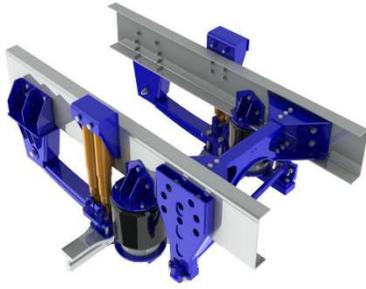




Wheels India Limited

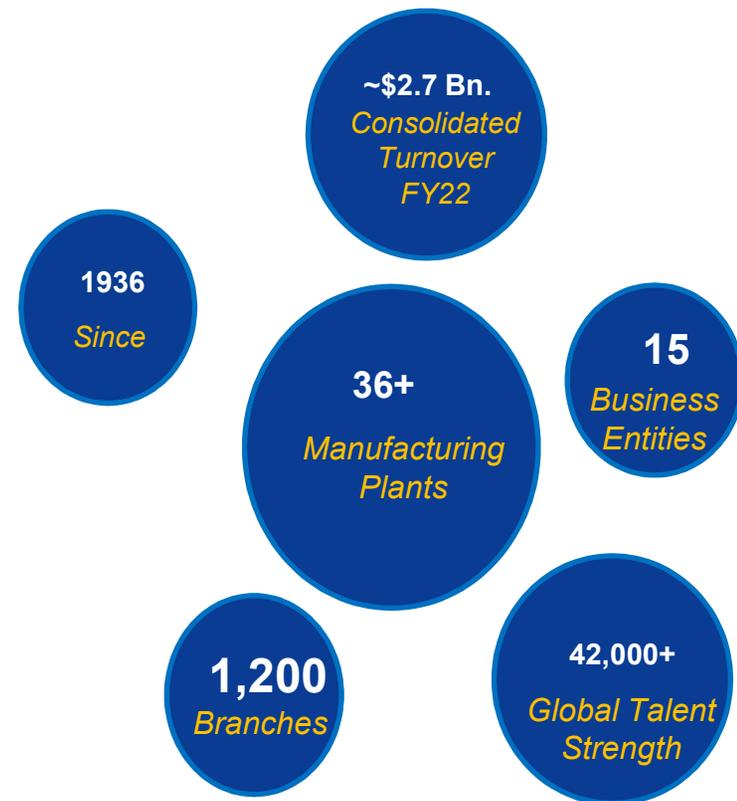


Investor Presentation June'23

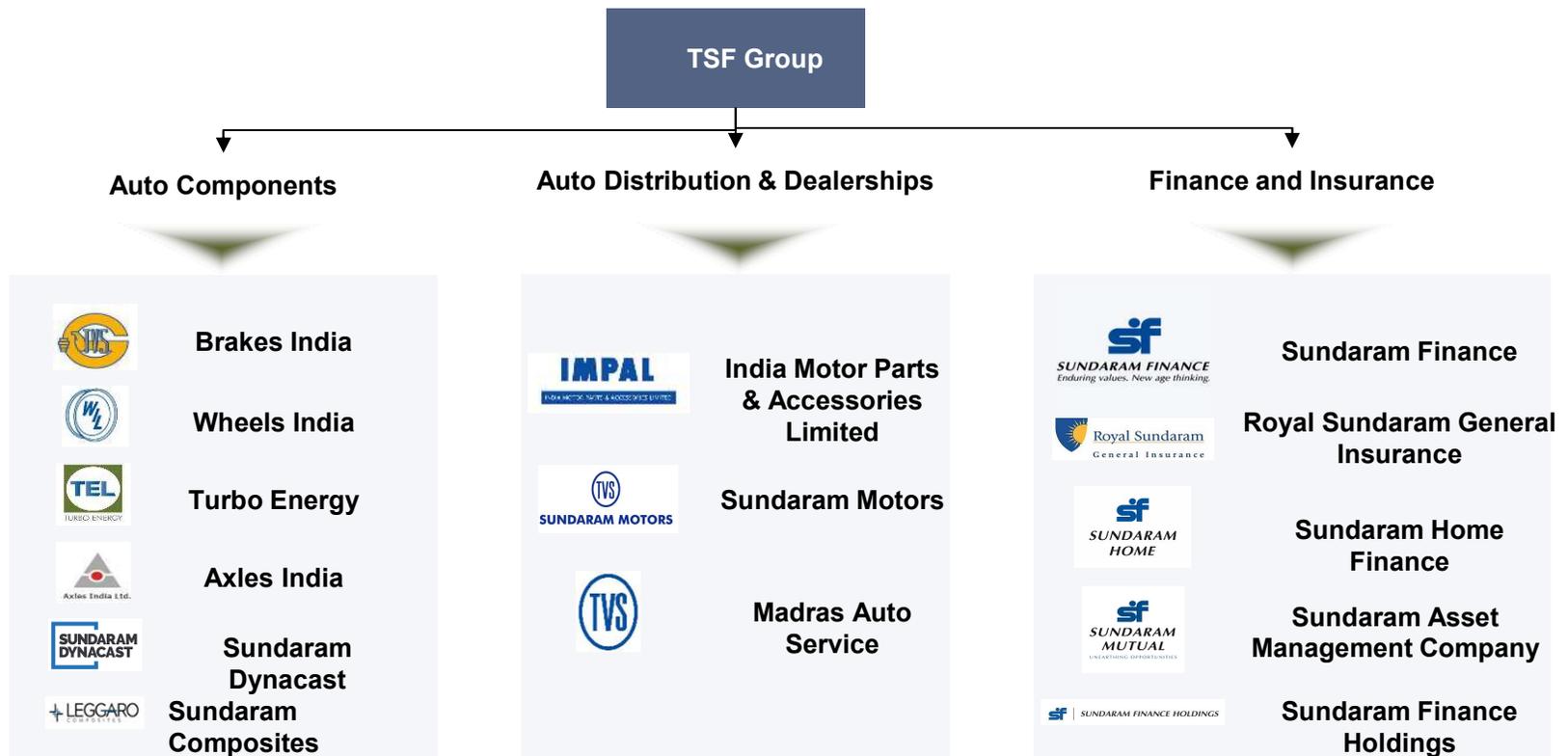




- Companies part of the T S Santhanam family with lineage from the erstwhile TVS Group
- Diversified portfolio across Auto components, Dealerships & Distribution and Financial services
- Global supply chain partner with strong relationships across North America, Europe and Asia Pacific regions
- Successful Long-Term Partnerships with global companies
- Strong Customer Connect and Focus
- Core beliefs - Long-term business outlook, Corporate Governance & Sustainability



TSF Group Companies



Promoters & Value system of TSF



- **Wheels India Limited (WIL) is part of the TSF Group and was established in 1960**
- **WIL is a listed Company, wherein Promoters hold 58.73 % of the equity capital .**
- **Value systems of WIL are customer centricity, Integrity , respect for the people & team work and excellence.**



Wheels India Ltd - Company Profile



1960
Establishment



10 Units
Manufacturing plants



\$ 530 Million
\$ 120 Million (Exports)



Preferred
OEM Supplier

Tractor & Earth mover wheels



Automotive - Steel & Aluminium Wheels



Components for energy sector



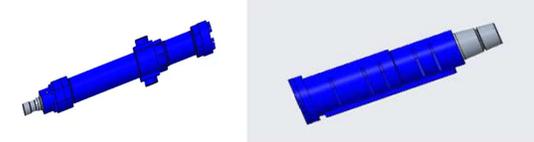
Air suspension & Lift axles



Fab Sector



Hydraulic Cylinders



Railways



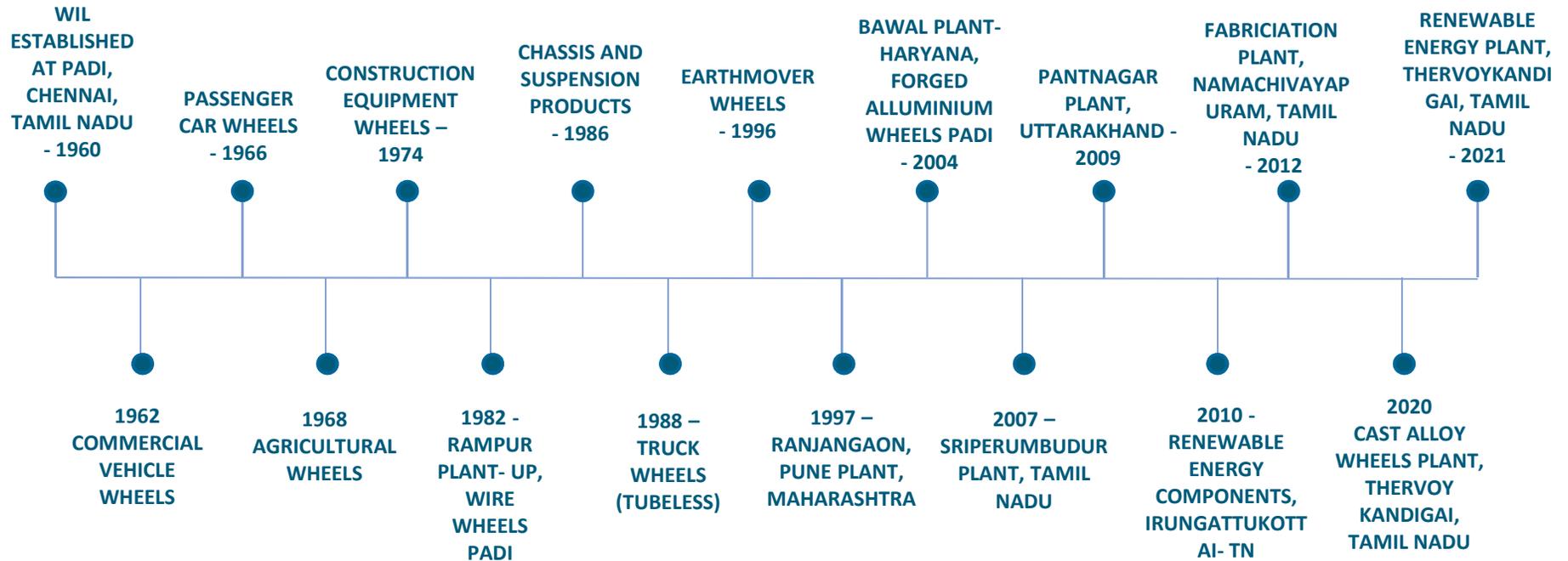
WIL Car Wheels Ltd



Joint venture- TOPY Japan & WIL
PV/LP wheels manufacturer



Journey of Wheels



Accreditations/Awards



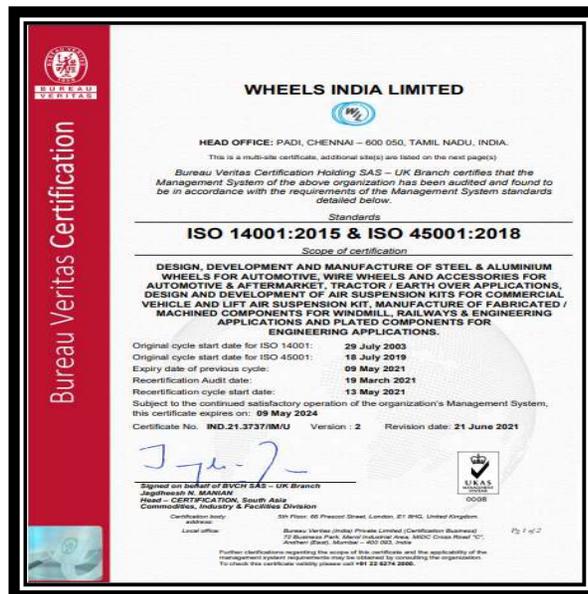
General Motors Supplier Quality Excellence Award 2020



Caterpillar Supplier Excellence Award 2022



Overall Performance award by MSIL



ISO 14001: 2015 & ISO 45001:2018 Certification



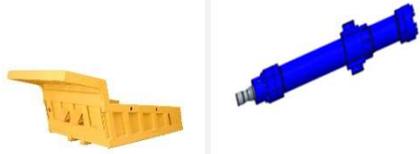
IATF 16949 Certification



ISO 9001:2015 CERTIFICATION

Manufacturing Capability



Car / UV		Passenger Car / UV
		Wire Wheels
Commercial Vehicle		CV – Tube type
		CV - Tubeless
Aluminium Wheels		Forged Aluminium Wheels
		Cast Aluminium Wheels
Off Road & Tractor		Tractor Wheels
		Earth Mover wheels
		Construction wheels
Air Suspension		Air Suspension
		Lift Axles
Fab & Hydraulic Cylinders		Fabrication
		Hydraulic Cylinders
Energy Equipment Products Division		Energy Equipment



Plant Locations



CV, TR, LP, EM, AS, WW,FAW, EEPD
Chennai



CV , LP , EM & TR -Rampur



CV, TR & LP- Pune



EM, SPDC & AS - Sriperumbudur



FAB -Namachivayapuram



EEPD - Pukkathurai



LAS - Mambakkam



CAW - Thervoy Kandigai 1



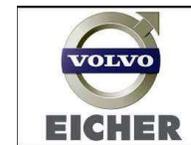
EEPD, RPD and Small components -
Irungattukottai



Machining plant - Thervoy Kandigai 2



Key Customers



Business Overview



WIL a leader in automotive wheels business , operates in two business segments , namely automotive products and industrial products .

WIL has the following businesses in its fold ;

- Automotive wheels division
- Construction & Mining division comprising wheels, fabrication and hydraulics businesses
- Energy products division catering to wind turbine sector as well as railways
- Air suspension & lift axle division

WIL's subsidiary WCWL is focussed on wheels for light passenger vehicles .



P&L Q4 FY 23

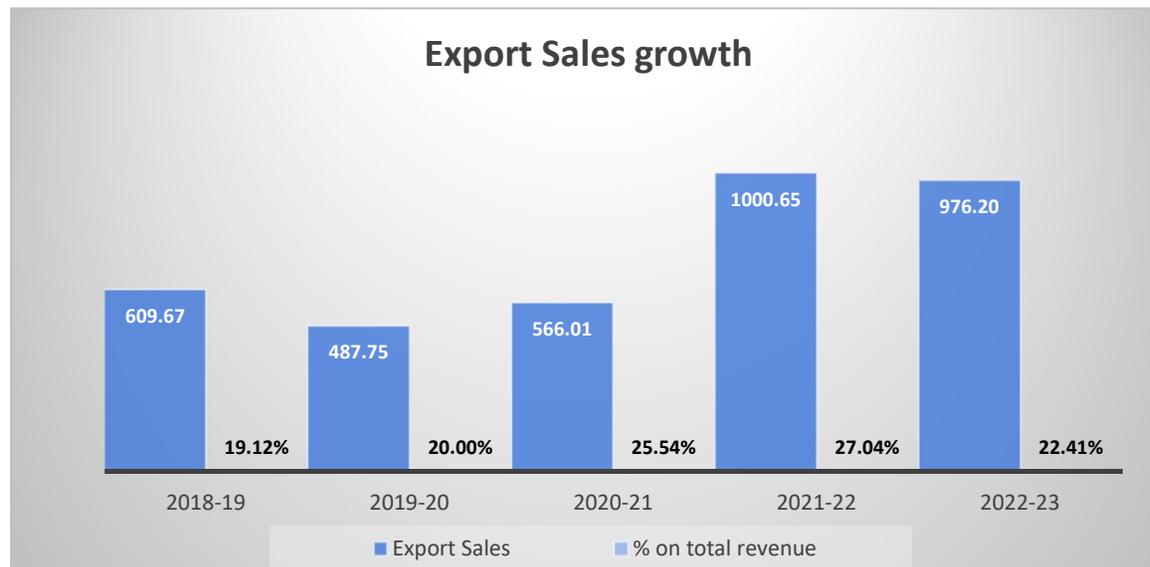
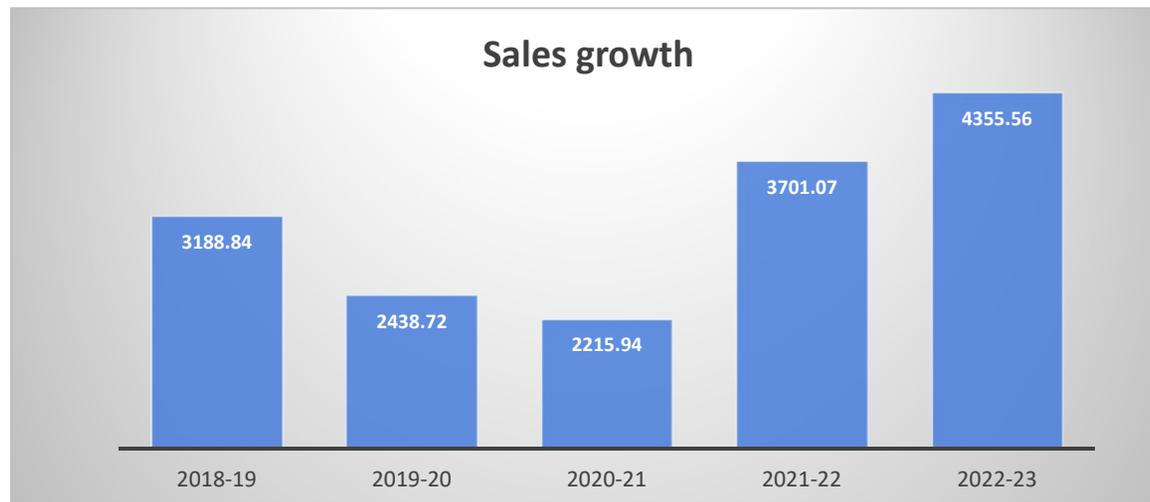
Values in INR Cr / %

Particulars	Quarter ended				YOY%
	Q4 FY23	%	Q4 FY22	%	
Gross Revenues	1,173.06	100.00	1,108.06	100.00	5.9%
EBIDTA	75.50	6.45	78.92	7.12	-4.3%
Depreciation	17.13	1.46	24.09	2.17	-28.9%
PBIT	58.37	4.99	54.83	4.95	6.5%
Interest	26.46	2.26	17.68	1.60	49.7%
PBT	31.91	2.73	37.15	3.35	-14.1%
Tax	7.08	0.60	9.29	0.84	-23.8%
PAT	24.83	2.13	27.86	2.51	-10.9%



Sales growth & Export Sales Growth

Values in INR Cr



FY 23 Summary Financials

Values in INR Cr / %

Key Financials	31-03-2023	31-03-2022	GOLY%
Gross revenues	4,355.56	3,701.07	17.7%
EBITDA	243.84	264.63	-7.9%
Interest	92.10	63.10	46.0%
Depreciation	66.22	95.02	-30.3%
PBT	85.52	106.51	-19.7%
PAT	65.17	79.79	-18.3%
<i>EBITDA %</i>	<i>5.60%</i>	<i>7.15%</i>	
<i>PBT%</i>	<i>1.96%</i>	<i>2.88%</i>	



Segment Revenue FY23

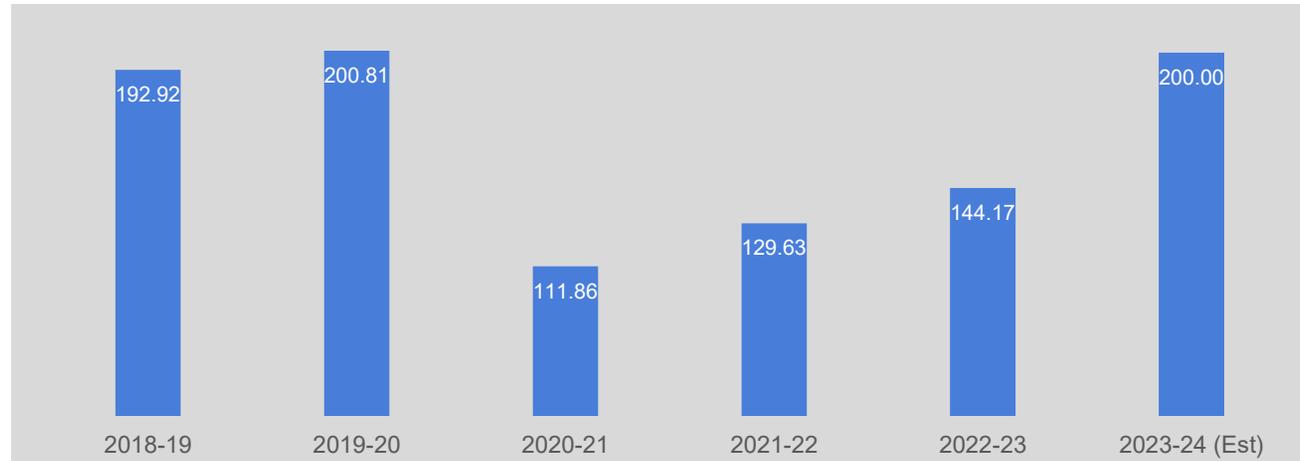
Values in INR Cr / %

Segmental Revenue	22-23	21-22	GoLY FY23
Automotive components	3,607	2,935	23%
Industrial components	725	752	-4%
Revenue from operations	4,332	3,687	18%
Segmental EBIT	22-23	21-22	GoLY FY23
Automotive components	178.66	134.76	33%
Industrial components	-1.04	34.85	-103%
EBIT from operations	177.62	169.61	5%



Capex

Values in INR Cr



Major Capex spent recently

Cast aluminium wheel plant was set up in 2020-21, at a cost of Rs 200 crs in Thervoykandigai, Tiruvallur in Tamil Nadu .

Machining plant to cater the wind mills sector was commissioned at a cost of Rs 100 crs in Sep'22

Tyre wheel Assembly plant was commissioned in Bidadi , for Maruti Suzuki at a cost of Rs 7 crs

Capex FY24

Capex FY24 will go towards aluminium expansion , auto steel , wind mill sector and EM . Capex spend will be for a combination for expansion, cost optimization and quality and other factors .

Capex will be primarily funded by internal accruals .The debt would remain around the same level in FY24 approx. Rs 725 ~Rs 735 crs .



Debt profile

Values in INR Cr

Particulars	31.03.2023	31.03.2022
Long term loan	109.98	179.58
Working capital loan	380.60	427.73
Public deposits	230.97	203.75
Total debt in books	721.55	811.06
Bills discounting	409.35	399.26
Total	1,130.90	1,210.32

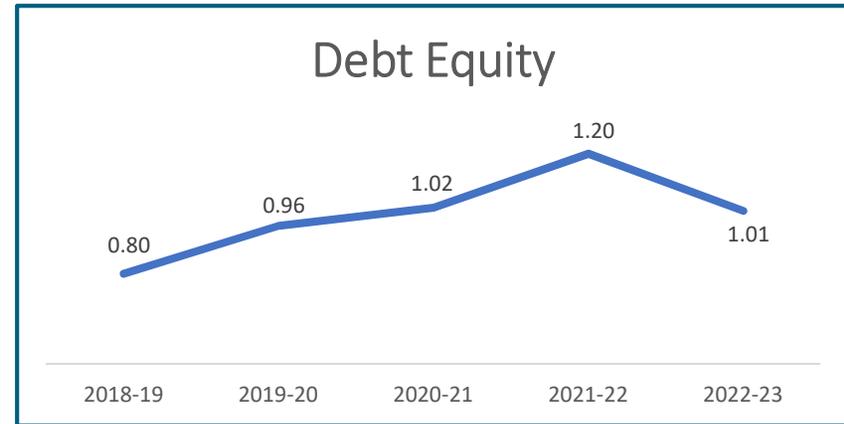


DEBT metrics

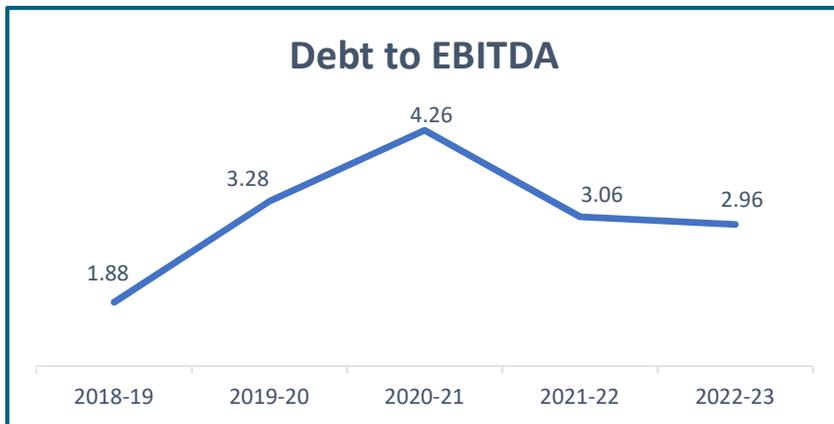
Values in INR Cr/Percentage



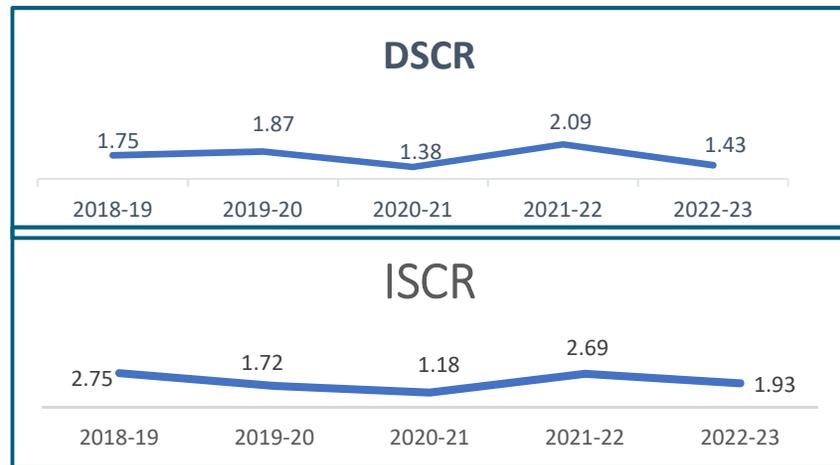
During FY23 debt has declined by Rs 90 crs



Debt equity will decline below 1 in FY24



If we include discounting limits, then it will decline from 4.64 times in FY23 to a lower level



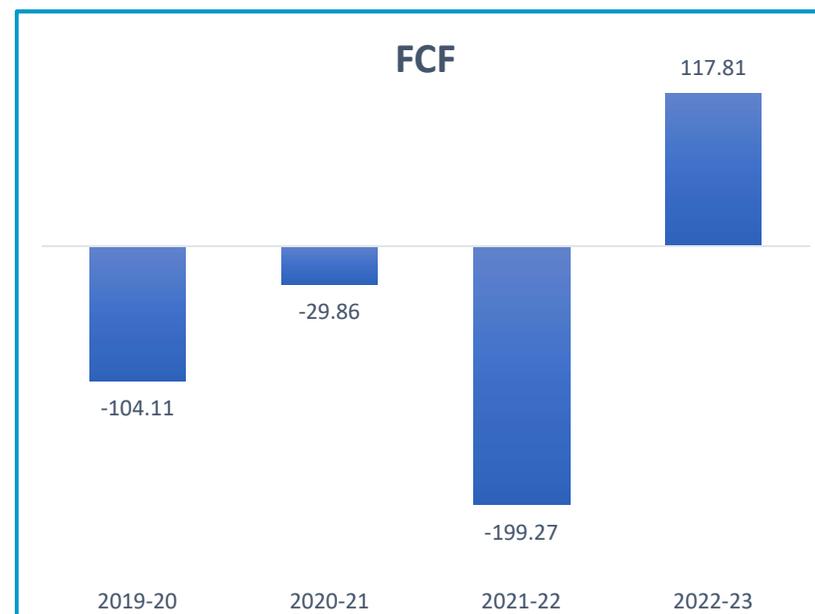
DSCR and ISCR are expected to improve in FY24



Free Cash Flow (FCF)

Values in INR Cr

Particulars	2019-20	2020-21	2021-22	2022-23
Profit after Tax	54.1	6.8	79.7	65.2
Add: Depreciation	70.2	80.6	95.0	66.2
Add: Provision for Tax	-10.4	3.5	27.0	20.5
Cash Profit from Operations	113.9	90.9	201.7	151.9
Add/-Less :				
Change in WC	-7.2	5.3	-277.0	109.1
Capital Expenditure	-210.8	-126.0	-124.0	-143.2
Free Cashflow	-104.1	-29.9	-199.3	117.8



During FY23 our FCF has become positive , after having a negative FCF in the last few years . We expect FCF to be positive in FY24 also .



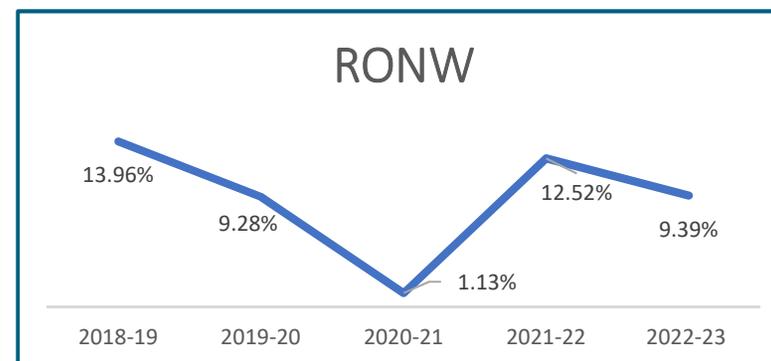
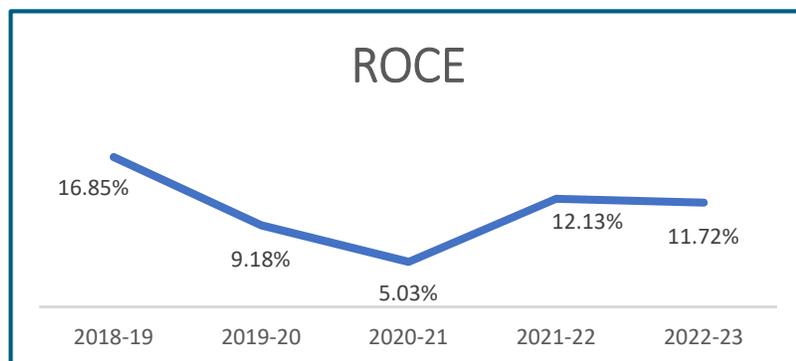
Key strategies & focus areas, going forward

Percentage

ROCE & RONW

- Growing exports across automotive wheels, construction & earth moving wheels and energy equipment products
- Ramp-up aluminium wheels business and invest on aluminium wheel capacities progressively
- Ramp-up the new facility for machining , at Thervoykandigai
- Step up the volumes at Industrial products division
- Working capital optimization
- Fund capex predominantly thro accruals and holding the debt at current levels
- Cost optimization , with a thrust on profitability and cash flows

These actions are expected to improve the ROCE and RONW



Thank you

