



RAJRATAN
OUTPERFORM

INDIA | THAILAND

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RGWL/24-25/

30th July, 2024

To BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400001 Scrip Code – 517522	To National Stock Exchange of India Limited ‘Exchange Plaza’, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Symbol - RAJRATAN
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Sub: Investor Presentation

Dear Sir,

With reference to above subject, please find attached herewith Investor Presentation.

You are requested to kindly update the same on your website.

Thanking you,
Yours faithfully,
For **Rajratan Global Wire Limited**

Shubham Jain
Company Secretary & Compliance Officer

RAJRATAN GLOBAL WIRE LIMITED

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RAJRATAN
OUTPERFORM

BUILDING A
GLOBAL
CORPORATION
RAJRATAN GLOBAL WIRE LIMITED

INVESTOR PRESENTATION | Q1FY2024-25

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About Rajratan

Rajratan Global Wire Ltd., a leading and trusted bead wire manufacturer and supplier of high-quality products to prestigious customers worldwide.

The Company has a capacity of 72,000 TPA (60,000 TPA for bead wire) in India and 60,000 TPA in Thailand. The Company has set up a greenfield unit in Chennai with a capacity of 60,000 TPA.

- The Pithampur plant houses the world's largest bead wire manufacturing line.
- The only bead wire manufacturer in Thailand.
- Increasing market share in the bead wire industry in both Thailand and India.

BIG NUMBERS

64

%, revenue share from India operations in Q1 FY25.

36

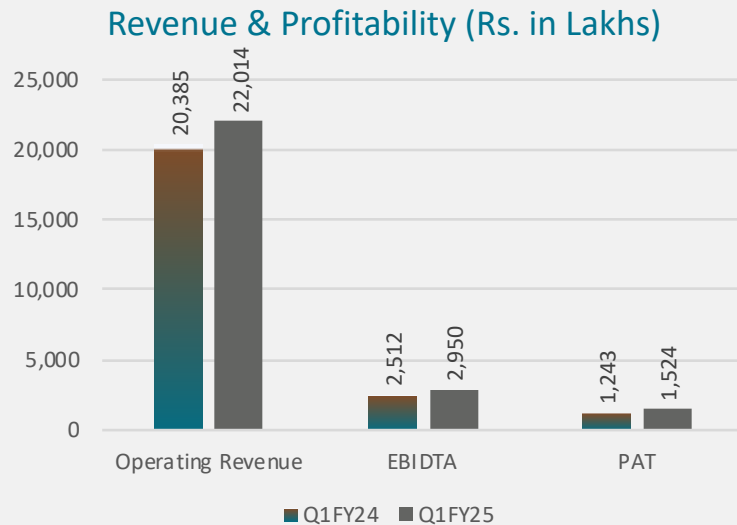
%, revenue share from Thailand operations in Q1 FY25.

2993.45

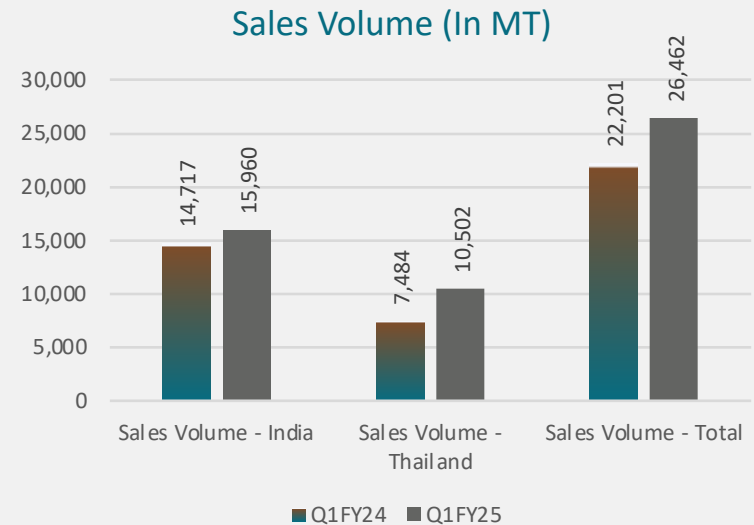
Rs. crores, market capitalisation as on 30th June, 2024

Executive summary

Consolidated Financial Highlights (Q1 FY25)



Operational Highlights (Q1 FY25)






What our Chairman has to say about our Q1 FY 25 performance

“After some quarters of sluggish offtake and a decline in financial performance, the company reported a marked improvement in Q1 FY25. This improvement was the result of demand exceeding supply for bead wire. This was influenced by an increased offtake of tyres (our direct sectorial customer) and a decline in imports. We expect sustained performance improvement in the subsequent quarters following the commercialization of our new Chennai plant coupled with maximized utilization of our Pithampur and Thailand manufacturing facilities. Based on existing realities, we expect improved performance visibility for the rest of the financial year.”

Sunil Chordia, Chairman & Managing Director



Macro realities that influenced our performance, Q1 FY25

Sharp decline in tyre and bead wire imports

Rebound in demand from downstream tyre manufacturers

Marquee tyre manufacturers buying their highest monthly volumes

Increased steel and bead wire costs passed on to tyre manufacturers quarterly

Improved demand from Europe and American markets

Disturbed geo-political realities around Red Sea, Gulf Coast and Iran



How we responded to the macro realities in Q1 FY25

Our capacity utilisations increased sharply

We entered into engagements with two marquee tyre manufacturers in USA

We entered into engagement with three marquee tyre manufacturers in Europe

We received a BIS license and ISO certification for our Chennai unit

Improved exports from Thailand to US and Europe



How the positive macro realities catalysed our consolidated performance, Q1 FY25

- 16% growth in production volume; 19.19% increase in volumes sold; negligible bead wire inventory
- 7.99% increase in revenues
- 108 bps increase in EBITDA margin
- 22.61% growth in PAT
- 40% increase in volume sales in Thailand (in generally a weak demand quarter)
- Relatively low margins against exports from Thailand

**Numbers compared with Q1 FY24*



What shareholders can expect in Q2 FY25

- 1 Passing of cost increases of Q1 to customers, strengthening margins
- 2 Increased manufacturing and sales volumes; improved pricing power; enhanced realisations
- 3 The commercialisation of our new Chennai plant (following receipt of Consent to Operate)
- 4 Approval of the Chennai plant by more customers
- 5 Enhanced focus on stabilising the Chennai unit; increased cross-unit best practice benchmarking
- 6 Increased revenues on account of the Chennai plant's PLI scheme eligibility (8%)
- 7 Effective utilisation of two months from the Chennai plant in Q2 FY25
- 8 20% demand growth in Thailand from Q1 to Q2 based on existing market outlook

Business-strengthening initiatives shareholders can expect, FY25

- **More** customer audits, samples submissions related to the Chennai unit
- **Convert** successful customer audits into orders for the Chennai unit
- **On** July 13, 2024, the Pithampur Unit underwent its first stage assessment for the TPM Excellence Category 'A' Award by the Japan Institute of Plant Maintenance (JIPM)
- **The** second stage assessment is scheduled for November 2024. Upon successful completion, the Pithampur unit will be awarded the TPM Excellence Category 'A' Award
- **Received** ISO Certification for our Chennai Unit
- **Strengthen** the process pathway to get to a Deming Award in 5 years





Sustainability at Rajratan

Rigorous sustainability initiatives

We are adopting comprehensive sustainability practices across all operations to minimize environmental impact and ensure responsible resource use.

Net zero targets

Collaborating with an external consultant, we are establishing realistic net zero targets aligned with industry standards.

Certification for recycled steel bead wire

We are seeking certification for our recycled steel bead wire, which supports circular economy principles and helps lower our carbon footprint.

Plantation drive

We plan to plant over 10,000 saplings around our Indian facility using the Miyawaki technique to further reduce our carbon footprint.

Consolidated financials

Rs. In Lakhs

Consolidated	Q1 FY 25	Q4 FY 24	Q1 FY 24	YoY (%)
Sales Volume India (MT)	15960	15718	14717	8.45
Sales Volume Thailand (MT)	10502	13193	7484	40.33
Sales Volume Total (MT)	26462	28911	22201	19.19
Revenue	22014	23957	20385	7.99
EBITDA	2950	3440	2512	17.44
Other Income*	56	100	130	(56.92)
Depreciation	461	455	417	10.55
Interest	513	443	529	(3.02)
Profit before tax	2032	2642	1696	19.81
Profit after tax	1524	2024	1243	22.61
Equity capital (Rs.2 face value)	1015	1015	1015	0.00
Earnings per share (Rs.)	3.00	3.99	2.45	22.61
EBITDA margin (%)	13.40%	14.36%	12.32%	108 bps
PBT margin (%)	9.23%	11.03%	8.32%	91 bps
PAT margin (%)	6.92%	8.45%	6.10%	82 bps

Our clients

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CASUMINA
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TIRES

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HANKOOK

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KUMHO TIRE
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NOKIAN
TYRES

OTANI
DRIVING CONFIDENCE

PRINX
CHENGSHAN

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SUMITOMO TIRES

TBBtires

THE CARLSTAR GROUP

TOYO TIRES
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TVS
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YOKOHAMA

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中策橡胶
Hangzhou Zhongce Rubber Co.,Ltd.



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Thank you

