

Ref.: RMC/2022-23/BSE/67
Date: 8th May, 2023

To,
The Manager,
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 Obligation and Disclosure Requirement) Regulation, 2015
Ref.: Scrip Code – 540358, Scrip ID – RMC475

Dear Sir / Madam,

Please find enclosed herewith the copy of investor presentation on the Company's Un-Audited Financial Results for the half year and year ended on 31st March, 2023, approved by the Board of Directors in their meeting held on 4th May, 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

ASHOK
KUMAR
AGARWAL
Digitally signed by
ASHOK KUMAR
AGARWAL
Date: 2023.05.08
13:26:56 +05'30'

Ashok Kumar Agarwal
Chairman Cum Managing Director
DIN: 00793152



SWITCHGEARS LTD.

Safety And Values , Your Way !

www.rmcindia.in

Investor Presentation

F.Y. 2022-23



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Message from the Management



Dear Investors,

We are pleased to present to you our yearly review of the company's progress towards achieving our vision for 2030. We are proud to report that we have been able to perform our operations effectively and have returned to normalcy. Our top line and bottom-line show that we have taken the right steps at the right time. We are especially proud of our winning team in RMC, which has outperformed and out shown our best results in history, and we look forward to creating more such milestones in the coming years.

We thank you for your continued support and trust in our journey towards excellence.

Our focus for this year has been on achieving On-time delivery and Zero Defect through the implementation of Kaizen techniques from a world-renowned consultant company. We are proud to announce that we are on track to achieve this goal within this year. This not only brings us closer to perfection but also helps us to be more competitive by bringing down inventory levels and production costs.

Furthermore, under the RDSS scheme, we have identified strong market opportunities that have exceeded our expectations. We are glad to announce that we are emerging as leaders in this segment. We expect good order inflow from H-1 of 2023-24, which will further strengthen our market position.

We would like to express our gratitude to all our investors for trusting us and enabling us to grow at lightning speed.

We are confident that with your continued support, we will be able to achieve our goals and deliver strong returns on your investment.

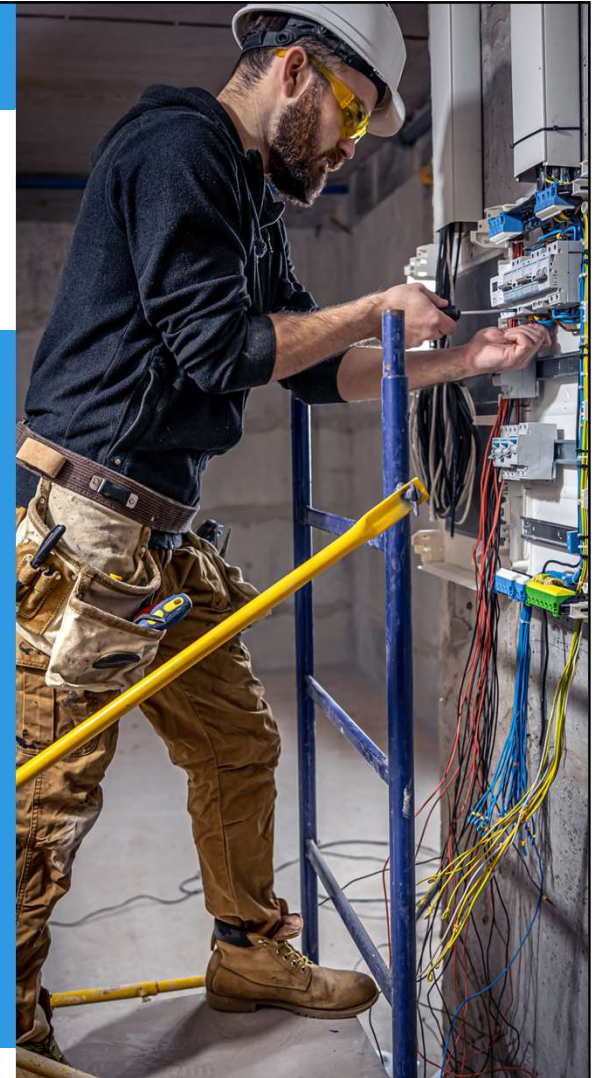
Sincerely,

Ashok Kumar Agarwal
Chairman – Managing Director



VISION

- To become the most promising brand in electrical enclosure by 2030
- To eliminate electrocution from the nation by 2027
- To eliminate electrical power and equipment theft by 2028
- To become the Largest Indian Exporter for Electrical LV Solutions to the world by 2027



MISSION



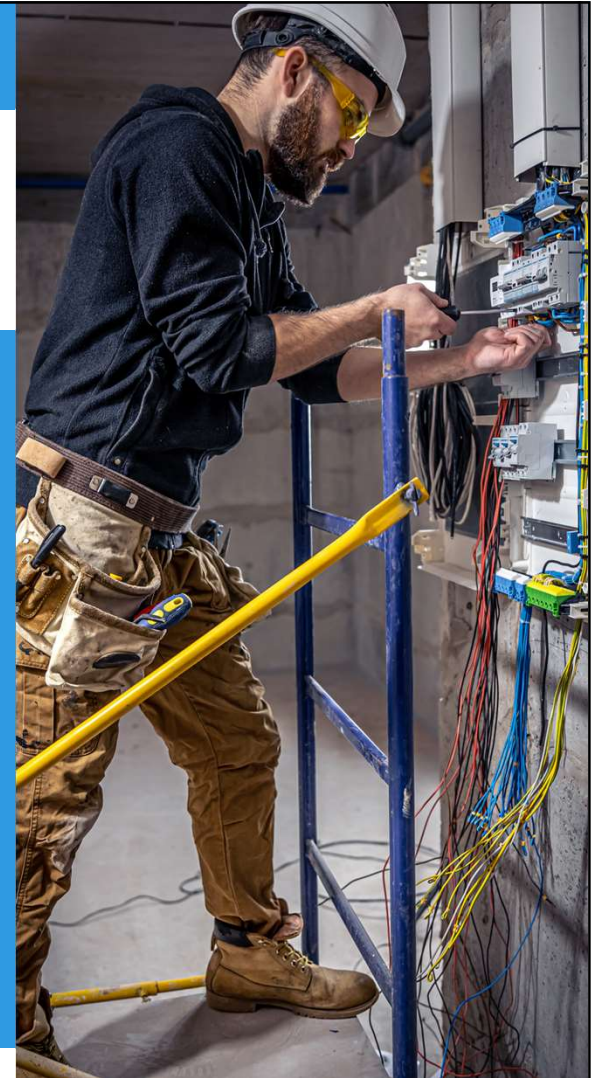
- Being Reliable and Consistent partner for Customer, Vendors, Employees and Investors.
- Be Meticulous in our actions, work and performance
- Focused on R&D and New Developments, to uplift the society and standard of living.
- Zero tolerant approach towards the Quality and Delivery to the customer
- Creating the best working environment for Employees, Customers, Vendors and Stakeholders



Vision for FY-2023-24

A way forward towards alignment of Vision 2030

- Achieve Zero Defect;
- Achieve On time Delivery;
- Create the most transparent SME with world class corporate governance;
- To create a delightful experience for customers, vendors and employees;
- Establishing the Performance Management System for the Employees.
- Laying the setting stones for achieving for Vision 2030



RMC Overview



- Largest Electrical enclosure manufacturing company in India;
- The only Enclosure focused company with end-to-end solution providers for preventing electrical theft and accident protection;
- Adopting new technologies and policy influencers for Indian electricity sector to create a trouble-free power to the society;
- Only Manufacturing Company to cater needs of Metal, SMC & Polycarbonate Enclosure in India;
- Approved in PAN Indian State electrical Utilities and in 95% of Private utilities in India.



Management Team



**MR. ASHOK KUMAR
AGARWAL**
CHAIRMAN CUM MANAGING
DIRECTOR



MR. ANKIT AGARWAL
WHOLE-TIME DIRECTOR



MRS. NEHA AGARWAL
EXECUTIVE DIRECTOR



MR. KULDEEP KUMAR GUPTA
INDEPENDENT DIRECTOR



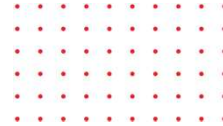
MRS. KRATI AGARWAL
INDEPENDENT DIRECTOR



**MR. SHRIRAM VISHWASRAO
MANE EXECUTIVE DIRECTOR**



BUSINESS HIGHLIGHTS



- Direct tenders under RDSS offer a business opportunity of approximately Rs. 700 Crores for our company, as per Bid Capacity Calculations under Projects – Strategic Business Unit (SBU).
- Participation in tenders under RDSS as on date, which are under evaluation, is around Rs. 300 crores.
- Expecting good order inflow in H-1 of 2023-24 as RDSS tenders are getting finalized through EPC contractors.
- Aim to achieve Zero Defect and On-time Delivery by the end of this year, 2023-24.
- Committed to increasing our topline, bottom-line, and cash flows.
- Aim to be a debt-free company by the end of this financial year.
- Aim to achieve 80% capacity utilization at our plant for both the SBU's.
- Current order book in hand is 263.78 crores



CREDIT RATINGS



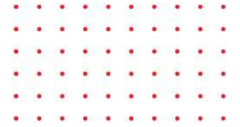
The Company's credit rating has been upgraded to IVR BB-/Stable.

Sl. No.	Facility	Amount (Rs. Crore)	Ratings	Rating Action
1.	Long Term Bank Facilities	18.10	IVR BB-/Stable (LVR Double B Minus with Stable, Outlook)	Assigned
2.	Short Term Bank Facilities	30.90	IVR A4 (LVR A Four)	Assigned
3.	Short Term Bank Facilities (Proposed)	1.00	IVR A4 (LVR A Four)	Assigned
Total		50.00 (Fifty crore Only)		

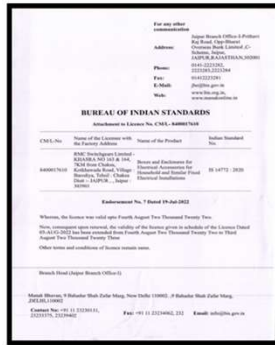
The rating agency is Infomerics Valuation & Rating Pvt. Ltd.



CERTIFICATIONS



BUREAU OF INDIAN STANDARDS



ISO 14001 : 2015

ISO 45001 : 2018

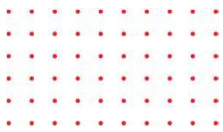


ISO 9001 : 2015

REACH COMPLIANCE



DISTRICT INDUSTRIES CENTRE



Participated In Elecrama 2023

- Participated in Elecrama 2023, one of the largest electrical expos in the world.
- Showcased a wide range of our latest products and solutions for the electrical industry.
- Received overwhelming response from visitors, including manufacturers, distributors, and end-users.
- Generated several new business leads for our company through fruitful interactions with visitors.
- Latest products, especially in the smart metering enclosures, received enthusiastic response from visitors.
- Received positive feedback from existing clients, boosting our confidence and motivation.
- Overall participation in Elecrama 2023 was a resounding success.
- Look forward to participating in similar events and expanding our reach in the electrical industry.



Standalone Profit & Loss Statement

Data in Lacs other than EPS

PARTICULARS		HALF YEAR ENDED			FOR YEAR ENDED	FOR YEAR ENDED
		31-MAR-23	30-SEP-22	31-MAR-22	31-MAR-23	31-MAR-22
		AUDITED	UNAUDITED	AUDITED	AUDITED	AUDITED
	Income					
I	(a) Income From Operations	6,723.53	5,803.65	2,365.57	↑ 12,527.17	4,156.03
	(b) Other Income	30.36	15.87	8.74	46.23	66.82
	Total Income	6,753.89	5,819.52	2,374.32	↑ 12,573.41	4,222.86
	Expenses					
	(a) Cost of materials Consumed	4,266.71	3,098.41	1,533.20	7,365.12	2,660.56
	(b) Changes in inventories of Finished Goods & Work-in-Progress	(106.87)	158.78	(61.92)	↑ 51.91	(21.27)
	(c) Purchases of stock in trade	35.07	15.23	5.18	50.30	11.15
II	(d) Employee Benefits Expenses	284.50	219.96	128.33	504.46	202.21
	(e) Finance Costs	308.67	386.96	102.50	695.63	306.59
	(f) Depreciation and Amortisation Expenses	139.77	140.35	165.18	280.12	280.71
	(g) Other Expenses	1,003.96	926.56	510.45	1,930.52	748.47
	Total Expenses	5,931.81	4,946.25	2,382.92	10,878.06	4,188.43
III	Profit (Loss) before exceptional items and tax (I - II)	822.08	873.27	(8.61)	1,695.35	34.43
IV	Exceptional items	-	-	-	-	-
V	Profit (Loss) before tax (III-IV)	822.08	873.27	(8.61)	↑ 1,695.35	34.43
	Tax Expenses					
VI	a) Current year tax	187.51	145.42	5.37	332.93	5.37
	b) MAT Credit Used (MAT Credit Entitlement)	65.16	90.24	(5.37)	155.40	(5.37)
	c) Deferred tax	9.66	23.29	(19.01)	32.95	(23.27)
VII	Profit for the period from continuing operations (V-VI)	559.75	614.32	10.40	1,174.07	57.70
VIII	Profit (Loss) for the period from discontinued operations	-	-	-	-	-
IX	Profit for the period (VII-VIII)	559.75	614.32	10.40	↑ 1,174.07	57.70
X	Paid-up equity share capital (Face value of Rs. 10/- per share)	687.22	609.22	609.22	687.22	609.22
XI	Reserve excluding Revaluation Reserves	3,884.36	2,856.61	2,242.29	3,884.36	2,242.29
	Earning per share of Rs. 10/- each(in Rs.)					
XII	(a) Basic	8.88	10.08	0.17	↑ 18.97	0.95
	(b) Diluted	8.88	10.08	0.17	18.97	0.95

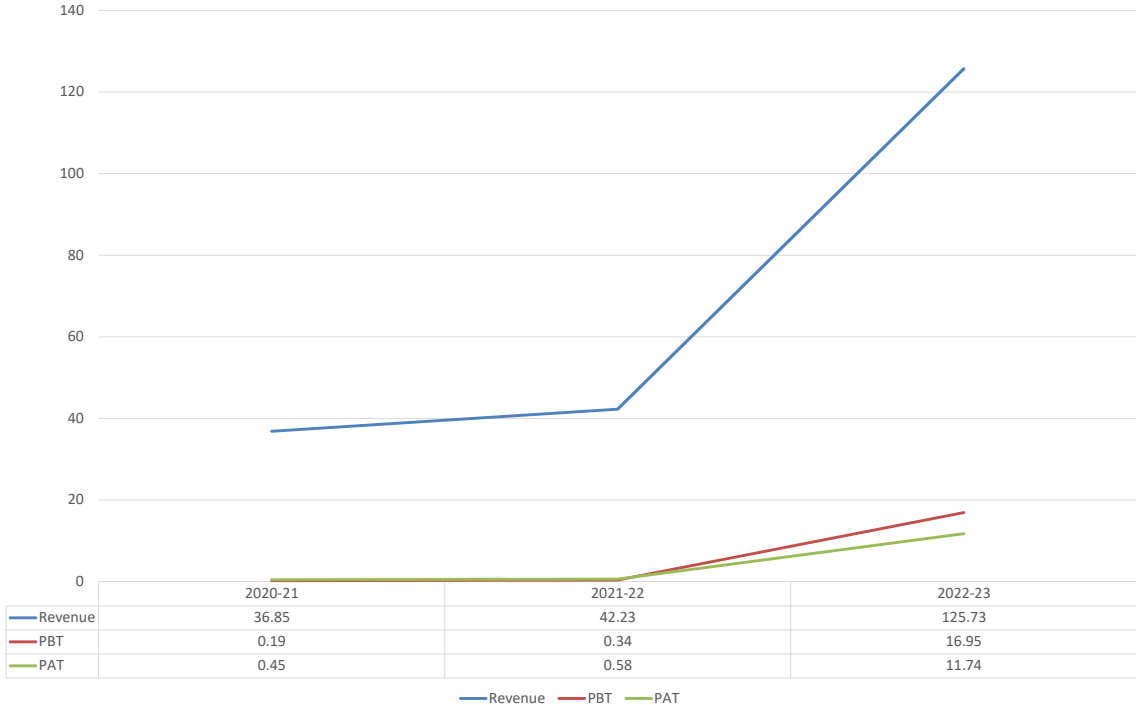
Standalone Balance Sheet

Data in Lacs other than EPS

PARTICULARS		AS AT	AS AT	AS AT
		MARCH 31, 2023	SEPTEMBER 30, 2022	MARCH 31, 2022
		AUDITED	UNAUDITED	AUDITED
		RS.	RS.	RS.
I.	EQUITY AND LIABILITIES			
	1) Shareholders' Funds			
	(a) Share Capital	687.22	609.22	609.22
	(b) Reserves and Surplus	3,884.36	2,856.61	2,242.29
		4,571.58	3,465.83	2,851.51
	2) Non-Current Liabilities			
	(a) Long Term Borrowings	1,862.07	1,746.78	2,018.80
	(b) Deferred Tax Liability	176.80	167.15	143.85
	(c) Other Long-Term Liabilities	-	-	-
	(d) Long Term Provisions	35.73	14.58	14.58
		2,074.60	1,928.50	2,177.23
	3) Current Liabilities			
	(a) Short Term Borrowings	2,787.00	2,077.24	2,130.45
	(b) Trade Payables			
	i) Total outstanding dues to micro & small enterprises	-	-	-
	ii) Total outstanding dues other than micro & small enterprises	1,147.77	1,301.26	820.05
	(c) Other Current Liabilities	795.49	312.22	313.42
	(d) Short Term Provisions	279.61	160.42	-
		5,009.87	3,851.14	3,263.91
TOTAL		11,656.06	9,245.47	8,292.66

PARTICULARS		AS AT	AS AT	AS AT
		MARCH 31, 2023	SEPTEMBER 30, 2022	MARCH 31, 2022
		UNAUDITED	UNAUDITED	AUDITED
		RS.	RS.	RS.
II.	ASSETS			
	1) Non-Current Assets			
	(a) Fixed Assets	-	-	-
	i) Tangible Assets	2,960.89	2,920.91	2,913.71
	ii) Intangible Assets	6.19	7.95	9.94
	iii) Capital Work in Progress	-	-	-
		2,967.07	2,928.86	2,923.65
	(b) Non-Current Investments	-	-	-
	(c) Long Term Loans and Advances	47.16	-	16.25
	(d) Other Non-Current Assets	352.94	419.88	357.71
		400.10	419.88	373.95
	2) Current Assets			
	(a) Current Investments	-	-	-
	(b) Inventories	883.28	702.24	1,326.84
	(c) Trade Receivables	5,708.06	4,161.98	2,417.78
	(d) Cash and Bank Balances	458.56	21.62	11.10
	(e) Short Term Loans and Advances	1,149.37	508.86	965.96
	(f) Other Current Assets	89.61	502.04	273.38
		8,288.87	5,896.74	4,995.05
TOTAL		11,656.06	9,245.47	8,292.66

FINANCIALS



Key Performance Indicators

Ratio's	FY 2022-23	FY 2021-22
Current Ratio	1.65	1.53
Debt-Equity	0.45	0.76
Debt Service Coverage	2.60	1.50
Return on Equity	181.12%	9.47%
Quick Ratio	1.80	1.98
Return on Capital Employed	34.58%	6.55%
Net Capital Turnover	7.24	2.39
Net Profit	9.37%	1.39%
Debtor Days (Days)	118	238
Creditor Days (Days)	53	97
Inventory Turnover ratio	8.95	4.13
Working Capital Days (Days)	107	229



Financial Performance Highlights

- First year of normal operations post covid. Company is back on the growth track.
- Our second highest top line in the history with the best in the history of bottom line clearly shows alignment across the company for the Vision 2030.
- Orders in Hand of Rs. 263.78 (till date) crores to be completed in FY 2023-24.
- Improvement in debt equity ratio and debt service ratio displays that the reduction of debt and better cash flows strong company position to repay the debts which is in line with our vision of Debt Free.
- The Operating Profit in the company has risen to Rs. 2,688.35 lacs as on 31.03.2023 as compared to Rs. 576.94 lacs as on 31.03.2022.
- Book Value increased to Rs. 66.52 as on 31.03.2023 as compared to Rs. 46.81 as on 31.03.2022
- The ratio of direct cost to turnover of the company have reduced by 5 % and expected to reduce further in the current FY.
- The company is going on the lean organisation model to keep its fixed costs in control and in discipline.





THANK YOU

email: cs@rmcindia.in

Disclaimer

Certain statements in this presentation concerning our future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.