



## **Ram Ratna Wires Limited**

Investor Presentation  
May 2023



The views expressed here may contain information derived from publicly available sources that have not been independently verified.

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.

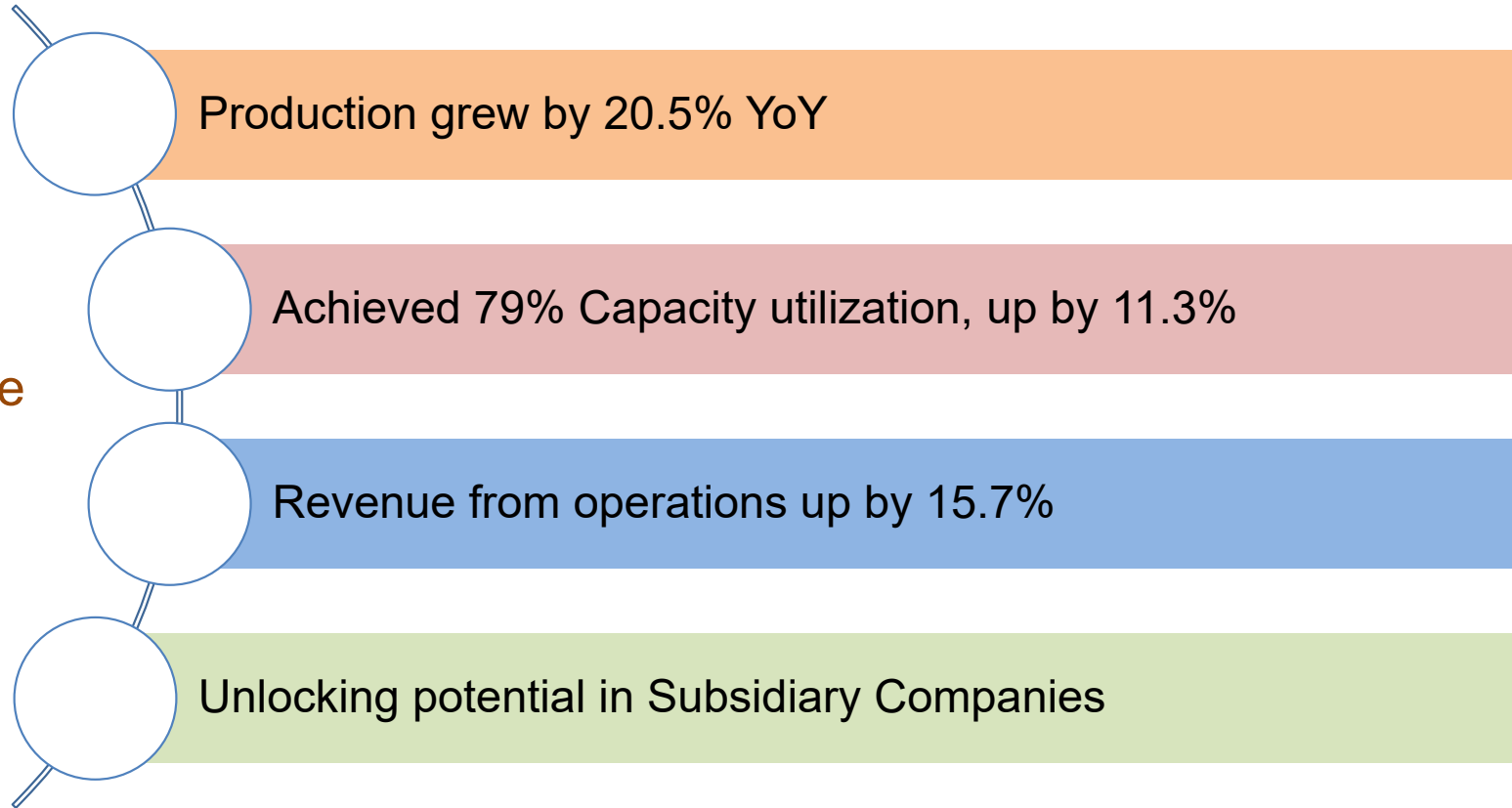
These forward-looking statements include, without limitation, statements relating to revenues and earnings. The words “believe”, “anticipate”, “expect”, “estimate”, “intend”, “project” and similar expressions are also intended to identify forward looking statements.

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.



### Financial outperformance

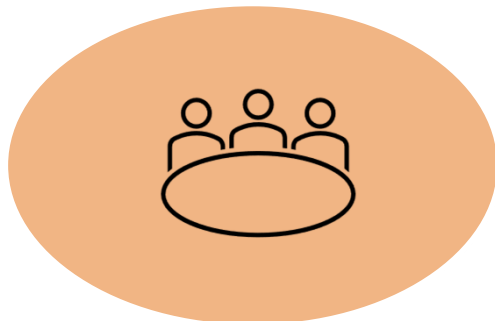


Highest ever  
production in  
March 2023

Highest ever  
revenue in  
March 2023



## Corporate Vision



### Capex

- ❖ Expanding our footprints into Copper & Copper Alloys – Foils, Bus Bar, Copper Clad Laminates for PCBs & PCBs.

### Merger

- ❖ Board approved merger of Subsidiary Global Copper, on all stock deal basis
- ❖ Better reach to customer base & Leverage on strong market positioning
- ❖ Commercial & Operational Synergy
- ❖ The Company considers Copper Tubes as a big opportunity product

### Sale of Investment

- ❖ Board approved sale of investment in R R Kabel Limited and proceeds will be utilized for Capex & working capital needs



## Financial Highlights Q4 & FY 2022-23



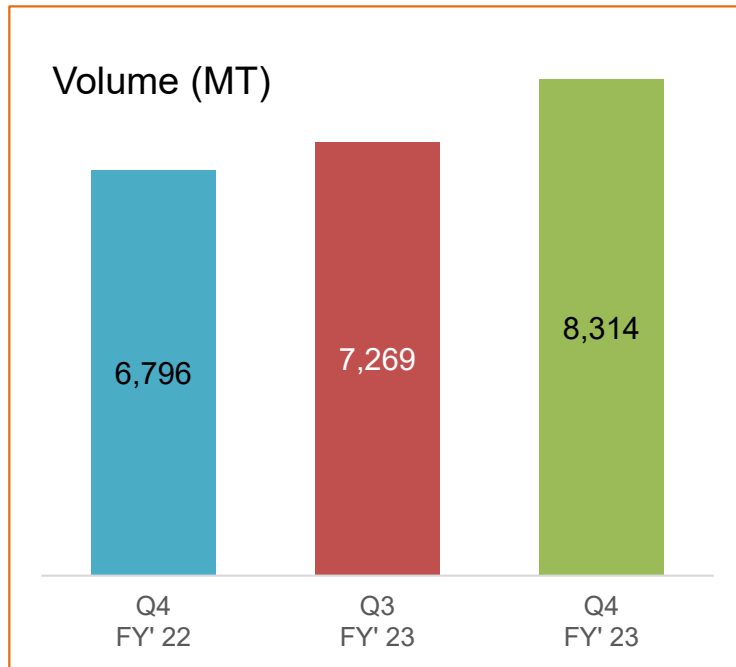


# Continued to deliver strong volume growth

Quarterly

Quantity in MT

Yearly

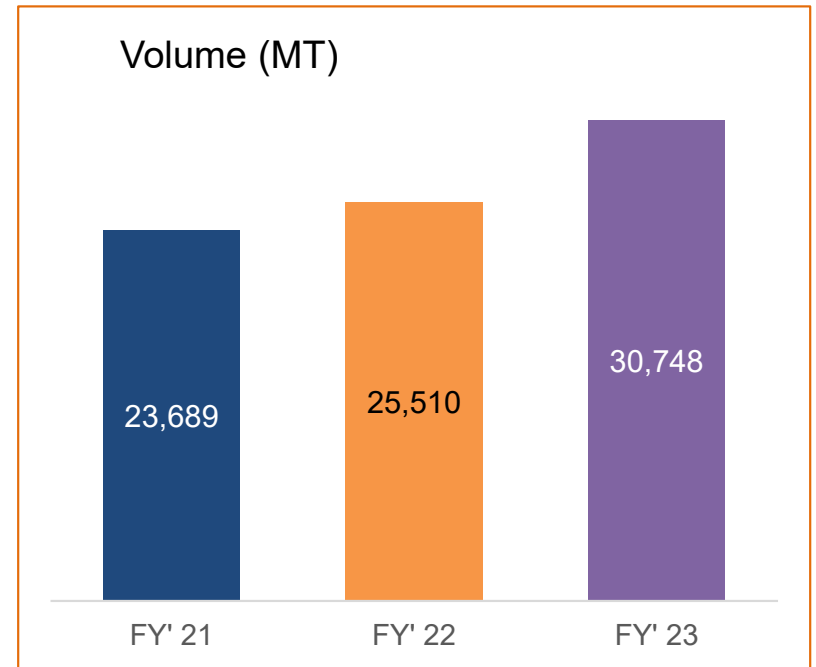


QoQ

14.4%

YoY

22.3%



YoY

20.5%

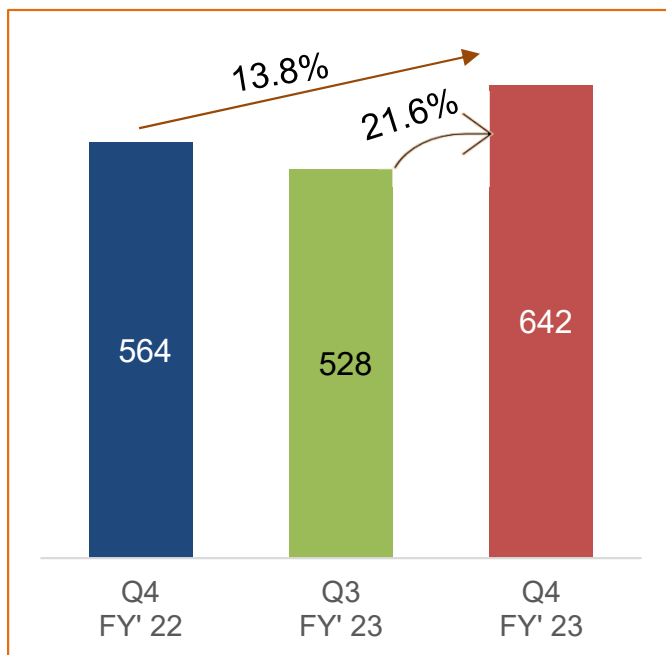




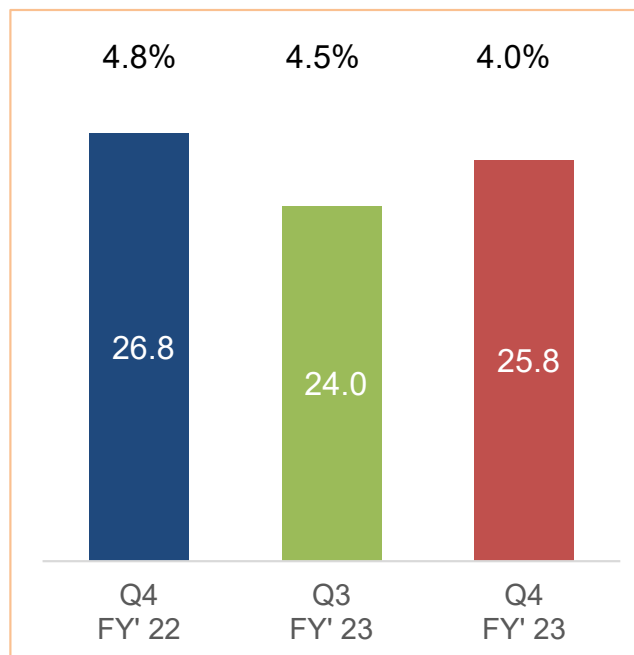
# Focused sequential growth with improved profitability

INR in Crores

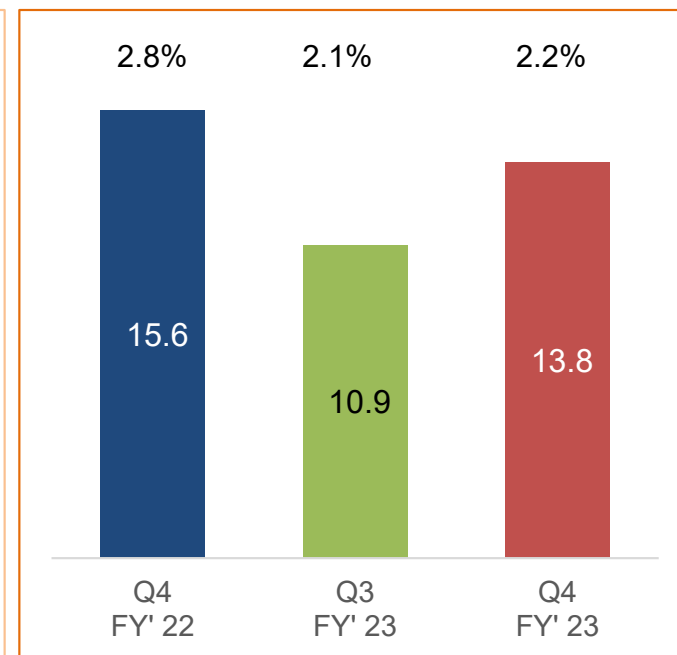
Revenue from operations



EBITDA / EBITDA %



PAT / PAT %



- Operational efficiency resulting into revenue growth amid copper price fluctuations
- Profitability improved sequentially

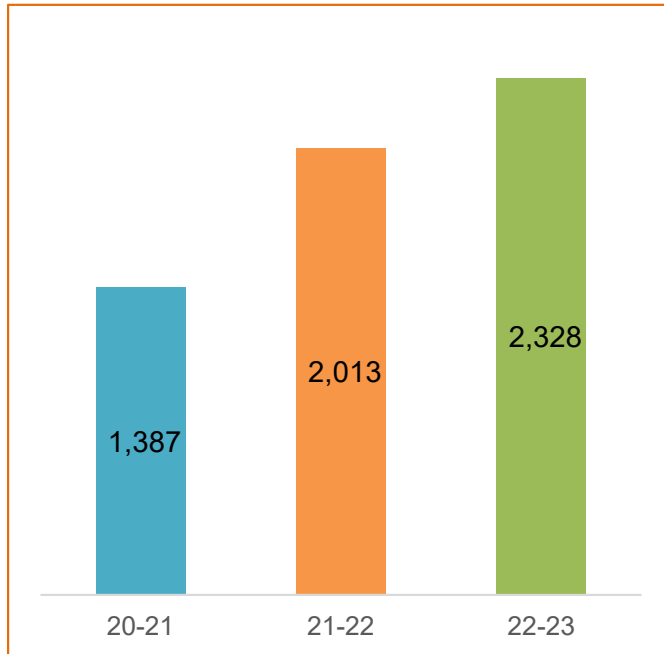


# FY 2022-23: Another year with a milestone of ever highest revenue

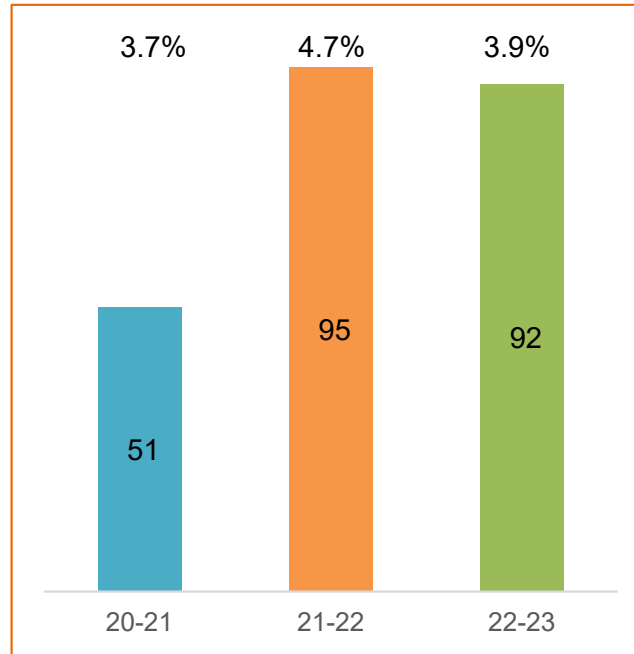


INR in Crores

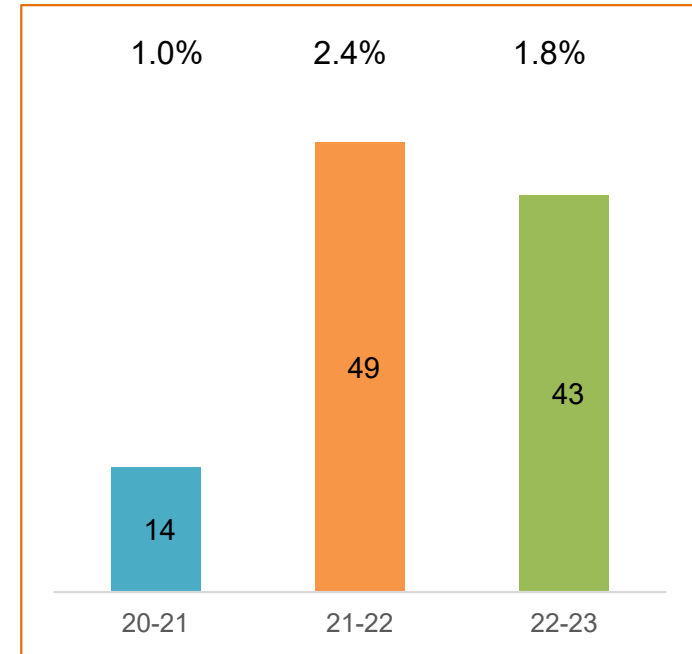
Revenue from Operations



EBITDA / EBITDA %



PAT / PAT %



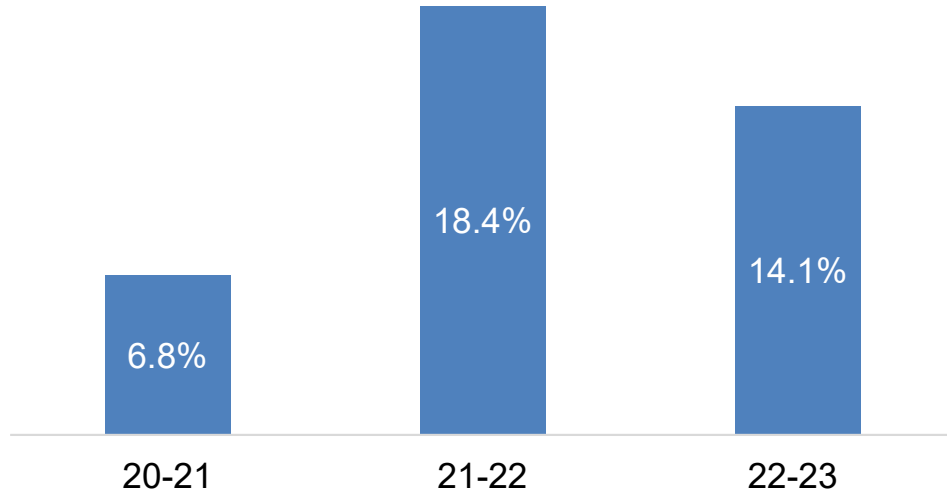
- Delivered consistent revenue growth backed by healthy volume
- Revenue from Operations grew 15.7% despite low commodity prices
- Profitability marginally low amid lower commodity prices compared to prices in FY 2021-22

Standalone financials

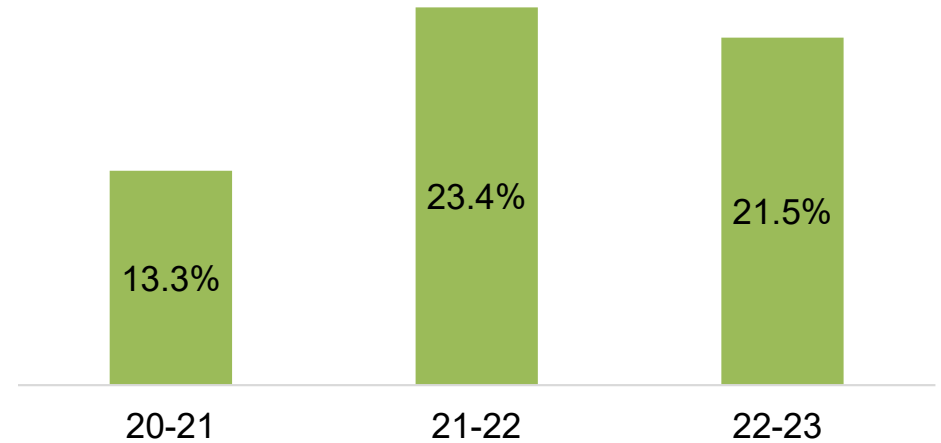


# Strong & improving financial indicators

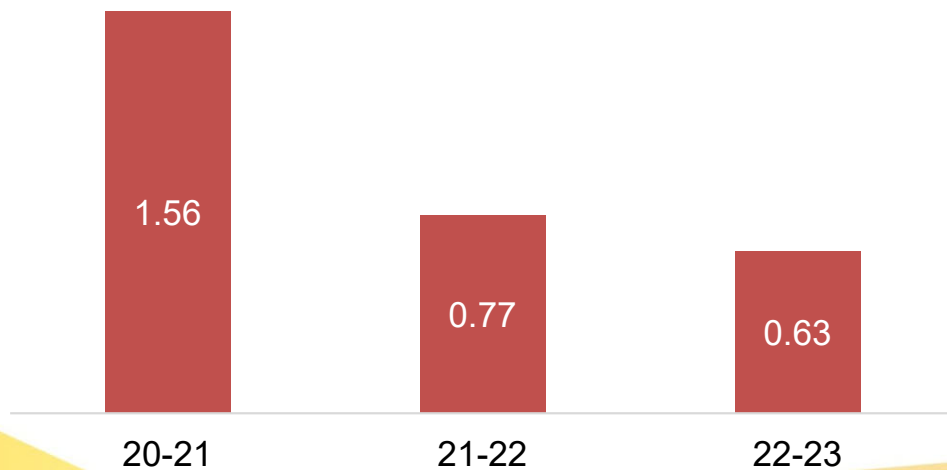
RoE \$



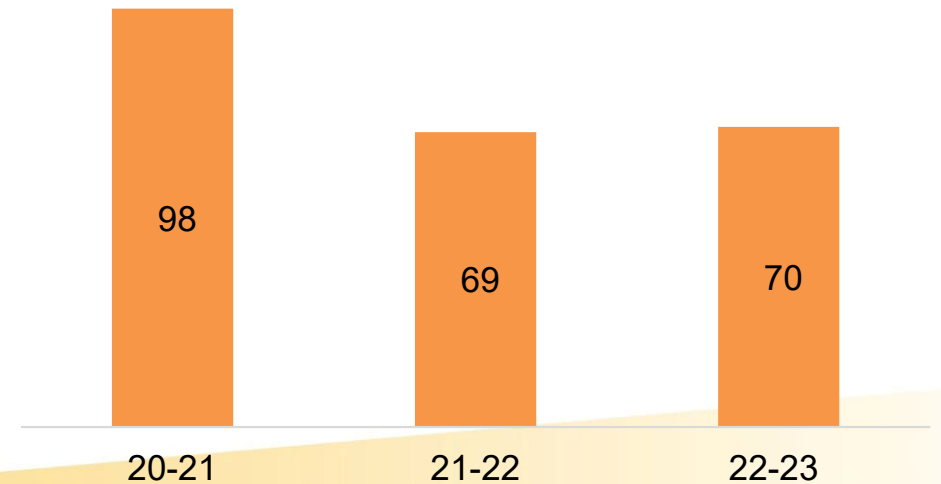
RoCE #



Debt/ Equity Ratio



Cash conversion cycle (Days)



\$ Return on Equity = Profit after Tax / Shareholders' fund

# Return on Capital Employed = Profit before interest & taxes / Closing Capital employed



# Summarized financial position

INR in Crores

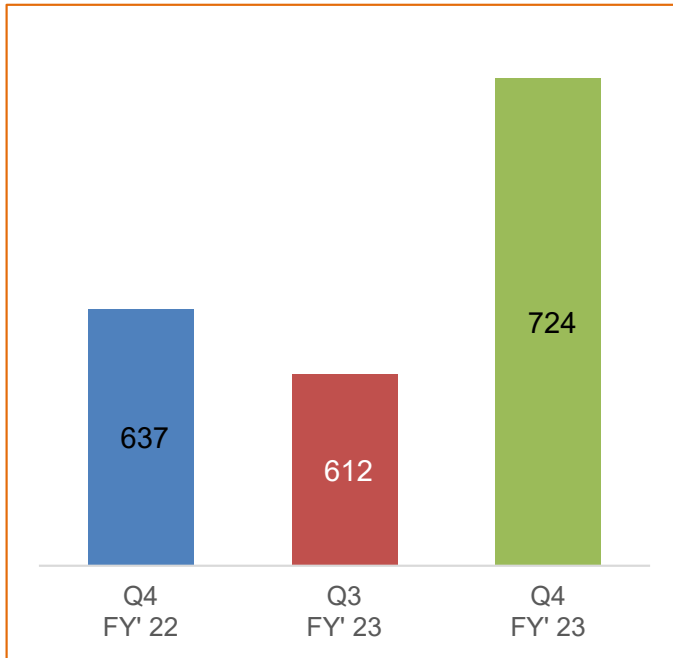
Particulars	21-22	22-23
<b>Assets:</b>		
Fixed Assets (Incl. CWIP)	120.52	109.08
Investments	76.93	95.71
Other Long Term Assets	11.43	20.36
Inventories	93.14	142.94
Receivables	288.00	305.84
Other Current Assets	34.39	44.82
<b>Total Assets</b>	<b>624.41</b>	<b>718.75</b>
<b>Liabilities:</b>		
Shareholders' Fund	264.99	304.07
Other long term liabilities	18.53	19.92
Borrowings	203.91	191.39
Trade Payables	126.53	185.61
Current Liabilities	10.45	17.76
<b>Total Liabilities</b>	<b>624.41</b>	<b>718.75</b>

Standalone financials

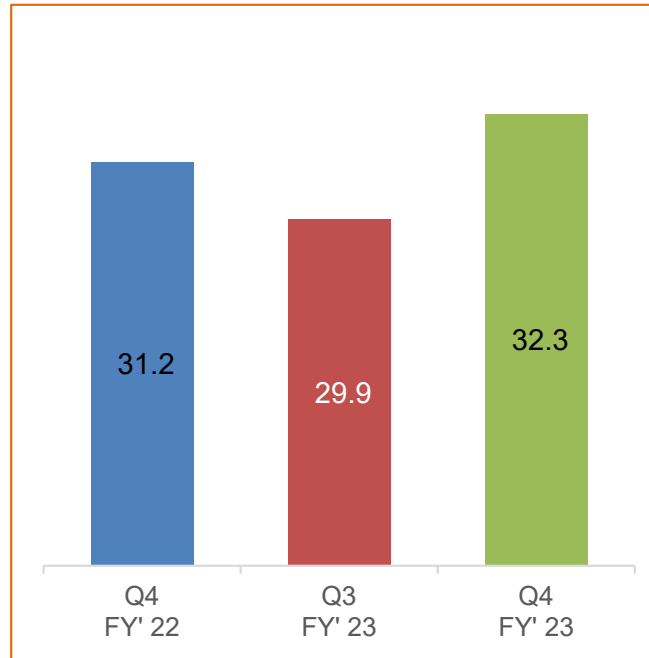


# Consolidated result

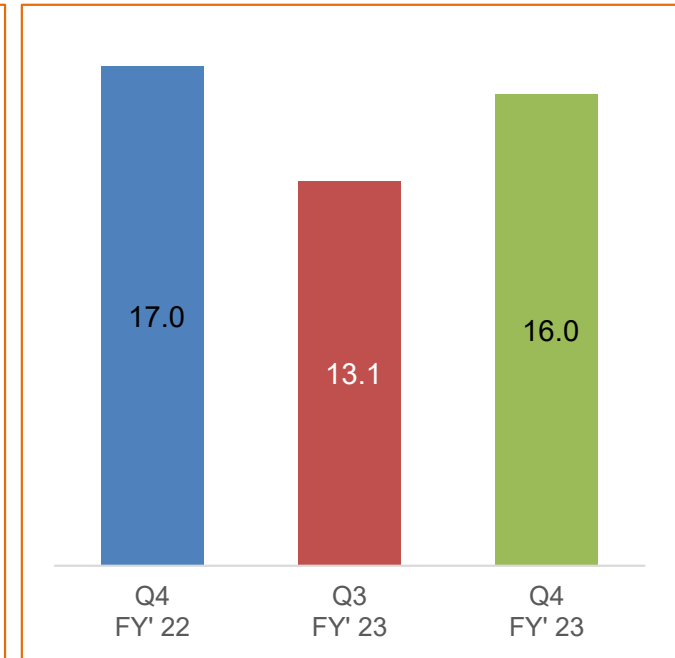
Revenue from Operations



EBITDA



PAT



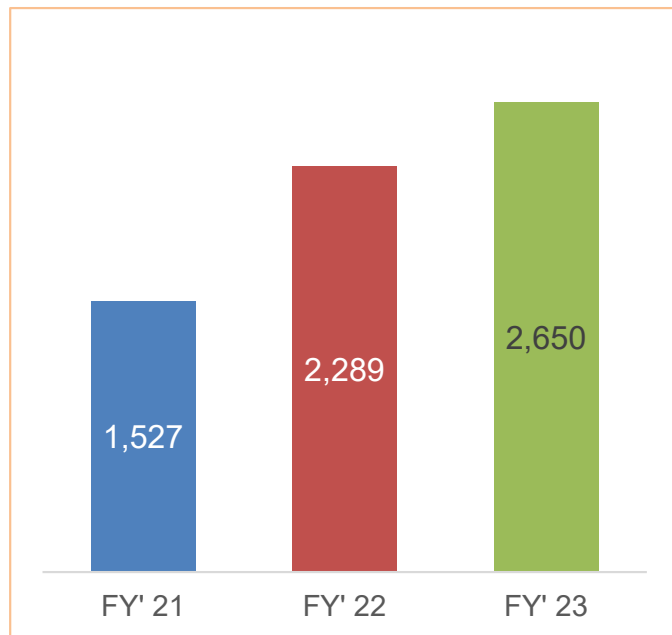
- Our investments in subsidiaries in scaling mode & started adding to topline numbers (particularly EPAVO business)

*Consolidated financials*

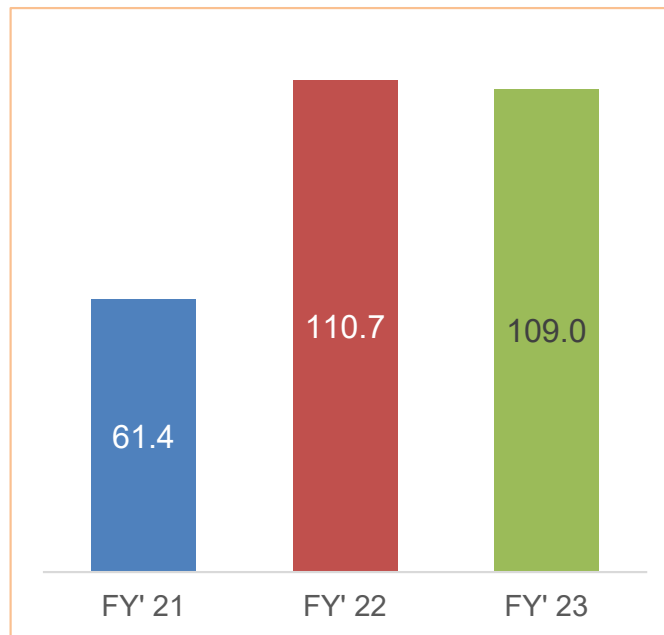


# Consolidated Result

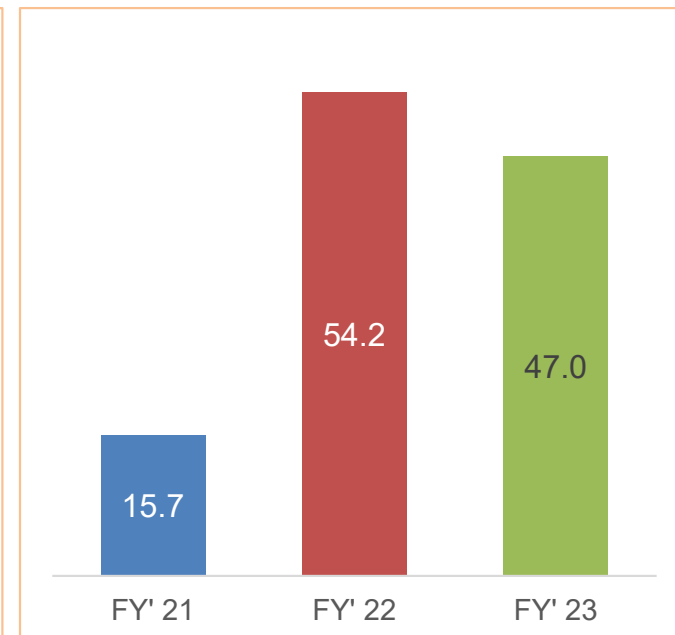
Revenue from Operations



EBITDA

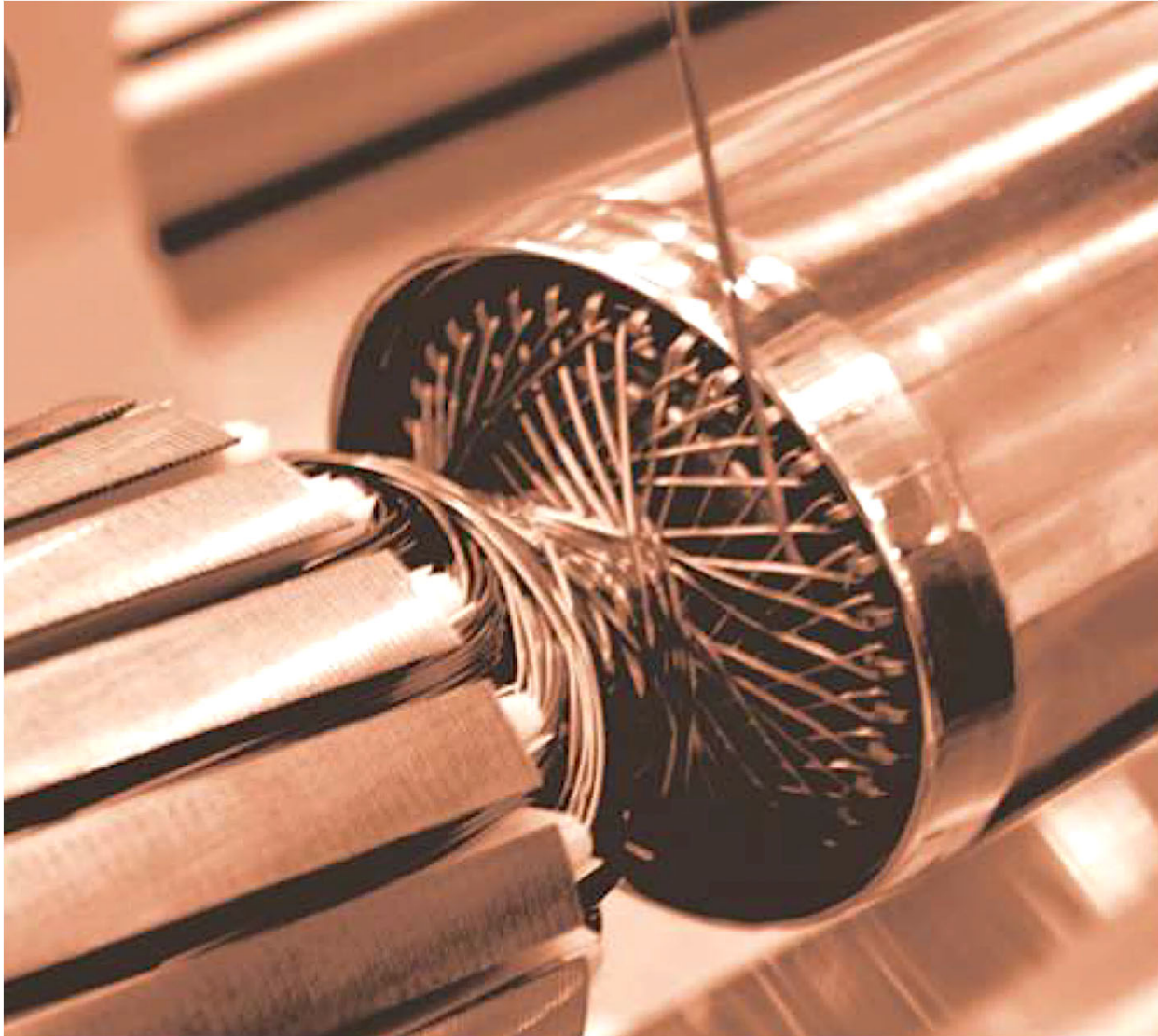


PAT



*Consolidated financials*





## **Company Overview**



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

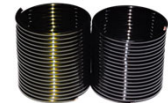
**India's Only  
manufacturer**  
**Offering widest range**  
of enamelled wires  
(0.016 mm – 5.000 mm)

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



**Proven Track record**

Revenue & PAT growing at  
CAGR (5 years) of 13.2% &  
21.9% respectively

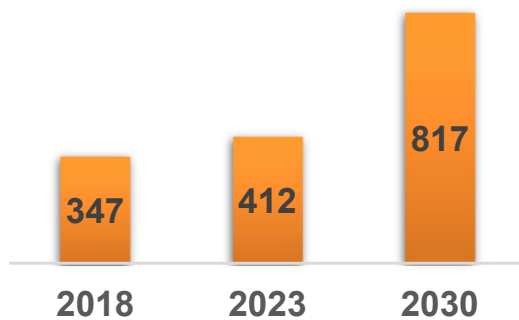




# We are integral part of core manufacturing sector

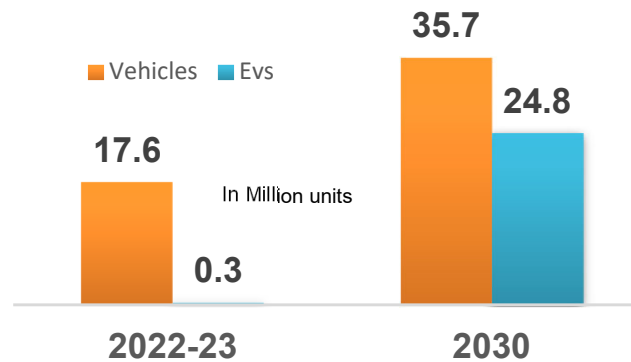
## Pivoted around capitalizing on India Growth Story

### Growth in Energy sector



- Power generation capacity expected to double by 2029-30.
- India has set an ambition to expand the capacity of renewable energy to 500 GW by 2030.

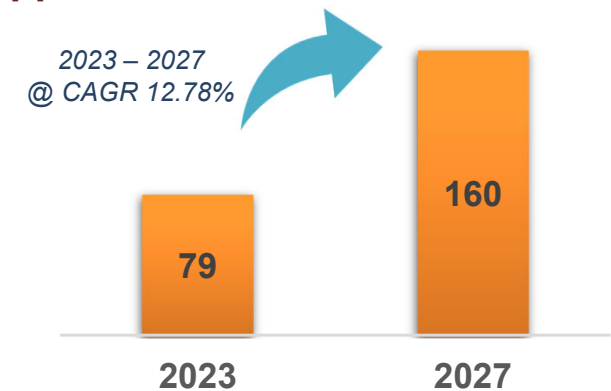
### Growing Automotive sector



- The EV market is expected to grow at a CAGR of 49% between 2022-2030, with annual sales reaching 10 million units by 2030.

**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.
- The Indian Appliances and Consumer Electronics (ACE) market is expected to almost double in the next three years to around Rs 1.48 lakh crores by 2025

## Industrial & Infrastructural developments

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



Sources:

MoP, Central Electricity Authority Report, SIAM, Economic Survey 22-23 & Market Research Reports



# 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

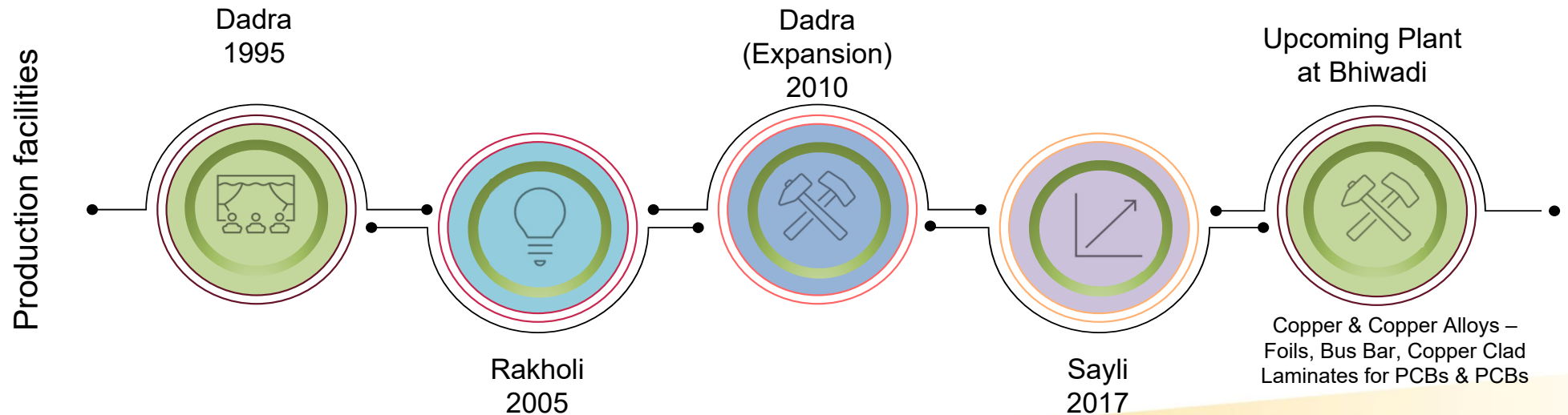
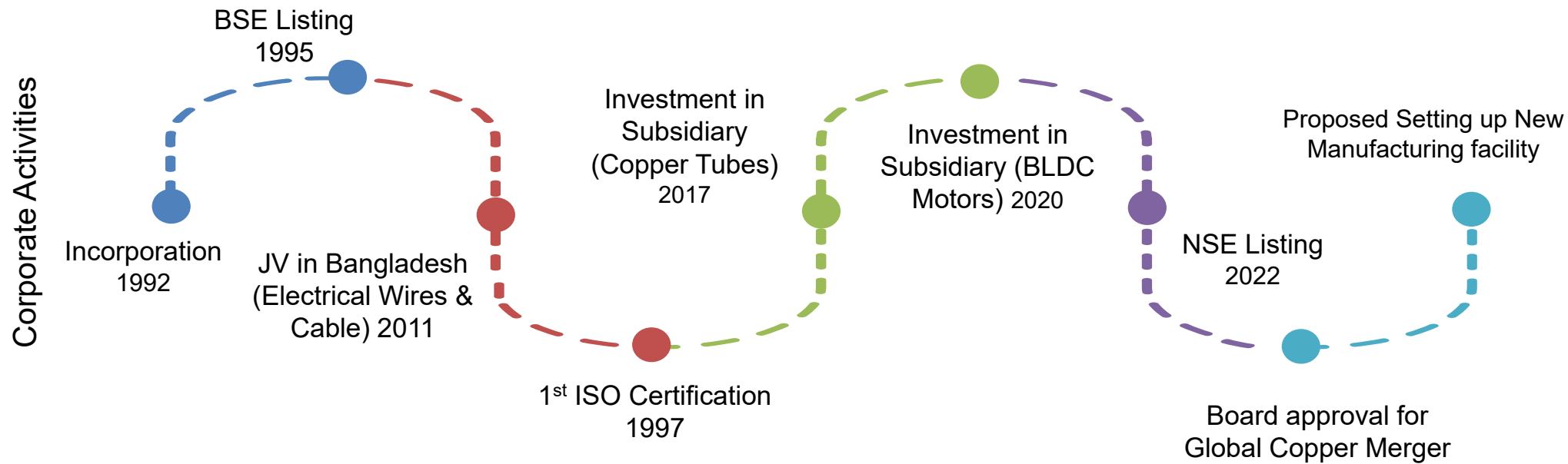


Engineering Export Promotion Council





# Our corporate journey & key milestones we are proud of





# Our competitive edge that keeps us ahead

One of the flagship company of **USD1.25 Bn conglomerate**  
**RR Global**



State of Art  
manufacturing  
facility

Wide Product  
range

Strong  
Business  
Partner  
Relationship

Strong &  
Experienced  
Board with high  
level of Corporate  
Governance

Strong,  
experienced &  
long term  
associated  
employees

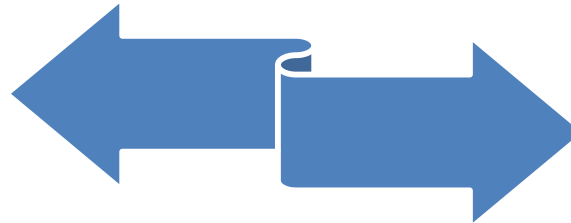


## Opportunity landscape for exponential business growth

### Global Copper #

60% Holding

Copper Tubes



74% Holding

BLDC Motor / HUB  
Motor / HVLS Fans

*# Board has approved Scheme of Amalgamation of Global Copper Pvt Ltd on “all stock deal” basis*



*A brand built with  
quality & technology*



**INR 306 Cr.**  
FY 2022-23 Revenue

**Investment Since  
2017**

Revenue grew  
**@ 15.3% CAGR**  
since investment

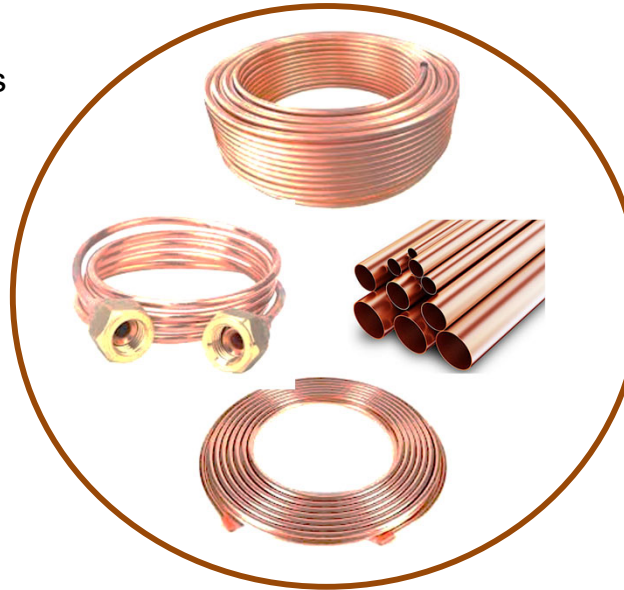
**Import Substitution**

~ 70% of copper tubes  
presently imported

Distribution network  
spread over

**200+ cities** in  
India

**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

**Benefits to Domestic manufacturers**

Levy of CVD (Anti Subsidy) on import of Copper Tubes



**HITACHI**



Our products  
are approved  
by all leading  
brands

**Whirlpool**

**VOLTAS**

**Panasonic**



**HAVELLS**



**MAHANAGAR  
GAS**



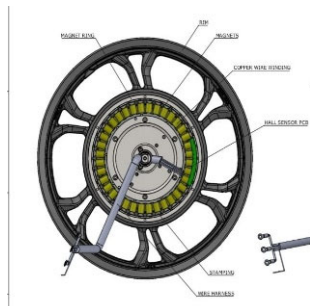
## *Transforming to more energy efficient environment*



Partnered with  
**Epack Durable**  
(Noida)

**2020**  
Commencement

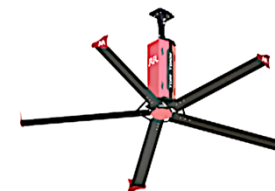
**INR 17.8 Cr.**  
FY 2022-23 Revenue



**BLDC Motor**  
AC / Ceiling Fans



**Hub Motor**  
Electric Vehicles



**HVLS Fan**

- Opportunity landscape for exponential business growth with allied sectors
- Enrolled for PLI scheme under White Goods category
- Existing facility at full capacity utilization
- Purchased land in Bhiwadi, Rajasthan for capacity expansion



# Strong leadership of our 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  
President & CFO  
(Executive Director)



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  
(Formerly Sr VP – Commercial now acting as a strategic advisor to the Company)  
Since inception

*CA by qualification and expert in financial strategies and tax plannings, played a vital role in setting-up all the manufacturing facilities and lead public issue in 1995.*

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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*



Shri Rajeev Maheshwari  
DGM - Commercial

Since 2011

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



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

3.32  
Lacs  
Students

7604  
Teachers

6710  
Schools

**HEM**   
**Disha**

*Giving Wings to Your Dreams*

32  
Subjects

8  
Life Values

**HEMformation**



**HEM - मंथन**  
OPEN MINDS OPEN DOORS

**HEM-Shikhar** 

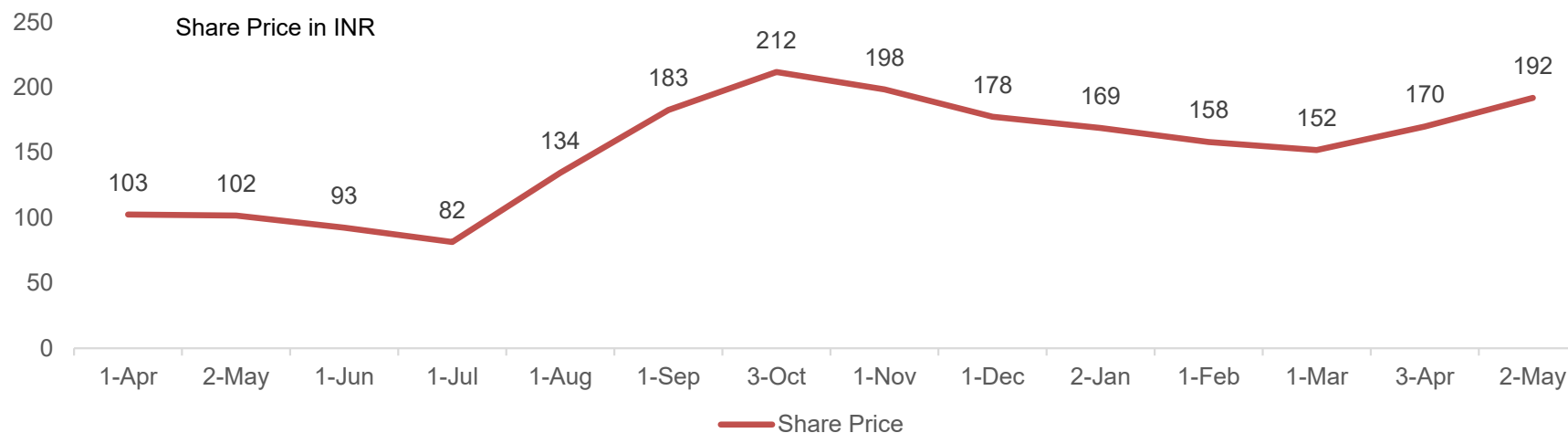
**HEM**   
सम्पर्क

**HEMharmonize**

  
**HEM उद्घोष**  
Giving Voice to Human Values

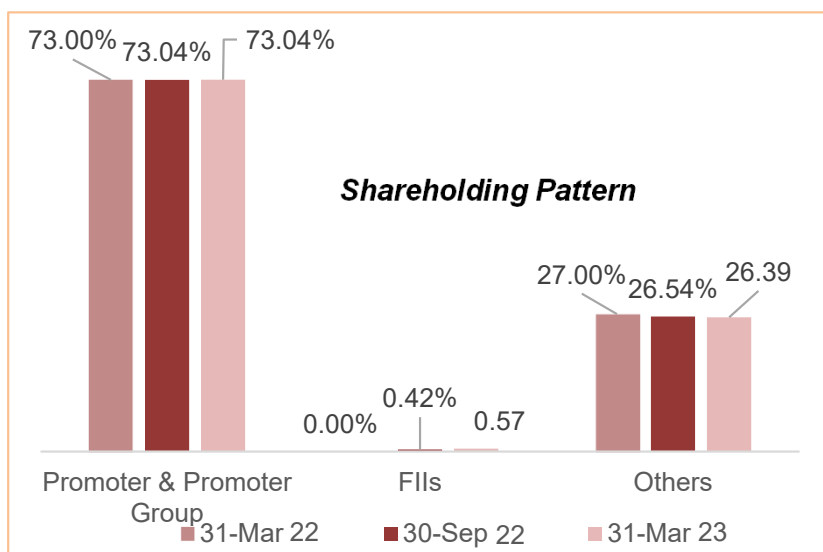


# Translating into shareholders' value appreciation



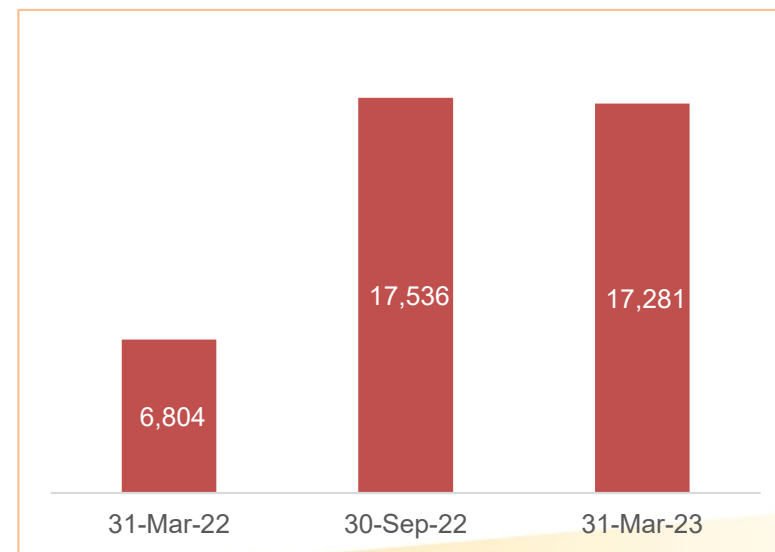
Share price post split pursuant to 1:1 bonus shares on Sep 29, adjusted for comparison

## Gaining traction among foreign portfolio investors too



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

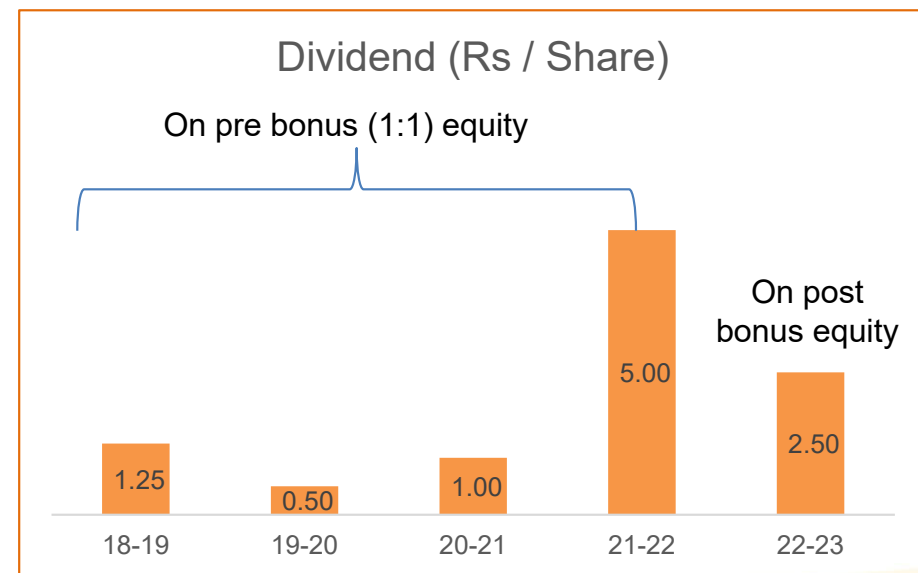
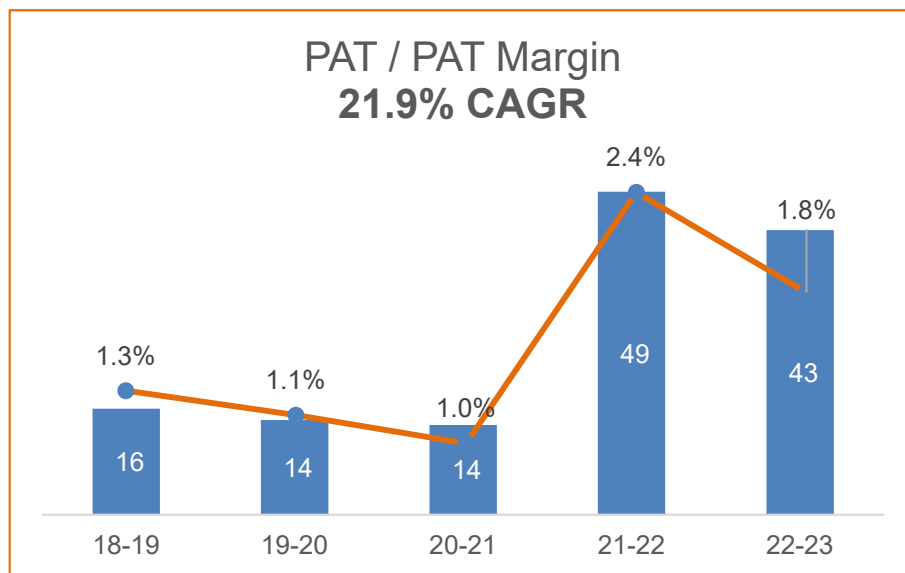
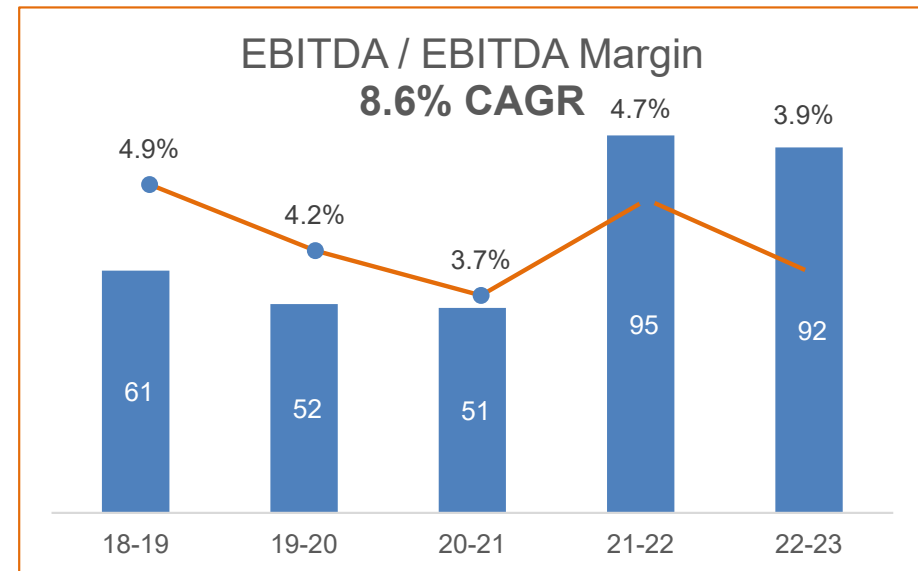
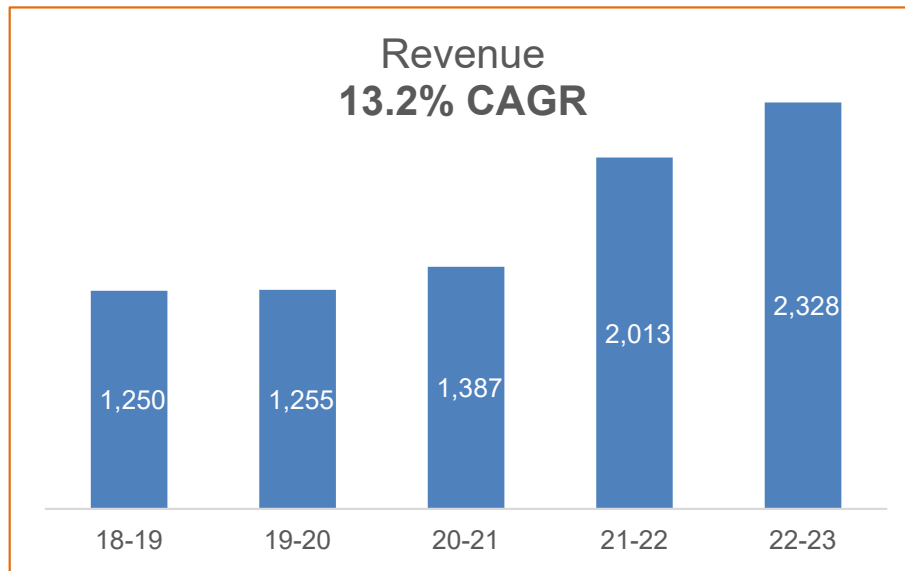
## Increased Shareholders' base further enhance liquidity





# Robust historical performance

INR in Crores





Thank  
You

Registered office:

Ram Ratna House, Oasis Complex (Utopia City),  
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)