



# EARNINGS PRESENTATION

Q3/9M-FY25

A background image showing a field of green crops with several white wind turbines in the distance under a blue sky with light clouds. The image is split into vertical panels by white lines.

# COMPANY OVERVIEW





**30+**

Years of Operations



**175+**

Customers



**750+**

SKUs



Exporting to

**25+**

Countries



Domestic Renewal DSS  
Market Share

**70%**



Certified by

**ISO 9001:2015/  
IATF16949**

Quality standards



Revenue

**24%**

CAGR 2021-24



EBITDA

**48%**

CAGR 2021-24



PAT

**110%**

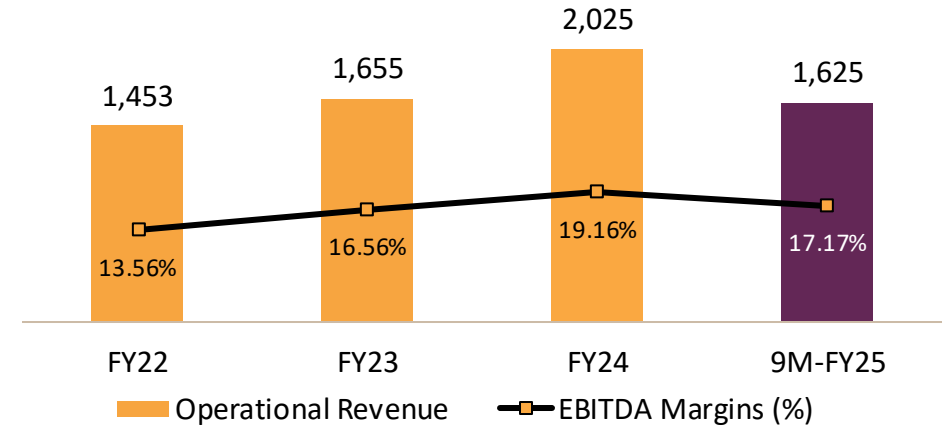
CAGR 2021-24

# COMPANY OVERVIEW

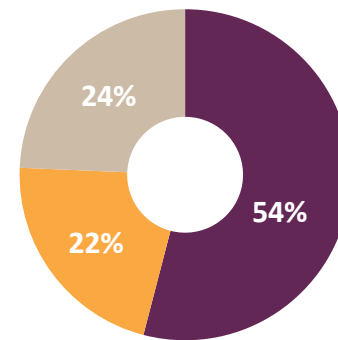


- Gala Precision Engineering is a renowned and preferred manufacturer of precision components in India.
- The company is supported by an experienced management team and a diverse, skilled workforce, driving consistent financial growth, operational efficiency, and high levels of repeat business.
- Leading manufacturer of Special Fastening Solutions (SFS) like High Tensile Fasteners such as Studs, Anchor Bolts, Cross Bolts, Hex Bolts, Nuts, Gallock Wedge Lock and Grip Lock Washers, as well as Disc & Strip Springs (DSS) and Coil & Spiral Springs (CSS), comprising of an extensive portfolio of 750+ SKUs.
- A diversified customer profile with more than 175 customers, with key clientele including major OEM's, Tier-1 & Channel Partners across various industries like Renewable Energy, Industrials and Mobility.
- Exporting to more than 25 countries with an office in Frankfurt, Germany and export revenues contributing to 37% in FY24.
- State-of-the-art manufacturing facilities, complemented by in-house tool design and development capacities, offer both scalability and flexibility, providing comprehensive solutions to its clients.

## Operational Revenue & EBITDA Margins (%)

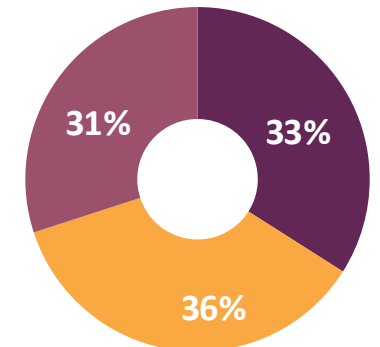


## Product Break Up (9M-FY25)



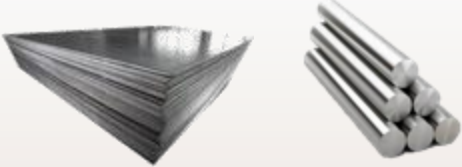
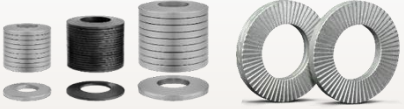




■ DSS ■ CSS ■ SFS

## End User Industry Revenue Break Up (9M-FY25)











■ Industrial ■ Renewable Energy ■ Mobility

# VALUE CHAIN

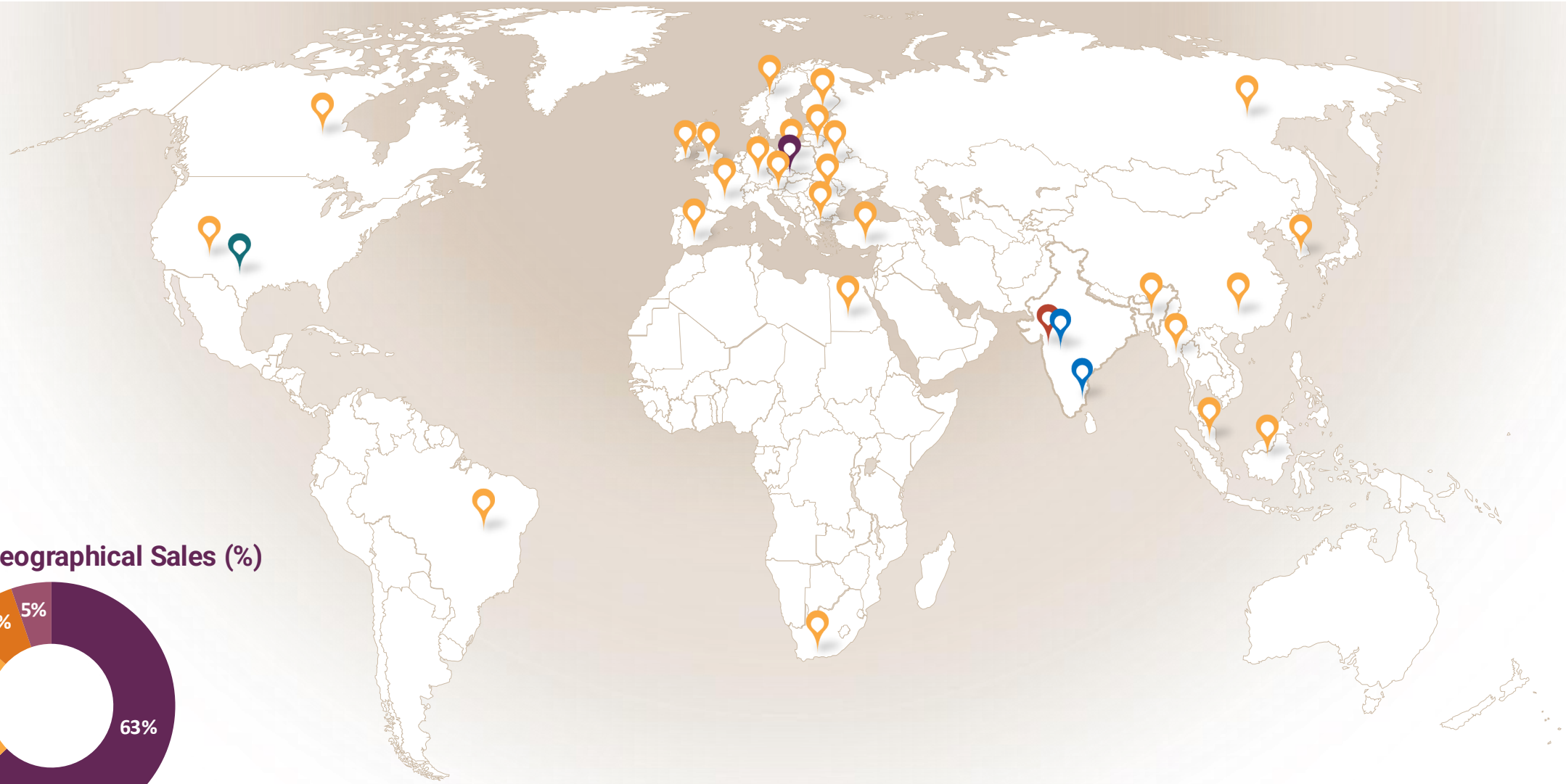
RAW MATERIAL	COMPONENTS	APPLICATIONS	END-USER INDUSTRIES
 <p data-bbox="160 639 295 661">Steel Sheets</p> <p data-bbox="428 646 537 668">Steel rods</p>	 <p data-bbox="800 625 958 646">DSS &amp; WLW</p>	<p data-bbox="1166 468 1684 532"><b>Renewables:</b> Yaw brakes, thrust bearing mechanism</p> <p data-bbox="1166 544 1709 608"><b>Industrial:</b> Transmission lines, dampening spring, elevator safety brakes</p> <p data-bbox="1166 619 1556 648"><b>Mobility:</b> Couplers and brakes</p>	<p data-bbox="1786 468 2346 532"><b>Renewables:</b> Wind turbines &amp; hydroelectric power plants</p> <p data-bbox="1786 544 2379 608"><b>Industrial:</b> Electricals, heavy machinery, &amp; off-highway vehicles</p> <p data-bbox="1786 619 2226 648"><b>Mobility:</b> Automobiles &amp; Railways</p>
 <p data-bbox="300 1008 422 1029">Steel wires</p>	 <p data-bbox="868 993 919 1015">CSS</p>	<p data-bbox="1166 872 1437 901"><b>Industrial:</b> Actuators</p> <p data-bbox="1166 912 1671 941"><b>Mobility:</b> Transmission, brakes, seating</p>	<p data-bbox="1786 855 2390 883"><b>Industrial:</b> Control valves, off-highway vehicles</p> <p data-bbox="1786 895 2379 959"><b>Mobility:</b> Automobiles, commercial vehicles &amp; railways</p>
 <p data-bbox="308 1265 422 1286">Steel rods</p>	 <p data-bbox="868 1293 919 1315">SFS</p>	<p data-bbox="1166 1115 1589 1179"><b>Renewables:</b> Foundation, tower, hydroelectric plants</p> <p data-bbox="1166 1190 1411 1219"><b>Industrial:</b> Bridges</p> <p data-bbox="1166 1230 1640 1259"><b>Mobility:</b> Railway tracks and bridges</p>	<p data-bbox="1786 1115 2328 1179"><b>Renewables:</b> Wind turbines, hydroelectric power plants &amp; solar panels</p> <p data-bbox="1786 1190 2288 1255"><b>Industrial:</b> Off-highway vehicles, heavy machinery &amp; electricals</p> <p data-bbox="1786 1266 2023 1295"><b>Mobility:</b> Railways</p>



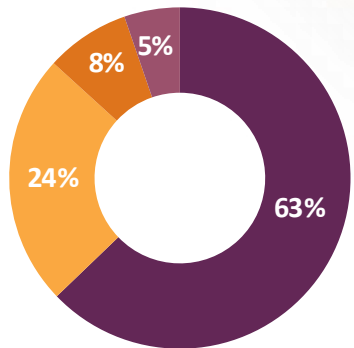
# TOTAL ADDRESSABLE MARKET (TAM)

	RENEWABLE ENERGY		INDUSTRIAL				MOBILITY	
PRODUCTS	 Wind Energy	 Hydroelectric	 Off-highway	 Heavy Machinery	 Infrastructure	 Electrical	 Automotive	 Railways
DSS & WLW	●	●	●	●		●	●	●
CSS			●		●		●	●
SFS	●	●	●	●	●	●	●	●

# GEOGRAPHICAL PRESENCE



FY24 Geographical Sales (%)



■ India ■ Europe ■ America ■ ROW



CORPORATE OFFICE



OFFICES



EXPORT COUNTRIES



FACTORY



REPRESENTATIVE

# MANUFACTURING FACILITIES

## FEW OF THE IN-HOUSE MANUFACTURING CAPABILITIES



**Tool Design & Development**



**Blanking & Forming**



**Coiling**



**Heat Treatment**



**Shot Peening**



**Grinding**



**Thread Rolling**



**CNC Machining**

**Manufacturing Plant at Wada, Near  
Mumbai, Maharashtra**

Spread Across  
(Land Area)

**28,800 Sq Mtrs**

**EXISTING WADA PLANT, NEAR MUMBAI, MAHARASHTRA**



**Upcoming Manufacturing Plant  
at SIPCOT, Near Chennai, Tamil Nadu**

Spread Across  
(Land Area)

**6718 Sq Mtrs**

**UPCOMING PLANT AT VALLAM, NEAR CHENNAI, TAMIL NADU**





# MARQUEE CLIENTS



## RENEWABLE ENERGY

**Vestas**

GE VERNOVA

**ENERCON**  
ENERGIE FÜR DIE WELT

**SENVION**  
wind energy solutions

**Regal Rexnord**



## INDUSTRIAL

**Schneider Electric**

**LARSEN & TOUBRO**

John Deere India Pvt Ltd

**WÜRTH**

**legrand**

**LPS BOSSARD**  
Proven Productivity

**BUEAB**



## MOBILITY

**SCHAEFFLER**

**Wabtec**  
CORPORATION

**HITACHI Astemo**

**ENDURANCE**  
Complete Solutions

**EXEDY**  
RACING CLUTCH

**MSL**

# STRATEGIC EXPANSION

## RAMPING UP EXISTING CAPACITY AT WADA, NEAR MUMBAI, MAHARASHTRA



DSS facility

Current Installed Capacity (no's)

225,517,000

Capacity Utilization

85%



CSS facility

Current Installed Capacity (no's)

20,941,200

Capacity Utilization

78%



SFS Facility

Current Installed Capacity (no's)

420,000

Capacity Utilization

70%

CAPEX FROM IPO PROCEEDS

WADA PLANT, NEAR MUMBAI, MAHARASHTRA :

₹ 111 Mn

VALLAM PLANT, NEAR CHENNAI, TAMIL NADU :

₹ 370 Mn

## SETTING UP NEW CAPACITY AT VALLAM, NEAR CHENNAI, TAMIL NADU

Proposed Capacity

4,600 MT

Area Sq Mtrs

4,000

Vallam – Vadagal

SIPCOT



### STRATEGIC LOCATION ADVANTAGE

- Customers in close proximity
- Local job work vendors
- Nearby suppliers for raw material procurement

# FUTURE GROWTH STRATEGIES

01



Strengthening our core capabilities in precision engineering for sustainability

02



Moving up the value chain from niche markets to large addressable markets

03



Leverage in-house design and development capabilities to grow our product offerings and capitalize on future trends

04



Strengthen relationships with our existing customers and expand customer base

05



Expand manufacturing capacity at our existing facilities and set-up additional strategically located facility



# FINANCIAL OVERVIEW



# Q3/9M-FY25 Financial & Operational Highlights

## Q3-FY25 Financial Performance

<b>Revenue from Operations</b> INR 581 Mn	<b>EBITDA</b> INR 77 Mn	<b>EBITDA Margin</b> 13.25%
<b>PAT</b> INR 54 Mn	<b>PAT Margin</b> 9.29%	<b>Diluted EPS</b> INR 4.6

## 9M-FY25 Financial Performance

<b>Revenue from Operations</b> INR 1,625 Mn	<b>EBITDA</b> INR 279 Mn	<b>EBITDA Margin</b> 17.17%
<b>PAT</b> INR 170 Mn	<b>PAT Margin</b> 10.46%	<b>Diluted EPS</b> INR 14.64

## Operational Highlights

- Revenue from Operations grew by 17% YoY to INR 581 Mn.
- Reduction in Finance costs due to repayment of debt from IPO proceeds.
- Fixed Asset Turnover Ratio from existing ongoing plants has improved to 3.03 times for the period ended Dec'24 from 2.89 times of previous period.
- Chennai plant construction completed on 30<sup>th</sup> December 2024.
- Secured new business award for Smart Fasteners from a leading European wind turbine manufacturer.
- Establishing a hot forging line at Wada for bolts up to M36.
- Finalized new business and received orders for Disc Springs from one of the largest fastener distributors in the USA.



# Quarterly Consolidated Income Statement

Particulars (INR Mn)	Q3-FY25	Q3-FY24	Y-O-Y	Q2-FY25	Q-O-Q
<b>Revenue from Operations</b>	<b>581</b>	<b>495</b>	<b>17.4%</b>	<b>512</b>	<b>13.5%</b>
Total Expenses	504	421	19.7%	418	20.6%
<b>EBITDA</b>	<b>77</b>	<b>74</b>	<b>4.1%</b>	<b>94</b>	<b>(18.1)%</b>
<b>EBITDA Margin (%)</b>	<b>13.25%</b>	<b>14.95%</b>	<b>(170)Bps</b>	<b>18.36%</b>	<b>(511)Bps</b>
Other Income	22	4	NA	1	NA
Depreciation	20	18	11.1%	20	NA
Finance Cost	6	16	(62.5)%	11	(45.5)%
<b>Profit before Exceptional Items and Tax</b>	<b>73</b>	<b>44</b>	<b>65.9%</b>	<b>64</b>	<b>14.1%</b>
Exceptional Items (Net)	(1)	7	NA	-	NA
<b>PBT</b>	<b>72</b>	<b>51</b>	<b>41.2%</b>	<b>64</b>	<b>12.5%</b>
Tax	19	(8)	NA	11	72.7%
Non – Controlling Interest	-	1	NA	-	NA
<b>PAT before Exceptional Item</b>	<b>54</b>	<b>52</b>	<b>3.8%</b>	<b>53</b>	<b>1.9%</b>
<b>PAT Margin before Exceptional Item (%)</b>	<b>9.29%</b>	<b>10.51%</b>	<b>(122)Bps</b>	<b>10.35%</b>	<b>(106)Bps</b>
<b>PAT after Exceptional Item</b>	<b>53</b>	<b>59</b>	<b>(10.2)%</b>	<b>53</b>	<b>NA</b>
<b>PAT Margin after Exceptional Item (%)</b>	<b>9.12%</b>	<b>11.92%</b>	<b>(280)Bps</b>	<b>10.35%</b>	<b>(123)Bps</b>
Other Comprehensive Income	-	4	NA	1	NA
<b>Total Comprehensive Income</b>	<b>53</b>	<b>63</b>	<b>(15.9)%</b>	<b>54</b>	<b>(1.9)%</b>
EPS (INR)(not annualised)	4.60	5.56	(17.3)%	4.92	(6.5)%

# YTD CONSOLIDATED STATEMENT OF PROFIT & LOSS



Particulars (INR Mn)	9M-FY25	9M-FY24	Y-o-Y
Revenue from Operations	1,625	1,451	12.0%
Total Expenses	1,346	1,198	12.4%
<b>EBITDA</b>	<b>279</b>	<b>253</b>	<b>10.3%</b>
<b>EBITDA Margin (%)</b>	<b>17.17%</b>	<b>17.44%</b>	<b>(27)Bps</b>
Other Income	29	14	NA
Depreciation	59	52	13.5%
Finance Cost	29	46	(37.0)%
<b>Profit before Exceptional Items and Tax</b>	<b>220</b>	<b>169</b>	<b>30.2%</b>
Exceptional Items (Net)	(2)	1	NA
<b>PBT</b>	<b>218</b>	<b>170</b>	<b>28.2%</b>
Tax	50	15	NA
Non – Controlling Interest	-	1	NA
<b>PAT before Exceptional Item</b>	<b>170</b>	<b>154</b>	<b>10.4%</b>
<b>PAT Margin before Exceptional Item (%)</b>	<b>10.46%</b>	<b>10.61%</b>	<b>(15) Bps</b>
<b>PAT after Exceptional Item</b>	<b>168</b>	<b>155</b>	<b>8.4%</b>
<b>PAT Margin after Exceptional Item (%)</b>	<b>10.34%</b>	<b>10.68%</b>	<b>(34) Bps</b>
Other Comprehensive Income	2	2	NA
<b>Total Comprehensive Income</b>	<b>170</b>	<b>157</b>	<b>8.3%</b>
EPS (INR)(not annualised)	14.64	12.25	19.5%

# HISTORICAL CONSOLIDATED STATEMENT OF PROFIT & LOSS



Particulars (INR Mn)	FY22	FY23	FY24	9M-FY25
Revenue from Operations	1,453	1,655	2,025	1,625
Total Expenses	1,256	1,381	1,637	1,346
<b>EBITDA</b>	<b>197</b>	<b>274</b>	<b>388</b>	<b>279</b>
<b>EBITDA Margin (%)</b>	<b>13.56%</b>	<b>16.56%</b>	<b>19.16%</b>	<b>17.17%</b>
Other Income	27	16	18	29
Depreciation	63	61	69	59
Finance Cost	49	52	61	29
<b>Profit before Exceptional Items and Tax</b>	<b>112</b>	<b>177</b>	<b>276</b>	<b>220</b>
Exceptional Items (Net)	-	98	(23)	(2)
<b>PBT</b>	<b>112</b>	<b>275</b>	<b>253</b>	<b>218</b>
Tax	46	33	33	50
Non – Controlling Interest	-	-	(3)	-
<b>PAT before Exceptional Item</b>	<b>66</b>	<b>144</b>	<b>246</b>	<b>170</b>
<b>PAT Margin before Exceptional Item (%)</b>	<b>4.54%</b>	<b>8.70%</b>	<b>12.15%</b>	<b>10.46%</b>
<b>PAT after Exceptional Item</b>	<b>66</b>	<b>242</b>	<b>223</b>	<b>168</b>
<b>PAT Margin after Exceptional Item (%)</b>	<b>4.54%</b>	<b>14.62%</b>	<b>11.01%</b>	<b>10.34%</b>
Other Comprehensive Income	(3)	2	5	2
<b>Total Comprehensive Income</b>	<b>63</b>	<b>244</b>	<b>228</b>	<b>170</b>
EPS (INR)(not annualised)	6.44	23.56	21.77	14.64

# HISTORICAL CONSOLIDATED BALANCE SHEET

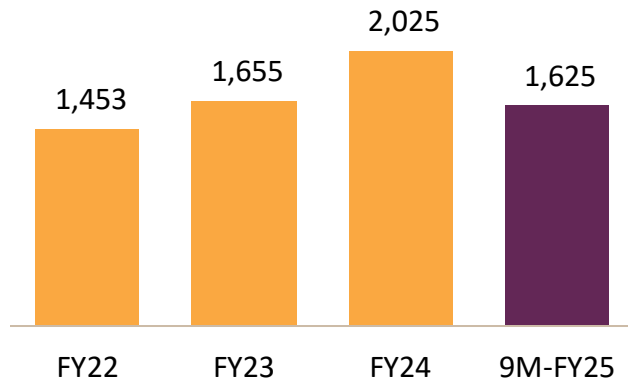


Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
<b>EQUITY AND LIABILITIES</b>				
<b>Equity</b>				
Equity Share Capital	25	25	101	127
Other Equity	568	811	947	2,313
Non Controlling Interest	-	-	(3)	(4)
<b>Total Equity</b>	<b>593</b>	<b>837</b>	<b>1,045</b>	<b>2,436</b>
<b>LIABILITIES</b>				
Non-Current Liabilities				
Financial Liabilities				
- Borrowings	238	205	92	77
- Lease liabilities	-	15	11	10
- Other Financial Liabilities				
Provisions	40	46	53	60
Deferred Tax Liabilities (Net)	21	37	9	3
Current Liabilities				
Financial Liabilities				
- Borrowings	331	381	458	41
- Lease liabilities	-	3	3	4
- Trade Payables				
(A) total outstanding dues of micro & small enterprises	3	7	3	2
(B) total outstanding dues other than micro & small enterprises	135	74	133	187
- Other Financial Liabilities	57	84	64	108
Other Current Liabilities	12	9	11	13
Provisions	10	6	5	5
Current Tax Liabilities (Net)	17	-	-	-
<b>Total Liabilities</b>	<b>863</b>	<b>867</b>	<b>842</b>	<b>510</b>
<b>Total Equity And Liabilities</b>	<b>1,456</b>	<b>1,704</b>	<b>1,887</b>	<b>2,946</b>

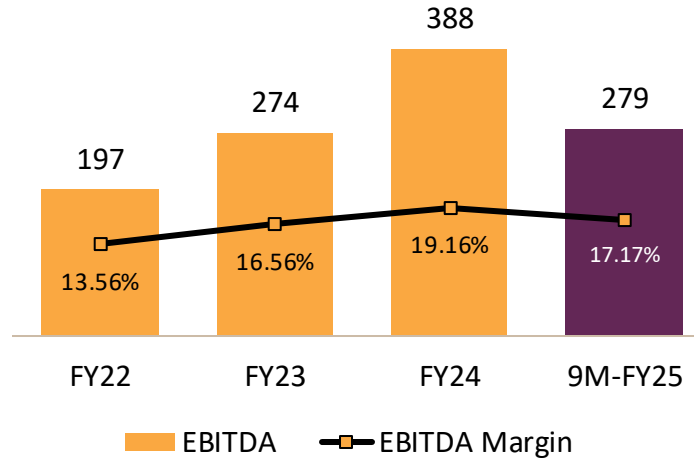
Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
<b>ASSETS</b>				
<b>Non-Current Assets</b>				
Property, Plant and Equipment	384	382	413	415
Right of use assets	11	50	45	43
Capital Work-in-Progress	1	13	32	95
Investment Property	-	-	-	-
Goodwill	-	-	-	-
Other Intangible Assets	168	177	186	171
Intangible assets under development	29	35	33	53
Other Financial Assets	6	9	11	40
Non-Current Tax assets (net)	1	11	7	4
Other non-current assets	4	7	16	77
<b>Current Assets;</b>				
Inventories	497	558	577	698
Financial Assets				
- Trade Receivables	255	300	470	447
- Cash and cash Equivalents	5	5	14	2
- Bank balances other than cash and cash equivalents	21	115	27	778
- Loans	3	6	1	3
- Others financial assets	21	4	17	19
Other current assets	48	34	38	101
<b>TOTAL ASSETS</b>	<b>1,456</b>	<b>1,704</b>	<b>1,887</b>	<b>2,946</b>

# FINANCIAL PERFORMANCE

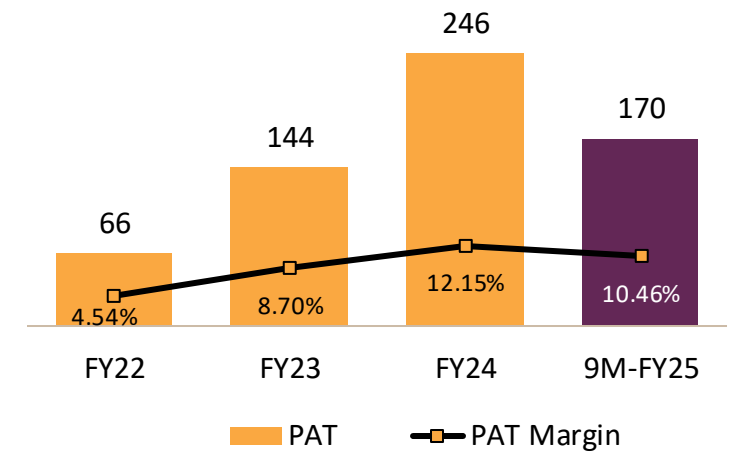
### Revenue from Operations (INR Mn)



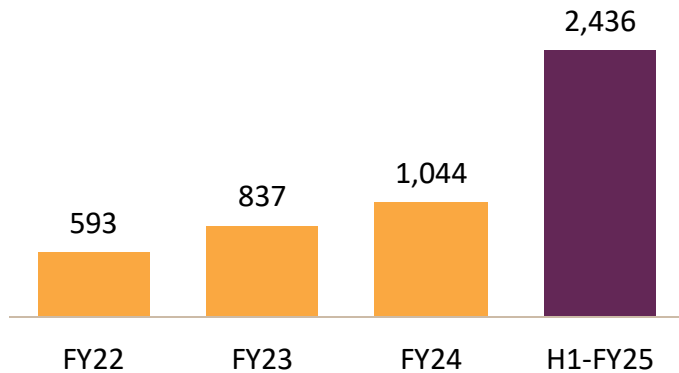
### EBITDA (INR Mn) & EBITDA Margins %



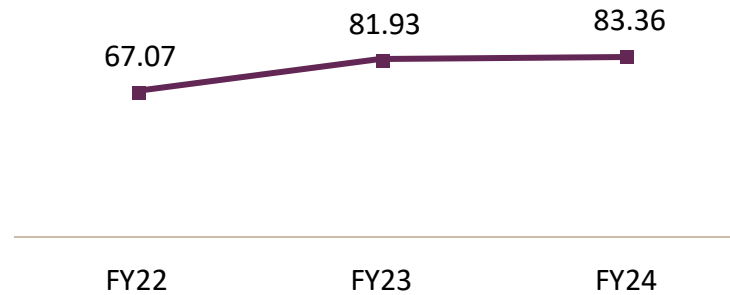
### PAT (INR Mn) & PAT Margins % \*



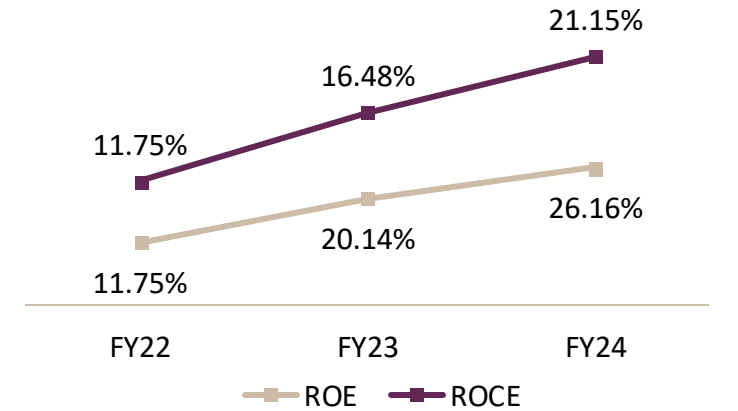
### Net Worth (INR Mn)



### Working Capital Days



### ROE\* & ROCE %

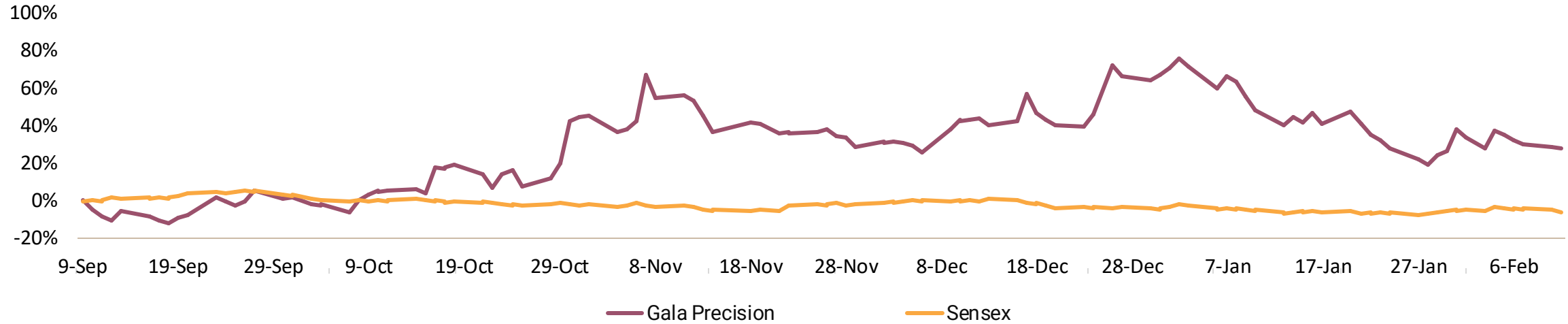


\* - PAT, PAT margins & ROE calculations excludes exceptional items



# CAPITAL MARKET SLIDE

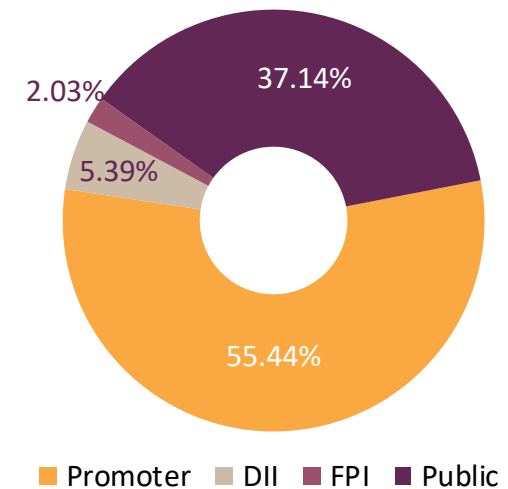
### 5 Month Stock Performance (up to 11<sup>th</sup> February, 2025)



### Market Data (As on 11<sup>th</sup> February, 2025)

Particulars	INR
Face Value	10.00
CMP	1,003.35
52 Week H/L	1,480.80 / 685.60
Market Capitalization (Mn)	12,712.44
Shares O/S (Mn)	12.67

### Shareholding Pattern (As on 31<sup>st</sup> December, 2024)



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**Mr. Anuj Sonpal**

**Valorem Advisors**

Tel: +91-22-49039500

Email: [gala@valoremadvisors.com](mailto:gala@valoremadvisors.com)

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