



Ref.: RMC/2022-23/BSE/759  
Date: 21<sup>st</sup> January, 2023

To,  
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**  
**Scrip Code (BSE): 540358**

Dear Sir/Madam,

Please find enclosed herewith the copy of investor presentation.

This is for your information.

Thanking you.

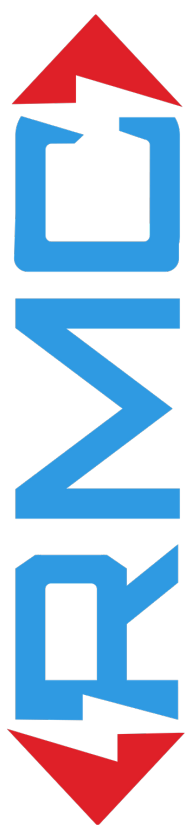
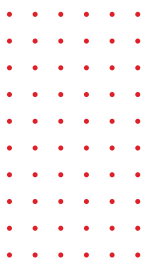
Yours faithfully,  
**For RMC Switchgears Limited**

PREETI KHATORE  
Date: 2023.01.21  
12:08:55 +05'30'

**Preeti Khatore**  
**Company Secretary & Compliance Officer**  
**ACS - 49291**



CIN : (L25111RJ1994PLC008698)  
Formerly Known As RMC Switch Gears Limited  
Registered Office & Factory : 7 K.M. From Chaksu, Khotkawda Road,  
Village-Badodtya, Tehsil-Chaksu, Tonk Road, Jaipur (Raj.) 303901,  
Corporate Office : B-11, (B&C), Malviya Industrial Area, Jaipur-17 (Raj.),  
E-mail : [info@rmcindia.in](mailto:info@rmcindia.in), [admin@rmcindia.in](mailto:admin@rmcindia.in)  
Telefax: +91-141-4400222, website : [www.rmcindia.in](http://www.rmcindia.in)



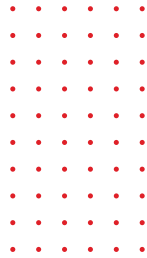
SWITCHGEARS LTD.

**Safety** And **Values** , Your Way !

[www.rmcindia.in](http://www.rmcindia.in)

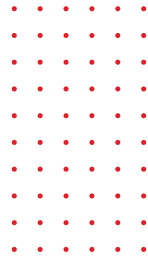
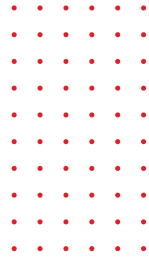
# Investor Presentation

December 2022

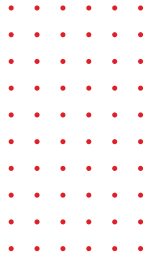


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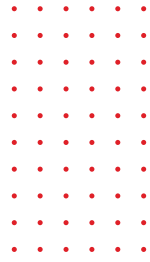
- ✓ About RMC
- ✓ Business Highlights
- ✓ Financial Highlights



# ABOUT US



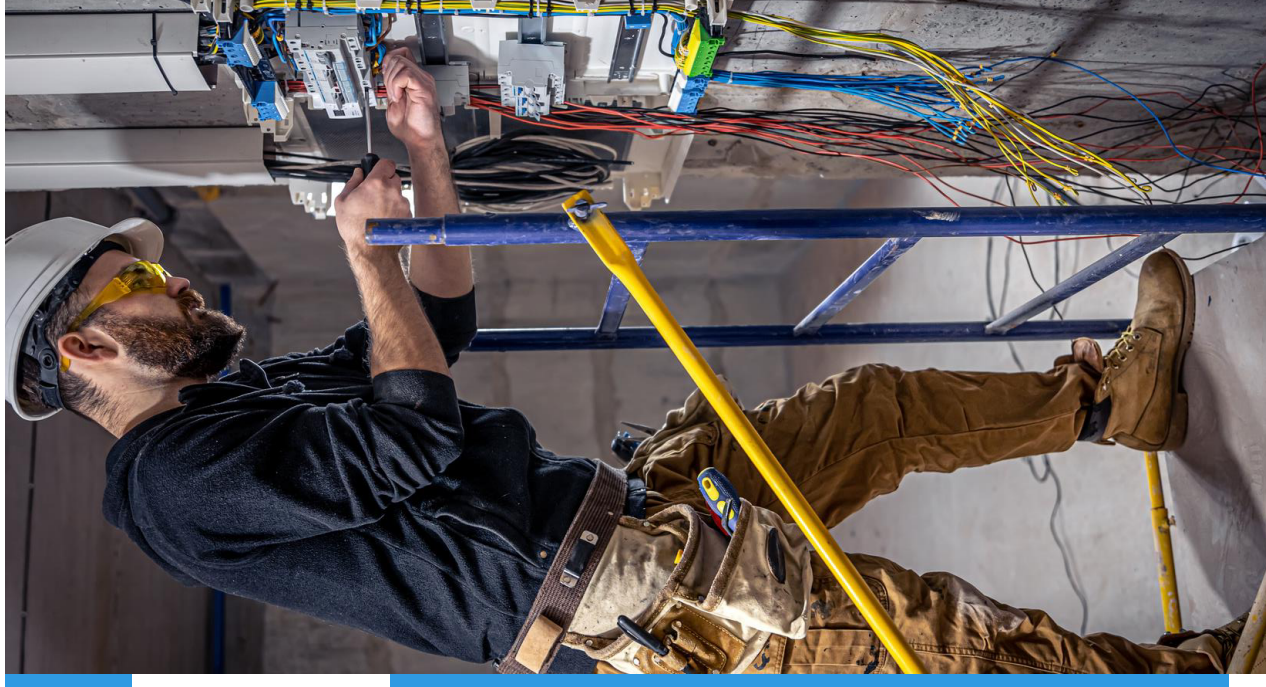
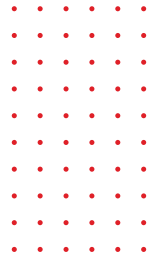
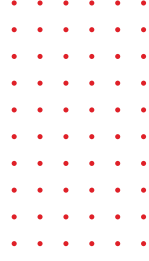
- Largest Electrical enclosure manufacturing company in India.
- The only Enclosure focused company with end-to-end solution providers for electrical theft and accident protection.
- Listed on Bombay Stock Exchange in March 2017 at a valuation of 16.44 crores and crossed Rs.100 crores in October 2022.
- Largest single point manufacturing space of more than 8,00,000 sq. Ft. of work space.
- Approved in PAN Indian State electrical Utilities and in 95% of Private utilities in India.
- Adopting new technologies and policy influencers for Indian electricity sector to create a trouble-free power to the society.





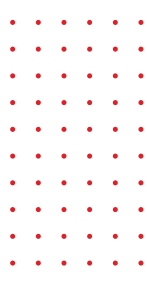
# VISION

- 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



# MISSION

- Being Reliable, Consistent partner for Customer, Vendors, Employees and Investors.
- 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
- Creating the best environment to Customers, Vendors, Employees and Investors to work with

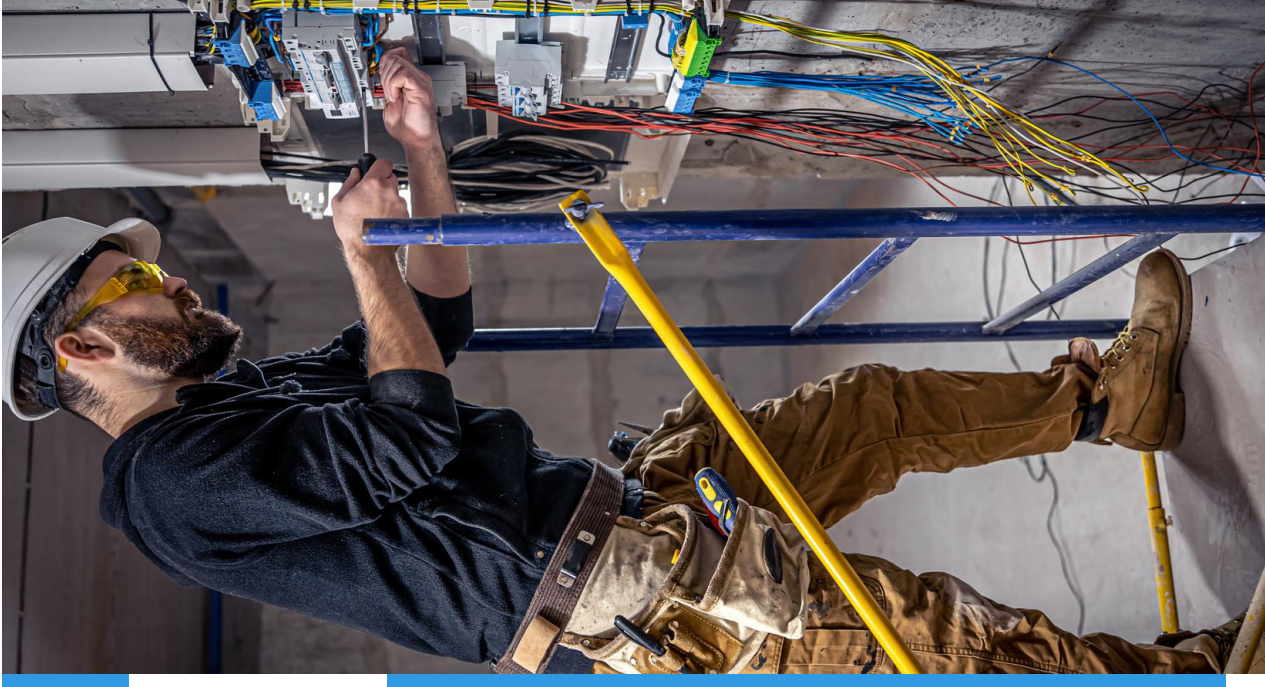
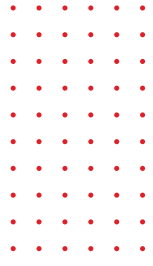




# Vision for FY-2023-24

A way forward towards alignment of Vision 2030

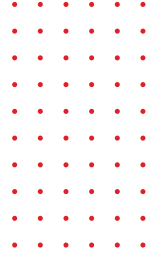
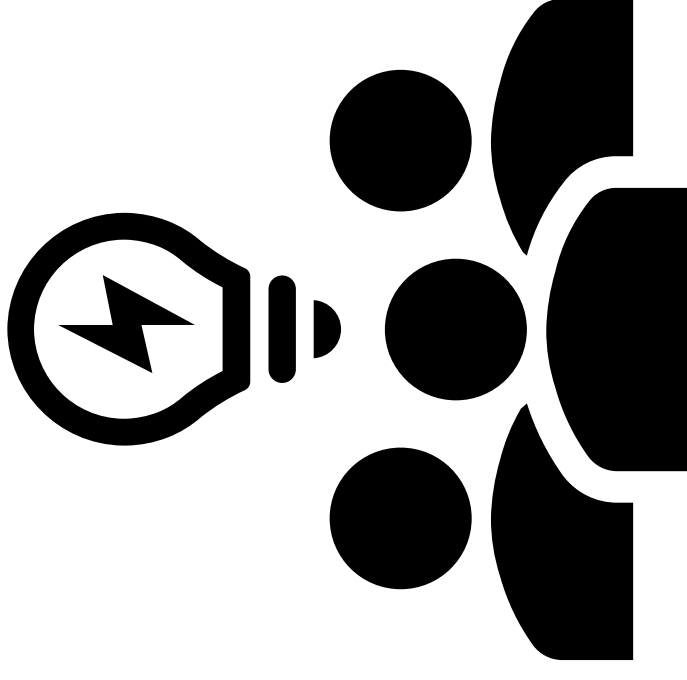
- Achieve Zero Defect;
- Achieve On time Delivery;
- Create the most transparent SME with world class corporate governance;
- To create a delightful experience for customers, vendors and employees;
- Establishing the Performance Management System for the Employees.



# STEPS TOWARDS VISION – 2030 & Theme for 2023-24

## Zero Defect and On time Delivery

- RMC have hired an Agency KANZEN Institute Asia-Pacific for implementation of Kaizen in the Company by the end of this year.
- Exploring the world class ERP to digitalise all the operations of the company with no human intervention which will not only improve our operational excellence but also will create transparency in Corporate Governance and Compliances.
- Presently, the company is working on SAP Business One with limited capabilities
- Creating a world class team of professionals from the industry to make the company more focussed on quality and on time deliveries.



# New Office

Welcome to our new office in **Mumbai**! We are thrilled to have a presence in this vibrant and dynamic city, and we look forward to serving our clients and growing our business here. Mumbai is a hub of innovation and creativity, and we are excited to be a part of this exciting community. Our team is ready to provide top-notch service and support to our clients, and we can't wait to see what the future holds for us in this great city.

Address:

Unit No. 301./302, 3rd Floor, Bonanza Sahara Plaza, Kurla Andheri Road J B Nagar,  
Andheri East, Mumbai, Mumbai Suburban, Maharashtra - 400059

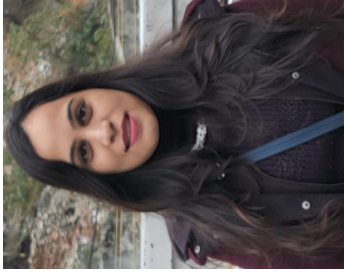




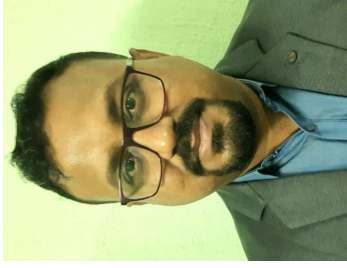
# Induction of Project Leadership Team



**Nilesch Wamanrao Nagdive**  
**Project Manager**

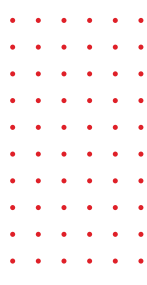


**Deepika Surana**  
**Senior Manager – Marketing**



**Randeep**  
**Assistant Project Manager**

Introducing our newest project team! Comprised of a dynamic group of individuals with diverse skills and experience, this team is dedicated to delivering exceptional results and exceeding expectations. With a strong focus on collaboration and innovation, we are confident that this team will make a significant impact on the success of our company. We look forward to working with each team member and watching their ideas and hard work come to fruition. Please join me in welcoming our new team members and wishing them all the best in their new roles!



## Orders received during the Quarter

During the quarter October 2022 to December 2022, RMC have received orders from various State DISCOM's and Companies for value Rs. 260.10 crores.

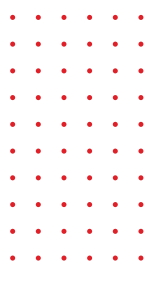
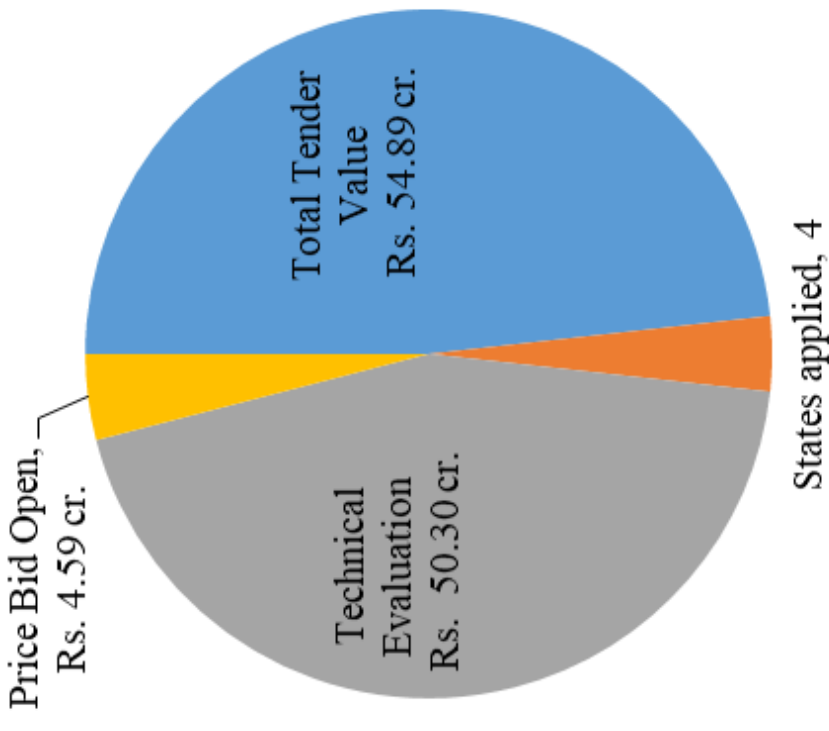
Rs. in crores

STATE ELECTRICITY	<b>247.13</b>
METER COMPANIES	8.18
EPC CONTRACTORS	4.79
<b>TOTAL</b>	<b>260.10</b>



## TENDERS

The Company have participated during the quarter in tenders of various state electrical utilities for providing Pillar Boxes, FRP V Cross Arm, Multi-meter Boxes, SMC Cleat, etc., and out of all the bidders, we are at Technical Evaluation Stage where price bid will open soon.



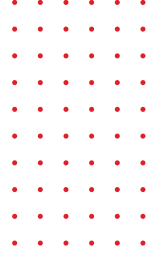
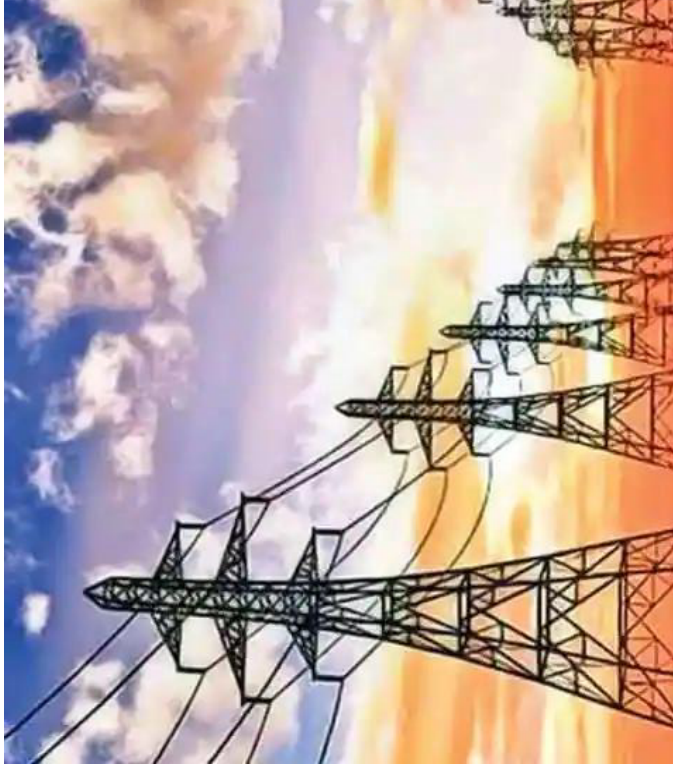
# Revamped Distribution Sector Scheme (RDSS) - IMPLEMENTATION

The government of India has approved the Revamped Distribution Sector Scheme (RDSS) to help DISCOMs improve their operational efficiencies and financial sustainability by providing result-linked financial assistance to DISCOMs to strengthen supply infrastructure based on meeting pre-qualifying criteria and achieving basic minimum benchmarks.

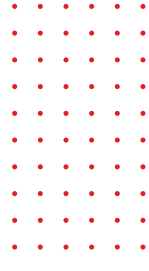
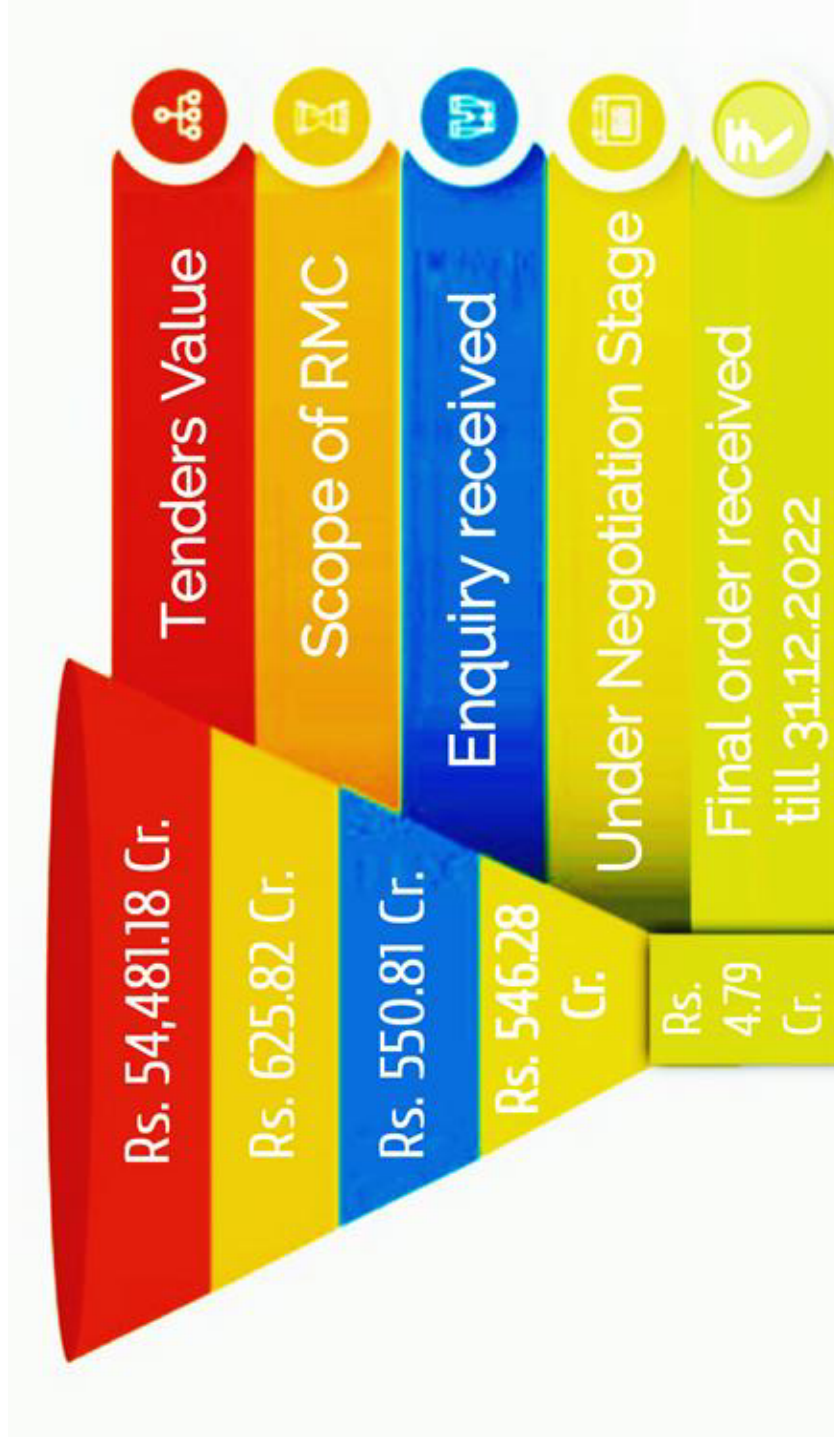
Smart meters are a new generation of energy meters that allow you to learn about your consumption pattern and help utilities conduct system monitoring and customer billing without manual intervention.

Our company being the largest electrical enclosure manufacturing company, has supplied smart metering enclosures in good numbers till date, and have the largest opportunity with this product. The average volume totals upto 5% of the total project (Rs. 1.50 trillion) business potential for all the metering enclosure companies and RMC is the largest shareholder of the market.

RMC have applied for empanelment under RDSS Scheme to different states DISCOM's. RMC have received orders in RDSS scheme from various EPC Contractors for an amount Rs. 24.66 lakhs in Q-3 thereby becoming the first enclosure company to kickstart the RDSS scheme



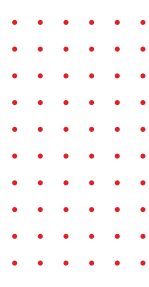
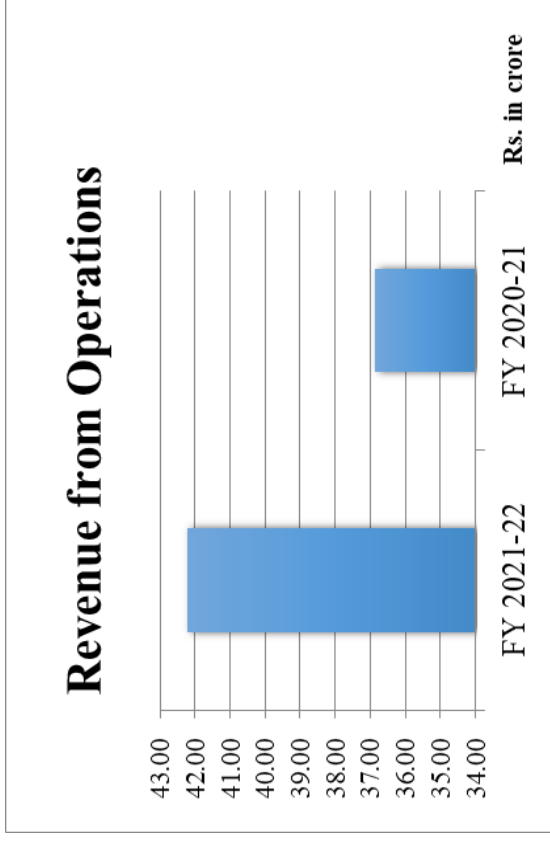
# Opportunity Funnel in RDSS





# FINANCIAL PERFORMANCE

The Company financials for the 3 months - October 2022 to December 2022 (as confirmed by Statutory Auditors) is as specified below:





THANK YOU

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