



## RACL Geartech Ltd.

### Corporate Office

B-9, Sector-3, Noida, Uttar Pradesh-201301, INDIA

Phone: +91-120-4588500 Fax: +91-120-4588513

Web: [www.raclgeartech.com](http://www.raclgeartech.com) E-mail: [info@raclegeartech.com](mailto:info@raclegeartech.com)

30th March, 2023

**The Manager- Listing Department  
BSE limited**

25<sup>th</sup> Floor, P. J. Towers  
Dalal Street,  
Mumbai- 400001

**Scrip Code: 520073**

**Subject: Investor Conference Call and Investor Presentation**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, it is hereby informed that the Company conducted an Investor Conference Call on 29<sup>th</sup> March, 2023. The Investor Presentation for the same is annexed herewith. The Audio Recording of the Conference Call has been placed on the Website of the Company at [www.raclgeartech.com](http://www.raclgeartech.com).

This is for your information and record please.

Thanking You,

**For RACL Geartech Limited**

  
**Dev Raj Arya**

**Whole Time Director & CFO**

### Registered Office

15th Floor, Eros Corporate Tower, Nehru Place, New Delhi-110019, INDIA

Phone: +91-11-66155129

CIN: L34300DL1983PLC016136

D-U-N-S Number: 65-013-7086



ISO 9001 - 2015  
ISO 14001 - 2015  
ISO 45001 - 2018  
IATF 16949 - 2016



# **RACL** Geartech Limited

*Putting the world to motion*



# Investor Interaction

Q3 FY 2022-23

# OVERVIEW



## Established

1987

New Delhi

DUNS 65-013-7086



## Business Highlights

FY22 Revenue

**INR 2.75 billion** (USD 37.70 million)

**577** employees



## Product Application

Two Wheelers, Three Wheelers, Passenger Cars, Commercial Trucks, ATV's, Agricultural Equipment, Industrial Gears

**22** Active Customers ; **900+** SKU's



Headquartered in,  
Noida, India



## Company Infrastructure

**2** Manufacturing Locations

**1** Corporate Office

**3** Warehouses in Europe



## Product Range

Transmission gears and shafts, sub- assemblies, Precision machined parts, Chassis Parts and Industrial Gears



## Financial Outlook

**A-** Credit Rating

**BSE** Public Listed Co

**1** Austrian Subsidiary



## Core Competencies

Gear Cutting, Precision Machining, Aluminium Machining, Process R&D & Concurrent engineering, Heat Treatment, sub-assembly, Laser Welding & Laser Cutting, Exports Logistics Handling



## Company Certifications

ISO 9001

ISO 14001

IATF 16949

ISO 45001;2018



## RECENT RECOGNITIONS



This is to certify that RACL Geartech Limited has successfully completed the assessment conducted by Great Place to Work® Institute, India, and is certified as a great workplace.  
Category: Mid-Size Organizations

This certificate is valid from Mar 2023 to Mar 2024.

  
Yeshasvini Ramaswamy  
Chief Executive Officer  
Great Place to Work® Institute, India

### Certificate of Recognition



*The Economic Times recognises*  
**RACL Geartech**  
*as one of the Best Brands 2022*

  
Deepak Lamba  
President - Times Strategic Solution Limited  
CEO - World Wide Media



The background image shows a person's hands holding a tablet. Overlaid on the tablet and the background are several financial data visualizations: a candlestick chart, a line graph with a dotted trend line, a bar chart, two donut charts, and a series of horizontal bars. Some of the data points and labels visible include '61.825 +5.724%', '105.000', '99.522', '70000', '85100', '51800', '10500', and '20100'.

# FINANCIAL PERFORMANCE

QUARTERLY RESULTS (Q3 FY22-23)

## QUARTERLY RESULTS Q<sub>3</sub>FY<sub>22-23</sub>



INR  
100.01 cr



33% 11%  
(YoY) (QoQ)

***SALES***

INR  
26.56 cr



62% 16%  
(YoY) (QoQ)

***EBITDA***

INR  
16.23 cr



81% 23%  
(YoY) (QoQ)

***PBT***

- Exports Sales – 72% ; Domestic Sales – 28%
- Margin – OPM 26.56% ; NPM 11.85%
- Highest Quarterly Sales
- Strong Demand from existing customers
- New capacity additions running at 70% utilisation



# About RACL

Noteworthy Highlights & Informations

# WALK THROUGH THE MEMORY LANE

*Raunaq Automotive Components Limited starts its commercial production with a focus on commercial vehicles aftermarket business.*

## Start of Operations

1989

*Company decides to focus on export markets and decrease its exposure in aftermarket business. Management Restructured for achieving this.*

## Business Restructure

1990-98

2002

## Business starts with domestic OEM's

*Bags orders from Escorts Yamaha in 1991, Escorts Tractors in 1993 and Piaggio Three Wheelers in 1998. Supplies DIN 9 parts directly to OEM's.*

2004

## First Export Order

*Company gets its plant ISO TS 16949 and ISO 9001 certified. Bags first export order from Kubota Tractors, Japan.*

*Company bags order from BRP Rotax, Austria. Company registers a turnover of USD 5 million the same year.*

## First European Order

2005

## USD 10 million turnover

*Company nominated for Vespa Scooters, (Piaggio) as a single supplier for India. Registers sales turnover of USD 10 million the same year.*

2008

*Company bags business for transmission assembly from Husqvarna Motorcycles, a BMW group company.*

## BMW Husqvarna Business

2009

# WALK THROUGH THE MEMORY LANE



Company bags business from worlds largest and most prestigious motorcycle manufacturers in the same year

**KTM & BMW K5x Business**

Bagged order to produce complete subassembly for KTM gearbox.

**KTM Sub Assembly**

For the first time in history of company, the exports sales become more than 50% of total sales. Registers sale turnover of USD 20 million

**Exports Sales Dominates**

Company enters into Passenger Vehicle components. Sets up "OJAS" plant invests around EUR 4 million.

**4Wheeler Product Segment**

2011-13

2015

2019

2010

2014

2017

2021

**Series of Internal Investments**

Company invests around USD 5 million in setting up a inhouse forging plant, power honing technology and advanced robotics. Equipped to produce DIN 6.

**RACL Geartech Ltd**

Changes name to RACL Geartech Limited with a new vision and focus to cater to premium luxury products.

**RACL Geartech GmbH**

Company registers a fully owned subsidiary in Europe. Dedicated office for its European clients



# PRODUCT PORTFOLIO

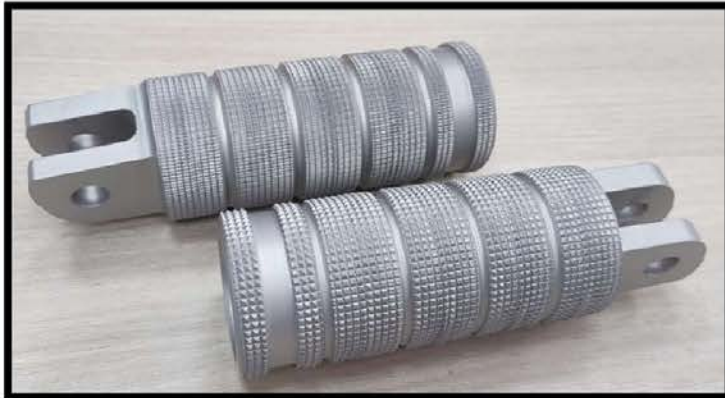
Complex critical safety components & assemblies

**WE DON'T DO JUST GEARS !**

## CHASSIS PARTS



**RAD FLANCH**



**FOOT REST**



**STEERING TUBE**

**WE DON'T DO JUST GEARS !**

**STEERING & AXLE SHAFTS**



**STEERING SHAFT ASSEMBLY**



**AXLE SHAFT**

**WE DON'T DO JUST GEARS !**

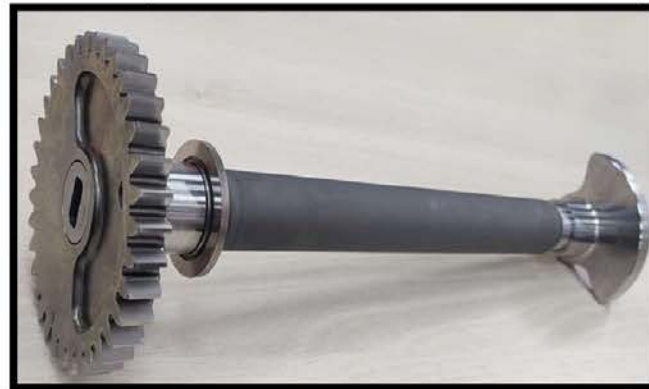
**BALANCER SHAFTS**



**BALANCER SHAFT ASSEMBLY**



**BALANCER SHAFT ASSEMBLY**



**BALANCER SHAFT ASSEMBLY**

**WE DON'T DO JUST GEARS !**

**STARTER MOTOR TORQUE  
LIMITORS**



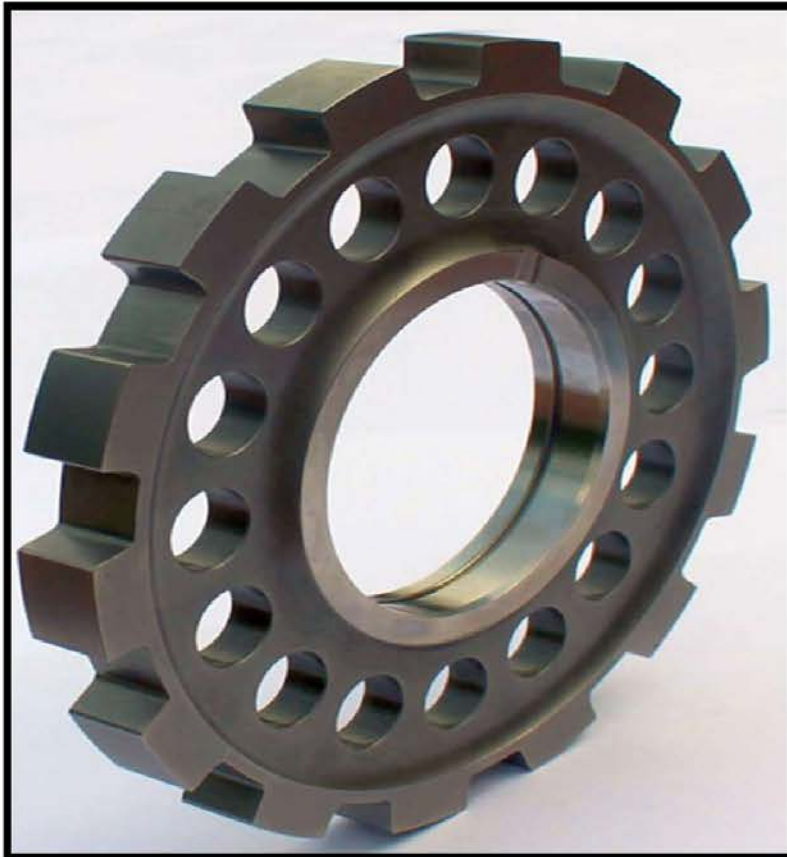
**TORQUE LIMITOR**



**TORQUE LIMITOR**

**WE DON'T DO JUST GEARS !**

**PARK LOCK WHEELS**



**PARKING LOCK GEAR**



**PARKING LOCK GEAR**

## E-MOBILITY PARTS



**OUTPUT SHAFT**



**ROTOR SHAFT**



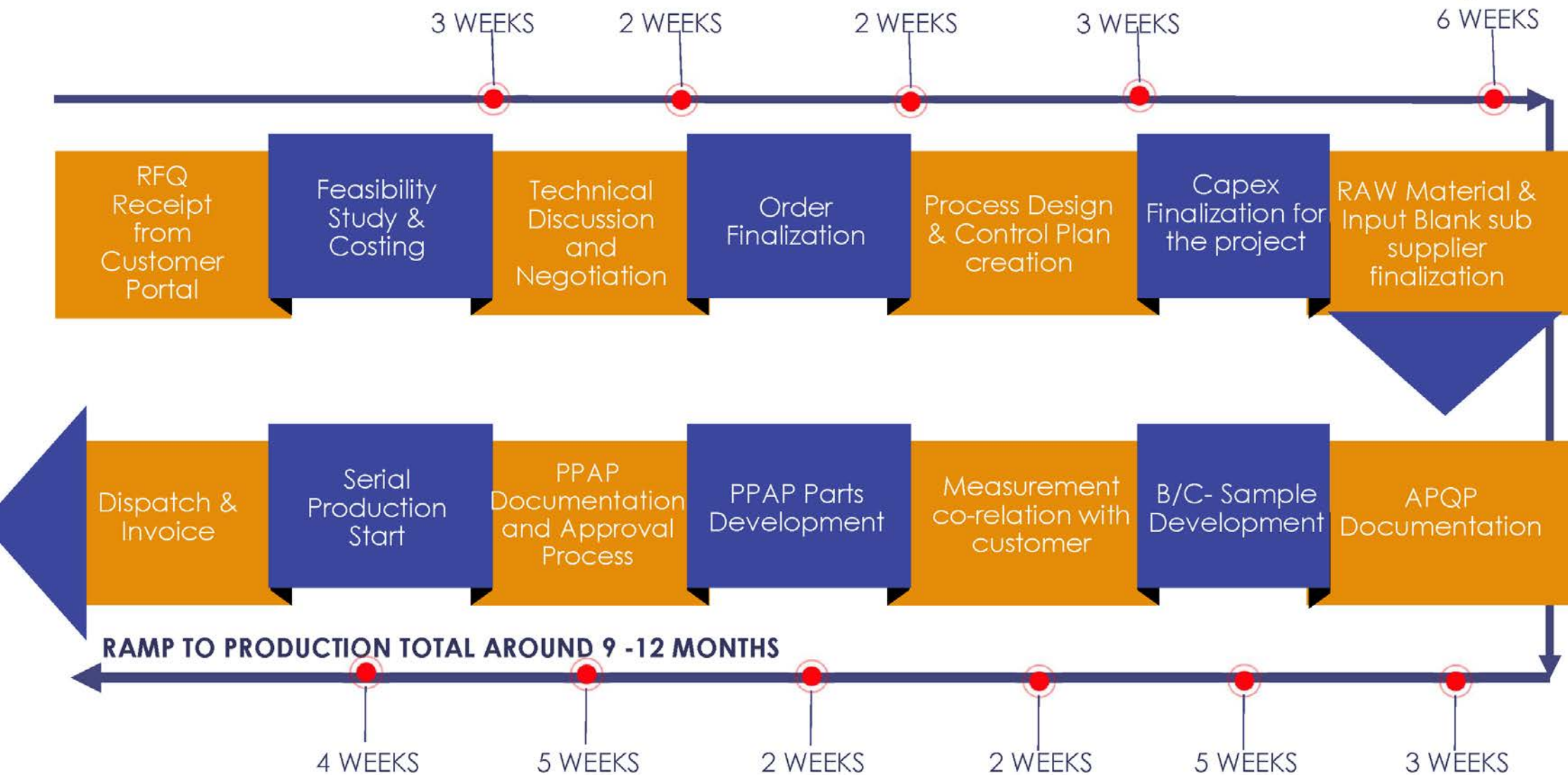
**WHEEL & AXLE ASSEMBLY**

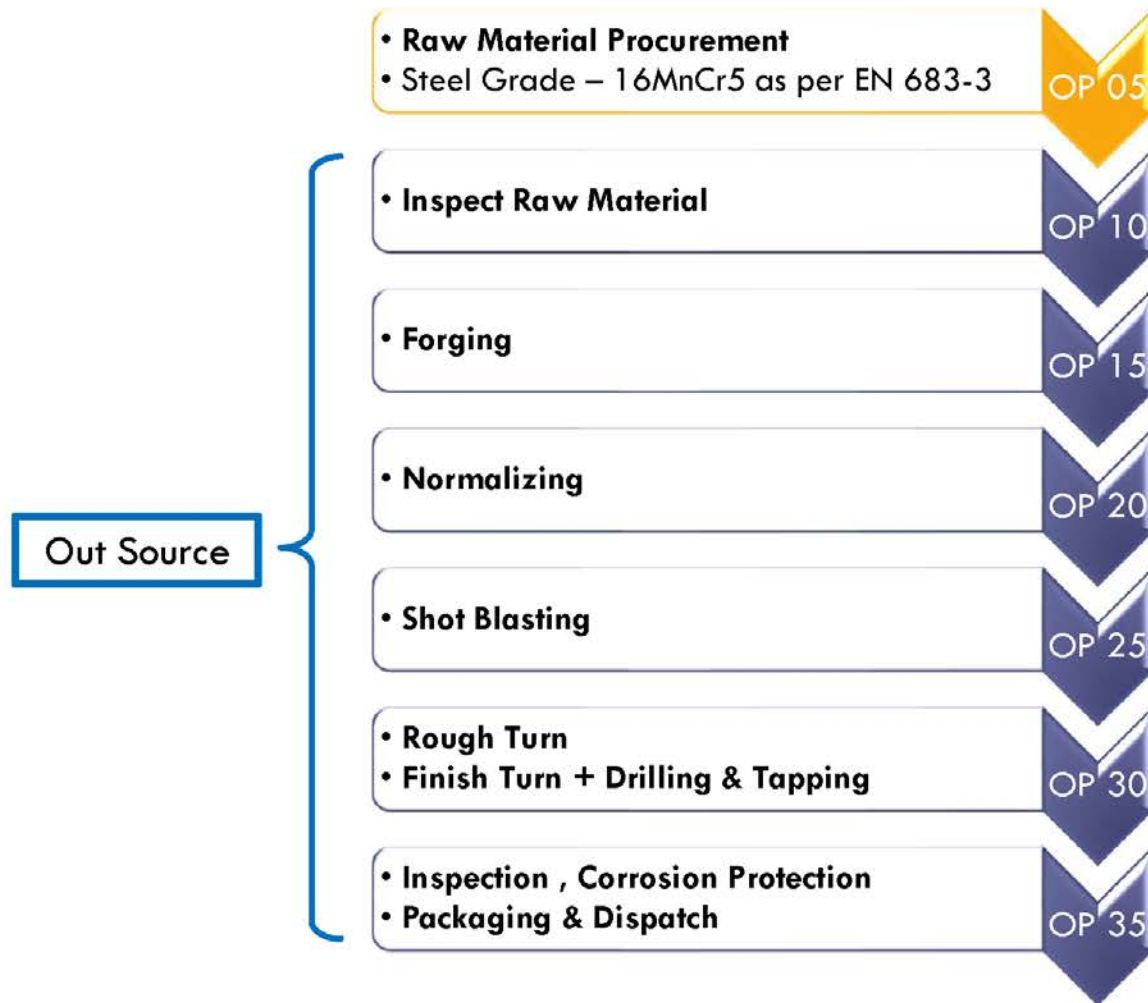


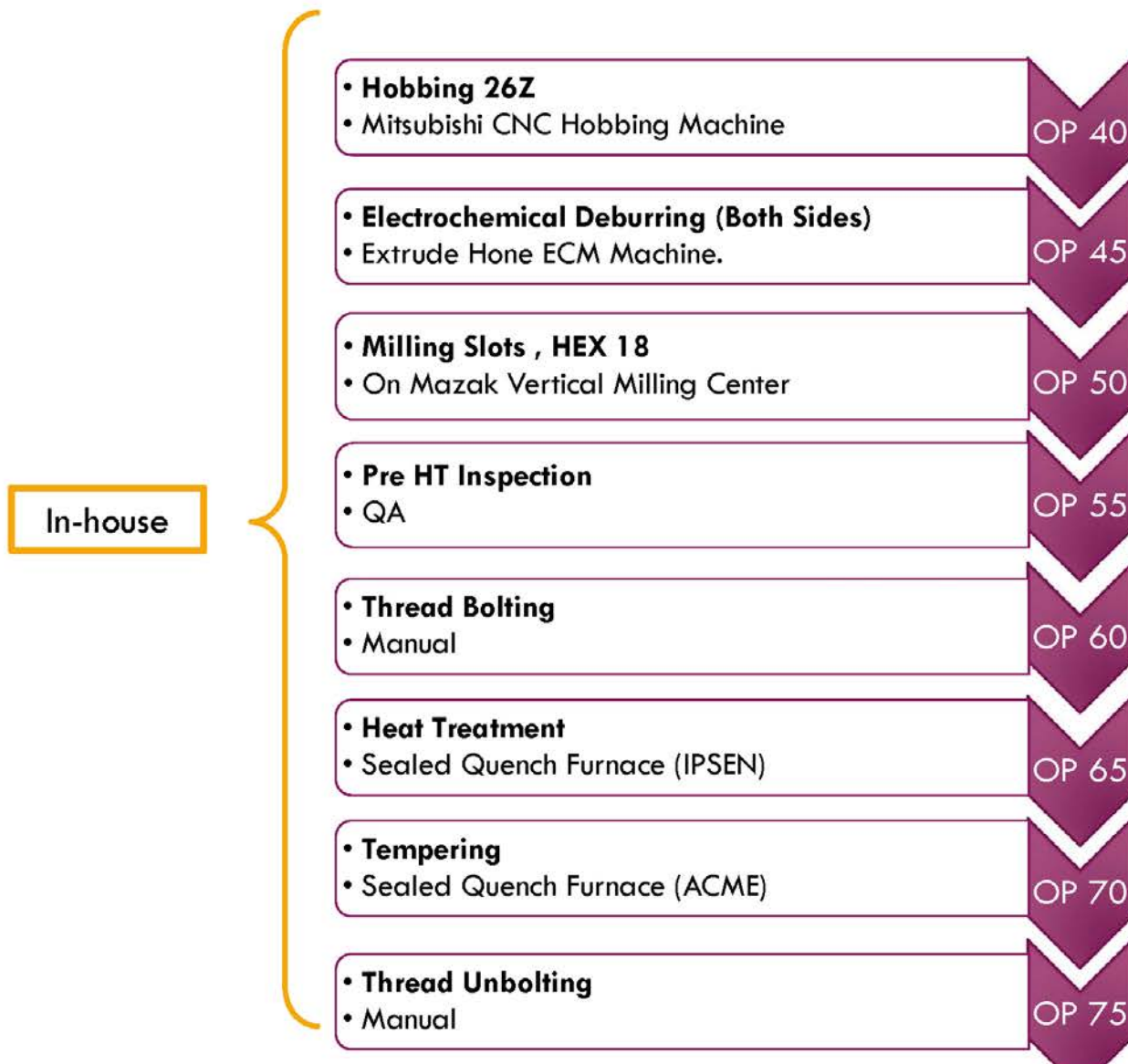
# THE RACL WAY

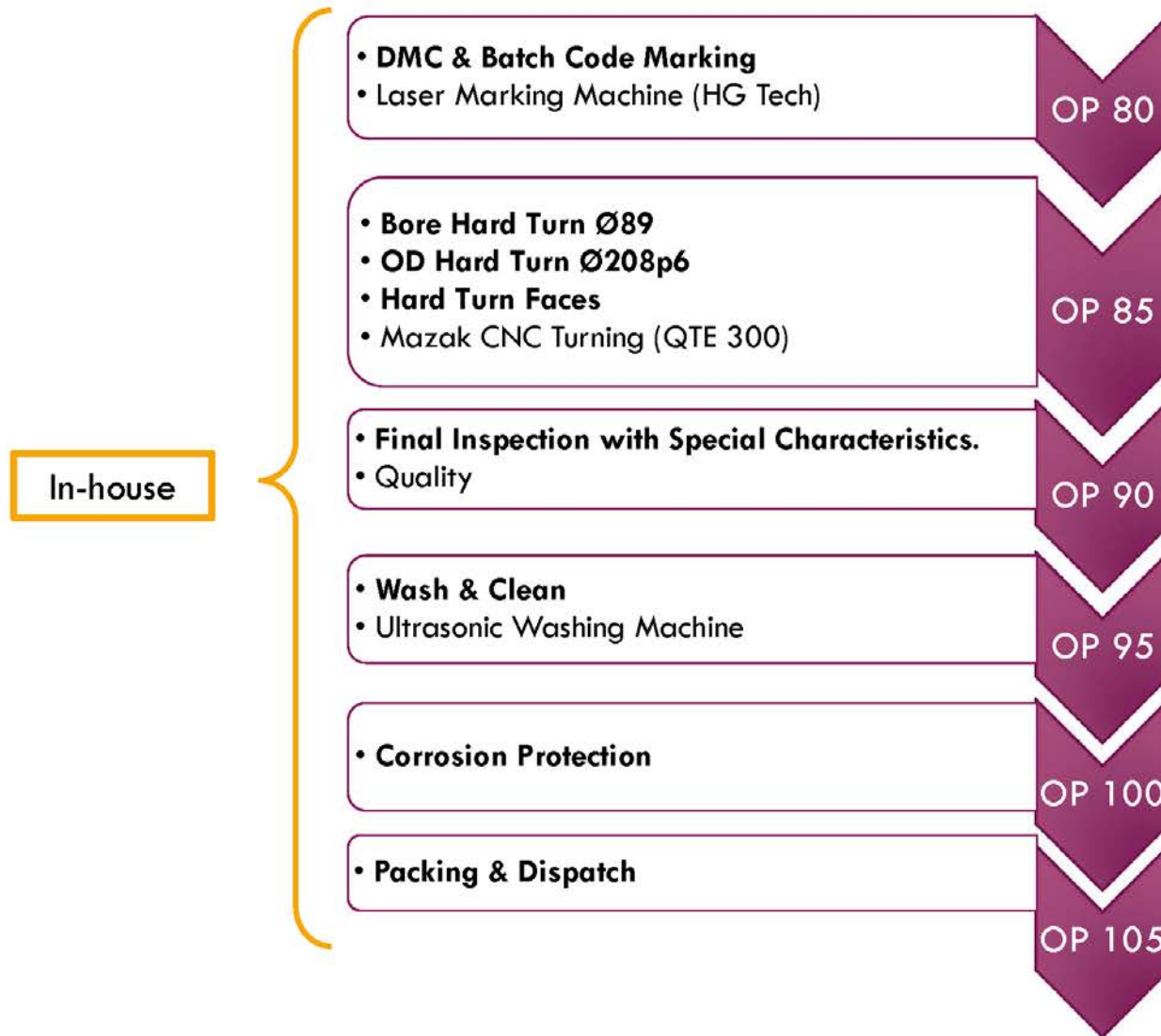
Complexity in operations planning & product development

# BUSINESS ACQUISITION AND DEVELOPMENT PROCESS

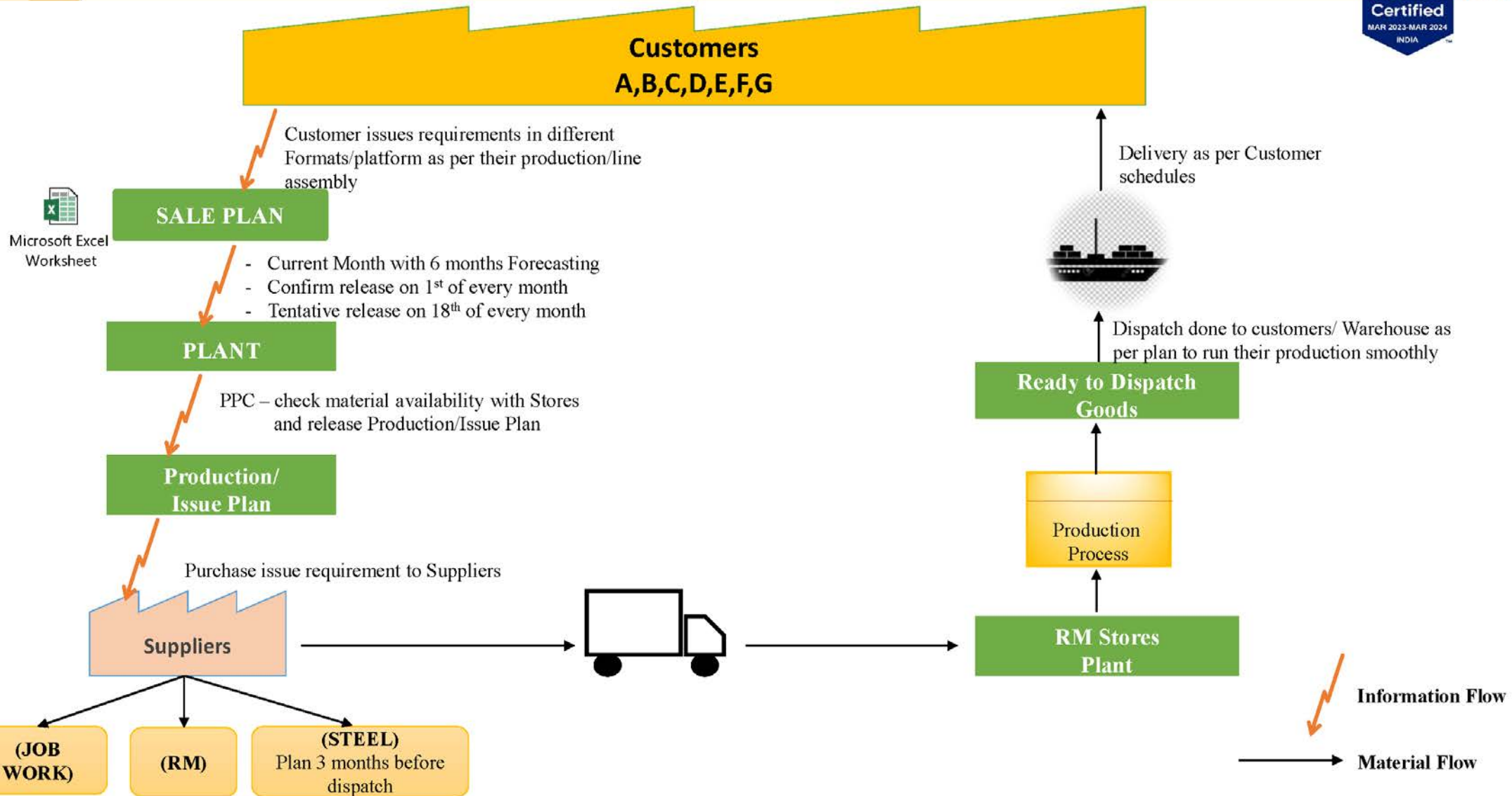








# PLANNING CYCLE

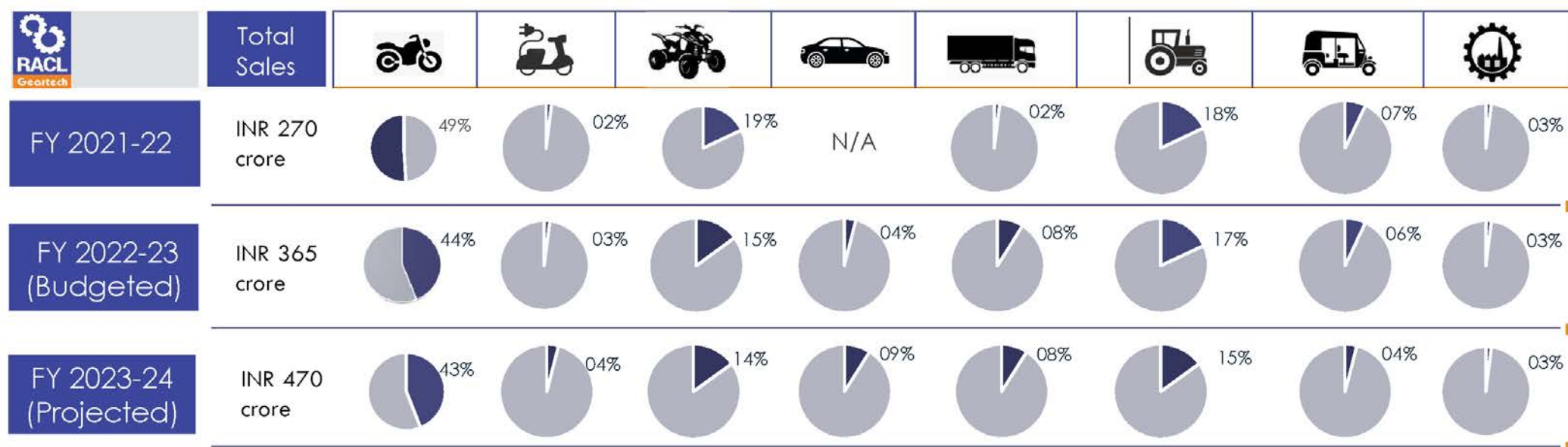




# UPDATES

Future preparations

# CUSTOMER SEGMENTATION



\*This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. 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. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this document 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.

## SHAKTI PLANT – PROGRESS





# SUSTAINABILITY AND CLIMATE CHANGE ACTIONS



## 3-R Initiative



The company has shifted 5% of its electricity consumption to renewable sources of energy through rooftop solar.

In next 5 years, around 50% of electricity will be from non-fossil fuel based sources

By installation of water treatment plant, the company now recycles and reuses water for its captive consumption, thereby saving more than 50,000 ltrs. of water everyday.

Through its CSR initiatives, company is funding education of more than 200 children from underprivileged background and the company aims to increase the number of students to 1000 in next 2 years.

REDUCING OUR CARBON FOOTPRINTS AND YOURS...



THANK YOU!



**RACL Geartech Limited**

Registered Office: 15<sup>th</sup> Floor, Eros Corporate Tower Nehru Place, New Delhi

Corporate Office: B-9 Sector-3, Noida, Uttar Pradesh

Plant 1: A-3 Industrial Area, Gajraula, Amroha

Plant 2: A-62, Sector 63, Noida, Uttar Pradesh

Austria Office: 38, Haufstrasse, 4550, Kremsmünster, Kalsdorf, Upper Austria