



Menon Bearings Limited

Investor Presentation – January 2023

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Financial & Operational Performance Q3 & 9MFY23



Update on Capex in Product Diversification – Brakes



Diversification of product portfolio by starting manufacturing of **new production line in auto component segment** i.e., eco-antifriction (asbestos free) materials to begin with products like **brake lining, brake shoes etc.**

Key Highlights of the Investments

- **Name of the product:** Brake Lining, Brake Shoes
- **Industry:** Auto Components
- Product will be initially catering to the **Domestic Market**
- **Customers:** All OEM's into HCV / LCV / Heavy Duty Vehicles & Aftermarket & trailer manufacturers
- The project will be funded through a mix of **internal accruals & debt**
- The installed capacity is **15 lakh units/annum for Brake Lines** and **2.4 lakh units/annum for Brake Shoes**

Investment Rationale

- **Synergy** with the existing manufacturing with **Low Gestation period**
- Involvement of **High-End Technology**
- Enjoys very good **brand equity**, having established robust Pan-India **Network of 350+ Dealers and Distributors in place**
- **Huge Potential:** Brake lining are required to be changed after 40,000 kms i.e., 4 times a year for HCV and 6 to 8 times in a year for vehicles used in mining operations
- Will cater to **OEM's, Aftermarket, STU's, Railway** and having presence in aftermarket across the globe, eventually we envisage to be one of the leading exporter of these products

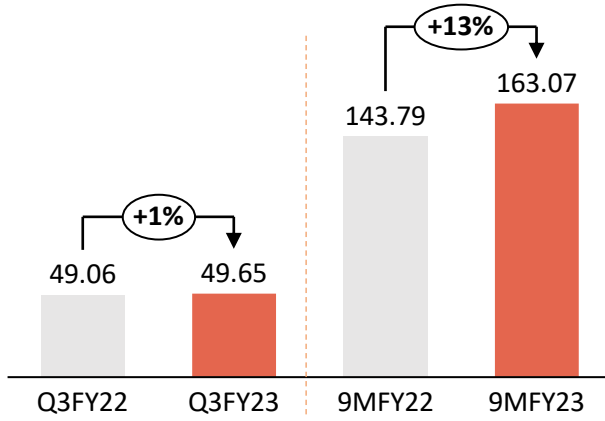
Trial production completed in Q3 FY23 and safety certifications received

Commencement of commercial production planned in Q1 FY24

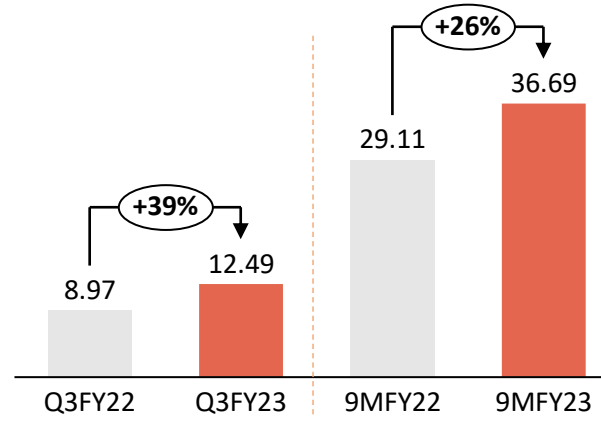
Key Financial Highlights - Q3 & 9MFY23



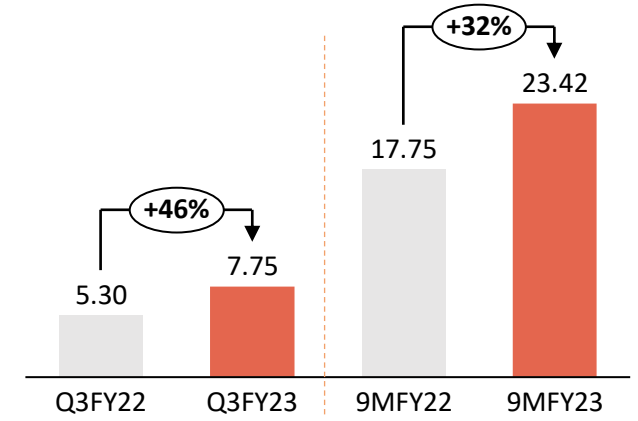
Revenue (Rs. in Crs)



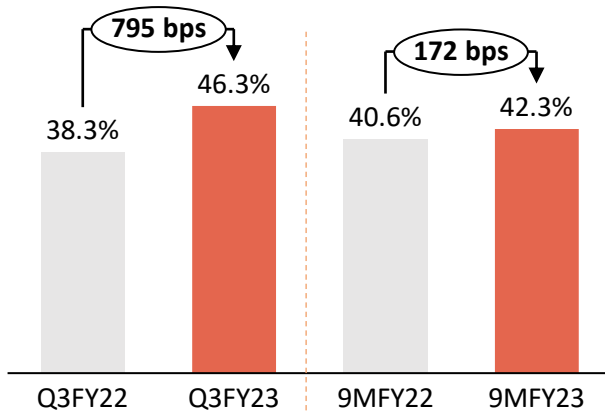
EBIDTA (Rs. in Crs)



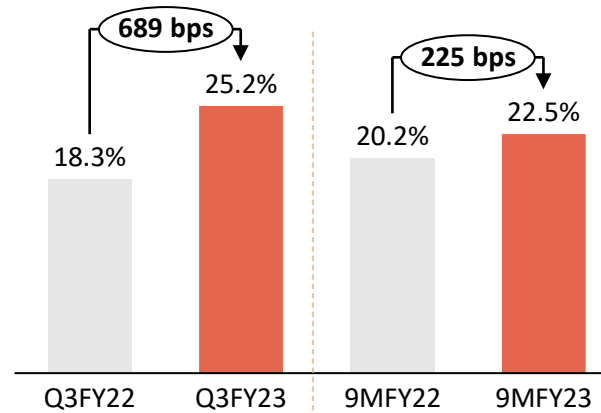
PAT (Rs. in Crs)



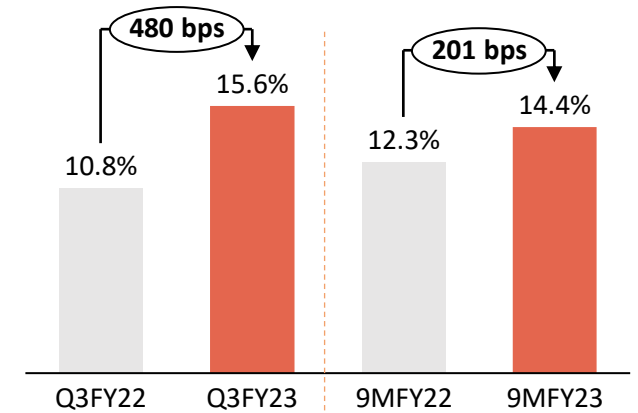
Gross Profit Margin (%)



EBIDTA Margin (%)



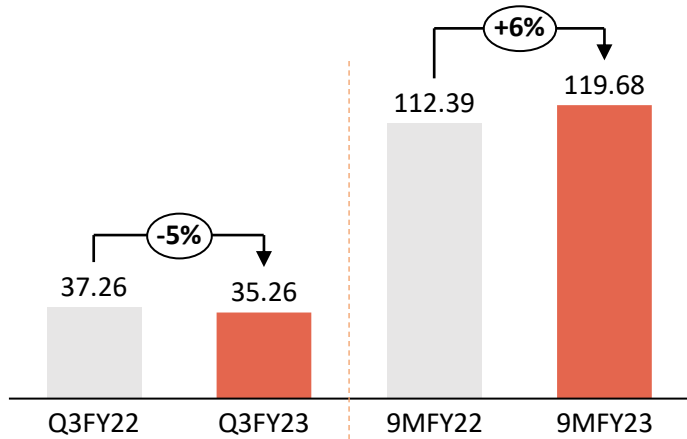
PAT Margin (%)



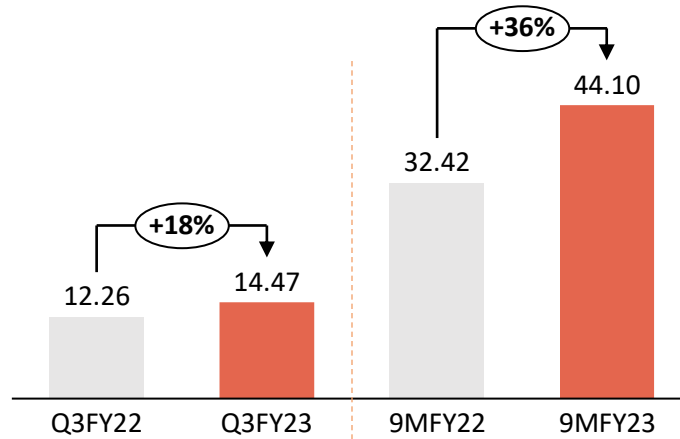
Product-Wise Highlights - Q3 & 9MFY23



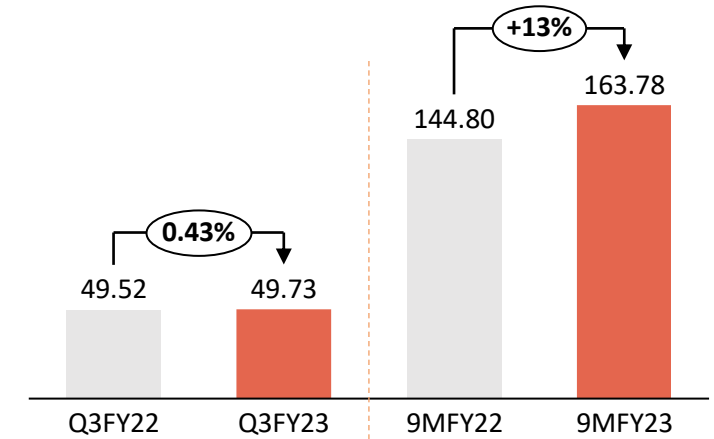
Bimetal (Rs. in Crs)



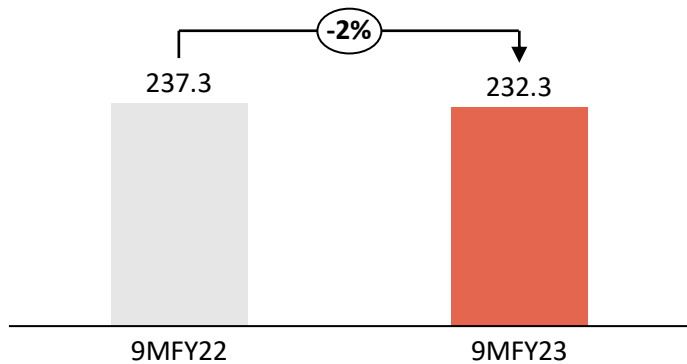
Alkop – Aluminum (Rs. in Crs)



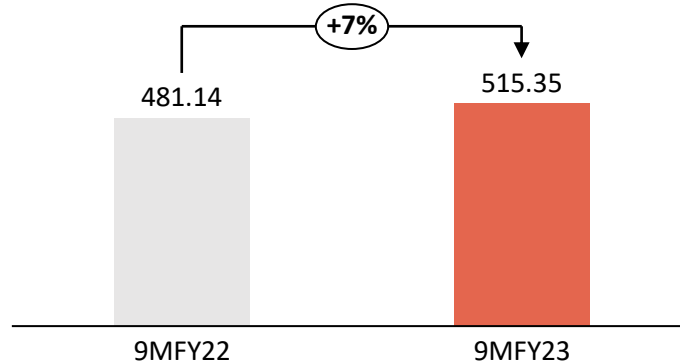
Total Revenue* (Rs. in Crs)



Bimetal Volumes (units in lakhs)



Alkop Volumes (MT)



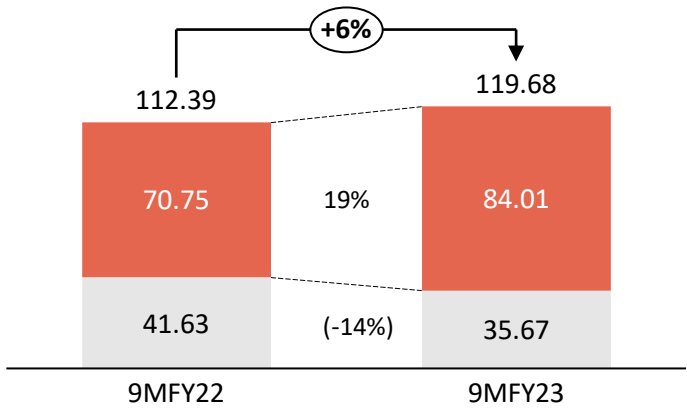
- Revenue from Bi-Metal stood at Rs. 120 crs for 9MFY23 up by 6% on Y-o-Y basis.
- Revenue from Alkop division grew by 18% & 36% for Q3FY23 & 9MFY23 respectively on Y-o-Y basis
- Volumes for Bimetal stood at ~232 lakh units.
- Volumes for Alkop have increased by 7% for 9MFY23 on a Y-o-Y basis.

*Total Revenue is excl. inter company adjustments

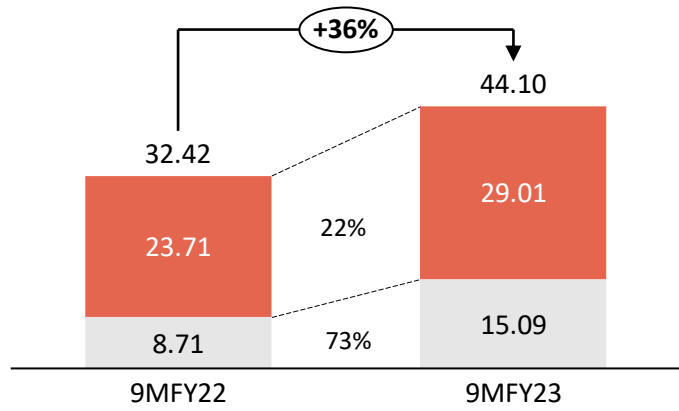
Revenue Break up - Product Wise



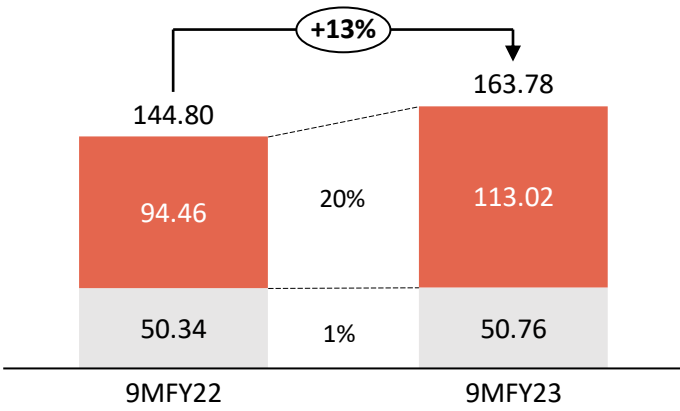
Bimetal (Rs. in Crs)



Alkop - Aluminum (Rs. in Crs)

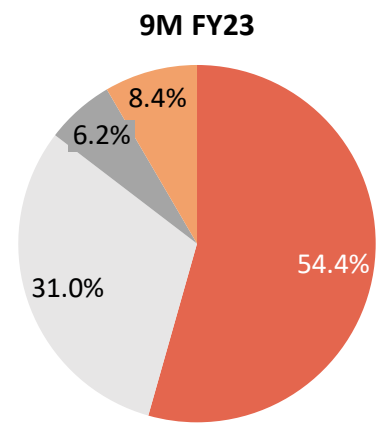
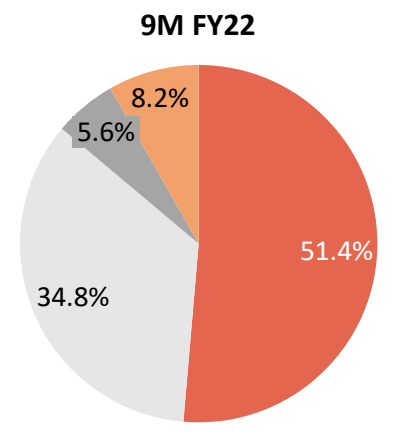


Total* (Rs. in Crs)



Domestic Exports

OEM's
Exports
Replacemet
Others



- Domestic revenue for Bi-Metal division & Alkop division **grew by 19% & 22%** respectively on Y-o-Y basis
- Exports revenue for Alkop division stood at Rs. 15 crs, up by **73%**. Despite of global challenges, our long-standing relationships with customers have helped us increase our revenue & market share.
- As we are expanding and making more relationships, our sales to OEMs has gone up since Dec'21.
- Revenue from domestic market stood at Rs. 113 crs, **growth of ~20%**

*Total Revenue is excl. inter company adjustments



Nitin Menon
Executive Chairman

Commenting on the Q3 & 9MFY23 performance of the company Mr. Nitin Menon, Executive Chairman for Menon Bearings Limited said,

“This quarter showed momentum in tractor demand due to above average rainfall and MSP by the government. The pickup in road construction projects has acted as a catalyst for increased CVs & MHCV sales. With this supply base flourishing, the demand for our products also saw spike.

Our company has delivered strong results for the quarter and nine months ending 31st December 2022. Our quarterly growth & incremental margins have been encouraging and we have performed excellently across all our segments. Our EBITDA & PAT numbers are up by 39% and 46% respectively on a Y-o-Y basis for Q3FY23. The uptick in margin is primarily attributable to the cost rationalization initiatives taken across the organisation. We have also focused on enhancing our efficiency and productivity with the aim of sustaining these margins in the long run.

Our export share is a major contribution to our growth trajectory, as we are supplying to marquee clients in developed countries like USA, Japan, Netherlands. The export sales contributed 31% to the revenue with Aluminium Division, i.e., Alkop export revenues growing by 73% on Y-o-Y basis. The core of this achievement lies in our high-quality standards and top-notch technological perfection, due to this we have also received ZERO PPM certificate from our clients. As we are focusing on capacity expansion and have introduced one more segment of Brakes, we expect our export number to clock new highs in the years to follow.

Going forward, demand in CV & Tractor space is expected to be favourable. We also expect steady demand from non-auto segment. Our strong customer relationships give us the confidence to continuously deliver better results and we are encouraged to achieve more growth in future.”

Consolidated Profit & Loss Statement



Profit and Loss (Rs. in Crs)	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q	9MFY23	9MFY22	Y-o-Y	FY22
Revenue from Operations	49.65	49.06	1.2%	51.42	-3.5%	163.07	143.79	13.4%	195.40
Operating Expenses	26.68	30.27		29.46		94.07	85.42		116.22
Gross Profit	22.97	18.79	22.2%	21.97	4.5%	69.00	58.37	18.2%	79.17
Gross Profit Margin	46.3%	38.3%	795 bps	42.7%	353 bps	42.3%	40.6%	172 bps	40.5%
Employee Cost	7.78	7.47		8.22		24.04	21.98		28.81
Other Expenses	2.69	2.36		2.85		8.27	7.28		10.28
EBITDA	12.49	8.97	39.3%	10.90	14.6%	36.69	29.11	26.0%	40.08
EBITDA Margin	25.2%	18.3%	689 bps	21.2%	397 bps	22.5%	20.2%	225 bps	20.5%
Other Income	0.68	0.79		1.07		2.72	2.08		2.61
Depreciation	2.05	1.94		2.01		6.02	5.75		7.75
EBIT	11.12	7.82	42.1%	9.96	11.6%	33.39	25.44	31.3%	34.94
Finance Cost	0.80	0.72		0.81		2.24	2.14		2.59
Profit before Tax	10.31	7.11	45.1%	9.15	12.7%	31.16	23.30	33.7%	32.35
Tax	2.56	1.80		2.25		7.74	5.55		7.82
Profit After Tax	7.75	5.30	46.1%	6.90	12.4%	23.42	17.75	31.9%	24.53
Profit After Tax Margin	15.6%	10.8%	480 bps	13.4%	220 bps	14.4%	12.3%	201 bps	12.6%



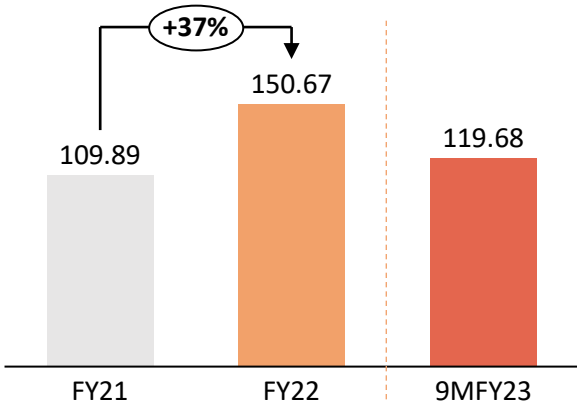
Historical Financial & Operational Performance



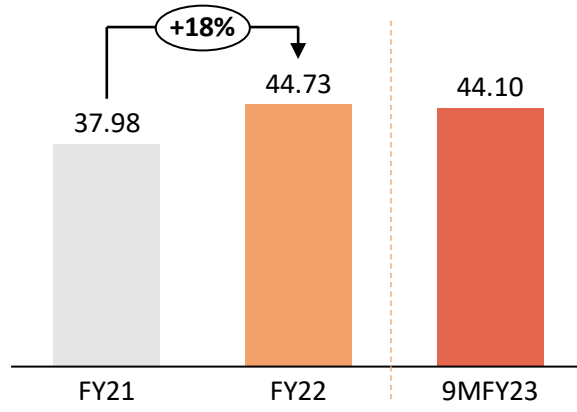
Revenue Break up - Product Wise



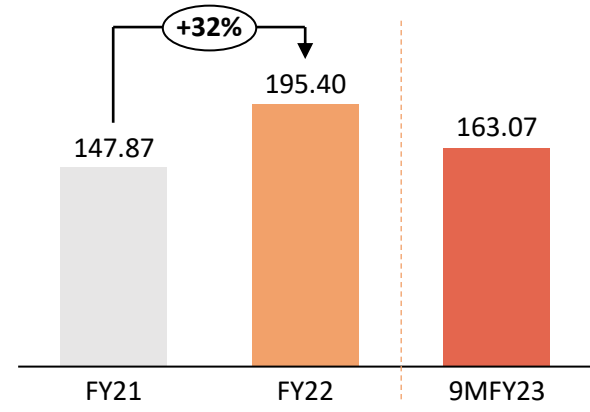
Bimetal (Rs. in Crs)



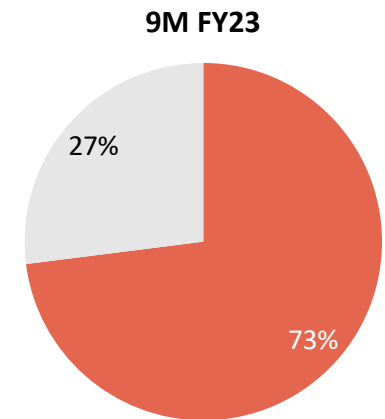
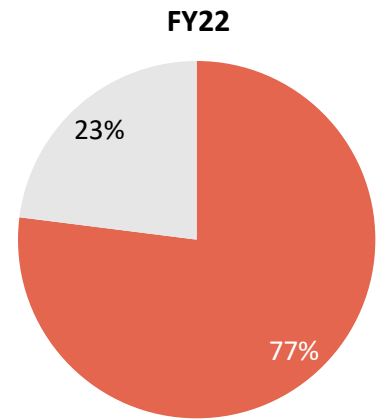
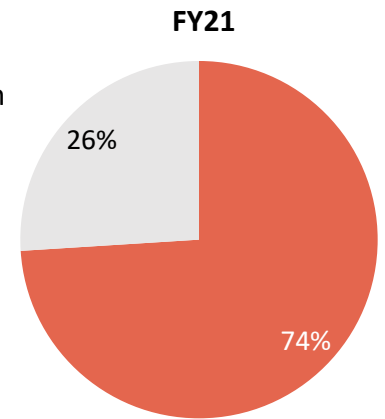
Alkop - Aluminum (Rs. in Crs)



Total (Rs. in Crs)



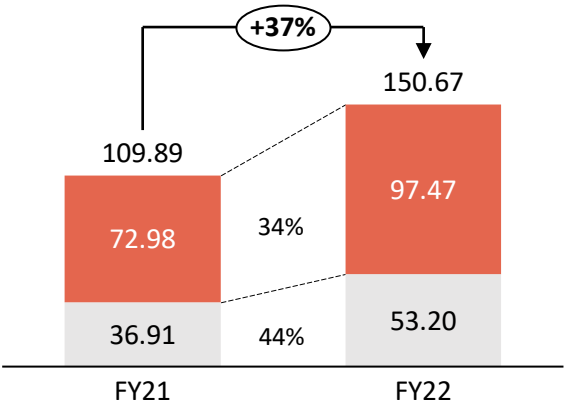
■ Bearings
■ Alkop - Aluminum



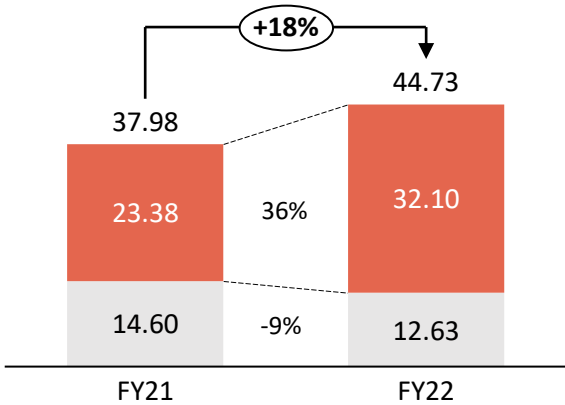
Revenue Break up - Geography Wise



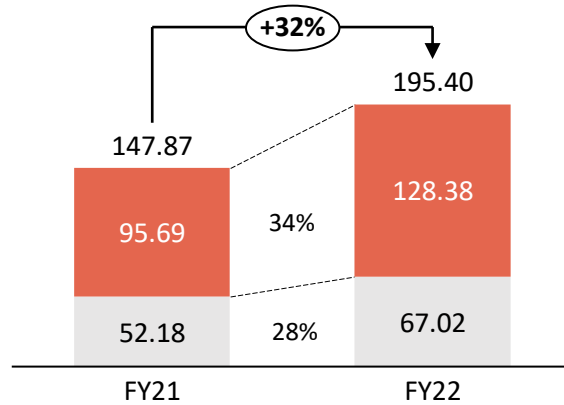
Bimetal (Rs. in Crs)



Alkop – Aluminum (Rs. in Crs)

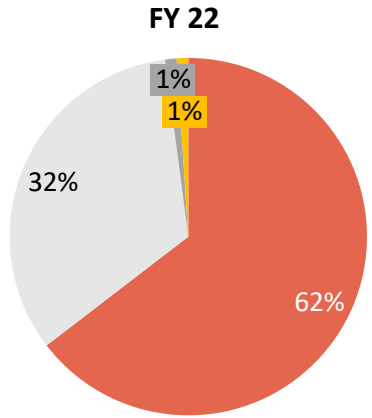
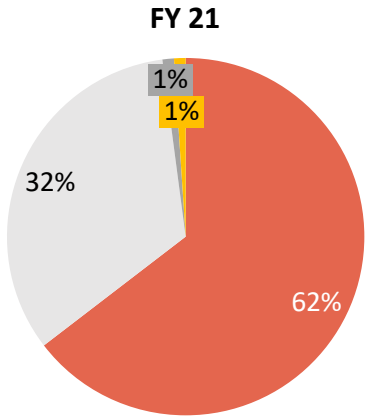


Total (Rs. in Crs)



Domestic Exports

OEM's
Exports
Replacemet
Others



- Domestic & Exports revenue for Bearings division **grew by 34% & 44%** respectively for FY22 on Y-o-Y basis.
- Revenue from Domestic for Alkop division **grew by 36%** for FY22 on Y-o-Y basis
- Total exports revenue for FY22 **grew by 28%** and stood at Rs. 67 crs
- Contribution from Exports markets stood at **34%** in FY22 as compared to **35%** in FY21

Consolidated Profit & Loss Statement



Profit and Loss (in ₹ Crs)	FY22	FY21	Growth
Revenue from Operations	195.40	147.87	32.1%
Operating expenses	116.22	79.42	
Gross Profit	79.17	68.45	15.7%
Gross Profit Margin	40.5%	46.3%	
Employee Cost	28.81	25.18	
Other Expenses	10.28	10.38	
EBITDA	40.08	32.89	21.9%
EBITDA Margin	20.5%	22.2%	
Other Income	2.61	3.03	
Depreciation	7.75	7.48	
EBIT	34.94	28.44	22.9%
Finance Cost	2.59	3.57	
Profit before Tax	32.35	24.87	30.1%
Tax	7.82	6.07	
Profit After Tax	24.53	18.80	30.5%
Profit After Tax Margin	12.6%	12.7%	

Consolidated Balance Sheet



Assets (in ₹ Crs)	Sept-22	Mar-22
Non - Current Assets	82.72	79.78
Property Plant & Equipment's	76.35	78.71
Capital Work in Progress	4.70	0.00
Investments	.51	-
Loans	1.15	1.06
Current Assets	87.27	83.55
Inventories	21.45	21.22
Financial Assets		
(i)Trade receivables	53.67	50.97
(ii)Cash and cash equivalentents	7.94	7.02
(iii)Bank balances other than (ii) above	2.05	1.76
(iv) Loans	1.45	1.64
Other Current Assets	0.71	0.94
Total Assets	169.98	163.33

Equity & Liabilities (in ₹ Crs)	Sept-22	Mar-22
Total Equity	116.52	111.97
Share Capital	5.60	5.60
Reserves & Surplus	110.92	106.37
Non-Current Liabilities	11.87	10.93
Financial Liabilities		
(i) Borrowings	7.59	6.64
Deferred Tax Liabilities	4.28	4.28
Current Liabilities	41.59	40.42
Financial Liabilities		
(i) Borrowings	17.62	16.64
(ii) Trade Payables	12.25	13.19
(iii) Other Financial Liabilities	9.52	8.94
Other Current Liabilities	2.20	1.65
Total Equity & Liabilities	169.98	163.32

Consolidated Cash Flow Statement



Particulars (in ₹ Crs)	H1FY23	H1
Net Profit after Tax	15.73	24.47
Adjustments for: Non -Cash Items / Other Investment or Financial Items	5.12	9.68
Operating profit before working capital changes	20.85	34.16
Changes in working capital	-2.32	-9.94
Net Cash from Operating Activities	18.53	24.22
Net Cash from Investing Activities	-6.62	-3.49
Net Cash from Financing Activities	-10.71	-19.70
Net Decrease in Cash and Cash equivalents	1.20	1.04
Add: Cash & Cash equivalents at the beginning of the period	8.78	7.75
Cash & Cash equivalents at the end of the period	9.98	8.79



About Menon Bearings





India's Leading Bearing Manufacturer

Introducing a New Product Line :

Bi-Metal Products

- Bearings
- Bushes
- Thrust Washers



Alkop

Aluminum Die-Cast Products



Brakes

- Asbestos-Free
- Brake Lining
 - Brake Shoes



Strong **Brand Equity** and Network



Strongly positioned globally with **exports to over 24 countries**



Fully integrated manufacturing facilities under one roof



Catering to Light & Heavy Commercial Vehicle Engines, Industrial & Tractor Engines, Compressors for Refrigerators, Pumps, Braking Systems, Axles etc.



Market Leader in the bearings segment and a dominant source for top auto OEMs across the world



Manufacturers of **highly critical moving engine components** that operate in high temperature & pressure, inside engines with high payloads

with Zero PPM Defects

3 Plants in Kolhapur
1 Office & Warehouse in Indianapolis, USA

4

Revenue Mix (FY22)
Bi-Metal Products : 77%
Aluminum (Alkop) : 23%

77:23

34% Export Revenue (FY22)
Major Countries:
USA, Brazil, Mexico,
Netherlands, Africa, Japan

34%

State of the Art Manufacturing Facilities



Strategically located manufacturing facilities in Kolhapur, Maharashtra, spread over an area of **26+ acres**



Warehouse & an Office in **Indianapolis, USA.**



Among the few companies to have facilities to produce next generation parts through **lead-free** material to ensure the future emission norms.

14

Bush Lines

12

Half Bearing Lines

1

Flange Bearing Line

1

Thrust Washer Line

4

Tin Plating Lines

1

Cu-Sn Alloy Powder Foundry

6

Cu-Pb & Cu-Sn Sinter Lines

1

Al-Sn Cladding Line

1

Babbit Line

2

LTC Plating Lines



In-House

Design & Development Facilities



Alloy Powder Manufacturing



Strip Manufacturing



Machining PTFE Coating

Diversified Products: Bi-Metal Products



Bearings



- Bearings for Connecting Rods
- Bearings for Crank shafts
- Flanged Bearings

30 to 175 mm dia

Bushes



- Truncated Bushes for Connecting Rods
- Ball Indented Bushes
- Bushes for Connecting Rods
- Cam Shafts
- Rock Shafts
- Rocker Arms

15 to 130 mm dia

Thrust Washers



- Washers with Thrust Face Contours
- Ring Type Thrust Washers

40 to 225 mm dia

Applications



Automotive Engines



Compressors



Generators



Stationery Engines



Earth Movers



Marine Engines

Diversified Products: Aluminum Die-Cast



Aluminum Products with wide range of applications

Up to
4.5 Kgs./Piece
High Pressure Aluminum Die Cast & Machined Component



Up to
15 Kgs./Piece
Gravity/ Tilt Gravity Aluminum Die Cast & Machined Components



Applications



Engines



Compressors



2W/3W



Oil & Gas



Pumps



Safety Equipment's

New Product Line in eco-antifriction (asbestos free) materials and products like Brake Lining, Brake Shoes

- Eco-friendly brake friction materials are formulated without copper, lead, tin, antimony trisulfide to minimize their potential negative environmental impacts.
- Asbestos is a naturally occurring mineral composed of flexible fibre that are resistant to heat, electricity and corrosion. These qualities make the mineral useful. However, asbestos exposure is highly toxic.
- Professional automotive technicians and home mechanics who repair and replace brakes and clutches may be exposed to asbestos dust which can be cancer causing.
- Non-Asbestos Organic (NAO) Brake Lining is made from organic materials like rubber, glass.
- **Applications** in Commercial Vehicles (both Light & Heavy).



LCV



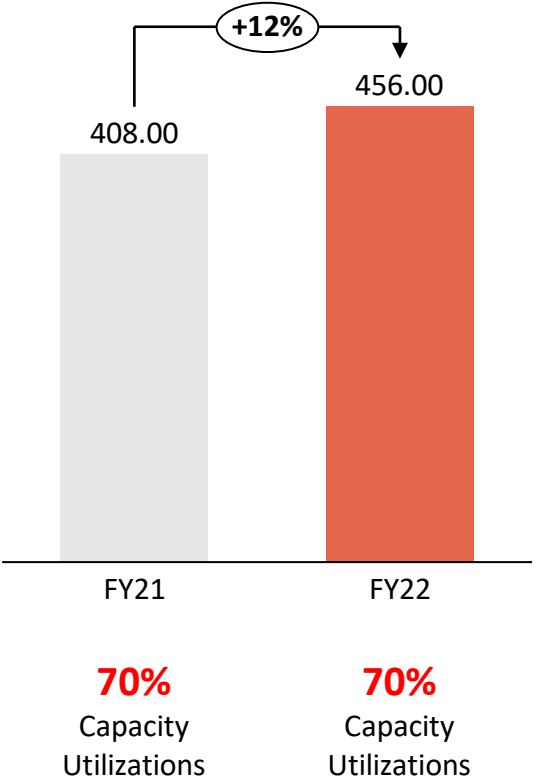
HCV



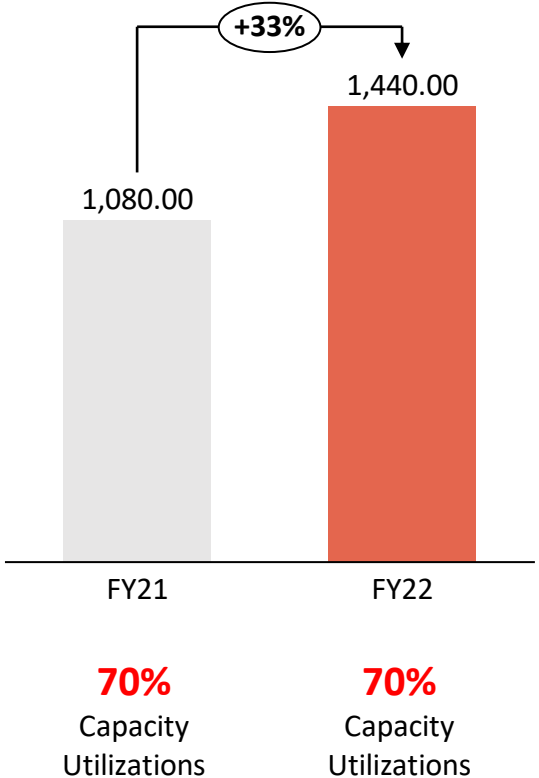
Current Capacities & Capex Plan



Bi-Metals Capacity (in lakhs)



Alkop Capacity (in MT)



Planned a capex of ₹ 30 Cr till FY25 on Plant & Machinery of which

- 30% for Bi-Metal Division to cater to increased market demand
- 70% to be allocated to higher margin Alkop division

In-House Engineering & Development



In house Machine Building Capability



**21 BFC Machines
(16 - 400 MT Capacity)**

In-House Tool Room for faster Development



**200+ Special Purpose
Machines**

Dedicated team of **Experienced Engineers** having expertise in various engineering applications & problem-solving skills to provide total **Engineering Solutions to our customers**

Engineering Department to **Design SPM, Tooling, Gauges & Fixtures** using Solid Works & Auto CAD which ensures **First Time Right Samples & minimum development time**

In-house Tool Room consist of Turning m/c, Boring m/c, Bench Grinders, Center less Grinders etc. **for faster and precise tooling development**

Significant **savings in Cost** due to in-house development of machines & tooling capabilities offer us **competitive advantage over peers**

Quality Assurance



Online & Continuous Activity

Quality at MBL is an online & continuous activity **integrating people, communication, process controls, designing, engineering, production & inspection departments**



Co-ordinate Measuring Machine



Comprehensive & Continuous Training

Begins with an attitude we inculcate via comprehensive & continuous training to all our personnel. **Quality flows from our people through our processes to our product.**



Spectrometer for Material Testing



Inspection & Testing Technology

Rigorously documentation of **Quality Systems & Procedures is implemented** & executed by a team using sophisticated equipment's in inspection & testing technology **calibrated to world standards.**



Fatigue Testing Machine



Speedy & High Quality of Tooling

Our high-tech Tooling Department is **equipped with sophisticated ultra precision machines** which help in maintaining speedy & high quality of Tooling



Lean/Six Sigma Tools

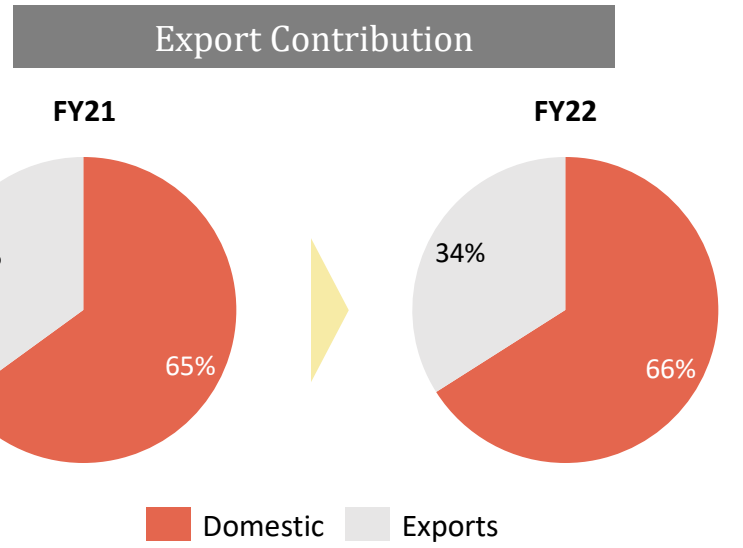
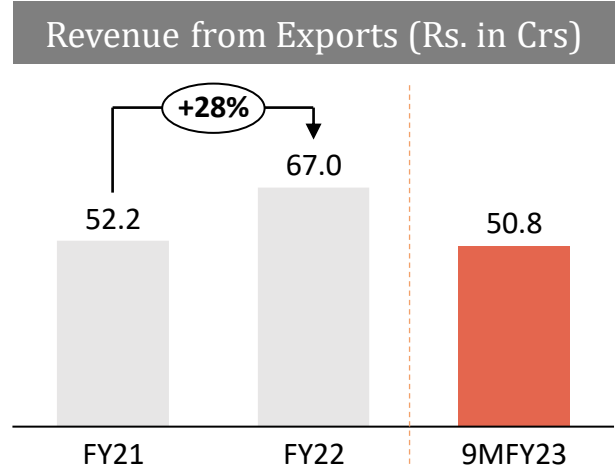
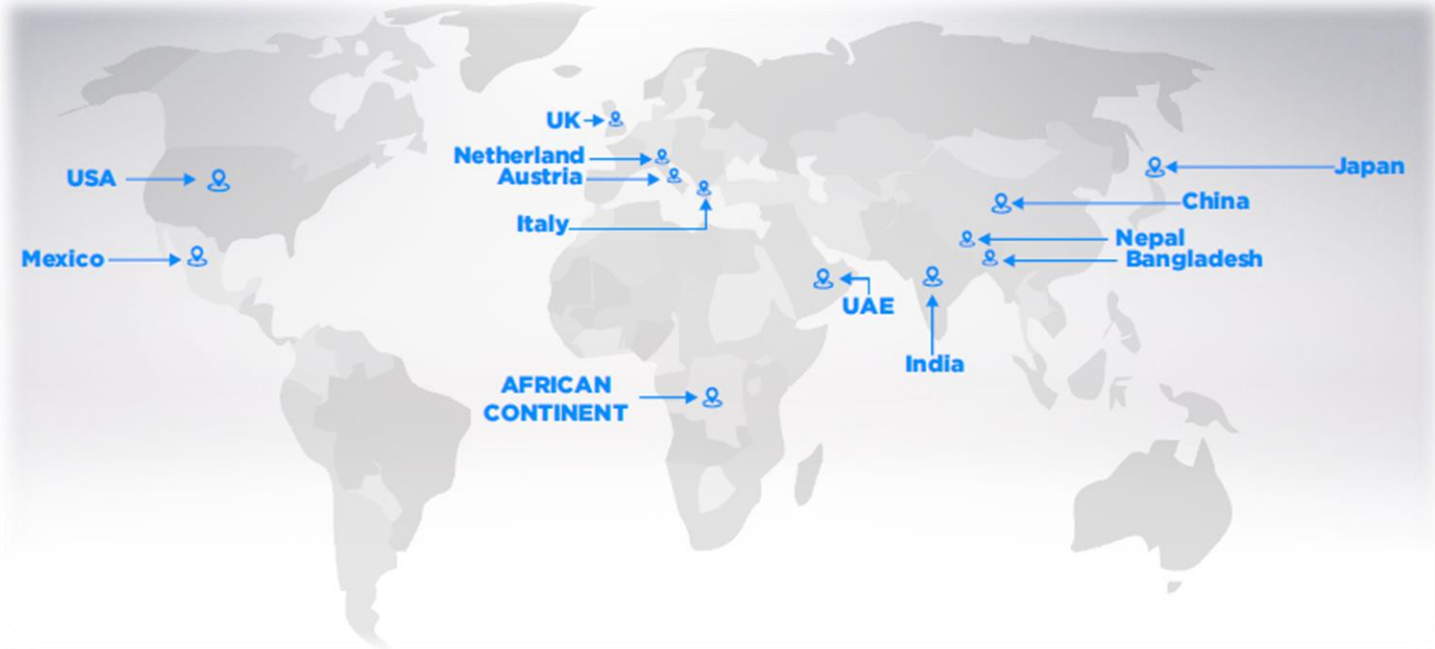
Data driven continuous quality improvement systems are implemented by means of Lean/Six Sigma Tools

Diversified Industry Application with growing Exports



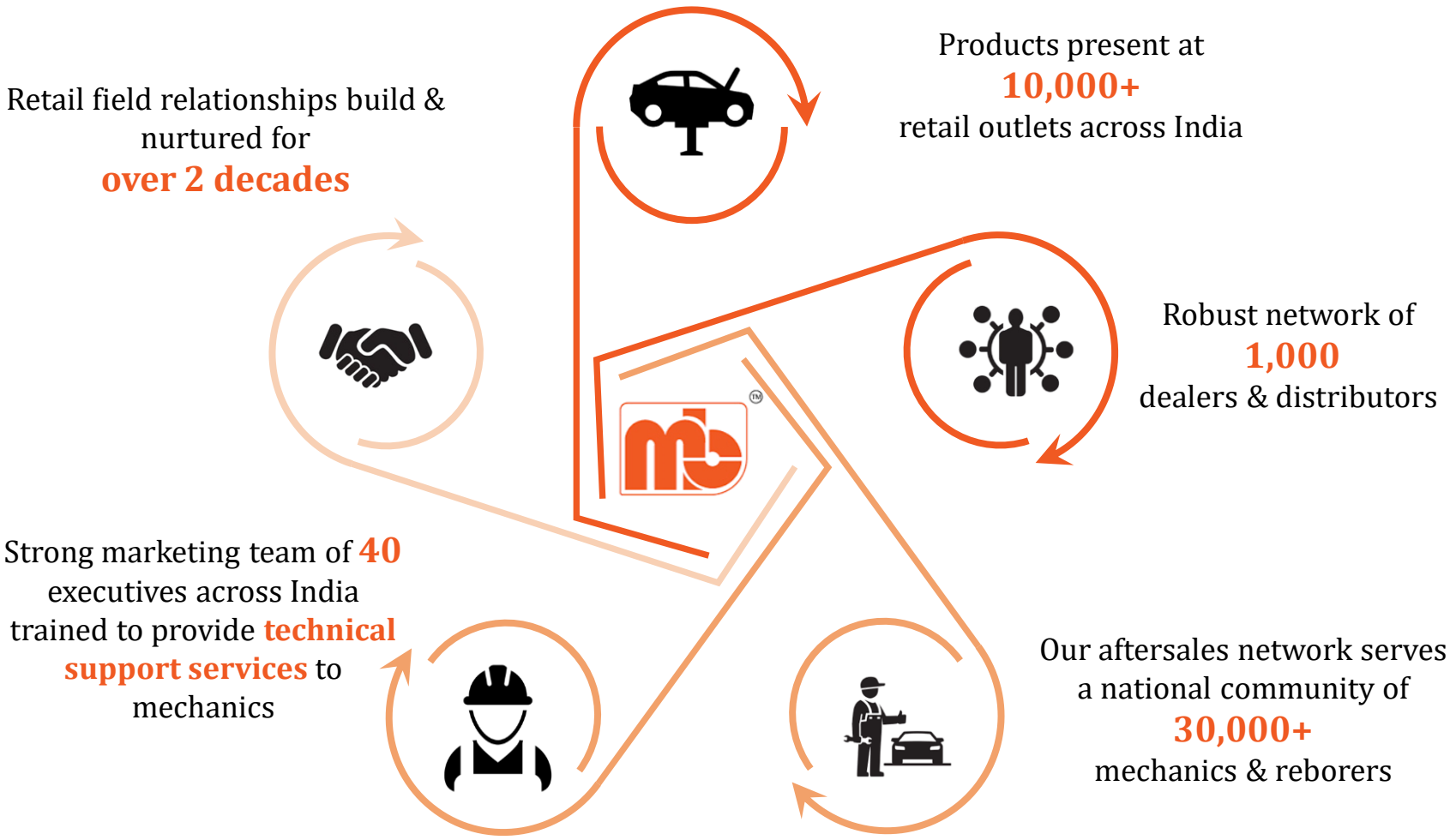
Exporting to **24+ Countries** & plans to reach Africa & Latin America through large distributor network

Our office & warehouse in **Indianapolis, USA** has been helping to serve customers in & around the region since the **2 Decades**



Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Formidable Reach & Brand Equity in the After-Market



Diversified Marquee Clientele across Industries



Industry diversified revenue thereby **reducing dependency** on any Industry

<p>Engine & Commercial Vehicle (HCVs & LCVs)</p>						
<p>Tractors</p>						
<p>Electrical & Industrial Applications</p>						
<p>Exports</p>						

No single customer contributes more than **10-12%** of business

The Brand Names mentioned are the property of their respective owners and are used here for identification purposes only

Customer Recognitions, Awards & Accolades



M/s. MENON BEARINGS LIMITED
As 'Best Amongst the Best Suppliers'



感謝状

MENON BEARINGS LTD.殿

貴社は、Mayekawa India Pvt. Ltd.へのコンプレッサー主要部品供給を品質第一で多年にわたり尽力され、当社の世界販売に多大なる貢献をされました。ここにその実績を高く評価し感謝の意を表します。

令和四年四月一日
前川製作所 社長
前川 真

Certificate of Appreciation

MENON BEARINGS LTD.

Your company has been committed for supplying major compressor parts to Mayekawa India Pvt. Ltd. for many years with quality and has made a great contribution to our global sales. We would like to express gratitude and appreciation to you for our achievements.

Date: 01 Apr., 2022
MAYEKAWA MFG.CO.,LTD Tokyo, Japan
PRESIDENT Shin Maekawa



MENON BEARINGS LIMITED. (Vendor Code: DM057)
G-1 MIDC GOKULSHIRGAON, KOLHAPUR
Kind Attention: Not assigned
Subject: Vendor PPM Report- Key Business Parameters
Kindly note the performance of your company for the month of June-2022 vis-à-vis set targets.

Month: JUN-2022
Spares Business Unit
VENDOR PPM REPORT

Rating Element	Unit	Target	Level of Performance	Performance Category
SBU Vendor PPM	PPM	500	0	●

C

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Constructed an Auditorium at Gokul Shirgaon MIDC

For promoting education & employment and enhancing vocational skills among children, working professionals & women

Financial Assistance provided

For promotion of rural sports & development of traditional arts & crafts

For COVID Relief:

- Distributed masks, medicines and sanitizers to public
- Donated a Multipurpose ICU Ventilator to Government Hospital

E

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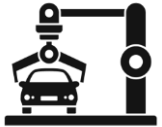


Menon Bearings is among the very few companies to have facilities to produce next generation **LEAD FREE** materials to cater to **Future Emission Norms**



Inclement factors driving demand and providing growth tailwinds

- Uptrend in per-capita income and breach of \$2,450 level by FY23 will trigger auto demand
- Middle class segment to constitute ~62% of India's population by FY25 and drive consumption



Investment in manufacturing to expand auto industry

- India cementing its position as a global automotive R&D hub, with many MNC's setting manufacturing and R&D base
- Ample availability of a low-cost and skilled workforce
- Automobile sector to attract USD 8-10 bn in local and foreign investments by 2023



Domestic demand and indigenization by MNC's to drive demand

- Indigenization levels for most major domestic and foreign OEMs have been on the rise
- Premiumization in demand is spawning domestic ancillary base
- Explosive demand in entry level segment also giving impetus to cost effective manufacturing



Policy initiatives to drive manufacturing

- PLI schemes in auto and auto-component sector with financial outlay of INR 57,042 Crores under Atmanirbhar Bharat 3.0
- GOI plans to spend \$1.4 trillion on infrastructure by 2025, which will boost the demand for CVs and construction equipment
- GOI's vehicle scrappage policy is further expected to boost replacement demand

EV SHIFT – FAR FROM A RISK



Catering to

Industries & Applications

which will have **low impact** from change in shift to

Electric Vehicles



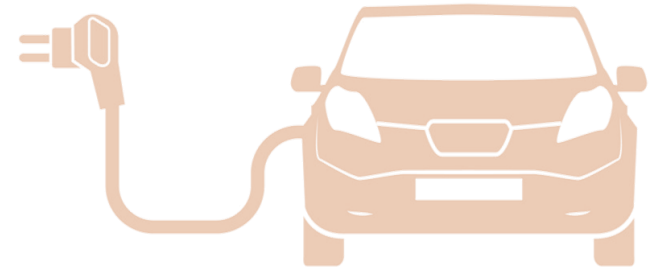
HCV & Industrial

We cater to heavy segments like Mines, Tractors, LCV/HCV etc. which are less challenged from the EV Segment



Long standing Relationship

We enjoy strong brand partnership with potential EV players to cater in Future

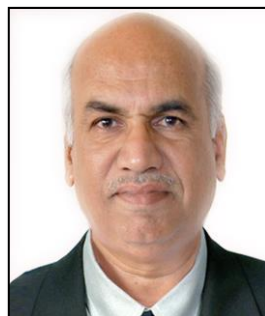


Experienced Board of Directors



Nitin Menon
Executive Chairman

Mr. Nitin Menon is an industrialist and has rich and varied experience in Automobile Sector. Associated with the Company since inception and lead the setup of 3 operational plants at Kolhapur



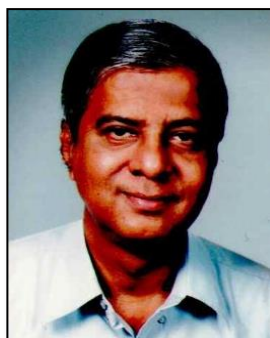
R. D. Dixit
Managing Director

Mr. Dixit has worked with the Menon Group for more than 54 years and is engaged in day-to-day activities of the company and is responsible for overall management of the company. He is a B.E. (Mechanical)



Arun Aradhya
Whole Time Director & CFO

Mr. Aradhya is associated with the company for more than 11 years. He is responsible for finance, corporate administration, corporate image and relationships. He has a vast experience of more than 41 years in fields like Engineering, Auto, Manufacturing, Industry etc



M. L. Shinde
Independent Director

Mr. Mukund Laxman Rao Shinde has vast experience of more than 40 years in the fields of Finance, Accounts, Corporate Laws, Taxation, etc.



Kailash A. Nevagi
Independent Director

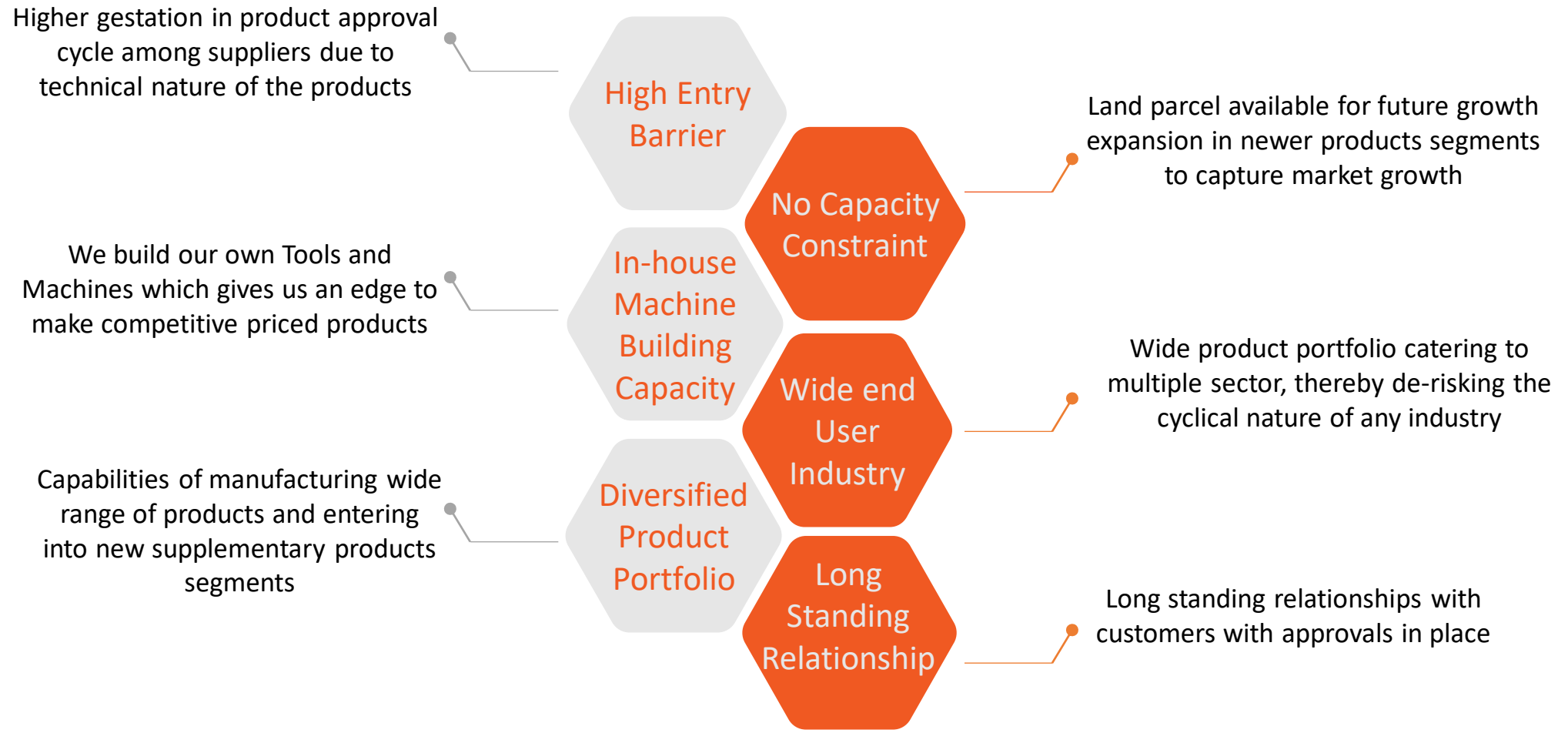
Kailash Nevagi leads a team of lawyers as a Partner & Director at Abhay Nevagi and Associates and has wide experience of more than 30 years



Dr. Santosh Prabhu
Independent Director

Mr. Santosh Prabhu is a renowned Neurological and Spinal Surgeon. He is a member of many international bodies like World Federation of Neurosurgeon

Key Takeaways





Menon Bearings Limited

CIN: L2913OPN1991PLCO62352

Mr. Arun Aradhya - Whole Time Director & CFO

admin@menonbearings.in

Thank You

SGA Strategic Growth Advisors

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285

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