PTC Industries Limited

TOWARDS PARITY

INVESTOR PRESENTATION
Q3 & 9M FY24 - 13 February, 2024

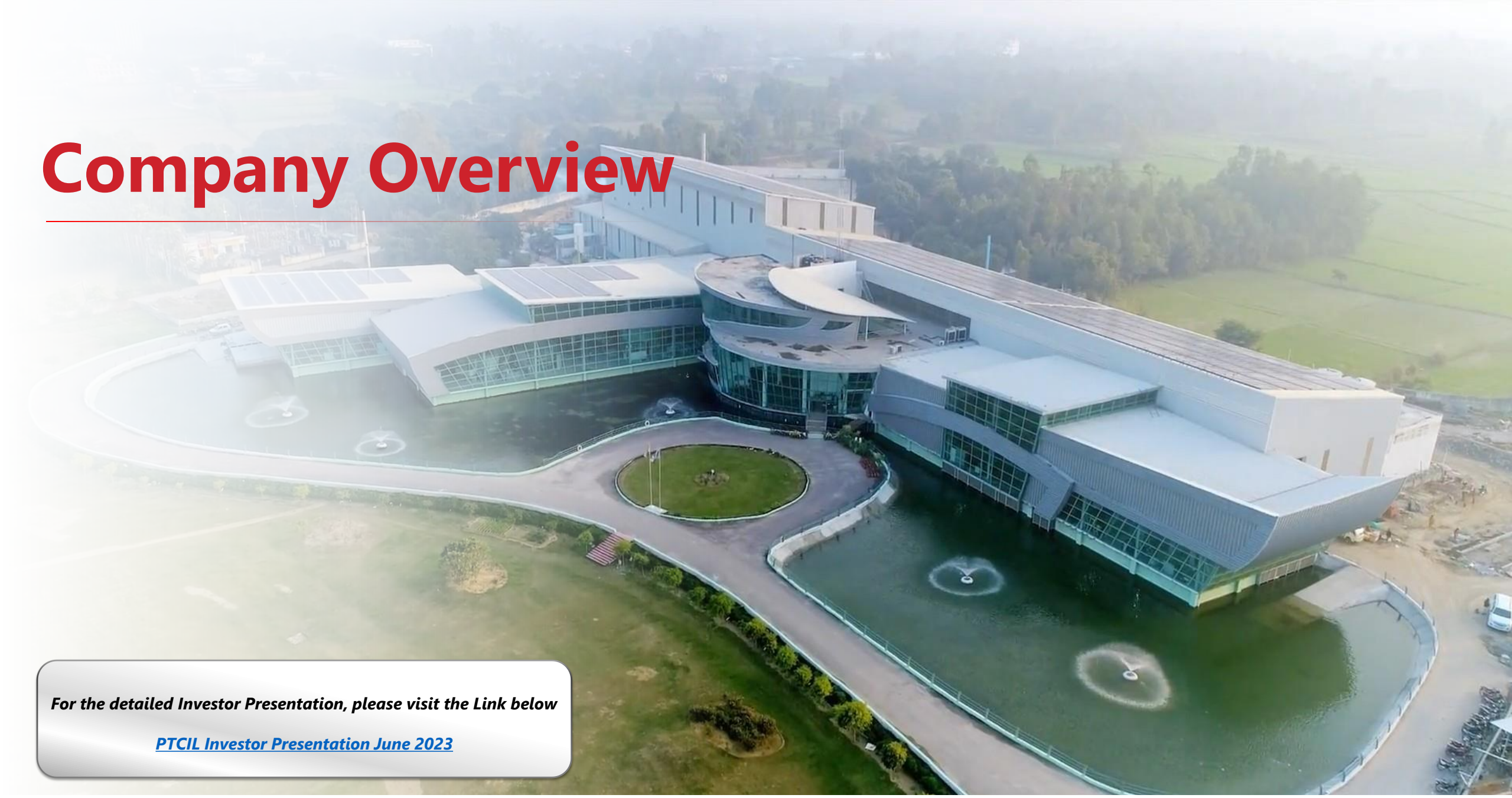
Safe **Harbor**

- This presentation and the following discussion may contain "forward looking statements" by PTC Industries Limited ("PTC" or the Company) that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of PTC about the business, industry and markets in which PTC operates.

- These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond PTC's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward-looking statements.

- Such statements are not, and should not be construed, as a representation as to future performance or achievements of PTC. In particular, such statements should not be regarded as a projection of future performance of PTC. It should be noted that the actual performance or achievements of PTC may vary significantly from such statements.

Company Overview



For the detailed Investor Presentation, please visit the Link below

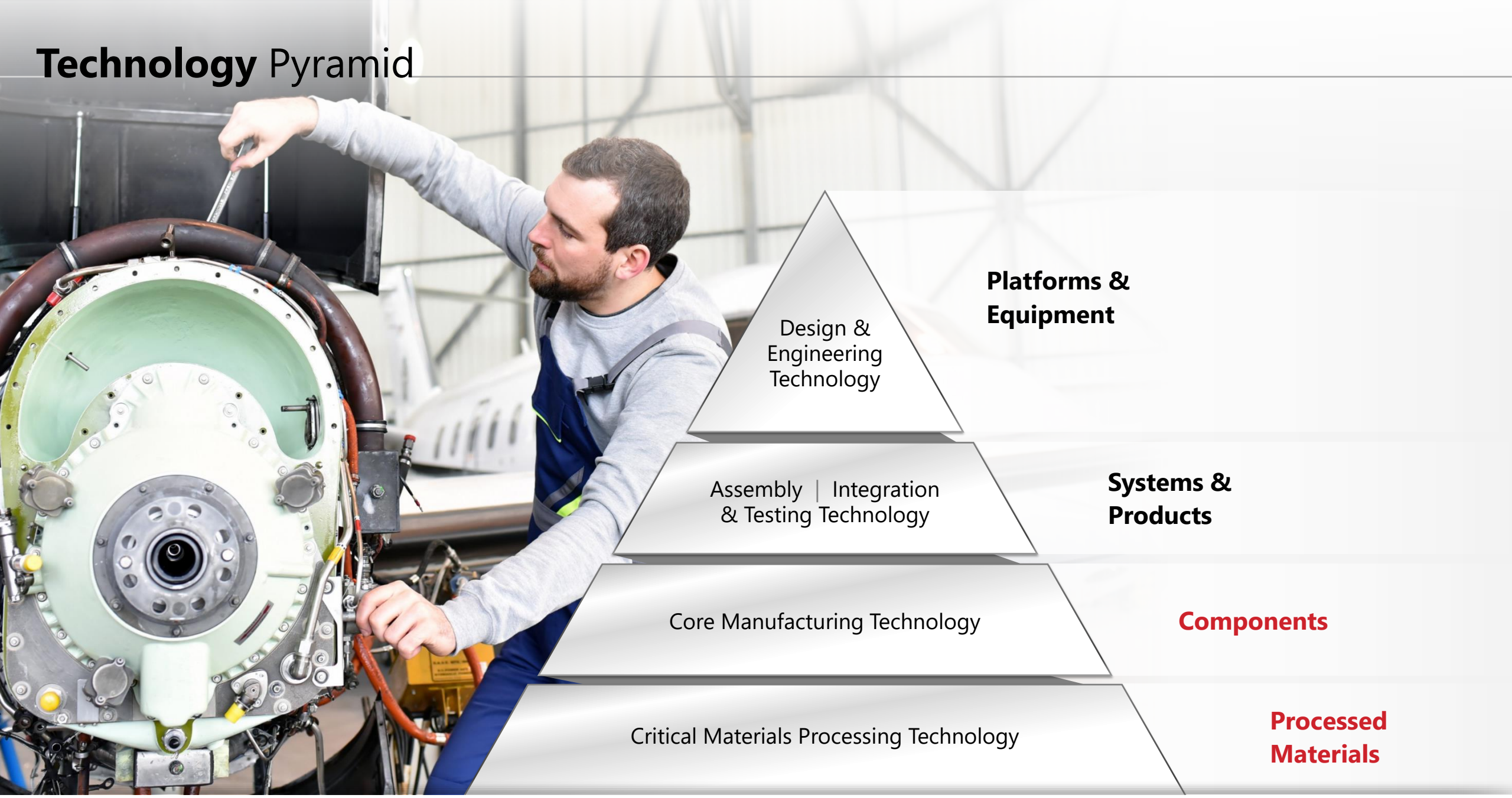
PTCIL Investor Presentation June 2023

Towards **Parity**

Therefore, It Is Our Dharma To Work
Towards Building Equality In Respect of

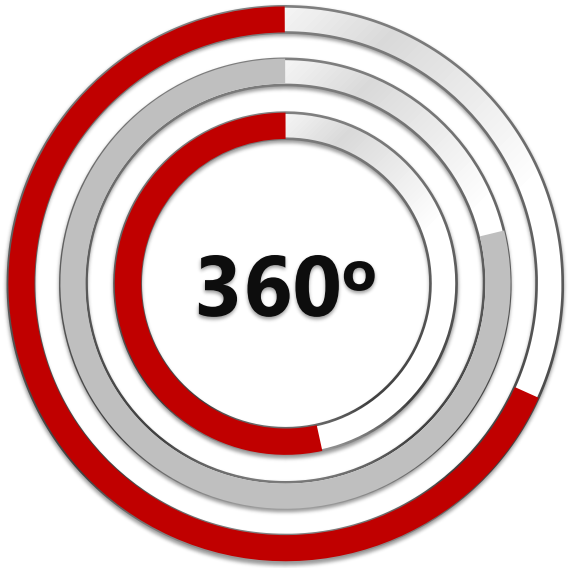
Capability, Technology,
Skill,Workmanship,Talent,
Knowledge,Quality,
Productivity, Efficiency, & Sustainability
in the country to allow us to become a nation that is at par with the world.

Technology Pyramid



Platform Independent Core Manufacturing Technologies

Established Capabilities to Cater to entire Spectrum of A&D Sector



Civil Aviation

- Torque tubes
- airframe structural
- engine mounts
- turbine frames
- engine liners
- swirlers and injectors

Air Defence

- Airframe Structures
- Intermediate casings
- Bearing Housings
- Re-fuelling nozzles
- Turbine oil-tanks
- Engine Gearboxes

Land Defence

- Suspension arms
- Muzzle Brakes
- Lightweight artillery structures
- Armour Protection

Naval Defence

- Pump components
- valves
- on-line fittings
- radar structures
- propellers and propulsion components

Space

- Propellant tanks
- Propulsion nozzles
- bulkheads
- liquid fuel pump casings and impellers
- lightweight structures

Aero Engines

- Turbine frames
- blades, buckets and vanes
- bearing housings
- inlet and outlet structures

Strategic Systems

- Propellant tanks
- Propulsion nozzles
- bulkheads
- Pressure bottles
- lightweight structural

Journey Towards Building PTC - **Innovations & Technological Capabilities**

India's 1st Technology & Innovation Focused Foundry

1963-1980

- Establishment of a benchmark of quality
- In-house R&D: Commitment to technology & innovation
- Indigenizing Technology: Import Substitution in India

Building Customers & Going Global

1980-2000

- Established Global Footprint with long lineage
- Cemented relationships with customers
- Export Awards: Dhatu Nayak Award , Best Exporter Award

Technological Evolution

2000-2010

- Developed in-house technologies: Replaced traditional casting methods with Replicast, RapidCast, Printcast & forgeCAST technologies
- Introduced Robotics & Automation
- Set up a new Facility at Mehsana, Gujarat

Being Future Ready

2010-2024

- Established AMTC Plant
- Pioneer in bringing Titanium Castings manufacturing to India
- Incorporated Aerolloy Technologies: to capitalize on opportunities in the Defence & Aerospace segment
- Setting up Ingot manufacturing from recycled Titanium capability in India
- Joined hands with marquee players in Defence & Aerospace segment
- Raksha Mantri Excellence award for Indigenisation

Our team: **Strong pillars for the Company**

MBA in Operations - University of Tulsa, Oklahoma & M. Sc in Finance - Boston College, Massachusetts

Industry Experience of 25+ years

Responsible for new technologies & continuous R&D efforts

Sachin Agarwal

Chairman & MD

Mr. Priya Ranjan Agarwal

Director, Marketing

Bachelor of Engineering (Mechanical)

Industry Experience of over 35+ years

Responsible for BD in key infrastructure projects & domestic marketing activities

Mr. Alok Agarwal

Director, Quality & Technical

B.E. in Metallurgy from IIT, Kanpur

Industry Experience of over 33+ years

Responsible for improving quality standards in Plant & obtaining various ISO & quality certifications

Ms. Smita Agarwal

Director & CFO

Qualified CA & DISA (ICAI)

Industry Experience of 20+ years

Led multiple strategic financial initiatives in PTC while implementing best practices for good governance and transparency

James Collins

Chief Technology Officer

Qualified Metallurgist with a number of patents in his name

Industry Experience of 15+ years

Leading technical expert in field of Investment Casting, Vacuum Melting, Single Crystal & Directional casting & Powder Metallurgy

Stephane Bras

Head of Sales - Europe

Master degree in international Sales

Industry Experience of 20+ years

Responsible for developing the International Sales of the group, and to manage development projects.

Our **Core Values**

Our values define who we are, how we operate, and where we're headed. Our values are defined by the word ASPIRE, which stands for :

Agility

responding and adapting to changes quickly; learning new skills and responding to new requirements; executing work faster

Sustainability

taking responsibility for longevity; creating lasting value for our stakeholders; safeguarding the environment

Selflessness

seeking what is best for PTC; having no ego when searching for the best ideas; helping colleagues; sharing information openly and proactively.

Passion

inspiring others with own thirst for excellence; caring intensely about PTC's success; being tenacious

Prudence

making wise decisions; getting beyond treating symptoms and identifying root causes; thinking strategically.

Integrity

being known for honesty, candour, and directness; being straightforward, being quick to admit mistakes

Impact

accomplishing important work ; demonstrating consistently strong and reliable performance; focusing on results

Innovation

re-conceptualizing issues to discover practical solutions to difficult problems; challenging prevailing assumptions and suggesting better approaches; creating new ideas; staying nimble; minimizing complexity and simplifying.

Respect

treating people with respect independent of their status or disagreement; listening well to understand better; remaining calm in stressful situations; understanding and being considerate of the needs of others.

Endurance

rejecting the temptation to give up when things get tough; staying focused on executing work.

Aspire embodies in itself the path to our success and the aspiration to get there.

Certification

AS/EN 9100 Approved since 2021

SAFRAN

Safran Aircraft Engines Approval & Long-Term Purchase Agreement

Honeywell

ATL Is an Approved Supplier to Honeywell after completion of NSI Audit and Compliance

DASSAULT AVIATION

MoU and Long-Term Purchase Agreement with Dassault Aviation

BAE SYSTEMS

ATL is an Approved Supplier to BAE Systems

IAI

ATL is an Approved Supplier to Israel Aerospace Industries (IAI)

Our recognitions and achievements

Raksha Mantri's Award at #DefExpo2022

Long Term Purchase Agreement with SAFRAN AIRCRAFT ENGINES

Long Term Purchase Agreement with DASSAULT AVIATION

Aerolloy exhibited at Paris Air Show 2023

54TH INTERNATIONAL PARIS AIR SHOW LE BOURGET JUNE 19-25, 2023 | 54e SALON INTERNATIONAL DE L'AÉRONAUTIQUE & DE L'ESPACE PARIS · LE BOURGET 19-25, JUIN 2023

BAE Systems, PTC sign MoU for making M777 Howitzer parts

The first sub-systems will be made by end of 2022

BAE SYSTEMS

(L-R) Ravi Nirgudkar, MS, MBA, MD at BAE Systems, India, Bangladesh, Sri Lanka; Sachin Agarwal, CMD, PTC Industries; Paul West, India industrialisation director, BAE Systems and Bharat Sharma, Commissioning IWT Lead at BAE Systems

BAE Systems & PTC Industries have signed an agreement to manufacture titanium castings for the Indian 155mm M777 Ultra-lightweight Howitzer (ULH) at PTC Industries' production facility in Lucknow.

The agreement aims to produce the complex lightweight titanium castings, developing the tightly controlled fabrication process and ensuring the same parts can be manufactured in any future production of the M777 Howitzers for India. The first sub-systems will be produced by the end of 2022, and there is a plan to progress manufacture of all three of the major structures (Saddle, Cradle, and Lower Carriage) that form the basis of the gun. Indian suppliers which participate in the M777 programme can earn a role in the overall BAE Systems global supply chain through their performance.

"The production process at PTC Industries is being developed and qualified to deliver the long-term support for the 145 M777s we are delivering to India," said Duncan Stevenson, the general manager of BAE Systems Weapon Systems UK, which manages the manufacture and assembly of the M777 light-weight Howitzers. "This agreement will allow BAE Systems and PTC Industries to jointly provide major structures to support the spares and repair programme required to keep the guns available for the Indian Army. It also ensures that the overall 'Make in India' content of the ULH is above 60%, which will allow the Government of India to procure any future platforms under a 'Make in India' acquisition requirement."

BAE Systems also has a 52-Calibre 155mm barrel for the ULH, which it is willing to manufacture in India, further expanding Indian artillery capability from this battle-proven system. This would make India the first customer to have a 155mm 52-calibre platform under 5,800kgs in weight.

UP to excel in aerospace, defence sectors: Rajnath

Opens First Pvt Manufacturing Unit In Corridor

TIMES NEWS NETWORK

Defence minister Rajnath Singh inaugurating a defence manufacturing facility in Lucknow on Saturday

Lucknow: Defence minister Rajnath Singh said on Saturday that more private companies will start investing in Lucknow and Uttar Pradesh, which will make a mark in defence and aerospace sector manufacturing.

After inaugurating the first private defence manufacturing facility in UP Defence Industrial Corridor, Singh said, "More companies will invest in Lucknow and UP, and the state will make a mark in defence and aerospace sector manufacturing." He also lauded CM Yogi Adityanath for important reforms and incentivizing investment.

"I believe more private companies will invest in UP and the government will provide all support. This investment will ensure that people will not have to leave their homes in search of employment." Singh exhorted the industry to focus on research and development and make full use of government's policies to stay ahead in the race of developing state-of-the-art technology.

"I urge industry to make the local community a partner in their success by adopting ITI, schools, hospitals and starting apprenticeship programmes," he said.

"Adoption of technology is a must for being successful in today's competitive environment. PTC industry's integrated metal manufacturing facility will reduce the nation's dependence on imports and help in building Atmanirbhar Bharat," he added.

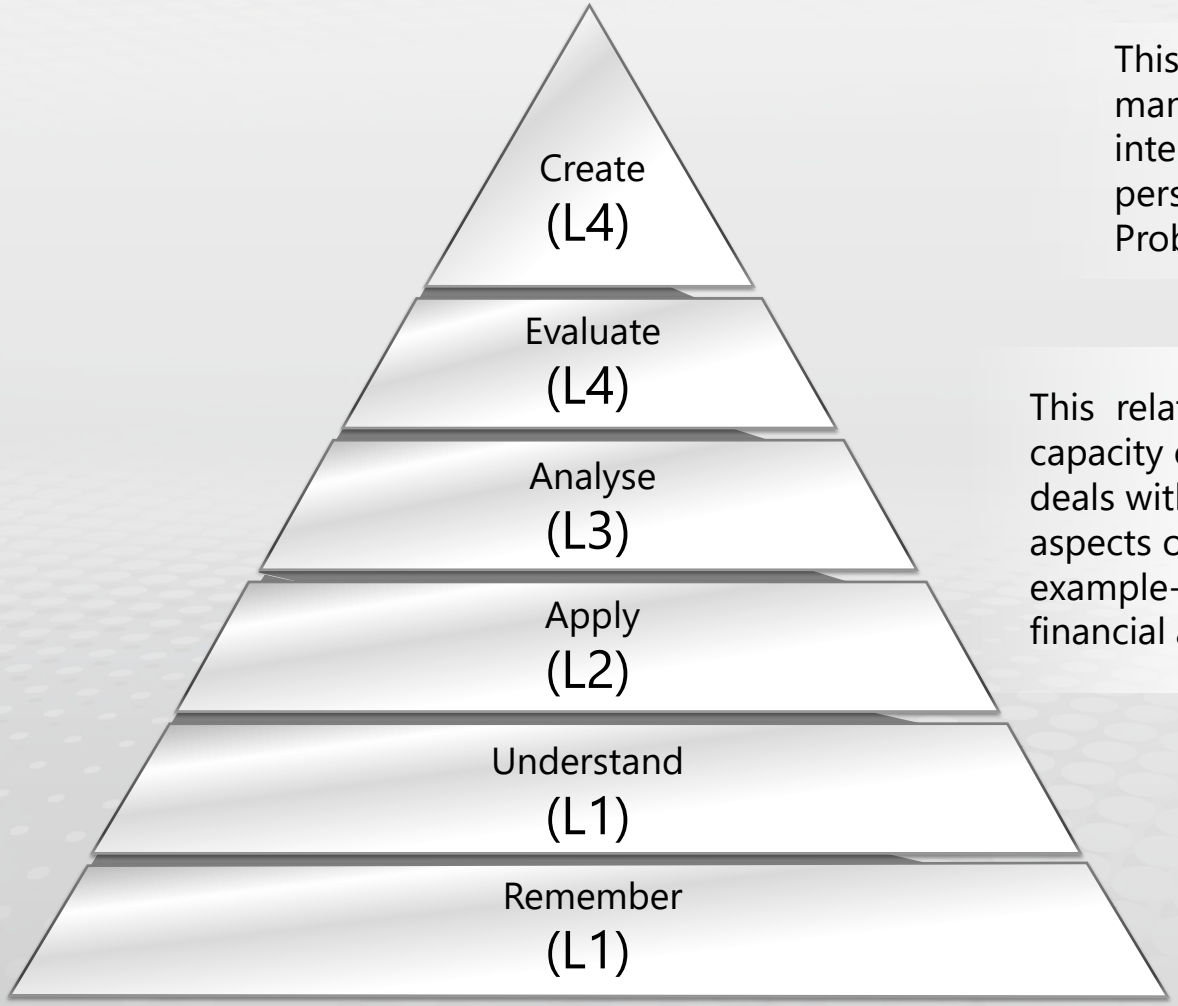
The facility run by Aeliroy Technologies, a subsidiary of PTC industries, will manufacture parts for aircraft and helicopter engines, drones, submarines, ultra-light artillery guns, space launch vehicles and strategy systems. Singh emphasized the need for continuous modernization of armed forces in the rapidly changing global security environment.

"The Indian defence industry has the potential to develop quality and cost-effective equipment which will bolster national security and can be exported," he said.

Reaffirming the resolve of 'Make in India and Make for the World', Singh listed the government's measures for self-reliance.

Our focus on **Human Resource Development**

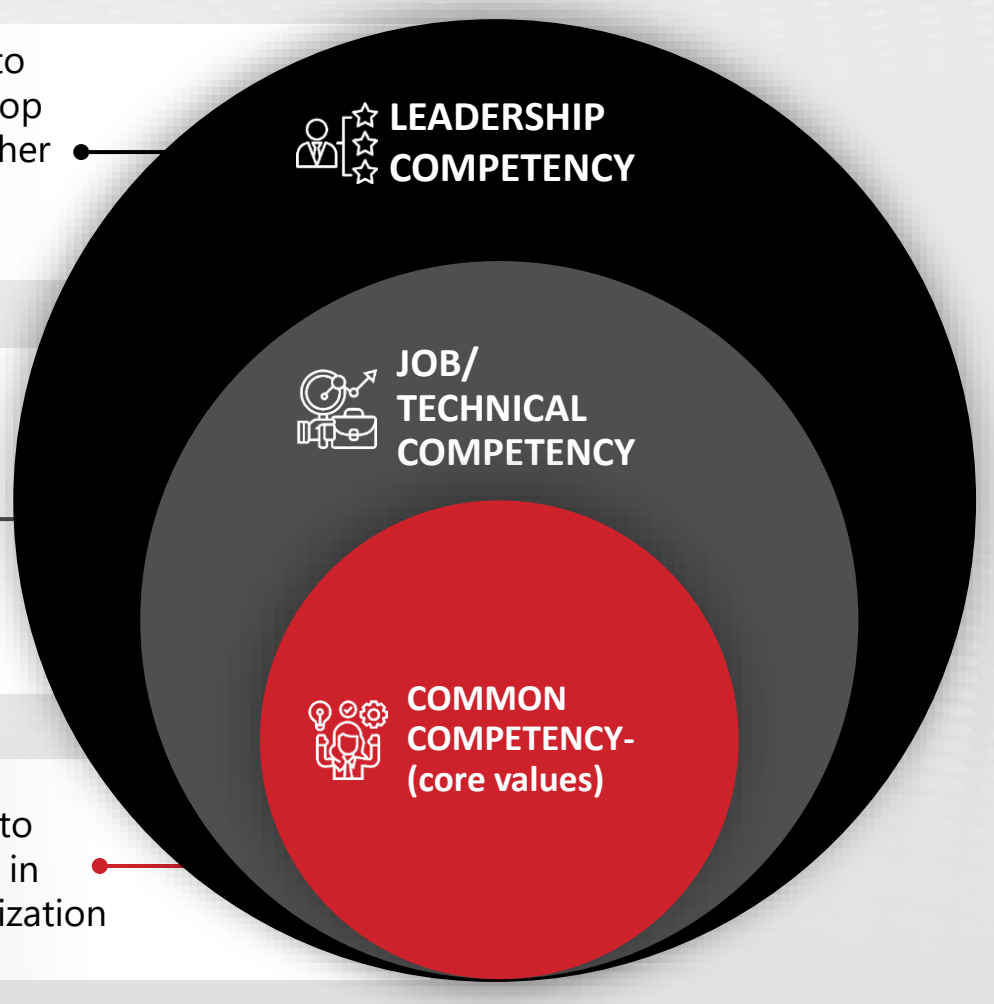
Training and Competency Development Framework.



This relates to ability to manage job and develop interaction with the other persons. For example- Problem solving.

This relates to functional capacity of work. It mainly deals with the technical aspects of the job. For example- market research, financial analysis etc.

Common to every one in the organization



Current & Future **Renewable Energy Sources**

GREENHOUSE GAS PROTOCOL

PTC Industries and Aerolloy is committed to comply to Carbon footprint reduction and GHG protocols, in accordance with International standards, meeting the Paris Agreement targets

CURRENT

COP21·CMP11 PARIS2015 UN CLIMATE CHANGE CONFERENCE

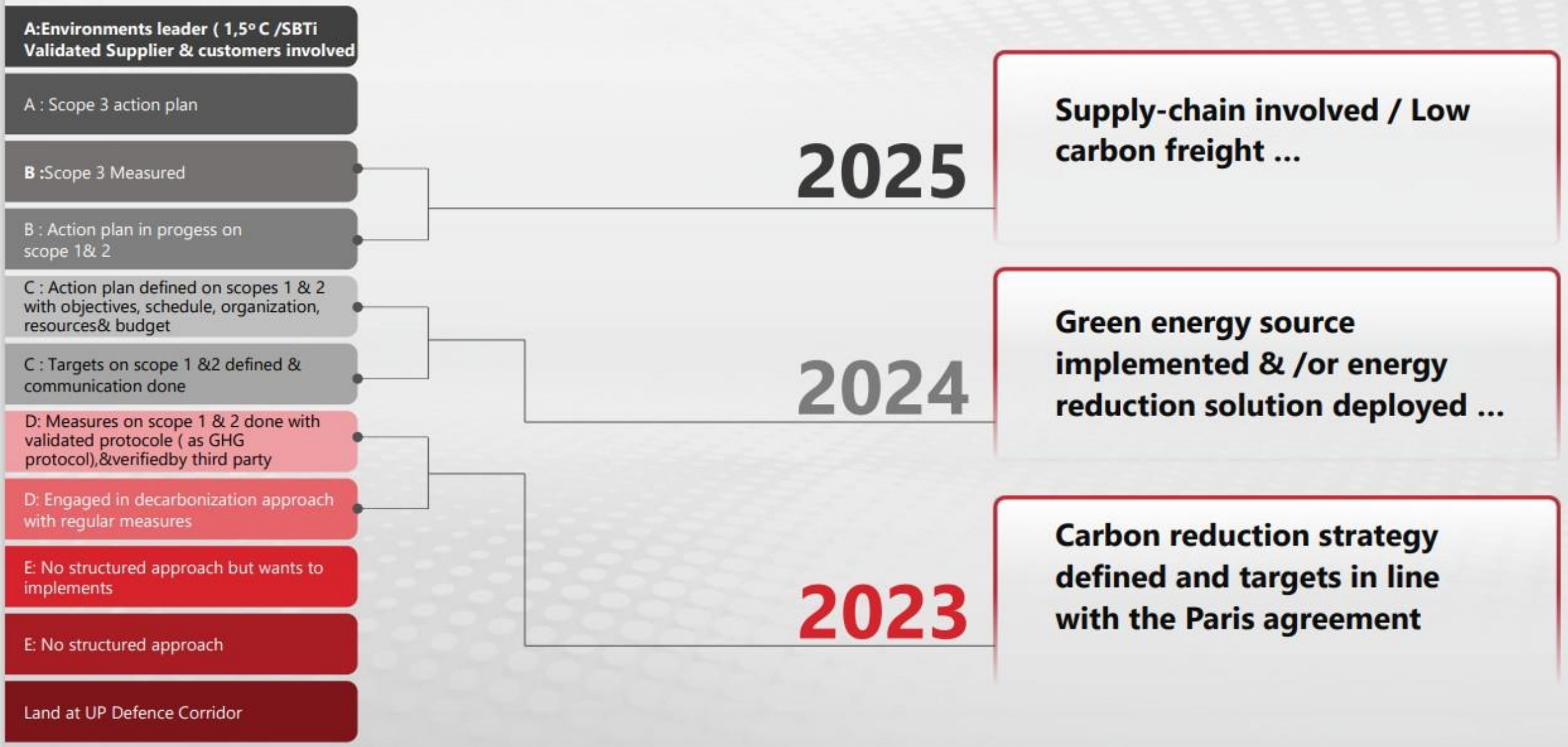
- 750kW Roof Top Solar (AMTC)
- 750kW Wind Turbine (Mehsana)

FUTURE

SCIENCE BASED TARGETS DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

- 10-12MW Solar Plant (Aerolloy Metals)
- >50% Energy consumption from renewable sources

Roadmap for **Carbon Footprint**



PTC & Aerolloy **Technology Verticals**

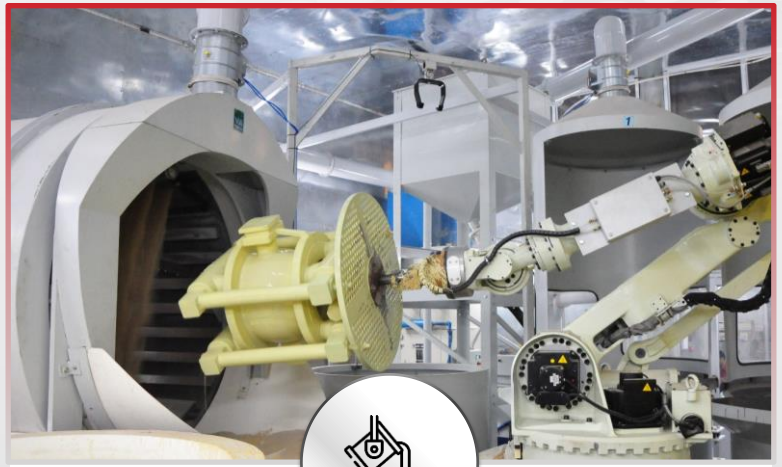
Air Melt Castings	Machining & Assembly	Titanium Castings	Super Alloy Castings	Controlled Microstructure	Forging & Rolling Mill	Titanium Alloy Mill	Super Alloy Mill
Replicast, Rapidcast, Investment Casting	CNC 5-Axis Machines; Assembly shop	Investment Casting; VAR; HIP	Investment Casting; VIM; HIP	Investment Casting; SX, DS, EQ	Open Die Forging; Bar/Rod Rolling Mill; Sheet/Plate Rolling Mill	VAR, EBCHR, PACHR; Forging	Masteralloy VIM, VAR; Forging
INDUSTRIAL & DEFENCE CASTINGS GROUP			**AEROSPACE CASTINGS GROUP**			**AEROSPACE MATERIALS GROUP**	

Technology – **Rapidcast, Replicast, Investment Casting**

RAPIDCAST

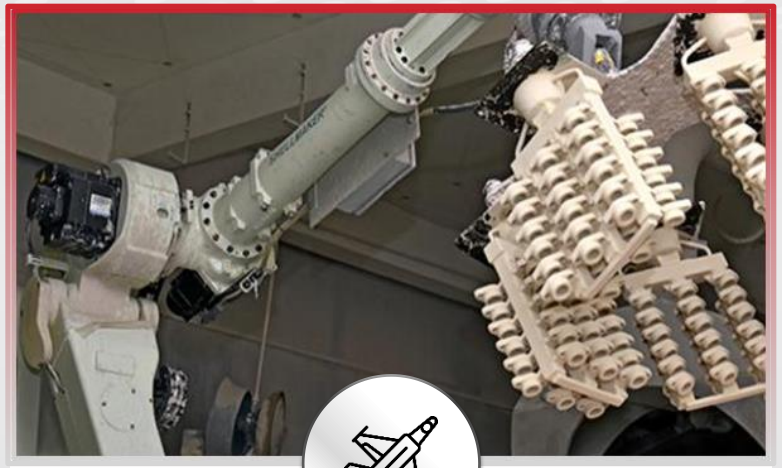
Quality – Value – Speed
up to **5,000 kgs** single piece

7-Axis CNC machining robots
to machine patterns



REPLICAST

Near net shape casting solutions using ceramic shells with weight range up to **2,500 kg**



INVESTMENT CASTING

Lost Wax Process for high-quality high-integrity castings with ceramic shelling in small sizes and larger volumes

Technology – Ti Cast, Controlled Microstructure, ForgeCast

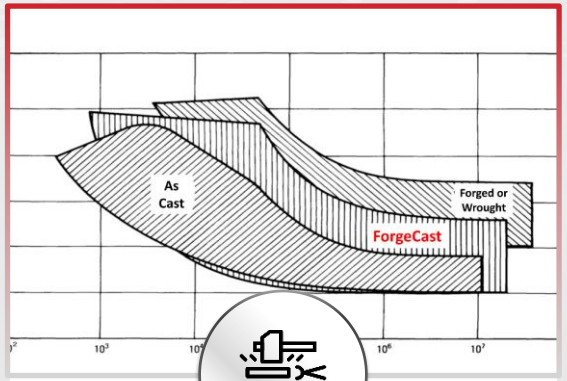
TICAST

Vacuum melt casting of Reactive alloys

Investment casting, PrintCast, Replicast

Controlled Micro-Structure

Microstructure controlled castings (Single Crystals and Directionally Solidified) for Aero Engines



FORGECAST

Where castings and forgings converge

Near net shape castings with forging properties

Hot Isostatic Press (HIP)

Used to eliminate pores in metal components

A must technology for critical components like Aerospace

New Aerospace **Castings Facility**

Aerospace Castings Group – Future Capability & Additions

3D Printed (SLA) Pattern: : 600X600X500 mm

Wax Injection Press: 1) 6 Tonne, 1000 cc, 350X350X350 mm; 2) 35 Tonne, 6500 cc, 750X750X750 mm

Robotic Shelling System: Make: VA Tech; 1 Robot System; Max Shell Dim: 600mm (dia)X 800mm (height)

Dewaxing AutoClave: 1200 mm (dia) X 1500mm (depth)

Flashfire Furnace: 1000X1000X1200 mm (Pacific Kiln)

Other major Equipment available

Chemical Milling: 1200X1200X1200 mm

Hot Isostatic Press: Max Temp: 1350 deg C; Max Pressure 137 Mpa; 300 mm (dia) X 900 mm (length)

Dimension Inspection: 1) CMM: Zeiss : 1000X1000X800 mm; 2) GOM – 3D Scanning

Radiography (X Ray): Digital; Max thickness: 60 mm

FPI: New Automated FPI Line

AEROSPACE
MATERIALS GROUP

UPDIC Campus – **Aerospace Materials Mill**

Future Capability & Additions
Titanium and Super Alloy Mill – Ingots, Billets, Rods, Bars, Slabs, Plates

New Aerospace Materials Mill

Acquired - Electron Beam Cold Hearth Remelting (EBCHR) furnace and Vacuum Arc Remelter (VAR) through its wholly owned subsidiary "Aerolloy Technologies Limited (ATL)"

Manufacturing Titainum (Ti) Ingots

One of the few global players to have capabilities to manufacture Titanium Ingots

Manufacture Ti Ingots from Recycled / Scrap Titanium

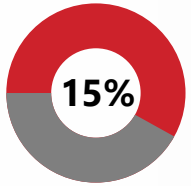
Titanium alloy ingots manufactured by recycling & remelting of scrap have equal acceptability compared to ingots manufactured using Titanium sponge (from ore)

Capacity

The EBCHR furnace will have an installed capacity of 5,000 tonnes p.a. and VAR Furnace will have capacity of 1,500 tonnes p.a. for manufacturing Titanium ingots.

Recent Supply Chain Disruption

Global supply chain, gives strategic advantage of having a facility to manufacture titanium alloy ingots with up to 80% of readily available & cost-effective Titanium scrap is a highly profitable proposition for PTC



PTC will possess a market share of over 15% of the world recycled Titanium Material production

World's largest single site Titanium recycling facility in India

Phase 1: Investment ~Rs. 150 crores

At full capacity: Potential Revenue multiple of 10-15x with robust margins

Technology – **Titanium & Super Alloy material manufacturing**

Vacuum Arc Remelter (VAR)

A secondary melting process for the production of metal ingots with elevated chemical and mechanical homogeneity for highly demanding applications

Electron Beam Cold Hearth Remelting (EBCHR)

This process is of great importance for the processing and recycling of scrap and waste of reactive metals, especially Titanium

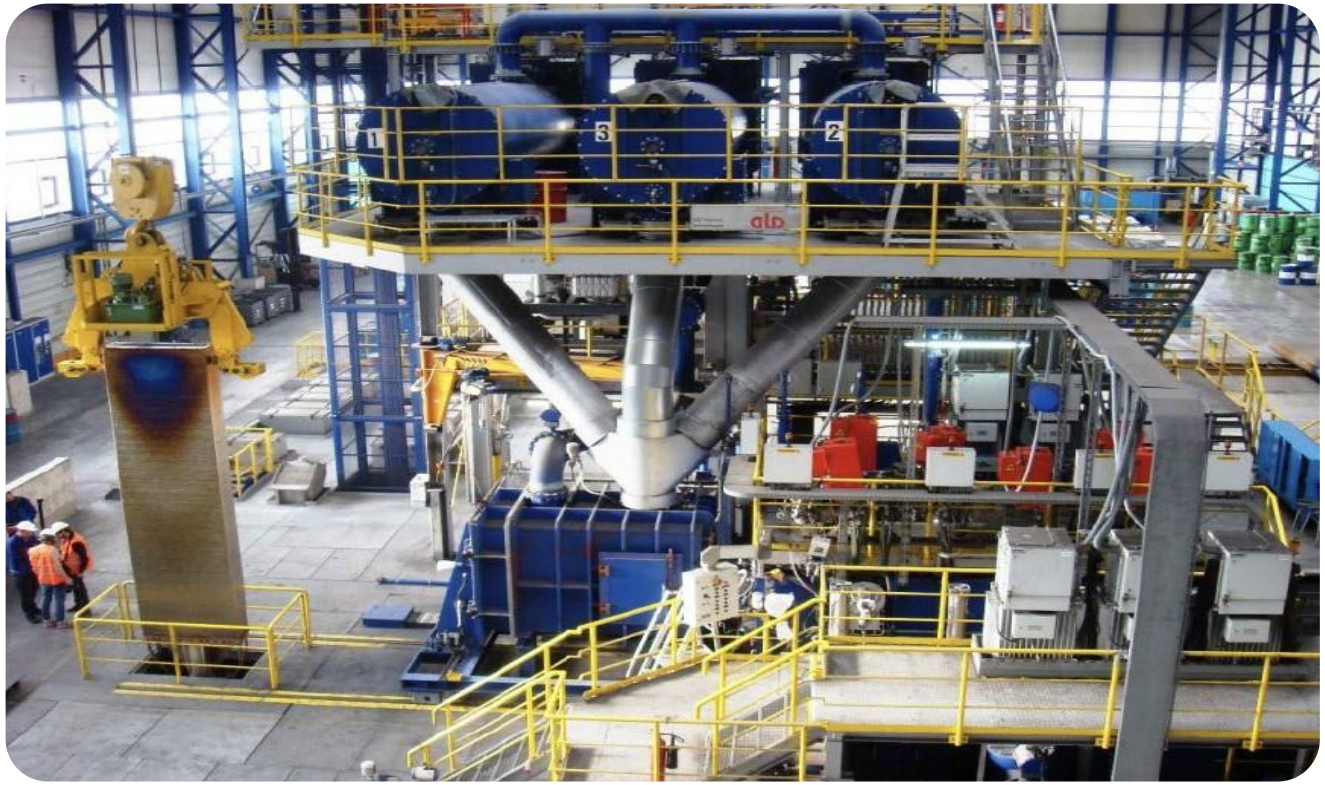
Plasma Arc Cold Hearth Melting (PAM)

Used for melting and remelting of Alloys (e.g. Titanium Alloys) which contain larger amounts of alloying elements with high vapor pressure that would evaporate under deep vacuum conditions

Vacuum Induction Melting (VIM)

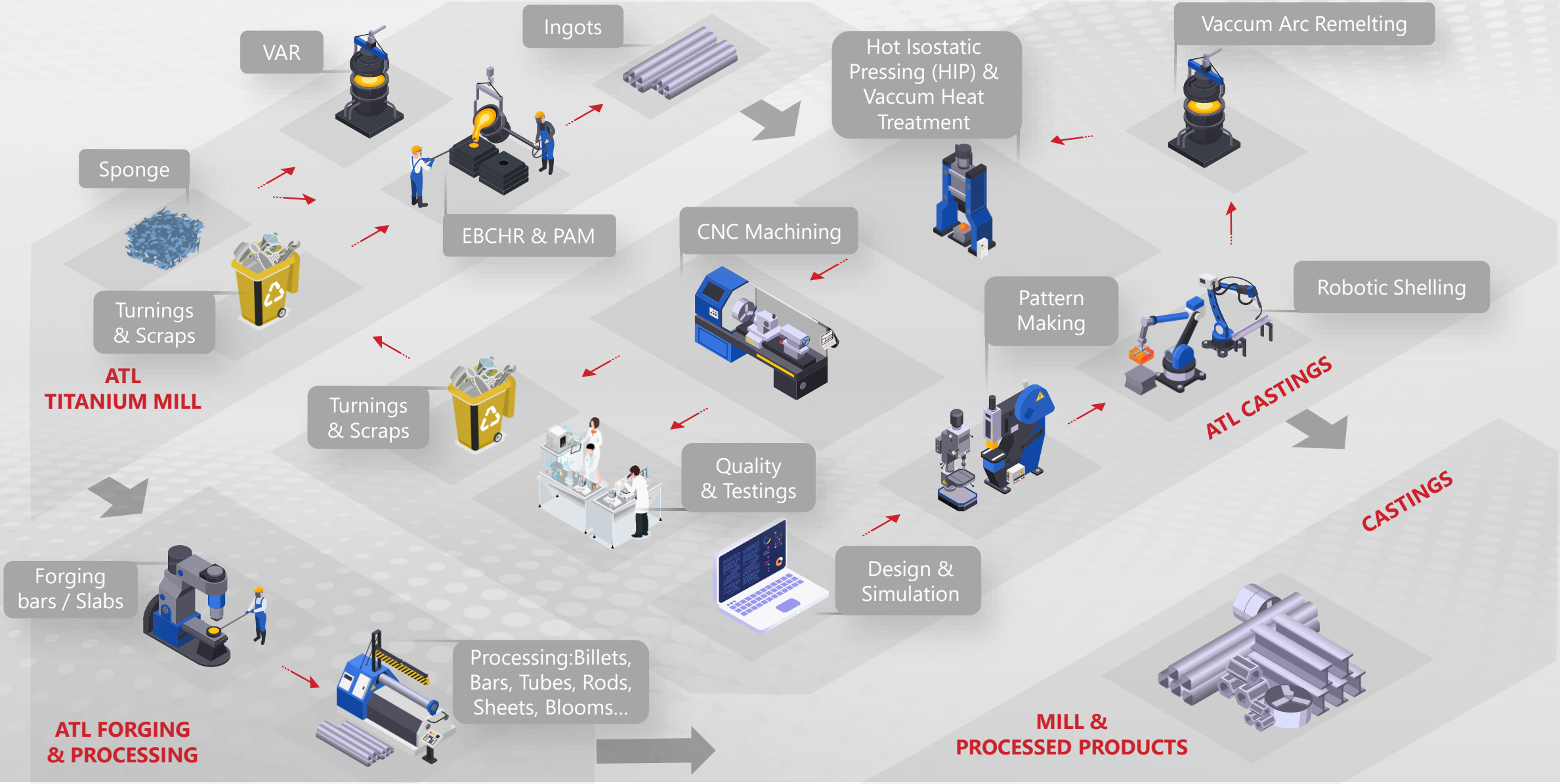
A primary melting process for the production of Super Alloy metal ingots with elevated chemical and mechanical homogeneity for highly demanding applications

Metals **Recycling**



Shows that **GreenTitanium®** will avoid **26.4 tonnes** CO_2 per tonne of Titanium produced by recycling compared to traditional methods. The volume of emissions avoided is expected to increase in the future as operations reach their nominal production rate. Using this benchmark at full capacity, Titanium ingots produced by PTC's newly acquired EBCHR further would reduce **132,000 tonnes** of CO_2 emissions.

Sustainability

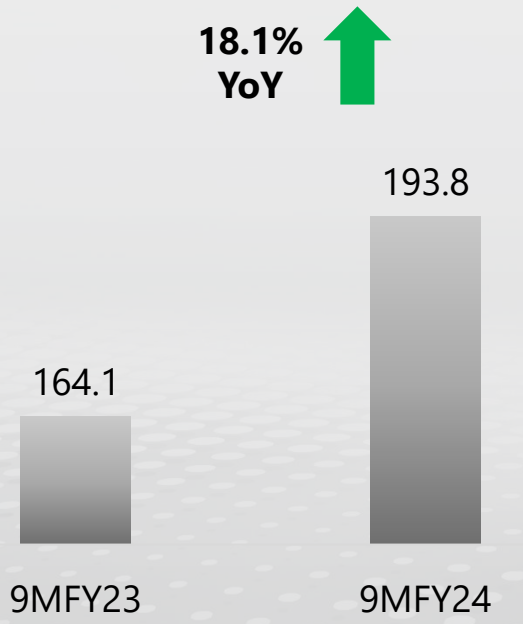


Q3 & 9M FY24: Result Highlights

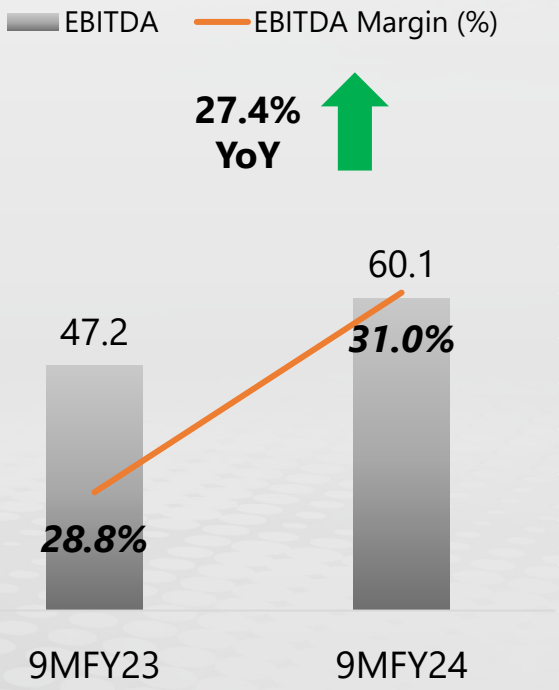
9M FY24 Consolidated Highlights

In Rs Crores

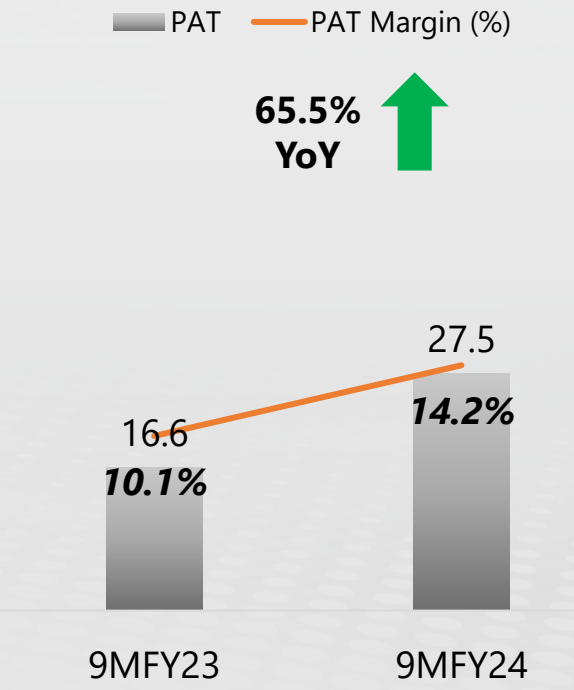
Total Income



EBITDA



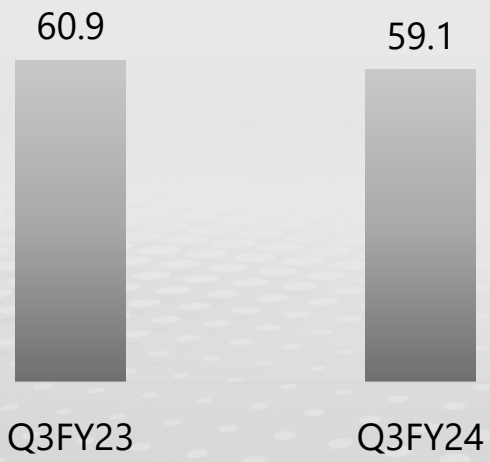
PAT



Q3 FY24 Consolidated Highlights

In Rs Crores

Total Income



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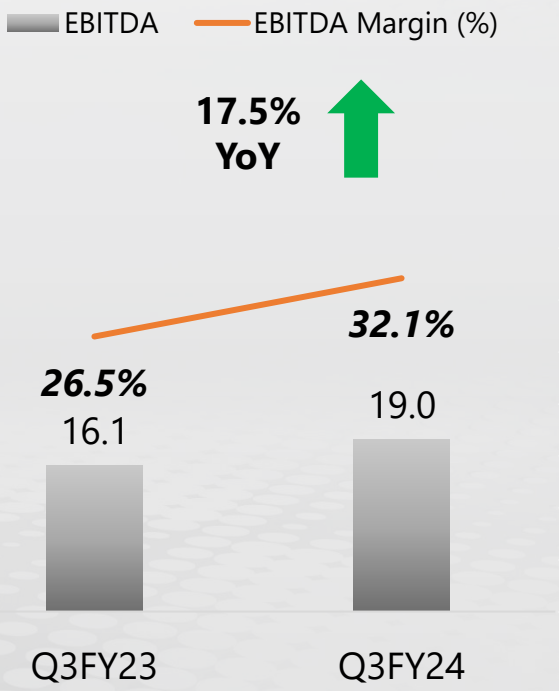

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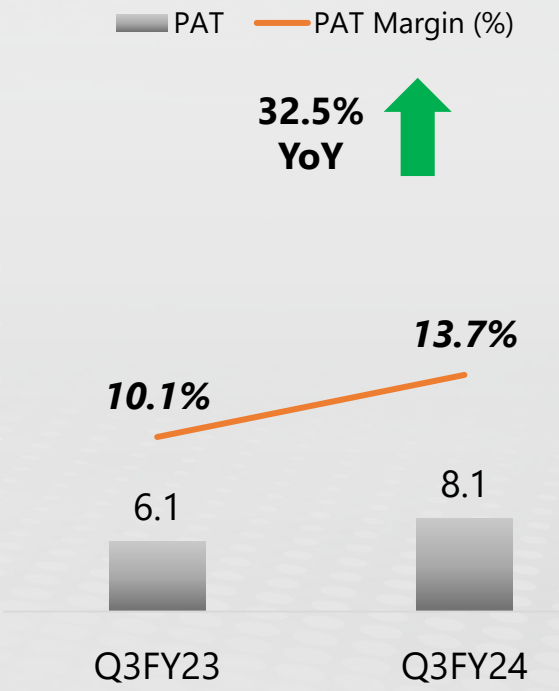


Q3 & 9M FY24 Consolidated Highlights

Particulars INR Crores	Q3FY24	Q3FY23	▲YoY	9MFY24	9MFY23	▲YoY
Total Income	**59.1**	60.9	(3.0)%	**193.8**	164.1	18.1%
EBITDA	**18.9**	16.1	17.5%	**60.1**	47.2	27.4%
EBITDA Margin%	**32.1%**	26.5%	561 bps	**31.0%**	28.8%	226 bps
Profit Before Tax	**10.4**	7.9	32.5%	**35.8**	22.2	61.0%
Profit After Tax	**8.1**	6.1	32.5%	**27.5**	16.6	65.5%
PAT Margin%	**13.7%**	10.0%	367 bps	**14.2%**	10.1%	407 bps

Management Remarks

Sachin Agarwal

Chairman & MD

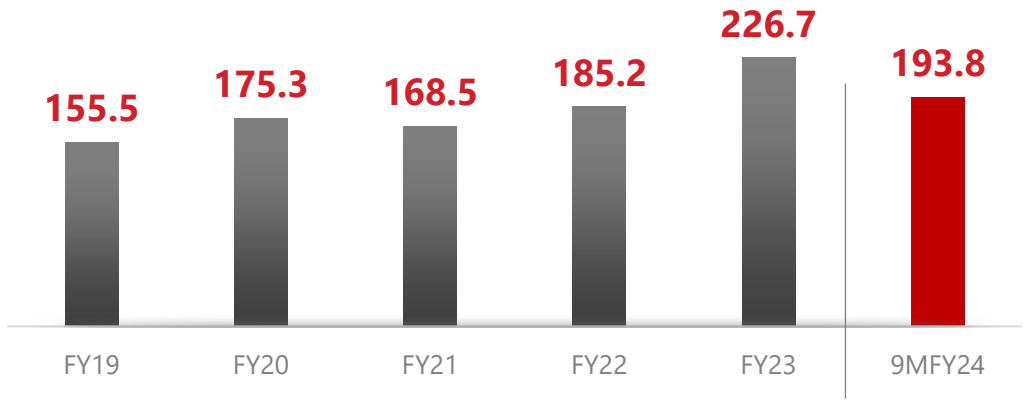
Mr. Sachin Agarwal, Chairman & Managing Director: *"I am happy to announce that the quarter has been good for us. We have seen an uptick in our operating profitability during this quarter due to a shift in revenue towards high-margin products. We have also entered into several prestigious MoUs in the Aerospace and Defence sectors with esteemed names like Nasmyth and HAL along with the signing of long-term purchase agreements with Safran Aircraft Engines and Dassault Aviation. These collaborations will allow us to leverage our expertise for significant growth and progress in the future.*

Our foray into the defence and aerospace sectors began a while ago, and we are now poised to see immense growth and promising developments. As we proceed on this journey, our vision of building a self-reliant Aatmanirbhar Bharat remains intact and prompts us to continue working with dedication and commitment.

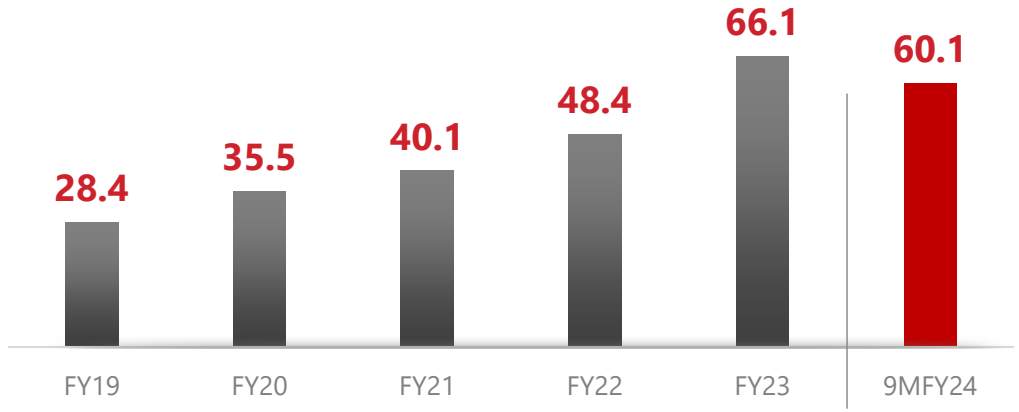
I'm filled with optimism about the exciting opportunities that lie ahead and the new heights we aim to reach."

Key **Financial Trends**

Total Income



EBITDA



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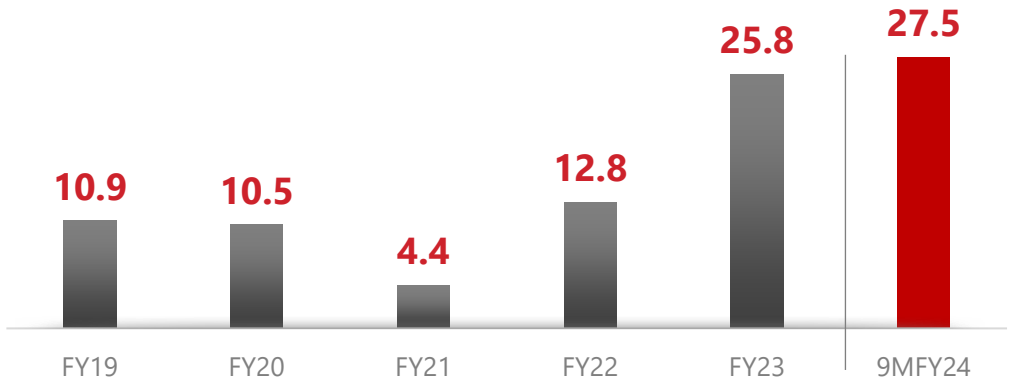
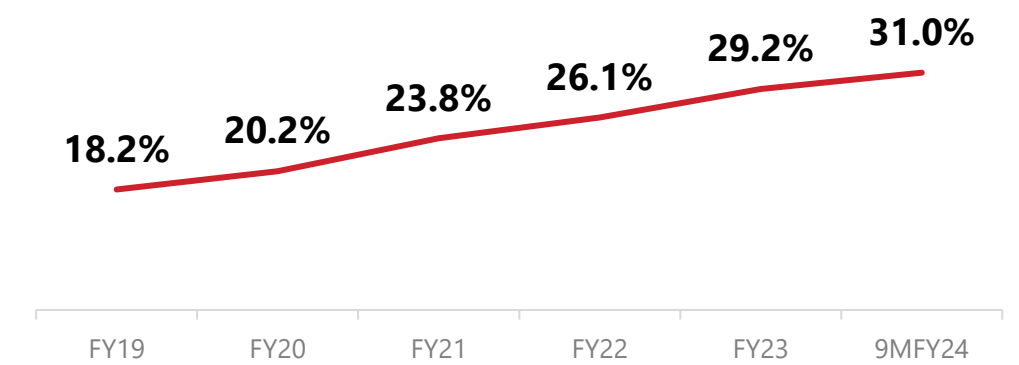


EBITDA Margin %

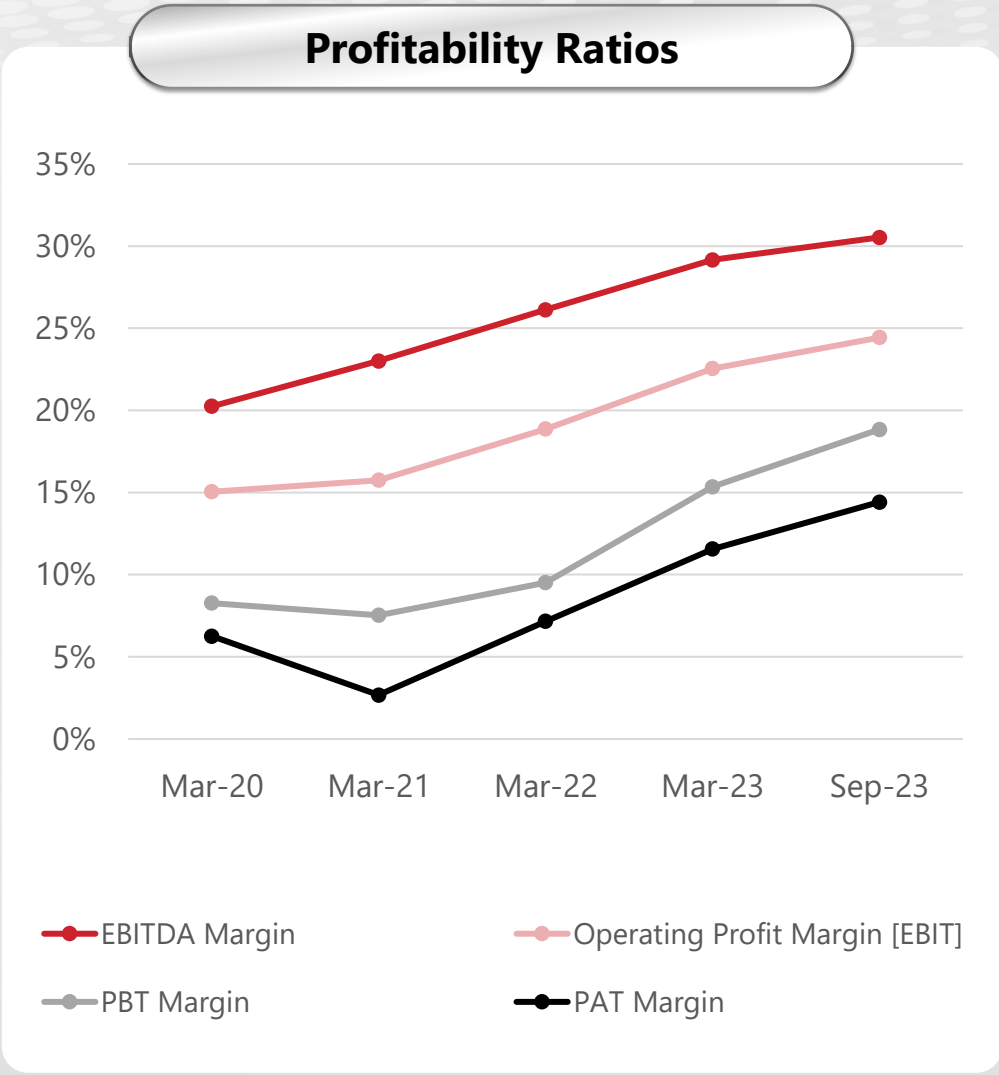


In Rs. Cr

Accounting **Ratios**

Particulars	As at March 31, 2020	As at March 31, 2021	As at March 31, 2022	As at March 31, 2023	As at Sep 30, 2023
Profitability Ratios					
EBITDA Margin	20.25%	23.00%	26.12%	29.16%	30.52%
Operating Profit Margin [EBIT]	15.04%	15.75%	18.86%	22.55%	24.44%
PBT Margin	8.27%	7.53%	9.51%	15.35%	18.83%
PAT Margin	6.25%	2.67%	7.16%	11.56%	14.41%
Return on Equity	6.97%	2.80%	7.60%	8.26%	7.94%*

*Calculated on TTM basis



Update on Status of ongoing **CAPEX**

The company is establishing a world-class Strategic Materials Technology Complex in the Lucknow Node of the UP Defence Industrial Corridor. It has acquired key equipment for its Aerospace and Defence material manufacturing facility. This includes a Vacuum Arc Remelting Furnace, an Electron Beam Cold Hearth Remelting furnace, a Plasma Arc Melting furnace, and a Vacuum Induction Melting furnace. These will help to establish the largest single-site Titanium recycling and remelting facility in the world along with the capability to produce Nickel/Cobalt Superalloys for Aerospace and Defence applications.

Particulars	Status
Foundation Completion:	The foundation work for the Vacuum Arc Remelting (VAR) Furnace, Plasma Arc Melting (PAM) Furnace and Sponge Press has been completed.
PEB Structure Foundation:	The foundation work of the Pre-Engineered Building (PEB) for the Aerospace Materials Plant in the Strategic Materials Technology Complex has been completed and 50% work for its Structure and flooring has been completed.
Arrival of Equipment:	The VAR furnace, EBCHR furnace, Plasma Arc Melting (PAM) furnace, and Sponge Press have all safely arrived on site and the installation and commissioning are underway.
Other Developments:	The foundation for the Blending System has been completed and installation is underway.

In Process Fund Raise to **Fund the Expansion**

Mode of Fund Raise	Instrument
Preferential Issue	A Preferential Issue of up to 2,35,415 Equity Shares of Face Value of Rs.10/- (Rupees Ten Only) each, at an issue price of Rs. 6,000/- at an aggregate value of Rs. 141.24 Crores is under process. The Company has already obtained Shareholders' Approval and In-principle approval from the Stock Exchanges for this issue.

Aggregate Fund Raise

Preferential Issue

~₹141 Crores

The Company has raised significant funds for its capex and expansion.

PASSION & COLLABORATION

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