



# Sarthak Metals Limited

ANNUAL REPORT 2022-23



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www.sarthakmetals.com

## KEY HIGHLIGHTS OF FY23

Revenue (₹ in crores)

408.43

Operating Profit (₹ in crores)

40.09

Net Profit (₹ in crores)

29.76

Earnings Per Share (₹)

21.74

# Unyielding Fortitude. Pioneering Growth. Expanding Frontiers.

Amidst the shifting tides of industry, we find ourselves anchored by an unwavering spirit, encapsulated by our chosen theme of 'Unyielding Fortitude. Pioneering Growth. Expanding Frontiers.'

Even in the face of a challenging industry environment, our core business has stood as a pillar of strength. Our ability to navigate the turbulent tides of our industry speaks volumes about the depth of our business capabilities and the robustness of our unique business model. The dedication of our team, coupled with our steadfast focus on efficiency, has propelled us ahead.

Yet, we refuse to rest at a position of comfort. The pioneering spirit that courses through the Company, pushes us ahead for growth and expansion into new frontiers. As we set our sights on new horizons,

we are looking to diversify our product portfolio, capture fresh opportunities that lie beyond the boundaries of our current domain i.e. metallurgy. We seek to expand our frontiers and conquer new application industries, charting a course that is both ambitious and purposeful to the larger *Atma Nirbhar* goals of our country.

**What awaits us is a journey that requires vision. It is a testament to our pledge to transcend the limits of what is known and venture boldly into the next leg of our journey.**

### Safe Harbour Statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and make informed investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



ABOUT THE COMPANY

# Innovation | Quality | Commitment

## The legacy of Sarthak Metals

Sarthak Metals Limited (SML), a dynamic entity within the esteemed Desraj Bansal Group (DB Group). We proudly lead our industry as one of India’s foremost manufacturers and exporters of Cored Wires and Aluminium Flipping Coils, essential consumables in the field of modern metallurgy for fine tuning steel.

With a strategic location near a prominent steel hub and a state-of-the-art ISO 9001-2000 certified manufacturing facility, we are committed to providing precision in steel metallurgy and fine-tuning its manufacturing process. Our extensive range of products and solutions cater to the unique requirements of the entire steel industry.

Since our inception in 1995, we have embarked on a journey of growth and diversification. Initially focused on manufacturing industrial gases under the DB group, we expanded our operations in 2002 to introduce metallurgical cored wires, a groundbreaking solution in wire injection technology for the steel manufacturing industry.

We uphold a commitment to deliver products of uncompromising quality. To ensure this, we have implemented rigorous testing and inspection processes throughout our operations. Our relentless pursuit of excellence has earned us the coveted status of being the preferred supplier for major steel companies throughout India. Encouraged by our domestic success, we have set our sights on the global stage, extending our reach to international markets and serving customers around the world.

### Sarthak Metals in a nutshell

One of India’s leading metallurgical solution provider in India

21%

4Y CAGR for Revenue from Operations

51%

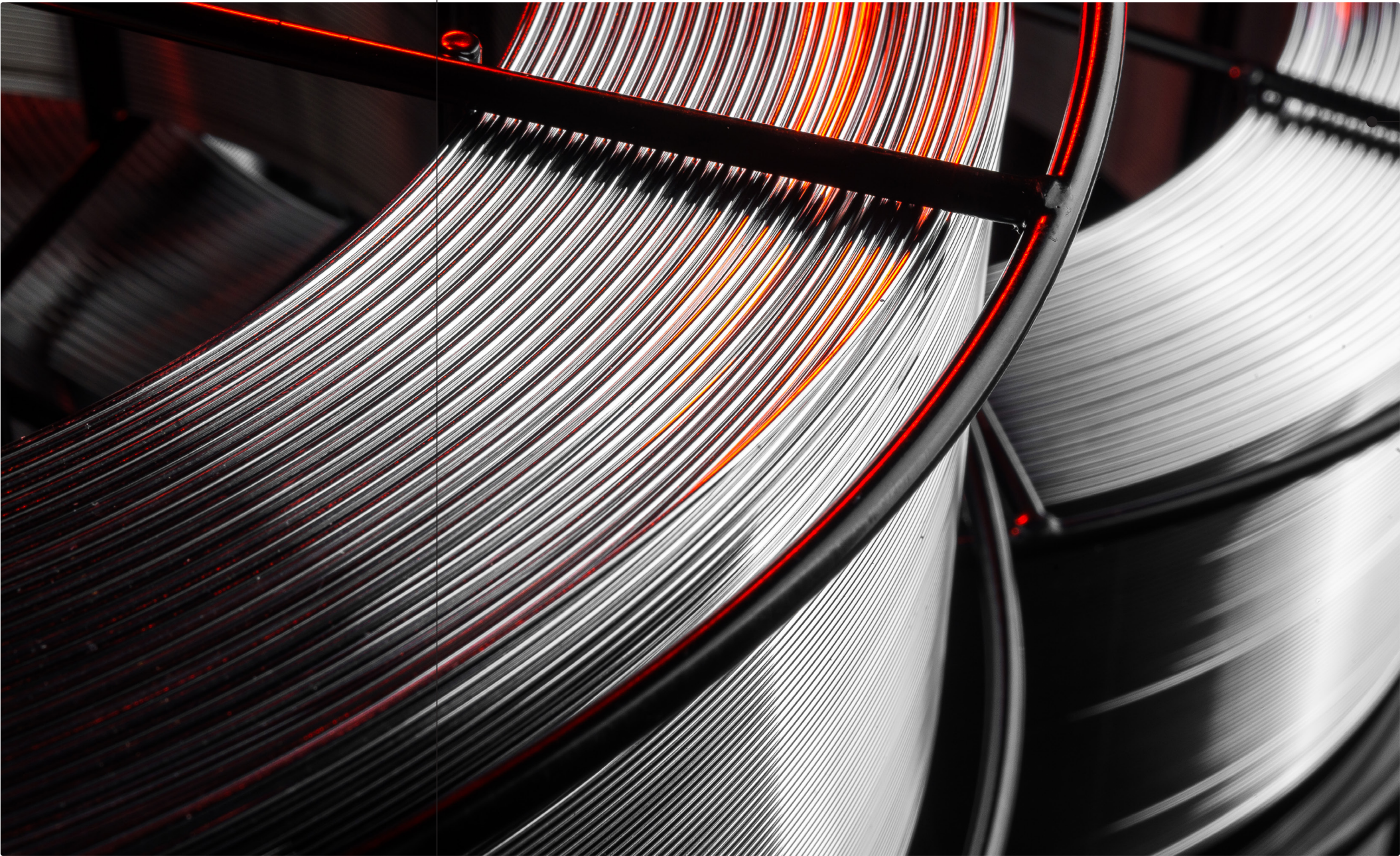
4Y CAGR for Profit after Taxes

180+

Workforce

40+

Customers associated till date



### Vision

Sarthak Metals’ vision embodies the shared aspiration and united purpose that drives our entire organisation:

- New benchmarks in product quality and services for domestic and global customers.
- Create an environment to promote constant innovation to add value to customers.
- Set high ethical standards among domestic and global marketplace to be recognized as a preferred vendor.



## JOURNEY •

## A remarkable voyage unfolding the success story

In the context of our remarkable journey, we find ourselves at an important juncture, where our initial efforts have evolved into a success and established us as one of the leading players in our industry. As we reflect on the milestones of our journey, we stand resolute, embracing the challenges and opportunities that lie ahead.

As we navigate the next leg of our journey, our vision and principles remain intact, while our ambitions soar to newer heights. Guided by our core values and propelled by our passionate team, we envision a future where Sarthak Metals will shine in newer domains & industries.

1995



### A promising start

Incorporated in 1995, we began our journey with an industrial gases unit, catering to the oxygen and carbon dioxide requirements of industries in our vicinity. This initial step laid the foundation of delivering essential solutions to diverse industrial sectors.

2002



### Expanding into metallurgical solutions

Recognizing the growing demand in the metallurgical industry, we took a significant stride forward in 2002. We established our first in-house cored wire mill, enabling us to manufacture cutting-edge metallurgical solutions. Our cored wire mills were designed and developed in-house to meet the evolving needs of the industry.

2008



### Venturing into aluminium flipping coils

Expanding our capabilities further, in 2008, we initiated the production of aluminium flipping coils. This diversification broadened our product portfolio and enhanced our position in the market.

2012



### Introducing cored wire feeder machines

Continuing our commitment to innovation and position ourselves as a one-stop solution provider, in 2012, we began manufacturing cored wire feeder machines. These machines efficiently unwind cored wire rolls into steel ladles, streamlining the process and ensuring precise and accurate wire injection. This addition to our product line showcased our dedication to providing comprehensive solutions to our customers.

2017



### Going public

A significant milestone was achieved in 2017 when we raised funds through our initial public offer. Our successful listing on the BSE SME exchange marked a new chapter in our growth story, enabling us to access capital markets and expand our operations.

2018



### Product diversification

In 2018, we took a strategic step towards backward integration by venturing into the production of aluminium wire rods. This addition provided us with greater control over the supply chain and significantly expanded our operations in the flipping coils segment, strengthening our market position.

2021



### Reaching new heights

Continuing our upward trajectory, we migrated from the BSE SME exchange to the esteemed BSE and NSE mainboard platforms in November 2021, aiding our market recognition and positioning us for broader opportunities and increased visibility and liquidity.

2022



### Record growth

FY22 marked a significant milestone in our journey as we achieved record growth in Revenue from Operations, surpassing the remarkable benchmark of Rs 450+ crore. This achievement is a testament to our unwavering commitment to excellence and customer satisfaction.

2023



### Launch new frontiers for growth

Sarthak Metals ventures into yet another product category, Flux Cored Wire, for long-term sustainable growth of the Company. This is the first product category for the Company which goes beyond metallurgy, into the infrastructure sector, thus effectively diversifying the Company. This venture is in line with the Government of India's *Atma Nirbhar* campaign and furthers the cause of import substitution from China.



## ● ABOUT THE GROUP

# Guided by visionary roots

Embracing a legacy of excellence and innovation, Sarthak Metals Limited stands proudly under the esteemed Desraj Bansal Group (DB Group). Guided by a unifying vision of our Group, we have established ourselves as a reputed player in the metallurgy consumables industry. With a remarkable portfolio of best-in-class quality products, we have garnered a stellar reputation that is acknowledged both within India and beyond.

Sarthak Metals Limited proudly thrives under the powerful umbrella of Desraj Bansal Group (DB Group), a well-established business group originating from Bhilai, Chhattisgarh. With a rich history spanning **50 years**, the DB Group has cultivated a strong presence in two major sectors: Metallurgy and Energy. Its journey began with the production of industrial oxygen and carbon dioxide, effectively meeting the growing metallurgical demands of the industries in its vicinity. Harnessing experience and embracing innovation, the group expanded its offerings to include advanced solutions like Cored Wires, followed by the manufacturing of Aluminium Flipping Coils and Wire Feeder Machines. Today, the DB Group operates **4** cutting-edge manufacturing facilities in Bhilai, Chhattisgarh, strategically positioned to deliver excellence.

Over the years, the group has garnered an impeccable reputation in the metallurgy industry. DB Group has earned the trust and admiration of renowned players in India and abroad, solidifying its position among the leading business groups in its sector. With total group revenues exceeding **₹ 775 crores**, the DB Group continues to thrive under its three distinct entities, demonstrating exceptional prowess in the metallurgy and energy domains.

Under the strong parentage of the DB Group, Sarthak Metals Limited benefits from a legacy built on innovation, reliability, and customer satisfaction. The group's profound expertise and extensive industry experience have propelled Sarthak Metals Limited to new heights, ensuring the Company's ability to meet the evolving needs of its valued clientele. By virtue of its association with the DB Group, Sarthak Metals Limited enjoys the advantage of being backed by an illustrious business group known for its exceptional track record and dedication. This strong parentage provides Sarthak Metals Limited with the solid foundation and resources needed to sustain its growth trajectory and maintain its position as a key player in the metals and metallurgy landscape.

The success story of the DB Group can be attributed to its unwavering commitment to best-in-class quality products, unwavering service, and reliable deliveries over the past three decades. These merits have garnered the group an impeccable reputation in the metals and metallurgy industry.



The DB Group comprises three significant entities, each playing a pivotal role in the group's operations and contributing to its success across various sectors. These three entities together form the backbone of the DB Group's operations. Through the combined efforts of these key entities, the Group continues to strengthen its position as a dynamic and influential player in the market.



### Sarthak Metals Limited

Recognized as India's premier provider of metallurgical cored wire and aluminium flipping coils, Sarthak Metals plays a vital role in the DB Group's offerings. Renowned for its exceptional metallurgical solutions, Sarthak Metals caters to the diverse needs of the industry.

Capacity of  
**10,000 TPA**  
for Cored wires

Capacity of  
**15,000 TPA**  
for Aluminium flipping coils



### Bansal Brothers

At the forefront of the DB Group's ferroalloys operations, Bansal Brothers stands as a prominent arm with an impressive installed capacity base of 9,000 TPA. Located in Bhilai, this entity specialises in the production of high-quality ferroalloys.

Capacity of  
**9,000 TPA**  
for ferroalloys



### Sarthak Energy Private Limited

As DB Group's energy arm, Sarthak Energy Private Limited focuses on renewable energy sources. With 2 MW of renewable energy assets situated in Bhilai, this entity demonstrates the group's commitment to sustainable practices, while allowing the group entities to remain cost-competitive in an era of rising energy costs.

**02 MW**  
Solar power plant



## ● PRODUCT PORTFOLIO

# Empowering industries a glimpse into our product offerin

At Sarthak, we take pride in being a leading provider of modern metallurgical solutions that play a crucial role in enhancing steel manufacturing processes. With industry experience spanning nearly three decades and close collaborations with renowned players, we have honed our expertise in meeting the exacting quality standards of this industry. Our product portfolio revolves around two key categories: Cored Wires and Aluminium Flipping Coils. These offerings are instrumental in fine-tuning steel production, enabling us to introduce specific characteristics, from de-oxidising to grain refining, and facilitating the manufacturing of various grades of steel. Complementing our core products, we also manufacture Cored Wire Feeder Machines, reinforcing our commitment to delivering comprehensive solutions. The most recent addition to our product portfolio, our first non-metallurgy product, has been Flux Cored Wires use for industrial welding applications in infrastructure projects.

Revenue Contribution from  
Cored Wires

48%

Revenue Contribution from  
Aluminium Flipping Coils

52%

## 1. Cored Wires

At the heart of our product portfolio lies the Cored Wires. These continuous steel tubes, consisting of a rich assortment of alloys, serve as agents to add various qualities & characteristics when injected into molten metal; thus converting iron into steel.

Its purpose is to impart a myriad of coveted characteristics to the final product. With utmost precision, Cored Wires excel in refining steel, adding alloys, and modulating inclusions. They take charge of deoxidation, desulphurisation, and de-phosphorisation, imbuing the desired chemical harmony within the molten metal, uniformly and homogeneously. Being a more efficient and accurate method, Cored Wires elevate the process of steel refinement. These

ingenious wires epitomise efficiency, maximising the recovery yield and enhancing the purity of the molten metal.

### The Cored wire advantage:

Cored wires are a game-changing substitute for the traditional single-shot addition method, being more efficient and less alloy-intensive as compared to single-shot addition. In the bygone era, lumps of ferroalloys and minerals were roughly deposited into the steel ladle, creating the disadvantage of uneven settling at the ladle's bottom before melting & homogeneously mixing into the molten metal. However, the advent of Cored Wires revolutionised this process by eliminating such setbacks. These remarkable wires bring forth uniformity and homogeneity, facilitating the seamless fusion of alloys within the

ladle. With unparalleled accuracy and efficiency, Cored Wires usher in a new era of precise chemical element integration, ensuring the steel-making process is elevated. Today, they stand as an indispensable cornerstone of the metallurgical industry.

### Key products:

Calcium Silicide, Calcium Iron, Calcium Aluminium Iron, Calcium Solid Wire, Lead Cored Wire, Ferro Titanium, Carbon, Ferro Boron, Magnesium Ferrosilicon, Nitride Manganese, Ferro Niobium.

### Application industry:

Steel, Stainless Steel and Foundry Industry

## 2. Aluminium Flipping Coils

Renowned for its remarkable deoxidizing capabilities, aluminium stands as one of the strongest and most cost-effective options available for deoxidizing steel. These coils play an important role in steel manufacturing and metallurgical processes, where their true potential shines. Acting as an important element, these coils play a vital role in the production of specialised steel grades, exhibiting their mettle as deoxidizers, grain refiners, nitride formers, and alloying agents for both flats and structures.

The unique strength of aluminium lies in its ability to scavenge nitrogen and foster the formation of captivating "pancake" ferrite

grains. This exceptional trait renders it indispensable, especially in the domain of drawing quality steels, for applications in the automotive industry. Additionally, aluminium's presence empowers low-carbon steels by fortifying their strength through the fixation of interstitial nitrogen. With enhanced cost-effectiveness and efficiency compared to notch bars, ingots, and other forms, Aluminium Flipping Coils emerge as the epitome of excellence in metallurgical applications.

### The remarkable versatility:

While our current focus lies within the domain of metallurgical applications, aluminium flipping coils hold immense potential beyond their metallurgical scope. Particularly, when it comes

to electric-grade cables, a world of possibilities emerges. These exceptional rods find their purpose in the creation of cables and wires, serving as conduits for the flow of electricity. They become vital components within the infrastructure of State Electricity Boards, Power Distribution Companies, and other power grids, facilitating the seamless transmission of electrical energy.

Although our current focus revolves around application within the metallurgical landscape, our forward-thinking mindset prompts exploration of potential applications beyond this realm.

## 3. Flux Cored Wire

The flux cored wire product segment is a recent addition in our product portfolio. This is a type of welding process that utilises a consumable electrode surrounded by flux, which melts during welding to create a protective shield for the joint. Flux cored wire offers advantages such as higher deposition rates, improved

weld bead appearance, and the ability to weld thick materials. It also provides excellent mechanical properties, including high-strength welds and strong impact values. This product category allows us to offer solutions and cater to diverse customer needs beyond the metallurgical industry. Flux cored wires are usable for welding on plain,

carbon, alloy, stainless as well as duplex steel.

Applications: Fabrication Workshops, Shipbuilding Industry, Construction Activities, Mechanical Industries, Hardfacing & Surfacing.

## 4. Cored Wire Feeder Machines

Our Cored Wire Feeder Machines exemplifies our commitment to delivering comprehensive one-stop solutions to our esteemed clients. These advanced machines have been meticulously designed to offer greater process control, ensuring the utmost precision and consistency for injection of Cored Wires into steel ladles.

Our cored wire feeder machines work in favour of homogeneity, precisely controlling the speed at which the cored wire coil uncoils within the molten steel. With a wide range of custom-designed options, including 2 and 4 strand configurations, our machines handle wires ranging from 5 to 15 mm in diameter, achieving an impressive speed of up to 300 metres per minute.

As the Indian steel industry witnesses significant capacity additions, we have proactively embraced a go-to-market strategy, actively collaborating with customer plants to install our wire feeder machines. This strategic approach positions us as the comprehensive solution provider, enabling us to forge lasting partnerships and drive consistent and repeat business.



## • VENTURE INTO FLUX CORED WIRES

# Flux cored wire: A new chapter in our product range

As a prominent player in the metallurgical solutions industry, we have always been at the forefront of delivering innovative solutions to the steel industry. With a strong focus on quality and customer satisfaction, we have established ourselves as a trusted partner to major steel manufacturers. However, in our quest to expand and diversify our product portfolio, we recognize the need to venture into new frontiers and explore untapped opportunities.

In line with this vision, the Company has announced to diversify its product offering by entering an adjacent product category - **Flux Cored Wire**.

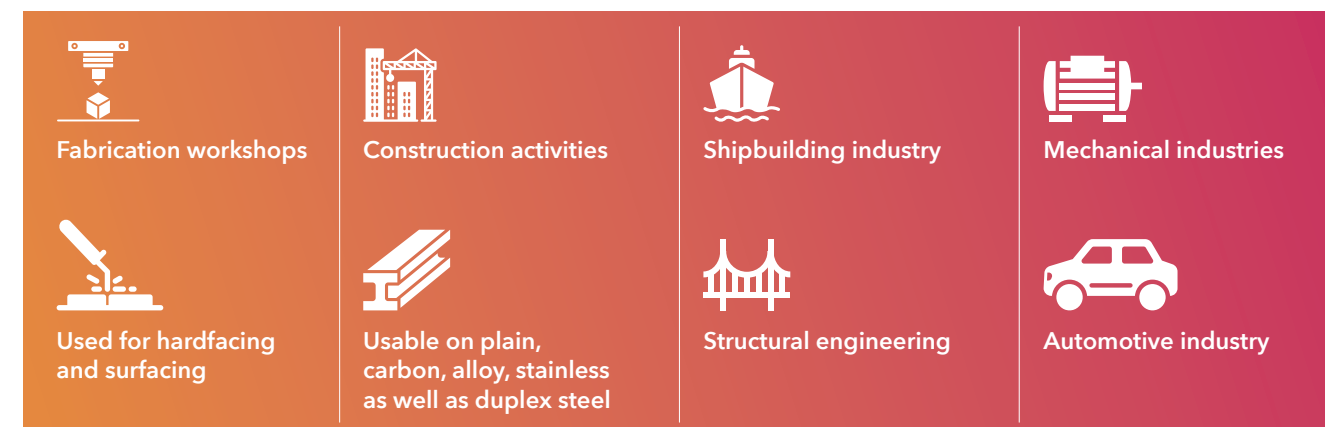
Flux Cored Wire represents a significant step forward for us, as it not only diversifies our revenue stream but also mitigates the risks associated with market volatility by catering to multiple industries with varying demands.

## Overview

Flux cored wires represent a remarkable advancement in welding processes, specifically Flux Core Arc Welding. These consumable electrodes are uniquely designed with a flux composition surrounding the core. During the welding process, the flux melts in tandem with the electrode, providing a protective shield over the joint. The distinctive characteristics of flux cored wires include higher deposition rates compared to solid wire or stick electrodes, resulting in efficient welding operations. Not only do they yield aesthetically pleasing weld bead appearances, but they also possess the ability to weld thicker materials with precision and finesse.

Beyond their efficiency, flux cored wires offer exceptional mechanical properties, including high-strength welds and remarkable impact resistance. They can be alloyed with various base materials, enabling the production of tailor-made solutions. One notable advantage of flux cored wires lies in their enhanced tolerance towards dirt and mill scale, enabling welding through contaminants with minimal pre-cleaning requirements. This attribute sets them apart from other welding wires or stick electrodes, making flux cored wires a versatile and reliable choice for welding applications.

## Application



## Demand drivers

### 1. Increasing demand for high-speed welding solutions:

Flux cored wires are witnessing growing demand due to their ability to deliver high deposition rates, enabling faster welding operations. Industries seeking to improve productivity and reduce project timelines are turning to flux cored wires as an efficient solution. The faster welding speeds offered by these wires contribute to increased efficiency and cost-effectiveness, driving their adoption in sectors such as manufacturing, construction, and infrastructure development.

### 2. Advantages in welding complex and challenging materials:

Flux cored wires excel in welding thick and difficult-to-weld materials, making them indispensable in industries that require robust and reliable welds.

Their exceptional penetration capabilities and ability to fuse dissimilar metals or alloy combinations are advantageous for applications in shipbuilding, automotive manufacturing, and structural engineering. The demand for flux cored wires is expected to rise as industries encounter more complex welding challenges.

### 3. Expansion of key industries and infrastructure projects:

Flux cored wires are poised for growth as key industries, including oil and gas, power generation, and transportation, expand their operations and undertake large-scale infrastructure projects. These wires offer enhanced mechanical properties, such as high-strength welds and superior impact resistance, ensuring the durability and integrity of critical structures. As

the demand for reliable welding solutions increases alongside industrial growth, flux cored wires will play a crucial role in supporting these developments.

### 4. Technological advancements and material innovations:

Ongoing advancements in flux cored wire technology, including improved flux formulations and alloy compositions, contribute to their expanding range of applications. As new alloys and specialised wire variants are introduced, flux cored wires can cater to a broader array of base materials, enabling manufacturers to achieve specific performance requirements. The continuous innovation in flux cored wire materials and manufacturing processes further drives their adoption in various industries.

## Breaking import dependency | Seizing opportunities

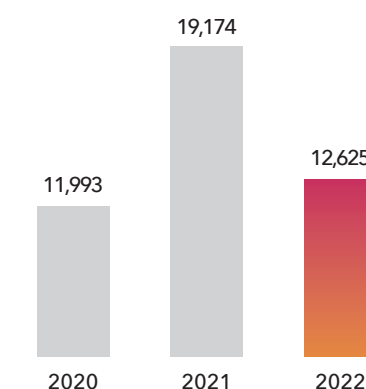
With the current absence of any major domestic manufacturing capacity for flux cored wires in India, the market predominantly relies on imports, largely sourced from China. Recognizing this gap in the industry, Sarthak Metals aims to harness the untapped potential and explore opportunities to establish capacity at its current manufacturing base in Bhilai. By doing so, the Company envisions offering a compelling import substitution solution.

The strategic move to establish a manufacturing base for flux cored wires in India aligns with the emerging global trend of adopting a 'China+1' strategy. As companies worldwide seek to diversify their supply chains and reduce dependence on a single manufacturing hub, having a robust production facility in India presents a valuable alternative asset.

By leveraging India's skilled workforce, our existing technological capabilities in Cored Wires, and

India's growing welding industry, Sarthak Metals endeavours to establish a manufacturing ecosystem that offers high-quality flux cored wires. This strategic venture not only caters to the immediate market needs but also demonstrates the Company's commitment to supporting India's industrial growth and self-reliance goals. Sarthak Metals' foray into the flux cored wire market aims to unlock India's manufacturing potential while fostering import substitution, bolstering the country's position as a key player in the global arena.

### Indian Imports of Flux Cored Wire



Source: Volza

**14,500 TPA**

3Y average import quantities

**1,200 TPA**

Initial capacity announced by SML

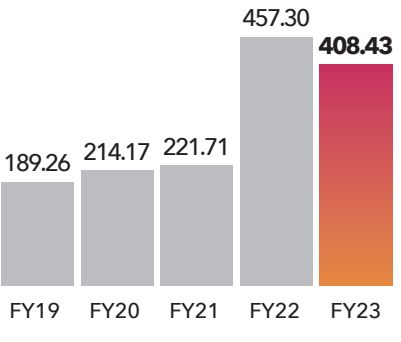


KEY PERFORMANCE INDICATORS ●

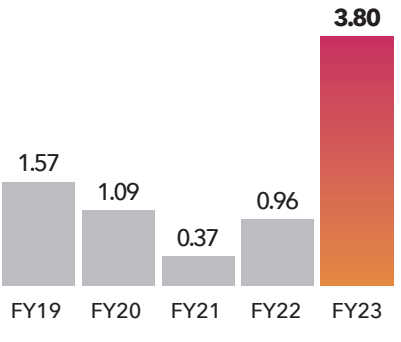
Performance snapshot

Amidst the prevailing macroeconomic headwinds that have impacted the steel industry at large, Sarthak Metals has displayed commendable resilience and fortitude. While the overall performance of the steel industry has been tempered, our commitment to our vision and implementation of effective strategies have positioned us to navigate through these turbulent times. Looking ahead, we are poised to leverage our strengths, capitalise on emerging opportunities, and deliver exceptional performance in the years to come.

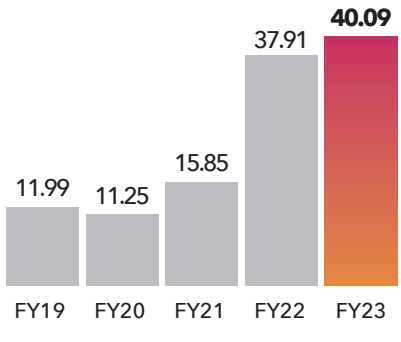
Revenue from Operations  
(₹ in crores)



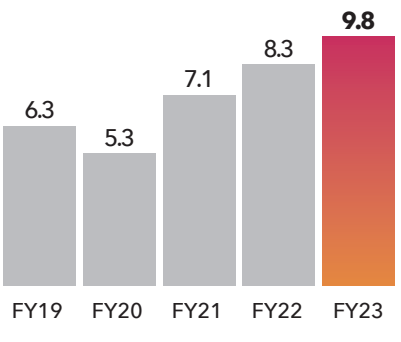
Other Income  
(₹ in crores)



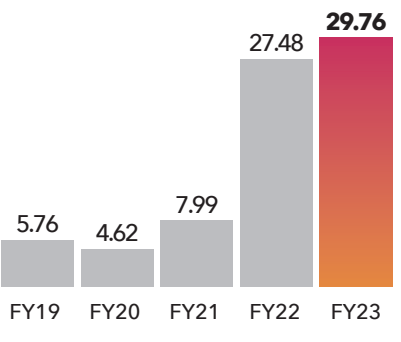
Operating Profit  
(₹ in crores)



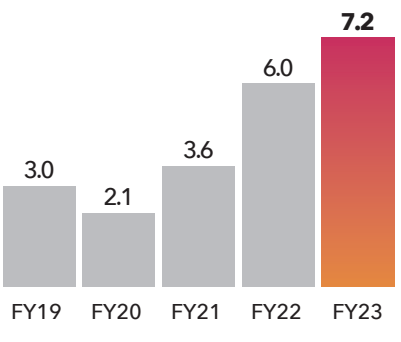
Operating Profit Margin  
(In %)



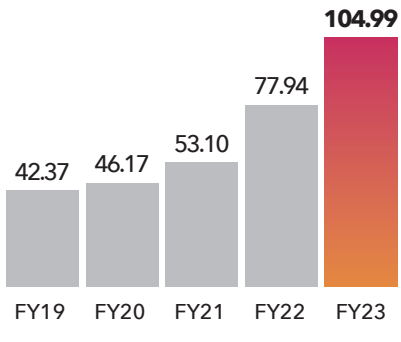
Profit After Taxes  
(₹ in crores)



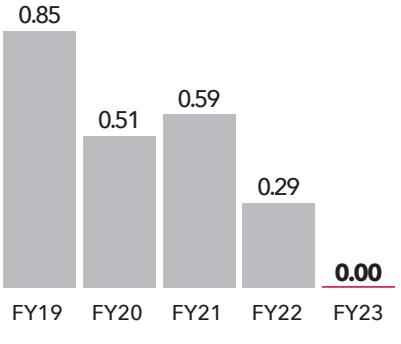
Profit After Taxes Margin  
(In %)



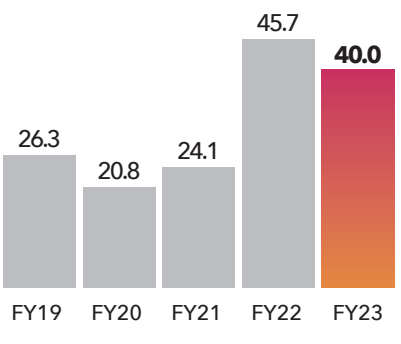
Equity  
(In number)



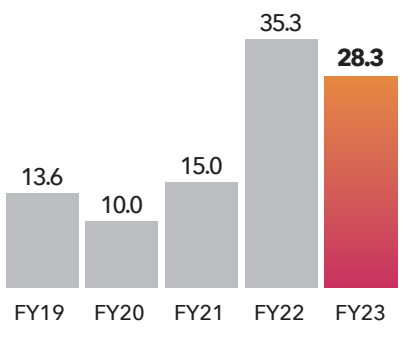
Total Debt to Equity  
(Ratio)



ROCE  
(In %)



ROE  
(In %)



Note: Operating Profits and Operating Profits Margins is adjusted for Other Income i.e. EBITDA less Other Income



## ● CLIENTELE ●

## Strengthening bonds Serving stalwarts

At Sarthak, we believe that our clients are the cornerstone of our success. With determined commitment and dedication, we have cultivated a robust clientele comprising India's leading steel players. Over the years, we have earned the trust and respect of the industry, positioning ourselves as the preferred supplier to the top 5 steel giants in the country. These enduring relationships are a testament to our unwavering pursuit of excellence.

Our journey towards becoming the trusted partner of these esteemed organisations has been driven by our relentless pursuit of quality and on-time delivery. We understand that these factors are pivotal in setting us apart from our competitors. By consistently delivering exceptional products and services, we have fostered long-term partnerships that go beyond mere transactions.

We engage directly with our clients, working closely with them to understand their unique requirements and challenges. By forging collaborative partnerships, we not only provide tailored solutions but also contribute to their growth and success.

This year, we are proud to report that ~85% of our business comes from repeat orders placed by our valued clients.

## Domestic Clients



## Export Clients



# 20

10+ Year Relationships



# 5+

5-10 Year Relationships



# ~85%

Repeat Business

## Key Customer Segments

# 10

Customers added in FY23



# 40+

Customers associated till date





INFRASTRUCTURE

# Efficiency & excellence

## Infrastructure for success

Located in Bhilai, Chhattisgarh, our manufacturing facilities at Sarthak Metals stand as a testament to quality and timely delivery. Equipped with indigenously developed technology to manufacture cored wires, these facilities span a cumulative area of approximately ~5,40,000 square feet, providing us with the necessary infrastructure to cater to the diverse needs of our esteemed customers. Strategically located in close proximity to many of our valued clients, these manufacturing units serve as the backbone of our operations, enabling us to forge stronger partnerships and foster efficient collaboration. With ample land availability for future expansions, we are poised to meet the evolving demands of the market and further enhance our manufacturing capabilities.

At Sarthak Metals, our commitment to excellence extends to our state-of-the-art manufacturing facilities. Equipped with sophisticated machinery and cutting-edge testing equipment, our facilities ensure precise manufacturing processes and stringent quality control. We have four dedicated production lines to manufacturing cored wires. Additionally, we have two dedicated lines for the production of aluminium flipping coils. These in-house facilities are tailored to our

specific requirements, allowing us to maintain complete control over the production process.

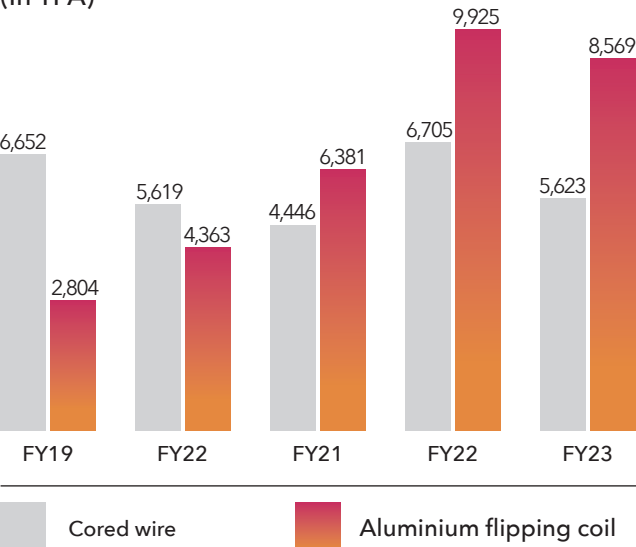
As an ISO 9001:2008 certified unit, we uphold the highest standards of quality and performance. Our manufacturing units house a fully-functional testing lab, equipped with an atomic absorption spectrophotometer for comprehensive testing and quality assurance of both raw materials and finished products. This enables us

to deliver products of exceptional quality, ensuring that they meet the most stringent industry standards. Supported by our experienced R&D team, we not only develop value-added products for our customers but also drive innovation by creating new industrial processes and optimising existing ones. This proactive approach allows us to enhance quality while reducing costs, positioning us as a leader in the industry.

2 manufacturing facilities	Production capacity	
	Cored wire 10,000 TPA	Aluminium flipping coil 15,000 TPA Expanded in FY23
Team strength 180+	R&D team strength 5	45% unused land available for future expansion

### Production trends

(In TPA)



### Capacity Expansion

As part of our strategic growth plans, we took decisive steps in FY22 to augment the capacity of our key product categories, aligning with the increasing utilisation of our manufacturing assets. In FY23, we successfully achieved a remarkable 50% capacity enhancement in the Aluminium Flipping Coils segment, increasing our production capacity to 15,000 TPA. Looking ahead, we will be further expanding our capacity in the Cored Wires category when needed. This expansion will be completed in the existing premises at Bhilai. These capacity enhancements reflect our commitment to meet the growing demand of our customers and strengthen our position as a reliable and preferred supplier in the industry.

Recently, the Company also announced its foray in Flux Cored Wire manufacturing. The Company is in the process of setting up an initial capacity of 1,200 TPA, which will be scaled up significantly once product acceptance is established and business development activities are scaled up.

### Seamless storage solutions for uninterrupted delivery

At Sarthak Metals, we understand that a robust and reliable supply chain is a vital aspect of our business. To ensure uninterrupted product availability and to strengthen our position as the preferred supplier to leading Indian steel mills, we have established a warehouse at our facility in Bhilai to ensure smooth operations.

Our state-of-the-art warehouse serves as the backbone of our operations, providing ample storage space for both raw materials and finished goods. With this, we can ensure a seamless flow of metallurgical solutions to our clients, meeting their requirements and timeliness.

Cored wires 1,500 SQ MT material storage space  2,000+ tonnes stock storage capacity, equivalent to 3 months of buffer stock	Aluminium flipping coils 2,800 SQ MT material storage space  4,000 + tonnes Stock storage capacity, equivalent to 4 months of buffer stock
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