



RHI MAGNESITA

RHI Magnesita India

Investor Presentation

Q3 FY 2025



Contents



Safety



Financial Highlights



CSR



Commitment for Safety Standards

Promoting a Secure and robust work environment



External consulting firm specializing in operational health & safety helping us to achieve sustainable workplace and process safety standards

LTIF: 0.07

TRIF:0.2

**Safety
Trainings:
60,333 Hrs**





RHI MAGNESITA

Financial Highlights



Financial Highlights 9M FY25 vs 9M FY24

Demonstrating our sustainable growth & better returns ratios

Revenue from operations

₹275,653 L

↓ 3%

Operating EBITDA (%)

15%

↑ c.0.7%

Operating Cash Flow

₹ 35,907 L

↑ 325%

Profit after Tax

₹16,633 L

↑ 5%

Capex

₹ 10,315 L

↑ 89%

Earnings per share* (YTD)

₹8.1

↑ 5%

Working Capital Intensity

35%

↓ 4%

Net Debt/ EBITDA Ratio

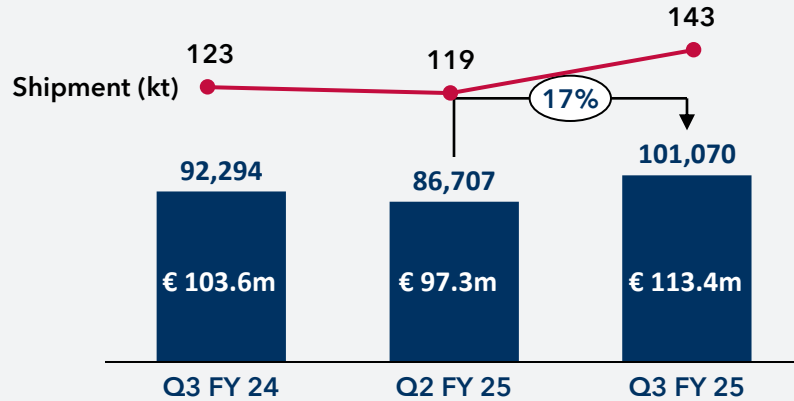
0.3x

↓ 0.4x

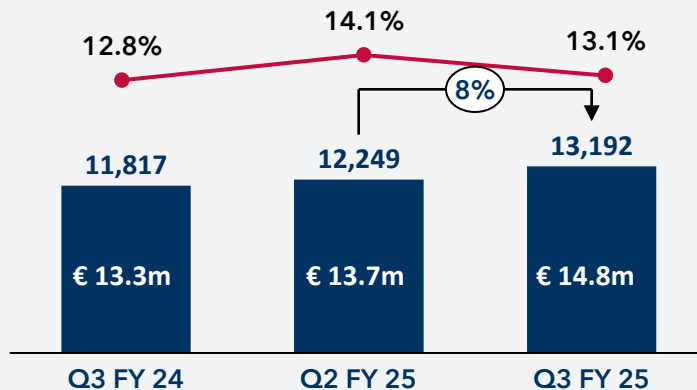
Performance Highlights of Q3

Ever-highest Quarter Revenue, surpasses ₹ 1,000 crore

Revenue from Operations (₹ Lakhs)



Operating EBITDA (₹ Lakhs)



Shipments (20% QoQ) and Revenue from operations (17% QoQ)

- Our strategic initiatives in Iron making, DRI & pellet business is yielding 7% growth
- Increase in revenue from steel by 8% despite market headwinds
 - Expanded market share particularly in ladles and furnace application in large steel plants
 - Recovery of 4PRO business due to resumption of production post customer downtime in last quarter
- Growth in Cement shipments by 7% but with increasingly competitive prices

Operating EBITDA

- Resilient margins in line with medium term expectations despite rapid increase in raw materials cost particularly alumina-based materials
- Successfully delivered two large projects in Iron making in Q3 FY 25 with order booked in Q1 FY 25 resulted in expected margin
- One-time favorable warranty provision released in Q2 FY 25

Profit and Loss Snapshot

Growth momentum with operational efficiencies driving 15% YTD EBITDA



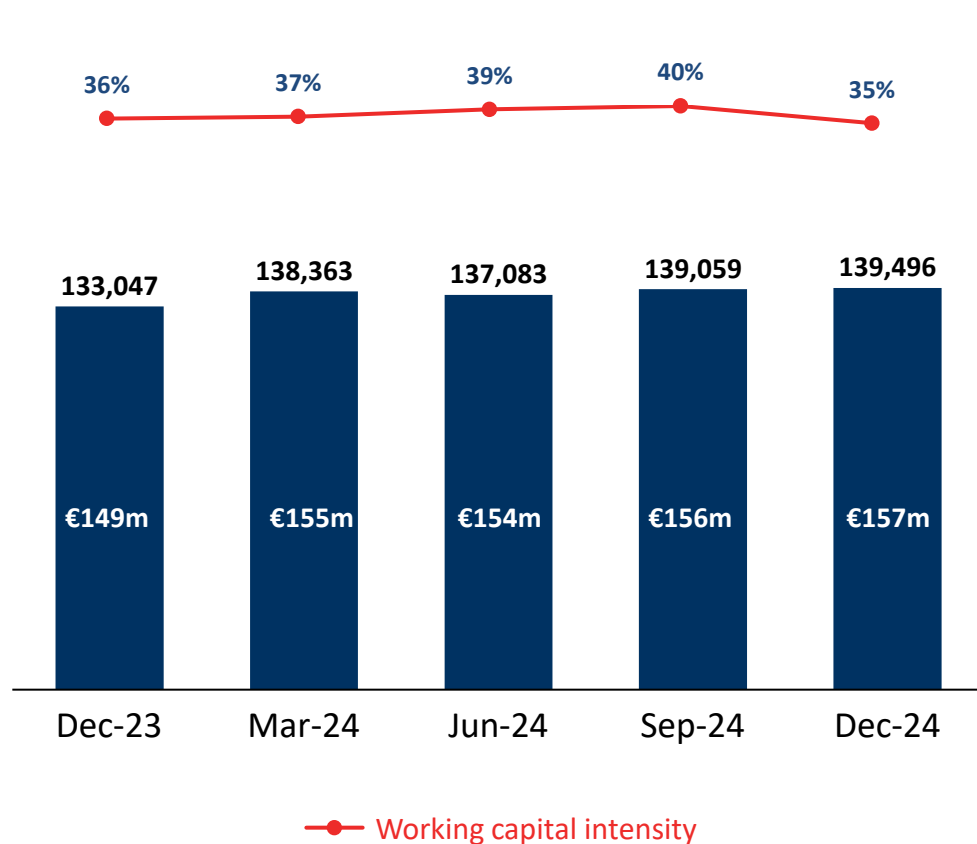
	Q3 FY 25		Q2 FY 25		9M FY25		9M FY24	
							₹ Lakhs	
Production - MT	85,998		86,187		249,961		251,940	
Shipment - MT	142,731		119,424		376,071		371,533	
Avg realisation/MT	70,812		72,604		73,298		76,381	
Income	101,748		88,246		278,171		284,459	
Revenue from operations	101,070		86,707		275,653		283,781	
Other Income	678		1,539		2,518		678	
Expenses	88,557	87.6%	75,997	87.6%	237,040	86.0%	244,017	86.0%
Material Cost	63,207	62.5%	52,452	60.5%	163,844	59.4%	169,860	59.9%
Employee Benefits expense	9,125	9.0%	9,121	10.5%	27,767	10.1%	28,105	9.9%
Other expenses	16,225	16.1%	14,424	16.6%	45,430	16.5%	46,052	16.2%
EBITDA	13,192	13.1%	12,249	14.1%	41,131	14.9%	40,442	14.3%
Depreciation	2,909	2.9%	2,826	3.3%	8,556	3.1%	7,804	2.8%
EBITA	10,282	10.2%	9,423	10.9%	32,575	11.8%	32,637	11.5%
Amortisation	2,568	2.5%	2,205	2.5%	6,770	2.5%	6,017	2.1%
EBIT	7,714	7.6%	7,218	8.3%	25,805	9.4%	26,620	9.4%
Finance Cost	1,284	1.3%	979	1.1%	3,322	1.2%	5,070	1.8%
Profit before Tax	6,430	6.4%	6,239	7.2%	22,483	8.2%	21,551	7.6%
Tax	1,676	1.7%	1,648	1.9%	5,850	2.1%	5,772	2.0%
Profit After Tax	4,754	4.7%	4,591	5.3%	16,633	6.0%	15,779	5.6%

- **Production:**
 - -0.2% vs. Q2 FY25
 - -0.8% vs. 9M FY24
- **Shipment**
 - +19.5% vs. Q2 FY25
 - +1.2% vs. 9M FY24
- **Revenue:**
 - +16.6% vs. Q2 FY25
 - -2.9% vs. 9M FY24
- **EBITDA** margin Q3 FY25 :13.1%
 - +7.7% vs Q2 FY25
 - +1.7% vs. 9M FY24
- **Amortization:** Non-cash removal of a pre-M&A legacy intangible as part of ongoing reviews of legacy systems
- **Finance Cost:** Increased due to Loss on External commercial borrowings hedge contract

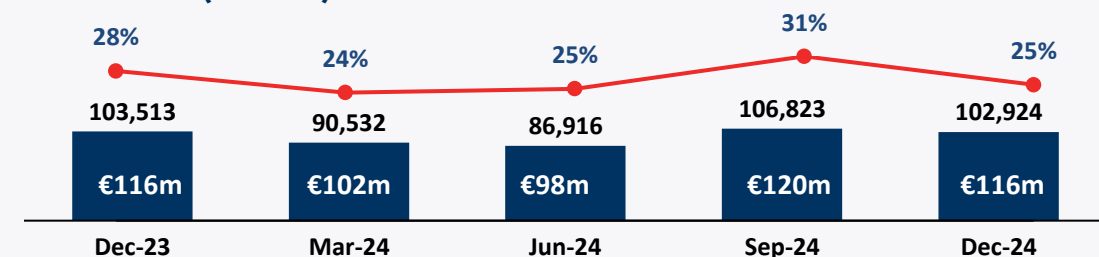
Working Capital

Improved working capital intensity driven by business focus on cashflow

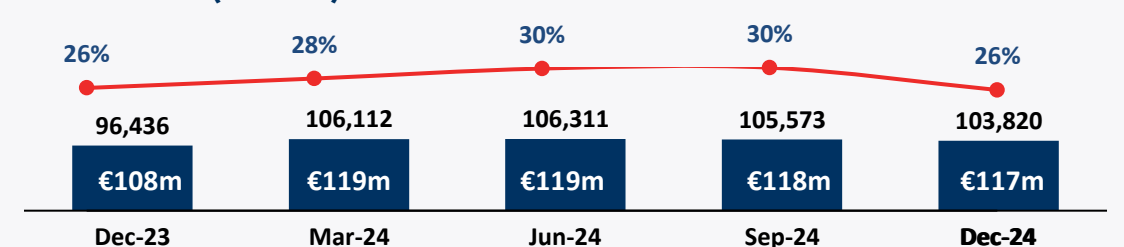
Working capital (₹Lakhs)



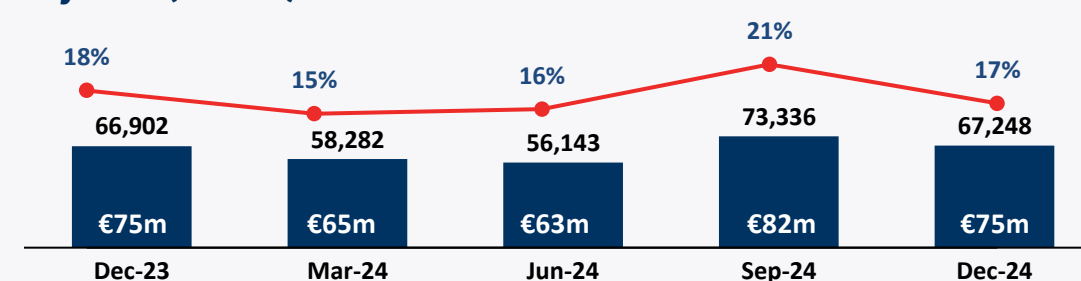
Inventories (₹Lakhs)



Receivables (₹Lakhs)¹



Payables (₹Lakhs)



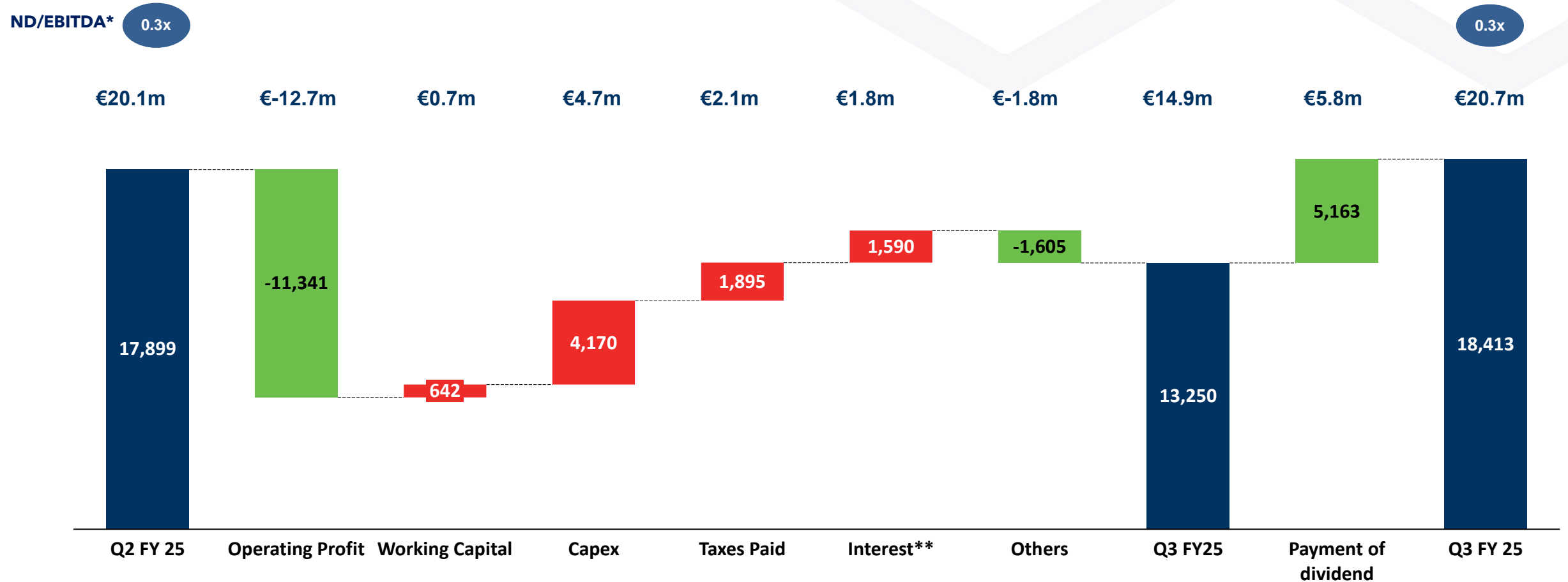
1. Receivables: Trade receivables + Contract Assets - Contract Liabilities

Net Debt Bridge

Net debt flat after payment of dividends



₹ Lakhs



*ND: Net Debt and EBITDA: Trailing 4 quarters

** Interest paid for 6 months



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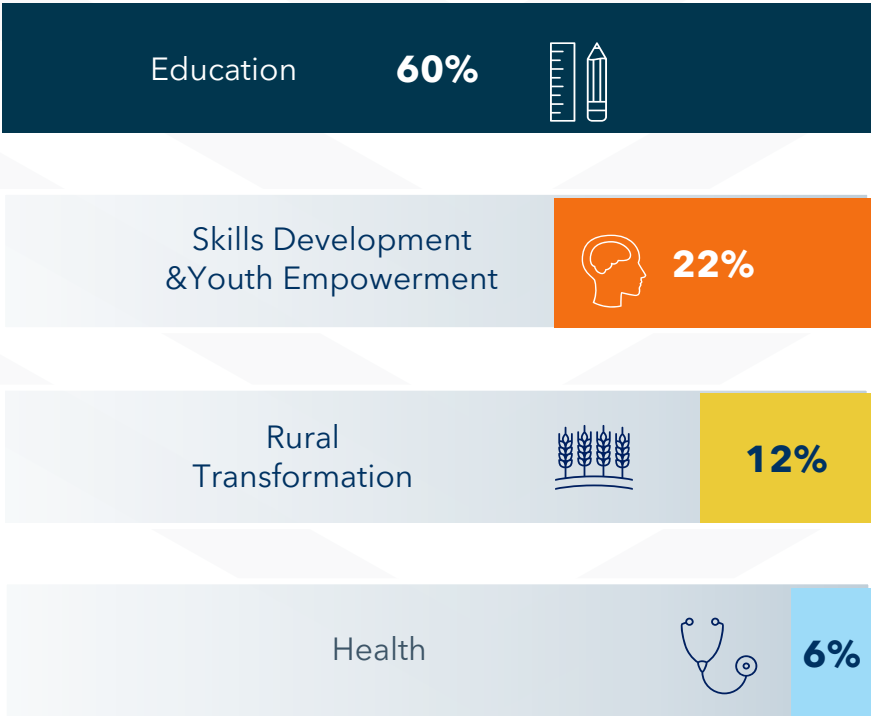
Corporate Social Responsibility



CSR Strategy

Building Stronger Communities & Brighter Futures

Focus on United Nations Sustainable Development Goals and our sustainability objectives



Maintaining schools in Bhiwadi, Dalmiapuram, Jamshedpur, and Khambhalia.



Initiated 50+ projects

Impact on 10,000+ people

Skill and Vocational Training Programs for Youth Empowerment

Centre of Excellence at ITI Chaibasa

Rural Transformation: road construction, building bus shelters, and providing drinking water facilities



Improving Health & Hygiene In rural regions of Vizag and Rajgangpur



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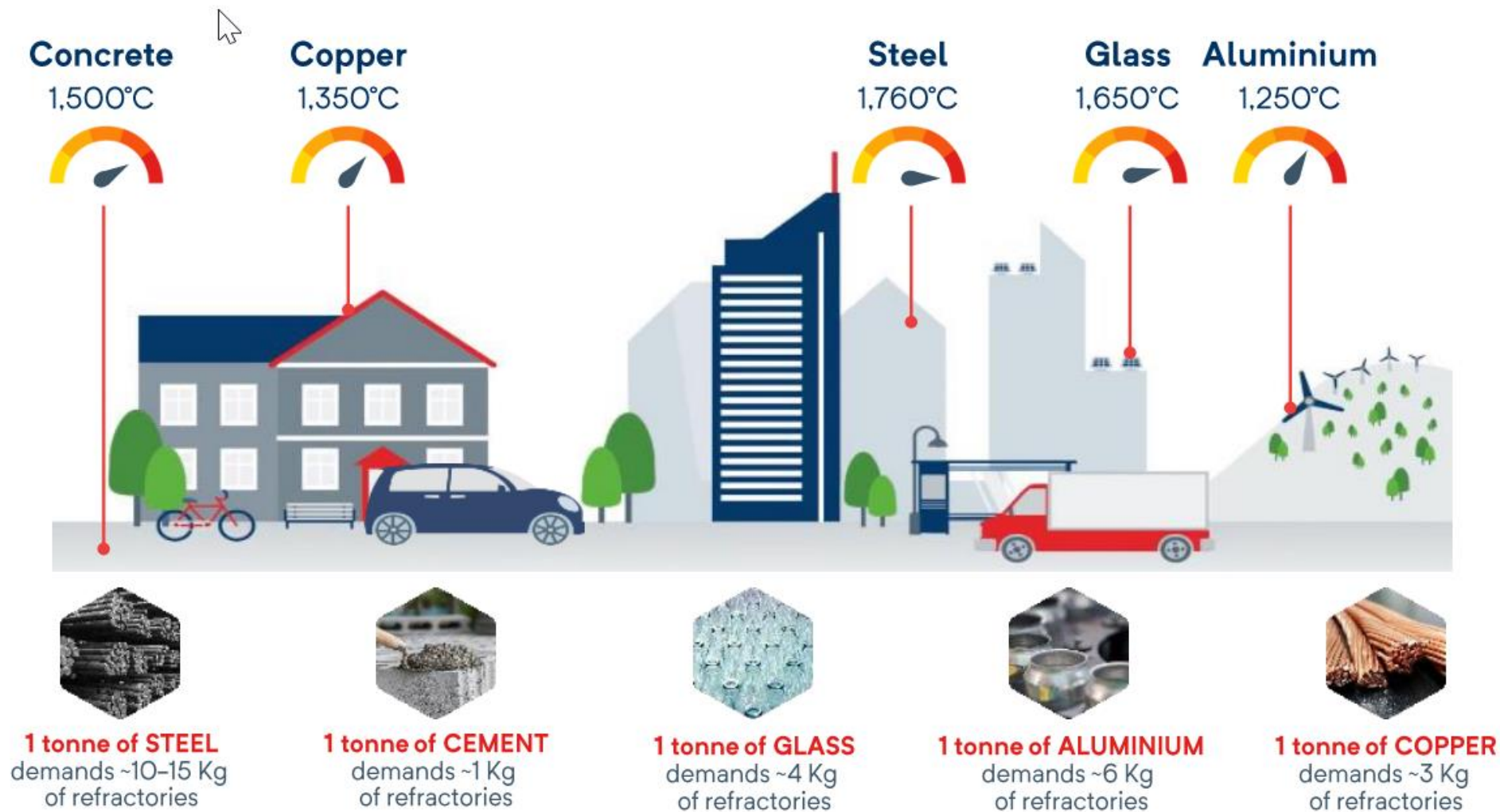
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Refractories are essential for our modern world



Financial Highlights Q3 FY25 vs Q2 FY25

Demonstrating our sustainable growth & better returns ratios

Revenue from operations

₹ 101,070 L

↑ 17%

Operating EBITDA

₹ 13,192 L

↑ 8%

Operating Cash Flow

₹ 10,699 L

↑ 17%

Profit after Tax

₹ 4,754 L

↑ 4%

Capex

₹ 4,170 L

↑ 1%

Earnings per share(Qtr)

₹2.30

↑ 4%

Working Capital Intensity

35%

↓ 14%

Net Debt/ EBITDA Ratio

0.3x

