

# Investor Presentation

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## OBSC Perfection Limited



[www.obscperfection.com](http://www.obscperfection.com)

November 2024



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# About OBSC Perfection

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**4**

**Manufacturing Facilities**

**22.8%**

**Export Share**

**7**

**Countries**

**~Rs. 57 crores**

**Gross Block**

**~Rs.360 crores**

**Order Book & Nominations**

**90+**

**Employees**

**42.6%**

**Revenue CAGR  
(FY22-FY24)**

**71.2%**

**Operating EBITDA CAGR  
(FY22-FY24)**

**84.2%**

**PAT CAGR  
(FY22-FY24)**

## Business Overview

- Established in 2017, OBSC Perfection is a **manufacturer of precision engineered metal products**
- Manufactures wide range of precision engineered metal components with a product portfolio spanning over 20 products (excluding multiple iterations), with more highly specialized product development under pipeline
- 4 manufacturing facilities** in two prominent auto-hubs, i.e., Pune & Chennai, with manufacturing facilities spanning 110,000+ sq. ft.
- Strong in-house manufacturing capabilities across **machining, turning, investment casting, fabrication, and assembly**
- Historically served Automotive Sector; rapidly expanding in Defense & Marine sector
- Part of the 50+ years old Anglian Omega Group which has presence in Bright Bar Steel, Electric Mobility & Auto Components Industries
- Marquee **global customers with long-standing relationships**; increasing wallet share with customers YoY



## Key Products



Shock Absorber Rods



Sensor Boss



Electronic Percussion Fuze Parts



Turned Fitting

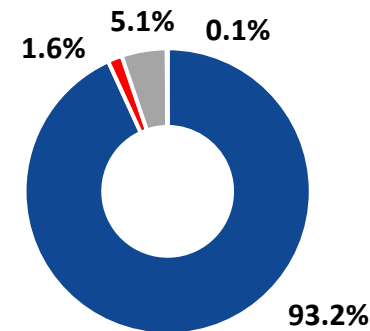


Water Injector

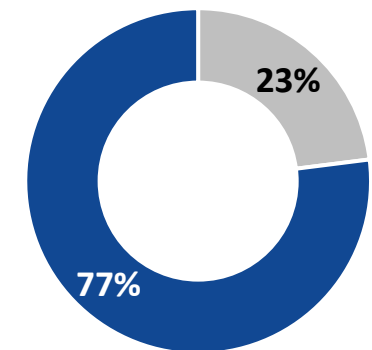


Nut Fasteners

## Revenue Segmentation (for H1FY25)



- Automotive
- Marine
- Defense
- Telecommunication



- Exports
- Domestic



## Anglian Omega Group

Established in 1969, Anglian Omega group has presence across Bright Bar Steel, Auto Components and Electric Mobility industries

### Key Corporate Promoters of OBSC Perfection Limited

#### Omega Bright Steel & Components Private Limited

- Shareholder in OBSC Perfection Limited, established in 2007.
- Manufacturer of High/Low Carbon Steel Bars
- Operates 2 Facilities in Pune & Chennai
- **FY24 Turnover : Rs. 202.4 Crores**

#### Omega Bright Steel Private Limited

- Flagship entity of the Anglian Omega Group, established in 1969.
- Manufactures Bright Bar Steel, Cold Forging Components, Steel Wires, Pipes
- Operates 3 Facilities in Faridabad
- **FY24 Turnover : Rs. 312.0 Crores**

### Strategic Advantage from Anglian Omega Group's Legacy



#### Strategically Located Facilities with Promoter Entity

Our bright bar steel supplier facility is located next door ensuring consistent supply for one of our raw material. Enables us to meet **global customers' requirement of integrated solution and build trust for consistent supply.**



#### Efficient Supply Chain Management & Operations

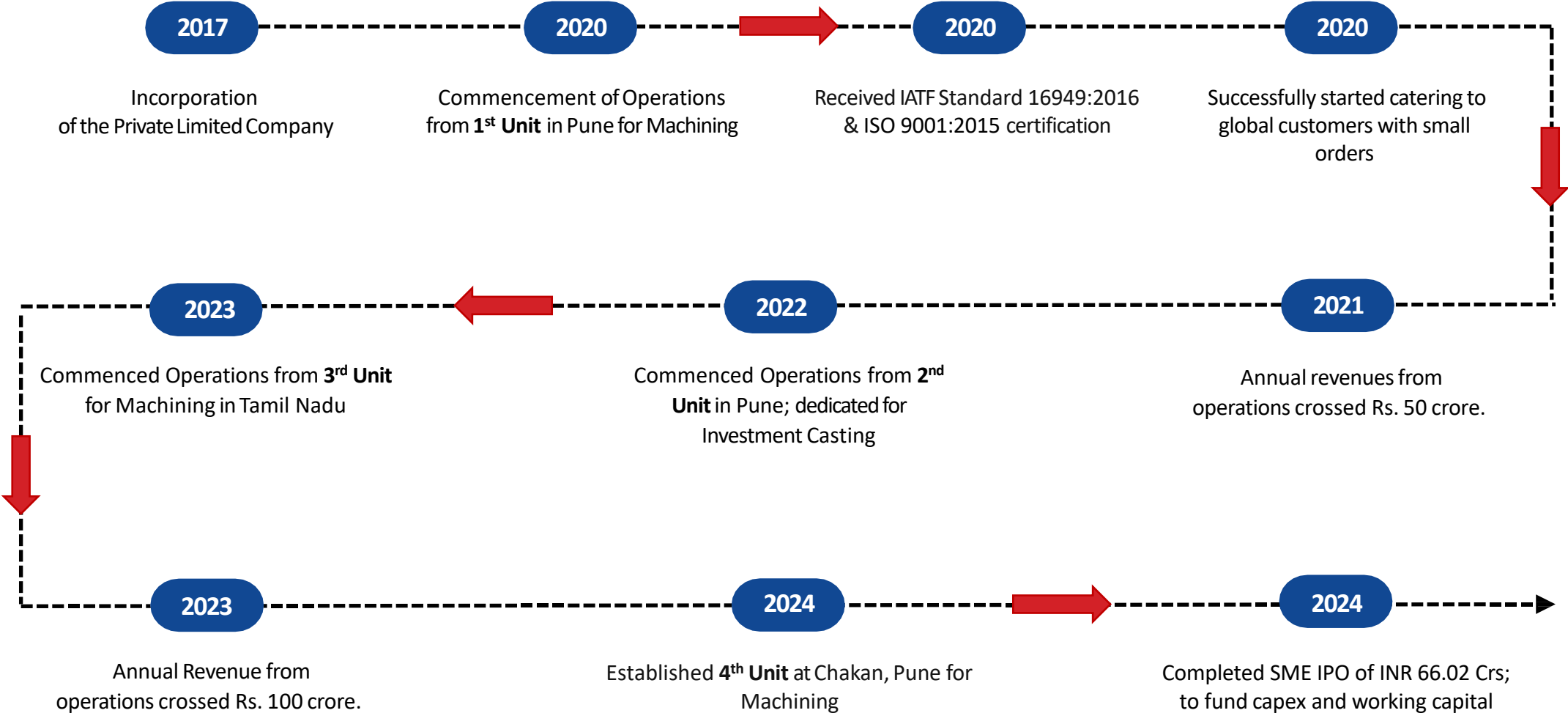
Co-location with our supplier **eliminates middlemen, cuts logistics costs, improves inventory management,** and ensures timely delivery, boosting profitability.



#### Manufacturing expertise


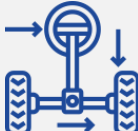






50+ years of Manufacturing legacy across variety of products for Automotives, Sheet metal fabrication, Cold forming parts, precision machined components, etc. helps **OBSCP get access to marquee customers**

# Key Milestones





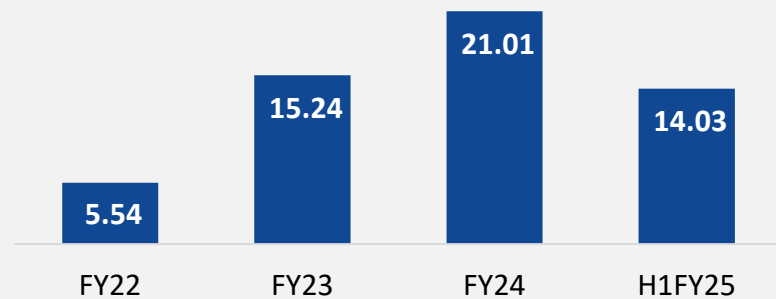
# Products' Applications across Industries

Industries	Applications		
<p><b>Automotive</b></p>	 Exhaust Systems	 Steering & Suspension Systems	 Braking Systems
<p><b>Defense</b></p>	 Ammunition	 Fuses	
<p><b>Marine</b></p>	 Mechanical Cables	 Steering Systems	
<p><b>Telecommunications</b></p>	 Antennas & Towers		

## Consistent Growth Trajectory Supported Robust Demand, Addition of New Customers & Enhanced Precision Manufacturing Capabilities

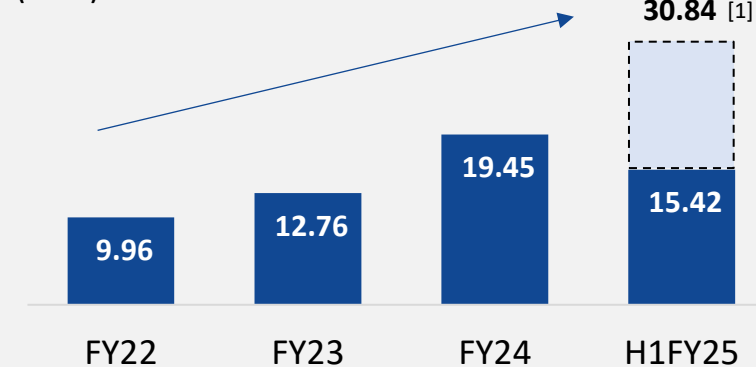
Capital Expenditure incurred from FY22 to H1FY25 :  
Rs. 55.82 crores

(Rs. Crs.)



Export CAGR  
FY22-FY24: 40%

(Rs. Crs)



Rapid Expansion in Defense Segment

- Defense Order Book valued at ₹130 crore.
- Revenue from the defense segment up from ₹0.28 crore in full-FY24 to ₹1.09 crore in H1 FY25.

## Growth Strategy

**Capex** : Continue to undertake capex to expand capacity; Funds of INR 30.59 Crs from IPO proceeds besides further planned capacity additions.

**New Industries** : Expanding beyond automotive; strong focus on defense and marine sectors. Exploring new industries such as wind energy & railways.

**Exports** : Increase share of exports to 40% over next 2-3 years; significantly higher margins businesses.

**Advanced Machineries** : Continue to invest in high-end machineries enabling to meet high level of quality to serve global MNC.

## Customer Acquisition Journey

Onboarding customers & understanding requirements.



End-to-end development from concept, design, prototyping to validation.



In-house rigorous testing ensures compliance with customer’s granular specifications and application needs spanning 6-9 months.



Development includes precision designing, advanced testing, and deploying engineering teams and resources.



Customer testing spans 6-9 months, extending project timelines to 1-1.5 years pre-billing.

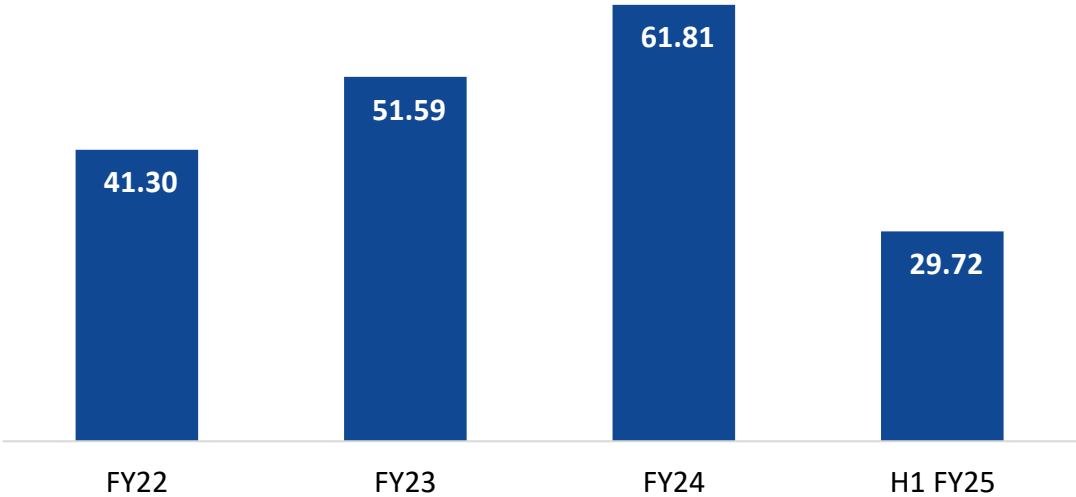
## Case Study

Developed Shaft for a Leading European customer involving ~15 months for product development, deployment and testing to win an order for precision components used in wind turbine, leading to our 1<sup>st</sup> order catering to renewable energy segment.

We manufacture precise components for diverse applications with strict quality standards, which are then sourced from us for a long project period; building strong relationship with customers and giving us competitive edge over other players and new entrants.

## Revenue from Customers with 3+ years’ relationship

(Rs. Crs).





**Saksham Leekha**  
Managing Director

- Serving as Managing Director since May 2024.
- Oversees all units, focuses on customer addition, product, technology upgradation and automation.
- B. Tech in Computer Science from Guru Gobind Singh Indraprastha University.
- 7+ years Industry Experience



**Sanjeev Verma**  
Executive Director & CFO

- Serving as Director since incorporation in March 2017
- Leads expansion efforts in Chennai and South India market development.
- 35+ years experience in bright bar manufacturing with expertise in financial planning, cost control, and tax compliance.



**Kuntal Mukherjee**  
Chief Growth Officer

- Serving as Chief Growth Officer driving sales and marketing initiatives since November 2022.
- Holds MBA in Marketing and Strategy from Liverpool Business School.
- 12+ years in sales and marketing; worked with Bosch and ZF.



**Asha Narang**  
Non-Executive Director & Chairperson

- Serving as Director since incorporation in March 2017.
- Holds a Bachelor of Arts degree from Pramila College, Delhi.
- 50+ years experience with the Anglian Omega Group, specializing in the steel and auto components industry.



**Ashwani Leekha**  
Executive Director

- Serving as Director since incorporation in March 2017.
- Oversees plant operations and process improvements within the company.
- 35+ years in precision engineering and plant operations.



**Bangali Singh**  
Head – Operations

- Joined as Production Head in June 2019 and was promoted to Head- Operations in July 2022.
- Leads process enhancement & identifies improvements for operational efficiency.
- 20+ years of experience in production engineering with expertise in CNC programming, formerly worked for Omax Auto

Unit - I: Pune, Maharashtra

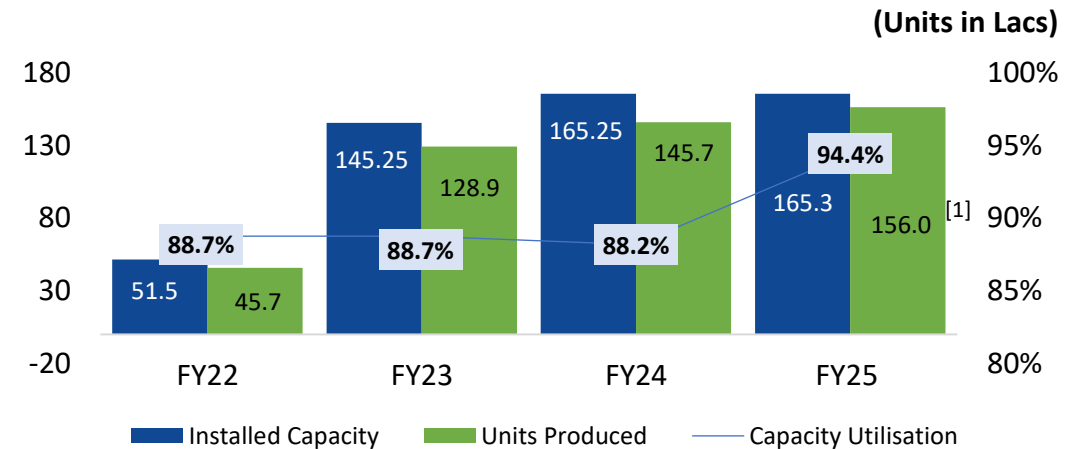
Process – Machining

Owned

## Manufacturing Capabilities

- Turning Centers
- Center-less Grinding Machines
- Internal Grinding Machines
- CNC Sliding Heads
- CAM based Single Spindle Lathes with Bar Feeder
- Induction Hardening
- Thread Rolling Machines
- Welding SPM
- Vertical Broaching
- SPMs for Milling, Drilling C Taping
- Vertical Machining Centers with 4th axis C Pallet changer
- Robotic Arm for component handling and loading
- Automatic Visual Inspection Machines
- CMM (Co-ordinate Measuring Machines)

Facility Area: 19,945 sq. ft



Unit - II: Pune, Maharashtra

Process – Machining & Investment Casting

Leased

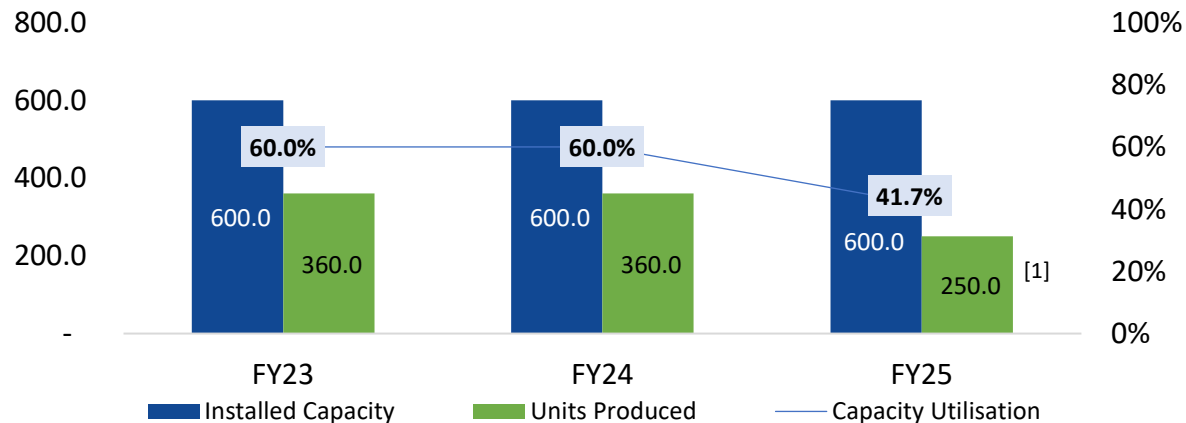
## Manufacturing Capabilities

- Investment Casting
- Wax or Plastic Pattern Creation
- Investment Mold
- Metal Melting & Pouring
- Cooling & Mold Removal
- CNC Turning Centers
- Vertical Machining Centers with 4th axis & Pallet changer

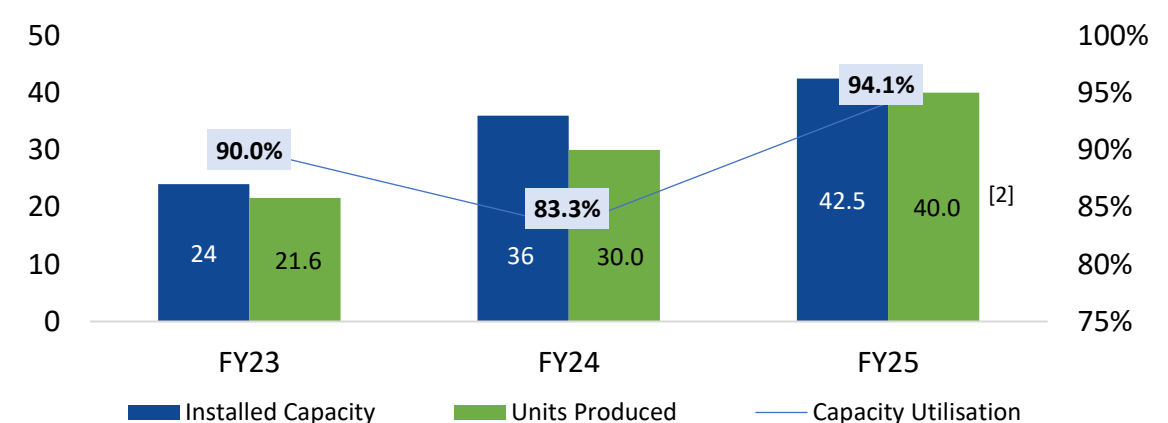
Facility Area: 21,000 sq. ft



### Investment Casting (Units in Metric Tons)



### Machining (Units in Lacs)



Unit - III: Chennai, Tamil Nadu

Process – Machining

Leased

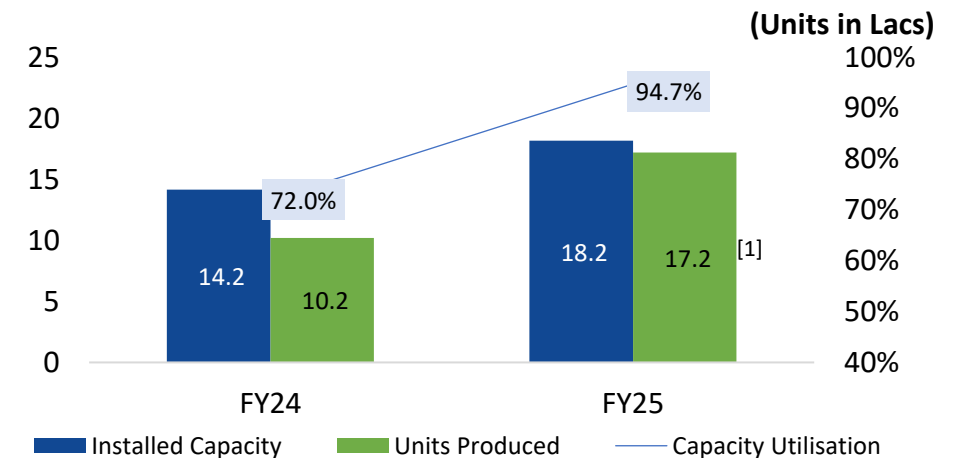
## Manufacturing Capabilities

- CNC Turning Centers
- Center-less Grinding Machines
- CNC Sliding Heads
- CAM based Single Spindle Lathes with Bar Feeder
- Thread Rolling Machines
- Vertical Broaching
- SPMs for Milling, Drilling & Tapping
- Vertical Machining Centers with 4th axis & Pallet changer

Facility Area: 53,628 sq. ft



Expansion plan from IPO proceeds	Capacity in Units
Current Installed Capacity	18.16 lakhs
Capacity Expansion from IPO Proceeds	35.00 lakhs
<b>Total Installed Capacity post capex</b>	<b>53.16 lakhs</b>



Unit - IV: Pune, Maharashtra

Process – Machining

Leased

## Manufacturing Capabilities

- CNC Machine
- Lathe Machine
- Grinding Machine
- Drill Machine
- Bar Cutting Machine
- Sliding Head

Facility Area: 15,600 sq. ft



Expansion plan from IPO proceeds	Capacity in Units
Current Installed Capacity	-
Capacity Expansion from IPO Proceeds	25.0 lakhs
<b>Total Installed Capacity post capex</b>	<b>25.0 lakhs</b>



# Advanced Machineries for High Precision Output



Vertical Machining Center



CNC Machine



Sliding Head Machine



Co-Ordinate Measuring Machine



Swiss-type CNC lathe



OD CNC Grinding Machine

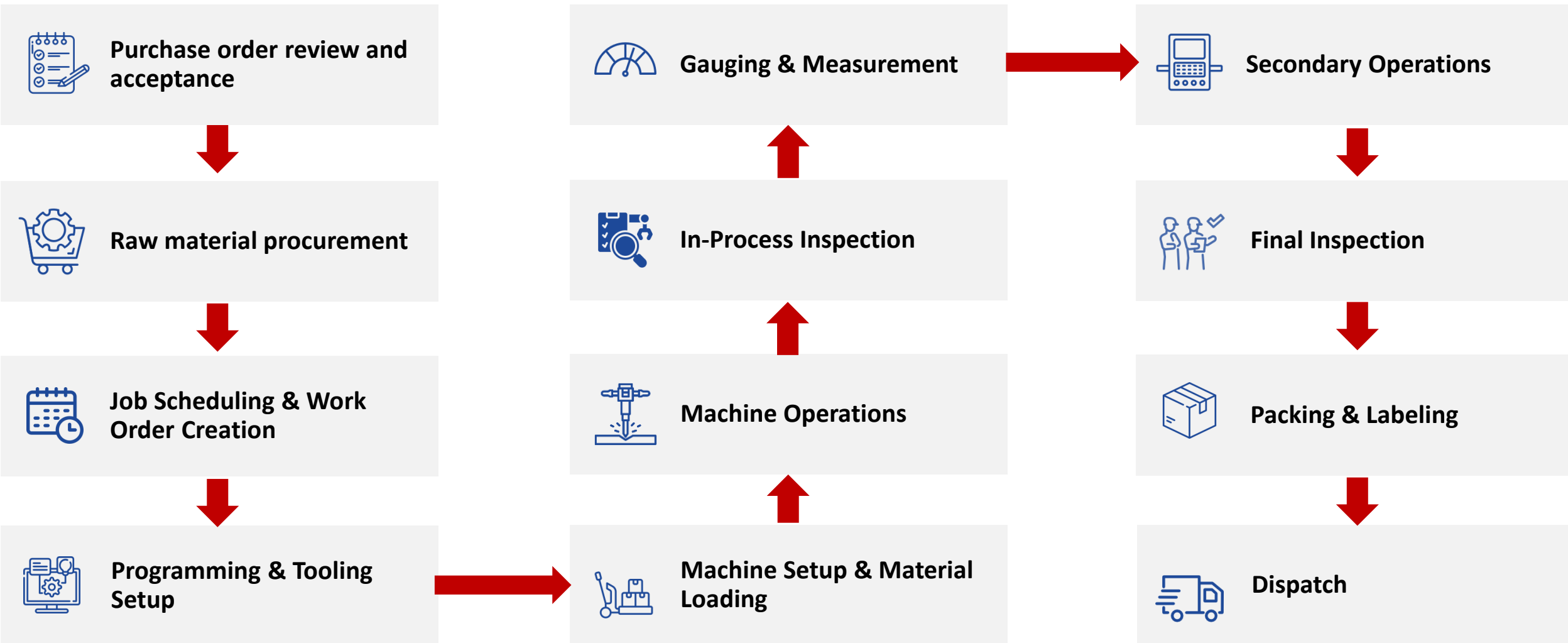


Circular Saw Machine

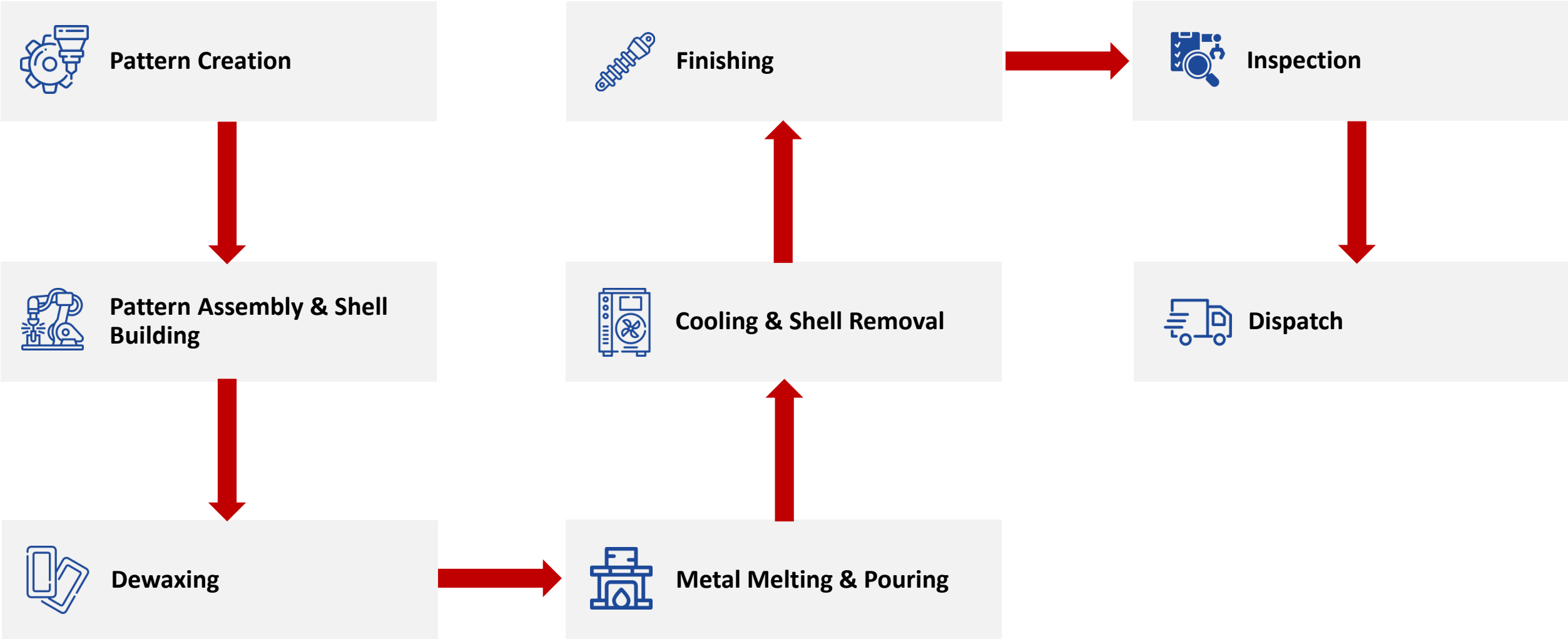


Digital Rockwell Hardness Tester





## Machining & Turning



## Investment Casting



# Some of Our Key Specialized Product

Product	Industry	Application	Competency	Customers	Geographic Segment
	Automotive	High End Motor Bike Suspension	Critical Tolerance & precision	ZF	Italy / Europe
	Automotive	EGR Application (Exhaust)	Critical Dimensional Tolerance developed Investment Casting & Machining	Mahle	Germany
	Marine	Cable End Fitting	Design and production of precise fittings ensuring reliable connectivity and performance	Dometic	USA
	Defense	Missile	Critical Mating Part Application	Bharat Electronics	India

# Increasing Global Presence

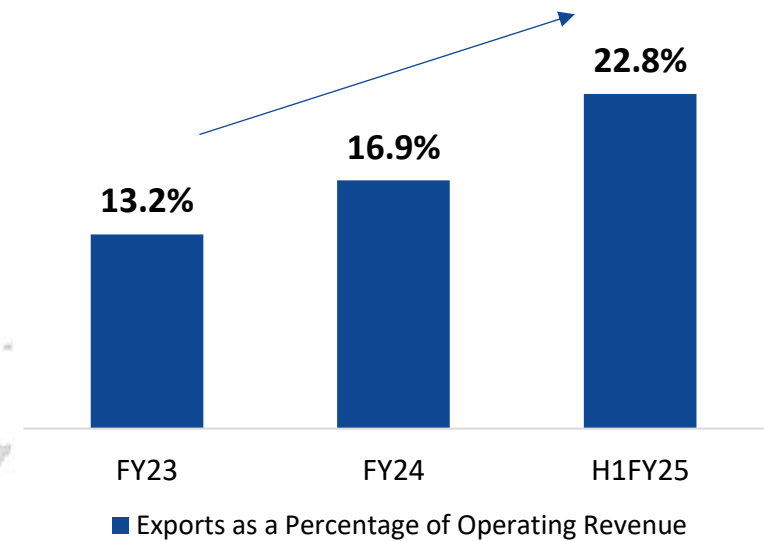
## Exporting to 7 countries



USA Germany Belgium Turkey



Italy Mexico Argentina



## Long-Standing Client Relationships:



## Other Key Customers:



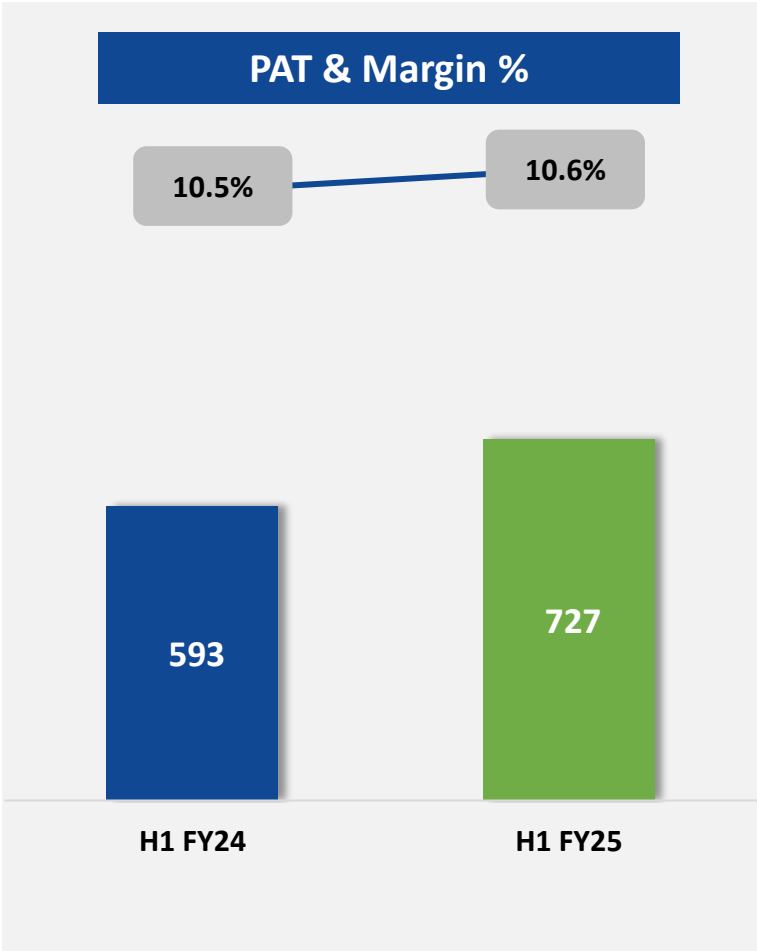
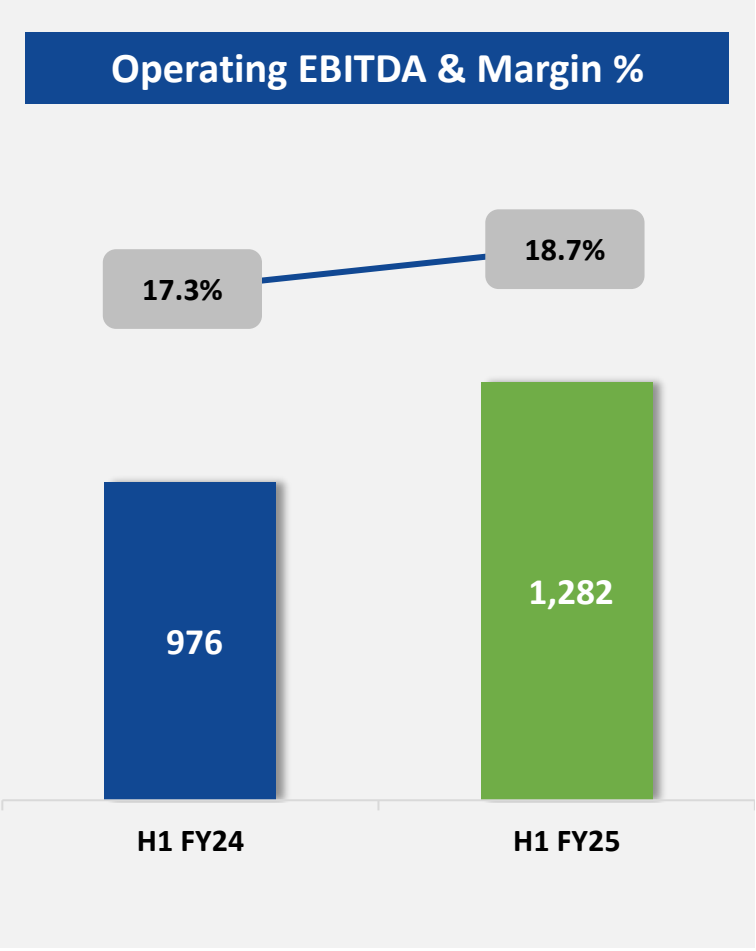
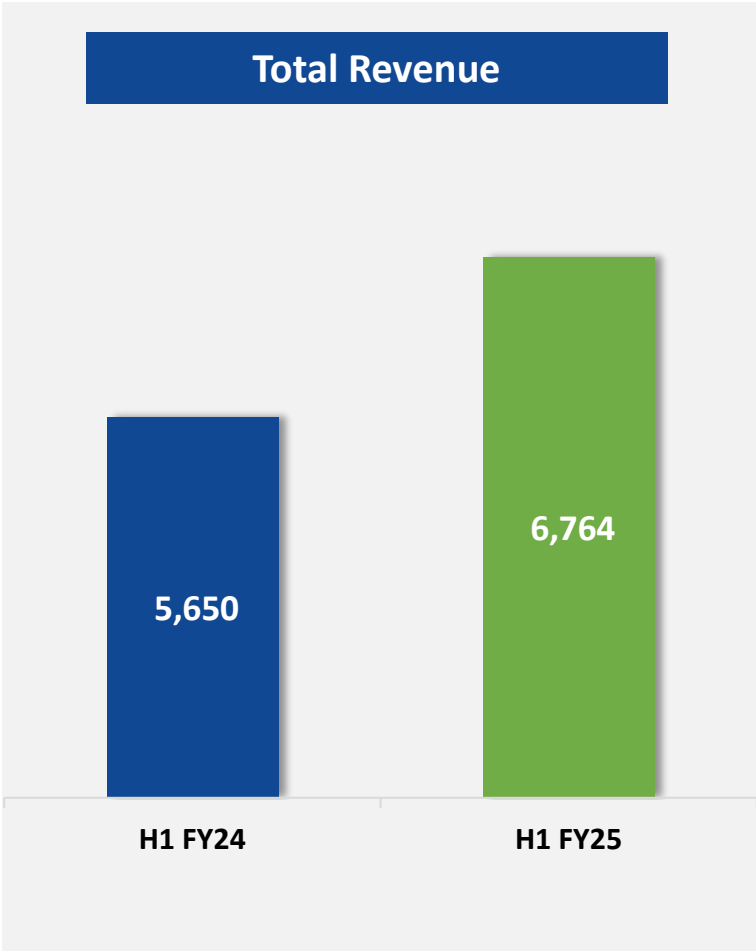
# Financial Highlights

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# H1 FY25 vs. H1 FY24

(Rs. Lakhs)



**Highest ever half-yearly Total Revenue, EBITDA and PAT in the Company's history**



# Revenue Segmentation

(Rs. Lakhs)

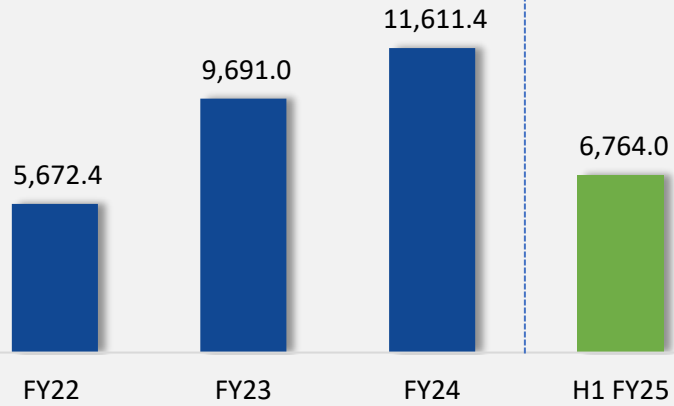
Industry-wise Revenue	FY22		FY23		FY24		H1 FY25	
	Revenue	%	Revenue	%	Revenue	%	Revenue	%
Automotive	4,648.3	82.2%	8,746.4	90.8%	10,699.3	93.0%	6,302.2	93.2%
Defense	-	-	0.6	0.0%	28.7	0.2%	109.6	1.6%
Marine	1,005.2	17.8%	888.9	9.2%	771.5	6.7%	345.4	5.1%
Telecommunication	-	-	-	-	3.5	0.0%	6.8	0.1%
<b>Revenue from Operations</b>	<b>5,653.4</b>	<b>100.0%</b>	<b>9,635.9</b>	<b>100.0%</b>	<b>11,503.0</b>	<b>100.0%</b>	<b>6,764.0</b>	<b>100.0%</b>

Geography-wise Revenue	FY22		FY23		FY24		H1 FY25	
	Revenue	%	Revenue	%	Revenue	%	Revenue	%
<b>Domestic</b>	<b>4,657.1</b>	<b>82.4%</b>	<b>8,360.1</b>	<b>86.8%</b>	<b>9,558.4</b>	<b>83.1%</b>	<b>5,222.4</b>	<b>77.2%</b>
<b>Export</b>	<b>996.3</b>	<b>17.6%</b>	<b>1,275.8</b>	<b>13.2%</b>	<b>1,944.6</b>	<b>16.9%</b>	<b>1,541.6</b>	<b>22.8%</b>
Italia	-	-	10.9	0.1%	777.3	6.8%	743.1	11.0%
Germany	230.4	4.1%	643.3	6.7%	676.8	5.9%	407.2	6.0%
USA	761.8	13.5%	564.7	5.9%	414.1	3.6%	325.0	4.8%
Argentina	-	-	48.6	0.5%	57.2	0.5%	51.3	0.8%
Turkey	-	-	-	-	1.4	0.0%	8.1	0.1%
Belgium	0.0	0.0%	8.3	0.1%	17.8	0.2%	5.5	0.1%
Mexico	-	-	-	-	-	-	1.5	0.0%
Indonesia	4.0	0.1%	-	-	-	-	-	-
<b>Revenue from Operations</b>	<b>5,653.4</b>	<b>100.0%</b>	<b>9,635.9</b>	<b>100.0%</b>	<b>11,503.0</b>	<b>100.0%</b>	<b>6,764.0</b>	<b>100.0%</b>

# Financial Track Record

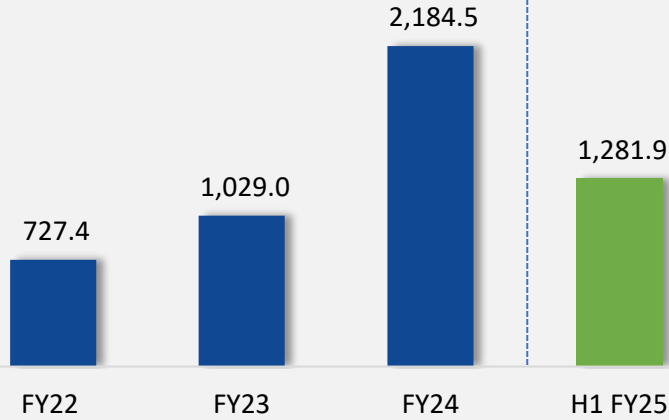
## Total Revenue

(Rs. Lakhs)



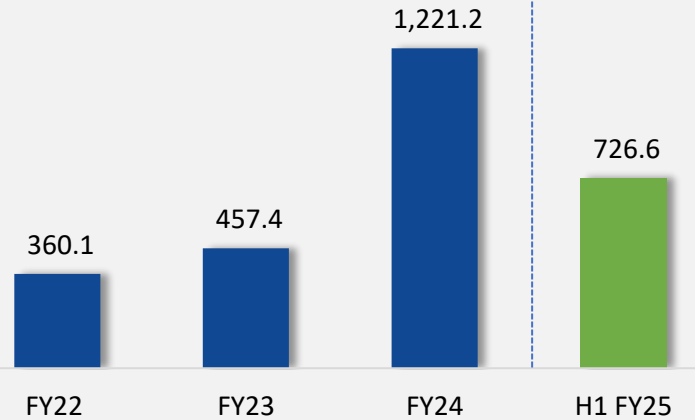
## EBITDA

(Rs. Lakhs)

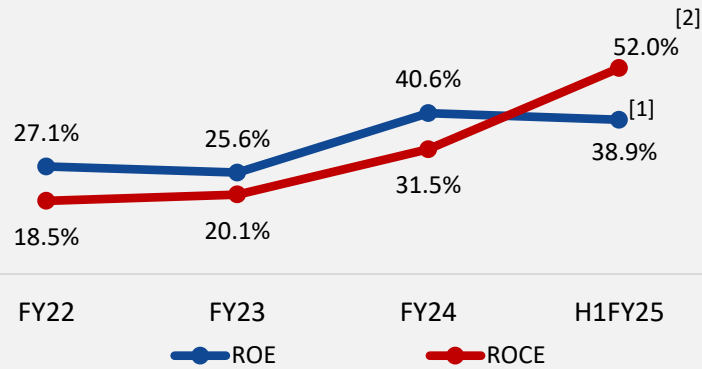


## Profit After Tax

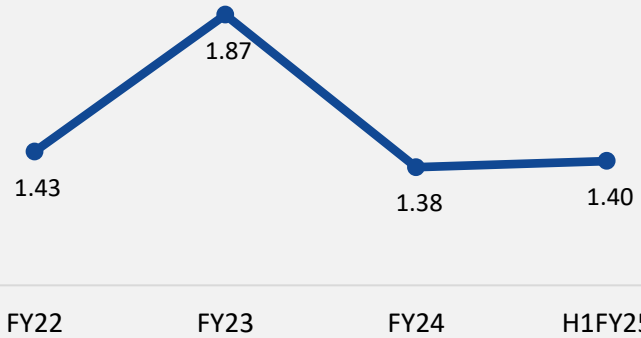
(Rs. Lakhs)



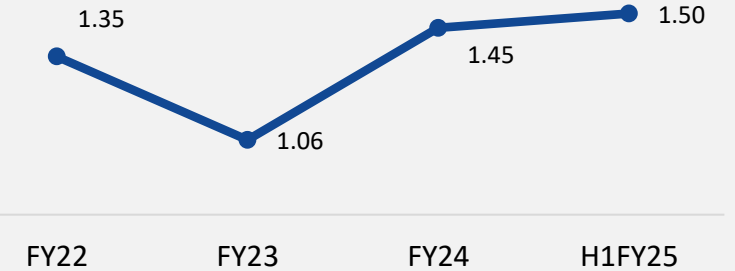
## ROE & ROCE (%)



## Debt-Equity Ratio



## Current Ratio



# Statement of Assets & Liabilities

Particulars (Rs. Lakhs)	FY22	FY23	FY24	H1 FY25
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, Plant and Equipment	2,211.3	3,030.4	4,082.7	4,635.1
Capital Work in Progress	168.4	490.2	218.1	900.0
Non-Current Advances & Other	42.9	71.7	100.0	198.4
Non-Current Assets				
<b>Total non-current assets</b>	<b>2,422.6</b>	<b>3,592.3</b>	<b>4,400.7</b>	<b>5,733.5</b>
<b>Current assets</b>				
Inventories	677.4	861.9	1,490.6	1,992.7
Trade Receivables	1,558.1	1,996.7	2,152.9	3,220.1
Cash & Bank Balances	39.5	60.5	58.4	87.5
Short-Term Loans and Advances	148.9	404.6	548.0	442.2
Other Current Assets	1.0	-	-	-
<b>Total current assets</b>	<b>2,424.9</b>	<b>3,323.7</b>	<b>4,249.9</b>	<b>5,742.5</b>
<b>Total Assets</b>	<b>4,847.5</b>	<b>6,916.0</b>	<b>8,650.6</b>	<b>11,476.0</b>

Particulars (Rs. Lakhs)	FY22	FY23	FY24	H1FY25
<b>EQUITY AND LIABILITIES</b>				
Equity Share Capital	1,190.0	1,190.0	1,785.0	1,785.0
Reserves and Surplus	138.5	595.9	1,222.1	1,948.7
<b>Total Equity</b>	<b>1,328.5</b>	<b>1,785.9</b>	<b>3,007.1</b>	<b>3,733.7</b>
<b>Non- Current Liabilities</b>				
Long Term Borrowings	1,636.8	1,881.8	2,559.7	3,742.2
Differed Tax Liability	81.8	115.8	153.8	168.5
Long term Provisions	-	-	7.8	7.8
<b>Total Non-Current Liabilities</b>	<b>1,718.6</b>	<b>1,997.5</b>	<b>2,721.2</b>	<b>3,918.4</b>
<b>Current liabilities</b>				
Short Term Borrowings	260.7	1,458.7	1,587.6	1,502.0
Trade Payables	1,399.7	1,530.4	1,159.2	1,876.0
Other Current Liabilities	140.0	143.5	175.4	445.9
<b>Total Current Liabilities</b>	<b>1,800.4</b>	<b>3,132.6</b>	<b>2,922.3</b>	<b>3,823.8</b>
<b>Total Equity and Liabilities</b>	<b>4,847.5</b>	<b>6,916.0</b>	<b>8,650.6</b>	<b>11,476.0</b>

# Statement of Profit & Loss

Particulars (Rs. Lakhs)	FY22	FY23	FY24	H1 FY25
Revenue from Operations	5,653.4	9,635.9	11,503.0	6,764.0
Other Income	19.0	55.2	108.4	76.8
<b>Total Income</b>	<b>5,672.4</b>	<b>9,691.0</b>	<b>11,611.4</b>	<b>6,840.8</b>
Consumption & Manufacturing Expenses	4,546.1	7,328.2	6,966.8	4,358.3
Purchases - Finished Goods	242.1	802.3	1,979.7	860.0
Change in inventories	-251.6	-153.9	-411.3	-181.2
Employee Benefit expenses	154.4	275.0	427.8	249.3
Finance costs	149.3	184.0	268.9	137.1
Depreciation and Amortization expenses	145.9	214.4	272.5	168.5
Other expenses	254.0	410.4	464.1	272.5
<b>Total Expenses</b>	<b>5,240.3</b>	<b>9,060.4</b>	<b>9,968.3</b>	<b>5,864.5</b>
<b>Profit before tax</b>	<b>432.2</b>	<b>630.6</b>	<b>1,643.1</b>	<b>976.3</b>
Tax expenses	72.1	173.2	421.9	249.7
<b>Profit after Tax</b>	<b>360.1</b>	<b>457.4</b>	<b>1,221.2</b>	<b>726.6</b>
<i>EBITDA %</i>	<i>12.8%</i>	<i>10.6%</i>	<i>18.8%</i>	<i>18.7%</i>
<i>PAT %</i>	<i>6.3%</i>	<i>4.7%</i>	<i>10.5%</i>	<i>10.6%</i>

**42.6%**  
Revenue CAGR  
(FY22-FY24)

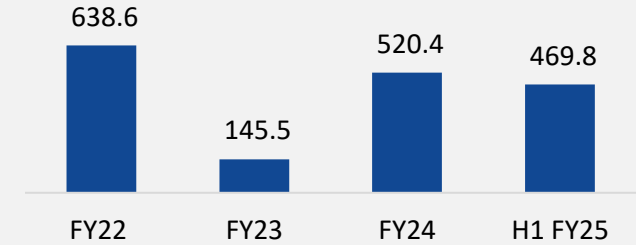
**71.2%**  
Operating EBITDA CAGR  
(FY22-FY24)

**84.2%**  
PAT CAGR  
(FY22-FY24)

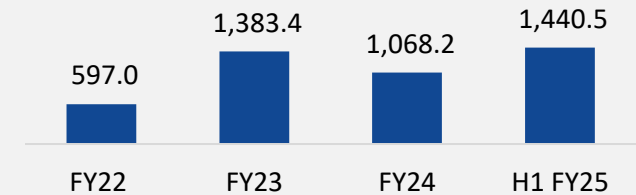
# Statement of Cash Flow

Particulars (Rs. Lakhs)	FY22	FY23	FY24	H1 FY25
<b>A. Cash Flow From Operating Activities</b>				
Profit Before Tax	432.2	630.6	1643.1	976.3
Depreciation And Amortization	145.9	214.4	272.5	168.5
Interest And Finance Charges Paid	149.4	184.0	268.9	137.1
CSR Provision	-	-	-	7.5
Profit On Sale Of Assets	-	-	-5.1	-
Interest Income	-0.1	-0.7	-7.7	-2.4
<b>Operating Profit Before Working Capital Changes</b>	<b>727.3</b>	<b>1,028.3</b>	<b>2,171.7</b>	<b>1,279.5</b>
[Increase]/ Decrease In Current Assets	-545.8	-877.8	-928.3	-1,561.9
Increase/ [Decrease] In Current Liabilities	453.6	228.3	-489.9	844.2
<b>Cash Flow From Operating Activities</b>	<b>635.1</b>	<b>378.8</b>	<b>753.5</b>	<b>561.8</b>
Direct Taxes Paid	3.6	-233.4	-233.1	-92.0
<b>Net Cash Flow From / (Used In) Operating Activities</b>	<b>638.6</b>	<b>145.5</b>	<b>520.4</b>	<b>469.8</b>
<b>B. Cash Flow From Investing Activities</b>				
Purchase of Fixed Assets	-554.2	-1,355.3	-1,052.7	1,402.9
Sale Proceeds of Fixed Assets	-	-	5.1	-
[Increase]/ Decrease In Non-Current Assets	-42.9	-28.8	-28.3	-
Interest Income	0.1	0.7	7.7	2.4
<b>Net Cash Flow From / (Used In) Investing Activities</b>	<b>-597.0</b>	<b>-1,383.4</b>	<b>-1,068.2</b>	<b>-1,400.51</b>
<b>C. Cash Flow From Financing Activities</b>				
Increase/[Decrease] In Borrowings	47.7	1,443.0	814.5	1,096.9
Interest & Finance Charges-paid	-149.4	-184.0	-268.9	-137.1
<b>Net Cash Flow From / (Used In) Financing Activities</b>	<b>-101.6</b>	<b>1,259.0</b>	<b>545.7</b>	<b>959.8</b>
<b>Net Increase/ (Decrease) In Cash And Cash Equivalents</b>	<b>-60.0</b>	<b>21.0</b>	<b>-2.1</b>	<b>29.1</b>
<b>Cash And Cash Equivalents (Closing Balance)</b>	<b>39.5</b>	<b>60.5</b>	<b>58.4</b>	<b>87.5</b>
<b>Cash And Cash Equivalents (Opening Balance)</b>	<b>99.5</b>	<b>39.5</b>	<b>60.5</b>	<b>58.4</b>

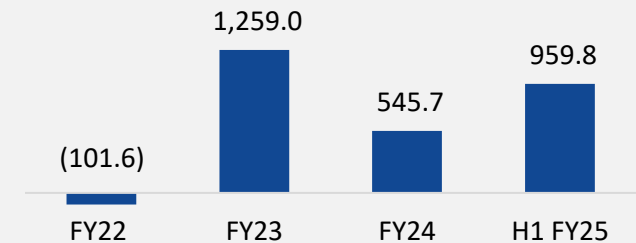
## Cashflow from Operations



## Cashflow from Investing



## Cashflow from Financing



# Annexures

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**ISO 9001:2015**



**IATF 16949:2016**







**ISO 9001:2015**



**ISO 9001:2015**

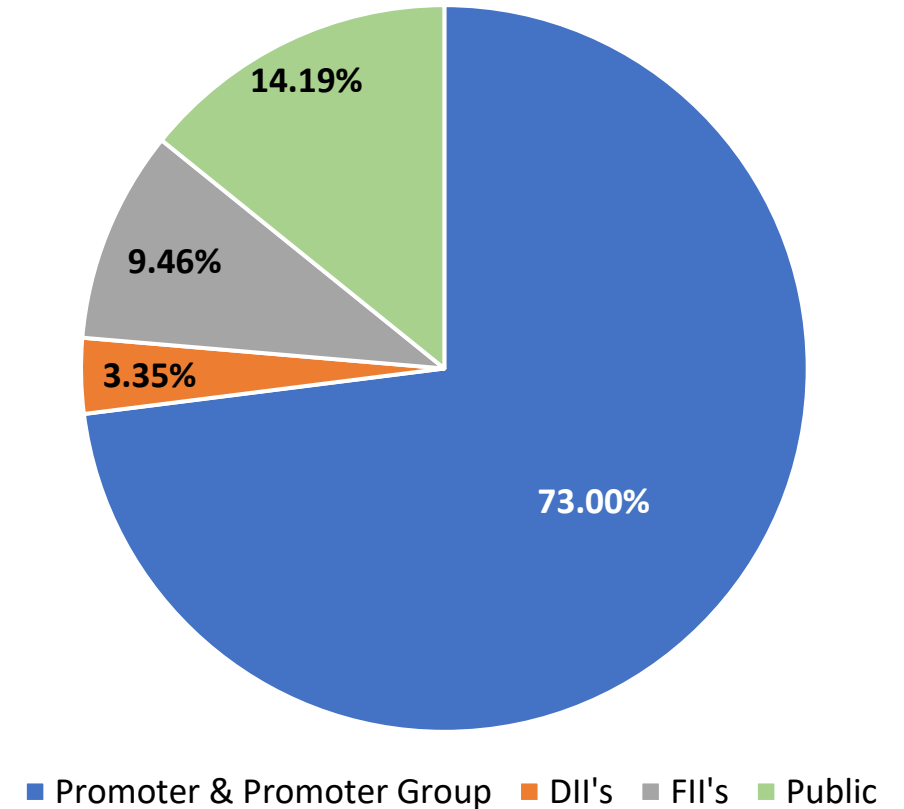
# Awards & Accreditations

Year	Customer	Key Achievements
2022		Received Customer Satisfaction by Quality Assurance Award from Tenneco Clean Air India
2023		Won Best Supplier (Quality) Award - 2023
2024		Received Special Recognition for Outstanding Contributions in BSVI Developments & Extraordinary Support in SOP-24
		Received Certificate of Appreciation from Tata AutoComp Systems.
		Received Certificate for Zero Defects Supplier from Bharat Electronics Limited



Stock Symbol	<u>OBSCP</u>
ISIN	INE0YHV01011
Platform	NSE Emerge
Face Value	Rs. 10.00
Number of Shares Issued	66,02,400 shares
IPO Price	Rs. 100.00
IPO Size	Rs. 66.02 Crores
Market Price (as on November 26, 2024)	Rs. 144.60
Market Cap (as on November 26, 2024)	Rs. 353 Crores
52 Week High	Rs. 152.50
52 Week Low	Rs. 110.00

**Shareholding Pattern (as on 30<sup>th</sup> Oct'24)**



# Thank You

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