

Date: January 09, 2019

To,

Dy. General Manager,
Corporate Services Department
BSE LIMITED
P.J. Towers, 1st Floor,
Dalal Street, Fort
Mumbai – 400001.
BSE Code: 537254

Subject: Investor Presentation

Dear Sir,

Please find enclosed herewith the Investor Presentation. We request you to kindly take on record the same.

Thanking You,

Yours truly,

For RCI Industries & Technologies Limited

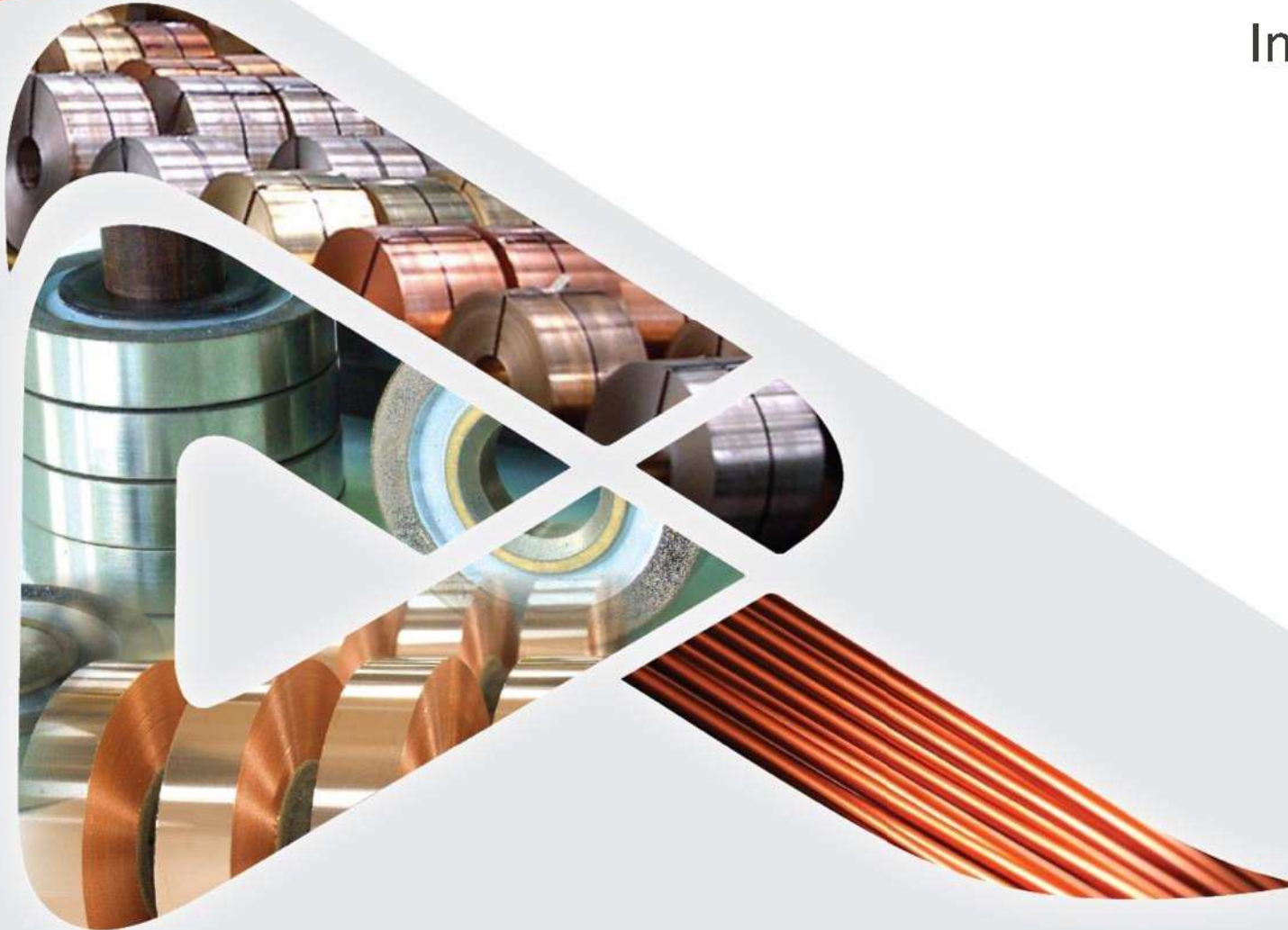
Abhishek Kedia
COMPANY SECRETARY & COMPLIANCE OFFICER
M. No. A33537



RCI Industries & Technologies Limited

Investor Presentation

December 2018



Overview

- RCI Industries & Technologies Ltd. (RCI) was incorporated in 1992 by Mr. Rajeev Gupta and is one of the leading manufacturers of diversified flat and round products in copper, brass and also in stainless steel and special alloys.
- The company is headquartered out of New Delhi with manufacturing plants located in Himachal Pradesh with 24,000 MTPA capacity for Round products in Nalagarh and 6,000 MTPA for Flat Products in Baddi as on March 2018 which will go to 24,000 MTPA by September 2019.
- The Company is listed on BSE and has a market capitalization of INR 914 Mn as of 30th September 2018.

Business Mix

- **Flat Products** – Copper, Brass, Aluminum, stainless steel-sheets, strips, foils and coils, Tin alloy solder – bars/sheets/strips etc.
- **Round Products** – Annealed/un-annealed copper wires, bunched copper wires, also launching cables in the brand name of RIKAYAA
- **Other Businesses** – Trading of Ferrous & non-ferrous metals such as Copper rods, Ingots, scrap, Zinc and other related items as the same is raw material for the manufacturing divisions.

Some Marquee Clients

- Havells
- Technocraft Industries
- Finolex
- KDDL Ltd.
- Quality Industries

FY18 Consolidated Financial Highlights

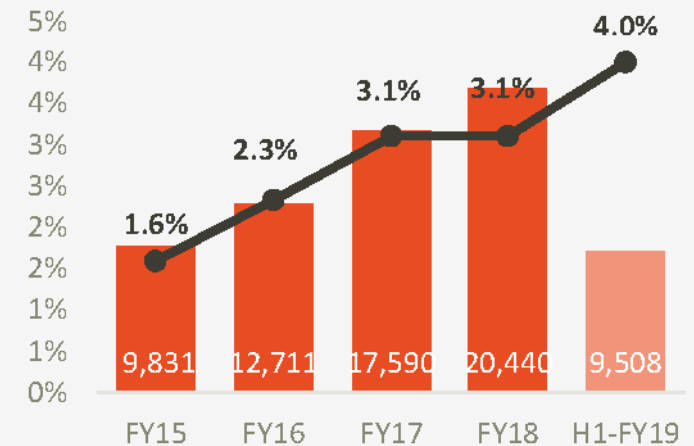
- **Total Income** - INR 20,440 Mn
- **EBITDA** - INR 645 Mn; **EBITDA Margins** - 3.1%
- **PAT** - INR 328 Mn; **PAT Margins** - 1.6%
- **ROCE** – 16.9%
- **ROE** – 14.3%

COMPANY OVERVIEW

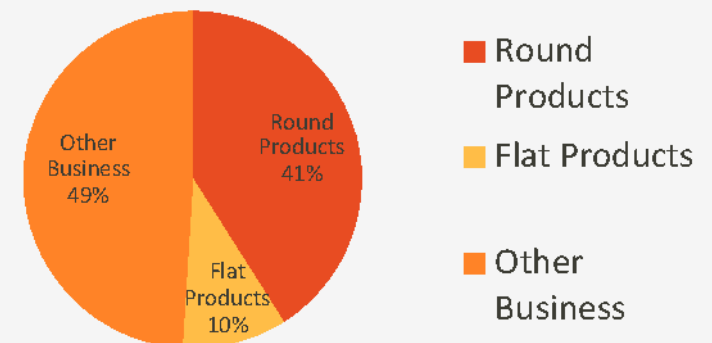
Company Overview

- RCI Industries & Technologies Ltd. (RCI) is the only company to manufacture both round and flat products in India and having the most diversified customer portfolio both in domestic and overseas with 200+ customer base.
- Moving away from only trading of copper by merging its manufacturing set-up of round products in the name of Satya metals, a partnership firm with an existing capacity of 24,000 MTPA in 2014.
- In 2016, company ventured into the manufacturing of flat products such as copper sheets, strips, alloys with a manufacturing capacity of 2,400 MTPA and further integrated their business.
- The company also has plans to start manufacturing aluminium sheets and Ultra-thin Stainless steel tapes in the near future.
- After expansion, RCI will be the only company to manufacture such a wide range of products which includes Copper, Copper Alloys including critical alloys such as Nickel, Brass, Phosphor bronze, Aluminium bronze and many more, stainless steel foils, MS foils and Aluminium foils in flat products sector and Copper wires, bunched copper wire, annealed/un-annealed copper wire, cables in round product sector.
- RCI is also exploring opportunities to expand its global reach through exports, as well as enter into B2C cable wire business with its own brand as well as enter new avenues specially for the defence and mint category sectors.

Revenue (INR Mn) & EBITDA Margins (%)



FY18 Segment Wise Revenue Break Up





Mr. Rajeev Gupta

Chairman & MD

- Graduate in commerce from Hindu College, Delhi University
- Rich experience of 30 years in the industry

MANAGEMENT TEAM

Mrs. Mamta Gupta - Director

- Graduate from Delhi University
- Experience in human relations
- Planned and directed strategies, development of advertising campaign, creative development

Mr. Raj Singh Jamwal - Director

- Retired Brigadier of Indian Army
- M.Sc in Defence Studies from Madras University Graduate Diploma in Strategic Studies from Australian University

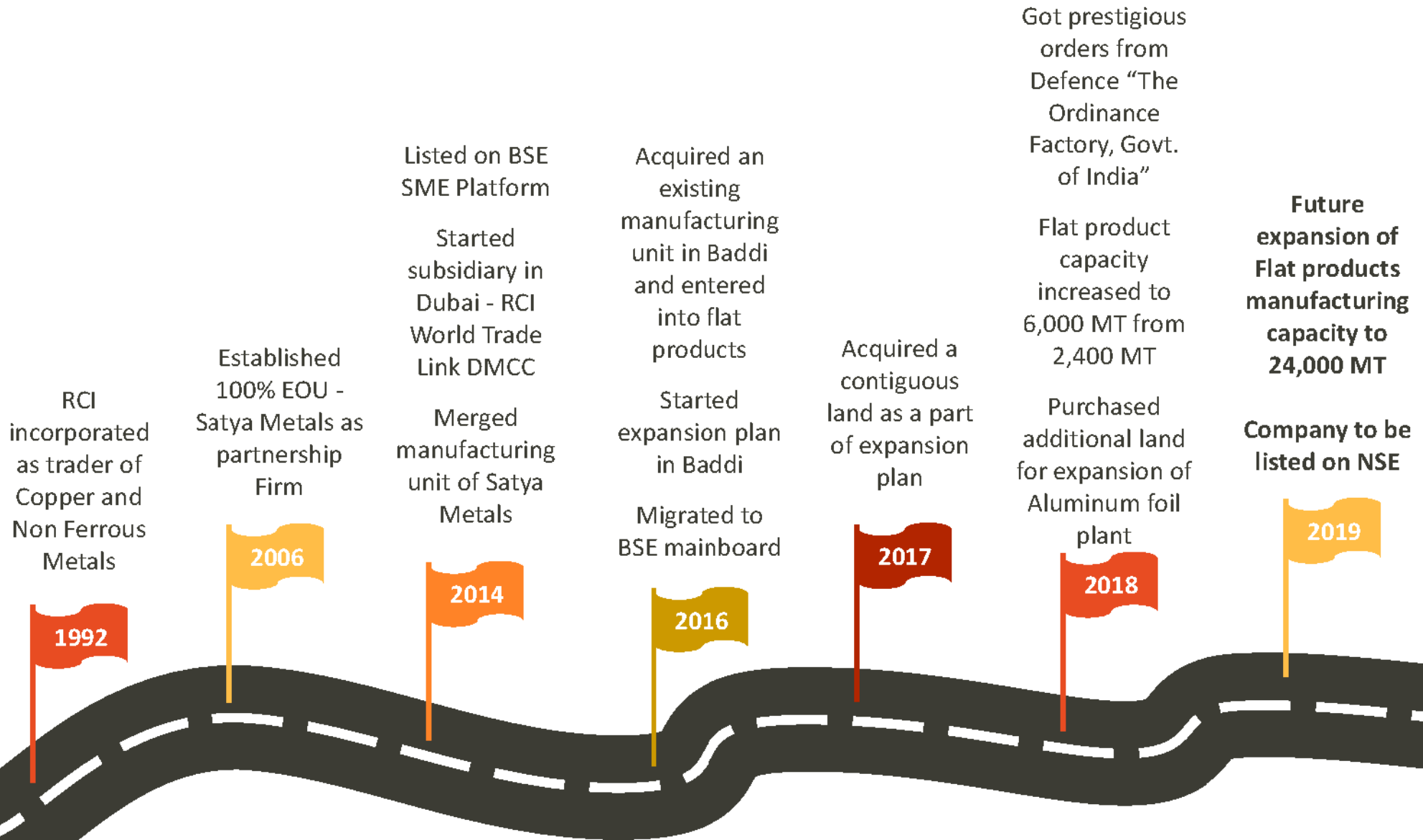
Mr. Anil Kumar Jain - Director

- B.Com from Delhi University
- Experienced Corporate Planning professional with over 30 years experience
- Expertise in supply chain management and research & development

Mr. I.P. Saboo - CFO

- B.Com from Delhi University; Chartered Accountant; PGDBA from Annamalai University
- Comprehensive experience of 30 years in Finance and Taxation

Milestones



Key Customers

Round Products



Flat Products



Memberships & Certifications



Bureau of
International Recycling

Gold Member of Bureau of International Recycling



Indian Copper
Development
Centre



Inland Importers
& Consumers
association



हस्तशिल्प निर्यात संवर्धन परिषद
Export Promotion Council for Handicrafts

Export Promotion Council for Handicrafts (EPCH)



QA Certificate –
ISO 9001-2015



QA Certificate –
ISO 14001-2015

Manufacturing Facility

- The company has a state of the art manufacturing units in Nalagarh and Baddi in Himachal Pradesh.
- The Nalagarh plant manufactures round products which has a capacity of 24,000 MTPA.
- The Baddi plant manufactures flat products and is currently undergoing expansion to reach capacity of 24,000 MTPA by September 2019 from 2,400 MTPA as acquired and already reached at capacity of 6,000 MTPA.
- Additional factory land has recently been purchased in Baddi in current year for manufacturing of aluminium foils & sheets forming part of expansion.
- During last two financial years, company has incurred ~INR 850 Mn for the expansion plan including acquisition cost of the unit.
 - The said capex has been financed through infusion of fresh equity to the tune of INR 491 Mn during FY17 in two tranches: ~INR 100 Mn @ INR 125 per share (Oct-16) & ~INR 390 @ INR 225 per share (Feb-17);
 - ~INR 504 Mn during FY18 through issuance of 0% CCD of @ 900 each convertible @ INR 225 per share, by way of preferential allotment, subscribed by Promoters & Promoter's group.
- Further capex envisaged for the on-going expansion of flat products, forward integration to Aluminium products and cables is INR 1,000 Mn which will be funded through mix of debt and equity.
- Company's vision is to become the largest manufacturer of India in copper, Brass, Aluminium and alloys products after the proposed expansion.

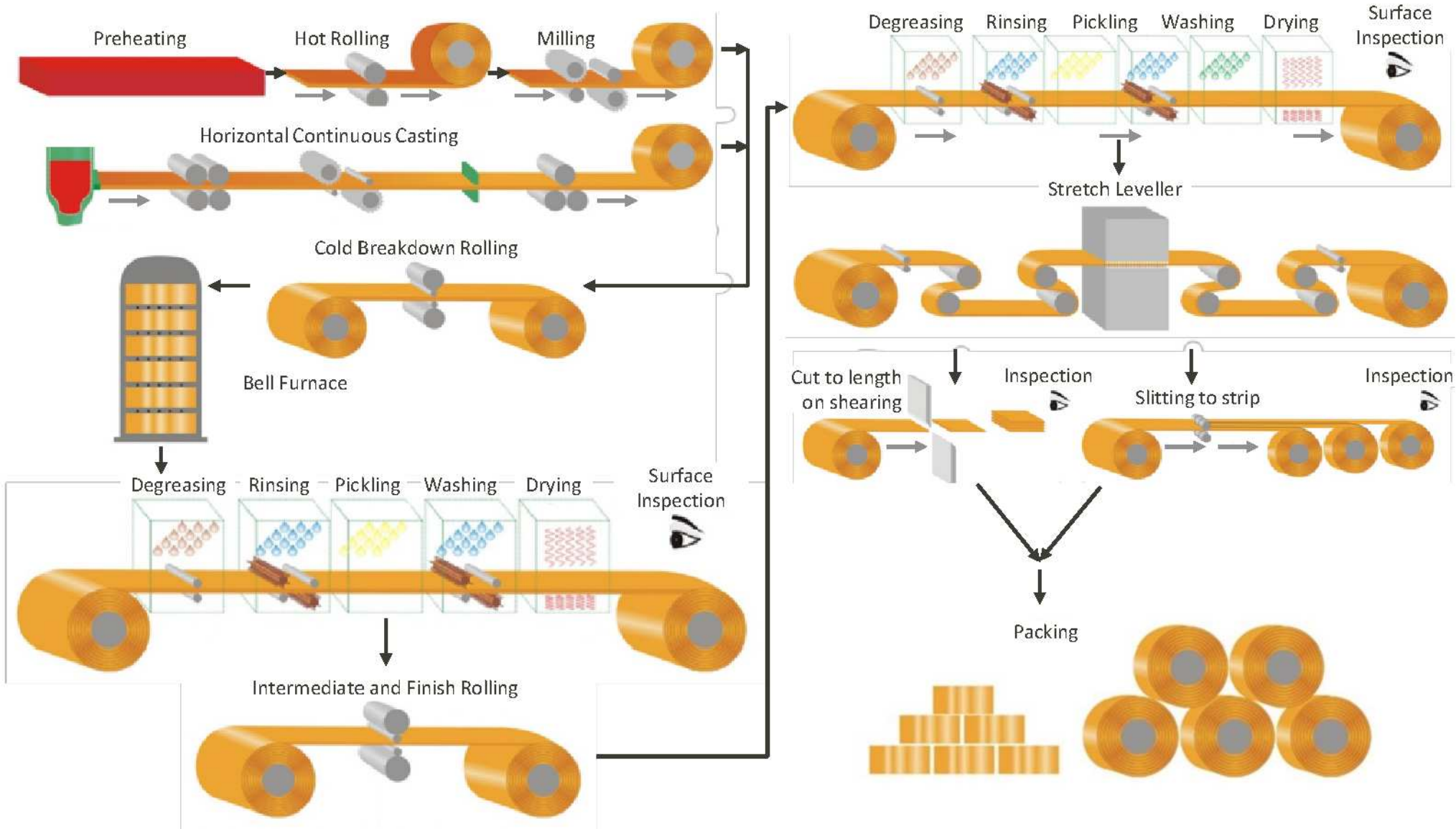
Baddi



Nalagarh



Manufacturing Process



Innovative Ideas

- In-house R&D lab for new product ideas
Swift response to market conditions
- Adaptability to changes in business landscape
- Utilization of advanced technology

Quality Standards & Assurance

- Adherence to quality standards at all stages of manufacturing
- High quality and prime grade raw material
- Checked for dimensional accuracy & temper at each stage
- Well equipped with all modern testing facilities to check for physical, mechanical and chemical properties

01

Multi-Product Portfolio

- Well balanced product mix
- Expanding range of products at regular intervals
- Expertise to re-roll / process any special materials
- Focus on expansion of Flat product portfolio

02

03

Client Centric

- Commitment to customer satisfaction
- Catering to specific needs of diverse customer segments
- Competitive edge in achieving stable growth and gaining new clients

04

05

Focused Workforce

- Dynamic, experienced leadership
- Dedicated, well trained employee base