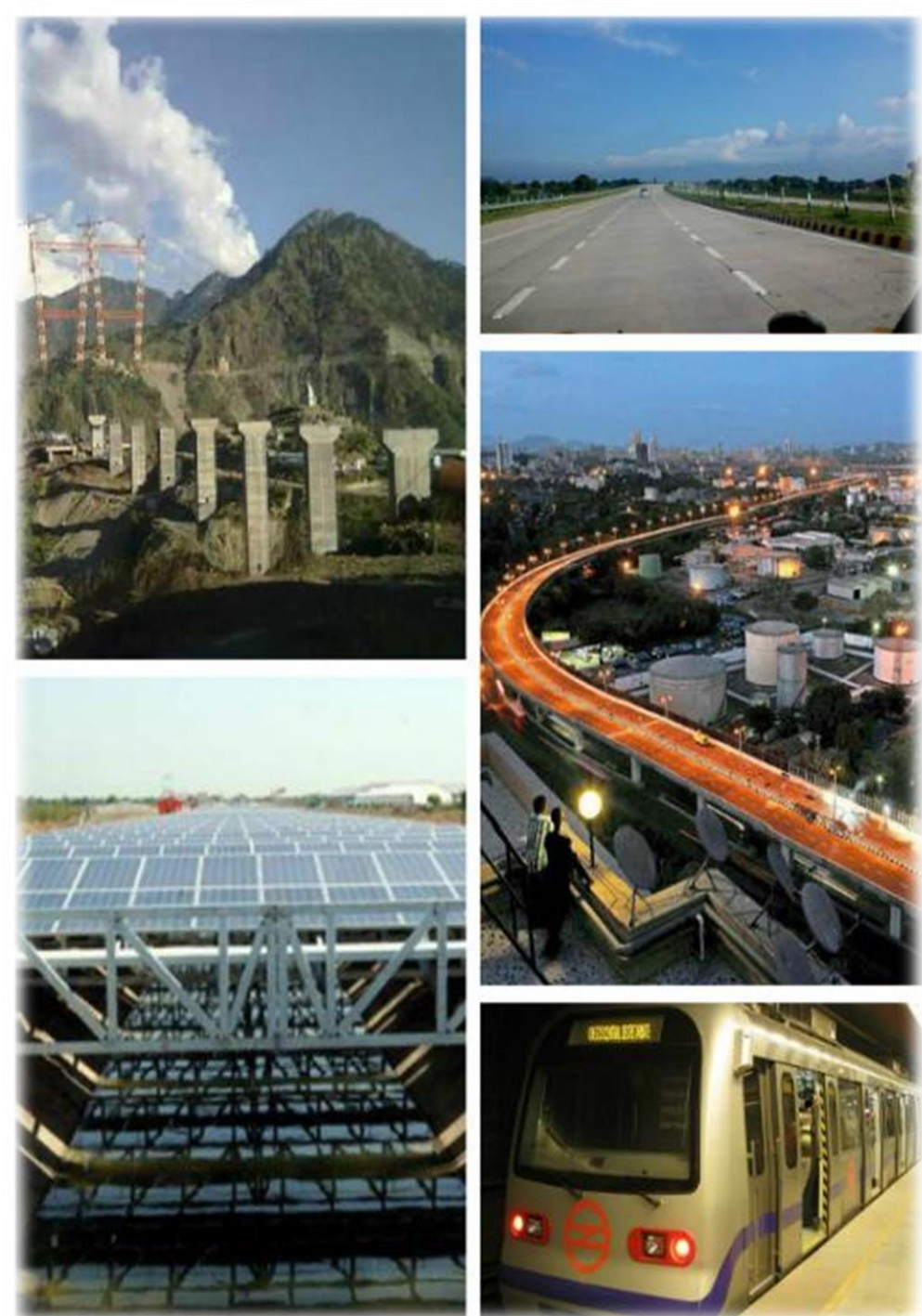


CORDS

THE IDEAL CONNECTION



Investor Presentation – September 2017



Safe Harbour

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A Specialized Control and Instrumentation Cable Company

Long standing customer relationships of over 20 years

The company will benefit from the modernization and upgradation of infrastructure

Current Capacity stands at 65,000 Kms. p.a.

95% of our orders are based on customer specifications

85% of our cables constitute **Instrumentation & Data Cables** and 15% is **Power Cables**

We have approvals from large public sector as well as private customers



... offering Wide Range of Products to Multiple Industries

Instrumentation Cables

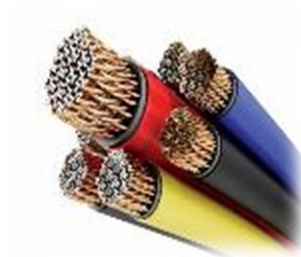
Thermocouple Cables

Control Cables

LV Power Cables

SPECIAL CABLES

Fieldbus Cables
Low Temperature Cables
Eurobalise Railway Safety Cables
Solar PV Cables
Railway Jelly Filled Quad Cables
Special Cables for Oil & Gas
Special Cables for Water Desalination
EPR Cables
Silicon Rubber Cables
Fire Survival Cables
Low Smoke Halogen Free Cables



... with a Diverse Portfolio of Products

Catering to the New Age Demand

Thermocouple Cables

Application:

- ✓ Used to extend thermocouple circuits from the sensor to reference unit

Control & Electrical Wiring Cables

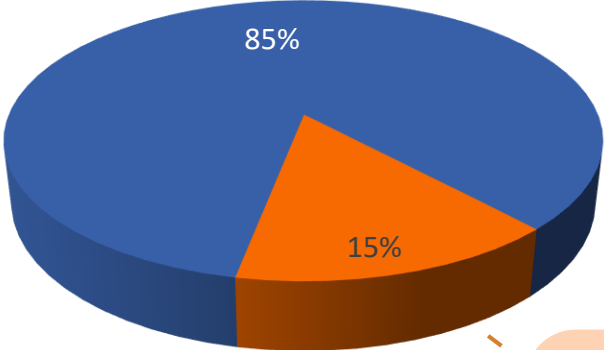
Application:

- ✓ **Control Cables:** Used in interconnection of process control, communication and panel control systems
- ✓ **Electrical Wiring Cables:** Used for electric power, lighting & internal wiring

Instrumentation, Signal and Data Cables

Application:

- ✓ Used in data acquisition systems, computer networking, PA systems, digital control / measuring & communication systems
- ✓ Specially designed to transmit signals without any external interference



Sales Composition

- Instrumentation & Data Cables
- Power Cables

And Traditional Demand

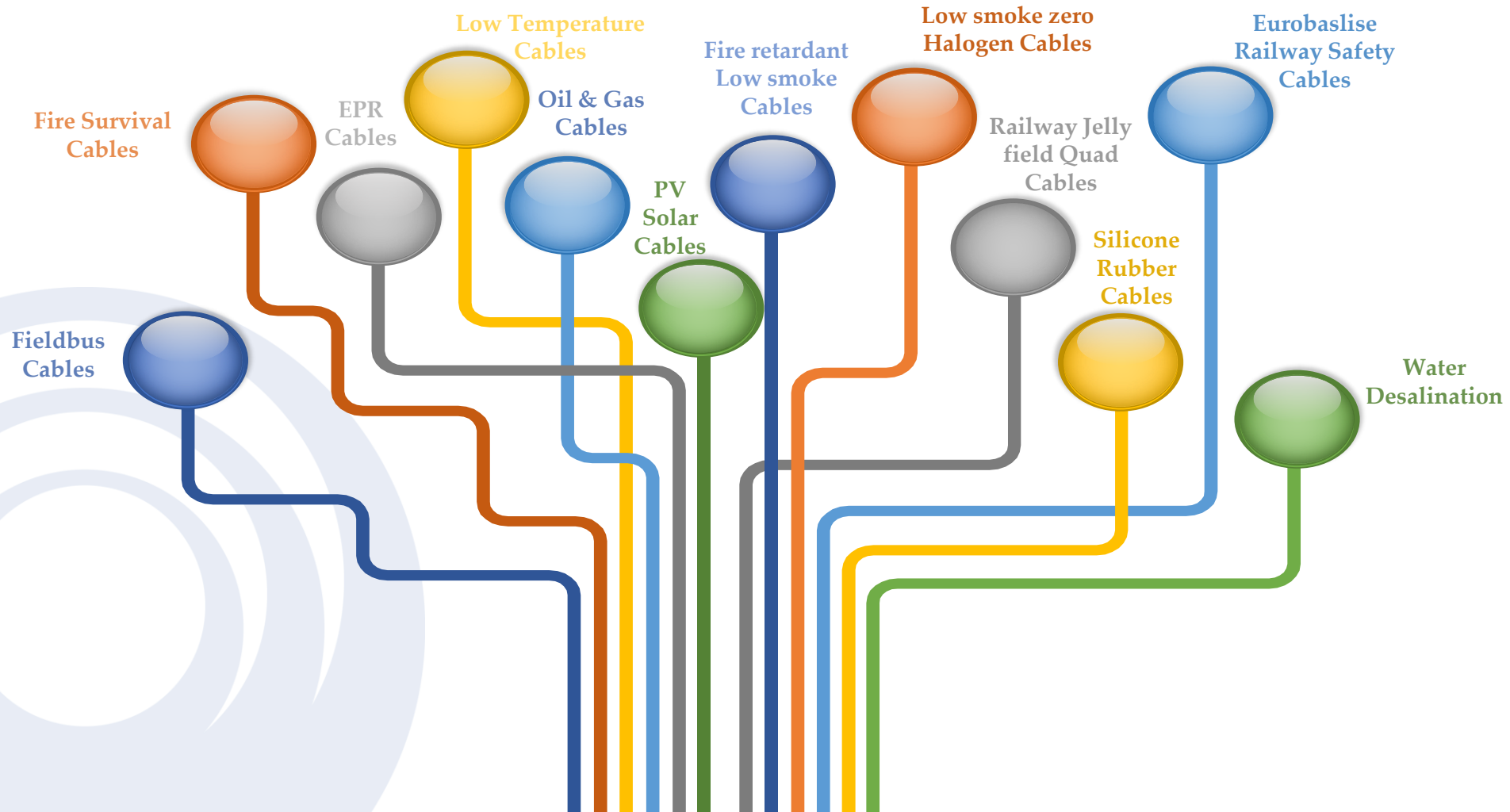
LV Power Cables

Application:

- ✓ Used in connection of power supply to residential, commercial & industrial units



Special cables



... with Focus on Quality

Consistent Quality check at every stage

- ✓ Quality Test Labs
- ✓ Customer Interface
- ✓ Product Design
- ✓ Choice of Vendors
- ✓ Manufacturing Process
- ✓ Human Resource Development
- ✓ Customer service



In-house R&D and Innovations team

R&D team of 5 people

Aim at Innovation & Development of new varieties of cables at regular time intervals

Garnered a name for

- ✓ Customer service
- ✓ Timely deliveries
- ✓ Efficient order execution

95% all Products as per Customer Specifications ensuring

- ✓ High Customer Recall
- ✓ First Choice for Customers
- ✓ Repeat Orders



... Experienced Management Team



Naveen Sawhney
Chairman & MD

A Mechanical Engineer and a PG Diploma in Marketing Management. Has an experience of over 45 years in the Cables Industry. His Vast experience, long-term vision, entrepreneurial abilities & strategic planning have led the Company towards growth and diversification.



Sanjeev Kumar
Whole Time Director

Holds Cost and Management Accountant degree from ICWAI. Has 15 years of experience including 5 years in Cables Industry.



Varun Sawhney
VP (Marketing, IT & HR)

MBA from Leeds Metropolitan University, UK & BE (Computers). Played a vital role in implementation of Designing, Costing & ERP systems of the company

Manoj Gupta
CFO

Holds Chartered Accountant degree from ICAI. Has 20 years experience in Finance control, Audit and Taxation.



Gaurav Sawhney
VP (Banking & Finance)

Bachelors of Science in Business Economics from Syracuse University, New York; Executive Post Graduate Diploma in Management (Finance) & Bachelors Of Commerce (Honors). Has been instrumental in handling the Banking & Finance department of the company.



... with Strong Core Values

Honour Commitments

Consistently maintain High Quality

Strive for long-term relations and partnerships with customers, vendors and business associates

Focus on product-development based on ever-changing needs of our customers

Ensure Dignity of Labour

Advancement in Technology

Enhancement and Development of our Human Resource



... Long Term Customer Relationship

Domestic

Over 20 years of Relationship



BOMBARDIER
TRANSPORTATION



التميز للتجهيزات الصناعية والفنية ش.م.م
EXCEL TECHNICAL & INDUSTRIAL SUPPLIES LLC
More Products. Thousands of Solutions. One Source.



INDO-JORDAN CHEMICALS COMPANY LIMITED



International Training & Consultancy Center



ARABIAN BEMCO CONTRACTING CO. LTD.
INDUSTRIAL & POWER PROJECTS - DEVELOPERS & CONTRACTORS

A Navratna Company



Ansaldo STS
A Hitachi Group Company



QSTec
Qatar Solar Technologies
مركز تقنيات الطاقة الشمسية
قطر
عضو في مؤسسة قطر
Member of Qatar Foundation



International



الشركة السعودية للكهرباء
Saudi Electricity Company



التميز للتجهيزات الصناعية والفنية ش.م.م
EXCEL TECHNICAL & INDUSTRIAL SUPPLIES LLC
More Products. Thousands of Solutions. One Source.



شركة تنمية نفط عمان ش.م.م
Petrochem Development Oman LLC



INDO-JORDAN CHEMICALS COMPANY LIMITED



International Training & Consultancy Center



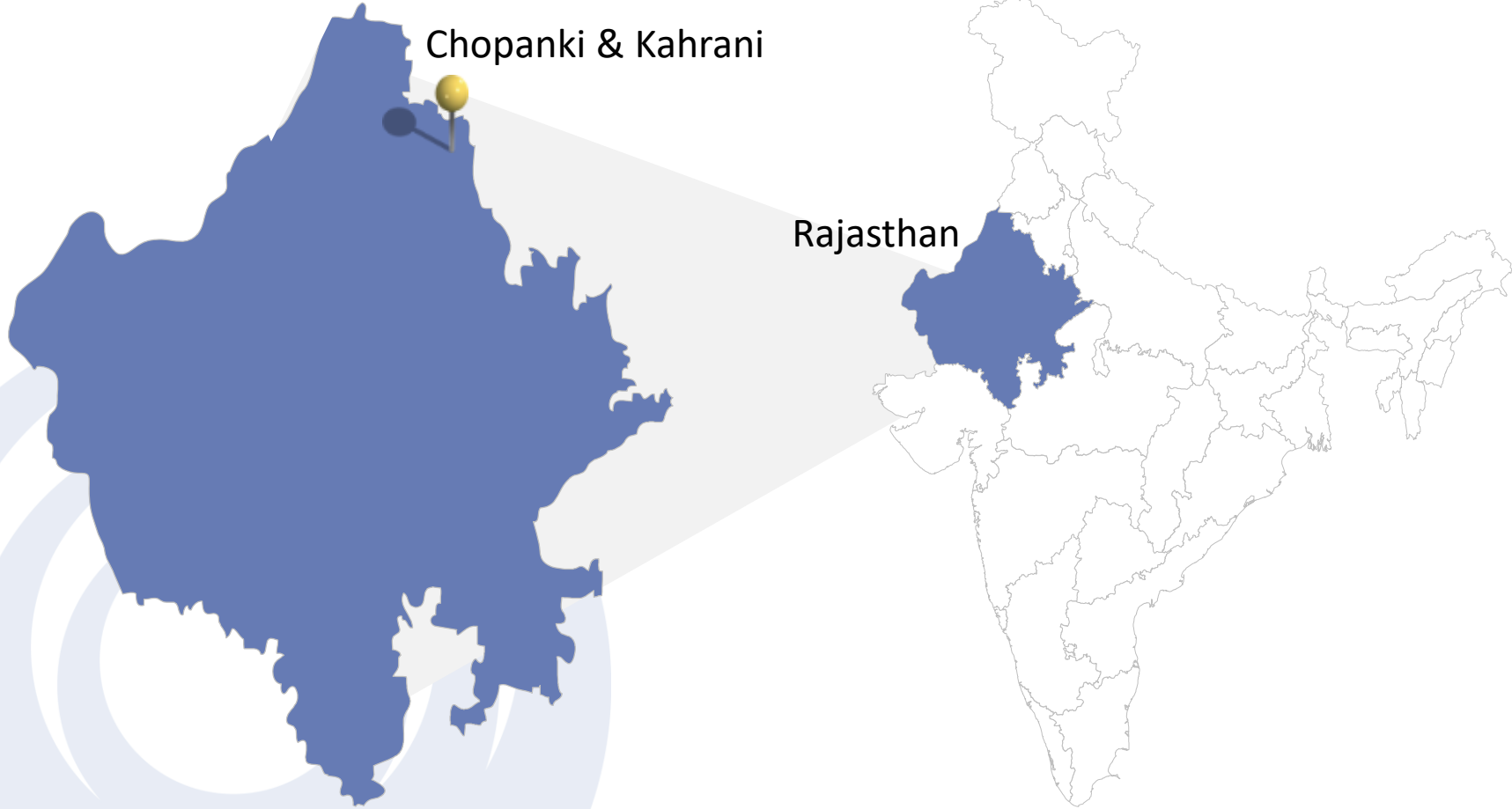
ARABIAN BEMCO CONTRACTING CO. LTD.
INDUSTRIAL & POWER PROJECTS - DEVELOPERS & CONTRACTORS



QSTec
Qatar Solar Technologies
مركز تقنيات الطاقة الشمسية
قطر
عضو في مؤسسة قطر
Member of Qatar Foundation



... State of the Art Manufacturing Facilities



Chopanki Unit

- ❖ Capacity of 30,000 Kms
- ❖ Manufactures LV Power, Instrumentation, Control & Special cables

Kahrani Unit

- ❖ Capacity of 35,000 Kms
- ❖ Manufactures Control, Instrumentation, Fieldbus, PV Solar, EPR Insulated & other Special Cables



... Certifications & Client Approvals

- ❖ Manufacture cables conforming to International standards such as: **EN, BS, IEC, VDE**
- ❖ Hold BIS certification for all types of cables conforming to **IS:1554(1)/1988 and IS:694-90**
- ❖ Quality Management System is **ISO 9001:2008 Certified**
- ❖ Environment Management System is **ISO 14001:2004 Certified**
- ❖ Health and Safety System is **BS OHSAS 18001:2007 Certified** from TUV Rheinland

Type Tested by



Major Approvals



... Awards & Recognitions

Forbes Best Under a \$ Billion – 2008



International Quality Crown Award – 2011



Ratna Shiromani Award



International Business Times 1000
Fastest Growing Companies – 2012





We are Future Ready

Key beneficiary of Modernisation and Upgradation of India

Backbone to Key Industries driving India's Future...

Renewable Power



Freight Corridor



Oil & Gas



FMCG



Smart Cities



Ferrous & non Ferrous Metals



Transmission & Distribution



Metro Rail



Refineries



Chemicals



Cement



LPG Bottling



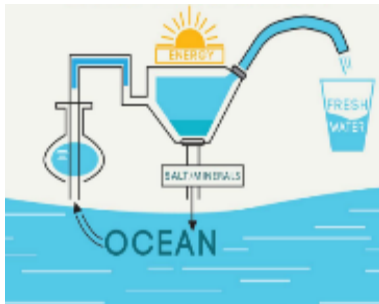
Nuclear & Thermal Power



Airport Development



Water Desalination



Fertilisers



Sewage Treatment



Building Automation



... with Multiple Growth Drivers across Sectors



Freight Corridor

- Indian Railways to build 2 world-class Freight Corridors
- Approx. Rs. 2 lac Cr to be spend for Freight Corridors + Electrification & Doubling and for Electrification + Traffic facilities
- Railways to make investment of over Rs. 8,00,000 Cr over the period of 2015-2020



Metro Rail Projects

- Proposal to implement metro rail systems in 40 cities
- Currently 520 km of Metro Rail lines under construction
- Total Investment outlay of Rs. 5 lakh crore earmarked by Union Government



Smart cities & Infrastructure

- Govt. to develop 100 smart cities with an investment of Rs 480 Bn by 2020
- Over FY18-22 Investments in the Roads sector is expected to be of Rs. 10.4 Tn



Oil & Gas

- Increase in safety measures, Replacement and new demand for speciality cables such as fire retardant and control cables to pick up as safety standards increase



Hydrocarbons

- Refining companies to invest Rs 80,000 crore to upgrade refineries to meet Euro VI norms by 2020



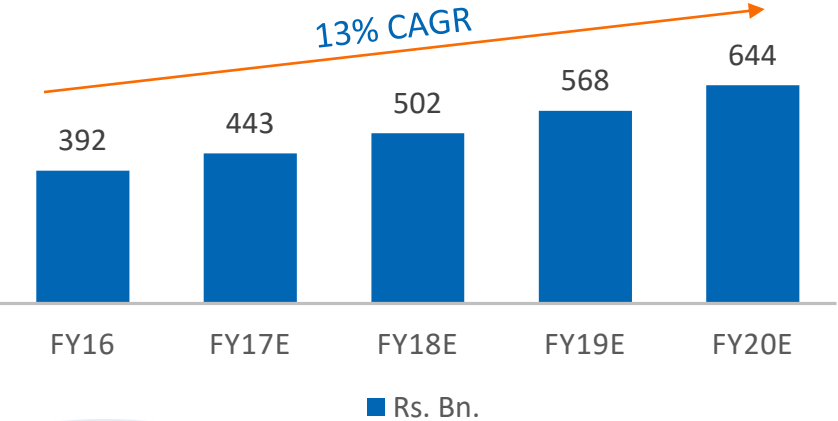
Power Sector

- Expected bid out of transmission projects worth ₹1 trillion over the next two-three years.
- Expect 25-26 GW of solar PV capacity additions over FY17-19
- Expect the power cables market to expand 1.5-1.7x in the next 3 years



... Dominance to grow beyond the Industry

Indian Wire & Cables industry

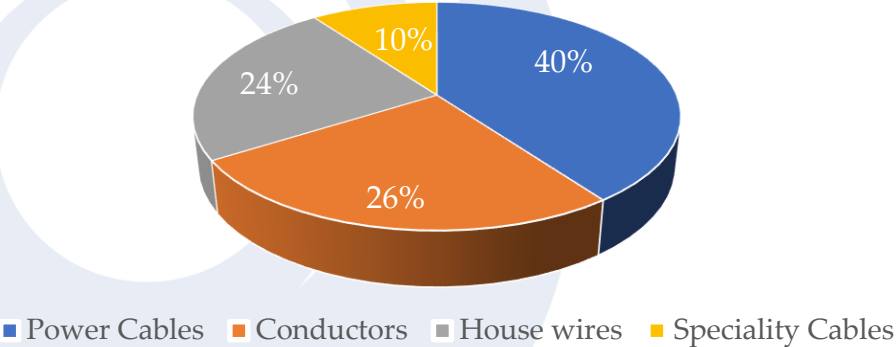


Sectors Driving Increase in Demand

- ❖ Freight Corridor Projects
- ❖ Metro Rail Projects
- ❖ Smart Cities
- ❖ Boost to Infrastructure
- ❖ Hydrocarbon Sector
- ❖ Investments in Power Sector

Speciality Cables at the cusp of growth

Market Share FY16



Supported by Technologically Advanced Facilities

Chopanki Unit



Kahrani Unit



With the Capabilities to Double the Production

Key initiatives leading to strong Industrial growth

- ✓ *Indian Wire & Cables industry expected to grow by 13%*
- ✓ *High thrust of the Current Government on Infrastructure projects increasing scope for Speciality Data Cables*

With Cords leadership in Cable Space

- ✓ Emphasis on Quality
- ✓ Valued long term Client Relationships
- ✓ Diverse Portfolio of Products
- ✓ Constant Innovation
- ✓ State of the Art Manufacturing Facility
- ✓ Certifications
- ✓ Awards & Recognitions

Low Investment for growth

- ✓ Current Capacity – 65,000 Kms p.a.
- ✓ Capacity Utilization of ~55%

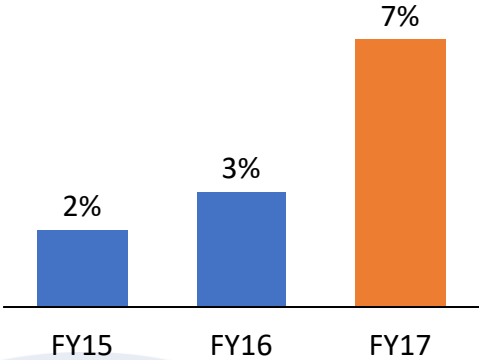
Creating strong business fundamentals



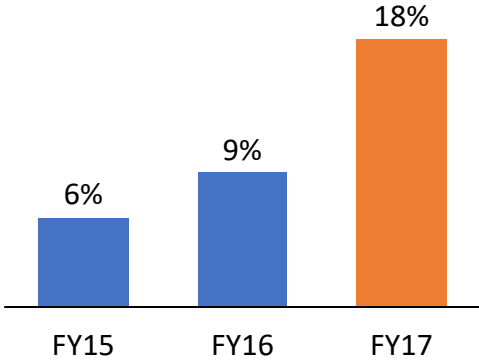
Increasing Focus on Sunrise Sectors

Percentage Contribution to Revenues

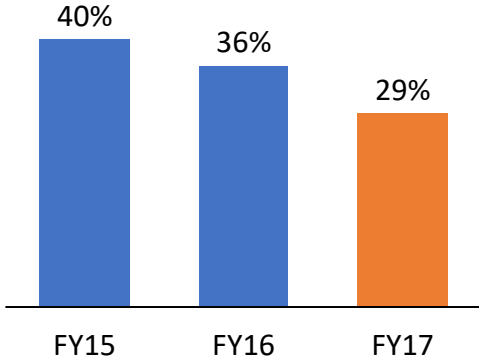
Metros & Freight Corridors



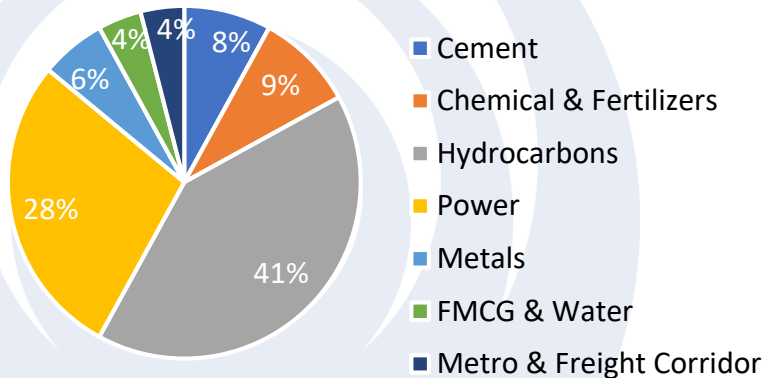
Hydrocarbons



Power Sector



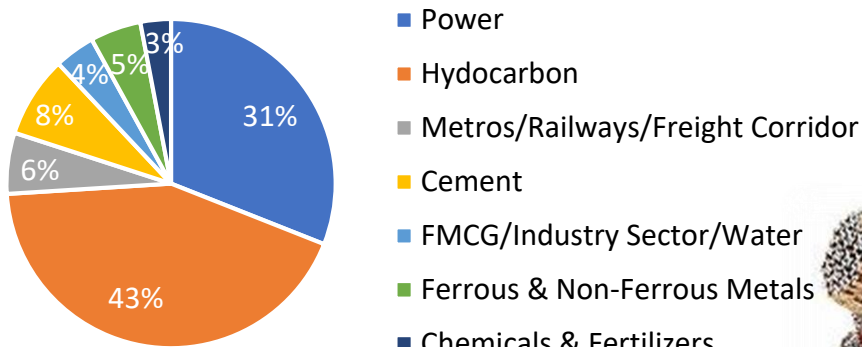
Q1 FY18 Revenue Break-up



Order Book Break-up

Total Order book of ~Rs.120 Crores as on 30th June 2017

Order book to be executed over the next 3-4 months

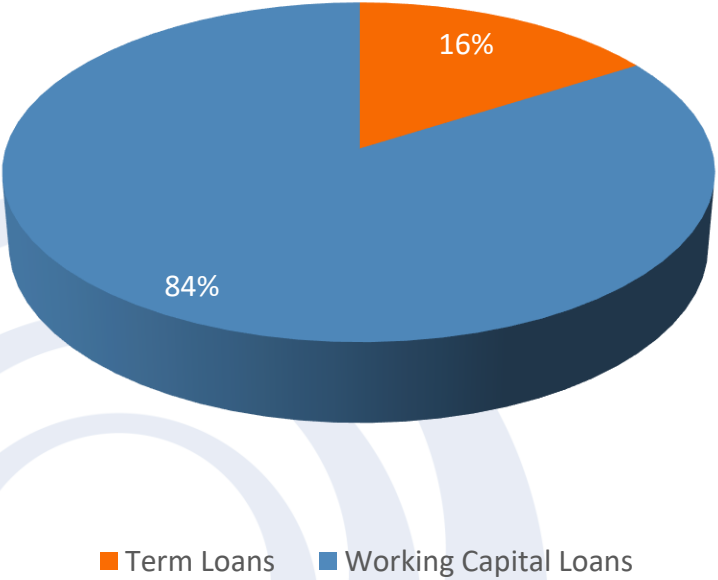




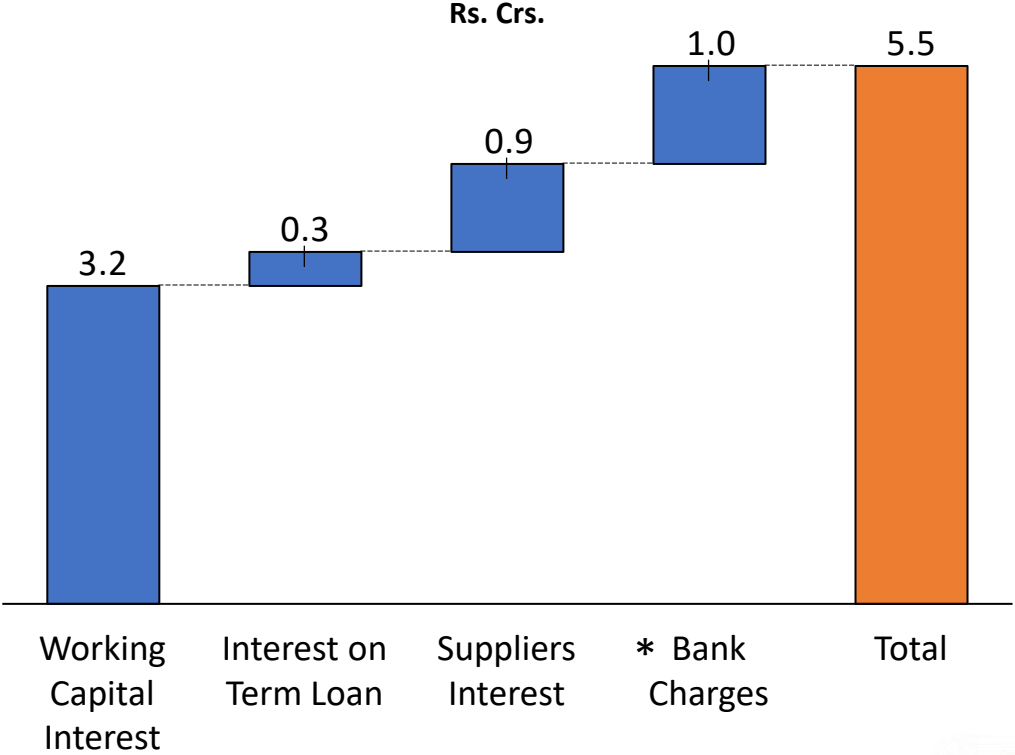
Financial Highlights

Net Debt to Equity of 0.32 x

Total Debt Structure as of Q1 FY18



Q1 FY18 Finance Cost Break up

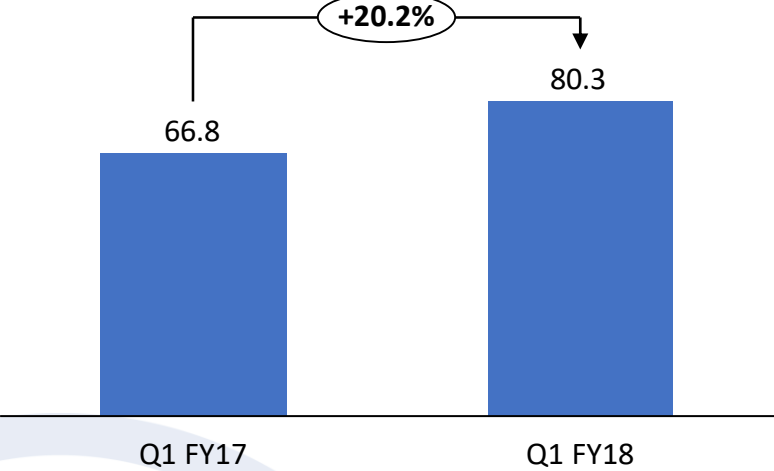


- * **Bank Charges** are inclusive of:
- BG/LC Commission
 - Non Fund opening/closing Charges
 - Processing Fee
 - Other bank Charges

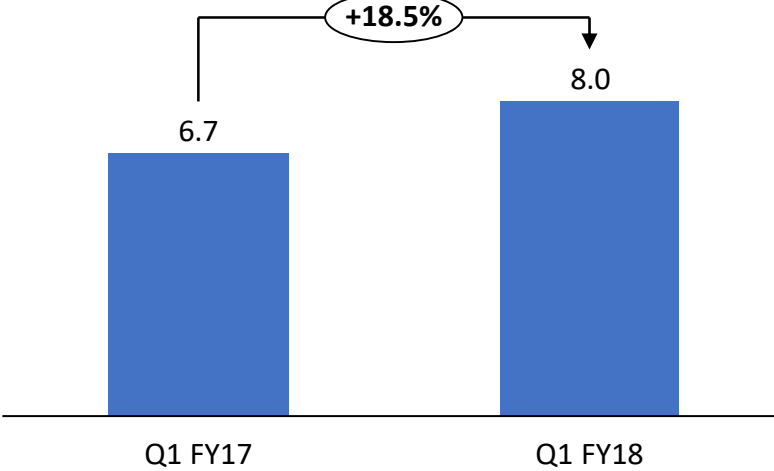


Q1 FY18 Financial Highlights

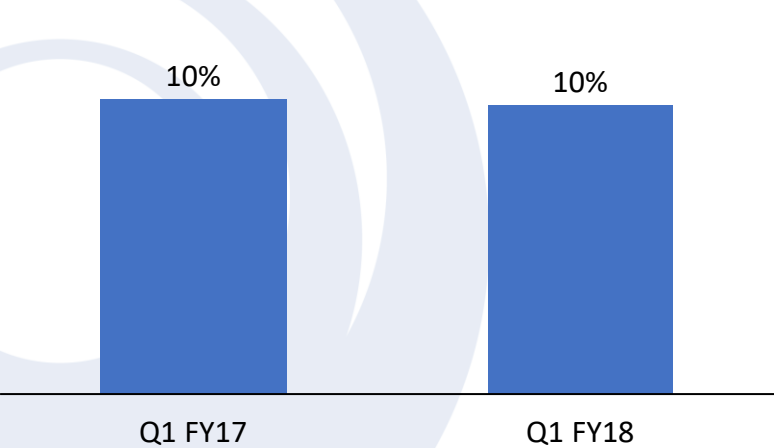
Net Revenue (Rs. Crs)*



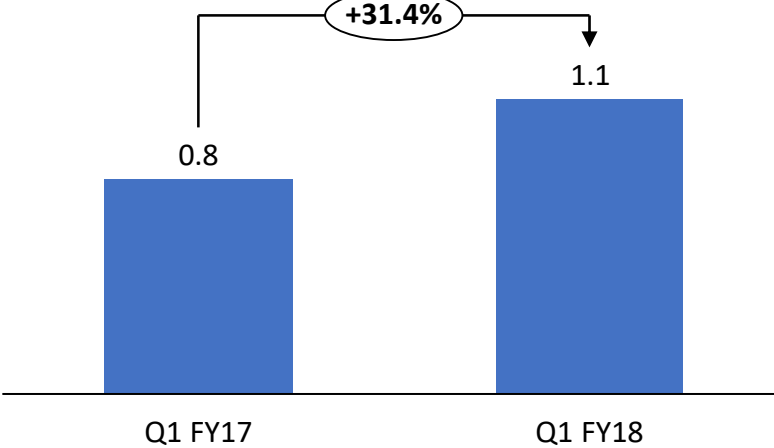
EBITDA (Rs. Crs)



EBITDA Margin %



PAT (Rs. Crs)



* Net Revenue=Gross Revenue – Excise Duty

Profit & Loss Statement

Particulars (Rs. Crs)	Q1FY18 #	Q1FY17 #	YoY	FY17	FY16	YoY
Net Revenue*	80.3	66.8	20.2%	323.4	283.3	14.1%
Direct Expenses	63.3	51.4		254.8	218.2	
Employee Expenses	3.7	3.2		13.7	14.8	
Other Expenses	5.3	5.4		21.9	21.0	
EBITDA	8.0	6.7	18.5%	33.0	29.3	12.6%
EBITDA Margin	9.9%	10.1%		10.2%	10.3%	
Other Income	0.5	0.4		2.1	1.9	
Depreciation	1.3	1.0		5.5	5.4	
EBIT	7.1	6.1	16.0%	29.6	25.7	15.1%
EBIT Margin	8.1%	8.3%		9.2%	9.1%	
Finance costs	5.5	4.9		21.9	20.9	
PBT	1.6	1.2	34.4%	7.7	4.9	57.5%
Tax	0.6	0.4		2.6	1.8	
PAT	1.1	0.8	31.4%	5.0	3.1	62.0%
PAT Margin	1.2%	1.1%		1.6%	1.1%	

* Net Revenue=Gross Revenue – Excise Duty

As per IndAS



Balance Sheet

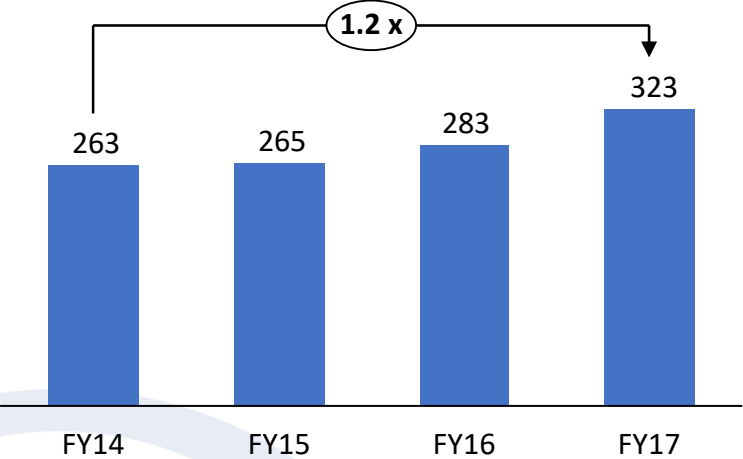
Particulars (Rs. Crs)	Mar-17	Mar-16
Shareholders Fund	122.9	118.0
Share Capital	14.5	14.5
Reserves & Surplus	108.4	103.5
Total Non Current Liabilities	21.1	13.6
Long Term Borrowings	10.5	3.3
Deferred Tax liabilities	7.8	7.8
Other Long Term Liabilities	1.7	1.7
Long Term Provision	1.1	0.9
Total Current Liabilities	135.4	151.1
Short Term Borrowings	53.3	52.1
Trade Payables	69.9	86.4
Other Current Liabilities	10.4	11.8
Short term provision	1.8	0.7
TOTAL EQUITY & LIABILITIES	279.4	282.8

Particulars (Rs. Crs)	Mar-17	Mar-16
Total Non Current Assets	93.1	97.8
Fixed Assets	90.2	95.2
Long term loans & advances	2.9	2.6
Total Current Assets	186.3	185.0
Current Investments	0.4	0.2
Inventories	47.4	48.3
Trade Receivables	93.4	94.5
Cash & Cash Equivalent	23.8	18.9
Short Term loans & Advances	17.4	18.1
Other current asset	3.7	5.0
TOTAL ASSETS	279.4	282.8

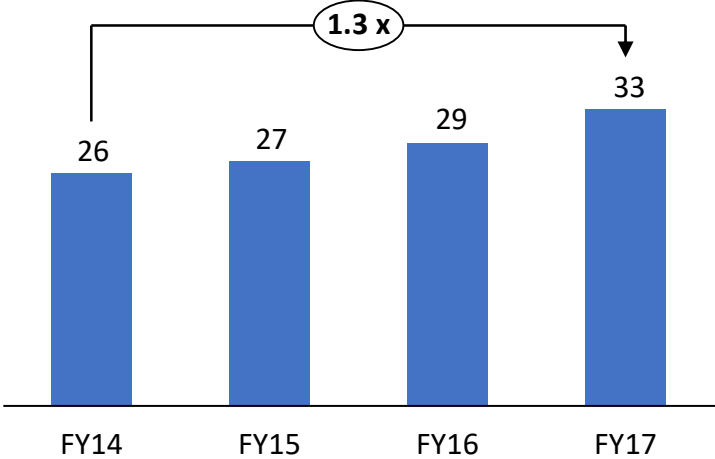


Consistent Performance over the years

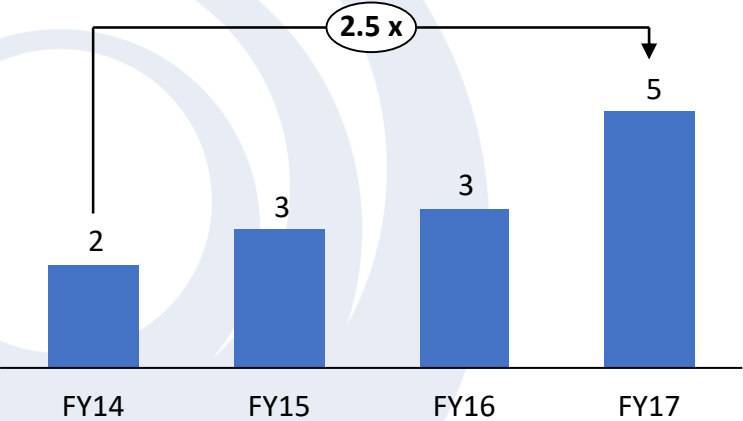
Revenue (Rs. Crs)



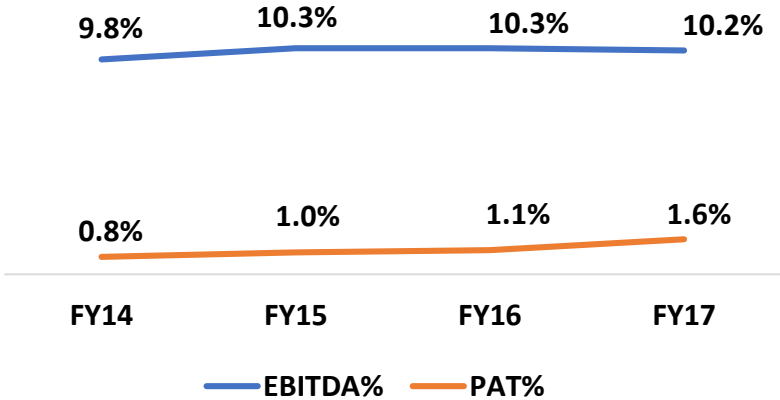
EBITDA (Rs. Crs)



PAT (Rs. Crs)



Improving Margins %





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