

To,
The Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001
Scrip Code: 540358

Date: 30.11.2024

Sub: Intimation to Stock Exchange - Investor presentation in connection with Unaudited Financial Results for the Half Year Ended 30th September, 2024.

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith the copy of Investor presentation in connection with the Unaudited Financial Results for the Half Year Ended 30th September, 2024.

Kindly take the above on your record.

Yours Faithfully,

For RMC Switchgears Limited

Ankit Agarwal
(CEO & Whole Time Director)
DIN: 00793035

Encl: Investor Presentation



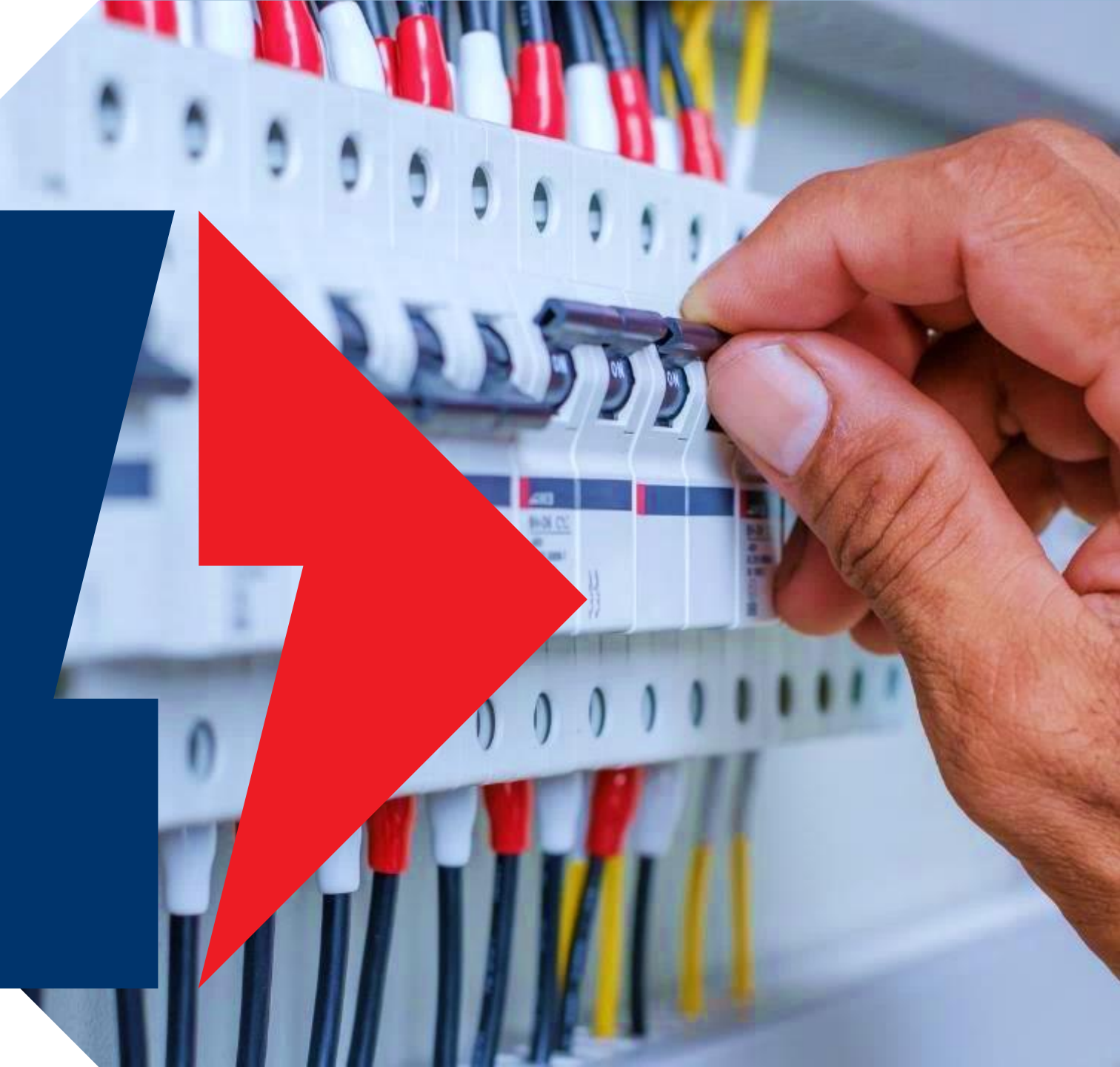
RMC SWITCHGEARS LIMITED

Investor Presentation

Harnessing Technology, Crafting Trust, and
Leading India's Electrification Renaissance

INVESTOR PRESENTATION H1 FY25

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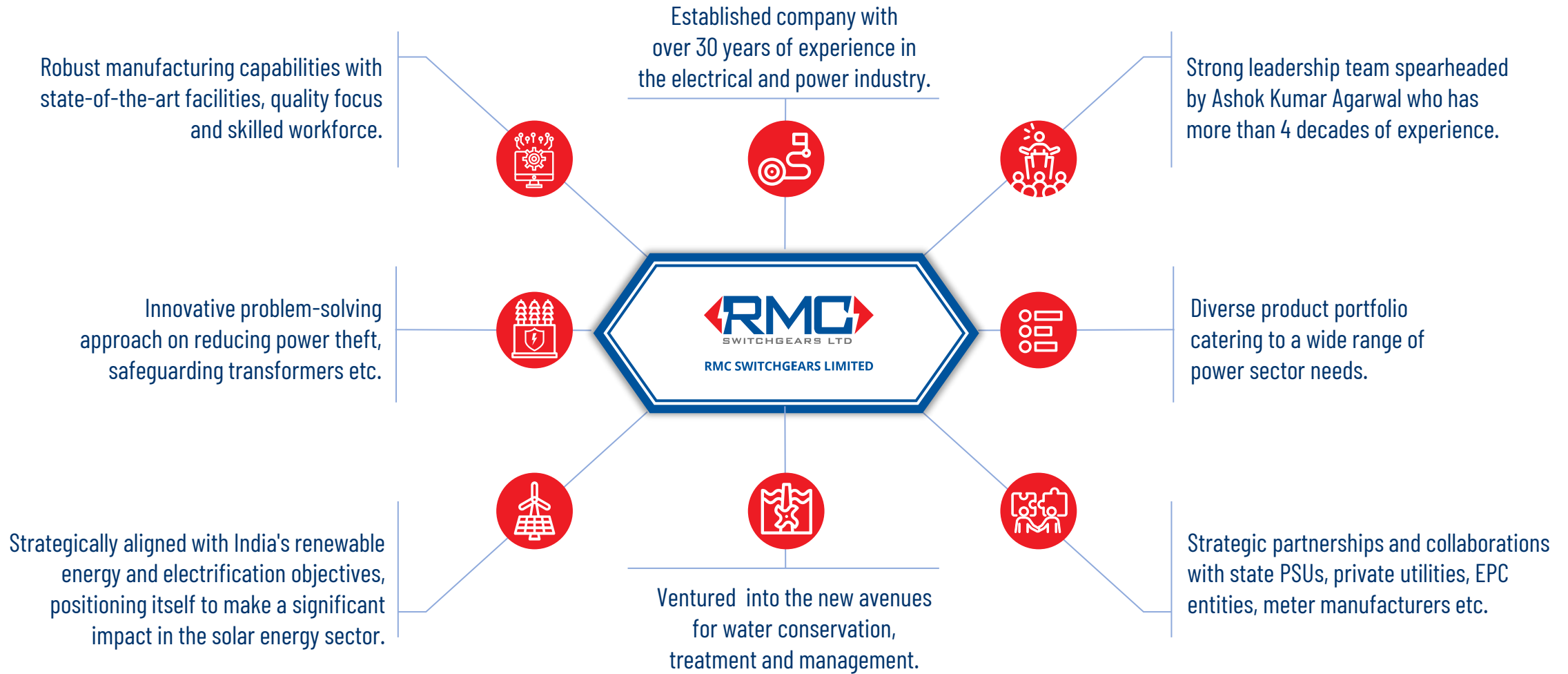
Forward looking statements

This presentation and the ensuing discussion may include forward-looking statements from RMC Switchgears Ltd that are not rooted in historical data.

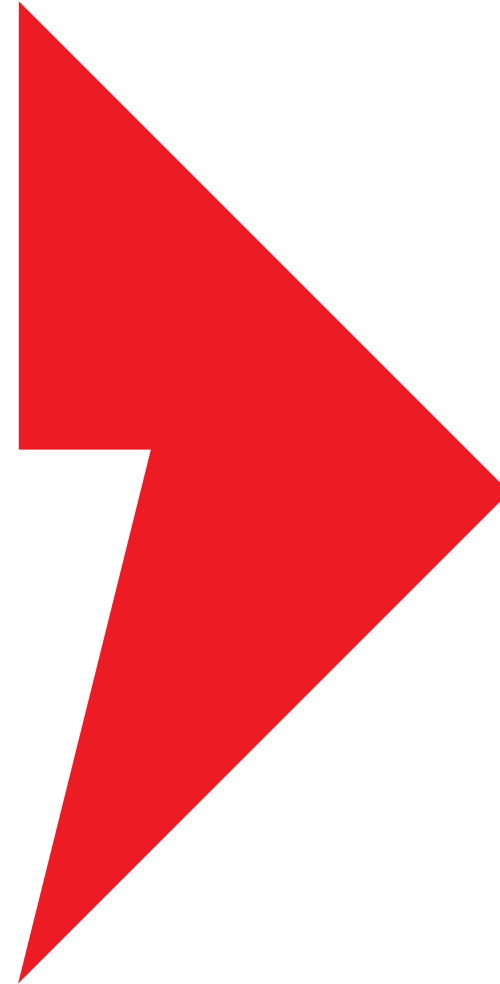
These forward-looking statements are contingent upon multiple risks and uncertainties, including regulatory alterations, economic variability, technological progressions, and other determinants that could substantially deviate from the expected outcomes outlined in the related forward-looking statements.

RMC Switchgears Ltd disclaims responsibility for any actions taken based on such statements and does not pledge to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

Investment Rationale



H1 FY25
INVESTOR PRESENTATION



Chapter 1

**Company
Overview**

Empowering India, with Every Solution



From Humble Beginnings to Powering a Nation:

RMC has undergone a transformative journey, evolving from a small enclosures company with a 5,000 sq. ft. production facility to becoming a leader in India's power technology revolution, with its production facility now expanding to 8,00,000 sq. ft.



Innovating for India's Tomorrow:

Our unwavering commitment to innovative end-to-end solutions that ensure every corner of India enjoys secure, sustainable, and advanced power solutions.



Partners in Progress:

Collaborating closely with State PSUs, visionary Private Utilities, and leading EPC entities, we're laying the foundation for India's next-generation power infrastructure.

Discover the potential.
Explore RMC's vision for an electrified India.

Message from the Chairman & Managing Director



Mr. Ashok Kumar Agarwal
Chairman & Managing Director



India is experiencing a renewable energy revolution, with solar power leading the charge toward achieving the ambitious target of 500 GW by 2030. Solar parks are at the heart of this transformation, offering scalable and efficient solutions to meet the nation's growing energy demands.

At RMC Switchgears, we are committed to playing a pivotal role in this journey. Our focus on Solar EPC projects and the development of Solar Parks aligns with India's vision of a sustainable and energy-secure future. With advanced manufacturing capabilities and a dedicated team, we are strategically positioned to deliver impactful solutions across the solar energy spectrum.

In addition to solar, we are aggressively pursuing opportunities in the RDSS Modernization Scheme, which aims to revitalise India's power distribution infrastructure. By integrating innovative technologies and energy-efficient systems, we are committed to supporting the modernisation of India's DISCOMs, driving better reliability and sustainability in power distribution networks.

As we set ambitious goals for solar park development and continue to scale up our efforts in infrastructure modernization, we remain committed to delivering exceptional value to our stakeholders. As we work towards achieving 1 GWp in the solar sector this year, we invite you to join us in creating a cleaner, greener, and brighter tomorrow.



Message from the Whole-time Director & CEO



Mr. Ankit Agrawal
Whole-time Director & CEO



As we reflect on the progress of RMC Switchgears, I am very proud of our team's dedication and the aggressive strides we have made toward realizing our vision. It is a matter of great pride to share that we have successfully executed 200 MW of Solar EPC Projects, including 41 MWp under the KUSUM Scheme. This achievement underlines a great capability of our teams and commitment to driving meaningful change within the industry of renewable energy.

We are very confident of securing 800 MWp of orders over the next 9-10 months, a bold step to make solar energy the backbone in our journey of achieving Rs. 5,000 crore in sales by 2030. In order to further strengthen our presence, we are actively working to build the entire Solar Supply Chain, starting with the Balance of System Products and eventually targeting the development of Solar Cells, which will complete the last mile of this value system.

While our Smart Metering Projects have faced delays due to on-ground challenges, I am optimistic that the government will address these issues to enable faster execution. Meanwhile, we are aggressively pursuing special electrical projects, including underground cabling, where Feeder Pillars hold a significant growth opportunity.

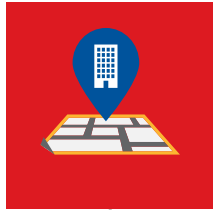
Further, we are targeting new markets for our Electrical Panels, thereby ensuring a diversified growth strategy across sectors. These on-ground developments on various fronts create for me a very optimistic environment toward the prospects of our capability to drive sustainable growth, deliver superior value to stakeholders, and establish RMC Switchgears as a leader in energy solutions.



Kye Milestone in Our Journey

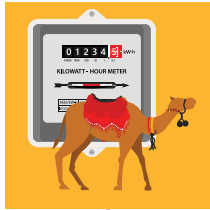
1994

Company incorporated in 5000 sq. ft.



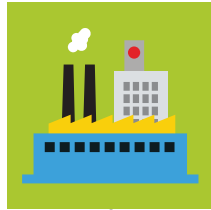
2003

Received first order from Rajasthan State for meter boxes supply



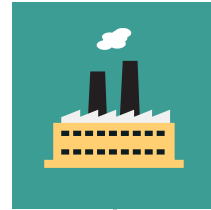
2005

Factory area increases to 35000 sq. ft.



2009

Set up a new plant for manufacturing SMC and Polycarbonate enclosures



2017

Listed on Bombay Stock Exchange-SME

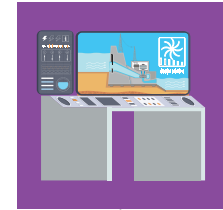


2024

incorporation of Intelligent Hydel Solutions Pvt. Ltd. & RMC Green Energy Pvt. Ltd.

Scaled up to 3 Lakh smart meter enclosures annually.

Achieved the highest turnover



2000

Started as OEM to various meter manufacturing companies by supplying meter boxes



2004

Received first order from Maharashtra State for meter boxes supply



2008

Set up new plant at Chaksu, Jaipur



2014

Entered into Turnkey business with R-APDRP Project in Jodhpur



2022

Company Added "To achieve turnover of Rs.5000 crore by the year 2030" in its vision

RMC's Diverse Offerings: Our Product Portfolio (1)

RMC's expansive range of innovative solutions, each meticulously crafted to address the multifaceted needs of the power sector.

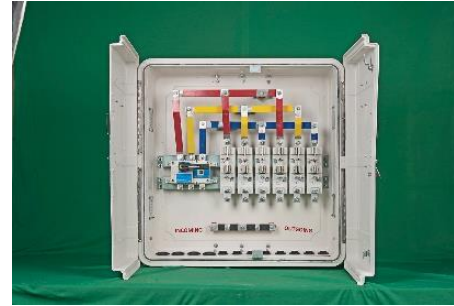
FRP Gratings



Meter Box For Energy Meter



Distribution Box



Junction Box



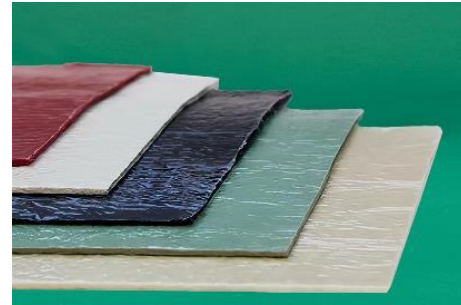
Feeder Pillars



SMC / FRP Chequered



SMC / FRP Sheets



Cable Tray



Pole Mounted Street Light Boxes



FRP V-Cross Arm



Bus Bars



RMC's Manufacturing Excellence



State-of-the-Art Facilities

Our manufacturing hubs are equipped with the latest technologies, ensuring precision, efficiency, and scalability in every process.



Quality at the Core

From raw materials to finished products, we adhere to stringent quality checks, guaranteeing that only the best reaches our customers.



Skilled Workforce

A team of dedicated professionals, trained in specialized domains, brings together a blend of expertise and passion to our production lines.



Eco-conscious Production:

Committed to sustainability, our manufacturing processes are optimized to minimize environmental impact, ensuring a greener tomorrow.



Continuous Innovation:

Leveraging R&D, we continually refine our methodologies, introducing innovative solutions that set new benchmarks in the industry.

Ongoing Projects :

Development of Distribution Infrastructure at Jalna Circle and Satara Circle of MSEDCL

SUMMARY OF DETAILED SCOPE

- **Site Survey:** Conduct site surveys in coordination with MSEDCL officers to identify optimal locations for SMC Multi Meter Boxes, targeting high-loss areas.
- **Installation:** Install SMC Multi-Meter Boxes for 12 single-phase meters, either pole or wall-mounted, with LT earthing as per MSEDCL standards.
- **Wiring:** Supply and install ISI-marked 2.5 sq.mm copper wiring for internal connections from the bus bar to meters and outgoing terminal blocks.
- **Cabling:** Supply and install LT armoured cable (3.5C x 35 sqmm) from the nearest LT overhead line pole or mini pillar to the bus bar of the SMC Multi-Meter Boxes.
- **Service Wire:** Provide and fix 2.5 sqmm aluminium service wire, ensuring adequate service cable provision where existing cables are insufficient.
- **Meter Installation:** Fix existing single-phase energy meters from consumer premises into the SMC Multi-Meter Boxes on LT poles or nearby walls.

Cable laying work



Service connection work



Installation of Conductor Jumpers



Pole erection at site



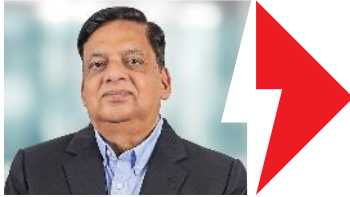
LT Line with Stud pole



Danger board with Barbed wire



Steering RMC: Visionaries at the Helm



Mr. Ashok Kumar Agarwal
Chairman & Managing Director

A visionary with more than 4 decades in the field, Mr. Agarwal's dynamic leadership has been pivotal in shaping RMC's trajectory. His dedication to the electrical industry sees him spearheading strategic decisions and upholding the company's core values.



Mr. Ankit Agarwal
Whole-time Director & CEO

Bringing 23 years of industry experience, Mr. Ankit Agarwal plays a vital role in RMC's growth and diversification. His leadership spans sales, marketing, and quality assurance.



Mrs. Neha Agarwal
Executive Director

With 16 years of experience, Mrs. Agarwal manages daily operations and administration. A strong advocate for women empowerment, she continually bolsters the company's commitment to social responsibilities.



Mr. Kuldeep Kumar Gupta
Independent Director

An accomplished Chartered Accountant with 39 years of expertise, Mr. Gupta has made notable contributions in areas like taxation, finance, and advisory. He has lent his acumen to various renowned firms, both listed and unlisted.



Mrs. Krati Agarwal
Independent Director

Mrs. Krati Agarwal, an entrepreneur with a knack for economics and manufacturing, brings a fresh and dynamic perspective to the board, enriching it with her insights and vast experience.



Mr. Shriram Vishwasrao Mane
Independent Director

With a background spanning 18 years in civil, convincing, and finance law, Mr. Mane offers invaluable legal counsel, playing a critical role in the company's legal and financial facets.



Mr. Akhilesh Kumar Jain
Executive Director

A visionary with 40+ years in the field of Electronics, Energy, Electric Mobility and IT Mr. Jain brings a wealth of expertise to RMC's Team. He is known for his innovative and out-of-the-box sustainable ideas, he has committed to applying for societal benefits, focusing on Smart Electronics, Solar Energy, Energy Storage and Electric Mobility.



Mr. K. S. Popli
Independent Director

a seasoned expert in renewable energy. He served as Chairman and Managing Director of IREDA (2014-2019), driving significant growth in India's renewable sector. His leadership has earned him numerous accolades, including the SCOPE Excellence Award for Individual Leadership.

Steering RMC: Key Managerial Personnel



Mr. Sajal Kumar Gosh
Chief Growth Officer

An accomplished leader with a vast 33 years of experience in the Indian Manufacturing Sector Mr. Gosh has demonstrated exceptional expertise in polymer and composites. His passion lies in materials science, engineering/technology, product development, technical services, R&D, innovation, and team leadership.



Mr. Anand Chaturvedi
Chief Financial Officer

A distinguished finance professional with over 30 years of post-qualification expertise in diverse facets of finance and management, Mr. Anand Chaturvedi holds an impressive array of qualifications, including MCOM, CA, CS, CMA, MBA(F), and a certification in IFRS. His illustrious career includes significant contributions at leading corporates such as Grasim Industries, Reliance Communication, IDEA Telecom, Golcha Group, and Rajasthan Patrika.

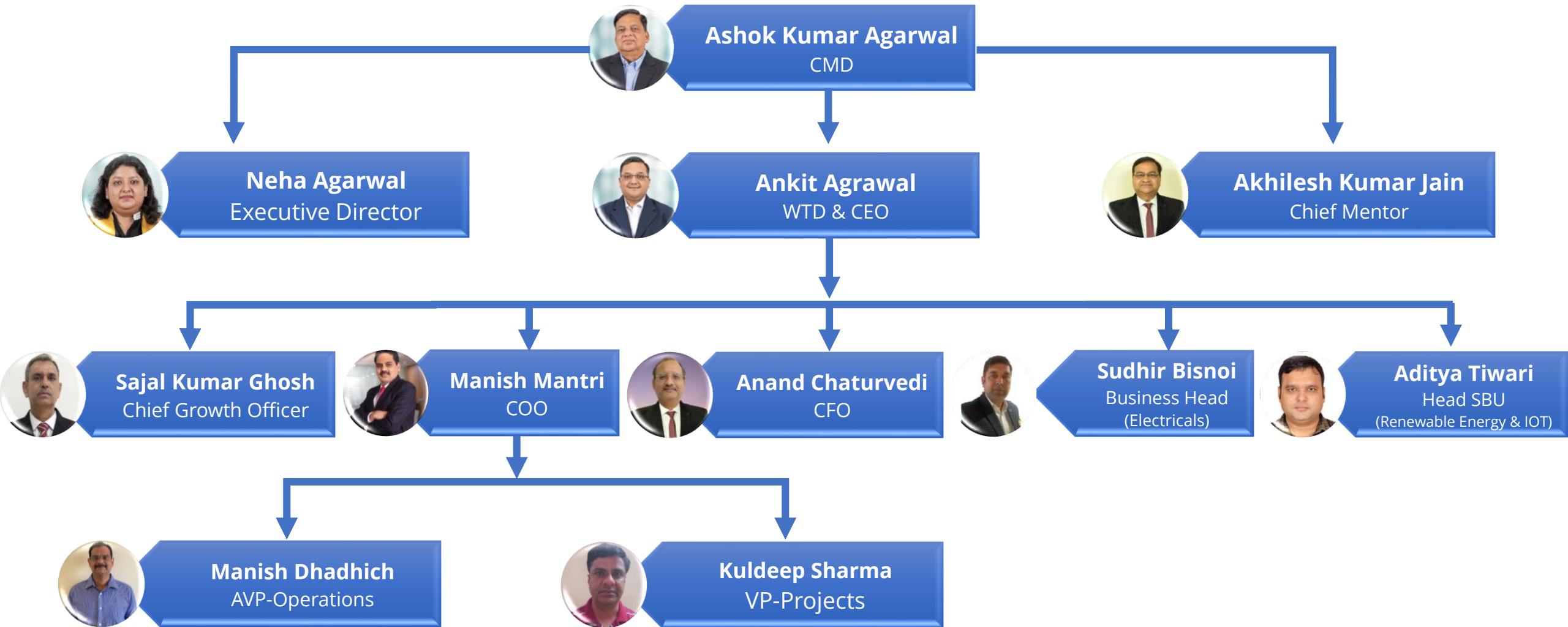


Mr. Manish Mantri
Chief Operating Officer

A seasoned expert with around 30 years of diverse experience in the manufacturing and service sectors, Mr. Manish Mantri has demonstrated exceptional proficiency in project management, operational efficiency, and driving profitability. His career highlights include pioneering the setup of new plants at Aditya Birla Group and RR Kabel, leading HV/EHV projects at Sterlite Technologies, and managing large-scale EPC/EHV projects at Kei Industries. Mr. Mantri holds a degree in Chemical Engineering from MREC (MNIT), Jaipur, and excels in innovation, leadership, and strategic execution.



Team RMC: Leadership Team



Our Guiding Principles



Innovation Driven:

At our core, we're always looking for better ways to serve the power sector, pushing boundaries and challenging the status quo.



Commitment to Excellence:

Every step in our journey, every milestone achieved, is a testament to our unwavering commitment to delivering only the best.



Sustainability Focused:

As architects of change in the power technology space, we prioritize solutions that are not only innovative but also sustainable and eco-friendly.



Customer-Centric:

Our growth and accomplishments stem from our deep understanding of our customers' needs and our dedication to fulfilling them.



Integrity and Transparency:

Honesty and transparency guide our actions, ensuring we maintain the trust our stakeholders place in us.



Collaborative Spirit:

We believe in the power of collaboration. Our partnerships and alliances across the industry amplify our impact and reach.



Future Ready:

We don't just adapt to the changing power landscape; we anticipate it, ensuring we're always a step ahead in serving India's future.

Our Mission



Innovation at the Forefront:

At RMC, we believe in the relentless pursuit of advanced power technology solutions. Our aim is to always be at the cutting-edge, addressing the ever-evolving challenges faced by distribution utilities and DISCOMs.



Elevating Power Infrastructure:

A robust power infrastructure is the backbone of a thriving nation. We are unwavering in our dedication to fortify and enhance this crucial sector, ensuring India's steady march towards progress.



Exponential Growth & Diversification:

Our aspirations extend beyond immediate milestones. By constantly broadening our horizons and diversifying our expertise, we aim to achieve exponential growth that stands the test of time.



Sustainability & Impact:

It's not just about growth, but growth that matters. Our focus is on creating lasting, sustainable impacts in the sectors we operate, reinforcing our unwavering commitment to a brighter, more prosperous India.

Strong base of Pedigree Customers (1)

State Power Utilities



J&K Power Distribution co. Ltd



Uttar Haryana Bijli Vitran



HP State Power Corporation



Ajmer Vidyut Vitaran Nigam



Punjab State Power Corp Ltd



Dakshin Haryana Bijli Vitran



Jaipur Vidyut Vitaran Nigam



Jodhpur Vidyut Vitaran Nigam



Uttar Pradesh Power Corporation



Assam State Power Distribution co. Ltd



Maharashtra State Electricity Distribution co. Ltd



MP State Power Corporation



Uttarakhand Power Corporation



TANGEDCO



Chhattisgarh State Power Distribution co. Ltd



Kerala State Electricity Board



Maharashtra State Power Generation Company



Bihar State Power Generation Company



Andhra Pradesh Power Generation Corporation Limited



Karnataka Power Corporation Limited



Electricity Department Govt. of Goa

Strong base of Pedigree Customers (2)

EPC / Smart Metering EPC



(Larsen & Toubro)



NCC Limited



Bajaj Electricals



Ashoka Buildcon Ltd.



TATA Projects Limited



Voltas Electrical



Sterling Wilson



Suncity Urja



Adani Energy Solutions



GMR Infra



Montecarlo Ltd



Intellismart



Shirdi Sai Electricals



Jakson



IDEAS. CONNECTED.

Polycab

Meter Manufacturers



Genus Power



HPL Electric



Secure Meters



L&T Meters

PSU's



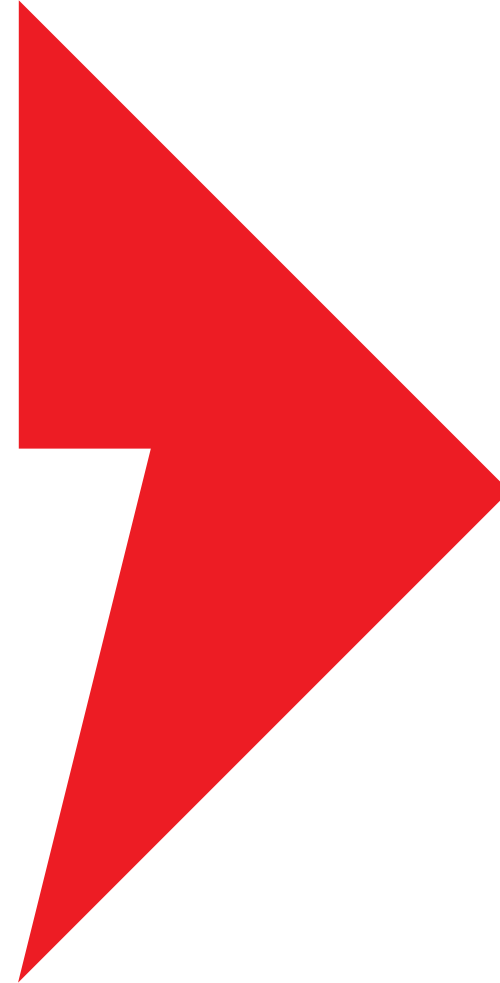
Gail



REIL



NTPC



Chapter 2
India's Drivers

The Surge of India's Power Appetite



Fuelling Growth:

According to Crisil, India's infrastructure spending will surge to Rs 143 lakh crore between fiscal years 2024 and 2030, more than double the Rs 67 lakh crore spent from 2017 to 2023. Of this, Rs 36.6 lakh crore will go toward green investments, a fivefold increase from the previous period. Rapid urbanisation and industrial growth are driving India's rising energy demand.



Diverse Consumption Dynamics:

With the industrial and commercial sectors dominating over half of the nation's annual power consumption, there's also a significant uptick from households and agriculture, demonstrating a comprehensive energy demand spectrum.



Government Initiatives

The 2024 power sector budget increased by 50%, focusing on green hydrogen, solar power, and green-energy corridors. Allocations include ₹205.02 billion to the Ministry of Power and ₹128.50 billion to the Ministry of New and Renewable Energy. Key schemes include the ₹303.758 crore RDSS to improve DISCOMs' efficiency and the ₹75.021 crore PM-Surya Ghar for rooftop solar systems.



Embracing Clean Energy:

India's shift towards sustainable development is clear, with a 50% increase in the 2024 power sector budget. Focus areas include green hydrogen, solar power, and green-energy corridors. The Ministry of Power has been allocated ₹205.02 billion, and the Ministry of New and Renewable Energy has been allocated ₹128.50 billion. As fossil fuels decline, the emphasis on clean energy is imperative.



Driven by Surging Numbers:

The IEA's World Energy Outlook projects India's energy demand will grow by 35% by 2035, with electricity generation capacity tripling to 1,400 GW. This demand will be met through various energy sources.

Capitalising on India's Electrification Momentum



Railway Electrification

The Indian Railways is spearheading the electrification drive with the goal of 100% electrification by December 2023. Remarkably, the target is nearly within grasp with 90% of the route, equating to 58,812 kilometers, already electrified as of March 2023.



Transition to Electric Vehicles

The government is pushing forward to create a sustainable vehicular ecosystem. By 2030, the sale of conventionally fueled vehicles will be prohibited. In line with this vision, it's projected that 30% of vehicles will be electric, while the remaining 70% will transition away from traditional fuel sources.



Control Panels for Data Centre

The Indian data center industry is booming due to rapid digitalization, advanced technologies (5G, AI, blockchain, cloud computing), and improved infrastructure. This, coupled with proactive regulations, attracts investments. Electrical control panels ensure seamless power distribution and management, maintaining operations during power surges or outages.



Universal Household Electrification

In a landmark achievement, the government has illuminated every household under the '**Har Ghar Bijli**' mission. But the endeavour doesn't stop here. With the PM KUSUM Yojana, the aim is to extend electricity accessibility to every farmer, ensuring that progress touches every corner of the country.



Revamped Distribution Sector Scheme (RDSS)

The Revamped Distribution Sector Scheme (RDSS) has been launched by the Government of India with an outlay of Rs. 3,03,758 crore. The scheme aims to reduce the Aggregate Technical & Commercial (AT&C) losses to pan-India levels of 12-15% and to achieve zero gap between the Average Cost of Supply (ACS) and Average Revenue Realised (ARR) by 2024-25.



Smart Water Metering

The UN's World Water Development report predicts 50% of the world's population will face high water scarcity, affecting developing countries like India. By 2050, 70% of India's population will live in cities, worsening water challenges. Using sensors and ICT, real-time monitoring and smart systems can manage and conserve water, reducing losses and consumption.

Capacity Building to meet future demand



Need of Future Ready Transmission Network

Future-proofing the transmission network is crucial for integrating renewable energy, managing demand growth, and enhancing reliability. This ensures a stable, efficient energy supply and supports the shift towards sustainable energy sources.



Advancements in Transmission Technologies for a Sustainable Future

Technological changes in the Transmission Network are geared towards enhancing grid efficiency and reliability. This includes adopting smart grid technologies, integrating renewable energy sources, deploying advanced control systems for real-time monitoring, and utilizing big data analytics for predictive maintenance. These advancements ensure the grid can handle variable energy sources and demand, improving the overall stability and sustainability of the power system.



Microgrids: Empowering Localized Energy Solutions

Microgrids present a significant opportunity by enabling localized energy generation and consumption, enhancing resilience against grid outages, and facilitating the integration of renewable energy sources. They support decentralized energy systems, contribute to energy security, and promote sustainable community development.

Building capacity for increasing demand from AMISPs



CAPACITY ADDED:

Added production capacity to 300,000 SMC enclosures annually



Ongoing Capital Expenditure (Capex):

Approximately ₹4 to ₹6 crore.



SOURCES OF FINANCE:

Own Reserves and Term Loan



CLIENTALE ADDED:

Genus, Adani, GMR, Monte Carlo, IntelliSmart etc.

Building on India's Green Energy Initiatives



Renewable Energy Ambition

India has set a bold target of ramping its renewable energy capacity to 500 GW by 2030. To support this aim, the Government's Production Linked Incentive Program (PLI) focuses on fortifying the industrial sector to produce key materials for renewable sources.



Solar Parks Development Scheme

The scheme targets 40,000 MW capacity, developing infrastructure like land, roads, power evacuation, and water facilities with necessary clearances, facilitating rapid growth of large-scale solar projects in India.



The PM-KUSUM Scheme

Aiming to provide financial and water security to farmers, the PM-KUSUM scheme is set to generate 34,800 MW of solar energy by 2024. A notable example is the solarization of water pumps, promoting decentralized energy solutions.



Akshay Urja & IRIX Portal

The Ministry of New and Renewable Energy facilitates energy discussions through its Akshay Urja Portal and the India Renewable Idea Exchange (IRIX). The latter offers a platform for global energy enthusiasts to share and brainstorm innovative ideas.

Additional Transformative Initiatives



SAUBHAGYA:

Universal Electrification



GEC:

Enhancing Energy Distribution



NSGM & Smart Meter Programme:

Revolutionizing Energy Management



FAME:

Paving Way for Electric Mobility



ISA:

Harnessing Solar Potential Globally

Business Evolution: From Legacy Foundations to High-Value Futures



Embracing Our Roots:

Our journey commenced with a solid grounding in enclosures, forming the backbone of our legacy. It's from this foundation that our commitment to pioneering the future of power technology is fostered.



Rising to Contemporary Challenges:

Beyond mere enclosures, we've evolved to craft intricate solutions revolving around monitoring, verification, and fault protection. This showcases our adaptability and drive to meet the complex demands of the modern era.



Strategic Collaborations:

While we hold our cards close, our strategic collaborations are a testament to our ambition. Though the name remains unveiled for now, our partnership aims to bolster our transition from a legacy business model to delivering high-value solutions.



Visionary Roadmap in Action:

The blend of our deep-rooted DNA with our forward-thinking strategies is evident. Whether expanding into essential sectors, maintaining our commitment to excellence, or innovating for tomorrow, RMC remains dedicated to a powered, prosperous India.

Reducing Electrical Loss in Maharashtra's High-Density Zones

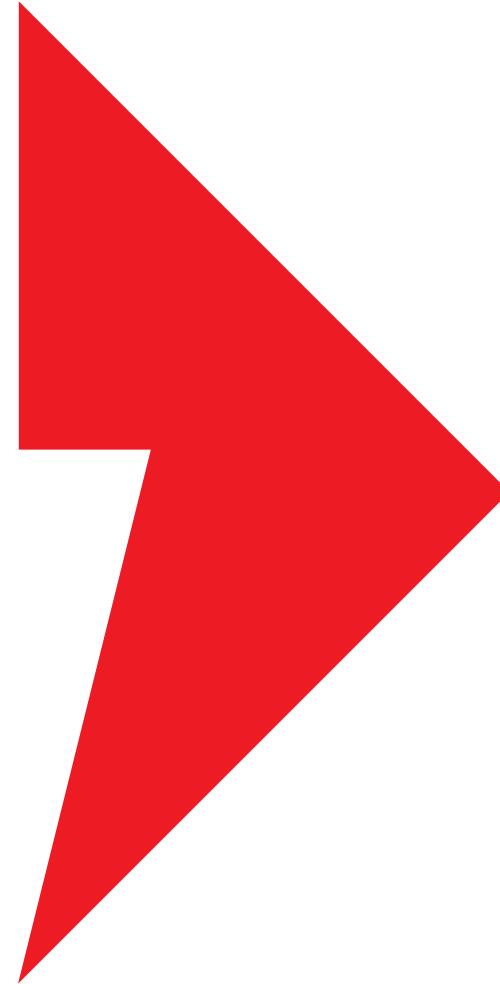


Problem:

- Energy meters were situated in deeply recessed, poorly lit areas, making access and reading challenging.
- Rampant meter tampering incidents were reported. Even when detected, intimidation and threats prevented whistleblowing.
- Regions like Kalyan, close to Mumbai, witnessed up to 53% power loss primarily due to illicit power theft.

Innovative Solution:

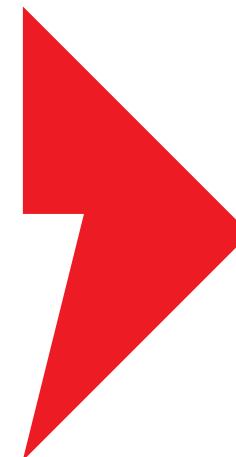
- **Introduction of RMC's Multi Meter Boxes:** These units encapsulate 12 meters in a single structure, complicating consumer efforts to single out their individual meters.
- By eliminating easy access points, these boxes ensure **protection against tampering attempts.**
- **Strategically relocating these boxes to main roads achieves dual objectives:** simplifying meter reading tasks and reducing tampering. Their public positioning acts as a deterrent, making tampering attempts risky and less likely.



Chapter 3
**Business
Strategy**

Case Studies of High-Value Solutions (2)

Safeguarding Distribution Transformer Centres in Jaipur



Challenge & Government Guidelines:

- Rising incidents of public electrocutions due to unguarded access to electrical distribution infrastructure in Jaipur.
- Activities like using transformer corners as urinals introduced grounding issues, amplifying electrocution risks.
- Central Electricity Authority (CEA) stipulates fencing around accessible transformers:
 1. Shield uninformed public and animals from electrocution dangers.
 2. Contain potential fires and mishaps within the transformer vicinity.

3. Ward off street vendors and unaware individuals, ensuring their safety.
4. Preserve the cleanliness and functionality of transformer areas for lineman safety and repair efficacy.

Solution & Implementation:

- The shift to FRP fencing aims to not only safeguard the public but also ensure the durability and efficiency of the Distribution Transformer Centres.
- Metal Fencing: Initially adopted across Rajasthan. While effective, they were frequently stolen due to resale value, posing financial and technical challenges for Discom.

FRP (Fibre Reinforced Plastic) Fencing Advantages:

- Theft-resistant due to zero resale value
- Sturdy and equivalent to metal
- Minimal maintenance and cost-effective
- Rust-proof

Case Studies of High-Value Solutions (3)

Mitigating Power Theft - The Multi-Meter Box Solution



Problem:

- Energy Smart meters in Mumbra near Kalyan were tampered with to steal power. This was cited by Torrent Power as one of the first instance of power theft via smart meter tampering. The solution came from the introduction to Multi Meter Boxes: These cabinets are designed to accommodate multiple energy meters (single or three-phase) with a single incoming connection. Each meter's connection ends within the box, drastically reducing tampering potential. The locked metering chamber houses the meters, while outgoing wires connect to an accessible chamber for linemen.

Multi Meter Box Strategy:

- Relocation & Grouping:** Position energy meters outside consumer premises, especially in areas not easily visible from main roads, and cluster them together. This setup discourages individual tampering.
- Access Control:** Design meters to be inaccessible to linemen, allowing only the outgoing connection box to be reached. This further reduces chances of tampering from inside.
- Enhanced Security with Multi Meter Boxes:** These boxes, designed to accommodate multiple energy meters (single or three-phase), ensure connections

end within the box. A locked metering chamber safeguards the meters.

- Shielded Wiring:** Wires, both incoming and outgoing, are neatly organized and protected within the boxes. Cable tray covers are employed to ensure a neat, complication-free setup, making them invisible from the outside and reducing tampering potential.

Forging Ahead: RMC's Competitive Edge & Future Strategies



Rich Experience Set Us Apart:

Our rich experience in the power sector highlights our enhanced capabilities and dedication, ensuring we meet stringent industry standards and always deliver our best.

Undeniable Credentials:

RMC's longstanding history and our achievements stand testament to our credibility in the industry. Every accolade and recognition adds another feather to our cap, reinforcing our position as leaders in the field.

Bespoke EPC Choices:

Our tailored EPC (Engineering, Procurement, and Construction) choices mean we're not just another solution provider. We align our offerings to cater specifically to the unique needs and challenges of each client.

Strategies for Tomorrow:

As we look to the future, our go-to-market strategies will emphasize these strengths, ensuring we remain at the forefront of the industry. With adaptability, innovation, and client-centricity at our core, RMC is geared up for the next chapter in powering India's growth.

Working culture at RMC



At RMC Switchgears, our employees are our most valuable resource. We align human resource practices with business priorities, investing in people and processes to enhance service delivery.

Key Aspects of Our Working Culture:

Employee Development:

We attract, develop, and retain talent in a competitive work environment that fosters excellence and innovation. Regular training and skill development initiatives keep our employees up to date with industry trends.

Inclusive Culture:

We are committed to diversity, providing equal opportunities in recruitment, training, and career progression, ensuring a balanced and respectful workplace.

Performance Management:

Our performance management system balances business needs with individual aspirations through key result areas and performance indicators. Employee engagement surveys and feedback help align our strategies with employee expectations.

Employee Well-being:

Employee health and safety are paramount. We maintain stringent safety protocols and provide necessary protective equipment and training.

Ethics and Compliance:

We adhere to a strict code of ethics and fair corporate practices, ensuring a workplace where privacy and personal dignity are respected and protected from offensive behaviour.

RMC's Horizon: Business Growth & Expansive Vision

Strategic Approach:

At RMC, we have meticulously designed our go-to-market strategies to align with both the current industry landscape and the evolving needs of our customers. Our approach combines deep market insights with innovative solutions, ensuring we remain at the forefront of power technology.

Diverse Client Landscape:

At RMC, our clientele is as varied as the solutions we provide. Serving a multitude of sectors and industries, our business profile is a testament to our adaptability and the universal appeal of our offerings.

Geographic Footprint:

From our roots to our expanding horizons, RMC's presence has grown not just in numbers but in geography. Our footprint now extends across various regions, reflecting our commitment to power every corner of the nation.

Focusing on Core Strengths:

By leveraging our pre-qualifications, credentials, and bespoke EPC choices, we aim to provide unmatched value, further solidifying our position as industry leaders.

Future Outlook:

As we continue our journey, our expanding business profile will be fuelled by innovation, strategic partnerships, and a relentless drive to power India's future sustainably and efficiently.

Ambitious Growth Vision:

Our aspirations are not bound by the present. Aiming for a growth rate of over 30% CAGR in the upcoming 3-5 years, we're setting the stage for unparalleled expansion and reach.

RMC's New Horizons: Diving into Water Management



Need of Prudent water management:

India's burgeoning population, currently exceeding 1.3 billion and expected to reach 1.5 billion by 2030, makes it the most populous country in the world, putting a significant strain on its water resources.



Demand for Smart Water Meters:

A recent Frost & Sullivan analysis reveals that the demand for smart water meters is projected to reach 500,000 units by 2025, up from 220,000 units in 2019. The smart water meter market in India is forecast to grow at a CAGR of 14.7% during 2019-2025.



Robust governmental initiatives:

Initiatives such as the Atal Mission for Rejuvenation and Urban Transformation, National Mission for Clean Ganga, Jal Jeevan Mission, and Community Drinking Water Schemes contribute to the growth of the Indian water and wastewater treatment market.



Wastewater Treatment:

India needs to take adequate measures now to curb potential water scarcity. This urgency is expected to drive significant growth in the country's water and wastewater treatment market.



Intelligent Hydel Solutions Pvt. Ltd.

In 2024, we successfully launched a new subsidiary, holding a 51% majority stake, which represents a major advancement in the field of Water IoT Solutions.



For a better management of water resources:

The company focuses on providing smart water management solutions, including systems for distribution, treatment, conservation, and monitoring, as well as advanced wastewater treatment.



Technology and Innovation:

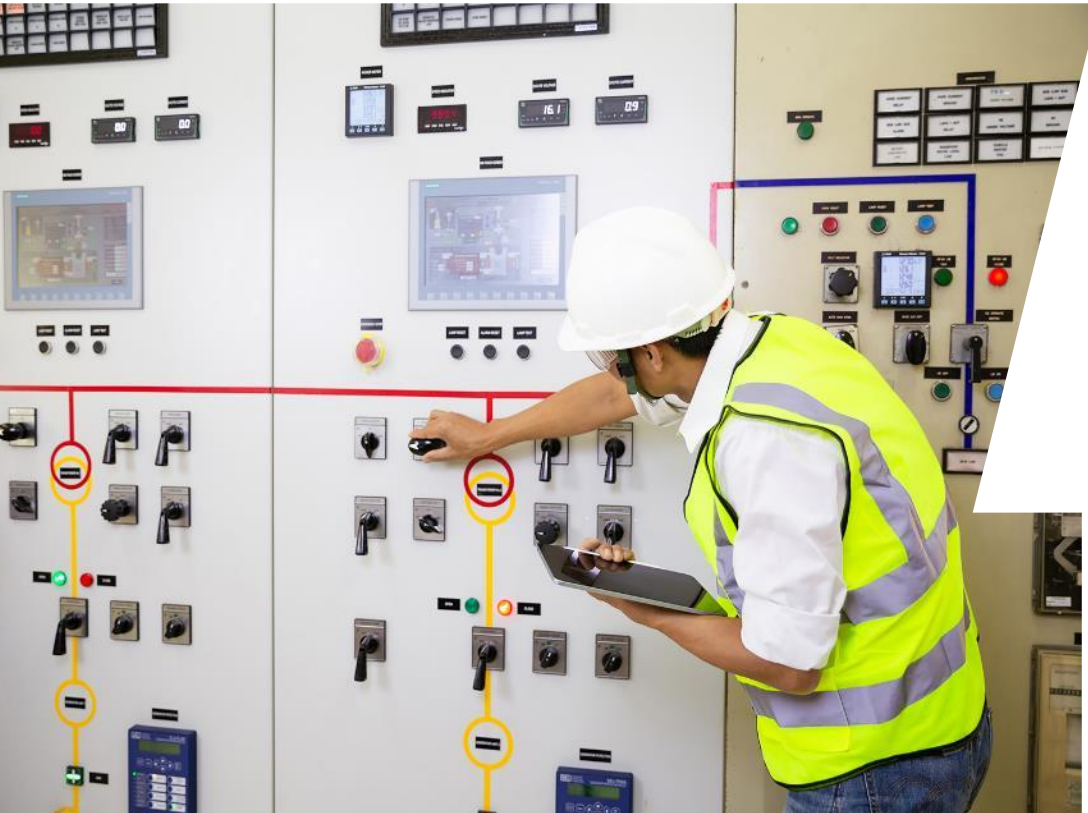
Intelligent Hydel Solutions aims to innovate in the domain of smart devices and hardware for water, gas, and electrical solutions, focusing on IoT-based applications for both low voltage and high voltage electrical systems.



Future Vision:

As with our endeavours in the power sector, our foray into water management comes with a commitment: to innovate, to empower, and to ensure a sustainable future for India.

Empowering a Brighter Future with RMC



Beyond Business:

At RMC, it's not just about innovating in the realm of power technology. It's about touching lives, communities, and driving transformation at every level.

Transform Power, Transform Lives:

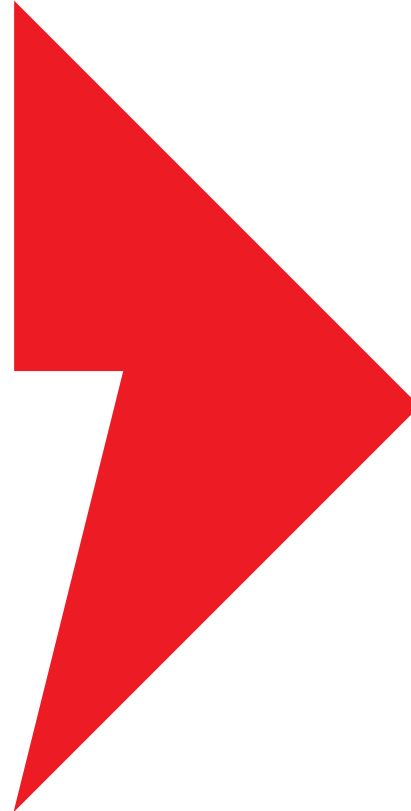
Every advancement we make, every solution we introduce, resonates with this ethos. We believe that by revolutionizing power distribution and management, we play a pivotal role in uplifting countless lives.

Our Commitment to India:

As we journey through the intricacies of the power landscape, our focus remains unwavering – to contribute tirelessly to India's growth story, ensuring no home remains in the dark.

Be the Change with RMC:

We invite you to join us in this transformative journey. Together, let's envision a future where every household, every industry, and every heart is empowered and illuminated.



Renewable Energy Integration:

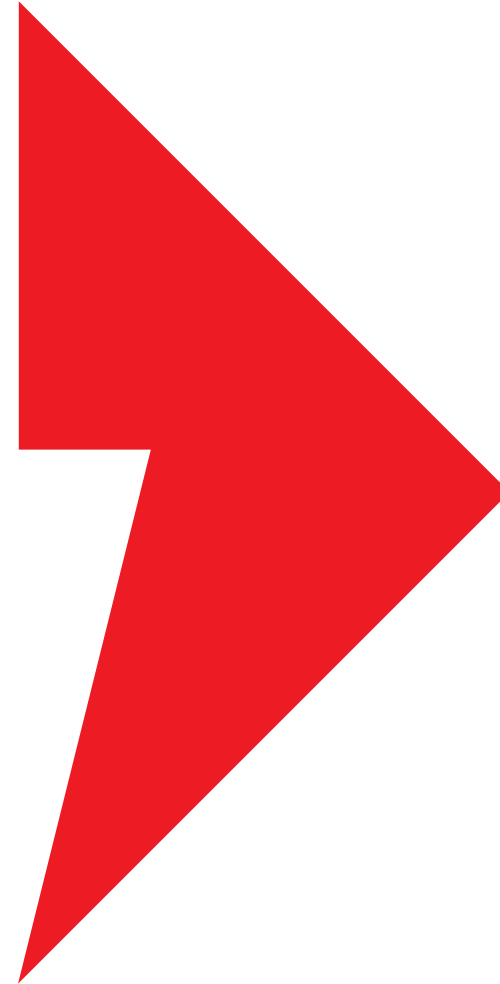
We have invested significantly in renewable energy, highlighted by our new 249 kW solar plant at our manufacturing facility. This initiative reduces carbon emissions and supports India's target of 450 GW of renewable energy by 2030.

Environmental Sustainability Initiatives:

RMC's Environment and Resource Protection program includes solar energy generation, water conservation drives, and plantation initiatives. These efforts ensure our emissions and waste remain within regulatory limits.

Commitment to Sustainability and Governance:

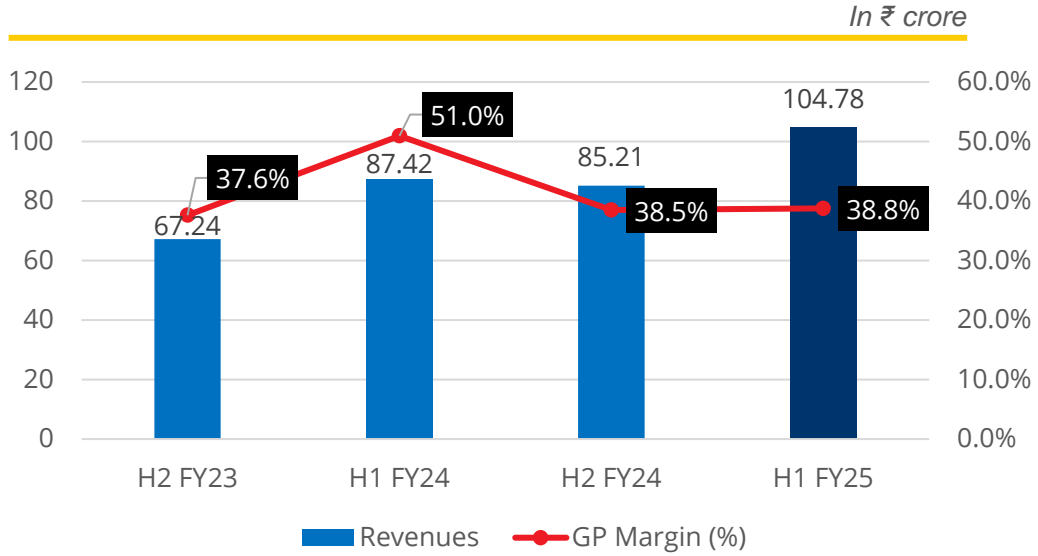
Our corporate governance framework prioritizes sustainability, ethical practices, and stakeholder responsibility. We integrate sustainability into our core operations and adhere to ISO 9001:2015, maintaining safe and clean operations. Provide Photos if any for this section, other than Solar Plant.



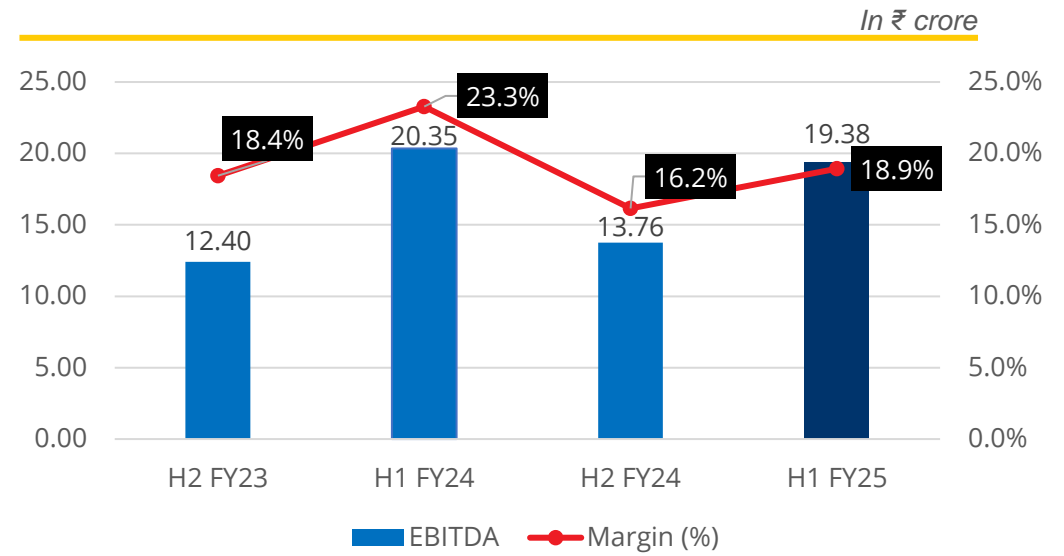
Chapter 4
Financial Results

Earning Snapshot (Sequential Trends to First Half FY25 : Consolidated)

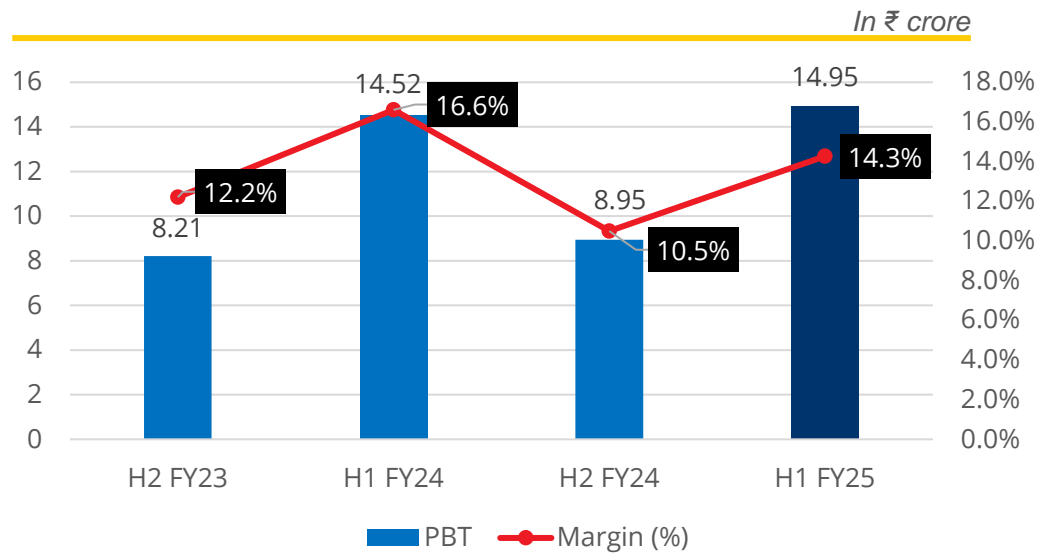
Revenues & GP Margin (%)



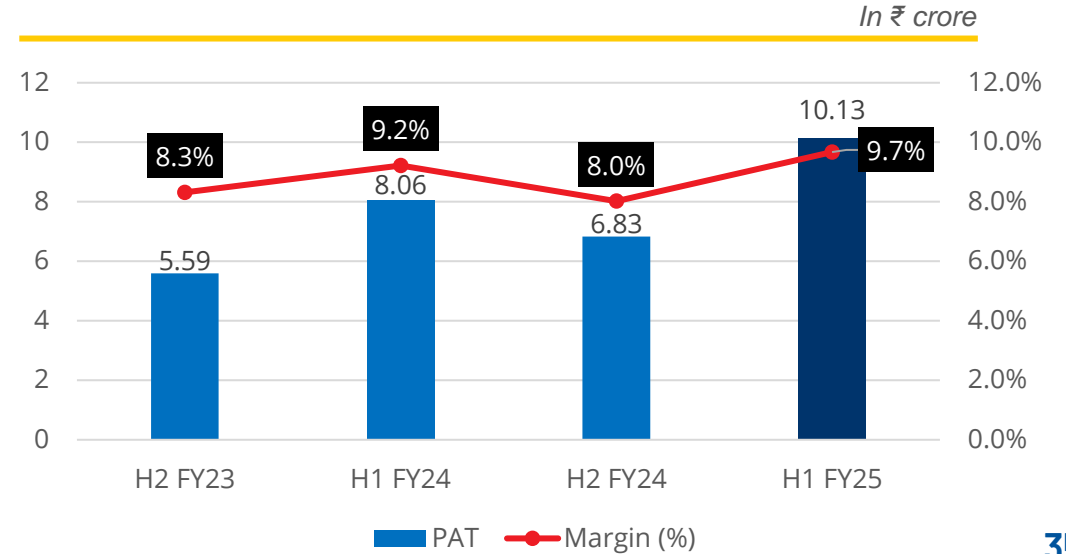
EBITDA & Margin (%)



PBT & Margin (%)

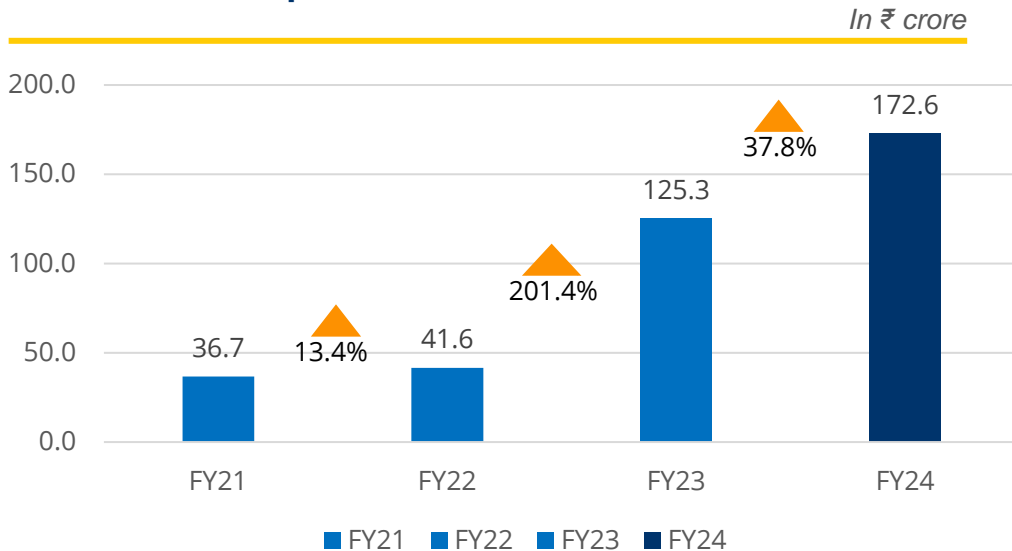


PAT & Margin (%)

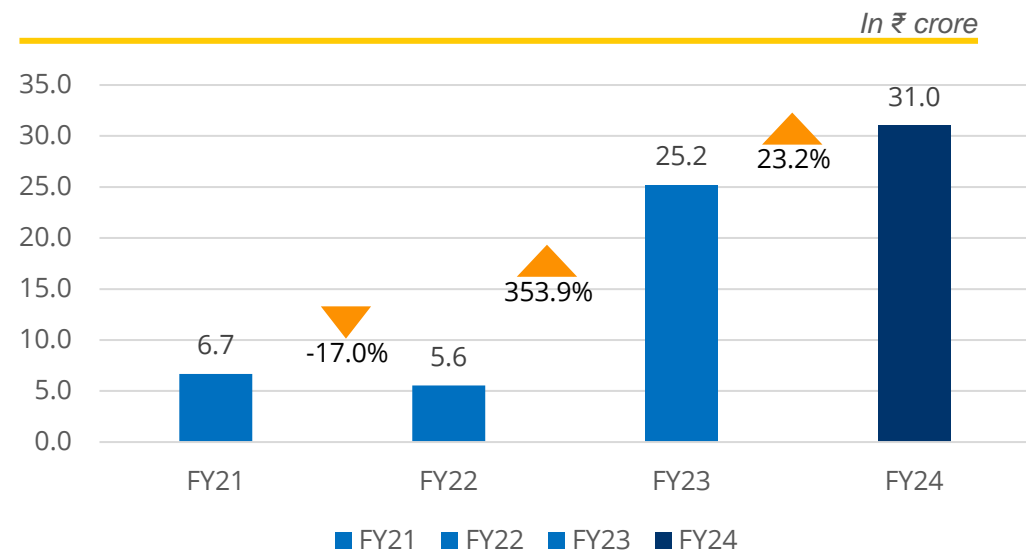


Earning Snapshot (4-year history of full year performance FY21 – FY24)

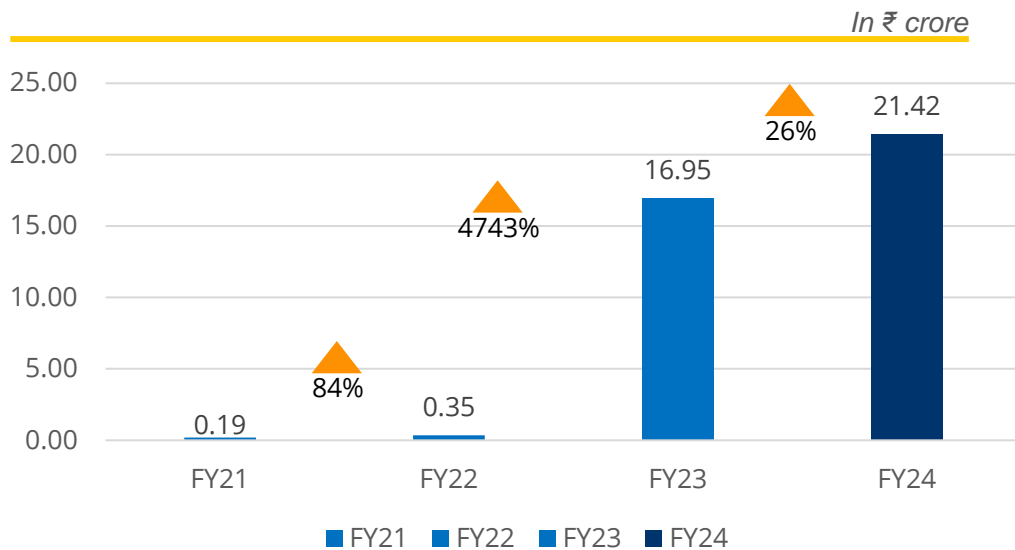
Revenue from Operations



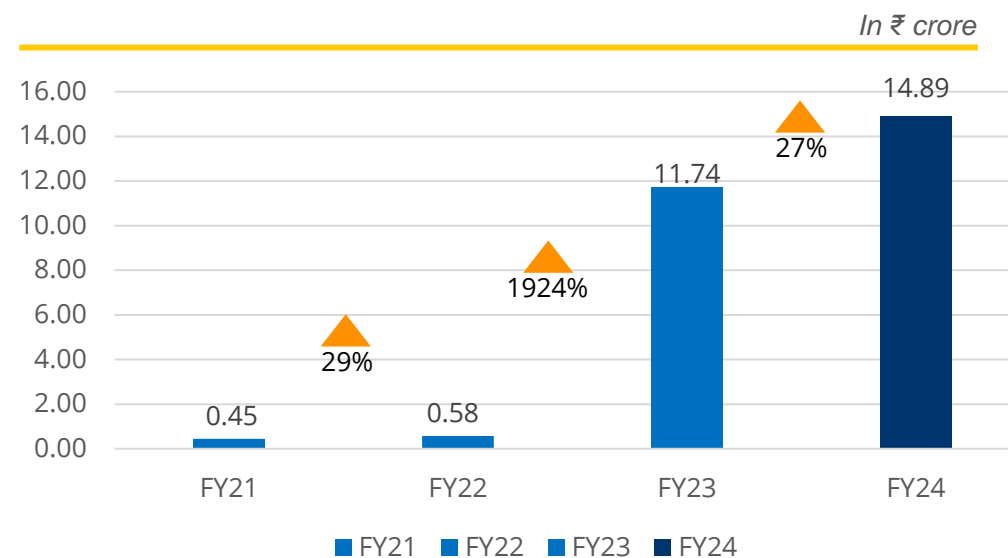
EBITDA



PBT

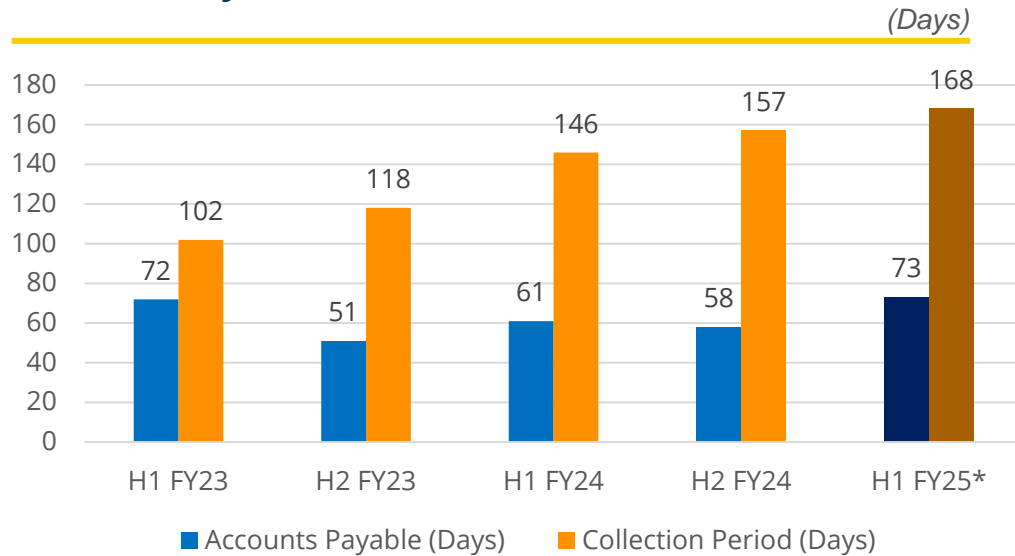


PAT

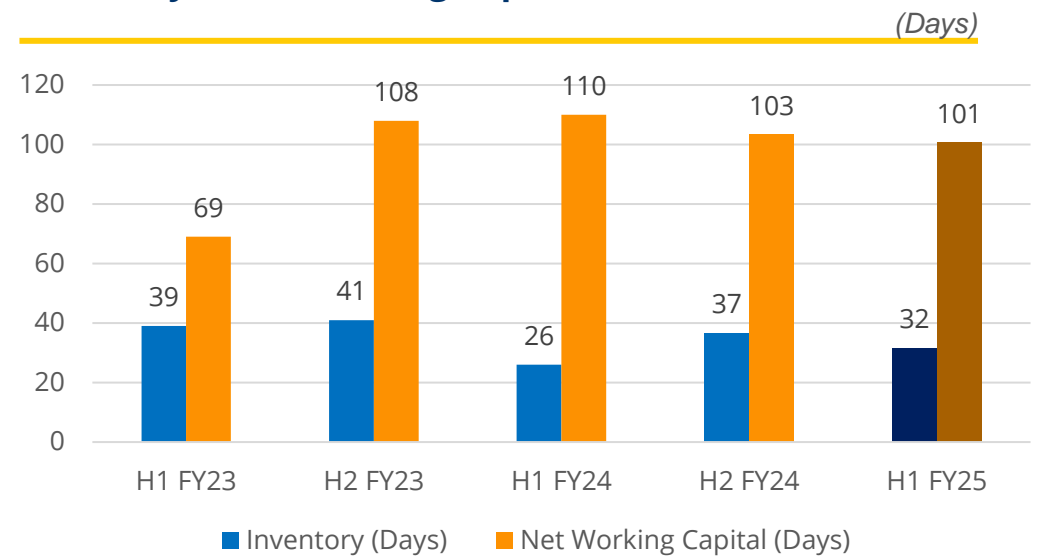


Efficiency Ratios

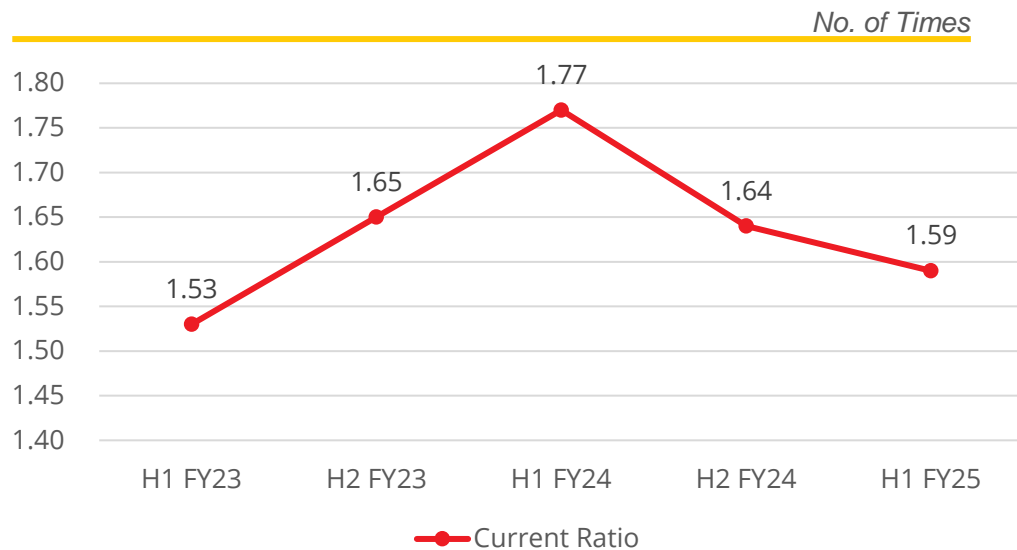
Accounts Payable & Collection Period



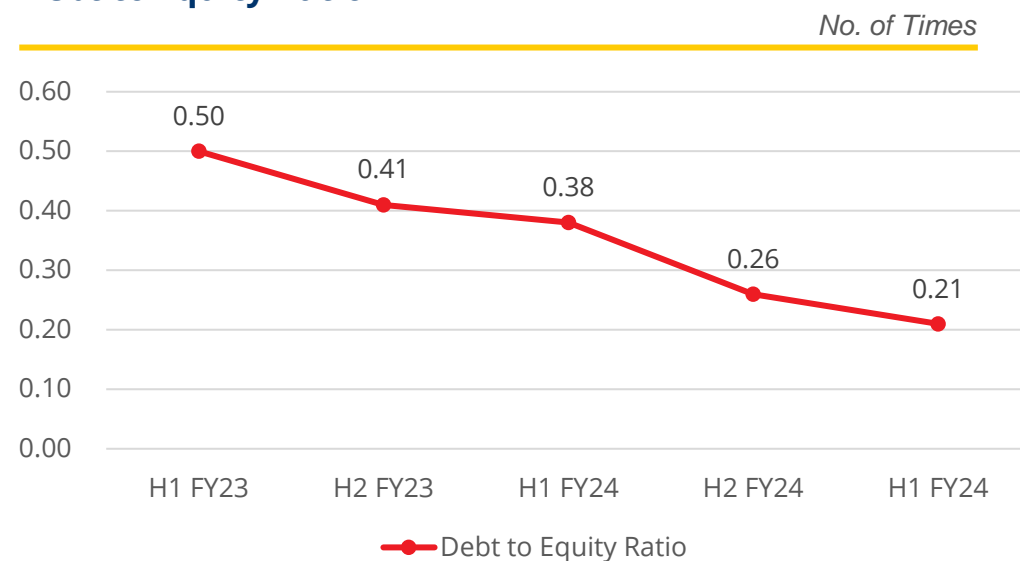
Inventory & Net Working Capital



Current Ratio



Debt to Equity Ratio



*Although the debtor collection shows an increasing trend, the overdue ageing has decreased.

Standalone Profit and Loss Statement

(Rs. In Crore)

Particulars	H1 FY24	H2 FY24	H1 FY25	% Change YoY
Revenue From Operation	87.42	85.21	104.78	19.86%
COGS	42.88	52.42	64.18	49.67%
Gross Profit	44.54	32.79	40.60	-8.85%
Gross Margin %	50.95%	38.48%	38.75%	-1220 bps
Employee Expenses	4.41	6.52	7.77	76.19%
Other Expenses	19.78	12.50	12.93	-34.63%
EBIDTA	20.35	13.77	19.90	-2.21%
EBIDTA Margin %	23.28%	16.16%	18.99%	-429 bps
Finance Cost	4.63	4.02	3.86	-16.63%
Depreciation	1.38	1.44	1.39	0.72%
Other Income	0.18	0.65	0.42	133.33%
Profit Before Tax	14.52	8.96	15.07	3.79%
PBT Margin	16.61%	10.52%	14.38%	-223 bps
Exceptional items	2.05	-	-	-
Taxes	4.41	2.12	4.82	9.30%
Profit after Tax*	8.06	6.84	10.25	27.17%
PAT Margin %	9.22%	8.03%	9.78%	56 bps
Earnings Per Share (EPS) in Rs.	7.81	6.63	10.04	28.55%

Standalone Balance Sheet

(Rs. In Crore)

Equity And Liabilities	H1 FY24	H2 FY24	H1 FY25	Assets	H1 FY24	H2 FY24	H1 FY25
Shareholder's Fund				Non-Current Assets			
Equity Share Capital	6.87	10.31	10.31	Tangible Assets	26.26	27.51	27.93
Reserve and Surplus	46.90	50.09	60.34	Intangible Assets	0.10	0.08	0.08
	53.77	60.40	70.65	Long Term Loans and Advances	0.00	0.13	0.00
Minority Interest				Other Non-Current Assets	4.15	2.58	3.32
Non-Current Liabilities					30.51	30.30	31.33
Long Term Borrowings	20.17	15.74	14.84	Current Assets			
Deferred Tax Liabilities (Net)	2.36	2.01	2.93	Inventories	7.64	10.29	11.98
Long Term Provisions	0.36	0.89	0.89	Trade Receivables	84.93	91.48	102.27
	22.89	18.64	18.66	Cash and Cash Equivalent	5.62	1.98	5.27
Current Liabilities				Short Term Loans and Advances	4.90	7.73	3.46
Short Term Borrowings	23.03	34.19	34.32	Other current assets	2.66	13.35	33.67
Trade Payable	16.97	19.12	33.32		105.75	124.83	156.65
Other Current Liabilities	15.34	12.67	23.05				
Short Term Provisions	4.26	10.11	7.98				
	59.60	76.09	98.67				
Total Equity and Liabilities	136.26	155.13	187.98	Total Assets	136.26	155.13	187.98

Standalone Fund Flow Statement

(Rs. In Crore)

Particulars	H1 FY24	H2 FY24	H1 FY25	% Change YoY
Shareholder's Funds	53.77	60.40	70.65	31.39%
Minority Interest	0.00	0.05	0.00	0.00%
Loan Funds	20.17	15.74	14.84	-26.43%
Provisions	0.36	0.89	0.89	147.22%
Other Long-Term Liabilities	2.36	2.01	2.93	24.15%
Sources of Funds	76.66	79.09	89.31	16.50%
Net Block	26.36	27.59	28.00	6.22%
Other Long-Term Assets	4.15	2.66	3.32	-20.00%
Inventory	7.64	10.29	11.98	56.81%
Debtors	84.93	91.48	102.27	20.42%
Cash and Cash Equivalent	5.62	2.08	5.27	-6.23%
Other Current Assets	7.56	21.09	37.13	391.14%
Current Liabilities	59.60	76.10	98.66	65.54%
Net Current Assets	46.15	48.84	57.99	25.66%
Application of Funds	76.66	79.09	89.31	16.50%

Consolidated Profit and Loss Statement

(Rs. In Crore)

Particulars	H1 FY24	H2 FY24	H1 FY25	% Change YoY
Revenue From Operation	87.42	85.21	104.78	19.86%
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EBIDTA	20.35	13.76	19.83	-2.56%
EBIDTA Margin %	23.28%	16.15%	18.93%	-435 bps
Finance Cost	4.63	4.02	3.91	-15.55%
Depreciation	1.38	1.44	1.39	0.72%
Other Income	0.18	0.65	0.42	133.33%
Profit Before Tax	14.52	8.95	14.95	2.96%
PBT Margin	16.61%	10.50%	14.27%	-234 bps
Exceptional items	2.05	-	-	-
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Profit after Tax*	8.06	6.83	10.13	25.68%
PAT Margin %	9.22%	8.02%	9.67%	45 bps
Earnings Per Share (EPS) in Rs.	7.81	6.63	9.89	26.63%

Consolidated Balance Sheet

(Rs. In Crore)

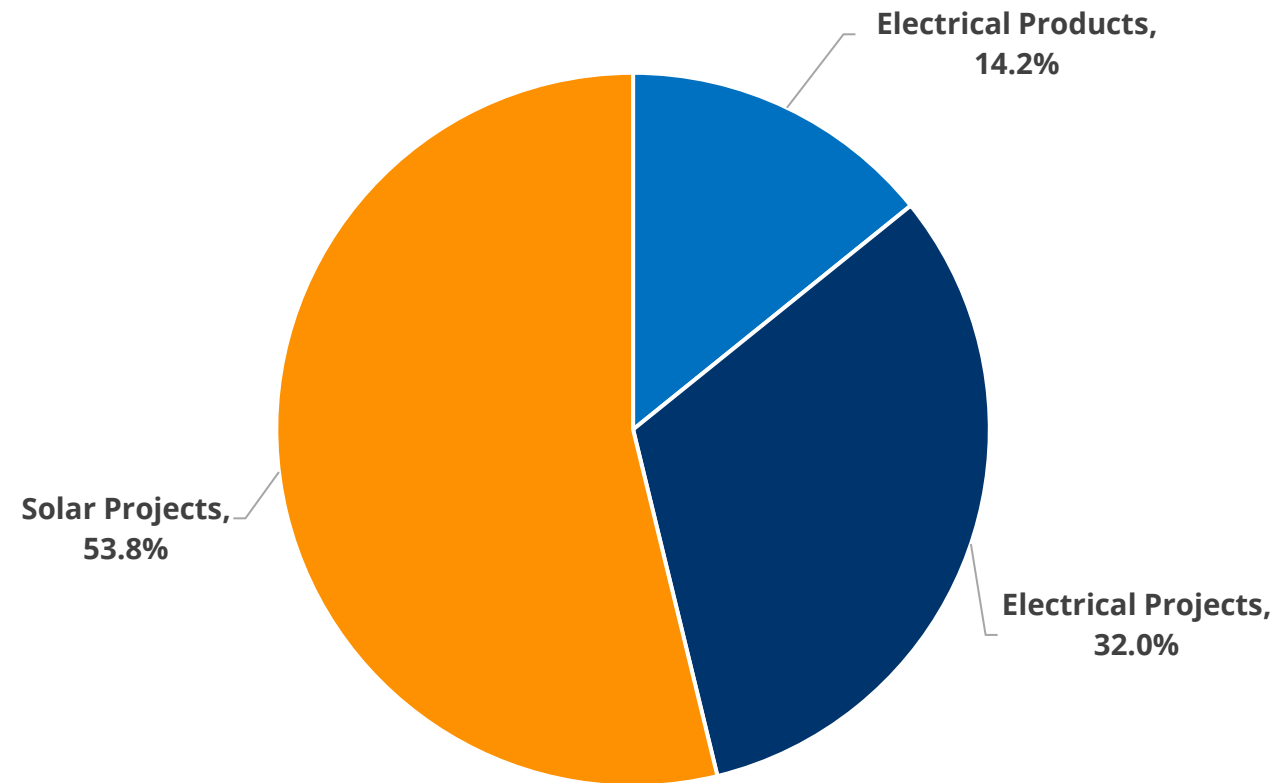
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Debtors	84.93	91.48	102.21	20.35%
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Other Current Assets	7.56	21.09	37.18	391.80%
Current Liabilities	59.60	76.10	98.59	65.42%
Net Current Assets	46.15	48.84	58.17	26.05%
Application of Funds	76.66	79.09	89.29	16.48%

Strategic Business Unit	Order Value (Rs. In Crore)	% of Order Book
Electrical Products	121	14.2%
Electrical Projects	272	32.0%
Solar Projects	457	53.8%
Total orders in Hand	850	100.0%



Thank You

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