Frontier Springs Ltd.

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e-mail : info@frontiersprings.co.in • **Website :** http://www.frontiersprings.co.in
CIN No. : L17119UP1981PLC005212

February 9, 2024

To
The BSE Limited
Corporate Relationship Department
1st Floor, New Trading Wing
Rotunda Building, PJ Towers
Dalal Street Fort, Mumbai-400001
Phone: - 022-22723121, 22722037
(Script Code: - 522195)

Subject: Disclosure under Regulation 30 of the SEBI(Listing Obligations and Disclosure Requirements)Regulations ,2015

Dear Sir/Madam

Pursuant to Regulation 30 of theSEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015please find enclosed herewith the presentation on the Un-Audited Financial Results for the quarter ended December31, 2023.

In compliance with Regulation 46 of the aforesaid regulations, the presentation is also being hosted on the website of the company at www.frontiersprings.co.in

Kindly take the above on record and oblige.

Thanking You
Yours Faithfully,
For Frontier Springs Limited

Dhruv Bhasin
Digitally signed by Dhruv Bhasin
Date: 2024.02.09 16:01:25 +05'30'

DhruvBhasin
(Company Secretary& Compliance Officer)

Encl's: As above

IRIS Certification

SERVING THE NATION SINCE 1980

Frontier Springs Ltd.
An ISO 14001:2015 Certified Company

Frontier Springs Limited

Investor Presentation
Q3FY24

Safe harbour statement

This presentation may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of Frontier Springs Limited. Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand/supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors. The Company does not undertake any obligation to update or revise these forward-looking statements, whether as a result of new information, future events or otherwise.

01

A glimpse of Frontier Springs

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Company Overview

ESTABLISHED IN
1981

A DISTINGUISHED MANUFACTURER OF HOT COILED COMPRESSION SPRINGS, AIR SPRINGS AND FORGING FOR WAGONS, RAILWAYS, CARRIAGES AND LOCOMOTIVES

THE COMPANY'S SPRINGS USED ON THE FASTEST TRAIN IN INDIA - VANDE BHARAT EXPRESS

CERTIFIED BY THE INTERNATIONAL RAIL INDUSTRY STANDARD (IRIS), WHICH ENABLES US TO DIRECTLY EXPORT OUR PRODUCTS TO OTHER COUNTRIES

Company Overview

40+ Years

OF EXPERIENCE AND EXPERTISE

185+

SKILLED EMPLOYEES

Two

MANUFACTURING FACILITIES

APPROVAL FROM

Research Designs and Standards Organization (RDSO)

FOR SPRING-SINGLE COIL FOR EMD LOCOMOTIVES

A fully equipped laboratory

IRIS Certification®

RECEIVED FOR OUR MANAGEMENT SYSTEM

ISO 14001:2015

CERTIFIED

Our Journey

From a small family business to supplying springs and forgings for Indian Railways

1968

Began making Leaf Springs for trucks and gradually started building partnerships with customers through our distribution network in Uttar Pradesh, Madhya Pradesh and Bihar

1981

Incorporation of Frontier Springs Limited; started providing services to state transport corporation businesses such as MSRTC and GSRTC

1981-1990

- Enjoyed a monopoly in our business for several years
- As competition increased, started to diversify and provide laminated bearings to the railways.
- As railways evolved, started manufacturing Coil Springs for railways

1991

Set up two plants in Kanpur for Coil Springs and Leaf Springs

1992-2015

Set up another manufacturing unit in Himachal Pradesh

In 2011

Forayed into manufacturing forgings for railways

2022

Forayed into Manufacturing of Air Springs

Business Divisions (1/3)

SPRINGS DIVISION

In 1991, we shifted from Leaf Springs to Hot Coiled Springs for the Indian Railways, which has been our mainstay business for the past 30 years

What do we do?

- Manufacture different kinds of Coil Springs to use space better, reduce tiredness and weight
- Use strong chrome molly and chrome silicon steel rods that are carefully checked for cracks and coated with epoxy powder
- Make the Springs in various sizes – from 10 mm to 65 mm wire thickness, with a maximum height of 1,000 mm

Business Divisions (2/3)

FORGING DIVISION

In 2011, we forayed into the forging business by setting up a manufacturing plant in Kanpur

What do we do?

- Manufacture train parts such as Anti Roll Bar Assembly, Screw Couplings, Draft Gear Assembly and BSS Hangers
- Have big hammers of 1 tonne, 3 tonnes and 6 tonnes to shape metal from as light as 100 grams to as heavy as 80 kg
- Use special ovens to make the metal strong, and machines to shape and cut parts, in our own workshop

Business Divisions (3/3)

AIR SPRING DIVISION

We now create Air Spring suspension systems for LHB coaches for Indian Railways

What do we do?

- Signed an MoU with Contitech Germany to supply Air Springs to Indian Railways

2022
MANUFACTURING PLANT STARTED FROM 2022

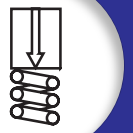
FY25
RAMP UP EXPECTED BY

~12 Cr
CAPEX INCURRED ~₹7CR

FURTHER CAPEX TO BE INCURRED ~₹5 CR

~120Cr
REVENUE POTENTIAL POST PROPOSED CAPEX OF 5 CR ~₹120 CR

Products



Air Springs for LHB coaches

Suspension Coil Springs for freight stock

Suspension Coil Springs for coaching stock

Suspension Coil Springs for diesel and electrical locomotives

TMCLH and VLH Coil Springs for the power sector

Forging components such as Brake Block Hanger, Knuckle Thrower, Top Follower and Wedge

Marquee Clientele

- Chittranjan Locomotive Works
- Banaras Locomotive Works
- Frontier Alloy Steels Limited
- Patiala Locomotive Works

Esteemed Board

Mr. Kundan Lal Bhatia

CHAIRMAN CUM
MANAGING DIRECTOR

Mr. Kapil Bhatia

MANAGING DIRECTOR

Mrs. Manju Bhatia

WHOLETIME DIRECTOR

Mr. Nimesh Mukerji

INDEPENDENT DIRECTOR

Mr. Neeraj Bhatia

CEO AND WHOLETIME DIRECTOR

Mr. Yashpal

INDEPENDENT DIRECTOR

Mr. Sarabjit Singh

INDEPENDENT DIRECTOR

Mrs. Mamta Bhatia

WHOLETIME DIRECTOR

Mr. K. P. Somkuwar

INDEPENDENT DIRECTOR

Mr. R. K. Bhatia

INDEPENDENT DIRECTOR

02

Quality products for modern needs

Indian Railways – Our Primary Customer 14

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Indian Railways – Our Primary Customer

INDIAN RAILWAYS IS THE FOURTH LARGEST RAILWAY NETWORK IN THE WORLD.

₹2.4 lakh crore

REVENUE FROM OPERATIONS

25% Y-O-Y GROWTH

GOVERNMENT INITIATIVES

Freight loading and revenue

1,512 MT of freight loaded in FY2023

6.63% Y-O-Y GROWTH

Automatic signalling

Upgraded 530 km with automatic signalling in FY2023

143.12% Y-O-Y GROWTH

Electrification

6,542 RKMs electrified during the year

2.76% Y-O-Y GROWTH

Gati Shakti Freight Terminals

30 freight terminals created in FY2023 compared to 21 in FY2022

New lines

5.243 km of new lines added in FY2023

Vande Bharat Trains

Issued a production plan of 102 Vande Bharat Rakes

(35 in FY2023 and 67 in FY2024)

Indian Railways – Our Primary Customer

GOVERNMENT INITIATIVES

NATIONAL RAIL PLAN (NRP)

58 super-critical projects of a total length of 3,750 km costing ₹39,663 crore and 68 critical projects of a total length of 6,913 km costing ₹75,736 crore have been identified for completion by 2024

FOREIGN DIRECT INVESTMENT

The government has cleared the proposal for allowing 100% FDI in the railway sector, other than operations through the automatic route. The government wants to invest US$120 billion in the coming five years for the development of railway services.

INDIAN RAILWAY INNOVATION POLICY

The intention is to work with entrepreneurs, technology developers, and innovators through start-ups to obtain affordable, user-friendly, reliable products and solutions for use on the Indian Railways network.

UNION BUDGET 2023-24

The Indian Railways has been allocated a capital outlay of ₹ 2.4 lakh crore in the Union Budget 2023-24

MISSION RAFTAAR

For speed enhancement and to achieve a target of doubling the average speed of freight trains and increasing the average speed of superfast /mail/express trains by 25 kmph

Different Types of Springs

FACTORS		LEAF SPRINGS	LAMINATED BEARING SPRINGS	HOT COIL SPRINGS	AIR SPRINGS
	CONSTRUCTION	Made of a series of long, thin metal strips that are stacked and held together by pins	Made of multiple layers of steel plates that are bonded together	Made of steel and are heated and shaped into coils	Made of rubber and are filled with compressed air
	COMMON USE	More common in older vehicles	More common in newer vehicles	More common in newer vehicles	More common in newer vehicles
	COST	Less expensive to manufacture	More expensive to manufacture	More expensive to manufacture	Cost-efficient manufacturing
	VIBRATION	Less efficient and can cause more vibration	More efficient and provide a smoother ride	Absorb the shock and provide a smoother ride	Absorb the shock and provide a smoother ride

Advantages of Air Springs and Hot Coil Springs

Smoother Ride Comfort

Can absorb more shock and provide a smoother ride

Better handling

Can better absorb the weight of the train and provide better handling, thus preventing derailments

More Resilient

Can withstand more stress and abuse and thus, run efficiently for longer

Less Maintenance

Less prone to wear and tear, and require less maintenance

03

Performance

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From The Managing Director

Kapil Bhatia
MANAGING DIRECTOR

We are pleased to report that both our business verticals, the coil springs business and the forging business, have sustained their robust performance, contributing to an improved profitability for the quarter.

Our optimistic outlook is further bolstered by the progress made towards achieving the previously stated guidance of ₹150 crores for the current financial year. A notable highlight of the quarter was securing a substantial order worth ₹52 crores for the supply of Air Springs to the Indian Railways, which is progressing on schedule. The momentum continued with the receipt of additional orders in the current month, and we anticipate this demand to not only persist but also accelerate in the future.

In a significant step towards expanding our market reach, we have completed our obligations and applied to become a "Regular Source" for the supply of Air Springs. This status will enable us to bid for all government tenders of Air Springs, and we expect to receive approval in the coming weeks.

While our forging business encountered some challenges with the installation of the 6-ton hammer, we are optimistic about completing the installation and commencing trial runs by Q1FY25. The additional capacity from this expansion is expected to positively impact our financial performance starting from Q2FY25.

The demand outlook from the Indian Railways remains positive, and we foresee no challenges on this front. The government's recent budget, with an allocation of ₹2,52,000 crores towards the transformation of the Indian Railways, including the conversion of 40,000 conventional rail bogies to ‘Vande Bharat standards,’ presents a substantial opportunity. This transition necessitates an upgrade to Air Springs from traditional coil springs, positioning companies like ours to significantly benefit from this initiative.

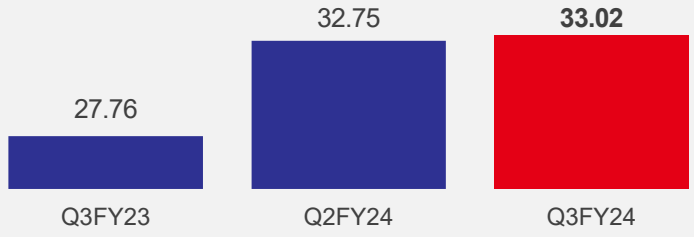
We are highly confident in our future prospects and growth trajectory. Frontier Springs Limited is committed to accelerating its growth rates and capitalising on the opportunities ahead, leveraging the government's ambitious plan to modernise the Indian Railways.

We thank our stakeholders for their continued support and trust in our capabilities, and we look forward to delivering on our promises and contributing to the nation's infrastructure development.

Quarterly Highlights

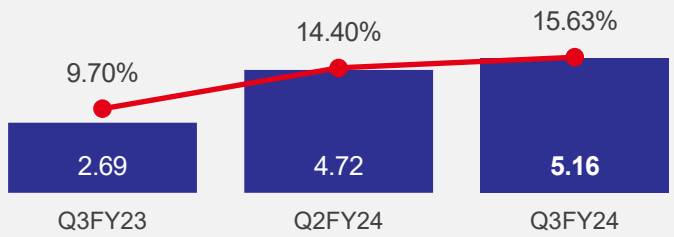
Revenue from operations

(IN ₹ CRORE)



EBITDA & EBITDA Margin

(IN ₹ CRORE & %)



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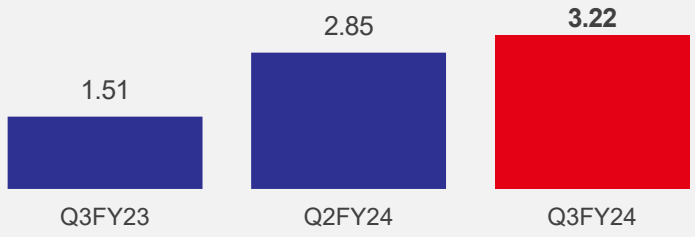
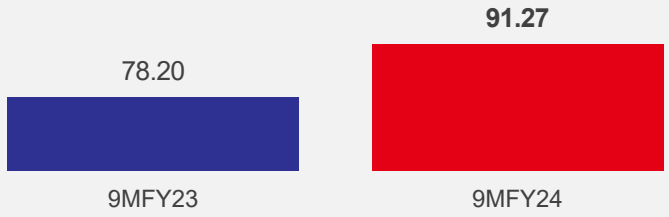
(IN ₹ CRORE)



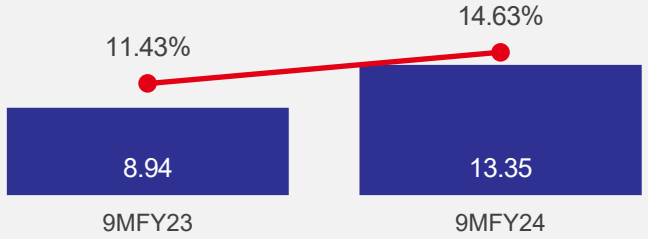
Revenue from operations

(IN ₹ CRORE)



EBITDA & EBITDA Margin

(IN ₹ CRORE & %)



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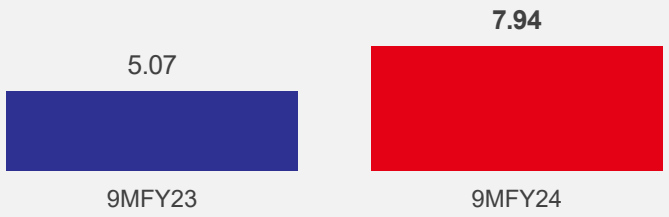
(IN ₹ CRORE)



Summary of Profit and Loss Statement

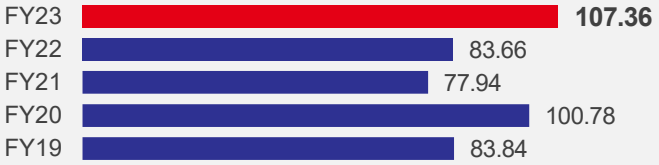
(IN ₹ CRORE)

PARTICULARS	Q3FY24	Q2FY24	Q3FY23	Q-o-Q	Y-o-Y	9MFY24	9MFY23	Y-o-Y
REVENUE FROM OPERATIONS	33.02	32.75	27.76	0.83%	18.95%	91.27	78.20	16.71%
OTHER INCOME	0.05	0.05	0.14	-9.34%	-65.63%	0.15	0.43	-64.59%
TOTAL INCOME	**33.07**	**32.81**	**27.91**	**0.81%**	**18.51%**	91.42	78.63	16.27%
TOTAL OPERATING EXPENSES	27.86	28.04	25.07	-0.63%	11.14%	77.92	69.26	12.50%
EBITDA	5.16	4.72	2.69	9.47%	91.58%	13.35	8.94	49.31%
EBITDA MARGIN (%)	15.63%	14.40%	9.70%	123 bps	593 bps	14.63%	11.43%	319 bps
FINANCE COST	0.04	0.04	0.08	-7.19%	-50.77%	0.14	0.26	-45.83%
DEPRECIATION AND AMORTISATION EXPENSES	0.86	0.90	0.74	-3.58%	16.40%	2.64	2.21	19.40%
PROFIT BEFORE TAX	4.31	3.83	2.01	12.45%	113.99%	10.73	6.90	55.39%
PROFIT AFTER TAX	3.22	2.85	1.51	12.83%	113.98%	7.94	5.07	56.51%

5-year Performance

Revenue from operations

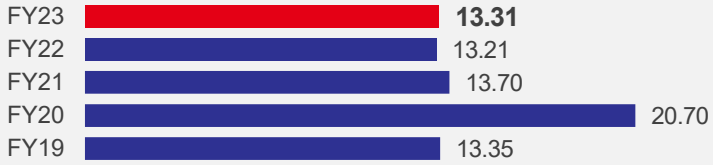
(IN ₹ CRORE)



28.33% Y-O-Y GROWTH

EBITDA

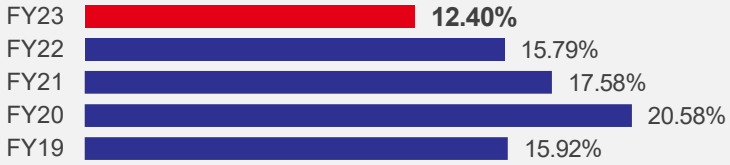
(IN ₹ CRORE)



0.75% Y-O-Y GROWTH

EBITDA margin

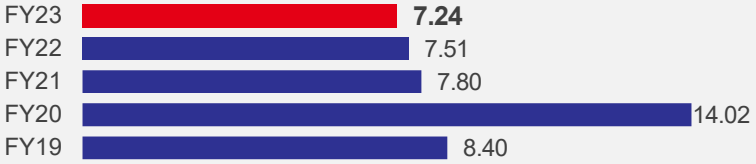
(IN %)



(339) bps Y-O-Y GROWTH

Profit After Tax

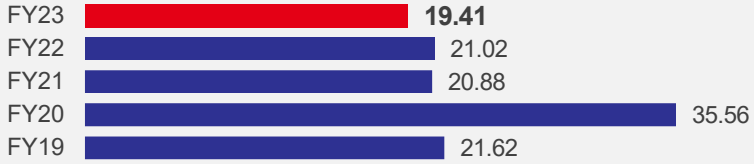
(IN ₹ CRORE)



(3.65)% Y-O-Y GROWTH

Earnings per share

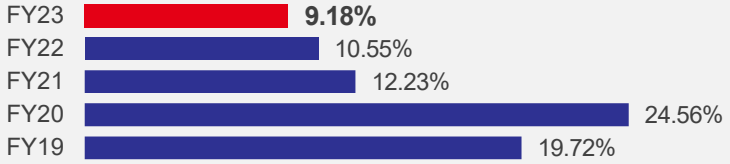
(IN ₹)



(7.66)% Y-O-Y GROWTH

RoCE

(IN %)



137 bps Y-O-Y GROWTH

04

The Future

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Ready to Leverage Opportunities

INDIAN RAILWAY GROWTH OPPORTUNITY

Historic Budget Allocation

₹2.40 lakh crore

For railway-Capex – a 51% increase from the previous year

Freight Corridor Impact

One lakh trains

Run, with 73.5% of DFC commissioned. Target to reduce logistics cost from 15% to 8% of GDP by 2030

Vande Bharat & Metro Expansion

50 trains

Incorporated, with an opportunity size of ₹58,000 Cr and metro projects allocation of ₹19,500 Crores in the budget

Record Freight Performance

1,512 MT

In FY 2022-23, a 7% increase Y-o-Y

Private Wagon Ownership Rise

Driven

By government schemes, with significant potential in cement, coal, steel, and auto sectors.

Freight & Passenger Capacity Goals

2.5x

Increase freight by rail to 45% by 2030, and passenger demand forecast to grow 2.5x by 2051

Massive Wagon Orders

~72,000 wagons

Record placement for ~72,000 wagons, with 40,000 more anticipated

Promising Future

Procurement Plans:
90,000 wagons over 3 years, 5 times the annual average.

Fleet Expansion:
Freight target to increase to 3,000 m tonnes by 2027, necessitating a fleet of ~500,000 wagons.

Replacement Cycle:
~35% of existing wagons older than 15 years due for replacement.

Why Invest in Us

Robust balance sheet

New (Air Springs) to help improve the margin profile of the business

New product (Air Springs) to significantly contribute to the topline growth

Experienced Management at the helm of operations

Strong Industry Tailwinds and growth visibility

Frontier Springs Ltd.
An ISO 14001:2015 Certified Company

Thank You

For further details, please get in touch

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