

Casting/Foundry/Ferro Alloys

AIA Engineering Ltd

1. Company Overview & Contact details

Company Details and Overview	
Sector	Castings/Foundry
Turnover	INR 13,185 million
Chairman/MD/CEO/President	Mr. Rajendra S. Shah (Chaiman)
No of branches/offices	7
No of subsidiaries	7
Parent Company(If any)	-
Market Capitalisation	INR 31,573.7 million
Company Overview	AIA Engineering specializes in the design, development, manufacture, installation and servicing of high-chromium wear, corrosion and abrasion-resistant castings used in the cement, mining and thermal power generation industries.
Contact Details	115, GVMM Estate, Odhav Road, Ahmedabad-382 410 Tel: +91 79 22901078 Fax: +91 79 22901077 Email: info@aiaengineering.com Website: http://www.aiaengineering.com
Rating (CRISIL)	A1+ (Bank Guarantee limit)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Rajendra S. Shah	Chairman
Mr. Bhadresh K. Shah	Managing Director
Mr. Vinod Narain	Director
Mr. Bhupendra A. Shah	Director
Mr. Sanjay S. Majmudar	Director
Dr. S. Srikumar	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters Shareholding	58,149,120	61.65
Institutions	30,997,613	32.86
Non-Institutions	5,173,637	5.49

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business / Brand / Product descriptions
Mining	The company has developed new alloys and manufacturing techniques that provide improved wear components for all types of minerals including iron, gold, lead/zinc, bauxite, copper and phosphates and such.
Cement	The company is involved in the production of grinding media, shell liners, diaphragms, vertical mill applications and such.
Power	The company improved wear components and lower fuel costs for power eneration.
Aggregate	Long-lasting wear components for quarrying applications

3.2 Subsidiaries

Division	Business descriptions
Welcast Steels Ltd.	The company is a public limited company in India, manufacturing Hykrom grinding media balls for the cement and mining industry.
DCPL Foundries Ltd.	The company is a private limited manufacturing high-chrome grinding media balls. Incorporated in 2010, it is based in Tiruchirappalli, India.
Vega Industries Ltd., U.K.	Global distributor of AIAE products outside India

4. Growth strategy and business model

The company is focused on metallurgy, process technology for product development and process improvement. It is also trying to attain a leading position in cement globally, expanding focus on global mining and utility segments, and exploring backward integration opportunities for sourcing certain key inputs are some of the initiatives undertaken by the company. It has also set up a power plant and its increased R&D initiatives to strengthen total solutions capabilities. It is also looking at gaining access to newer markets through focus on strategic relationship and commercial partnerships with international partners.

5. Foreign collaboration

The company does not have any foreign collaboration.

Jayaswal Neco Industries Ltd

1. Company Overview & Contact details

Company Details and Overview	
Sector	Castings/Foundry
Turnover	INR 28,567.1 million
Chairman/MD/CEO/President	Shri Basant Lall Shaw (Chaiman)
No of branches/offices	2 manufacturing facilities
No of subsidiaries	1
Parent Company(If any)	Neco Group
Market Capitalisation	INR 4,550 million
Company Overview	Jayaswal Neco Industries Limited which started in 1976 as a small scale iron foundry unit at Nagpur is the flagship company of Neco Group of Industries which has now become an integrated steel plant of 1 million tonne capacity through blast furnace route, sinter plant, oxygen plant, coke oven, power generation with one of the finest infrastructural facilities at its Siltara, Raipur plant.
Contact Details	F-8, MIDC INDL. AREA, Hingna Road, Nagpur – 440016, Maharashtra (INDIA) Tel: +91 7104 237276, 237471 Fax: +91 7104 236255, 237583 Email: contact@necoindia.com Website: http://www.necoindia.com
Rating	Not Rated

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Shri Basant Lall Shaw	Chairman
Shri Arbind Jayaswal	Managing Director
Shri Ramesh Jayaswal	Joint Managing Director
Shri B. K. Agrawal	Director
Shri M. M. Vyas	Director
Shri P. K. Bhardwaj	Executive Director and CFO

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters Shareholding	248,954,621	69.21
Institutions	18,241,533	5.07
Non-Institutions	92,487,309	25.71

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Brands/Products Description
Steel Plant	The company creates value-added products for the automobile sector, white-goods sector, engineering sector, commercial sector and other manufacturing sectors
Foundry	One of the largest foundry group primarily engaged in the ferrous and non-ferrous castings with a capacity of 1,75,000 tonnes per annum. The products cover a wide spectrum of castings such as railway castings, engineering castings, automobile castings, construction castings and valves
Mining	Exploration and production of iron ore and manganese ore

3.2 Subsidiaries

Division	Business Descriptions
Jayaswal Neco Urja Limited	A subsidiary of the company, engaged in setting up of the power plant project at Raigarh, Chhattisgarh, during the fiscal year ended March 31, 2011

4. Growth strategy and business model

The company continues to focus on higher productivity, cost optimization and high quality of castings. The company has a risk focused, internal control system to analyze and report to the management on the day-today operations of The company.

5. Foreign collaboration

The company does not have any foreign collaboration.

Electrosteel Castings Ltd

1. Company Overview & Contact details

Company Details and Overview	
Sector	Castings/Foundry
Turnover	INR 19,567.2 million
Chairman/MD/CEO/President	Mr. P.K. Khaitan (Chairman)
No of branches/offices	23
No of subsidiaries	11
Parent Company(If any)	-
Market Capitalisation	INR 8,413.9 million
Company Overview	The company is India's leading pipeline solution provider. It manufactures DI pipes and undertakes EPC contracts for water and sewerage infrastructure projects.
Contact Details	G.K. TOWER 19, Camac Street Kolkata – 700 017 Tel: +91-33-22839990 Fax: +91-33-22894336 Email: - Website: http://www.electrosteel.com
Rating (CARE)	AA (Fund Based – Long Term)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. P. K. Khaitan	Chairman
Mr. Umang Kejriwal	Managing Director
Mr. Mayank Kejriwal	Joint Managing Director
Mr. Naresh Chandra	Director
Dr. Jamshed J. Irani	Director
Mr. M. B. N. Rao	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters and associates	158,763,421	49.00
Institutions	45,396,230	14.02
Non-Institutions	119,823,054	36.98

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business / Brand / Product descriptions
Ductile Iron Fittings	Electrosteel manufactures DI fabricated fittings, by welding together sections of DI pipes and castings to form a basic pipe connecting piece, similar in function to some fittings.
Ductile Iron Pipes	Ductile iron pipe is considered as the most preferred pipe material for water supply and pressure sewerage application all over the world. The company is into manufacturing and distribution of the same.
Technical Services	A trained group of engineers offer technical services such as helping organizations in conceptualization of new schemes, detailed engineering of water supply systems, providing guidance on laying/jointing of DI pipes to customers and training the contractors and laying gangs about checking of the pipes at site of handling damages and such.

3.2 Subsidiaries

Division	Business descriptions
Electrosteel Castings (UK) Ltd	The company, a wholly owned subsidiary of Electrosteel Castings Ltd, India, offers a comprehensive range of ductile iron pipes and fittings for use in the water and sewerage industry.
ELECTROSTEEL EUROPE SA	The company is involved in the production of pipes/pipe fittings/seals, pipeline accessories, gaskets for sewage pipes, pipes with lines.
Electrosteel Algeria SPA	The company, a subsidiary headquartered in Chéraga-Wilaya of Algeria, manufactures pipes and fittings ductile iron.

4. Growth strategy and business model

The growth strategy of The company includes modernization of mini blast furnace for improved output, achieving higher production efficiency in DI pipes and fittings. It is also focusing on expanding its presence in domestic and overseas markets.

5. Foreign collaboration

The company does not have any foreign collaboration.

Rohit Ferro-Tech Limited (RFTL)

1. Company Overview & Contact details

Company Details and Overview	
Sector	Ferro Alloys
Turnover	INR 17,526.3 million
Chairman/MD/CEO/President	Mr. Suresh Kumar Patni, Chairman
No of branches/offices	5
Number of Employees	1,002
No of subsidiaries	4
Parent Company(If any)	The SKP Group
Market Capitalisation	INR 3,180 million
Company Overview	A well-differentiated player in the ferro-alloy manufacturing sector, Rohit Ferro-Tech Limited (RFTL) started its journey in 2003 with a capacity of 24,000 TPA from its furnaces in Bishnupur, West Bengal. The group now has a total installed capacity of 274,583 MTPA. It is also setting up a 67 MW captive power plant at its Jajpur unit to feed its energy requirements. In an attempt to forward-integrate, RFTL has set up a 100,000-TPA stainless steel manufacturing facility at its Bishnupur unit and the capacity utilization is being enhanced in phases.
Contact Details	SKP HOUSE, 132A, S. P. Mukherjee Road, Kolkata-700 026 Telephone: +91 33 4016 8000/8100 Fax: +91 33 4016 8107/8189 Email: mailto:enquiry@rohitferrotech.com Website: http://www.rohitferrotech.com/
Rating (CARE)	CARE BBB (For long term bank facilities)

2. Management Type & Share Holding

2.1 Key People

Name	Designation
Mr. Suresh Kumar Patni	Chairman
Mr. Rohit Patni	Managing Director
Mr. Ankit Patni	Overseas Operations

2.2 Share Holding Pattern

Category	No. of Shares	% of Shareholding
Promoter and Promoter Group	81,917,842	72.00
Institutions	0	0
Non-Institutions	31,858,281	28.00

3. Categories of businesses & subsidiaries

3.1 Business Areas

Business	Description
Ferro Alloys	The ferro alloys produced are used for manufacture of mild steel, alloy steel and stainless steel.
Stainless Steel	The major types of stainless steel produced include austenitic, ferritic, martensitic, austenitic-ferritic grades and stainless steel with special grades of precipitation hardening, cold heading and electrode quality.
Coal	Faced with rising and more volatile raw-material prices in recent years, the company has pursued a strategy of selectively acquiring mining assets that are essential to its manufacturing activities. It has made substantial investments in the development of its captive raw-material base to improve its self-sufficiency.
Power	The company is setting up a 67.5-MW coal-based captive power plant at Jajpur in Orissa to address the energy needs of the unit there. The plant is expected to be commissioned by 2013-2014.

3.2 Subsidiaries

Subsidiaries	Description
Impex Metal & Ferro Alloys Ltd.	The company became the sole marketing agent in India for Bhutan Ferro Alloys Limited, manufacturing ferro silicon from its depots in India. The subsidiary caters to steel plants, mini steel plants, foundries, govt and semi-govt institutions
Impex Ferro Tech Ltd.	The company was incorporated on June 7, 1995, to set up a plant for manufacturing silico manganese and ferro manganese
Ankit Metal & Power Ltd.	Incorporated to set up a plant in Chhatna, Bankura, West Bengal, to manufacture sponge iron, MS billets, re-rolled products with a captive power plant
SKP Overseas Pte. Ltd.	The company, a wholly owned subsidiary of Rohit Ferro-Tech Ltd, is an investment arm incorporated in Singapore. It has acquired 60 percent economic interest in Indonesian coal mines with an initial investment of USD 23 million.

4. Growth strategy and business model

The company is looking forward to maximizing capacity utilization to not only generate a larger output but to optimize overhead costs. It is establishing operations at the greenfield stainless steel plant. It is focusing on developing infrastructure at Indonesian Coal Mines. Apart from that, it is also executing work on 65.7MW captive power plant as per the blue print.

5. Foreign collaboration

Name of The company	Description
SKP Overseas Pte Ltd, Singapore	It is a wholly owned subsidiary of Rohit Ferro-Tech Ltd, and investment arm incorporated in Singapore. It has acquired 60 percent economic interest in Indonesian Coal Mines with an initial investment of USD 23 million.