

Date: 09th November, 2023

To,
Department of Corporate Services,
Listing and Compliance,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400 001

Sub.: Disclosure pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015- Investor Presentation

Scrip Code (BSE): 540358

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation, for the half year ended 30th September, 2023.

This presentation will be made available on the Company's website i.e. www.rmcindia.in.

This is for your information and record.

Thanking you,
Yours faithfully,
For RMC Switchgears Limited

Shivi Kapoor
Company Secretary and Compliance officer

Encl.: As Above



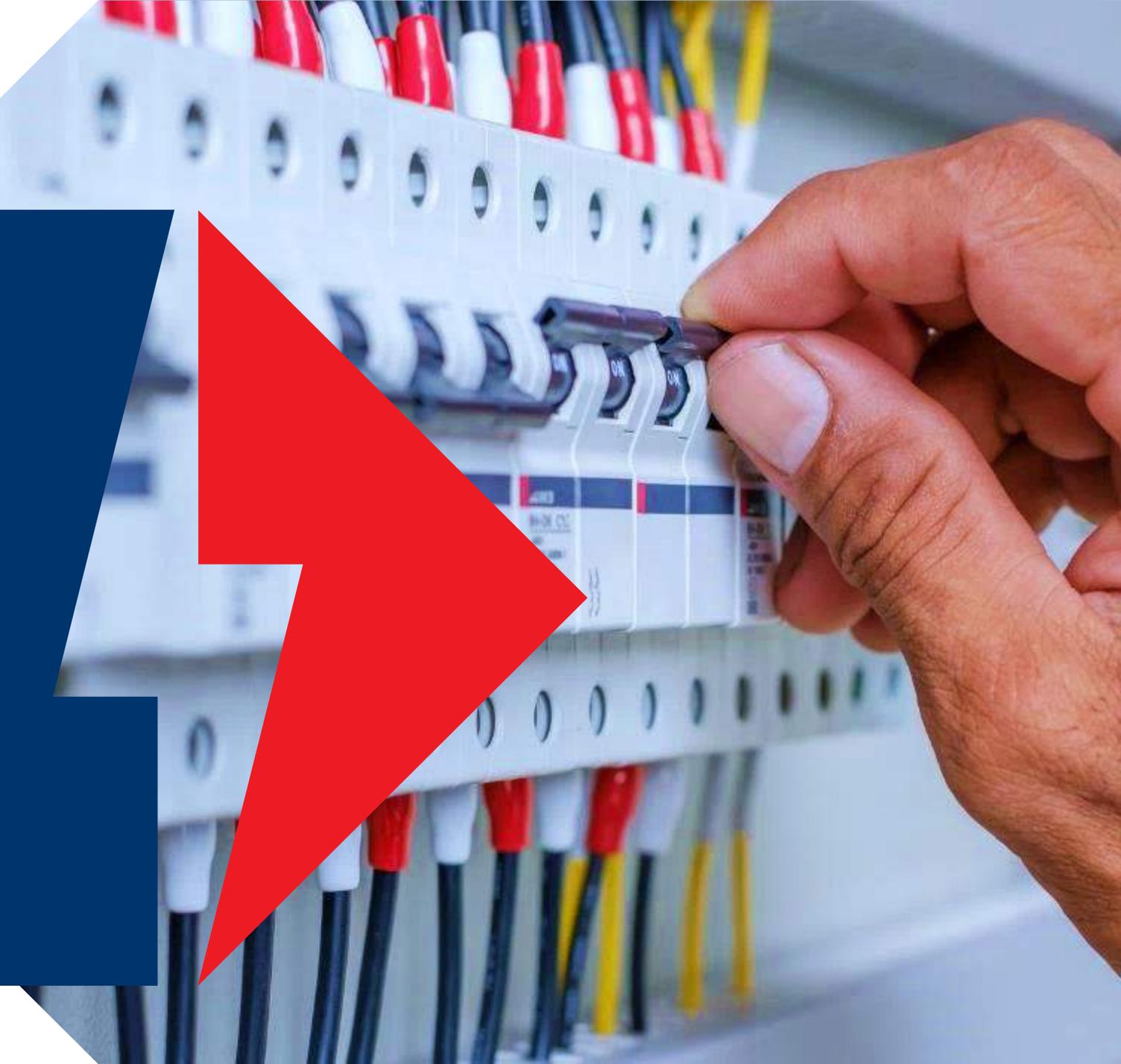
RMC SWITCHGEARS LIMITED

Investor Presentation

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

INVESTOR PRESENTATION H1FY24

| | |
|------------------------------|----|
| Chapter 1: Company Overview | 04 |
| Chapter 2: India Drivers | 20 |
| Chapter 3: Business Strategy | 24 |
| Chapter 4: Financial Results | 34 |



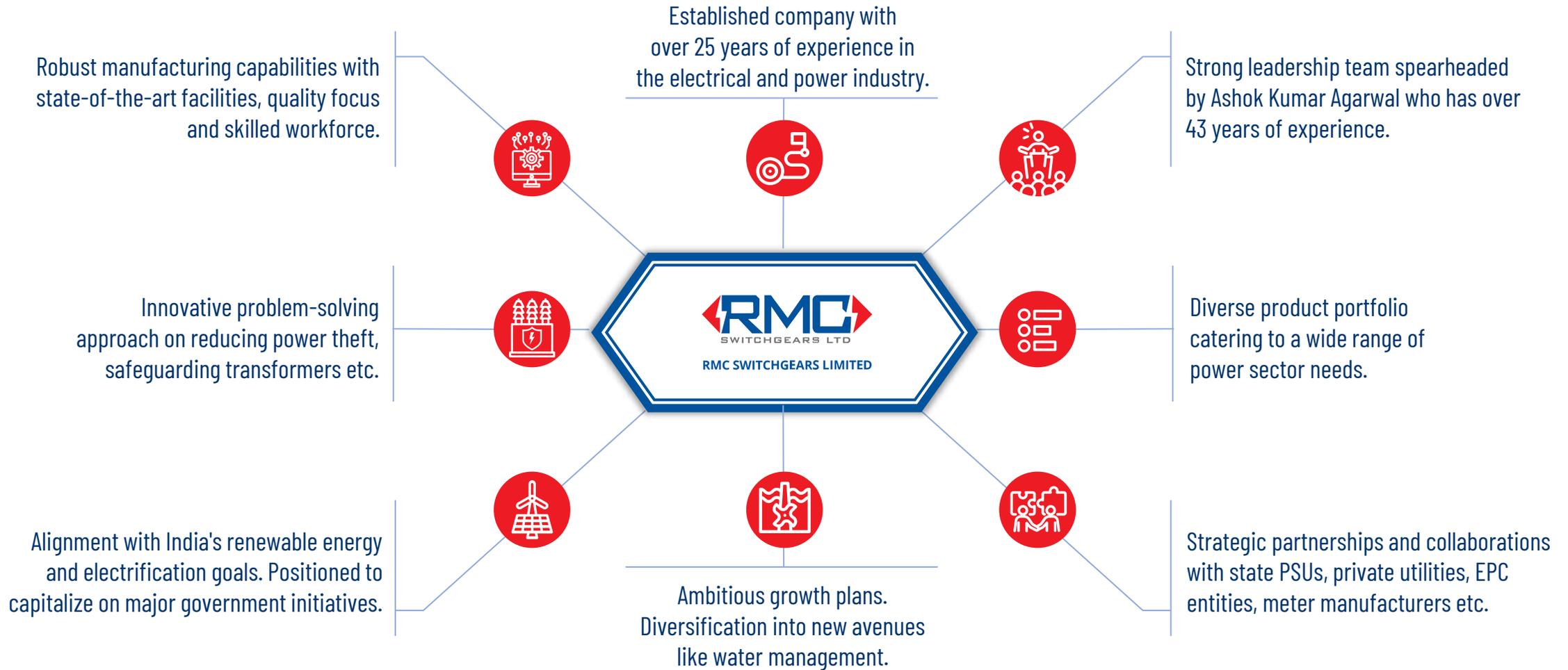
Forward looking statements

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

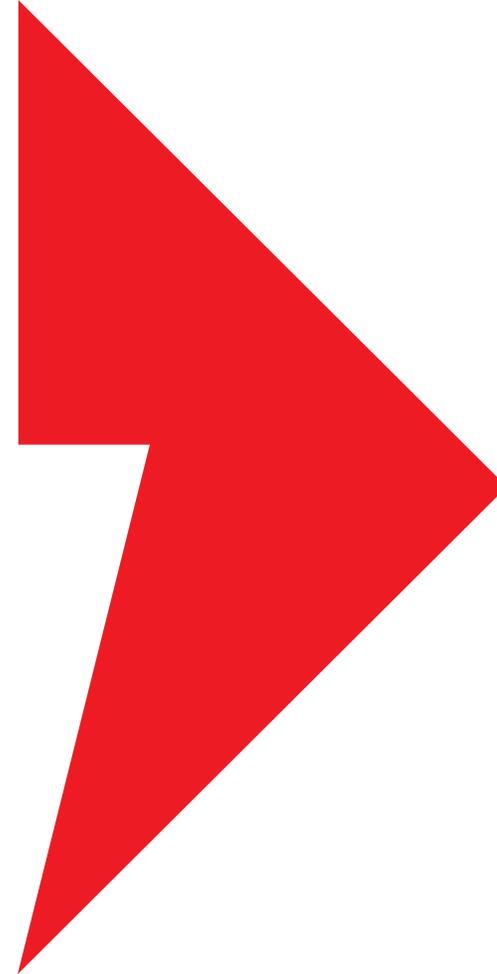
These forward-looking statements are contingent upon multiple risks and uncertainties, including regulatory alterations, economic variability, technological progressions, and other determinants that could substantially deviate from the expected outcomes outlined in the related forward-looking statements.

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

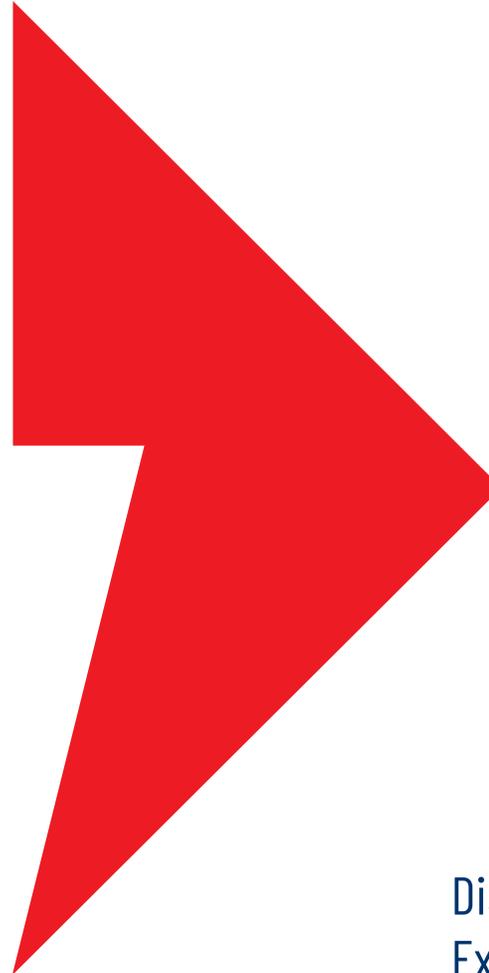


H1FY24
INVESTOR PRESENTATION



Chapter 1
Company Overview

Empowering India, with Every Solution



From Humble Beginnings to Powering a Nation:

RMC's transformative journey from a mere enclosures company to leading the charge in India's power technology revolution.



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.

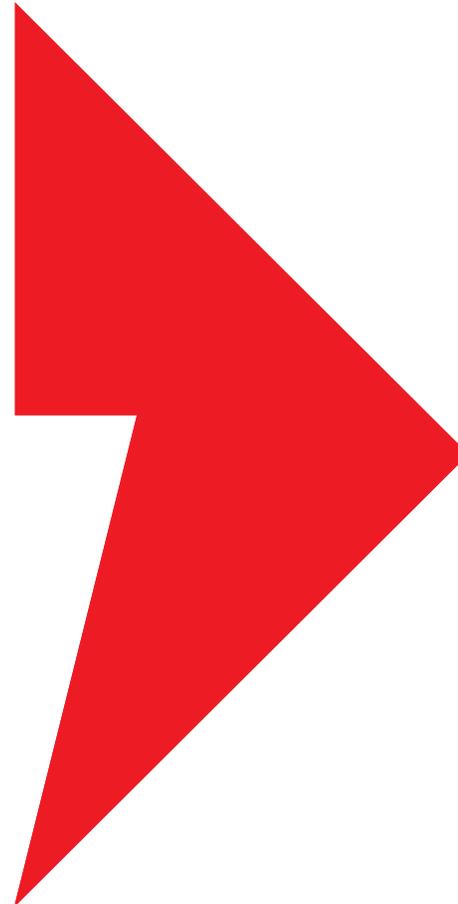


Partners in Progress:

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.

RMC's Evolution: From Enclosures to Technology Innovators



Since its inception in 1994, RMC has evolved from a modest start to a powerhouse in the energy sector. From just a 5,000 sq. ft. beginning to significant milestones like state orders and a presence on the Bombay Stock Exchange, RMC's journey epitomizes dedication and excellence.

Message from the Chairman & Managing Director



Mr. Ashok Kumar Agarwal
Chairman & Managing Director



Amidst the evolving contours of the Indian market, we are rooted in innovation and an unwavering commitment to quality. By venturing into untapped territories and harnessing the power of IoT, we are not only seizing expansive market opportunities, but also redefining power technology for a sustainable future.

Our strength lies in our exceptional team and the ceaseless trust bestowed upon us by our shareholders, clients, and partners. As we embrace the future, we remain anchored in our dedication to deliver unparalleled quality, breakthrough innovations, and utmost customer satisfaction.



Message from the Chief Financial Officer



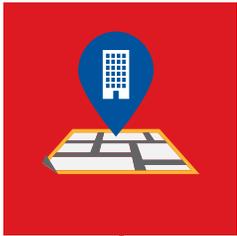
Mr. Ankit Agrawal
Whole-time Director & CFO

In an age defined by dynamic markets and relentless change, our investments showcase a proactive approach towards a future brimming with possibilities. Our dedication to next-gen innovations not only positions us at the forefront of technological evolution but is also an emblem of our commitment to seizing the impending Rs. 30,000 crore opportunity.

Our adeptness in harnessing the RDSS Scheme momentum highlights our agility and our attunement to customer aspirations. As we navigate a multifaceted business realm, our solid financial pillars and astute financial strategies stand uncompromised, underlining our commitment to sustainable growth and unyielding value creation for our stakeholders.

Kye Milestone in Our Journey

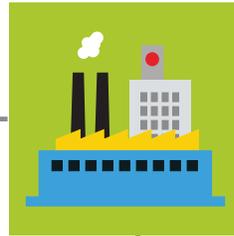
1994
Company incorporated
in 5000 sq. ft.



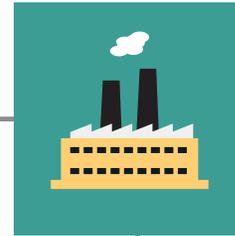
2003
Received first order
from Rajasthan State
for meter boxes
supply



2005
Factory area increases
to 35000 sq. ft.



2009
Set up a new plant for
manufacturing SMC
and Polycarbonate
enclosures



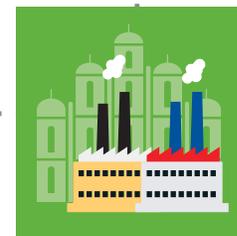
2017
Listed on Bombay
Stock Exchange-SME



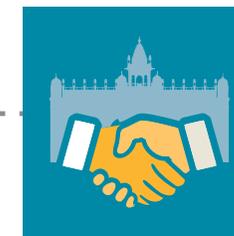
2000
Started as OEM to
various meter
manufacturing
companies by
supplying meter boxes



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.

Meter Box For Energy Meter



FEATURES

- IP Level from IP-33 to IP-65, Push Fit Type Locking System and Sensor System, with Louvers.
- Modem Mounting Arrangements, TTB, CT's Applicable Standards are IS : 13947 (part-1) for Ingress Protection, IS:13410 for SMC Materials, IS:14772 for Enclosures.

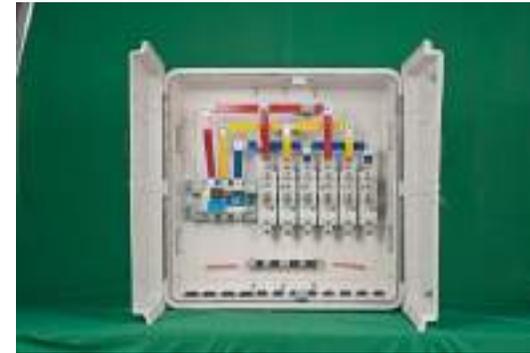
APPLICATION

- METER BOX Single/Three Phase whole current meters & CT operated meters
- LT/CT/HT/AMR METER BOX
- MULTI METER BOX Single/Three Phase multi meters

MATERIAL

- SMC, Polycarbonate
- Mild Steel (Deep Drawn & Fabrication)

Distribution Box



FEATURES

- protected with various level of INGRESS protection till IP-65
- The bus bar arrangements :- bare, insulated and spring loaded & Switchgears like MCB's or MCCB's
- Applicable Standards are IS:13947(part-1) for ingress protection, Is:13410 for SMC Materials, IS:14772 for Enclosures, IS:8623 for temperature rise.

APPLICATION

- Distribution Box for A.B. Cables (Nut & Bolt Type)
- Distribution Box for A.B. Cables (Spring Loaded)
- Distribution Box for A.B. Cables (MOC)
- Distribution Box for various rating of Distribution Transformers

MATERIAL

- SMC, Polycarbonate
- Mild Steel (Deep Drawn & Fabrication)

Junction Box



FEATURES

- The Junction Boxes are protected with various level of INGRESS protection till IP-65
- The Applicable Standards are IS:13947(part-1) for ingress protection, Is:13410 for SMC Materials, IS:14772 for Enclosures.

APPLICATION

- Pole Mounted Junction Boxes with Distribution Blocks
- Control Terminal Box or Aerial Fuse Box
- Wall mounted control panel

MATERIAL

- SMC, Polycarbonate
- Mild Steel (Deep Drawn & Fabrication)

Pultruded Gratings & Moulded Gratings

FRP Gratings



FEATURES

- Corrosion Resistant
- Slip Resistant gritted top surface
- Strong yet Lightweight
- Low Coefficient of Expansion and Contraction

APPLICATION

- Floor System & Walk Ways
- Work Platforms & Trench Covers
- Catwalk, Stairs & Ramps

INDUSTRIES

- Chemical Fertilizers & Petrochemicals
- Power Plants, Fisheries & Textiles, Electric
- Water Treatment & Air Pollution Control
- Dairy & Food Processing or Electroplating

SMC / FRP Chequered



FEATURES

- Ideal replacement for insulating Rubber mats at places like sub-stations, control rooms & trench Covers
- Anti-corrosive, light weight yet strong & Load bearing capacity as per IS
- Can withstand the load of breaker trolleys without obstructing their movement
- High Dielectric strength and life Expectancy
- Easy to fix on floor, Insulating Protection for life
- Confirms to IS 13410, BS5734, ASTM D5948, DIN 16913

APPLICATION

- Turnkey Contractors
- Electrical Control Rooms
- Railways & Industries
- Govt. & Commercial Complexes
- Contractors of Govt. Department

SMC / FRP Sheets



FEATURES

- Excellent dielectric properties such as volume resistivity, surface resistivity, Arc resistivity and comparative tracking index.
- Can withstand continuous temperature up to 400 Degree C.
- Anti-corrosive and resistant to most acids, alkalis and chemicals
- Light weight, strong, Stiff & Clean or Weather Proof
- Self-coloured and maintenance free
- NON-Hydroscopic and retains its dielectric properties even in presence of high humidity.

Cable Tray



FEATURES

- Fire Retardant & Non-Conductivity
- Non-Magnetic & Light Weight
- Maintenance Free & Easy to install
- Corrosion proof
- Chemical Erosion proof

INDUSTRIES

- Railways & Electrical / Utility
- Aerospace & Automotive, Roads & Highways
- Offshore & Oil & Gas
- Chemical Processing & Cooling Towers
- Construction Defense

Pultruded Gratings & Moulded Gratings

Feeder Pillars



FEATURES

Feeder pillars are manufactured from mild steel, Stainless steel & sheet Moulding compound as per customer requirements are used for distributing and managing various outgoing circuits with 1 or incoming with HRC Fuse links or Kitkatson outgoing side and option with or without ACB on the incoming side

Pole Mounted Street Light Boxes



FEATURES

- Good Corrosion and Weather Resistance
- High Physical and Mechanical Strength
- High Strength to weight ratio
- Highly Durable
- Lower thermal conductivity and Good adaptability & dimensional stability with UV resistance and Flexibility in design
- Light in Weight and hence easy to handle and install
- Ease of Maintenance with Zero Downtime
- Economical & cost effective

FRP V-Cross Arm



FEATURES

- Good Corrosion and Weather Resistance
- Anti-corrosive
- Ideal for harsh weather conditions
- No change in conductor formation/ configuration as well as ground clearance while replacing metal 'V' type cross arms of existing lines

Bus Bars

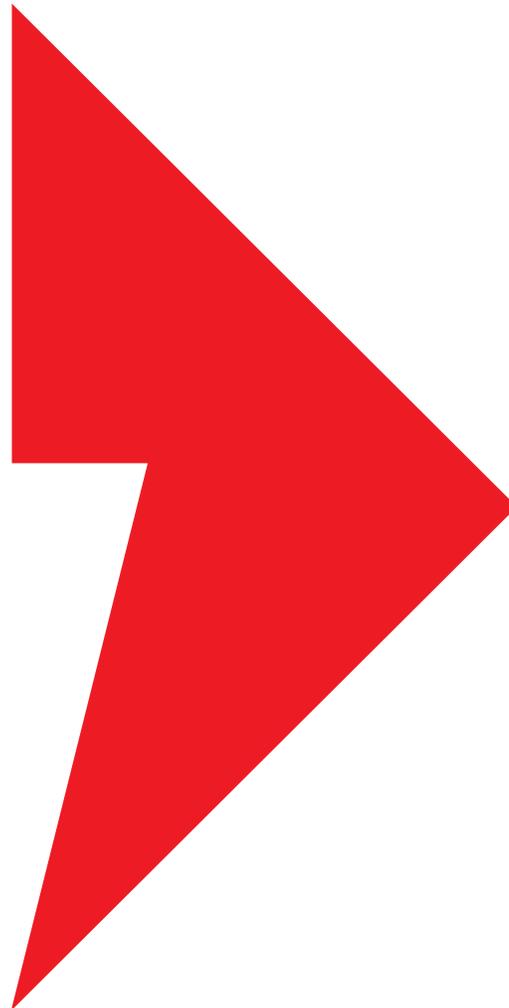


RMC provides Fully Insulated Bus Bars covered with SMC/ DMC/ Polycarbonate / Nylon as required by the customers are provided with Aluminum Bus Bars conductor.

FEATURES

- Excellent mechanical protection
- Best possible barrier against humidity and moisture ingress
- Same bus bar system for indoor and outdoor application
- High stability under UV exposure
- Resistant to aggressive environments such as salt water, mineral oil, grease, fuels, weak acids and bases

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.

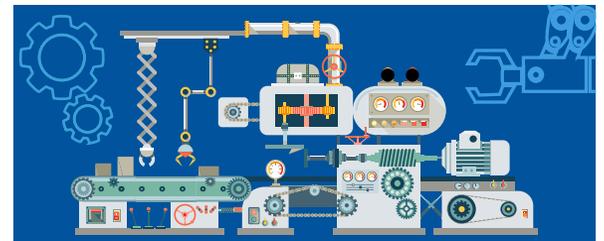
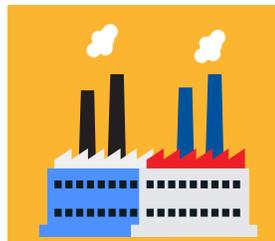
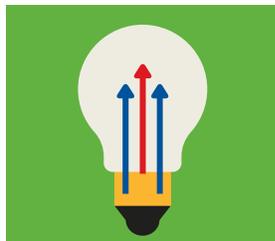
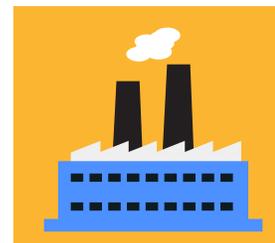
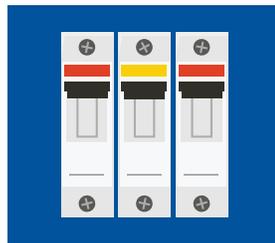
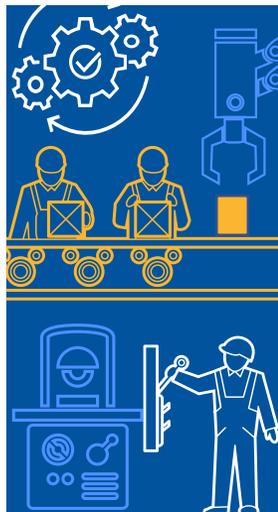
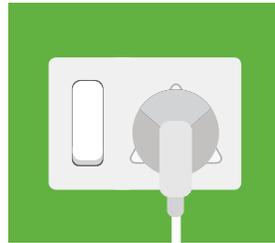
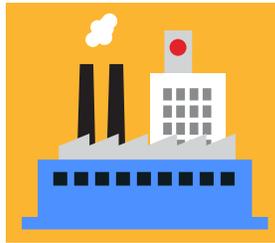


Continuous Innovation:

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



Our Strength: Our Manufacturing Capacity



Steering RMC: Visionaries at the Helm



Mr. Ashok Kumar Agarwal
Chairman & Managing Director

A visionary with 43 years 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 Agrawal
Whole-time Director

Bringing 21 years of industry experience, Mr. Ankit Agrawal plays a vital role in RMC's growth and diversification. His leadership spans sales, marketing, and quality assurance.



Mrs. Neha Agarwal
Executive Director

With 14 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 37 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 16 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.

Strong governance is the compass that guides our ship, ensuring integrity, accountability, and a vision for the future.



The Essence of RMC: 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.

Catalysts of Change: Serving India's Power Leaders



State PSUs:

Building the backbone of India's electrical infrastructure with robust solutions.



Private Utilities:

Collaborating to advance sustainable energy management and distribution.



EPC Entities & Meter Manufacturers:

Partnering with leading project engineering companies & meter manufacturers to fortify and future-proof the nation's power grid.

Strong base of Pedigree Customers (1)

State Power Utilities



J&K Power Distribution co. Ltd



Uttar Haryana Bijli Vitaran



HP State Power Corporation Ltd.



Ajmer Vidyut Vitaran Nigam



Punjab State Power Corp Ltd



Dakshin Haryana Bijli Vitaran



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

Strong base of Pedigree Customers (2)

EPC



(Larsen & Toubro)



NCC Limited



Bajaj Electricals



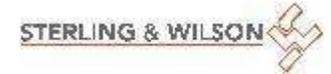
Ashoka Buildcon Ltd.



TATA Projects Limited



Voltas Electrical



Sterling Wilson

Meter Manufacturers



Genus Power



HPL Electric



Secure Meters



L&T Meters

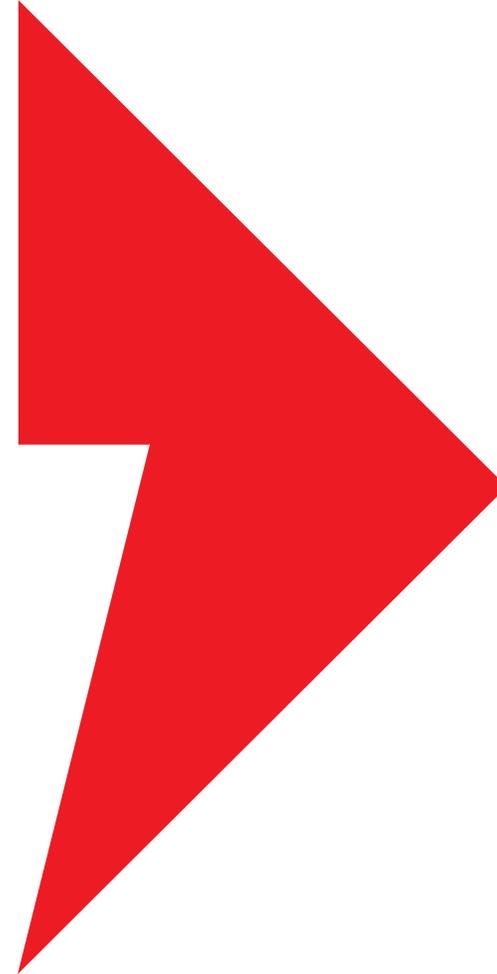
PSU's



Gail



REIL



Chapter 2
India's Drivers

The Surge of India's Power Appetite



Fuelling Growth:

As India's economic and infrastructural landscape undergoes rapid transformation, the nation's hunger for energy escalates. The combined forces of a booming economy, rapid urbanization, and industrial expansion are propelling India to the forefront of global 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.



Embracing Clean Energy:

India's journey towards sustainable development is clear in its transition away from fossil fuels. As non-renewable sources face inevitable decline, the spotlight shines on clean, renewable energy. The push for green energy sources is not merely a trend but an imperative.



Driven by Surging Numbers:

In FY23 alone, India's energy requirement skyrocketed to more than 15,000,000 million units. With projections suggesting a consistent growth rate of 4.9%, the upcoming decade is expected to witness an increase of over 70% in energy demand.

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 fuelled 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.



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.

Building on India's Green Energy Initiatives



Renewable Energy Ambition

In 2019, India set a bold target to ramp up its renewable energy capacity to 450 GW by 2030. Bolstering this aim, the Government's Production Linked Incentive Program (PLI) focuses on fortifying the industrial sector to produce key materials for renewable sources.



The PM-KUSUM Scheme

With an objective to provide financial and water security to farmers, the PM-KUSUM scheme is on track to generate 25,750 MW of solar energy by 2022. A shining example is the solarization of water pumps, ushering in 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



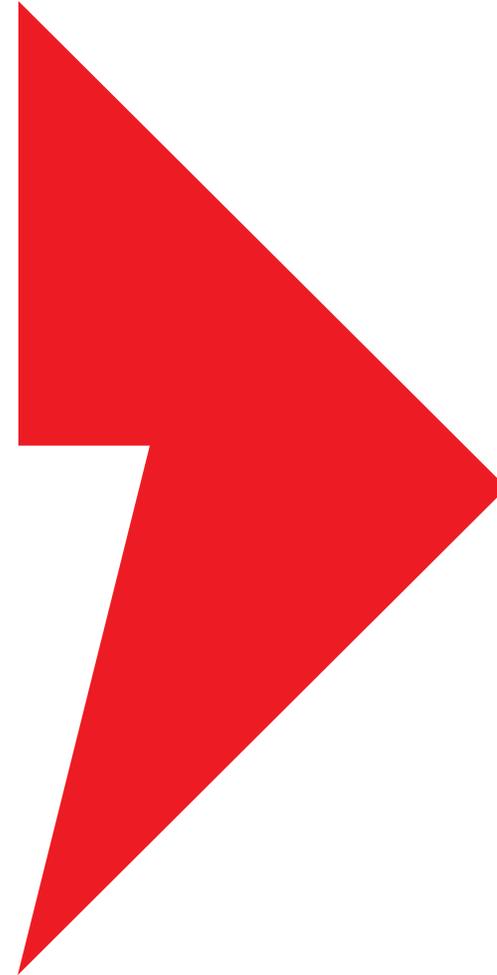
FAME:

Paving Way for Electric Mobility



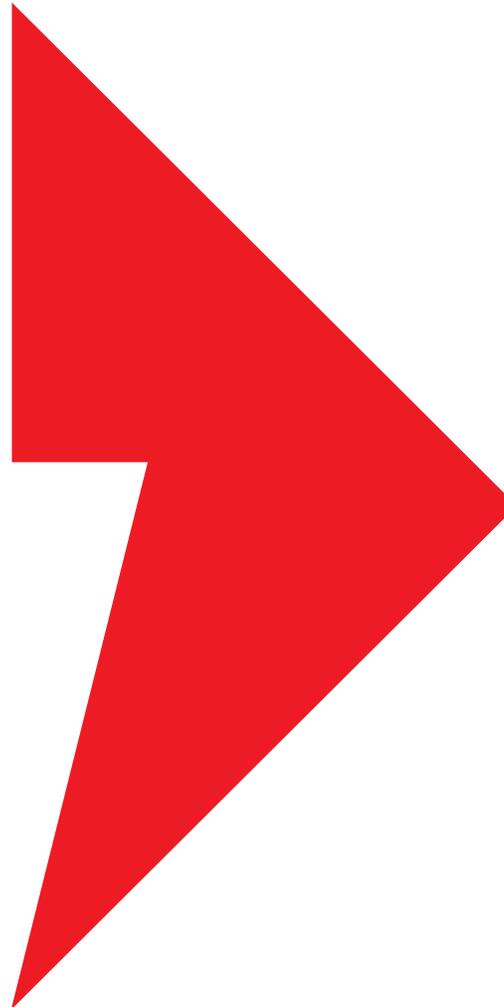
ISA:

Harnessing Solar Potential Globally



Chapter 3
Business Strategy

Our Mission: Lighting Up India's Tomorrow



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.

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:

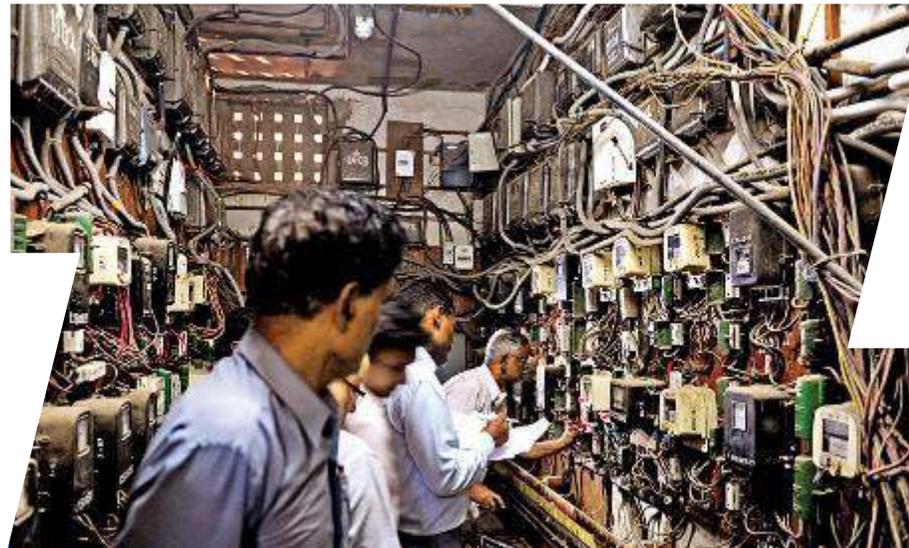
While we hold our cards close, our strategic collaborations are a testament to our ambition. Though the name remains unveiled for now, our partnership aims to bolster our transition from a legacy business model to delivering high-value solutions.



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



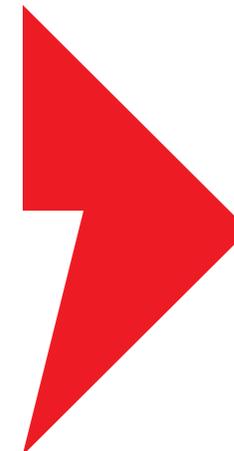
Problem:

- 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.

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

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



Pre-Qualifications Set Us Apart:

Our extensive pre-qualifications in the power sector highlight our 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.

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



Beyond Power:

As we look to the future, RMC is not just content with leading in the power technology sector. Our vision extends to tackling some of the most pressing challenges of our time. Water management is one such avenue, given its criticality in ensuring sustainability and prosperity.



Embracing New Opportunities:

The essential sectors present vast opportunities. By venturing into water management, we're opening doors to new collaborations, innovations, and solutions that will redefine how communities manage and conserve this precious resource.



Growth & Adaptability:

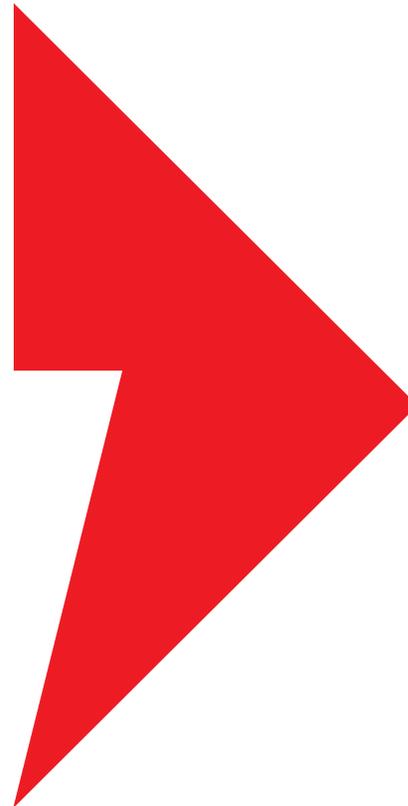
Our move signifies more than just business expansion. It's a testament to RMC's adaptability and our drive to continuously evolve, staying relevant, and making impactful contributions to society.



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:

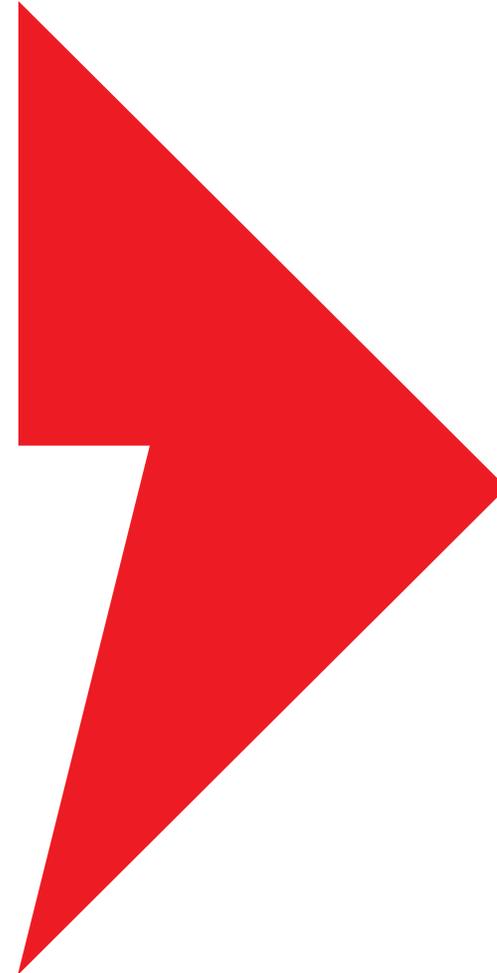
Every advancement we make, every solution we introduce, resonates with this ethos. We believe that by revolutionizing power distribution and management, we play a pivotal role in uplifting countless lives.

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:

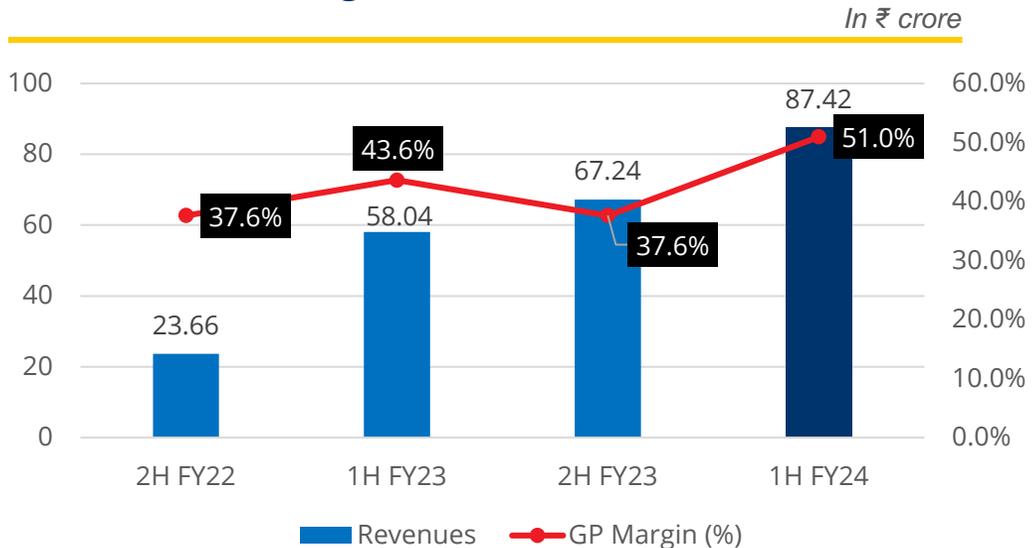
We invite you to join us in this transformative journey. Together, let's envision a future where every household, every industry, and every heart is empowered and illuminated.



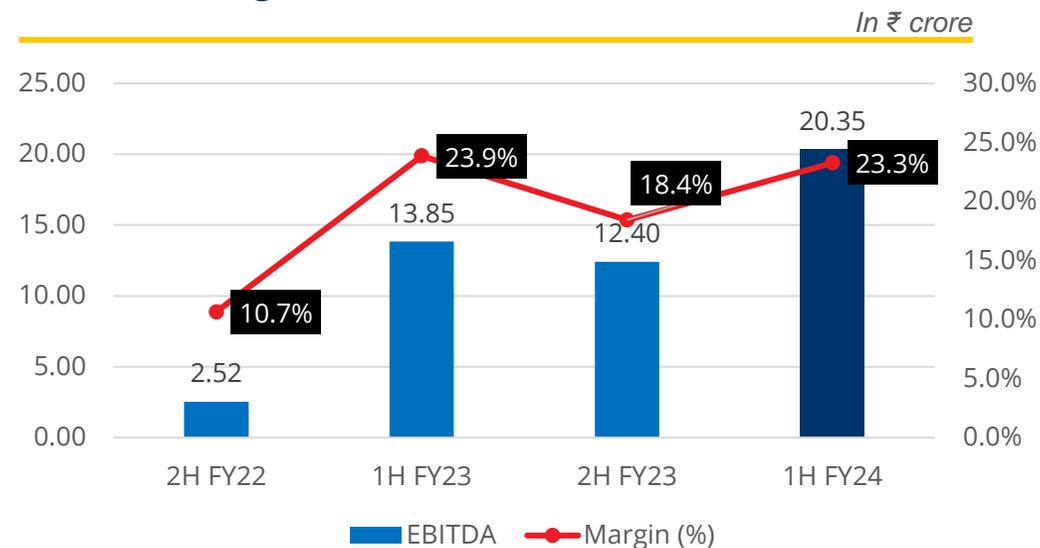
Chapter 4
**Financial
Results**

Earning Snapshot (Sequential Trends to First Half FY24)

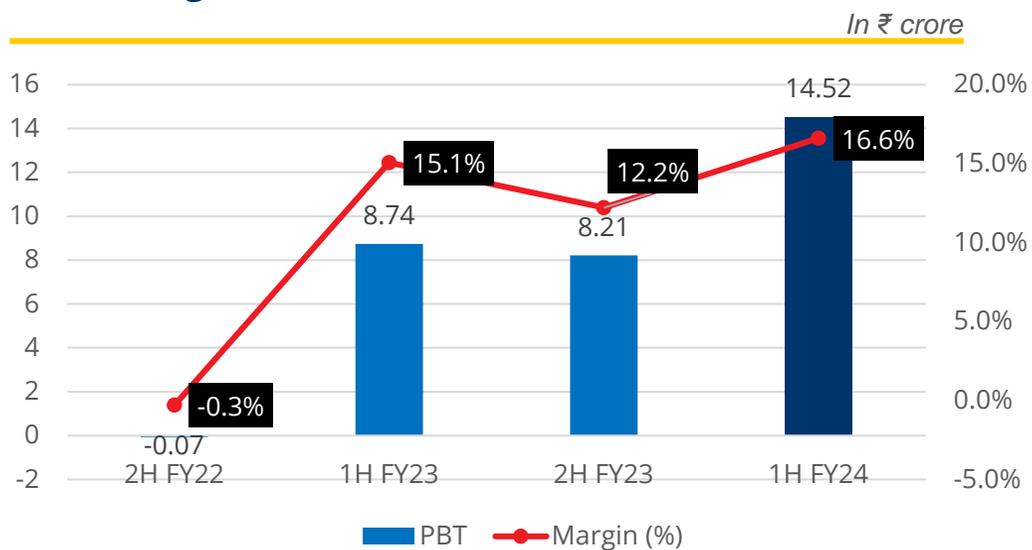
Revenues & GP Margin (%)



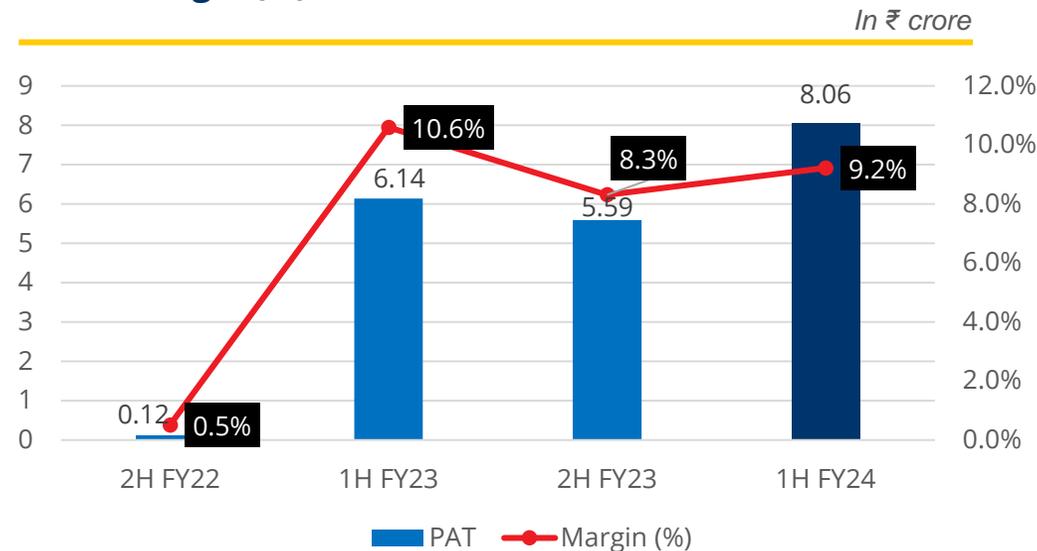
EBITDA & Margin (%)



PBT & Margin (%)



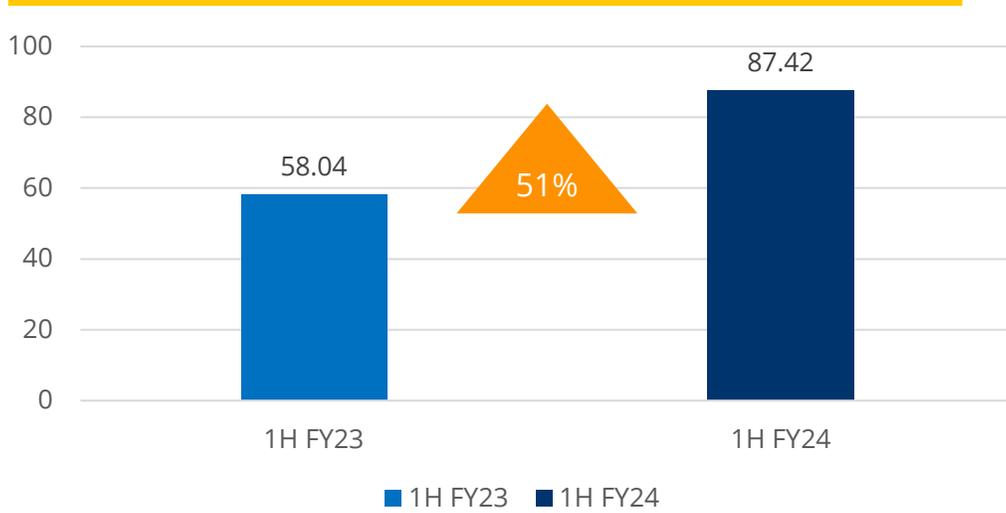
PAT & Margin (%)



Earning Snapshot (YOY comparison of First Half FY24)

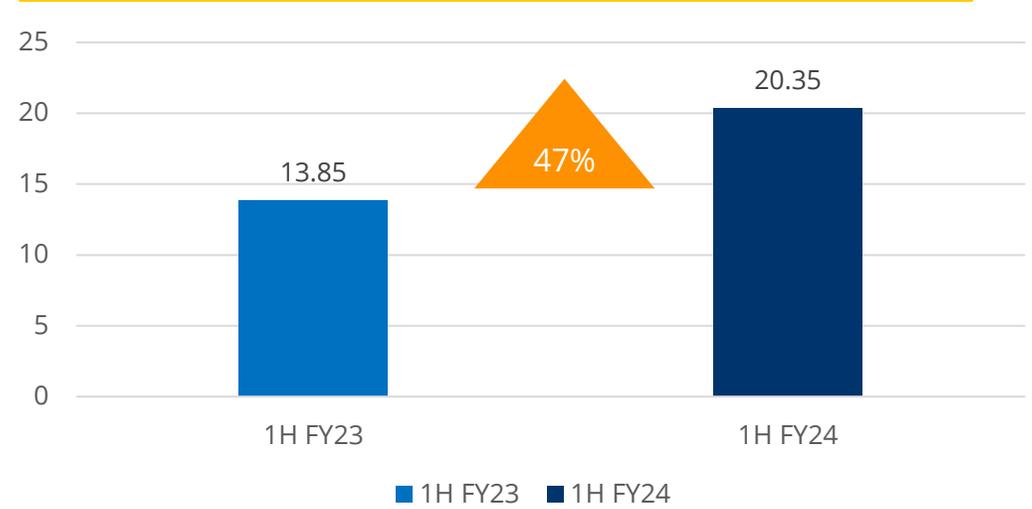
Revenues

In ₹ crore



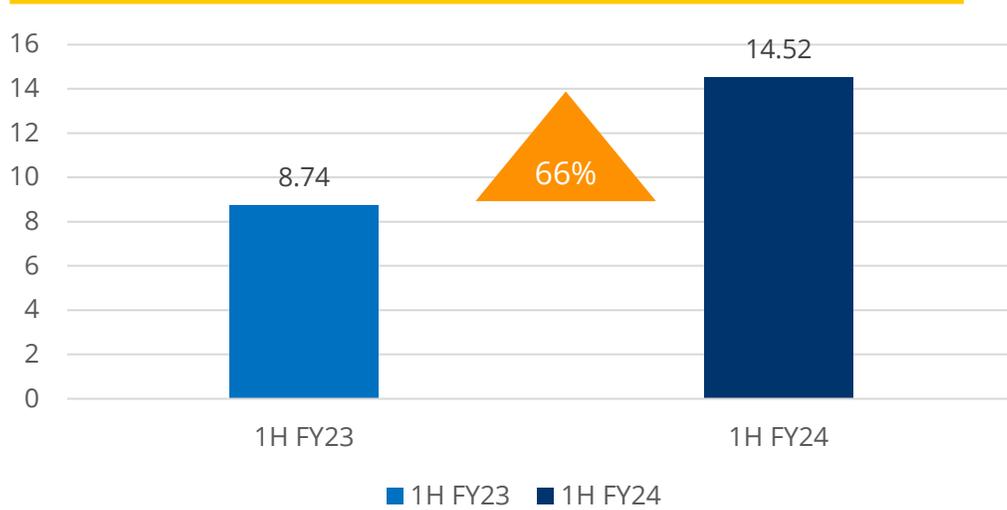
EBITDA

In ₹ crore



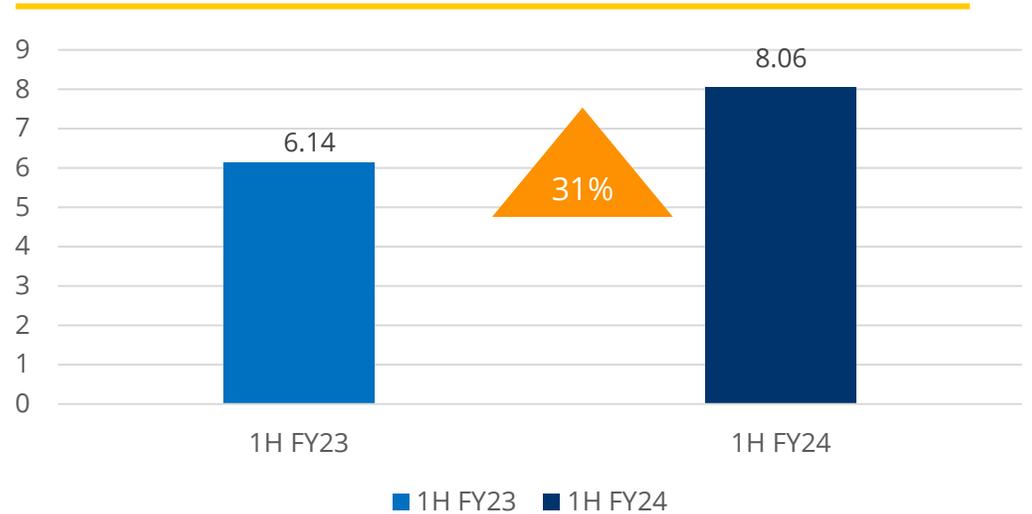
PBT

In ₹ crore



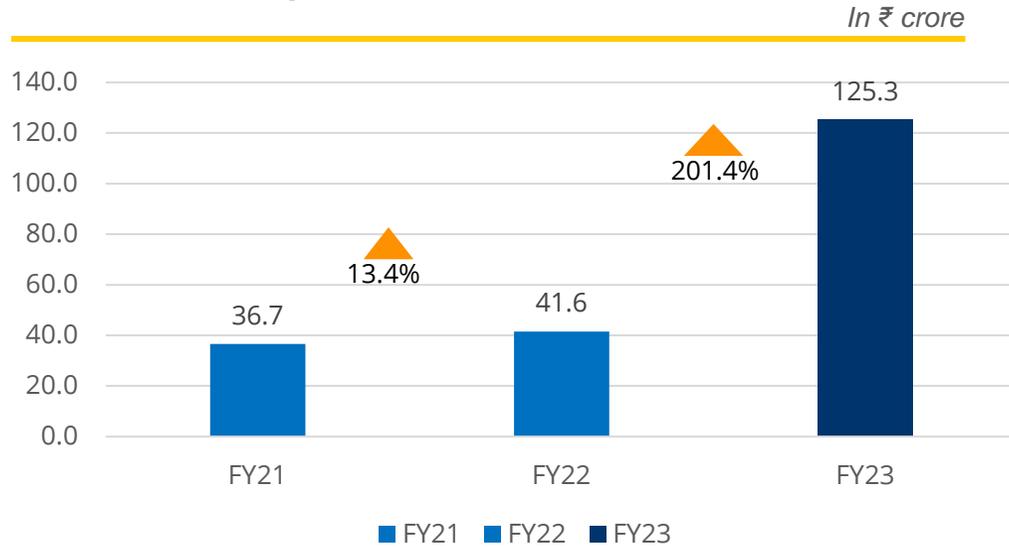
PAT

In ₹ crore

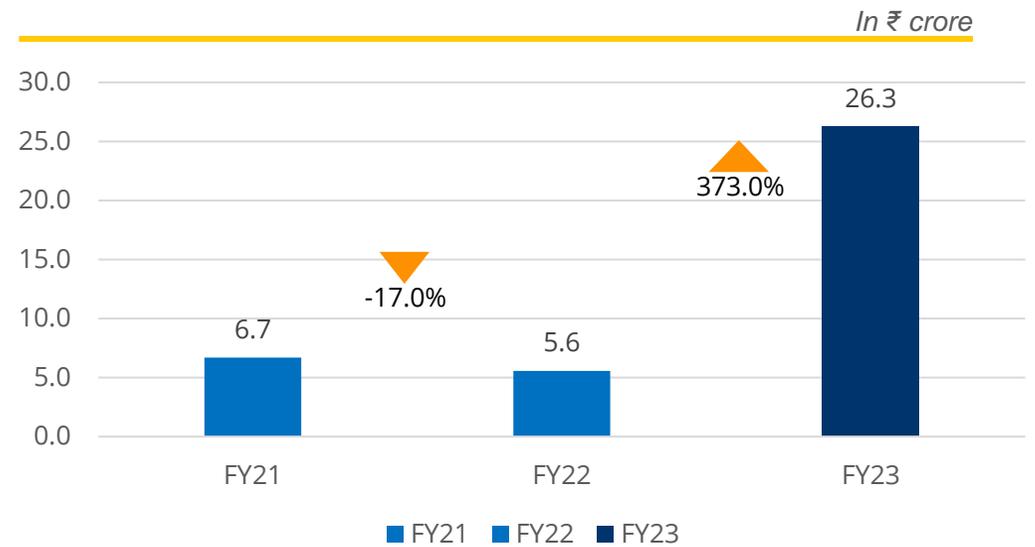


Earning Snapshot (3-year history of full year performance FY21 - FY23)

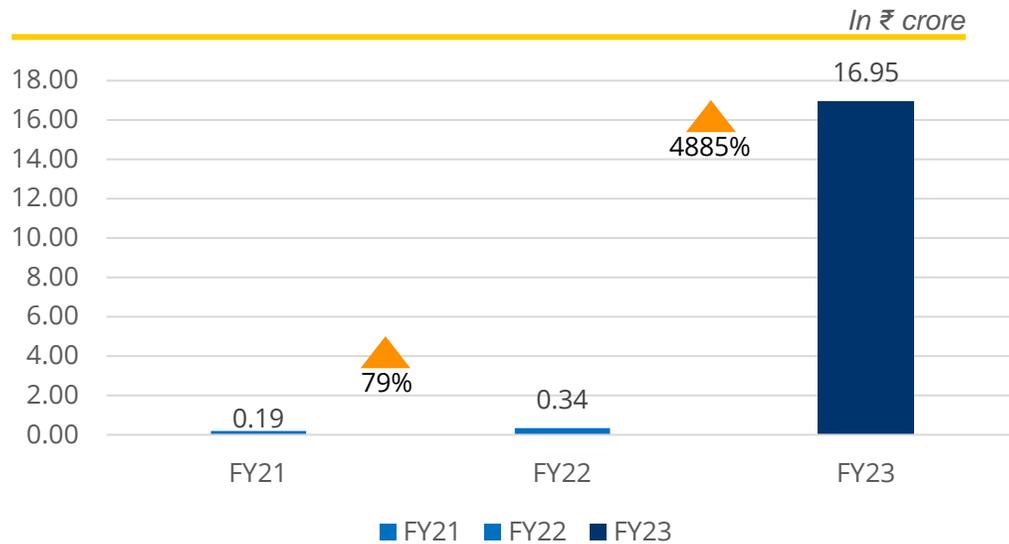
Revenue from Operations



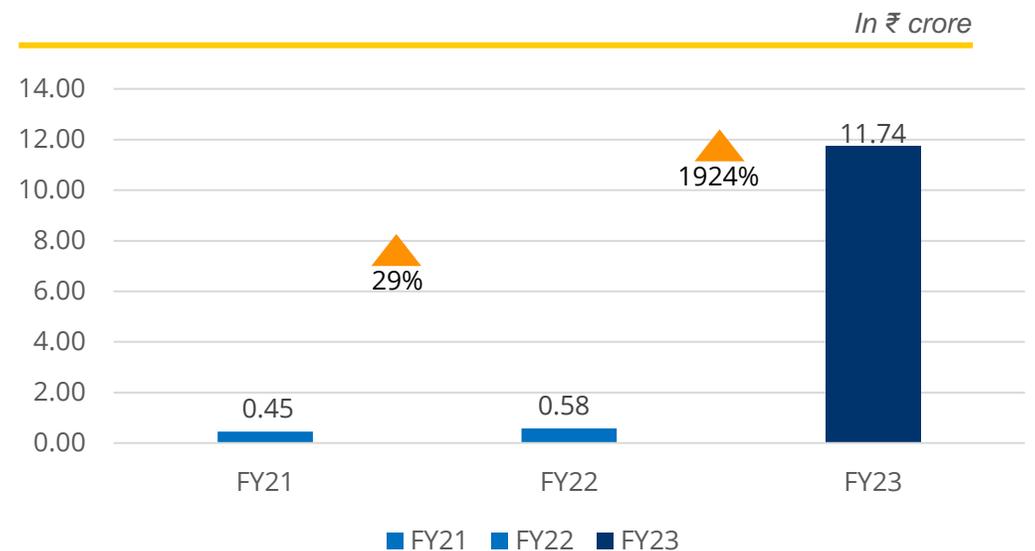
EBITDA



PBT

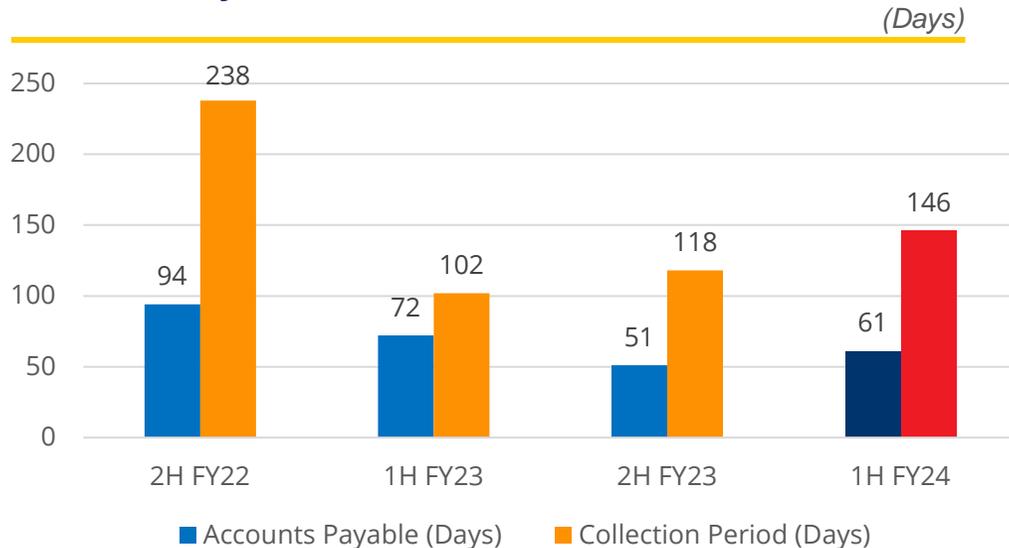


PAT

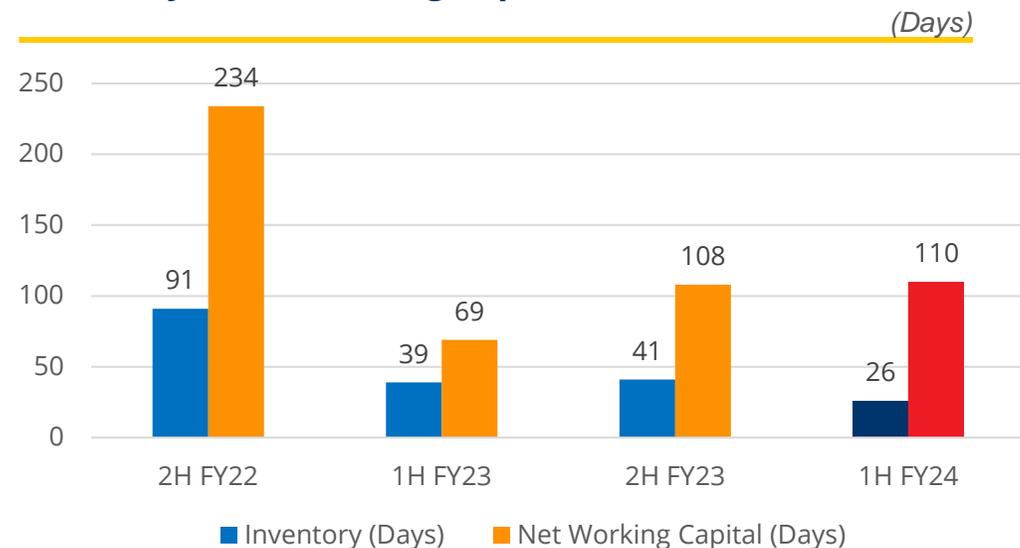


Efficiency Ratios

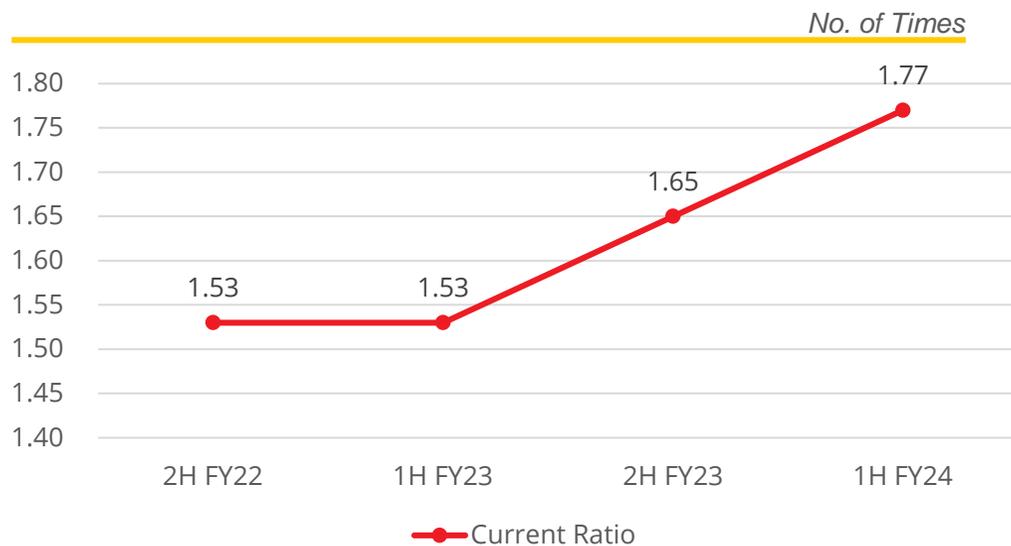
Accounts Payable & Collection Period



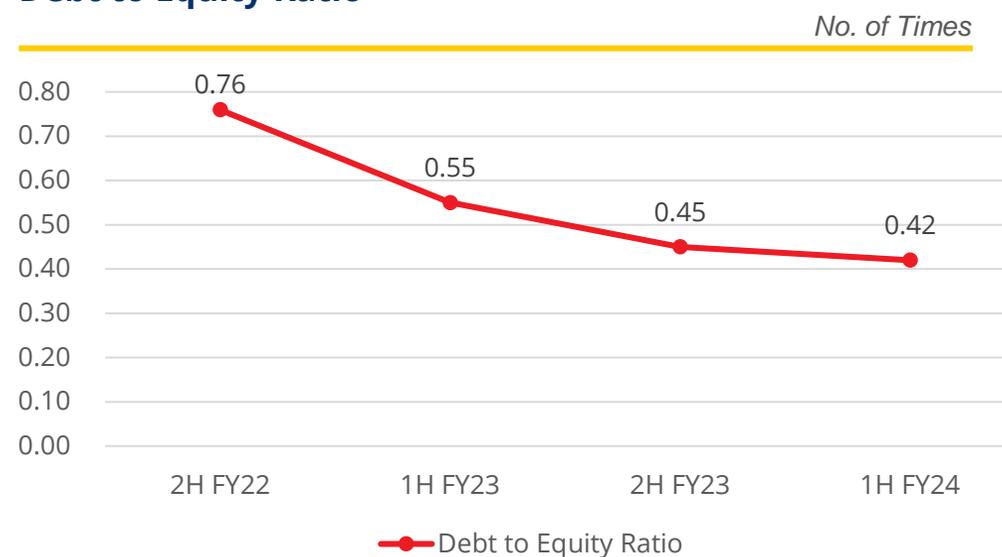
Inventory & Net Working Capital



Current Ratio



Debt to Equity Ratio



Standalone Profit and Loss Statement

(Rs. In Crore)

| Particulars | 2H FY22 | 1H FY23 | 2H FY23 | 1H FY24 | % Change YoY |
|---------------------------------|---------|---------|---------|---------|--------------|
| Revenue From Operation | 23.66 | 58.04 | 67.24 | 87.42 | 50.62% |
| COGS | 14.76 | 32.72 | 41.95 | 42.88 | 31.05% |
| Gross Profit | 8.90 | 25.32 | 25.29 | 44.54 | 75.91% |
| Gross Margin % | 37.62% | 43.63% | 37.61% | 50.95% | 733 bps |
| Employee Expenses | 1.28 | 2.20 | 2.85 | 4.41 | 100.45% |
| Other Expenses | 5.10 | 9.27 | 10.04 | 19.78 | 113.38% |
| EBIDTA | 2.52 | 13.85 | 12.40 | 20.35 | 46.93% |
| EBIDTA Margin % | 10.65% | 23.86% | 18.44% | 23.28% | (59) bps |
| Finance Cost | 1.03 | 3.87 | 3.09 | 4.63 | 19.64% |
| Depreciation | 1.65 | 1.40 | 1.40 | 1.38 | -1.43% |
| Other Income | 0.09 | 0.16 | 0.30 | 0.18 | 12.50% |
| Profit Before Tax | -0.07 | 8.74 | 8.21 | 14.52 | 66.13% |
| PBT Margin | -0.30% | 15.06% | 12.21% | 16.61% | 156 bps |
| Exceptional items | - | - | - | 2.05 | 100.00% |
| Taxes | -0.19 | 2.59 | 2.62 | 4.41 | 70.27% |
| Profit after Tax* | 0.12 | 6.15 | 5.59 | 8.06 | 31.06% |
| PAT Margin % | 0.51% | 10.60% | 8.31% | 9.22% | (137) bps |
| Earnings Per Share (EPS) in Rs. | 0.95 | 10.08 | 8.88 | 11.72 | 16.25% |

Balance Sheet

(Rs. In Crore)

| Equity And Liabilities | 2H FY22 | 1H FY23 | 2H FY23 | 1H FY24 | Assets | 2H FY22 | 1H FY23 | 2H FY23 | 1H FY24 |
|-------------------------------------|--------------|--------------|---------------|---------------|-------------------------------|--------------|--------------|---------------|---------------|
| Shareholder's Fund | | | | | Non-Current Assets | | | | |
| Equity Share Capital | 6.09 | 6.09 | 6.87 | 6.87 | Tangible Assets | 29.14 | 29.21 | 29.61 | 26.26 |
| Reserve and Surplus | 22.42 | 28.57 | 38.84 | 46.90 | Intangible Assets | 0.10 | 0.08 | 0.06 | 0.10 |
| | 28.52 | 34.66 | 45.72 | 53.77 | Long Term Loans and Advances | 0.16 | 0.00 | 0.47 | 0.00 |
| Non-Current Liabilities | | | | | Other Non-Current Assets | 3.58 | 4.20 | 3.53 | 4.15 |
| Long Term Borrowings | 20.19 | 17.47 | 18.62 | 20.17 | | 32.98 | 33.49 | 33.67 | 30.51 |
| Deffered Tax Liabilities (Net) | 1.44 | 1.67 | 1.77 | 2.36 | Current Assets | | | | |
| Long Term Provisions | 0.15 | 0.15 | 0.36 | 0.36 | Current Investments | 0.00 | 0.00 | 0.00 | 0.00 |
| | 21.77 | 19.29 | 20.75 | 22.89 | Inventories | 13.27 | 7.02 | 8.83 | 7.64 |
| Current Liabilities | | | | | Trade Receivables | 24.18 | 41.62 | 57.08 | 84.93 |
| Short Term Borrowings | 21.30 | 20.77 | 27.87 | 23.03 | Cash and Bank Balance | 0.11 | 0.22 | 4.59 | 5.62 |
| Trade Payable | 8.20 | 13.01 | 11.48 | 16.97 | Short Term Loans and Advances | 9.66 | 5.09 | 11.49 | 4.90 |
| Other Current Liabilities | 3.13 | 3.12 | 7.95 | 15.34 | Other current assets | 2.73 | 5.02 | 0.90 | 2.67 |
| Short Term Provisions | 0.00 | 1.60 | 2.80 | 4.26 | | 49.95 | 58.97 | 82.89 | 105.75 |
| | 32.64 | 38.51 | 50.10 | 59.60 | | | | | |
| Total Equity and Liabilities | 82.93 | 92.45 | 116.56 | 136.26 | Total Assets | 82.93 | 92.45 | 116.56 | 136.26 |

Fund Flow Statement

(Rs. In Crore)

| Particulars | 2H FY22 | 1H FY23 | 2H FY23 | 1H FY24 | % Change YoY |
|-----------------------------|---------|---------|---------|---------|--------------|
| Shareholder's Funds | 28.52 | 34.66 | 45.72 | 53.77 | 55.14% |
| Loan Funds | 20.19 | 17.47 | 18.62 | 20.17 | 15.46% |
| Provisions | 0.15 | 0.15 | 0.36 | 0.36 | 140.00% |
| Other Long-Term Liabilities | 1.44 | 1.67 | 1.77 | 2.36 | 41.32% |
| Sources of Funds | 50.30 | 53.95 | 66.47 | 76.66 | 42.09% |
| Net Block | 29.24 | 29.29 | 29.67 | 26.36 | -10.00% |
| Other Long-Term Assets | 3.74 | 4.20 | 4.00 | 4.15 | -1.19% |
| Inventory | 13.27 | 7.02 | 8.83 | 7.64 | 8.83% |
| Debtors | 24.18 | 41.62 | 57.08 | 84.93 | 104.06% |
| Cash and Bank Balance | 0.11 | 0.22 | 4.59 | 5.62 | 2454.55% |
| Other Current Assets | 12.39 | 10.11 | 12.39 | 7.56 | -25.22% |
| Current Liabilities | 32.64 | 38.51 | 50.10 | 59.60 | 54.76% |
| Net Current Assets | 17.31 | 20.46 | 32.79 | 46.15 | 125.56% |
| Application of Funds | 50.29 | 53.95 | 66.46 | 76.66 | 42.09% |

Thank You

 IR Consultants – Manoj Saha

 rmc@dickensonworld.com

 www.rmcswitchgears.com

Follow us    

DICKENSON

Investor Relations

