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May 27, 2024

To,

Listing Compliance Department, National Stock Exchange of India Limited

Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex [BKC], Bandra (E), Mumbai – 400 051, Maharashtra, IN

**Symbol: MACPOWER** 

Series: EQ

ISIN: INE155Z01011

**Sub: Investor Presentation** 

Respected sir/ Madam,

With reference to the captioned subject we, Macpower CNC Machines Limited [the "company'] are submitting herewith updated Investor Presentation for all the stakeholders of the company.

Kindly take the same in your record.

Thanking you.

Yours faithfully

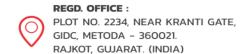
For MACPOWER CNC MACHINES LIMITED

RUPESH MEHTA MANAGING DIRECTOR DIN: 01474523

Encl: a/a









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#### **Business Overview**

Competitive strengths | Key sectors, clientele & range of products

#### **Industry Overview**

What are CNC Machines | Market size & opportunity | Competitive advantage

KEYPERFORMANCE HIGHLIGHTS FOR Q4 & FY24

**84** NOS

#### High Value Machines sales and order inflows continue to grow

The company has manufactured and sold **84** high value machines during the quarter. Against this the company has received orders for **134** high value machines during the quarter

# 348

#### Highest ever Machines sold during the quarter

The company has manufactured and sold **348** machines during the quarter, which is the highest ever for the company in any quarter. Against this the company has received orders for **480** machines during the quarter.

# 1,235

#### Total No. of Machines sold during the year

The company has manufactured and sold **1,235** machines, during the year. Against this the company has received orders for **1,787** machines during the year.

# **2,624**Rs. Mn

#### Highest ever Unexecuted order book

Highest ever unexecuted order book as of March 31, 2024 stood at Rs  ${\bf 2,624\,Mn}$ 

# Machine orders under "NEXA" Vertical for premium products see strong traction

386 NOS

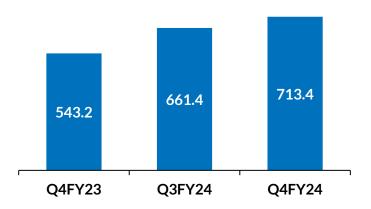
As of 31st Mar'24 company has **386** machine order (combined for VMC, HMC, DCM and VTL) as a part of the NEXA vertical for premium products. This constitutes **27%** of order book from premium products in unexecuted order book



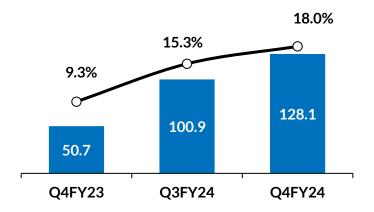


# **KEYPERFORMANCE HIGHLIGHTS FOR Q4FY24**

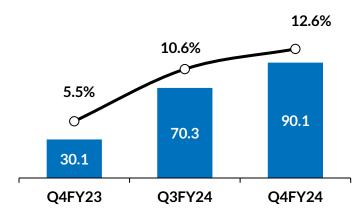
#### Revenue (₹ Mn.)



#### EBITDA (₹ Mn.) & EBITDA Margin (%)



#### PAT (₹ Mn.) & PAT Margin (%)



#### **REVENUE**

+31.3% YoY

Highest ever revenue for Q4 and for any quarter

#### **EPS**

+200.3% YoY

Highest ever

#### **EBITDA**

+152.7% YoY

Highest ever EBITDA for Q4 and for any quarter

#### **EBITDA Margin**

+862 bps YoY,

+270 bps QoQ

Highest ever EBITDA Margin driven by increasing share of premium products and operating leverage owing to higher machine execution

#### **PROFIT AFTER TAX**

+200.3% YoY

Highest ever PAT for Q4 and for any quarter

#### PAT Margin

+711 bps YoY,

+200 bps QoQ

Highest ever PAT Margin led by strong revenue growth and EBITDA. Company continues to be debt free

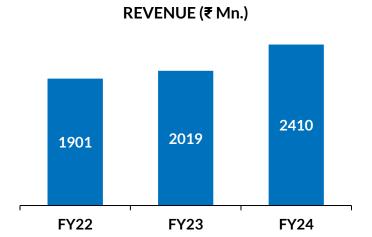


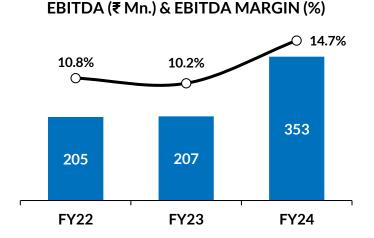
# **QUARTERLY FINANCIAL PERFORMANCE**

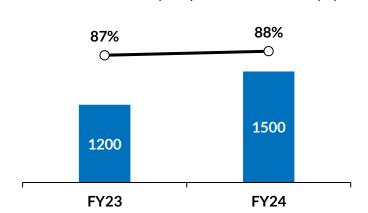
PARTICULARS (INR mn)	Q4FY24	Q3FY24	Q4FY23	YoY%	FY24	FY23	YoY%
Revenue from Operations	713.4	661.4	543.2	31.3	2,410.4	2,018.9	19.4
Total Expenditure	585.3	560.5	492.5	18.8	2,057.1	1,812.2	13.5
EBITDA	128.1	100.9	50.7	152.7	353.3	206.7	70.9
EBITDA Margin (%)	17.96	15.26	9.33	862 bps	14.66	10.24	442 bps
Other Income	5.4	5.0	- 0.3	- 1,900.0	15.0	2.6	476.9
Depreciation	12.0	10.7	9.0	33.3	41.3	33.7	22.6
PBIT	121.5	95.2	41.4	193.5	327.0	175.6	86.2
Interest	0.6	1.2	0.4	50.0	2.6	2.3	13.0
PBT	120.9	94.0	41.0	194.9	324.4	173.3	87.2
Tax	30.8	23.7	10.9	182.6	81.9	44.4	84.5
PAT	90.1	70.3	30.0	200.3	242.5	128.9	88.1
PAT Margin (%)	12.63	10.63	5.52	711 bps	10.06	6.38	368 bps
Earnings Per Share (Rs)	9.01	7.03	3.00	200.3	24.24	12.88	88.2



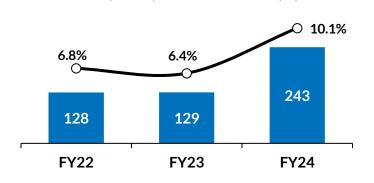
## ANNUAL FINANCIAL HIGHLIGHTS & CAPEX



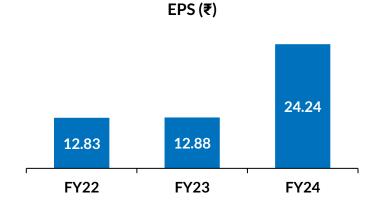




**CAPACITY (Nos) & UTILIZATION (%)** 



PAT (₹ Mn.) & PAT MARGIN (%)







# OUR INCREASING FOCUS ON DEFENCE & AEROSPACE SECTORS



100+ Machines supplied to 6 Factories for Aviation

 Supplied to 35 Defence Factories

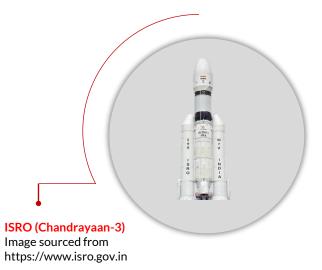
200+ Machines supplied

to 35 Factories of

Defence

 including DRDO & Ordnance factories

- Supplied to 6 factories in Aviation and Aerospace
- · including HAL & ISRO



Machine for T90 Battle Tank parts

- HMC supplied to Engine Factory AVADI for
- T90-BHISM Battle Tank Engine parts.
- Proven and approved solution awarded by Finance Minister

Participating with Defence

- DRDO-Brahmos Project,
- ISRO-Chandrayan 3 Project
- Heavy Vehicle Factory
- T90 Tank Modernization Project
- BSF-MMG Gun Manufacturers



MOU for Defence & Aerospace

 MoU for Rs. 100 Cr. at "The Tenth Vibrant Gujarat Summit 2024" for New Facility for CNC Machines Bids for Rs. 283 Crore

 Bids for Rs. 283 Cr submitted which are under evaluation for Defence and Aerospace Sector



# Mr. Rupesh Mehta, CMD

## **Management Commentary**

"I am happy to share with you that FY2024 has been a redefining year for us on all fronts -qualitative as well as quantitative. On the financial front we have redefined our boundaries by delivering best ever performance metrics across all counts namely Revenue, EBITDA, Net Profit and Margin profile. Efforts taken over the last 12-24 months have started to bear fruit with significant jump in our order inflow, order execution & machine sales, growth in sales of our next generation machines (NEXA division), increasing share of business from defence and aerospace sector as well our timely capacity expansions to support this growth.

We have also expanded our manpower in operations, sales, marketing and manufacturing which has helped us push for the growth. This has further propelled us to further expand our capacity to 2000 machines per annum. We have continued to focus on import substitution and scaling up our technological offerings.

During the year we also signed a MoU with the Gujarat state government for setting up of a larger facility under the state policy which will help us scaling up to new heights over the next decade.

We are also regularly talking to several global manufacturers and suppliers of CNC machines for technological upgradation and manufacturing in India with an aim to target domestic and global markets for CNC machines.

We continue to maintain our revenue growth guidance at 18-20% CAGR over the next 3-5 years on the base of FY24 numbers backed by our growing offerings for CNC Machines and subsequent expansion in capacity and order intake. The defence and aerospace sector and related future expansion is also expected to add fillip to our growth in the longer term."





# ORDER BOOK BREAK UP (As on 31th Mar, 2024)

ORDER BOOK	As on Q4FY24	
Description	No. of Units	Value (₹ Mn)
Opening order book (01.01.24)	1,284	2,364.40
Private orders received	478	940.40
Private orders executed	341	636.18
Govt. Order Received	2	24.70
Govt. Orders Executed	7	69.54
Unexecuted Order Book (31.03.24)	1,416	2,623.78
Tenders & Bids Submitted		
Domestic	3,278	4,967.04
Tender	543	2,830.00
Total Bids Submitted	3,821	7,797.04

ORDER BOOK DETAILS	Number of Machines (Nos)	Total Value of Orders (₹ Mn)	Advance Received (₹ Mn)
Turning Center	1,026	1,565.77	55.12
VMC	362	881.03	23.53
НМС	1	8.70	0.40
VTL	5	18.88	0.85
DCM	3	33.13	1.40
Automation	2	3.20	0.10
Tender + L1	17	113.08	-
Total Unexecuted Order Book	1,416	2,623.78	81.40
Domestic (Bids Submitted)	3,278	4,967.04	-
Tender (Bids Under Evaluation)	543	2,830.00	-
Total Bids Submitted	3,821	7,797.04	-



Note: All values are excluding Taxes

# **ANNUAL INCOME STATEMENT**

31%
REVENUE CAGR
FY20-24

65%
EBITDA CAGR
FY20-24

**73%**PAT CAGR
FY20-24

PARTICULARS (INR Mn)	FY20	FY21	FY22	FY23	FY24
Revenue From Operations	819.8	1,128.7	1,901.2	2,018.9	2,410.4
Total Expenses	771.7	1,036.9	1,696.1	1,812.2	2,057.1
EBITDA	48.1	91.8	205.1	206.7	353.3
EBITDA Margin	8.10%	11.00%	10.79%	10.24%	14.66%
Other Income	5.5	3.5	8.3	2.6	15.0
Finance Cost	3.7	1.7	1.5	2.3	2.6
Depreciation	10.8	26	27.9	33.7	41.3
Profit before Tax	39.1	67.6	183.9	173.3	324.4
Tax	11.8	7.3	55.5	44.4	81.9
Profit after Tax	27.3	60.3	128.4	128.9	242.5
PAT Margin	3.30%	5.30%	6.74%	6.38%	10.06%
Earnings per share (Rs)	2.78	6.03	12.83	12.88	24.24



# **ANNUAL BALANCE SHEET**

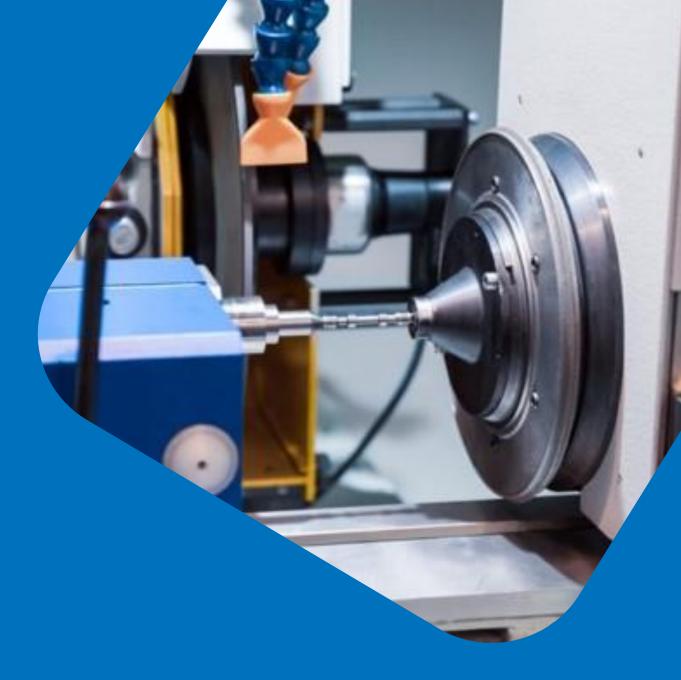
Equity & Liabilities (INR Mn)	FY23	FY24
Share Capital	100.00	100.00
Reserves & Surplus	866.10	1,091.10
Total Equity	966.10	1,191.10
Long Term Provision	3.50	6.60
Other Long Term Liabilities	3.20	3.50
Deferred Tax Liabilities	19.40	22.90
Non-Current Liabilities	26.10	33.00
Short Term Borrowings	0.20	0.00
Lease Liabilities	0.70	1.30
Trade Payables	281.20	433.00
Other Current Liabilities	98.80	117.70
Short Term Provisions	21.00	9.60
Current Tax Liability	37.10	77.30
<b>Current Liabilities</b>	439.00	638.90
<b>Total Equity &amp; Liabilities</b>	1,431.20	1,863.00

Assets (INR Mn)	FY23	FY24
Fixed Asset	430.30	466.40
Right To Use Asset	3.80	4.40
Work-In-Progress	0.90	27.10
Other Intangible Asset	1.60	0.80
Other Non-Current Asset	5.90	8.10
Non - Current Assets	442.50	506.80
Current Investment	50.00	30.50
Inventories	710.10	904.50
Trade Receivables	127.10	218.00
Cash & Cash Equivalents	51.70	128.60
Short Term Loans and Advances	5.20	65.70
Other Current Assets	44.60	8.90
Current Assets	988.70	1,356.20
Total Assets	1,431.20	1,863.00



# WAY FORWARD

**Competitive advantage** 







### **FUTURE GROWTH DRIVERS**

#### **Expand Capacity by 33%**

Capacity expansion from 1500 machines to 2000 machines per annum to be operational by Q1FY25.



#### **Growing Order Book**

Import replacement & growing domestic demand auger well for an order book of Rs. 2,624 Mn which is around 1.1x of revenue of FY24



#### **NEXA Group**

NEXA group to focus on the sales and marketing of high value machines comprising VTL, HMC, DCM and high end VMC machines with automation



#### **Government Initiatives**

Domestic manufacturers to get preference for govt. tenders below Rs 200 cr. PLI scheme and import substitution to drive demand for CNC machines. Industry 4.0 to drive automation and growth in engineering & automation.



#### **MOU Defence**

Submission of MOU to the Gujarat Government under the Defence Policy for a project of up to Rs 100 crore to setup a CNC Machine manufacturing facility focused on Aerospace and Defence.



#### **Strategic Partnerships**

Taking efforts to establish strategic partnerships with global companies for domestic and global markets.



#### **Green Energy Initiatives**

Install another 600 KW rooftop solar power plant on new assembly building in FY25, totaling 800 KW which will help in 90% power savings during day time



#### **R&D Centre Bangalore**

New R&D center in Bangalore to be inaugurated in July, 2024



# **COMPETITIVE ADVANTAGE**

#### Lowest cost producer

Amongst all its peers, Macpower is the lowest cost producer, generating amongst the highest EBITDA and PAT margin in the industry

#### **Best Return Ratios**

ROE and ROCE is amongst the highest vis-a-vis peers and displays the working capital efficiency of the company.

#### High promoter holding

Promoter holding stands at 73.17% as on Mar'24, up from 73.11% as of Mar'23. In the past, promoter has been averse to taking dividend, even as minority shareholders were allotted the dividend

#### **Zero Debt, FCF Positive**

Macpower is one of the few net debt negative companies in the sector and has generated positive free cash flow since FY2017-18

#### **High Asset Turnover**

Asset turnover for the company currently stands at ~3x and can go up to 5x in the current plant – one of the highest amongst its peers

#### Widest range of products

With over 27+ different product segments,

315+ models & variants, the company has the widest range of offering amongst peers.





# ABOUT US

**Corporate Video** 

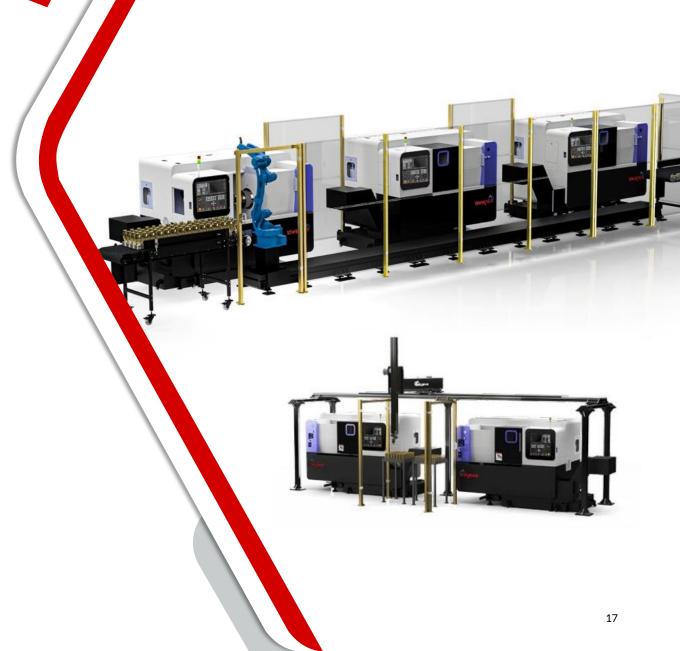
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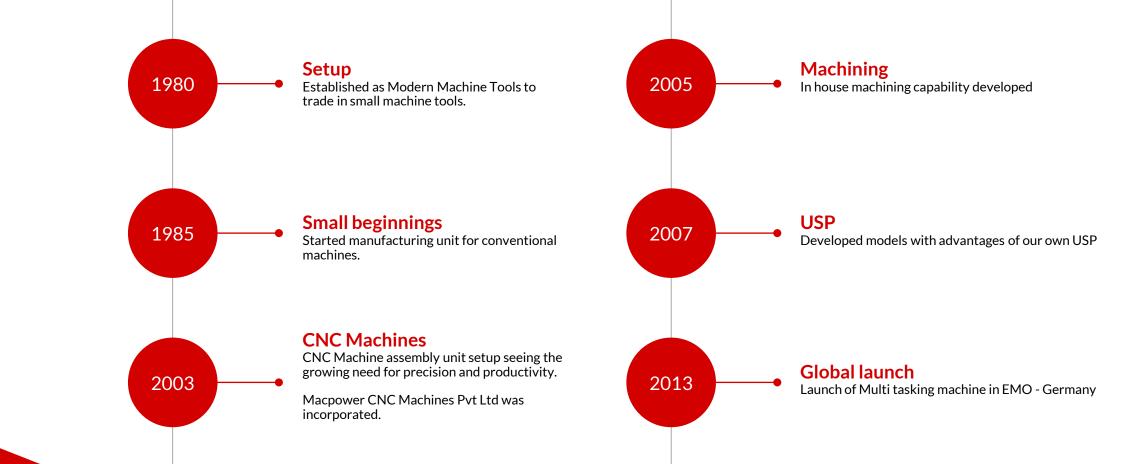
## **COMPANY PROFILE**

- Established in 2003, Macpower CNC Machines Limited is engaged in the manufacture of Computerised Numerically Controlled (CNC) machines.
- It has a CNC Machine manufacturing unit in an area of around 8 acres at Metoda G.I.D.C., Rajkot, Gujarat (India).
- The company listed (IPO) in 2018. Proceeds of the issue were used to help the company backward integrate into the manufacture of Machining components and enhance production capacity.
- The company is now looking to further backward integrate, using internal accruals, to develop state of the art patterns for different machine models which will lead to cost reduction, further quality improvement, productivity and help increase overall production.
- Macpower currently offers the widest range of 27 different series/product segments namely Turning Center, Twin Spindle Turning Center, VMC, Twin Spindle VMC, Turn Mill Center, HMC, VTL, DTC, Grinder, Pro Turning, Pro Milling, VMC with APC, 315+ variants and models serving 27+ product segments with 10293+ installations to date
- It has sales and service in 39 cities serviced through 143 qualified engineers and 9 business associates.
- Total employee strength 800+
- The company today has a capacity to manufacture 1500 machine per annum and being further expanded to 2000 machines per annum by Q1FY25.

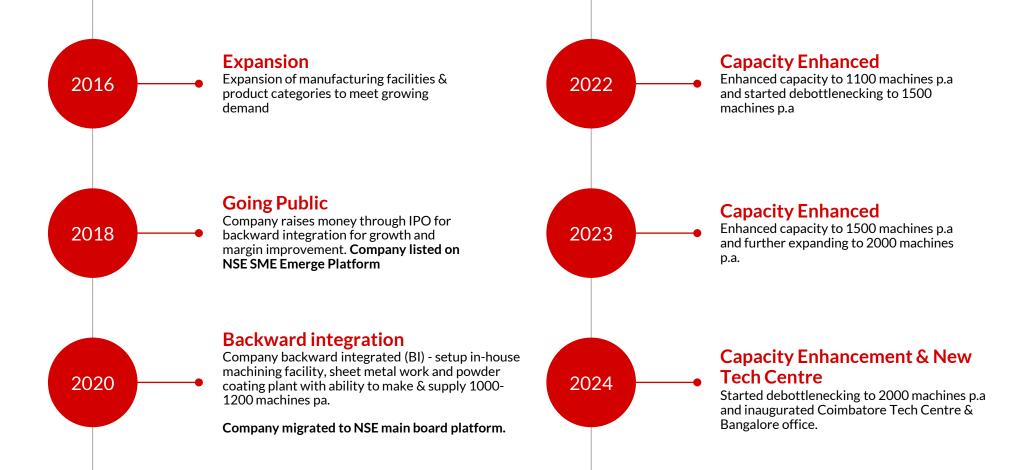




# OUR JOURNEY



# OUR JOURNEY



# KEY MANAGEMENT

macpower





#### Mr. Rupesh Mehta

Promoter, Chairman & Managing Director

Rupesh Mehta has an experience of more than 28 years in the Machine Tool Industry. He holds a degree in Bachelor of Commerce from Saurashtra University. He looks after all the corporate decision and is responsible for the entire business operation of the company.

#### Major landmarks of his journey:

Executive Director - Indian Machine Tools Manufacturers Association

Former President - Rajkot Machine Tool Association

Former Treasurer - Rajkot Chamber of Commerce

Former Director - Rajkot Engineering Association

#### Mr. Nikesh Mehta

Promoter, Whole-Time Director & CEO

Nikesh Mehta has an experience of around 17 years in the Machine Tool Industry. Nikesh Mehta holds a degree in Bachelors of Commerce from Saurashtra University.

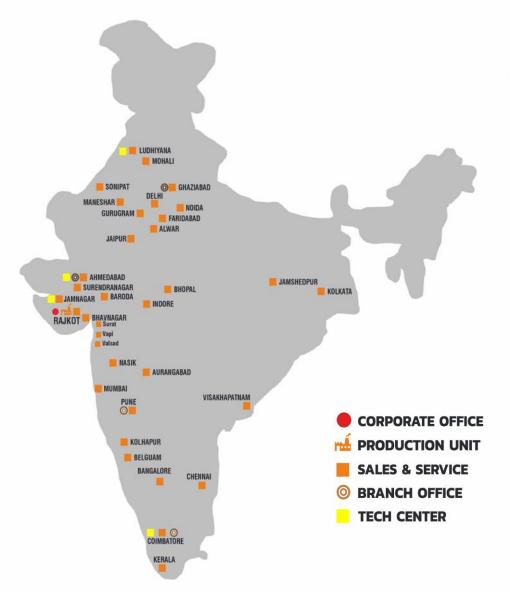
Presently looking after Sales & Service related activities to streamline them to grow market share of company in machine tool industry.

Earlier His scope of work included looking after the Machine Shop, Application Department, Purchase department & Production related activities of the company

# **OUR NETWORK**

6 Branch Offices
39 Destinations
9 Business Associates
800+ Employees
143 Sales & Service

**Qualified Engineers** 





# **INFRASTRUCTURE**





# **TECH CENTRES**







- Faridabad
- Pune
- Chennai
- Bangalore



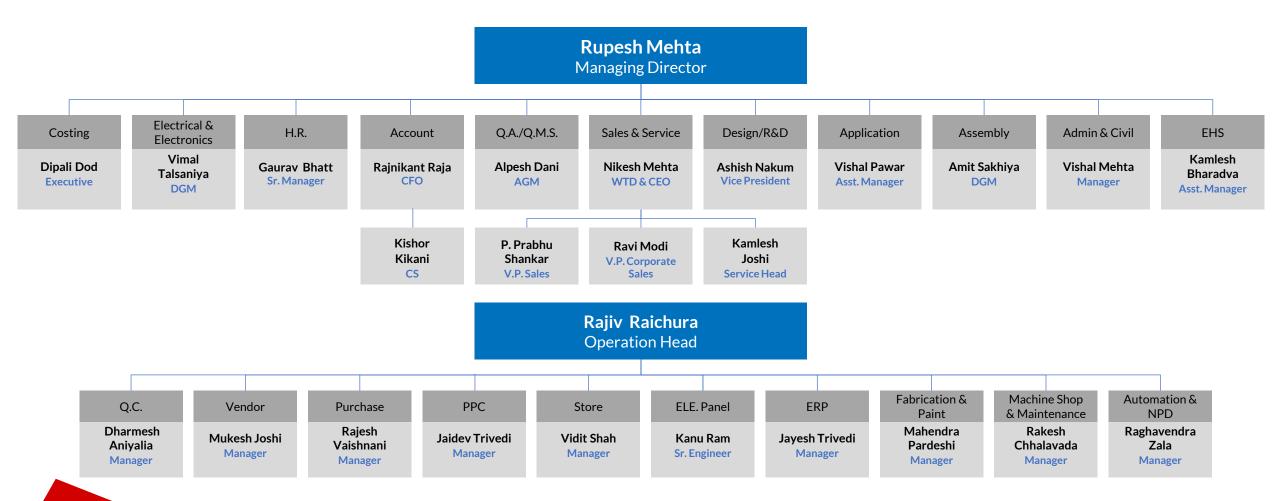


Upcoming R&D Office

Bangalore



# **ORGANISATION STRUCTURE**





# Business Overview





# WIDEST RANGE OF PRODUCTS

10293+ installations to date.

27 315+ 3000+ 27+

Industry SegmentsProduct VariantsApplicationProductServiced& ModelsSolutionsSegments



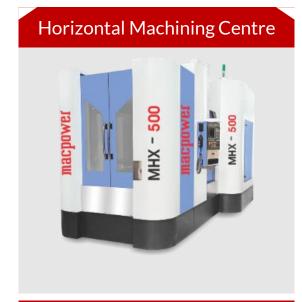
# **KEY PRODUCTS AT A GLANCE (1/2)**



In today's competitive market, you need robust CNC turning centers with uncompromised performance and specifications to produce world class products quickly, accurately and with minimum non productive time.



Our new generation Vertical Machining Centers incorporate a wide range of enhancements and sophisticated engineering knowledge that enables us to deliver optimized solutions with optimal performance



The rush in requirement for high technological products has provided a great chance for the development of Horizontal Machining Centers. We have developed different sizes to meet the rising demand for machines delivering higher outputs



"Double the production for similar job". Simultaneous machining on two spindles enhances efficiency and lowers the cost per part for high-volume production. It enhances throughput, reduced energy consumption and maximized floor space.



# **KEY PRODUCTS AT A GLANCE (2/2)**

#### Twin Spindle - Turning



In demanding times of machining accuracy and productivity, Macpower has adderssed both the issues, reducing idle time resulting in cumulative productivity with lesser manpower offering customers gain higher margins.

#### Vertical Turret Lathe



Combination of high power performance and excellent unyielding construction, designed to operate in medium and high production environments. It is equipped with robust structure design to ensure rigidity, stability, accuracy and flexibility for the machining of chucking parts.

#### Drill Tap Centre



Designed specifically for drill tap application along with total tapping milling capabilities. These machines are compact and powerful, built with optimally designed structure to take care of cutting forces and are equipped with automatic tool changers.

#### Double Column Machine



In today's competitive market, you need robust Double column machine with uncompromised performance and specifications to produce world class products quickly accurately and with minimum nonproductive time



# **COMPETITIVE STRENGTHS**

**Fastest Growing** Continuous Nearly 0% Debt Flexibility and **Negative Cash** Personal approach improvement Company & Adaptability Requirement and flat Hierarchy First Generation of existing Company Promoters product range Delivering Widest Range of Strong knowledge of Reliable relationship Supplier for most customised solution Large local product offered Indian Machine with our customer industrial segments customer base to our valued from single source **Tools Market** customer



# **USER INDUSTRY & CLIENTELE AT A GLANCE**

#### **Auto / Auto Ancs**



and 1250 more ......

#### **Government: PSUs & Education Sector**









#### Defence / Aerospace



and 54 more ......

#### **Die Mould Sector**



and 157 more .......

#### **Engineering / Capital Goods**



and 775 more ......

#### Agriculture



and 87 more ......



and 22 more ......

## **OUR ESG EFFORTS**



#### **Environment**

Existing 200 KW Installed roof top solar plants at factory and will also install another 600 KW rooftop solar power plant on new assembly building in FY25, totaling 800 KW which will help in 90% power savings during day time.

Zero Liquid discharge facility



#### Social

Meal is provided to all plant employees, everyday.

Spent Rs. 1.12 lakhs towards Promoting Education regarding cyber security

Spent Rs. 27.50 lakhs towards Promoting Education & Health Care



#### Governance

Well diversified Board of Directors with 6 number of directors out of 3 being independent directors

Promoters have strong techno commercial understanding of the business – ably supported by the Board of Directors for future growth and shareholder value creation

Robust internal control and checks through well defined systems and processes to ensure highest standards of reporting for our clients

Independent Director Chairs the Nomination & Remuneration Committee; Audit Committee as well at Stakeholder Relations Committee.



# CNC Machines

**Industry, Sector and Macpower** 





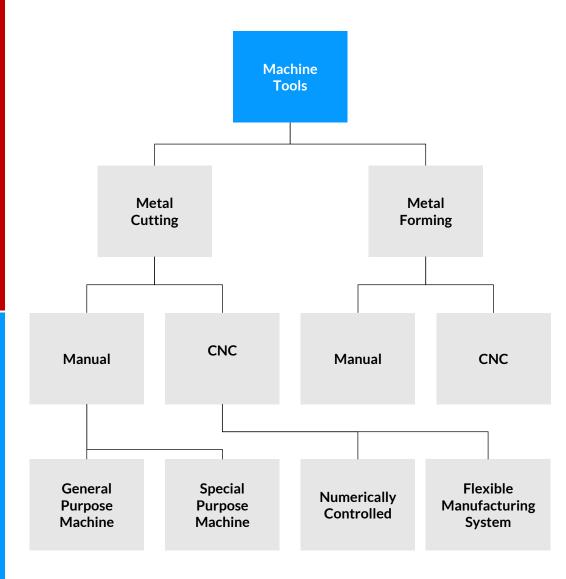
## **CNC Machines?**

#### What are CNC Machines? (CNC machine in use - video1 video2 (click on link)

- Computer Numerical Control (CNC) is a machine in which pre-programmed software are used, combined with Engineering Designing to achieve desired cuts (shapes) based on end use of the product shaped.
- The manufacturing process using CNC machines is used to control a range of complex machinery and to perform three dimensional cutting tasks.
- The desired cuts (shapes) are programmed into the software and dictated to corresponding tools and machinery inside the CNC machine, which then carry out the tasks to be performed.

#### **Industry 4.0**

- Industry 4.0 aimed at use of cloud and internet in manufacturing.
- Enhanced human-machine interaction with advanced robotics, increased connectivity and data sets.
- Aimed at making India a global hub in manufacturing, design and innovation.
- To augment share of manufacturing in the GDP from 17% to 25%
- Domestic machine tool manufacturing needs to be increased 5x from current levels to aid the increasing share of manufacturing in the GDP.





# Market Size & Opportunity

- India occupies 9 rank in production and 7 rank in consumption globally, as per the latest 'World Machine Tool Survey 2022' by Gardner Intelligence.
- The Indian machine tool industry improved its ranking by two spots in the global machine tool producing nations list compared to its ranking in 2021
- Consumption (demand) of machine tools in India has grown from approx Rs 12,000 cr in FY17 to approx. Rs 24,000 cr in FY23.
- Against this domestic production (supply) has grown from approx. Rs 7,000 cr to approx.
   12,000 cr during the same period.
- Domestic production accounts for around 40-50% of total consumption, thereby having significant dependence on imports.
- Government initiatives of "Make in India" and "China+1" is driving the change in the manufacturing landscape in India, ultimately leading to sharp growth in demand for CNC Machines.
- If the government target to increase share of manufacturing to GDP from 17% to 25% was to be achieved, the machine tool manufacturing industry in India will have to move from the current ~Rs.12,000 cr to ~Rs.45,000-50,000 cr over the next decade.
- We envisage tremendous growth in the machine tool demand due to rise in domestic manufacturing and towards import substitution.
- The India machine tools market is expected to reach US\$ 3.2 Billion by 2032, exhibiting a growth rate (CAGR) of 8.2% during 2024-2032.

Source: <a href="https://www.imarcgroup.com/india-machine-tools-market">https://www.imarcgroup.com/india-machine-tools-market</a>





# Domestic manufacturer profile for machines & machine tools

33%	67%
Organized	Unorganized
75%	25%
ISO Certified	Non-Certified



# Growth in market for machine tools vs growth in manufacturing share to GDP

Manufacturing to GDP Target  17% → 25%	Domestic Manufacturers 40-50% → 60%
Imports 50-60% → 40%	Domestic Machine & Tools supply will need to grow from – ~Rs 12,000 cr → ~Rs 45,000 cr

# AWARDS & ACHIEVEMENTS

MSE-1 certification for highest financial strength and operational ability by CRISIL

FIE Foundation Award at IMTEX 2017 for Twin Spindle VMC V855 Twin Head

FIE Foundation Award at IMTEX 2015 for Multi Tasking Machine Turn O' Mill Y S

FIE Foundation Award at IMTEX 2013, Bangalore for designing excellence for model TURN 'O' MILL 200

4th Ranked in highest excise tax pay in the year 2010 -11

Best Product Award for LX 200 Super at Engineering Expo in 2004







Strategy & Investor Relations | Consulting

Email: info@kaptify.in

Ph. +91 845 288 6099

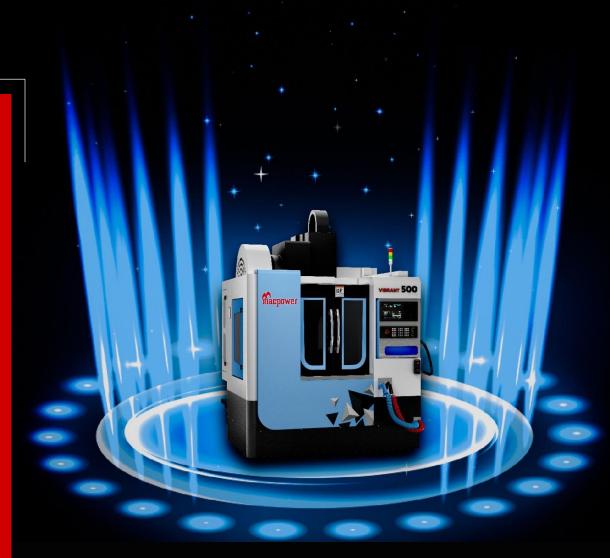
Website: www.kaptify.in



Email: cs@macpowercnc.com

Ph. +91 2827 287930 / 31

Website: www.macpowercnc.com



THANK YOU!