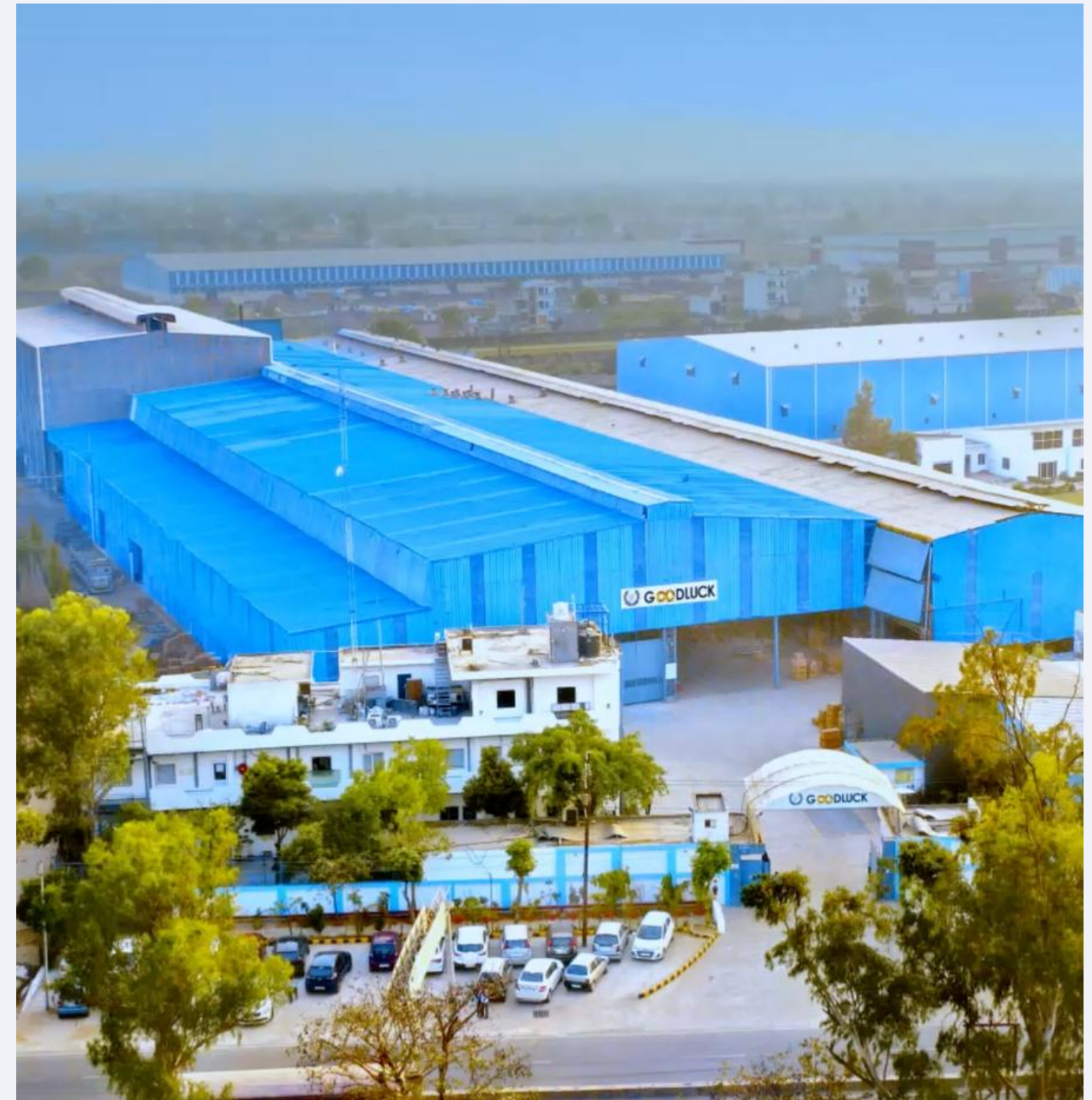




WWW.GOODLUCKINDIA.COM

# GOODLUCK INDIA LIMITED

INVESTOR PRESENTATION



**Q4 & FY2025**

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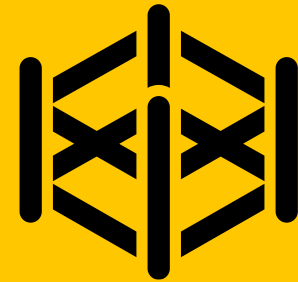
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# AT A GLANCE

- 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
- 5,00,000 MTPA total capacity
  - 285,000 MTPA capacity - high-margin value-added 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

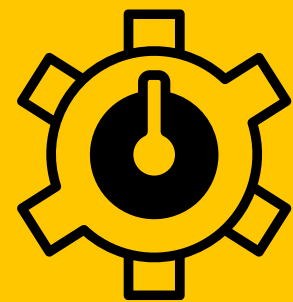
## KEY BUSINESS SEGMENTS



**ENGINEERING STRUCTURES  
& PRECISION FABRICATION**



**FORGING PRODUCTS**

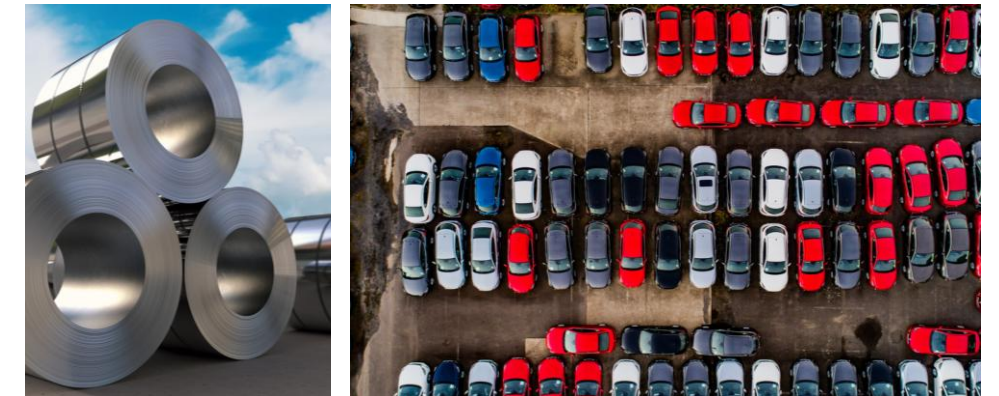


**PRECISION PIPES & AUTO TUBES**



**CR COILS, PIPES & TUBES**

- 442,619 MT of sales volume (FY25)
- Total income of Rs. 3,966 crore (FY25)
- EBITDA of Rs. 341 crore (FY25)
- Rs. 2,992 crore market cap (22.05.2025)



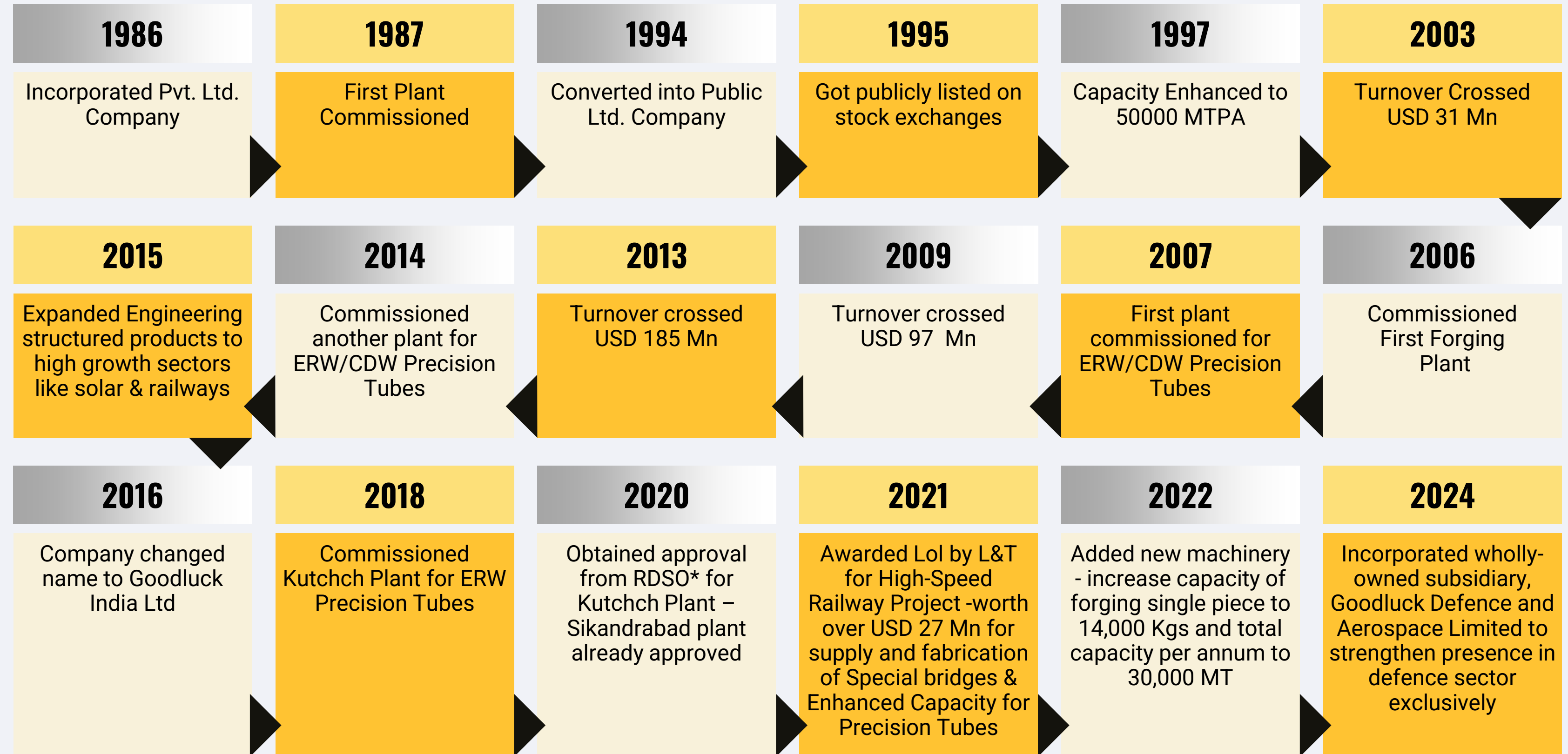


# ESTABLISHED MANUFACTURER OF PRECISION-ENGINEERED STEEL PRODUCTS FOR HIGH-GROWTH SECTORS.

- **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





**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

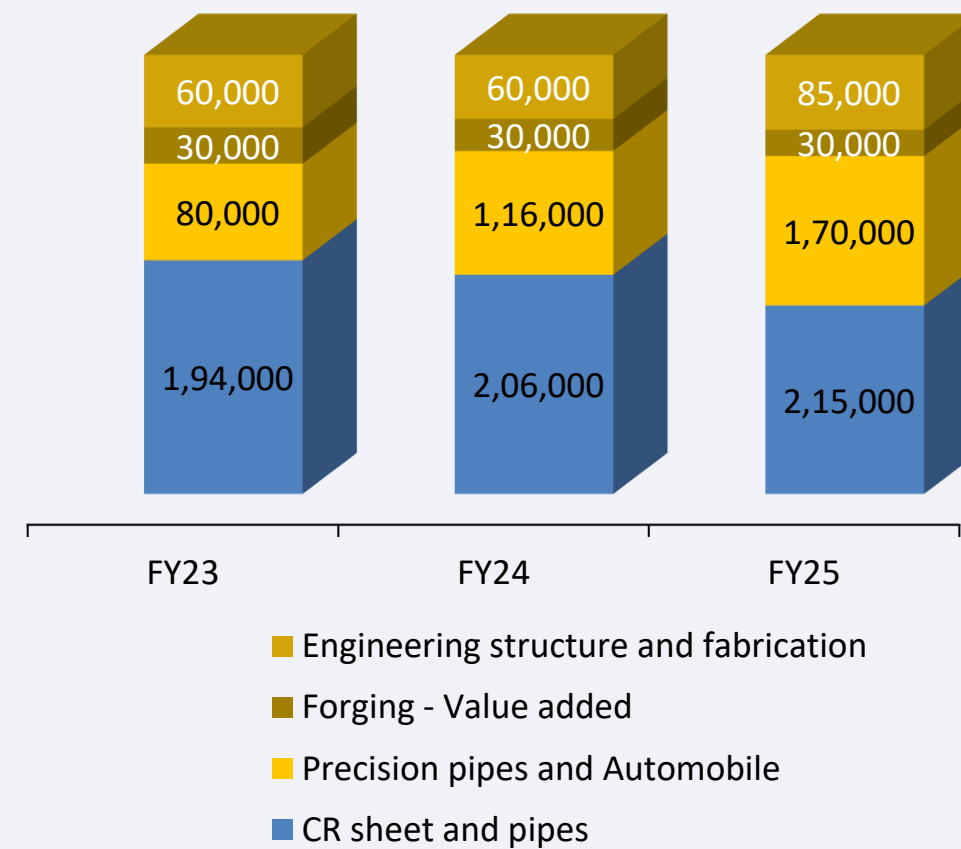
- Qualified Company Secretary with around 16 years of experience across Corporate Secretarial Functions
- Current responsibilities include Strategic Planning, Legal Affairs, Compliances and investor relations

# HANDS-ON MANAGEMENT TEAM

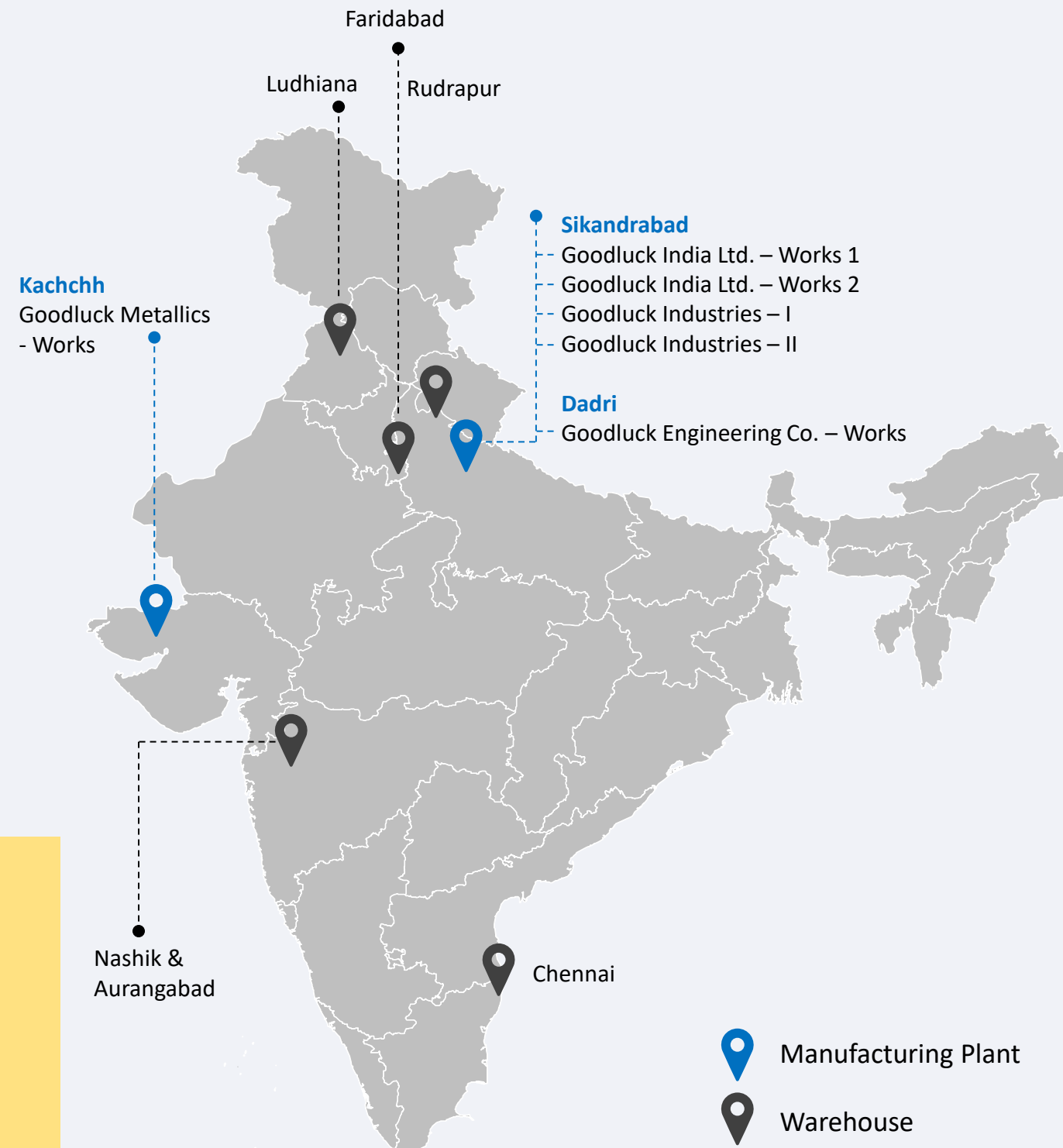
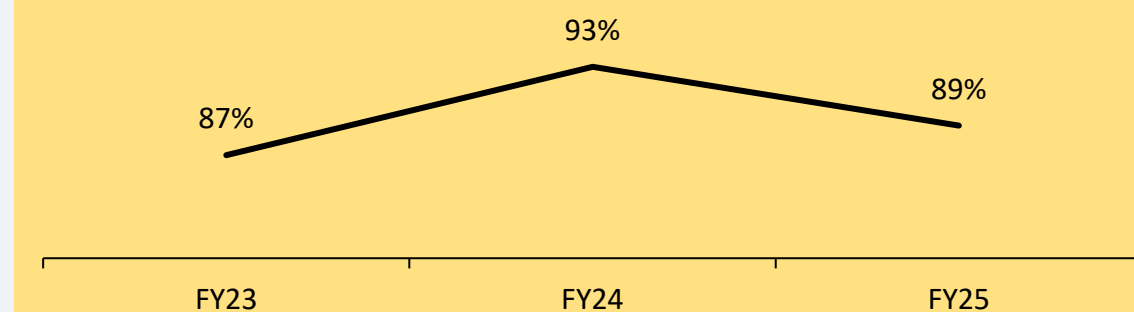


# MANUFACTURING PROWESS

TOTAL CAPACITY (MTPA)



Capacity Utilization (%)



# ESTEEMED CLIENTELE

Auto Tubes

Global

Domestic

Forgings

Global

Domestic

Engineering Structures

Domestic

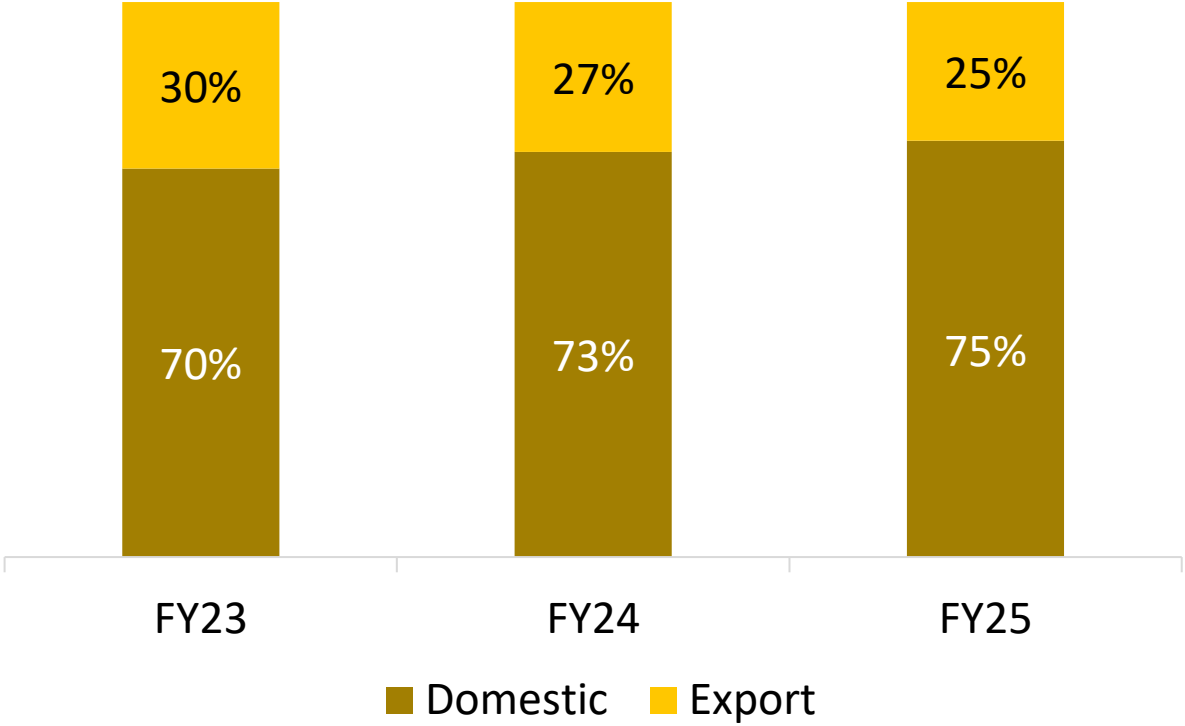


## CLIENT APPROVALS

# GLOBAL PRESENCE



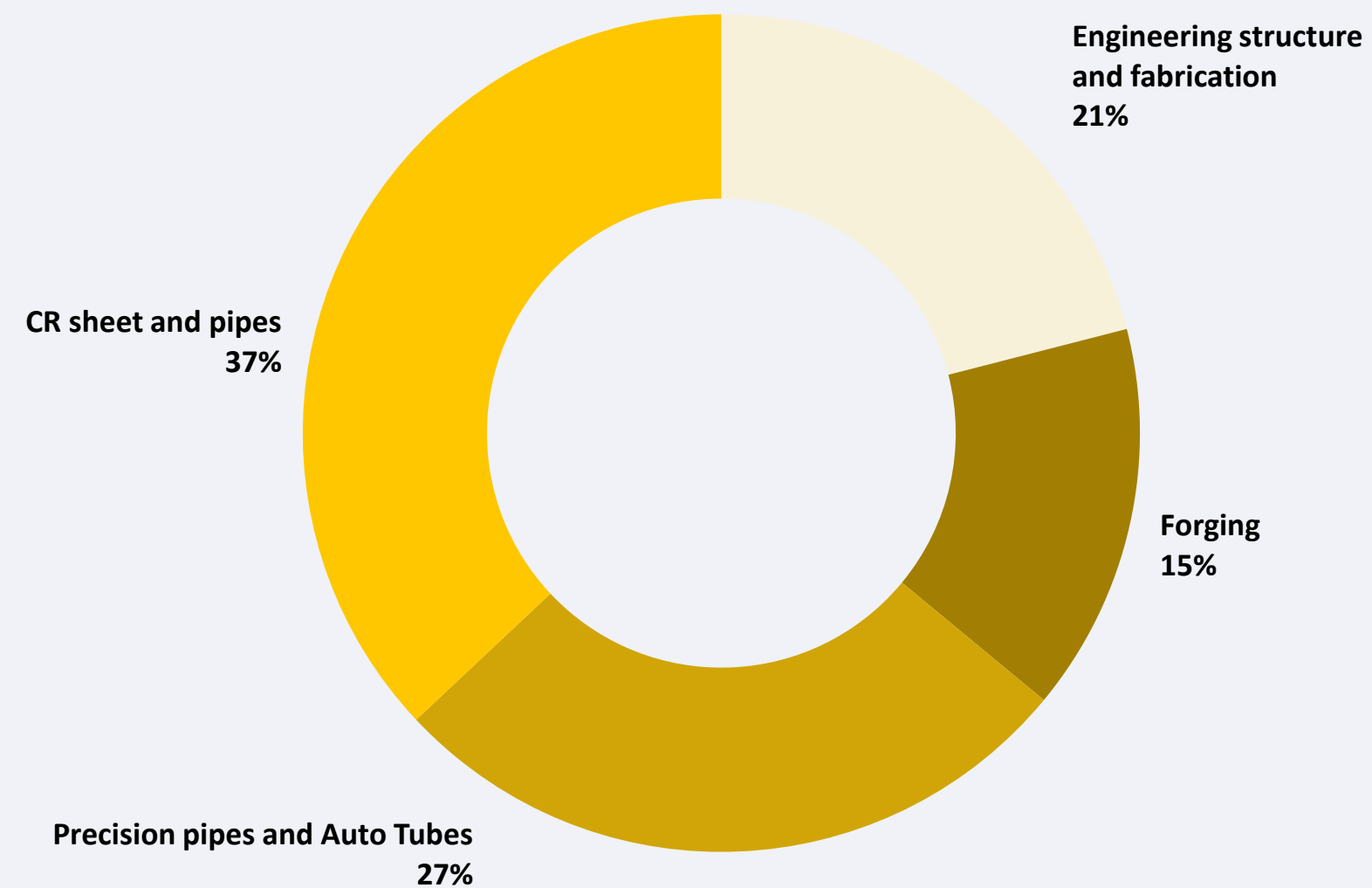
SALES BREAK-UP



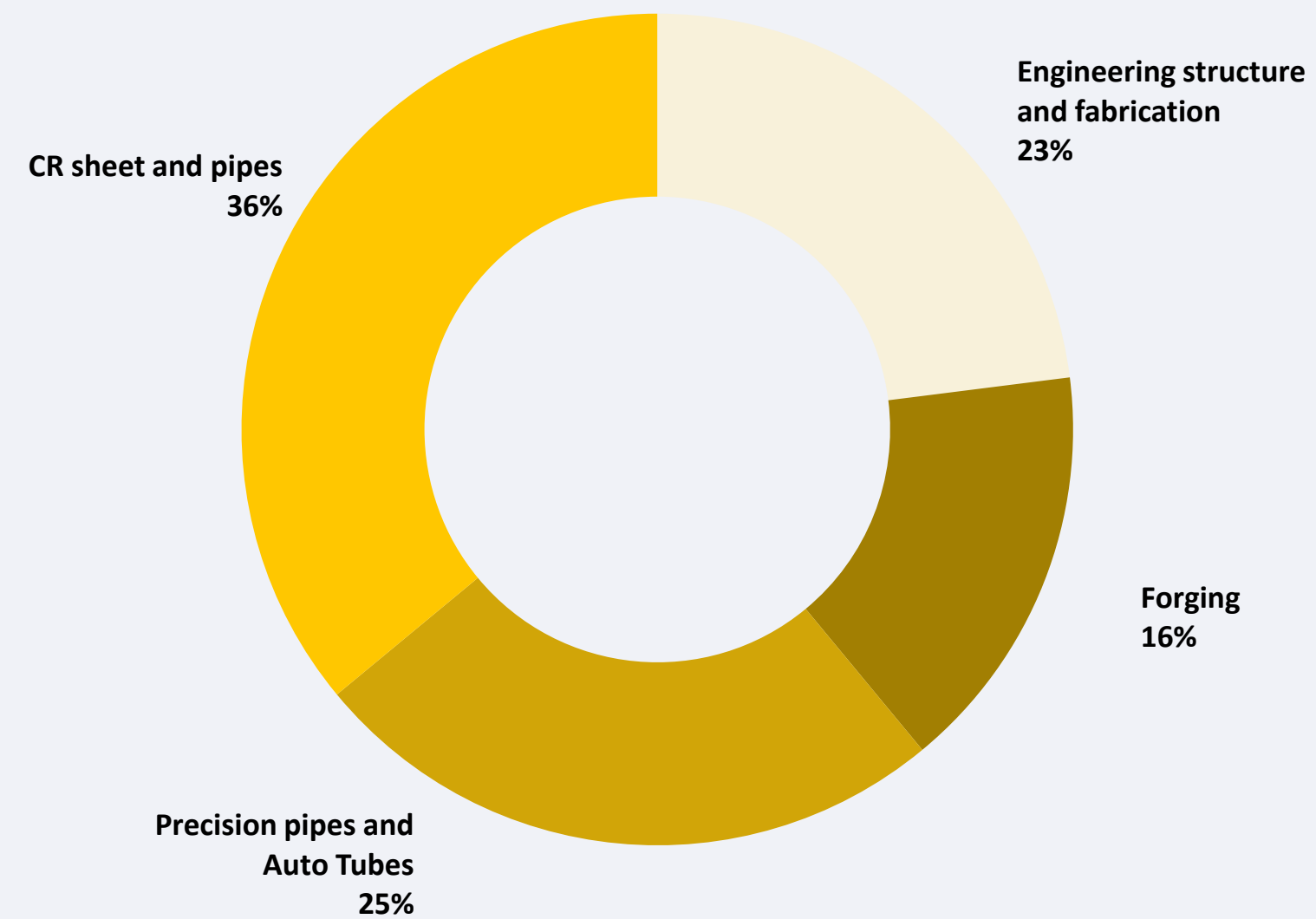
# QUALITY CERTIFICATIONS



# BUSINESS SEGMENTS



FY24



FY25

# ENGINEERING STRUCTURES & PRECISION FABRICATION



## Products & Services Offered

- Railway, road, Bridges and Girders
- Structures for Roads & Highways
- Primary & Secondary Structures for Boilers & Turbine Generators
- Launching Girders For Steel & Concrete Girders Building Structures
- Technology Structures

## New Areas of Growth and Drivers

- Special Formwork for Elevated corridors
- Special Formwork for Tunnel Boring Machine for High-Speed Rail
- Station Buildings for High-Speed Bullet Train
- Super Critical Bridges for High-Speed Bullet Train
- Smart City Structures
- Car Port and Solar Parks – Design Engineering & Supply. • Architectural Structures in Wire-drawn Bridges

## Marquee Clients

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

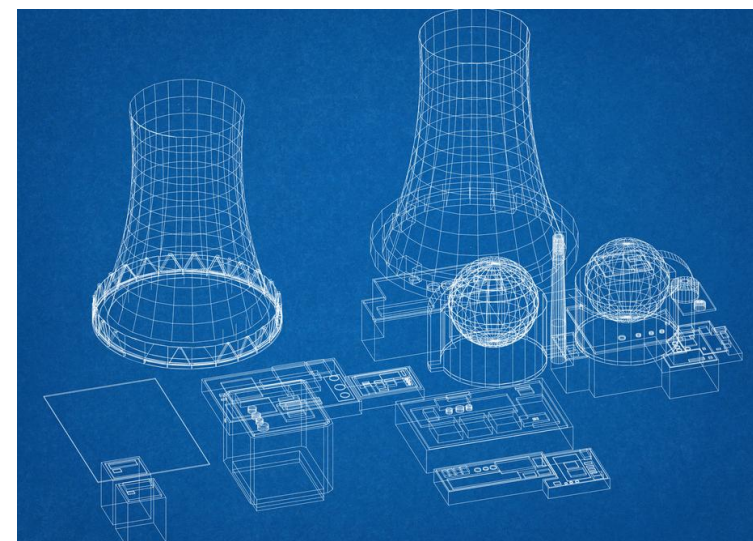
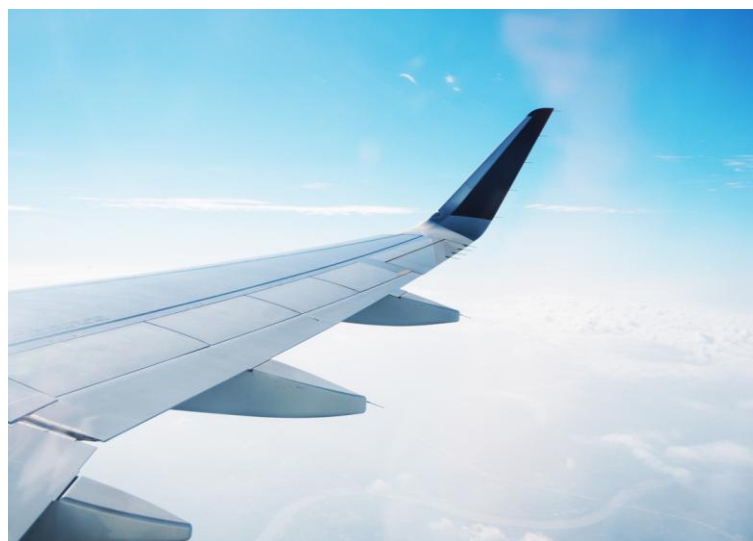
- DRDO
- ISRO
- HAL
- GE Oil & Gas
- Allied Group
- Saint-Gobain
- BPCL
- Indian Oil
- BHEL
- RIL
- L&T

## 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



Hindustan  
Aeronautics  
Limited



Defence  
Research and  
Development  
Organisation



Indian Space  
Research  
Organisation



OFB – Heavy  
Vehicles Factor  
Avadi



OFB – Ordnance  
Factory Medak



Bharat Earth  
Movers Limited



Mazagon Dock  
Shipbuilders Ltd.

## MSMEs / Tier – 2 &3



Walchandnagar  
Industries Limited



SriVenkateswara  
Aerospace Pvt. Ltd.



SMRJ Engg  
Pvt. Ltd.



Brahmos  
Aerospace



L&T  
Defence



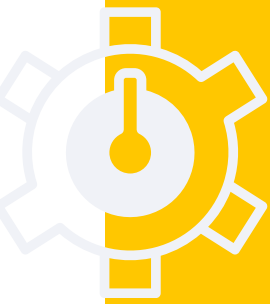
Godrej  
Aerospace

### Suppliers to prestigious Defence programs

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

**Defence  
contributes  
~ 2% of  
total  
revenue**

# PRECISION PIPES AND AUTO TUBES



## Products & Services Offered

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

## New Areas of Growth and Drivers

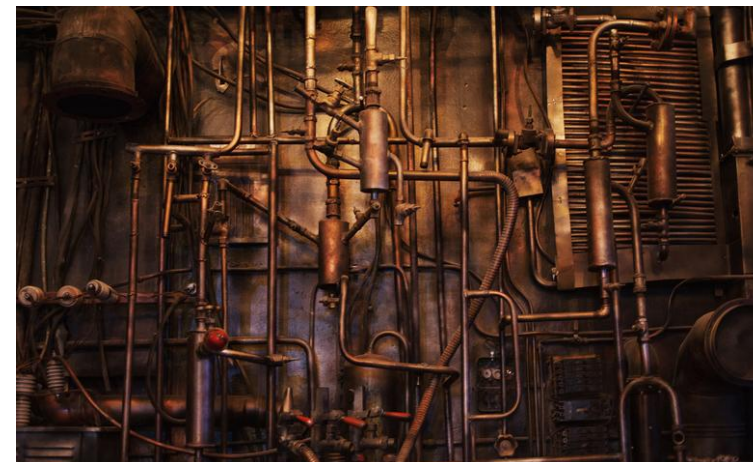
- Consistent quality products for domestic and foreign companies.
- Repeat orders have increased over the years, signifying customer loyalty.
- High-margin products
- Key export revenue contributor.

## 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

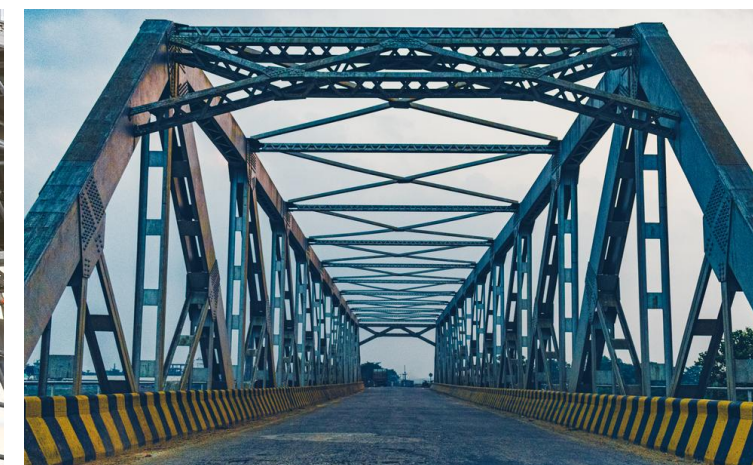
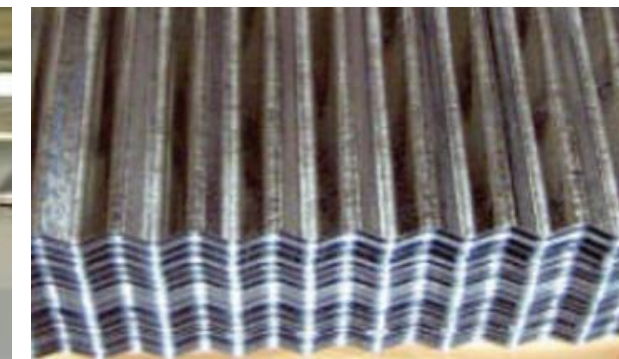
- Product thickness
- High tensile strength
- Long service life
- Higher efficiency.
- GLIN supplies to only OEMs and government projects.

## Marquee Clients

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

## End User Industries

- Railways
- Road bridges
- Support structures



# KEY RECENT DEVELOPMENTS (1/2)

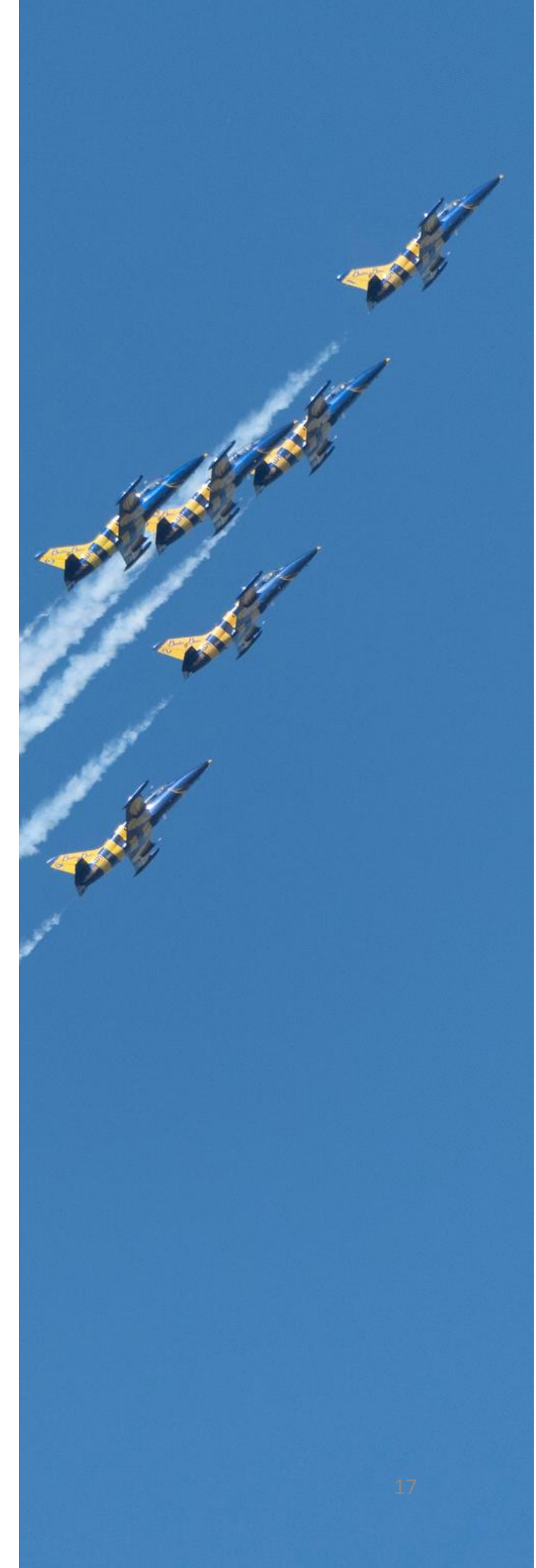
## New Plant Inauguration:

In **January 2025**, the company commissioned a state-of-the-art **hydraulic tubes** unit in Bulandshahr, Uttar Pradesh, with a **50,000 MT** capacity. These high-precision tubes serve as an **import substitute for seamless tubes**, supporting foreign exchange savings and driving topline and bottom-line growth.

## Subsidiary Update:

Goodluck India Ltd will **begin trial production in Q1 FY26 at the new facility of its subsidiary, Goodluck Defence and Aerospace Ltd**, in Sikandrabad, Bulandshahr (U.P.)

- **Strategic Focus:** A top priority since Q4 FY25 due to its relevance to high-value sectors.
- **Capacity:** Designed to produce ~150,000 precision components annually; commercial production expected by end-Q2 FY26.
- **Capabilities:** End-to-end solutions including forging, machining, heat treatment, and coating of steel, stainless steel, special steels, and alloys.
- **Target Sectors:** Focused on serving the Defence and Aerospace industries, strengthening Goodluck's presence in these high-growth, tech-intensive domains.



# KEY RECENT DEVELOPMENTS (2/2)

## Precision Pipe (CDW) Ramp-Up:

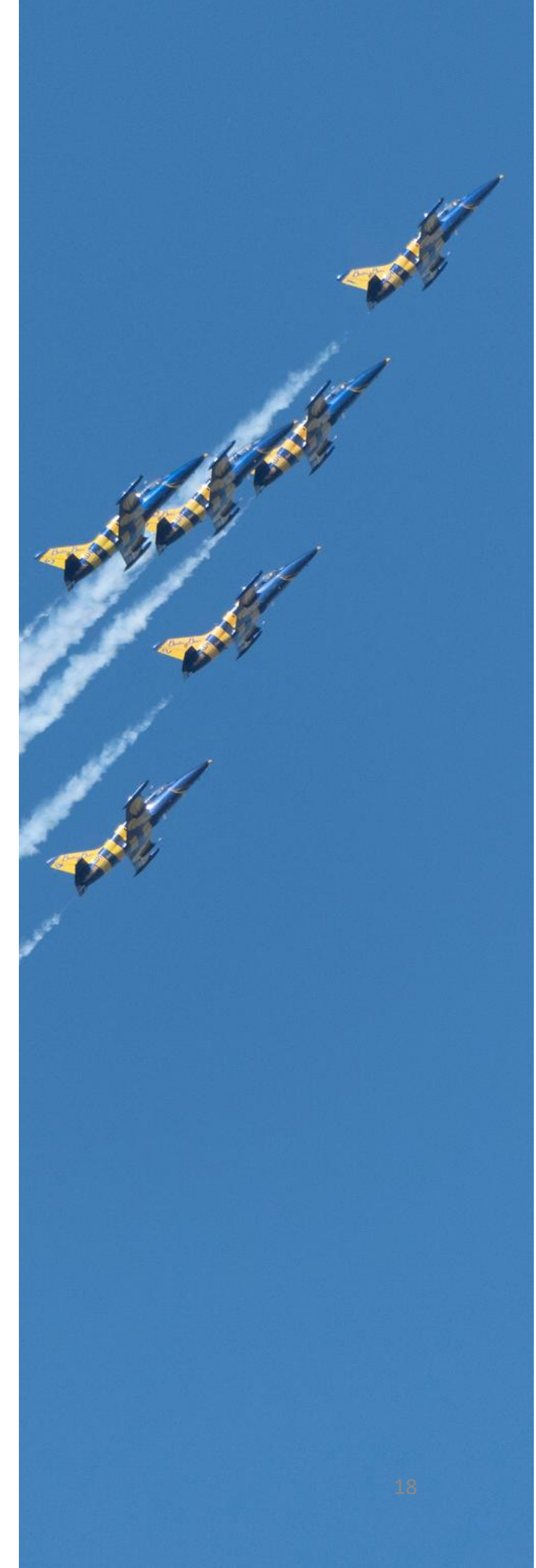
- **CDW facility is currently** in the production ramp-up phase, with full-scale production expected by **Sep/Oct 2025 to meet targeted demand.**

## Strategic Order Win:

- Secured an ~**INR 520 Mn** order for the Bullet Train project (**Ahmedabad to Mumbai**) for a second type of structural design under its Engineering Structures vertical.

## Sales Volume:

- Achieved a **volume of 442,619 MT in FY25, reflecting a 15.3% YoY growth** compared to the previous financial year. This growth highlights strong demand across business segments, driven by increased sales of high margin value-added products and expanded international market reach.





# FINANCIAL PERFORMANCE



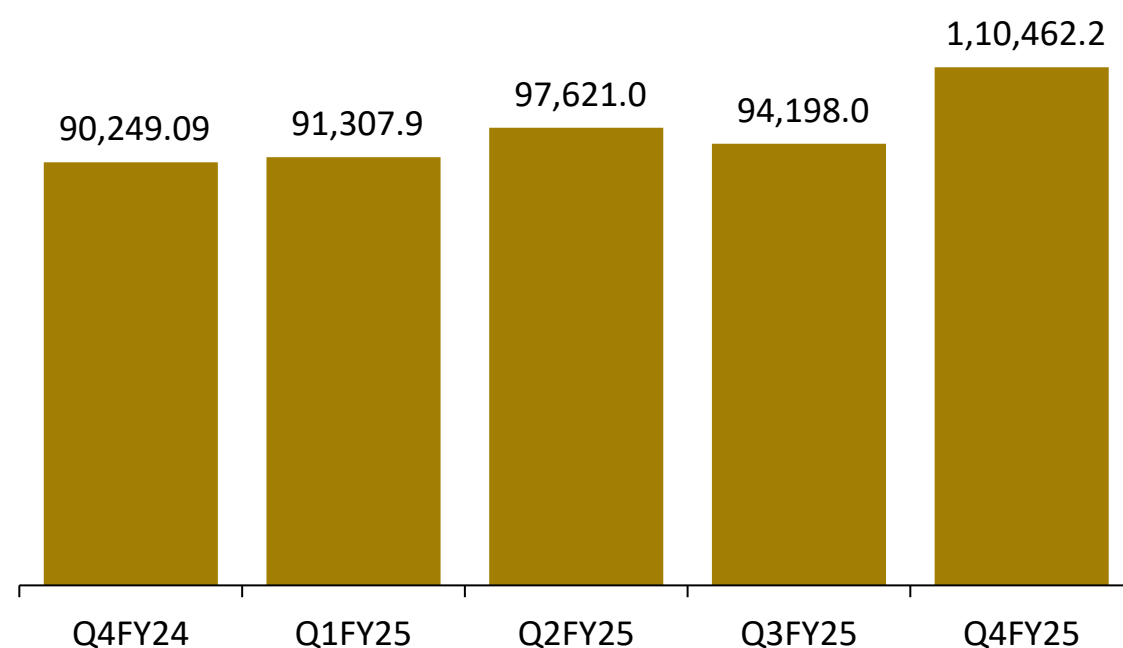
# Quarterly Income Statement

Particulars (Rs. Lac)	Q4'FY25	Q3'FY25	Q4'FY24	YoY%	FY25	FY24	YoY%
Income from Operations	1,09,235.1	93,350.7	89,261.8	22.4	3,89,709.8	3,48,385.1	11.9
Other Operating Income	1,227.1	847.3	987.3	24.3	3,879.2	4,092.5	(5.2)
<b>Total Income from Operations</b>	<b>1,10,462.2</b>	<b>94,198.0</b>	<b>90,249.1</b>	<b>22.4</b>	<b>3,93,589.1</b>	<b>3,52,477.6</b>	<b>11.7</b>
Other Income	854.8	233.4	602.8	41.8	2,992.6	1,024.8	192.0
<b>Total Income</b>	<b>1,11,317.1</b>	<b>94,431.4</b>	<b>90,851.9</b>	<b>22.5</b>	<b>3,96,581.6</b>	<b>3,53,502.4</b>	<b>12.2</b>
COGS	80,170.1	67,791.1	67,591.7	18.6	2,85,725.6	2,58,231.2	10.6
Employee benefit expenses	5,280.9	4,119.5	3,638.3	45.1	17,851.4	15,163.8	17.7
Other expenses	16,541.4	14,272.6	12,350.5	100.0	58,926.0	50,814.0	16.0
<b>Total expenditure</b>	<b>1,01,992.3</b>	<b>86,183.3</b>	<b>83,580.4</b>	<b>22.0</b>	<b>3,62,503.1</b>	<b>3,24,209.0</b>	<b>11.8</b>
<b>EBITDA</b>	<b>9,324.7</b>	<b>8,248.1</b>	<b>7,271.5</b>	<b>28.2</b>	<b>34,078.6</b>	<b>29,293.4</b>	<b>16.3</b>
<b>EBITDA Margin (%)</b>	<b>8.4</b>	<b>8.8</b>	<b>8.1</b>	<b>+38 bps</b>	<b>8.7</b>	<b>8.3</b>	<b>+35 bps</b>
Depreciation	1,428.7	1,027.6	940.3	51.9	4,494.5	3,529.1	27.4
<b>EBIT</b>	<b>7,896.0</b>	<b>7,220.4</b>	<b>6,331.2</b>	<b>24.7</b>	<b>29,584.1</b>	<b>25,764.3</b>	<b>14.8</b>
Interest	2,156.9	1,995.0	1,555.4	38.7	8,025.2	7,774.7	3.2
<b>Profit Before tax</b>	<b>5,739.2</b>	<b>5,225.5</b>	<b>4,775.8</b>	<b>20.2</b>	<b>21,558.8</b>	<b>17,989.6</b>	<b>19.8</b>
Tax	1,526.9	1,217.1	1,225.6	24.6	5,385.2	4,935.6	9.1
<b>Net Profit</b>	<b>4,212.3</b>	<b>4,008.4</b>	<b>3,550.2</b>	<b>18.7</b>	<b>16,173.6</b>	<b>13,054.0</b>	<b>23.9</b>
<b>Net Profit Margin (%)</b>	<b>3.8</b>	<b>4.2</b>	<b>3.9</b>	<b>-12 bps</b>	<b>4.1</b>	<b>3.7</b>	<b>+39 bps</b>
<b>Reported EPS</b>	<b>13.26</b>	<b>11.85</b>	<b>11.32</b>	<b>17.1</b>	<b>49.71</b>	<b>45.92</b>	<b>8.3</b>

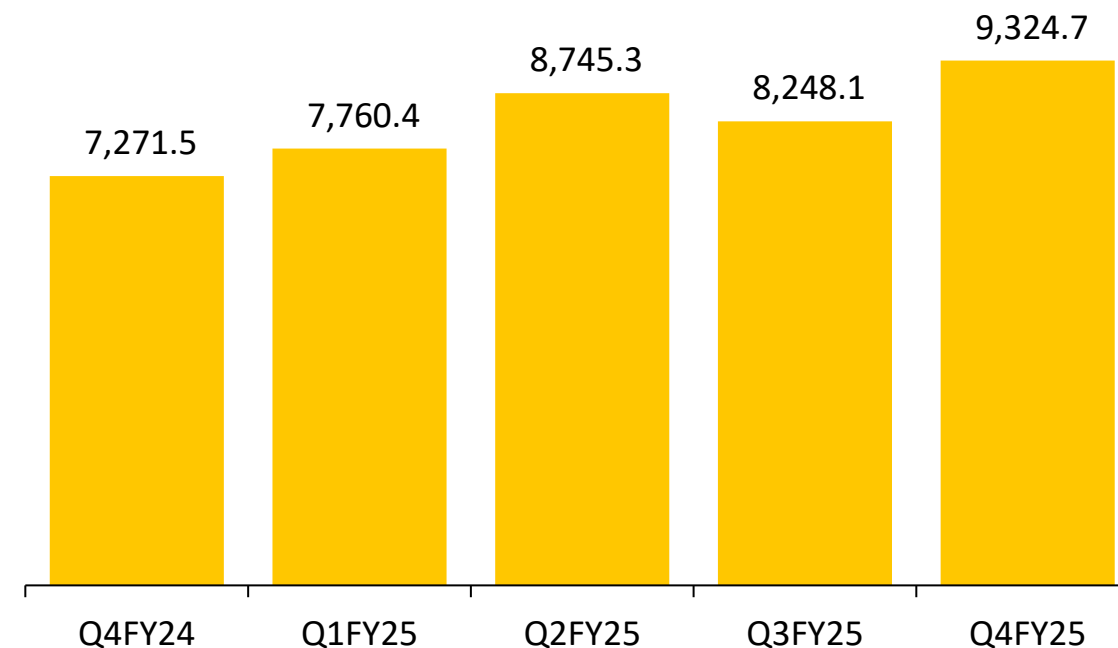


# FINANCIAL PERFORMANCE (Quarterly)

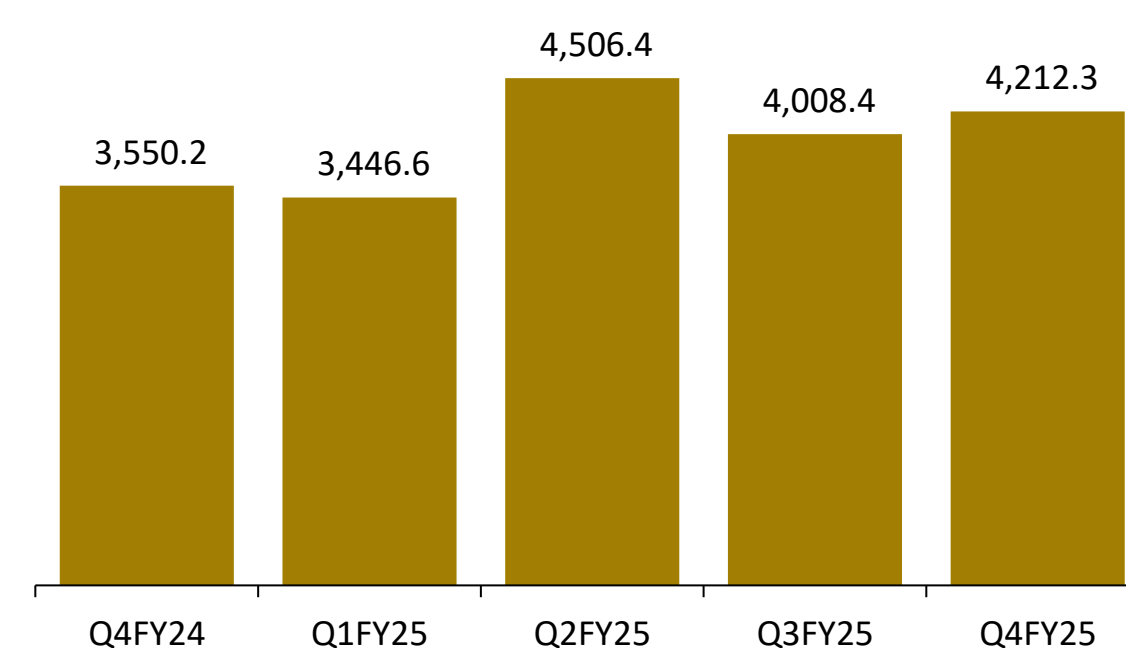
Total Income from Operations (Rs. Lac)



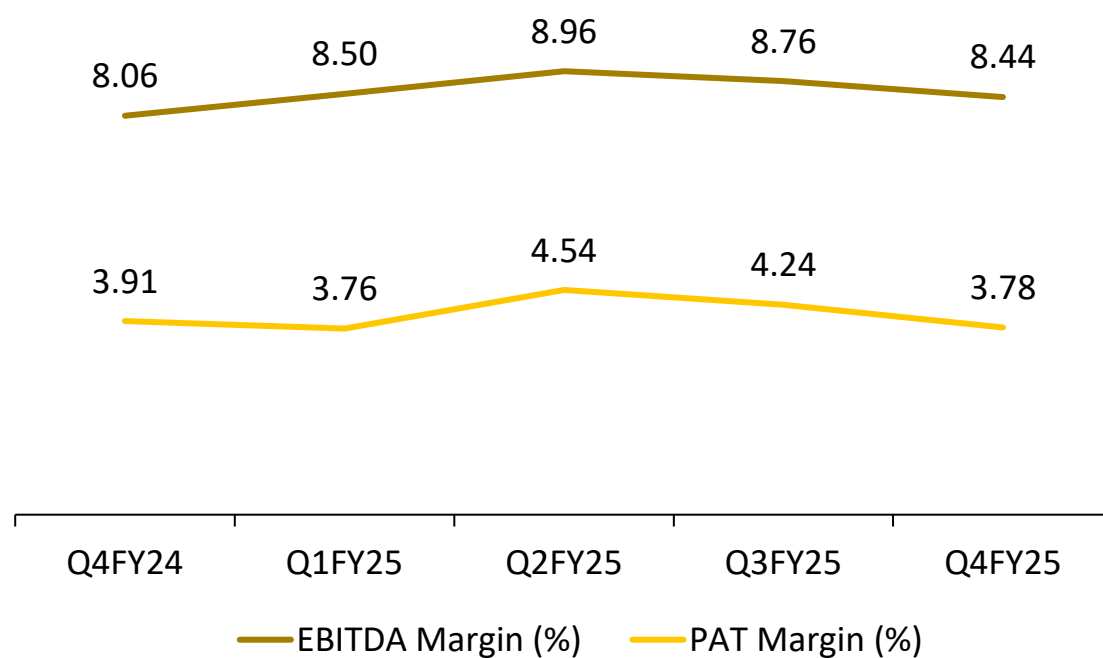
EBITDA (Rs. Lac)



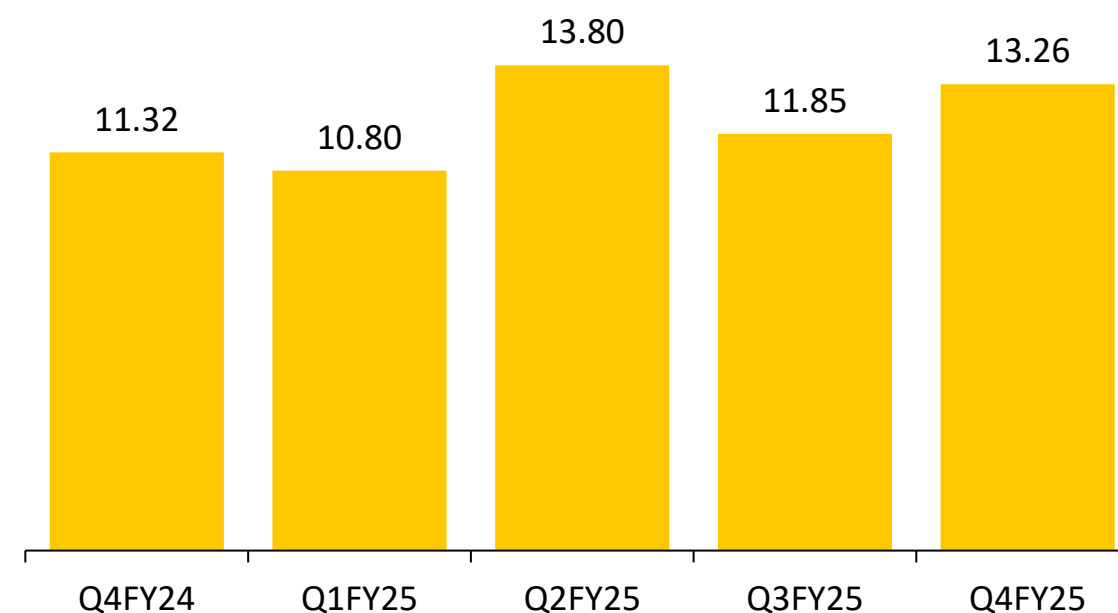
PAT (Rs. Lac)



Margins (%)

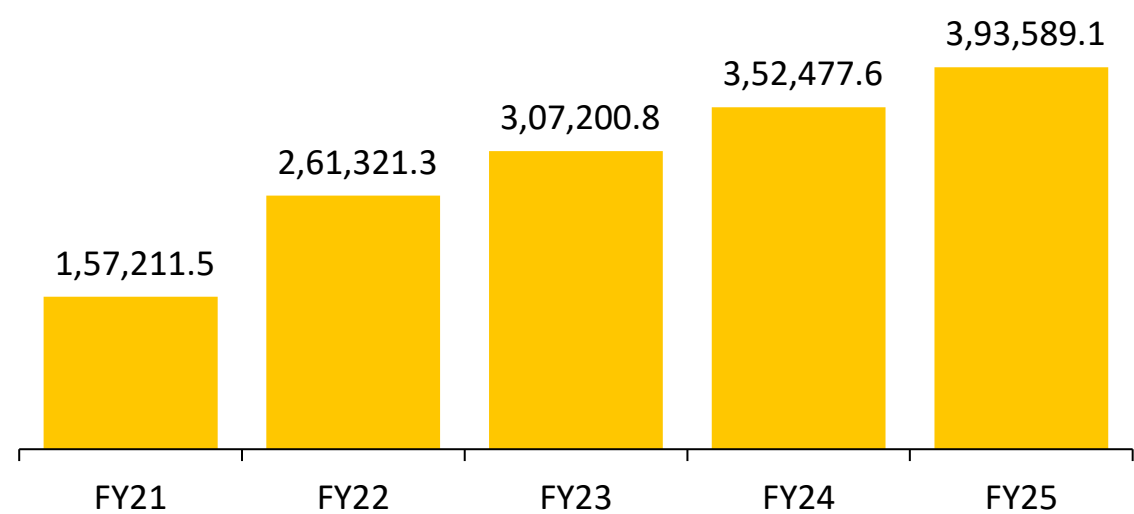


EPS (Rs.)

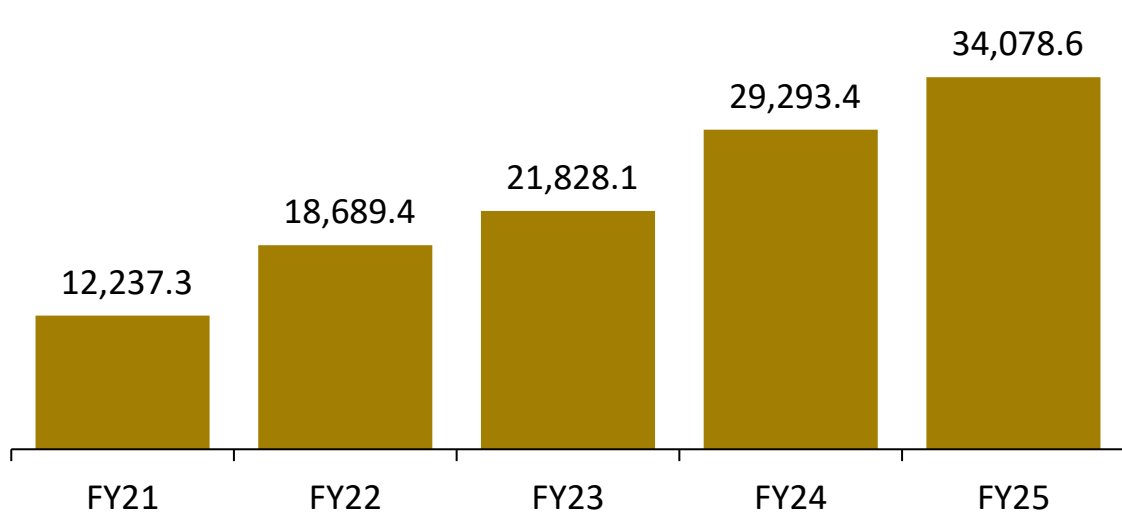


# FINANCIAL PERFORMANCE (Annual)

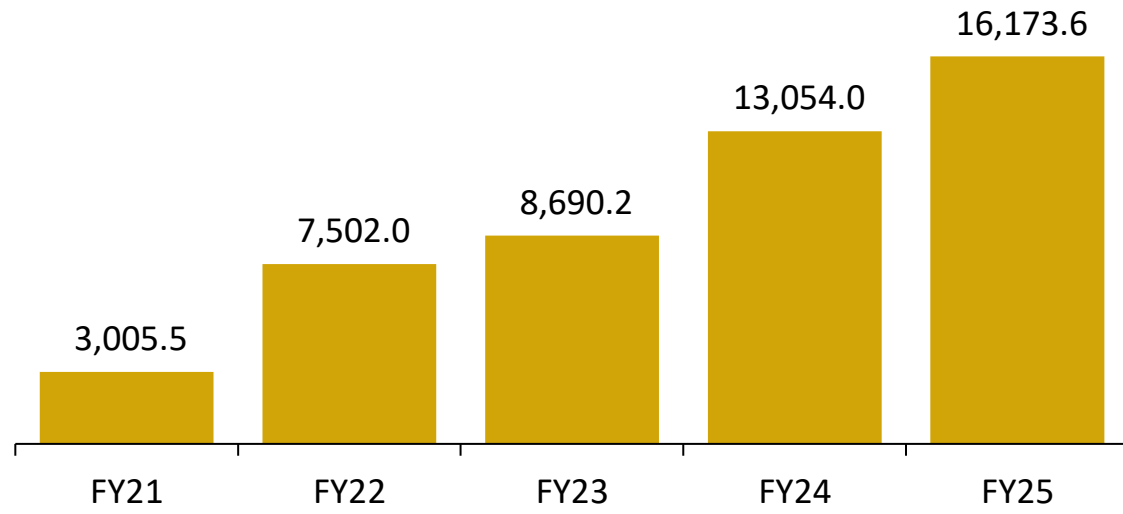
Total Income from Operations (Rs. Lac)



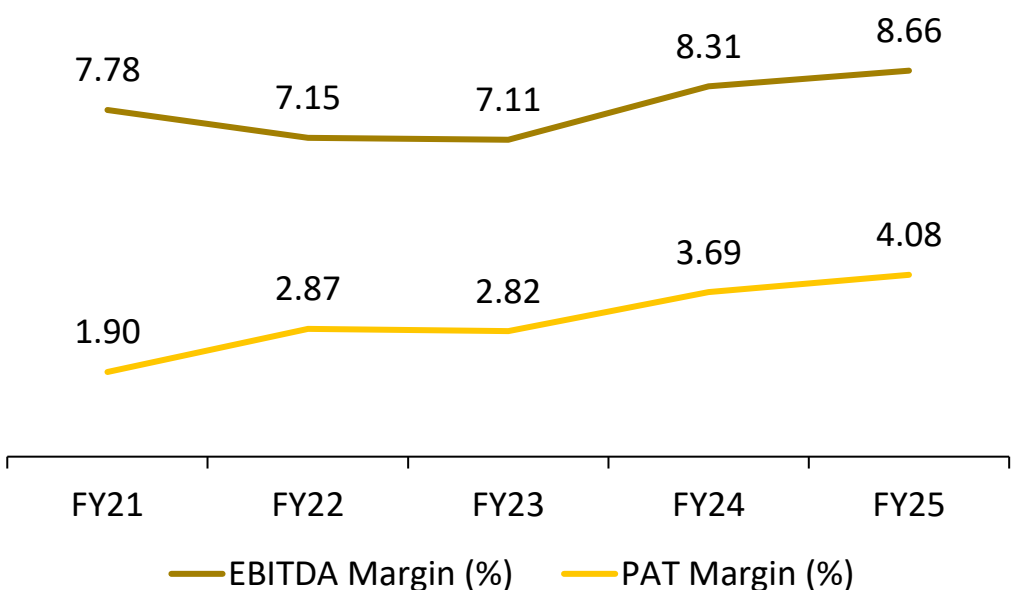
EBITDA (Rs. Lac)



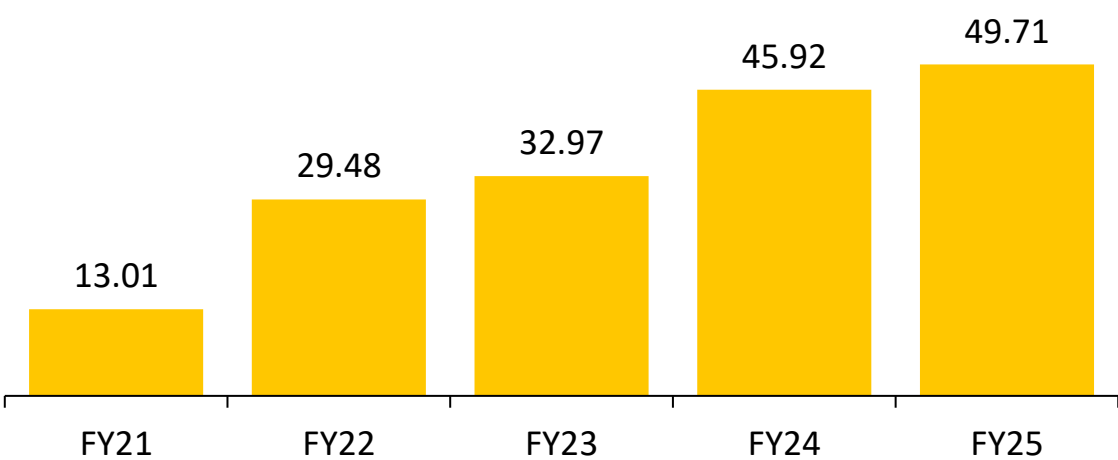
PAT (Rs. Lac)



Margins (%)



EPS (Rs.)



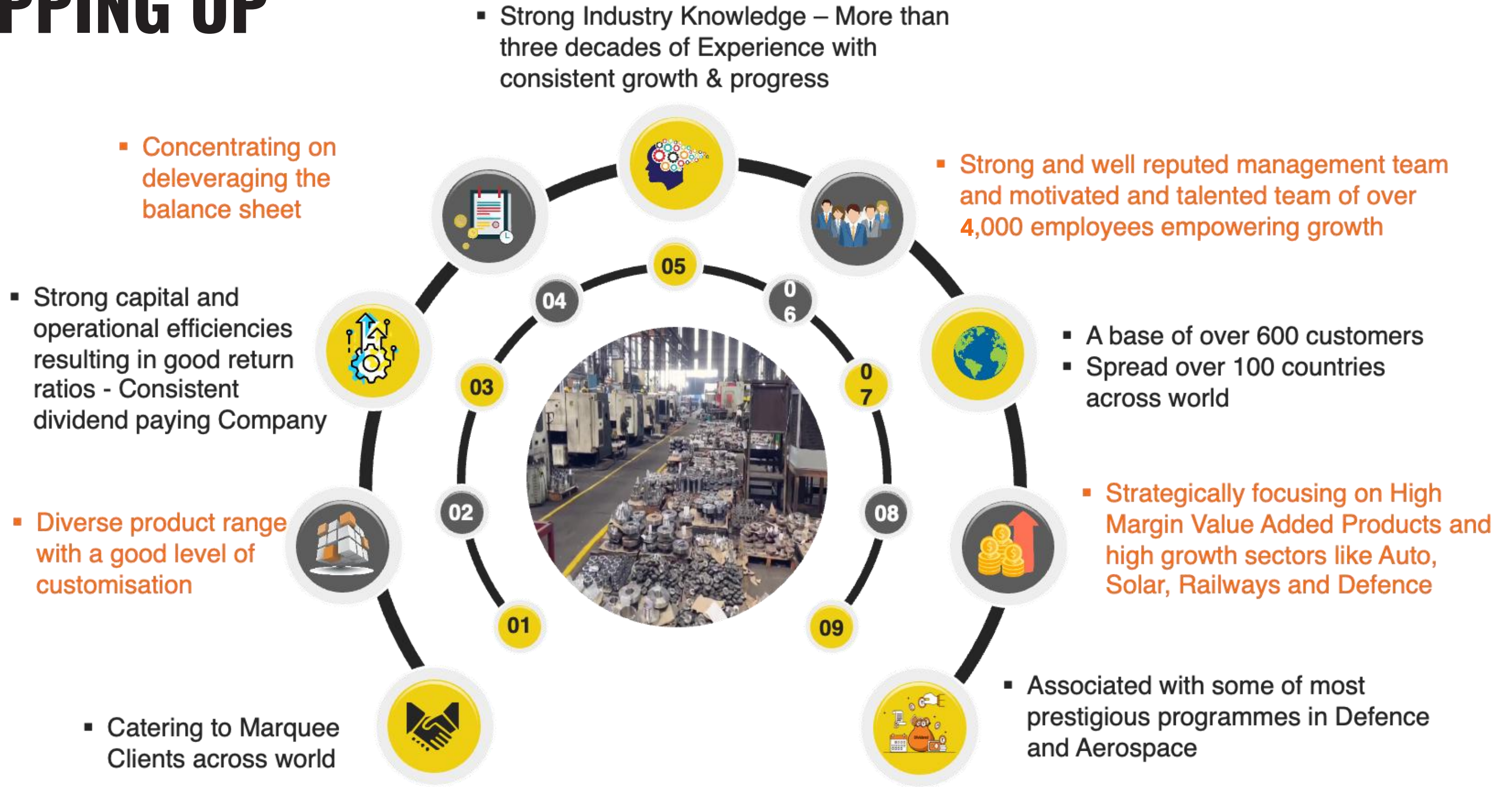
# RESPONSIBLE CORPORATE CITIZEN



- 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



**From manufacturing steel products to becoming an Engineering Solutions provider**



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 Metallica (Works)

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

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THANK YOU