



**TAMBOLI CAPITAL LIMITED**

**(Holding company of Tamboli Castings Ltd.)**


**Investor Presentation**

**May 2022**


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**1** Company Overview



**2** Business Overview



**3** Industry Overview



**4** Financial Overview



**5** Way Ahead



# 01 Company Overview

**Tamboli Capital Limited**

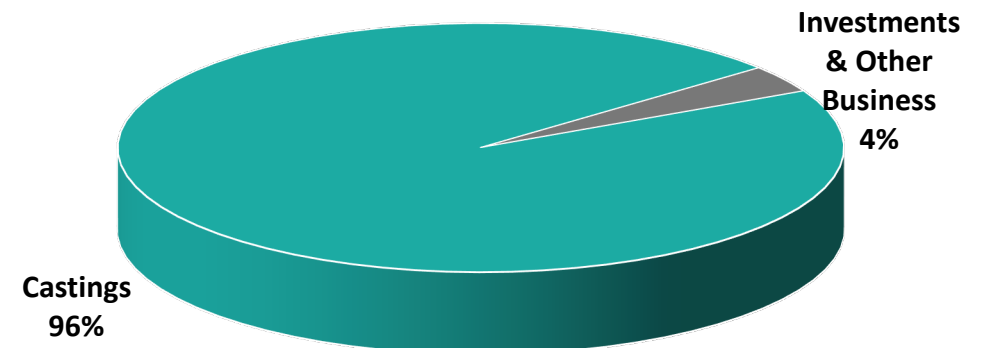
**Investments & Other Business  
(Standalone Business)**

**Investment Castings & Precision  
Components  
(Consolidated Business)**

**Tamboli Castings Ltd.  
100% subsidiary of Tamboli Capital Ltd.**

- Tamboli Capital Ltd. – Holding Company of Tamboli Castings Ltd. (TCL )
- Core business of Group - Investment Castings and Precision Components
- Pioneers in Investment Casting Technology
- TCL is 100% EOU with marque clients globally

**Revenue Contribution**





## The Leading Investment Castings Manufacturing Group in India

- › Incorporated in 2004
- › Manufacturing fully machined Investment Castings (Feinguss) parts by Lost Wax process in wide varieties of Steel Alloys, Aluminum and other Non-Ferrous Alloys

### Diversified Product Portfolio

- › Manufactures diverse range of castings to caters to wide variety of Industries
- › 100% Customized Products



### State of The Art Manufacturing Facilities

- › High degree of automation for high technology processes such as robotic systems for ceramic coating, in-house facility for making complex ceramic cores and modern CNC Machine Shop

### Export Oriented Unit

- › Recognized as 100% export driven unit in India by Ministry of Commerce and Industry (MOCI), Government of India
- › Recognized as Star Export House by MOCI



### Marque Clients\*

- › Fortune 500 companies are part of existing clientele

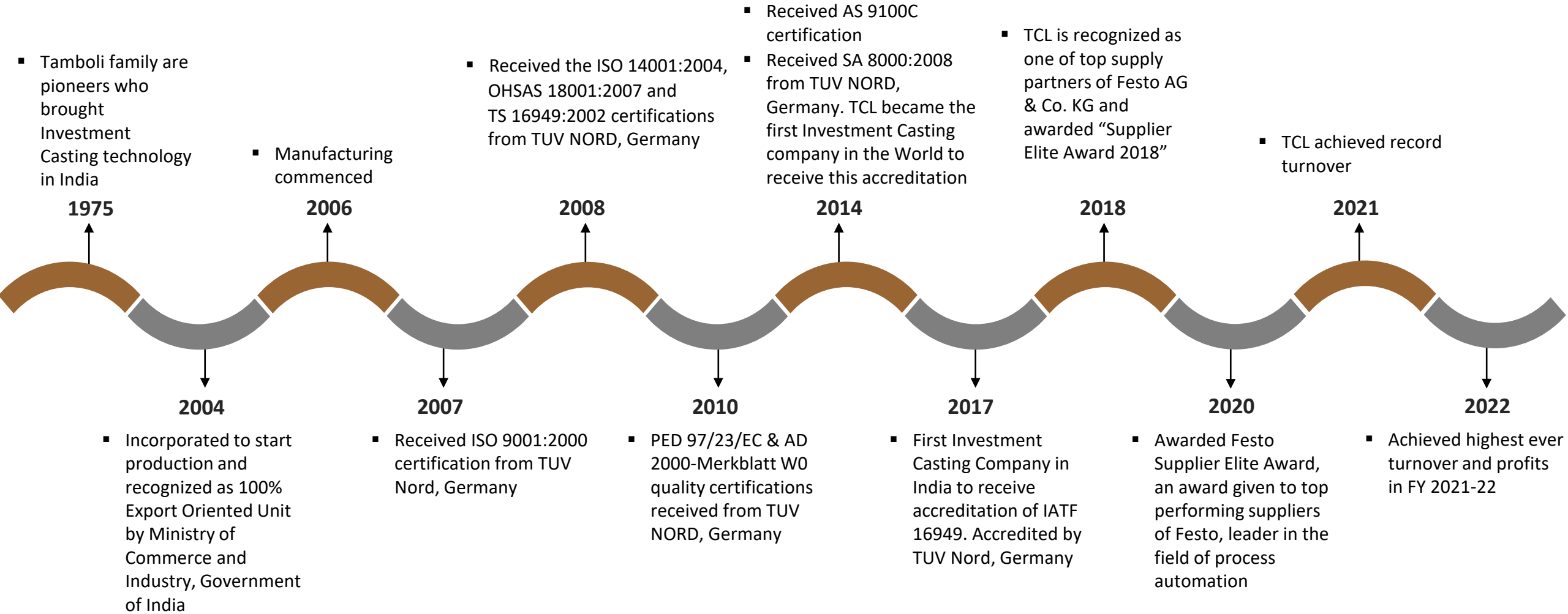
\*Tier I and Tier II Clients



# Milestones at Tamboli Castings Ltd.



## TAMBOLI CAPITAL LIMITED





### Shri Bipin F. Tamboli

Shri Bipin F. Tamboli, Chairman and Founder of Tamboli Castings Limited has 46 years of experience in Investment Castings Industry and more than 50 years in foundry industry. He is a Metallurgical Engineer by education and a pioneer in bringing investment castings process in India in the mid 70s. The Company is widely benefitted with his vast technological and business expertise over the years. He continues to share his insights and invaluable experience with the team. The company is profited with his astute knowledge of investment castings and foundry technology.





## Mr. Vaibhav B. Tamboli – Chairman & CEO

- Masters in Business Administration (MBA) from USA and B.E. Mechanical from Maharashtra Institute of Technology, University of Pune
- Expertise in General Management, Finance, Strategy, Operations, and Technology
- Whole Time Director in wholly owned subsidiary Tamboli Castings Ltd.
- Years of experience in foundry, operations management and entrepreneurship
- Member of Young Presidents Organization (YPO), global network of CEOs

## Mr. Anand B. Shah - Independent Director

- B.E. Mechanical from Maharashtra Institute of Technology in Pune, India
- Entrepreneur and director of Meghdoot Ginning and Pressing Industries primarily engaged in commodity business i.e., manufacturing and trading
- He effectively leads his group's real estate finance and leasing endeavors through his other business interests and organisations
- Member of the Young Presidents Organization (YPO), global network of CEOs

## Mr. Suketu N. Shah – Independent Director

- Chartered Accountant, Cost and Works Accountant and Company Secretary
- Has over 27 years of experience – worked as a Consultant for almost 20 years, including 16 years with Deloitte in India; joined Nirma Ltd. as member of Strategic Opportunities and Finance team
- Skilled in Business and Financial Consulting, Capital Market Advisory, and Business and Financial Due Diligence Review
- Expertise include - Mergers and Acquisitions (both within and outside India), Fund raising, transaction support (including valuations, forensic accounting, and so on), Re-organization / Re-structuring, designing Business Processes for controls and risk management, Corporate Finance, MIS, and Costing

## CA Neha R. Gada – Independent Director

- Chartered Accountant with vast knowledge in corporate compliance under securities laws, listing of various securities on the stock exchange, and related matters
- Served at managerial position for eight years at Bombay Stock Exchange in various departments and was instrumental in conceptualizing and implementing various systems and modules for compliances
- Presently running consultancy firm specializing in SEBI Regulations & NBFCs
- Handled assignments relating to Listing, Compliances with stock exchange, corporate restructuring, mergers, SMEs, relisting of companies, handling exemption and consent applications at SEBI, drafting of ESOP schemes

## Mr. Vipul H. Pathak – Whole Time Director & CFO

- 25 years of experience in Finance, Accounting, Statutory and Commercial matters
- In charge of Legal and Finance department of all Group Companies

## Technology Expertise in Investment Casting process

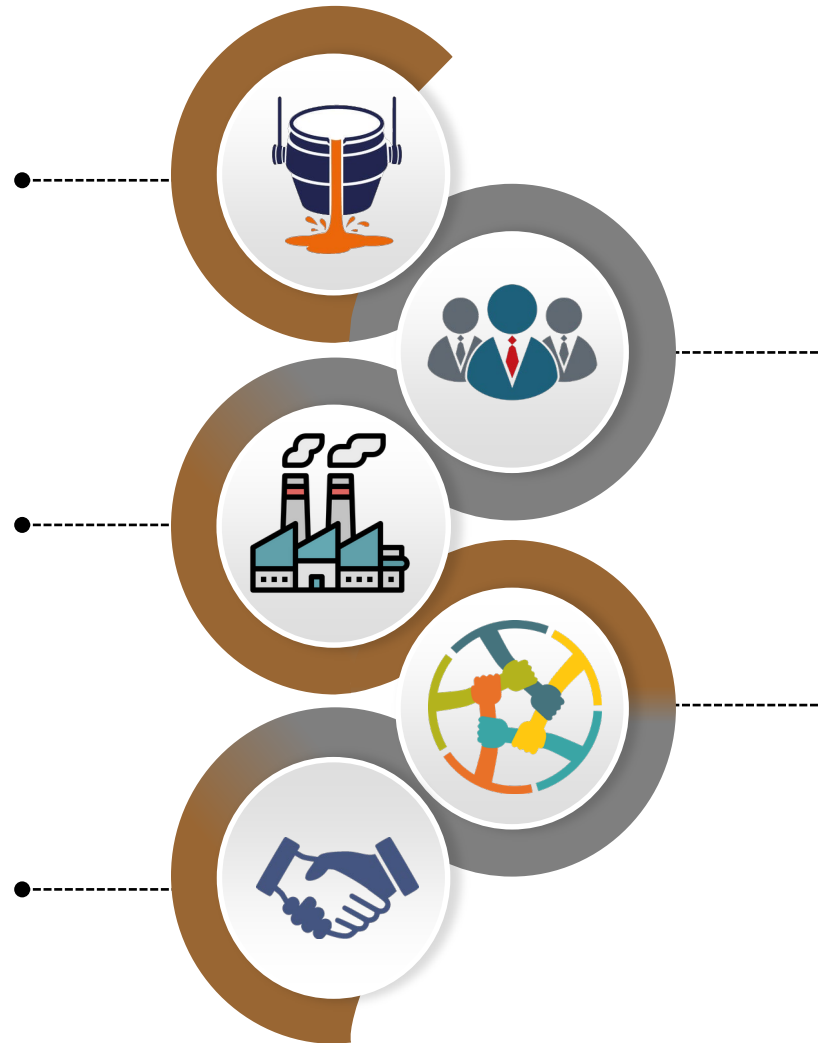
- Years of technology data bank
- Promoter's experience with number of technology transfer alliances
- TCL employs about 30 graduate engineers, 38 diploma engineers, 74 technicians and ITI qualified individuals
- The company is steered by directors who are qualified engineers with management expertise

## Catering to wide variety of industries

- Pneumatic & Automation, Pharmaceutical & Food Processing, Engineering, Aerospace, Automotive, Instrumentation, Pumps & Valves, Locomotives, Architectural Components

## Strong Technical & Supply Alliance

- Reliability and Consistency in Quality and Timely Supply makes TCL a partner of choice
- One of top supply partners of a global conglomerate in Germany and with other market leaders



## Technically Qualified and experienced Team

- Vast experience in investment castings to maintain business viability & steer business through operational hurdles
- Several team members having Lean Six Sigma Green Belt Certified by TUV Nord, Germany

## Long Standing association with market leaders worldwide

- High Quality standards and strong execution capabilities leading to strong relationships



# 02 Industry Overview



## Why Investment Casting?

- Investment casting process produces precise components with close tolerances
- Large volume batches can be manufactured using this process making it economically viable
- Ensures production of very intricate parts and required metallurgical properties

Hence it is process of preference for design engineers worldwide

## Demand Drivers

- Increasing applications in Industrial Machinery
- Growing demand from Aerospace and Defense Industries
- Application of Investment Casting in high volume Automotive segment

## New Opportunities

- Growing Automation, Food and Medical Industry opens up new opportunities for Investment Casting

Investment Casting Market, Growth Rate – 2022 to 2027



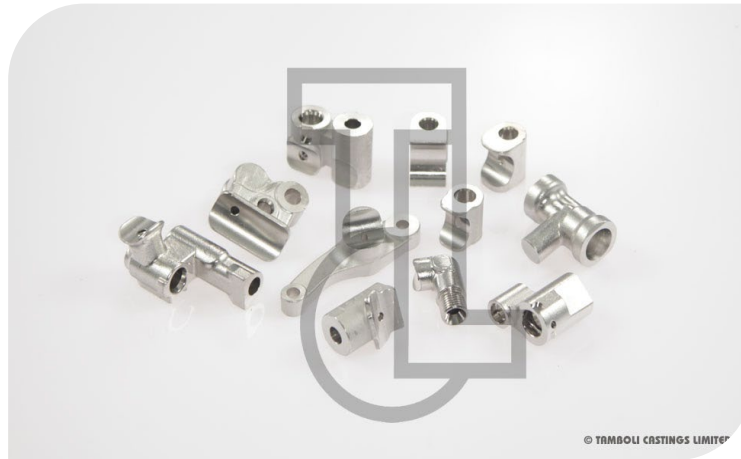
The Global Investment Casting market size in 2021 was \$14.09 Billions



# 03 Business Overview

# T Diversified Product Portfolio

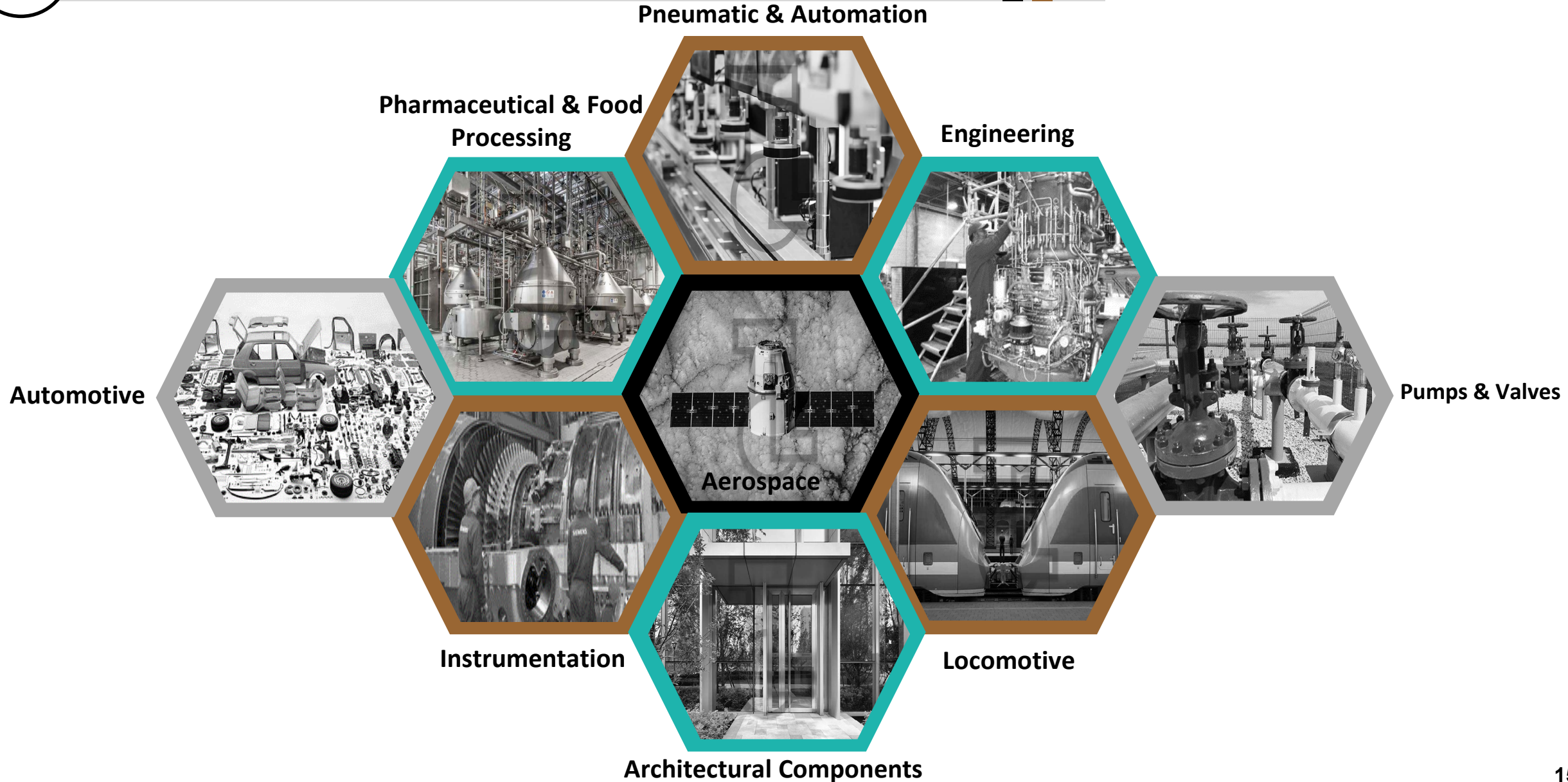
TAMBOLI CAPITAL LIMITED





# Wide variety of Applications

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Tamboli Castings Ltd. (wholly owned subsidiary of Tamboli Capital Ltd.) is a technology leader for producing complex investment castings. Having in-house facilities for:

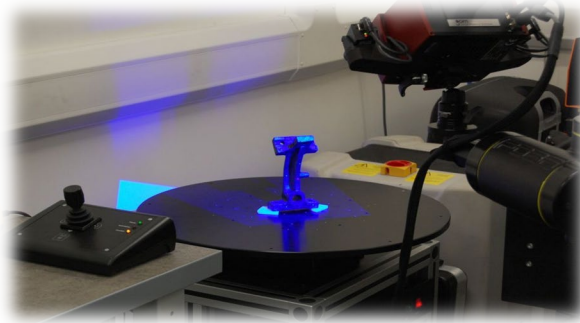
- CNC Machining
- Heat Treatment
- Ceramic Core Production
- 3-D Scanning facility
- High end inspection equipments
- Manufacturing facility spread across nearly 10 acres

## Industry 4.0 ready

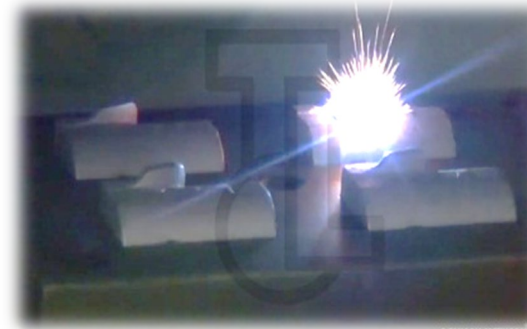
- Scada system to measure and control temperature & humidity of production facility
- Tracking of coolant temperature in machines, fuel level in tanks measure temperature and time in Heat Treatment furnaces
- Keep track of energy consumption and water level
- Initiatives for sustainable environment



**Best in class CNC Machines – more than 40 machines**



**In-house 3-D Scanning facility & 3-D printing subcontracting**



**Laser Marking**



**Robot Operated Shelling**

**Capabilities - Fully machined, treated and ready-to-use components**

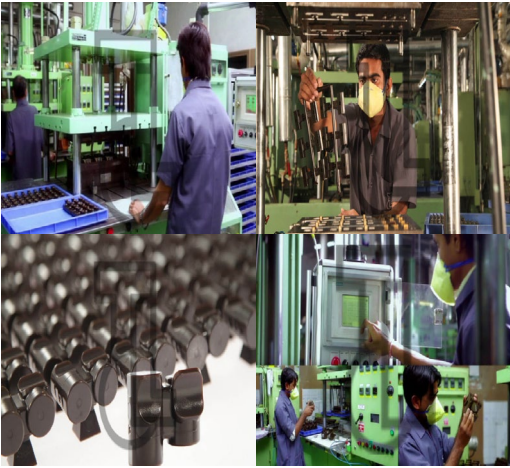




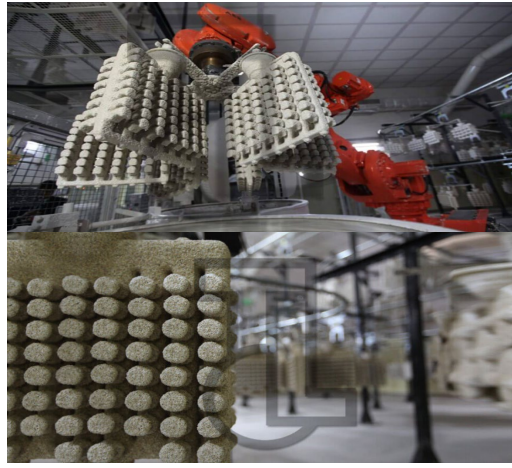
# Manufacturing Process at Tamboli Casting Ltd.



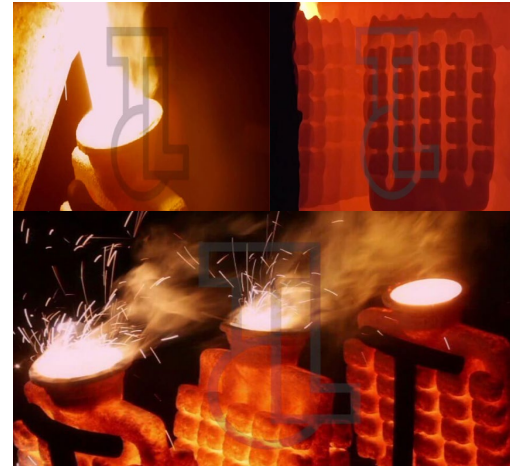
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**Wax Injection & Pattern Assembly**



**Shelling**



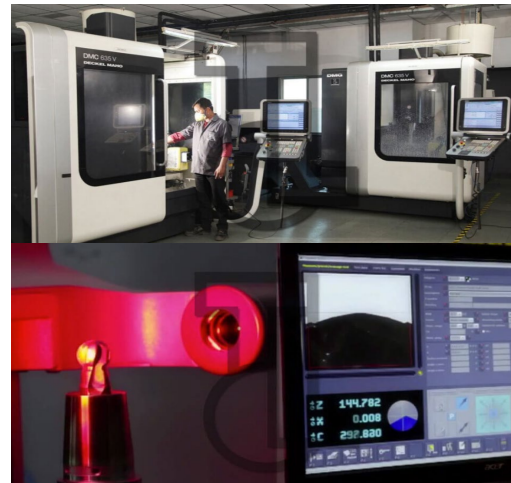
**Melting**



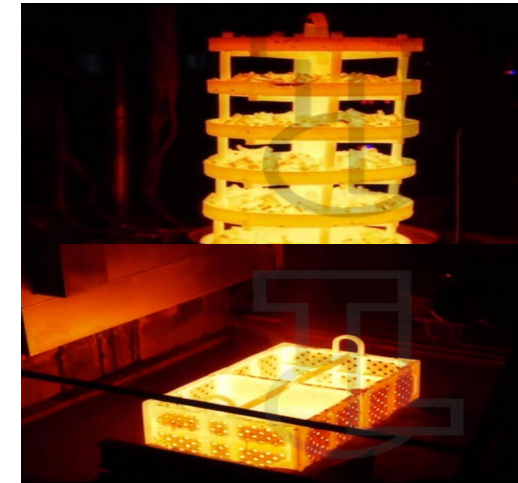
**Fettling**



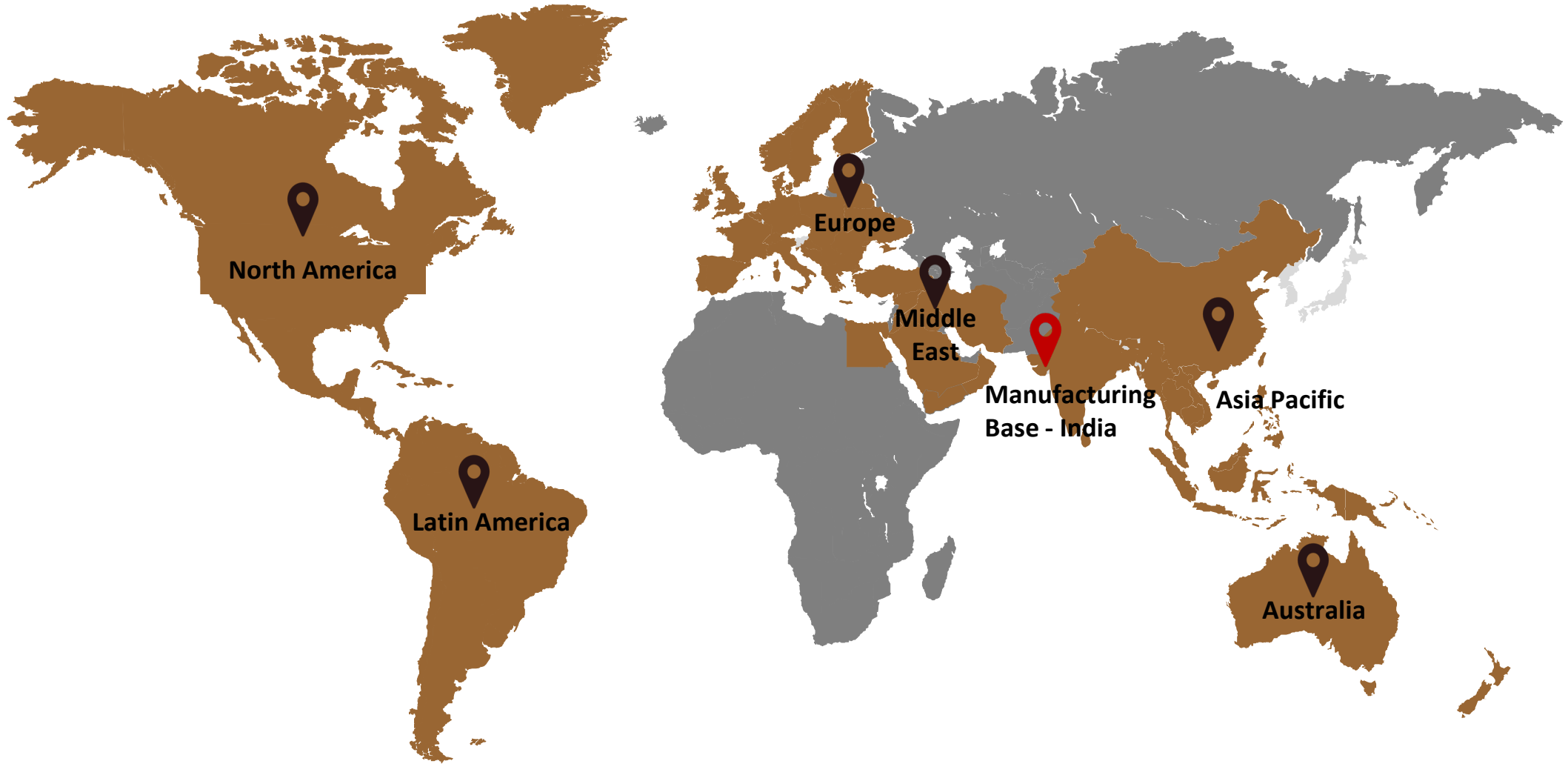
**Quality Control**



**Machining**



**Heat Treatment**





# Certifications for Tamboli Castings Ltd.



# TAMBOLI CAPITAL LIMITED



ISO 45001 : 2018



Two Star Export House



ISO 9001:2015



AD 2000-Merkblatt W0



PED 2014/68/EU



IATF 16949:2016



ISO 14001 : 2015



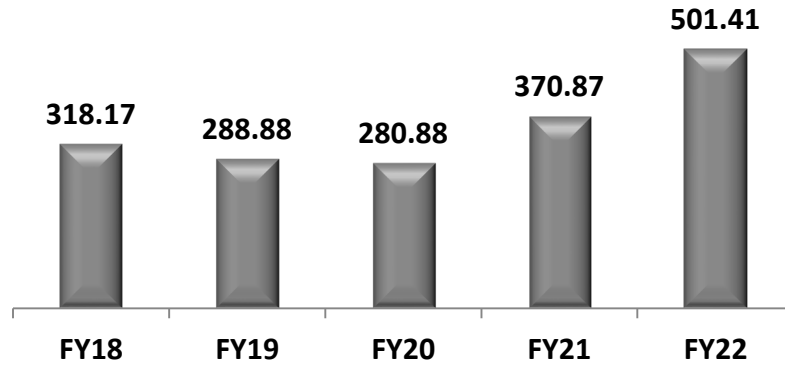
EN 9100:2018

The background features a person in a blue suit holding a tablet displaying a financial chart. The scene is overlaid with various financial data points and charts. On the left, a line chart shows price fluctuations with labels: 996.38 (Open), 996.97 (High), 982.62 (Low), 990.51 (Close), 980.47 (EMA5), 966.15 (EMA10), and 939.74 (EMA50). On the right, a larger chart shows a price of 23.77 and a volume of 165.92 M. Other data points include 1213.43 (Open), 1216.84 (High), 1208.21 (Low), 1212.38 (Close), 1206.27 (EMA5), and 1200.20 (EMA10). A large blue arrow points upwards from the bottom left towards the center. The overall theme is financial analysis and market trends.

# 04 Financial Overview

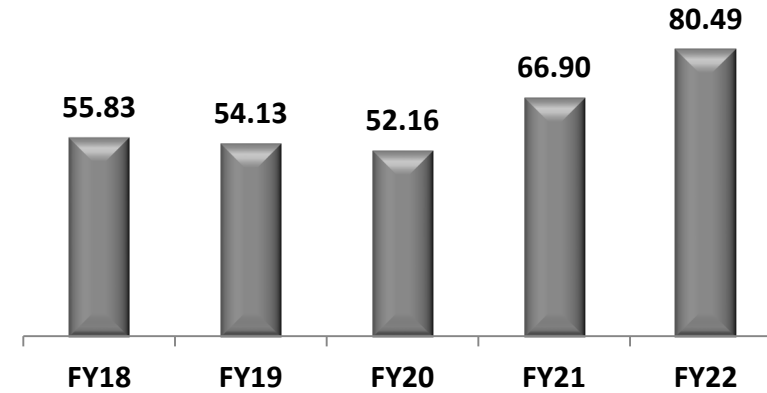


### Volume (tons)\*

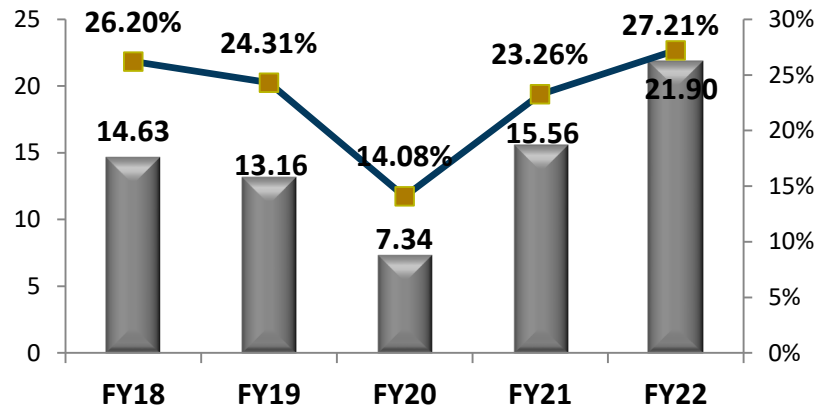


\* Operational Raw Casting Weight

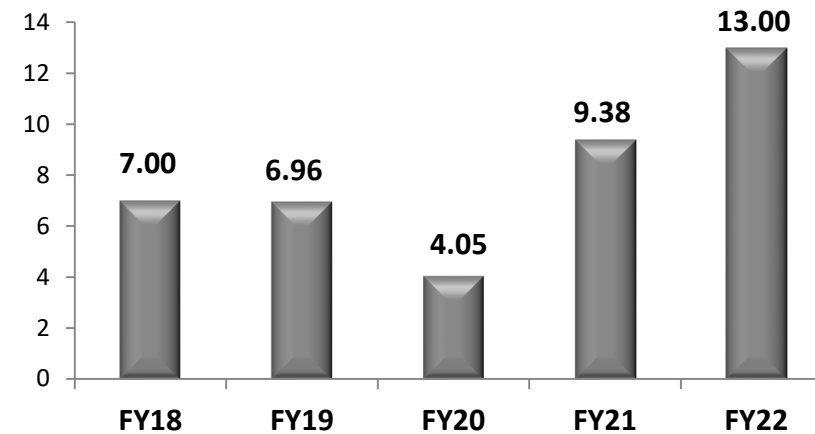
### Revenue (Rs. Cr.)



### EBITDA (excl. other income) (Rs. Cr.) / Margin (%)



### PAT (Rs. Cr.)





# Consolidated Financial Highlights - Annual

**TAMBOLI CAPITAL LIMITED**

| Rs. Crore         | FY18   | FY19   | FY20   | FY21   | FY22   |
|-------------------|--------|--------|--------|--------|--------|
| Total Income      | 55.83  | 54.13  | 52.16  | 66.90  | 80.49  |
| Total Expenditure | 41.20  | 40.97  | 44.81  | 51.34  | 58.59  |
| EBITDA            | 14.63  | 13.16  | 7.34   | 15.56  | 21.90  |
| EBIDTA Margin (%) | 26.20% | 24.31% | 14.08% | 23.26% | 27.21% |
| Profit Before Tax | 10.55  | 9.67   | 5.42   | 12.70  | 17.93  |
| Profit After Tax  | 7.00   | 6.96   | 4.05   | 9.38   | 13.00  |
| PAT Margin %      | 12.53% | 12.86% | 7.77%  | 14.02% | 16.15% |
| Net Profit Margin | 12.53% | 12.87% | 7.63%  | 14.20% | 16.04% |
| EPS (Rs.)         | 7.05   | 7.02   | 4.08   | 9.45   | 13.11  |



**05**  
**Way**  
**Ahead**

**Strategic capital investment**

Company is in the process of making strategic investments for business growth

01

**India – destination of choice for manufacturing post Covid**

With global players preferring India as manufacturing hub, TCL is comfortably placed to be partner of choice

02

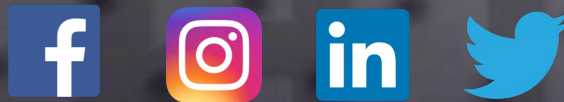
**Getting ready to cater to global demand**

Company is positioned well in terms of required technology and as a reliable partner for investment castings

03



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