



**ARFIN INDIA LIMITED**

# Investor Update – Q3 – 2023-24



# Disclaimer



- *Certain statements in this release concerning our future growth prospects are forward-looking statements within the meaning of applicable laws and regulations, and which involve a number of risks and uncertainties, beyond the control of the Company, that could cause actual results to differ materially from those in such forward-looking statements.*
- *The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, political instability and general economic conditions affecting our industry.*
- *Arfin India Limited, may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.*
- *The Company also expects the media to have access to all or parts of this release and the management's commentaries and opinions thereon, based on which the media may wish to comment and / or report on the same. Such comments and / or reporting may be made only after taking due clearance and approval from the Company's authorized personnel. The Company does not take any responsibility for any interpretations / views / commentaries / reports which may be published or expressed by any media agency, without the prior authorization of the Company's authorized personnel.*

# Financial Performance - Income Statement



INCOME STATEMENT (₹ in Lakhs)	Quarter Ended		9 Months Ended		Growth %	
	31-Dec-23	31-Dec-22	31-Dec-23	31-Dec-22	Quarter	9 Months
Revenue From Operations	11,543.69	12,026.93	39,835.60	39,222.47	-4.02%	1.56%
Other Operating Income	0.00	0.00	0.00	0.00		
<b>Revenue From Operations (Net of GST)</b>	<b>11,543.69</b>	<b>12,026.93</b>	<b>39,835.60</b>	<b>39,222.47</b>	<b>-4.02%</b>	<b>1.56%</b>
COGS	9,594.91	9,965.56	33,281.02	33,183.25		
<b>Gross Profit</b>	<b>1,948.78</b>	<b>2,061.37</b>	<b>6,554.58</b>	<b>6,039.22</b>	<b>-5.46%</b>	<b>8.53%</b>
<b>Gross Margin %</b>	<b>16.88%</b>	<b>17.14%</b>	<b>16.45%</b>	<b>15.40%</b>		
Employees Benefit Expense	235.30	202.36	724.04	601.65		
Power & Fuel	304.70	338.97	1,060.98	1,171.92		
Other Expenses	683.37	867.44	2,575.82	2,303.40		
<b>Total Expenses</b>	<b>1,223.37</b>	<b>1,408.77</b>	<b>4,360.84</b>	<b>4,076.97</b>		
Other Income	46.75	22.32	178.80	103.01		
<b>EBIDTA</b>	<b>772.16</b>	<b>674.92</b>	<b>2,372.54</b>	<b>2,065.26</b>	<b>14.41%</b>	<b>14.88%</b>
<b>EBIDTA %</b>	<b>6.69%</b>	<b>5.61%</b>	<b>5.96%</b>	<b>5.27%</b>		
Depreciation & Amortization Expenses	92.52	89.45	281.67	267.22		
EBIT	679.64	585.47	2,090.87	1,798.04		
Finance Costs	466.08	347.13	1,321.73	1,004.55		
<b>PBT</b>	<b>213.56</b>	<b>238.34</b>	<b>769.14</b>	<b>793.49</b>	<b>-10.40%</b>	<b>-3.07%</b>
<b>PBT %</b>	<b>1.85%</b>	<b>1.98%</b>	<b>1.93%</b>	<b>2.02%</b>		
Tax Expense	14.81	0.81	165.09	20.97		
<b>PAT</b>	<b>198.75</b>	<b>237.53</b>	<b>604.05</b>	<b>772.52</b>	<b>-16.32%</b>	<b>-21.81%</b>
<b>PAT %</b>	<b>1.72%</b>	<b>1.97%</b>	<b>1.52%</b>	<b>1.97%</b>		
Basic Earning Per Share (₹)	0.13	0.15	0.38	0.49		
Diluted Earning Per Share (₹)	0.13	0.15	0.38	0.49		

# Financial Snapshot



## Q3 FY24 Highlights

- The Company has reported Net Income From Operations of ₹ 11,544 Lakhs during the quarter ended December 31, 2023 in compare to ₹ 12,027 Lakhs during the previous year's quarter ended December 31, 2022.
- The Company has reported EBIDTA of ₹ 772 Lakhs during the quarter ended December 31, 2023 in compare to ₹ 675 Lakhs during the previous year's quarter ended December 31, 2022.

The Company has reported Profit Before Tax of ₹ 214 Lakhs during the quarter ended December 31, 2023 in compare to ₹ 238 Lakhs during the previous year's quarter ended December 31, 2022.

- The Company has reported Profit After Tax of ₹ 199 Lakhs during the quarter ended December 31, 2023 in compare to ₹ 238 Lakhs during the previous year's quarter ended December 31, 2022.
- Basic and Diluted Earnings Per Share for the quarter was ₹ 0.13 Per Equity Share.

# Financial Snapshot



## 9 Months FY24 Highlights

- The Company has reported Net Income From Operations of ₹ 39,836 Lakhs during nine months ended December 31, 2023 in compare to ₹ 39,222 Lakhs during the previous year's nine months ended December 31, 2022.
- The Company has reported EBIDTA of ₹ 2,372 Lakhs during nine months ended December 31, 2023 in compare to ₹ 2,065 Lakhs during the previous year's nine months ended December 31, 2022.
- The Company has reported Profit Before Tax of ₹ 769 Lakhs during nine months ended December 31, 2023 in compare to ₹ 793 Lakhs during the previous year's nine months ended December 31, 2022.
- The Company has reported Profit After Tax of ₹ 604 Lakhs during nine months ended December 31, 2023 in compare to ₹ 773 Lakhs during the previous year's nine months ended December 31, 2022.
- Basic and Diluted Earnings Per Share for the nine months ended December 31, 2023 was ₹ 0.38 Per Equity Share.

# Growth Drivers



## Capacity Expansion

Brownfield growth opportunity by enhancing the installed capacity by >60% over the next 10 years with estimated capital outlay of INR 500 Mn.

## High margin products

Focus on high margin products and product premiumisation by forward integration, launch of new products, optimising portfolio mix and higher capacity utilisation.

## Strategic Alliances

Exploring opportunities of strategic alliances with key domestic and international players for geographical and product portfolio expansion.

## Reduce Carbon Footprints

Plan to commission renewable energy project for captive consumption to reduce the carbon footprints and energy cost.

# Plan for Capacity Expansion



Our Company proposes to enhance the existing production capacity along with introduction of new high margin product over the period of next 10 years as summarised below:

Product	Existing Capacity (in MT)*	Proposed Expansion (in MT)	Proposed Capacity (in MT)
Wire Rod	15,000	18,000	33,000
Aluminum Deox	20,000	10,000	30,000
Cored Wire	3,500	1,000	4,500
Ferro Alloys	2,500	500	3,000
Aluminum Alloy Ingots	18,000	-	18,000
Conductor	12,000	-	12,000
Inoculant	-	12,500	12,500
<b>Total</b>	<b>71,000</b>	<b>42,000</b>	<b>1,13,000</b>

\* As on December 31, 2023

# *Thank You*

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