



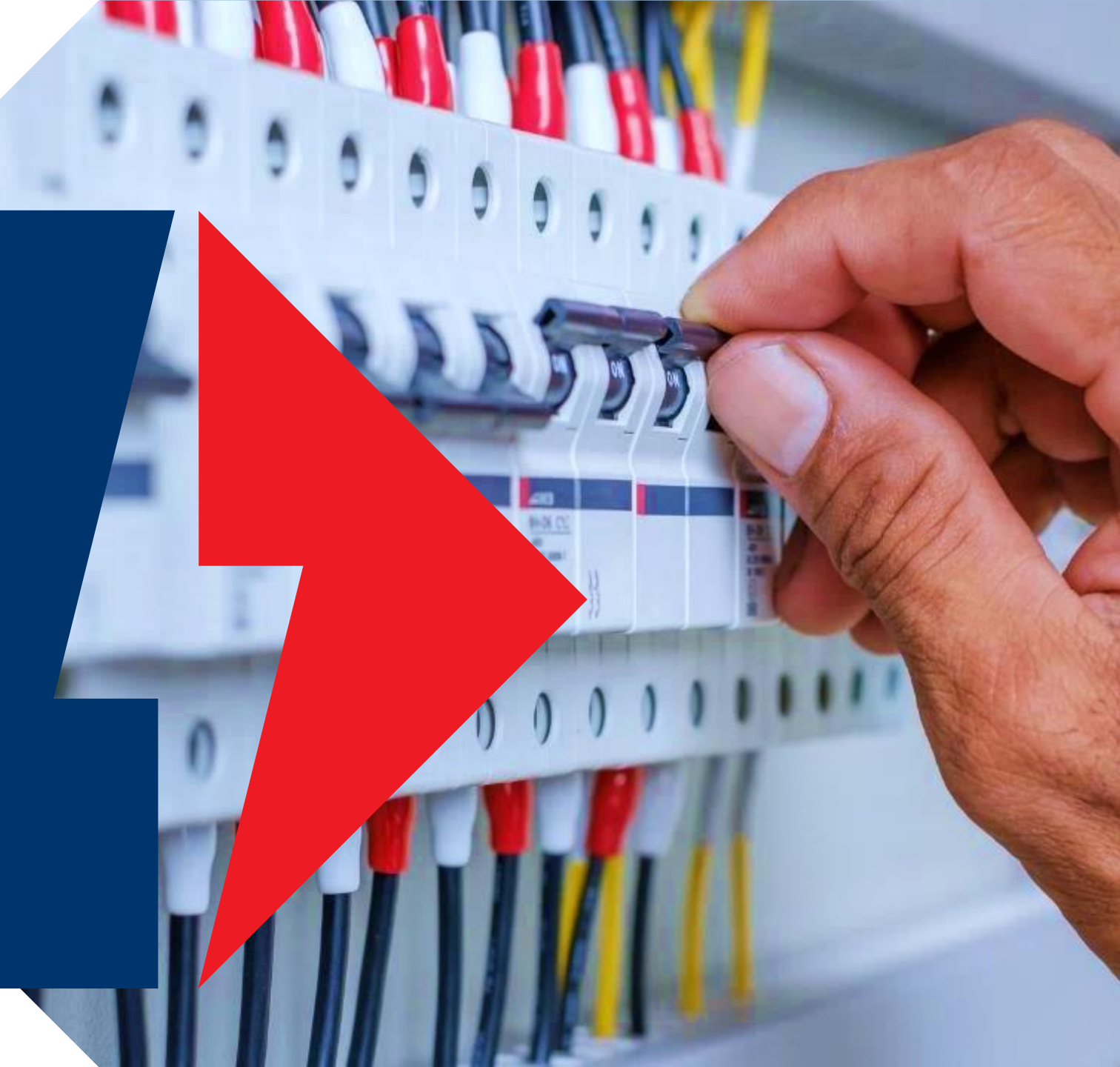
RMC SWITCHGEARS LIMITED

# Investor Presentation

Harnessing Technology, Crafting Trust, and  
Leading India's Electrification Renaissance

## INVESTOR PRESENTATION FY24

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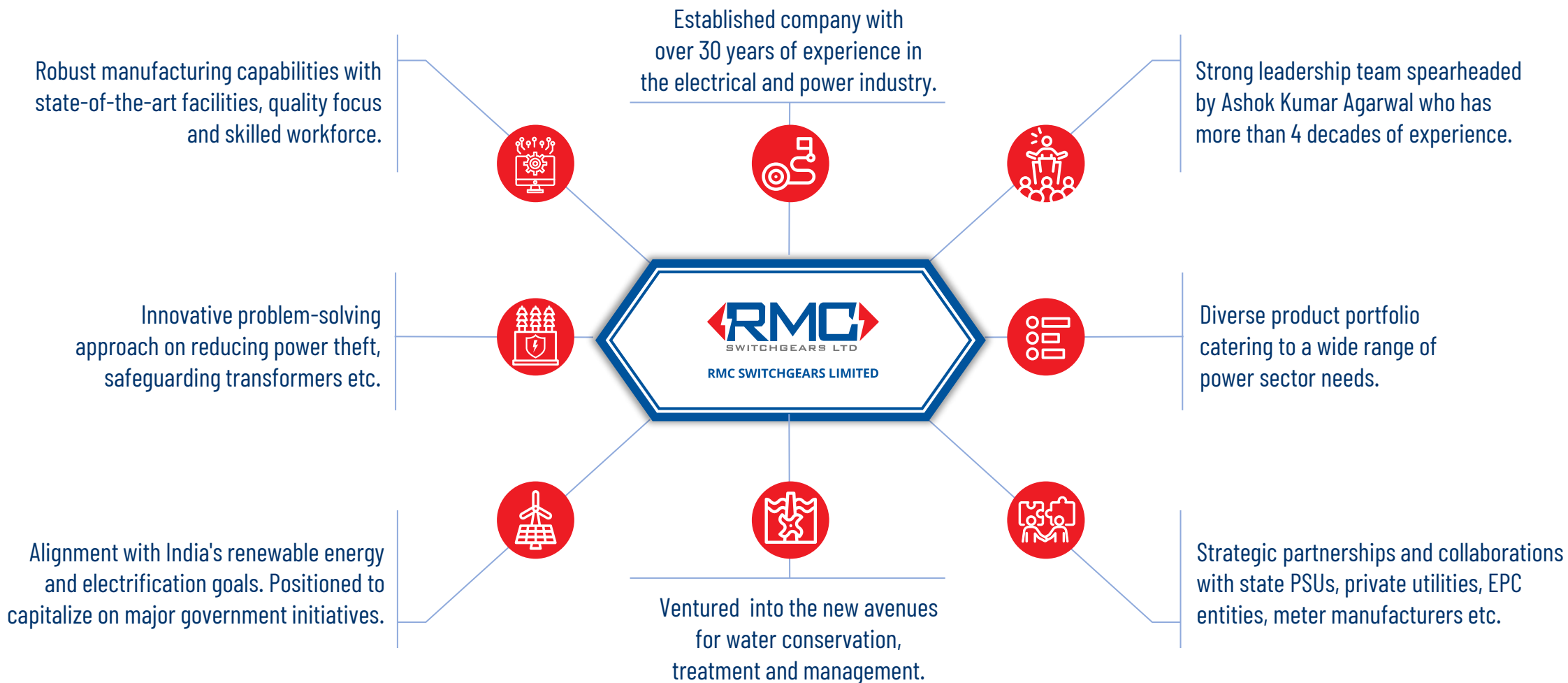
# Forward looking statements

This presentation and the ensuing discussion may include forward-looking statements from RMC Switchgears Ltd that are not rooted in historical data.

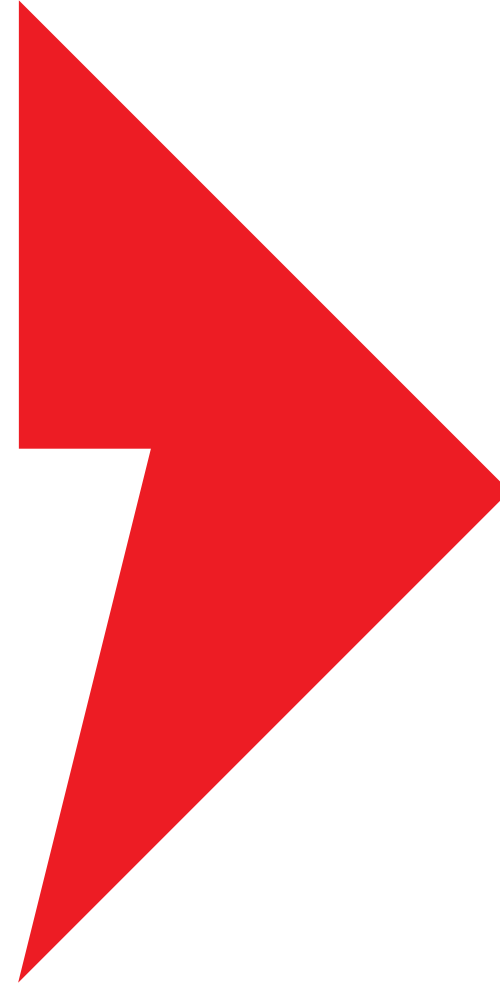
These forward-looking statements are contingent upon multiple risks and uncertainties, including regulatory alterations, economic variability, technological progressions, and other determinants that could substantially deviate from the expected outcomes outlined in the related forward-looking statements.

RMC Switchgears Ltd disclaims responsibility for any actions taken based on such statements and does not pledge to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

# Investment Rationale



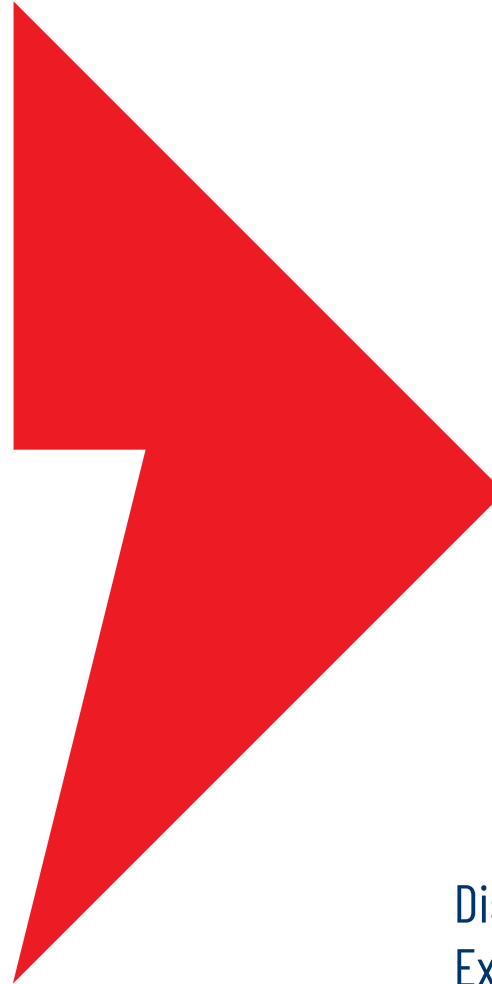
**FY24**  
**INVESTOR PRESENTATION**



**Chapter 1**

**Company  
Overview**

# Empowering India, with Every Solution



### **From Humble Beginnings to Powering a Nation:**

RMC has undergone a transformative journey, evolving from a small enclosures company with a 5,000 sq. ft. production facility to becoming a leader in India's power technology revolution, with its production facility now expanding to 8,00,000 sq. ft.



### **Innovating for India's Tomorrow:**

Our unwavering commitment to innovative end-to-end solutions that ensure every corner of India enjoys secure, sustainable, and advanced power solutions.



### **Partners in Progress:**

Collaborating closely with State PSUs, visionary Private Utilities, and leading EPC entities, we're laying the foundation for India's next-generation power infrastructure.

Discover the potential.  
Explore RMC's vision for an electrified India.

# Message from the Chairman & Managing Director



**Mr. Ashok Kumar Agarwal**  
Chairman & Managing Director



India's electricity demand is set to quadruple, prompting a push to lessen reliance on fossil fuels in the world's third-largest energy-consuming nation. Overhauling energy transmission infrastructure is vital for this transition. The government's commitment to reforming power transmission and boosting renewable energy capacity has created significant opportunities for RMC. With a production facility expanding from 5,000 to 8,00,000 sq. ft., RMC is geared up for growth.

To facilitate India's shift towards sustainability, investment in micro and smart grids, underground cabling, feeder pillars, and solar expansion is imperative to accommodate increased electric vehicle and solar usage. Currently, India has achieved 162 GW of renewable energy capacity, with a target of 450 GW by 2030.

India's ambitious smart meter deployment initiative is gaining traction, with approvals for 222.3 million meters and contracts awarded for 116.3 million by May 2024. Despite only 11.20 million installations thus far, acceleration is expected in the next two years due to tender progress and government focus on DISCOM finances.

RMC Switchgear has aligned its growth trajectory with current market trends, achieving substantial year-over-year (YoY) turnover growth, surpassing the industry average of 8-20%. This robust performance underscores our ability to capitalize on market opportunities and deliver innovative solutions.



# Message from the Whole-time Director & CEO



**Mr. Ankit Agrawal**  
Whole-time Director & CEO



*The industry is witnessing unprecedented growth, with increasing demand for advanced electrical infrastructure solutions. Government initiatives are crucial for preparing the infrastructure for electric vehicle (EV) and solar penetration, and RMC is well-positioned to leverage these opportunities with our innovative product offerings and proven execution capabilities.*

*We've got a good grip on the RDSS Scheme and what our customers want. Expecting growing demand for smart metering systems for utilities, we're gearing up to make 300,000 more smart meter enclosure units every year. This will place us on a solid footing to be significant player in this market.*

*RMC is committed to expanding its footprint into water management solutions. To this end, we have launched Intelligent Hydel Solutions, our subsidiary poised to revolutionize India's water management with cutting-edge IoT solutions, addressing critical challenges and enhancing water quality and usage efficiency.*

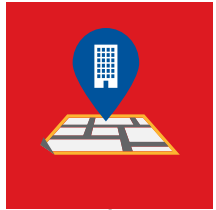
*RMC Switchgears is steadfastly committed to its Vision 2030 of becoming a ₹5000 crore enterprise, driven by innovation, sustainability, and strategic growth. The year 2024 has been a milestone in this journey, marked by significant achievements such as the expansion of our solar capacity, the launch of Intelligent Hydel Solutions, and our active contribution to the Revamped Distribution Sector Scheme (RDSS). These initiatives not only enhance our operational capabilities but also align us with national priorities and sustainable development goals, setting a strong foundation for our future growth and success.*



# Kye Milestone in Our Journey

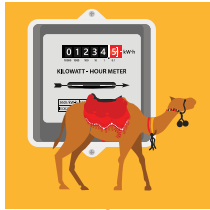
**1994**

Company incorporated in 5000 sq. ft.



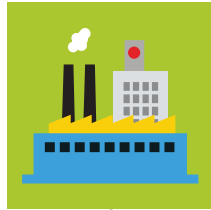
**2003**

Received first order from Rajasthan State for meter boxes supply



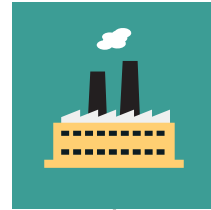
**2005**

Factory area increases to 35000 sq. ft.



**2009**

Set up a new plant for manufacturing SMC and Polycarbonate enclosures



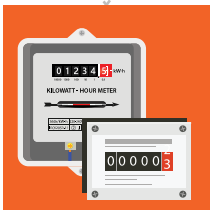
**2017**

Listed on Bombay Stock Exchange-SME



**2024**

incorporation of Intelligent Hydel Solutions Private Limited. Achieved highest turnover



**2000**

Started as OEM to various meter manufacturing companies by supplying meter boxes



**2004**

Received first order from Maharashtra State for meter boxes supply



**2008**

Set up new plant at Chaksu, Jaipur



**2014**

Entered into Turnkey business with R-APDRP Project in Jodhpur



**2022**

Company Added "To achieve turnover of Rs.5000 crore by the year 2030" in its vision

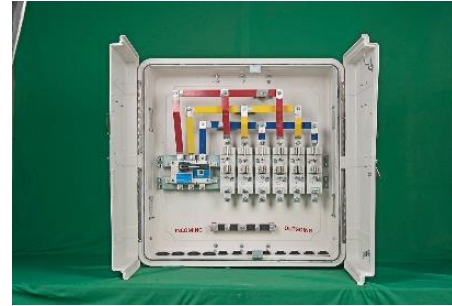
# RMC's Diverse Offerings: Our Product Portfolio (1)

RMC's expansive range of innovative solutions, each meticulously crafted to address the multifaceted needs of the power sector.

**Meter Box For Energy Meter**



**Distribution Box**



**Junction Box**



**FRP Gratings**



**SMC / FRP Chequered**



**SMC / FRP Sheets**



**Cable Tray**



**Feeder Pillars**



**Pole Mounted Street Light Boxes**



**FRP V-Cross Arm**



**Bus Bars**



# RMC's Manufacturing Excellence



## State-of-the-Art Facilities

Our manufacturing hubs are equipped with the latest technologies, ensuring precision, efficiency, and scalability in every process.



## Quality at the Core

From raw materials to finished products, we adhere to stringent quality checks, guaranteeing that only the best reaches our customers.



## Skilled Workforce

A team of dedicated professionals, trained in specialized domains, brings together a blend of expertise and passion to our production lines.



## Eco-conscious Production:

Committed to sustainability, our manufacturing processes are optimized to minimize environmental impact, ensuring a greener tomorrow.



## Continuous Innovation:

Leveraging R&D, we continually refine our methodologies, introducing innovative solutions that set new benchmarks in the industry.

# Ongoing Projects :

## Development of Distribution Infrastructure at Jalna Circle and Satara Circle of MSEDCL

### SUMMARY OF DETAILED SCOPE

- **Site Survey:** Conduct site surveys in coordination with MSEDCL officers to identify optimal locations for SMC Multi Meter Boxes, targeting high-loss areas.
- **Installation:** Install SMC Multi-Meter Boxes for 12 single-phase meters, either pole or wall-mounted, with LT earthing as per MSEDCL standards.
- **Wiring:** Supply and install ISI-marked 2.5 sq.mm copper wiring for internal connections from the bus bar to meters and outgoing terminal blocks.
- **Cabling:** Supply and install LT armoured cable (3.5C x 35 sqmm) from the nearest LT overhead line pole or mini pillar to the bus bar of the SMC Multi-Meter Boxes.
- **Service Wire:** Provide and fix 2.5 sqmm aluminium service wire, ensuring adequate service cable provision where existing cables are insufficient.
- **Meter Installation:** Fix existing single-phase energy meters from consumer premises into the SMC Multi-Meter Boxes on LT poles or nearby walls.

Cable laying work



Service connection work



Installation of Conductor Jumpers



Pole erection at site



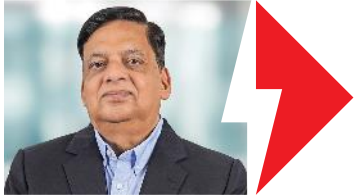
LT Line with Stud pole



Danger board with Barbed wire



# Steering RMC: Visionaries at the Helm



**Mr. Ashok Kumar Agarwal**  
*Chairman & Managing Director*

A visionary with more than 4 decades in the field, Mr. Agarwal's dynamic leadership has been pivotal in shaping RMC's trajectory. His dedication to the electrical industry sees him spearheading strategic decisions and upholding the company's core values.



**Mr. Ankit Agrawal**  
*Whole-time Director & CEO*

Bringing 22 years of industry experience, Mr. Ankit Agrawal plays a vital role in RMC's growth and diversification. His leadership spans sales, marketing, and quality assurance.



**Mrs. Neha Agarwal**  
*Executive Director*

With 15 years of experience, Mrs. Agarwal manages daily operations and administration. A strong advocate for women empowerment, she continually bolsters the company's commitment to social responsibilities.



**Mr. Kuldeep Kumar Gupta**  
*Independent Director*

An accomplished Chartered Accountant with 38 years of expertise, Mr. Gupta has made notable contributions in areas like taxation, finance, and advisory. He has lent his acumen to various renowned firms, both listed and unlisted.



**Mrs. Krati Agarwal**  
*Independent Director*

Mrs. Krati Agarwal, an entrepreneur with a knack for economics and manufacturing, brings a fresh and dynamic perspective to the board, enriching it with her insights and vast experience.



**Mr. Shriram Vishwasrao Mane**  
*Independent Director*

With a background spanning 17 years in civil, convincing, and finance law, Mr. Mane offers invaluable legal counsel, playing a critical role in the company's legal and financial facets.

**Strong governance is the compass that guides our ship, ensuring integrity, accountability, and a vision for the future.**



# Steering RMC: Adding experience and expertise in FY2024



**Mr. Akhilesh Kumar Jain**  
*Chief Mentor*

A visionary with 40+ years in the field of Electronics, Energy, Electric Mobility and IT Mr. Jain brings a wealth of expertise to RMC's Team. He is known for his innovative and out-of-the-box sustainable ideas, he has committed to applying for societal benefits, focusing on Smart Electronics, Solar Energy, Energy Storage and Electric Mobility.



**Mr. Sajal Kumar Gosh**  
*Chief Growth Officer*

An accomplished leader with a vast 32 years of experience in the Indian Manufacturing Sector Mr. Gosh has demonstrated exceptional expertise in polymer and composites. His passion lies in materials science, engineering/technology, product development, technical services, R&D, innovation, and team leadership.



**Mr. Anand Chaturvedi**  
*Chief Financial Officer*

A distinguished finance professional with over 30 years of post-qualification expertise in diverse facets of finance and management, Mr. Anand Chaturvedi holds an impressive array of qualifications, including MCOM, CA, CS, CMA, MBA(F), and a certification in IFRS. His illustrious career includes significant contributions at leading corporates such as Grasim Industries, Reliance Communication, IDEA Telecom, Golcha Group, and Rajasthan Patrika.

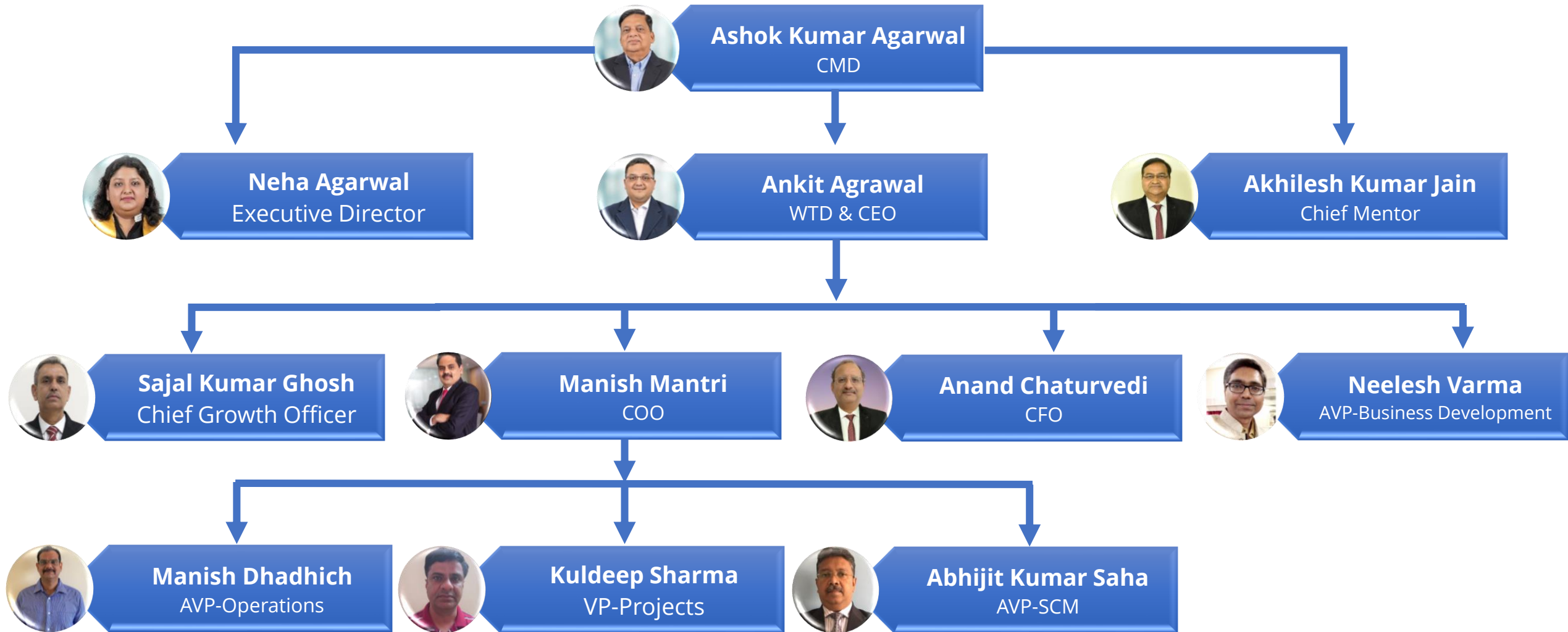


**Mr. Manish Mantri**  
*Chief Operating Officer*

A seasoned expert with over 28 years of diverse experience in the manufacturing and service sectors, Mr. Manish Mantri has demonstrated exceptional proficiency in project management, operational efficiency, and driving profitability. His career highlights include pioneering the setup of new plants at Aditya Birla Group and RR Kabel, leading HV/EHV projects at Sterlite Technologies, and managing large-scale EPC/EHV projects at Kei Industries. Mr. Mantri holds a degree in Chemical Engineering from MREC (MNIT), Jaipur, and excels in innovation, leadership, and strategic execution.



# Team RMC: Leadership Team



## Our Guiding Principles



### Innovation Driven:

At our core, we're always looking for better ways to serve the power sector, pushing boundaries and challenging the status quo.



### Commitment to Excellence:

Every step in our journey, every milestone achieved, is a testament to our unwavering commitment to delivering only the best.



### Sustainability Focused:

As architects of change in the power technology space, we prioritize solutions that are not only innovative but also sustainable and eco-friendly.



### Customer-Centric:

Our growth and accomplishments stem from our deep understanding of our customers' needs and our dedication to fulfilling them.



### Integrity and Transparency:

Honesty and transparency guide our actions, ensuring we maintain the trust our stakeholders place in us.



### Collaborative Spirit:

We believe in the power of collaboration. Our partnerships and alliances across the industry amplify our impact and reach.



### Future Ready:

We don't just adapt to the changing power landscape; we anticipate it, ensuring we're always a step ahead in serving India's future.

## Our Mission



### Innovation at the Forefront:

At RMC, we believe in the relentless pursuit of advanced power technology solutions. Our aim is to always be at the cutting-edge, addressing the ever-evolving challenges faced by distribution utilities and DISCOMs.



### Elevating Power Infrastructure:

A robust power infrastructure is the backbone of a thriving nation. We are unwavering in our dedication to fortify and enhance this crucial sector, ensuring India's steady march towards progress.



### Exponential Growth & Diversification:

Our aspirations extend beyond immediate milestones. By constantly broadening our horizons and diversifying our expertise, we aim to achieve exponential growth that stands the test of time.



### Sustainability & Impact:

It's not just about growth, but growth that matters. Our focus is on creating lasting, sustainable impacts in the sectors we operate, reinforcing our unwavering commitment to a brighter, more prosperous India.

# Strong base of Pedigree Customers (1)

## State Power Utilities



J&K Power  
Distribution co. Ltd



Uttar Haryana  
Bijli Vitaran



HP State  
Power Corporation



Ajmer Vidyut  
Vitaran Nigam



Punjab State  
Power Corp Ltd



Dakshin Haryana  
Bijli Vitaran



Jaipur Vidyut  
Vitaran Nigam



Jodhpur Vidyut  
Vitaran Nigam



Uttar Pradesh  
Power Corporation



Assam State Power  
Distribution co. Ltd



Maharashtra State  
Electricity Distribution  
co. Ltd



MP State  
Power Corporation



Uttarakhand  
Power Corporation



TANGEDCO



Chhattisgarh State Power  
Distribution co. Ltd



Kerala State  
Electricity Board

# Strong base of Pedigree Customers (2)

## EPC / Smart Metering EPC



(Larsen & Toubro)



NCC Limited



Bajaj Electricals



Ashoka Buildcon Ltd.



TATA Projects Limited



Voltas Electrical



Sterling Wilson



Suncity Urja



Adani Energy Solutions



GMR Infra



Montecarlo Ltd



Intellismart



Shirdi Sai Electricals



Jakson



IDEAS. CONNECTED.

Polycab

## Meter Manufacturers



Genus Power



HPL Electric



Secure Meters



L&T Meters



Kimbal Meters



Polaris Meters

## PSU's



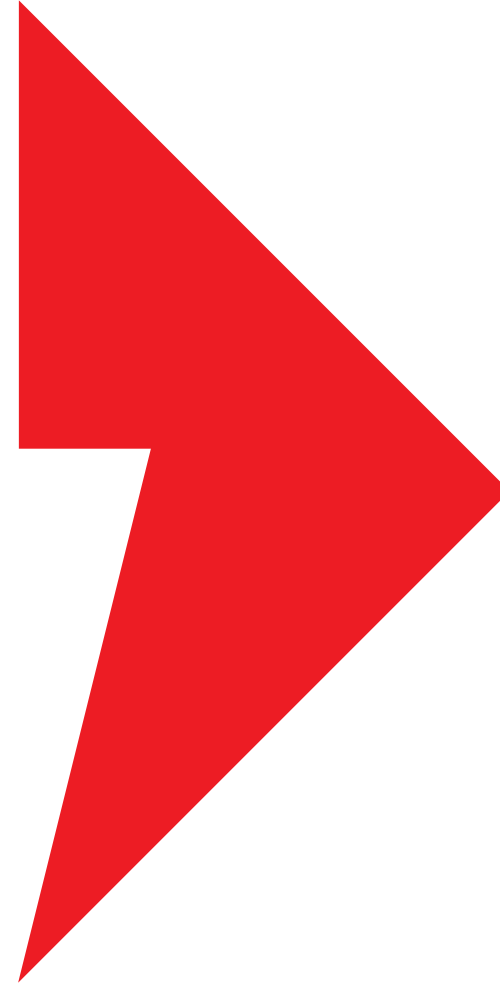
Gail



REIL



NTPC



**Chapter 2**  
**India's Drivers**

# The Surge of India's Power Appetite



## Fuelling Growth:

As India's economy and infrastructure rapidly transform, energy demand is soaring. The ambition to become a \$5 trillion economy has driven significant investments, with capital expenditure increasing to \$133.9 billion (₹11.11 trillion), up 11.1% from the previous year. Booming urbanisation and industrial expansion are propelling India to the forefront of global energy demand.



## Diverse Consumption Dynamics:

With the industrial and commercial sectors dominating over half of the nation's annual power consumption, there's also a significant uptick from households and agriculture, demonstrating a comprehensive energy demand spectrum.



## Government Initiatives

The 2024 power sector budget increased by 50%, focusing on green hydrogen, solar power, and green-energy corridors. Allocations include ₹205.02 billion to the Ministry of Power and ₹128.50 billion to the Ministry of New and Renewable Energy. Key schemes include the ₹303.758 crore RDSS to improve DISCOMs' efficiency and the ₹75.021 crore PM-Surya Ghar for rooftop solar systems.



## Embracing Clean Energy:

India's shift towards sustainable development is clear, with a 50% increase in the 2024 power sector budget. Focus areas include green hydrogen, solar power, and green-energy corridors. The Ministry of Power has been allocated ₹205.02 billion, and the Ministry of New and Renewable Energy has been allocated ₹128.50 billion. As fossil fuels decline, the emphasis on clean energy is imperative.



## Driven by Surging Numbers:

In FY23 alone, India's energy requirement skyrocketed to more than 15,000,000 million units. With projections suggesting a consistent growth rate of 4.9%, the upcoming decade is expected to witness an increase of over 70% in energy demand.

# Capitalising on India's Electrification Momentum



## Railway Electrification

The Indian Railways is spearheading the electrification drive with the goal of 100% electrification by December 2023. Remarkably, the target is nearly within grasp with 90% of the route, equating to 58,812 kilometers, already electrified as of March 2023.



## Transition to Electric Vehicles

The government is pushing forward to create a sustainable vehicular ecosystem. By 2030, the sale of conventionally fueled vehicles will be prohibited. In line with this vision, it's projected that 30% of vehicles will be electric, while the remaining 70% will transition away from traditional fuel sources.



## Control Panels for Data Centre

The Indian data center industry is booming due to rapid digitalization, advanced technologies (5G, AI, blockchain, cloud computing), and improved infrastructure. This, coupled with proactive regulations, attracts investments. Electrical control panels ensure seamless power distribution and management, maintaining operations during power surges or outages.



## Universal Household Electrification

In a landmark achievement, the government has illuminated every household under the 'Har Ghar Bijli' mission. But the endeavour doesn't stop here. With the PM KUSUM Yojana, the aim is to extend electricity accessibility to every farmer, ensuring that progress touches every corner of the country.



## Revamped Distribution Sector Scheme (RDSS)

The Revamped Distribution Sector Scheme (RDSS) has been launched by the Government of India with an outlay of Rs. 3,03,758 crore. The scheme aims to reduce the Aggregate Technical & Commercial (AT&C) losses to pan-India levels of 12-15% and to achieve zero gap between the Average Cost of Supply (ACS) and Average Revenue Realised (ARR) by 2024-25.



## Smart Water Metering

The UN's World Water Development report predicts 50% of the world's population will face high water scarcity, affecting developing countries like India. By 2050, 70% of India's population will live in cities, worsening water challenges. Using sensors and ICT, real-time monitoring and smart systems can manage and conserve water, reducing losses and consumption.

# Capacity Building to meet future demand



## Need of Future Ready Transmission Network

Future-proofing the transmission network is crucial for integrating renewable energy, managing demand growth, and enhancing reliability. This ensures a stable, efficient energy supply and supports the shift towards sustainable energy sources.



## Advancements in Transmission Technologies for a Sustainable Future

Technological changes in the Transmission Network are geared towards enhancing grid efficiency and reliability. This includes adopting smart grid technologies, integrating renewable energy sources, deploying advanced control systems for real-time monitoring, and utilizing big data analytics for predictive maintenance. These advancements ensure the grid can handle variable energy sources and demand, improving the overall stability and sustainability of the power system.



## Microgrids: Empowering Localized Energy Solutions

Microgrids present a significant opportunity by enabling localized energy generation and consumption, enhancing resilience against grid outages, and facilitating the integration of renewable energy sources. They support decentralized energy systems, contribute to energy security, and promote sustainable community development.

## Building capacity for increasing demand from AMISPs



### CAPACITY ADDED:

Added production capacity to 300,000 SMC enclosures annually



### CAPEX REQUIRED:

Estimated capex of Rs. 7-10 crore



### SOURCES OF FINANCE:

Own Reserves and Term Loan



### CLIENTALE ADDED:

Genus, Adani, GMR, Monte Carlo, IntelliSmart etc.

# Building on India's Green Energy Initiatives



## Renewable Energy Ambition

In 2019, India set a bold target to ramp up its renewable energy capacity to 450 GW by 2030. Bolstering this aim, the Government's Production Linked Incentive Program (PLI) focuses on fortifying the industrial sector to produce key materials for renewable sources.



## The PM-KUSUM Scheme

With an objective to provide financial and water security to farmers, the PM-KUSUM scheme is on track to generate 25,750 MW of solar energy by 2022. A shining example is the solarization of water pumps, ushering in decentralized energy solutions.



## Akshay Urja & IRIX Portal

The Ministry of New and Renewable Energy facilitates energy discussions through its Akshay Urja Portal and the India Renewable Idea Exchange (IRIX). The latter offers a platform for global energy enthusiasts to share and brainstorm innovative ideas.

## Additional Transformative Initiatives



### SAUBHAGYA:

Universal Electrification



### GEC:

Enhancing Energy Distribution



### NSGM & Smart Meter Programme:

Revolutionizing Energy Management



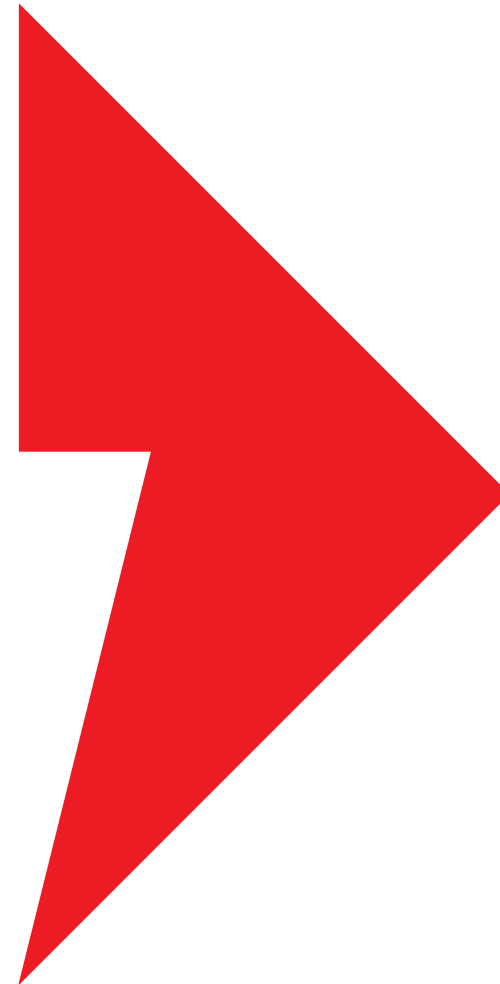
### FAME:

Paving Way for Electric Mobility



### ISA:

Harnessing Solar Potential Globally



**Chapter 3**  
**Business Strategy**

# Business Evolution: From Legacy Foundations to High-Value Futures



## Embracing Our Roots:

Our journey commenced with a solid grounding in enclosures, forming the backbone of our legacy. It's from this foundation that our commitment to pioneering the future of power technology is fostered.



## Rising to Contemporary Challenges:

Beyond mere enclosures, we've evolved to craft intricate solutions revolving around monitoring, verification, and fault protection. This showcases our adaptability and drive to meet the complex demands of the modern era.



## Strategic Collaborations:

While we hold our cards close, our strategic collaborations are a testament to our ambition. Though the name remains unveiled for now, our partnership aims to bolster our transition from a legacy business model to delivering high-value solutions.



## Visionary Roadmap in Action:

The blend of our deep-rooted DNA with our forward-thinking strategies is evident. Whether expanding into essential sectors, maintaining our commitment to excellence, or innovating for tomorrow, RMC remains dedicated to a powered, prosperous India.

## Reducing Electrical Loss in Maharashtra's High-Density Zones



### Problem:

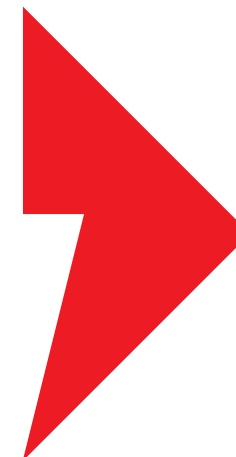
- Energy meters were situated in deeply recessed, poorly lit areas, making access and reading challenging.
- Rampant meter tampering incidents were reported. Even when detected, intimidation and threats prevented whistleblowing.
- Regions like Kalyan, close to Mumbai, witnessed up to 53% power loss primarily due to illicit power theft.

### Innovative Solution:

- **Introduction of RMC's Multi Meter Boxes:** These units encapsulate 12 meters in a single structure, complicating consumer efforts to single out their individual meters.
- By eliminating easy access points, these boxes ensure **protection against tampering attempts.**
- **Strategically relocating these boxes to main roads achieves dual objectives:** simplifying meter reading tasks and reducing tampering. Their public positioning acts as a deterrent, making tampering attempts risky and less likely.

# Case Studies of High-Value Solutions (2)

## Safeguarding Distribution Transformer Centres in Jaipur



### Challenge & Government Guidelines:

- Rising incidents of public electrocutions due to unguarded access to electrical distribution infrastructure in Jaipur.
- Activities like using transformer corners as urinals introduced grounding issues, amplifying electrocution risks.
- Central Electricity Authority (CEA) stipulates fencing around accessible transformers:
  1. Shield uninformed public and animals from electrocution dangers.
  2. Contain potential fires and mishaps within the transformer vicinity.

3. Ward off street vendors and unaware individuals, ensuring their safety.
4. Preserve the cleanliness and functionality of transformer areas for lineman safety and repair efficacy.

### Solution & Implementation:

- The shift to FRP fencing aims to not only safeguard the public but also ensure the durability and efficiency of the Distribution Transformer Centres.
- Metal Fencing: Initially adopted across Rajasthan. While effective, they were frequently stolen due to resale value, posing financial and technical challenges for Discom.

### FRP (Fibre Reinforced Plastic) Fencing Advantages:

- Theft-resistant due to zero resale value
- Sturdy and equivalent to metal
- Minimal maintenance and cost-effective
- Rust-proof

## Mitigating Power Theft - The Multi-Meter Box Solution



### Problem:

- Energy Smart meters in Mumbra near Kalyan were tampered with to steal power. This was cited by Torrent Power as one of the first instance of power theft via smart meter tampering. The solution came from the introduction to Multi Meter Boxes: These cabinets are designed to accommodate multiple energy meters (single or three-phase) with a single incoming connection. Each meter's connection ends within the box, drastically reducing tampering potential. The locked metering chamber houses the meters, while outgoing wires connect to an accessible chamber for linemen.

### Multi Meter Box Strategy:

- Relocation & Grouping:** Position energy meters outside consumer premises, especially in areas not easily visible from main roads, and cluster them together. This setup discourages individual tampering.
- Access Control:** Design meters to be inaccessible to linemen, allowing only the outgoing connection box to be reached. This further reduces chances of tampering from inside.
- Enhanced Security with Multi Meter Boxes:** These boxes, designed to accommodate multiple energy meters (single or three-phase), ensure connections

end within the box. A locked metering chamber safeguards the meters.

- Shielded Wiring:** Wires, both incoming and outgoing, are neatly organized and protected within the boxes. Cable tray covers are employed to ensure a neat, complication-free setup, making them invisible from the outside and reducing tampering potential.

# Forging Ahead: RMC's Competitive Edge & Future Strategies



## Rich Experience Set Us Apart:

Our rich experience in the power sector highlight our enhanced capabilities and dedication, ensuring we meet stringent industry standards and always deliver our best.

## Undeniable Credentials:

RMC's longstanding history and our achievements stand testament to our credibility in the industry. Every accolade and recognition adds another feather to our cap, reinforcing our position as leaders in the field.

## Bespoke EPC Choices:

Our tailored EPC (Engineering, Procurement, and Construction) choices mean we're not just another solution provider. We align our offerings to cater specifically to the unique needs and challenges of each client.

## Strategies for Tomorrow:

As we look to the future, our go-to-market strategies will emphasize these strengths, ensuring we remain at the forefront of the industry. With adaptability, innovation, and client-centricity at our core, RMC is geared up for the next chapter in powering India's growth.

# Working culture at RMC



At RMC Switchgears, our employees are our most valuable resource. We align human resource practices with business priorities, investing in people and processes to enhance service delivery.

## Key Aspects of Our Working Culture:

### Employee Development:

We attract, develop, and retain talent in a competitive work environment that fosters excellence and innovation. Regular training and skill development initiatives keep our employees up to date with industry trends.

### Inclusive Culture:

We are committed to diversity, providing equal opportunities in recruitment, training, and career progression, ensuring a balanced and respectful workplace.

### Performance Management:

Our performance management system balances business needs with individual aspirations through key result areas and performance indicators. Employee engagement surveys and feedback help align our strategies with employee expectations.

### Employee Well-being:

Employee health and safety are paramount. We maintain stringent safety protocols and provide necessary protective equipment and training.

### Ethics and Compliance:

We adhere to a strict code of ethics and fair corporate practices, ensuring a workplace where privacy and personal dignity are respected and protected from offensive behaviour.

# RMC's Horizon: Business Growth & Expansive Vision

## Strategic Approach:

At RMC, we have meticulously designed our go-to-market strategies to align with both the current industry landscape and the evolving needs of our customers. Our approach combines deep market insights with innovative solutions, ensuring we remain at the forefront of power technology.

## Diverse Client Landscape:

At RMC, our clientele is as varied as the solutions we provide. Serving a multitude of sectors and industries, our business profile is a testament to our adaptability and the universal appeal of our offerings.

## Geographic Footprint:

From our roots to our expanding horizons, RMC's presence has grown not just in numbers but in geography. Our footprint now extends across various regions, reflecting our commitment to power every corner of the nation.

## Focusing on Core Strengths:

By leveraging our pre-qualifications, credentials, and bespoke EPC choices, we aim to provide unmatched value, further solidifying our position as industry leaders.

## Future Outlook:

As we continue our journey, our expanding business profile will be fuelled by innovation, strategic partnerships, and a relentless drive to power India's future sustainably and efficiently.

## Ambitious Growth Vision:

Our aspirations are not bound by the present. Aiming for a growth rate of over 30% CAGR in the upcoming 3-5 years, we're setting the stage for unparalleled expansion and reach.

# RMC's New Horizons: Diving into Water Management



## Need of Prudent water management:

India's burgeoning population, currently exceeding 1.3 billion and expected to reach 1.5 billion by 2030, makes it the most populous country in the world, putting a significant strain on its water resources.



## Demand for Smart Water Meters:

A recent Frost & Sullivan analysis reveals that the demand for smart water meters is projected to reach 500,000 units by 2025, up from 220,000 units in 2019. The smart water meter market in India is forecast to grow at a CAGR of 14.7% during 2019-2025.



## Robust governmental initiatives:

Initiatives such as the Atal Mission for Rejuvenation and Urban Transformation, National Mission for Clean Ganga, Jal Jeevan Mission, and Community Drinking Water Schemes contribute to the growth of the Indian water and wastewater treatment market.



## Wastewater Treatment:

India needs to take adequate measures now to curb potential water scarcity. This urgency is expected to drive significant growth in the country's water and wastewater treatment market.



## Intelligent Hydel Solutions Pvt. Ltd.

In 2024, we successfully launched a new subsidiary, holding a 51% majority stake, which represents a major advancement in the field of Water IoT Solutions.



## For a better management of water resources:

The company focuses on providing smart water management solutions, including systems for distribution, treatment, conservation, and monitoring, as well as advanced wastewater treatment.



## Technology and Innovation:

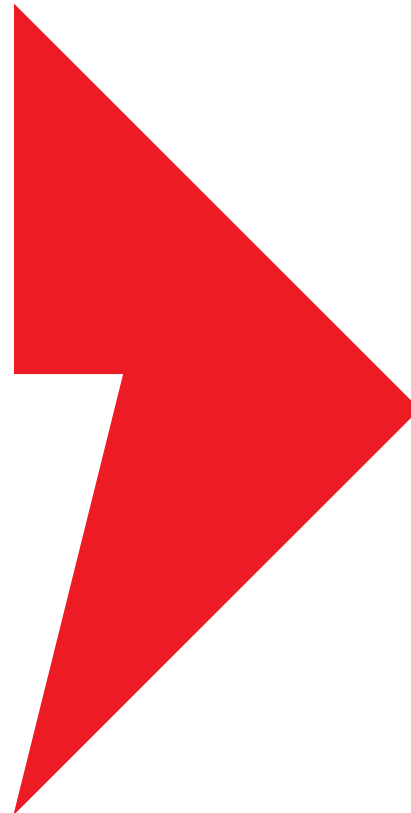
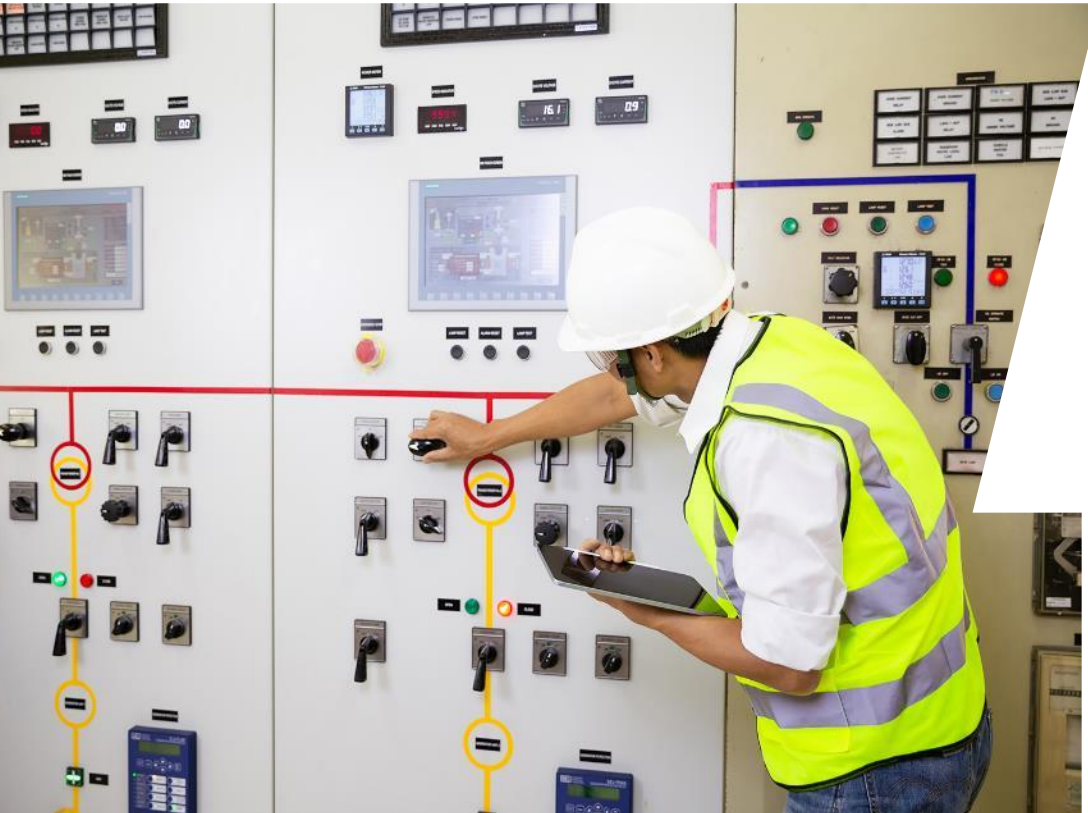
Intelligent Hydel Solutions aims to innovate in the domain of smart devices and hardware for water, gas, and electrical solutions, focusing on IoT-based applications for both low voltage and high voltage electrical systems.



## Future Vision:

As with our endeavours in the power sector, our foray into water management comes with a commitment: to innovate, to empower, and to ensure a sustainable future for India.

# Empowering a Brighter Future with RMC



## Beyond Business:

At RMC, it's not just about innovating in the realm of power technology. It's about touching lives, communities, and driving transformation at every level.

## Transform Power, Transform Lives:

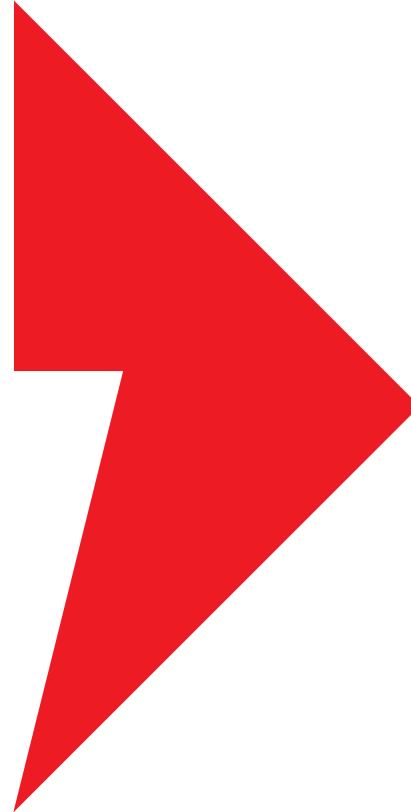
Every advancement we make, every solution we introduce, resonates with this ethos. We believe that by revolutionizing power distribution and management, we play a pivotal role in uplifting countless lives.

## Our Commitment to India:

As we journey through the intricacies of the power landscape, our focus remains unwavering – to contribute tirelessly to India's growth story, ensuring no home remains in the dark.

## Be the Change with RMC:

We invite you to join us in this transformative journey. Together, let's envision a future where every household, every industry, and every heart is empowered and illuminated.



### **Renewable Energy Integration:**

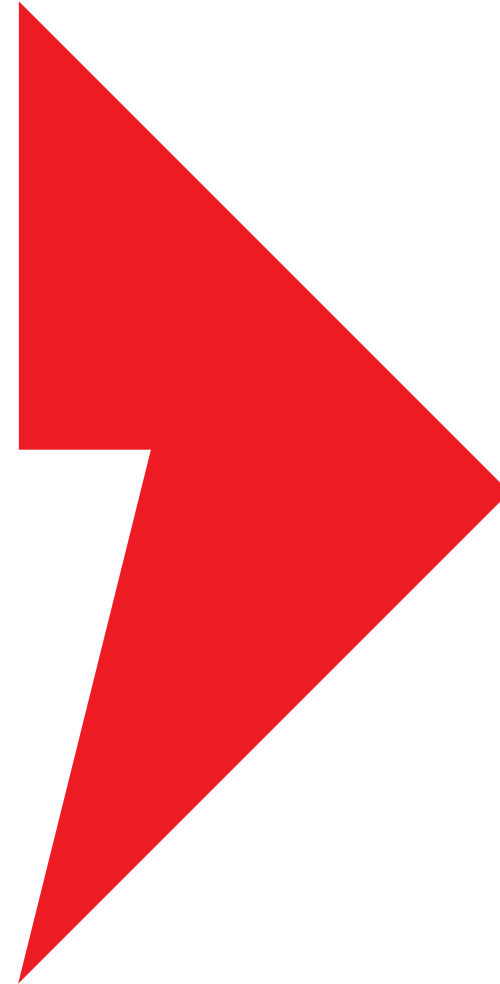
We have invested significantly in renewable energy, highlighted by our new 249 kW solar plant at our manufacturing facility. This initiative reduces carbon emissions and supports India's target of 450 GW of renewable energy by 2030.

### **Environmental Sustainability Initiatives:**

RMC's Environment and Resource Protection program includes solar energy generation, water conservation drives, and plantation initiatives. These efforts ensure our emissions and waste remain within regulatory limits.

### **Commitment to Sustainability and Governance:**

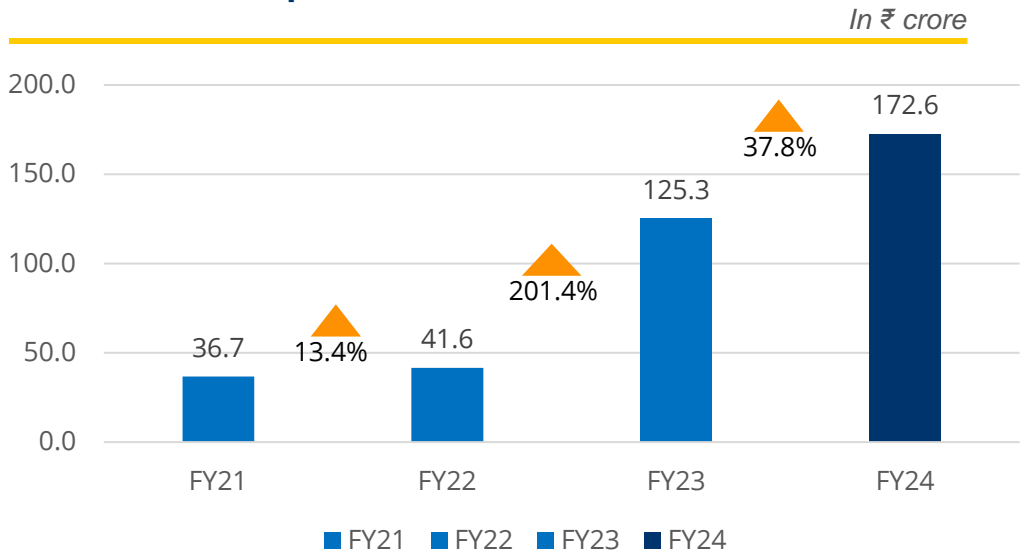
Our corporate governance framework prioritizes sustainability, ethical practices, and stakeholder responsibility. We integrate sustainability into our core operations and adhere to ISO 9001:2015, maintaining safe and clean operations. Provide Photos if any for this section, other than Solar Plant.



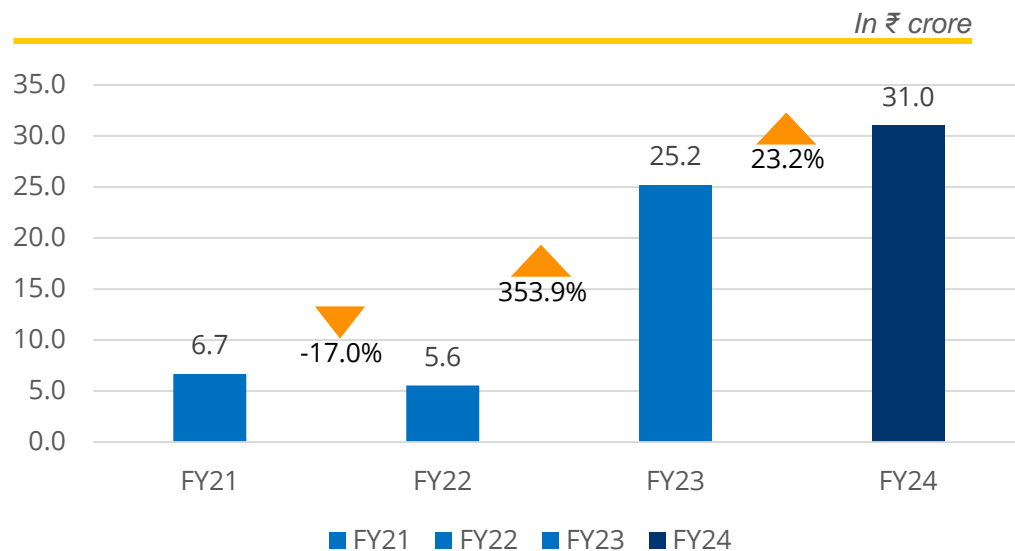
**Chapter 4**  
**Financial Results**

# Earning Snapshot (4-year history of full year performance FY21 - FY24)

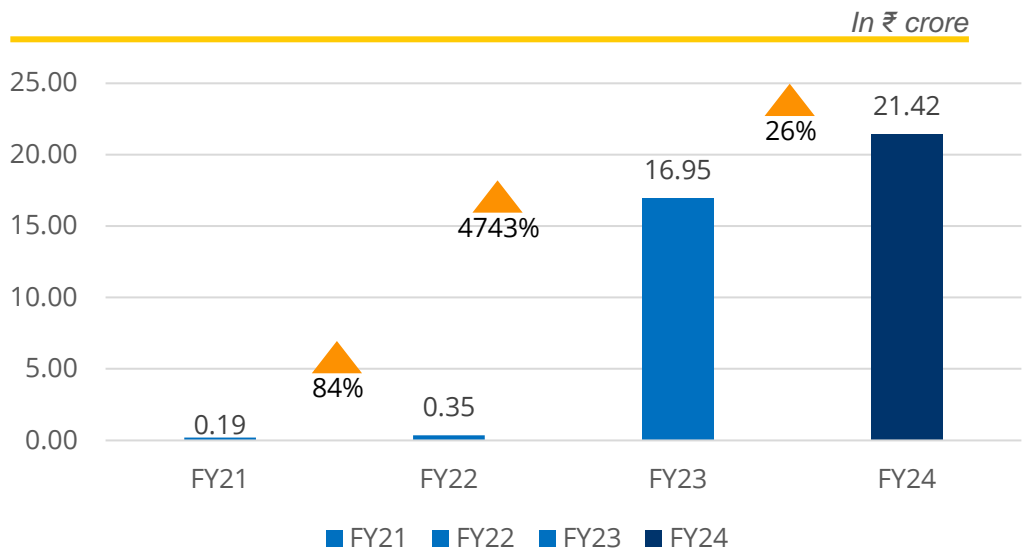
## Revenue from Operations



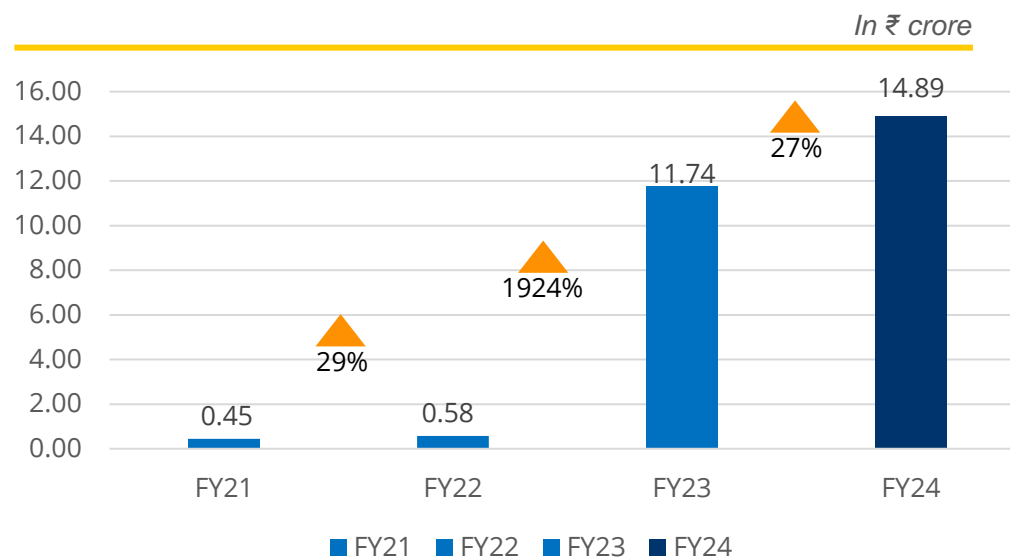
## EBITDA



## PBT

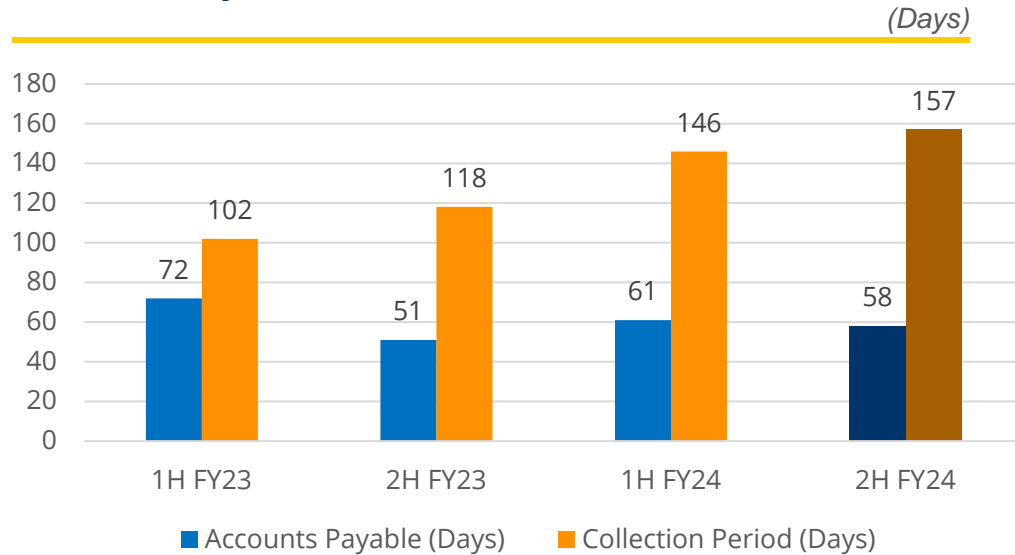


## PAT

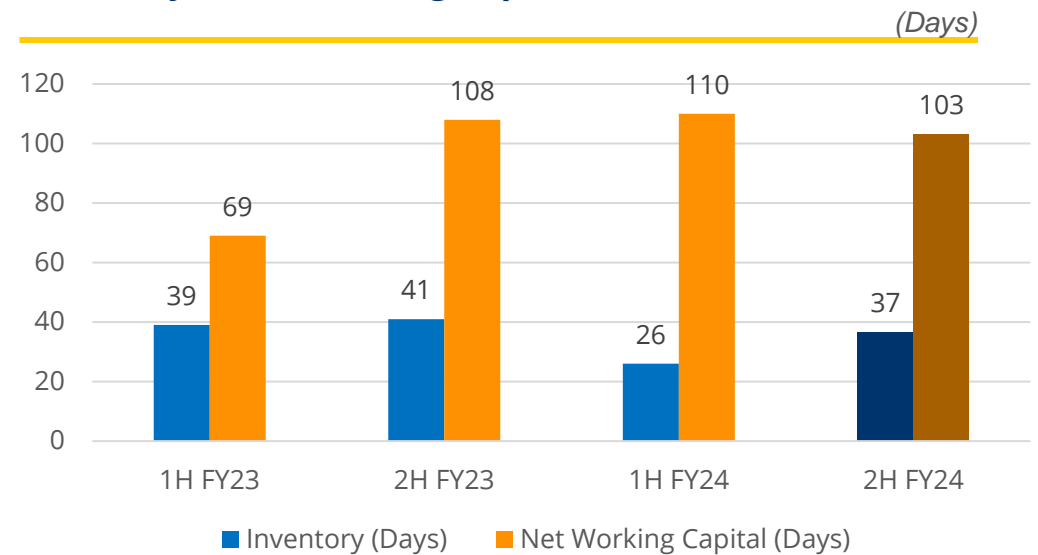


# Efficiency Ratios

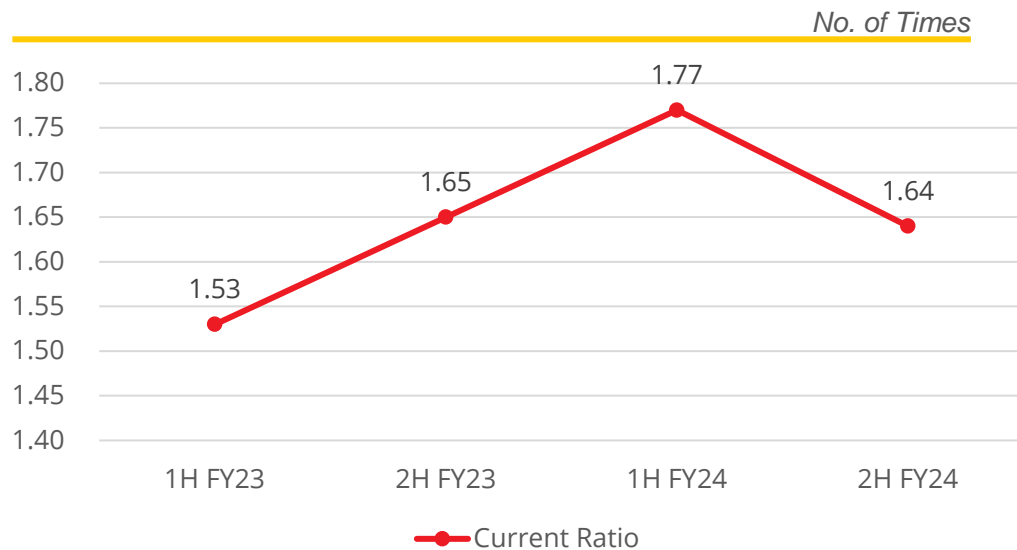
## Accounts Payable & Collection Period



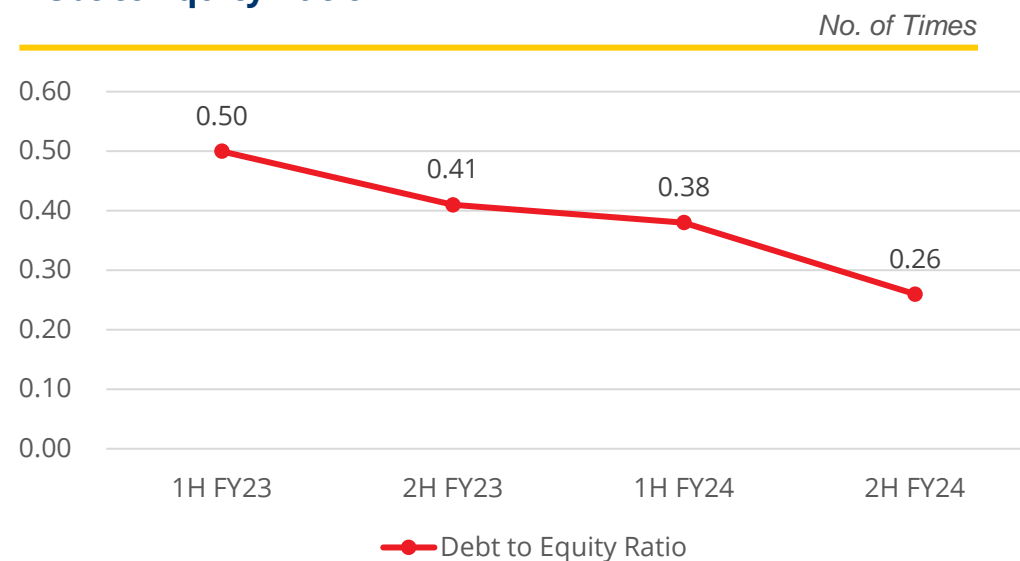
## Inventory & Net Working Capital



## Current Ratio



## Debt to Equity Ratio



# Consolidated Profit and Loss Statement

(Rs. In Crore)

Particulars	2H FY23	2H FY24	% Change YoY	FY23	FY24	% Change YoY
<b>Revenue From Operation</b>	<b>67.24</b>	<b>85.21</b>	<b>26.73%</b>	<b>125.27</b>	<b>172.63</b>	<b>37.81%</b>
COGS	41.95	52.43	24.98%	75.10	95.31	26.91%
<b>Gross Profit</b>	<b>25.29</b>	<b>32.78</b>	<b>29.62%</b>	<b>50.17</b>	<b>77.32</b>	<b>54.12%</b>
<b>Gross Margin %</b>	<b>37.61%</b>	<b>38.47%</b>	<b>86 bps</b>	<b>40.05%</b>	<b>44.79%</b>	<b>474 bps</b>
Employee Expenses	2.85	6.52	128.77%	6.21	10.93	76.01%
Other Expenses	10.04	12.43	23.80%	18.77	33.30	77.41%
Exception items					2.05	
<b>EBIDTA</b>	<b>12.40</b>	<b>13.83</b>	<b>11.53%</b>	<b>25.19</b>	<b>31.04</b>	<b>23.22%</b>
<b>EBIDTA Margin %</b>	<b>18.44%</b>	<b>16.23%</b>	<b>-221 bps</b>	<b>20.11%</b>	<b>17.98%</b>	<b>-213 bps</b>
Interest	3.08	4.09	32.79%	5.90	7.62	29.15%
Depreciation	1.40	1.44	2.86%	2.80	2.83	1.07%
Other Income	0.30	0.65	116.67%	0.46	0.83	80.43%
<b>Profit Before Tax</b>	<b>8.22</b>	<b>8.95</b>	<b>8.88%</b>	<b>16.95</b>	<b>21.42</b>	<b>26.37%</b>
<b>PBT Margin</b>	<b>12.22%</b>	<b>10.50%</b>	<b>-172 bps</b>	<b>13.53%</b>	<b>12.41%</b>	<b>-112 bps</b>
Taxes	2.62	2.12	-19.08%	5.21	6.53	25.34%
<b>Profit after Tax*</b>	<b>5.60</b>	<b>6.83</b>	<b>21.96%</b>	<b>11.74</b>	<b>14.89</b>	<b>26.83%</b>
<b>PAT Margin %</b>	<b>8.33%</b>	<b>8.02%</b>	<b>-31 bps</b>	<b>9.37%</b>	<b>8.63%</b>	<b>-75 bps</b>
<b>Earnings Per Share (EPS) in Rs.</b>	<b>5.43</b>	<b>6.63</b>	<b>22.10%</b>	<b>12.20</b>	<b>14.44</b>	<b>18.36%</b>

**Note:** During FY2024, RMC has disposed of some obsolete machinery at a loss of approximately ₹2.05 crore. Excluding this exceptional item, the PBT margin for FY24 would have been 13.60%. Similarly, the PAT margin for FY24 would have been 9.81%.

# Consolidated Balance Sheet

(Rs. In Crore)

Equity And Liabilities	FY23	FY24	Assets	FY23	FY24
<b>Shareholder's Fund</b>			<b>Non-Current Assets</b>		
Equity Share Capital	6.87	10.31	Tangible Assets	29.61	27.51
Reserve and Surplus	38.84	50.09	Intangible Assets	0.06	0.08
	<b>45.71</b>	<b>60.40</b>	Long Term Loans and Advances	0.47	0.13
<b>Minority Interest</b>	<b>0.00</b>	<b>0.05</b>	Other Non-Current Assets	3.53	2.53
<b>Non-Current Liabilities</b>				<b>33.67</b>	<b>30.25</b>
Long Term Borrowings	18.62	15.74	<b>Current Assets</b>		
Deferred Tax Liabilities (Net)	1.77	2.01	Current Investments	0.00	0.00
Long Term Provisions	0.36	0.89	Inventories	8.83	10.29
	<b>20.75</b>	<b>18.64</b>	Trade Receivables	57.08	91.48
<b>Current Liabilities</b>			Cash and Cash Equivalent	0.19	2.08
Short Term Borrowings	27.87	34.19	Short Term Loans and Advances	11.49	7.74
Trade Payable	11.48	19.12	Other current assets	5.30	13.35
Other Current Liabilities	7.95	12.67		<b>82.89</b>	<b>124.94</b>
Short Term Provisions	2.80	10.12			
	<b>50.10</b>	<b>76.10</b>			
<b>Total Equity and Liabilities</b>	<b>116.56</b>	<b>155.19</b>	<b>Total Assets</b>	<b>116.56</b>	<b>155.19</b>

**Note:** The figures for H2 FY23-24 and FY23-24 are consolidated due to the incorporation of IHSPL. With no business in the subsidiary, only effect is the minority interest.

# Consolidated Fund Flow Statement

(Rs. In Crore)

Particulars	FY23	FY24	% Change YoY
Shareholder's Funds	45.72	60.40	32.11%
Minority Interest	0.00	0.05	NA
Loan Funds	18.62	15.74	-15.47%
Provisions	0.36	0.89	147.22%
Other Long-Term Liabilities	1.77	2.01	13.56%
<b>Sources of Funds</b>	<b>66.47</b>	<b>79.09</b>	<b>18.99%</b>
Net Block	29.67	27.59	-7.01%
Other Long-Term Assets	4.00	2.66	-33.50%
Inventory	8.83	10.29	16.53%
Debtors	57.08	91.48	60.27%
Cash and Cash Equivalent	0.19	2.08	994.74%
Other Current Assets	16.79	21.09	25.61%
Current Liabilities	50.10	76.10	51.90%
Net Current Assets	32.79	48.84	48.95%
<b>Application of Funds</b>	<b>66.47</b>	<b>79.09</b>	<b>18.99%</b>

**Note:** The figures for H2 FY23-24 and FY23-24 are consolidated due to the incorporation of IHSPL. With no business in the subsidiary, only effect is the minority interest.

# Thank You

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