

14<sup>th</sup> November, 2022

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: 522281**

**Symbol: RAMRAT**

**Sub.: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")**

Dear Sir/Madam,

In Compliance with Regulation 30 of Listing Regulations, we enclose herewith the Investor Presentation on the Business operations and Financial performance of Ram Ratna Wires Limited (the Company) for the quarter and half year ended 30<sup>th</sup> September, 2022.

You are requested to take note of the above.

Thanking you,

Yours faithfully,

**For Ram Ratna Wires Limited**

**Saurabh Gupta**  
**Company Secretary & Compliance Officer**  
**ACS No.: 53006**

Encl: as above



## **Ram Ratna Wires Limited**

Investor Presentation  
Nov' 22

वसुदेवसुतं देवं कंसचाणूरमर्दनम् । देवकीपरमानन्दं कृष्णं वन्दे जगद्गुरुम् ॥

## ***Disclaimer***

Some of the statements made in this presentation are forward-looking statements and are based on the current beliefs, assumptions, expectations, estimates, objectives and projections of the directors and management of Ram Ratna Wires Limited about its business, the industry and markets in which it operates.

These forward-looking statements include, without limitation, statements relating to revenues and earnings. The words “believe”, “anticipate”, “expect”, “estimate”, “intend”, “project” and similar expressions are also intended to identify forward looking statements.

These statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond the control of the Company and are difficult to predict.

Consequently, actual results could differ materially from those expressed or forecast in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, changes in the regulatory environment and other business and operational risks. Ram Ratna Wires Limited does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.



**2<sup>nd</sup> largest**  
manufacturer of Winding Wire  
in South Asia



**India's Only manufacturer**  
**Offering widest range**  
of enamelled wires  
(0.016 mm – 5.000 mm)

***Fine & Ultra Fine Self Solderable***



**4 decades**  
of promoters' experience  
in the sector



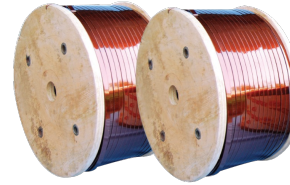
## *Our flagship products*



Enamelled  
Copper Wire



Submersible  
Winding Wire



Enamelled  
Copper Strips



Bare Copper  
Strips

## *Our products with differentiated technology & quality*



**Braided wire**  
Switchgear & Automotive  
industry



**Glass Fibre covered strips**  
Electrical Apparatus and Electric  
Heavy Motors



**Litz wire**  
Wireless Chargers, Induction &  
Magnetic industry



**Sole Coat AIW  
Enamelled**  
Automotive & Medical industry



**Paper covered Strips**  
Transformers, Reactors,  
Generator



**Self Bonding wire**  
Machine Tolls, RFID, Stepper &  
BLDC Motors

# Widespread application of our product

## Automotive

Engine Management System, Driver Information System (Instrument Clusters), Solenoids, Power Windows, EPS, Relays & Sensors

Usage in fast emerging Electric Vehicle (EV) segment

## Industrial

Coils, Motors, Compressor, Relays, Meters, Transformers, Alternators, etc.

## Consumer Appliances

Kitchen & Home appliances, Audio / Video devices

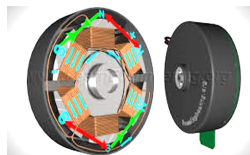
**Electricals | Health Care | Telecommunication | Rewinding**  
Application in Circuit Boards, Chargers, etc.



## Defense Solenoids & Sensors



## BLDC Motors



## Engine Motors & GenSets



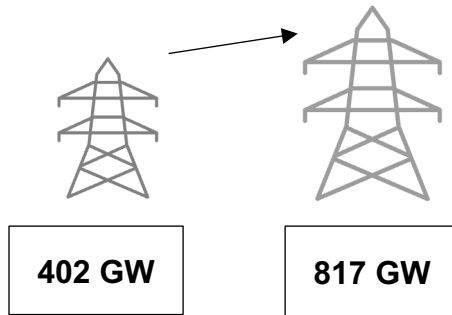
## Air Coils



*We are integral part of wide spectrum of growing sectors*

## Growth in Energy sector:

Power generation capacity expected to double by 2029-30



## Growing Automotive sector:

Expected to reach USD 300 billion



Substantial boost in EV market backed by GOI's **"Go Electric"** campaign

**Import Substitute:** Supply of EV-grade winding wire for various motors & allied products to manufacturers

## Consumer Electronics & Appliances:



Flourishing residential sector and favorable government policies driving growth

## Industrial & Infrastructural developments:



Promising & positive indicators for industrial and infrastructure development with GOI's **"Make in India"** plan support

# Symbol of our brand's Presence

## Trust



Reliable supplier in  
Automotive industry



American certifying  
Lab approval



Quality & Specifications approved  
for applications in Indian Railway

*We are the proud member of ACMA with IATF 16949:2016 certification, it takes us way ahead of our competitors*

## Assurance



With top Quality, Environmental, Health & Safety standards

## Associations



Engineering Export Promotion Council

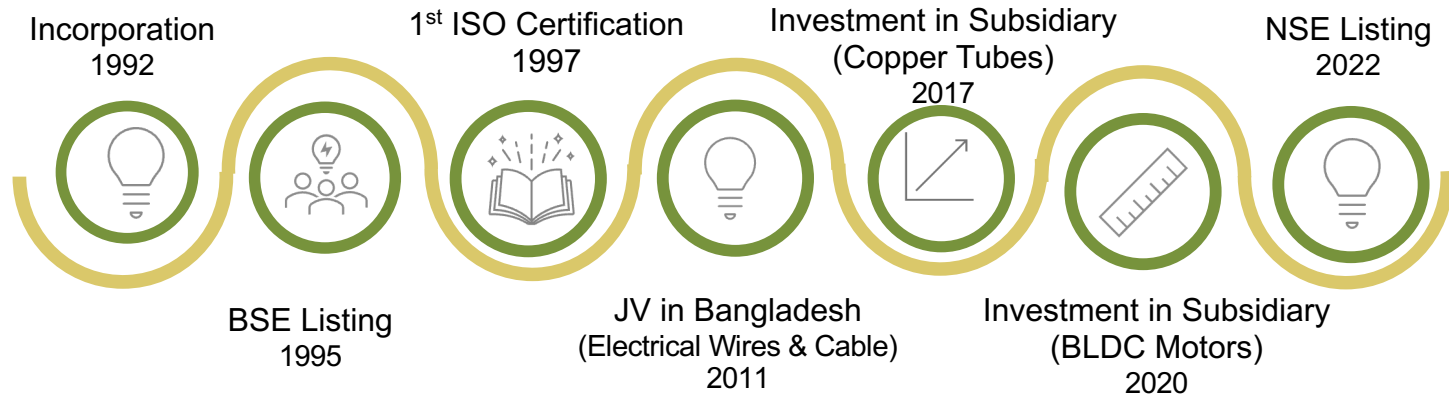




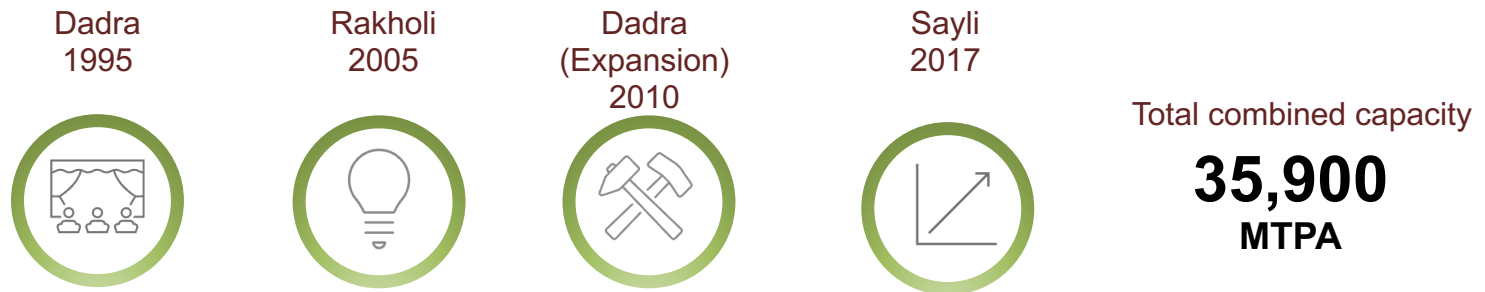
# Our corporate journey & key milestones we are proud of



## Corporate Activities



## Production facilities

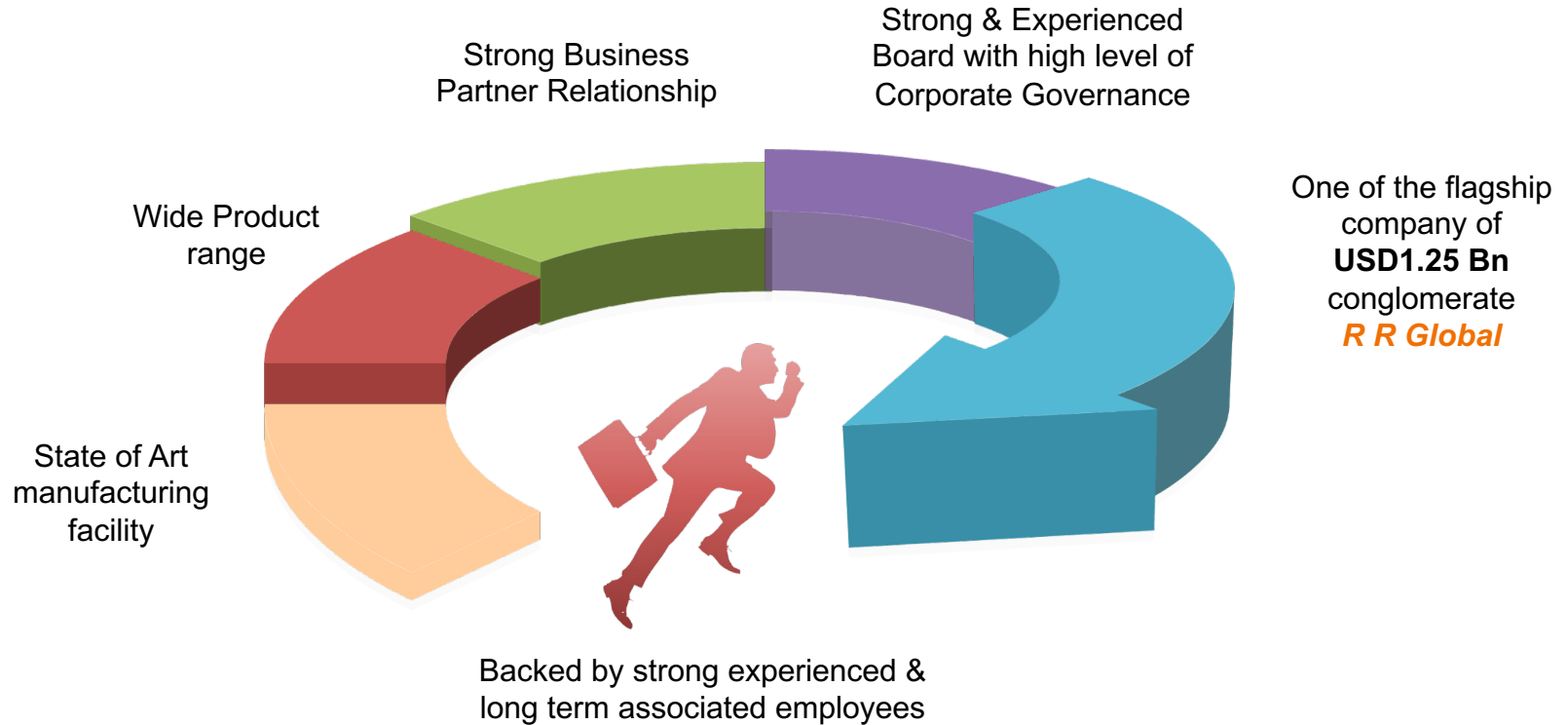


**Highest Production**  
May' 22

**Highest Revenue**  
May' 22

**Highest EBITDA**  
FY' 22

# Our competitive edge that keeps us ahead



## Copper Tube manufacturer A brand built with quality & technology



**60% Holding**

**INR 281 Cr.**  
FY' 22 Revenue

**Investment Since  
2017**

**Revenue grew  
@ 26% CAGR  
since investment**



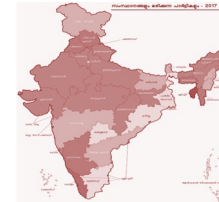
*Only manufacturer with  
advanced "Cast & Roll"  
Technology in India*



*Fully integrated &  
automated facility using  
100% online Eddy Current  
Testing system*



*Sole manufacturer  
of Level Wound Coil  
(LWC) in India*



Distribution network  
spread over  
**200+ cities** in  
India



Level Wound Coil  
(B2B)



VRV & Pancake Coil  
(B2C)



Capillary Tubes  
(B2B)



Straight Pipes  
(B2B / B2C)

*...& more upcoming products*

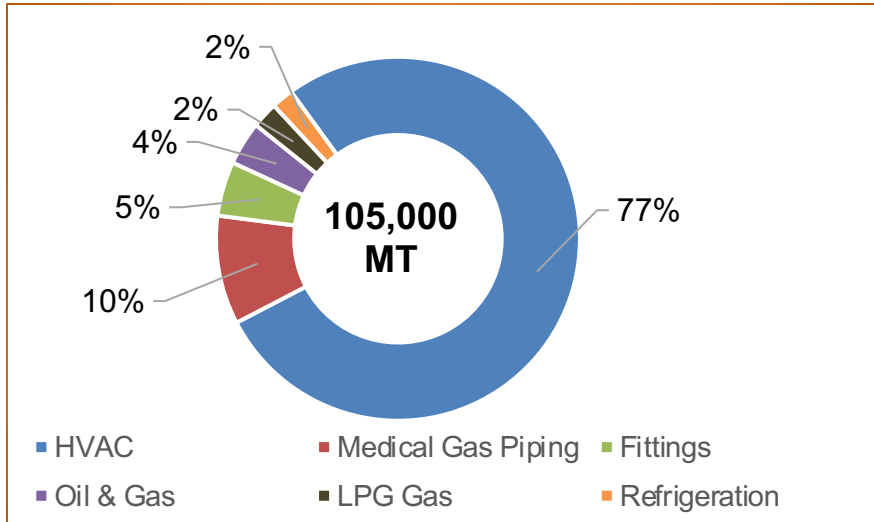
Inner Grooved Tubes (IGT) | Copper Tube Fittings

*Continued...*

# Global Copper (GCPL): Our visionary investment in subsidiary



Sector wise Copper Tubes consumption in India

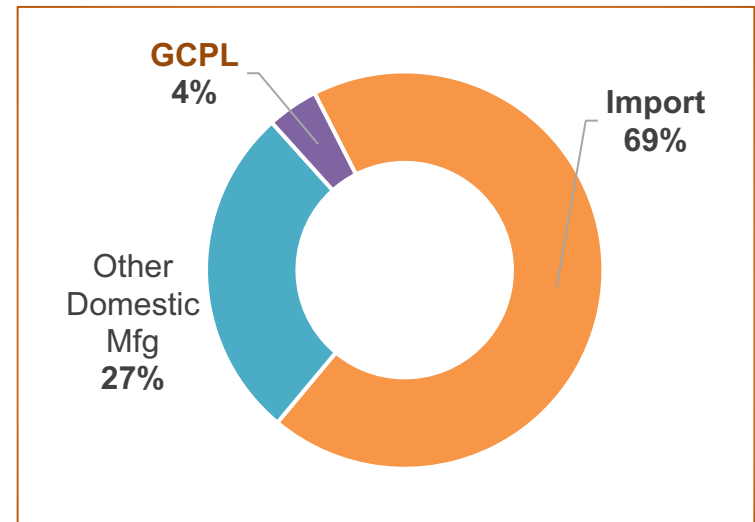


Consumption to further boost with the proposed units in Sri City, AP for 1.5 millions Air Conditioners

Air Conditioners in India currently penetrated only by 3% vs. global rate of ~25%. This segment is expected to double by FY' 28

South India is high potential market for Copper Tubes consumption in LPG gas segment

Domestic availability vs. Import



Currently supply is substantially dependent on import

Domestic manufacturers to be benefited from recent levy of CVD (Anti Subsidy) on import of Copper Tubes

Existing capacity of 3,960 TPA planned to increase to 7,200 TPA by FY' 24



Our products are approved by all leading brands







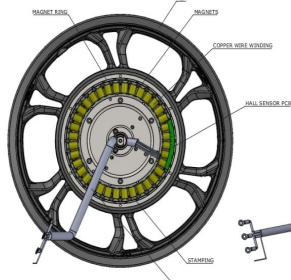
**74%**  
Holding

Partnered with  
**Epack Durable**  
(Noida)

**2020**  
Commencement

**Enrolled for PLI**  
(White Goods  
Category)

## *Transforming to more energy efficient environment*



**BLDC Motor**  
AC / Ceiling Fans

- BLDC, an energy efficient technology
- Revised Star Rating BEE norms a booster to BLDC technology fans
- Wide conversion opportunity (Induction Motors to BLDC Motor)
- BLDC Motors demand is directly proportional to increasing demand of Air Conditioners
- Product validated by biggest OEM in India (**Voltas Ltd**)



**Hub Motor**  
Electric Vehicles

- Rising EV demand brings new opportunity for Hub Motor market.
- Enhances EV performance & energy efficient with low maintenance & high power.
- Tie up opportunity with big automotive brands expanding into EV segment.
- Commercial production already started with a monthly capacity of 1500 motor and capex planned to extend upto 10k motors



**HVLS Fan**

- Primarily installed in industries, warehouses, malls, railway platforms or similar larger space area.
- Low energy cost | Improved air quality | create safety environment

# Strong leadership of our promoters & board members



Shri Rameshwarlal Kabra  
Chairman Emeritus

Padma Shri Awardee  
(Trade & Industry - 2018)



Shri Tribhuvanprasad Kabra  
Chairman



Shri Mahendrakumar Kabra  
Managing Director



Shri Hemant Kabra  
Executive Director & CFO



Shri R. Kannan  
Independent Director



Shri Sandeep Jhanwar  
Independent Director



Shri Ramesh Chandak  
Independent Director



Smt. Payal Agarwal  
Independent Woman Director



Shri Satish Kumar Agarwal  
Sr. VP – Commercial

Since inception

*CA by qualification and expert in financial strategies and tax plannings, he is instrumental in Group's corporate affairs; played a vital role in setting-up all the manufacturing facilities, lead public issue in 1995 & first ISO certification in 1997*

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Shri Nimesh Kapoor  
VP – Sales & Mktg

Since 2015

*Commerce graduate and Diploma holder in Electronics & Hardware Technology, he has vast experience in Copper Wire & Automotive sector*

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Shri Amrut Kajrekar  
DGM Tech Cell

Since 1998

*Science graduate and Diploma holder in Electrical Insulation Technology, he is specialized in QMS, Automation & Research & Development*



Shri Saurabh Gupta  
Company Secretary & Compliance officer

Since 2015

*CA & CS by qualification ensuring strict Corporate & Secretarial Compliances*

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Shri Rajeev Maheshwari  
DGM - Commercial

Since 2011

*CA by qualification with the overall F&A responsibility; instrumental in ERP implementation, Automation & SOPs*

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Shri Uttam Somani  
Manager – Sales & Commercial

Since 2005

*Commerce graduate by qualification, he is expert in procurement & marketing strategies*

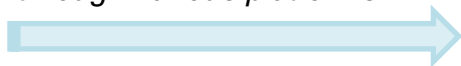


# Our commitment towards society

*Our philanthropic activities arm*



*Imparting Cultural & Moral education through various platforms*



**HEM - Virtues**  
A Learning Revolution  
eValue Education - Web Portal

23  
Values

69  
Weeks

3  
Weeks  
Each Value

2.95  
Lacs  
Students

6193  
Teachers

5379  
Schools

**HEM**  
  
**Disha**

*Giving Wings to Your Dreams*

32  
Subjects

8  
Life Values

**HEMformation**



**HEM - मंथन**  
OPEN MINDS OPEN DOORS

**HEM-Shikhar**

**HEM**  
**सम्पर्क**

**HEMharmonize**

  
**HEM उद्योष**  
Giving Voice to Human Values

**Pandemic**  
Our approach  
& Initiatives

Zero  
Pay Cuts

Zero  
Layoffs

Education & Job  
support to family members of  
deceased employee

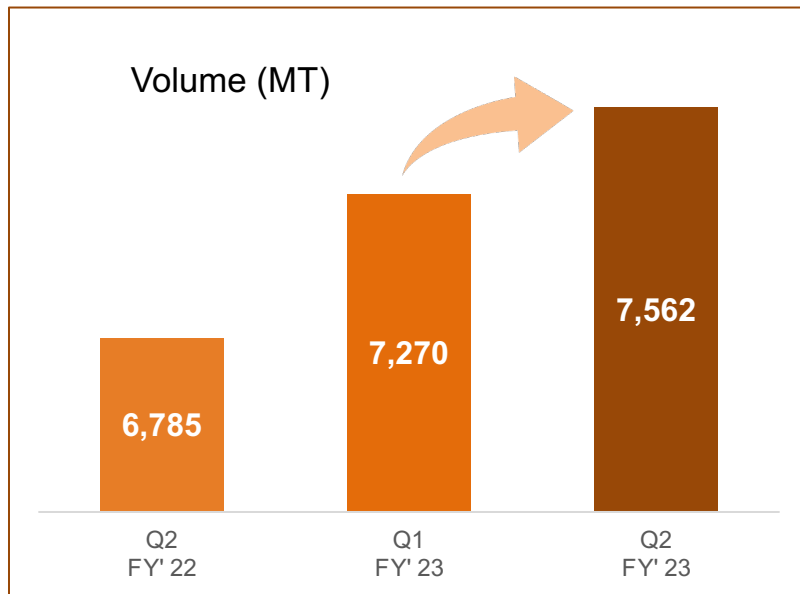
# **Q2 FY 23 Key Highlights**

# Continued volume growth momentum

Quarterly

Quantity in MT

Half yearly

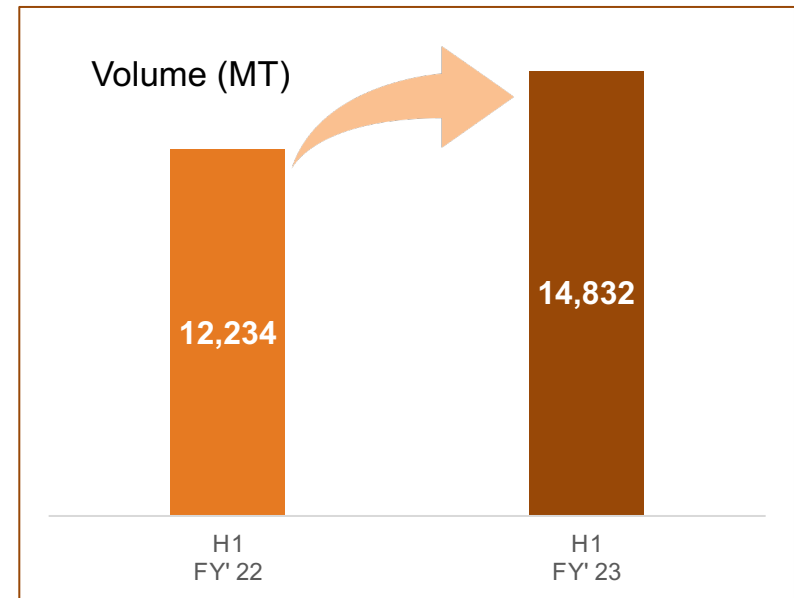


QoQ

4.0%

YoY

11.5%



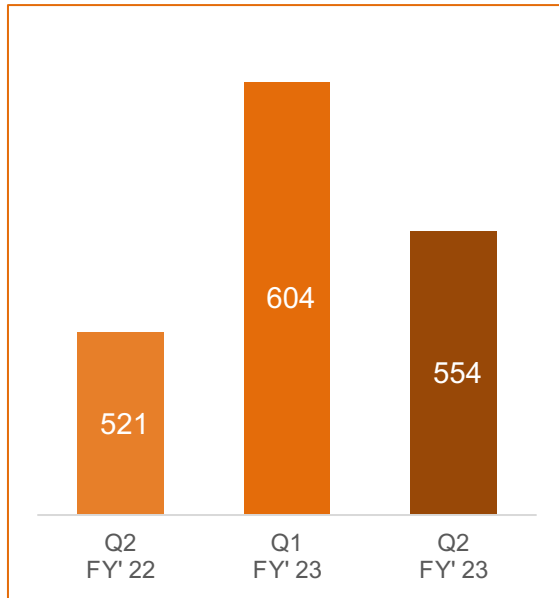
YoY

21.2%

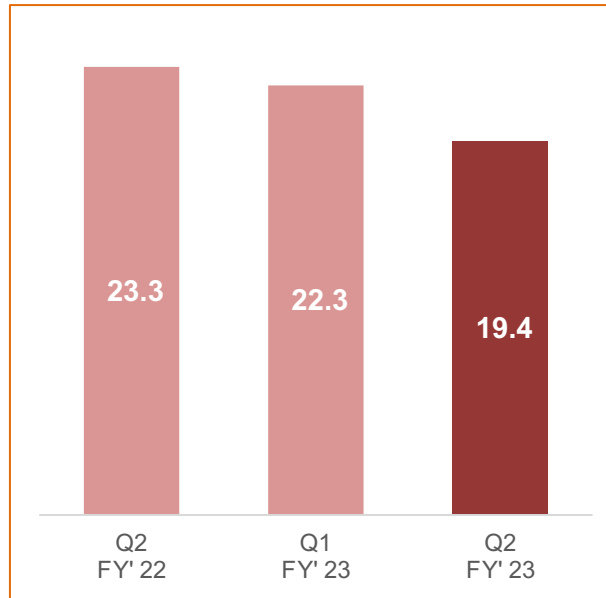
- Volume growth partially compensated impact of fall in Copper prices

## Performance de-grew marginally despite drop in copper prices

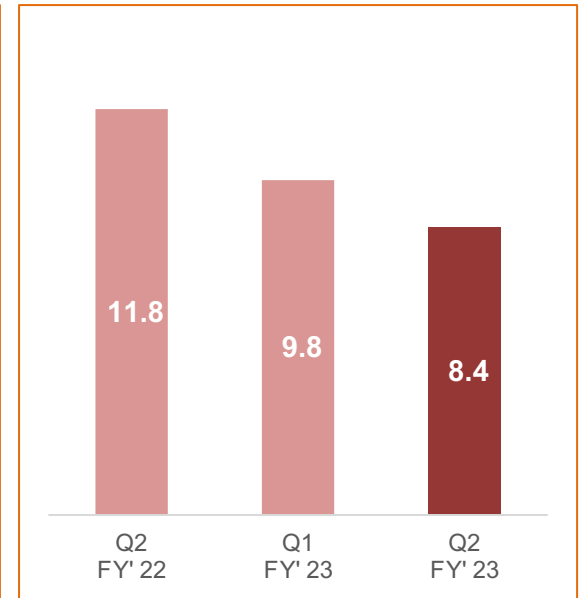
Revenue



EBITDA



PAT



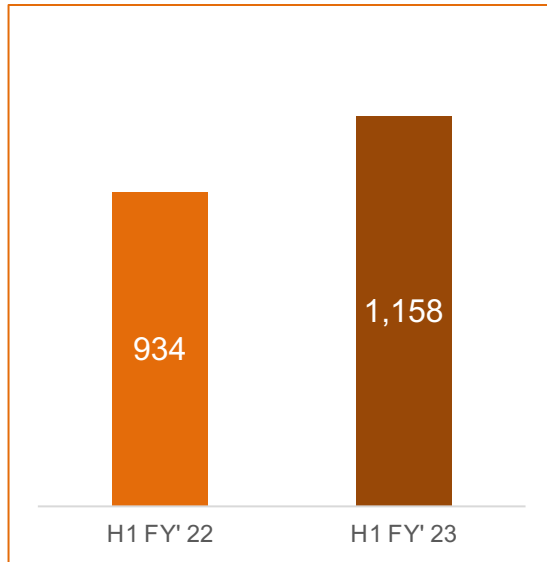
- Copper prices continued to decline by ~ 15% QoQ.
- Revenue grew by 6.3% YoY but down by 8.3% sequential basis.
- EBITDA down by 13.1% and 16.7% respectively on QoQ and YoY basis.



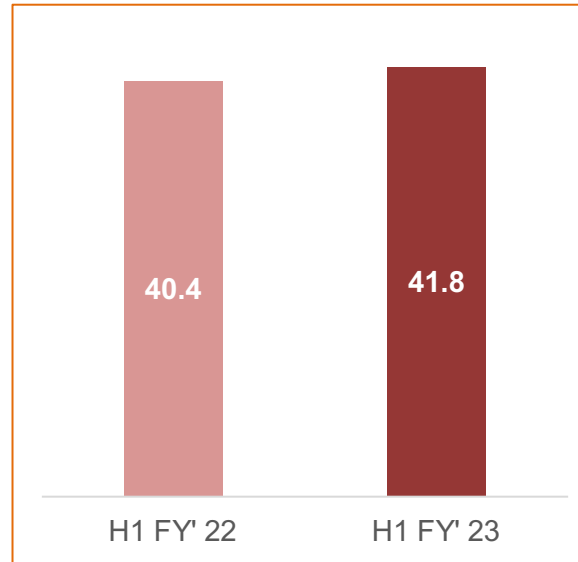
# Registering a consistent half yearly growth

INR in Crores

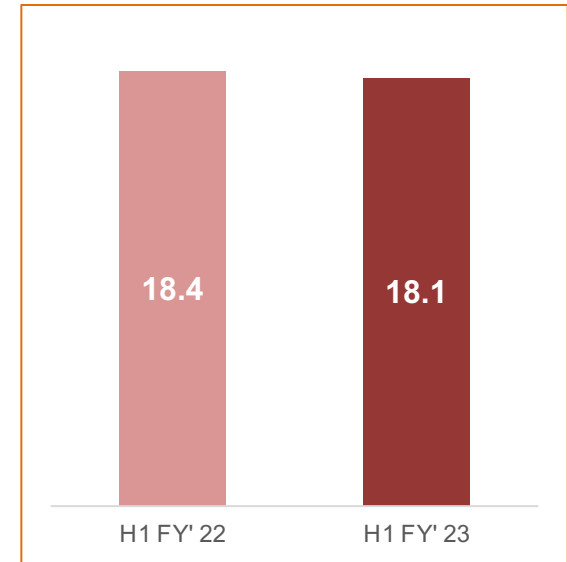
**Revenue**



**EBITDA**



**PAT**



- Revenue grew by 24.0% YoY basis backed by healthy volume growth
- EBITDA up on absolute basis
- PAT marginally lowered on half yearly basis

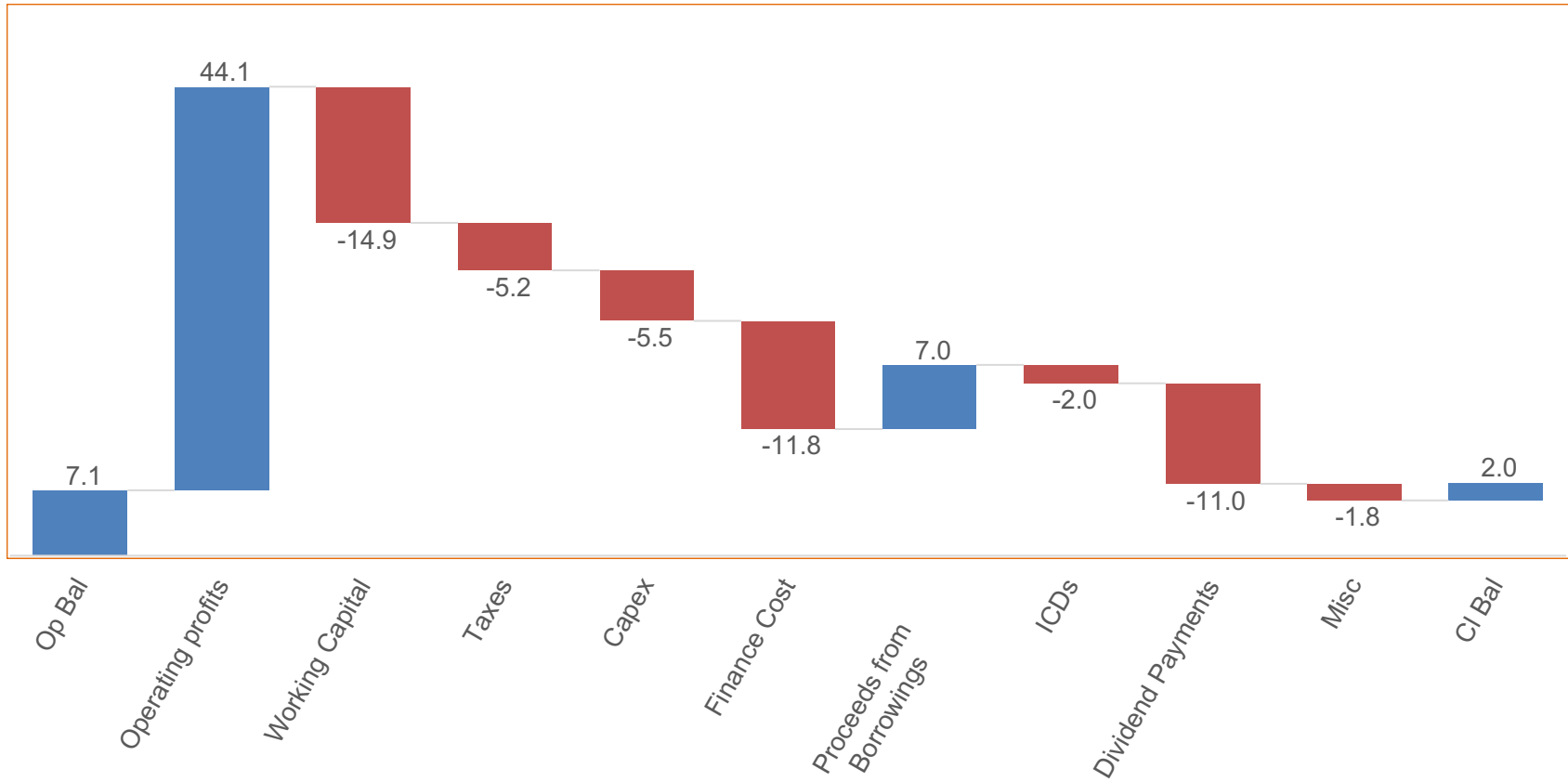
# Summarized financial position

Particulars	21-22	22-23 (H1)
<b>Assets:</b>		
Fixed Assets (Incl. CWIP)	120.52	118.39
Investments	76.93	69.38
Other Long Term Assets	11.43	13.41
Inventories	93.14	115.02
Receivables	288.00	282.60
Other Current Assets	34.39	31.80
<b>Total Assets</b>	<b>624.41</b>	<b>630.61</b>
<b>Liabilities:</b>		
Shareholders' Fund	264.99	262.86
Other long term liabilities	18.53	15.18
Borrowings	203.91	212.22
Current Liabilities	136.98	140.35
<b>Total Liabilities</b>	<b>624.41</b>	<b>630.61</b>

Standalone financials

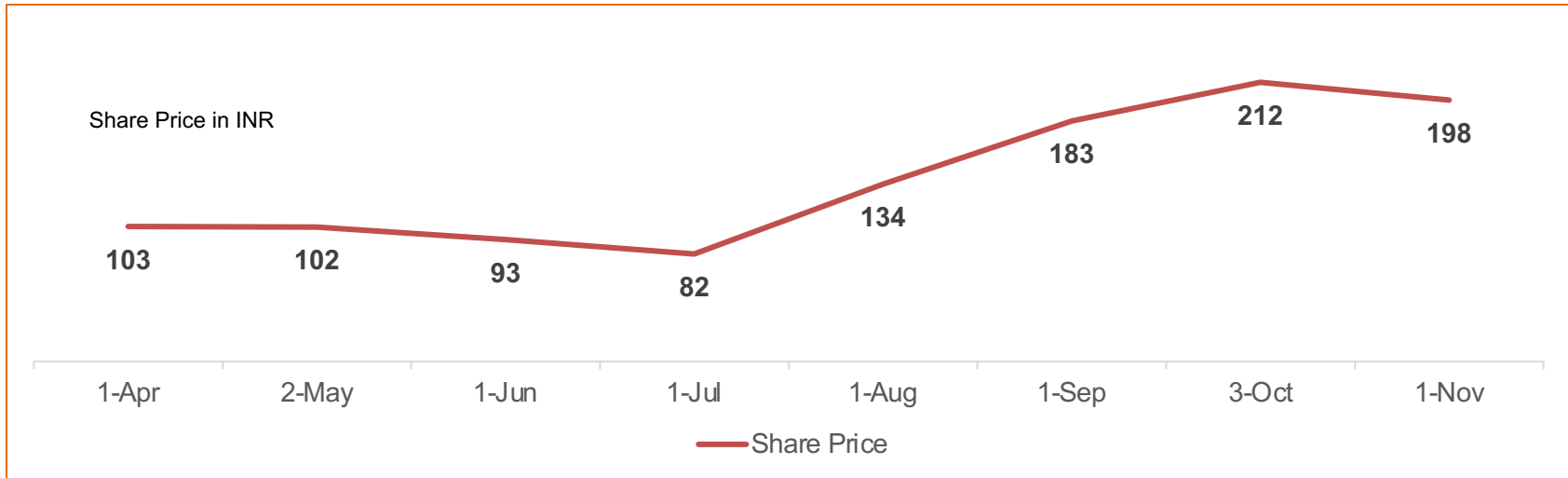
# With effective utilization of cash

INR in Crores



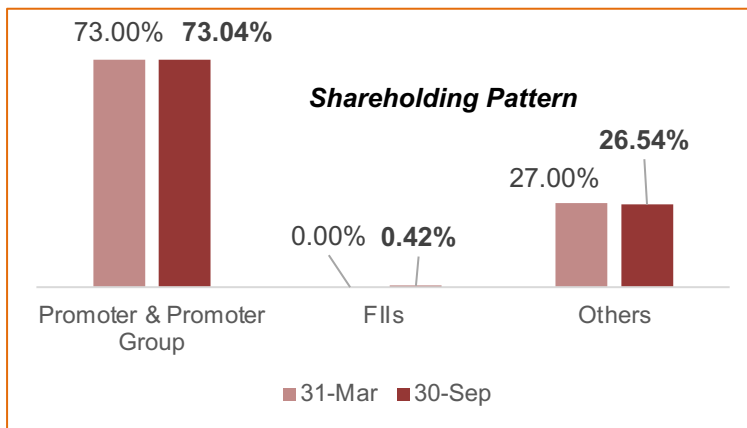
Standalone financials

# Translating into shareholders' value appreciation



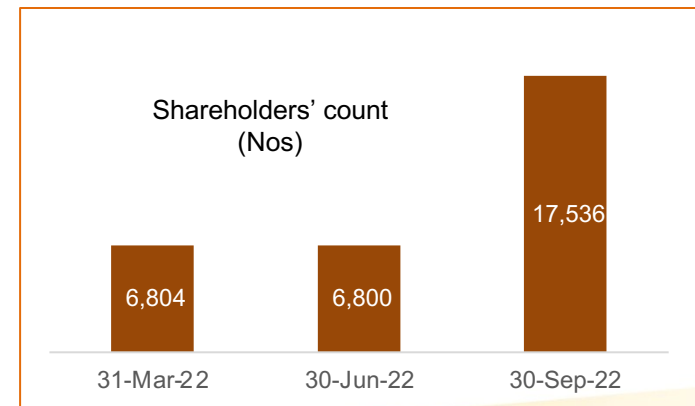
Share price post split pursuant to 1:1 bonus shares on Sep 28, adjusted for comparison

## Gaining traction among foreign portfolio investors too



Listing on National Stock Exchange (NSE) further boost the visibility in the Capital Market.

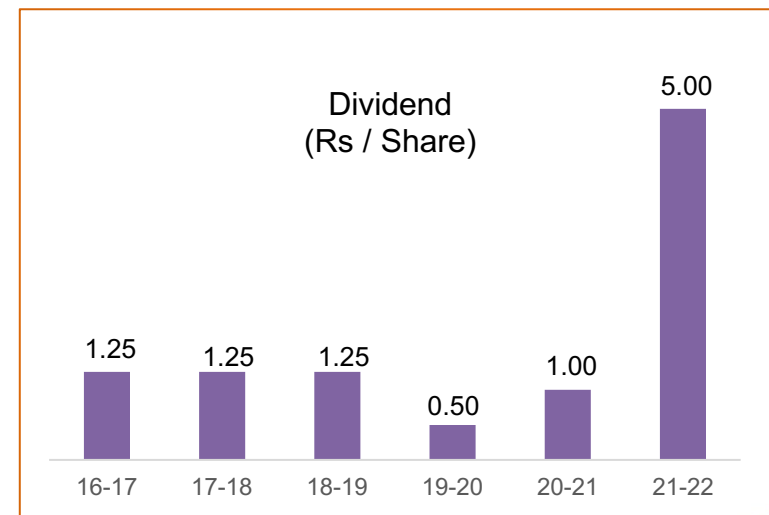
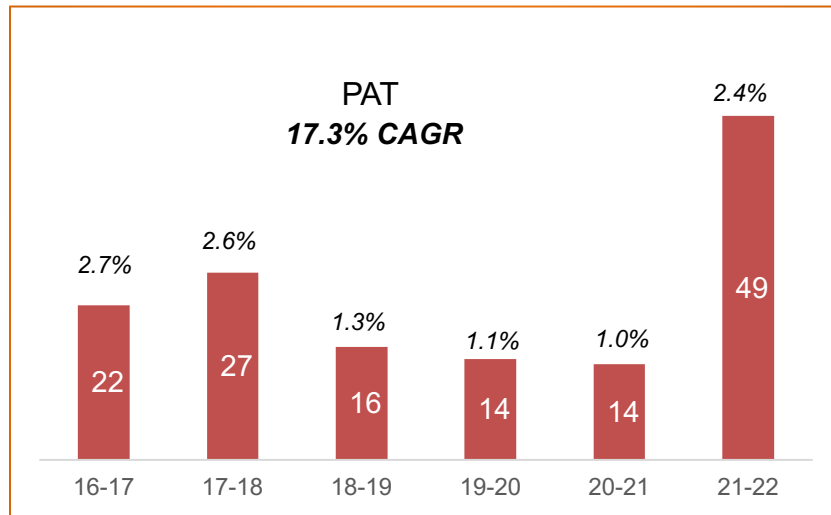
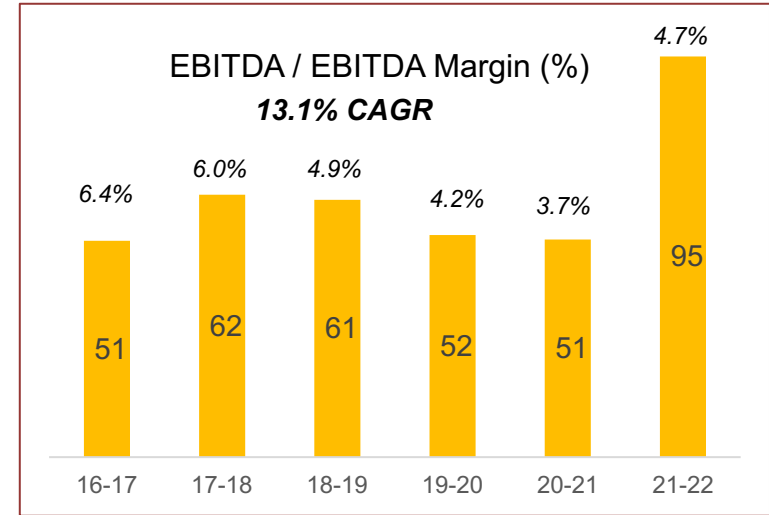
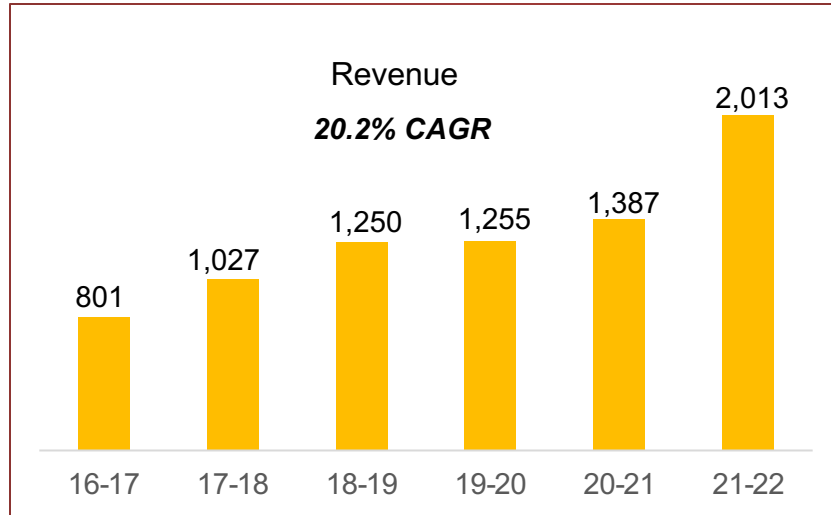
## Increased Shareholders' base further enhance liquidity





# Strong historical performance

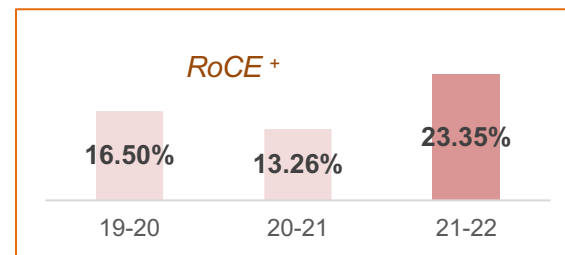
INR in Crores



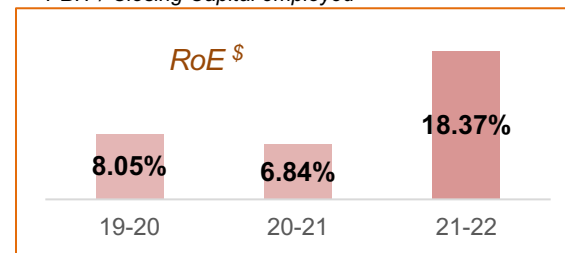
# Financial highlights

INR in Crores

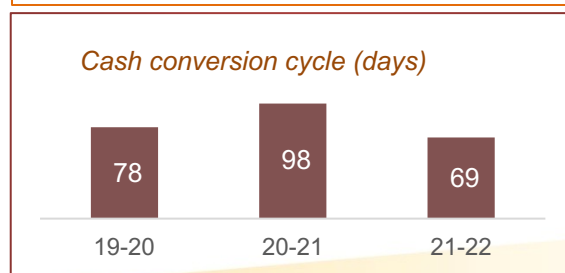
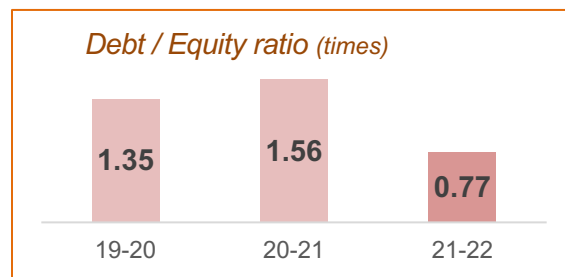
Particulars	19-20	20-21	21-22
<b>Assets:</b>			
Fixed Assets (Incl. CWIP)	139.94	130.34	120.52
Investments	36.58	49.20	76.93
Other Long Term Assets	6.63	6.84	11.43
Inventories	78.57	112.68	93.14
Receivables	188.67	260.04	288.00
Other Current Assets	16.70	17.48	34.39
<b>Total Assets</b>	<b>467.09</b>	<b>576.58</b>	<b>624.41</b>
<b>Liabilities:</b>			
Shareholders' Fund #	177.23	197.42	264.99
Other long term liabilities	10.45	11.38	18.53
Borrowings	239.41	308.76	203.91
Current Liabilities	40.00	59.02	136.98
<b>Total Liabilities</b>	<b>467.09</b>	<b>576.59</b>	<b>624.41</b>



+ PBIT / Closing Capital employed



\$ PAT / Shareholders' fund



# Our group companies



Leading manufacturer of  
Wires & Cables | Consumer  
Electrical goods



Manufacturer of  
EV (2 Wheelers)



Multi-level Parking  
Solutions



MEW Electricals Limited  
Manufacturer of Busducts | Busbars & Tapes made of copper



Real Estate Developer



Ram Ratna International

Farm Equipment Mfg



Thank  
You

Registered office:  
Ram Ratna House, Oasis Complex,  
P. B. Marg, Worli, Mumbai - 400 013  
CIN : L31300MH1992PLC067802

Corporate office:  
Alembic Business Park (W),  
Ground Floor, Bhailal Amin Marg, Gorwa,  
Vadodara - 390 003

[www.rrshramik.com](http://www.rrshramik.com)