



EHV
CABLES



LV POWER
&
CONTROL CABLES



MV/HV
CABLES



FIRE
SURVIVAL CABLES



RAILWAY
CABLES



AERIAL
BUNCHED
CABLES



SAFE HARBOR



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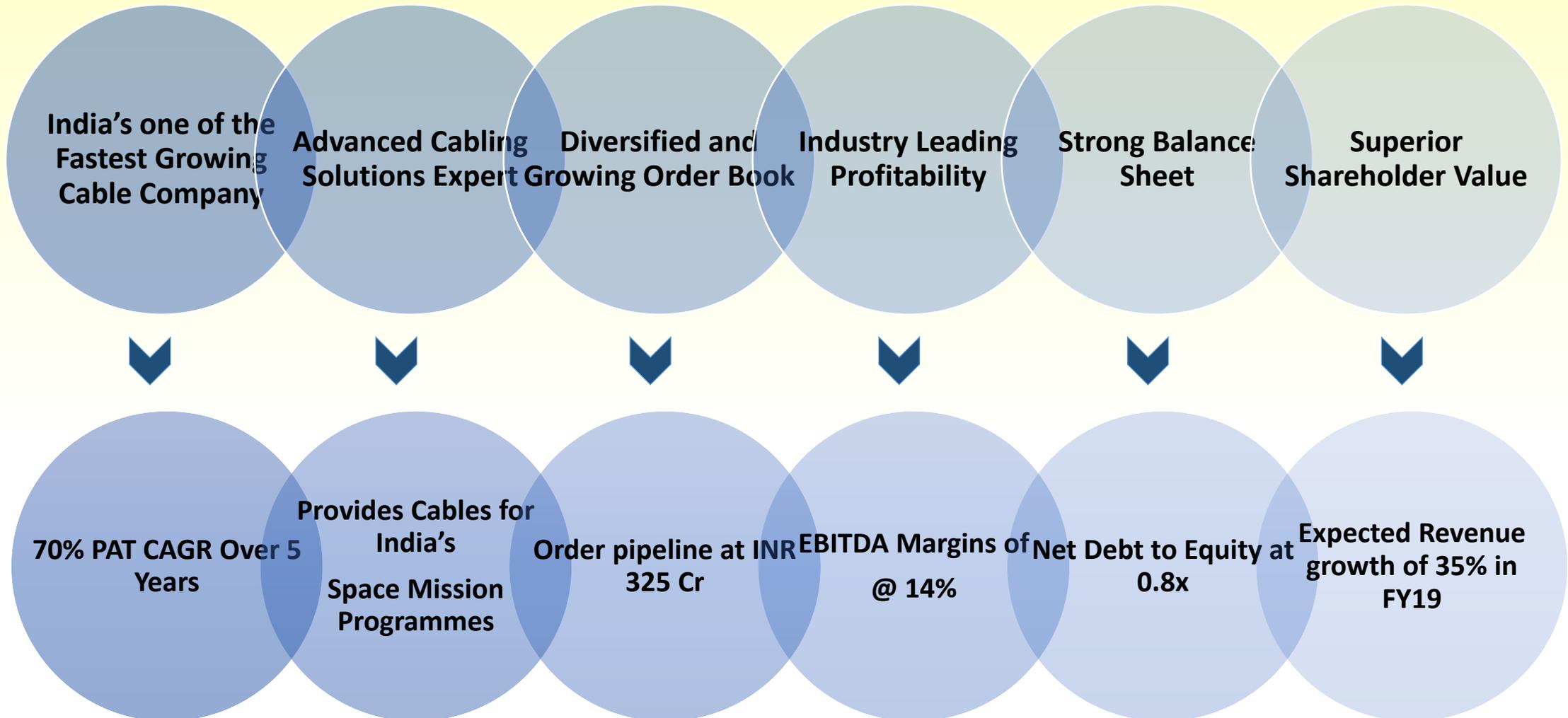
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THE COMPANY

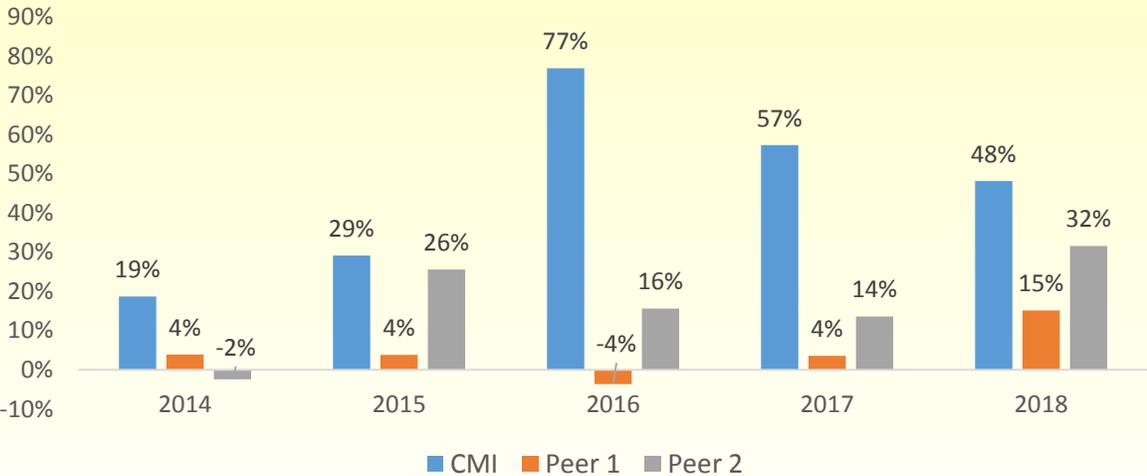
CMI: AN EXPERT IN ADVANCED CABLING SOLUTIONS



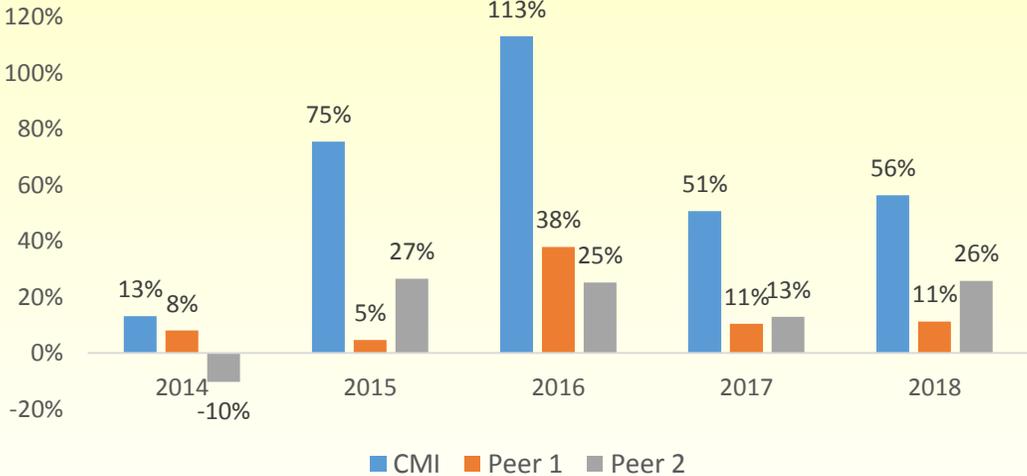
COMPETITIVE EDGE: INDUSTRY LEADING GROWTH



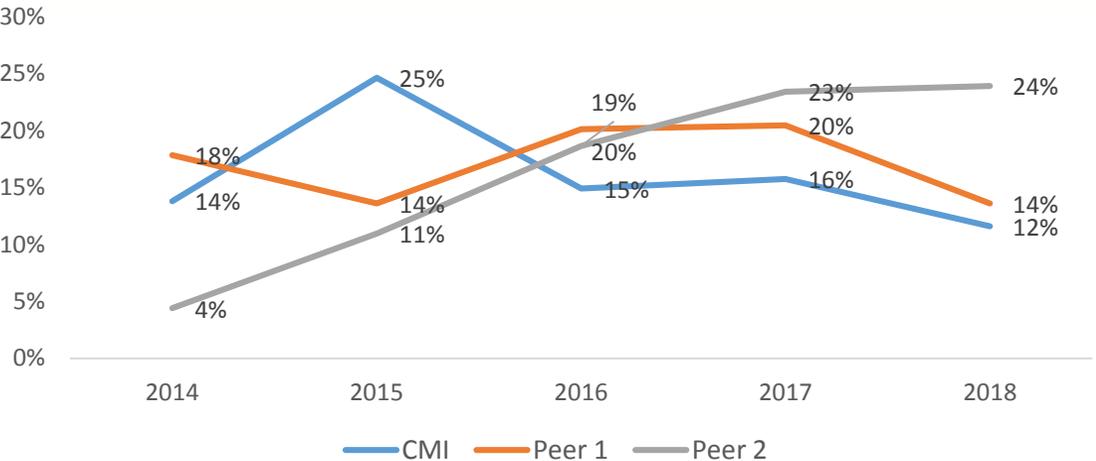
Revenue Growth (YoY)



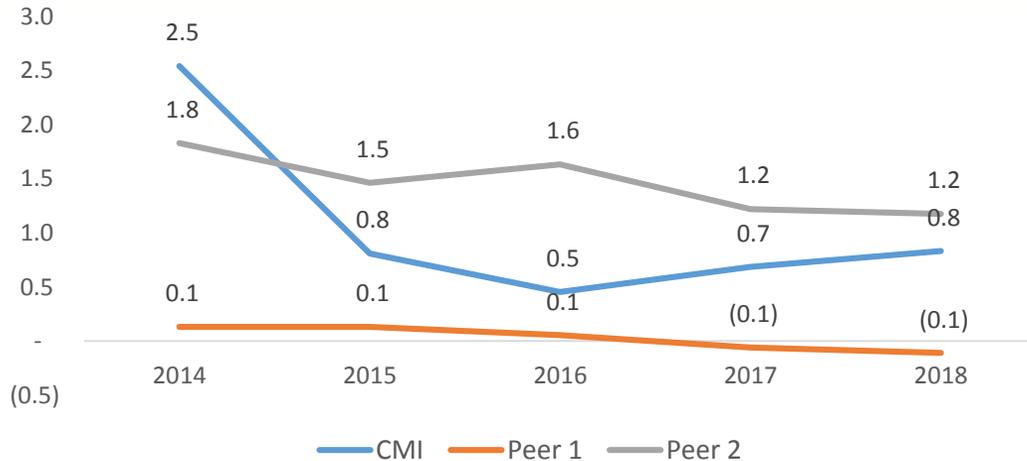
EBITDA Growth (YoY)



RoE



Net Debt to Equity



Source : Company Reports
Private and Confidential

KEY INVESTMENT HIGHLIGHTS



1

Creating Superior Shareholder Value

2

Diversified and De-Risked Portfolio

3

Well Positioned in Many High Growth Sectors

4

Geographically Diversified

5

Strong Focus on R&D and Innovation

6

World – Class Manufacturing Facilities

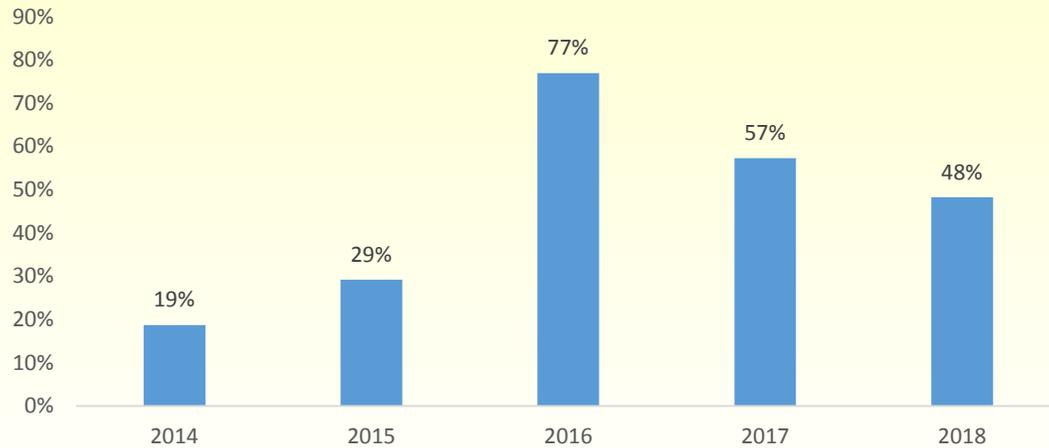
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Diversified and Growing Order Book

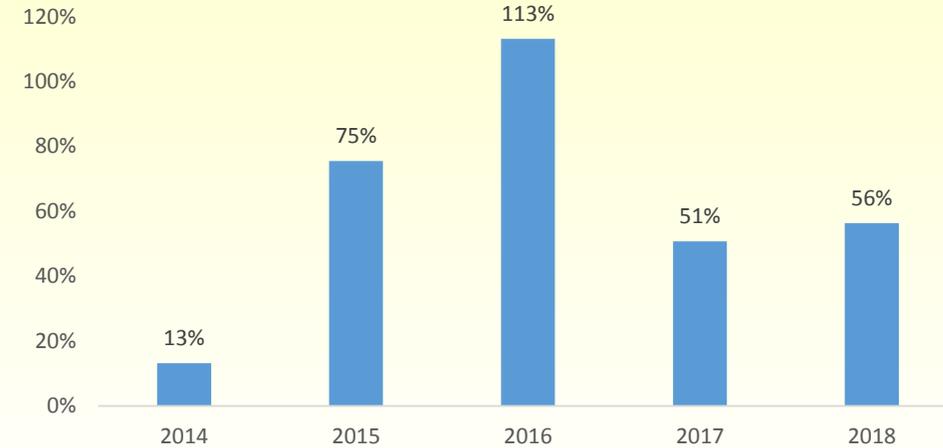
Creating Superior Shareholder Value



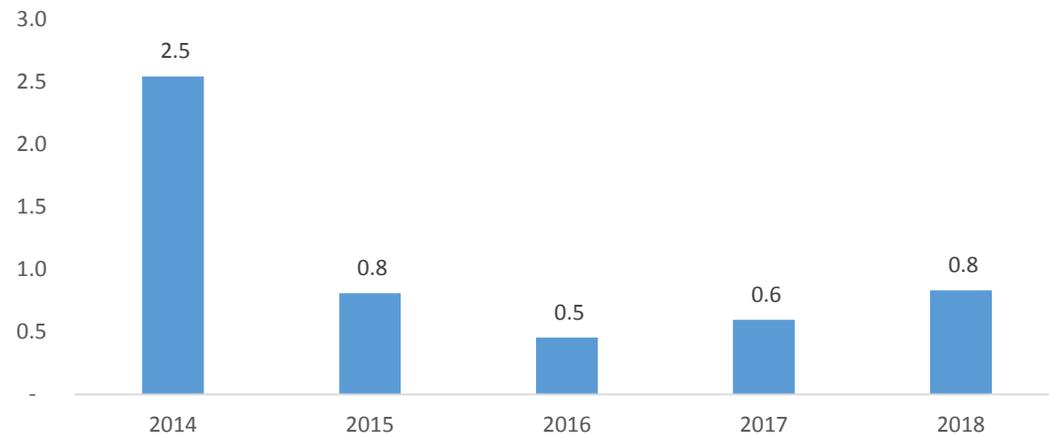
Revenue Growth YoY



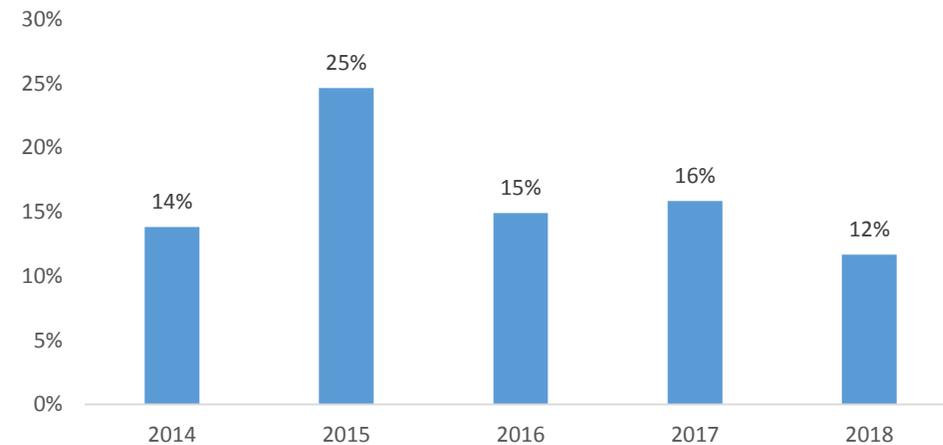
EBITDA Growth YoY



Net Debt to Equity



RoE



Diversified and De-Risked Portfolio



MANUFACTURING ASSETS

Baddi: Revenue potential INR 10 billion

- State of the art facility spread over 100,000 sq. m.
- Capacity utilisation c.20%

Faridabad: Revenue Potential INR 3-4 billion

- Fungible across product segments
- Operating at near capacity

PRODUCT PORTFOLIO

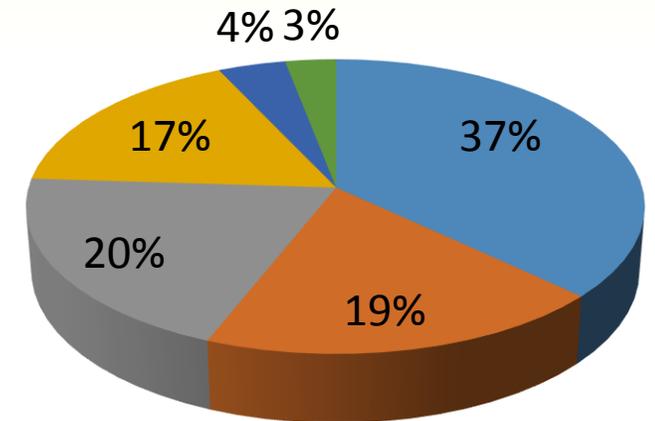
- Multi Object Tracking System
- Special Cables for GIS projects
- Fire Retardant Cables
- Signalling and Power Cables
- Quad and Telecom Cables
- Indoor Signalling Cables
- Fire Alarm Cables
- Control Cables

MARQUEE CLIENTS



FY18, REVENUE BREAK UP

- Power
- Signalling
- Control & Instrumentation
- Quad
- Telecom
- Others



Well Positioned in Many High Growth Sectors



Indian Railways

Investments worth INR 8.56 lakh crores planned in the next five years



Metro Projects

Projects worth INR 2.5 lakh crores under implementation



Power T&D

Investments of INR 2.6 trillion expected in transmission by 2022



Renewables Energy

Government plans capacity expansion to 175 GW by 2022



Oil and Gas

Oil and gas sector to see investments worth INR 6 trillion in 7 years



Telecom

See increased investments as sector will contribute 8.2% of GDP by 2020

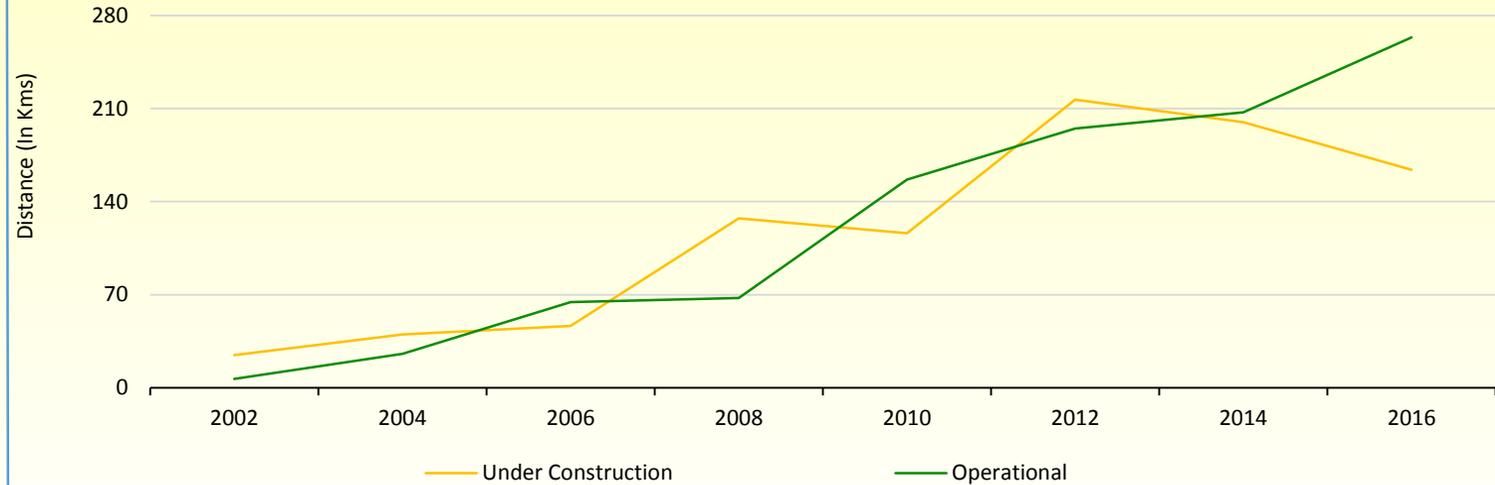


Smart Cities

99 smart cities in pipeline with investment of INR 2.04 lakh crores

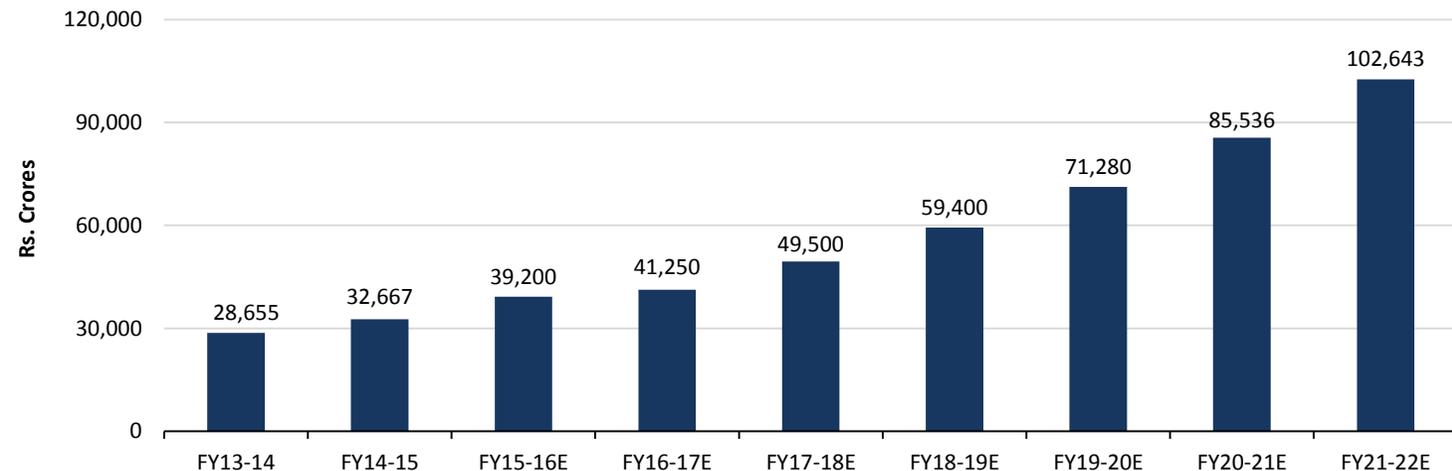
Private and Confidential

Metro Rail Growth – CMI accepted as vendor to Delhi Metro Corporation



Source: Ministry of Housing and Urban Affairs

Indian Wire and Cable Market – expected growth CAGR of 20% over 5 years



Source: IEEMA Annual Reports, Industry Estimates

Geographically Diversified



Exporting to countries like..





STRONG R&D COMPETENCIES

- In-house R&D facilities located at Faridabad
- Differentiated product offerings
- Addressing customers' challenging requirements
- In-depth knowledge of various technologies
- Steadily increasing R&D investments

OUR TESTING CAPABILITIES

Electrical Test

Mechanical Test

FRLS/LSZH Test

Thermal Test

CASE STUDIES

Indian Space Research Organisation ("ISRO")

- Sole Supplier for specific cables used in Multi Object tracking system

Fire Survival Cables

- Withstand fire and extend functionality even in extreme fire
- Ensure transmission of signals to safety equipments

Lead Sheated Cables

- Fire retardant low smoke cables have better visibility and low toxicity in case of fire
- High visibility due to low global competition in the space

World – Class Manufacturing Facilities



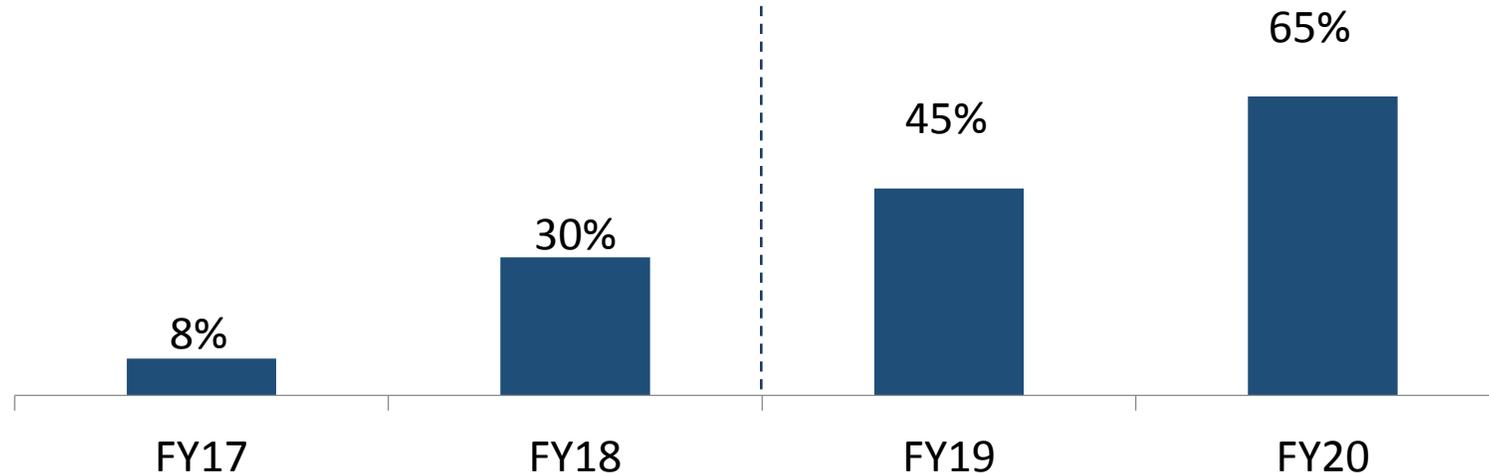
BADDI – SUPERIOR GROWTH PROSPECTS

- Acquired from General Cable Corporation
- State-of-the-art manufacturing facility located in a 100,000 Sq. m. area
- Highly efficient operations and low operational leverage
- Focussed on manufacturing of power cables
- Expect capital expenditure worth INR 200 million to make plant more versatile
- **Revenue Potential of INR 10 billion**

FARIDABAD – ESTABLISHED CLIENTS, R&D FACILITY

- Plant has long standing history of operations
- Plant is capable of manufacturing multiple product segments catering to various industries
- Established relationship with clients over the years
- State-of-the-art in-house R&D facility located within plant
- **Revenue Potential of INR 3-4 billion**

CAPACITY UTILISATION AT BADDI

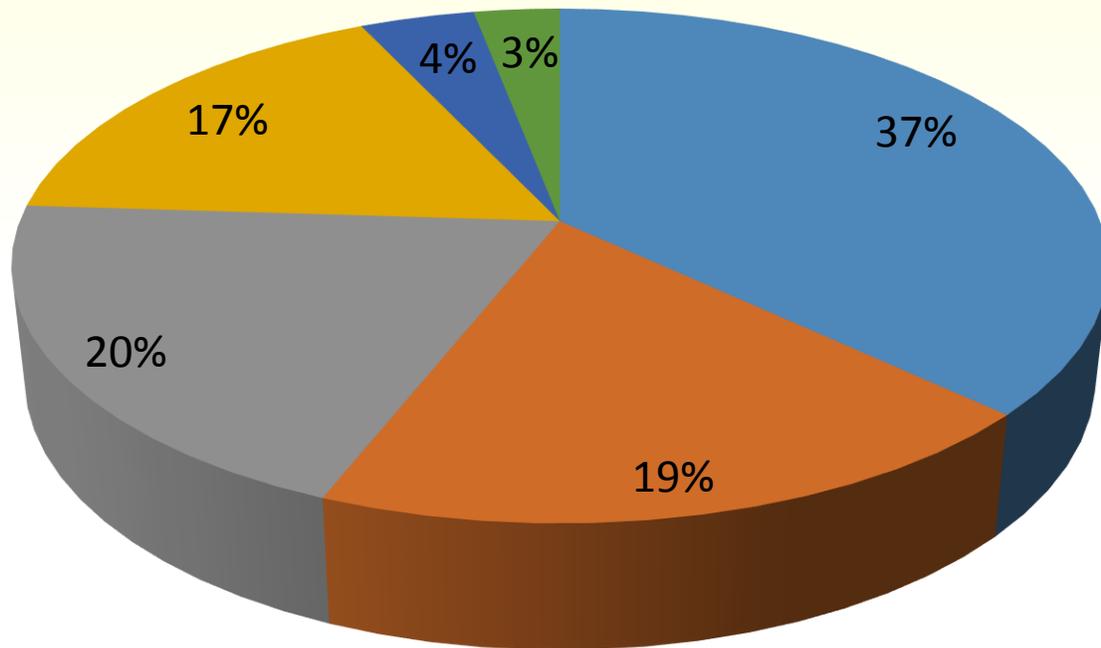


Diversified Revenue

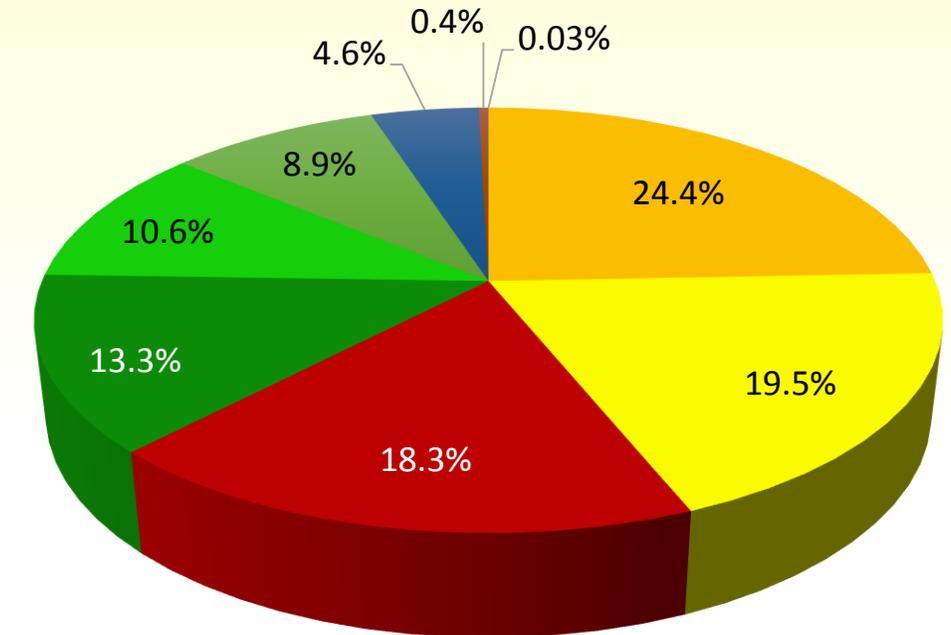


FY18, REVENUE BREAK UP

- Power
- Signalling
- Control & Instrumentation
- Quard
- Telecom
- Others



FY17 REVENUE BREAK-UP



- Signalling
- Others
- Control
- Instrumentation
- Power
- Telephone
- Quard
- HT Cables
- Rubber



FINANCIALS

FY18 HIGHLIGHTS



Operational Highlights

- Baddi Plant turnover at INR 220 crores
- Faridabad plant operating at nearly full capacity
- Current Order in hand at INR 325 crores
- Awaiting approval from Indian Railways for Baddi plant

Financial Highlights

- Revenue highest ever at INR 5,601 million
- EBITDA highest ever at INR 759 million
- PBT up 74% at INR 394 million

FINANCIAL PERFORMANCE



	FY2017	FY2018	Change (%)
Revenue	3,779	5,601	48%
Expense	3,293	4,842	47%
EBITDA	486	759	56%
EBITDA Margin %	13%	14%	-
Interest	207	290	40%
Depreciation	101	105	3%
Other Income	48	30	-39%
PBT	226	394	74%
Tax	-74	136	-283%
PAT	301	258	-14%
EPS (Diluted)	20.66	17.17	-17%

CONSOLIDATED INCOME STATEMENT



INR Mn (except as stated)	2015	2016	2017	2018
Revenue	1,358	2,402	3,779	5,601
Expense	1214	2,080	3,293	4,842
EBITDA	144	322	486	759
EBITDA Margin (%)	11%	13.4%	12.9%	13.5%
Interest	59	92	207	290
Depreciation	8.8	13	101	105
Other Income	15.2	15	48	30
Adj PBT	91	233	226	394
Tax	28	75	-74	136
Adj PAT	63	158	301	258
EPS (in INR)	7	83	21	17

LEADERSHIP TEAM



Mr. Amit Jain
Chairman - cum - Managing
Director

Mr. Amit Jain is an industrialist with an experience of more than two decades in cable manufacturing. He is a second generation entrepreneur with foresight & keen business acumen having turned around the loss making unit that CMI Limited had acquired in 2007 to a profitable and ambitious growth aspiring company today.



**Mr. Rattan Lal
Aggarwal**
CFO

Mr. Rattan Lal Aggarwal is a graduate of Ajmer University and is a qualified Company Secretary and Chartered Accountant. He has worked as a team leader, head of Finance & Account and Chief Compliance Officer continuously for more than a decade.



Mr. Vijay Kumar Gupta
Whole - time Director

Mr. Vijay Kumar Gupta (B.E., DBM) has a vast experience of 42 years in manufacturing and marketing different types of wires and cables for Government and Private sector.



Mr. Munishvar Gaur
Group President

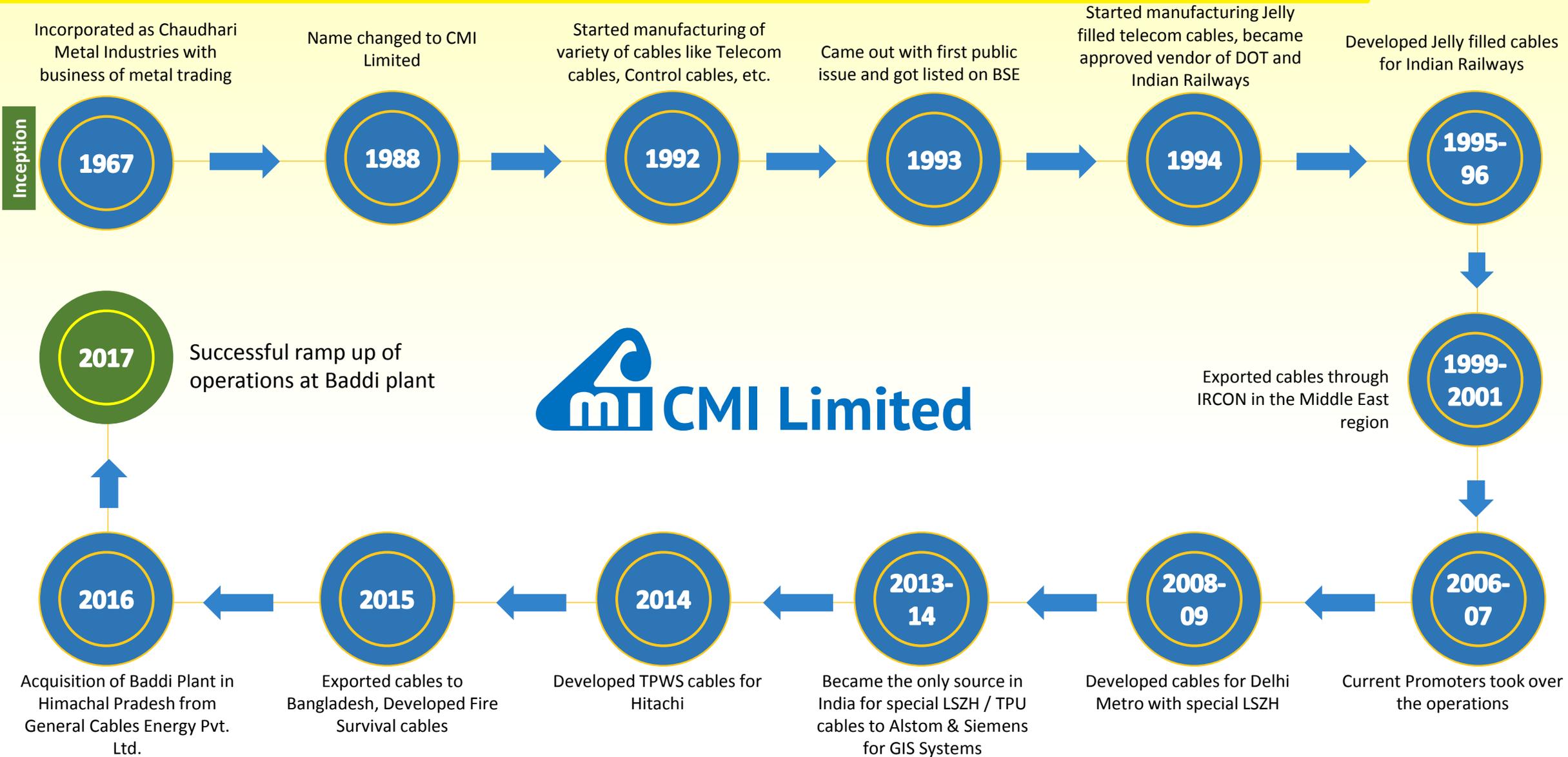
Mr. Gaur has an experience of more than three decades in leading Indian business houses of Electrical and Mechanical Industry. His areas of expertise include Research and Product Development, Quality Management, Operations Management, Project Management, and Marketing & Sales.



Mr. V. K. Maheswari
President - Works
(Faridabad)

Mr. V. K. Maheswari (Dip in Engg.) has been associated with CMI Limited for more than 30 years. Mr. Maheswari has played an instrumental role in the Company and has a rich experience in manufacturing various types of cables to national/international specifications.

GROUP HISTORY



PRODUCT PORTFOLIO



Bare Overhead Conductor

Power Generation,
Distribution and
Transmission



Extra High Voltage Power Cables

Power Generation,
Distribution and
Transmission



Medium & High Voltage Power Cables

Power Generation,
Distribution and
Transmission, Industrial,
Building Construction &
Infrastructure



Aerial Bunched Cables

Power Generation,
Distribution and
Transmission



Thermocouple Cables

Power Generation,
Distribution and
Transmission, Industrial



Fire Alarm Cables

Power Generation,
Distribution and
Transmission, Building
Construction &
Infrastructure



PCM Cables

Telecom



Low Voltage Power Cables

Power Generation,
Distribution and
Transmission, Industrial,
Building Construction &
Infrastructure



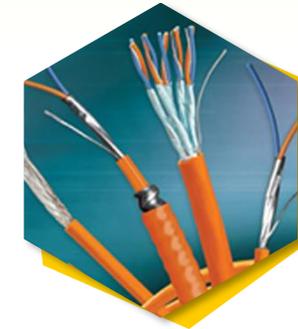
Instrumentation Cables

Power Generation,
Distribution and
Transmission



Jelly Filled Telecom Cables

Telecom



Field Bus Cables

Telecom



Profibus Cables

Telecom

PRODUCT PORTFOLIO



Railway Signalling & Power Cables

Railways and Metros



Balise Cables

Railways and Metros



Axle Counter Quad Cables

Railways and Metros



Hard Drawn Copper Contact Wires

Railways and Metros



Incorporate Indoor & Outdoor Signalling & Power Cables

Railways and Metros



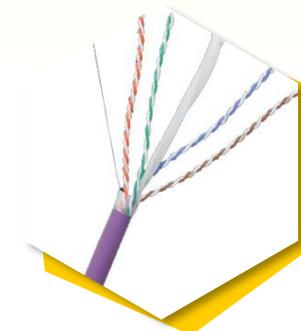
Axle Counter Cables

Railways and Metros



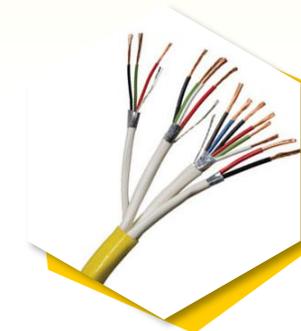
Catenary Wire

Railways and Metros



Low-Smoke Zero Halogen Cables

Railways and Metros,
Building Construction & Infra



Control Cables

Power Generation,
Distribution and
Transmission, Industrial,
Railways and Metros



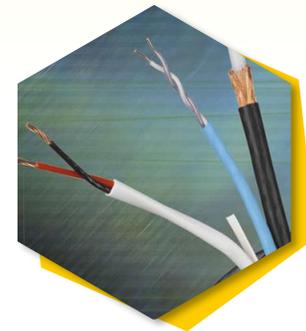
Welding Cables

Industrial



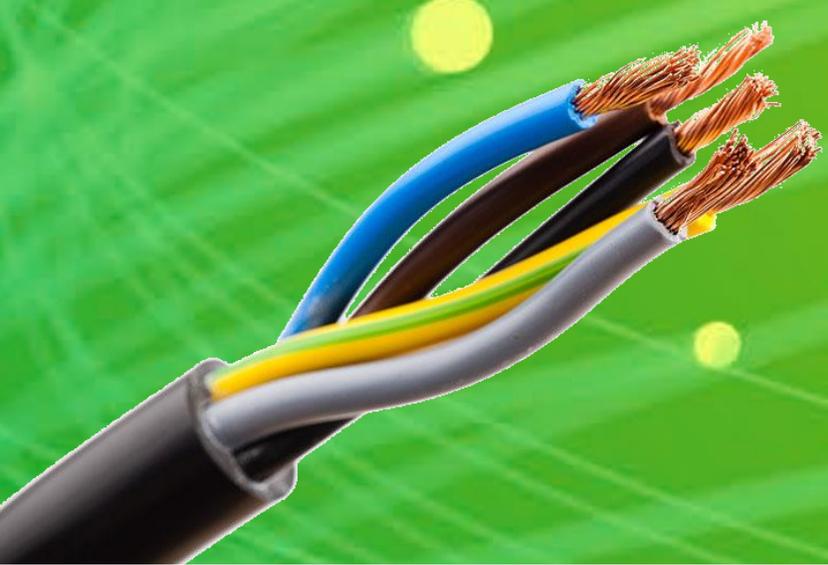
Flexible Cables

Industrial



Composite Cables

Industrial



Thank You

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