



BMW Industries Ltd.

Date- 08/02/2023

To
Listing Department
Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata- 700001

Scrip Code- 12141- CSE

The General Manager
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Tower
Dalal Street, Mumbai- 400001
Scrip Code- 542669

Sub: Press Release on the financial performance of the Company

Dear Sir,

We are forwarding herewith Press Release on the financial performance of the Company for the quarter and nine months ended 31st December 2022.

Kindly take the same on record

Thanking you,

Yours faithfully,
For BMW Industries Limited

VIKRAM
KAPUR

Digitally signed by
VIKRAM KAPUR
Date: 2023.02.08
20:01:13 +05'30'

(Vikram Kapur)
Company Secretary & Compliance Officer
CS Membership No.:A9812

Enclosed : As above.

BMW Industries Reports Stellar Q3 & 9M FY23 Financial Results

Total Income at Rs. 433 crores in 9MFY23, a growth of 28% YoY

PAT at Rs. 38 crores in 9MFY23, a growth of 30% YoY

Kolkata, West Bengal, 08 February 2023: BMW Industries Limited (BSE: 542669) (herein referred to as "BMWIL"), engaged in the manufacturing of HRPO Coils, CR Coils, GP Coils, GC Sheets, MS and GI pipes, TMT rebars, etc, and processing the same for various marquee steel players in India, today announced financial results for the quarter and nine months ended 31st December 2022.

Key Financial Highlights (Consolidated):

Particulars (Rs Cr)	Q3FY23	Q3FY22	YoY	Q2FY23	QoQ	9MFY23	9MFY22	YoY
Total Income	143	118	21%	151	(5%)	433	339	28%
EBITDA	42	30	42%	34	23%	106	92	16%
EBITDA Margin (%)	29.5%	25.1%	442 bps	22.7%	678 bps	24.6%	27.0%	(241 bps)
PAT	17	8	110%	12	40%	38	30	30%
PAT Margin (%)	12.1%	7.0%	515 bps	8.2%	392 bps	8.9%	8.7%	13 bps

- **Total Income:**

- In Q3FY23 at **Rs. 143 Cr** as compared to Rs. 118 Cr in Q3FY22; a growth of 21%
- In 9MFY23 at **Rs. 433 Cr** as compared to Rs. 339 Cr in 9MFY22, a growth of 28% YoY

- **EBITDA:**

- In Q3FY23 was at **Rs. 42 Cr** compared to Rs. 30 Cr in Q3FY22, a robust growth of 42% YoY
- In 9MFY23 was at **Rs. 106 Cr** compared to Rs. 92 Cr in 9MFY22, a growth of 16% YoY

- **PAT:**

- In Q3FY23 stood at **Rs. 17 Cr** compared to Rs. 8 Cr in Q3FY22, a stellar growth of 110% YoY
- In 9MFY23 was at **Rs. 38 Cr** compared to Rs. 30 Cr in 9MFY22; a growth of 30% YoY

BMW Industries Limited

Press Release



Commenting on Q3 & 9M FY23 performance, Mr. R. G. Bansal, Chairman and Executive Director of BMWIL said,

Financials:- “We are proud to announce that BMWIL continued marching towards its growth trajectory by reporting a stellar performance during the nine months period of the current financial year. This was due to the improved revenue mix and efficient operational capabilities which allowed us to achieve a significant improvement in profitability.

Operational:- The company successfully dispatched its first batch of TMT rebars for Tata Steel (NINL) during the quarter against the long-term contract entered in the first half of the current financial year. We at BMWIL are constantly improving our operational efficiencies through the implementation of various measures, as a result of which our Manifit unit, which began operations in April'22, has successfully crossed a landmark production of 1,00,000 MT. The above business line will contribute an incremental revenue of Rs. 100 crores per year with healthy margins. Furthermore, the company has secured long-term orders, which assists us in creating a robust order book while providing us with strong revenue visibility in the future.

New Contract:- BMWIL has signed a prestigious agreement with Tata Steel for the conversion of MS Pipes for its Howrah NH6 facility which is likely to start its trial run in March'23. This contract will comprise the conversion of 40,000 tonnes of MS Pipes, with a potential conversion revenue of Rs.15 crores during the contract period of nine months till November 2023 with a clause of renewal thereafter.

Sustainability:- By applying numerous kaizens, the organization is constantly seeking to improve its safety procedures. The company has received the best safety ratings. Along with worker safety, the corporation has taken an environmental safety commitment by installing solar energy at its facilities, which will minimize expenses and reduce carbon emissions.

Going forward, the commencement of new facilities and greater utilization of existing capacity will provide operating leverage to maintain overall profitability.”

About BMW Industries Limited:

BMW Industries Limited is one of the leading manufacturing company in the steel sector engaged in the Manufacturing of HRPO Coils, CR Coils, GP Coils, GC Sheets, MS and GI pipes, TMT rebars, etc, and Processing the same for various marquee steel players in India. Incorporated in 1981, the Company is located in Eastern Region with its registered office in Kolkata, West Bengal. The Company has units both in West Bengal and Jharkhand and has a joint venture with SAIL (Steel Authority of India Limited) and has been processing for Tata Steel (TSL) for more than 30 years. Over this period, BMWIL has developed capabilities to become a trusted partner of choice for its customers. BMWIL is strategically positioned in a value chain that gives cushion during steel cycles.

Contact Us:

BMW Industries Limited

Abhishek Agarwal, CFO
Investorrelations@bmwil.co.in

Ernst & Young LLP

Abhishek Bhatt: abhishek.bhatt3@in.ey.com
Vikash Verma: vikash.verma1@in.ey.com

Disclaimer:

Certain statements in this document that are not historical facts are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions,

CIN L51109WB1981PLC034212

BMW Industries Limited

Press Release



local, political, or economic developments, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. BMW Industries will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.