



CMI Limited

AN ISO 9001, ISO 14001

& OHSAS 18001 COMPANY

CIN NO. L74899DL 1985PLC018031



CMI: WIRES | CABLES | CONDUCTORS

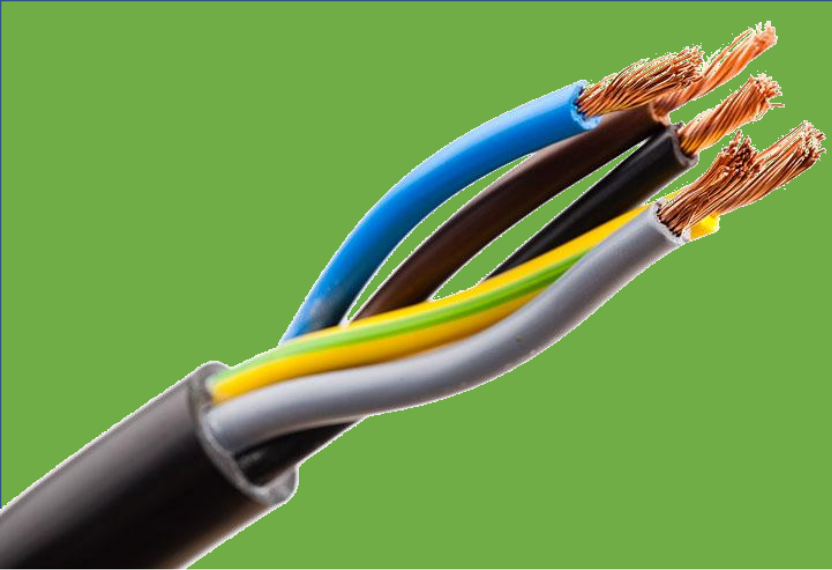
CABLES THAT EMPOWER

SAFE HABOUR

This presentation and the accompanying slides (the “Presentation”), which has been prepared by CMI Limited (the “Company”), is 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.

Our actual results may differ materially from those included in this presentation (“Way Forward” section) for a variety of reasons, including, but not limited to - changes in political, business, and economic conditions; foreign exchange rate fluctuations; the impact and integration of recent and future acquisitions; our need to successfully react to the changing customer preferences; an increasingly competitive environment for our businesses; the complexity of managing an increasingly large and growing growing enterprise, enterprise, with a broad range of businesses; our need to manage regulatory, regulatory, tax and litigation risks (including risks); and our need to timely upgrade and develop our product offerings at reasonable cost.

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.



CMI - A brief overview

- CMI Limited is one of the leading wire and cable manufacturers in India, with two manufacturing plants catering to a diversified customer base.
- It has a Long History of 50 Years of Operations has proven our credibility in the growing and specialized wire and cable Industry in India.

One of the leading and fastest growing cable manufacturer in India. An ISO 9001, ISO 14001 and OHSAS 18001 accredited company

A strong and diversified base of reputed clients across various sectors including railways, telecommunications, power, petrochemicals, etc.

Preferred vendor for several blue chip companies globally



Faridabad – Haryana Plant
Revenue Potential : 3-4 Billion

Established relationship with clients over the years.
Plant capable of Manufacturing multiple products segments catering to various industries.

Significant capacity additions following the acquisition of state-of-the-art manufacturing facility located at Baddi, under CMI Energy India Private Limited

Innovative product range supported by in-house research and development facility

Likely to be the key beneficiary of strong infrastructure focus of government of India



Baddi – Himachal Pradesh
Revenue Potential -10 Billion
Modern State of art facility.

Energy efficiency of **20%-30%** compared to plant of similar size; meaning **low operational leverage**

.

CMI History of 50 Years of Operations

1967	Incorporated as Chaudhari Metal Industries with business of metal trading
1988	Name of the company changed to CMI Limited
1992	Started manufacturing of variety of cables like Telecom cables, Control cables, etc.
1993	Came out with first public issue and got listed on BSE
1995-2001	Developed Jelly filled cables for Indian Railways Exported cables through IRCON in the Middle East region
2007	The company took over by the current promoter.
2007-14	Made plant fungible to make cables for various sectors Developed Quad & Signalling cables for Railways Developed cables for Delhi Metro with special LSZH Became the only source in India for special LSZH / TPU cables to Alstom & Siemens for GIS Systems

CMI History of 50 Years of Operations

2015

Plant at Faridabad reached to a optimum level

2016

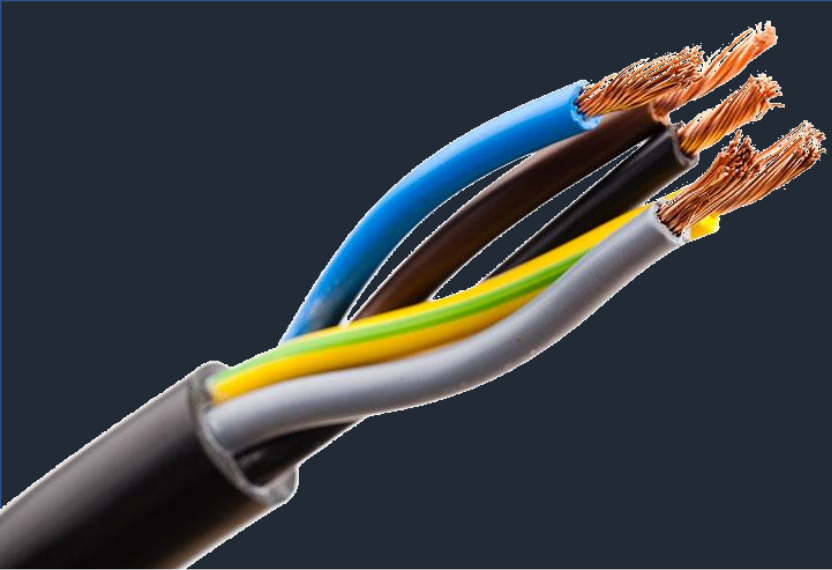
Acquired Plant at Bawal- Himachal Pradesh from General Cables (a fortune 500 Company), Listed on NSE

2017

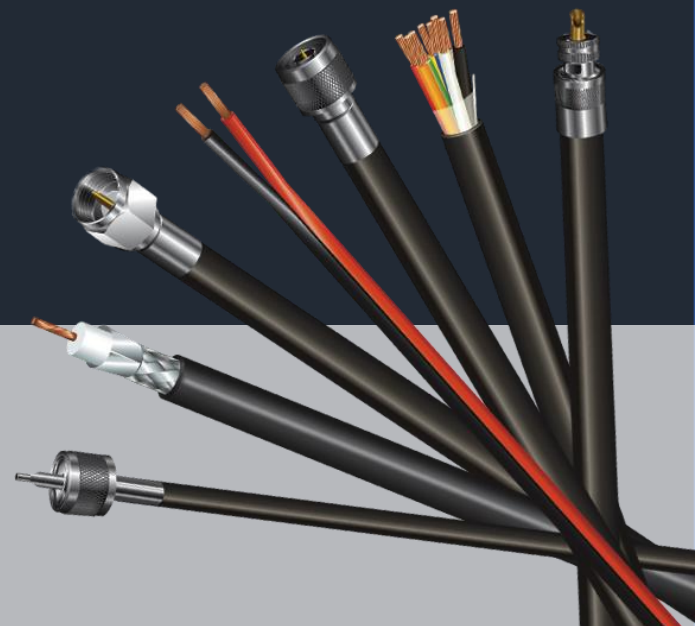
Successful ramp up of Baddi Plant

2018

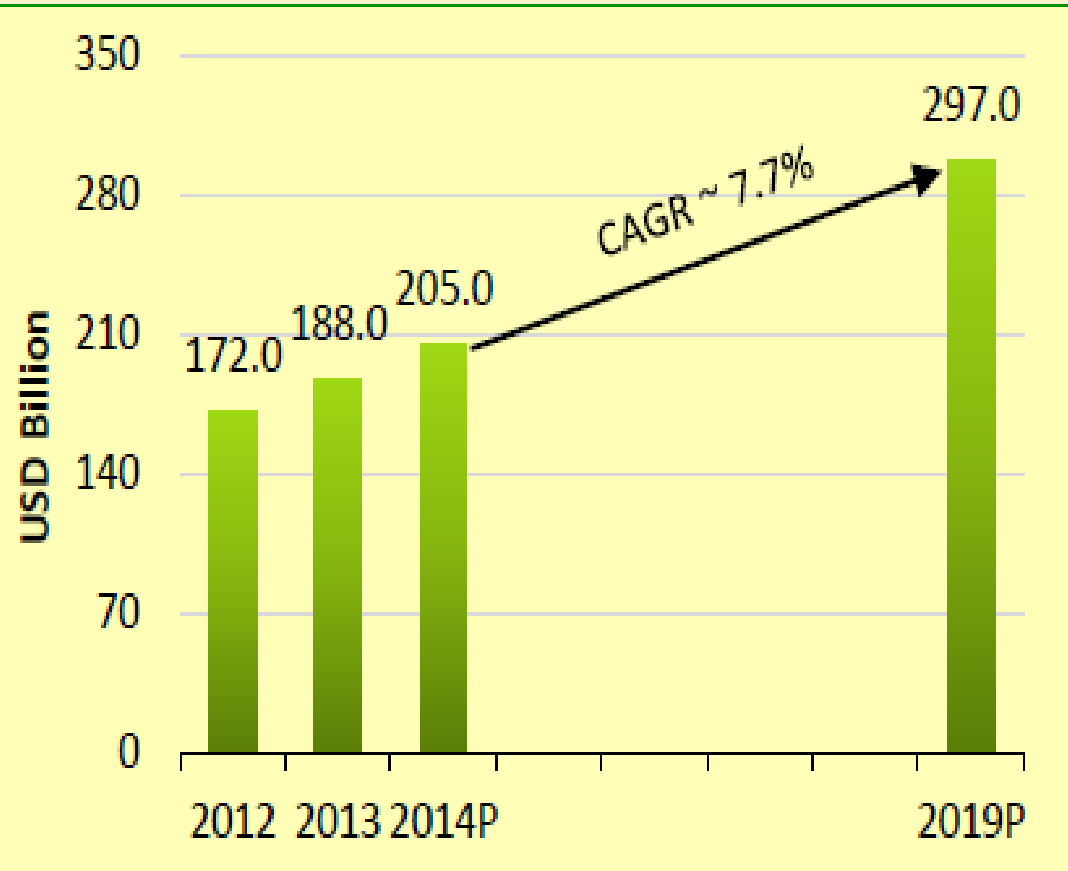
Merger of CMI Energy and CMI Limited as CMI imited.
Entered into Exports



Industry

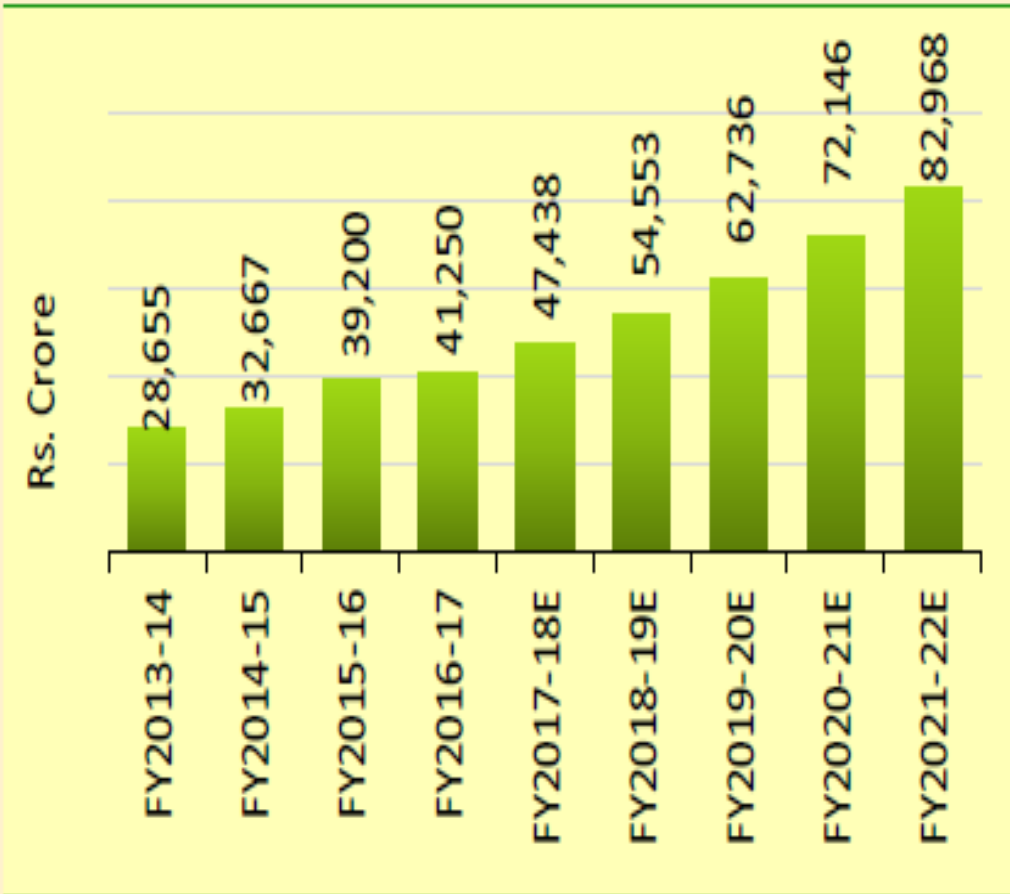


Global Wire and Cable Market



Source: BCC Research

Indian Wire and Cable Market



Source: IEEMA Annual Reports, Industry Estimates



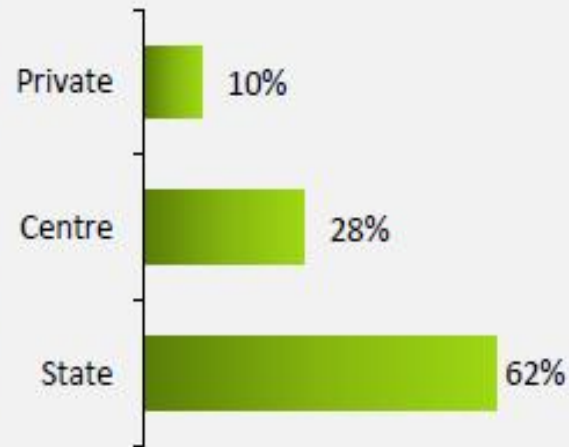
A Rs. 2.5-3 trillion opportunity

Transmission may attract a major share of investments in power sector

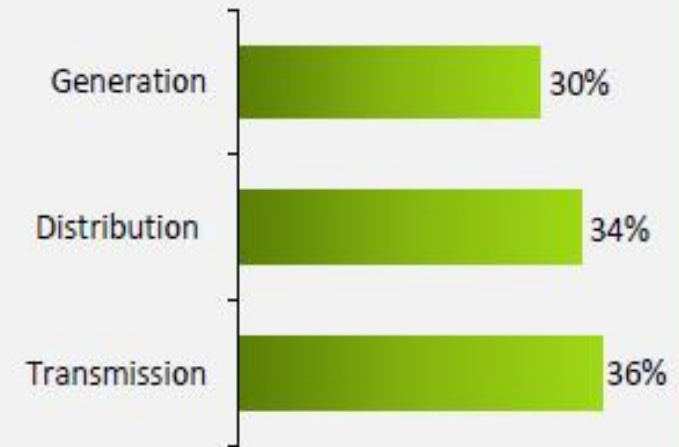
FY19-23: Rs. 9-9.5 trillion

(Estimated Investment in Power)

Where the Money is Coming from



Where the Funds are Going



Well Positioned in Many High Growth Sectors



Indian Railways

Investments worth INR 8.56 lakh crores planned in the next five years



Metro Projects

Projects worth INR 2.5 lakh crores under implementation



Power T&D

Investments of INR 2.6 trillion expected in transmission by 2022



Renewables Energy

Government plans capacity expansion to 175 GW by 2022



Oil and Gas

Oil and gas sector to see investments worth INR 6 trillion in 7 years



Telecom

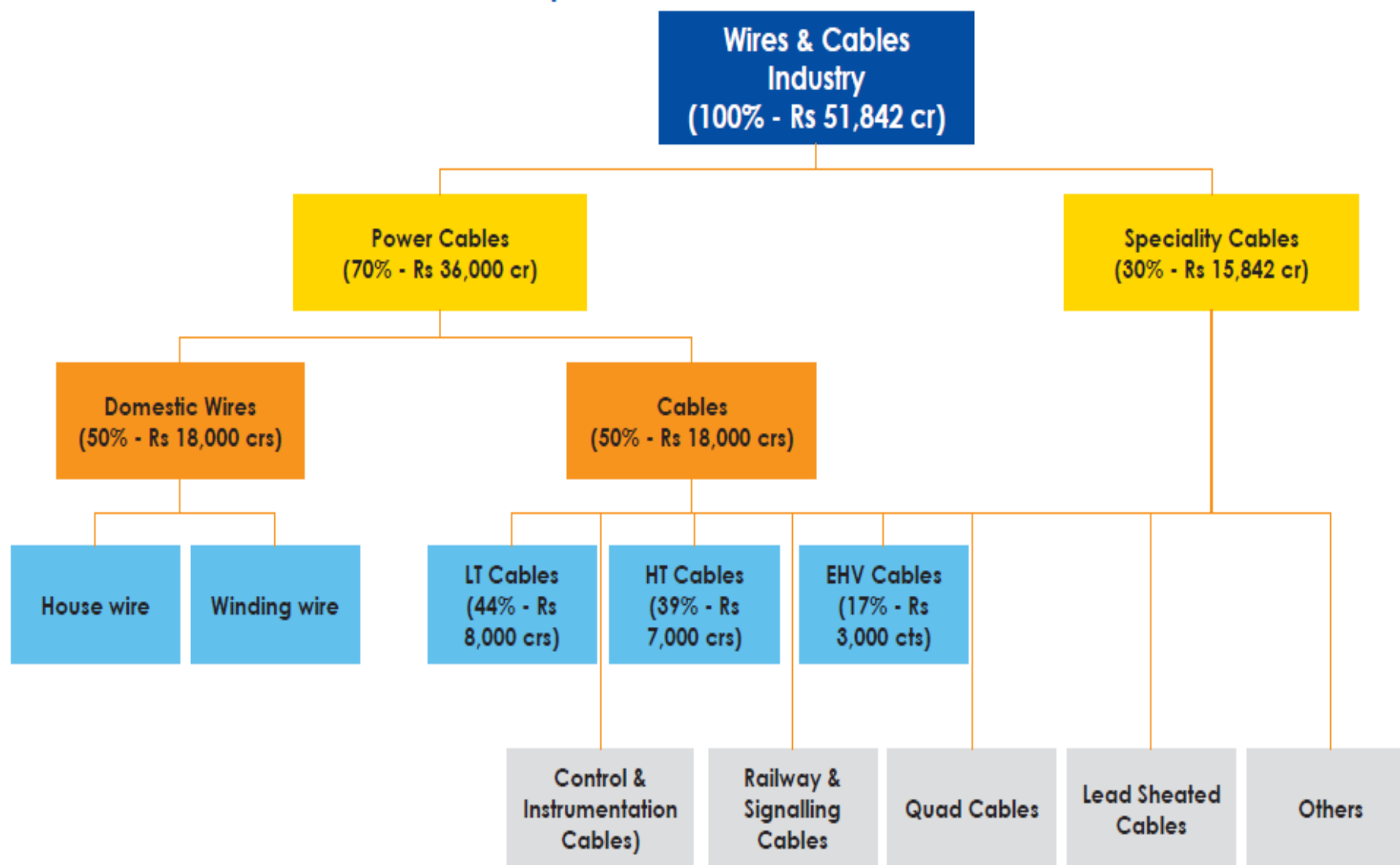
See increased investments as sector will contribute 8.2% of GDP by 2020

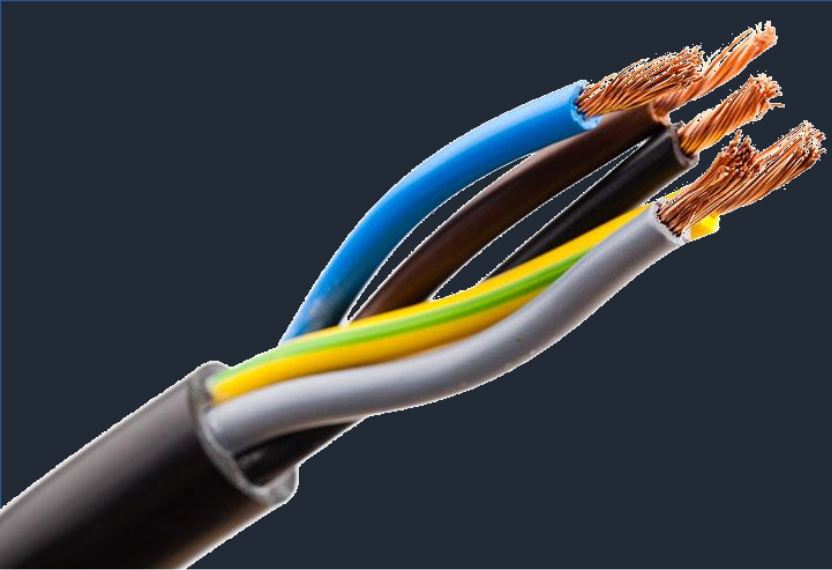


Smart Cities

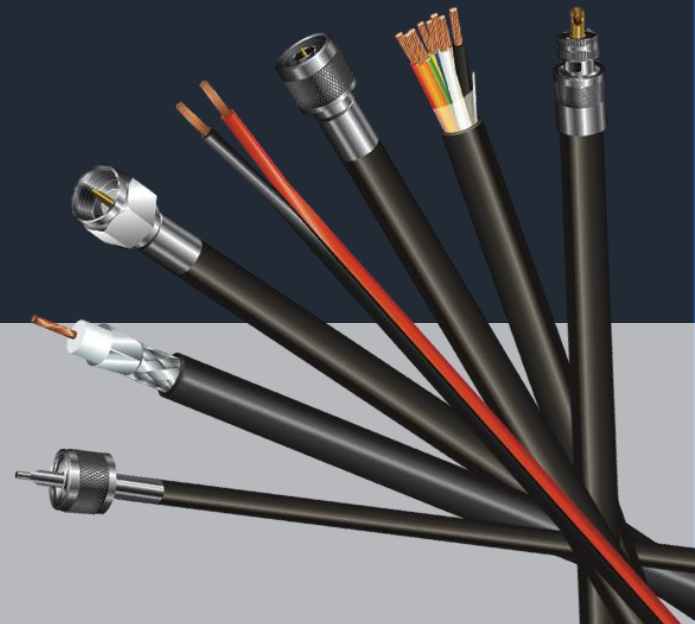
99 smart cities in pipeline with investment of INR 2.04 lakh crores

Overview of the wire and Cable Industry





Product Portfolio



PRODUCT PORTFOLIO



«
EHV Power Cables



«
Power & Control Cables



»
Instrumentation Cables



»
MV Power Cables



»
Outdoor Railway Signalling Cables



»
Building Wires & Flexible



»
Railway Power Cables



«
Compensating Cables



»
LV Control Cables



»
Overall Shielded Cables



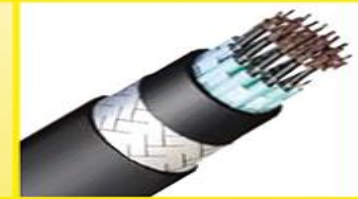
»
LV Power Cables



»
Contact Wire



»
Multi Core Industrial Flexible Cables



»
Thermocouple Extension Cables



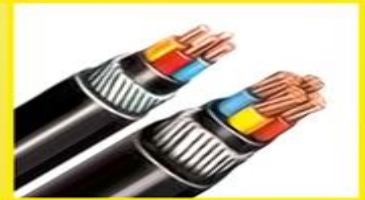
«
ACSS Conductors



»
MV Aerial Bunched Cables



»
LT Aerial Bunched Cables



Our manufacturing plants at Faridabad and Baddi manufacture a broad range of cables catering to varied end-user industries

Types of Cables	Application
Quad Cables	Specialised safety cables used by Railways for counting incoming & outgoing axles / coaches at any particular section to ensure no coach is left behind.
Railway Signalling Cables	Used for transmitting signals to signal posts for smooth movement of trains.
Fire Survival Cables	Used to maintain circuit integrity in case of fire for 3 hours up to 950° C, to ensure transmission of signals to safety equipment.
Fire Retardant Low Smoke Zero Halogen (LSZH) Cables	Ensures better visibility and low toxicity in case of fire.
Highly Flexible Multi-core Copper Shielded Abrasion Resistant Thermoplastic Polyurethanes (TPU) Sheathed Cables	Used for gas insulated substations.
EHV/MV/HV/LV Power Cables	Used for supplying power.
LV Control Cables	Used for special purposes in various sectors.
Polythene Insulated Jelly Filled (PIJF) Telecom Cables	Used for last mile connectivity.
Fire Alarm & Communication Cables	Used for fire detection & alert equipment.
Ethylene Propylene Rubber (EPR)- Chloro-Sulfonated Polyethylene (CSP)-Polychloroprene (PCP)- Silicon Cables	Used at high temperature in mines, steel, ship building & wind energy generation industry.

Types of Cables	Application
Flexible and Building Wires	Building Wire cables - for building wiring on wall surface in conduit. Industrial wiring cables - for wiring of panel and other electrical equipments including UPS cabling.
Low voltage Cables and Instrumentation and Control cables	Used for power transmission, Single Transmission.
Aerial Bunch Cables	Used for power transmission and distribution.
High Voltage Cables	Used for power transmission.
Extra High Voltage Cables	Used for power transmission.
Overhead Conductors	Used for power transmission and distribution.
HT Insulated ACSR Rabbit Conductor	Used for overhead high voltage transmission and secondary distribution of electricity.
Lead Sheated Cable	Used in utilities and petrochemical industries owing to the lead sheathing's resistance to sulfide, water, oil and any corrosive chemicals found in the ground water.

SECTORS COVERED

SECTORS COVERED

DEFENCE



OIL & GAS



PETROCHEMICAL



SPACE & RESEARCH



RAILWAYS



MINING



TELECOM



POWER GENERATION,
TRANSMISSION & DISTRIBUTION



METRO



INFRASTRUCTURE



HEAVY INDUSTRIES



Focus on innovation and R&D has helped us to deliver differentiated product offerings such as Fire Survival and Fire Retardant Low Smoke cables which meet stringent international specifications

Our in-house research & development (R&D) facilities are located at Faridabad unit

Our Testing Capabilities

Electrical Test

Mechanical Test

FRLS/LSZH Test

Thermal Test

We have developed special type of Fire Survival and PVC FRLS (Fire Retardant Low Smoke) cables through our R&D unit



These cables meet most of the stringent international specifications



Fire Survival cables:

- Can withstand fire and extend functionality even in extreme fire situations
- Ensure transmission of signals to safety equipment and continue to perform and carry the service voltage even while under fire

Fire Retardant Low Smoke cables:

- Ensure better visibility and low toxicity in case of fire

Lead Sheated Cable :

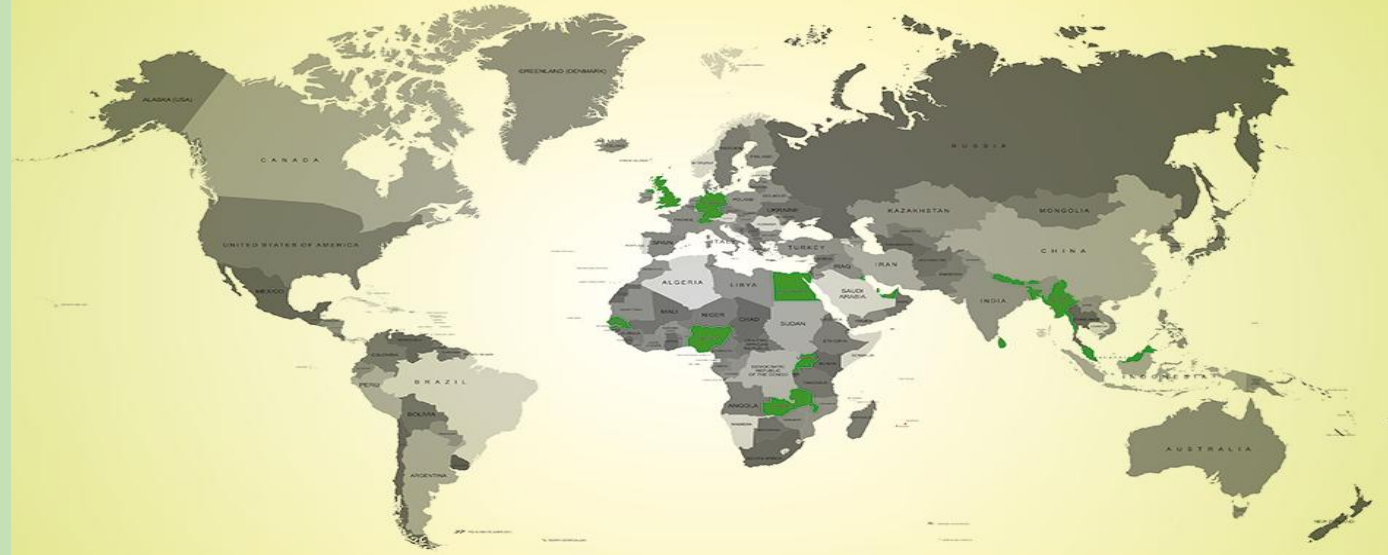
- Lead Sheated cables , lead sheathing's resistance to sulfide, water, oil and any corrosive chemicals found in the ground water























Our globally accredited product range makes us the favored vendor for blue-chip companies spread across sectors

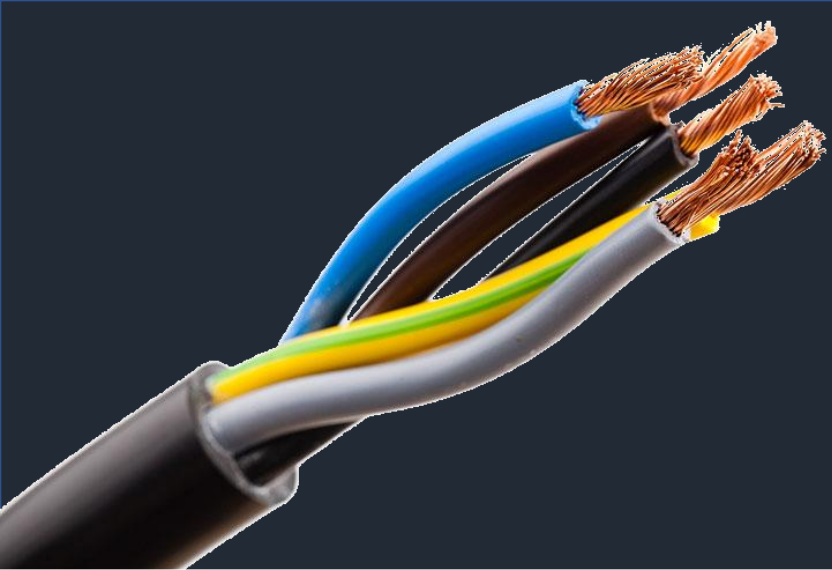
OUR MAJOR CUSTOMERS



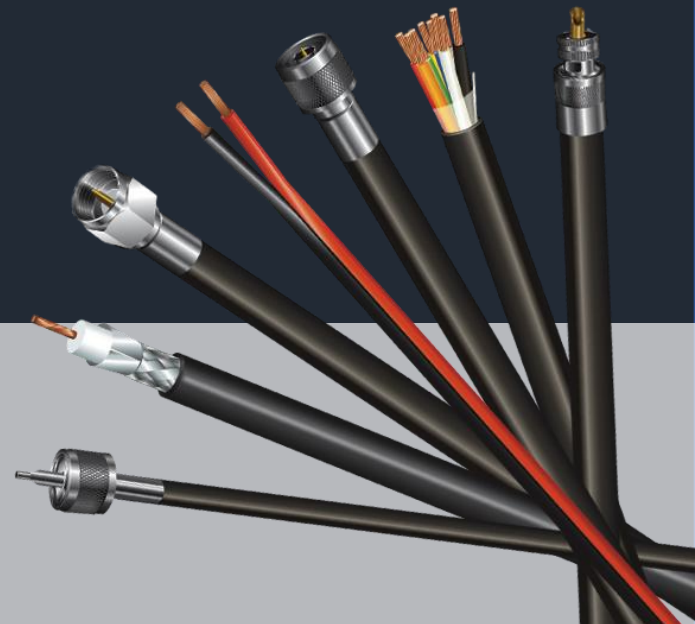
GLOBAL SUPPLIES



- | | | | |
|---|-------------------|---|-----------------------|
|  | BHUTAN |  | NIGERIA |
|  | BANGLADESH |  | QATAR |
|  | DUBAI |  | RWANDA |
|  | EGYPT |  | SWITZERLAND |
|  | GERMANY |  | SENEGAL |
|  | KUWAIT |  | SINGAPORE |
|  | MALAWI |  | SHARJAH |
|  | MAURITIUS |  | SRI LANKA |
|  | MALAYSIA |  | UNITED KINGDOM |
|  | MYANMAR |  | UGANDA |
|  | NEPAL |  | ZAMBIA |



FINANCIALS



Extract of
Audited
Financial
Results for
the quarter
and Year
Ended
31.03.2019

(Rs. In Lakhs)						
SL. NO.	PARTICULARS	Quarter Ended			Year Ended	
		Mar-19	Dec-18	Mar-18	Mar-19	Mar-18
		Audited	Unaudited	Audited	Audited	Audited
1	Total Income from Operations	19185.37	17907.51	16452.34	65149.93	58524.45
2	Net Profit for the period (before tax, Exceptional and/or Extraordinary items)	1179.96	1064.95	1046.83	4146.53	3942.49
3	Net profit for the period before tax(after Exceptional and/or extraordinary item)	1182.75	1061.81	1046.83	4143.84	3942.49
4	Net Profit for the period after tax(after Exceptional and/or Extraordinary items)	2581.32	683.45	683.81	4494.13	2584.98
5	Total comprehensive income for the period{Comprising Profit for the period(after tax) and Other Comprehensive Income (after tax)}	2595.66	683.45	681.88	4508.46	2583.01
6	Equity Share Capital	1502.74	1502.74	1502.74	1502.74	1502.74
7	Reserves (excluding Revaluation Reserve) as shown in the Audited Balance Sheet of the previous year					
8	Earnings per share of Rs. 10/- each					
	a) Basic	17.18	4.55	4.55	29.91	17.20
	b) Diluted	17.18	4.55	4.55	29.91	17.20

FINANCIAL PERFORMANCE

Particulars	FY19	FY18	FY17
Revenue from operations	637.30	560.06	377.87
Growth %	13.79%	48.21%	57.30%
EBIDTA (Rs in Crores)	87.14	78.85	53.36
% of Revenue	13.67%	14.08%	14.12%
Interest	33.74	28.96	20.57
Depreciation	11.82	10.48	10.13
PBT	41.58	39.41	22.66
% of Revenue	6.52%	7.04%	6.00%
TAX	(3.50)	13.58	(7.41)
PAT	45.08	25.83	30.07
% of Revenue	7.07%	4.61%	7.96%
Growth %	73.90%	-16.96%	-75.21%

FINANCIAL HIGHLIGHTS OF THE YEAR

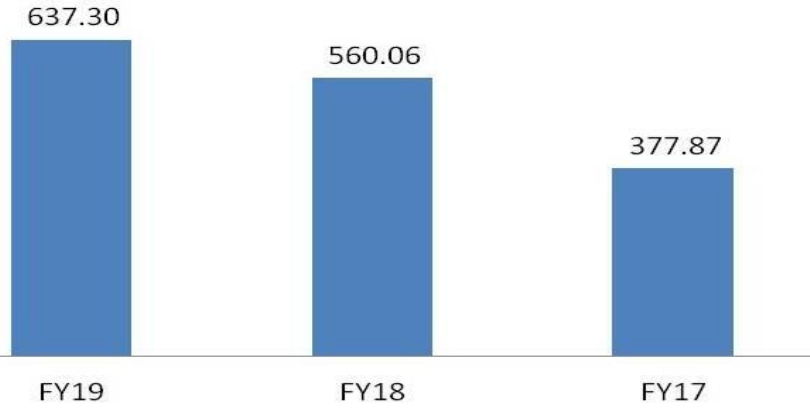
Revenues up by **13.079%** to Rs.637.29 Crores in FY19 as compared to Rs. 560.06 Crores in FY18. It has increased by 16.40% to Rs 185.92 Crores in Q4 of FY19 as compared to Rs. 159.72 Crores in corresponding quarter of FY18.

PAT up by **73.86%** to Rs.45.08 Crores in FY19 as compared to Rs. 25.83 Crores in FY18. It has increased by **280.66%** to Rs 25.96 Crores in Q4 of FY19 as compared to Rs 6.83 Crores in corresponding quarter of FY18.

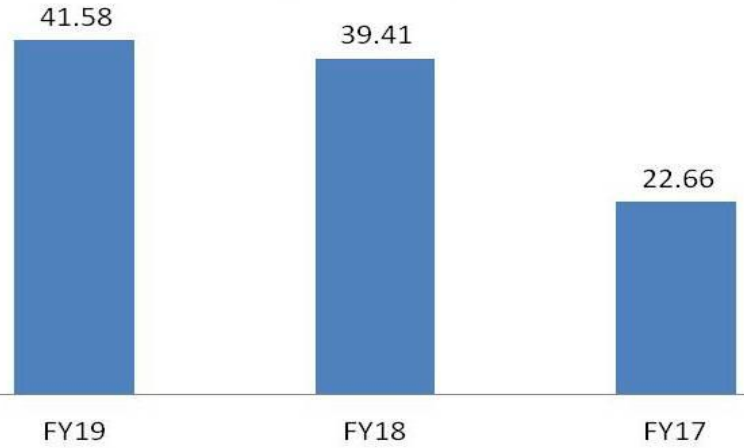
EPS up by **73.86%** to Rs.29.91 in FY19 as compared to Rs. 17.20 in FY18.

Performance in last 3 years

Revenue from operations
(Rs in Crores)



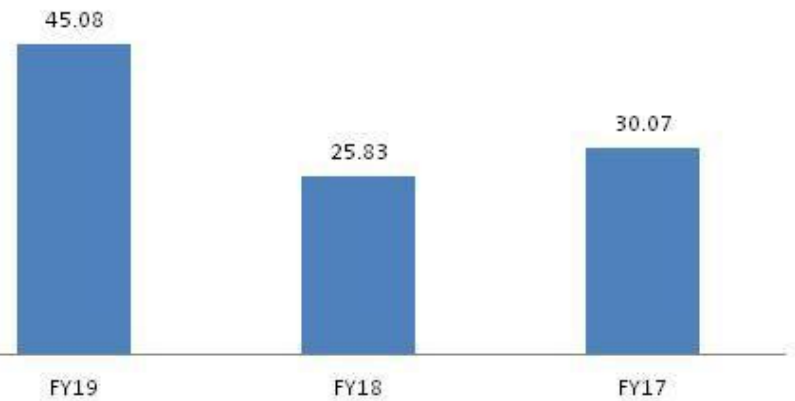
PBT
(Rs in Crores)



EBDITA
(Rs in Crores)

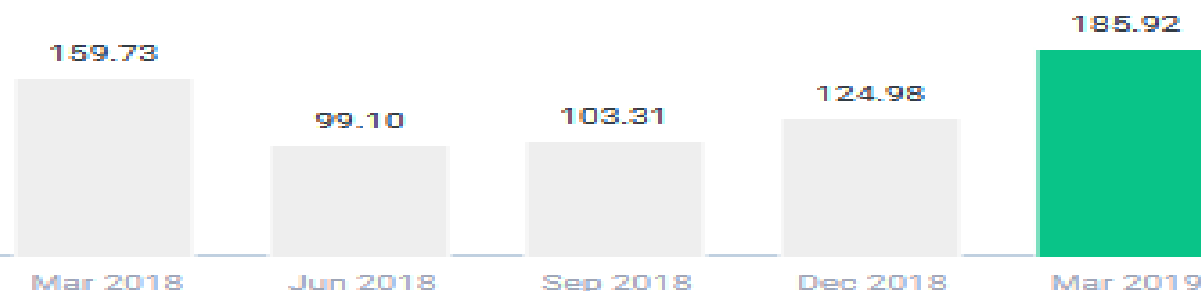


PAT
(Rs in crores)



Highest at Rs 185.92 cr in the last five quarters

NET SALES (RS CR)



Highest at Rs 25.79 cr. in the last five quarters

PAT (RS CR)



PAT excludes Exceptional Items

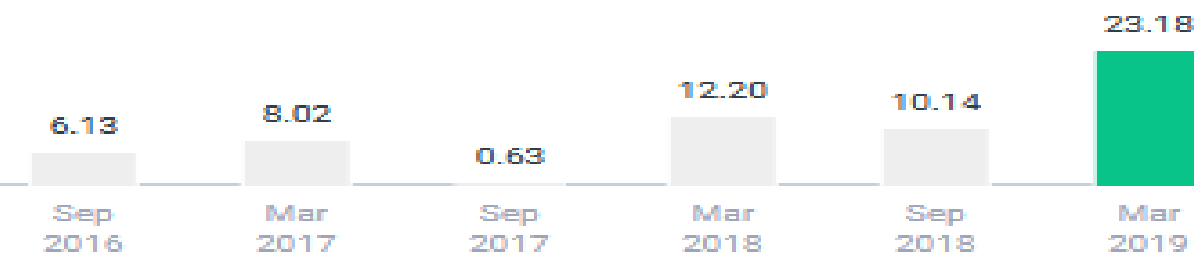
Highest at Rs 17.18 in the last five quarters

EPS (RS)



Highest at Rs 23.18 cr in the last six half yearly periods

CASH AND CASH EQUIVALENTS



Key Factors

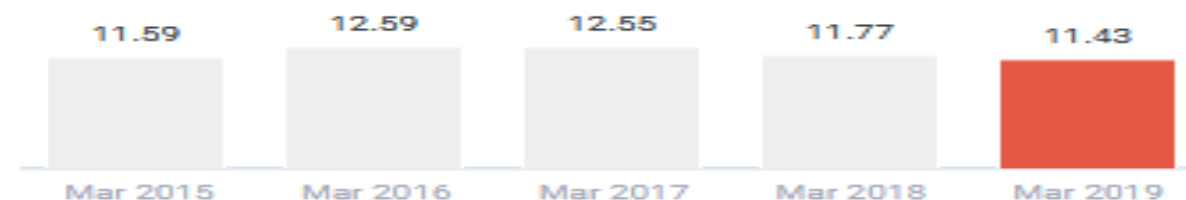
Factors	Value
PE Ratio	6.97
Price to Book Value	0.72
EV to EBIT	6.37
EV to EBITDA	5.40
EV to Capital Employed	0.86
EV to Sales	0.67
PEG Ratio	0.08
Dividend Yield	0.83%
ROCE (Latest)	13.43%
ROE (Latest)	10.37%

Annual - Operating Profit Margin (Excl OI)

Operating Profit Margin (Excl OI)

11.43%

in Mar 2019



Figures in Rs cr

STANDALONE ANNUAL ALL PERIODS

	Mar'19	Mar'18	Mar'17	Mar'16
Net Sales	637.30	573.91	343.80	269.91
Operating Profit (PBDIT) excl Other Income	72.83	67.53	43.15	34.17
Interest	33.74	28.96	13.65	8.43
Exceptional Items	-0.03	0.00	0.01	0.06
Net Profit	44.94	25.85	22.44	17.00
Operating Profit Margin (Excl OI)	11.43%	11.77%	12.55%	12.59%

Figures in Rs cr

Networth

(Rs. in Cr.)



Book Value

(in Rs.)



Total Revenue Breakdown of the Faridabad and Baddi Plants



“

Capacity utilization continues to improve, supported by sufficient headroom for growth

”

MAJOR HIGHLIGHTS OF THE YEAR

- The company managed to get a few coveted approvals from few blue chip companies like RDSO, Power Grid Corporation, BHEL, Airport Authority of India Limited, Mazagon Dock Shipbuilders Ltd, . Jawaharlal Nehru Port Trust and more
- The company got its maiden export order from Mauritius for the supply of XLPE LV/HV underground Power Cables from the Company's plant located at Baddi-Himachal Pradesh.
- Two of our flagship companies, CMI Limited and CMI Energy India Pvt. Ltd. merged their businesses. Both companies and their plants will now operate under CMI Limited. This merger will help the company strengthen its business focus leading to better management & accounting procedures
- CMI's rating upgraded to CRISIL BBB+(Triple B Plus) /Positive to the Long Term Bank Facilities from CARE BBB+ (Triple B Plus)/stable and CRISIL A2 to the Short Term Bank facilities availed by the Company from A3+(A Three Plus) to the short term bank facilities.

Projections

Net Sales (Rs in Cr.)



Profit Before Tax (Rs in Cr.)



Net Profit (Rs in Cr.)



Net worth (Rs in Cr.)



Key Investment Highlights

India's one of the Fastest Growing Cable Company

Strong Focus on R&D and Innovation



Well Positioned in Many High Growth Sectors

Provides Cables for India's Space Mission Programmes

Cables that Empower



CABLES THAT EMPOWER



CMI Limited

AN ISO 9001, ISO 14001
& OHSAS 18001 COMPANY
CIN NO. L74899DL 1985PLC018031

www.cmilimited.in