

Ref.: RMC/2023-24/BSE/216
Date: 8th July, 2023

To,
The Manager,
Department of Corporate Services,
Listing and Compliance
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400 001

Sub.: Disclosure pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015

Ref.: Scrip Code – 540358, Scrip ID – RMC475

Dear Sir / Madam,

Please find enclosed herewith the copy of investor presentation for the quarter ended on 30th June, 2023.

This presentation will be made available on the Company's website i.e. www.rmcindia.in.

This is for your information and record.

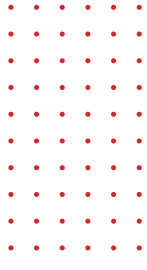
Thanking you.

Yours faithfully,
For RMC Switchgears Limited

ASHOK
KUMAR
AGARWAL

Digitally signed by
ASHOK KUMAR
AGARWAL
Date: 2023.07.08
17:38:17 +05'30'

Ashok Kumar Agarwal
Chairman Cum Managing Director
DIN: 00793152



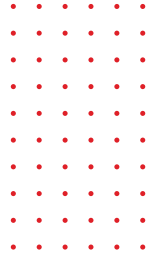
SWITCHGEARS LTD.

Safety And Values , Your Way !

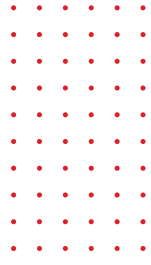
www.rmcindia.in

Investor Presentation

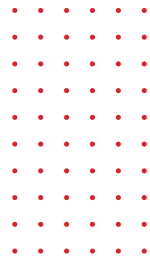
April – June 2023



CONTENTS

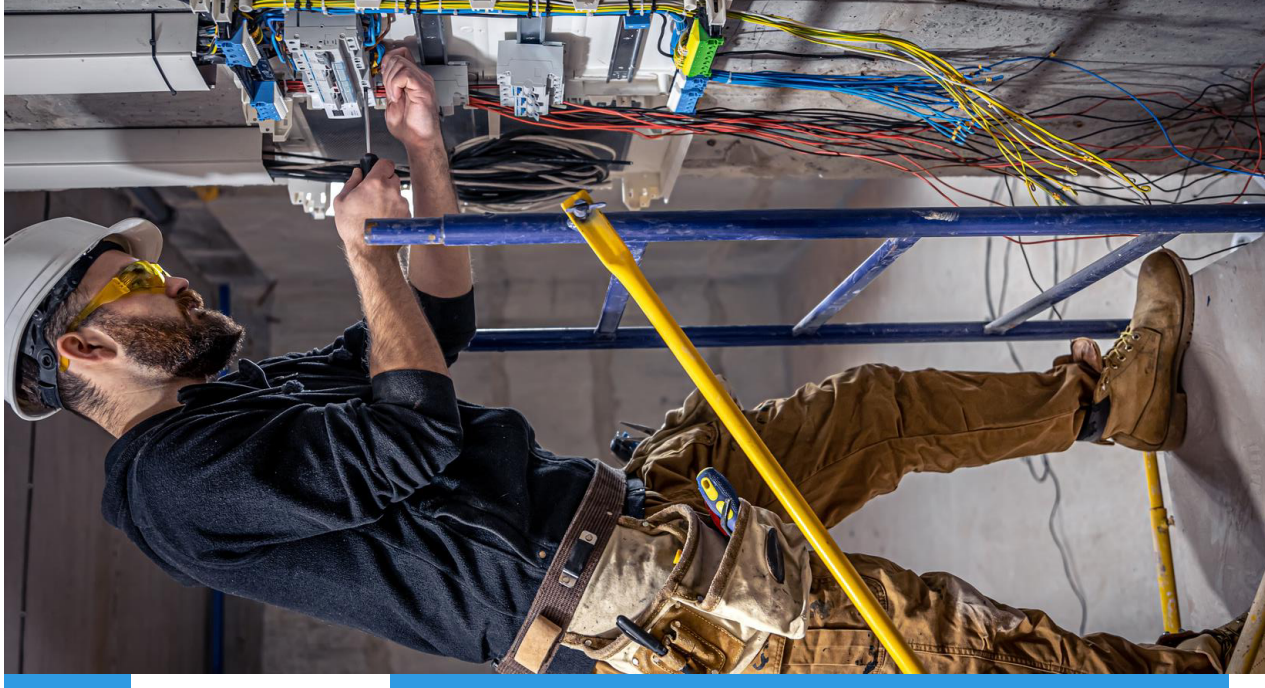
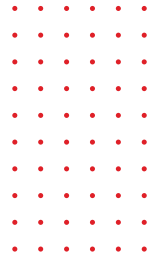
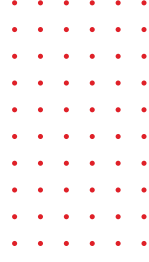


- ✓ Message from the Management
- ✓ RMC Overview
- ✓ Board of Directors
- ✓ Business & Financial Highlights
- ✓ Forward Looking & Cautionary Statement



VISION

- To become the most promising brand in electrical enclosure by 2030
- To eliminate electrocution from the nation by 2027
- To eliminate electrical power and equipment theft by 2028
- To become the Largest Indian Exporter for Electrical LV Solutions to the world by 2027



Message from the Management



Dear Investors,

We are delighted to present to you our quarterly review, showcasing the company's remarkable progress towards our ambitious vision for 2030.

We are thrilled to announce that we have successfully obtained approvals under the RDSS in all states across India where our projects are currently underway. The response from our esteemed EPC Contractors and Metering partners for the materials under this scheme has been overwhelmingly positive.

We have already commenced the supply of materials for the scheme, and we anticipate a significant increase in the coming months. Despite facing challenges such as project progress and billing disruptions caused by heavy rains from a recent cyclone, we are pleased to inform you that we achieved our best-ever performance in Q1, albeit falling slightly below our initial expectations.

In our pursuit of organizational strength, we have implemented a lean and goal-oriented deliverable hierarchy to prioritize on-time delivery and zero defects. As a result, our work-in-progress (WIP) levels have significantly decreased. Furthermore, we have introduced the Keka HRMS system to ensure 100% transparency in Human Resource Management along with the Performance Management System is underway on its implementation.

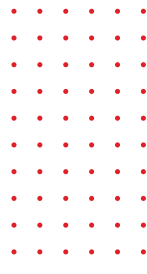
As we enter Q2 of the fiscal year 2023-24, we anticipate record-high order inflows, although the delivery of these orders is expected to span the entire financial year.

We would like to extend our heartfelt gratitude to all our investors for placing their trust in us and contributing to our rapid growth. It is your unwavering support that propels us forward.

With your continued partnership, we are confident in our ability to achieve our goals and deliver robust returns on your investments.

Sincerely,

Ashok Kumar Agarwal
Chairman – Managing Director



MISSION

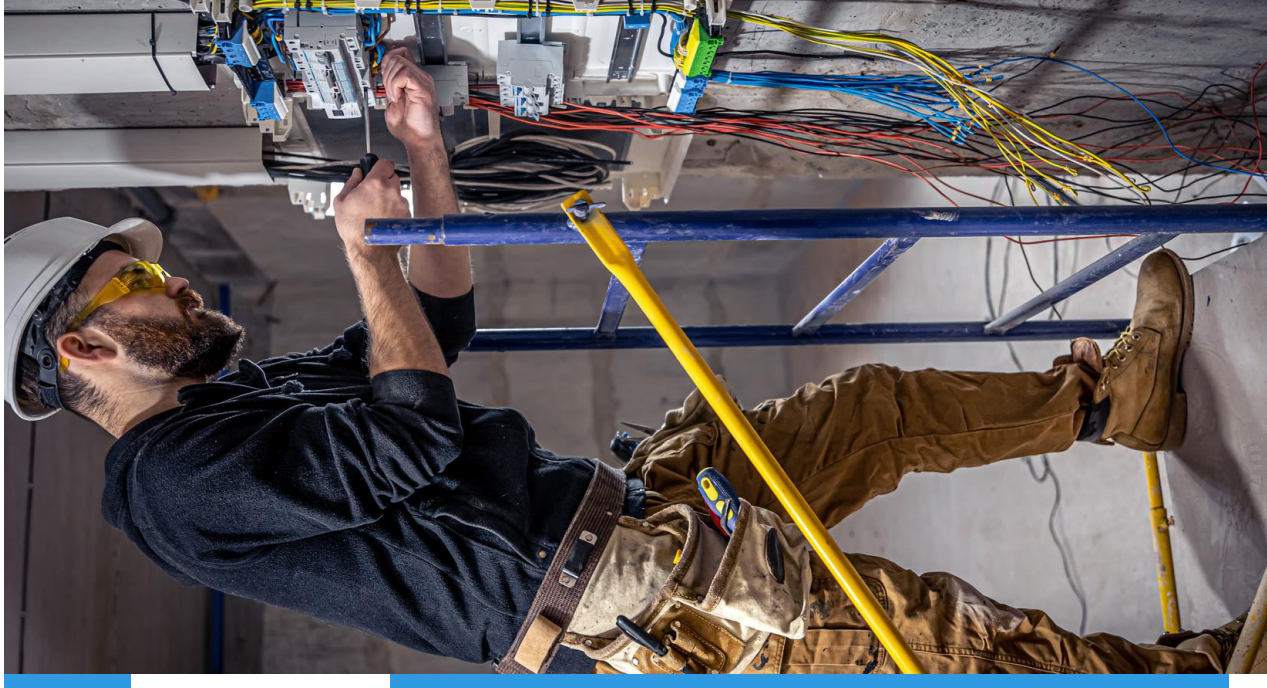
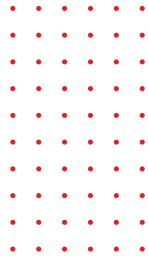
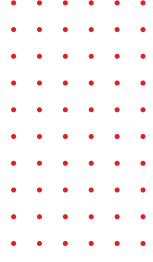
- Being Reliable and Consistent partner for Customer, Vendors, Employees and Investors.
- Be Meticulous in our actions, work and performance
- Focused on R&D and New Developments, to uplift the society and standard of living.
- Zero tolerant approach towards the Quality and Delivery to the customer
- Creating the best working environment for Employees, Customers, Vendors and Stakeholders



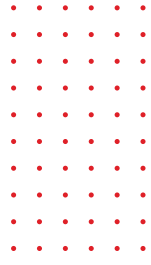
Vision for FY-2023-24

A way forward towards alignment of Vision 2030

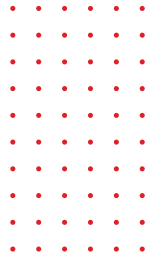
- Achieve Zero Defect;
- Achieve On time Delivery;
- Create the most transparent SME with world class corporate governance;
- To create a delightful experience for customers, vendors and employees;
- Establishing the Performance Management System for the Employees.
- Laying the setting stones for achieving for Vision 2030



RMC Overview



- Largest Electrical enclosure manufacturing company in India;
- The only Enclosure focused company with end-to-end solution providers for preventing electrical theft and accident protection;
- Adopting new technologies and policy influencers for Indian electricity sector to create a trouble-free power to the society;
- Only Manufacturing Company to cater needs of Metal, SMC & Polycarbonate Enclosure in India;
- Approved in PAN Indian State electrical Utilities and in 95% of Private utilities in India.



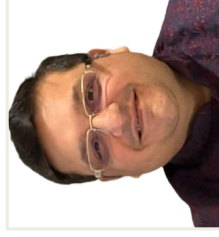
Key Persons



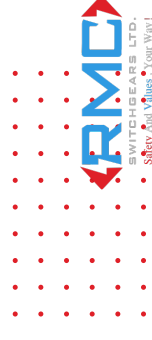
MR. ASHOK KUMAR
AGARWAL
CHAIRMAN CUM MANAGING
DIRECTOR

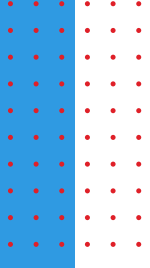


MRS. NEHA AGARWAL
EXECUTIVE DIRECTOR



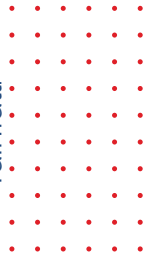
MR. ANKIT AGARWAL
WHOLE-TIME DIRECTOR





BUSINESS & FINANCIAL HIGHLIGHTS

- The tenders participated amounts to approximately 616.99 crores includes projects related to RDSS Turnkey and Smart Meter Enclosure and are currently in the final stage of the financial bid opening process, which is expected to be conducted soon.
- Tenders worth Rs. 700 Crores which the company will be bidding is still under approvals which we will bid as it gets the final nod under RDSS.
- We have also participated in the tenders floated by the PSU's under the smart metering projects for the metering enclosures worth Rs.. 155 Crores other than the enquiries from other prominent metering companies
- We have received the overall orders in the last 3 months' worth of Rs. 33.06 crores from EPC Contractors and pending enquiries worth Rs.. 383.87 crores from EPC Contractors.
- Currently tenders which are in bidding (Technical or Financial) stages under RDSS in many states have the opportunity for us worth Rs.1500 Crores (as on date)..
- Current order book in hand is 305.66 crores
- Achieved turnover of Rs 31.28 Cr. In Q-1 FY 2023-24 as compared to the Q-1 FY 2022-23 of Rs. 29.07 cr. which is 7.60% above, however the works have been completed against order project worth Rs. 40 cr. but the same were not converted to billing due to cyclone and heavy rainfall.



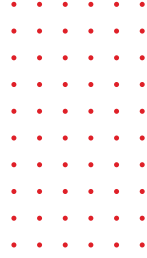
Forward Looking & Cautionary Statement



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THANK YOU
email: cs@rmcindia.in

