

## **Goodluck India Limited**

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Date: February 07, 2025

**The Manager, DCS The Bombay Stock Exchange Ltd.** Phiroze jeejeebhoy Towers, Dalal Street, Mumbai **The Manager National Stock Exchange of India Ltd.** Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051

Ref: Scrip Code: - 530655

Scrip Code: - GOODLUCK

Dear Sir/Madam,

### SUB: Investor Presentation for Q3 and 9 M FY 2025

Dear Sir,

Pursuant to the regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 a copy of the Investor's Presentation for Q3 and 9M FY 2025 of the Company is being enclosed herewith.

This is for your information and doing the needful.

### For GOODLUCK INDIA LIMITED

RAMESH CHANDRA GARG DIRECTOR

Encl: as above



# **GOODLUCK NDIALIMITED**

## INVESTOR PRESENTATION





## Q3 & 9M FY2025

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# **AT A GLANCE**

- Led by first-generation techpreneur Mr. Mahesh Chandra Garg (an IIT Roorkee alumni) & supported by three generations of family members - all professionally qualified
- 37+ years of industry presence with a demonstrated track record of innovation & engineering

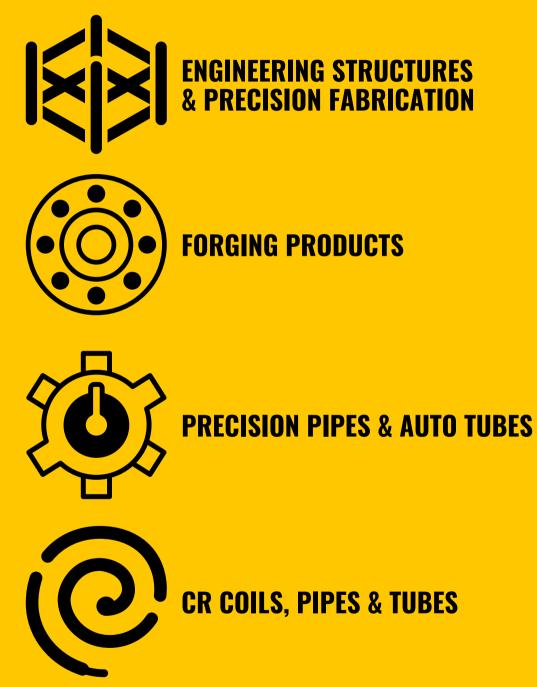
## • 4,50,000 MTPA total capacity

- 235,000 MTPA capacity high-margin valueadded products
- 215,000 MTPA high-volume products
- 6 plants in 2 states (Uttar Pradesh & Gujarat)
- 600+ customers (100+ Countries of exports)
- ISO 9001:2008 certified
- 4000+ employees





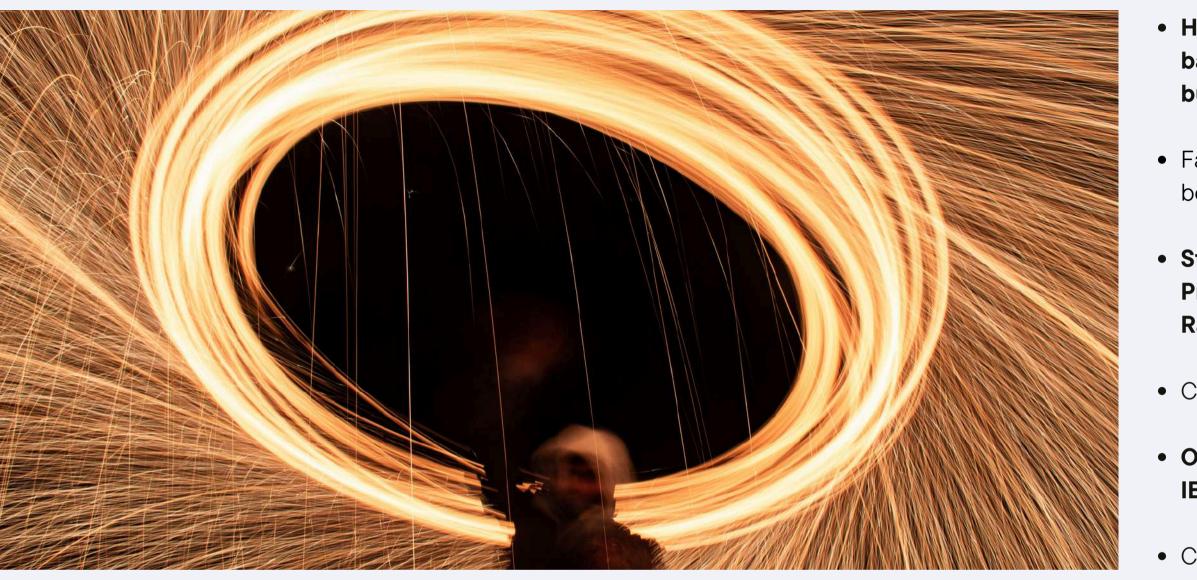






- 311567 MT of sales volume (9MFY25)
- Total income of Rs. 2858 crore (9MFY25)\*
- EBITDA of Rs. 253 crore (9MFY25)\*
- Rs. 2773 crore market cap (06.02.25)





## ESTABLISHED MANUFACTURER OF PRECISION-ENGINEERED STEEL PRODUCTS FOR HIGH-GROWTH SECTORS.



## Hands-on involvement of the family's three generations backed by robust professional management across business verticals

• Fast evolving from manufacturing steel products to becoming an Engineering Solutions provider

## Strategically focused on High Margin Value Added Products and high-growth sectors like Auto, Solar, Railways and Defence

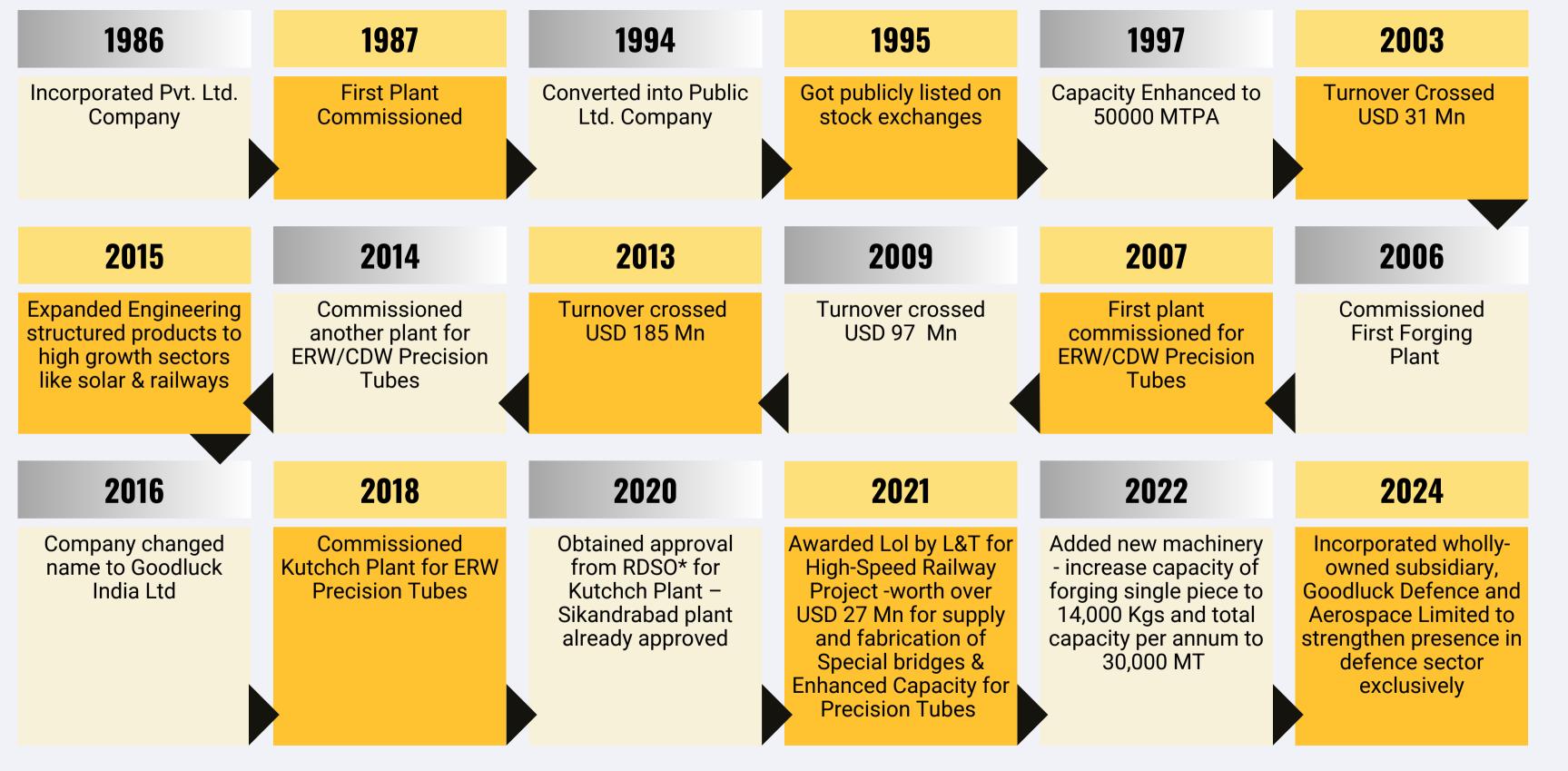
• Catering to Marquee Clients across the world

## • Own R&D set-up with state-of-the-art NABL (ISO / IEC17025) accredited Quality Testing Lab

• Consistent financial performance with margin improvement



# **OUR JOURNEY**



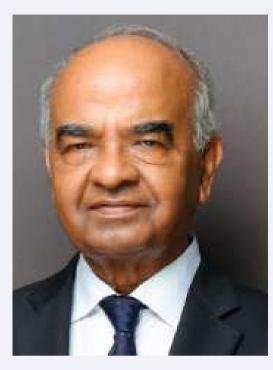


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**MAHESH CHANDRA GARG** Chairperson

- Graduated in 1967
  from the prestigious Indian Institute of
  Technology, Roorkee
- 5+ decades of experience across the world
- A visionary with exceptional management skills



**RAMESH CHANDRA GARG** WHOLE TIME DIRECTOR

- Engineer in the field of mining from highly acclaimed ISM – Dhanbad
- Fine experience in the Coal industry
- Possesses more than five decades of experience
- Great motivator and an excellent team leader



## **NITIN GARG** Whole time director

- Qualified Engineer and M.B.A. from Narsee Monjee Institute of Management
- Worked with Yamaha Motors and Honda Motors
- Looking after the production process



## **RAM AGARWAL** CHIEF EXECUTIVE OFFICER

- Qualified Engineer and completed his graduation in 1990
- 33 years experience in steel industries
- Handled CR, Structure projects and Maintains equivalent exposure in the field of sales and marketing



## HANDS-ON MANAGEMENT TEAM



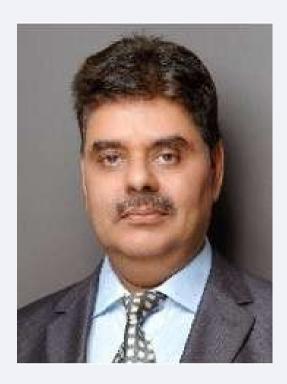
**MANISH GARG** CHIEF OPERATING OFFICER

- Qualified Engineer from Indian Institute of Technology
- Handling overall Export Business since the last 31 years



**SHYAM AGARWAL** CHIEF OPERATING OFFICER

- Qualified Engineer
- Has more than 30 years of experience in the steel Industry especially of the forging industry



## **SANJAY BANSAL** Chief Financial Officer

- Qualified Chartered Accountant with over 30 years of experience across the company's finance activities, including business planning, budgeting, forecasting, taxation, and negotiations.
- Served in JP Group, DS Group and Dr. Rajaram Jaipuria Group

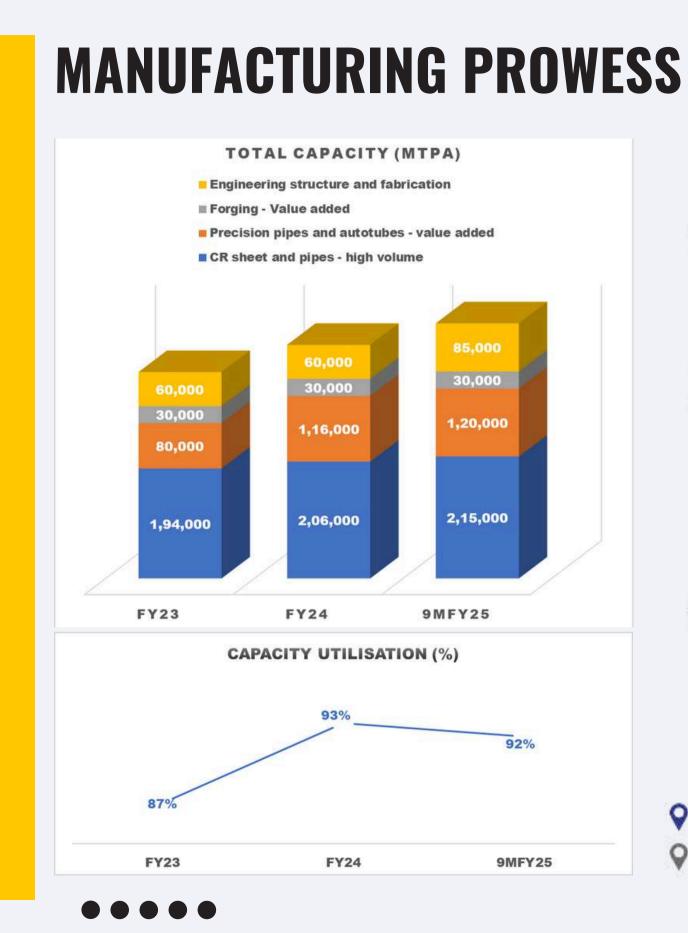


## **ABHISHEK AGRAWAL** COMPANY SECRETARY

- Qualified Company Secretary with around 16 years of experience across Corporate Secretarial Functions
- Current responsibilities include Strategic Planning, Legal Affairs, Compliances and investor relations



## HANDS-ON MANAGEMENT TEAM



















# **ESTEEMED CLIENTELE**











## **CLIENT APPROVALS**

## **GLOBAL PRESENCE**

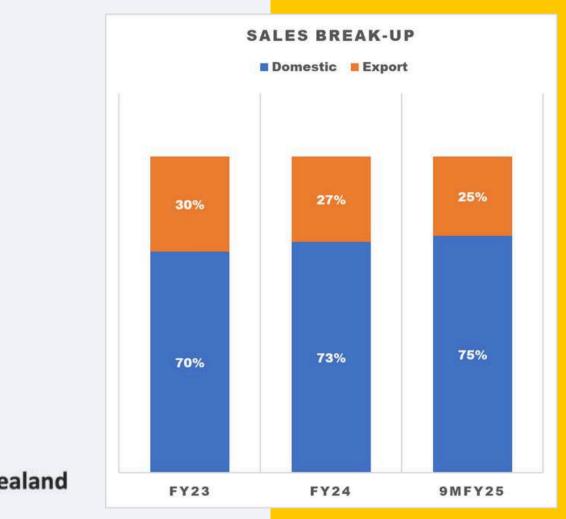


## **QUALITY CERTIFICATIONS**

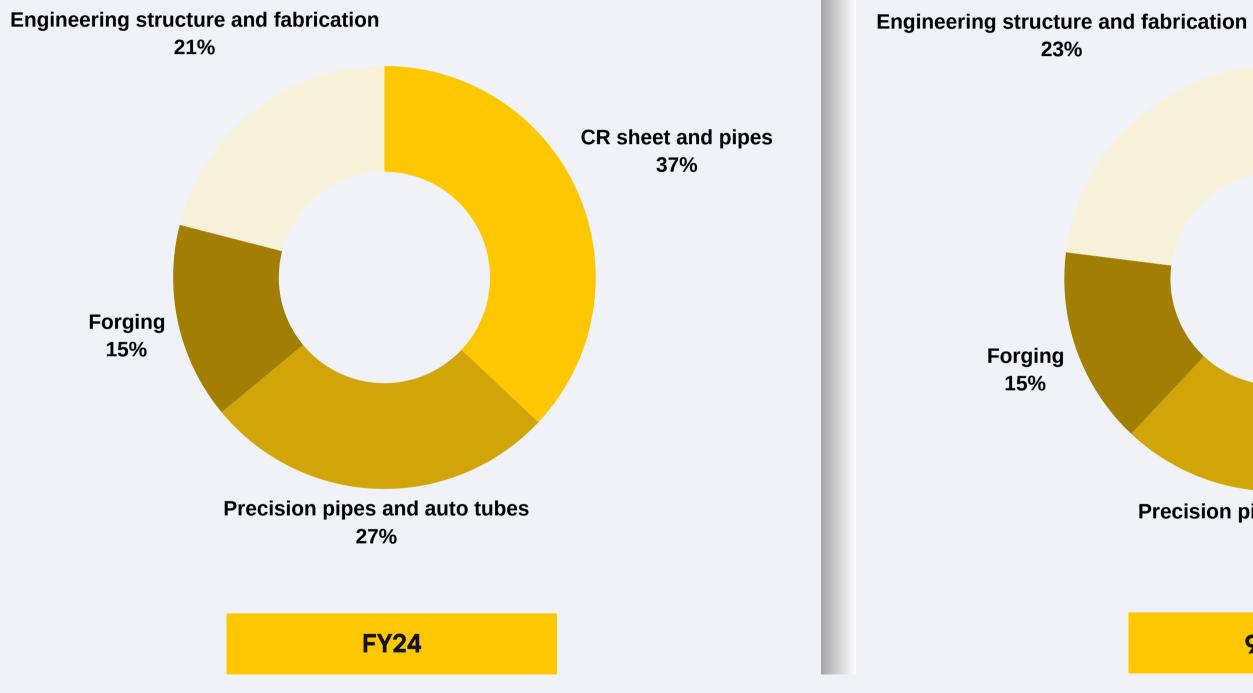








## **BUSINESS SEGMENTS**





CR sheet and pipes 36%

Precision pipes and auto tubes 26%

## **9MFY25**



## **ENGINEERING STRUCTURES & PRECISION FABRICATION**

## **Products & Services Offered**

• Technology Structures

• Smart City Structures

in Wire-drawn Bridges

• Railway, road, Bridges and Girders

• Primary & Secondary Structures for Boilers & Turbine Generators

• Special Formwork for Tunnel Boring Machine for High-Speed Rail

• Car Port and Solar Parks – Design Engineering & Supply. • Architectural Structures

• Launching Girders For Steel & Concrete Girders Building Structures

• Structures for Roads & Highways

New Areas of Growth and Drivers

Special Formwork for Elevated corridors

• Station Buildings for High-Speed Bullet Train

• Super Critical Bridges for High-Speed Bullet Train

## **Marquee Clients**

- Indian Railways
- ABB
- L&T
- Reliance Industries
- GMR
- ISGEC
- Sterling & Wilson
- Alstom
- PowerGrid
- NTPC
- Toshiba
- TRF
- EIL
- NPCII
- MHSR





## **End User Industries**

- Roads & Highways
- Railways
- Telecom
- Boiler and Turbine Generators
- Steel & Concrete Girders
- Building Structure
- Solar Energy

## **RIDING ON THE BULLET TRAIN OPPORTUNITY**



## FORGINGS

## **Products & Services Offered**

- Defence products
- Aerospace parts
- Forged flanges
- Gear rings
- Gear shanks
- Forged shafts
- Blind & tube sheets
- Socket welding flanges
- Slip on flanges

## Marquee Clients

- DRDO
- ISRO
- HAL
- GE Oil & Gas
- Allied Group
- Saint-Gobain
- BPCL
- Indian Oil
- BHEL
- RIL
- L&T

## **End User Industries**

- Aerospace
- Defence
- Automobile
- Construction & Earth Moving
  Equipment
- Nuclear Power
- Oil & Gas
- Petrochemical
- Fertiliser
- General Engineering

### New Areas of Growth and Drivers

- Stainless Steel, Duplex, Carbon, and alloy Steel Forgings and flanges
- Focused on manufacturing forged products, providing end-to-end solutions









### **AEROSPACE & DEFENCE - THE FUTURE GROWTH DRIVERS FOR FORGINGS** Suppliers to some of the biggest names across Indian Aerospace and Defence value-chain Govt. / PSUs **MSMEs / Tier – 2 & 3 OEMs / Tier 1** ILIE - L&T Defence SHU ISPO BrahMos WALCHANDNAGAR Hindustan Defence Indian Space Walchandnagar SriVenkateswara Brahmos L&T SMRJ Enga Godrej Aeronautics Research and Research Industries Limited Aerospace Pvt. Ltd. Defence Pvt. Ltd. Aerospace Aerospace Limited Development Organisation Organisation

















OFB – Heavy Vehicles Factor Avadi







Bharat Earth Movers Limited

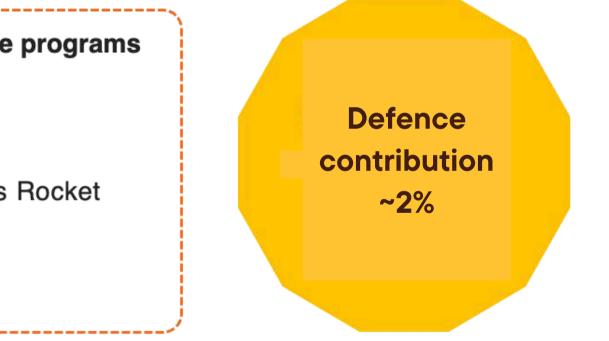
## Suppliers to prestigious Defence programs

- **Pralay Missiles**
- HAL HTFE Program
- **Brahmos Missiles**
- Pinaka Rockets & Indigenous Rocket Launcher
- K9 Vajra Tracked Howitzer
- **Talwar Class Frigates**



Mazagon Dock Shipbuilders Ltd.





## **PRECISION PIPES AND AUTO TUBES**

## **Products & Services Offered**

- CDW Tubes
- ERW Tubes
- Engineering Tubes
- Boiler Tubes

## New Areas of Growth and Drivers

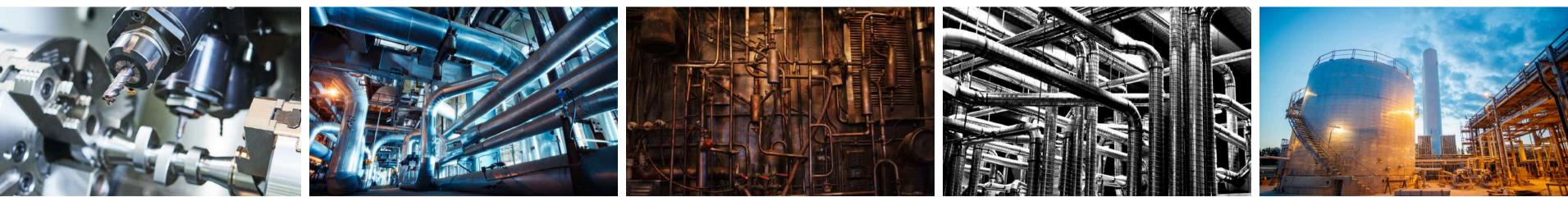
- Consistent quality products for domestic and foreign companies.
- Repeat orders have increased over the years, signifying customer loyalty.
- High-margin products
- Key export revenue contributor.

## **Marquee Clients**

- Volkswagen
- Audi
- BMW,
- Mercedes
- Skoda
- Renault
- GM
- Ashok Leyland
- TVS
- Bajaj
- Gabriel
- ISGEC
- Talbros
- Mahindra
- Tata Motors

## **End User Industries**

- Aerospace
- Defence
- Automobile and Railways
- Construction & Earth Moving
  Equipment
- Fertilisers
- General Engineering
- Heat Exchanger Nuclear Power
- Oil & Gas and Petrochemical
- Pressure Vessels
- Thermal Power Valves
- Wind Energy









## **CR COILS, PIPES AND TUBES**

## **Products & Services Offered**

- Cold Rolled Coils and Sheets
- Corrugated Sheets
- Hollow Sections (square, rectangle, round hollow)
- GI Pipes

## New Areas of Growth and Drivers

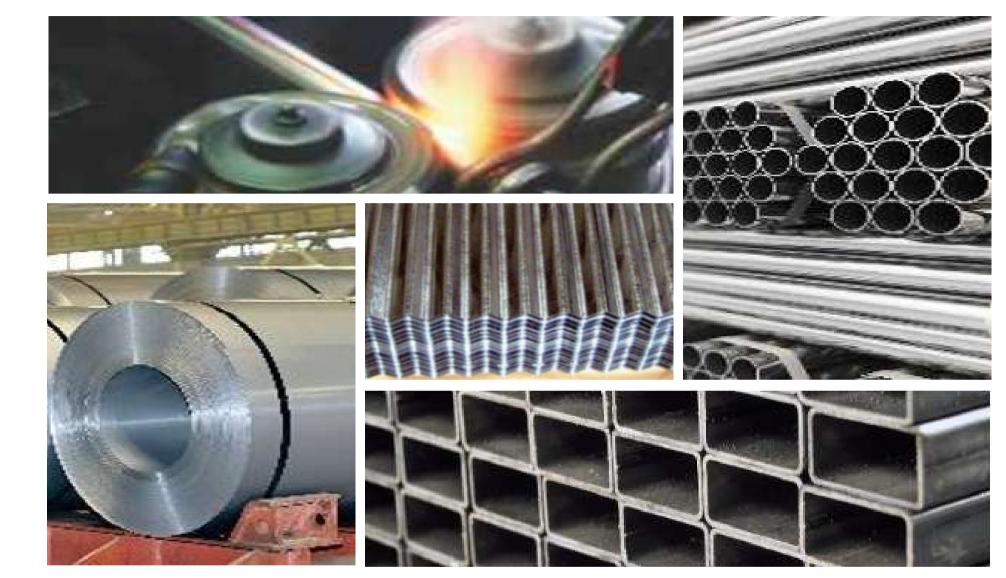
- Product thickness
- High tensile strength
- Long service life
- Higher efficiency.
- GLIN supplies to only OEMs and government projects.

## Marquee Clients

- Public sector OEMs
- Private sector OEMs
- Central government
- State government

## **End User Industries**

- Railways
- Road bridges
- Support structures







# **KEY RECENT DEVELOPMENTS (Q3FY25)**

- Successfully commenced commercial production of its Hydraulic Tubes manufacturing plant at Sikandarabad Industrial Area from 1st January, 2025.
- Announced plans to set up a new facility, within Goodluck India Limited's subsidiary company, to cater to the extensive needs of the defence and aerospace industry. The plant would have a capacity of 1,50,000 shells and the cost of investment would be ~Rs.216.50 crore funded by debt and equity. Trial production is expected to commence from Q1FY26.









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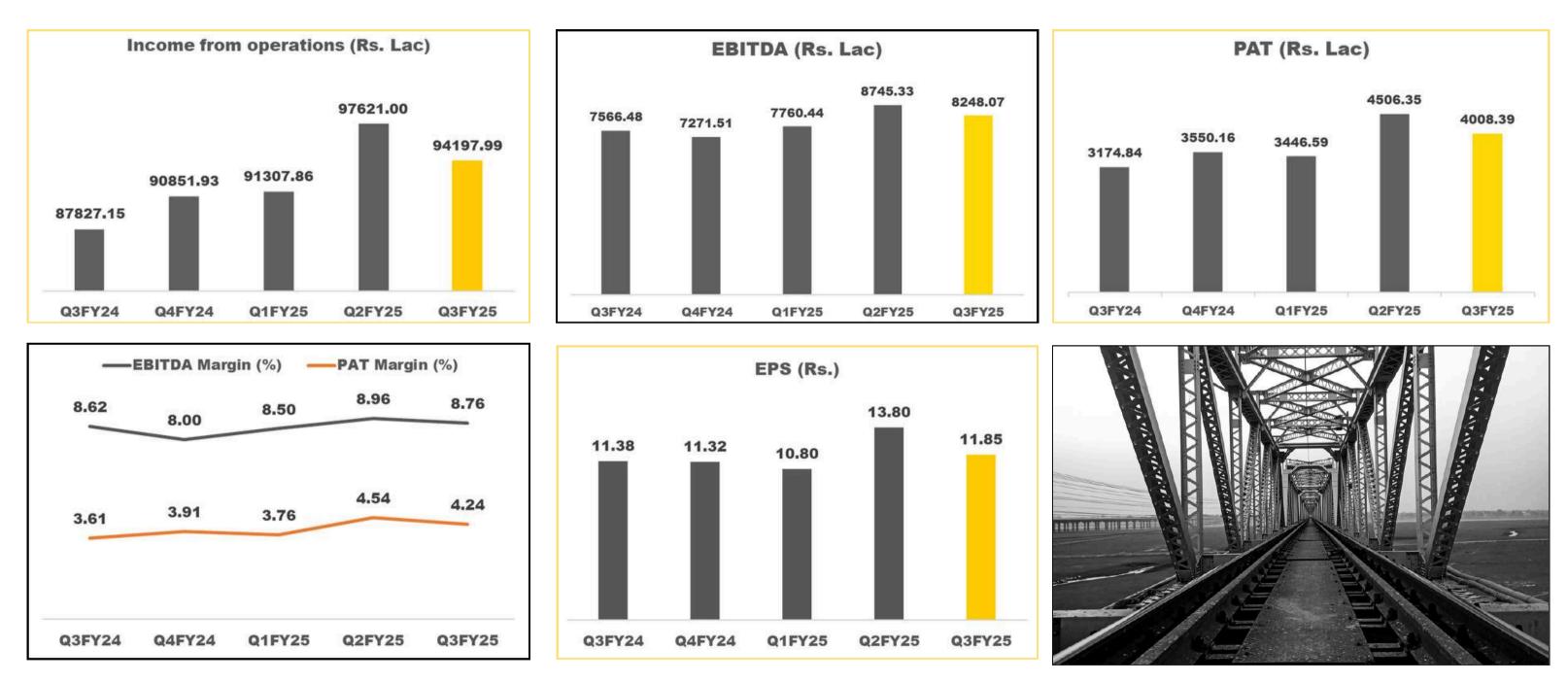




## FINANCIAL PERFORMANCE



# **FINANCIAL PERFORMANCE (Sequential QoQ)**

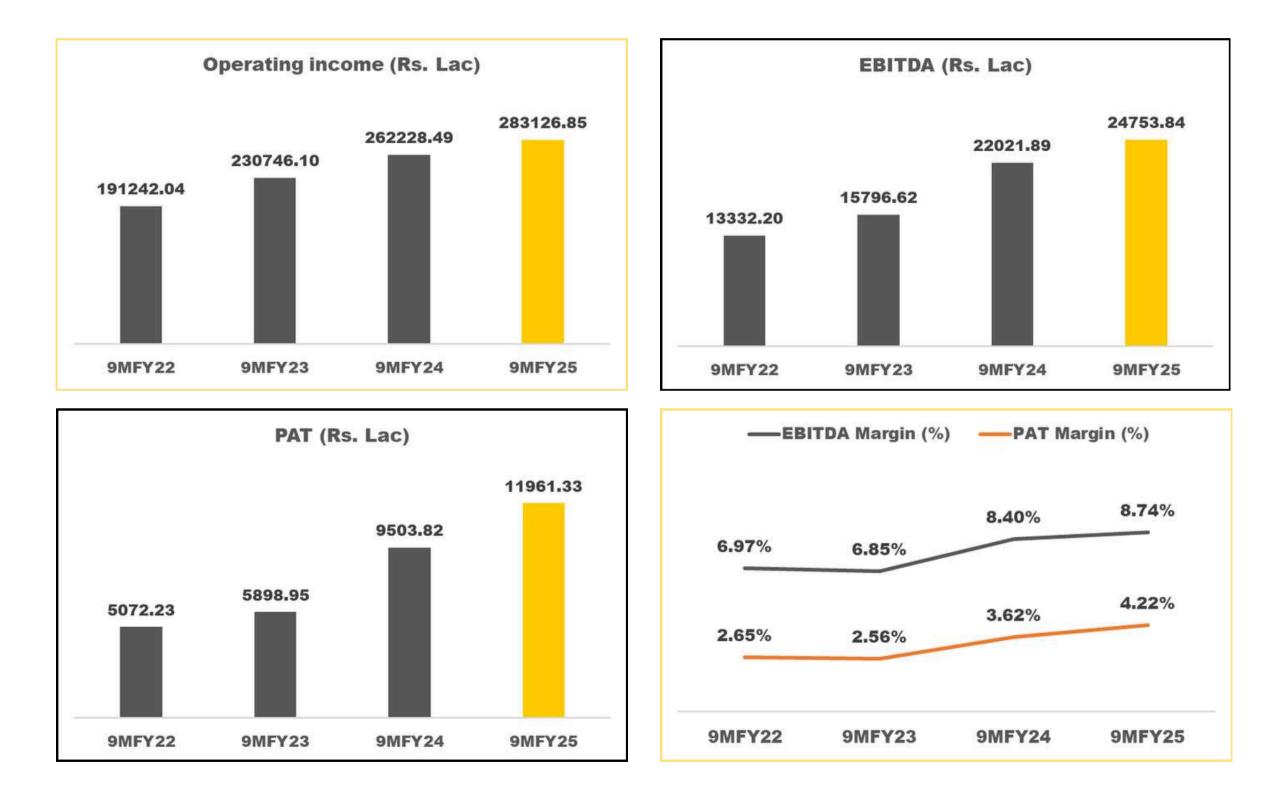


All data related to the financial performance section of the investor presentation are on a standalone basis



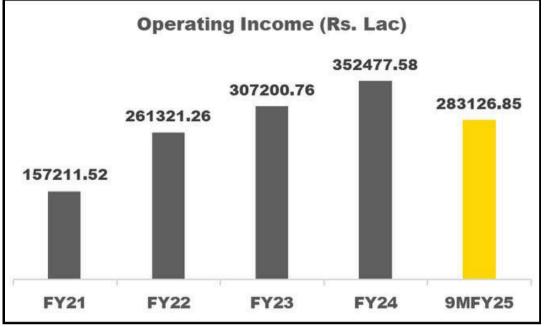


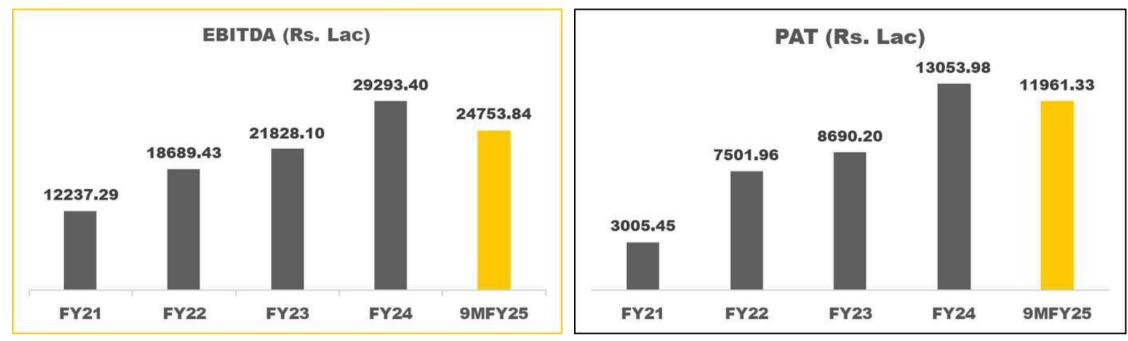
# FINANCIAL PERFORMANCE (QoQ)

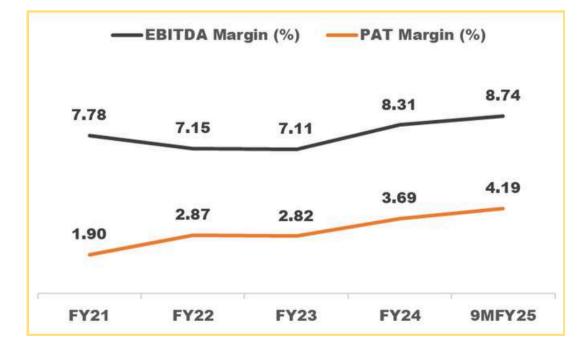


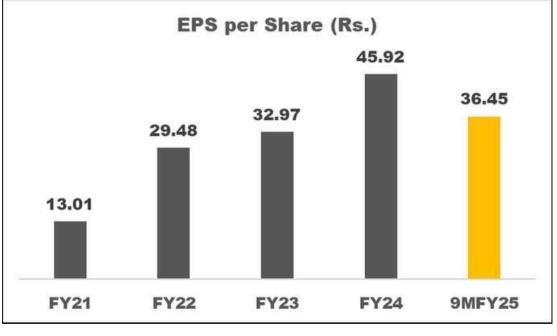


# FINANCIAL PERFORMANCE (YoY)









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# **RESPONSIBLE CORPORATE CITIZEN**



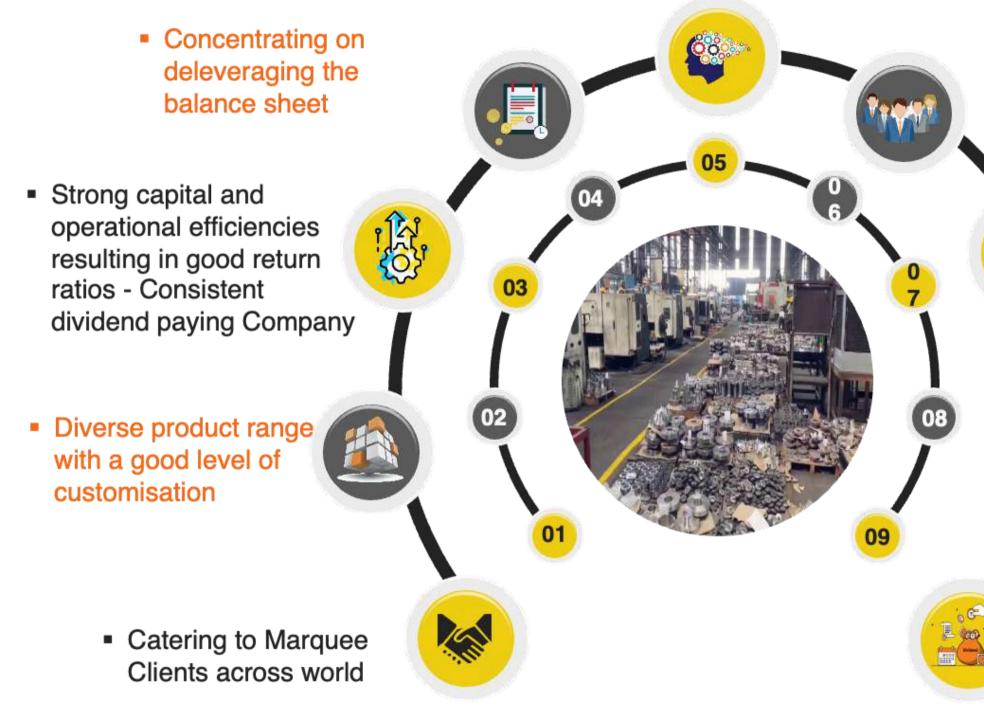
- Actively supports causes of healthcare, education and environment through sustained CSR initiatives
- Culture as an employer is full of transparency, open doors, and consistent upskilling focus
- Uninterrupted focus on seeding a green culture and sustainability agenda by in ticking the three yogis





# WRAPPING UP

 Strong Industry Knowledge – More than three decades of Experience with consistent growth & progress



From manufacturing steel products to becoming an Engineering Solutions provider

- Strong and well reputed management team and motivated and talented team of over 4,000 employees empowering growth
  - A base of over 600 customers
  - Spread over 100 countries across world
    - Strategically focusing on High Margin Value Added Products and high growth sectors like Auto, Solar, Railways and Defence
  - Associated with some of most prestigious programmes in Defence and Aerospace

### **Corporate Office :-**

### **GOODLUCK INDIA LIMITED**

CIN No. : L74899DL1986PLC050910 Good Luck House, II F, 166-167, Nehru Nagar 2, Ambedkar Road, Ghaziabad - 201001, Uttar Pradesh, India goodluck@goodluckindia.com

# **CONTACT US**

### Regd. Office : (Goodluck India Ltd)

509, Arunachal Building, Barakhamba Road, Connaught Place, -2pxNew Delhi - 110001 (INDIA)

CIN No. : L74899DL1986PLC050910

### Good Luck Industries (Works)

A-51, Industrial Area, Sikandrabad, Distt.-Bulandshahr - 203205 (U.P.) INDIA

### Goodluck India Limited. (Works)

A-42/45, Industrial Area, Sikandrabad, Distt. Bulandshahr - 203205 (U.P.) INDIA

### Good Luck Industries-II (Works)

A-59, Industrial Area, Sikandrabad, Distt.-Bulandshahr - 203205 (U.P.) INDIA

### Goodluck India Limited. (Works II)

D-2/3/4, Industrial Area, Sikandrabad, Distt. Bulandshahr - 203205 (U.P.) INDIA

### Good Luck Engineering (Works)

Khasra No. 2839, Gram Dhoom Manikpur, G.T. Road , Gautam Budh Nagar, Dadri, (U.P.) INDIA

### Goodluck Metallics (Works)

Survey No. 495,497 to 502, Bachau Sikra Road, Village-Sikra, T A Bachau, Gujarat - 370140, INDIA

## THANK YOU