



Investor Presentation

2021



900+
EMPLOYEES

1st Tool Manufacturer
In India

5 Divisions
Tool holder, Foundry, Cutting Tools,
Casting & Precision Machining

Since 1937

Exporting
to 30+ Countries



Disclaimer



Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Business Segments



Tooling Division



Cutting Tools



Tool Holder

Automotive Division



Foundry



Casting Machining



Precision Components

Business Segments

The Most Comprehensive Tooling & Solution Range

Tool Holders



Special Toolings



Casting & Machining



HSS-Drilling



HSS-Tapping



HSS- Reaming



HSS- Cutters



HSS- Tool Bits



Files



Work Holding



Production Boosters



Our Products



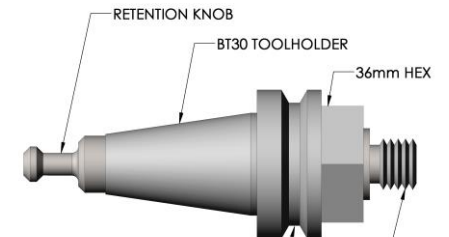
- **What is HSS Cutting Tool?**

High-speed steel (HSS or HS) is a subset of tool steels, commonly used as cutting tool material. A cutting tool is a pointed tool mounted in a machine tool and used for cutting materials. Lathes and milling machines use different types of cutting tools, like Drills, Taps, etc.



- **What is a Tool Holder?**

Tool holders are the physical interface between tooling and the machine tool. They come in a multiple of different machine mount styles from the older R8 style to newer HSK or VDI mount.



- **What is a Casting?**

Casting is a manufacturing process in which a liquid material is usually poured into a mold, which contains a hollow cavity of the desired shape, and then allowed to solidify. The solidified part is also known as a casting, which is ejected or broken out of the mold to complete the process.



Turbo Charger

Our Products



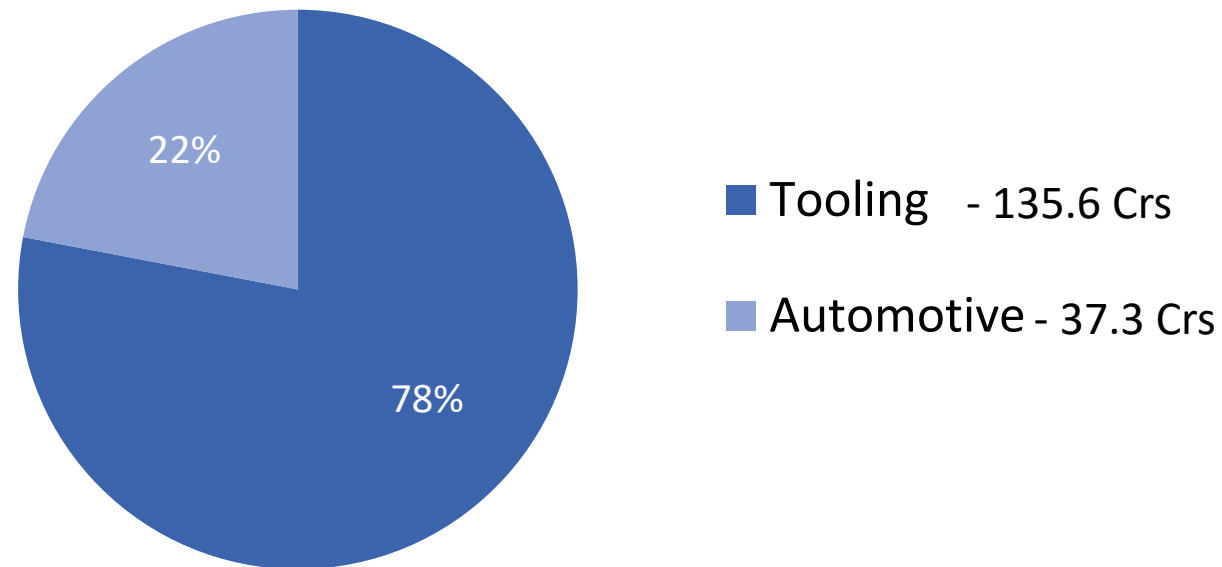
- **What is a Carbide Cutting Tool?**

Carbide cutting tools are prevalent among the modern manufacturing and engineering industry for several reasons. The carbide coating or carbide cutting tip renders better physical properties to the cutting tools, which makes the tools more capable of taking on the tasks they are assigned. Carbide allows the cutting tools to withstand higher operating temperatures while preserving the cutting ability at the same time. Carbide brings about more advantages to the tooling granted by its physical properties.

Business Segments



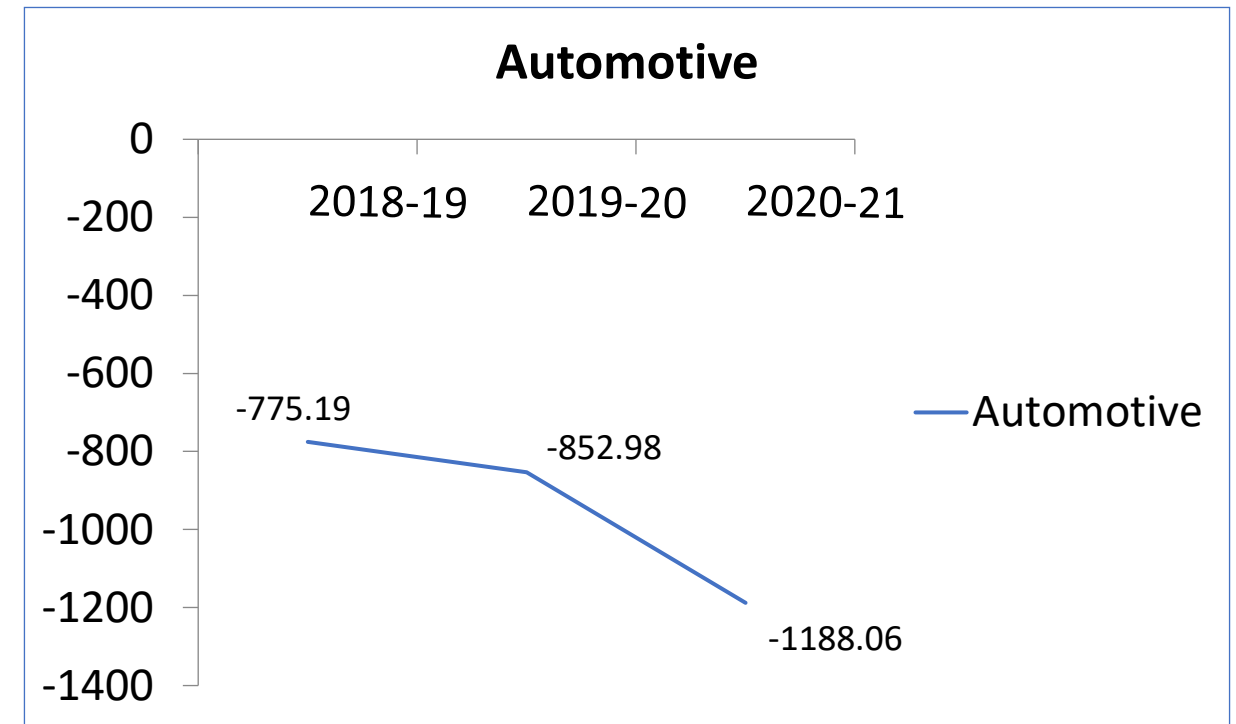
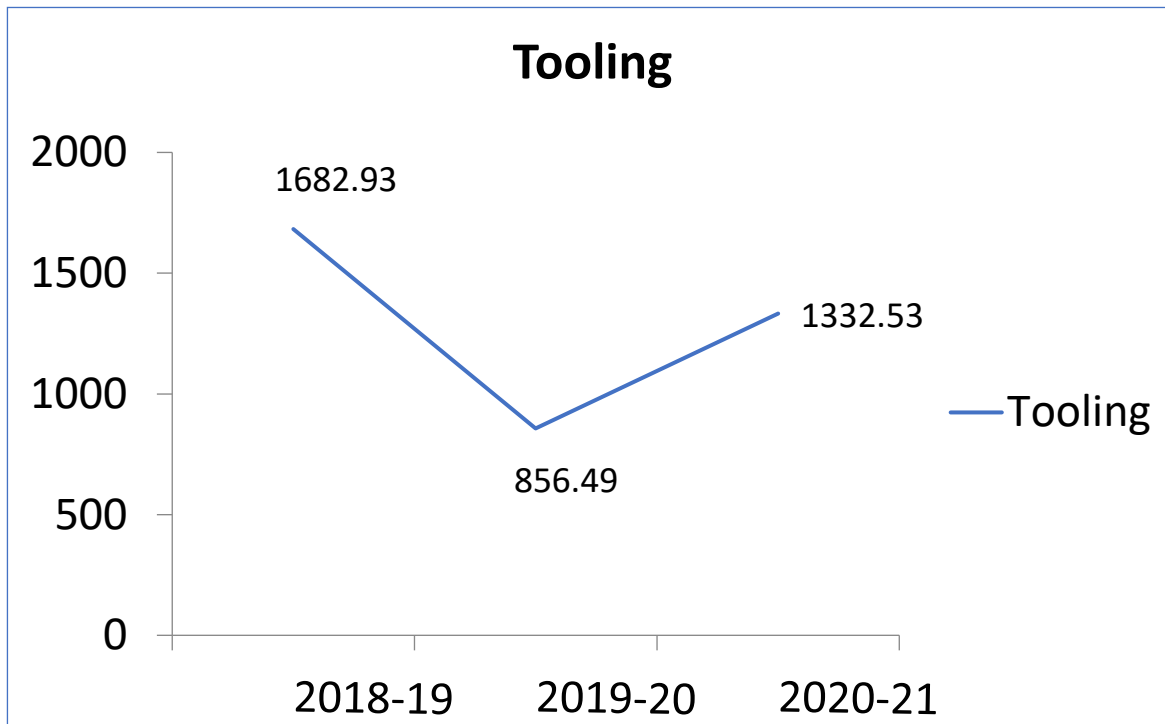
Segment Wise Revenue



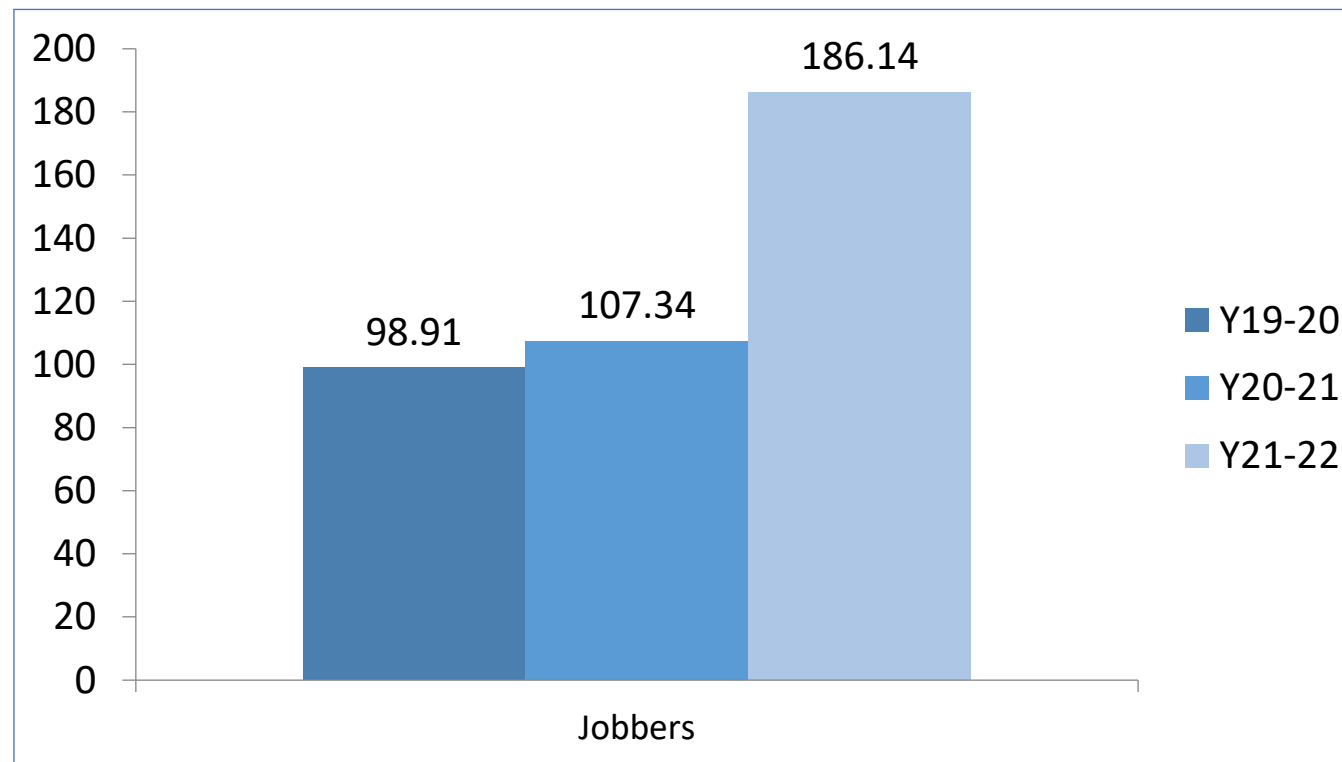
Business Segments



Segment Wise Profits

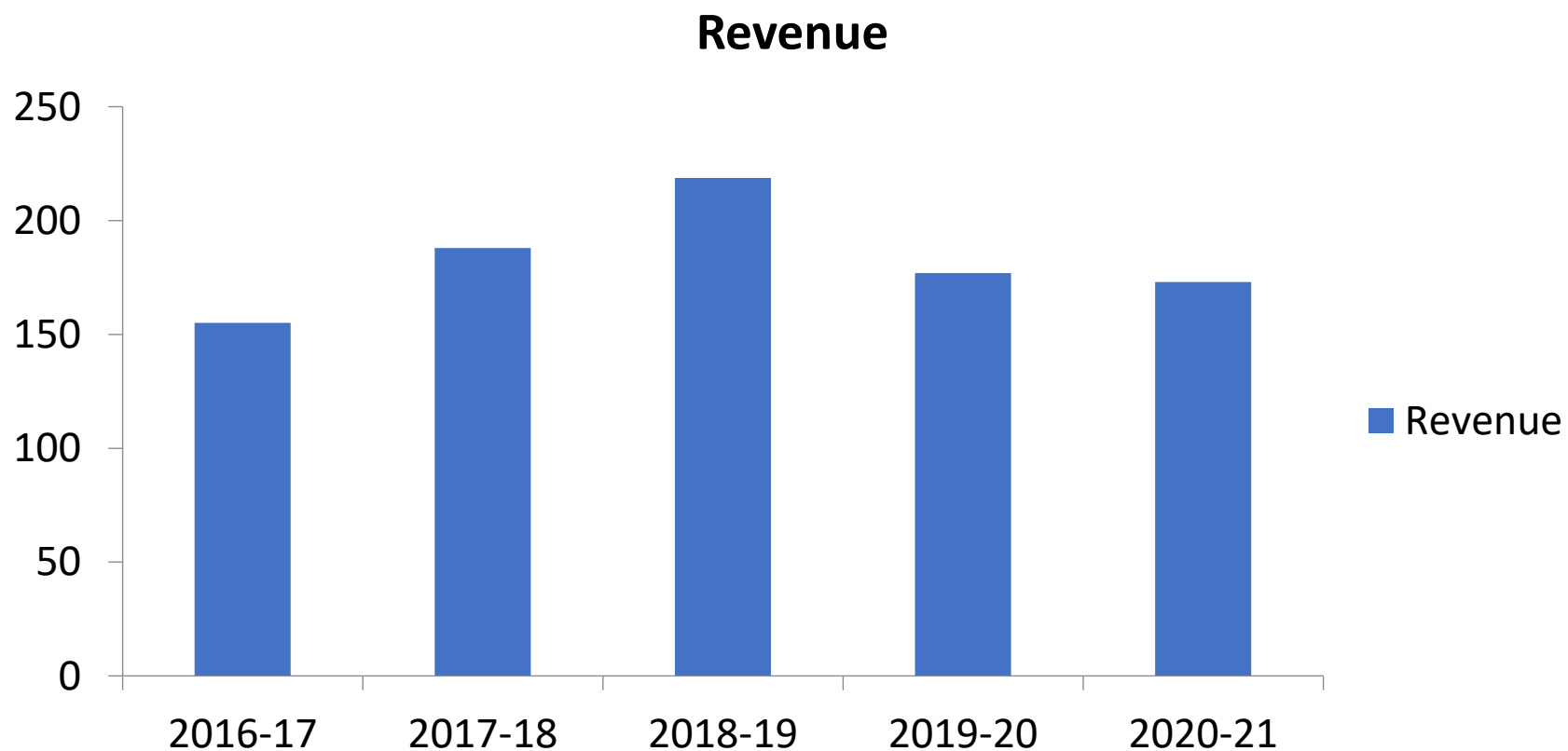


Jobbers Expansion – Over the years

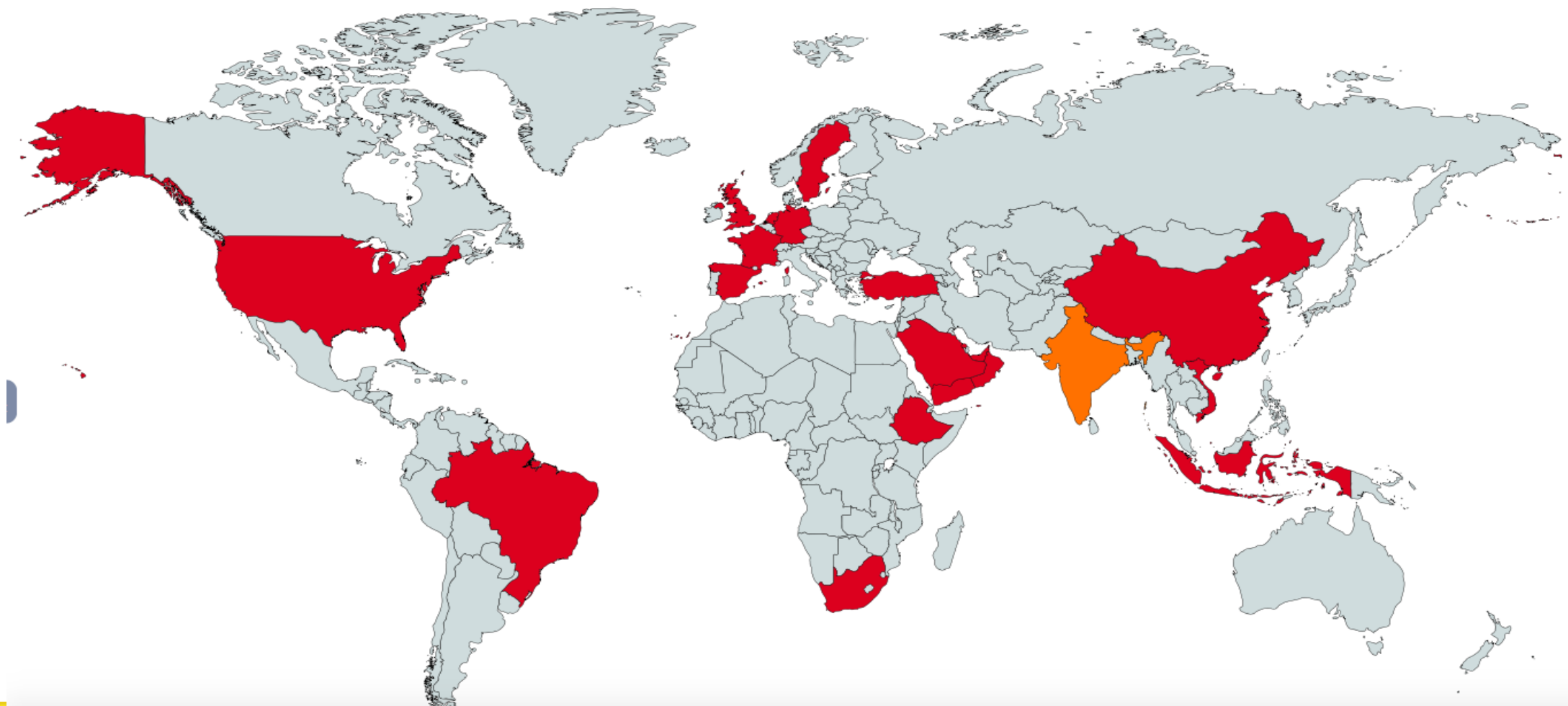


All figures are in lakhs

Revenue: 5 years trend



Global Footprint



Milestones



1937
ITM Factory started in Mumbai (Cutting tool Division)



1986
ITM Factory started in Aurangabad



1998
Birla Perucchini (Foundry division) Factory started in Aurangabad in technical collaboration with Fonderia Perucchini SPA of Italy

2007
Renamed as BPTL after Stake acquired from Kennametal



2017
Launched *Panther* Series Cutting Tools & Tool Holders



2021
Acquired MR Tools, UK and entered into Carbide tools



2022
Started Subsidiary 'BPT GmbH' in Kornwestheim, Germany



1970
ITM Factory started in Nasik



1986
Birla Kennametal JV Factory started in Aurangabad (Tool Holder division) in technical collaboration with KM USA



2001
ISO 9001 Certification

2008
Started Precision Component & Casting Machining divisions



2018
Launched *Torpedo* Series HSS Tools, Ninja series Tools, Hathvar Tool Bits



2022
Started New Project of ITM Chalisgaon Factory

Our Major Customers



Honeywell



IHI



KNORR-BREMSE



Cutting Tools Division: Business Overview



- ▶ The division was established in 1937 to manufacture and supply High Speed Steel cutting tools in India.
- ▶ ITM has been a pioneer in manufacturing and supply of HSS cutting tools in India.
- ▶ Highest market share in Drill segments with strongest Brand Recall.
- ▶ It has technologically well equipped manufacturing facilities at Nashik and Aurangabad.
- ▶ Widest range with presence in all categories including Twist Drills, Reamers, Threading TAPS, Milling Cutters, Tool Bits, Files.
- ▶ New Products: Ninja, Hathyar, Torpedo, Panther, Hardware Products, Hammer Drills, Annular Cutters launched to strengthen the Product Range.
- ▶ Continuous focus on new technologies by introducing Powder Metallurgy & other Special Grade Advanced Materials.



Cutting Tools Division: Business Overview



- ▶ Company has the largest distributor network in cutting tool industry:
 - ▶ Having 11 Branches – Ahmedabad, Bangalore, Chennai, Delhi, Indore, Kanpur, Kolkata, Mumbai, Pune, Secunderabad, Ludhiana.
 - ▶ More than 350 dealers all over India
- ▶ Concentrating on our philosophy of Value selling recently new products have been introduced including high performance TAPS, and Drills.
- ▶ CNC setup has been added including 5- axis Walter machine to augment capacity, improve quality and support new product lines.
- ▶ Acquired MR Tools, UK and now entering into new Carbide Tools Business.



Automotive Division: Business Overview



- ▶ Established in '98 as Birla Perucchini Ltd in technical collaboration with Fonderia Perucchini SPA (Italy).
- ▶ Subdivisions of automotive divisions are Casting, Machining and Precision Component division.
- ▶ Primarily into manufacturing of ferrous castings through shell molding process.
- ▶ Major product categories include Turbo Charger Bearing Housings, Turbine Housing, Rocker Arm Levers, Brake Wheel Cylinders, End Yoke, Crank Shafts, etc. catering Automotive, Hydraulic and Engineering Industries, requiring greater intricacy of casting cavity.

Automotive Division: Business Overview



- ▶ Introduced water cooled housings during the year, a technology of future.
- ▶ Recently entered into castings supply for the hydraulic as part of its strategy to de-risk automotive .
- ▶ It has manufacturing facilities at Aurangabad having a melting capacity of 1000 Tons.
- ▶ Long gestation period of product development and approval gives strong entry barrier in segment.
- ▶ Birla AccuCast is one of the few foundries in India with a controlled cooling line which enables production of castings with consistent microstructure.



Automotive Division: Business Overview



Precision Components

- ▶ Precision components division of company was started in year 2010.
- ▶ Product range includes spool, shafts, rocker levers etc.
- ▶ Since inception division was completely based on export market and now ventured into domestic market as well.
- ▶ Division exports its products to countries like Brazil, Mexico, China, UK, USA etc.



Tool Holder Division: Business Overview



- ▶ Birla Precision Technologies (erstwhile Birla Kennametal Ltd) was established in the year 1986, as a Joint Venture with Kennametal Inc, USA, a \$4 billion conglomerate.
- ▶ Its manufacturing facility is located at Aurangabad having cutting edge machines and equipment capable of producing Tool Holders with precision AT3 Class.
- ▶ Major products include Collet Chucks, End Mill Adaptors, Morse Taper, Drill Chucks, Hydraulic Chucks, Shrink Fit Adaptors, Hydrogrip Tool Holders, Tapping Attachments, Tapping Adaptors, Work Holding, Production Booster, Tapping range, ISO Turning range.
- ▶ Introduced selling new machine this year – Shrink Fit Machine.

Tool Holder Division: Business Overview



- ▶ Recently the division has expanded its product basket to include technologically advanced and futuristic products. It has introduced Shrink Fit and Hydro-Grip series of tool holders. Also the division has added Tapping Attachments and Tapping Adaptors to its product offerings.
- ▶ Pioneer in Production Booster Range, certain Work Holding product.

Vision 2023



➤ To transform into a technological benchmark in the Industry.

➤ Focused growth in value added products.

➤ To achieve Rs 1 billion in profits.

➤ To double manufacturing capacities

➤ To penetrate global markets with strategic footprint.

➤ More focus on tailor made solutions designed on individual customer needs (i.e product selling to value selling approach)

VISION 2021


INR Cr.

Tools & Precision Components 254


Casting & Machining 122

Total 376


Our Continued Focus on bottom line




Operational Excellence Initiatives.




More Focused Procurement.



Better Manpower Productivity.



Wastage Control.



Focus On Higher Value Addition Through Capex/Machine Automation And Selling Initiatives.

Last 5 years Performance



	Rs. Cr.				
	2016-17	2017-18	2018-19	2019-20	2020-21
Total Revenue	155	188	218.7	177	173.4
Operating Expenses	178	180	205	185	166
EBDT	-22.64	9	14.6	-8.32	5.9
PAT	-29	2.6	9	-13.3	1.4

Source : Annual Report

Key Ratios

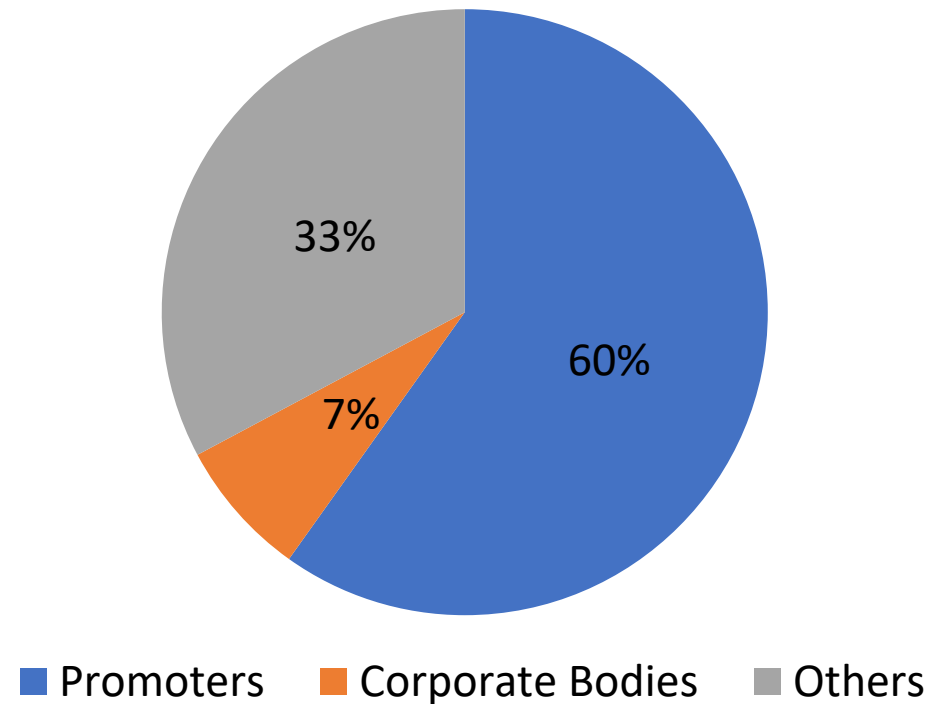


	2017-18	2018-19	2019-20	2020-21
ROCE (%)	7.02	12.31	5.36	5.86
Return on Equity (%)	2.55	8.02	(13.28)	1.33
Net Debt/Equity ratio	0.27	0.24	0.26	0.23
Current Ratio	1.77	1.78	1.86	1.83
Fixed Asset Turnover ratio	5.22	6.67	5.62	5.76
EPS	0.50	1.66	(2.34)	0.22

Stock Price Performance



Shareholding Pattern



About us



Birla Precision Technologies Ltd (BSE:522105) the erstwhile Birla Kennametal Ltd was established in 1986, as a joint venture company between Birla group and Kennametal Inc, USA In July 2007. Birla Group acquired the stake of Kennametal in the JV consequent upon which Birla Kennametal was renamed as “Birla Precision Technologies” (BPT). Indian Tool Manufacturer and Birla Perucchini Limited merged into company in 2008 through scheme of merger approved by Honorable Bombay High Court.

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