



SOMI CONVEYOR BELTINGS LTD.

Somi Conveyor Beltings Limited

Investor Presentation





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3. Industry Overview

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6. Way Ahead

Company Overview

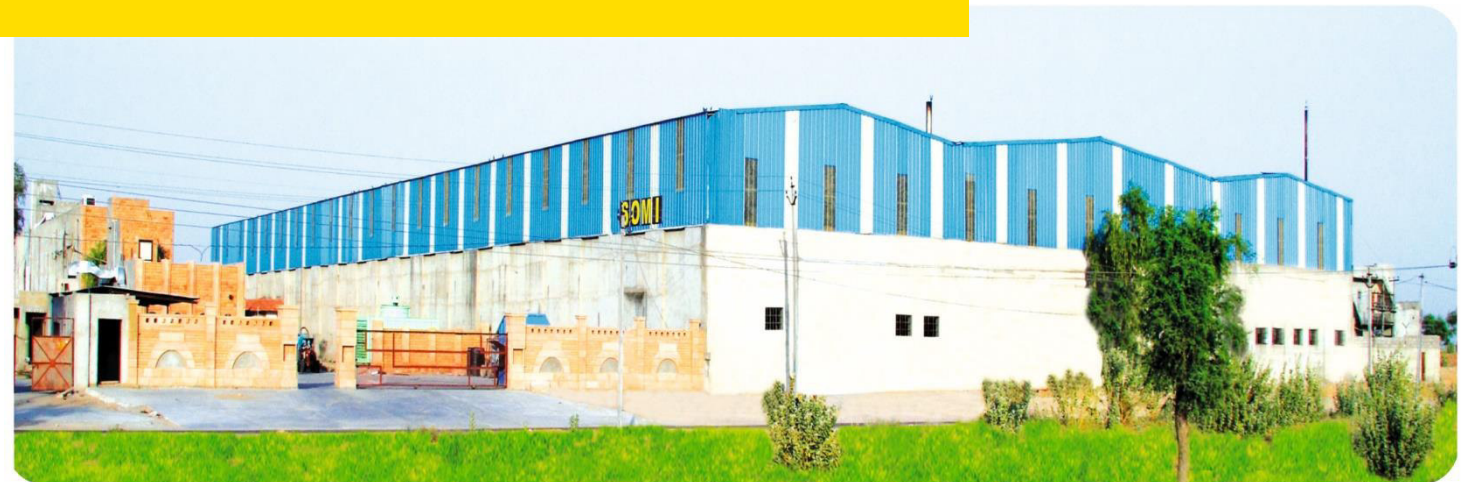




Established in 2000, Somi Conveyor Beltings Limited (SCBL, The Company) is one of the leading manufacturers specializing in rubber and steel-based industrial conveyor belts. With two state-of-the-art manufacturing facilities located in Jodhpur, India, SCBL boasts a production capacity of 1.2 million meters annually.

Leveraging cutting-edge technology, including fully automated and computerized machinery driven by PLC technology, the company ensures precision and efficiency in its manufacturing processes. SCBL's product range includes world-class conveyor belts under the brand name "Somiflex". Committed to quality, SCBL maintains the highest standards of performance, durability, and reliability, continuously innovating to meet evolving customer demands while upholding rigorous quality control measures at every stage.

SCBL is among India's top ten domestic conveyor belting players. The company offers a comprehensive range of conveyor belts, including the next-generation Somiflex series, designed to meet the diverse needs of industries.





Mr. Vimal Bhansali

- **Mr. Vimal Bhansali, a seasoned leader, possesses over two decades of experience in SOMI Conveyor Beltings Limited.**
- **He has played a pivotal role in expanding SCBL's operations, leading to its recognition as a pioneer in conveyor belting manufacturing.**
- **Under his leadership, SCBL has achieved ISO 9001 & 2015 certification and listing on NSE/BSE.**
- **Mr. Bhansali has introduced innovative technologies, including Low Rolling Resistance (LRR) and Aramid Beltings, enhancing product quality and market competitiveness.**
- **His strategic financial management has enabled SCBL to secure better credit facilities, driving sales growth and profitability.**
- **Committed to social responsibility, he actively participates in charitable initiatives and corporate social responsibility projects.**
- **Recognized with prestigious awards like the Business Excellence Award from the Institute of Economic Studies and the Rajasthan Udyog Ratna Award in 2021.**
- **Mr. Vimal Bhansali epitomizes effective leadership, creativity, and adaptability, making him the ideal nominee for this distinguished honor.**



12 Lakhs Meters PA
Installed capacity



2
Manufacturing Plants



Caters to
Various Industries



Own Brand
Somiflex



FY24
ROE 6.62%
ROCE 10.14%



FY24
Revenue ₹ 102.11 Cr
EBITDA ₹ 8.75 Cr
Net Profit ₹ 4.55 Cr



Company incorporated.

2000

Commencement of trial production at Sangaria Industrial Area, Jodhpur; commercial production starts in February 2002.

2001

Launch of SOMIFLEX special utility belts "SEHR-36" and "TIGER-M-27."

2003

2004

Production capacity increased by 100% with the installation of a new production line; ISO 9001:2000 Certification obtained for Quality Management System.

Supply of Rubber Conveyor Belts to Andhra Pradesh Power Corporation Limited for the first time.

2005

2006

Supply of Rubber Conveyor Belts to Karnataka Power Corporation Limited for the first time.

Listing on the Bombay Stock Exchange; new manufacturing unit set up at Tanawara with expanded capacity.

2008

2007

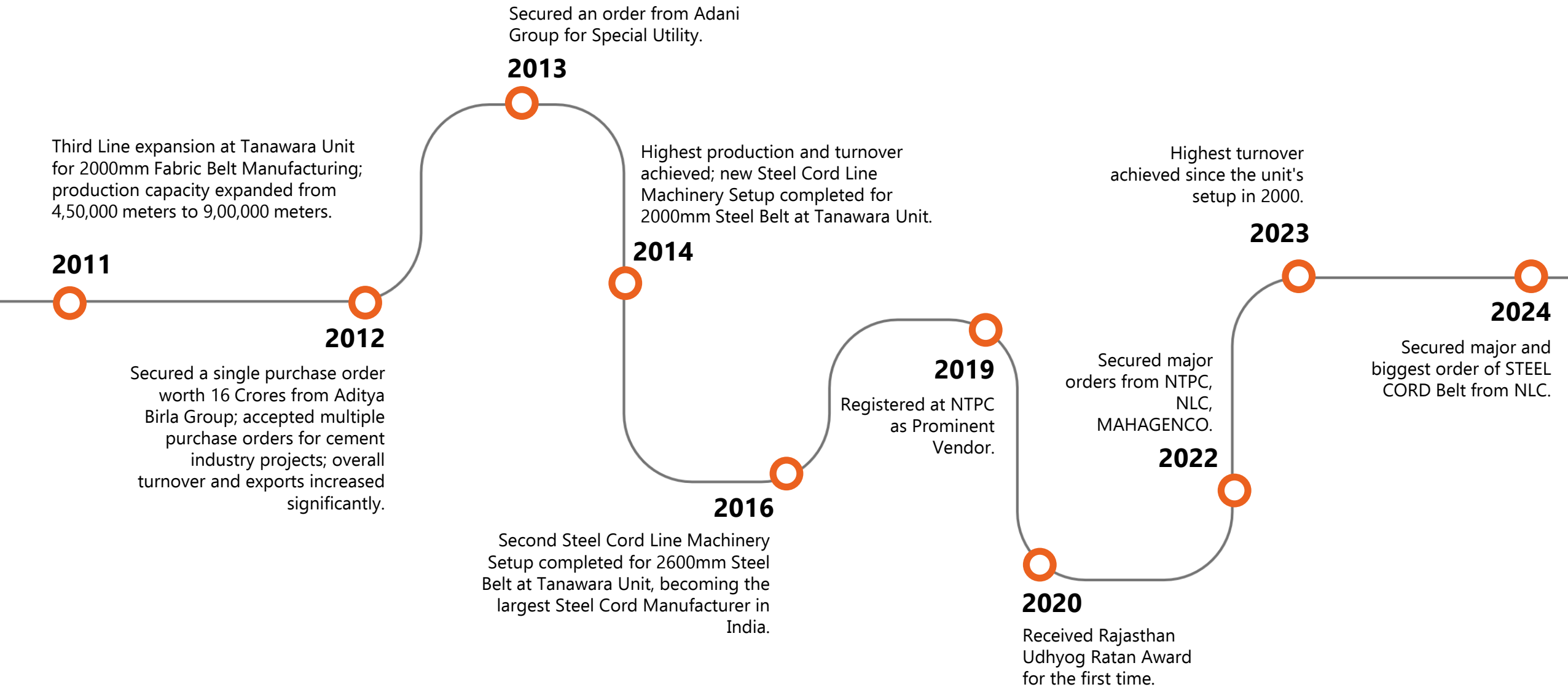
Secured orders from South Eastern Coal Fields Limited and Western Coal Fields Limited, subsidiaries of Coal India Limited.

2009

Installation of Two roto curing machines; diversification into manufacturing rubber sheets for various applications.

2010

Second Line expansion at Tanawara Unit, becoming the largest Conveyor Belting Manufacturing Unit in India.

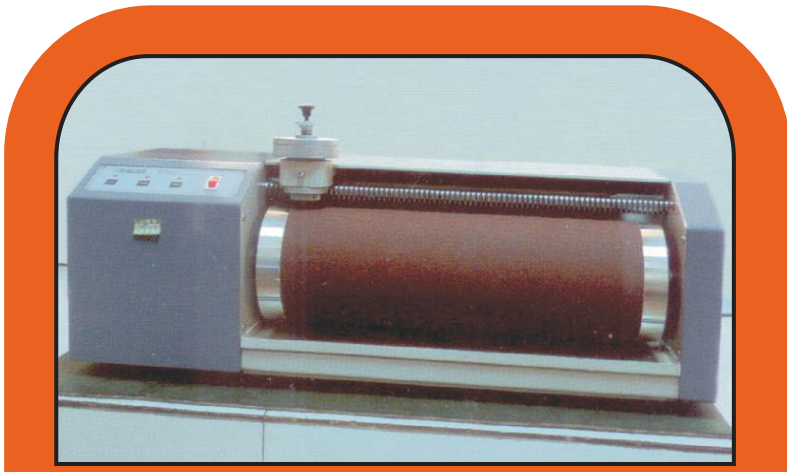


State-of-the-Art Facilities

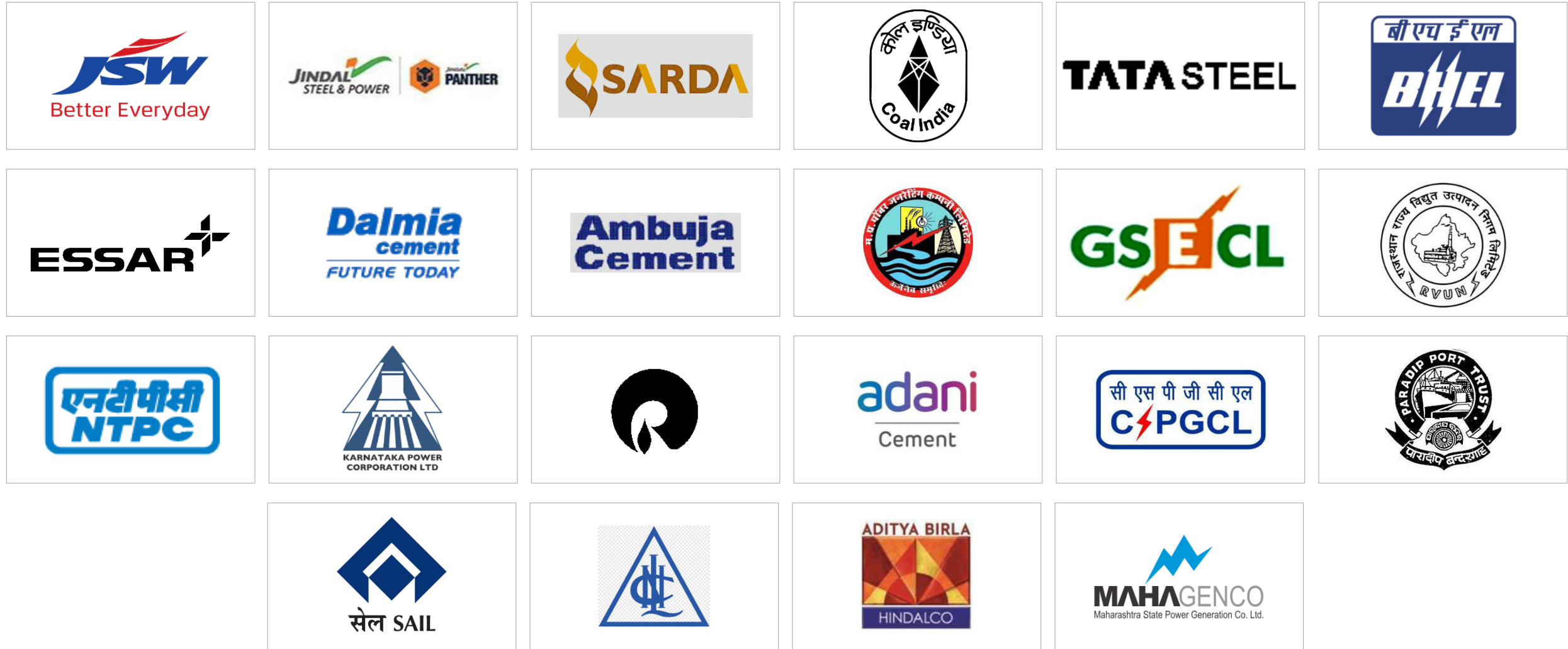




At Somi Conveyor Beltings Ltd., customer satisfaction is paramount, and they excel in developing tailor-made products to meet each client's specific requirements. Their extensive expertise underpins this capability, enabling them to consistently deliver high-quality goods and services. At the heart of their operations lies a robust quality management system, aligned with international standards, which permeates every aspect of their various facilities.



Clientele Overview



Business Overview





General Purpose Conveyor Belts M24 Grade



Heat Resistant Conveyor Belts



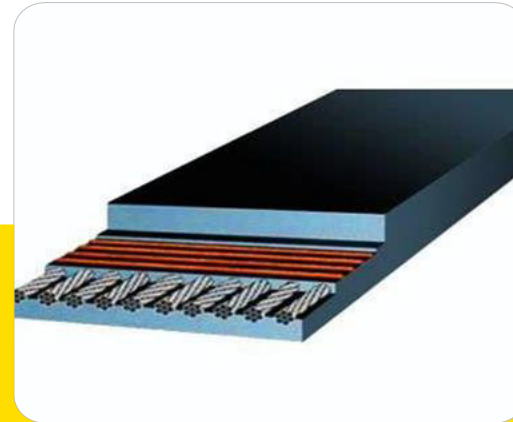
Fire Resistant Conveyor Belts



Oil Resistant Conveyor Belts



Special Purpose Conveyor Belts



Steel Conveyor Belts



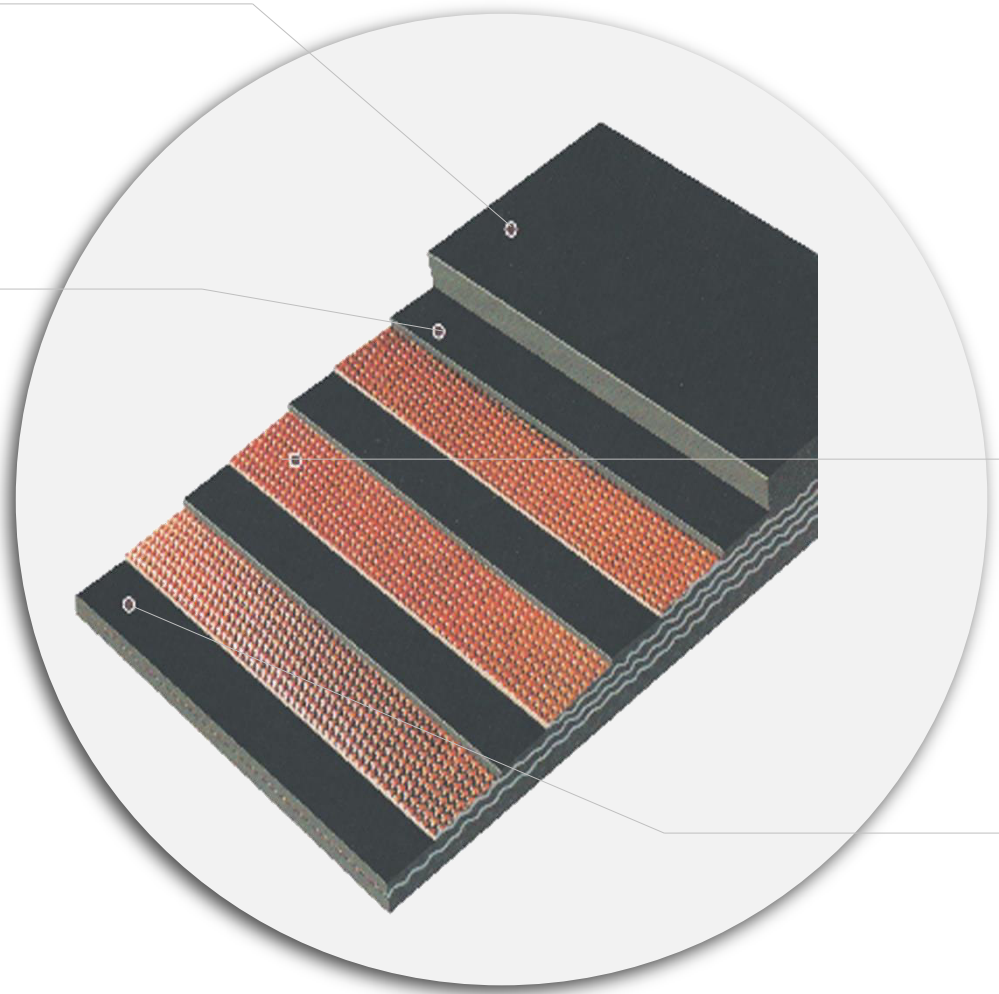


Top Cover ←

Skim Coat ←

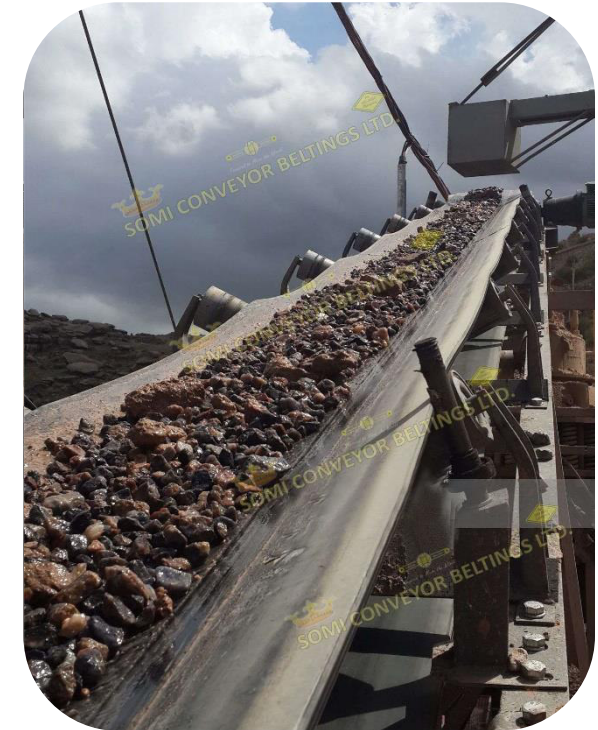
→ **Carcass**

→ **Bottom Cover**





The M-24 grade conveyor belt by SCBL is renowned for its durability and strength, making it a go-to choice for heavy-duty applications across industries like mining, construction, and cement plants. Made of synthetic rubber with fabric reinforcement, it boasts high tensile strength and excellent abrasion resistance.





Heat resistant conveyor belts are engineered to excel in challenging high-temperature environments, ensuring uninterrupted material transportation even in extreme conditions. Withstanding temperatures up to 120°C, these belts maintain exceptional performance and durability, minimizing downtime and maintenance expenses. Industries like steel, cement, and foundries heavily rely on them to handle hot materials efficiently over extended distances, making them indispensable for continuous bulk material conveying in extreme heat scenarios.





Fire-resistant conveyor belts are essential for safety, effectively mitigating fire hazards by withstanding high temperatures and limiting flame spread. They ensure personnel safety, protect assets, and comply with regulations across industries handling flammable materials or operating in high-temperature environments.



SCBL specializes in crafting custom oil-resistant conveyor beltings tailored to meet the unique challenges of industries such as mining, automotive, and food processing. In the mining and quarrying sector, where handling oily bulk materials poses significant challenges, SCBL's expertise shines through. Their oil-resistant conveyor belts are engineered to tackle demanding environments effortlessly, boasting exceptional resistance to oil, grease, and other substances. From coal to iron ore, SCBL's versatile belts excel in ensuring smooth and reliable material transportation, enhancing operational efficiency and safety.

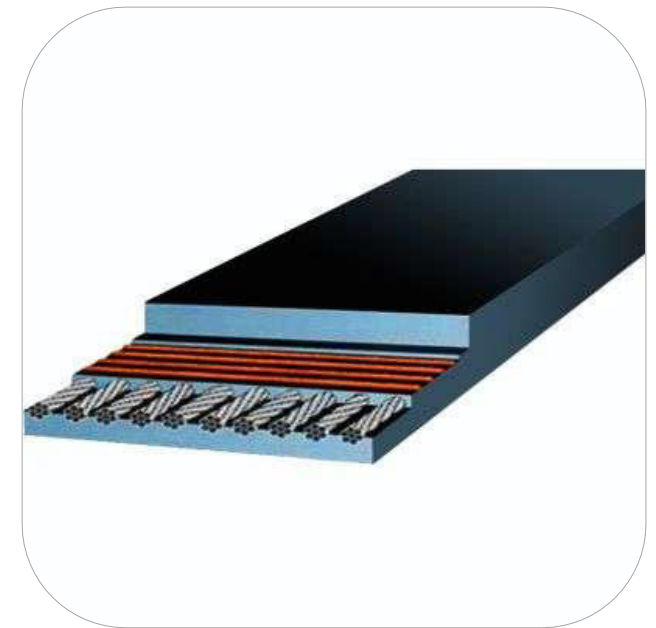


SCBL's innovative conveyor belt solutions cater to diverse industry needs, ensuring safety, efficiency, and reliability in material transportation. From bulletproof belts engineered for high-risk environments in defense and security sectors to Chevron Conveyor Belts designed for enhanced grip and stability on inclined surfaces, SCBL delivers tailored solutions. Additionally, their Piped Conveyor Belts feature a unique tubular structure, minimizing spillage and dust emissions while efficiently transporting bulk materials through curved terrains.





Steel Cord Conveyor Belts stand as the pinnacle of strength and reliability in material transportation, engineered with precision to tackle the toughest industrial challenges. Embedded with steel cords, these belts offer unrivaled tensile strength, ensuring stability and safe conveying of heavy loads. With minimal elongation and superior adaptability, they find applications across diverse industries, from coal mining to chemical plants. Advanced features like superior adhesion properties and abrasion-resistant covers contribute to their durability and efficiency while customization options cater to specific operational needs. Moreover, manufacturers like SCBL prioritize environmental responsibility, designing belts with eco-friendly materials and processes, reflecting a commitment to sustainable practices in modern manufacturing.





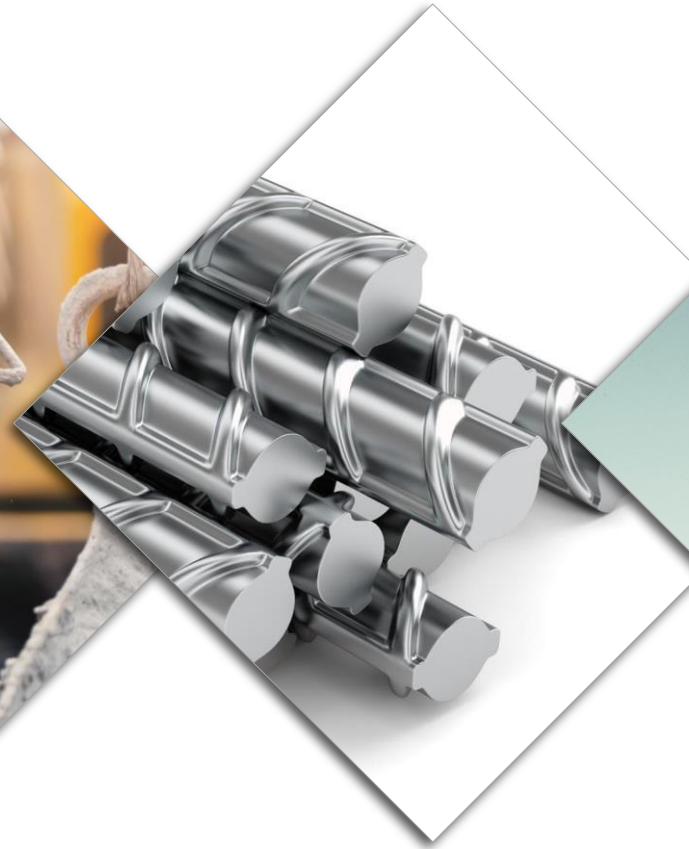
Caters to Various Industries



Mining



Cement



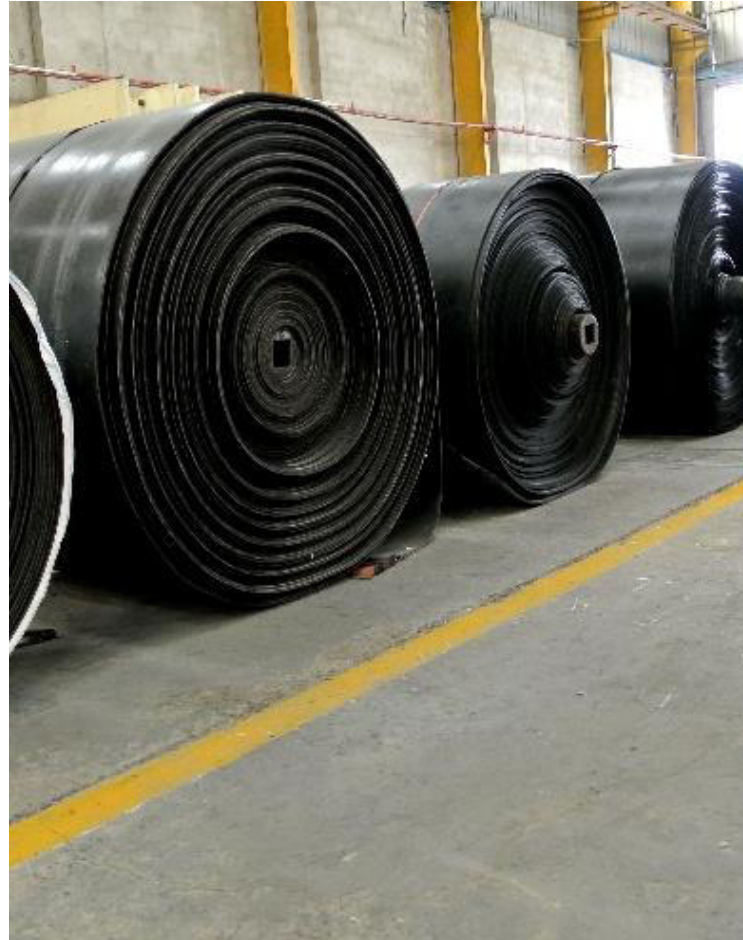
Steel



Power Plants



- Material properties and traits
- Distance covered and speed specifications
- Design and build of the conveyor belt
- Conditions in the operational setting
- Cost-effectiveness and maintenance factors
- Compliance with safety standards and regulations
- Compatibility with current processes



- Dependability and longevity
- Adaptability and customization options
- Reputation and assistance from suppliers
- Future upkeep and replacement needs
- Training provisions for staff
- Environmental footprint
- Return on investment (ROI) analysis

Industry Overview



The Indian government plans to monetize mining sector assets worth Rs. 28,727 crore (US\$ 3.68 billion) from 2022-2025.

Implementation of the PLI Scheme for specialty steel production, approved with an outlay of Rs. 6,322 crore (US\$ 762.4 million) in 2022, strengthens domestic steel manufacturing.

The Mines and Minerals (Development and Regulation) Amendment Act, 2021, enhances mineral production, ease of doing business, and GDP contribution.

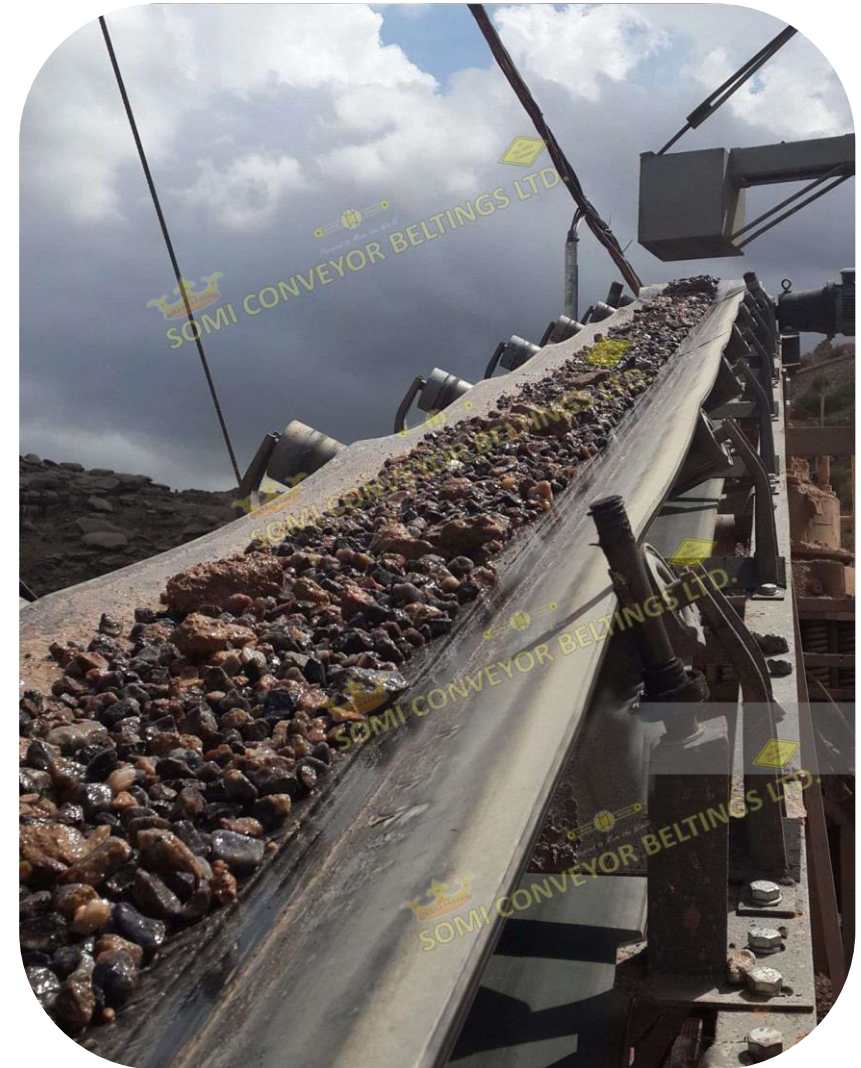
Reduction of import duty on Anthracite, PCI coal, Coke, and Ferro-Nickel to zero enhances competitiveness.

Export duties on iron ores/concentrates and iron ore pellets increased to 50% and 45% respectively, with a 15% duty on pig iron and certain steel products.

District Mineral Foundation (DMF) collects Rs. 71,128.71 Crore (US\$ 8.5 billion) in 622 districts for welfare and development projects.

Removal of export duties on steel and stainless steel in November 2022 aims to bolster the nation's steel sector globally.

National Steel Policy targets increased per capita steel consumption to 160 kgs by 2030-31, with a focus on rural consumption rising to 38 kgs per capita.





India's mining industry benefits from cost advantages in steel and alumina production and a strategic location for export opportunities.

With over 1,425 reporting mines, India possesses abundant mineral resources crucial for industrial development.

Self-sufficiency in metallic minerals and mineral fuels like coal forms a strong foundation for the mining sector.

The industry's growth significantly impacts GDP, foreign exchange earnings, and competitiveness in key end-use industries.

Infrastructure, automotive, power, and cement sectors are driving growth in the mining industry, especially for iron and steel demand.





- Constitute over 60% of the Indian rubber industry.
- India is one of the largest producers, with an annual production of over 200 million units.
- Expected to grow at a CAGR of 8-10% due to increasing vehicle sales and exports.

Tyres and Tubes Manufacturing

- Contribute approximately 8% to the Indian rubber industry.
 - Annual production exceeds 500,000 kilometers, meeting the demands of electricity and telecommunications sectors.
- Expected to grow at a CAGR of 5-7% driven by urbanization and infrastructure development.

Cables

- Account for around 15% of the Indian rubber industry.
- Annual production exceeds 1 billion units, catering to both domestic and international markets.
- Projected to grow at a CAGR of 6-8% driven by automotive sector expansion.

Automobile Rubber Parts

Belts and Beltings

- Represent around 5% of the Indian rubber industry.
- Annual production surpasses 100,000 metric tons, serving diverse industrial applications.
 - Anticipated to grow at a CAGR of 7-9% supported by infrastructure development projects.

Management Overview





Mr. Vimal Bhansali

More ever ensuring equitable presence & utilization of resources & investment made in our unit, development initiative will pave way for more prosperous future for all, there by assisting in realizing the targeted goals. We are embracing transparency measures.

Increasing demand in Manufacturing Sector, particularly relating to our company products, & Upper Grade quality products & foster economic growth & competition on a Global Scale is benefiting us.

We are pleased to report a Strong Performance for the Financial Year 2024, marked by significant growth access for our Conveyor Belts manufacturing (all types/ Grades). The Key contributor to us rebuts performance during the this year as well as previous year.



Mr. Dhananjai Bhansali

Mr. Vimal Bhansali

Till now we are regularly supplying to all the major brands of country, relevant to our products, in the industry, with strong growth being assured going ahead

In order to provide a strong impetus to adoption of high quality manufacturing setup, we are going on right path.

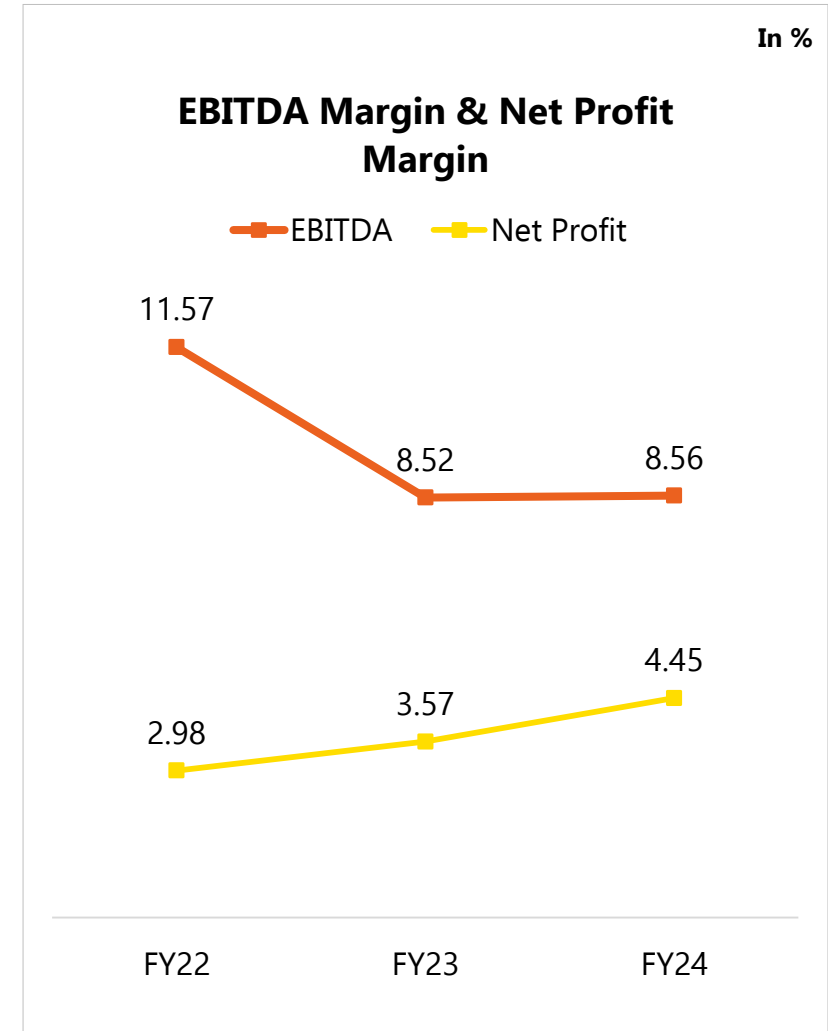
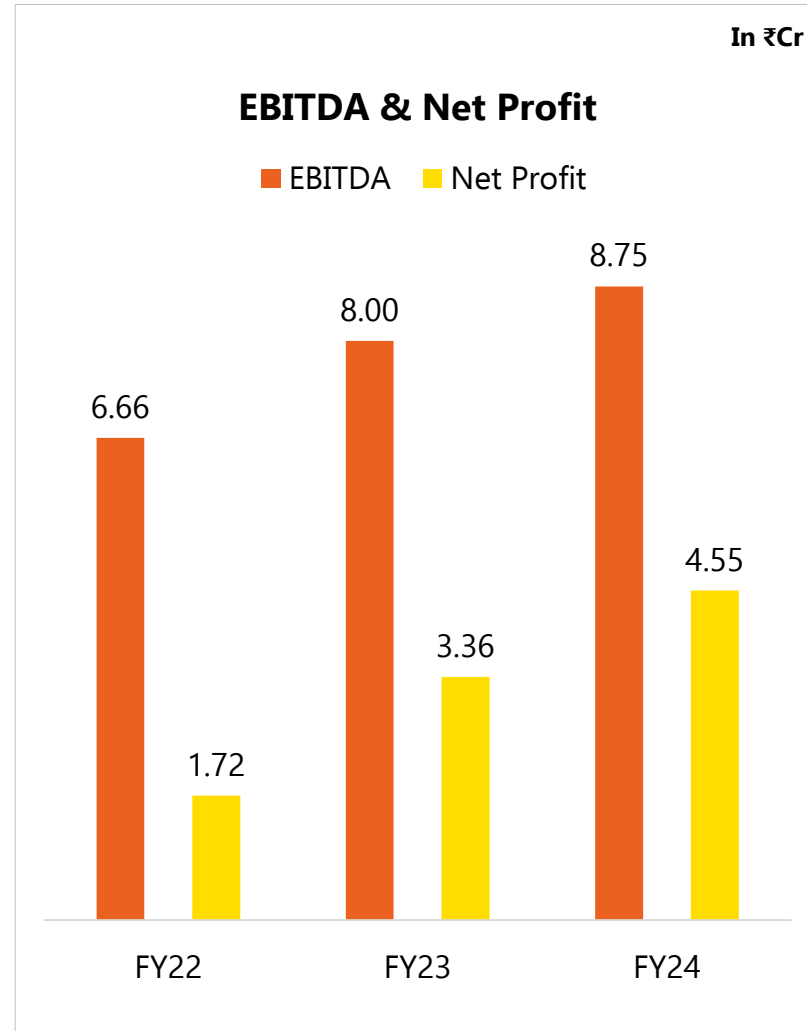
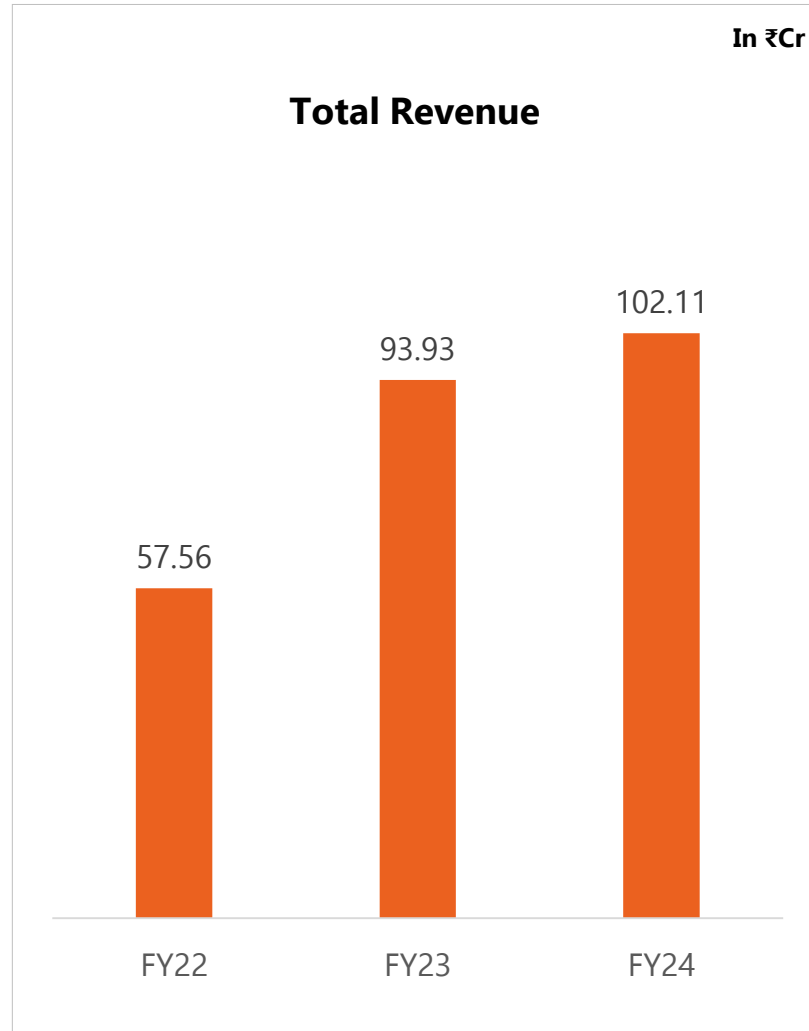
Our industry has pivotal role in realization of this vision by better management policies and working in best possible environment.

In Conclusion “THE STRENGTH OF A TREE IS KNOWN BY THE STRENGTH OF ITS ROOTS & MORE YOU ADD HUMUS TO IT, THE NUTRITIOUS FRUIT THIS TREE WILL BEAR.”

“TO SUCCEED IN THIS MISSION, WE MUST HAVE JOINT DEVOTION TOWARDS OUR ESTEEM GOAL”

Consolidated Financial Highlights





Profit & Loss Statement



In ₹ Cr

Particulars	FY24	FY23	FY22
Revenue From Operations	102.11	93.73	57.23
Other Income	0.31	0.20	0.33
Total Income	102.42	93.93	57.56
Expenses			
Raw Material costs	77.61	72.05	41.42
Employee Cost	3.90	3.60	3.09
Other Expenses	11.85	10.28	6.39
Total Expenditure	93.36	85.93	50.90
EBIDTA	8.75	8.00	6.66
EBIDTA Margin (%)	8.57%	8.52%	11.57%
Interest	1.79	2.71	3.11
Depreciation	1.17	1.01	0.98
PBT	6.10	4.27	2.57
TAX Expense (Including Deferred Tax)	1.55	0.81	0.86
PAT	4.55	3.47	1.72
Other Comprehensive Income	0.00	-0.11	0.00
Net Profit	4.55	3.36	1.72
Net Profit Margin (%)	4.45	3.57%	2.98%

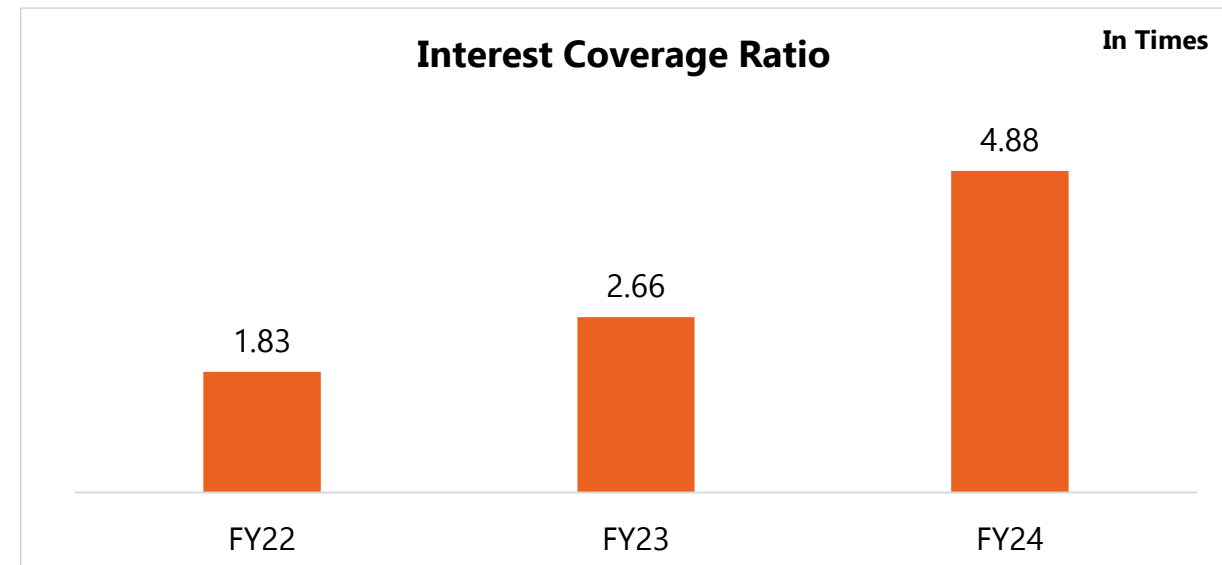
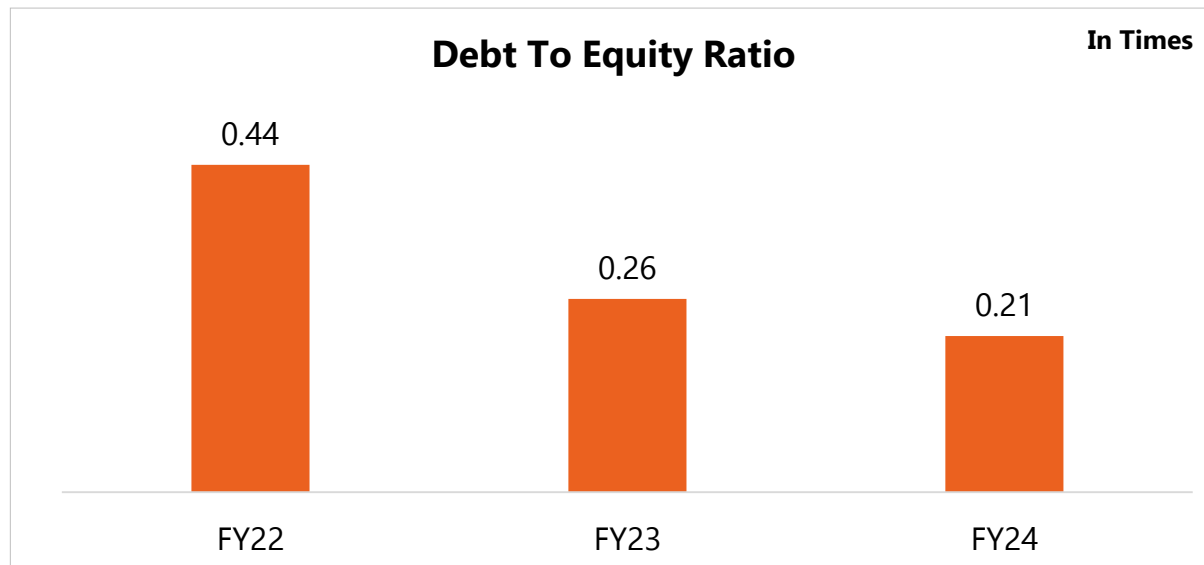
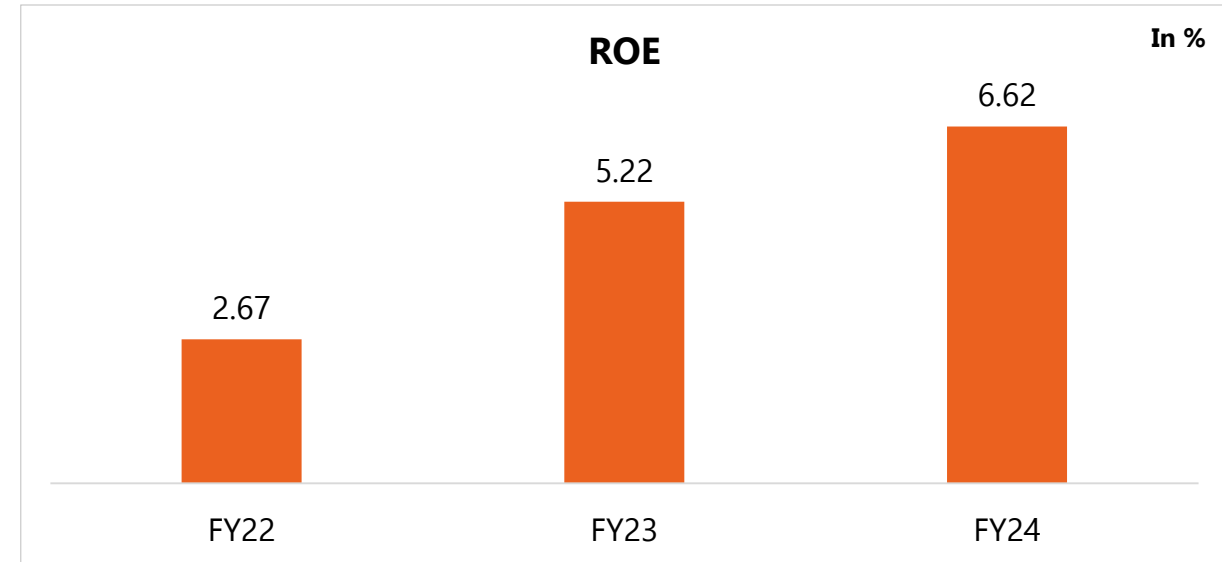
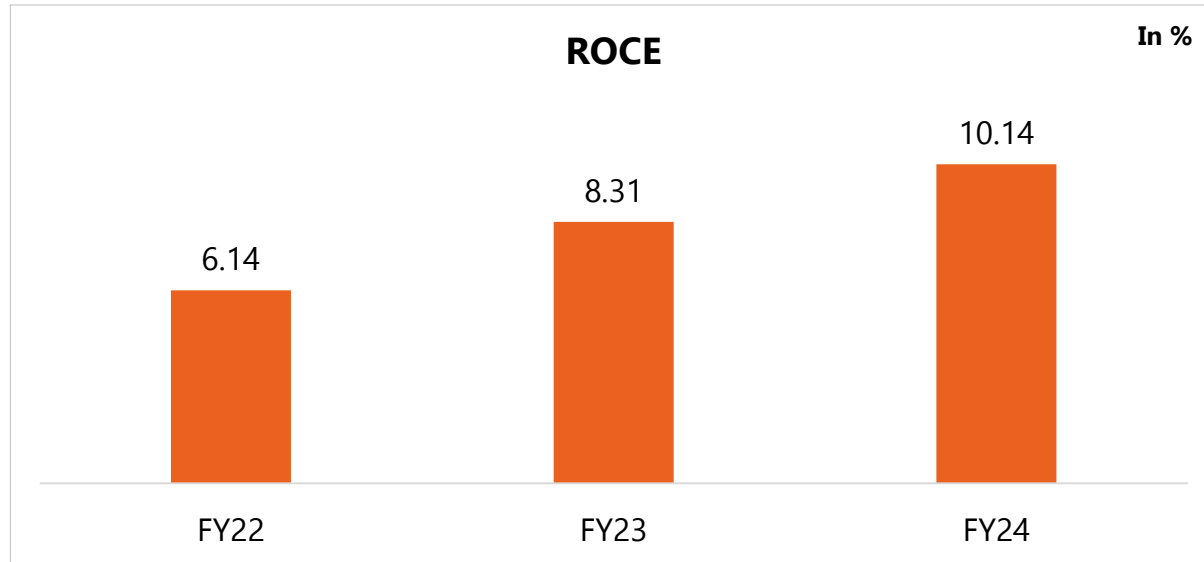
Balance Sheet



In ₹ Cr

Equities & Liabilities	FY24	FY23	FY22
Equity	11.78	11.78	11.78
Reserves	59.27	54.72	52.44
Net Worth	71.05	66.50	64.22
Non Current Liabilities			
Long Term Borrowing	1.06	3.34	5.03
Deferred Tax Liabilities	0.00	0.00	0.00
Other Long Terms Liabilities	0.00	0.00	0.00
Long Term Provision	0.42	0.34	0.21
Total Non Current Liabilities	1.48	3.67	5.23
Current Liabilities			
Short Term Borrowings	14.15	14.27	23.32
Trade Payables	16.13	11.89	10.59
Other Current Financial Liabilities	1.87	1.82	1.58
Other Current Liabilities	4.19	3.91	1.66
Current Tax Liabilities (Net)	1.51	0.68	0.36
Total Current Liabilities	37.93	32.58	37.52
Total Liabilities	110.45	102.75	106.97

Assets	FY24	FY23	FY22
Non Current Assets			
Fixed Assets	27.59	27.87	28.20
Non Current Investment			
Other Non Current Financial Assets	2.23	3.08	3.53
Deferred Tax Assets	0.10	0.14	0.23
Other Non Current Assets	0.17	0.18	0.26
Total Non Current Assets	30.10	31.28	32.21
Current Assets			
Inventories	26.15	31.76	43.97
Trade Receivables	40.81	29.27	22.85
Cash & Bank Balance	8.45	5.78	3.58
Other Current Financial Assets	1.12	1.15	1.41
Current Tax Assets (Net)	0.00	0.00	0.00
Other Current Assets	3.74	3.52	2.95
Total Current Assets	80.35	71.47	74.76
Total Assets	110.45	102.75	106.97

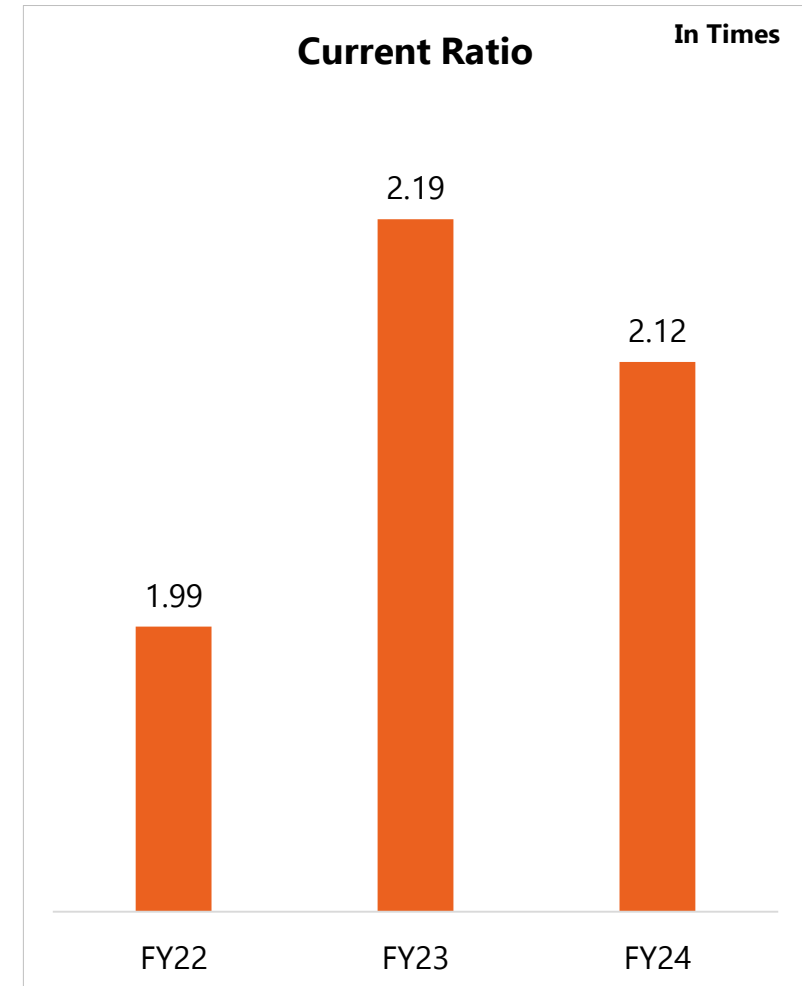
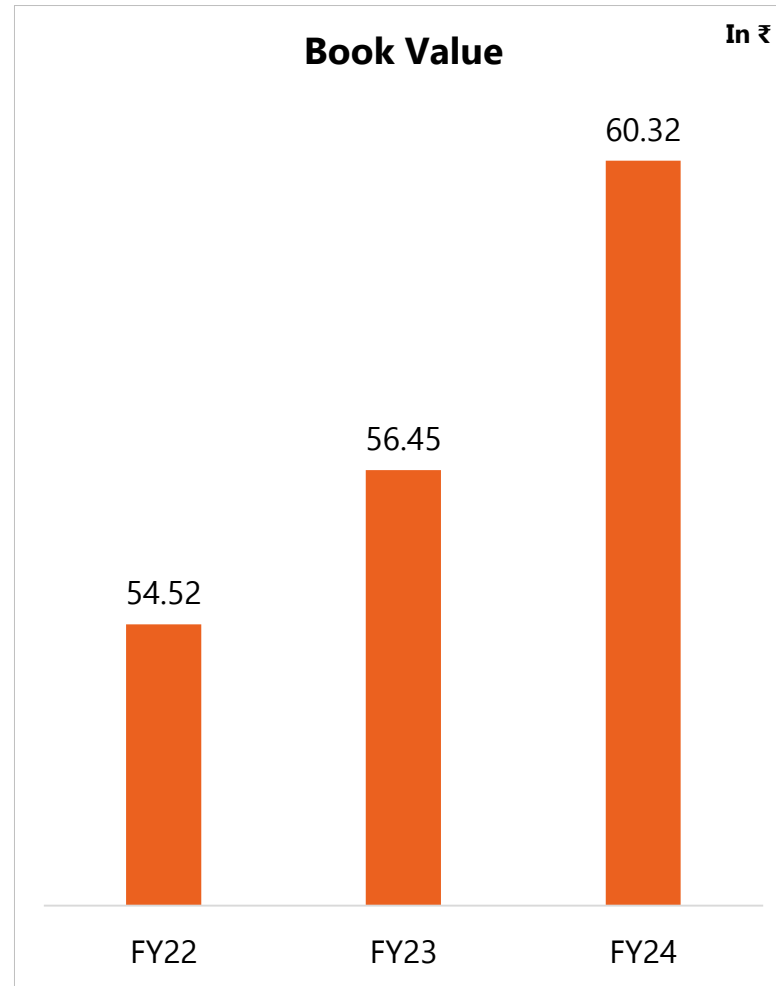
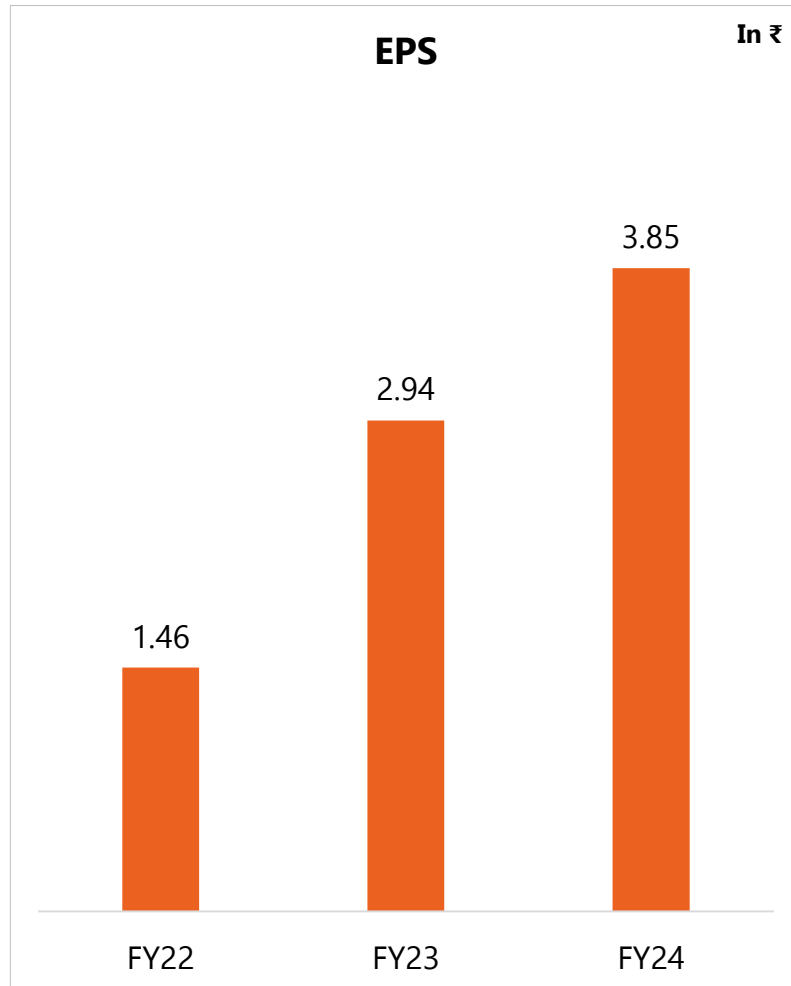


Cash Flow Statement



In ₹ Cr

Particular	FY24	FY23	FY22
Cashflow from Operations	5.63	15.60	-1.87
Cashflow from Investments	-0.59	-0.51	-2.40
Cashflow from Financing	-3.62	-12.73	3.84
Net Cash Flow	1.42	2.36	-0.43
Opening Cash Balance	2.48	0.12	0.55
Closing Cash Balance	3.90	2.48	0.12



Note – For FY23 EPS Diluted EPS has been taken

Way Ahead





1

SOMI has approx. Rs. 105.20 Crores value Orders in hand & approx. Rs. 14.54 Crores value Orders to be received shortly. SOMI shall have strong order position for upcoming year 2024 with hopefully increasing profit margins as well.

2

SOMI is into regular advancement of their machineries, now planning for increasing production enhancement. Few machinery order placed recently.

3

With this frame work, the development of Customer Base relating to all segments like Power, Steel, Ports etc, is vital for comprehensive advancement & inclusive growth.



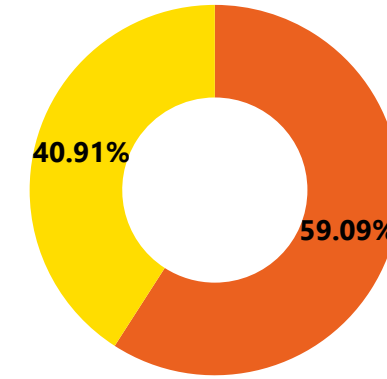
NSE: SOMICONVEY ISIN: INE323J01019

As on 30-05-2024

Share Price (₹)	135.70
Market Capitalization (₹ Cr)	159.85
No. of Shares Outstanding	1,17,79,656
Face Value (₹)	10
52 week High-Low (₹)	156 – 49.60

SHARE HOLDING PATTERN

As on 31-03-2024



■ Promoter & Promoter Group ■ Public

Share Performance From 01 January 2021 Till Date



Source - NSE

Thank You



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