MMP Industries Limited
B-24, MIDC, Hingna Road, Nagpur-440016
CIN : L32300MH1973PLC030813

Tel : (07104) 668000,
Email : sales@mmpil.com
Web : www.mmpil.com

Friday, 24th May, 2024

The Manager, Listing Department,
National Stock Exchange of India Limited
"Exchange Plaza", C - 1, Block G,
Bandra –Kurla Complex, Bandra(East),
Mumbai– 400051 MH IN

Sub: Investors Press Release for the Audited Financial Results of the Company for the Quarter and Year (Q-4)/FY23-24 ended 31st March, 2024.

Ref: NSE Script Code - MMP

Dear Sir / Madam,

With reference to the captioned subject, kindly find enclose Investor Press release for the Audited Financial Results of the Company for the Quarter and year (Q-4)/FY23-24 ended 31st March, 2024.

Kindly disseminate the same on website.

Sincerely,
For MMP Industries Limited

ARUN RAGHUVIRRAJ BHANDARI
Digitally signed by ARUN RAGHUVIRRAJ BHANDARI
Date: 2024.05.24 18:37:51 +05'30'

Arun Raghuvirraj Bhandari
Chairman & Managing Director

Regd. Office : 211Shrimohini, 345 Kingsway, Nagpur-440001, India. Tel: (0712) 2533585
Works: Village Maregaon, Post: Shahpur, Dist. Bhandara-441906, India. Tel: (07184) 282620
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Certified for: ISO 9001:2015, ISO 45001:2018, 1SO 14001:2015

MMP Industries Limited reports Highest Profits with Remarkable 48% YoY Growth in FY24

Nagpur, India - 24 May 2024: MMP Industries Limited, a leading manufacturer of aluminium powders, aluminium foils, and aluminium conductors, announced its financial results for the fourth quarter (Q4FY24) and full year (FY24) ended 31st March 2024.

Key Consolidated Financial Highlights:

Particulars (₹ mn)	Q4FY24	Q3FY24	QoQ%	Q4FY23	YoY%	FY24	FY23	YoY%
Total Revenue	1,605	1,410	14%	1,436	12%	5,799	5,389	8%
EBITDA	144	133	8%	112	29%	476	359	33%
EBITDA Margin	*9%*	*9.4%*	*-47 bps*	*7.8%*	*119 bps*	*8.2%*	*6.6%*	*156 bps*
PAT	100	89	12%	69	45%	316	213	48%
PAT Margin	*6.2%*	*6.3%*	*-9 bps*	*4.8%*	*144 bps*	*5.5%*	*4.0%*	*151 bps*

Consolidated FY24 Highlights

- Total Revenue at ₹5799 mn compared to ₹5,389 mn in FY23, **an increase of 8%**
- EBITDA stood at ₹476 mn compared to ₹359 mn during FY23**, an increase of 33%**
- EBITDA Margin at 8.2% compared to 6.6% in FY23, **an increase of 156 bps**
- PAT stood at ₹316 mn compared to ₹213 mn in FY23, **an increase of 48%**

Consolidated Q4FY24 Highlights

- Total Revenue at ₹1605 mn compared to ₹1,436 mn in Q4FY23, **an increase of 12%**
- EBITDA stood at ₹144 mn compared to ₹112 mn during Q4FY23**, an increase of 29%**
- EBITDA Margin at 9% compared to 7.8% in Q4FY23, **an increase of 119 bps**
- PAT stood at ₹100 mn compared to ₹69 mn in Q4FY23, **an increase of 45%**

Business Segment Performance

Particulars (₹ mn)	Q4FY24	Q3FY24	QoQ%	Q4FY23	YoY%	FY24	FY23	YoY%
Aluminium Powders	1.025	979	5%	999	3%	3,904	3,828	2%
Aluminium Foils	302	240	26%	224	35%	1,070	1,128	-5%
Aluminium Conductors	268	184	46%	206	30%	787	404	95%
Others	9	8	21%	7	41%	38	29	31%

- Aluminium powders revenue at ₹3,904 mn for FY24 compared to ₹3,828 mn for FY23, **an increase of 2%**
- Aluminium foils revenue at ₹107 mn for FY24 compared to ₹1,128 mn for FY23 **a decrease of 5%**
- Aluminium conductors revenue at ₹787 mn for FY24 compared to ₹404 mn for FY23 **an increase of 95%**

MANAGEMENT COMMENTARY

"We are pleased to report a healthy revenue growth of 8% in FY24, despite challenging market conditions, especially subdued aluminium prices for the majority of the year. This growth has been primarily driven by a robust increase in volume across our key segments.

Our EBITDA margins saw an improvement due to volume growth and better realisation of Aluminium Powders, the doubling of revenue and higher margins in the conductors and cables segment and enhanced operational efficiencies in energy savings and input costs. PAT margins also improved on the back of overall business growth, operational efficiencies, and higher contributions from our associate companies, SCEL and TMI.

Looking ahead, we maintain our earlier guidance of an overall revenue growth of 20-22% for FY25. We are beginning to see an uptick in aluminium prices. If this stability continues throughout the year, coupled with our expanded capacities across all verticals, we expect further improvement in our EBITDA margins.

We remain optimistic about the future and are committed to driving sustainable growth."

SEGMENTAL HIGHLIGHTS

Aluminium Powders

Aluminium powders witnessed an impressive quantum growth of 10.7%, surpassing industry benchmarks, signalling robust demand. However, despite this remarkable volume surge, revenue growth in this segment faced some challenges due to persistently low aluminium prices throughout the year. Looking ahead, we anticipate a rebound in FY25 with a projected revenue growth of 13-15%, indicating a positive outlook.

Phase I capacity expansion of 1500 MTPA (pyro & flake) has been commissioned in Q3 FY 2024. Phase II Capacity expansion of 1800 MTPA (pyro & flake) has been commissioned in Q1 FY 2025. The Phase I and Phase II capacities of 3300 MTPA (pyro & flake) will generate full revenue from Q2 FY 2025 onwards. This will further strengthen our position in the market and enable extra exports also.

To cater to the anticipated escalating demand of our products, Phase III capacity addition of 2500 MTPA (pyro & flake) has been undertaken and will be completed in Q4 FY 2025. This will be majorly financed by internal accruals.

Once Phase III is commissioned, the total pyro & flake capacity will be 16800 MTPA.

Aluminium Conductors and Cables

The Aluminium Conductor and Cables division demonstrated outstanding performance, achieving a remarkable quantum growth of 95.2% coupled with a strong revenue growth of 94.5%. This segment thrived on the back of robust demand and enhanced margins, emerging as a substantial contributor to our overall success.

We anticipate sustaining this momentum in FY25 with an expected revenue growth of 35-40%. The expansion of our cable making capacity (1200 MTPA), combined with the buoyant conductor market growth, are poised to be pivotal drivers propelling this anticipated revenue surge, further solidifying our position in the industry.

Aluminium Foils

The Aluminium Foil segment encountered significant challenges, grappling with the influx of cheaper imports from China, decreased demand from pharmaceutical firms, and heightened competition from emerging players in the Indian market.

Despite these obstacles, we anticipate a notable turnaround in FY2024-25, with an expected revenue growth of 23-25%. This optimistic projection is underpinned by anticipated improvements in sales realization, enhanced capacity utilization, and a diversified portfolio of products already developed. Moreover, the industry is cautiously optimistic about the potential imposition of anti-dumping duties on Chinese imports by the third quarter of FY2025, a move that is expected to provide much-needed support to all Indian Foil Manufacturers, further bolstering the growth trajectory of the sector.

CSR ACTIVITIES

MMP is pleased to announce its continued commitment to corporate social responsibility (CSR) through initiatives primarily focused on the promotion of education, healthcare services, and the empowerment of women and children. A significant portion of our CSR expenditure is directly allocated to these impactful activities.

This year, our key initiatives included the organization of an Artificial Limbs Camp and the direct provision of resources to benefit school-going children. These efforts underscore our dedication to making a meaningful difference in the communities we serve.

ASSOCIATE COMPANIES

Star Circlips & Engineering Limited (SCEL)

Star Circlips & Engineering Limited achieved revenue of ₹1590 mn in FY24, compared to 1,466 mn in FY23 and reported PAT of ₹238 mn in FY24 compared to PAT ₹115 mn for FY23.
The impressive PAT is due to new high margin businesses developed in India, operational efficiencies, energy savings and development / introduction of EV parts.

The company expects a revenue growth of 10%-12% in FY 2025 on the back of bulk supplies of special parts for EVs, ramp up of our fine blanking division, a booming auto market and strong forecasted growth from our US buyers.

Toyal MMP India Private Limited (TMI)

TMI achieved revenue of ₹628 mn in FY24 compared to ₹544 mn in FY23 and reported PAT of ₹39 mn in FY24 compared to loss of ₹ 7 mn in FY23.

CONSOLIDATED PROFIT AND LOSS ACCOUNT

Particulars (₹ mn)	Q4 FY24	Q3 FY24	QoQ%	Q4FY23	YoY%	FY24	FY23	YoY%
Revenue from Operations	1,602	1,409	14%	1,435	12%	5,785	5,383	7%
Other Income	3	1	97%	1	292%	13	6	128%
Total Revenue	**1,605**	**1,410**	**14%**	**1,436**	**12%**	**5,799**	**5,389**	**8%**
Expenses								
-Cost of Material Consumed	1,288	1,124	15%	1,146	12%	4,638	4,447	4%
-Purchase of stock-in-trade	0	0	114%	1	-34%	2	2	-11%
-Changes in inventories	-59	-51	14%	-16	271%	-134	-162	-17%
-Employee Benefit Expense	100	96	4%	88	14%	386	348	11%
-Finance Cost	20	20	0%	12	66%	68	45	53%
-Depreciation & Amortization	22	21	3%	17	24%	80	69	16%
-Other Expenditure	130	108	21%	106	23%	431	395	9%
Total Expenses	**1,502**	**1,318**	**14%**	**1,354**	**11%**	**5,471**	**5,144**	**6%**
PBT before Share of Profit/ (Loss) of Associate, Exceptional Items	**102**	**92**	**11%**	**82**	**24%**	**328**	**245**	**34%**
Share of Profit/ (Loss) of Associate	25	21	21%	8	220%	72	28	156%
PBT before Exceptional Items	**127**	**113**	**13%**	**90**	**41%**	**400**	**273**	**46%**
Exceptional Item								
PBT	**127**	**113**	**13%**	**90**	**41%**	**400**	**273**	**46%**
Tax Expense	27	23	16%	21	28%	83	60	38%
PAT	**100**	**89**	**12%**	**69**	**45%**	**316**	**213**	**48%**

About MMP Industries Limited

MMP Industries Limited (MMPIL), registered in Nagpur, Maharashtra, is primarily engaged in the manufacture of aluminium products with its manufacturing plants located in and around Nagpur city. The aluminium product range includes aluminium powders, aluminium foils and aluminium conductors/cables. Over the course of the last three decades of its operations, the company has become a globally recognized player in the aluminium powder field.

For details please contact:

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Disclaimer:

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. MMP Industries Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.