



RACL Geartech Limited

Putting the world to motion



Investor Interaction

Q3 FY 2022-23

OVERVIEW



Established
1987
New Delhi
DUNS 65-013-7086



Business Highlights
FY22 Revenue
INR 2.75 billion (USD 37.70 million)
577 employees



Product Application
Two Wheelers, Three Wheelers, Passenger Cars, Commercial Trucks, ATV's, Agricultural Equipment, Industrial Gears
22 Active Customers ; **900+** SKU's



Headquartered in, Noida, India



Company Infrastructure
2 Manufacturing Locations
1 Corporate Office
3 Warehouses in Europe



Product Range
Transmission gears and shafts, sub- assemblies, Precision machined parts, Chassis Parts and Industrial Gears



Financial Outlook
A- Credit Rating
BSE Public Listed Co
1 Austrian Subsidiary



Core Competencies
Gear Cutting, Precision Machining, Aluminium Machining, Process R&D & Concurrent engineering, Heat Treatment, sub-assembly, Laser Welding & Laser Cutting, Exports Logistics Handling



Company Certifications
ISO 9001
ISO 14001
IATF 16949
ISO 45001;2018



RECENT RECOGNITIONS





FINANCIAL PERFORMANCE

QUARTERLY RESULTS (Q3 FY22-23)

QUARTERLY RESULTS Q3FY22-23



INR
100.01 cr



33% 11%
(YoY) (QoQ)

INR
26.56 cr



62% 16%
(YoY) (QoQ)

INR
16.23 cr



81% 23%
(YoY) (QoQ)

SALES

EBITDA

PBT

- Exports Sales – 72% ; Domestic Sales – 28%
- Margin – OPM 26.56% ; NPM 11.85%
- Highest Quarterly Sales
- Strong Demand from existing customers
- New capacity additions running at 70% utilisation



About RACL

Noteworthy Highlights & Informations

WALK THROUGH THE MEMORY LANE



Raunaq Automotive Components Limited starts its commercial production with a focus on commercial vehicles aftermarket business.

Start of Operations

1989

Company decides to focus on export markets and decrease its exposure in aftermarket business. Management Restructured for achieving this.

Business Restructure

1990-98

2002

Business starts with domestic OEM's

Bags orders from Escorts Yamaha in 1991, Escorts Tractors in 1993 and Piaggio Three Wheelers in 1998. Supplies DIN 9 parts directly to OEM's.

2004

First Export Order

Company gets its plant ISO TS 16949 and ISO 9001 certified. Bags first export order from Kubota Tractors, Japan.

Company bags order from BRP Rotax, Austria. Company registers a turnover of USD 5 million the same year.

First European Order

2005

USD 10 million turnover

Company nominated for Vespa Scooters, (Piaggio) as a single supplier for India. Registers sales turnover of USD 10 million the same year.

2008

Company bags business for transmission assembly from Husqvarna Motorcycles, a BMW group company.

BMW Husqvarna Business

2009

WALK THROUGH THE MEMORY LANE



Company bags business from worlds largest and most prestigious motorcycle manufacturers in the same year

KTM & BMW K5x Business

Bagged order to produce complete subassembly for KTM gearbox.

KTM Sub Assembly

For the first time in history of company, the exports sales become more than 50% of total sales. Registers sale turnover of USD 20 million

Exports Sales Dominates

Company enters into Passenger Vehicle components. Sets up "OJAS" plant invests around EUR 4 million.

4Wheeler Product Segment

2010

2011-13

2014

2015

2017

2019

2021

Series of Internal Investments

Company invests around USD 5 million in setting up a inhouse forging plant, power honing technology and advanced robotics. Equipped to produce DIN 6.

RACL Geartech Ltd

Changes name to RACL Geartech Limited with a new vision and focus to cater to premium luxury products.

RACL Geartech GmbH

Company registers a fully owned subsidiary in Europe. Dedicated office for its European clients



KAPP NILES
RT 160 TWIN

PRODUCT PORTFOLIO

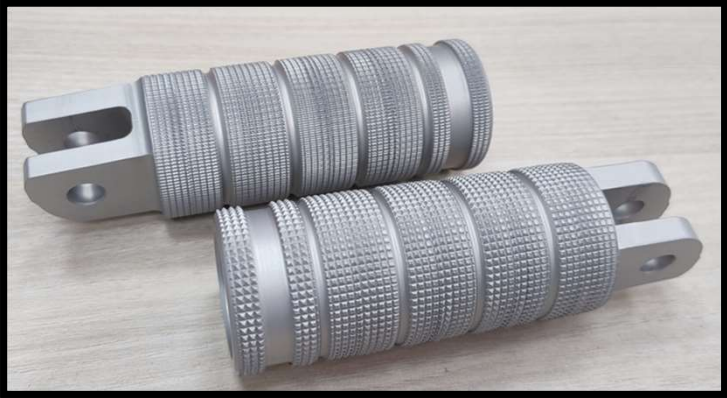
Complex critical safety components & assemblies

WE DON'T DO JUST GEARS !

CHASSIS PARTS



RAD FLANCH



FOOT REST



STEERING TUBE

WE DON'T DO JUST GEARS !

STEERING & AXLE SHAFTS



STEERING SHAFT ASSEMBLY



AXLE SHAFT

WE DON'T DO JUST GEARS !

BALANCER SHAFTS



BALANCER SHAFT ASSEMBLY



BALANCER SHAFT ASSEMBLY



BALANCER SHAFT ASSEMBLY

WE DON'T DO JUST GEARS !

STARTER MOTOR TORQUE LIMITORS



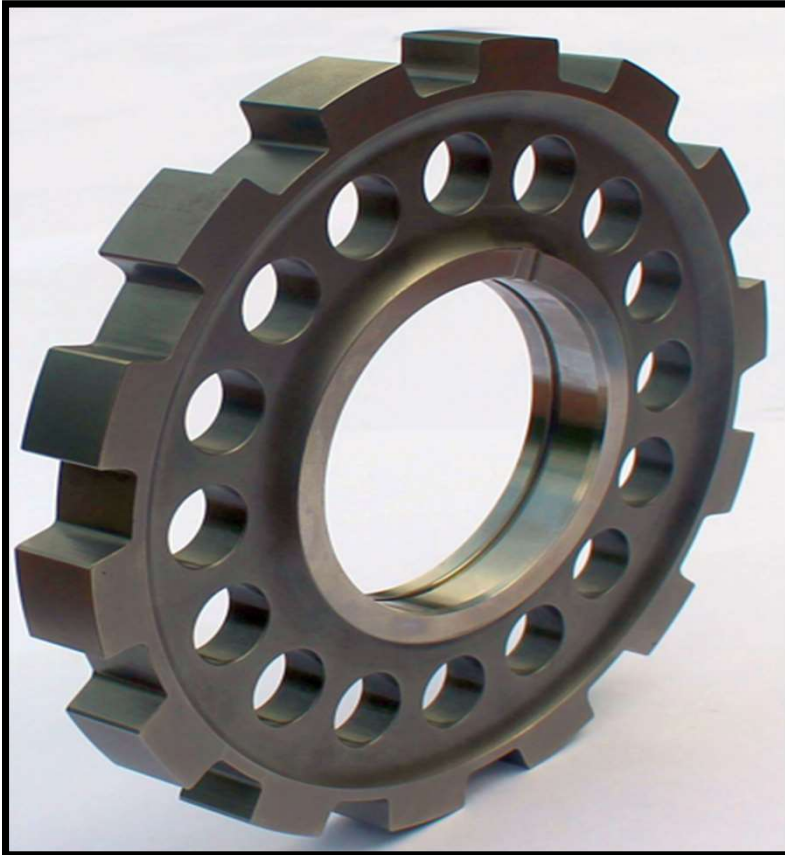
TORQUE LIMITOR



TORQUE LIMITOR

WE DON'T DO JUST GEARS !

PARK LOCK WHEELS



PARKING LOCK GEAR



PARKING LOCK GEAR

E-MOBILITY PARTS



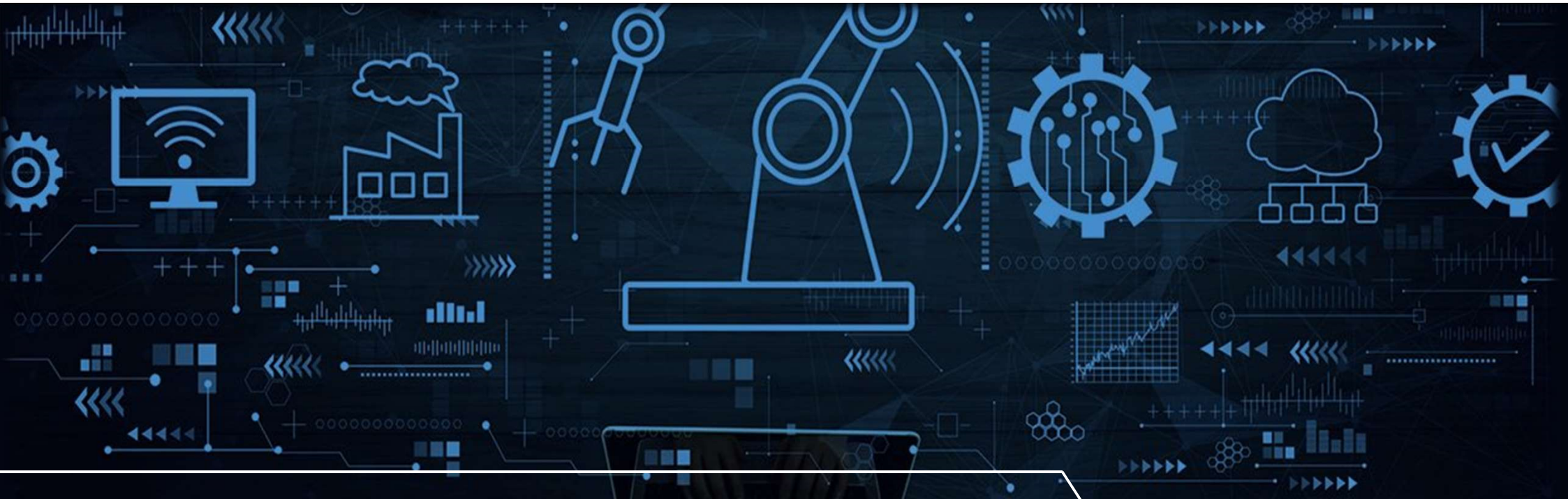
OUTPUT SHAFT



ROTOR SHAFT



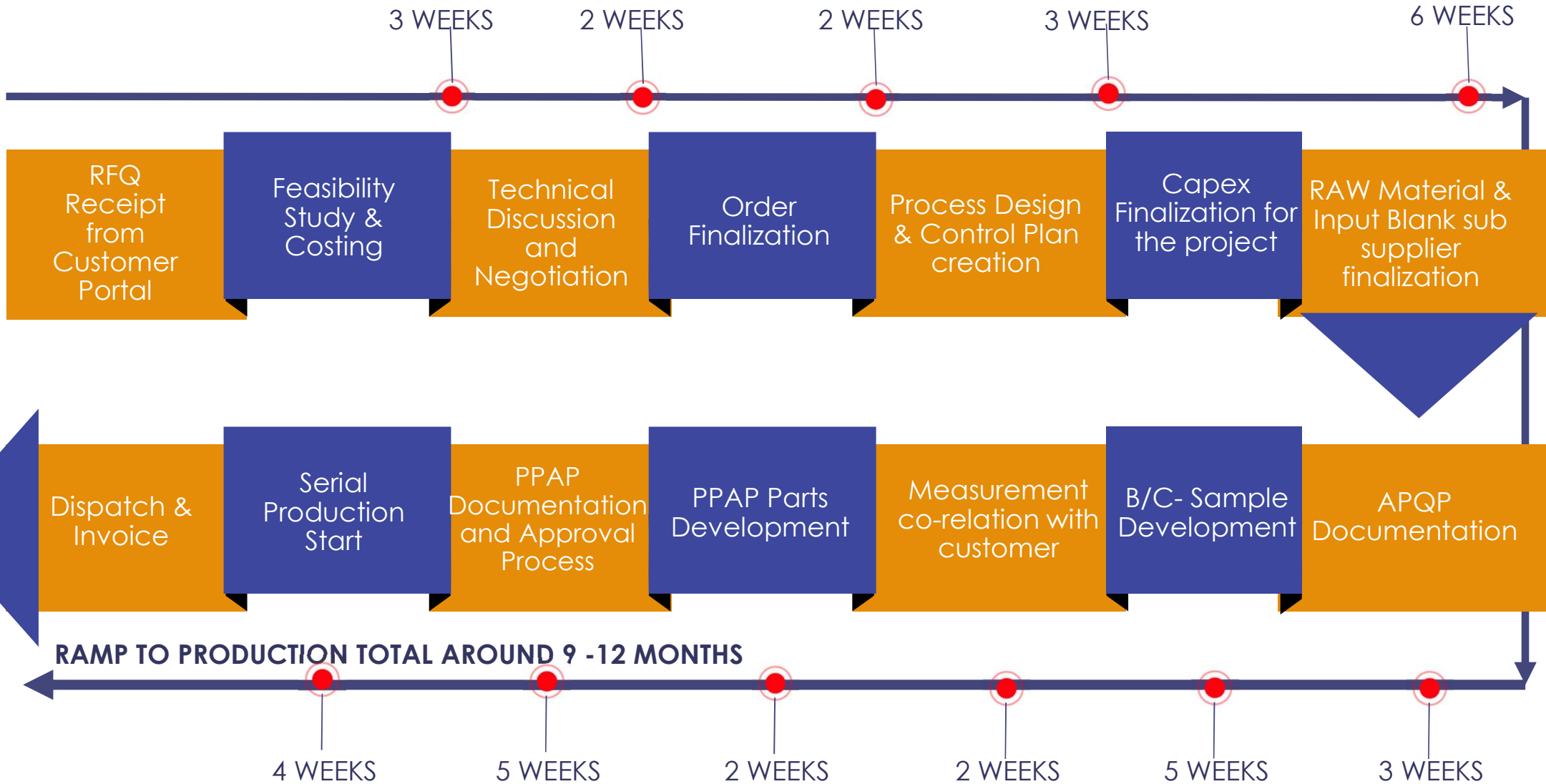
WHEEL & AXLE ASSEMBLY

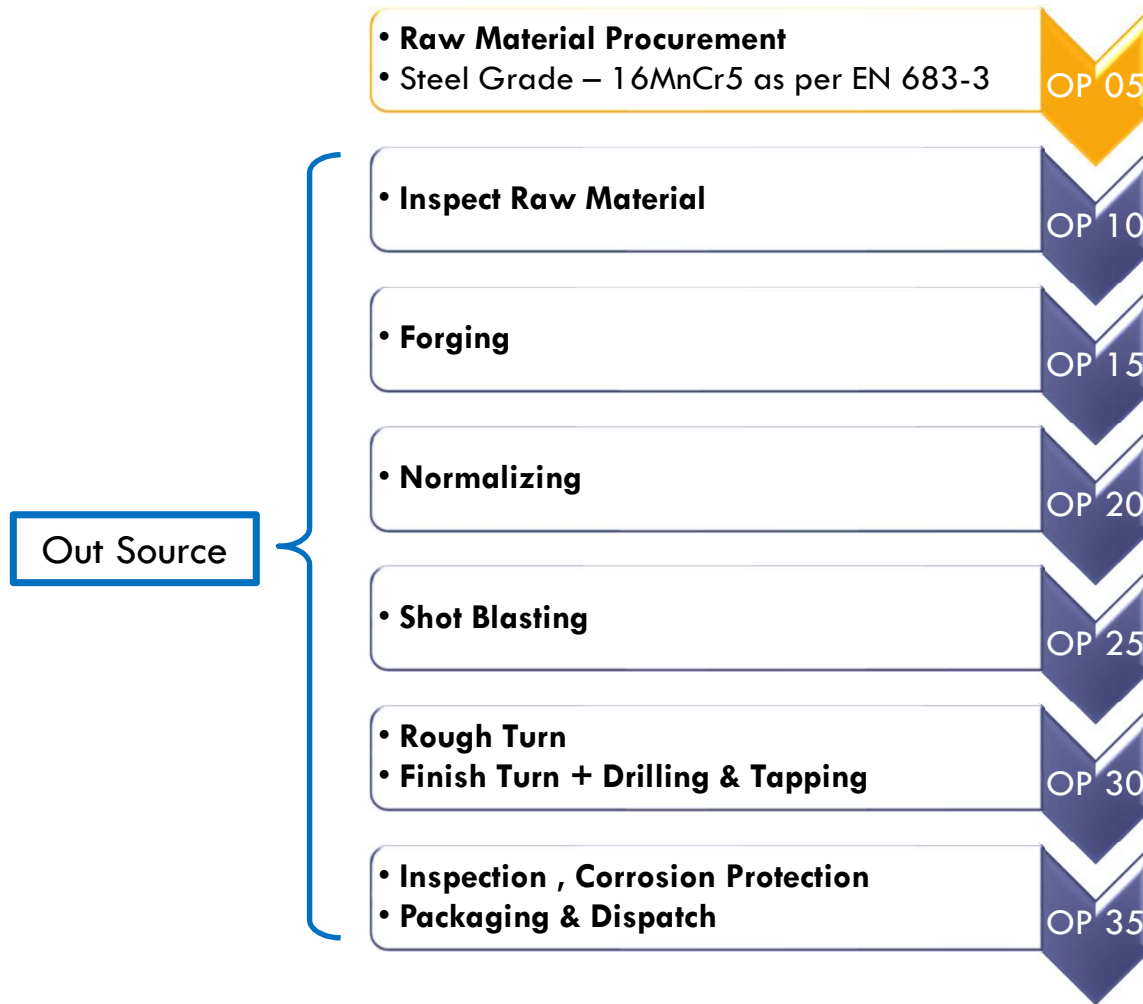


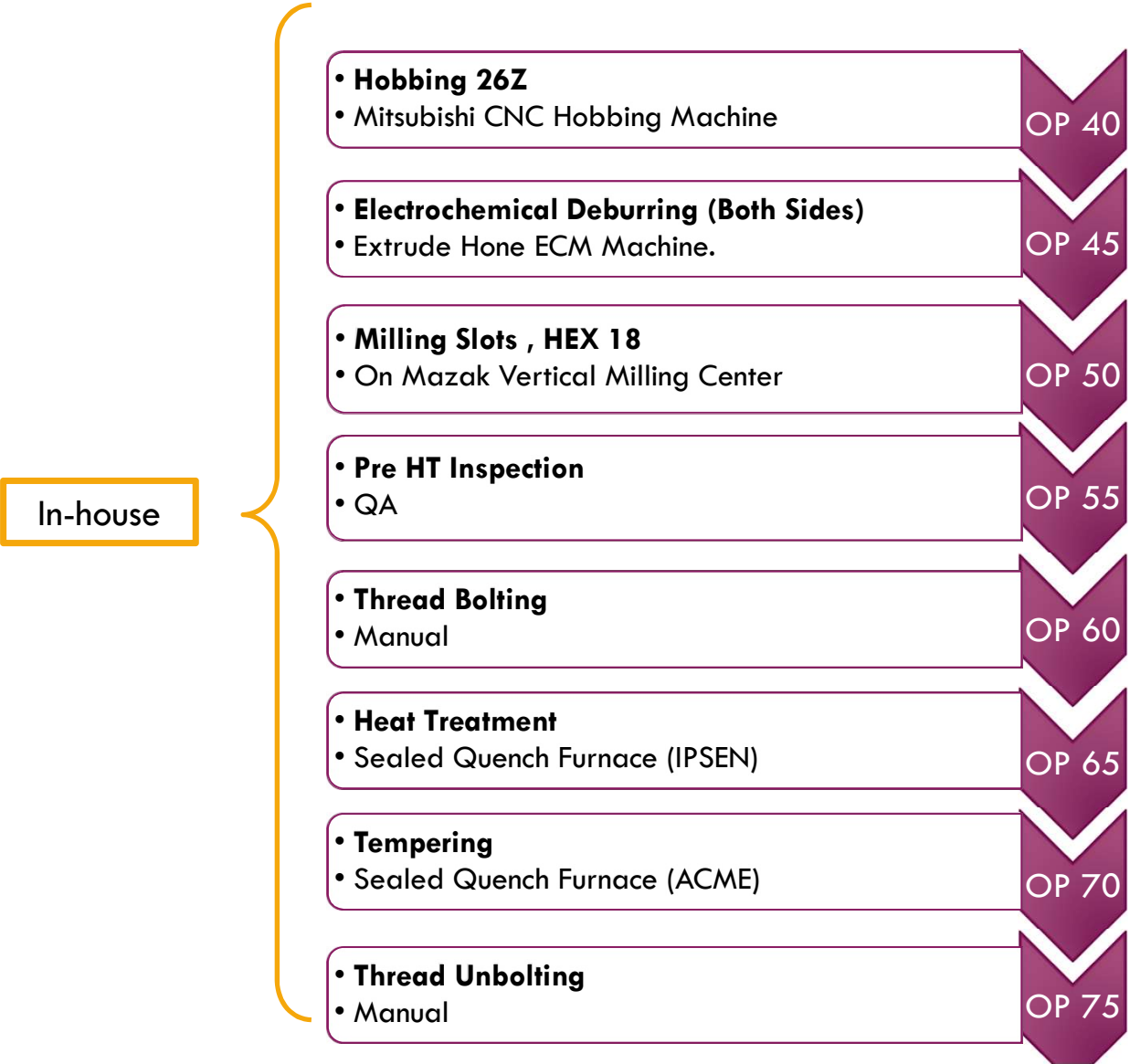
THE RACL WAY

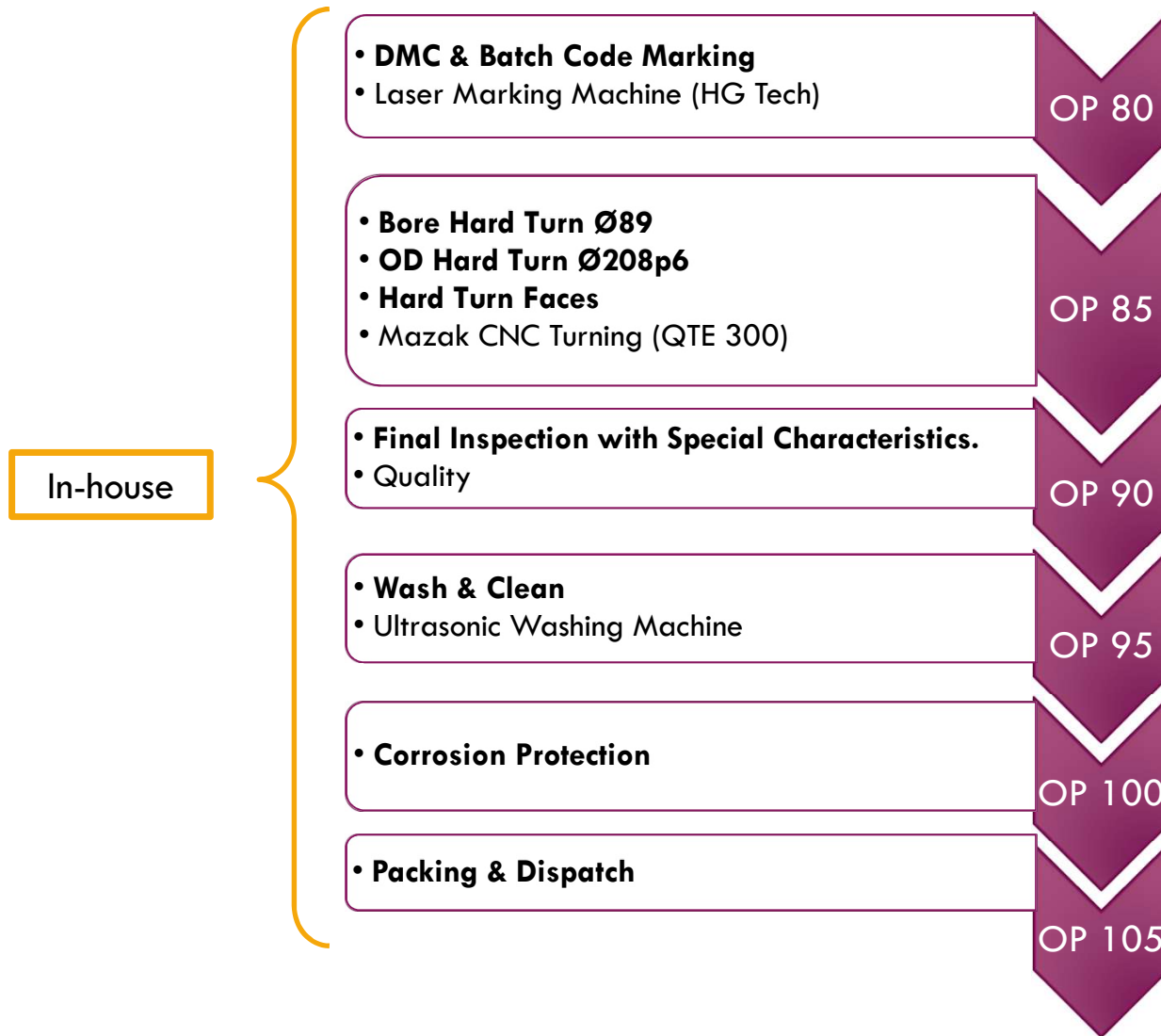
Complexity in operations planning & product development

BUSINESS ACQUISITION AND DEVELOPMENT PROCESS









PLANNING CYCLE



Customer issues requirements in different Formats/platform as per their production/line assembly



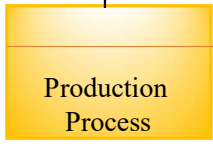
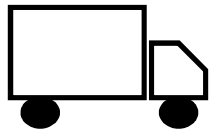
- Current Month with 6 months Forecasting
- Confirm release on 1st of every month
- Tentative release on 18th of every month



PPC – check material availability with Stores and release Production/Issue Plan

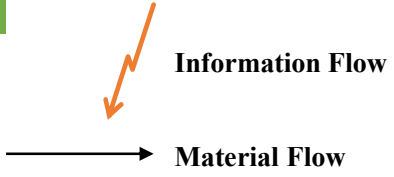
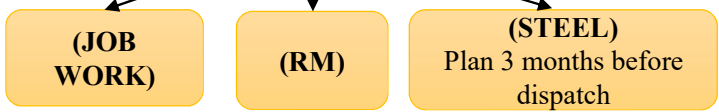


Purchase issue requirement to Suppliers



Delivery as per Customer schedules

Dispatch done to customers/ Warehouse as per plan to run their production smoothly

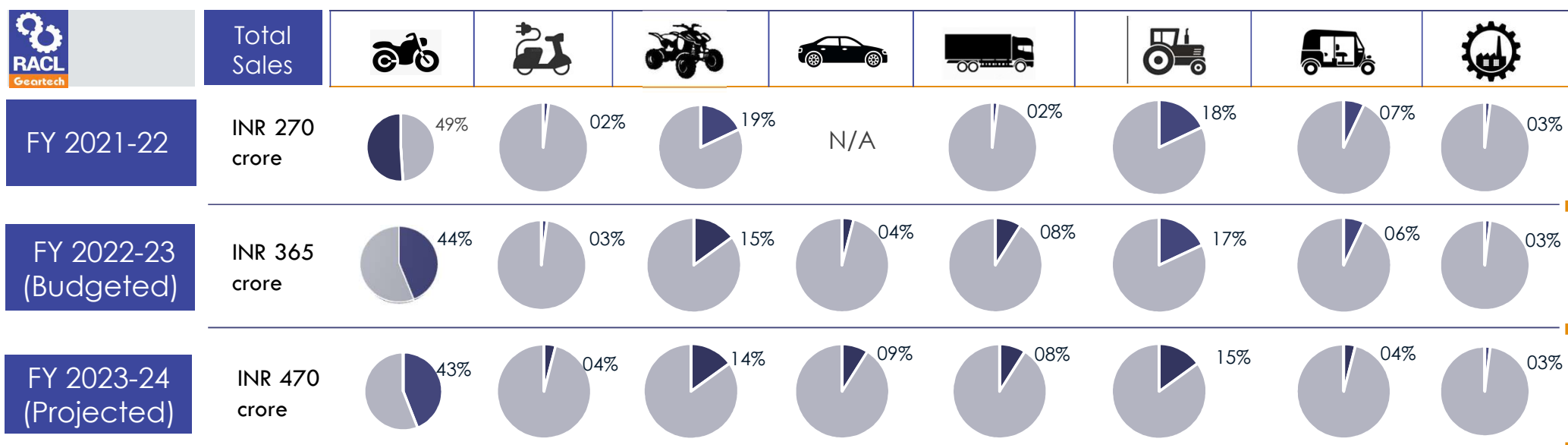




UPDATES

Future preparations

CUSTOMER SEGMENTATION



*This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

SHAKTI PLANT – PROGRESS



OJAS & SHAKTI



SUSTAINABILITY AND CLIMATE CHANGE ACTIONS



The company has shifted 5% of its electricity consumption to renewable sources of energy through rooftop solar.

In next 5 years, around 50% of electricity will be from non-fossil fuel based sources

By installation of water treatment plant, the company now recycles and reuses water for its captive consumption, thereby saving more than 50,000 ltrs. of water everyday.

Through its CSR initiatives, company is funding education of more than 200 children from underprivileged background and the company aims to increase the number of students to 1000 in next 2 years.

REDUCING OUR CARBON FOOTPRINTS AND YOURS...



THANK YOU!



Registered Office: 15th Floor, Eros Corporate Tower Nehru Place, New Delhi

Corporate Office: B-9 Sector-3, Noida, Uttar Pradesh

Plant 1: A-3 Industrial Area, Gajraula, Amroha

Plant 2: A-62, Sector 63, Noida, Uttar Pradesh

Austria Office: 38, Haufstrasse, 4550, Kremsmunster, Kalsdorf, Upper Austria