

Date: February 21, 2019

To,

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

Subject: Earnings Presentation

Dear Sir,

Please find enclosed herewith the Earnings Presentation for 9M/Q3 - FY 19. We request you to kindly take on record the same.

Thanking You,

Yours truly,

For RCI Industries & Technologies Limited

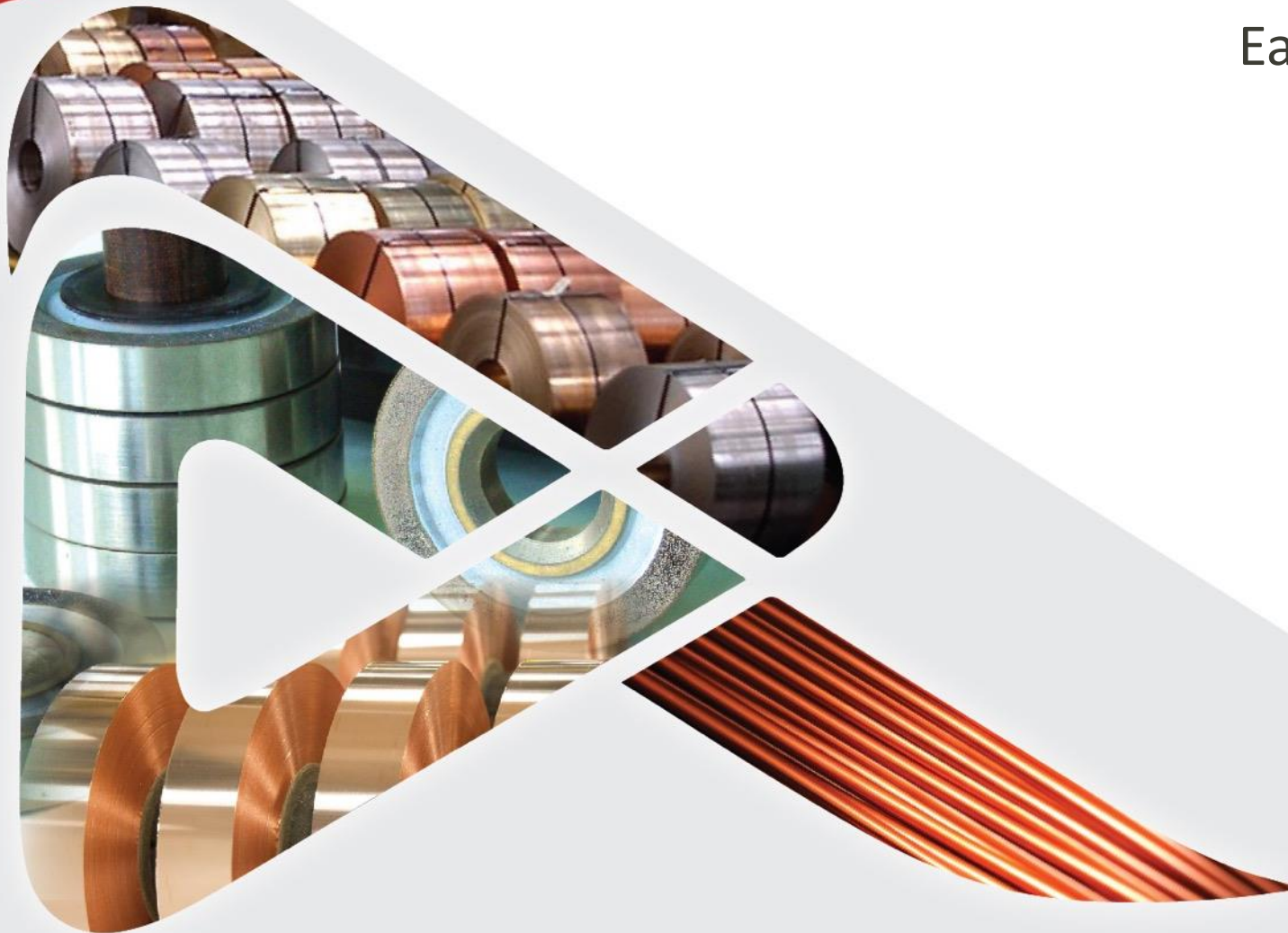
Abhishek Kedia
COMPANY SECRETARY & COMPLIANCE OFFICER
M. No. A33537



RCI Industries & Technologies Limited

Earnings Presentation

9M / Q3 - FY19



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 1,183.70 Mn as of 31st December 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

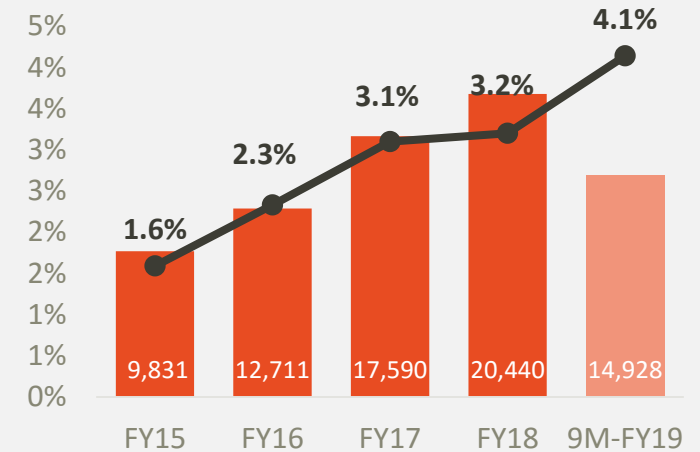
- **Total Income** - INR 20,440 Mn
- **EBITDA** - INR 645 Mn; **EBITDA Margins** - 3.1%
- **PAT** - INR 328 Mn; **PAT Margins** - 1.6%
- **ROCE** – 19.6%
- **ROE** – 14.3%

COMPANY OVERVIEW

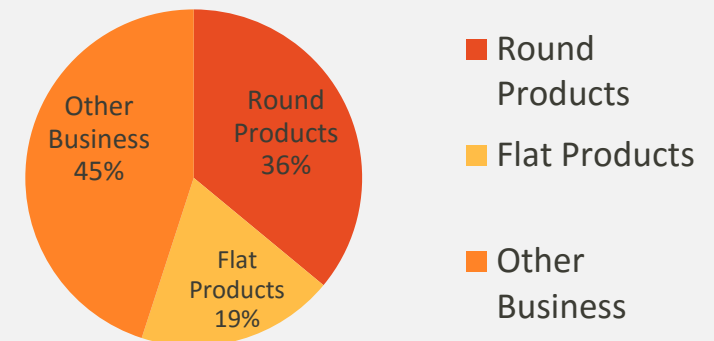
Company Overview

- 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 Unique tape 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 (%)



9M-FY19 Segment Wise Revenue Break Up



FINANCIAL OVERVIEW

9M / Q3 - FY19

Financial Highlights:

•Q3-FY19 Financial Performance (Standalone):

- Total Income:** INR 4,192 Mn
- EBITDA:** INR 154 Mn
- EBITDA Margin:** 3.67 %
- Net Profit:** INR 54 Mn
- PAT Margin:** 1.29 %
- Diluted EPS (INR):** INR 3.42 per share

•Q3-FY19 Financial Performance (Consolidated):

- Total Income:** INR 5,420 Mn
- EBITDA:** INR 233 Mn
- EBITDA Margin:** 4.30 %
- Net Profit:** INR 133 Mn
- PAT Margin:** 2.45 %
- Diluted EPS (INR):** INR 8.46 per share

•9M-FY19 Financial Performance (Standalone):

- Total Income:** INR 12,680 Mn
- EBITDA:** INR 454 Mn
- EBITDA Margin:** 3.58 %
- Net Profit:** INR 142 Mn
- PAT Margin:** 1.12 %
- Diluted EPS (INR):** INR 9.07 per share

•9M-FY19 Financial Performance (Consolidated):

- Total Income:** INR 14,928 Mn
- EBITDA:** INR 618 Mn
- EBITDA Margin:** 4.14 %
- Net Profit:** INR 307 Mn
- PAT Margin:** 2.06 %
- Diluted EPS (INR):** INR 19.59 per share

Operational Highlights:

- During this quarter, the company has been focused on its expansion plan to increase the capacity of Baddi plant in a phased manner without disturbing the production, to increase its profitability by shifting focus from trading to manufacturing.
- Company has supplied the material for 231MT floated by “The ordnance factory, Katani”. Further, company is expected to get further order of 90MT on the basis of its performance in past tender. Apart from this, a tender of 400MT is in process. Further, we are quite hopeful to get repeated orders in future also.
- The company has already applied for Mint industry for which evaluation process is going on.
- Company has spent around INR 44 Crs till Dec-18.
- In future, the company is enhancing its product range in more value added products and is manufacturing items with different specifications as per the requirement of customers including special alloys. Also, company is targeting government sectors to secure the bulk orders apart from running orders from the existing/new customers.

Q3-FY19 Standalone Income Statement (IND-AS)



PARTICULARS (INR Mn)	Q3-FY19	Q3-FY18	Y-o-Y	Q2-FY19	Q-o-Q
Total Revenue*	4,192	4,706	(10.9)%	4,606	(9.0)%
Total Expenses	4,038	4,573	(11.7)%	4,446	(9.2)%
EBITDA	154	133	15.8%	160	(3.8)%
EBITDA Margins (%)	3.67%	2.83%	84 Bps	3.47%	20 Bps
Depreciation	26	10	160.0%	29	(10.3)%
Finance Cost	60	56	7.1%	54	11.1%
PBT	68	67	1.5%	77	(11.7)%
Tax	14	12	16.7%	30	(53.3)%
PAT	54	55	(1.8)%	47	14.9%
PAT Margins (%)	1.29%	1.17%	12 Bps	1.02%	27 Bps
Other Comprehensive Income	-	-	NA	1	NA
Total Comprehensive Income	54	55	(1.8)%	48	12.5%
Diluted EPS (INR) (not annualised)	3.42	4.12	(17.0)%	3.03	12.9%

*Includes Other Income

9M-FY19 Standalone Income Statement (IND-AS)

PARTICULARS (INR Mn)	9M-FY19	9M-FY18	Y-o-Y
Total Revenue*	12,680	12,903	(1.7)%
Total Expenses	12,226	12,571	(2.7)%
EBITDA	454	332	36.7%
EBITDA Margins (%)	3.58%	2.57%	101 Bps
Depreciation	83	34	144.1%
Finance Cost	166	126	31.7%
PBT	205	172	19.2%
Tax	63	34	85.3%
PAT	142	138	2.9%
PAT Margins (%)	1.12%	1.07%	5 Bps
Other Comprehensive Income	-	-	NA
Total Comprehensive Income	142	138	2.9%
Diluted EPS (INR) (not annualised)	9.07	10.29	(11.9)%

*Includes Other Income

Q3-FY19 Consolidated Income Statement (IND-AS)

PARTICULARS (INR Mn)	Q3-FY19	Q3-FY18	Y-o-Y	Q2-FY19	Q-o-Q
Total Revenue*	5,420	5,407	0.2%	5,559	(2.5)%
Total Expenses	5,187	5,232	(0.9)%	5,317	(2.4)%
EBITDA	233	175	33.1%	242	(3.7)%
EBITDA Margins (%)	4.30%	3.24%	106 BPS	4.35%	(5) BPS
Depreciation	26	10	160.0%	29	(10.3)%
Finance Cost	60	56	7.1%	55	9.1%
PBT	147	109	34.9%	158	(7.0)%
Tax	14	12	16.7%	29	(51.7)%
PAT	133	97	37.1%	129	3.1%
PAT Margins (%)	2.45%	1.79%	66 BPS	2.32%	13 BPS
Other Comprehensive Income	(31)	-	NA	68	NA
Total Comprehensive Income	102	97	5.2%	197	(48.2)%
Diluted EPS (INR) (not annualised)	8.46	7.21	17.3%	8.21	3.0%

*Include Other Income

9M-FY19 Consolidated Income Statement (IND-AS)

PARTICULARS (INR Mn)	9M-FY19	9M-FY18	Y-o-Y
Total Revenue*	14,928	16,248	(8.1)%
Total Expenses	14,310	15,785	(9.3)%
EBITDA	618	463	33.5%
EBITDA Margins (%)	4.14%	2.85%	129 Bps
Depreciation	83	34	144.1%
Finance Cost	165	126	31.0%
PBT	370	303	22.1%
Tax	63	34	85.3%
PAT	307	269	14.1%
PAT Margins (%)	2.06%	1.66%	40 Bps
Other Comprehensive Income	38	-	NA
Total Comprehensive Income	345	269	28.3%
Diluted EPS (INR) (not annualised)	19.59	20.03	(2.2)%

*Include Other Income

HISTORICAL FINANCIAL OVERVIEW

Standalone Income Statement

PARTICULARS (INR Mn)	FY15	FY16	FY17**	FY18**	9M-FY19**
Total Revenue*	8,426	11,488	14,082	16,252	12,680
Total Expenses	8,309	11,307	13,824	15,784	12,226
EBITDA	117	181	258	468	454
EBITDA Margins (%)	1.39%	1.58%	1.83%	2.88%	3.58%
Depreciation	6	8	24	50	83
Finance Cost	80	121	128	191	166
PBT	31	52	106	227	205
Tax	9	17	35	76	63
PAT	22	35	71	151	142
PAT Margins (%)	0.26%	0.30%	0.50%	0.93%	1.12%
Other Comprehensive Income	-	-	-	-	-
Total Comprehensive Income	22	35	71	151	142
Diluted EPS (INR)	2.01	3.18	5.27	11.21	9.07

*Includes Other Income **As per IndAs

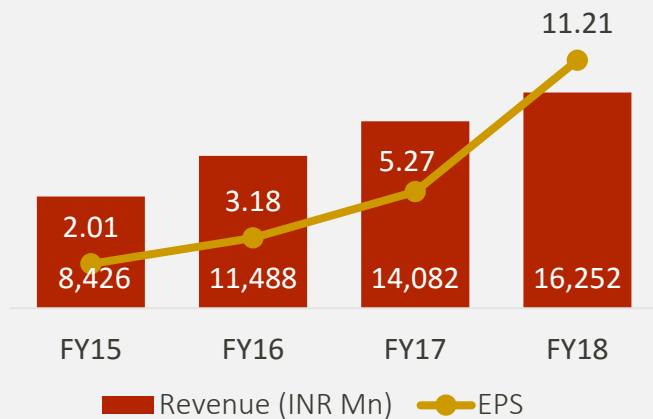
Standalone Balance Sheet (As per IndAs)

PARTICULARS (INR Mn)	FY17	FY18	H1-FY19
EQUITIES & LIABILITIES			
Shareholder Funds			
Share Capital	134	134	134
Other Equity	897	1,031	1,113
Instruments entirely equity in nature (Compulsorily Convertible Debentures)	-	504	504
Non-current Liabilities			
Borrowings, non-current	300	-	-
Deferred Tax Liabilities (Net)	6	13	10
Long-term provisions	4	6	8
Other non-current financial liabilities	-	-	-
Current Liabilities			
Short term Borrowings	1,210	1,207	1,379
Trade Payables	1,201	1,208	1,161
Other current financial liabilities	68	58	57
Other Current Liabilities	100	69	80
Short-term provisions	-	-	1
Current tax liabilities	29	68	119
GRAND TOTAL - EQUITIES & LIABILITES	3,949	4,298	4,566

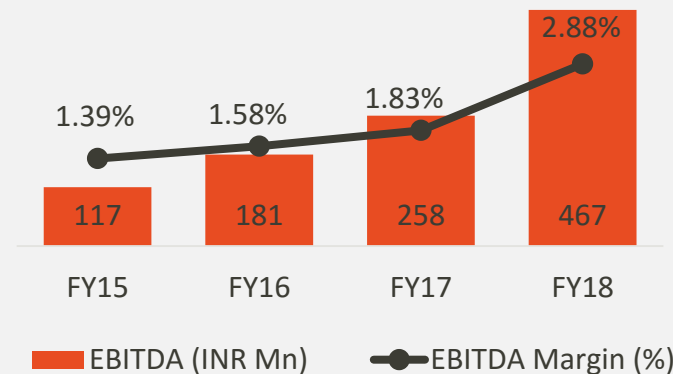
PARTICULARS (INR Mn)	FY17	FY18	H1-FY19
ASSETS			
Non-current Assets			
Property, plant and equipment	370	540	649
Intangible Asset			5
Capital work-in-progress		92	249
Intangible Asset under development	-	6	-
Non-current financial assets			
Non-current investment	47	58	57
Loans, non-current	37	13	13
Other non-current financial assets	27	49	83
Non-current asset classified as held for sale	-	14	-
Current Assets			
Inventories	721	992	858
Trade Receivables	1,953	1,974	1,897
Current Investments	-	5	25
Cash & Cash equivalents	(2)	13	12
Bank balance other than cash and cash equivalents	520	144	164
Loans, current	4	49	43
Other Current financial Assets	7	7	11
Other current assets	265	342	500
GRAND TOTAL – ASSETS	3,949	4,298	4,566

Financial Performance - Standalone

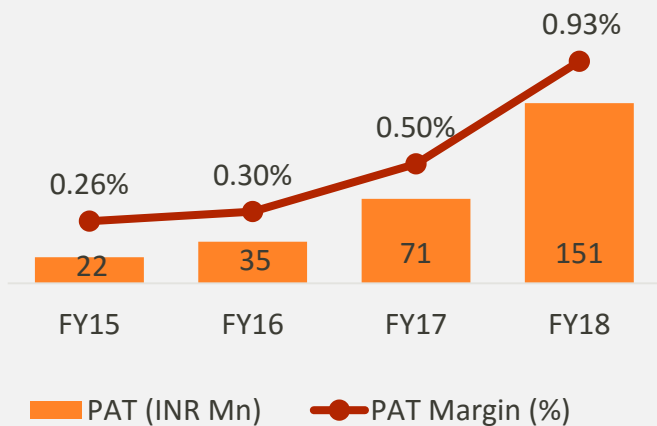
Revenue (INR Mn) and EPS



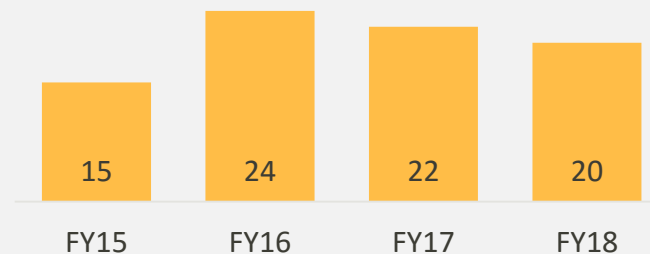
EBITDA (INR Mn) and EBITDA Margins (%)



PAT (INR Mn) and PAT Margins (%)



Net Working Capital Days



Consolidated Income Statement

PARTICULARS (INR Mn)	FY15	FY16	FY17**	FY18**	9M-FY19**
Total Revenue*	9,831	12,711	17,590	20,440	14,928
Total Expenses	9,674	12,415	17,044	19,795	14,310
EBITDA	157	296	546	645	618
EBITDA Margins (%)	1.60%	2.33%	3.10%	3.16%	4.14%
Depreciation	6	8	24	50	83
Finance Cost	80	122	129	191	165
PBT	71	166	393	404	370
Tax	9	17	35	76	63
PAT	62	149	358	328	307
PAT Margins (%)	0.63%	1.17%	2.03%	1.60%	2.06%
Other Comprehensive Income	-	-	-	-	38
Total Comprehensive Income	62	149	358	328	345
Diluted EPS (INR)	5.67	13.70	26.67	24.37	19.59

*Include Other Income **As per IndAs

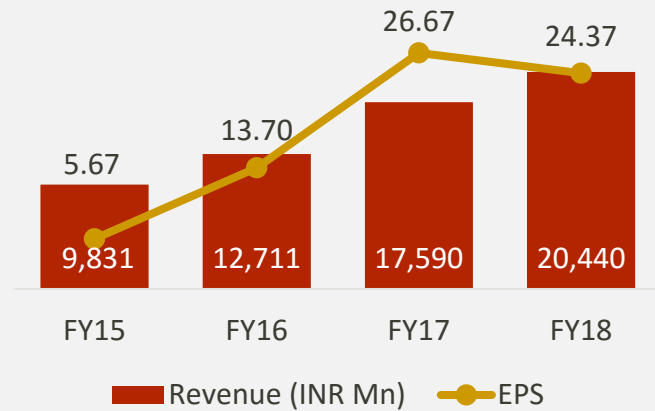
Consolidated Balance Sheet (As per IndAs)

PARTICULARS (INR Mn)	FY17	FY18	H1-FY19
EQUITIES & LIABILITIES			
Shareholder Funds			
Share Capital	134	134	134
Other Equity	1,340	1,655	1,890
Instruments entirely equity in nature (Compulsorily Convertible Debentures)	-	504	504
Non-current Liabilities			
Borrowings, non-current	300	-	-
Deferred Tax Liabilities (Net)	6	13	10
Long-term provisions	4	6	8
Other non-current liabilities	-	-	-
Other non-current financial liabilities	300	-	-
Current Liabilities			
Short term Borrowings	1,210	1,207	1,379
Trade Payables	1,508	1,208	1,192
Other current financial liabilities	70	60	57
Other Current Liabilities	172	82	80
Short-term provisions	2	-	3
Current tax liabilities	29	68	120
GRAND TOTAL - EQUITIES & LIABILITES	5,075	4,937	5,377

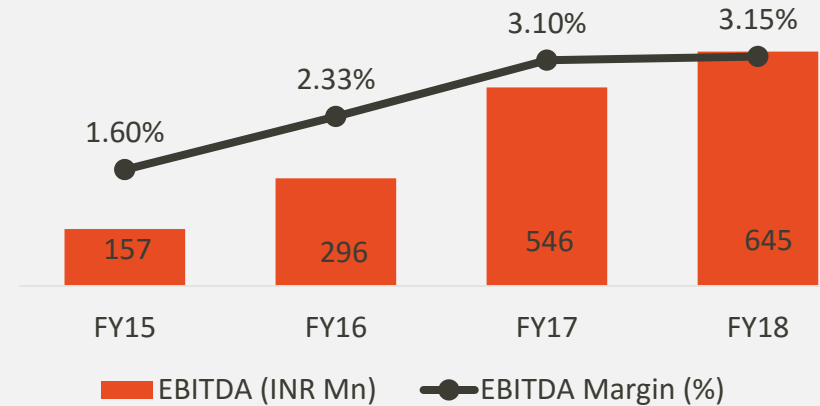
PARTICULARS (INR Mn)	FY17	FY18	H1-FY19
ASSETS			
Non-current Assets			
Property, plant and equipment	400	569	682
Intangible Asset			5
Capital work-in-progress		93	250
Intangible Asset under development	-	6	-
Non-current financial assets			
Non-current investment		11	11
Loans, Non-current	389	19	13
Other non-current financial assets		49	83
Defered tax assets	-	-	-
Other non-current assets	27	-	-
Non-current asset classified as held for sale	-	14	-
Current Assets			
Inventories	721	992	858
Trade Receivables	2,626	2,552	2,626
Current Investments	1	4	25
Cash & Cash equivalents	5	27	48
Bank balance other than cash and cash equivalents	520	144	164
Loans, current	17	81	65
Other Current financial Assets	7	7	11
Current tax asset (net)	-	1	-
Other current assets	362	368	536
GRAND TOTAL – ASSETS	5,075	4,937	5,377

Financial Performance - Consolidated

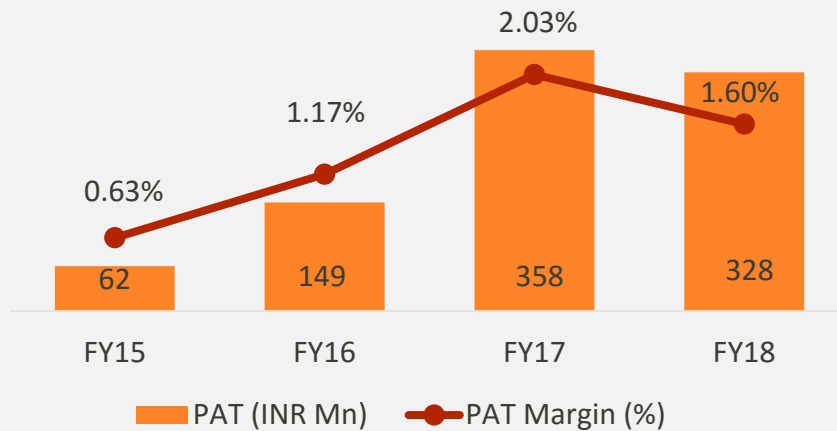
Revenue (INR Mn) and EPS



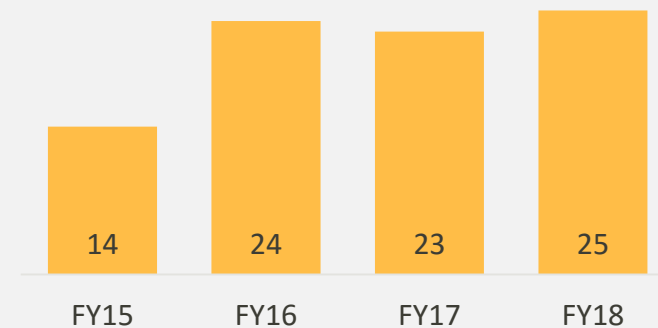
EBITDA (INR Mn) and EBITDA Margins (%)



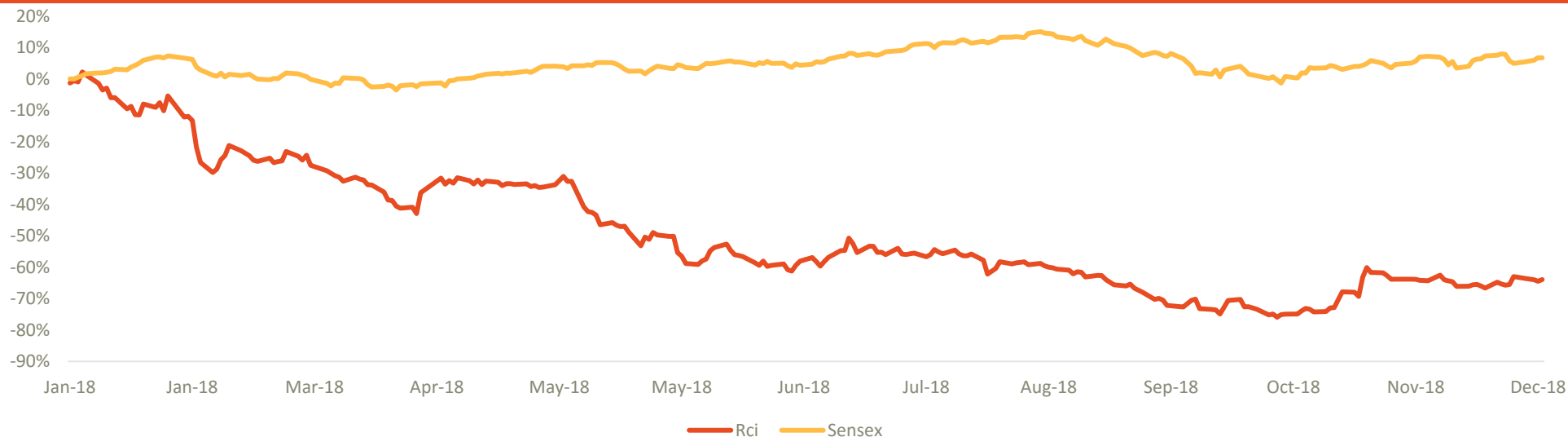
PAT (INR Mn) and PAT Margins (%)



Net Working Capital Days



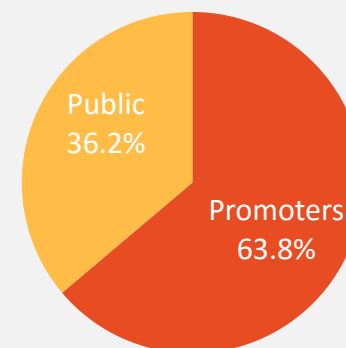
Share Price Data (As on 31st December 2018)



Price Data (As on 31st December 2018)

	INR
Face Value	10.00
Market Price	88.1
52 Week H/L	254.9/57
Market Cap (Mn)	1,183.70
Equity Shares Outstanding (Mn)	13.45
1 Year Avg Trading Volume ('000)	30.47

Shareholding Pattern (As on 31st December 2018)



No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management RCI Industries & Technologies Ltd. which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.



For further information please contact our Investor Relations Representatives:

Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-4903-9500

Email: rci@valoremadvisors.com

THANK YOU