



Ram Ratna Wires Limited

Investor Presentation - August' 2024



Cautionary Statement & Disclaimer



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 Highlights

Q1 FY' 2025



Delivering consistent performance

Production

Q1 FY'25: **8,751 MT**

▲ 9.3% YoY



Revenue

Revenue from Operations

Q1 FY'25: **757.6 Crores**

▲ 17.4% YoY



PAT

Q1 FY'25: **10.0 Crores**

▲ 2.1% YoY

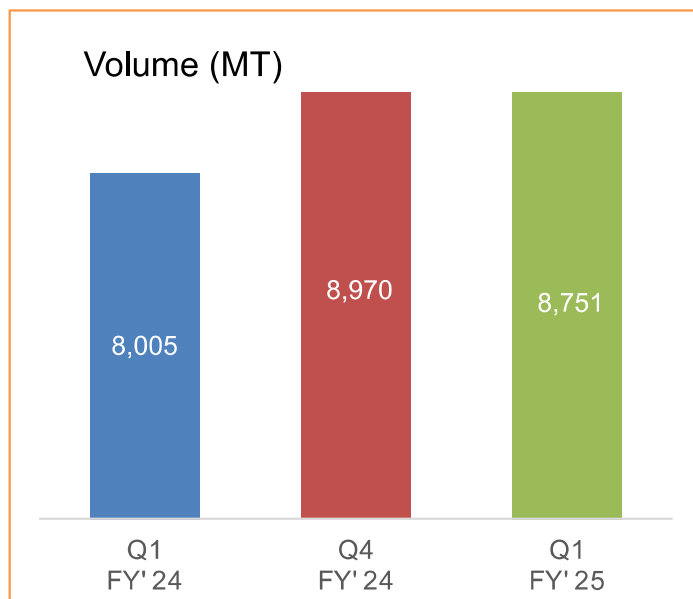


Continued volume momentum



Production

volume in MT



YoY



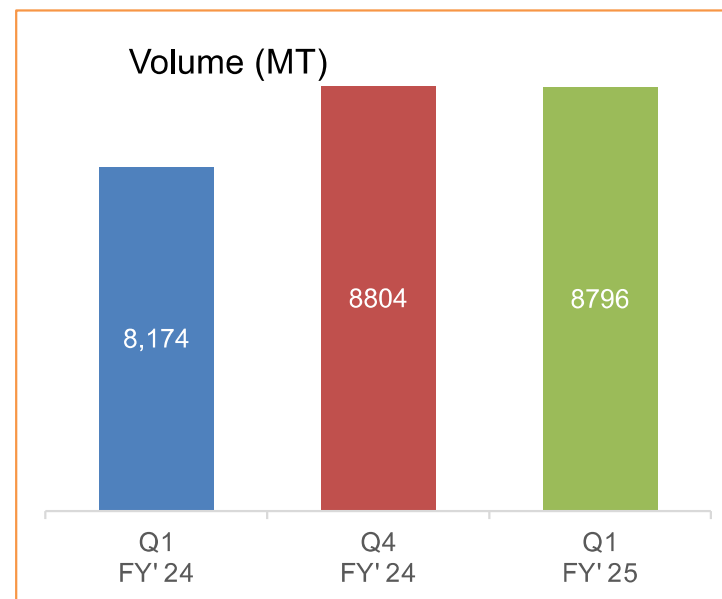
9.3%

QoQ



2.5%

Sales



YoY



7.6%

QoQ



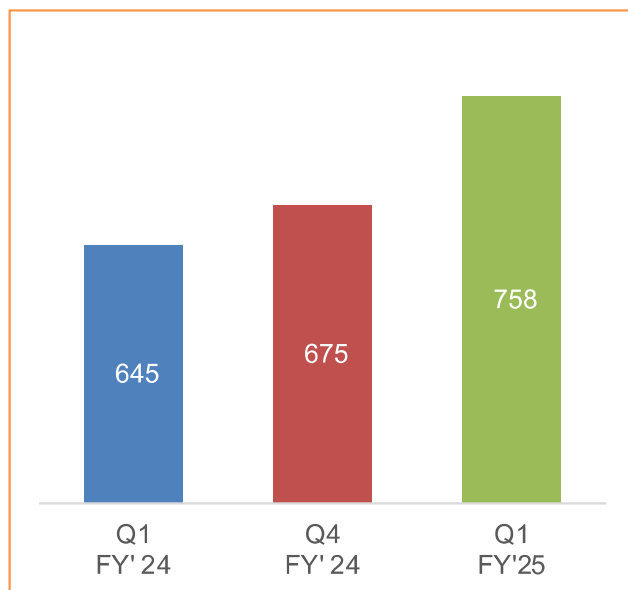
0.1%

Deep focus on growth leading to improved topline

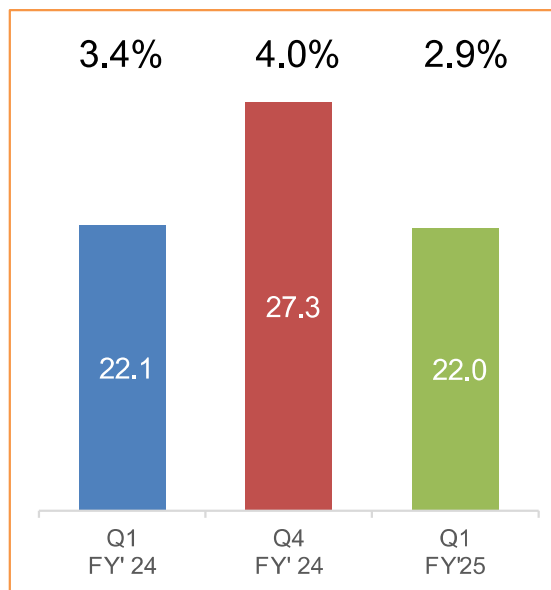


INR in Crores

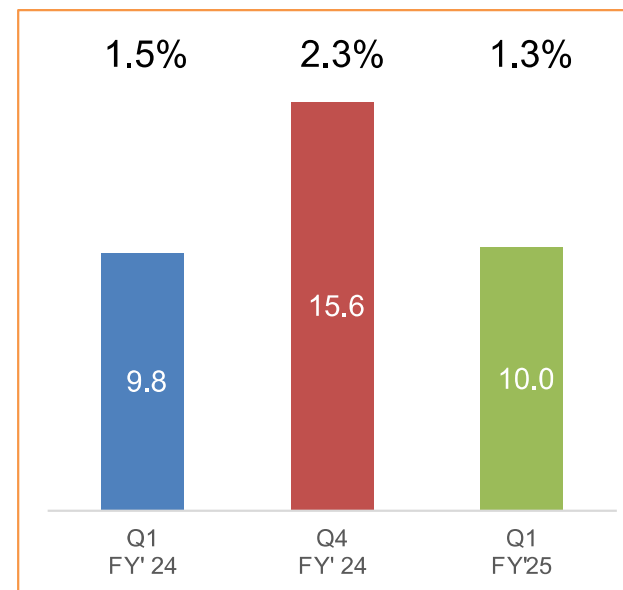
Revenue from Operations



EBITDA/EBITDA Margin



PAT/PAT Margin

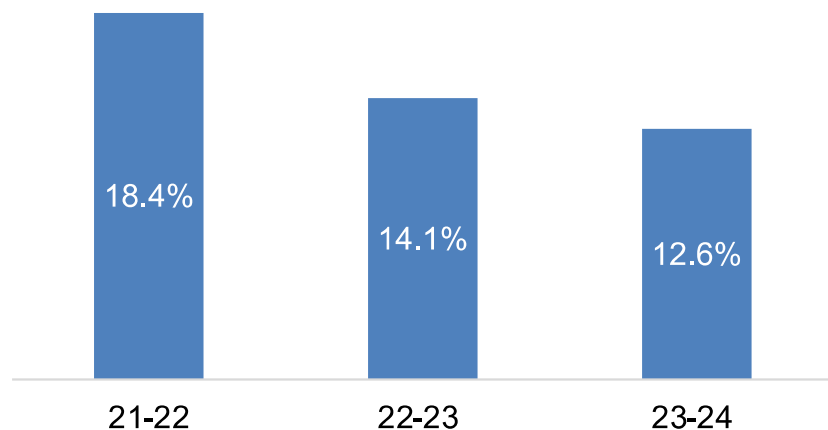


- Consistent revenue growth
- Revenue grew by 17.4% on YoY & 12.2% on QoQ basis
- PAT grew by 2.1% on YoY but declined by 35.6% on QoQ basis
- EBITDA declined by 0.5% on YoY & 19.5% on QoQ basis

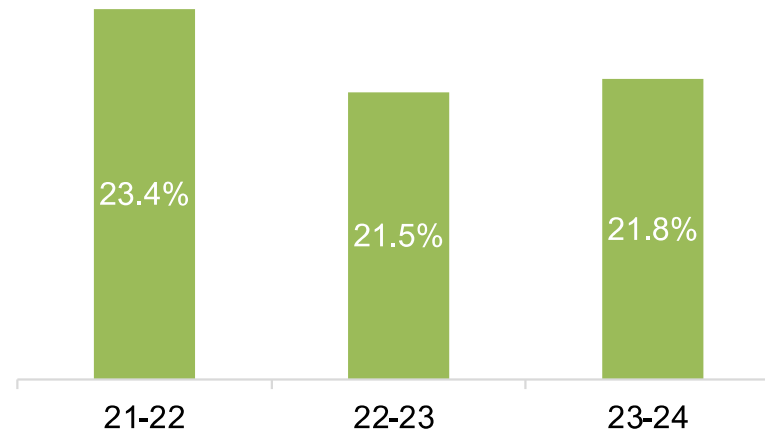
Standalone financials

Strong financial indicators

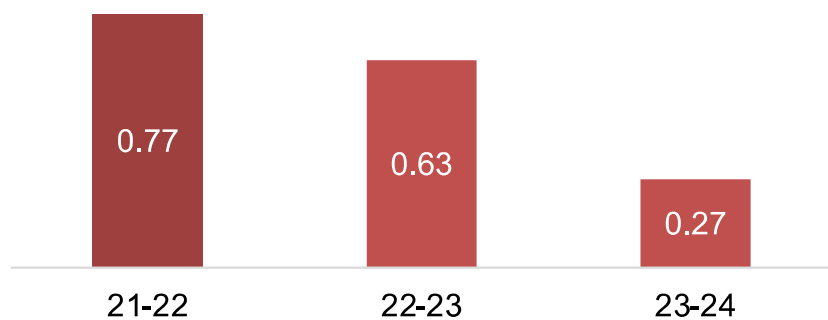
RoE \$



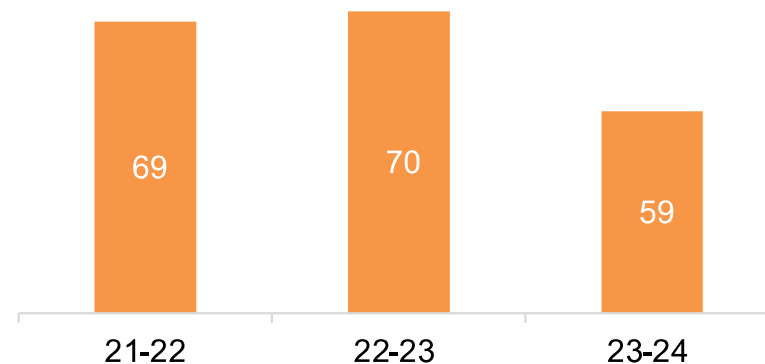
RoCE #



Debt/ Equity Ratio



Cash conversion cycle(Days)

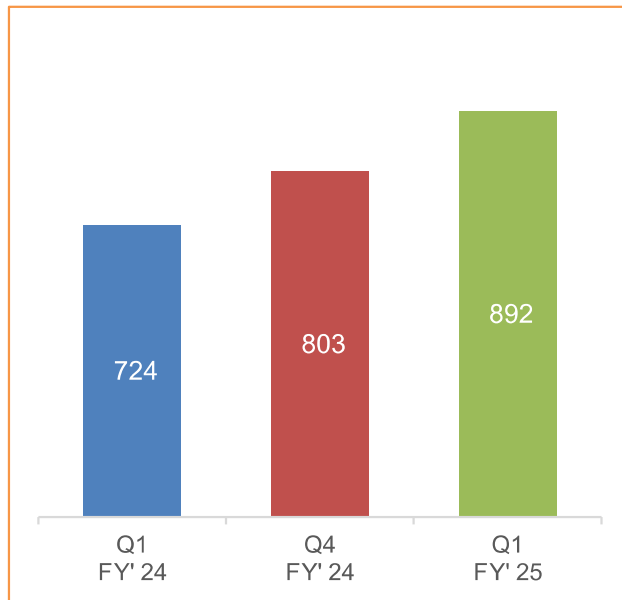


\$ RoE(Return on Equity)= Profit after tax / Shareholders' fund

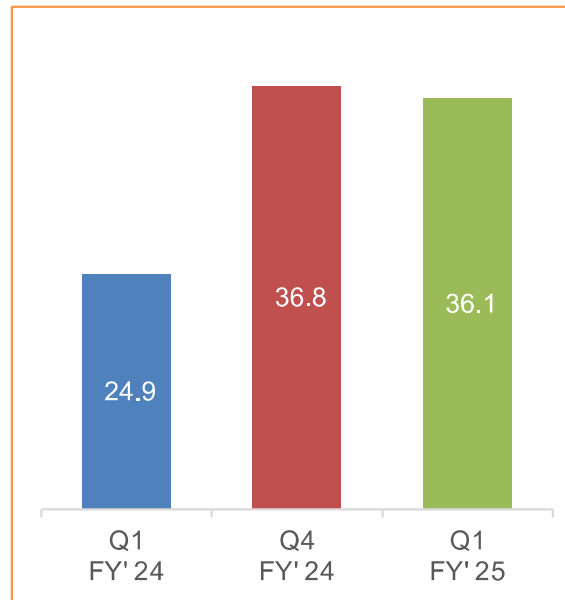
RoCE(Return on Capital Employed)= Profit before interest & tax / Closing capital employed

Consolidated result

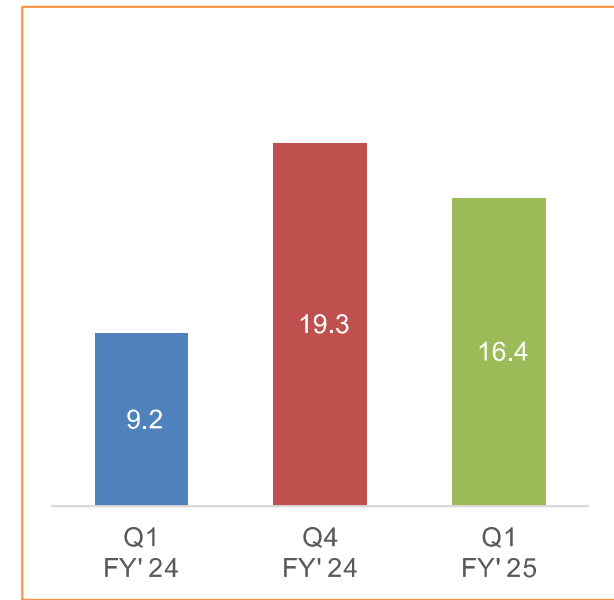
Revenue from Operations



EBITDA



PAT



- Our investments in subsidiaries in scaling mode & started adding to topline numbers
- Revenue up by 23.1% YoY & 11% QoQ
- EBITDA up by 44.7% YoY but declined by 2.1% QoQ
- PAT up by 78.8% YoY but declined by 15.2%

- ❖ Civil work relating to factory shed & roofing on completion stage
- ❖ Machine foundation work in progress
- ❖ Installation of machinery to commence soon
- ❖ Requisite approvals for establishment of manufacturing facility obtained



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

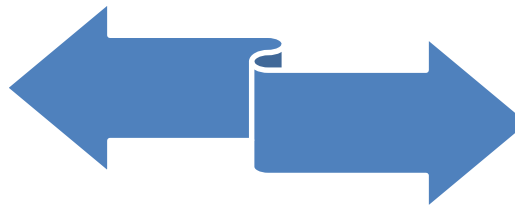


Opportunity landscape for exponential business growth

Global Copper

60% Holding

Copper Tubes



74% Holding

BLDC Motor / HUB
Motor / HVLS Fans



Global Copper (GCPL): Copper Tube manufacturer



*A brand built with
quality & technology*



INR 344 Crores
FY 2023-24 Revenue

 **12.4%**

**Investment Since
2017**

**Revenue grew
@ 20.6% CAGR
since investment**

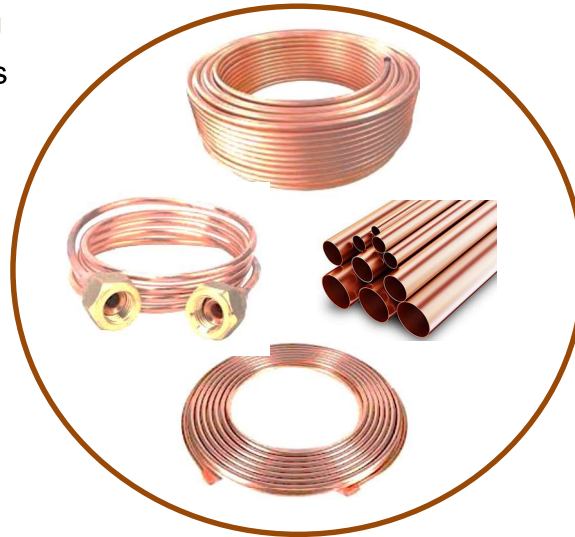
Import Substitution

~ 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



Our products
are approved
by all leading
brands



EPAVO: Potential to create long term growth



Transforming to more energy efficient environment

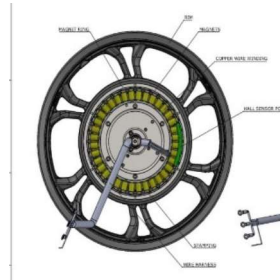


Partnered with
Epack Durable
(Noida)

2020
Commencement

INR 26.6 Crores
FY 2022-23 Revenue

▲ 50.3%



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
- 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 Ramesh Chandak
Independent Director



Smt. Payal Agarwal
Independent Woman Director



Shri Ankit Kedia
Independent Director

Backed by dedicated & long associated team



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 planning, played a vital role in setting-up all the manufacturing facilities & lead public issue in 1995.



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



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

Backed by dedicated & long associated team



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

3.89
Lacs
Students

10301
Teachers

6164
Schools

HEM

Disha

Giving Wings to Your Dreams

32
Subjects

8
Life Values

HEMformation



HEM - मंथन
OPEN MINDS OPEN DOORS

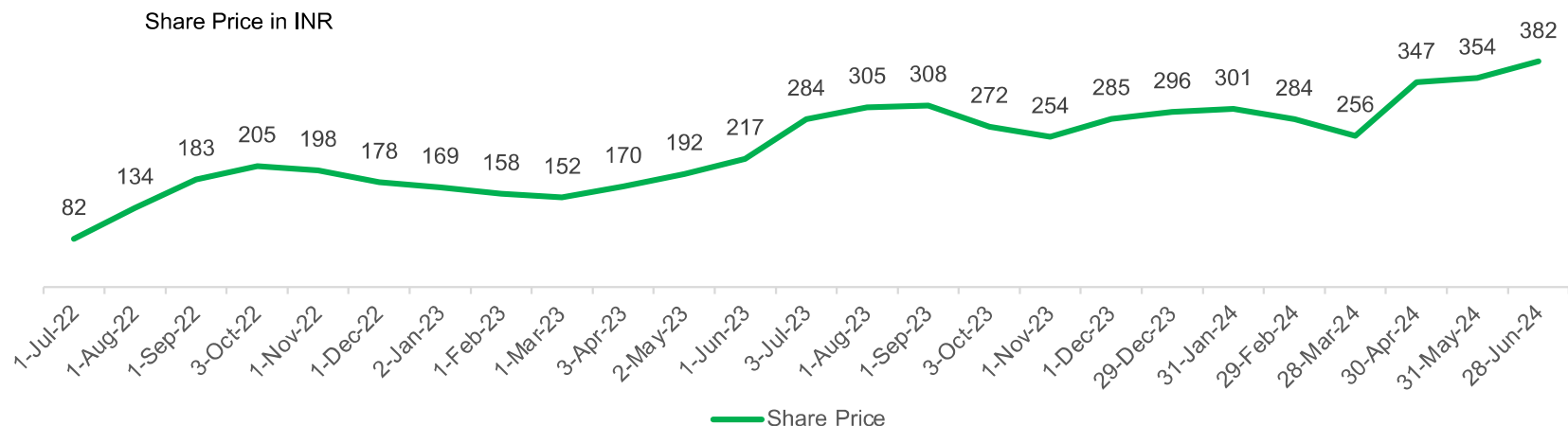
HEM-Shikhar

HEM
सम्पर्क

HEMharmonize

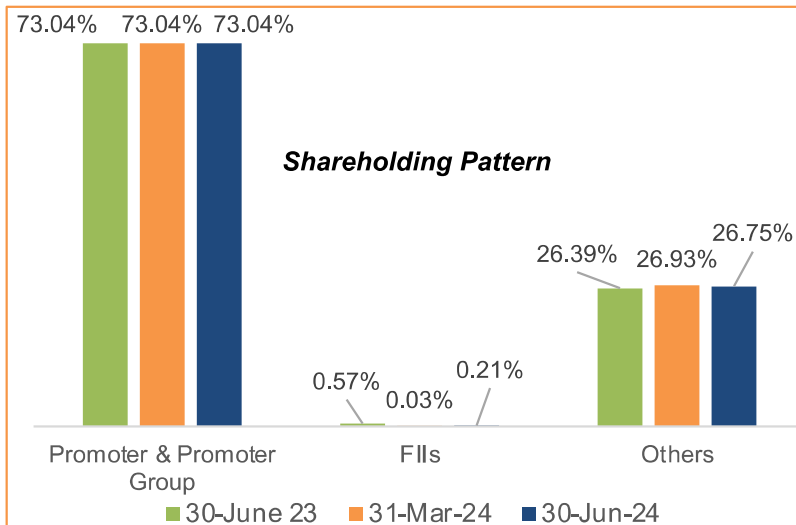

HEM उदघोष
Giving Voice to Human Values

Translating into shareholders' value appreciation

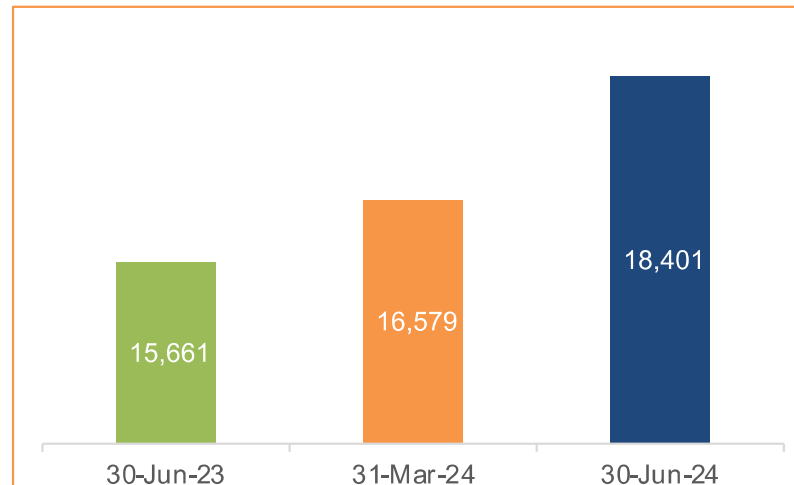


Share price post split pursuant to 1:1 bonus shares on Sep 28, adjusted for comparison

Partial liquidation by foreign portfolio investors



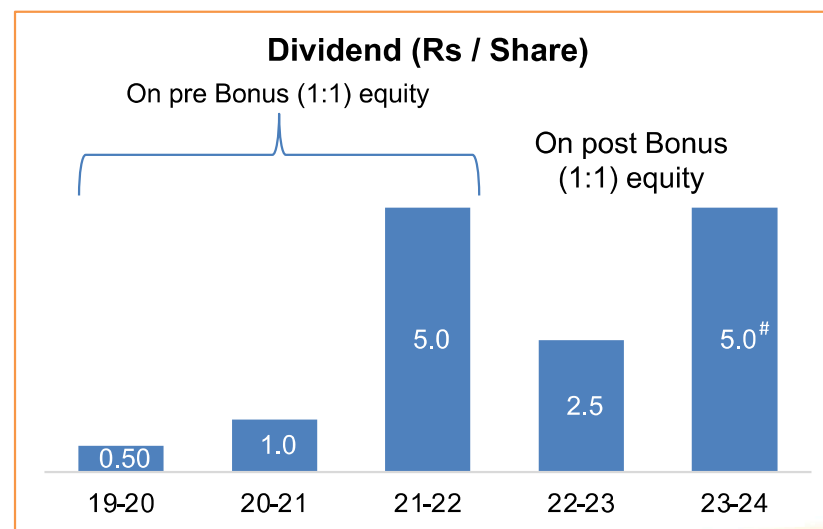
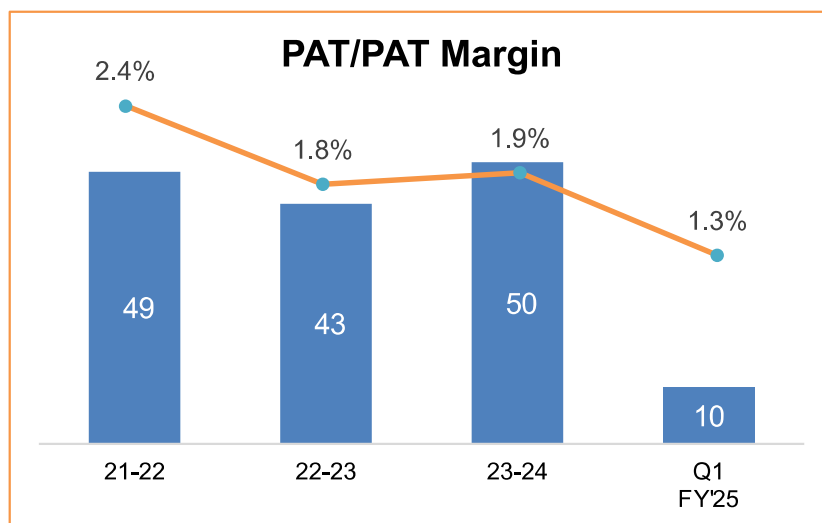
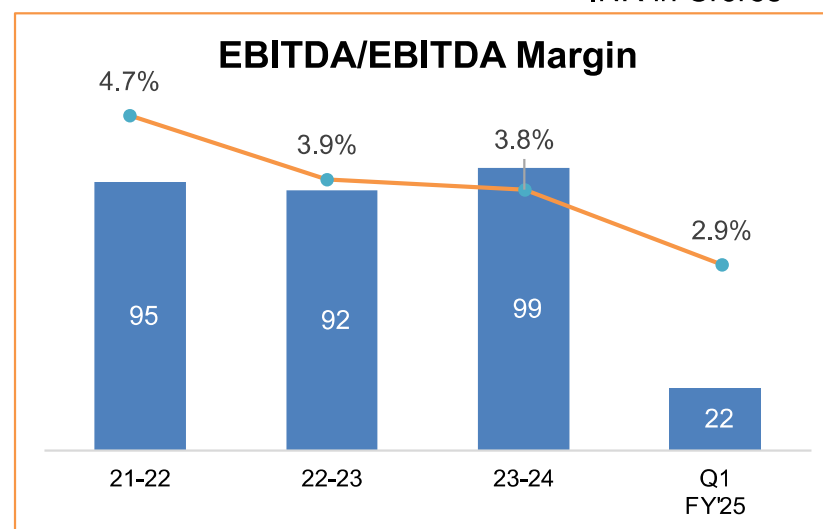
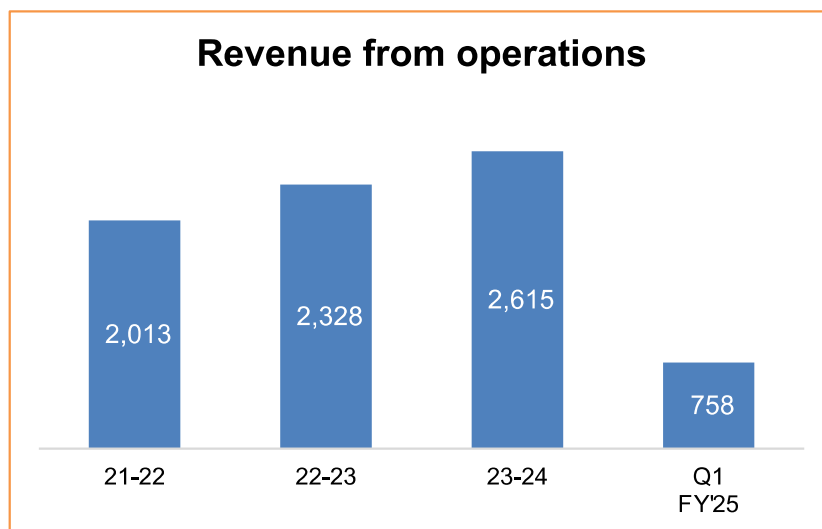
Increased Shareholders' base further enhance liquidity



Strong historical performance



INR in Crores



Rs 2.50 Special interim & Rs 2.50 final dividend for FY23-24

Thank
You

Registered office:
Ram Ratna House, Victoria Mill Compound (Utopia City),
Pandurang Budha Karm 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