



BMW Industries Ltd.

Date- 18.05.2025

To,
The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai- 400001
Scrip Code: 542669

To,
The Manager
Listing Department
The Calcutta Stock Exchange Limited
Lyons Range,
Kolkata – 700 001
Scrip Code: 12141- CSE

Dear Sir / Madam,

Subject: Investors Presentation on the Financial Results for the Quarter and year ended March 31, 2025

An Investors Presentation on the Financial Results for the Quarter and year ended March 31, 2025, is enclosed herewith for appropriate dissemination.

The above information is being uploaded on the website of the Company.

You are requested to take the aforesaid information on your record.

Yours faithfully,
For **BMW INDUSTRIES LIMITED**

**VIKRAM
KAPUR**
Vikram Kapur
Company Secretary

Digitally signed by VIKRAM KAPUR
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o=BMW Industries Limited, ou=BMWIL, c=IN,
email=vikram.kapur@bmwil.co.in, serial=180505, cn=Vikram Kapur,
serialNumber=95235ca9b1417f4585c8b4a765b2015844468d,
c=IN, o=BMW Industries Limited, ou=BMWIL, cn=VIKRAM KAPUR
Date: 2025.05.18 18:36:41 +05'30'

Encl: As Above



Safe Harbor Statement



This presentation may contain certain “forward-looking statements” within the meaning of applicable securities laws and regulations, which may include those describing the Company’s strategies, strategic direction, objectives, future projects and/or prospects, estimates etc. Investors are cautioned that “forward looking statements” are based on certain assumptions of future events over which the Company exercises no control. Therefore, there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to; growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various business's verticals in the Company’s portfolio, changes in Government regulations, laws, statutes, judicial pronouncement, tax regimes, and the ability to attract and retain high quality human resource.

Inside this Presentation



COMPANY SNAPSHOT	04
MANAGEMENT COMMENTARY	05
KEY HIGHLIGHTS	06
QUARTERLY HIGHLIGHTS	07 – 10
OPERATIONAL HIGHLIGHTS	11 – 12
FINANCIAL HIGHLIGHTS	13 – 15
SHAREHOLDING PATTERN	16
CONTACT DETAILS	17

BMW Industries Limited



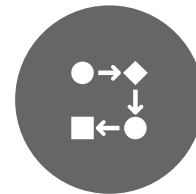
BMW Industries Limited (BMWIL), incorporated in 1981, is one of the largest **steel processing** companies in India



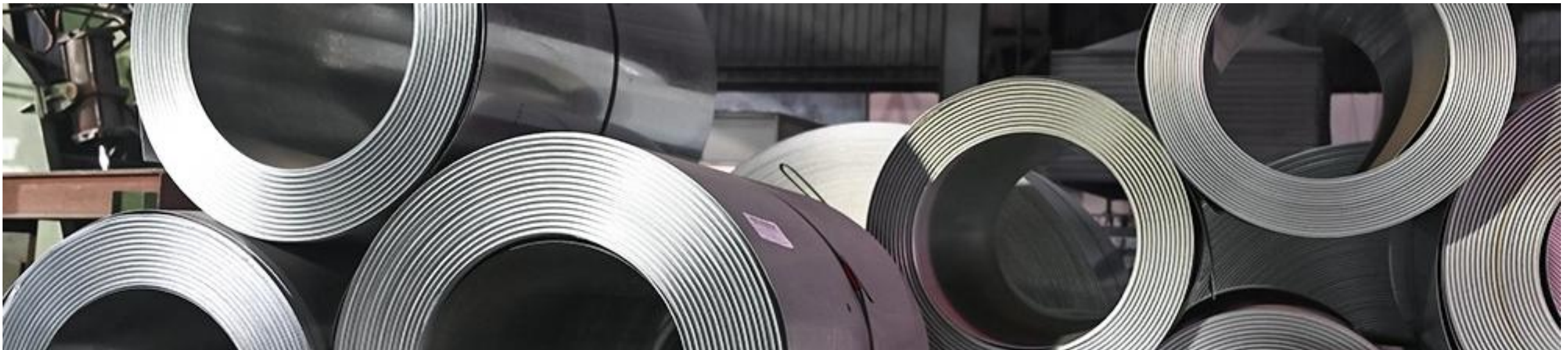
Engaged in the manufacture & processing of **HRPO Coils, CR Coils, GP Coils, GC Sheets, MS & GI pipes, TMT rebars**, etc. for marquee steel manufacturers



BMWIL strategically operates in the **value addition of semi-finished steel products**, helping steel producers value-add to supply chain



Processing both long and flat products, it operates one of the **largest merchant cold rolling and galvanizing facilities**, in the country



Management Commentary

“We are pleased to inform you that BMW Industries Ltd. has maintained steady progress in FY25. The Company reported an Operating Income of ₹ 62,862 lakhs in FY25. Profit After Tax (PAT) for the year stood at ₹ 7,505 lakhs, with a margin of 11.8%, reflecting robust growth of 17.7% compared to the previous fiscal.

We are also delighted to announce that the Board has recommended a final dividend of ₹0.43 paise per share, subject to shareholder approval.

Two key developments stand out this year, marking a critical juncture in the Company’s growth journey. The Company has renewed several contracts with long-standing customer. These contracts extend through FY29 and stand as a testament to the enduring trust placed in us by one of India’s most distinguished industrial institutions. This engagement further consolidates our position as a reliable and value-accretive partner in the steel value chain.

Concurrently, the Company has begun investments towards a Greenfield downstream steel processing complex in Bokaro, Jharkhand, focused on the ‘Coated/Plated Steel’ category. With an investment of ₹803 crore, the strategically located facility is set to commence Phase 1 operations towards the end of FY26. We are also honoured to be qualified under the PLI Scheme 1.1 of the Honourable Ministry of Steel, Government of India, for this downstream investment.

BMW Industries stands at an inflection point in its journey. Historically anchored in the value-added conversion business, the Company is now transitioning towards a diversified model, blending established processing strengths with proprietary downstream processing. This shift represents not just a broadening of our revenue streams, but a structural transformation in the way we operate and create value. We are extremely energized by the future, as the Company leverages its capabilities. While this transition may be gradual, it sets the foundation for long-term sustainable growth. We remain committed to disciplined execution, prudent capital allocation, and delivering long-term value for our stakeholders.”



Ram Gopal Bansal
Chairman

Key Highlights

- **Operating Income** at ₹ 15,714 Lacs in Q4 FY25 a YoY growth of 14.4%
- **Operating EBITDA** at ₹ 3,338 Lacs in Q4 FY25; the margin stood at 21.2%
- **PAT¹** of ₹ 1,762 Lacs in Q4; the margin stood at 10.9%
- **ROE** at 10.8 % in March 2025
- **Dividend** of ₹ 43 paise per share, subject to shareholders approval
- **Net Debt/Equity** stood at 0.16 in Mar'25
- **Net Debt/Operating EBITDA** stood at 0.82 in Mar'25

Note:

1. PAT attributable to the owners of the company



Key Highlights (1/4)



₹ Lacs

	Operating Income	Operating EBITDA	PBT	PAT
Q4 FY25	15,714	3,338	2,320	1,762
Growth (YOY)	14.4%	(14.4%)	(6.6%)	(7.4%)
Growth (QOQ)	6.5%	(7.5%)	4.2%	2.3%
Margin (%) ²		21.2%	14.4%	10.9%
Margin –YoY Expansion/(Contraction)		(716 bps)	(370 bps)	(293 bps)
FY25	62,862	14,709	9,979	7,505
Growth (YOY)	5.1%	(6.4%) ¹	15.6%	17.7%
Margin (%) ²		23.4%	15.6%	11.8%
Margin –YoY Expansion/(Contraction)		(286 bps)	130 bps	117 bps
EPS				3.33

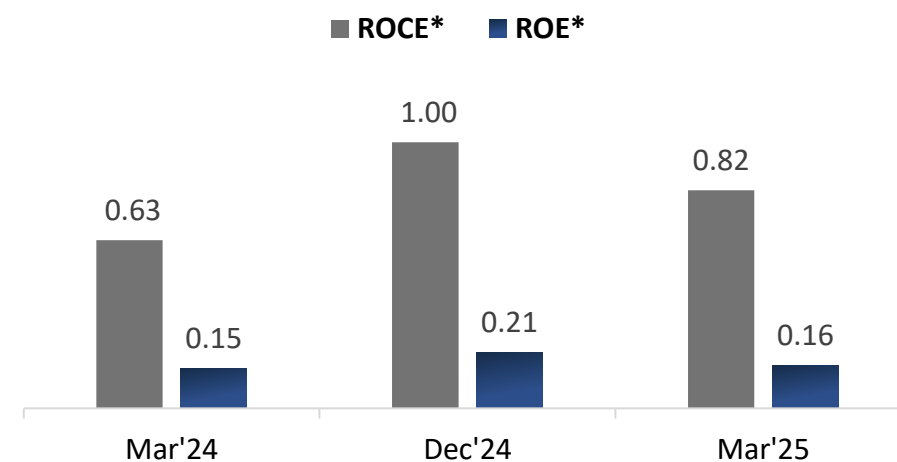
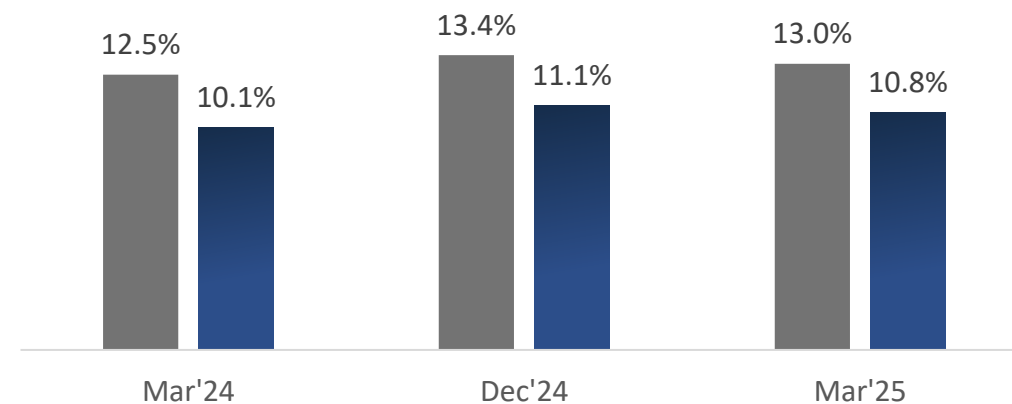
Note:
1. FY24 Operating EBITDA calculated after adjustment for One time Customer Debit
2. Gross Profit & Operating EBITDA Margins calculated on Operating Income

Quarterly Highlights (2/4)



₹ Lacs

Particulars	31-Mar-24	31-Dec-24	31-Mar-25
Net Worth	66,247	71,482	73,267
Net Debt ⁴	9,937	15,101	12,077
Net Fixed Assets	58,300	65,226	67,342
Net Current Assets ¹	9,648	9,086	10,996
Total Assets	87,994	1,03,540	1,01,555
Fixed Asset Turnover ²	1.13	1.02	1.00
Capital Employed Turnover ²	0.71	0.71	0.72
Cash Conversion Cycle ³	96	68	56



Note:

1. Net Current Assets exclude Cash & Cash Equivalents & Current Investments; 2: Annualized; 3: Cash Conversion Cycle calculated on Operating Income

* ROCE calculated on Average Capital Employed, ROE calculated on Average Shareholders' Equity; 4. Net Debt = Total borrowings + Lease Liabilities - Cash and Cash Equivalents – Current Investments

Quarterly Highlights (3/4)

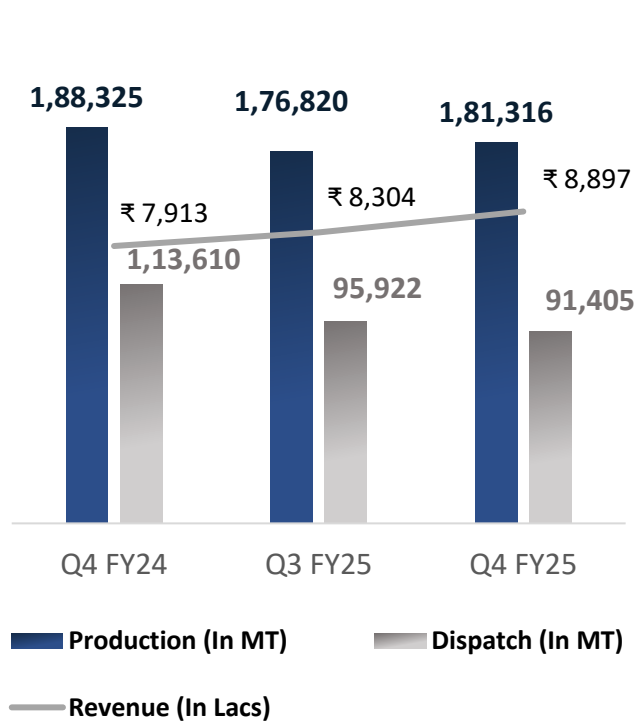


₹ Lacs

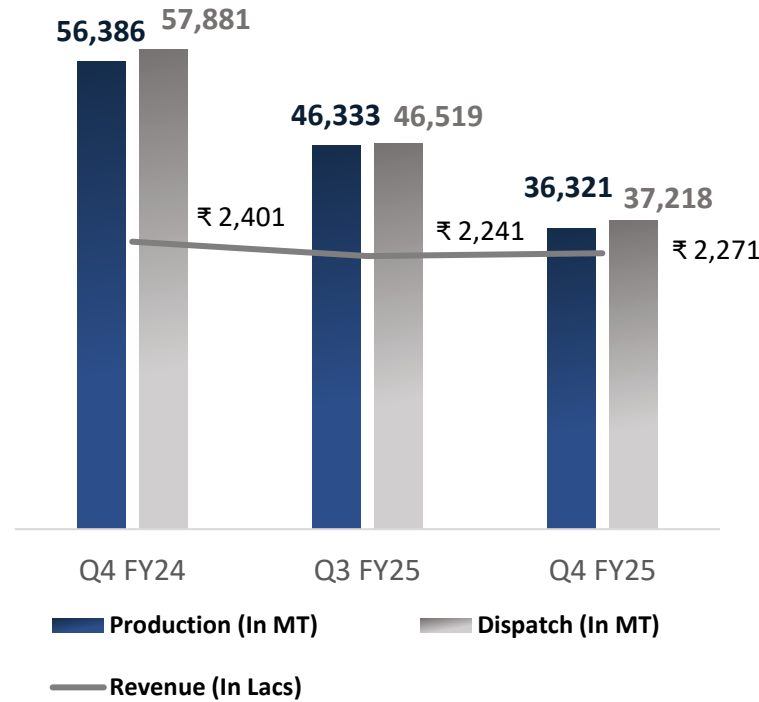
Revenue Breakup)	Q4 FY25	Q4 FY24	YoY Change	Q3 FY25	QoQ Change	FY25	FY24	YoY Change
CRM Complex	8,897	7,913	12.4%	8,304	7.1%	37,367	38,911	(4.0%)
Rolling Mill (TMT Bars)	2,271	2,401	(5.4%)	2,241	1.4%	10,508	9,399	11.8%
Pipes and Tubes	2,411	1,389	73.6%	1,659	45.3%	7,296	4,929	48.0%
Logistics	612	1,484	(58.8%)	1,173	(47.8%)	3,844	4,683	(17.9%)
Others	1,522	544	179.8%	1,383	10.1%	3,847	1,897	102.8%
Total	15,713	13,731	14.4%	14,759	6.5%	62,862	59,819	5.1%

Quarterly Highlights (4/4)

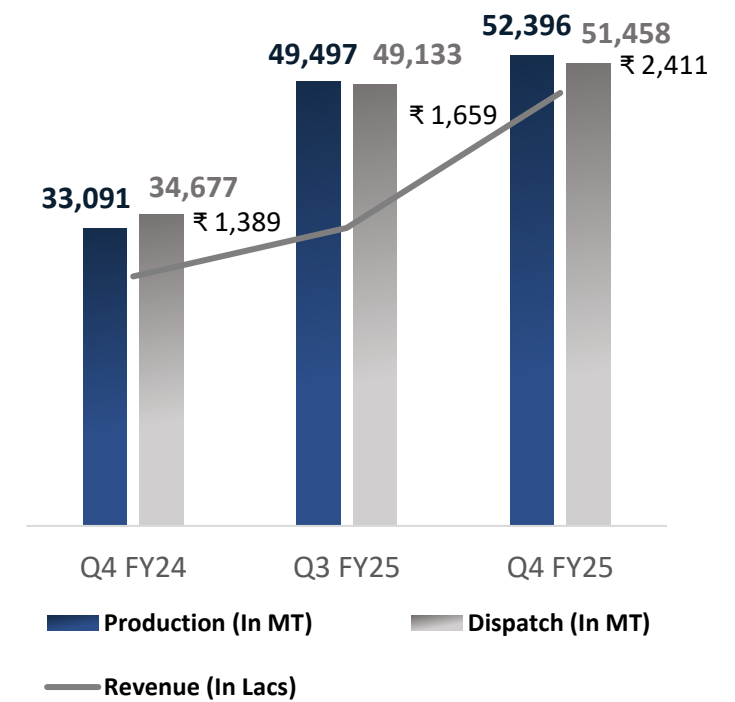
CRM Complex



Rolling Mill (TMT) ¹



Pipes and Tubes



Note:

1. Rolling Mill (TMT) data excludes Dispatch and Revenue for Bansal Super TMT Rebars
2. Exited the contract for one small Rolling Mill and its under decommissioning

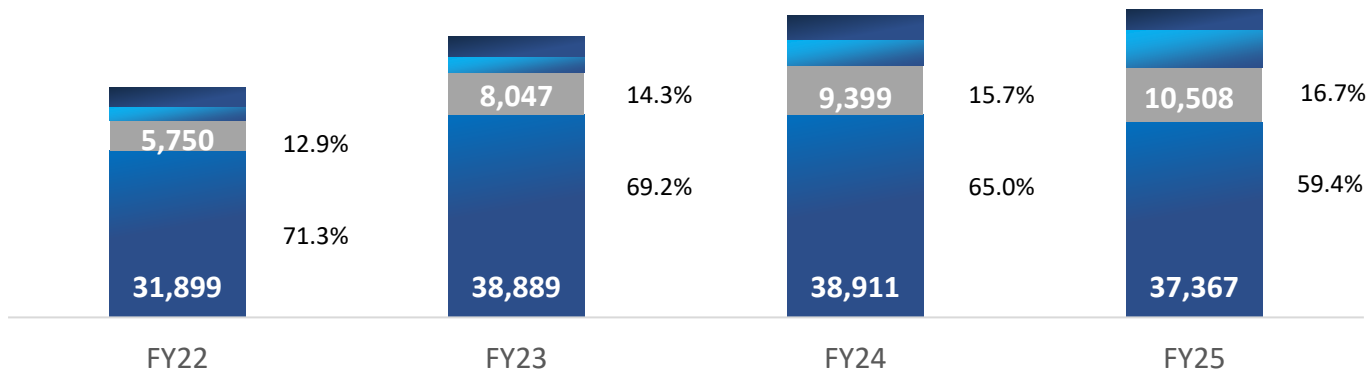
Operational Highlights



Operational Update

Particulars*	Installed Capacity (MT)	Actual Production (MT)	Annualized Utilization
CRM Complex	10,14,000	7,66,113	75.6%
Rolling Mill (TMT Bars)	1,80,000	1,63,199	90.7%
Rolling Mill (TMT Bars) ¹	1,20,000	22,946	N/A ¹
Pipes & Tubes ²	5,34,000	1,77,485	33.2%

Revenue by Business Verticals



Note: *Capacity & Production as on Mar'25

1: Exited the contract for one small Rolling Mill and it's under decommissioning; *this Row will not be indicated in Investor Presentations going forward*

2: Capacity increased from 2,04,000 to 5,34,000 in the current year

Financial Highlights



Quarterly Profit & Loss Summary



₹ Lacs

Particulars	Q4 FY25	Q4 FY24	YoY Change	Q3 FY25	QoQ Change	FY25	FY24	YoY Change
Operating Income	15,714	13,731	14.4%	14,759	6.5%	62,862	59,819	5.1%
Operating EBITDA	3,338	3,900	(14.4%)	3,610	(7.5%)	14,709	15,706 ¹	(6.4%)
Op. EBITDA Margin (%)	21.2%	28.4%	(716 bps)	24.5%	(321 bps)	23.4%	26.3%	(286 bps)
Other Income	438	23	1,822%	121	262.7%	1,007	429	134.8%
Finance Costs	140	412	(65.9%)	439	(68.0%)	1,326	1,979	(33.0%)
Depreciation	1,316	1,027	28.1%	1,066	23.5%	4,410	4,452	(0.9%)
One-time Customer Debit	-	-	-	-	-	-	1,073	-
PAT ²	1,762	1,903	(7.4%)	1,723	2.3%	7,505	6,375	17.7%
PAT Margin (%)	10.9%	13.8%	(293 bps)	11.6%	(67 bps)	11.8%	10.6%	117 bps
EPS (₹)	0.78	0.84	(7.0%)	0.76	2.8%	3.33	2.83	17.3%

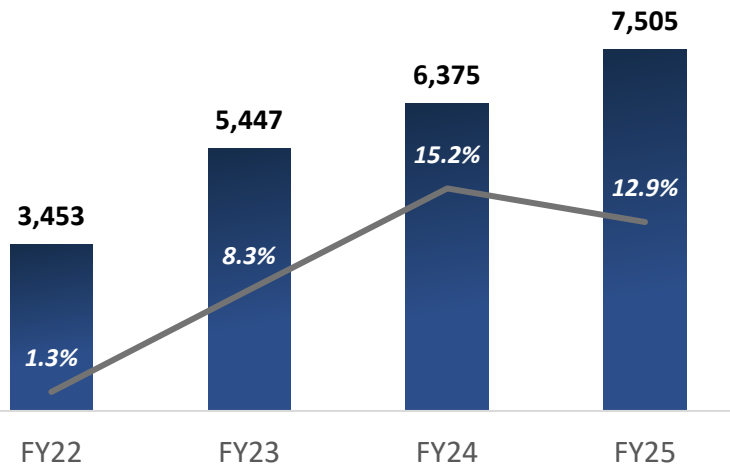
Note:

1. One time Customer Debit excluded from Operating EBITDA calculation
2. PAT attributable to the owners of the company

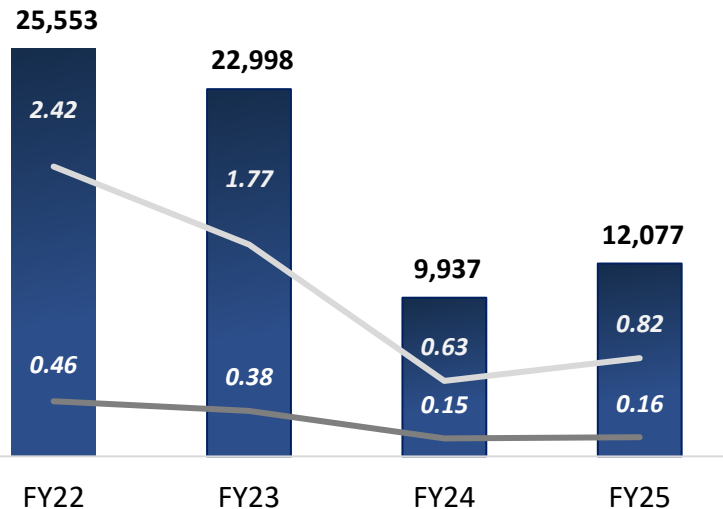
Strong & Stable Cashflows

- The company has strong and consistent operating cash flow.
- Due to strong Cashflow from Operations, Net Debt/Equity is at a very comfortable level of 0.16
- Judicious deployment of capital has enabled the company to consistently **improve its Fixed Asset Turnover Ratio** from 0.94 in FY22 to 1.0 in FY25
- The company has adopted a dividend payout policy wherein it will maintain **Dividend Payout Ratio of 15-20%** of its annual PAT

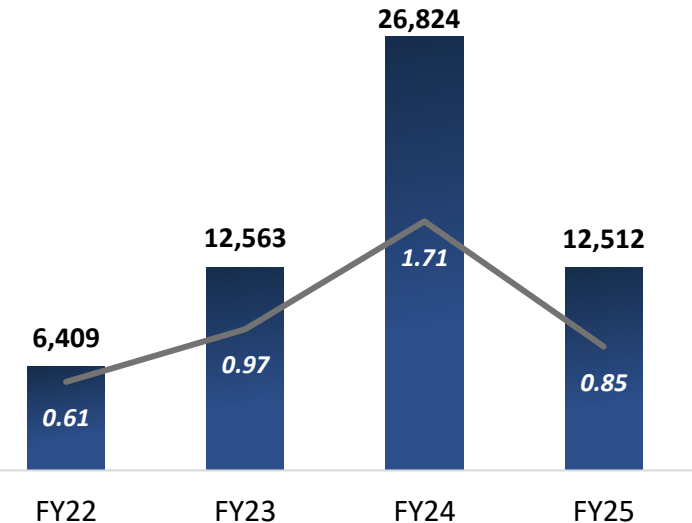
PAT & DIVIDEND PAYOUT



NET DEBT METRICS



NCOA METRICS



■ PAT

— Dividend Payout %

■ Net Debt

— Net Debt/ Equity

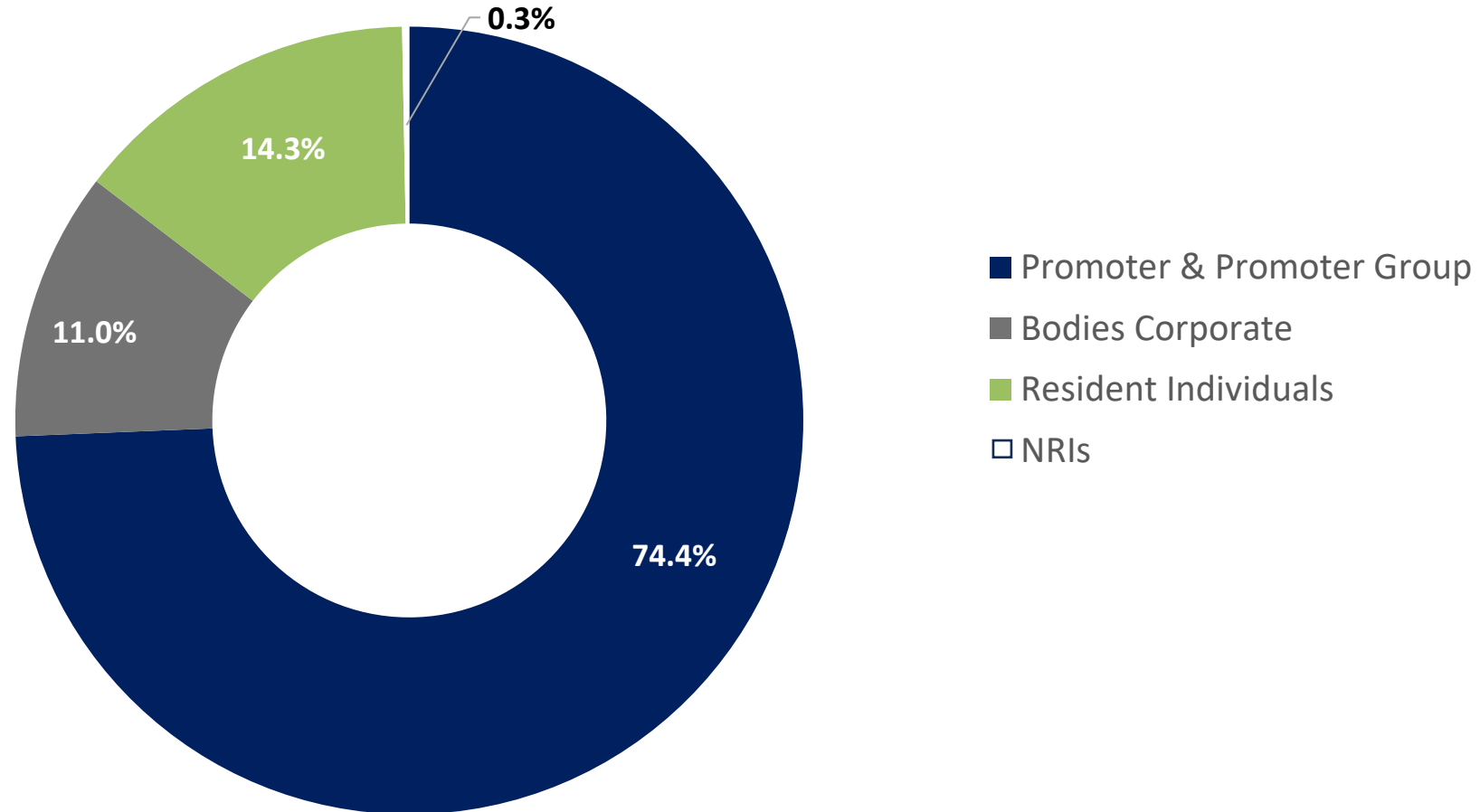
— Net Debt/ Operating EBITDA

■ NCOA

— NCOA/Operating EBITDA

Shareholding Pattern

As on 31st March 2025



Thank You

For further details please contact:



**Chief Financial Officer and
Company Secretary & Compliance Officer**

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Investor Relations Advisor

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