



# Bharat Wire Ropes Limited

## COMPANY BACKGROUND.....

- Bharat Wire Ropes Ltd was established in 1968 and incorporated in 1986 headquartered in Mumbai, Maharashtra, Bharat Wire Ropes Ltd. ("BWR") is a Specialty Steel Wire Rope, Sling & Strands manufacturing company.
- Over the year, BWR has established itself as one of the largest manufacturer of wire ropes and strands in India.
- In 2010 Mr Murarilal Mittal, acquired the company is now the driving force. Professionally managed and backed by an experienced Management team with three decades of combined experience in the wire business.
- The Atgaon Facility has 6,000 MTPA capacity and Chalisgaon Facility has a capacity of 66,000 MTPA.
- The company provides wire ropes which ranges from 6mm to 92mm and steel wire ranges from 0.3 mm to 5.5 mm.
- In addition, its product portfolio also includes mechanically / hand-spliced slings, earth wires, stay wires, guy wires, and spiral strands extending to 65,000 varieties of the products to deliver to its customers.
- Products are used in a varied list of industries such as General Engineering, Fishing, Elevators, Cranes, Material Handling, Onshore / Offshore Oil Exploration, Ports & Shipping and Mining.
- Exports its products to Australia, Indian Sub-Continent, Middle East, Nepal, New Zealand, UK, US, Singapore, South Africa, Vietnam, etc.

## BUSINESS MIX.....

Wire Ropes	Strands	Slings	Steel Wires
6-90 MM	Stay Wire Structural Strand Earth Wire	Single Ferrules Sockets	0.3-5.5 MM Base Wire Finished Wires

## KEY STRENGTHS.....

- Management has experience of more than three decades.
- One of the leading wire rope manufacturers across the world.
- Strong customer base across 65+ countries in the world.
- The company provides wire ropes, strands, sling and steel wire with extended variety of 65,000.
- The company has state of art technology, requires minimum material handling.
- The company imported tunnel pickling line from Germany which has the capacity of 70,000 M.T with wide range from 5.5mm to 12mm of wire rope.
- Galvanizing furnace is a state-of-art facility covering a range of 0.90mm-12.0mm
- Company has wet and dry wire drawing machines from South Korea and India covering a range of 0.2mm to 5mm outlet wire.
- The company has fully integrated manufacturing under one roof with straight line material flow, minimum material handling and factory within factory by line management concept.
- Along with synchronized manufacturing facility with capacity based on the theory of constraint done with the standardization of machines resulting in minimum supervision and minimum wastage and very fast delivery.

## FINANCIAL PERFORMANCE.....

(INR Mn)	Total Income	EBITDA	EBITDA %	PAT	PAT %	EPS
<b>FY20</b>	2,577	290	11.25%	(610)	NA	(13.56)
<b>FY21</b>	2,502	325	12.99%	(168)	NA	(3.73)
<b>FY22</b>	4,107	621	15.12%	137	3.34%	2.17
<b>FY23</b>	5,891	1,388	23.56%	622	10.56%	9.68

### Key Data

**BSE Code** 539799

**NSE Code** BHARATWIRE

**Reuters** Bhwr.ns

**Bloomberg** BWRL:IN

### Market Data (INR) As on 31<sup>st</sup> March, 2023

**Face Value** 10.0

**CMP** 155.2

**52 Week H/L** 157.0/52.2

**MCAP (Mn)** 10,537.7

**Shares O/S (Mn)** 67.9

**1 Yr Avg. Vol. ('000)** 339.8

### Performance

As on 31<sup>st</sup> March, 2023

	3M	6M	12M
<b>Bharat Wire Ropes</b>	50.24%	39.07%	125.25%
<b>SENSEX</b>	(3.09)%	2.77%	0.79%
<b>BSE Small-cap</b>	(7.00)%	(5.20)%	(4.80)%

### Shareholding Pattern As on 31<sup>st</sup> March, 2023

**Promoters** 39.89%

**Public** 55.07%

**Banks** 3.46%

**FPI** 1.43%

**AIF** 0.15%

## PRODUCT MIX .....

### 1. Wire Ropes:

- A wire rope is a mechanical device made up of parts that work together to move, support a load and/or an object.
- Steel Wire Ropes have applications in almost all the major industries spanning from Oil & Gas to Fishing & many more.
- At our World Class Facility based in Chalisgaon, India, we can manufacture a single reel of up to 60 Metric Tons. Range : 6mm to 92mm.

### 2. Slings:

- Bharat Wire Ropes Ltd. manufactures an assorted array of Wire Rope Slings for your hoisting, harness and fastening needs.
- The company is one of the leading name in manufacturing of wire rope slings in India and around the world. BWR specializes in manufacturing bespoke Wire Rope Slings in Hand Spliced, Mechanically Spliced and Socketed Wire Rope Sling categories.

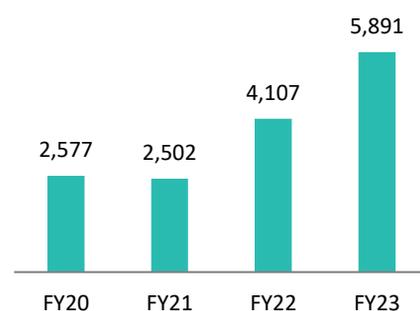
### 3. Steel Wires:

- High Carbon Steel wires are normally made of non-alloy carbon steel with a carbon content of 0.4 to 0.95%.
- The very high strength of the wire enables it to support large tensile forces used in varied industries and applications.
- Our facility enables us to draw wires from 0.3 mm to 5.5 mm with tensile strength of more than 2160 N/mm<sup>2</sup>.

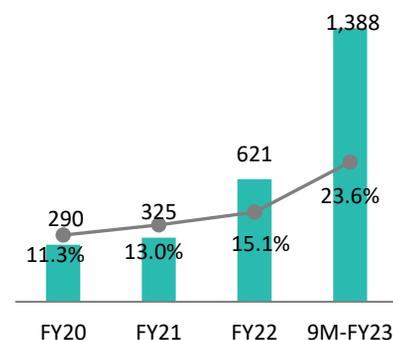
### 4. Strands:

- Strands can be galvanized steel wire strands, finding varied applications in the electrical industry in the form of stay wires; they also come in highly durable, pre-stretched varieties that are used for building small and large structures.
- Earth Wires are a type of strand that are made up of 3 to 7 wires and help prevent the occurrence of electrical faults due to lightning.

## Revenue from Operations (INR Mn)



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



## STRATEGIC OVERVIEW .....

- The Company believes that it has the ability to cater a wider customer base on account of its diversified product offering has enabled the Company to provide customization options to its valued customers.
- To further strengthen the Company's product mix, efforts have been made to focus on productivity & right mix of orders to load and occupy the maximum number of machines with large order quantity niche sectors for providing wire ropes such as special ropes, suspension bridge ropes.
- The ability to provide a mix of products along with being active in the volume segments has helped in balancing the Company's revenues.
- The company has a total capacity of 78,000 MTPA and the facilities are fully integrated and synchronized manufacturing facilities all under one roof.
- The Chalisgaon facility is 350 KM from the Mumbai port.
- The factory within the factory by the line management concept, straight line material flow, standardization of the machines, Minimum material handling results to Minimum supervision and minimum wastage, Least material holding cost, Minimal wastage, and very fast delivery of products.
- 100% exemption from payment of stamp duty.
- Electricity Duty exemption for 15 years.
- Industrial Promotion Subsidy equivalent to 100% of eligible investments as per the Maharashtra Value Added Tax Act, 2002 and the Central Sales Tax Act, 1956, by the Project in respect of the sale of finished products eligible for incentives

## PEER COMPARISON (TRAILING 12 MONTHS) INR Mn.....

Company	Revenue	EBITDA	EBITDA%	Net Profit	PAT%	M Cap
BHARAT WIRE ROPES	5,891	1,388	23.56%	622	10.56%	9,983
USHA MARTIN	32,678	5,133	15.71%	3,506	10.73%	65,261
BEDMUTHA INDUSTRIES	6,701	160	2.39%	123	1.84%	1,951
D P WIRES	10,063	435	4.32%	329	3.27%	4,931
SHREE STEEL WIRE ROPES	220	16	7.19%	12	5.45%	93

## INCOME STATEMENT .....

INCOME STATEMENT (INR Mn)	FY20	FY21	FY22	FY23
<b>Operating Income</b>	<b>2,577</b>	<b>2,502</b>	<b>4,107</b>	<b>5,891</b>
Other Operating Income	-	-	-	-
<b>Total Operating Income</b>	<b>2,577</b>	<b>2,502</b>	<b>4,107</b>	<b>5,891</b>
Operating Expenses	2,287	2,177	3,486	4,503
<b>EBITDA</b>	<b>290</b>	<b>325</b>	<b>621</b>	<b>1,388</b>
<b>EBITDA Margins (%)</b>	<b>11.25%</b>	<b>12.99%</b>	<b>15.12%</b>	<b>23.56%</b>
Finance Cost	895	341	234	222
Depreciation	218	217	214	207
Other Income	3	5	6	7
<b>Profit Before Tax</b>	<b>(820)</b>	<b>(228)</b>	<b>179</b>	<b>966</b>
Tax	(210)	(60)	42	344
<b>Profit After Tax</b>	<b>(610)</b>	<b>(168)</b>	<b>137</b>	<b>622</b>
<b>PAT Margins (%)</b>	<b>NA</b>	<b>NA</b>	<b>3.34%</b>	<b>10.56%</b>
Other Comprehensive Income	-	(2)	(2)	19
<b>Total Comprehensive Income</b>	<b>(610)</b>	<b>(170)</b>	<b>135</b>	<b>641</b>
Basic EPS (INR)	(13.56)	(3.73)	2.17	9.68

## BALANCE SHEET .....

Particulars (INR Mn)	FY21	FY22	FY23	Particulars (INR Mn)	FY21	FY22	FY23
<b>EQUITIES &amp; LIABILITIES</b>				<b>Non-Current Assets</b>			
(A) Equity share capital	626	638	679	(A) Property, plant and equipment	5,126	4,915	4,809
(B) Other equity	3,725	3,879	4,923	(B) Capital work-in-progress	4	1	31
<b>Total Equity</b>	<b>4,351</b>	<b>4,517</b>	<b>5,602</b>	(C) Other intangible assets	-	-	3
<b>Non-Current Liabilities</b>				(D) Intangible assets under development	2	3	4
(A) Financial liabilities				(i) Other Financial Assets	42	98	45
(i) Borrowings	2,143	2,065	1,427	(E) Deferred Tax Asset (Net)	524	480	142
(B) Provisions	21	25	28	(F) Other Non-Current Asset	86	86	36
(C) Other Non-Current Liabilities	33	33	37	<b>Total Non-Current Assets</b>	<b>5,784</b>	<b>5,583</b>	<b>5,070</b>
<b>Total Non-Current Liabilities</b>	<b>2,197</b>	<b>2,123</b>	<b>1,492</b>	<b>Current Assets</b>			
<b>Current liabilities</b>				Inventories	647	805	1,101
(A) Financial liabilities				Financial assets			
(i) Borrowings	595	623	390	(i) Trade receivables	363	399	477
(ii) Trade payables	110	313	178	(ii) Cash & Bank Balances	54	32	87
(B) Other current liabilities	206	155	144	(iii) Other Financial Assets	11	10	7
(C) Provisions	3	5	5	Other current assets	606	909	1,070
(D) Other Financial Liabilities	3	2	1	<b>Total Current Assets</b>	<b>1,681</b>	<b>2,155</b>	<b>2,742</b>
<b>Total Current Liabilities</b>	<b>917</b>	<b>1,098</b>	<b>791</b>	<b>Total Assets</b>	<b>7,465</b>	<b>7,738</b>	<b>7,812</b>
<b>Grand Total Equities &amp; Liabilities</b>	<b>7,465</b>	<b>7,738</b>	<b>7,812</b>				

Name	Designation	Email	Phone
Anuj Sonpal	CEO	<a href="mailto:anuj@valoremadvisors.com">anuj@valoremadvisors.com</a>	+91-22-4903-9500
Krina Shah	Associate	<a href="mailto:krina@valoremadvisors.com">krina@valoremadvisors.com</a>	+91-22-4903-9500

**Valorem Advisors Disclaimer:**

Valorem Advisors is an Independent Investor Relations Management Service company. This factsheet has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

**Bharat Wire Ropes Limited Disclaimer:**

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of Bharat Wire Ropes . (“Company”), which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This document is confidential and may not be copied or disseminated, in whole or in part, and in any manner.