specialized field.



Capacity & Competency Certificates

The Certificate of Capacity to Annually Manufacture at least 1000 Containers has been granted by the Indian Register of Shipping, affirming the capability and commitment to produce a significant volume of containers on an annual basis.

Marquee Clients

We have successfully catered to clients present Pan India and Globally to ensure growth, paving way as India's largest container manufacturer



NAVKAR
CORPORATION LIMITED



C CONCOR



C J DARCL LOGISTICS
LIMITED



PRISTINE LOGISTICS AND
INFRAPROJECTS LIMITED



SILMAR GROUP, RUSSIA



INDIAN RAILWAYS



DP WORLD

DP WORLD, UAE



KIRLOSKAR PNEUMATIC
COMPANY LIMITED

SWOT Analysis



Strengths

- Diverse product portfolio
- Customized logistics solutions
- In-house manufacturing
- State-of-the-art technology
- Strategic partnerships
- Robust supply chain

Weaknesses

- Demand-based market
- Insufficient infrastructure in India
- Lack of real-time tracking & monitoring systems

Threats

- Demand slowdown
- Intense & growing competition
- Regulatory challenges & procedures
- Rising fuel prices impacting transportation

Opportunities

- India's strategic location as a major transit hub
- Growing investments in railway infrastructure
- Rising demand in the e-commerce industry
- Expansion planned to UAE

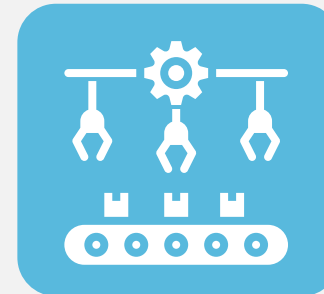


A Competitive Edge

With unparalleled experience, technical know-how, & state-of-the-art manufacturing facilities, KCT is a reliable global name

In House Manufacturing

For all types of Corner Castings and Containers with customised logistics.



Diverse Product Portfolio & Competitive Rates

As a result of innovations in inline cargo in Indian market driven by operational excellence



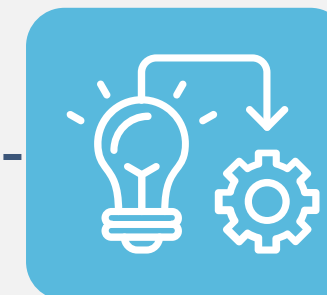
Strong Client Relationship

Develop & maintain strong relationships with our clients, logistics companies, private freight companies - container train operators (CTOs) and with railways



Highly Experienced Team

Which is well - connected in the industry with executing dynamics to help the company prosper in the industry thus aiding to boost the sector



Implementing FRP

Implement use of FRP (fiber reinforced plastic) flooring in containers for the first time in the world which is giving enhanced life with lower tare weights of container

Initiatives in Action

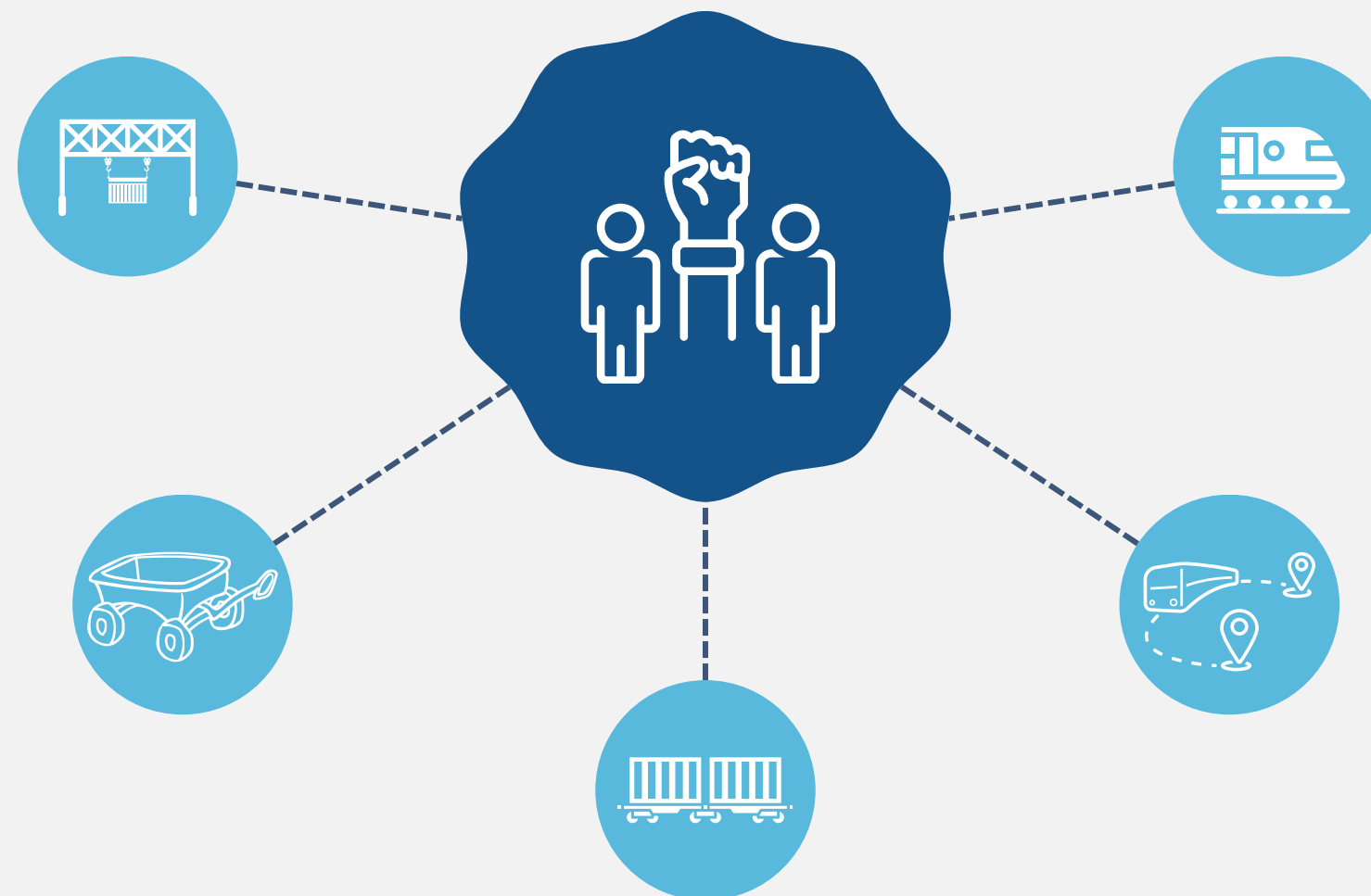
Steps taken both by the Government and inviting Private Investments

Gati Shakti Multi Modal Cargo Terminal (GCT):

Indian Railways introduced a policy on 15.12.2021 to attract industry investment for new cargo terminals that can be located on both Railway and non-Railway land, all operating as GCTs.

General Purpose Wagon Investment Scheme (GPWIS):

Allows various entities to invest in general-purpose wagons for transporting diverse commodities.



Wagon Leasing Scheme (WLS):

Introduces the leasing of railway wagons on Indian Railways, promoting public-private partnerships and offering leasing options for various schemes, including AFTO, GPWIS, LSFTO, and Container Train Operators.

Automobiles Freight Train Operator Scheme (AFTO):

Facilitates private parties in procuring and operating special-purpose rakes for transporting automobiles.

Liberalized Special Freight Train Operators Scheme (LSFTO) :

A scheme introduced in 2020 to boost railway transportation of non-conventional cargo, inviting logistics providers and manufacturers to invest in high-capacity wagons.

Our Extensive Team



MR. NARESH KUMAR

The **Chairman & Managing Director**, boasts 32+ years of experience in procurement, operations, maintenance, engineering, development, and manufacturing, along with 5+ patents. He has previously worked with Indian Railways, CONCOR, and Pipavav RailCorp. His leadership transformed KCT into India's largest container manufacturer and a global integrated industry leader.



MR. DEVENDER KUMAR

The **Director**, with a BA from MDU-Rohtak, LLB from MDSU-Ajmer, and LLM from MJP Rohilkhand University-Bareilly, he brings decades of exceptional business and legal expertise, having served as the legal advisor of Kalyani Cast-Tech for over 6 years from 2012 to 2018.



MR. JAVED ASLAM

A **Promoter** he has been with Kalyani Cast Tech Pvt. Ltd. (KCTL) since 2019, offering strategic guidance and managing KCTL's system processing and quality assurance.



MR. NATHMAL BANGANI

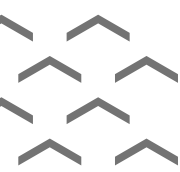
A **Promoter** with a Bachelors in Commerce degree from Bhawaniur Education Society College, Kolkata, he is a dynamic professional with over 25 years of experience in financial performance monitoring and decision-making for financial stability.

Balance Sheet

in INR Lakhs



PARTICULARS	MARCH '21	MARCH '22	MARCH '23	JUNE '23
EQUITY AND LIABILITIES				
Share Capital	501.45	501.45	501.45	501.45
Reserves and Surplus	1.44	118.77	922.56	1216.2
Total Equity	502.89	620.22	1424.01	1717.65
Long Term Borrowings	284.86	241.55	203.37	255.94
Other Non Current Liabilities	-6.2	-2.97	1.86	7.37
Total Non Current Liabilities	278.66	238.58	205.23	263.31
Short Term Borrowings	213.68	28.32	138.69	325.99
Trade Payables	304.82	436.41	278.59	296.28
Other Current Liabilities	67.83	276.01	373.67	455.95
Total Current Liabilities	586.33	740.74	790.95	1078.22
TOTAL LIABILITIES	1367.88	1599.54	2420.19	3059.18

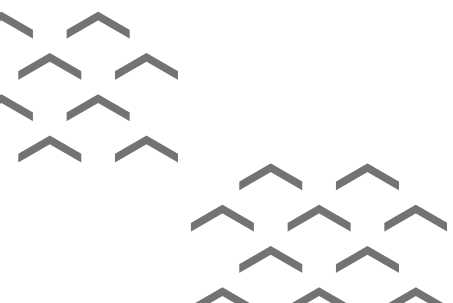


Balance Sheet

in INR Lakhs



PARTICULARS	MARCH '21	MARCH '22	MARCH '23	JUNE '23
ASSETS				
PPE	432.67	561.07	535.18	619.04
CWIP	0	0	19.87	32.25
Loans and Advances	29.37	29.46	29.45	29.45
Total Non Current Assets	462.04	590.53	584.5	680.74
Inventory	587.04	248.43	972.48	899.53
Trade Receivables	233.22	607.43	161.91	415.06
Cash and Equivalents	11.5	138	539.74	901.36
Other Current Assets	74.08	15.15	161.56	162.48
Total Curent Assets	905.84	1009.01	1835.69	2378.43
TOTAL ASSETS	1367.88	1599.54	2420.19	3059.17

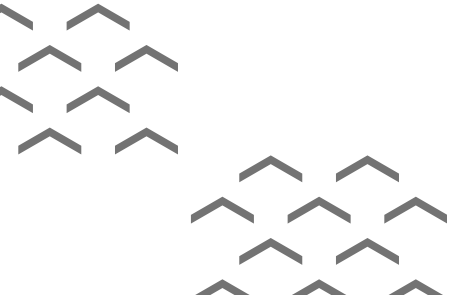


Profit and Loss

in INR Lakhs



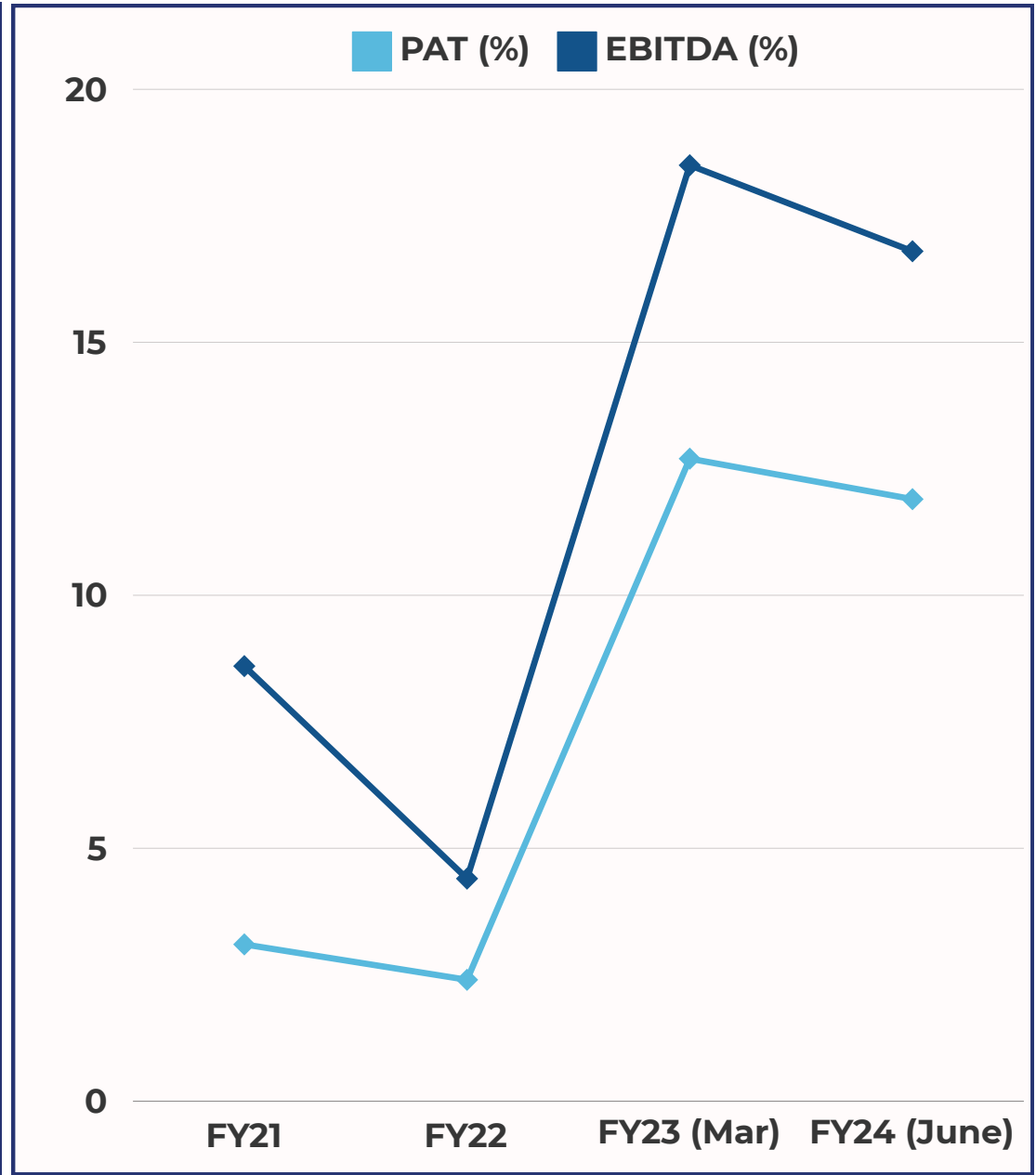
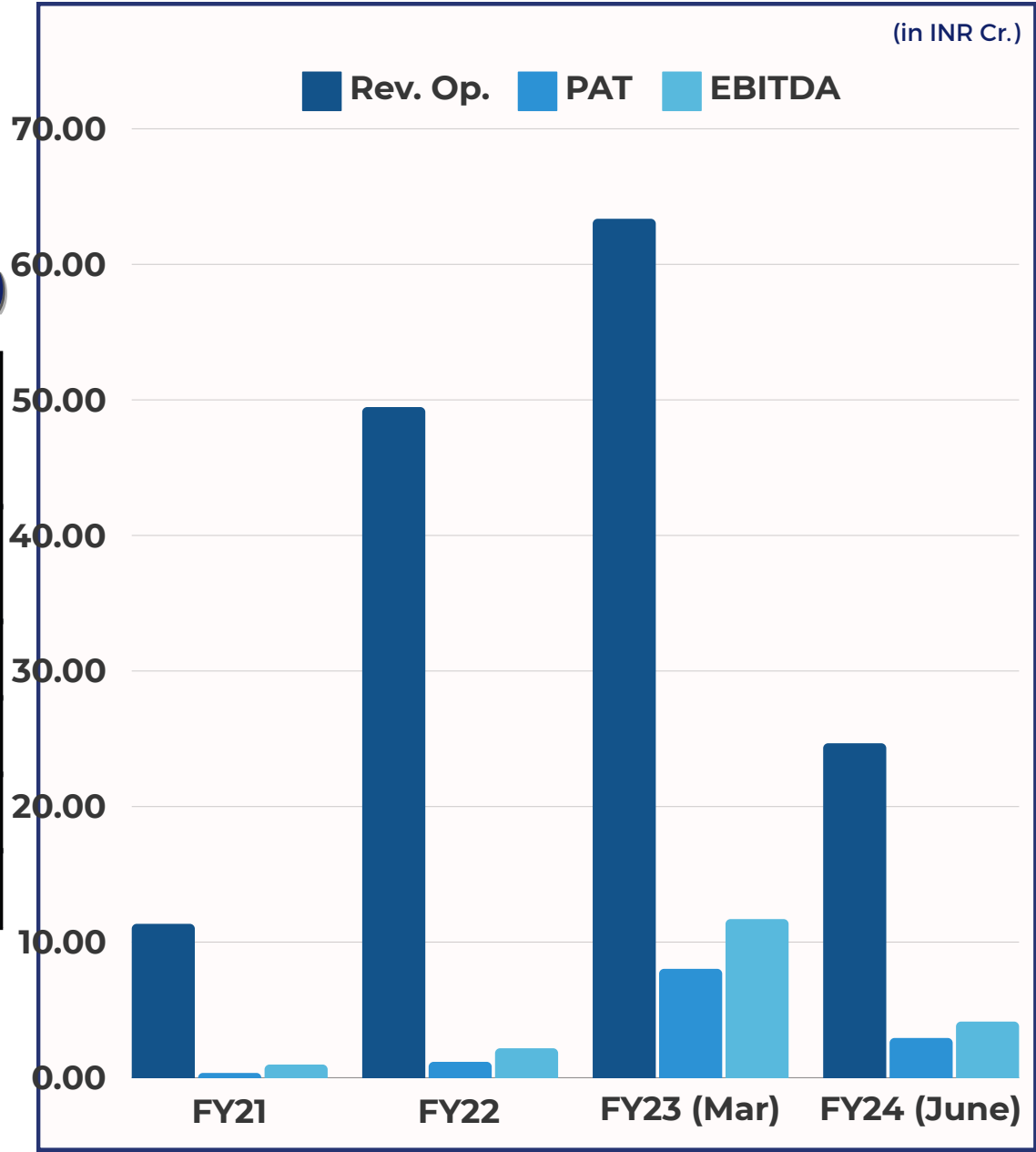
PARTICULARS	MARCH '21	MARCH '22	MARCH '23	JUNE '23
Revenue From Operations	1135.26	4947.12	6336.46	2467.85
Cost Of Goods Sold	937.92	4478.18	4699.74	1940.93
Employee Benefit Expenses	38.59	73.66	103.32	57.67
Other Expenses	60.94	178.08	362.88	55.2
EBITDA	97.81	217.2	1170.52	414.05
EBITA %	8.6%	4.4%	18.5%	16.8%
Depreciation & Ammortization	53.67	60.53	71.03	15.39
Finance Cost	27.33	31.19	17.76	2.07
Profit Before Tax	16.81	125.49	1081.72	396.6
Tax Expenses	-18.55	8.16	277.93	102.95
Profit After Tax	35.36	117.33	803.79	293.46
PAT %	3.1%	2.4%	12.7%	11.9%



Key Indicators

PARTICULARS	FY21	FY22	FY23 (Mar)	FY24 (June)
Revenue from Operations	11.35	49.47	63.36	24.67
Profit After Tax	0.35	1.17	8.03	2.93
Profit After Tax (%)	3.1%	2.4%	12.7%	11.9%
EBITDA	0.82	2.15	11.61	4.10
EBITDA (%)	7.3%	4.4%	18.4%	16.7%

(in INR Cr.)



*Restated Financials incorporating Gratuity Figures

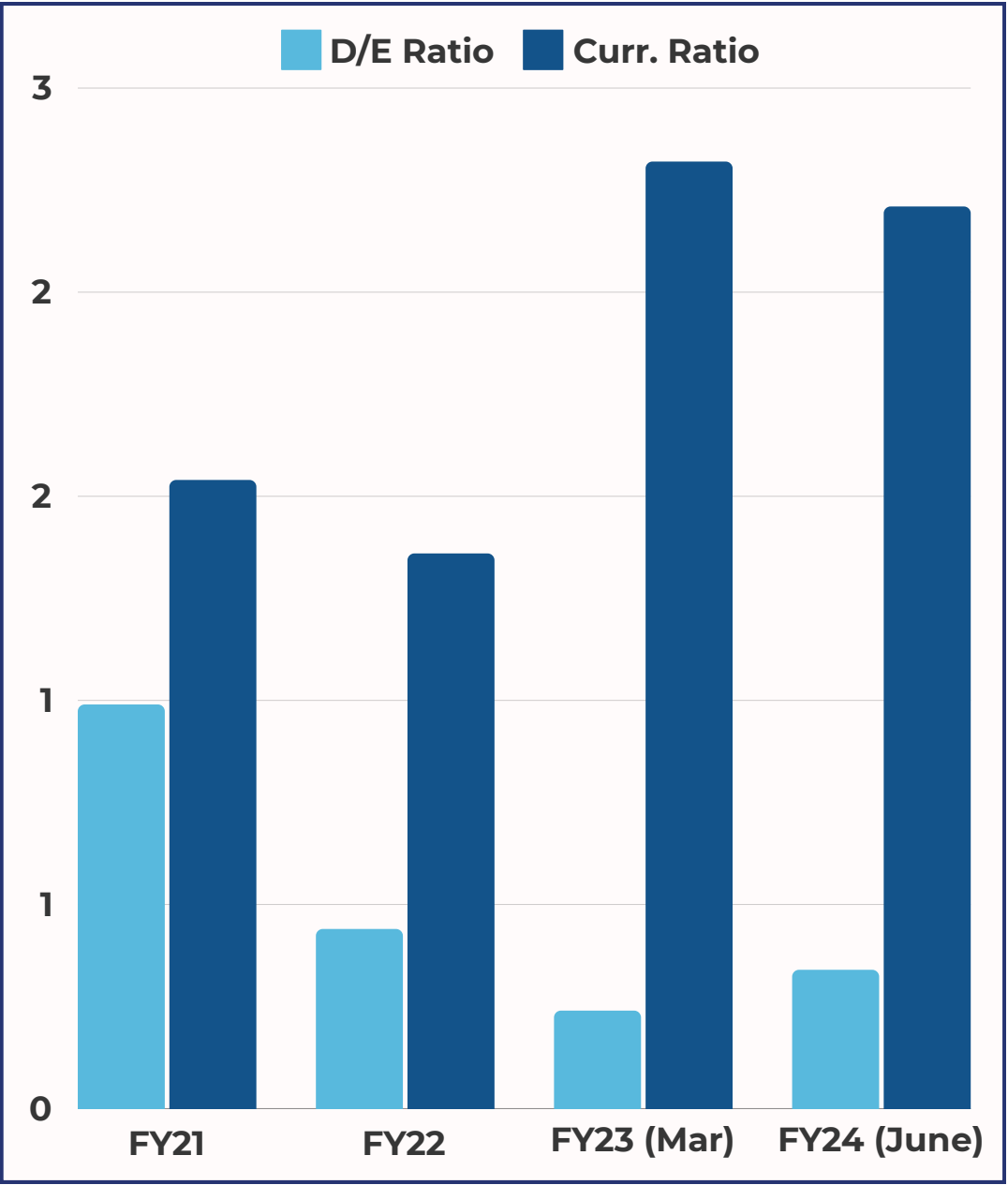
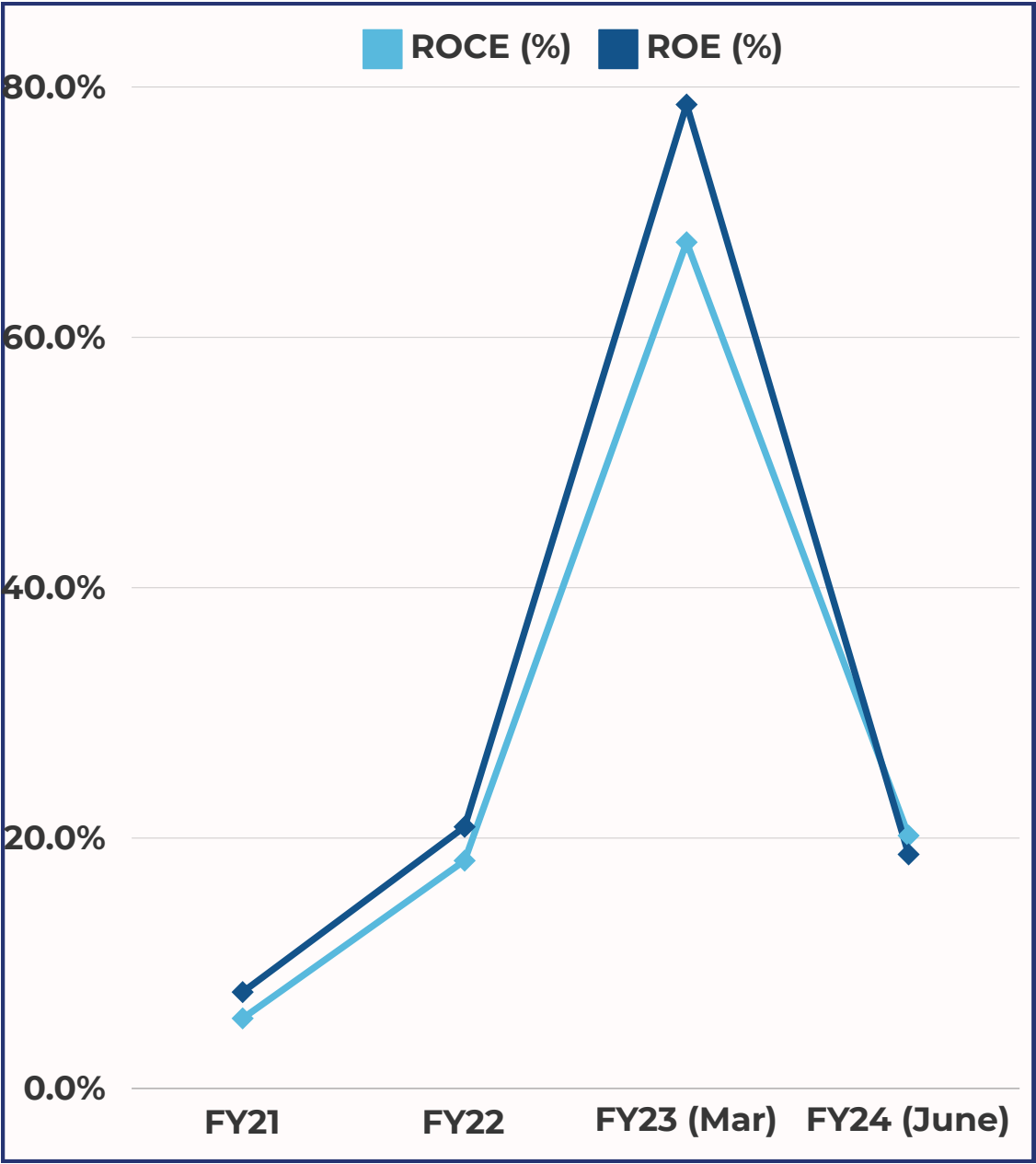
*Rev. Op. = Revenue from Operations

*PAT and PAT% = Profit After Tax and Profit After Tax Margin

*EBITDA and EBITDA% = Earnings Before Interest, Tax, Depreciation and Amortization & Earnings Before Interest, Tax, Depreciation and Amortization Margin

Key Indicators

PARTICULARS	FY21	FY22	FY23 (Mar)	FY24 (June)
Return on Capital Employed (%)	5.6%	18.2%	67.6%	20.2%
Return on Equity (%)	7.7%	20.9%	78.6%	18.7%
Debt - Equity Ratio	0.99	0.44	0.24	0.34
Current Ratio	1.54	1.36	2.32	2.21



*ROCE = Return on Capital Employed
 *ROE = Return on Equity
 *D/E Ratio = Debt - Equity Ratio



Contact Us

KALYANI CAST TECH LIMITED

Contact Person: Mr. Pankaj Kumar (Company Secretary and Compliance Officer)

Address: B-144 Second Floor DDA Shed Phase-1, Okhla
Industrial Area Phase-1 New Delhi, South Delhi,
Delhi - 110020, India.

Email ID: info@kalyanicasttech.com

Website: www.kalyanicasttech.com



Thank You

For Your Attention