

28 January 2025

Corporate Relationship Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001

**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C-1,  
Block G, Bandra – Kurla Complex,  
Bandra (East), Mumbai – 400 051

**Script Code: 543981**

**Symbol: RRKABEL**

**Sub: Corporate Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir/Madam,

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the corporate presentation on Un-audited (Standalone and Consolidated) Financial Results of the Company for the quarter and nine months ended 31 December 2024.

Kindly take the same on your record.

Thanking you,

Yours sincerely,

**For R R KABEL LIMITED**

**Anup Vaibhav C. Khanna**  
**Company Secretary and Compliance Officer**  
**M. No. – F6786**



# Investor Presentation

January 2025



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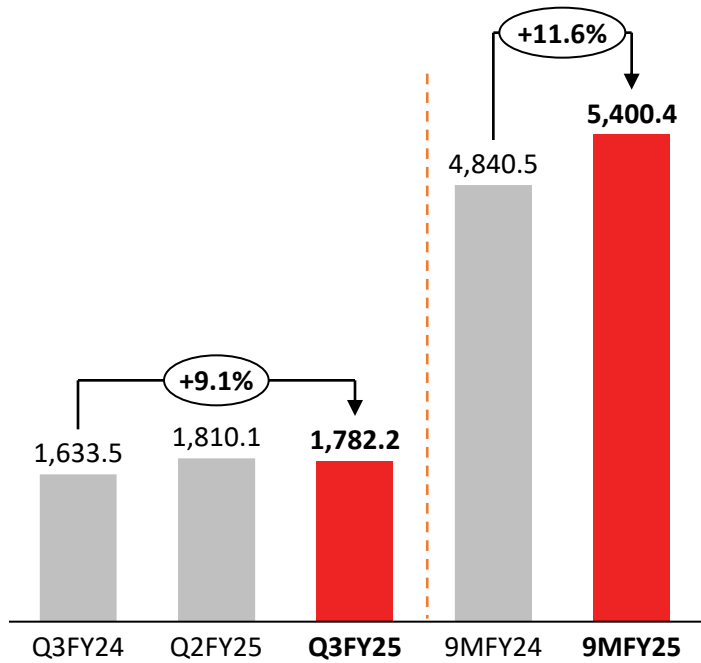
All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



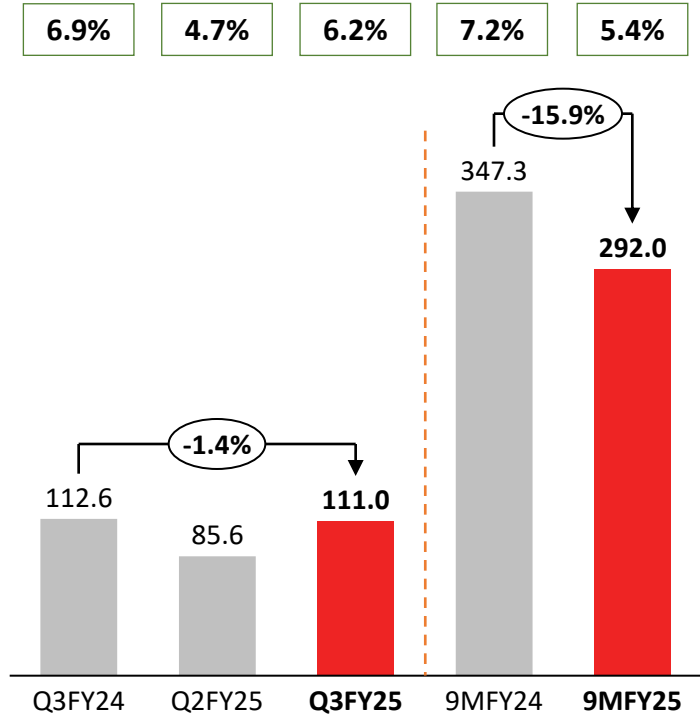
# Q3 FY25 : EBITDA and PAT Margins Rise Sequentially, Revenue Shows Y-o-Y Growth

## Revenue from Operations

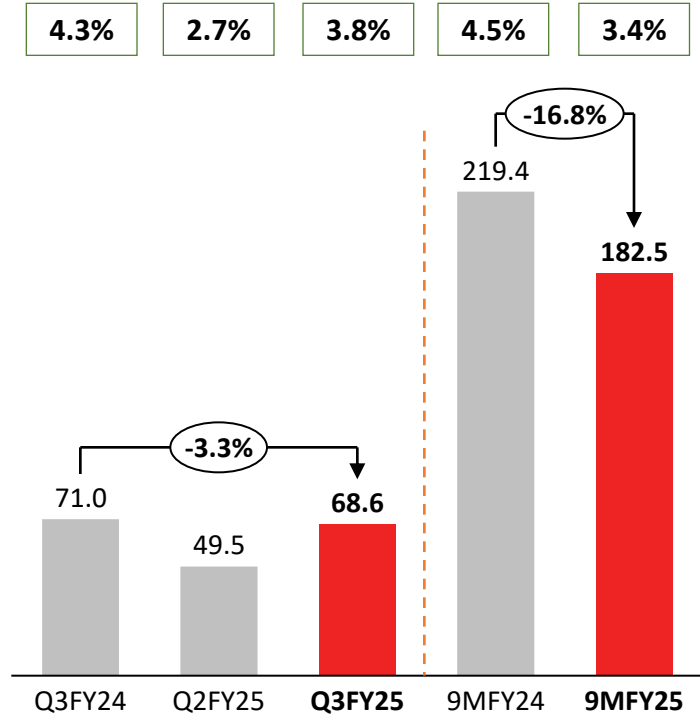
INR in Crs



## Operating EBITDA & EBITDA Margin (%)



## PAT & PAT Margin (%)



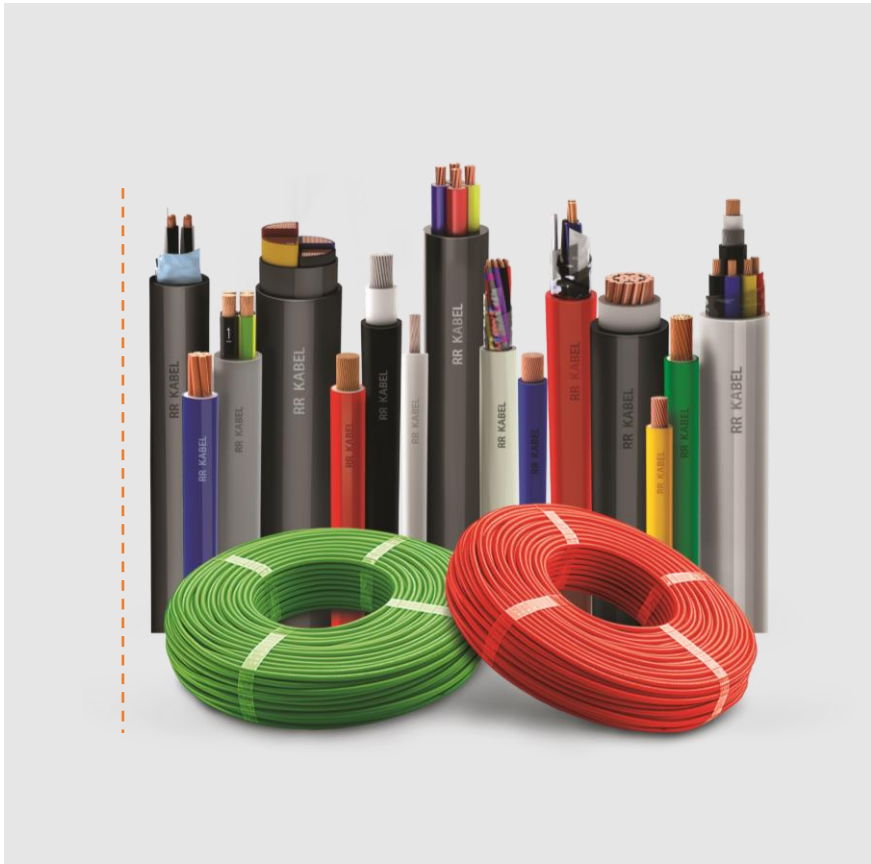
### Revenue :-

✓ Moderate revenue growth of 8% in W&C segment and impressive revenue growth of 20% in FMEG segment .Highest ever revenue achieved in 9M FY25

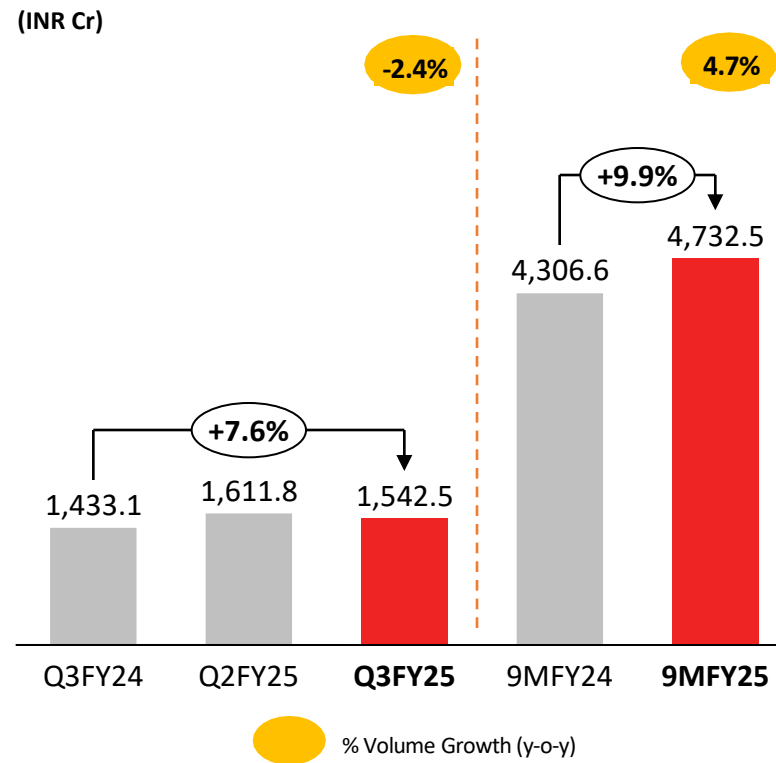
### Operating EBITDA & PAT

✓ Marginal reduction in YoY, however sequential performance of QoQ has improved due to better contribution margin

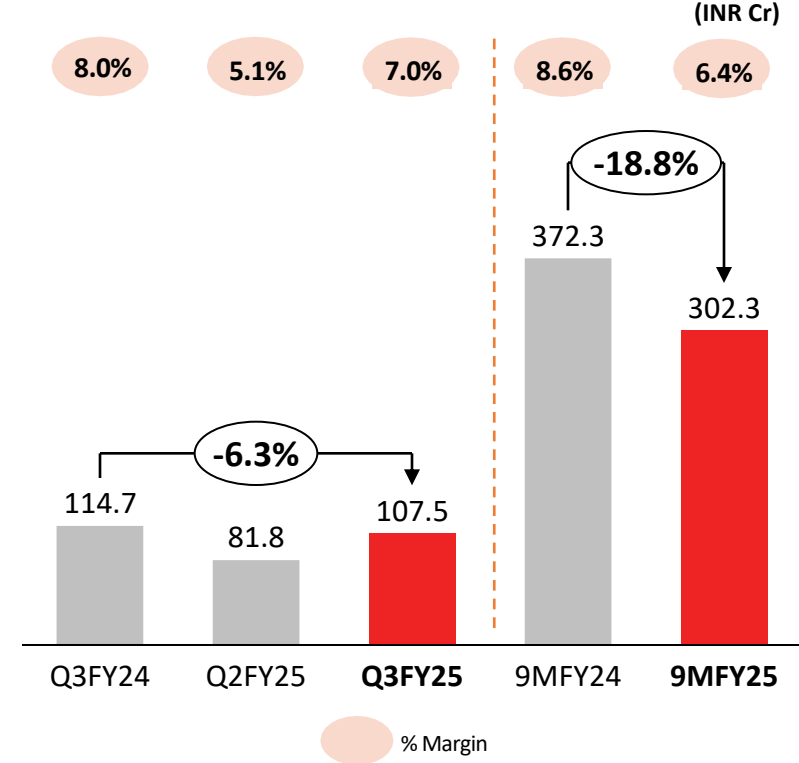
# Wires & Cables – Performance



## Revenue from Operations



## Segment Profit before Tax and Interest



### Revenue :-

- ✓ Increase in revenue driven by muted to moderate volume growth in both wires & cable business

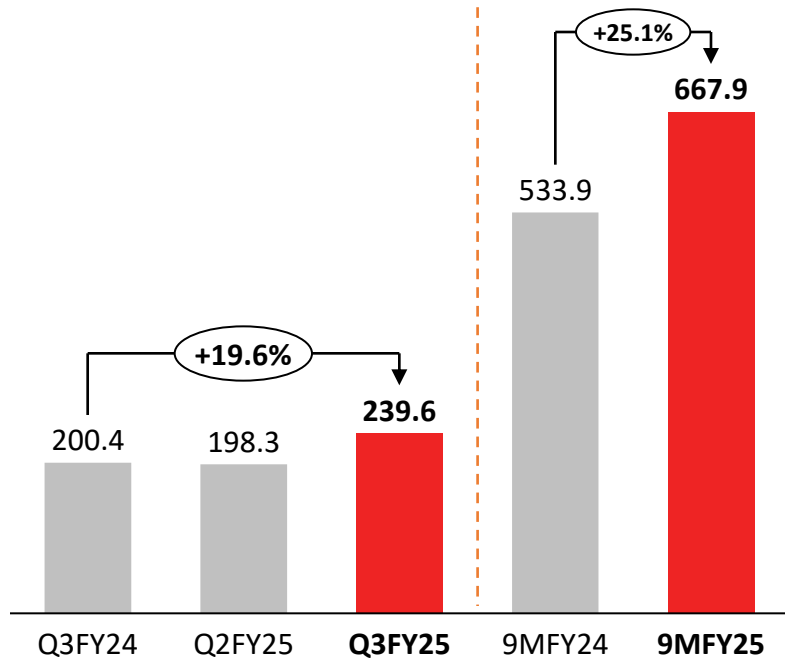
### Segment profit :-

- ✓ Better contribution margin resulted into improved QoQ segment profit, however YoY segment profit have reduced marginally

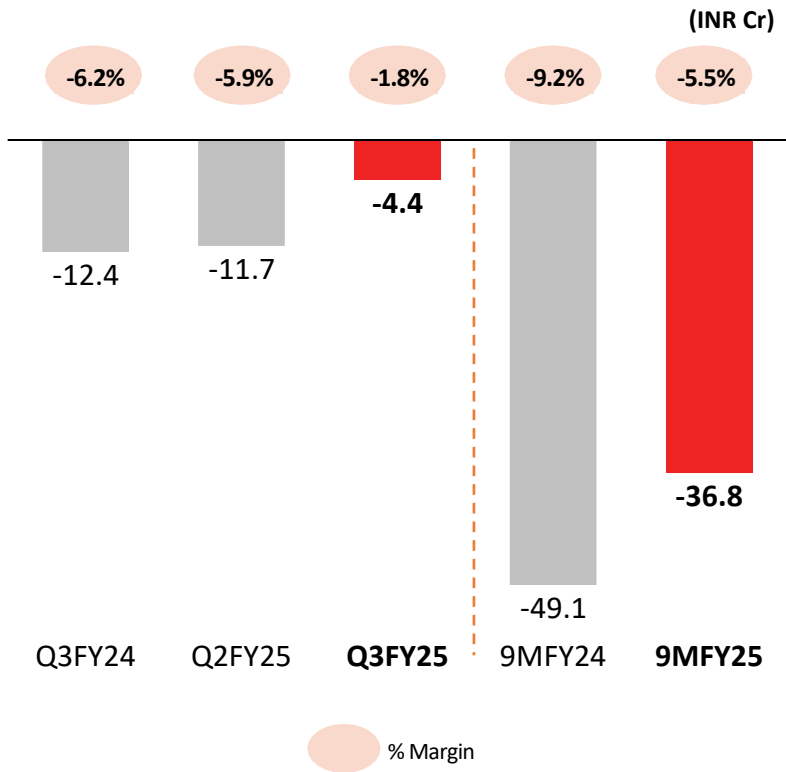
# FMEG – Performance



## Revenue from Operations



## Segment Profit before Tax and Interest



### Revenue:-

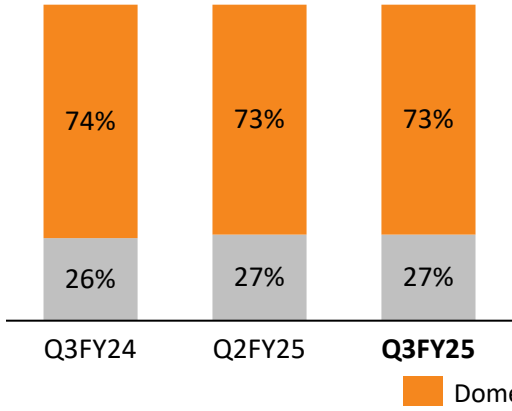
✓ Increase in revenue driven by robust volume growth mainly in Fans, Appliances & Switches

### Segment profit :-

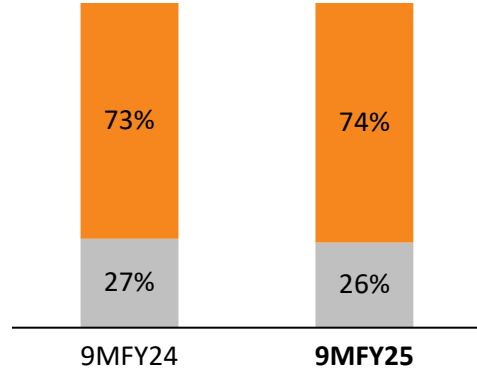
✓ Segment loss has substantially reduced due to savings in operational cost along with marginal increase in contribution on account of product mix and volume growth

# Operational Highlights

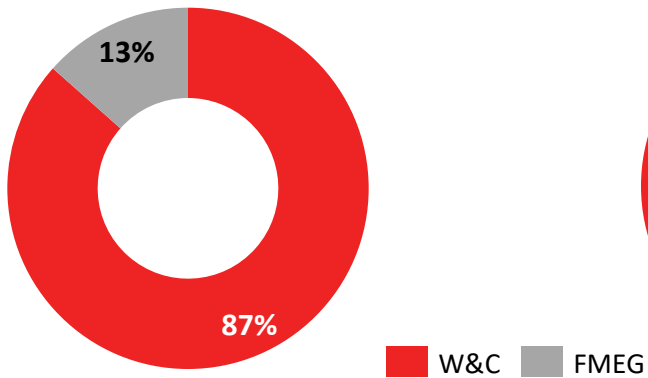
**Q3 FY25 Revenue-Mix**  
(Domestic Vs Exports)



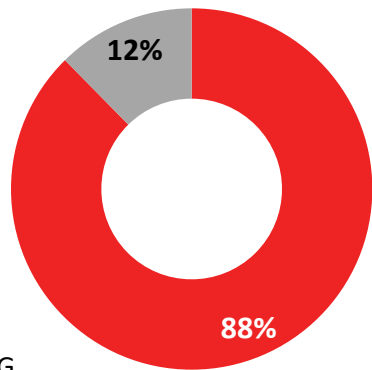
**9M FY25 Revenue-Mix**  
(Domestic Vs Exports)



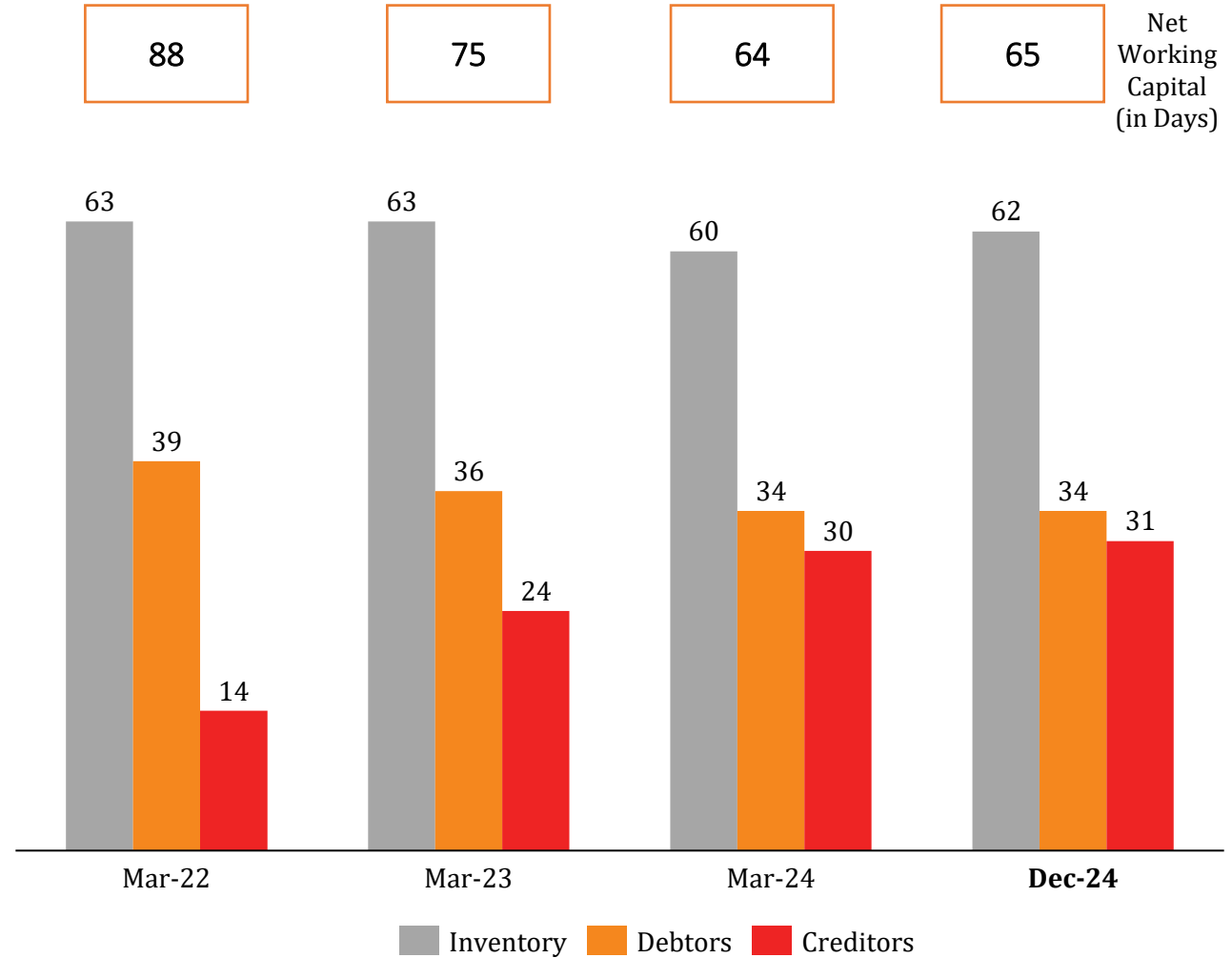
**Q3 FY25 Revenue-Mix**  
(Business Segment)



**9M FY25 Revenue-Mix**  
(Business Segment)



**Working Capital Management (in Days)**





# Consolidated Profit & Loss Statement – Q3 & 9MFY25

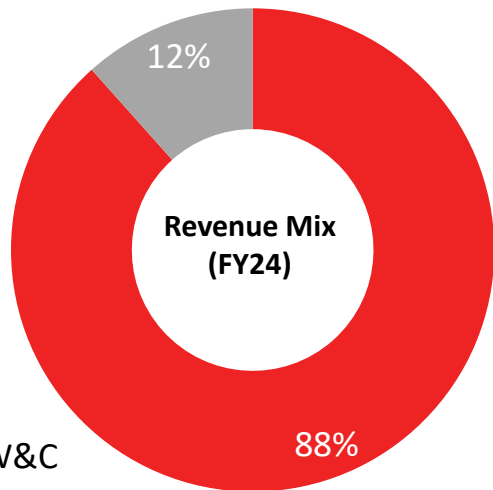
Profit & Loss Statement (INR. Crs)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
<b>Revenue from Operations</b>	<b>1,782.2</b>	<b>1,633.5</b>	<b>9.1%</b>	<b>1,810.1</b>	<b>-1.5%</b>	<b>5,400.4</b>	<b>4,840.5</b>	<b>11.6%</b>
Cost of Materials Consumed	1,391.4	1,148.1		1,357.8		4,287.0	3,602.5	
Purchase of stock-in-trade	127.1	103.0		122.4		369.3	306.1	
Changes in Inventories of Finished Goods and Work in Progress	(63.1)	70.8		41.9		(184.6)	9.0	
<b>Gross Profit</b>	<b>326.8</b>	<b>311.6</b>	<b>4.9%</b>	<b>288.0</b>	<b>13.4%</b>	<b>928.7</b>	<b>922.9</b>	<b>0.6%</b>
<b>GP %</b>	<b>18.3%</b>	<b>19.1%</b>		<b>15.9%</b>		<b>17.2%</b>	<b>19.1%</b>	
Employee Benefits Expense	90.8	81.8		89.4		268.9	238.9	
Other Expenses	125.4	117.2		112.8		368.6	337.7	
Share of Profit of Joint Venture (net of tax)	0.4	0.0		-0.2		0.7	0.9	
<b>EBITDA</b>	<b>111.0</b>	<b>112.6</b>	<b>-1.4%</b>	<b>85.6</b>	<b>29.7%</b>	<b>292.0</b>	<b>347.3</b>	<b>-15.9%</b>
<b>EBITDA %</b>	<b>6.2%</b>	<b>6.9%</b>		<b>4.7%</b>		<b>5.4%</b>	<b>7.2%</b>	<b>-</b>
Other Income	13.4	12.2		7.2		39.2	43.3	
Depreciation and Amortisation Expense	17.8	16.5		17.5		51.5	49.2	
<b>EBIT</b>	<b>106.6</b>	<b>108.3</b>	<b>-1.6%</b>	<b>75.3</b>	<b>41.6%</b>	<b>279.7</b>	<b>341.4</b>	<b>-18.1%</b>
Finance Costs	16.2	12.4		15.6		43.4	41.0	
<b>PBT</b>	<b>90.5</b>	<b>95.9</b>	<b>-5.7%</b>	<b>59.7</b>	<b>51.6%</b>	<b>236.3</b>	<b>300.4</b>	<b>-21.3%</b>
Total Tax Expense	21.9	25.0		10.1		53.8	81.0	
<b>Profit for the period</b>	<b>68.6</b>	<b>71.0</b>	<b>-3.3%</b>	<b>49.5</b>	<b>38.5%</b>	<b>182.5</b>	<b>219.4</b>	<b>-16.8%</b>
<b>PAT %</b>	<b>3.8%</b>	<b>4.3%</b>		<b>2.7%</b>		<b>3.4%</b>	<b>4.5%</b>	<b>-</b>
EPS (As per Profit after Tax)	6.0	6.3		4.4		16.1	19.6	



Overview

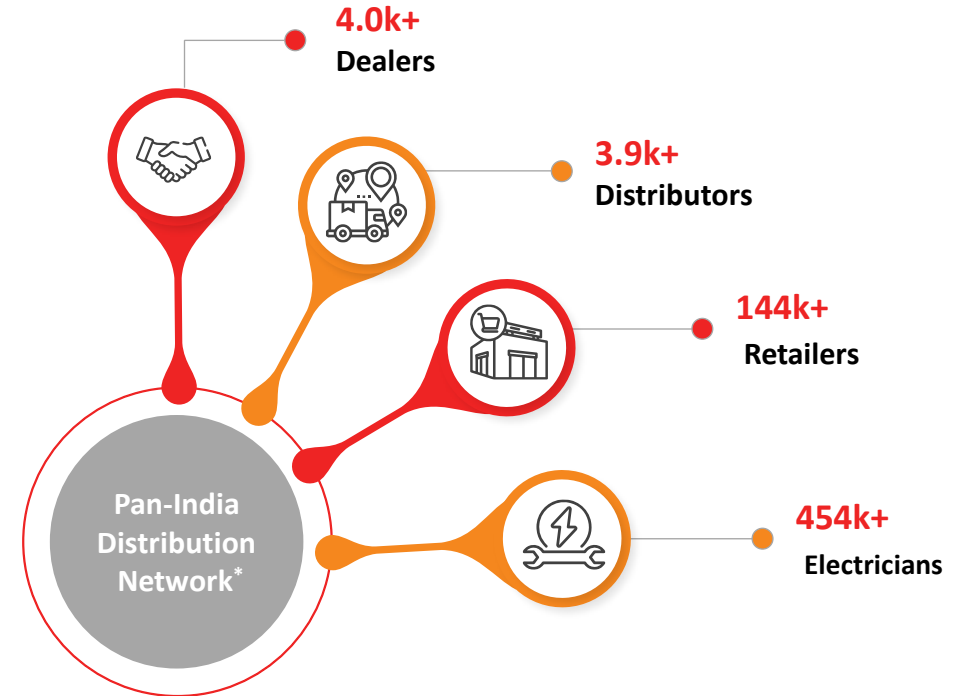
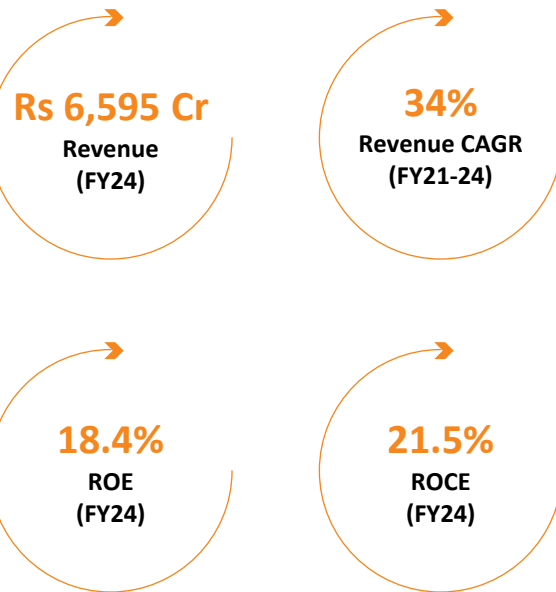
- Founded in 1999. **4<sup>th</sup>** largest player in the Indian Wires and Cables(W&C) industry by value in FY24
- Electrical conglomerate present in **85+** countries worldwide. Our products have **37** international certifications, distinguishing us in the Indian consumer industry
- Integrated In-house manufacturing. **Five** facilities across India, **Two** for Wires & Cables and **Three** for Fast Moving Electric Goods (FMEG)

## Business Segments



■ W&C  
■ FMEG

## Robust Growth



As on 31<sup>st</sup> March, 2024

## RR Kabel has operating history of 20+ years

### Business of Wires & Cables

### Diversifying into FMEG

#### Trading -> Manufacturing

- Commencement of Operations; First **manufacturing facility** in **Silvassa**

- Established **manufacturing plant in Vadodara**

#### Expanding Global Footprint

- Commencement of exports to the US
- Amalgamation of Ram Ratna Electricals Limited along with acquiring manufacturing facility in Roorkee, Uttarakhand for Fans and Lights

- Commencement of **Switch Manufacturing**

- **Got listed on NSE & BSE in Sep'23** with listing day gain of ~14%

2004

2018

2020

2022

1999

2011

2019

2021

2023

#### Backward Integration

- Manufacturing of **PVC Compound** in-house

- Investment by TPG

#### Strengthening FMEG Portfolio

- Expansion into **professional lighting** and **LED lights** by acquiring Arraystorm and its facility located in Bengaluru, Karnataka for lights

Added **premium and mid-premium fans & lights** by acquiring Luminous Home Electrical Business alongwith Gagret Facility

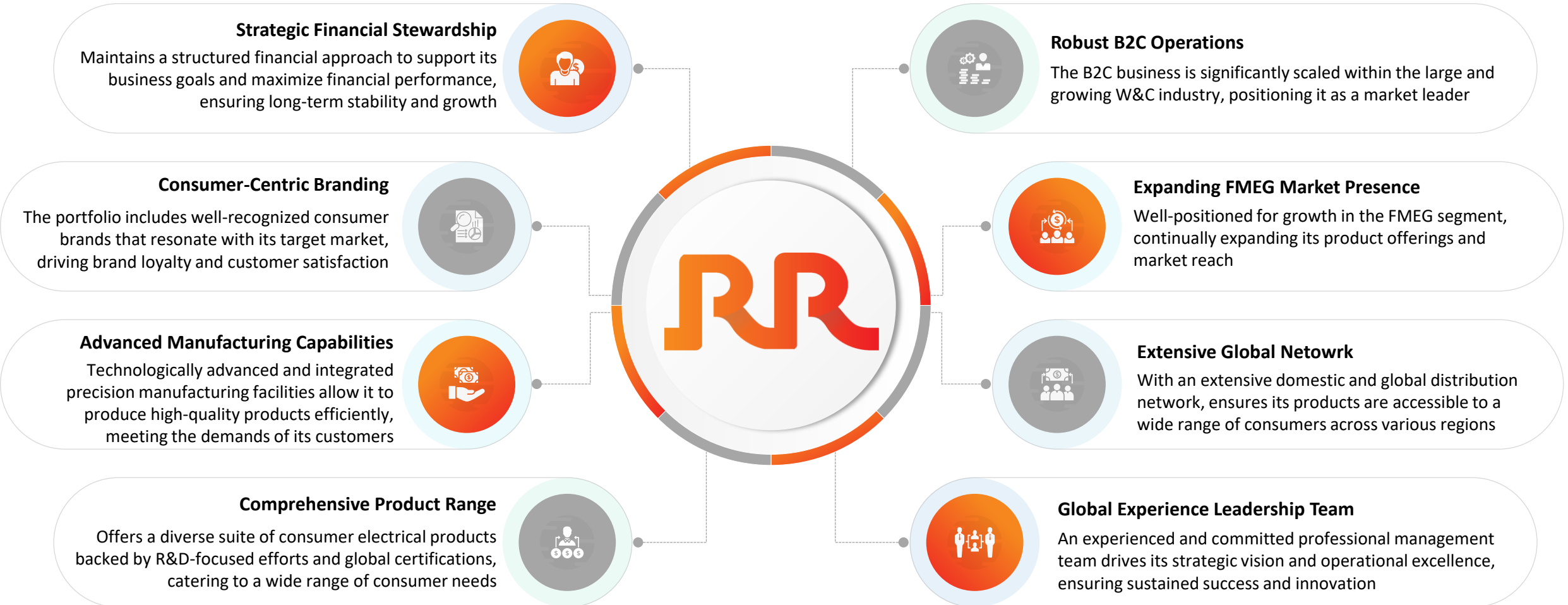
# Diverse Suite of Products

B2B to B2C Play across all Consumer Electrical Segments with Cross-Sell Opportunity

Wire & Cables (Revenue - 87%)

FMEG (Revenue - 13%)







## Pan-India Facilities

**5 Facilities:** 2 for W&C + 3 for FMEG  
Shorter time to market & cost competitiveness



## Quality & Reliability

**In-house** manufacturing  
Backward **integration**

## Automation in Manufacturing<sup>(1)</sup>



**Robotic Rotor Machining**



**Automatic Paintshop**



**Digitized Rotor Inspection**

## Large Scale Operations

Annual Installed Capacity

**W&C: 4.2mn ckm**

**Switches : 11.8mn units**

**Fans: 3.3mn units**

<sup>(1)</sup> In Gagret facility, Capacity as on 30<sup>th</sup> September, 2024

## W&C: 100% In-House Manufacturing



**Waghodia**

**Capacity**

W&C- 2.3 Mn CKM, Switches- 11.8 Mn



**Silvassa**

**Capacity**

W&C- 1.9 Mn CKM

**Backward Integrated Key Raw Materials (PVC, LS0H, XLPE and Solar Cable Compound)**

## FMEG: 37% In-House Manufacturing



**Roorkee**

**Capacity**

Fans - 1.5 Mn

**Fans and lights**



**Bengaluru**

**Capacity**

lights (>0.1 Mn)

**Designer Customizable Lights**



**Gagret**

**Capacity**

Fans - 1.8 Mn

**Premium Fans**

Business Segments  
**Wires & Cables (W&C)**





## Wires & Cables



Revenue

**87\* % Contribution**



Facility

**Waghodia & Silvassa**



Annual Capacity

**4.2Mn ckm**



Product Category

**House wires, Industrial wires, Power cables & Special cables**

\*Q3FY25

## Wires

### House Wires



Heat Resistant Wires



Fire Resistant Wires



Low Smoke Zero Halogen Wires

#### Applications

- Residential Buildings
- Commercial
- Public

### Industrial Wires



Single & Multi Core Flexible Cable



Control Cables



Submersible Flat Cable

#### Applications

- Power Panels
- Control Panels
- Switchgears
- Relay
- Instrumentation Panels
- Control Panels
- Production & Assembly Lines
- Industrial Process Automation
- Plant Engineering
- Industrial Machinery
- Robotic Technology

## Cables

### Power Cables



LT Power Cable



Medium & High Voltage Power Cables

#### Applications

- Power Transmission
- Power Distribution

### Specialty Cables



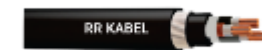
Data & Communication Cables



Instrumentation Cables



Solar Cables



Fire & Security Cables



Silicon Rubber Cables



Auto Cables



Battery Cables



Lift & Elevator Cables



Appliance Wiring Material



Power Cord

# Long-Term Industry Growth Drivers

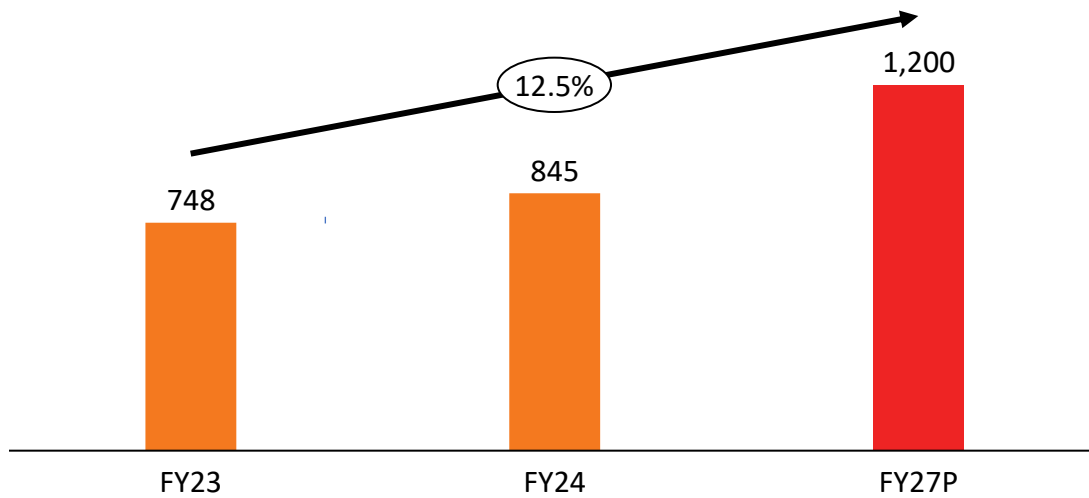
**INR845bn** Indian Wires & Cables Market (FY24)

**40%** W&C share of Indian electrical industry (FY24)

**13%** FY24 to FY27 CAGR

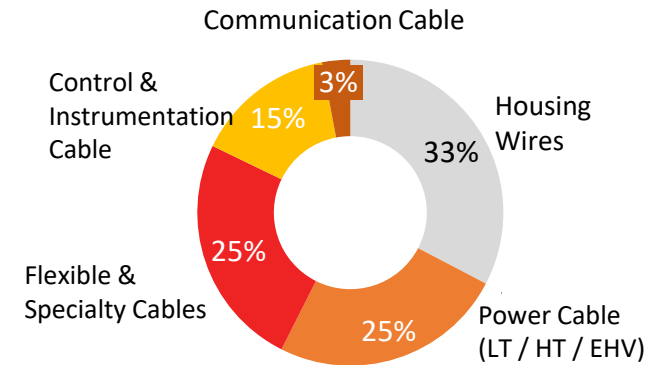
## Indian Wires and Cables Market Poised for Strong Growth..

W&C Market Size (INR Bn)

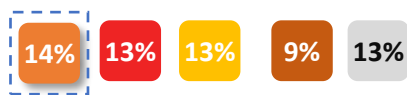


## ..Across all sub-sectors and a shift to branded players

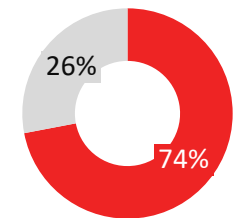
W&C Market Segmentation (FY24)



FY24-27 Category wise CAGR

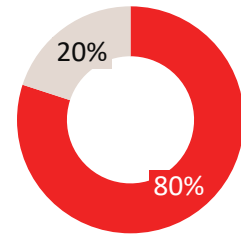


Branded Market Share (FY24)



■ Branded ■ Unbranded

Branded Market Share (FY27P)



## Long-Term Growth Drivers in Place

Multiple drivers for growth across both B2C and B2B segments

Resilient Resident & Commercial Real Estate

Push towards Renewable Energy

EV Transition

Export Promotion by Government

Rural Electrification

(As on Mar'24)



**454k+**  
Electricians



**3.9k+**  
Distributors



**4.0k+**  
Dealers



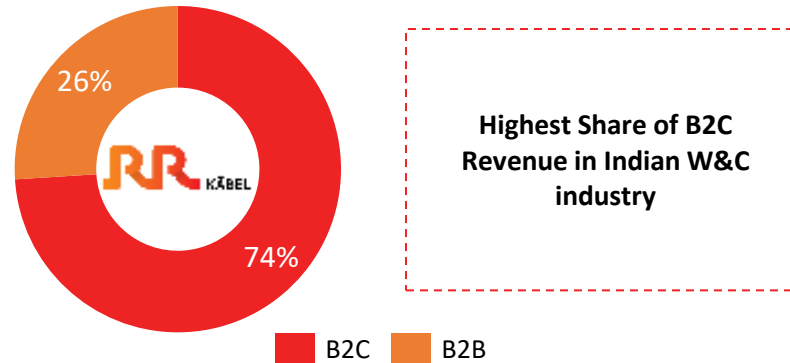
**144k+**  
Retailers



**Presence on recognized e-commerce platforms**  
Ecommerce Platforms

## ...With a B2C Focused Portfolio

% B2C Revenue in W&C segment (FY24)



## Stronger Fundamental Drivers



**Well-Recognized Brand**



**Comprehensive product portfolio**



**Certified Manufacturing facilities**



**Quality & Safe Products**



**Pan-India Distribution Network**

● Factory-05    ■ Office-16    ▲ Warehouse-18

## ...and Multi-Year Initiatives in place

1

### Project KaRRma

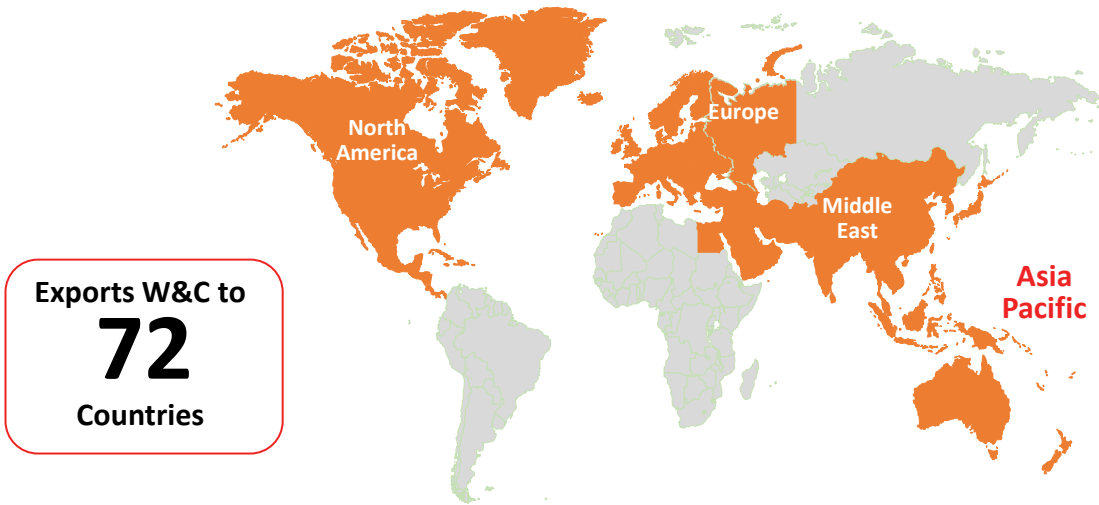
RR Kabel aims to expand market share and retail presence in domestic house wires, focusing on micro and nano markets, leading to meet growing demand and enhance competitive advantage

2

### Project Lakshya

RR Kabel expanded its fans and lights distribution through field sales officers, successfully transforming into the RR Signature brand

Product quality and global accreditations enabling growth



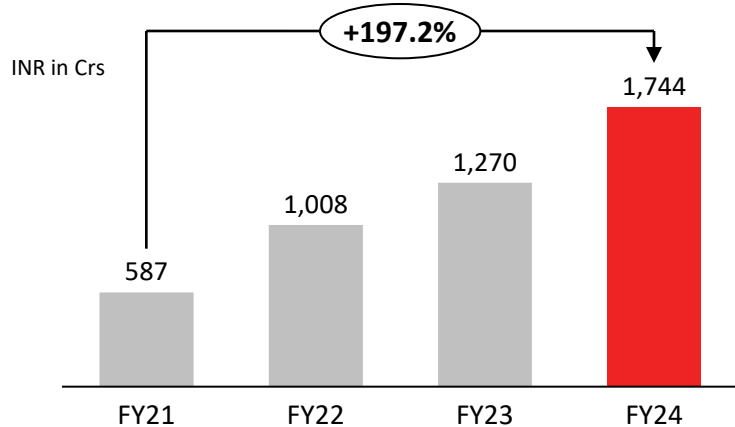
**~27.0%**  
Exports % of Revenue from Operations- Q3 FY25

**~10%**

Market Share of W&C Exports from India

- ✓ RR Kabel is one of India's largest exporters of wires and cables from India with ~10% market share of the exports market (as of FY24)
- ✓ Recurring B2C exports
- ✓ Direct sales to distributors
- ✓ Large number of global certifications enables exports to multiple countries
- ✓ Well-positioned to benefit from the global shift to China Plus 1 Policy

## Largest Exporter of Wires & Cables from India



- During FY21 to YTD Dec'24, it sold its products to **72 countries** in **North America, APAC, Europe and Middle East**.
- Company exports a majority of its products under the brand '**RR Kabel**' and manufactures under **private labels** for select customer
- It has long-standing relationships with **10 distributors** in these markets who cover the majority of its exports

Source: Industry/ Company Research

Business Segment  
**Fast Moving Electrical  
Goods (FMEG)**



# Fast Moving Electrical Goods (FMEG)

Fastest growing FMEG player in listed category and with best improvement in gross margin



Revenue

**13\* % Contribution**



Facility

**Roorkee, Bengaluru & Gagret**



Annual Capacity

**Fan- 3.3 Mn units**



Product Category

**Fans, Lighting, Switches, Switchgears & Appliances**

\*Q3FY25

## Fans



Ceiling Fans

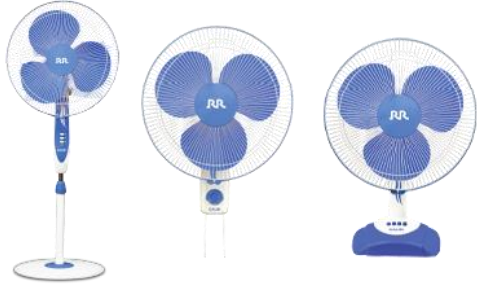


Table Pedestal & Wall Fans



Exhaust Fans

## Lighting



Panel Lights



Bulbs



Down Lights



Streetlights

## Switches



Modular Switches



MCB



DB

## Appliances



Water Heater



Room Heater



Irons

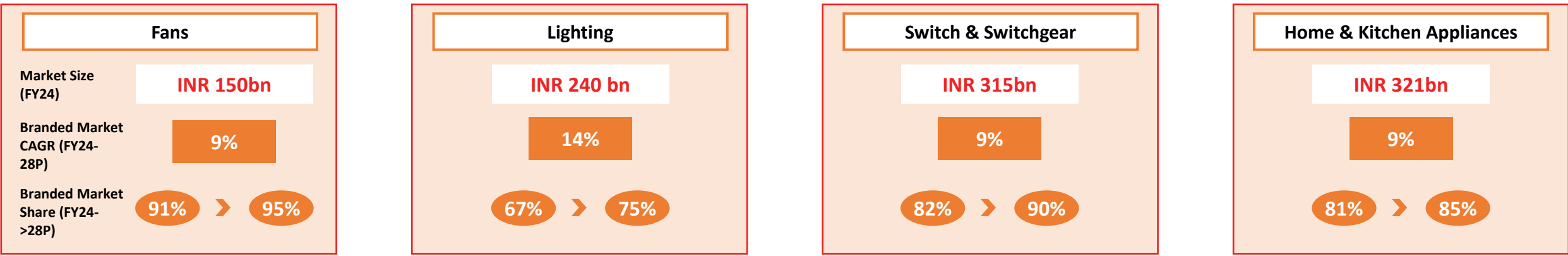


Coolers



**INR1,026bn** Indian FMEG Market (FY24)      **8%** FY24 to FY28E CAGR      **77%** Coverage of FMEG industry

**INR1,026bn FMEG Market Opportunity with Growth across all Sub-categories...**



**...Driven by Premiumization and Shift to Branded Sector**

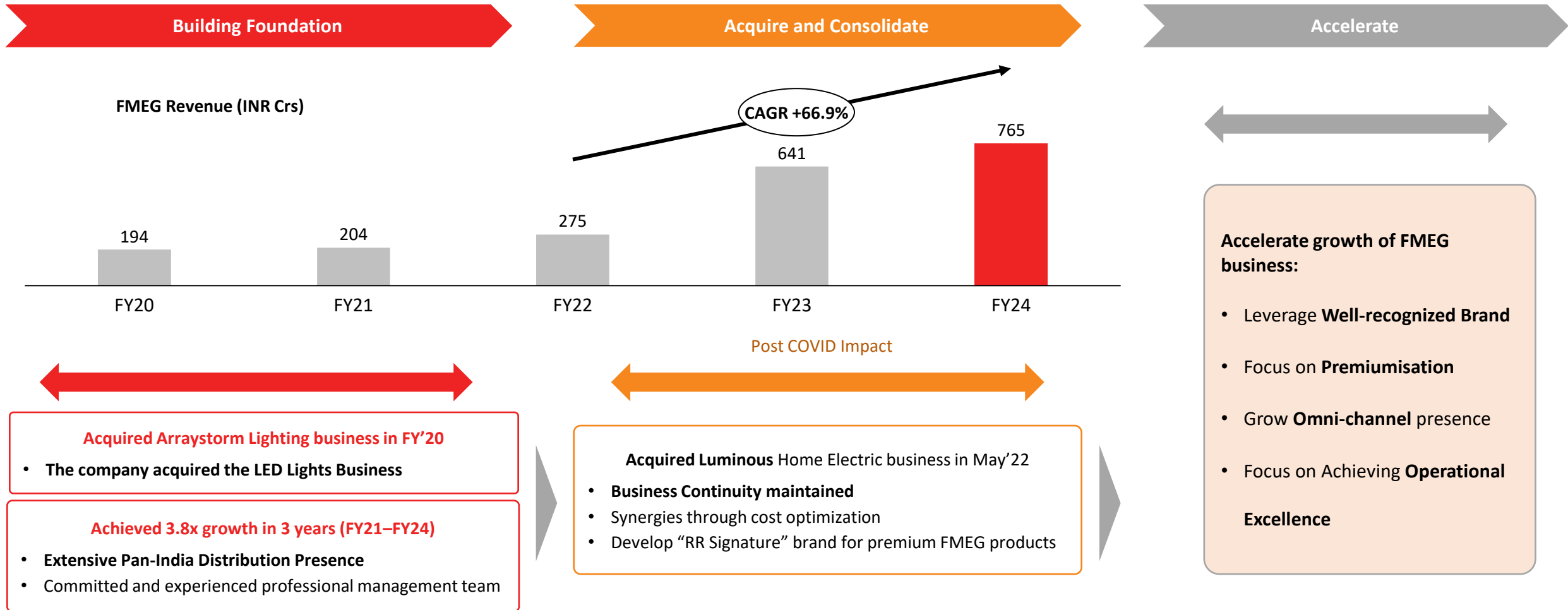
- | Fans  | Lighting  | Switch & Switchgear   | Home & Kitchen Appliances  |
|---|---|---|--|
| <ul style="list-style-type: none"> <li>• Increase in replacement demand</li> <li>• Premiumization trend</li> <li>• Rising demand for energy efficient fans</li> </ul> | <ul style="list-style-type: none"> <li>• LED segment driving growth</li> <li>• Reducing imports / 'Make in India' boosting demand</li> <li>• Higher replacement demand from urban population</li> </ul> | <ul style="list-style-type: none"> <li>• Demand shifting to modular switches</li> <li>• Enhanced safety standards</li> <li>• LV switchgears led demand (residential segment)</li> </ul> | <ul style="list-style-type: none"> <li>• Rising disposable incomes</li> <li>• Changes in demography</li> <li>• Consumer behavior</li> <li>• Changing Technology</li> </ul> |

Source: Industry/Company Research

# Well-Poised for Growth in the FMEG Segment



RR Kabel has built a wide FMEG portfolio and has a 3-Phased Journey to Capture Value



Source: Industry Research, Company Information

# New Launches have fueled growth

## BLDC



Effaire



Liteair



Bonsai

## Decorative



Amour



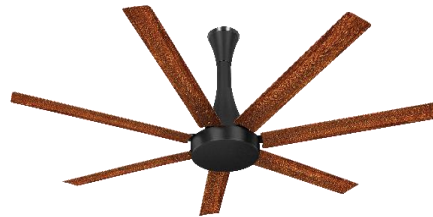
NY Broadway



Ovalo



Farris



Aether Flow

## Size & Color



Droot 900 mm



Flomax Plus 900 mm



Whiz 600 mm



Tiger 600 mm



10W panel



Spot



Colorful Panel



Rimless Surface Panel



Ropelight



Flood Lights 100W 150W



Ardor 10L/15L/25L



Ardent 10L/15L/25L



Halogen Heater



SKI 13



Immersion Rod



Thalassa 10/15/25

## Clear strategy in place to expand FMEG revenues



### Manufacture Value Added Products

- Premium Decorative Fans, Downlight Panels, Switchgears
- **Higher Margin value added products**



### Presence Across Price Points

- Strengthen presence across economy, premium, mid-premium segments
- **Increase** revenue from **premium** products



### Exclusive FMEG brand

- Building **RR Signature** brand for premium FMEG products.



### Integrate Acquisitions

- Realize synergies to optimize costs
- Logistics
  - Promotions
  - Manpower



### Expand Product Portfolio

- Continuous products under development
- **Switches & switchgear** for residential & commercial segment



### Grow Distribution Network

- Expand distribution network for FMEG
- Strengthen omni-channel capabilities
- Increase counter shares in top industry outlets



**Tribhuvanprasad  
Rameshwarlal Kabra**

**Executive Chairman**

- Promoter of the company
- Extensive experience in the electrical industry



**Shreegopal Rameshwarlal  
Kabra**

**Managing Director**

- Promoter of the company
- Extensive experience in the electrical industry
- Former President of IEEMA



**Mahendrakumar  
Rameshwarlal Kabra**

**Joint Managing Director**

- Promoter of the company
- Extensive experience in the electrical industry



**Bhagwat Singh Babel**

**Independent Director**

- Associated since Aug 2017
- Board member at Secure Meters
- Former Board Member of IEEMA



**Vipul Sabharwal**

**Independent Director**

- Associated since Aug 2022
- Prior experience at Luminous, Whirlpool and Gillette



**Jyoti Davar**

**Independent Director**

- Associated since Dec2022
- Current Secretary General in FICCI



**Ramesh Chandak**

**Independent Director**

- Associated since Apr 2023
- Former President and Board Member of IEEMA

# Professional Management Team- Extensive Experience



**Rajesh Babu Jain**

*CFO*



29 years



**Sanjay Narnarayan Taparia**

*CEO, International Business*



33 years



**Vivek Abrol**

*CEO, FMEG*



23 years



**Shishir Sharma**

*Chief Sales Officer, Wires & Cables*



32 years



**Satishkumar Anandilal Agarwal**

*Chief Strategy Officer*



34 years



**Anup Vaibhav Khanna**

*Company Secretary and Compliance Officer*



24 years



**Vinod Parur**

*Chief Human Resources Officer*



23 years

# Testimony to Our Performance



The 'Best Construction & Infrastructure Brand in the Electrical Solutions Sector' at the ET Infra Focus Summit & Awards – September 26, 2023



Best Practices Award in the Industry Mentor Support Category by the Jaipuria Institute of Management – 2023



Mr. Shreegopal Kabra, felicitated with the Global Entrepreneur of the Year Award 2024



Times Now Sustainable Organization 2024 award by ET Edge



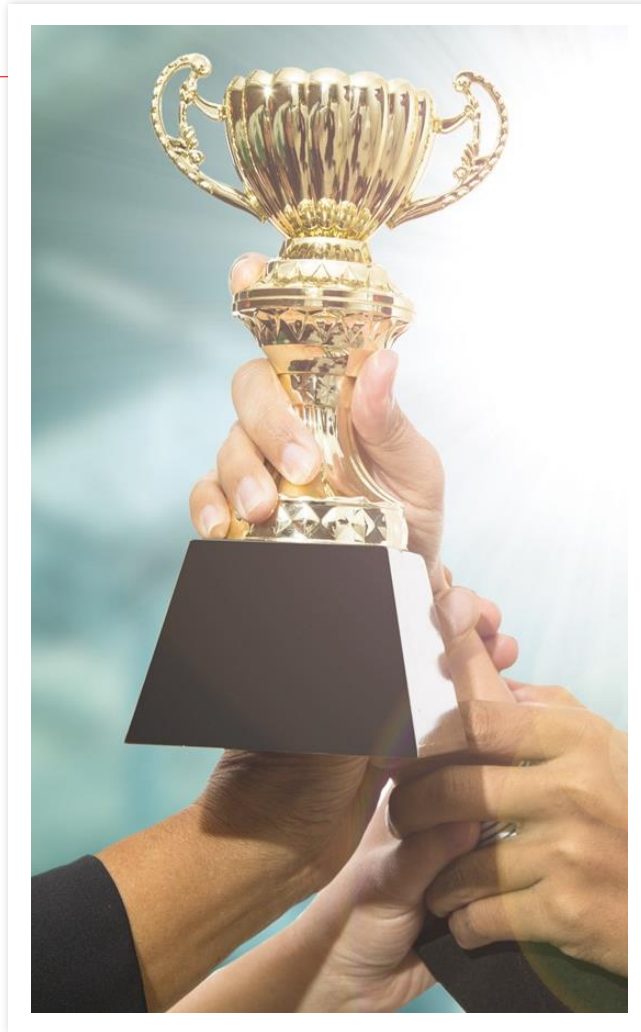
Trailblazer HR Initiative Award of the Year – 2023



Great Place to Work – 2024



Best place workplace in consumer durable industry – 2024 by 'Great Place to Work'



Innovative and quality products with multiple industry-first launches

## Innovation Team

86 focused on R&D

### Innovation Leader

**1<sup>st</sup>** to introduce Low Smoke Zero Halogen Insulation Technology (“LSOH”) in India

### Facilitating Import Substitution

Supplying cable harness to Swiss textile machinery manufacturer in India

### Investing in Upcoming Trends

EV Charging Cables, Smart Fans and Designer Lights

## 37 International Product Certifications

<p>Canada</p>	<p>Europe</p>	<p>Europe</p>	<p>Great Britain</p>	<p>Europe</p>
<p>India</p>	<p>Europe</p>	<p>USA</p>	<p>USA</p>	<p>Germany</p>

★ Enables RR Kabel to export to regulated jurisdictions

## Focus on Quality and Safety

NABL Certified  
Lab

Capable of performing  
694 Tests



## Focus on sustainability & responsible growth

### Community Development



**Kabel Star Scholarships**  
for electricians' children



**Mission RRoshni**  
Integrated program for education,  
skill development and female  
empowerment

### Promoting Green Energy



**1.45MW** of solar capacity & **3.8 MW**  
of wind solar hybrid <sup>(1)</sup>  
Fulfilling **~59%** of contracted demand  
for electricity<sup>(2)</sup>



**1<sup>st</sup>** company in India to launch  
**Environment friendly wires &  
cable products<sup>(3)</sup>**  
**BLDC fans portfolio for energy  
saving**

### Conserving Water



**Recharging groundwater**  
through Rainwater harvesting  
for **34%** rainwater received in  
factory catchment area<sup>(2)</sup>



**"Zero" Waste Discharge**  
Initiatives

Note: (1) 1.2 MW for Waghodia Facility and 0.25 MW for Silvassa Facility of installed rooftop capacity for solar energy (2) For Waghodia Facility (3) Products compliant with REACH

# Corporate social responsibility (CSR)

Mission RRoshni is RR Kabel's endeavour to achieve an empowered and educated India. We are dedicated towards making a positive and lasting change in the lives of rural India.

## Key Activities: 2023-24

- Construction of Rural Employment Training Centre Building – Jarangloi, Odisha
- Orphanage & Home for Juvenile Delinquents, Baroda
- Set up of Computer Lab in school at Sikar, Rajasthan
- Construction of Girls Hostel at Pune
- Promoting Education
- Rural Development

Ekal Gramothan Foundation



Orphanage & Home for Juvenile Delinquents, Baroda



Airoli Girls Hostel



Computer Lab in school at Sikar, Rajasthan

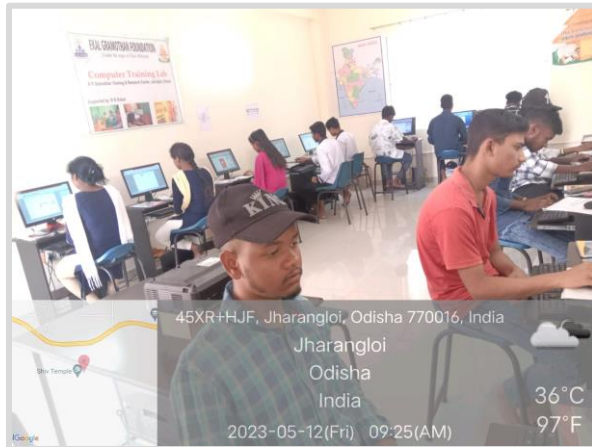


## Other Key Activities

- CTL (Computer training lab)
- WEC (Women Empowerment center)
- Organic Farming
- Nutrition Garden
- Electrical Wiring & Home Appliances Training
- Kisan Mela
- Plantation
- Sub Tailoring Center

## EKAL GRAMOTHAN FOUNDATION

RR Gramothan Training & Research Center (GRC Jarangloi, Sundargarh, Orissa)



Multiple ATL and BTL initiatives to build a connect with key consumers and strengthening brand

## Multi-Pronged Approach to Increase Brand Awareness

### Outdoor Advertising

★ Strategically placed ads for high visibility

★ Ad placement to emphasize Safety & Trust

### Ad Campaigns with Broad Reach

★ Engaged a leading Bollywood actor to associate as our brand ambassador

★ Sponsoring popular sports to increase visibility

### Building Connect with Electricians through Physical and Digital Marketing Initiatives

### Loyalty Management Programs



#WireKaFireTest

Fire test videos



Kabel Nukkad, Kabel Shop and Kabel Mela

Social & cultural programs & Product Demos



Kabel Link

Product portfolio education



Kabel Star

Scholarships to Electrician's children



Reward Scheme

Schemes for retailers and electricians



500k+ downloads

RR Connect App

Loyalty management app

### BRAND HOARDINGS



### EXHIBITION



### AKSHAY KUMAR FACTORY VISIT



### GATE BRANDING



### KABEL MELA



### INSPIRA (SWITCHES) PRODUCT LAUNCH



### FIRE STATION



### POLICE STATION



### TV CAMPAIGN



### TOLL GATE



### UMBRELLA DISTRIBUTION



### POLICE BARRICADES



## Catalogues - HEB



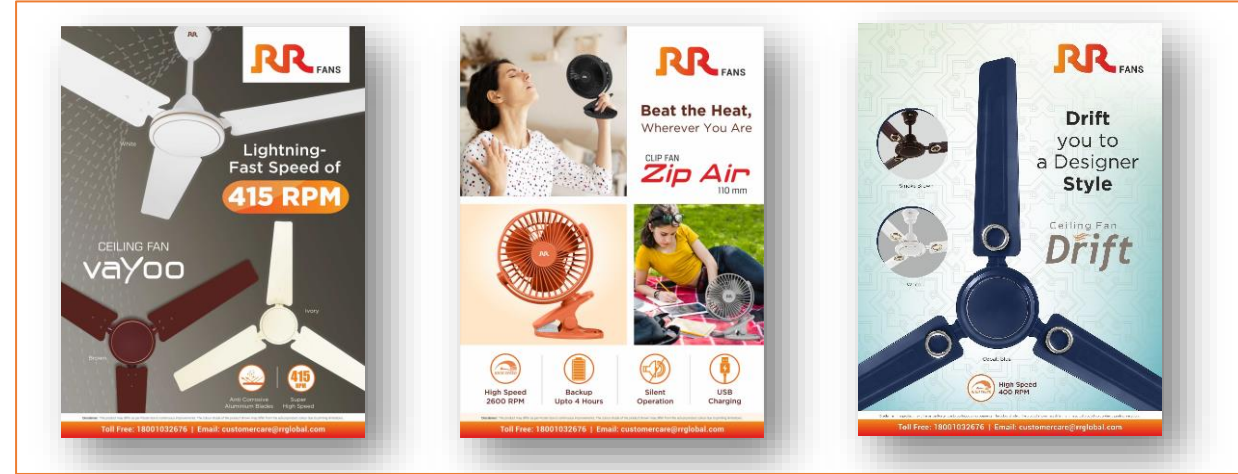
## Catalogues - CPD



## Posters - HEB



## Posters - CPD



### Dealer Meets - FANS



### SCL Display Boards - CPD



### FSO – Demo Kit (Fans)



### Appliances Brochure cum price list





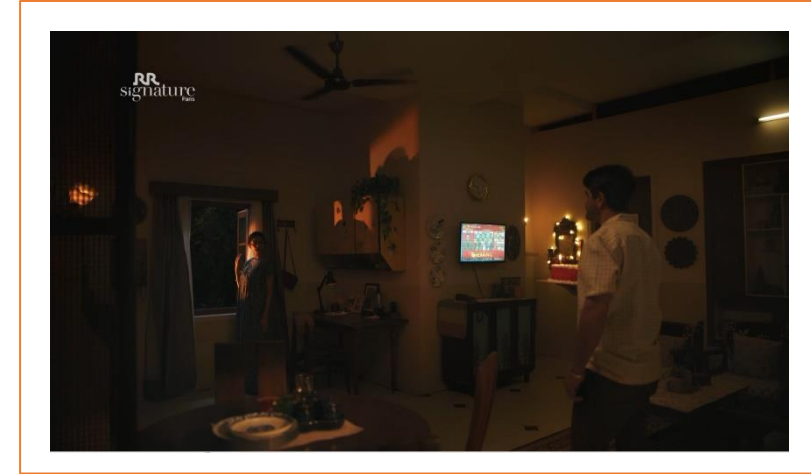
### TVC – Designer BLDC



### TVC – Kone Kone Mein Hawa



### TVC – Low Voltage



### Batten Stands (HEB & CPD)



### Appliances Catalogue - HEB



### Fans, Lighting, Appliances Catalogues (CPD)





Appliances - Foam Banners



Appliances - Posters



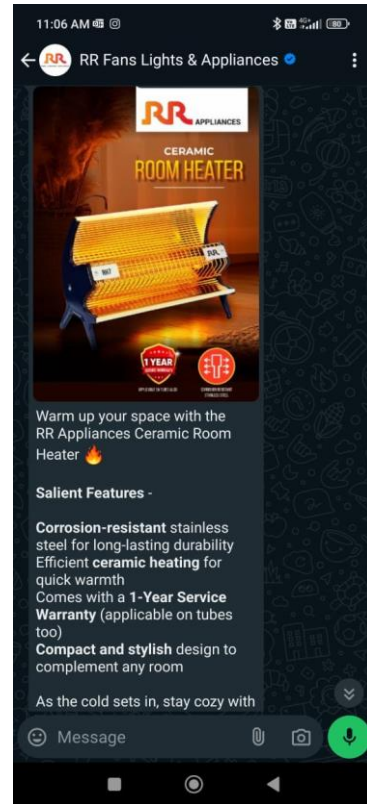
Geyser Display - HEB



Appliances – Dealer Meets



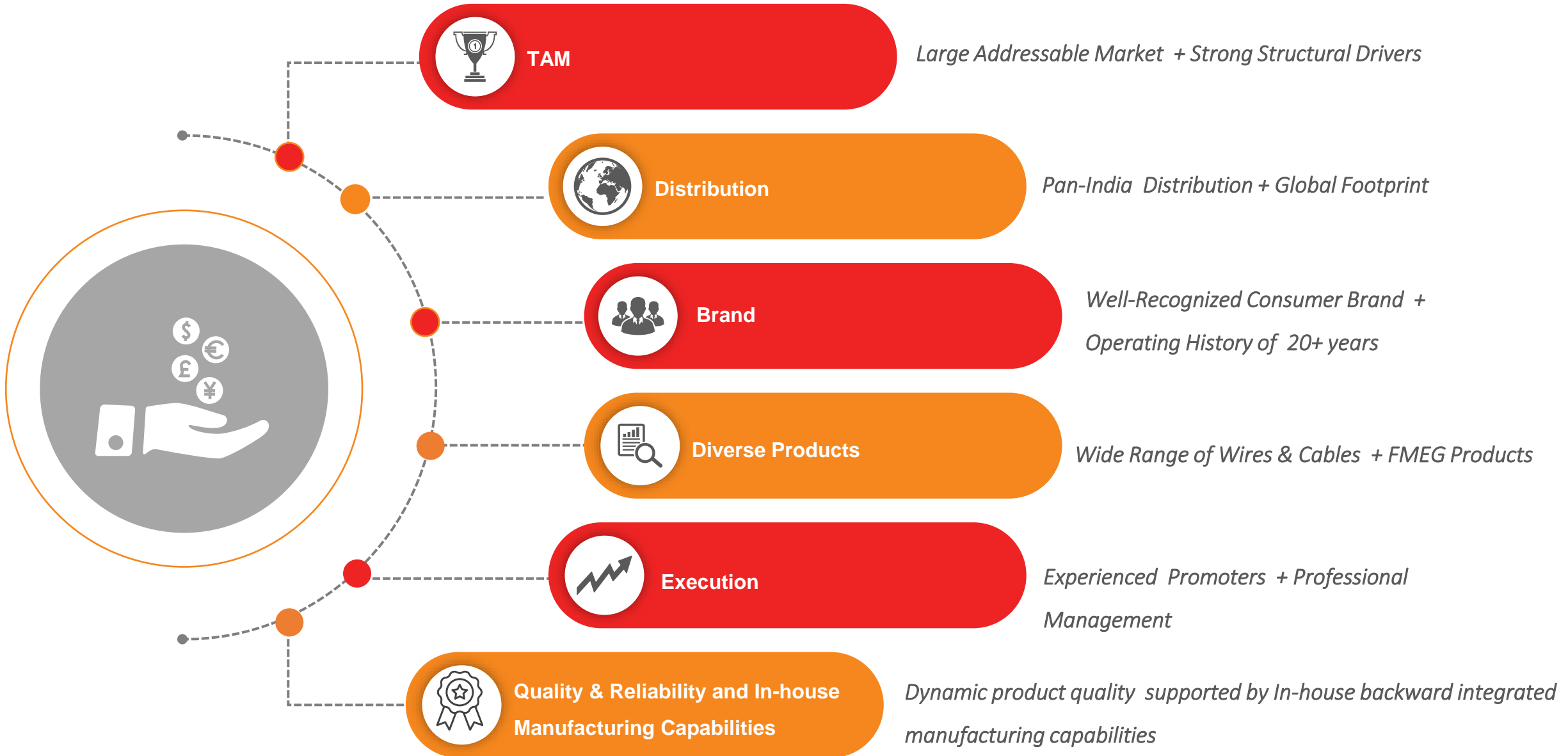
Flange (CPD)



Whats app Communications

META Posts

# R R Kabel's Strengths will Continue to Drive Success...



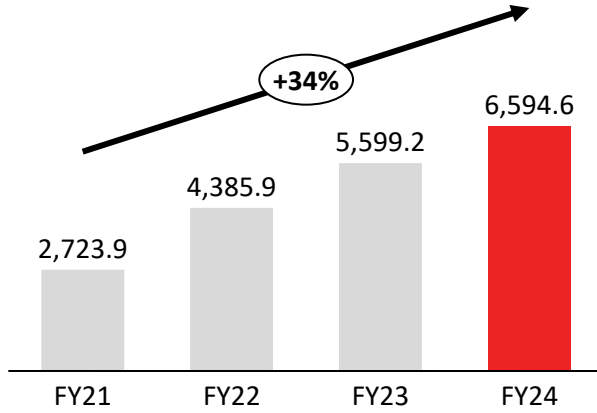
A photograph of a modern ceiling fan with three blades, mounted on a ceiling. The fan is dark-colored with a central hub. The background shows a window with a grid pattern and a wall with vertical slats. The entire image is overlaid with a yellow-to-orange gradient. The word "Annexure" is written in white, bold, sans-serif font across the center of the image.

# Annexure

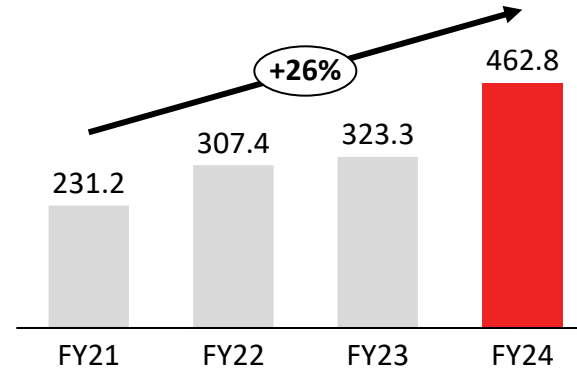
# Performance in Charts

## Revenues

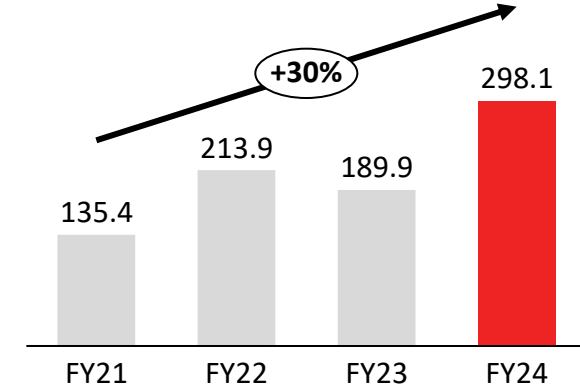
INR in Crs



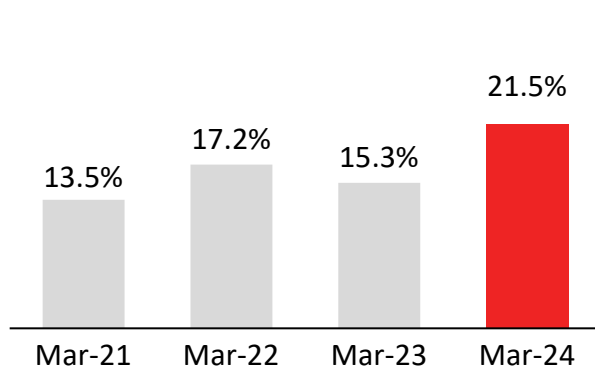
## EBITDA & EBITDA %



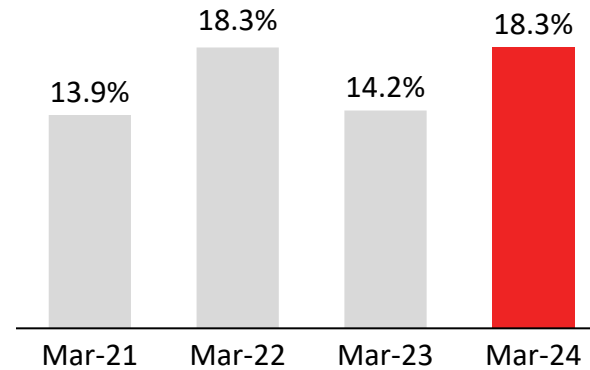
## PAT & PAT %



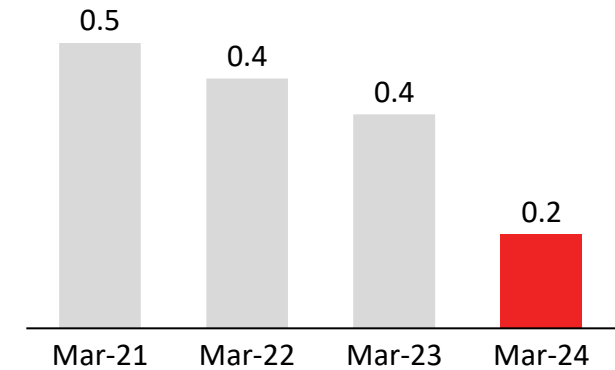
## RoCE (%)



## RoE (%)



## Debt to Equity (x)



# Historical Consolidated Profit & Loss Statement

Particulars (INR. Crs)	FY24	FY23	FY22	FY21
<b>Revenue from Operations</b>	<b>6,594.6</b>	<b>5,599.2</b>	<b>4,385.9</b>	<b>2,723.9</b>
Cost of Materials Consumed	4,942.6	4,369.8	3,575.5	2,173.2
Purchase of stock in trade	403.6	368.9	156.6	129.9
Changes in Inventories of Finished Goods and Work in Progress	2.7	-162.9	-124.2	-153.8
<b>Gross Profit</b>	<b>1,245.7</b>	<b>1,023.5</b>	<b>778.0</b>	<b>574.7</b>
<b>GP %</b>	<b>18.9%</b>	<b>18.3%</b>	<b>17.7%</b>	<b>21.1%</b>
Employee Benefits Expense	316.9	264.2	188.9	148.3
Other Expenses	467.1	437.0	285.9	196.2
Share of Profit of Joint Venture (net of tax)	1.1	0.9	4.2	1.1
<b>EBITDA</b>	<b>462.8</b>	<b>323.3</b>	<b>307.4</b>	<b>231.2</b>
<b>EBITDA %</b>	<b>7.0%</b>	<b>5.8%</b>	<b>7.0%</b>	<b>8.5%</b>
Other Income	62.6	34.4	46.3	22.0
Depreciation and Amortisation Expense	65.5	59.6	46.1	44.8
<b>EBIT</b>	<b>459.9</b>	<b>298.1</b>	<b>307.6</b>	<b>208.5</b>
Finance Costs	53.9	42.1	23.3	27.1
<b>PBT</b>	<b>406.1</b>	<b>256.0</b>	<b>284.4</b>	<b>181.4</b>
Total Tax Expense	108.0	66.1	70.4	46.0
<b>Profit for the year</b>	<b>298.1</b>	<b>189.9</b>	<b>213.9</b>	<b>135.4</b>
<b>PAT %</b>	<b>4.5%</b>	<b>3.4%</b>	<b>4.9%</b>	<b>5.0%</b>

# Historical Balance Sheet

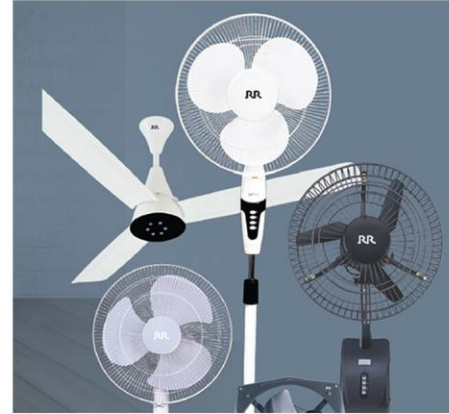
EQUITY & LIABILITIES (INR. Crs)	Mar-24	Mar-23	Mar-22	Mar-21
Equity Share Capital	56.4	47.8	23.9	23.9
Instrument entirely equity in nature	0.0	415.2	415.2	415.2
Other Equity	1,772.1	956.7	811.2	607.5
<b>Total Equity</b>	<b>1,828.5</b>	<b>1,419.7</b>	<b>1,250.3</b>	<b>1,046.6</b>
Financial Liabilities				
(i) Borrowings	0.0	26.9	59.3	71.3
(ii) Lease liabilities	60.6	56.4	8.2	5.3
(iii) Other Financial Liabilities	2.2	2.1	0.0	0.0
Provisions	11.2	14.1	7.2	6.0
Deferred Tax Liabilities (Net)	24.7	14.9	13.1	7.9
Other non-current liabilities	0.0	0.0	0.0	0.0
<b>Total Non-Current Liabilities</b>	<b>98.6</b>	<b>114.4</b>	<b>87.8</b>	<b>90.5</b>
Financial Liabilities				
(i) Borrowings	289.0	489.0	461.8	427.4
(ii) Lease liabilities	10.4	8.2	3.3	3.1
(iii) Trade payables				
(a) Total outstanding dues of micro enterprises and small enterprises	17.3	45.9	11.1	9.3
(b) Total outstanding dues of creditors other than micro enterprises and small enterprises	411.9	394.2	156.8	104.2
(iv) Other Financial Liabilities	111.4	37.8	24.0	16.5
Provisions	75.7	22.2	14.0	5.5
Income Tax Liabilities (Net)	24.7	6.4	0.0	0.0
Other Current Liabilities	1.7	95.9	41.5	12.0
<b>Total Current Liabilities</b>	<b>942.2</b>	<b>1,099.6</b>	<b>712.5</b>	<b>578</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>2,869.3</b>	<b>2,633.6</b>	<b>2,050.6</b>	<b>1,715.1</b>

ASSETS (INR. Crs)	Mar-24	Mar-23	Mar-22	Mar-21
Property, plant and equipment	466.1	448.8	383.7	386.0
Capital work-in-progress	163.6	43.6	42.3	6.7
Right-of-use Assets	66.2	61.8	11.1	8.1
Investment accounted for using equity method	20.5	19.6	21.6	17.1
Intangible Assets	2.3	6.5	3.7	5.3
Intangible Assets Under Development	0.0	0.0	0.6	0.5
<b>Financial Assets</b>				
(i) Investments	85.9	58.1	40.6	23.5
(ii) Other Financial Assets	4.5	3.6	2.2	1.6
(iii) Loan	0.2	0.3	0.1	0.1
Non-Current Tax Assets (Net)	2.7	11.8	13.4	5.2
Other non-current assets	62.0	33.3	6.6	14.3
<b>Total Non - Current Assets</b>	<b>874.0</b>	<b>687.5</b>	<b>525.8</b>	<b>468.4</b>
<b>Current Assets</b>				
Inventories	897.8	860.2	709.6	534.1
<b>Financial Assets</b>				
(i) Investments	235.0	284.9	205.5	196.0
(ii) Trade receivables	641.2	<b>591.9</b>	<b>517.1</b>	<b>420.4</b>
(iii) Cash and cash equivalents	81.5	<b>31.0</b>	<b>12.3</b>	<b>8.4</b>
(iv) Bank balances other than cash and cash equivalents	17.3	<b>50.0</b>	<b>0.0</b>	<b>0.1</b>
(v) Loans	0.8	0.1	0.2	0.6
(vi) Other Financial assets	27.2	9.0	11.9	3.5
Current Tax Assets (net)	0.0			
Other current assets	94.5	119.0	68.2	83.7
<b>Total Current Assets</b>	<b>1,995.3</b>	<b>1,946.1</b>	<b>1,524.9</b>	<b>1,246.7</b>
<b>TOTAL ASSETS</b>	<b>2,869.3</b>	<b>2,633.6</b>	<b>2,050.6</b>	<b>1,715.1</b>



# Consolidated Cash Flow Statement

Particulars (INR in Cr)	Mar-24	Mar-23	Mar-22	Mar-21
Profit before Tax	406.1	256.0	284.4	181.4
Adjustment for Non-Operating Items	93.5	102.6	62.5	73.0
<b>Operating Profit before Working Capital Changes</b>	<b>499.6</b>	<b>358.6</b>	<b>346.9</b>	<b>254.5</b>
Changes in Working Capital	(64.1)	153.4	(175.4)	(283.7)
<b>Cash Generated from Operations</b>	<b>435.5</b>	<b>512.0</b>	<b>171.4</b>	<b>(29.2)</b>
Less: Direct Taxes paid	(96.5)	(58.2)	(73.3)	(41.9)
<b>Net Cash from Operating Activities</b>	<b>339.0</b>	<b>453.7</b>	<b>98.2</b>	<b>(71.1)</b>
<b>Cash Flow from Investing Activities</b>	<b>(83.5)</b>	<b>(333.5)</b>	<b>(62.7)</b>	<b>(5.9)</b>
<b>Cash Flow from Financing Activities</b>	<b>(205.0)</b>	<b>(101.5)</b>	<b>(31.6)</b>	<b>74.1</b>
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>50.5</b>	<b>18.7</b>	<b>3.9</b>	<b>(2.8)</b>
Add: Cash and cash equivalents as at 1 <sup>st</sup> April	31.0	12.3	8.4	11.2
<b>Cash and cash equivalents as at 31<sup>st</sup> March</b>	<b>81.5</b>	<b>31.0</b>	<b>12.3</b>	<b>8.4</b>



**Thank You**



R R Kabel Limited

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