

What are the minimum Sales volume 'steelcast' needs which will result in EBITDA per tonne Breakeven. – **Annual sales volume required for ebitda breakeven – 5000 tonne per annum**  
**1QFY21 PBT was above breakeven**

Defence. Registered with various ordinance factories. As and when requirement, we bid. Procurement policies are not very user friendly. We provide steel casting.

Company is having orders worth Rs 6 crore.

New Product - Bomb shells

Plant - Capacity utilisation – 35%

Q1FY21 – 25%

Among 3 operating line- 2 are operational now and hopefully all three will operate by end FY21.

Railways – focus on US railroad industry. Break through with a large customer in US. Product development in FY21 and bulk supplies from FY22.

We are not into replacement markets for mining and equipment. We are supplying to OEM's. we have started in a small way. Recently, US markets saw gas prices fall, power was drawn through gas; shifted from coal driven power plants. Hence, demand for mining equipment fell resulting in drop of volumes for us.

Loans – ICD deployed temporarily should get back before Sept 2020.

Aim for FY21 – zero short term debt and FY22 – zero long term debt

Order book – July 2020 – Rs 30 crore.

Global economy turnaround ~Dec 2021 and we should see upcycle post that – personal belief of Chetan Tamboli.

Q1FY22 < Q2FY22 < Q3FY22 < Q4FY22 – expect a far far better FY22 than this year. (~washout in FY21)