

28th October, 2024

Corporate Relationship Department

BSE Limited

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Script Code: 522281 Symbol: RAMRAT

Exchange Plaza, Plot No. C-1, Block G, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051

National Stock Exchange of India Limited

<u>Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations").</u>

Dear Sir/Madam,

In accordance with Regulation 30 of Listing Regulations, we enclose herewith the Investor Presentation of the Company for the quarter and half year ended on 30th September, 2024.

In compliance with Regulation 46 of Listing Regulations, the presentation is being hosted on the website of the Company at www.rrshramik.com.

You are requested to kindly take note of the same.

Yours sincerely,
For RAM RATNA WIRES LIMITED

Saurabh Gupta AGM - Company Secretary M. No.: A53006

Encl: As Above



RAM RATNA WIRES LIMITED



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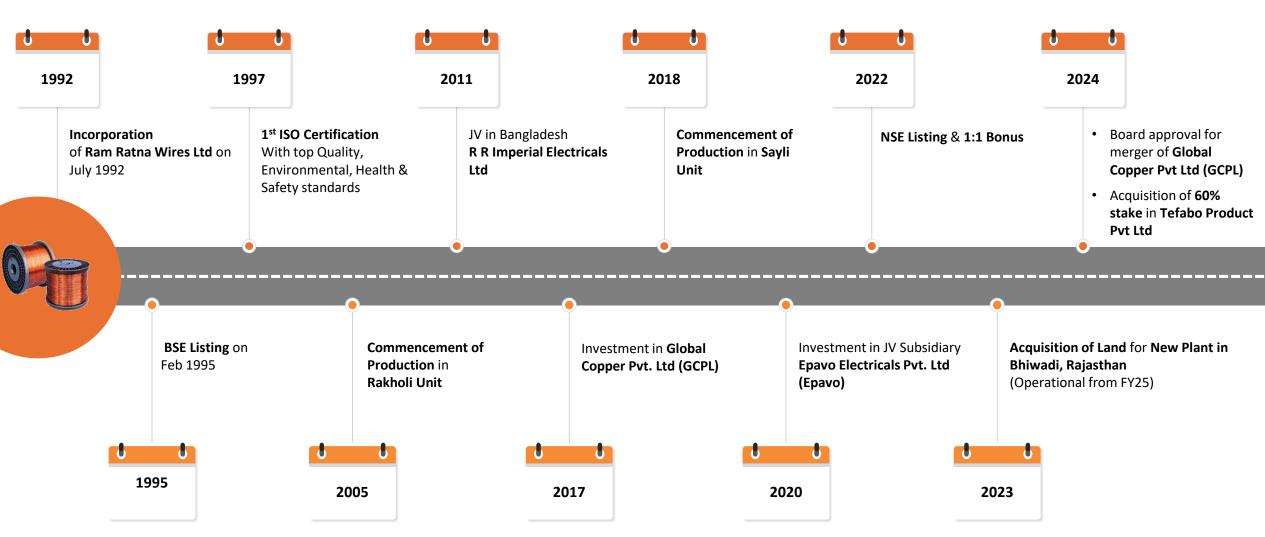
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Company Overview

Ram Ratna Wires Ltd

"From a Modest Electrical Trading Shop to India's Leading Winding Wire Manufacturer"



FY15 FY20 FY24 Wires: Enameled Copper & Aluminium, Submersible, Braided, Bonded, Corona, Wires: Enamelled Copper & Aluminium, Litz, Paper Covered Submersible, Braided, Bonded, Corona, Wires: Enamelled Copper & Aluminium, Strips: Enameled Copper, Enamelled Litz, Paper Covered Submersible **Product Segments Aluminium, Paper Covered** Strips: Enameled Copper, Enamelled Strips: Enameled Copper **Copper Bunching & Compacting Products, Aluminium, Paper Covered MCB Coils Copper tubes Copper tubes BLDC Motors & HVLS Fans Capacity** Wires & Strips: 36,557 Tons Wires, Strips & Bunching, etc: 39,600 Tons Wires & Strips: 17,000 Tons Tubes: 4,200 Tons Tubes: 9,600 Tons Revenue: 2,983 Crs Revenue: 1,446 Crs Revenue: 747 Crs (FY15-FY20) CAGR: 14% (FY20-FY24) CAGR: 20% **Financials** EBITDA: 34 Crs EBITDA: 60 Crs EBITDA: 119 Crs (FY15-FY20) CAGR: 11% (FY20-FY24) CAGR: 19%



Near **3** decades of Manufacturing expertise



India's Leading

Manufacturer of super enameled copper winding wires



India's Only Manufacturer

Offering widest range of enamelled wires (0.016 mm – 5.000 mm)



Normalized ROCE*

23%



~39600 Tons

Annual Capacity for Enamelled Wires*



85-90%

Capacity Utilization*



Extensive Distribution Network

200+ Cities



Supplies 70-75% Products to Large OEMs



Investment of ~700 Cr Manufacturing Facility

Bhiwadi, Rajasthan



Proven Track record Revenue & PAT growing at CAGR (5 years) of 16% & 26% respectively

Diverse Range of Products & Applications

Ram Ratna Wires Ltd

Enamelled Copper Wires

- Motors
- Transformers
- Generators
- Automotives
- Switch gear
- Wind Generators
- Fans



Enamelled Copper Strips

- Various types of Transformers
- Alternators
- MCB
- Heavy Motors



Submersible Winding Wires

 Submersible Pumps Motors of all sizes



Paper Covered Strips

- Power Transformers
- Distribution transformers
- ACB, VCB



Bare Copper Strips

- Automotive Radiators
- Electrical Fittings and Terminals
- Heat Exchangers and Condensers
- Transformers and Earthing Systems



Enamelled Aluminum Wires

- Electronic Circuits
- Television
 Degaussing Coils
- Washing Machine Motors
- Fans and AC Compressors



Fine & Ultra Fine Enamelled Wires

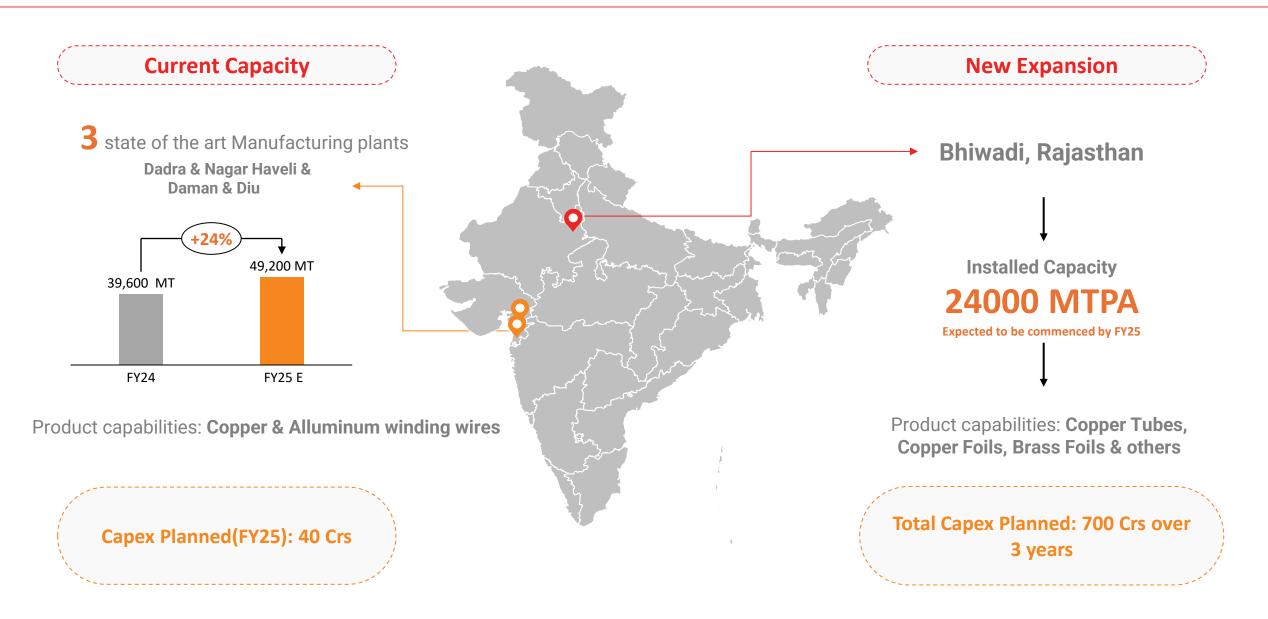
- Relays
- Small Motors
- Automotive Sensors
- Stepper Motors
- Solenoids
- Wrist watches & Wall Clocks
- Wireless Chargers



Litz Wires

- Induction Heating plate
- High Frequency Transformers
- Wireless Chargers
- Electric Vehicle Chargers
- Medical Sterlization Equipments



























Shri Rameshwarlal Kabra
Chairman Emeritus
Padma Shri Awardee (Trade & Industry - 2018)



Shri Tribhuvanprasad Kabra Chairman



Shri Mahendrakumar Kabra Managing Director



Shri Hemant Kabra
President & CFO (Executive Director)



Shri Hitesh Laxmichand Vaghela
Director



Shri Ramesh Chandak Independent Director



Shri Ashok Kumar Goel Independent Director



Smt. Payal Agarwal Independent Director



Shri Ankit Kedia Independent Director

Strong Management Team

Ram Ratna Wires Ltd



Shri Satish Kumar Agarwal

Formerly Senior Vice President — Commercial now acting as a strategic advisor to the Company

Associated with the R R Group for over three decades, he is a CA and expert in financial strategy and tax planning, played a vital role in setting-up all the manufacturing facilities & lead public issue in 1995



Shri Raj Narayan Singh

General Manager - Works

Diploma in Electrical by qualification. He has been associated with us for over four decades, overseeing machinery, processes &manufacturing



Shri Vijay Chandak

Senior Vice President Development

B.E. in Metallurgy and DBM by qualification. He has been associated with us for over two decades and has work experience of more than 35 years in the areas of projects planning and implementation



Shri Nimesh Kapoor

Senior Vice President - Marketing

Commerce graduate and Diploma holder in Electronics & Hardware Technology, with extensive experience in the copper wire and automotive sectors. He has been associated with us for over a decade



Shri Rajeev Maheshwari

General Manager - Commercial

CA by qualification with the overall F&A responsibility; instrumental in ERP implementation, Automation & SOPs. He has been associated with us for more than a decade



Shri Amrut Kajrekar

Deputy General Manager- Tech Cell

Associated with us for more than two decades, he is a Science graduate and Diploma holder in Electrical Insulation Technology, specialized in QMS, Automation & Research & Development



Shri Saurabh Gupta

Asst. General Manager - Company Secretary

CA & CS by qualification ensuring strict Corporate Governance & Secretarial Compliances. He has been associated with us for over a decade



Shri Uttam Somani

Manager - Sales & Commercial

Associated with us for more than two decades, he is a Commerce graduate by qualification, plays a crucial role in procuring key raw materials and leading coordination with key customers

Testament to Our Quality

Ram Ratna Wires Ltd

Trust



Reliable supplier in Automotive industry



American certifying Lab approval



Quality & Specifications approved for applications in Indian Railway

We are the proud member of ACMA with IATF 16949:2016 certification, it takes us way ahead of our competitors

Assurance







With top Quality, Environmental, Health & Safety standards

Associations











Building a Strong Brand Presence through Strategic Associations and Partnerships



HEMA Foundation is partnered With Various Schools & Universities in Formulating,
Structuring and Implementing Value Education Programs



4 Lac+ Students



11,000+ Teachers



6,000+ Schools









HEMA Foundation and Govt of Rajasthan's "Rajasthan School Education Council" entered into an MoU for Holistic Education programs across 639 PM SHRI Schools in Rajasthan and also conducted a One Day Training Program at Jaipur in Sept 2024 to implement the program aligned with the vision of NEP 2020.

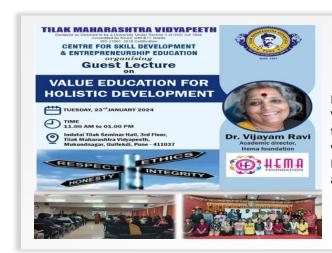


HEMA Foundation entered into an MoU with EduLeaders UP to gain outreach in 75 Districts across Uttar Pradesh.

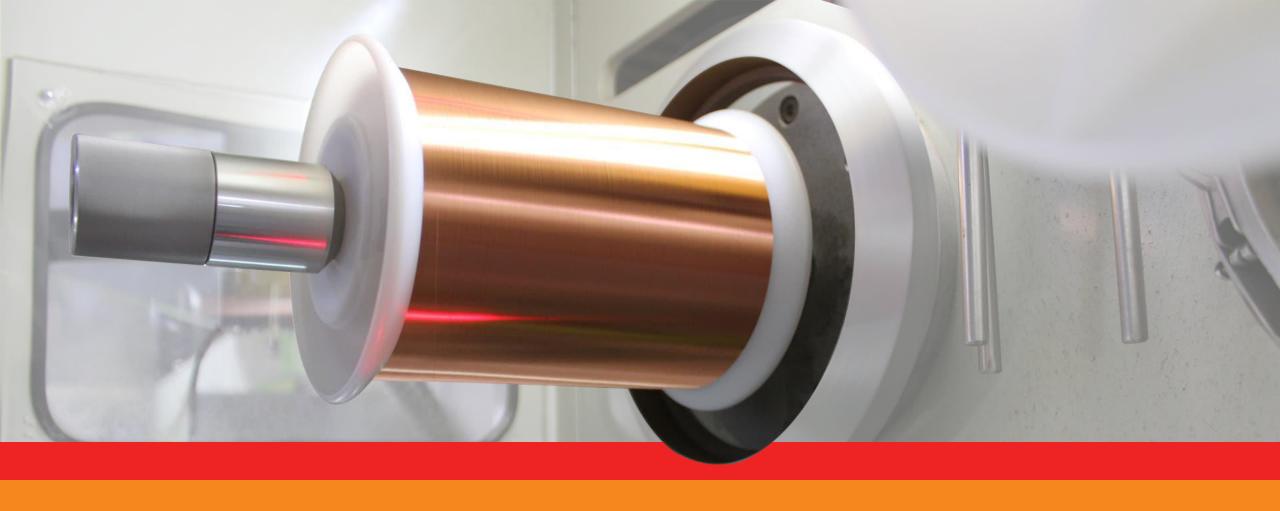
Post MoU a 2 day workshop was held in Sept 2024 at NOIDA to give orientation to all Teachers and Educators for integrating core human values into their school educational framework as per program designed by HEMA Foundation.



Gained approval for the Happiness Project for Holistic Development by Dubai's Knowledge and Human Development Authority (KHDA), promoting well-being and personal growth.



Partnered with Tilak Maharashtra Vidyapeeth and successfully completed the first semester portion of students in various programs (BBA, DWA, B.Com, BSc), marking a significant academic achievement.



Ram Ratna Wires Ltd

Expansion to High Growth Businesses

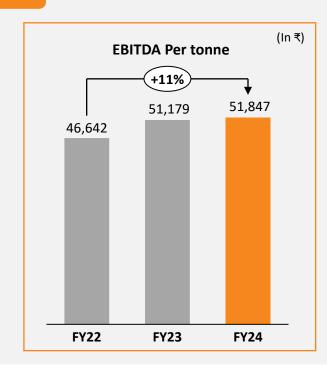
Global Copper Pvt. Ltd - Overview

Ram Ratna Wires Ltd

Acquired – 60%

Founded in 2010, Global Copper Pvt Ltd (GCPL) is a **leading copper tube manufacturer**, partnering with industry giants like Daikin, LG, and Panasonic. Known for advanced Cast & Roll technology, GCPL serves sectors like **air conditioning**, **refrigeration**, **plumbing**, **and solar thermal systems**, adhering to global standards.

With India's copper tube industry set for 16-17% CAGR growth, GCPL is expanding its capacity from 7,200 MTPA to 12,000 MTPA by December 2024. Focused on innovation, sustainability, and new markets, GCPL aligns with the "Make in India" initiative.



Import Substitution

~ 70% of copper tubes presently imported

Manufacturer with advanced "Cast & Roll" Technology in India

Benefits to Domestic manufacturers
Levy of CVD (Anti Subsidy) on import of Copper Tubes

Manufacturer of Level Wound Coil (LWC) in India

Distribution network spread over **200+ cities** in India

Fully integrated & automated facility using 100% online Eddy Current Testing system









Our products are approved by all leading brands



DAIKIN

HITACHI

















Joint Venture with Epack Durables Ltd

Incorporated in 2020, Epavo Electricals Private Limited (EEPL) is India's youngest manufacturing company of BLDC motor for global markets. The Company is backed by RR Global and Epack Durable Limited, having 3+ decades of experience in electricals and appliances products like wires & Cables, Enamelled wires, Copper bus bars, Air conditioners, Mixer grinders with wide technical know-how in customized development and manufacturing.

With its foundation rooted in a strong partnership, Epavo is well-positioned to continue advancing in the electrical solutions sector, offering innovative and high-quality products and services.



BLDC Motors for Air conditioners

- India manufactures 6.5 to 7.5 million air conditioners annually, with over 85% of components imported from countries like China, Vietnam, and Hong Kong.
- EPAVO, registered under the Gol's PLI scheme, provides energy-efficient BLDC motors (15W to 45W) tailored for India's air conditioner OEMs and contract manufacturers, reducing reliance on imports.



BLDC Ceiling Fan Motors

- The new BEE star rating system has downgraded many ceiling fans from 5star to 1-star, increasing the demand for greater energy efficiency.
- EPAVO's BLDC motors consume only 27W to 28W, significantly less than the 75W to 85W of traditional fans, meeting BEE's 5-star standards while providing exceptional energy savings and maintaining strong air delivery.



Electrical Vehicle Motors

- The Indian domestic EV market is projected to grow at a CAGR of 49%, reaching approximately 10 million units annually by 2030, positioning EPAVO to meet the demand for locally manufactured, energy-efficient motors.
- EPAVO's EV motors, produced at the Dadra unit with over 60% localized components, range from 250W to 1500W



HVAC Motors (PMSM Motors)

- Permanent Magnet Synchronous Motors (PMSM) are specifically designed for HVAC applications, including large HVLS fans in industrial sheds, shopping malls, and airports
- As the first "Make in India" solution in this category, these motors feature over 90% localized components offering highly efficient option for ventilation

Acquisition - 60%

About Tefabo

Tefabo, established in 2018 is a key player in **renewable energy components**, engaged in the business of manufacturing **fabricated components** and **assemblies** having complete fabrication set up and have many MNC's on board as their clients.

Line of Business

Precision Fabrication

- Metal Enclosures
- Industrial tanks
- Welded Sub-Assy
- SS, MS & Aluminium Fabrication

Structural Fabrication

- Wind mill tower –
 Section Platforms
- Staircases Base frames
- Fences & Nozzle structure frames

Power Resistors

Resistor manufacturing with assembly

Manufacturing Facility (55000 Sq Ft) Bengaluru, India





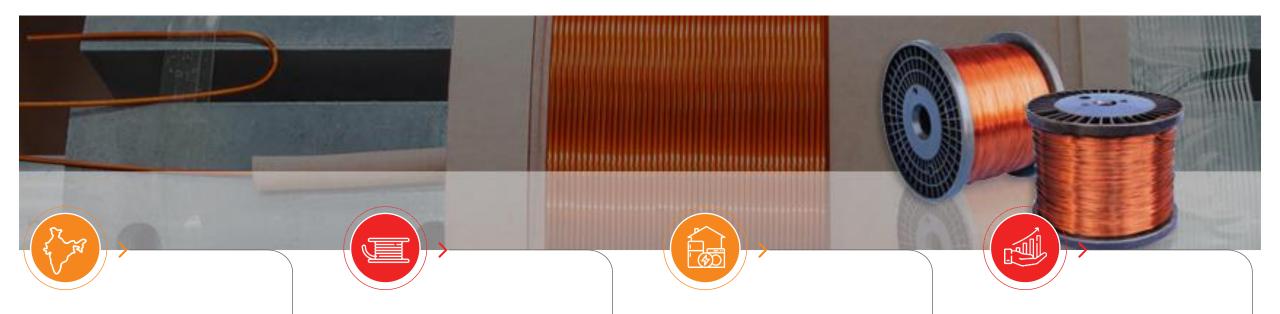


Ram Ratna Wires Ltd

Key Growth Drivers

Rising Demand for Winding Wires & Strips in India...

Ram Ratna Wires Ltd



India is ranked as world's thirdlargest cable market, consumed 1,266 kt of insulated metallic wire and cable in 2023, accounting for nearly 6% of global consumption, trailing only China (42%) and the US (9%) The demand for insulated metallic wire and cable in India is projected to grow by 7.8% year-on-year in 2024, with a robust compound annual growth rate (CAGR) of 6.4% expected from 2023 to 2028.

The enameled copper wires market is poised for robust growth, driven by the rising demand for consumer electronics, such as smartphones, laptops & household appliances.

The growing demand is driven by rising disposable incomes and evolving lifestyles in emerging economies. The Asia Pacific region, led by China, India, and Japan, is projected to dominate the market, fueled by rapid industrialization, urbanization, and infrastructure development

Transformers



- India's transformer market is set for strong growth, driven by rising power demand, manufacturing, electrification, and the 500 GW green energy target by 2030, with Rs. 4.75 trillion in power transmission investments expected by 2027
- AC transformation capacity is growing at 6.8% CAGR (2018-2024), HVDC at 8.3%, and distribution capacity at 7.6% CAGR (2018-2022)

Rotating Machines



- The demand for rotating machines in India is surging due to the rise in industrial automation and the necessity for energy efficient motors
- Projections indicate that India's electric motor market is set to grow at an impressive compound annual growth rate (CAGR) of 11% from 2023 to 2028, driven primarily by expanding industrialization

Meters



- India's government has set an ambitious goal of installing 250 million smart electricity meters by the end of 2025. To execute this, government launched the Revamped Distribution Sector Scheme (RDSS)
- India is on track to become the largest market for smart electricity meters by 2030, in terms of both annual shipments and revenue

Significant Export Expansion



 Industry exports are expected to grow by 2.5 times by 2030, highlighting increased global demand for Indian electrical equipment and enhanced international participation



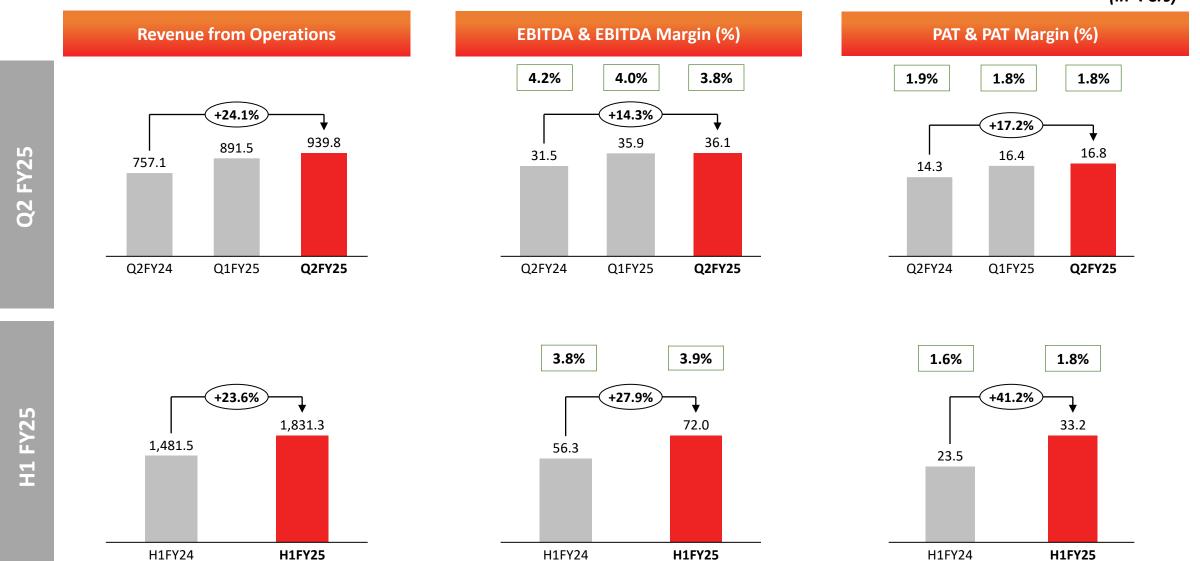
Ram Ratna Wires Ltd

Financial Highlights

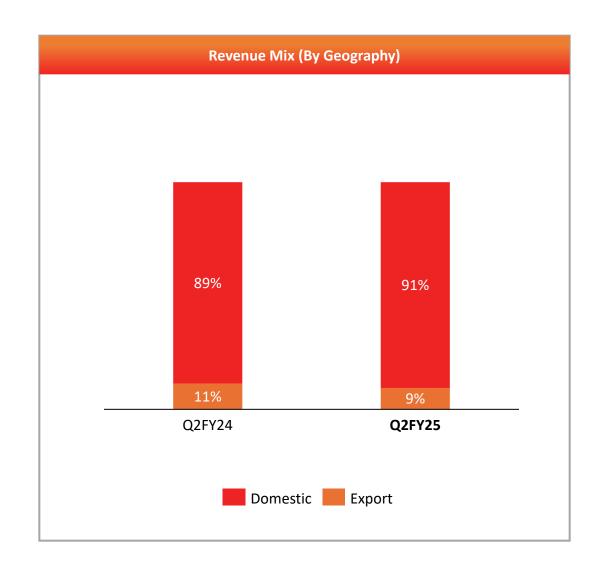
Q2 & H1 FY25- Financial Snapshot (Consolidated)

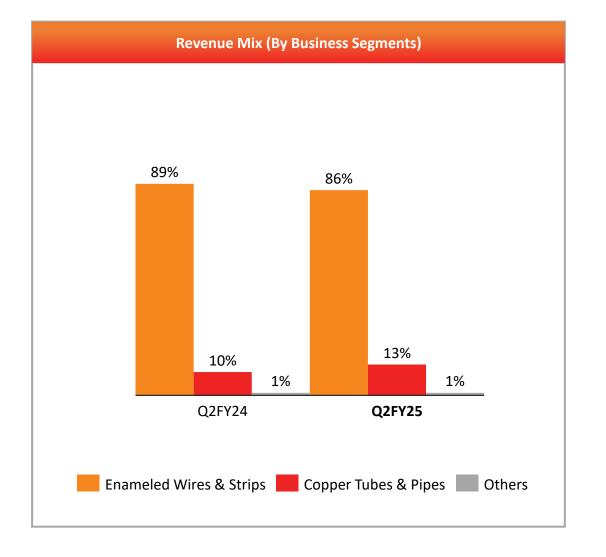
Ram Ratna Wires Ltd

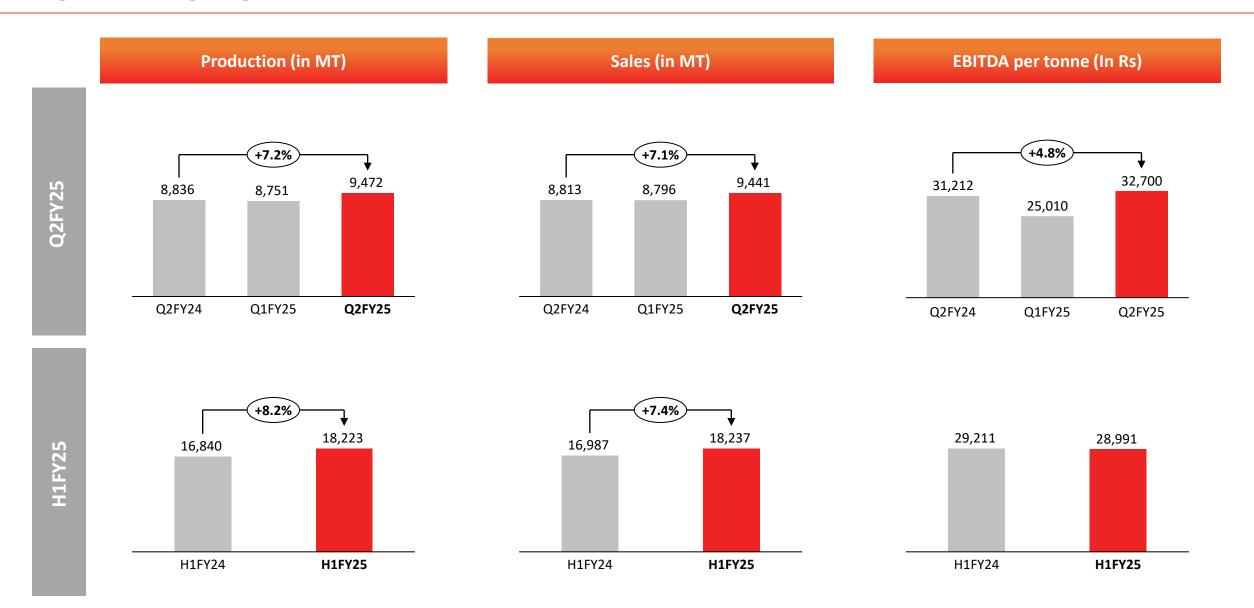
(in ₹ Crs)

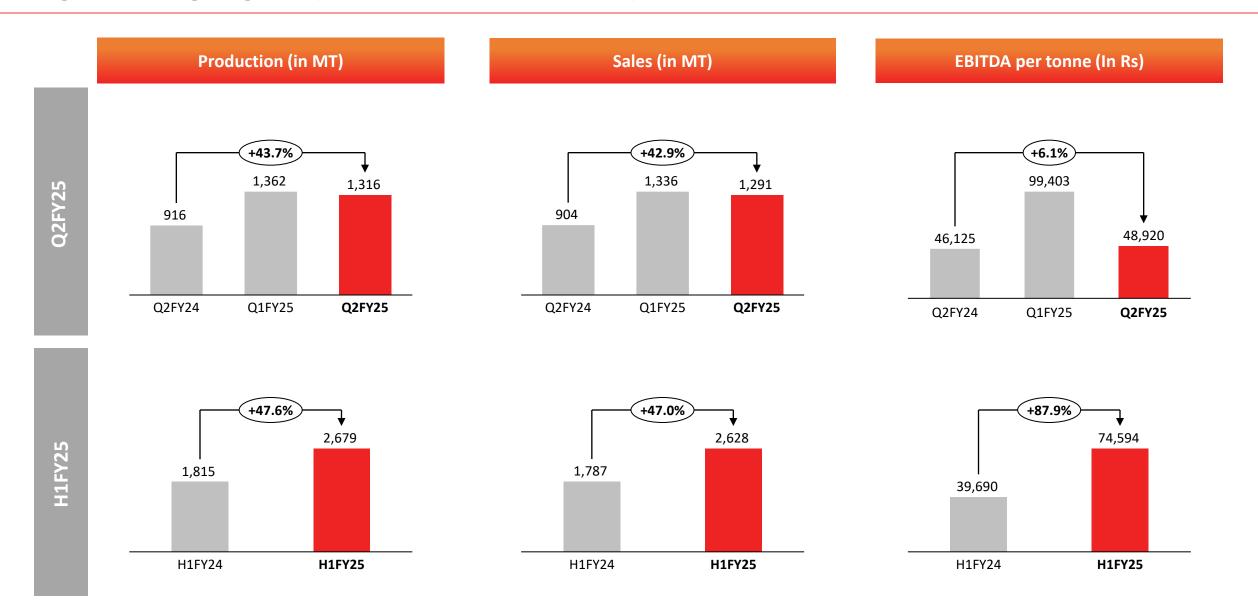


(in ₹ Crs)









Consolidated Profit & Loss Statement

Profit & Loss Statement (INR. Crs)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Revenue from Operations	939.8	757.1	24.1%	891.5	5.4%	1,831.3	1,481.5	23.6%
Cost of Materials Consumed	859.7	680.3		846.6		1,706.2	1,323.7	
Purchase of stock-in-trade	0.9	0.1		2.3		3.2	0.2	
Changes in Inventories of Finished Goods and Work in Progress	1.6	6.9		-33.2		-31.6	26.8	
Gross Profit	77.6	69.8	11.2%	75.9	2.2%	153.5	130.8	17.4%
GP %	8.3%	9.2%		8.5%		8.4%	8.8%	
Employee Benefits Expense	16.3	14.1		15.2		31.6	26.4	
Other Expenses	25.2	24.1		24.7		49.9	48.1	
EBITDA	36.1	31.5	14.3%	35.9	0.4%	72.0	56.3	27.9%
EBITDA %	3.8%	4.2%		4.0%		3.9%	3.8%	
Other Income	3.5	5.8		3.4		6.9	8.1	
Depreciation and Amortisation Expense	5.4	4.8		5.4		10.8	9.5	
EBIT	34.2	32.5	5.2%	33.9	0.8%	68.1	54.9	24.2%
Finance Costs	12.5	9.8		11.5		24.0	19.5	
Share of Profit of Jointly Controlled Entity	-0.1	0.0		0.1		0.1	0.2	
PBT	21.6	22.7		22.6		44.2	35.6	
Total Tax Expense	4.8	8.4		6.2		11.0	12.1	
Profit for the period	16.8	14.3	17.2%	16.4	2.3%	33.2	23.5	41.2%
PAT %	1.8%	1.9%		1.8%		1.8%	1.6%	
EPS (As per Profit after Tax)	3.82	3.12		3.14		6.96	5.26	

EQUITY & LIABILITIES (INR. Crs)	Sep-24	Mar-24
Equity Share Capital	22.0	22.0
Other Equity	404.3	388.4
Non Controlling Interest	20.5	21.7
Total Equity	446.9	432.1
Financial Liabilities		
(i)Borrowings	92.7	102.4
(ii) Lease liabilities	3.8	11.2
(iii) Other Financial Liabilities	0.3	0.3
Provisions	1.6	1.5
Deferred Tax Liabilities (Net)	7.2	4.4
Deferred Income	3.1	0.8
Total Non-Current Liabilities	108.7	120.6
Financial Liabilities		
(i) Borrowings	117.1	125.2
(ii) Lease liabilities	7.2	10.4
(iii) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	1.0	1.8
(b) Total outstanding dues of creditors other than micro enterprises and small enterprises	278.5	241.7
(iv) Other Financial Liabilities	14.3	9.5
Provisions	2.3	2.1
Income tax liabilities (net)	1.7	0.3
Other Current Liabilities	16.9	9.7
Total Current Liabilities	439.0	400.8
TOTAL EQUITY & LIABILITIES	994.7	953.5

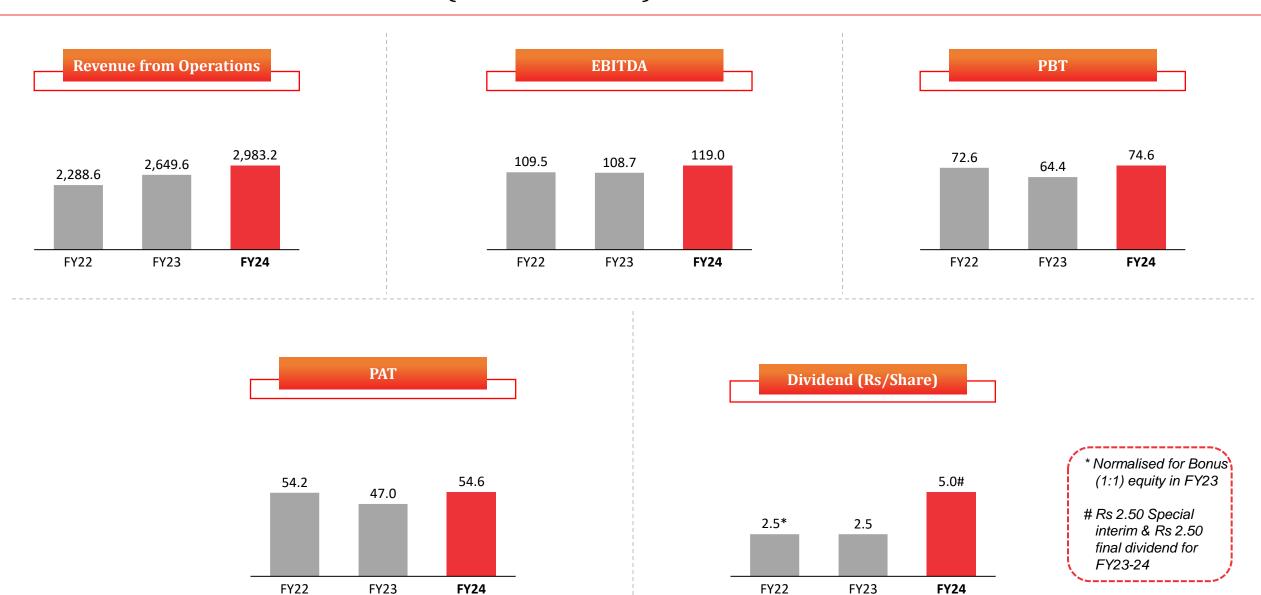
ASSETS (Rs. Crs)	Sep-24	Mar-24
Property, Plant and Equipment	164.6	171.8
Capital work-in-progress	84.2	28.6
Goodwill	1.4	1.4
Intangible Assets	0.0	1.7
Right of use of Assets	26.9	40.6
Financial Assets		
(i) Investments in Joint Venture	0.0	5.9
(ii) Other Investments	20.2	0.0
(iii) Other Financial Assets	0.7	0.9
Income Tax Assets (Net)	1.0	7.8
Loans	10.3	0.1
Other Non-Current Assets	49.0	48.1
Total Non-Current Assets	358.1	307.0
Inventories	199.0	195.9
Financial Assets		
(i) Investments	5.0	37.4
(ii) Trade receivables	365.3	322.7
(iii) Cash and cash equivalents	0.9	1.9
(iv) Bank balances other than (iii) above	22.7	27.3
(v) Loans	0.3	0.3
(vi) Other current financial assets	1.0	1.0
Other Current Assets	37.9	55.6
Assets held for sale	4.5	4.5
Total Current Assets	636.6	646.5
TOTAL ASSETS	994.7	953.5

Ram Ratna Wires Ltd

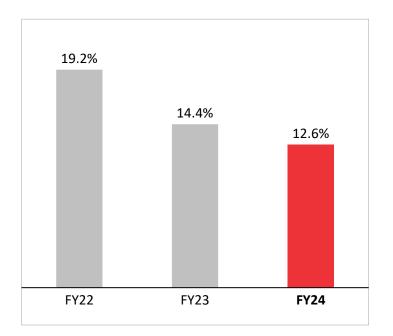
Particulars (INR in Cr)	Sep-24	Sep-23
Profit before Tax	44.2	35.6
Adjustment for Non-Operating Items	32.9	24.2
Operating Profit before Working Capital Changes	77.1	59.8
Changes in Working Capital	-2.3	16.2
Cash Generated from Operations	74.8	76.1
Less: Direct Taxes paid	10.0	7.5
Net Cash from Operating Activities	64.8	68.6
Cash Flow from Investing Activities	-64.4	89.3
Cash Flow from Financing Activities	-33.7	-38.3
Net increase/ (decrease) in Cash & Cash equivalent	-33.3	119.6
Add: Cash and cash equivalents as at 1st April	39.2	13.6
Add: Net effect of exchange gain on cash and cash equivalents	0.0	0.0
Cash and cash equivalents as at 30 th September	5.9	133.2

Financial Performance Trend (Consolidated)

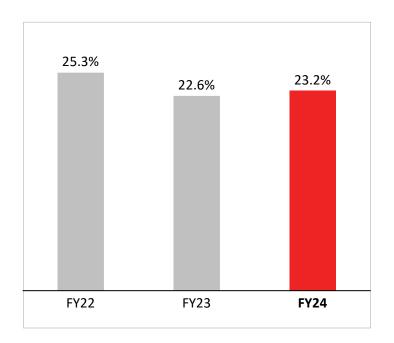
Ram Ratna Wires Ltd



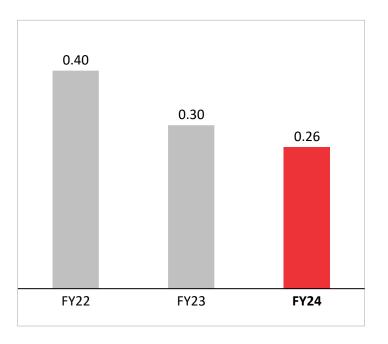
ROE



Normalized ROCE



Debt/Equity Ratio



Historical Consolidated Profit & Loss Statement

Ram Ratna Wires Ltd

Profit & Loss Statement (INR. Crs)	FY24	FY23	FY22
Revenue from Operations	2,983.2	2,649.6	2,288.6
Cost of Materials Consumed	2690.1	2455.5	2043.9
Purchase of stock-in-trade	0.2	0.0	2.1
Changes in Inventories of Finished Goods and Work in Progress	22.8	-51.7	20.6
Gross Profit	270.1	245.8	222.0
GP %	9.1%	9.3%	9.7%
Employee Benefits Expense	55.5	47.6	40.4
Other Expenses	95.6	89.5	72.1
Share of Profit of Joint Venture (net of tax)	0.3	0.3	1.2
EBITDA	119.0	108.7	109.5
EBITDA %	4.0%	4.1%	4.8%
Other Income	15.0	6.9	6.7
Depreciation and Amortisation Expense	19.7	18.5	17.7
EBIT	114.3	97.2	98.5
Finance Costs	40.0	33.0	27.1
PBT	74.6	64.4	72.6
Total Tax Expense	20.0	17.4	18.4
Profit for the period	54.6	47.0	54.2
PAT %	1.8%	1.8%	2.4%
EPS (As per Profit after Tax)	11.88	10.20	11.86

Historical Balance Sheet

EQUITY & LIABILITIES (INR. Crs)	Mar-24	Mar-23	Mar-22
Equity Share Capital	22.0	22.0	11.0
Non Controlling Interest	21.7	14.2	10.5
Other Equity	388.4	289.6	260.4
Total Equity	432.1	325.8	282.0
Financial Liabilities			
(i)Borrowings	102.4	96.4	112.7
(ii) Lease liabilities	11.2	0.4	0.2
(iii) Other Financial Liabilities	0.3	0.2	0.2
Provisions	1.5	1.2	0.9
Deferred Income	0.8	0.1	0.3
Deferred Tax Liabilities (Net)	4.4	21.1	19.0
Total Non-Current Liabilities	120.63	119.40	133.24
Financial Liabilities			
(i) Borrowings	125.2	169.5	156.6
(ii) Lease liabilities	10.4	0.2	0.1
(iii) Trade payables			
(a) Total outstanding dues of micro enterprises and small enterprises	1.8	4.5	0.9
(b) Total outstanding dues of creditors other than micro enterprises and small enterprises	241.7	187.7	118.8
(iv) Other Financial Liabilities	9.5	8.0	18.5
Provisions	2.1	1.5	1.4
Income Tax Liabilities (Net)	0.3	1.7	0.9
Other Current Liabilities	9.7	10.4	2.9
Total Current Liabilities	400.77	383.48	300.22
TOTAL EQUITY & LIABILITIES	953.5	828.7	715.4

ASSETS (INR. Crs)	Mar-24	Mar-23	Mar-22
Property, plant and equipment	171.8	143.1	149.1
Capital work-in-progress	28.6	3.5	5.6
Right -of- use Assets	40.6	0.6	0.3
Goodwill	1.4	1.4	1.4
Intangible Assets	1.7	2.1	0.3
Intangible Assets Under Development	0.0	0.0	1.3
Financial Assets			
(i) Investments in Joint Venture	5.9	5.6	6.2
(ii) Other Investments	0.0	68.9	59.5
(iii) Loans	0.1	0.1	0.1
(iv) Other Financial Assets	0.9	0.7	0.6
Income Tax Assets (Net)	7.8	1.1	0.5
Other non-current assets	48.1	14.6	4.0
Total Non - Current Assets	307.0	241.7	229.0
Current Assets			
Inventories	195.9	187.0	125.9
Financial Assets			
(i) Investments	37.4	5.0	0.0
(ii) Trade receivables	322.7	341.4	314.1
(iii) Cash and cash equivalents	1.9	8.6	14.7
(iv) Bank balances other than (iii) above	27.3	1.7	1.5
(v) Loans	0.3	0.2	0.3
(vi) Other current financial assets	1.0	0.6	1.2
Assets held for Sale	4.5	11.1	6.8
Other current assets	55.6	31.5	21.8
Total Current Assets	646.5	587.0	486.4
TOTAL ASSETS	953.5	828.7	715.4

Consolidated Cash Flow Statement

Ram Ratna Wires Ltd

Particulars (INR in Cr)	Mar-24	Mar-23	Mar-22
Profit before Tax	74.6	64.4	72.6
Adjustment for Non-Operating Items	53.5	51.2	41.4
Operating Profit before Working Capital Changes	128.1	115.7	114.0
Changes in Working Capital	39.2	-33.5	54.4
Cash Generated from Operations	167.3	82.1	168.4
Less: Direct Taxes paid	29.0	17.4	17.6
Net Cash from Operating Activities	138.4	64.7	150.8
Cash Flow from Investing Activities	-5.6	-20.4	-19.1
Cash Flow from Financing Activities	-107.2	-45.4	-121.0
Net increase/ (decrease) in Cash & Cash equivalent	25.5	-1.1	10.8
Add: Cash and cash equivalents as at 1 st April	13.6	14.7	4.0
Add: Net effect of exchange gain on cash and cash equivalents	0	0	0
Cash and cash equivalents as at 31 st March	39.2	13.6	14.7





Ram Ratna Wires Limited

CIN: L31300MH1992PLC067802

Name – Mr. Saurabh Gupta

Title – AGM - Company Secretary

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