

Ref.: RMC/2022-23/BSE/476
Date: 22nd October, 2022

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 on the Company's Un-Audited Financial Results for the half year ended 30th September, 2022, approved by the Board of Directors in their meeting held on 22nd October, 2022.

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,

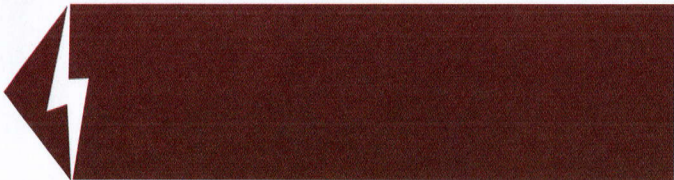
For RMC Switchgears Limited

PREETI
KHATORE
Preeti Khatore

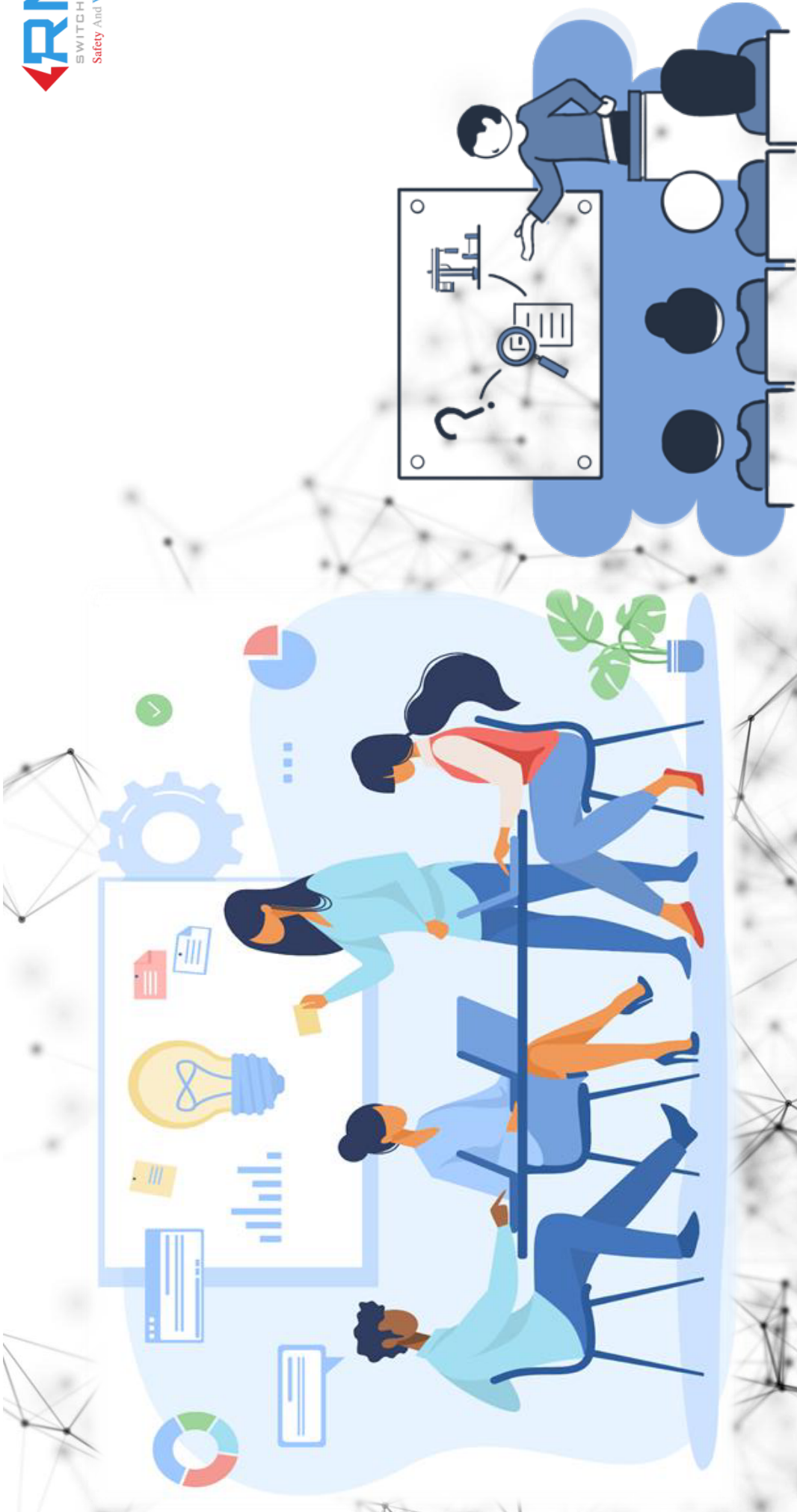
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PREETI KHATORE
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Company Secretary and Compliance Officer
ACS: 49291

Lamina
A Reflection of Your Interior Life



CIN : L25111RJ1994PLC008698
Formerly Known as RMC SWITCHGEARS LIMITED
Registered Office & Factory : 7 K.M. From Chaksu, Kotkhawda Road,
Village-Badodiya, Tehsil-Chaksu, Tonk Road, Jaipur (Raj.) 303901,
Corporate Office : B-11, (B&C), Malviya Industrial Area, Jaipur-17 (Raj.),
E-mail : info@rmcindia.in, admin@rmcindia.in
Telefax : + 91-141-4400222, Website : www.rmcindia.in



INVESTOR PRESENTATION (OCTOBER 2022)

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Dear Investor,

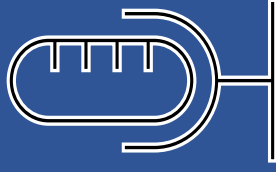
We are thankful to all our investors who had helped us to grow in recent times, post covid when many companies were struggling for their existence, our strong foundation and belief of our employees, business partners and investors has really kept us rolling and we have come a long way forward from one of the worst times in the history.

We are really excited to start this new life as we are now about to witness one of the best times in the Indian electrical industry like never before with one of the largest investments from the Government of India. The scheme of Revamped distribution Sector Scheme is not only focused on Infrastructure development and smart metering but also will ensure that the utilities which bleeds money and are always on the verge of collapse will become more financially strong and disciplined which will make them the best customer group in the country, we are proud to be the largest electrical enclosure and solution provider in the country.

Since we are in the new era of the electrification, we have changed our Vision, Mission, Core Values and Culture and accordingly we have changed our tag line for business to show our commitment towards the growth and our ultimate connection with the nation building.

We welcome to showcase our Investor Presentation for HY 2022-23.

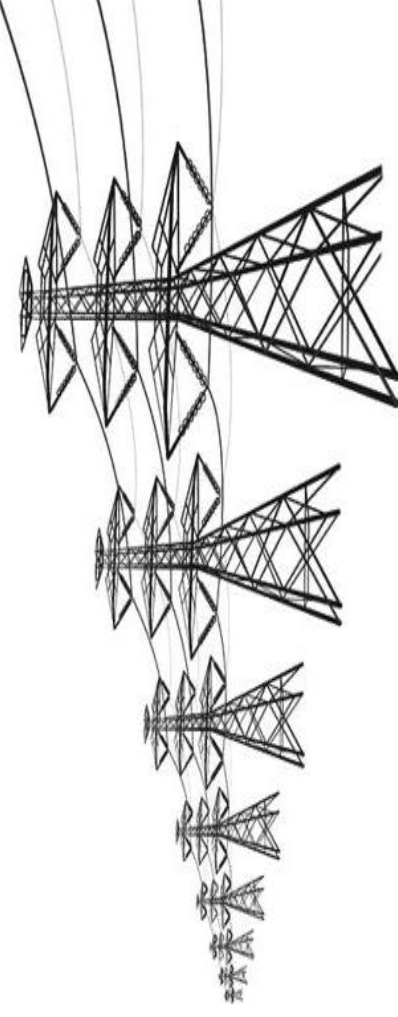
Team RMC



**MESSAGE
FROM THE
MANAGEMENT**

ABOUT US

- ❖ Largest Electrical enclosure manufacturing company in India.
- ❖ The only Enclosure focused company with end-to-end solution providers for electrical theft and accident protection.
- ❖ Listed on Bombay Stock Exchange in March 2017 at a valuation of 16.44 crores and crossed Rs. 100 crores in October 2022.
- ❖ Largest single point manufacturing space of more than 8,00,000 sq. ft of workspace.
- ❖ Approved in PAN Indian State electrical Utilities and in 95% of Private utilities in India.
- ❖ Have an installation base of more than 30 million throughout India.
- ❖ Only company to create value for the customers with our Zero Defect and On-time Delivery policies.
- ❖ Adopting new technologies and policy influencers for Indian electricity sector to create a trouble-free power to the society.



UNDERSTANDING OUR TAGLINE

Safety And Values, Your Way!

SAFETY



- We work with Safety – Our workplace is a safe place.
- We work for Safety – We prevent theft and accidents.
- We commit to provide a safer society – We ensure to educate for safe use of power.
- We want to be a trustworthy partner for all the stake holders – We believe in strong corporate governance.

VALUES



- Value – We create value in our solutions, society for our customers, employees, vendors and investors.
- We are transparent and trustworthy – It ensure us to become reliable.
- Respect- We respect right to use safe power.
- Ethics – We work only with ethics.

YOUR WAY



- We learn new things from our partners to become stronger.
- We customize solutions.
- We incorporate our systems as per our customer requirements.
- We are flexible to think and find solutions with our customer's perception.

WHY WE EXIST?

Business cannot live without profits, but it is a by-product of the purpose for which the business exist. To ensure great profits, the business must ensure a greater purpose.



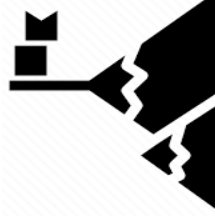
PURPOSE

- Helping utilities in providing safe power to the society
- Ensure leakage proof revenue model for the state and central governments.
- Helping the society to learn on best practices in using the safe power.



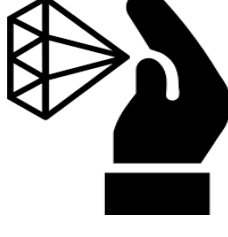
VISION

- 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;
- Start exports for Electrical Safety Solutions to Southeast Asia and Africa by 2027.



MISSION

- Being Reliable, Consistent partner;
- Have Meticulous in our actions, work and performance;
- Focused on R&D and New Developments, new customer problems to uplift the society and standard of living;
- No tolerant approach towards the Quality and Delivery to the customer and our values;
- Creating the best environment to Customers, Vendors, Employees and Investors to work with.



OUR VALUES

- Transparent, Trustworthy, Reliable partner;
- Organized, Focused and Goal Oriented towards growth;
- Contribution to the society to provide safe and quality life;
- Ensuring the best-in-class experience and Growth to our partners & associates;
- Must respect the values, people and obligations.



OUR PLANT





OUR PRODUCTION AT A GLANCE

BOARD OF DIRECTORS



MR. ASHOK KUMAR AGRAWAL
CHAIRMAN CUM MANAGING
DIRECTOR



MR. ANKIT AGRAWAL
WHOLE-TIME DIRECTOR &
CHIEF FINANCIAL OFFICER



MRS. NEHA AGRAWAL
EXECUTIVE DIRECTOR



MR. KULDEEP KUMAR GUPTA
INDEPENDENT DIRECTOR



MRS. KRATI AGARWAL
INDEPENDENT DIRECTOR



MR. SHRIRAM VISHWASRAO MANE
INDEPENDENT DIRECTOR

KEY MANAGEMENT



**Ashok Kumar Agrawal – Chairman
Cum Managing Director**

Aged at 66 years with an experience of more than 40 years in business and have built this company from scratch in 1996 with no experience of electrical. Today the fate has brought him being heading the largest electrical enclosure manufacturing company of India.

Key Result Area:

Financial performance as per the targets with operational excellence.



**Ankit Agrawal – Whole time
Director & CFO**

With more than 20 years of experience, turned 40 years this year has started his career at a very young age. Having vast experience in Sales, Marketing and strategies working continuously to make the company focused on growth.

Key Result Area:

Turning the company's model of marketing to create repeatable revenues and profits for the company and to ensure company is focused on its directions.



**Tarun Sharma – Vice President
(Operations)**

With more than 35 years of experience in the energy meter and allied materials manufacturing companies in India including VHEL, Genus, Accurate, he is the person who deliver any project on time and make it a challenge.

Key Result Area:

Ensure the company meets all its targets based on the operating activities with planned cost and improvement projects to achieve operational excellence as per the plan.

KEY MANAGEMENT



Preeti Khatore – Company Secretary

Key Result Area:

Secretarial Compliances and Legal dispute resolution at fast pace to remove all un-productive work.

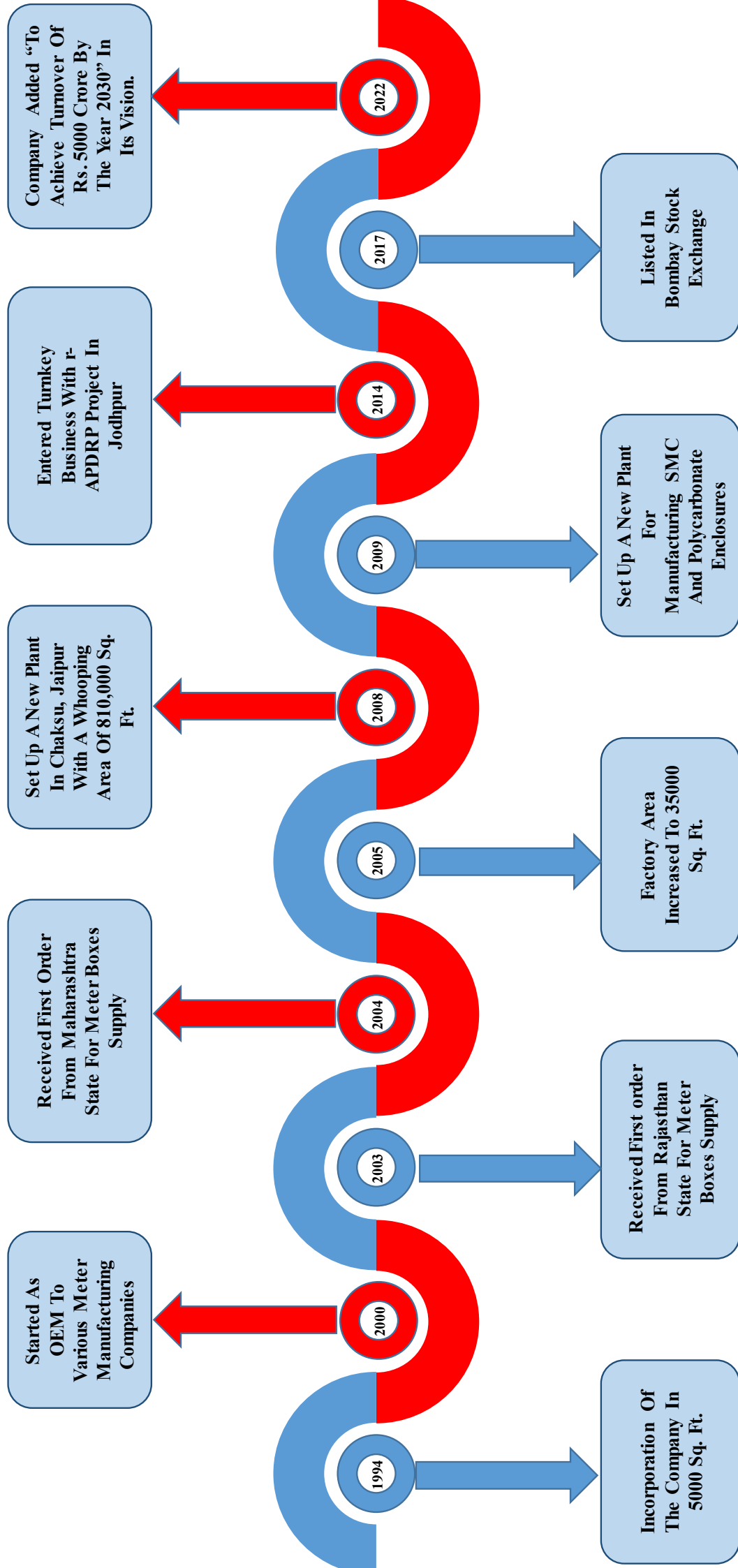


Neha Agrawal – Executive Director

Key Result Area:

Elimination of wastages and to convert the same to cash and to ensure employee happiness score as per the plan.

A MESMERISING JOURNEY



FINANCIAL PERFORMANCE

PROFIT & LOSS ACCOUNT (ENDING SEPTEMBER 30, 2022)



PARTICULARS	HALF YEAR ENDED		FOR YEAR ENDED	
	30-SEP-22	31-MAR-22		30-SEP-21
	UNAUDITED	AUDITED		UNAUDITED
Income				
I (a) Income From Operations	5803.65	2365.57	1790.46	
(b) Other Income	15.87	8.74	58.08	
Total Income	5819.52	2374.32	1848.54	
Expenses				
(a) Cost of materials Consumed	3098.41	1533.20	1127.36	
(b) Purchases of stock in trade	15.23	5.18	5.97	
(c) Changes in inventories of Finished Goods & Work-in-Progress	158.78	-61.92	40.65	
(d) Employee Benefits Expenses	219.96	128.33	73.88	
(e) Finance Costs	386.96	102.50	204.09	
(f) Depreciation and Amortisation Expenses	140.36	165.18	115.53	
(g) Other Expenses	926.56	510.45	238.02	
Total Expenses	4946.25	2382.92	1805.50	
III Profit (Loss) before exceptional items and tax (I - II)	873.27	(8.61)	43.04	
IV Exceptional items	-	-	-	
V Profit (Loss) before tax (III-IV)	873.27	(8.61)	43.04	
Tax Expenses				
a) Current year tax	145.42	5.37	0.00	
b) MAT Credit Entitlement	90.24	(5.37)	0.00	
c) Deferred tax	23.29	(19.01)	(4.26)	
VII Profit for the period from continuing operations (V-VI)	614.32	10.40	47.30	
VIII Profit (Loss) for the period from discontinued operations	0.00	0.00	0.00	
IX Profit for the period (VII-VIII)	614.32	10.40	47.30	
X Paid-up equity share capital (Face value of Rs. 10/- per share)	609.22	609.22	609.22	
XI Reserve excluding Revaluation Reserves	2,856.61	2242.29	2223.36	
Earning per share of Rs. 10/- each(in Rs.)				
XII (a) Basic	10.08	0.17	0.78	
(b) Diluted	10.08	0.17	0.78	

FINANCIAL PERFORMANCE

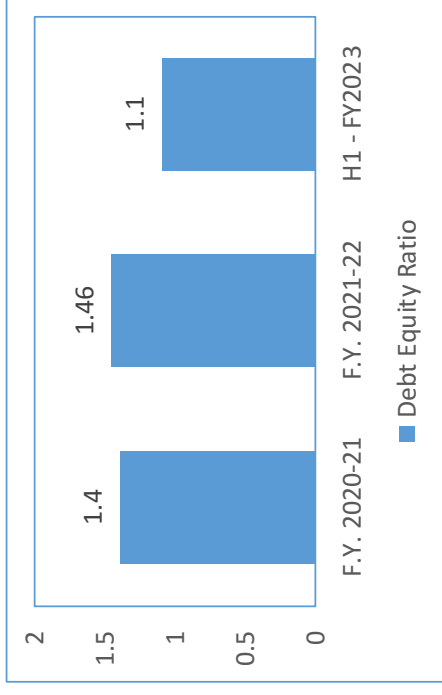
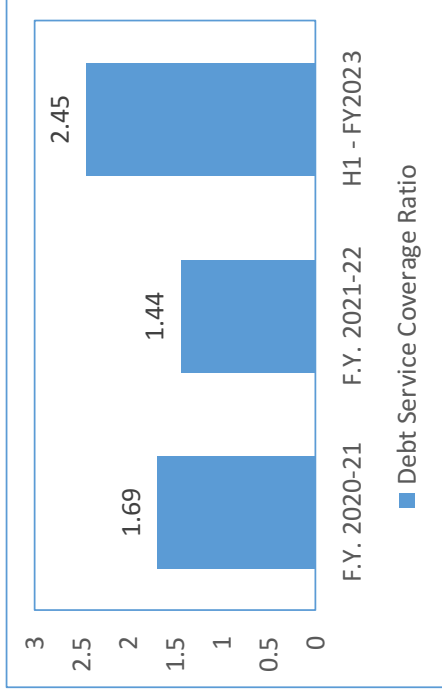
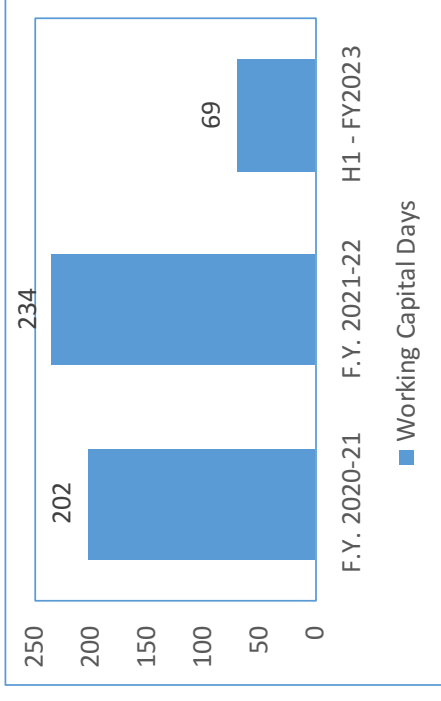
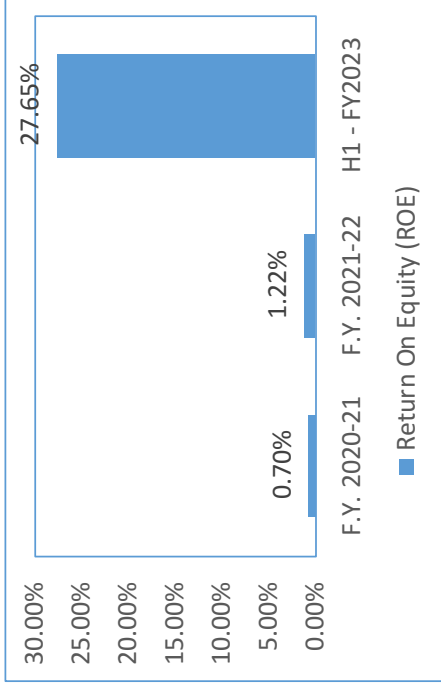
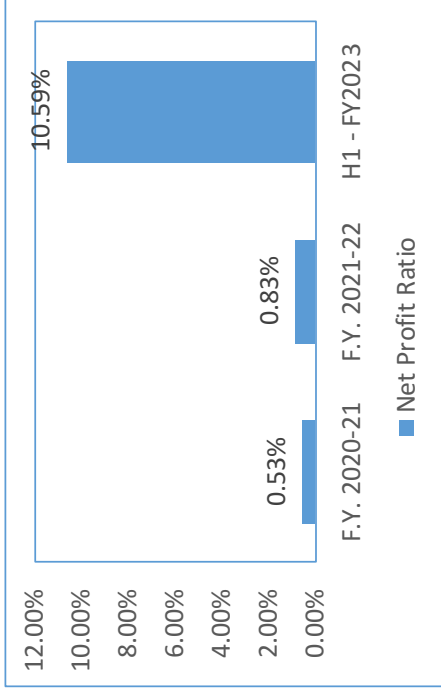
BALANCE SHEET
(AS ON SEPTEMBER 30, 2022)



PARTICULARS	AS AT SEPTEMBER 30, 2022	AS AT SEPTEMBER 30, 2021	AS AT MARCH 31, 2022
	UNAUDITED RS.	UNAUDITED RS.	AUDITED RS.
I. EQUITY AND LIABILITIES			
1) Shareholders' Funds			
(a) Share Capital	609.22	609.22	609.22
(b) Reserves and Surplus	2,856.61	2,223.35	2,242.29
	3,465.83	2,832.57	2,851.51
2) Non-Current Liabilities			
(a) Long Term Borrowings	1,746.78	2,333.20	2,018.80
(b) Deferred Tax Liability	167.15	171.39	143.85
(c) Other Long-Term Liabilities	-	-	-
(d) Long Term Provisions	14.58	27.34	14.58
	1,928.50	2,531.93	2,177.23
3) Current Liabilities			
(a) Short Term Borrowings	2,077.24	1,459.24	2,130.45
(b) Trade Payables			
i) Total outstanding dues to micro & small enterprises	-	-	-
ii) Total outstanding dues other than micro & small enterprises	1,301.26	795.65	820.05
(c) Other Current Liabilities	312.22	577.38	313.42
(d) Short Term Provisions	160.42	-	-
	3,851.14	2,832.27	3,263.91
TOTAL	9,245.48	8,196.77	8,292.66

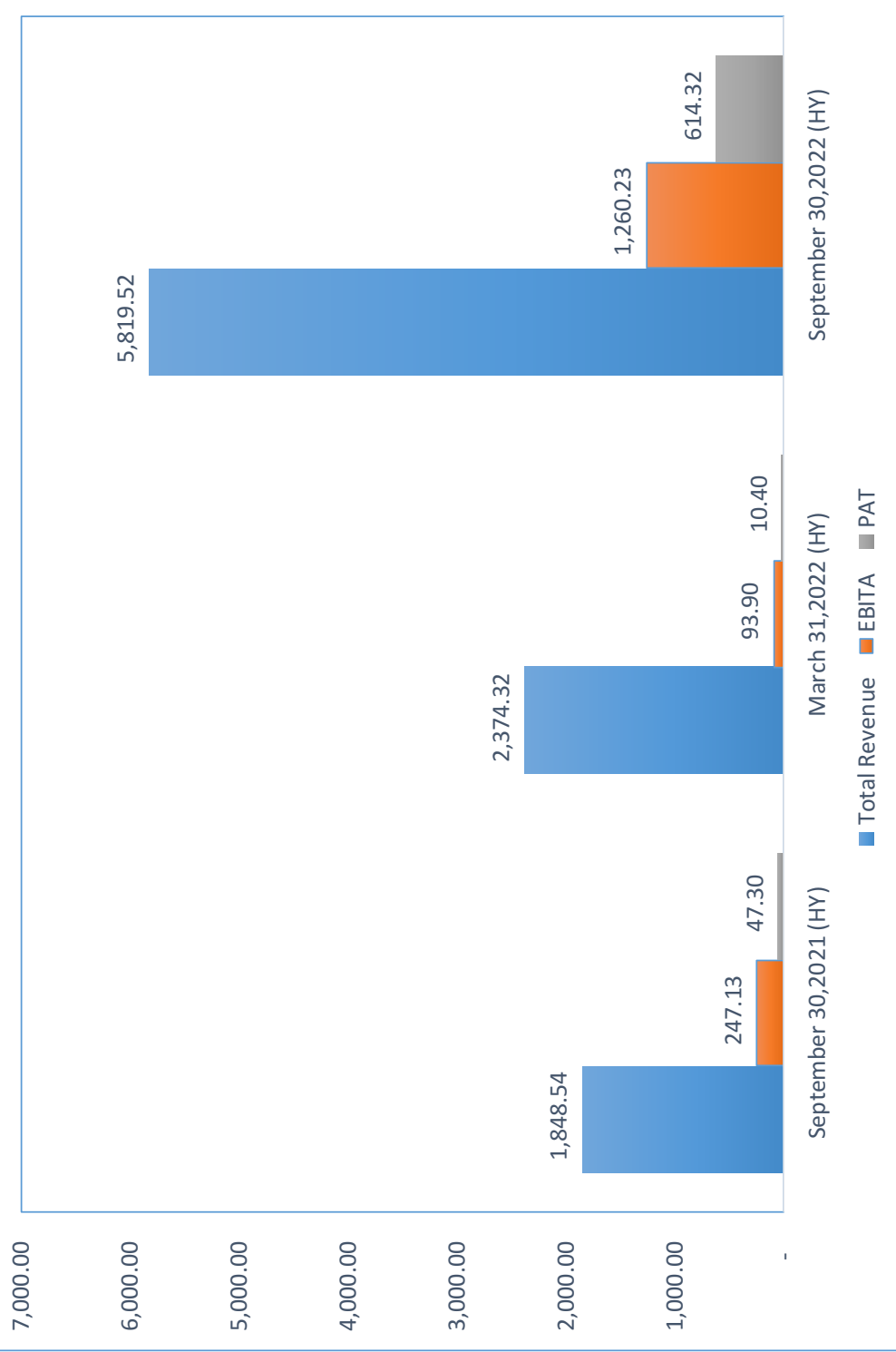
PARTICULARS	AS AT SEPTEMBER 30, 2022	AS AT SEPTEMBER 30, 2021	AS AT MARCH 31, 2022
	UNAUDITED RS.	UNAUDITED RS.	AUDITED RS.
II. ASSETS			
1) Non-Current Assets			
(a) Fixed Assets	-	-	-
i) Tangible Assets	2,920.91	2,890.30	2,913.71
ii) Intangible Assets	7.95	16.78	9.94
iii) Capital Work in Progress	-	-	-
	2,928.86	2,907.08	2,923.65
(b) Non-Current Investments	-	-	-
(c) Long Term Loans and Advances	0.00	0.00	16.25
(d) Other Non-Current Assets	419.88	539.18	357.71
	419.88	539.18	373.95
2) Current Assets			
(a) Current Investments	-	-	-
(b) Inventories	702.24	1,115.27	1,326.84
(c) Trade Receivables	4,161.98	2,706.20	2,417.78
(d) Cash and Bank Balances	21.62	5.28	11.10
(e) Short Term Loans and Advances	508.86	328.47	965.96
(f) Other Current Assets	502.04	595.28	273.38
	5,896.74	4,750.50	4,995.05
TOTAL	9,245.48	8,196.77	8,292.66

IMPORTANT RATIO'S WITH COMPARISON



* 30 Sep 2022 Ratio's is on 6 Month Basis

COMPARISON



Increase in Revenue
1.45 times from HY'22
2.15 times from HY'21

Increase in EBITA
12.42 times from HY'22
4.10 times from HY'21

Increase in PAT
58.07 times from HY'22
11.99 times from HY'21

OPERATIONAL EXCELLENCE



We believe in planning, preparing and to develop our capabilities to dream and achieve something big in life which can separate us from being a normal company to the model company. We are working continuously to prepare ourselves to play a big role for which we have started.

IF I HAD NINE HOURS TO CHOP DOWN A TREE, I'D SPEND THE FIRST SIX SHARPENING MY AXE.

ABRAHAM LINCOLN



OUR COMPANY

Business and Communications ensure to target the more prospects effectively. Process and Systems will ensure that the company is no more driven by the promoters.

OUR EMPLOYEES

Training & Skill Development Programs for our employees. Canteen and Food facility for all labors and white collars.

OUR SOCIETY

CSR Activities for educating the people in rural areas for using the power with safety and to contribute free of cost the safety equipment's in rural area's so that electrocutions can be eliminated.

OUR CUSTOMERS

We are prepared to have the best production infrastructure with BIS certified testing facilities to ensure that our customers will only come to us for repeat orders.

OUR VENDORS

Separate Vendor Development and Vendor Assessment cell have been incorporated to educate the vendors and to find the vendors with quality perspective.

CORPORATE GOVERNANCE

Shareholders, employees, vendors, and communities are treated with equal consideration and fairness by the board of directors.

EQUITABLE SYSTEM

Investors and other stakeholders are informed promptly, accurately, and clearly about financial performance, conflicts of interest, and risks.

TRANSPARENT SYSTEM

Risks of all kinds are determined by the board and management, as well as how to control them. Based on those recommendations, they manage them. All relevant parties are informed of the risks that exist and are in progress.

MANAGEMENT OF RISKS

Managing corporate affairs and overseeing management activities are the responsibilities of the board of directors. It is aware of and supports the continued success of the company. Investors and a company benefit from it when it acts in their best interests.

RESPONSIBILITY

The board explains the purpose of a company's activities and the results of its conduct. It and company leadership are responsible for assessing any's capacity, potential, and performance. It communicates information to shareholders.

BEING ACCOUNTABLE

FUNDAMENTAL PILLARS OF CORPORATE GOVERNANCE

COMPANY STRATEGY



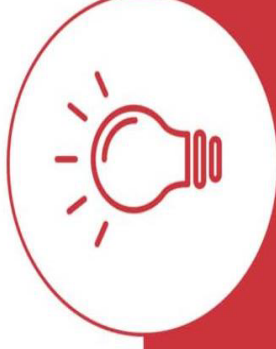
STRENGTHS

1. Systems and Process – A professional driven company
2. Strong track record and past performance makes us eligible for all related works
3. Deep penetration in the industry keeps us always informed and we are contributors to the policy makers through key position holder in trade organizations
4. Production facility with product range
5. Our market reach and innovations



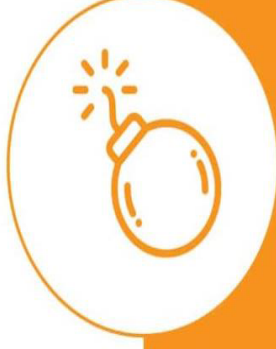
WEAKNESSES

1. Working capital intensive business with utilities
2. We have more overheads than the Small and un-organized manufacturers
3. Less marketing budget as compared to the MNC's



OPPORTUNITIES

1. RDSS scheme is creating a huge market in the next 3-4 years.
2. Our solution model will create a separate market for us.
3. Our model of Zero Defect and Ontime delivery will attract more organized players to become our customers.

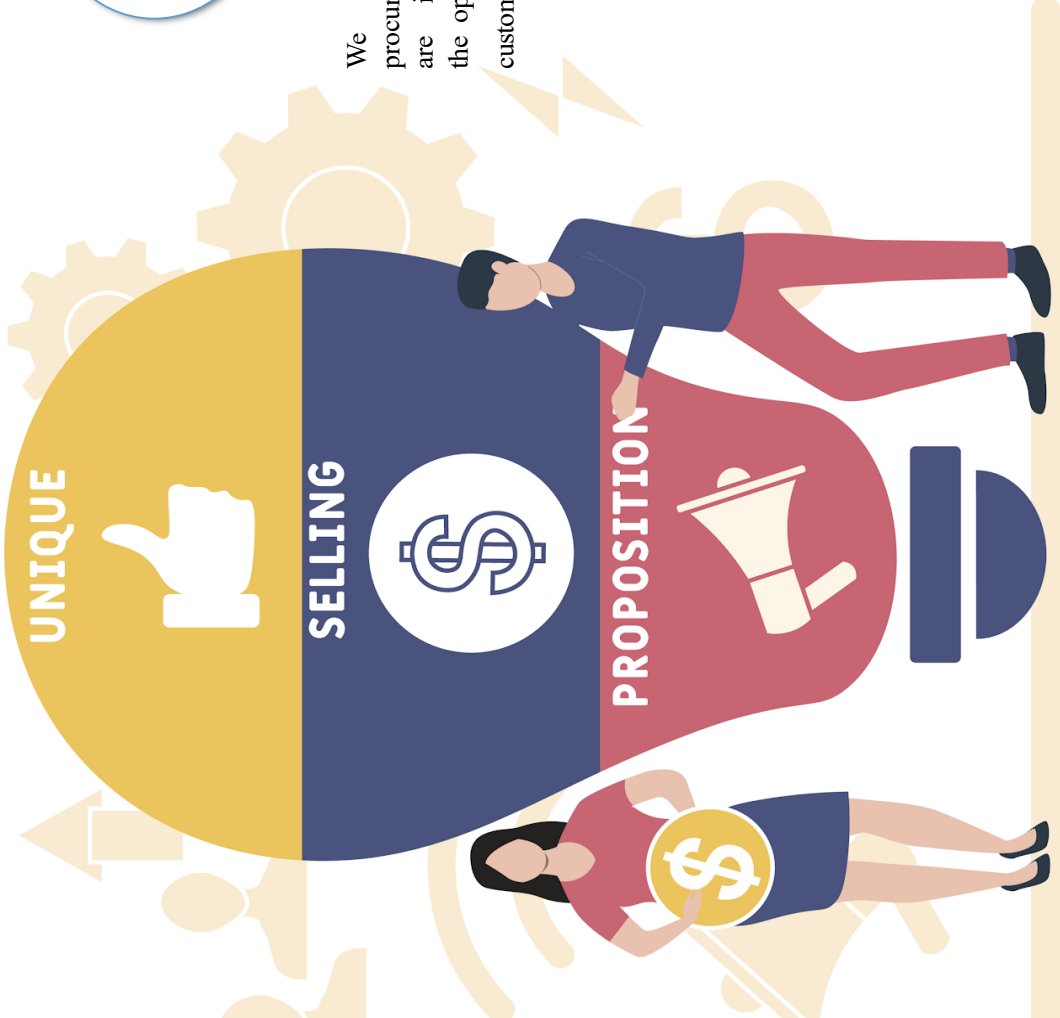


THREATS

1. Small and un-organized manufacturers.
2. Cash Flow planning disruptions from the utility due to unforeseen issues.

SWOT ANALYSIS

UNIQUE SELLING PROPOSITION



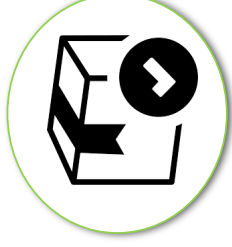
COST

We have ensured our procurements and expenses are in limits to ensure the optimum costings to our customers.



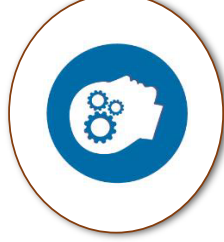
QUALITY

We have established our target to achieve the competency to adopt Zero Defect Policy by March 2023 to the tune of 80%.



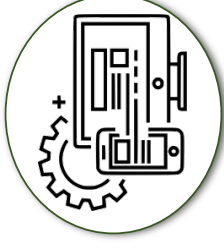
DELIVERY

We have now become the company with 90% On time delivery performance.



INNOVATION

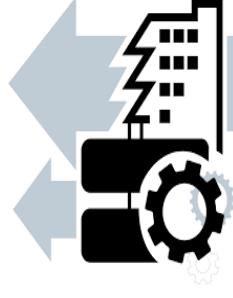
We have a new product development cell in our engineering department to innovate the ideal solutions for our customers for solving their problems.



RESPONSIVENESS

We are almost 50% done with our automations on our systems to ensure timely response and consistency in working which is our mission.

FOCUS FOR THE NEXT 3 YEARS



EPC Contracts – We are focused on EPC Contracts in RDSS Scheme in northern and western states with an estimated market size of Rs. 50000 Crores.

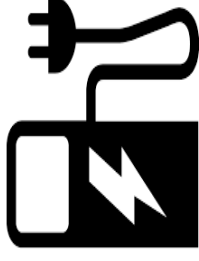
OEM Solutions – With the market size of 26 Crores smart meters we expect the requirement of smart metering enclosure of 26 crores i.e., Rs. 10400 crores, which we plan to take maximum benefit from the reputed metering manufacturing companies in the next 4-5 years.



Electrical Safety Solutions – In the next phase of RDSS Scheme the government plans to invest based on the successful implementation by the state utilities where our company holds the prime position for the solution offering which can tap a market size of more than 5000 crores.



EV Charging Solutions : Our company has a strong plan to release protection and distribution of EV charging stations in the next 2-3 years which is under development.



HOW ARE WE READY TO MEET

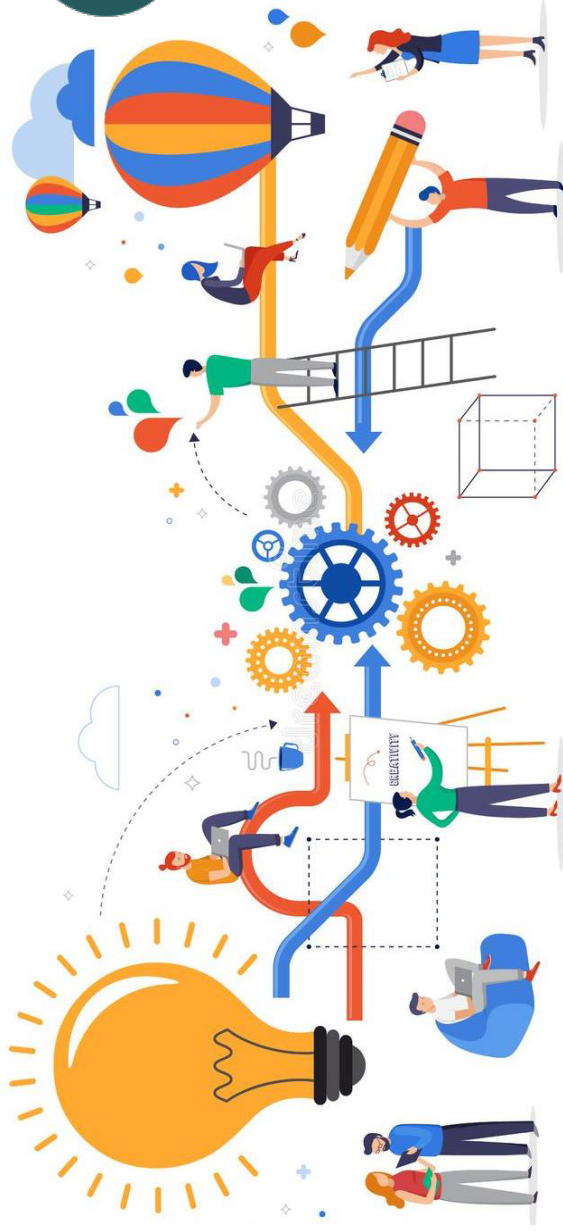
THE INDUSTRY REQUIREMENT

- Industries most trained manpower to deliver the materials on time with zero defect.
- World class infrastructure with all CNC machines.
- Dedicated Team for Market research and business promotion.
- Engineering Team for problem finder and solution designer as per the customer requirements.
- Improvement projects for creating a wonderful working environment.



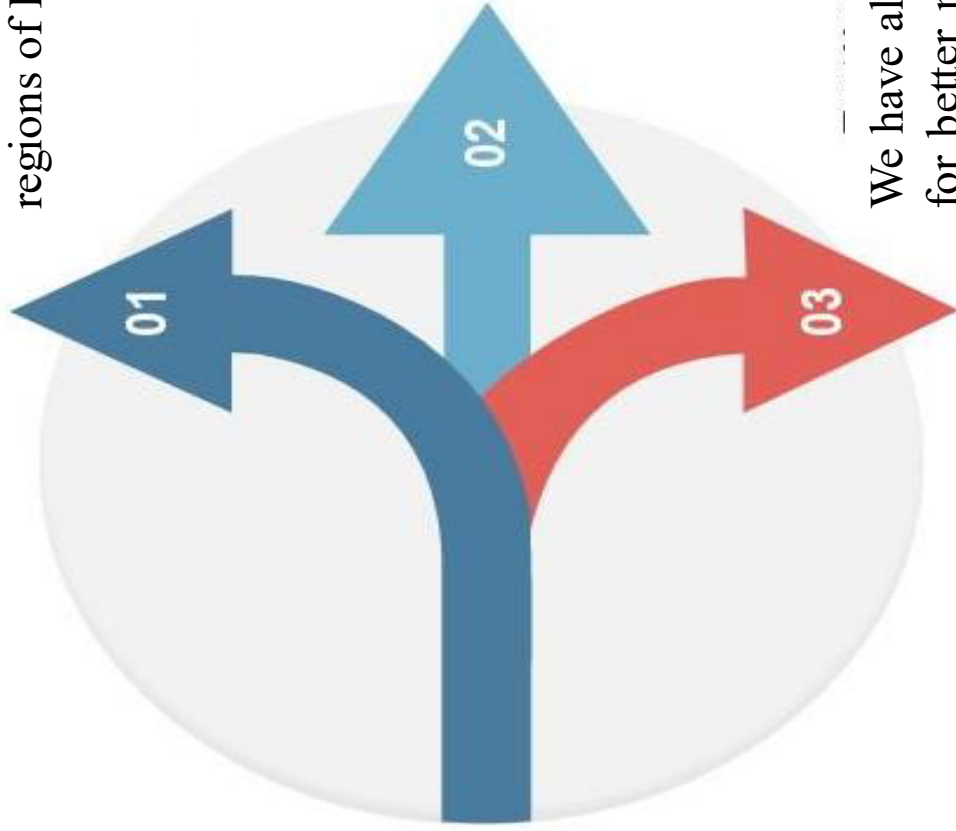
END TO END SOLUTIONS

- We offer the end-to-end solution to our customers where we implement the solution to eliminate the customer problems to achieve the customer objectives like – Theft protection, electrocution safety, increase in their operational excellence and to make things smart and more informative.
- We include the services of ideation, demonstration, supply, installation, and commissioning under this model of business.



MARKETING EDGE

We have established our marketing team on roll in all the regions of India – North, West, South and East

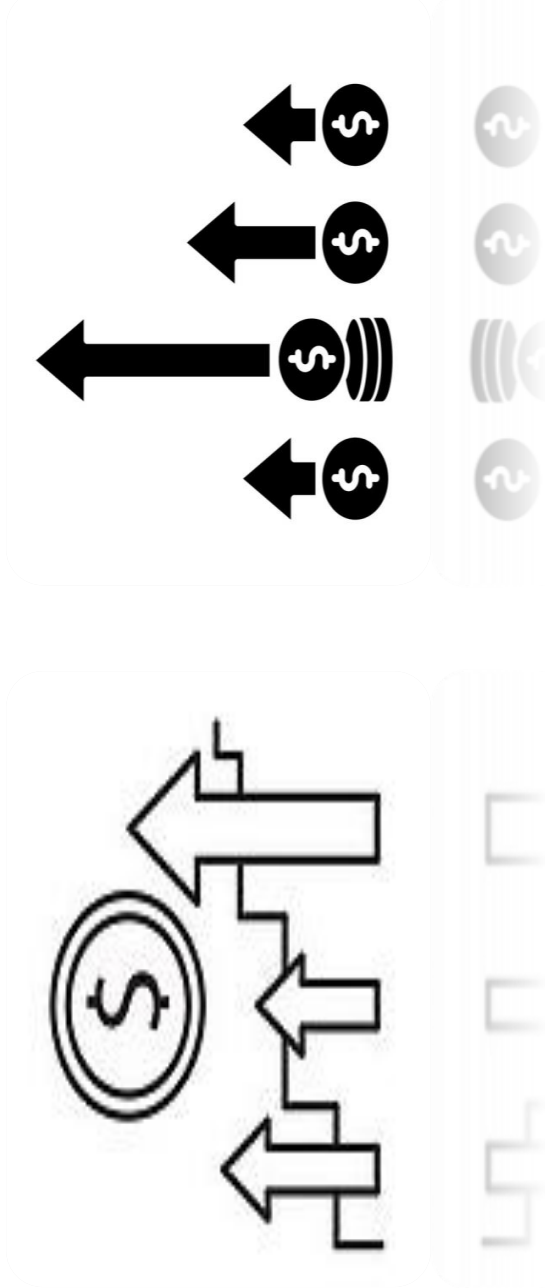


Marketing team works with an objective to ensure that our follow ups and company introductions are provided to prospects more effectively.

We have also appointed our dealers in all the states in India for better market reach and research so that no enquiry in the country can go without our notice.

COMPETITIVE EDGE

1. We are the only organized and system-oriented company among our competitors.
2. We have the largest production line and range in the industry for electrical enclosures.
3. The only company to supply with in the line of the customer requirements because of the processes like 5S and Kaizen.
4. We have the largest marketing network now.
5. We have the approvals in all the state utilities in India (Major 80%).
6. Our customer-oriented approach makes us different from others.



SECTORS AND AREA'S OPEN FOR US



ELECTRICAL INDUSTRY

Various Electrical Products



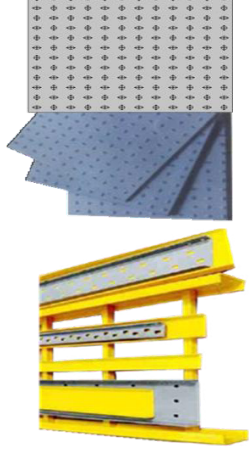
WATER INDUSTRY

Smart Water Meters



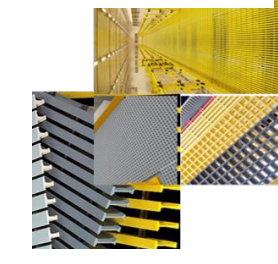
OIL INDUSTRY

FRP Cable Tray's &
SMC trench covers



GAS INDUSTRY

Gas Meter Enclosures



OUR STRONG CUSTOMER BASE ELECTRICITY UTILITIES



TSSPDCL



Jaipur Vidyut Vitran Nigam Limited



Pashchimanchal Vidyut Vitran Nigam Ltd



Uttar Pradesh Power Corporation Limited

BSES BSES Yamuna Power Limited



Kanpur Electricity Supply Company Limited

A GOVERNMENT OF U.P. UNDERTAKING



Eastern Power Distribution Company of A.P. Ltd
అల్ల ప్రదేశ్ తూర్పు ప్రాంత విద్యుత్ పంపిణీ సంస్థ



CENTRAL POWER Distribution Corporation of A.P. Ltd.
సమా మనవలో ...



Southern Power Distribution Company of A.P. Ltd
దక్షిణ ఆంధ్ర ప్రదేశ్ విద్యుత్ పంపిణీ సంస్థ



SBPDCL
Alluminium Lives



Himachal Pradesh State Electricity Board Limited



Punjab State Power Corporation Ltd.



BSES BSES Rajdhani Power Ltd.

OUR STRONG CUSTOMER BASE PRIVATE COMPANIES



TPCÓDL
TP CENTRAL ODISHA DISTRIBUTION LIMITED
(A Tata Power and Odisha Government Joint Venture)



TPCÓDL
TP CENTRAL ODISHA DISTRIBUTION LIMITED
(A Tata Power and Odisha Government Joint Venture)



TPWÓDL
TP WESTERN ODISHA DISTRIBUTION LIMITED
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HPL Electric & Power Limited

TPSÓDL
TP SOUTHERN ODISHA DISTRIBUTION LIMITED
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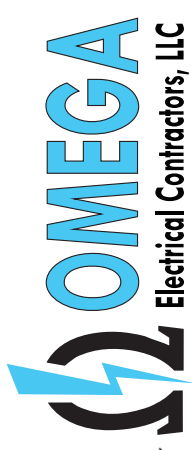


MONTECARLO Ltd

TPADL
TP-AJMER DISTRIBUTION LIMITED



OUR STRONG CUSTOMER BASE PRIVATE COMPANIES



Shyam Indus Power Solutions Pvt. Ltd.



THE SME ICON 2020



BEST EMPLOYER 2017



INDUSTRY CHAMPION AWARD



AWARDS



COMPANY OF THE YEAR

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