

**MODISON
METALS LIMITED**

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Mumbai - 400021 India
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Cin No.: L51900MH1983PLC029783



09.08.2021

The Market Operations Department
BSE Limited,
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400 001

The Assistant Manager – Listing
National Stock Exchange of India Ltd.
Exchange Plaza, 5th floor
Plot No. C/1, G Block
Bandra – Kurla Complex
Bandra (East), Mumbai – 400 051
NSE SCRIP CODE: MODISNME

Subject: Investor Presentation / Performance Update of the Company

Dear Sir/Madam,

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith copy of following documents relating to the un-audited financial results for the quarter ended 30.06.2021:-

1. Investor presentation and
2. Investor communication of the Company.

The same will be uploaded on our website www.modison.com.

We request you to kindly take the above information on record.

Thanking You,

For Modison Metals Limited

Manika Arora
Company Secretary

MODISON

Modison Metals Limited

Investor Presentation

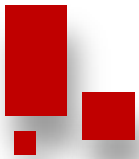


50 Years of
humble services
1965-
2015



Certificate No. TC-8174

August 2021



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.



Modison Metals Ltd.

A publicly listed company



Strong Global Presence



2 Manufacturing Plants

Modison Metals Ltd, Vapi
Modison Copper Pvt Ltd, Silvassa



Only Player With Capability

LV, MV and HV switchgear contacts



Global Technology Integration

DUDCO



NABL

Accredited Lab



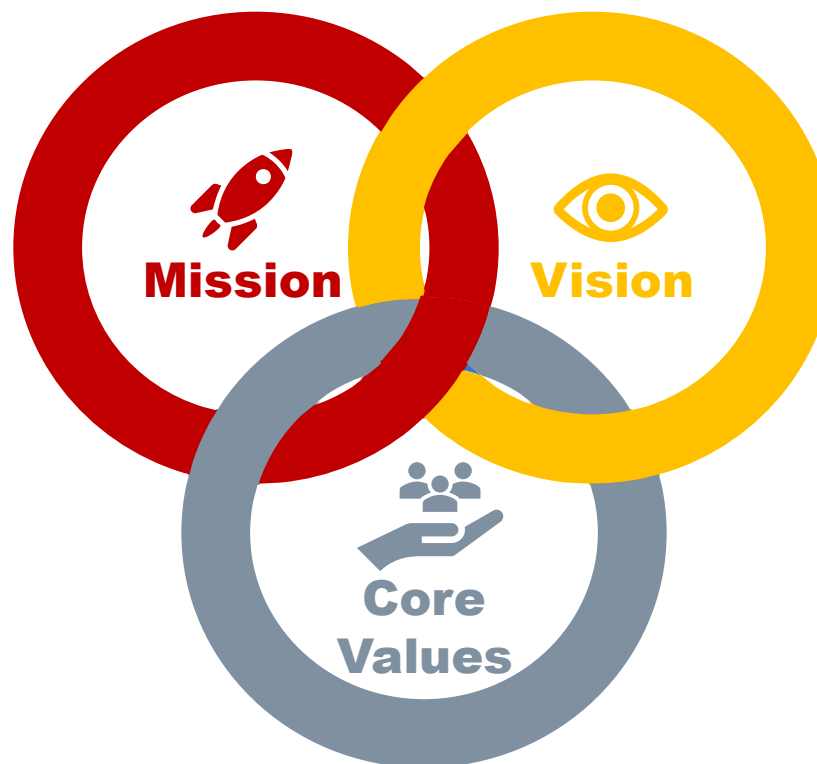
ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007



CARE A Rated

*(NABL: National Accreditation Board for Testing and Calibration Laboratories)

At Modison its our vision to become ENTITY which can provide one stop solution in INDIA and that can manufacture everything under the gambit of electrical contacts for switchgear industry



Modison is committed to meet the expectations of our customers, employees & the stakeholders and continuously evolve ourselves in order to achieve vision

Modison shall foster continuous caring culture, while meeting the expectations of Stakeholders, environment and society



Company Overview



- Established in 1975 by Mr. G. L. Modi as a silver refining company
- In 1978, recognizing the high potential for Electrical Contacts in switchgear industry Modison Metals Ltd (MML) commenced manufacturing of silver and silver alloy wires, plates, strips and solid / bimetal contacts
- Only company globally manufacturing electrical contact materials and finished contacts for Low, Medium, High & Extra High Voltage switchgear industry under one roof

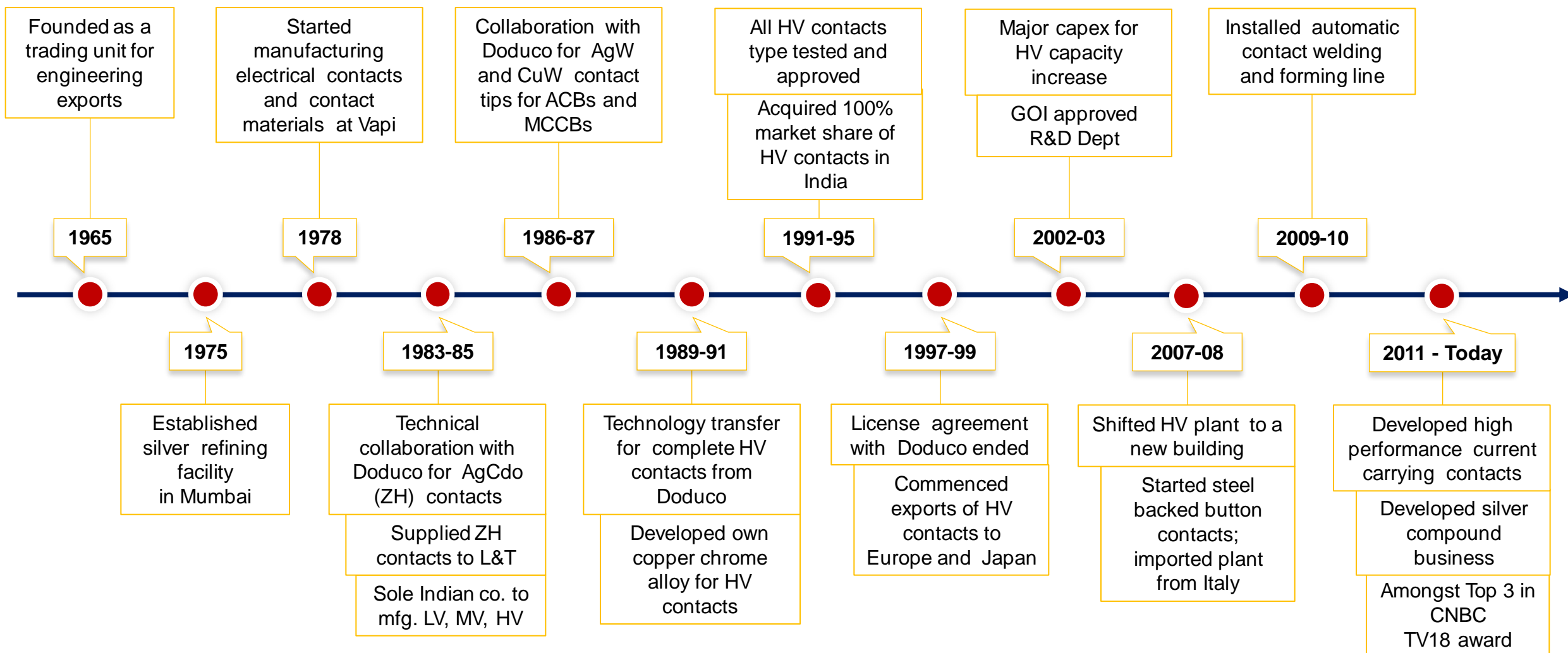
- **Servicing diversified sectors**

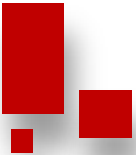
- Power, Electrical T&D
- Infrastructure
- Pharma, Glass
- Defence
- Railways
- Bullion



Milestones : Continuous Innovation & Excellence

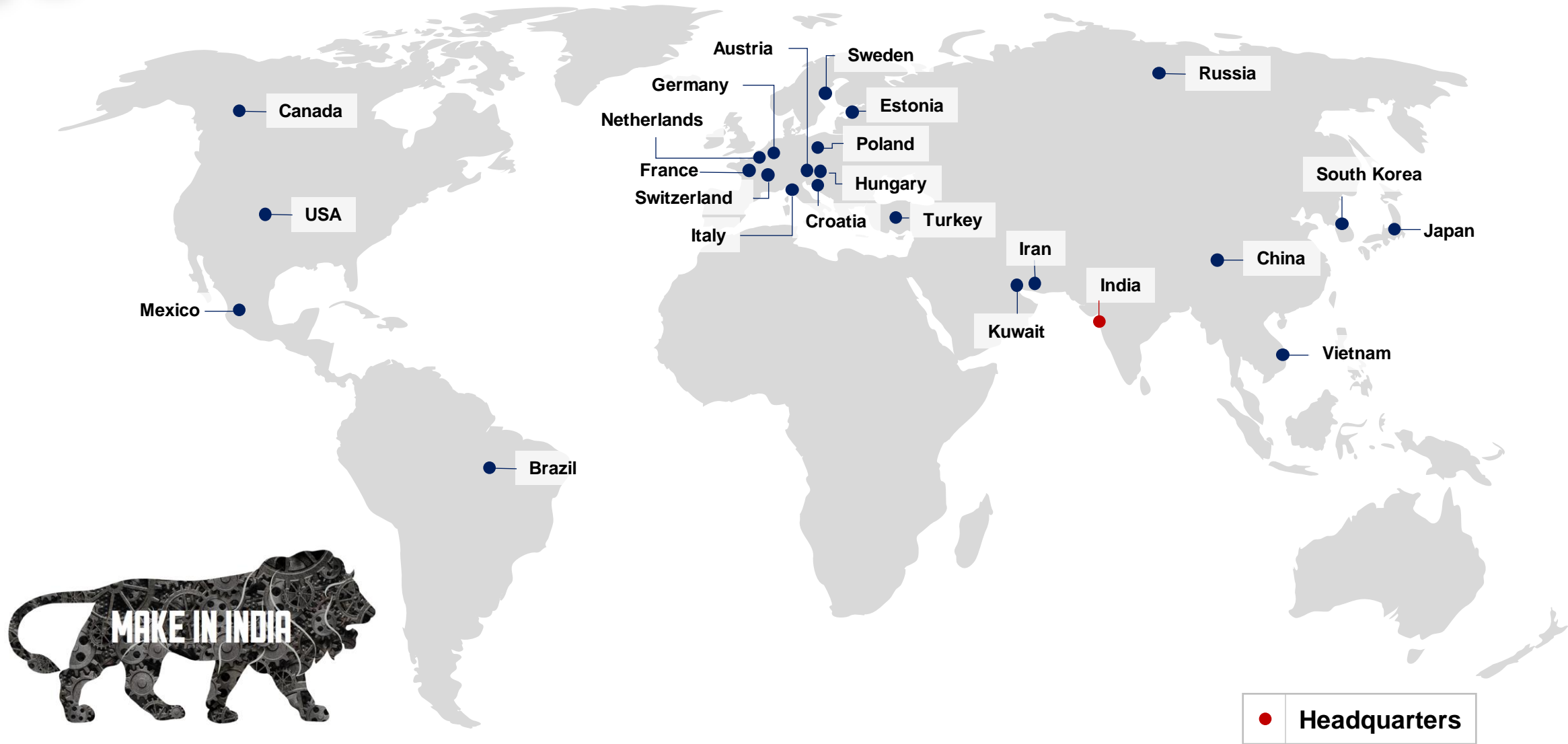
MODISON





Strong Global Presence

MODISON





G L Modi
Founder & Managing Director



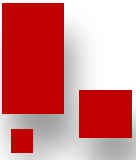
Jay G. Modi
Whole time Director



Rajkumar Modi
Jt. Managing Director



Manish Srivastava
Chief Executive Officer



Global Customers In T&D Industry



 LARSEN & TOUBRO It's all about Imagineering	 Schneider Electric	 ALSTOM	 बी एच ई एल BHEL	 HPL The Power of Technology	 mitsubishi ELECTRIC <i>Changes for the Better</i>
 SIEMENS	 ABB	 GE	 TATA		 C&S electric
 TOSHIBA Leading Innovation >>>	 legrand®	 HYOSUNG	 HYUNDAI HEAVY INDUSTRIES CO.,LTD.	 Honeywell	 PHILIPS
 HAVELLS	 HITACHI Inspire the Next	 BOMBARDIER the evolution of mobility	 Panasonic		

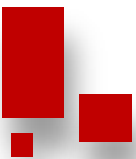
Leading Customers in Consumer Industry

MODISON





Business Overview



Low Voltage

- Semis (AgNi, Agcdo, Agsno2 wires)
- Silver Nickel
- Silver Cadmium Oxide
- Silver Graphite
- Silver Tungsten
- Silver Tin Oxide
- Ag brazing Alloy
- Solid rivets
- Top Lay/ Throughlay
- In Lay/ Edgelay
- Button Contacts
- Bimetal Rivets
- Silver Tungsten Carbide

Medium Voltage

- CuCr with vacuum silver brazing alloy
- Copper Tungsten
- Disconnecter
- Copper Chromium disc (for vacuum bottles)
- Eutectic Brazing alloy

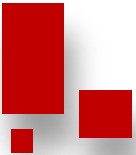
High Voltage

- Arcing Contacts (Tulips)
- Non arcing contacts
- Copper Tungsten Plugs (for 77 kva to 800 kva used in SF6 and GIS circuit breakers)
- Copper Tungsten Tulips (for 77 kva to 800 kva used in SF6 and GIS circuit breakers)

Precious Metal Compounds

- Silver Nitrate
- Silver Sulphate
- Silver Oxide

Other Offerings: BeCu(Beryllium Copper), Bullion, Ag-alloy wires, State of the art Refinery, Recovery of Precious metals, Tungsten heavy alloys parts (Defence), Flatware, Silver Powder for PV cell, Silver powders , Bars and Granules , Wire Blanks , CuW and other Electrodes

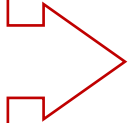


Precious Metal Compound



Modison

Productionized silver salts with ability to produce CRLR & AR grades with Major customers on board



Silver Nitrate	
Chemical Structure	
IUPAC name	Silver(I) Nitrate, Silver Nitrate
CAS Number	7761-88-8
Chemical formula	AgNO3
Molar Mass	169.87 g·mol ⁻¹
Silver Content	63.5%
Appearance	White solid
Odour	Odourless
Form	Crystals / Grains

Silver Sulphate	
Chemical Structure	
IUPAC name	Silver Sulphate
CAS Number	10294-26-5
Chemical formula	Ag ₂ SO ₄
Molar Mass	311.799 gms/mol
Silver Content	69.19%
Appearance	White solid
Odour	Odourless
Form	Crystals / Grains

Silver Oxide	
Chemical Structure	
IUPAC name	Silver(I) Oxide,
CAS Number	20667-12-3
Chemical formula	Ag ₂ O
Molar Mass	231.74 g·mol ⁻¹
Silver Content	93.1%
Appearance	Black / Brown
Odour	Odourless
Form	Cubic Crystals / Grains

B2C products

MODISON



PEARL

EMPIRE

ITALIA

VICTORIA

- Wide range of B2C products including bullion and cutlery enabling customer diversification



Manufacturing

Modison Group HO
Nariman Point, Mumbai

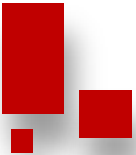
Modison Metals Ltd
Area- 20,998 sqmt
Built up - 11,783 sq mt

***Modison Copper Pvt Ltd**
Area- 10,450 sqmt
Built up – 6,336 sq mt

 **Revenue**
~50M USD

- Fully backward integrated set up from refining to end product
- 4 decades manufacturing expertise
- * Group Company

 **Employees:**
500



Manufacturing Capabilities

Process
<ul style="list-style-type: none">Fully equipped plant for silver and copper refiningFully automated processes with capacity of 1000 MT
Process
Clean room facility with vacuum furnaces, packing and 400T compacting press
Process
Fully equipped plant including high temperature furnace and silver plating having 0.4 million arching contacts capacity



Outcome
<ul style="list-style-type: none">Diversified product rangeShorter production times



Outcome
Ultrafine and pure CuCR electrical contact range to instantly connect / break the electrical circuit



Outcome
Amongst largest single site HV electrical contact facilities globally

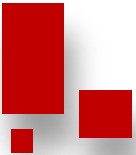
LV Manufacturing Facilities

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Machine/Process
Silver and copper refining
Air induction melting, vacuum induction melting, gas fired furnaces for Ag/ Ag alloy melting
WERTLI's Continuous Casting for AgCd
Ag powder production: Atomizer, Chemical, Cementation
Powder mixing & blending, Isostatic pressing, Sintering & Extrusion presses
Power Compacting Presses and Conveyor Sintering Furnaces
Rolling, Bonding mills & Oxidation / Annealing Furnaces with Atmosphere Control
Fully Equipped Press Shop
Automatic Cold / Hot Bonding Contact Rivet making machines
Automatic wire welding, Forming machines
Automatic Cutting & Slicing Machine for AgC
Cold coining presses
Fully equipped in-house Tool Room with Wire Cut, spark erosion
Silver plating facility

Plant is equipped with all the latest technology machinery to manufacture a wide range of products



MV Manufacturing Facilities



- State of the art CuCr disc manufacturing facility with end to end capabilities
- Whole facility in cleanroom
- Eutectic brazing alloy for vacuum interrupter applications in the form of foils, washers & shims
- Eutectic brazing alloys can be offered based on customised solution as well



Machine/Process
Powder mixing & blending
400T compacting press
Vacuum sintering Furnace
Vacuum Induction melting furnace
Ultrasonic Cleaning equipment
Vacuum packing facility

HV Manufacturing Facilities

MODISON



- Modern facility equipped with machinery providing end-to-end capabilities
- HV facility is spread across 4,300 sq meter of land with a built up area of 2,660 sq meter
- With the addition of the new electron beam welding and CNC machine, the plant to become one of the largest HV contact facilities globally, capable of manufacturing 400 thousand arching contacts from the current capacity of 200 thousand arching contacts

Machine/Process
Electron beam welding machines* (3 Machines with seam tracking system)
High temperature sintering cum melton furnaces
State-of-art CNC machining centres**
Powder mixing & blending and powder compacting presses upto 4,000 KN
Fully equipped in-house Tool Room with Wire Cut, Spark Erosion machines
Silver plating plant for Full / Selective Plating
Fully equipped inspection facility for load, surface roughness, CMM etc



Inductively Coupled plasma



Density Measurement
& C- Scan



Leco Oxygen Analyzer: R0300 &
X- Ray Fluorescence
Spectrometer



CMM & CNC & Profile Tester

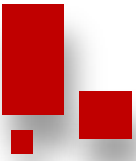


Atomic Absorption Spectrometer & Spark Emission
Spectrometer

Quality
First



Micro Hardness Tester & Microscopes



Testing Facility



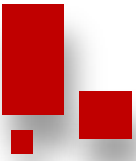
Rigorous quality & inspection program to ensure the world leading quality products consisting of:-

- Incoming raw material inspection
- Continuous in-process inspection
- Metallurgical inspection during treatment
- Batch testing at the final stage pre-packing
- Latest quality testing equipment installed

Machine/Process
X-Ray fluorescence spectrometer
Atomic absorption spectrometer
Spark emission spectrometer
Oxygen analyzer
Particle size analyser
Microscope
ICP
Microscopes with camera along with image analysis software
Micro hardness tester
X ray Fluorescence photometer for NDT plating thickness measurement
Optical surface roughness tester
Dye penetration test
Ultrasonic flaw detector
C-Scan: Laboratory model
UTM
Powder Testing: Hall FlowMeter, Tapped & apparent density determination, FSSS for particle size determination



- All new products and processes indigenously developed post 1995
- Significant contributor to “import substitution” movement in early 90s
- “Partnering” approach in customers developments’
- System & knowledge management
- MML spends ~0.3% of the turnover on R&D
- Predominantly engineering culture – 66 Engineers
 - 8 Dedicated to R&D
- Major Products developed
 - CuCrZr Pins, CuCr Disc
 - Crown Contacts, Silver Brazing Alloys
 - Eutectic Brazing washer, Dispersion Strengthen Copper

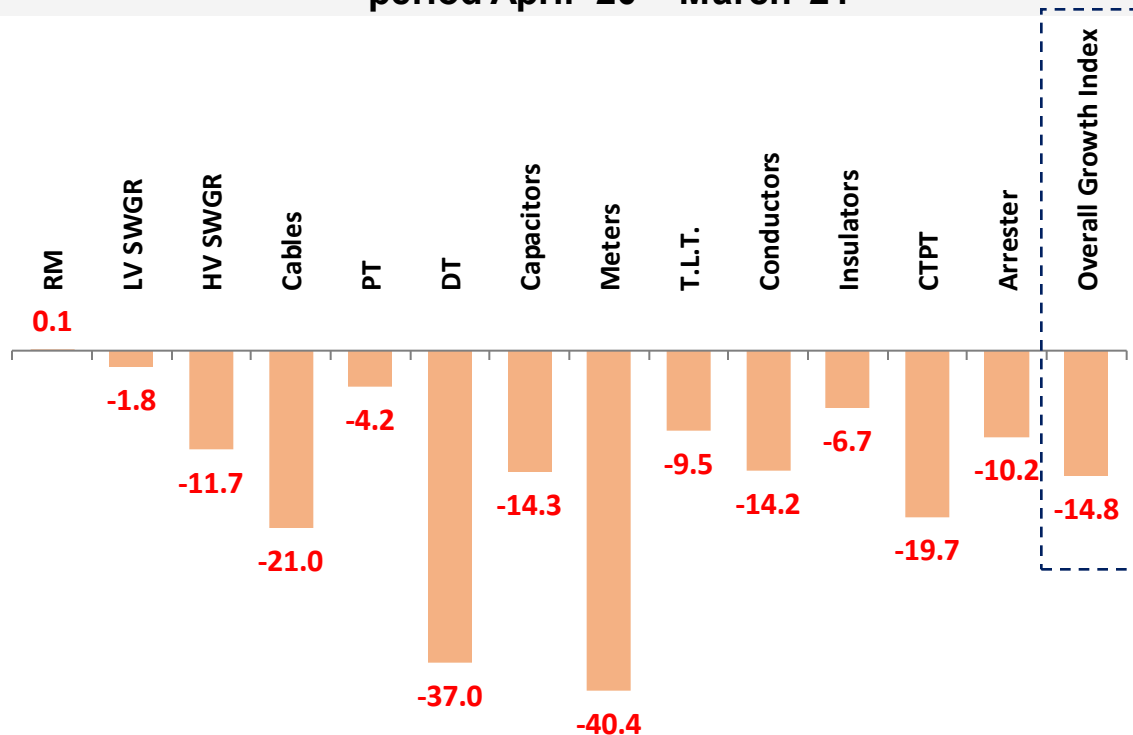


- Consistently achieving regulatory and customer expectations via Certifications
- DNV certification for manufacture and sale of electrical contacts for HV and LV switchgear industry:
 - Quality: ISO 9001 (2015 version)
 - Environment: ISO 14001 (2015 version)
 - Health and safety: OHSAS 18001 (2007 version)
- Research : Laboratory certified by National Accreditation Board for Testing and Calibration Laboratories (NABL)

Electrical Industry Overview

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Growth Index for Electrical Equipment industry for the period April '20 – March '21



- Rotating Machines segment witnessed marginal growth in FY21
- All other segments witnessed decrease in production in FY21 on account of the strict lockdown
- All segments recorded positive growth for the month of March 2021 due to weak base on account of lockdown

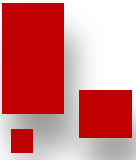
Source: IEEMA Database

Growth Index for Electrical Equipment industry March 2021 compared with March 2020

Product	Mar '21
Rotating Machines	↑ 154.1
LV Switchgear	↑ 66.3
HV Switchgear	↑ 189.8
Switchgear	↑ 84.0
Cables	↑ 54.0
Power Transformers	↑ 85.6
Dist Transformers	↑ 9.4
Transformers	↑ 42.5
Capacitors	↑ 112.4
Energy Meters	↑ 93.1
Conductors	↑ 175.5
Transmission Lines	↑ 110.6
Insulators	↑ 114.0
Surge Arrestors	↑ 45.0
Total Industry Growth Index	↑ 75.5



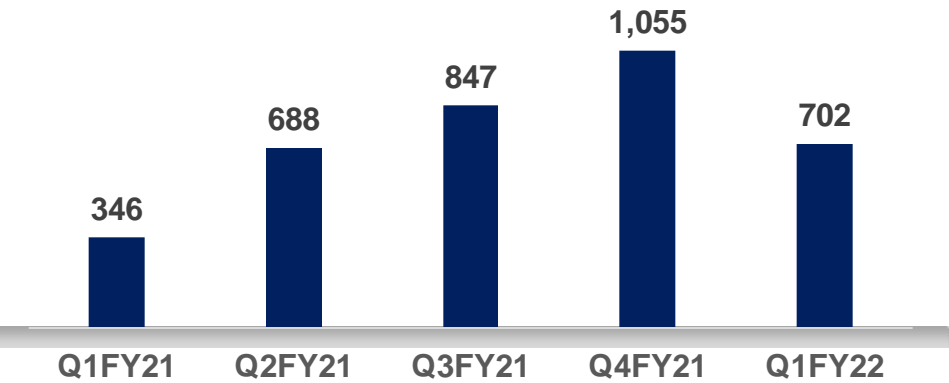
Financial Overview



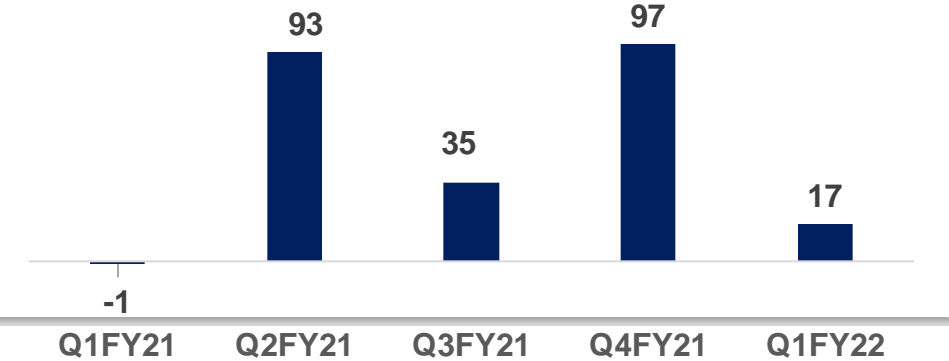
Quarterly Financials - Standalone



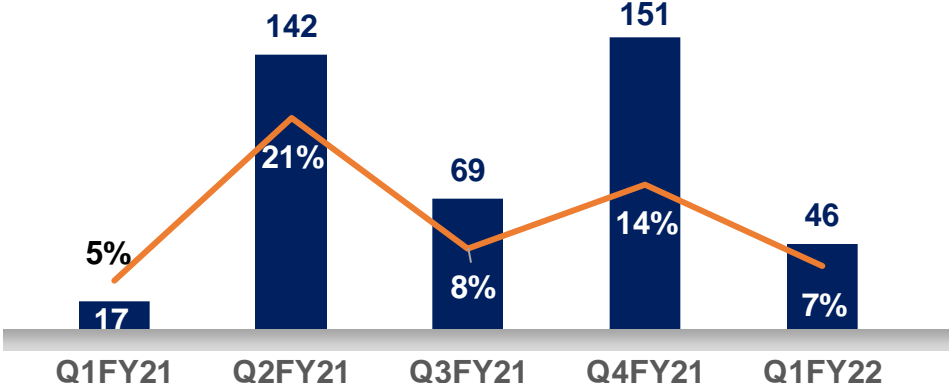
Total Income (₹ Mn)



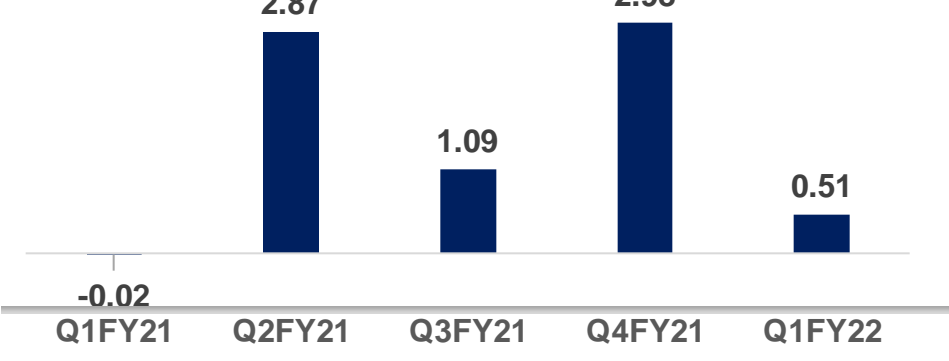
Profit after Tax (₹ Mn)



EBITDA (₹ Mn) and Margin (%)**



EPS (₹)



** Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material - Q1FY22: Loss of ₹ 28 mn; Q4FY21: Profit of ₹ 37 mn and Q1FY21 loss of ₹ 22 mn

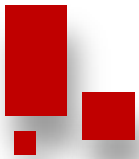
Interim Profit & Loss - Standalone

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Particulars (In ₹ Mn)	Q1FY22	Q4FY21	Q1FY21
Total Income	702	1,055	346
Operating Expenses**	656	904	329
EBITDA	46	151	17
<i>EBITDA Margin</i>	<i>7%</i>	<i>14%</i>	<i>5%</i>
Finance Cost	8	8	3
Depreciation	15	16	14
Profit Before Tax	23	127	0
Taxes	6	30	1
Profit after Tax	17	97	(1)**
<i>PAT Margin</i>	<i>2%</i>	<i>9%</i>	<i>NA</i>
EPS	0.51	2.98	(0.02)**

** Includes exceptional item of profit/ (loss) on hedging of silver in stock as raw material - Q1FY22: Loss of ₹ 28 mn; Q4FY21: Profit of ₹ 37 mn and Q1FY21 loss of ₹ 22 mn

- Innovation via Development of New Products for achieving Scale and Differentiation
- Focus on Automation and Digitalisation for Efficient Production with Precision and Quality
- Entry into new Geographies for Market Diversification
- Lean Six Sigma and Execution excellence for Performance Improvement, Waste Removal and Production Variance Reduction
- Market Penetration for Increasing Product Market Share across categories



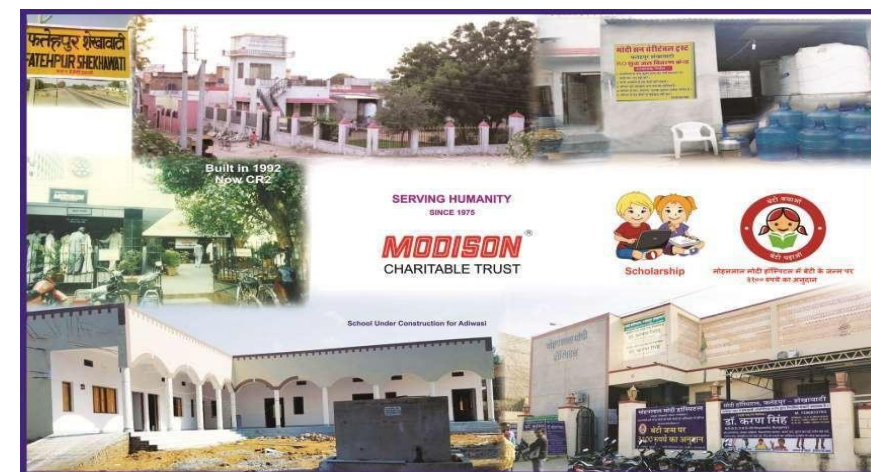
Investment Rationale

MODISON

- 4 decades track record in India electrical contacts manufacturing industry resulting in market leadership in LV and HV segment
- Diverse presence in new and high growth sectors including pharmaceuticals, railways and renewable energy
- Global market presence through exports comprising ~20% revenues, signifying product quality and multiple revenue sources.
- Possession of specialised technology developed by way of inhouse research and development resulting in high entry barriers
- Consistent increase in scale of operations over the years resulting in acquiring and serving several blue chip clients
- Low financial leverage ensures excess return to shareholders in the form of consistent dividend payouts for 15+ years
- Zero promoter share pledge
- Well positioned to capture ongoing global supply chain shift from China to India in terms of existing global customer base and export focus

“At Modison,
We Are Committed
To Meet And Exceed
The Expectations of
Our Customers, Employees
And The Stakeholders.”

- Runs Modison Charitable Trust
- Provides drinking water from its RO plant
- Runs Maternity Hospital
- Contributes for pediatric heart surgeries
- Contributes for pediatric cancer patients
- Contributes for treatment of TB patients
- Sponsors 160 students for primary education
- Focus on girl education





MODISON

For further information, please contact:

☎ +91 22 2202 6437

✉ shareholder@modison.com

Mr. Ravi Udeshi/ Mr. Siddesh Chawan

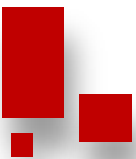
Christensen IR

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Low Voltage

- Semis (AgNi, Agcdo, Agsno2 wires)
- Silver Nickel
- Silver Cadmium Oxide
- Silver Graphite
- Silver Tungsten
- Silver Tin Oxide
- Ag brazing Alloy
- Solid rivets
- Top Lay/ Throughlay
- In Lay/ Edgelay
- Button Contacts
- Bimetal Rivets
- Silver Tungsten Carbide

Medium Voltage

- CuCr with vacuum silver brazing alloy
- Copper Tungsten
- Disconnecter
- Copper Chromium disc (for vacuum bottles)
- Eutectic Brazing alloy

High Voltage

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- Non arcing contacts
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Precious Metal Compounds

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- Silver Sulphate
- Silver Oxide

Other Offerings: BeCu(Beryllium Copper), Bullion, Ag-alloy wires, State of the art Refinery, Recovery of Precious metals, Tungsten heavy alloys parts (Defence), Flatware, Silver Powder for PV cell, Silver powders , Bars and Granules , Wire Blanks , CuW and other Electrodes