

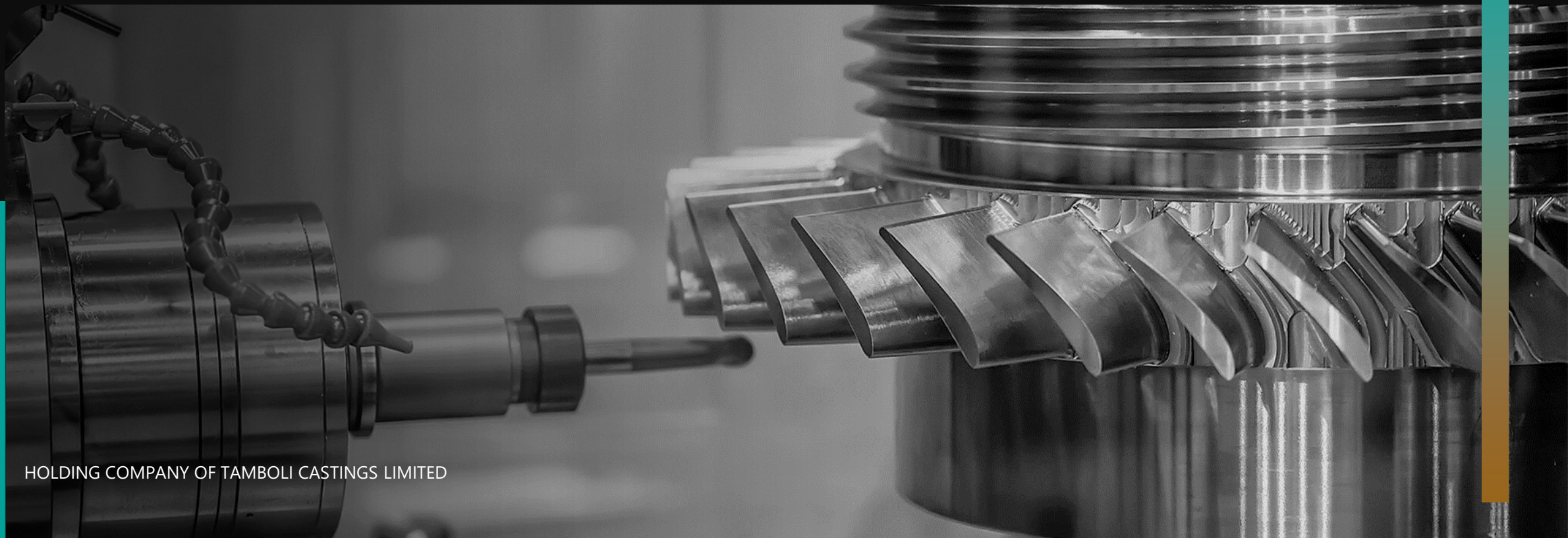


Q4 & FY23

Earnings Update

MAY 2023

HOLDING COMPANY OF TAMBOLI CASTINGS LIMITED



**TAMBOLI
CAPITAL
LIMITED**



*Tamboli
Casting Limited
(100%)*

Investments in group
companies
BSE: TAMBOLI
Listed since 2010

Revenue Mix

Investment Castings &
Precision Components:

99% of
top line

Subsidiary

Investment castings
& precision
components business

Investments & Others

1% of
top line

Tamboli Capital

Overview



A specialist in investment casting technology (Feinguss), delivering fully machined precision components for Pneumatic & Automation, Pumps, Valves & Turbo Parts, General Engineering, Automobile and Aerospace applications.

**Export
Oriented
Unit**

**Star
Export
House**

**Fortune
500**

Preferred supplier to Fortune 500 companies across the globe

600 TPA

Production capacity

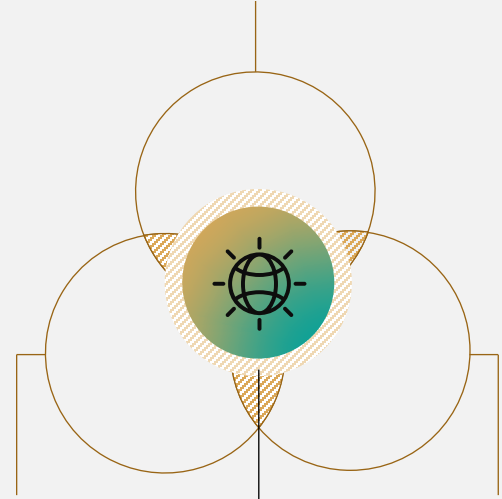
400+

Strong Team

40+

Engineers

Focused on delivering niche & super-crucial components in low, medium and high volumes



Superior quality, strong supply chain reliability & timely delivery

Fully-machined ready-to-fit components

Supplier of choice for a *marquee* global clientele

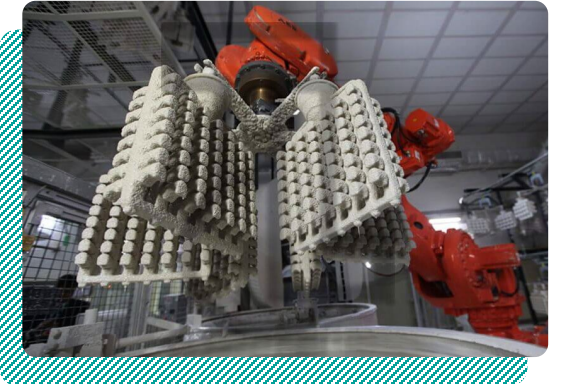
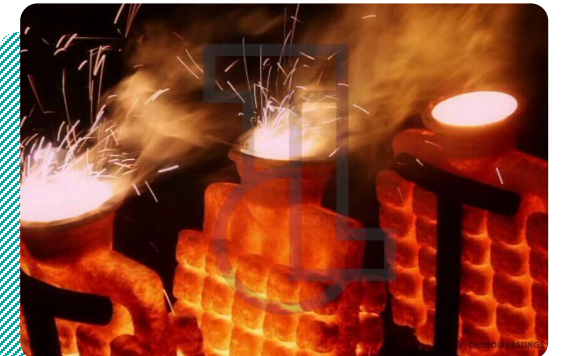
Tamboli Castings

Overview

Investment

Casting Process

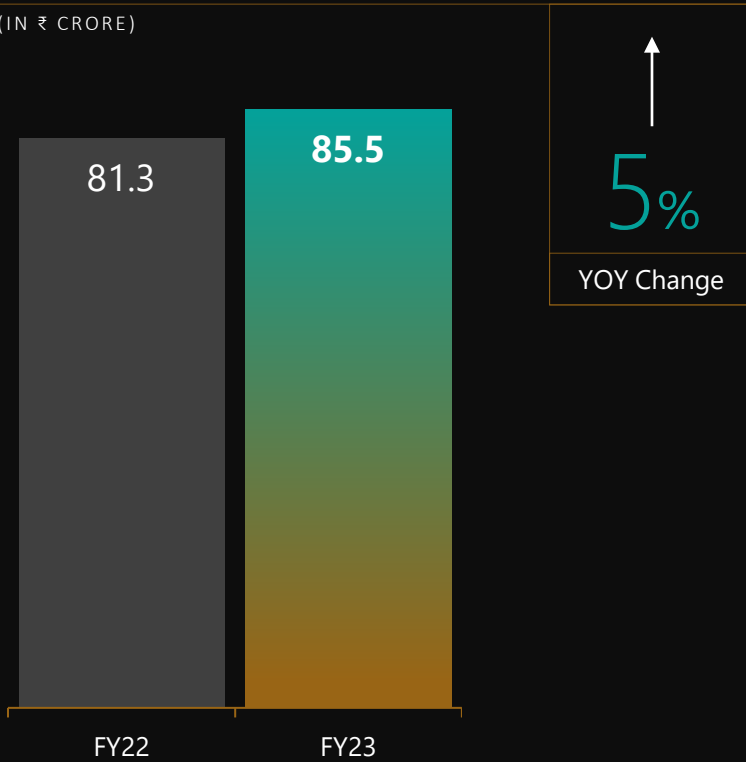
- High technology precision investment casting process refers to a complex and precise manufacturing method used to create intricate metal parts with high accuracy. This process involves the use of advanced equipment and techniques to produce high quality metal components that meet the exact specifications required by the customers. The process begins with the creation of a wax or plastic pattern which is used to create a mold for the metal part. This pattern is then coated with ceramic material, which is allowed to dry and harden. The mold is then heated to remove the wax or plastic pattern, leaving behind a hollow ceramic shell. The shell is then filled with molten metal, which is allowed to cool and solidify. Once the metal has solidified, the ceramic shell is broken away, revealing the finished metal part. The part is then cleaned and finished to the desired specifications. Subsequently the parts are machined for close tolerances and surface finish.
- High technology precision investment casting process offers many advantages over other manufacturing methods. It allows for the production of intricate / complex parts with high accuracy and consistency. It is also a cost effective method, as it reduces the need for machining and other finishing processes. Overall, high technology precision investment casting process is a highly advanced and precise manufacturing method that is ideal for creating high quality metal parts for a wide range of industries and applications. Its accuracy and consistency make it a popular choice for many manufacturers and its cost effectiveness makes it a viable option for many businesses.

Wax Injection & Pattern Assembly**Shelling****Melting**

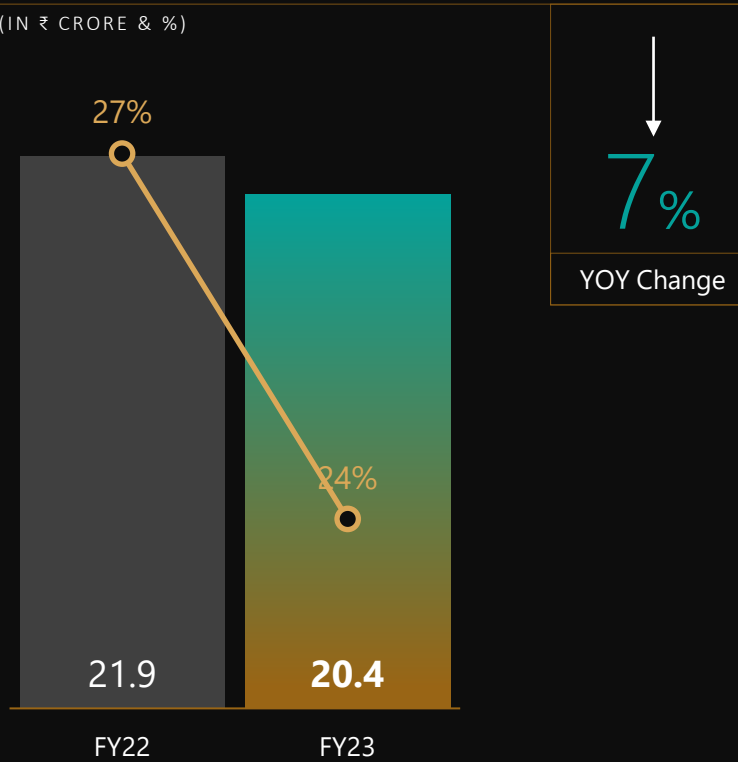
At a Glance

FY23**REVENUE FROM OPERATIONS**

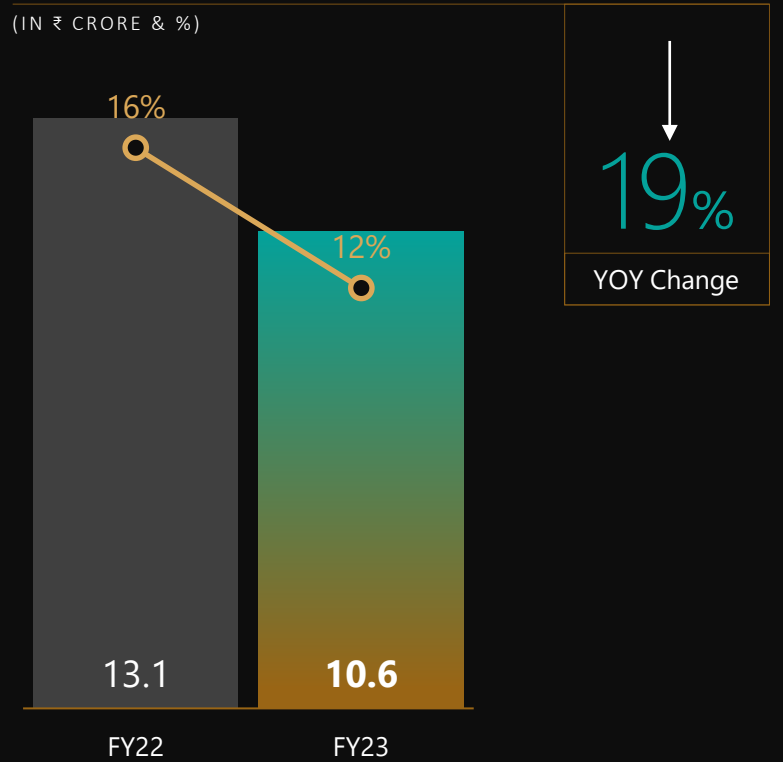
(IN ₹ CRORE)

**EBITDA & EBITDA MARGIN**

(IN ₹ CRORE & %)

**PAT & PAT MARGIN**

(IN ₹ CRORE & %)



Operational Updates

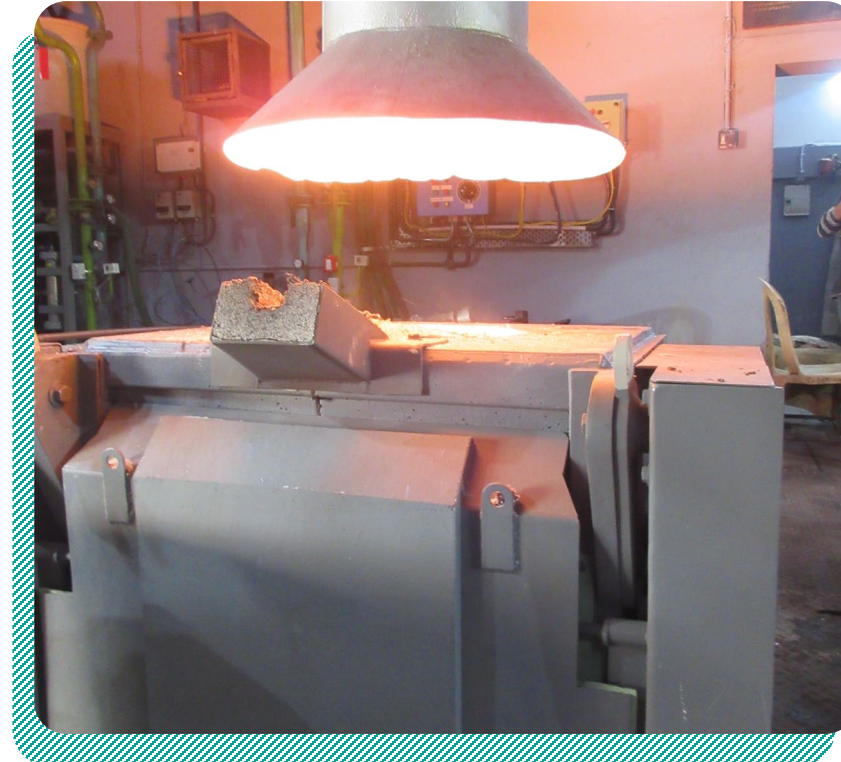
Sustainability: TCL has been verified in accordance with ISAE 3410 (GHGs), meeting the requirements of ISO 14064-1 and GHG protocol, by TUV-NORD.

DEBOTTLENECKING EXERCISE

New Robot & Conveyor System for Shelling



New Furnace Installed



Capacity Increased
from 550 Tonnes to
600 Tonnes

New Semi-Auto Wax Injection Presses



ACCREDITATIONS RENEWED IN FY23

ISO 14001:2015

ISO 45001:2018



Operational Updates (continued)

EMPLOYEE ENGAGEMENT ACTIVITY

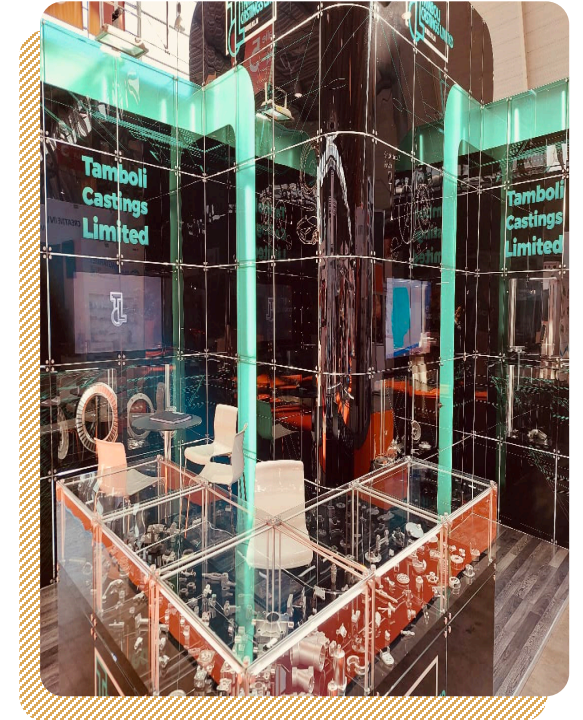


MARQUEE TRADESHOWS

Development of Space Start-up Ecosystem in India (DeSSEI) by ISRO



Tradeshow in Europe



Participation in Aero India 2023



Mr Vaibhav B. Tamboli

CHAIRMAN & MANAGING DIRECTOR

Financial Performance

- Despite a strong year overall, Tamboli Capital Limited (TCAP) experienced a weak quarter due to lower demand and geopolitical crisis. However, the Company remains optimistic about its overall performance in the years to come and the Company remains confident in its ability to continue on its progressive trajectory.
- Our engineering department is currently working on several innovative projects for different industry segments. The Company is committed to delivering high quality products and service to our customers. We have obtained several quality certifications that demonstrate our dedication to excellence.

- We are certified with ISO 9001:2015, AS 9100D:2018, IATF 16949:2016, PED 2014/68/EU, ISO 45001:2018 & EN 15085-2 by TUV Nord which are internationally recognized standards for quality management. These certifications ensure that our products and processes consistently meet customer requirements and comply with applicable regulations. In addition, we are also certified with ISO 14001:2015, which is a standard for environmental management. This certification demonstrates our commitment to minimizing our environmental impact and promoting sustainability. Moreover, we have undergone carbon GHG (Green House Gas) verifications and validations. This certification indicates that we have accurately measured our carbon emissions and have implemented appropriate measures to reduce our carbon footprint. Overall, these certifications and validations demonstrate our commitment to high quality products and processes.

- The future prospects for a component manufacturing company are promising as the industry continues to evolve at a good pace and demand for cutting-edge components remains steadfast. With the advent of new technologies in automation, mass transit systems and environmental conservation systems, there is a growing need for our Company's products that are not only reliable and precise, but also highly efficient and adaptable.

Synopsis

Diversified

Revenue Base

REVENUE MIX: INDUSTRIAL APPLICATION (FY23)

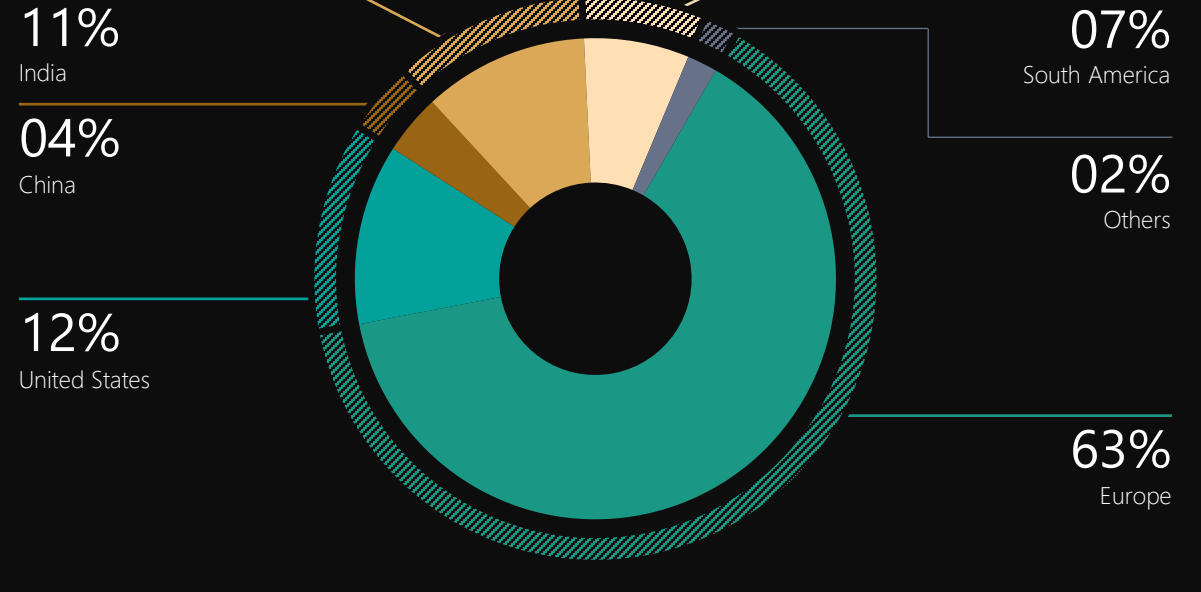
(IN %)



Diversification via Exposure to Multiple Divisions, Industries, and Geographies within a few select large Clients (MNC Conglomerates)

REVENUE MIX: GEOGRAPHY (FY23)

(IN %)

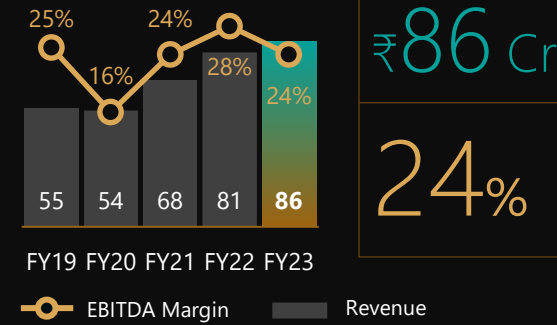


Global Revenue Stream

Key Performance Indicators

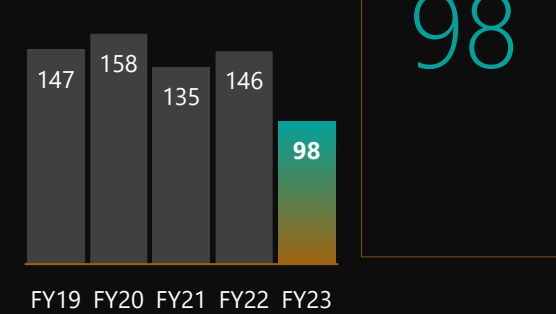
TOTAL REVENUE & EBITDA MARGIN

(IN ₹ CRORE & %)



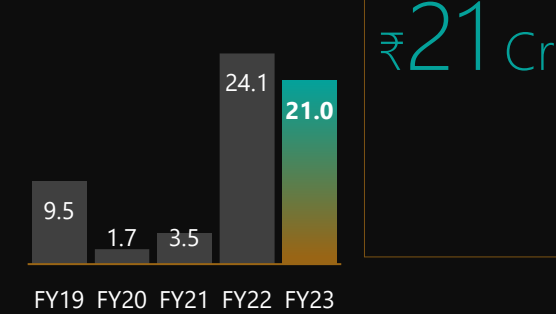
OPERATING WORKING CAPITAL

(IN DAYS)



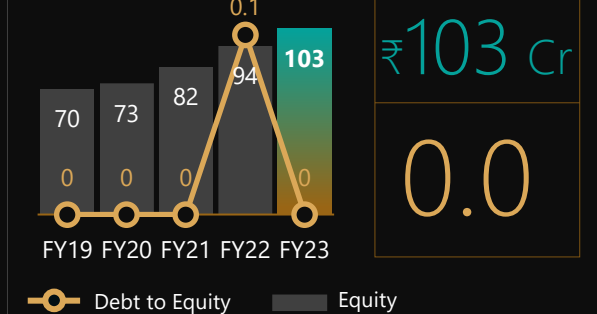
CASH FLOW FROM OPERATIONS

(IN ₹ CRORE)



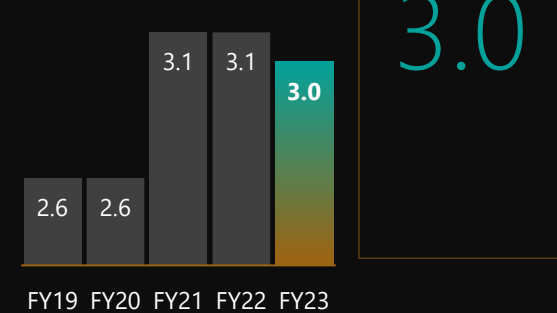
EQUITY & DEBT TO EQUITY

(IN ₹ CRORE & TIMES)



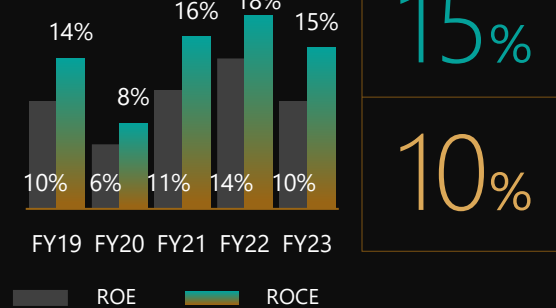
FIXED ASSET TURNS

(IN TIMES)



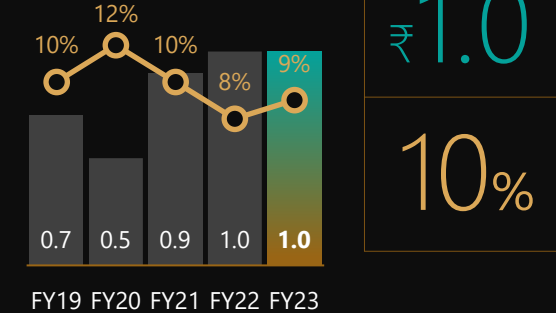
CAPITAL RETURN RATIOS

(IN %)



DIVIDEND PER SHARE & PAYOUT

(IN ₹ & %)



(Q4 & FY23) P&L Snapshot

(₹ IN CRORE)

| PARTICULARS | Q4FY22 | Q3FY23 | Q4FY23 | YOY CHANGE (%) | FY22 | FY23 | YOY CHANGE (%) |
|-----------------------------|--------------|--------------|--------------|------------------|--------------|--------------|-----------------|
| Total Revenue | 23.49 | 24.12 | 15.01 | -36% | 81.34 | 85.53 | 5% |
| Total Operating Expenses | 16.41 | 17.77 | 12.07 | -26% | 58.59 | 65.14 | 11% |
| EBITDA | 7.09 | 6.35 | 2.94 | -59% | 21.90 | 20.38 | -7% |
| EBITDA (%) | 30% | 26% | 20% | -1057 BPS | 27% | 24% | -309 BPS |
| Interest Cost | 0.52 | 0.36 | 0.28 | -45% | 0.68 | 1.06 | 56% |
| Depreciation & Amortisation | 1.07 | 1.14 | 1.14 | 6% | 4.14 | 4.35 | 5% |
| Profit Before Taxes | 5.50 | 4.84 | 1.52 | -72% | 17.08 | 14.97 | -12% |
| Profit After Taxes | 4.03 | 3.56 | 0.98 | -76% | 13.00 | 10.55 | -19% |
| Earning Per Share | 4.06 | 3.59 | 0.98 | -76% | 13.11 | 10.6 | -19% |

(5Y) P&L Snapshot

(₹ IN CRORE)

| PARTICULARS | FY19 | FY20 | FY21 | FY22 | FY23 |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|
| Total Revenue | 54.6 | 53.6 | 67.5 | 81.3 | 85.5 |
| Total Operating Expenses | 41.0 | 44.8 | 51.3 | 58.6 | 65.1 |
| EBITDA | 13.6 | 7.4 | 15.6 | 21.9 | 20.4 |
| EBITDA (%) | 24.9 | 13.7 | 23.0 | 26.9 | 23.8 |
| Interest Cost | 0.6 | 0.4 | 0.2 | 0.7 | 1.1 |
| Depreciation & Amortisation | 3.3 | 3.0 | 3.3 | 4.1 | 4.4 |
| Profit Before Taxes | 9.6 | 4.0 | 12.1 | 17.1 | 15.0 |
| Profit After Taxes | 7.0 | 4.1 | 9.4 | 13.0 | 10.6 |
| Earning Per Share | 7.0 | 4.1 | 9.5 | 13.1 | 10.6 |

(5Y) Balance Sheet Snapshot

(₹ IN CRORE)

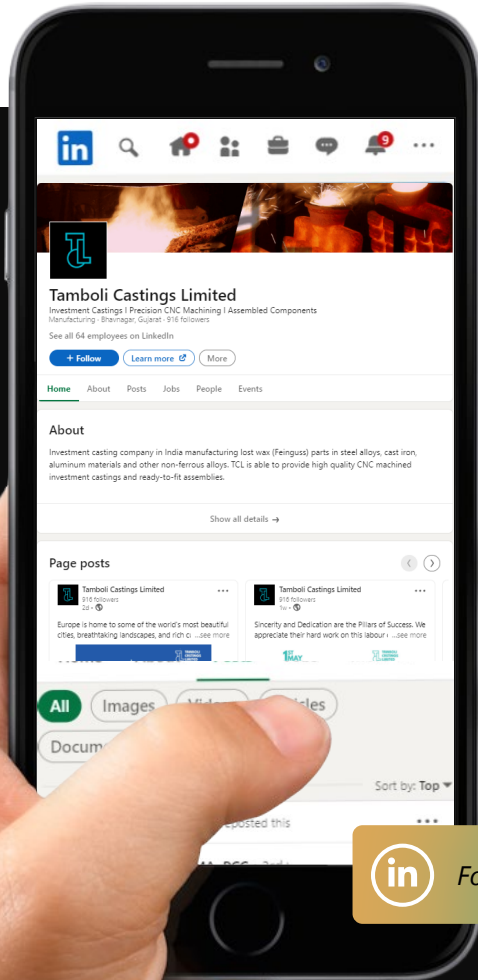
| PARTICULARS | FY19 | FY20 | FY21 | FY22 | FY23 |
|--------------------------|-------------|-------------|-------------|--------------|--------------|
| Shareholders Fund | 70.1 | 72.8 | 81.8 | 93.8 | 103.4 |
| Non-current Liability | 2.7 | 1.5 | 0.4 | 9.9 | 0.9 |
| Current Liability | | | | | |
| Trade Payable | 2.1 | 1.8 | 3.8 | 3.9 | 3.0 |
| Other | 8.8 | 17.1 | 10.4 | 18.9 | 11.8 |
| Total | 83.6 | 93.1 | 96.3 | 126.5 | 119.1 |
| Non-current Assets | 21.3 | 39.7 | 45.8 | 60.1 | 74.9 |
| Current Assets | | | | | |
| Inventories | 12.6 | 16.4 | 12.4 | 17.4 | 14.7 |
| Trade Receivable | 11.3 | 8.0 | 16.2 | 18.8 | 10.5 |
| Other | 38.5 | 29.0 | 22.1 | 30.2 | 18.9 |
| Total | 83.6 | 93.1 | 96.3 | 126.5 | 119.1 |

(5Y) Cash Flow Snapshot

(₹ IN CRORE)

| PARTICULARS | FY19 | FY20 | FY21 | FY22 | FY23 |
|---------------------------------------|-------------|------------|------------|-------------|-------------|
| Cash From Operating Activities | 12.9 | 1.7 | 3.5 | 24.1 | 21.0 |
| Cash From Investing Activities | -0.9 | -5.1 | -4.7 | -37.0 | -5.1 |
| Cash From Financing Activities | -2.1 | -2.7 | -1.8 | 12.1 | -14.4 |
| Net Cash Flow | 9.8 | -6.1 | -3.0 | -0.8 | 1.4 |
| Net Cash At Beginning Of Year | 23.4 | 13.7 | 7.6 | 4.6 | 3.8 |
| Net Cash At The End Of Year | 33.2 | 7.6 | 4.6 | 3.8 | 5.2 |

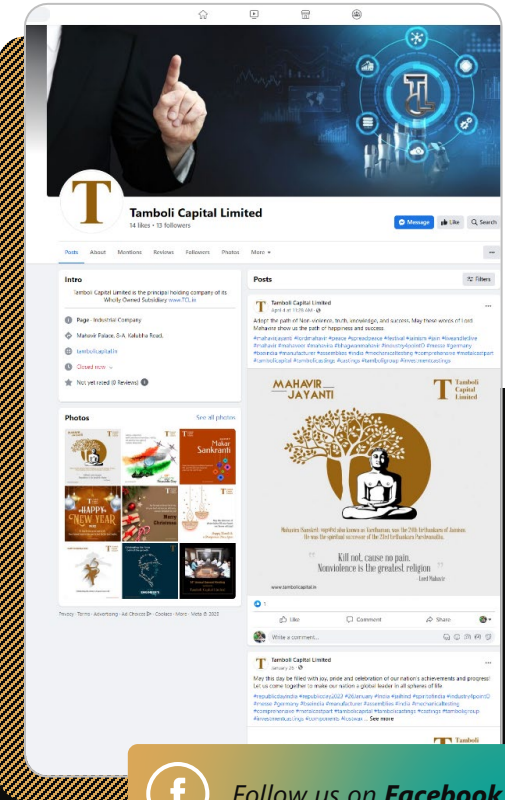
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Thank You

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Safe Harbour

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HOLDING COMPANY OF TAMBOLI CASTINGS LIMITED