



May 23, 2024

**To  
BSE Limited  
Department of Corporate Services  
Floor 25, PJ Towers,  
Dalal Street, Mumbai- 400001**

**To  
National Stock Exchange of India Limited  
Listing Department  
Plot No. C/1, G Block, Exchange Plaza,  
Bandra Kurla Complex, Bandra(E),  
Mumbai- 400051**

**Scrip Code: 532740**

**Company Code: LOKESHMACH**

Dear Sir/Madam,

**Sub: Investors Presentation**

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation. The copy of the same is also available on the website of the Company at <https://www.lokeshmachines.com>

We request you to kindly take the same on records.

**Thanking You,**

**Yours faithfully,  
For Lokesh Machines Limited**

**Gurprit Singh  
Company Secretary & Compliance Officer**

**Encl.: a/a**

The Driving Force of Indian Auto Industry



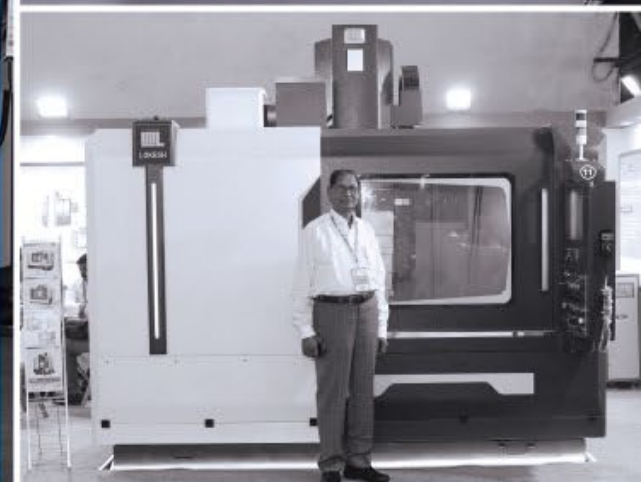
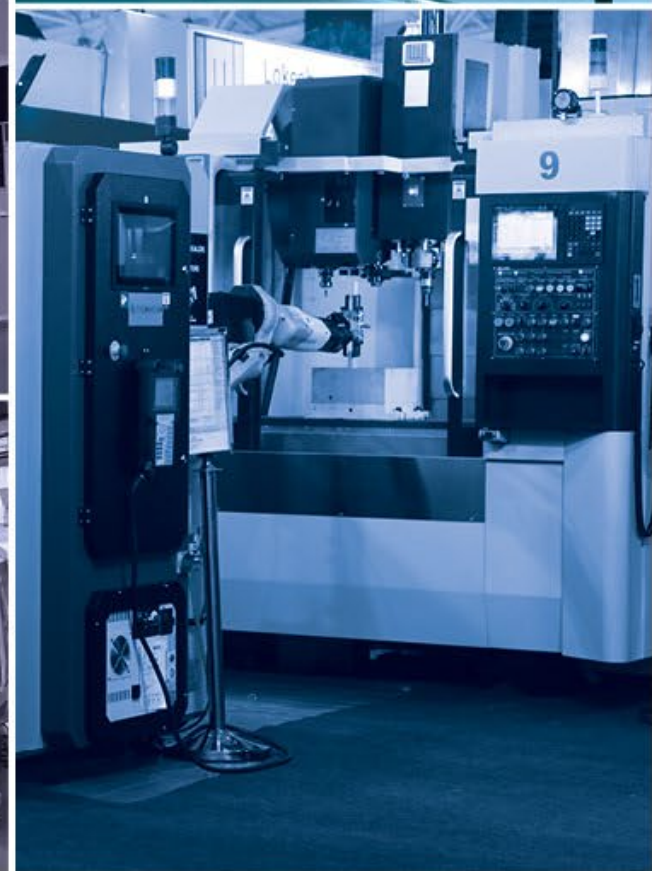
**Lokesh  
Machines Limited**

**Lokesh Machines Limited**

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# **INVESTOR PRESENTATION**

Fourth Quarter and Year Ended  
**March 31, 2024**



# Safe Harbour

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# Managing Director's Perspective

During the fiscal year, we have achieved significant financial milestones in terms of revenue growth, PAT, and improved liquidity status. These successes were driven by capacity expansion and strong performances across our business segments. ”

**Mr. Mullapudi Lokeswara Rao**  
Managing Director



The machine tool market is experiencing steady growth, propelled by several factors. These include robust demand from the automotive sector as well as from other industries such as railways, agricultural implements, aerospace, defence, engineering exports, and various infrastructure sectors that depend on precise machining processes.

During the fiscal year, we have achieved significant financial milestones in terms of revenue growth, PAT, and improved liquidity status. These successes were driven by capacity expansion and strong performances across our business segments. Additionally, we are proud to unveil India's first Indigenous Laser-Based Direct Energy Deposition Hybrid Additive Manufacturing Machine for metals. Developed in collaboration with AIC IT-HUB and RRCAT University, this innovation reflects our commitment to technological advancement and addressing the evolving needs of our customers and the nation. Another notable achievement this year is the supply of a pilot lot of CNC Machines to USA. This is a very significant moment for the Company, and we are happy to inform you that the machines have been well received by the customers in USA. This will surely pave the way for bigger numbers in the coming months.

On the Defence Division front, we have received the License for Commercial Production of Small Arms from M/s MHA. Additionally, we have dispatched approximately 100 weapon sets to various forces such as NSG, Assam Rifles, and other agencies like DRDO, and SAF, among others. We are the first company in India's private sector to Indigenously Manufacture and Supply Small Arms to elite forces such as the NSG, Assam Rifles, and BSF. We are proud that an indigenous manufacturer like us, in the first year of the commencement of commercial production itself, has added 6 marquee clients. We anticipate more breakthroughs in the coming months based on these successful supplies. On the Auto Components front, we have expanded our production capabilities with the addition of a new forging unit to meet the growing demand in the automotive market, further strengthening our position in the industry.

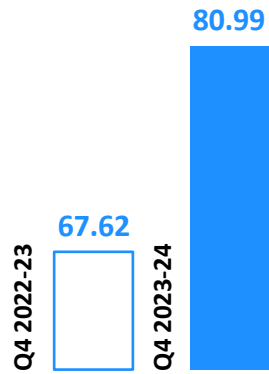
Looking ahead, we are focussed on several key areas: cost reduction, expansion into new territories, diversification, product portfolio development, capacity increase and investment in our leadership team. We aim for steady growth in the machine tools business and accelerated growth in our auto components and defence business verticals.

Our commitment to continuous innovation and execution remains indomitable as we consolidate our core and pursue new opportunities. We're optimistic about our trajectory and the promising opportunities ahead.

# Financial Highlights for Q4 2023-24

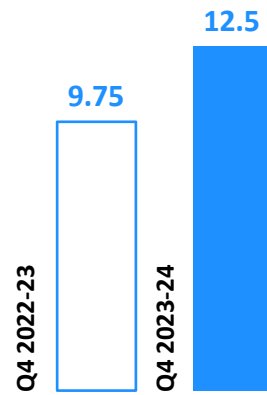
**Revenue** (₹ in Cr.)

₹ 80.99 Cr.



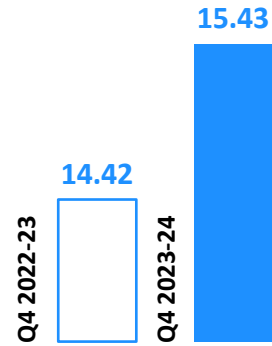
**EBITDA** (₹ in Cr.)

₹ 12.50 Cr.



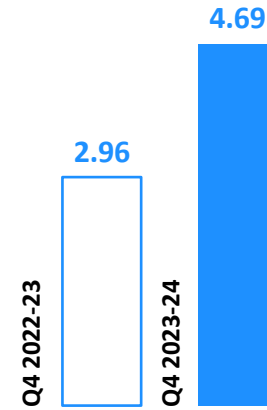
**EBITDA Margin** (in %)

15.43%



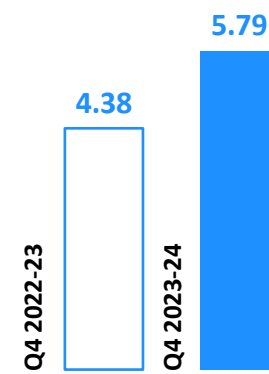
**PAT** (₹ in Cr.)

₹ 4.69 Cr.



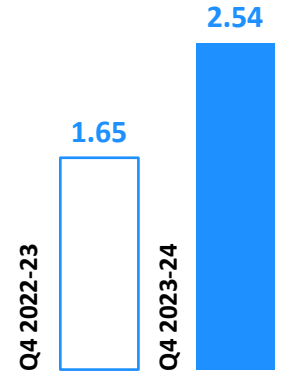
**PAT Margin** (in %)

5.79%



**EPS** (in ₹)

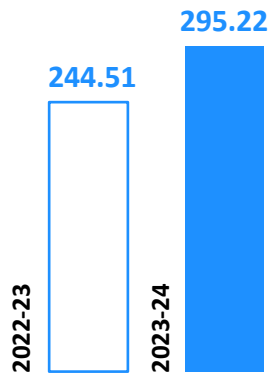
₹ 2.54



# Performance Highlights for 2023-24

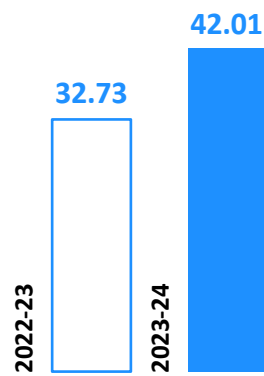
**Revenue** (₹ in Cr.)

₹ 295.22 Cr.



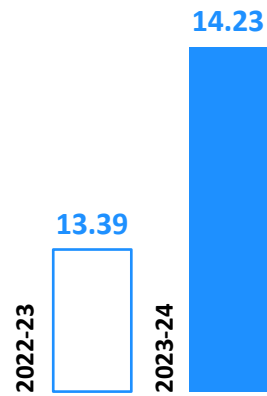
**EBITDA** (₹ in Cr.)

₹ 42.01 Cr.



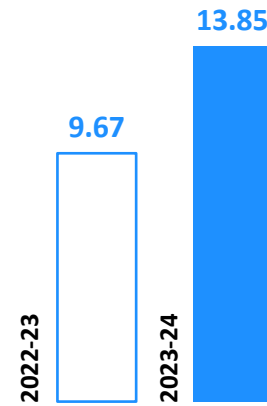
**EBITDA Margin** (in %)

14.23%



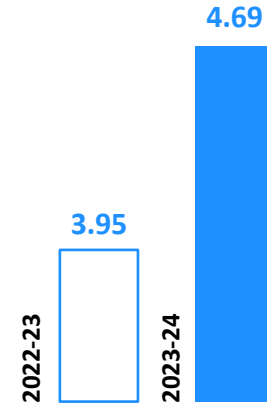
**PAT** (₹ in Cr.)

₹ 13.85 Cr.



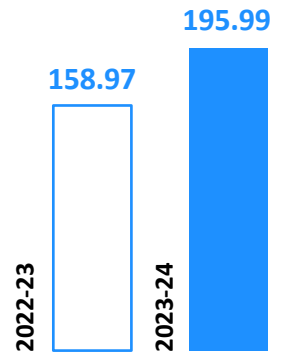
**PAT Margin** (in %)

4.69%



**Net Worth** (₹ in Cr.)

₹ 195.99 Cr.



# Performance Summary 2023-24

## Standalone Financial Results

PARTICULARS	2023-24	2022-23	YoY	Q4 2023-24	Q4 2022-23	QoQ	Q3 2023-24	Q2 2023-24	Q1 2023-24
Total Revenue (₹ Cr.)	295.22	244.51	20.74%	80.99	67.62	19.77%	86.85	76.69	50.69
Cost of Goods Sold (₹ Cr.)	152.56	122.07	24.98%	38.28	30.01	27.56%	48.28	42.96	23.04
Gross Profit (₹ Cr.)	142.66	122.44	16.51%	42.71	37.61	13.56%	38.57	33.73	27.65
Employee Benefit Expenses (₹ Cr.)	54.03	46.20	16.95%	14.46	12.32	17.37%	14.37	13.36	11.84
Other Expenses (₹ Cr.)	46.62	43.51	7.15%	15.75	15.54	1.35%	10.89	10.29	9.69
EBITDA (₹ Cr.)	42.01	32.73	28.35%	12.50	9.75	28.21%	13.31	10.08	6.12
EBITDA Margin (%)	14.23%	13.39%	6.31%	15.43%	14.42%	7.04%	15.33%	13.14%	12.07%
Depreciation (₹ Cr.)	9.97	9.09	9.68%	2.45	2.35	4.26%	2.73	2.40	2.39
EBIT (₹ Cr.)	32.04	23.64	35.53%	10.05	7.40	35.81%	10.58	7.68	3.73
EBIT Margin (%)	10.85%	9.67%	1.18%	12.41%	10.94%	1.47%	12.18%	10.01%	7.36%
Finance Cost (₹ Cr.)	11.48	10.74	6.89%	2.96	2.49	18.88%	2.90	2.98	2.64
Profit before Tax (₹ Cr.)	20.56	12.90	59.38%	7.09	4.91	44.40%	7.68	4.70	1.09
PBT (%)	6.96%	5.28%	32%	8.75%	7.26%	20.50%	8.84%	6.13%	2.15%
Profit after Tax (₹ Cr.)	13.85	9.67	43.23%	4.69	2.96	58.45%	5.11	3.29	0.76
PAT (%)	4.69%	3.95%	18.62%	5.79%	4.38%	32.28%	5.88%	4.29%	1.50%
EPS (₹)	7.68	5.41	41.59%	2.54	1.65	53.94%	2.85	1.84	0.43



# The World of Lokesh Machines Limited

Established in 1983, the Company ranks among India's top machine tool manufacturers, holding a leading position in Cam & Crank Borers, Fine Borers, and Finish Milling Machines.



**40+**

Years of legacy



**₹ 685.58 Cr.**

Market capitalisation on  
NSE Ltd. as of March 31, 2024



**651+**

Cumulative  
employee strength



**300+**

Cumulative years of  
domain expertise of Board  
members and the senior  
management team



**6**

State-of-the-art  
manufacturing units located  
across Hyderabad and Pune



**7+**

Countries export  
presence



**5,000+**

Happy clients



**100+**

Diversified offerings

# Robust Order Book

Business Segments	Order Book as of January 01, 2024 (Cr.)	New Orders in Q4 2023-24 (Cr.)	Orders Executed in Q4 2023-24 (Cr.)	Total Order Book as of March 31, 2024 (Cr.)
Machine Tools Division	92.24	55.00	53.88	93.36
Auto Components and Defence Division	124.11	26.00	27.11	123.00
				216.36

## Key Updates for 2023-24



### New Defence Division

The Company has secured a commercial license for small arms manufacturing from the Ministry of Home Affairs and delivered over 100 weapon sets to government agencies.



### Preferential Allotment

During the year under review, the Company has allotted 6,00,000 equity shares and 15,00,000 warrants on a preferential basis to the members of the Promoters Group and Non-Promoters.



### Product Launch

1. The Company unveiled India's first indigenous Laser-Based Direct Energy Deposition Hybrid Additive Manufacturing Machine for metals.
2. The Company has started manufacturing forgings for the automotive sector.



### New Export Territory

The Company has supplied a pilot lot of CNC machines to USA, marking a significant development and paving the way for increased orders in the coming months.

# Product Profile



## Machine Tools Division



## Auto Components and Defence Division



### General Purpose Machines

- CNC turning centres
- Vertical machining centres
- Drill and tap centres
- Vertical turning lathe
- Horizontal machining centres



### Special Purpose Machines

- Milling machines
- Drilling machines
- Boring machines
- Transfer lines



### Automation

- Gantry automation
- Robotic automation
- 4<sup>th</sup> Axis automation
- Customisation of standard machines



### Auto Components

- Cylinder blocks
- Cylinder heads
- Connecting rods
- Forgings



### Defence

- 9x19 Sub Machine Gun
- 7.62x51 Light Machine Gun



# Machine Tools Division



## General Purpose Machines



CNC turning centres



Vertical machining centres



Drill and tap centres



Vertical turning lathe



Horizontal machining centres



## Special Purpose Machines



Milling machines



Drilling machines



Boring machines



Transfer lines



## Machine Tools Division



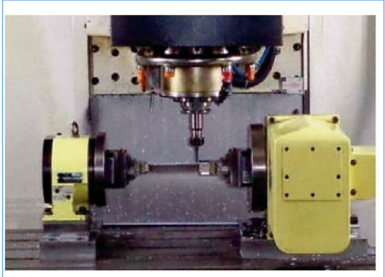
### Automation



Gantry automation



Robotic automation



4<sup>th</sup> Axis automation



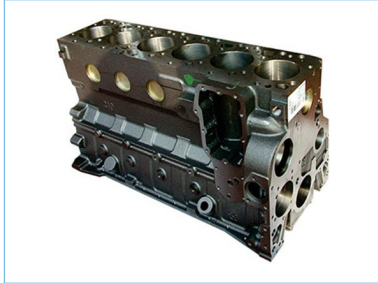
Customisation of Standard Machines



## Auto Components and Defence Division



### Auto Components



Cylinder blocks



Cylinder heads



Connecting rods



Forgings



### Defence



9x19 Sub Machine Gun



7.62x51 Light Machine Gun

# Capacities

The Company operates five state-of-the-art plants in Hyderabad and one in Pune, ensuring strategic regional coverage and enhanced production capabilities.



**6**

Manufacturing Plants

**70%**

Overall capacity utilization

## Auto Components and Defence Division

Defence division

**12,000**

units/year

Auto components

**30,00,000**

units/year

## Machine Tools Division

**1,400**

units/year

# Core Competence



## Design and Development

The Company has a comprehensive design team, backed by dedicated research & development (R&D) facilities, to tackle the challenges of both Special Purpose Machines (SPMs) and General Purpose Machines (GPMs).



## Quality Assurance

The machines undergo rigorous quality checks throughout the manufacturing process, ensuring they meet the highest standards before being approved for sale to end-user industries.

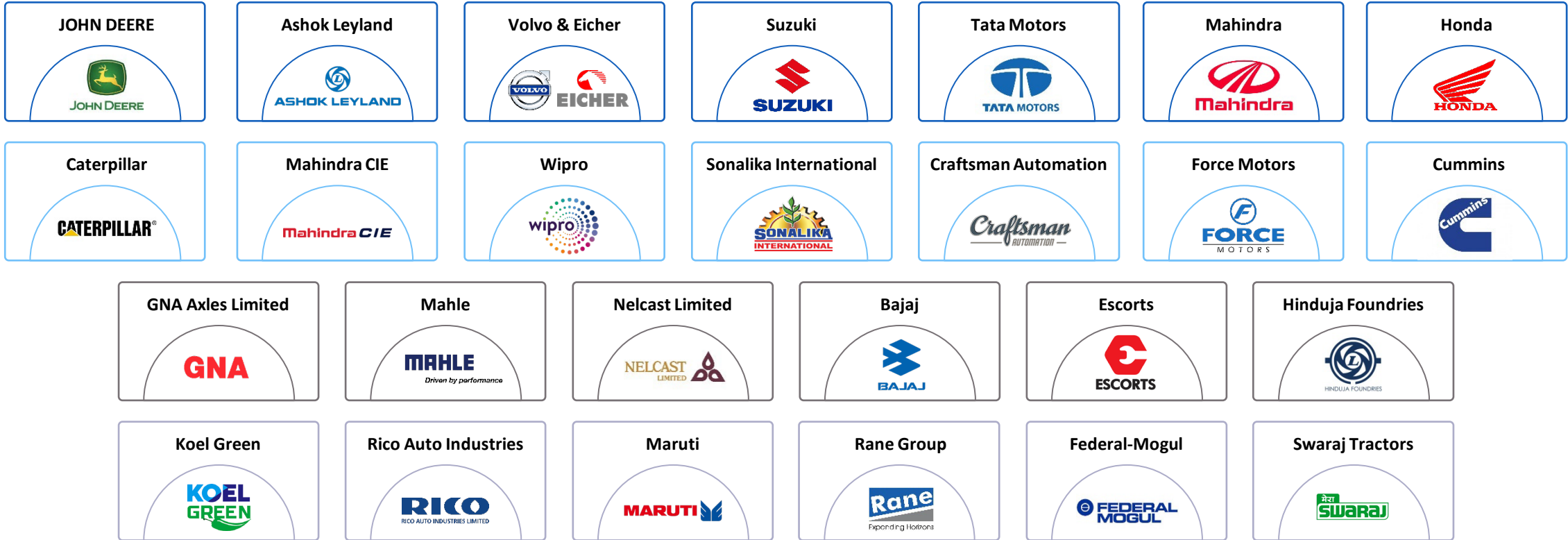


## Manufacturing

The production facilities and processes leverage state-of-the-art machinery, manufacturing systems, ensuring efficient and high-quality manufacturing.

# Marquee Clientele

## MACHINE TOOLS DIVISION





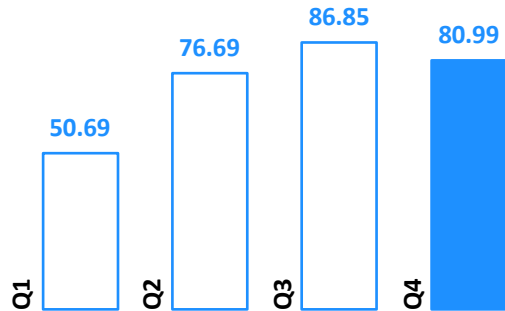
# Quarterly Financial Performance

## Revenue

(₹ in Cr.)

**₹ 295.22 Cr.**

(Total)

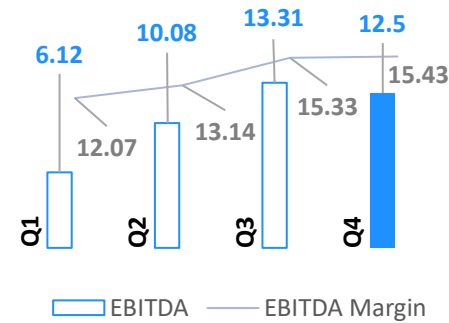


## EBITDA/EBITDA Margin

(₹ in Cr.)/(in %)

**₹ 42.01 Cr./14.23%**

(Total)

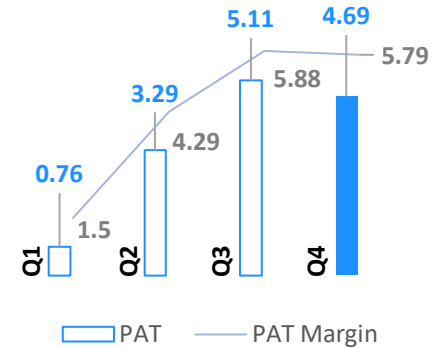


## PAT/PAT Margin

(₹ in Cr.)/(in %)

**₹ 13.85 Cr./6.96%**

(Total)

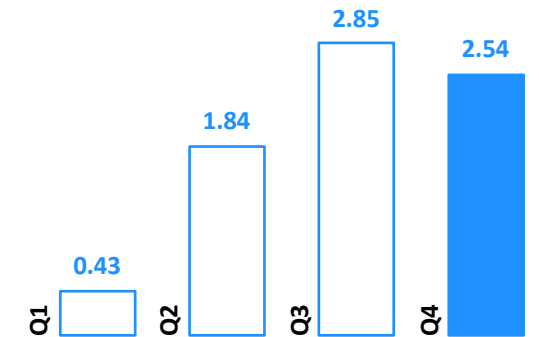


## EPS

(in ₹)

**₹ 7.66**

(Total)



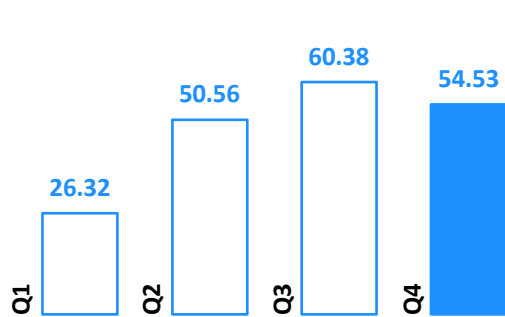
# Segment Performance Review

## Machine Tools Division

(₹ in Cr.)

₹ 191.79 Cr.

(Total)

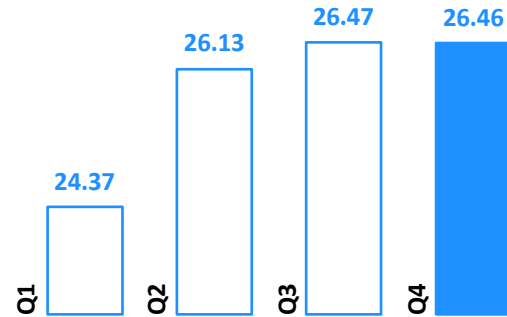


## Auto Components and Defence Division

(₹ in Cr.)

₹ 103.43 Cr.

(Total)

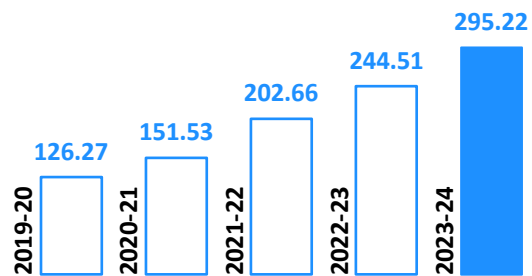


# Historical Financial Trend

## Revenue

(₹ in Cr.)

₹ 295.22 Cr.

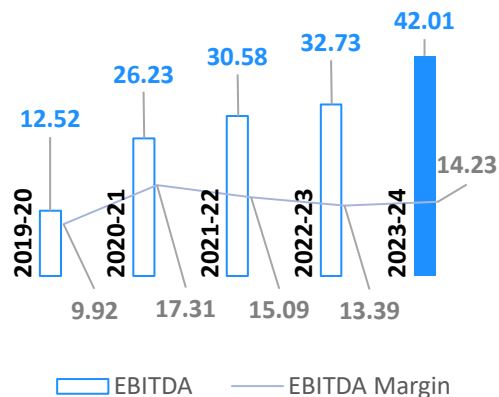


## EBITDA/EBITDA Margin

(₹ in Cr.)/(in %)

₹ 42.01 Cr. / 14.23%

(Total)

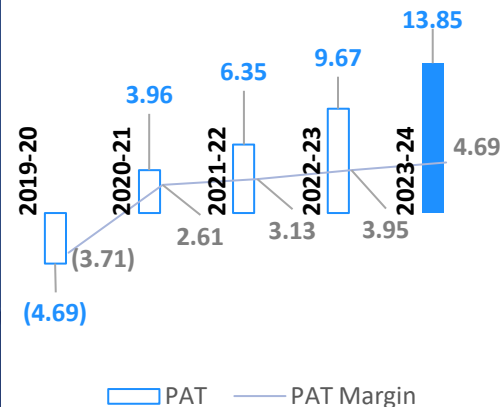


## PAT/PAT Margin

(₹ in Cr.)/(in %)

₹ 13.85 Cr. / 4.69%

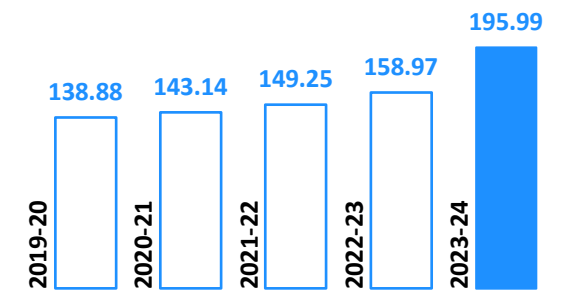
(Total)



## Net Worth

(₹ in Cr.)

₹ 195.99 Cr.



# Way Forward

## Maximising Production Capacities

The Company plans to fully utilise its newly increased production capacities to enhance efficiency and meet growing demand.

## Increasing Defence Division Revenue

The Company further aims to boost revenue within the Defence Division by harnessing its expanded capacities, introducing new product lines, and capitalising on emerging opportunities in the sector.



## Expanding into New Markets

The Company will focus on launching new products and entering new territories to diversify its customer base and drive growth.

## Accelerating ESG Initiatives

Fast-tracking environmental, social, and governance (ESG) initiatives is one of the Company's key priorities to integrate sustainability into its operations and make a positive impact on society and the environment.

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# Thank You!