

Date: 25-06-2021

**To,
THE MANAGER,
Department of Corporate Services
BSE LTD.,
PHIROZE JEEJEEBHOY TOWERS,
DALAL STREET,
MUMBAI- 400 001**

**Sub: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015 regarding
Corporate presentation**

Ref: Raghav Productivity Enhancers Limited, Scrip Code: 539837

Dear Sir/ Ma'am,

With reference to captioned subject, please find enclosed corporate presentation for 12th Annual General Meeting of the Company.

Kindly take above in your records and oblige

**Yours Faithfully
For Raghav Productivity Enhancers Limited**

**Neha Rathi
(Company Secretary)
M.No.: A38807**

Registered Office:

Office No. 36, 4th Floor, Alankar Plaza, Central Spine, Vidhyadhar Nagar, Jaipur, Rajasthan - 302 023

CIN: L27109RJ2009PLC030511 | **P:** +91 141 2235760 - 61 | **E:** rammingmass@gmail.com | **W:** www.rammingmass.com

12th AGM PRESENTATION

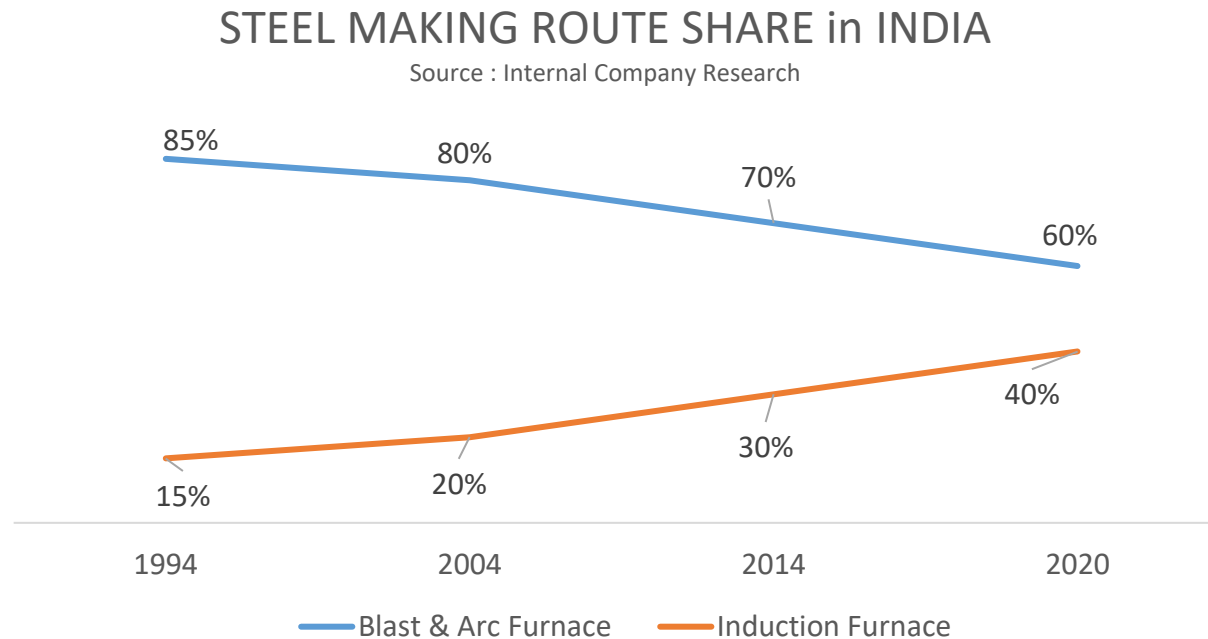
25TH JUNE 2021





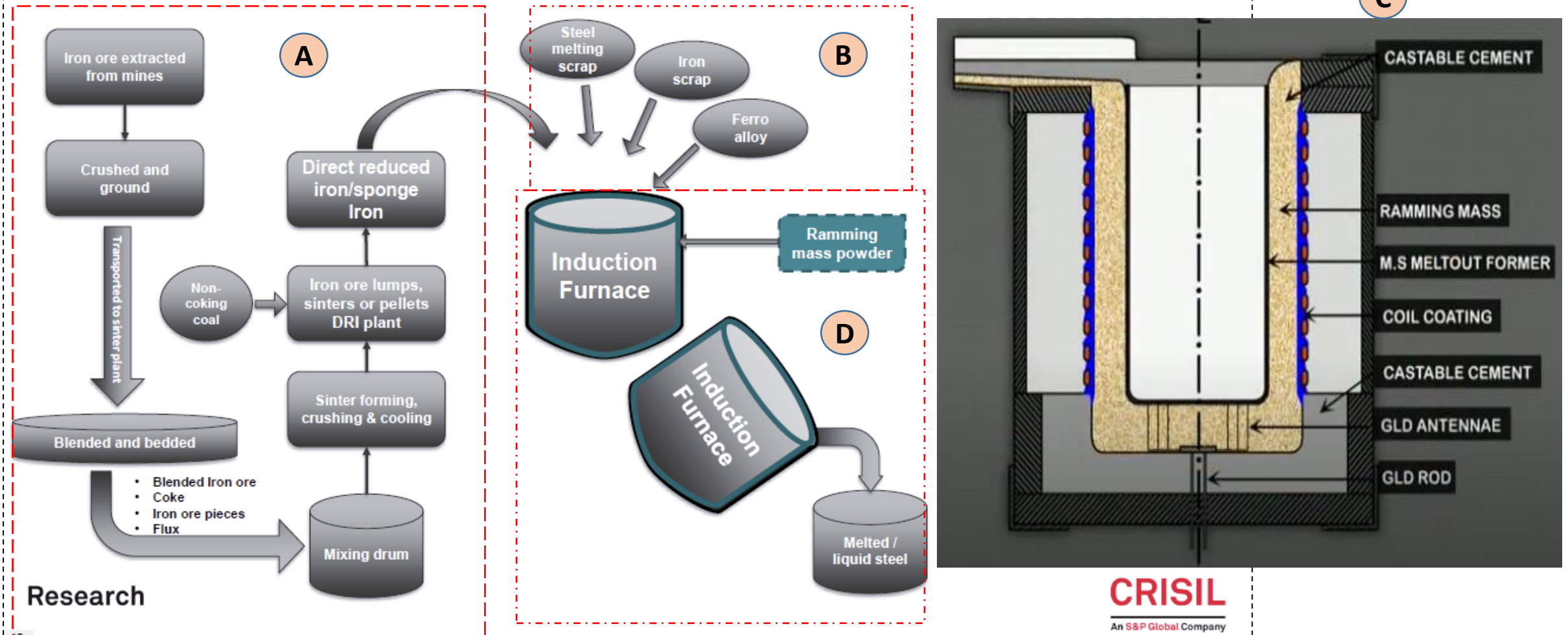
WORLD'S
LARGEST
MANUFACTURER
OF
SILICA
RAMMING MASS

- Silica Ramming Mass/Refractory are consumables for Induction Furnace (IF) based Steel & foundry plants.
- Blast Furnace & Electric Arc Furnace based Steel plants do not need Silica Ramming Mass.
- IF Steel plants majorly operate in Emerging Markets and marginally in developed markets.
- In Emerging Markets, proportion of IF Steel plants has been rising consistently (Chart Below).



INDUCTION FURNACE (IF) ROUTE STEELMAKING

Ramming Mass is an integral part of IF-based steel value chain and...

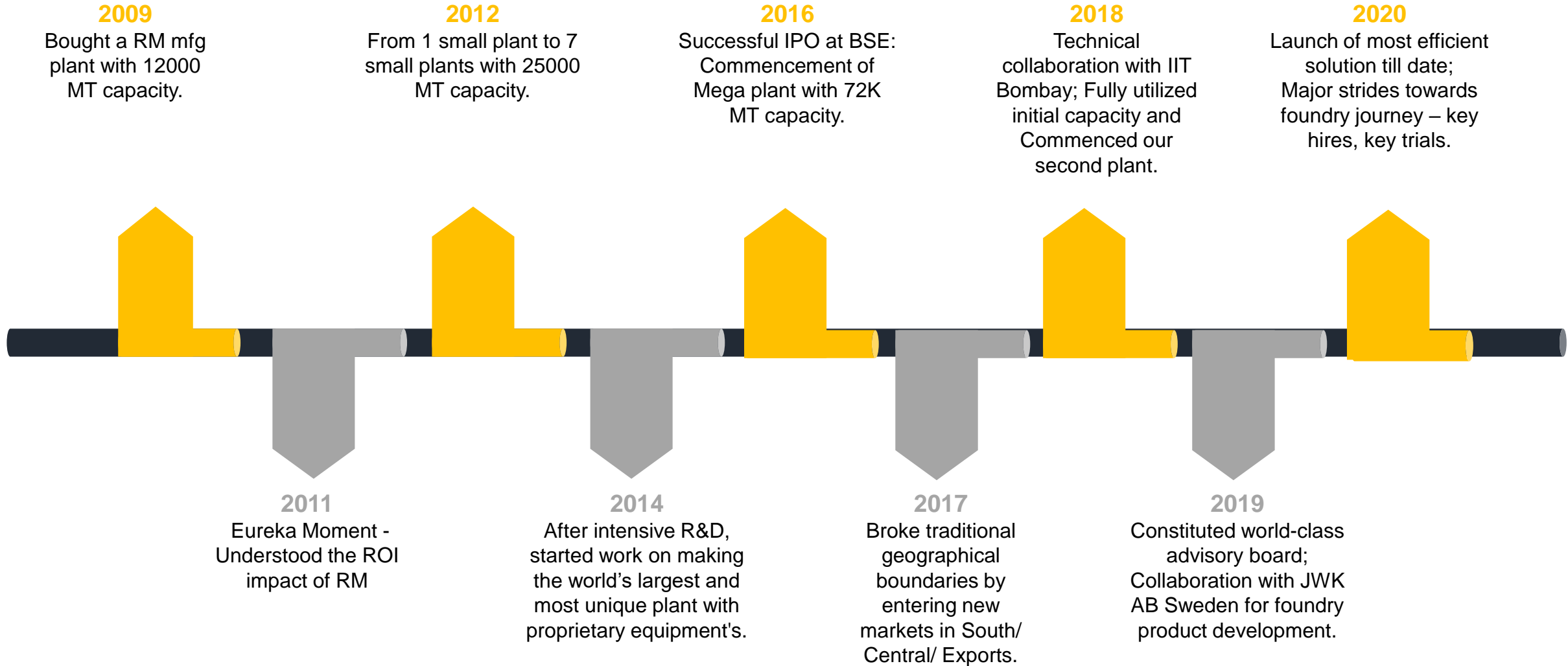


QUARTZ ROCK → RAMMING MASS

- Ramming Mass is a mixture created by mixing of powder & granules prepared from crushing of quartz rock and binding chemicals.
- Quality of Ramming Mass influences the number of heats generated in an Induction Furnace.
- Input for Ramming Mass is Quartz Rock, and Rajasthan has one of the world's best Natural Quartz Rock.
- Purity of Processed Quartz in Ramming Mass determines end-use and Realization/kg.
- Many other industries use Processed Quartz such as glass, ceramics, engineered stone, semi-conductors, optical glass, solar-panels, rubber etc.



Our Journey and positioning



Inevitable Leadership

	Industry	Raghav Productivity Enhancers
Product	Commodity – Ramming Mass	Productivity Enhancement partnership with Customers,
Customization + Innovation	Limited products, no progression	Multiple solutions, launching new products through focus on innovation resulting in value-add across the chain
Process	Fragmented small & manual plants	World's largest, fully automated , versatile single plant
Pricing	Commodity pricing	Premium value-add based pricing model
Trade Terms	Long Receivables cycle (6m +)	Receivable days being lowered every year
R&D and Data	Limited R&D or Data analytics, Promoter driven	R&D leader having own induction furnace, Data driven, tie-up with IIT Bombay , Advisory Board with global domain experts
Logistics and Compliance	Low-value, Low-compliance commodity (radius of 500 km due to transport economics)	National & International leadership– due to fully compliant business providing compelling productivity enhancing solutions
Exports	Not exporting anywhere	Largest exporter from India today to 30 countries across Middle East, South-East Asia & Africa
Wallet share	Less than 50% wallet share in top client	75% wallet share in most top clients
De-risking	High Client concentration	Risk mitigation due to product x customer x geography mix

Steel Business drives Ramming Mass

INDIAN RAMMING MASS INDUSTRY

Indian Steel Production	108 Mn TPA
Steel manufacturing capacity through Induction Furnace Route	44 TPA
Capacity utilization rate	75%
Steel production through Induction Furnace route	33 TPA
Estimated under reported share of unorganized secondary steel market	30 – 35%
Total Estimated steel production through Induction Furnace Route	50 TPA
Average Ramming Mass Consumption	30 KG per Ton
Steel Ramming Mass Market (derived)	1.5 Mn TPA
Estimated Foundry Ramming Mass Market	150K TPA
Total Ramming Mass Market	1.65 Mn TPA
Our Share	10% Approximate

Source: Mott Macdonald research and Company's internal research

Further, our focus is on furnaces higher than 25 MT... In these bigger furnaces our market share would be even higher.

Our Competitive advantages

Data

- We have collected data on various parameters of 100s of plants in Indian and Abroad
- Using this data we provide custom made solutions to each of our customer

Patent-pending Unique process / Largest plant in the world

- Fully automated
- Large scale production leading to economies of scale

Proprietary equipments used in the process

- Not only is our process used unique – certain equipment used in the process are completely proprietary
- JIT based customized manufacturing setup

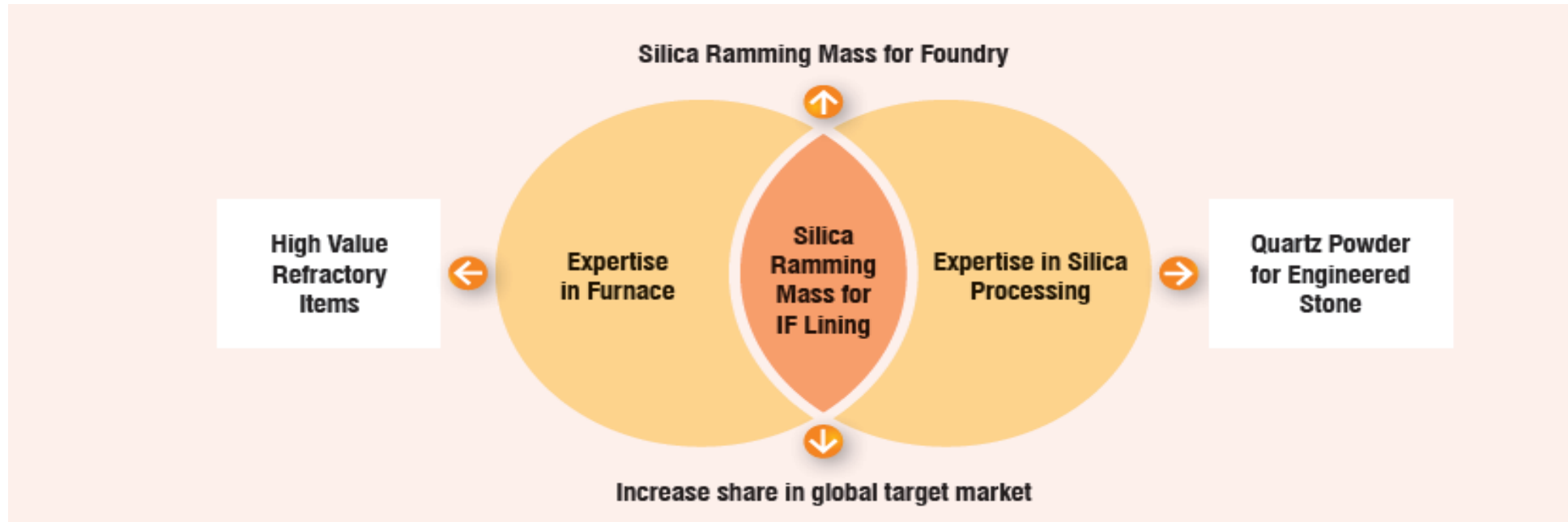
Focus on R&D and our ability to continuously improve

- We have continuously improved on both our solution and the process in the last 5 years
- Collaboration with IIT / Advisory board / tie up with Jan Kjellberg

Other advantages

- Access to one of the best quality Raw material in the world
- Our sales force is trained to sell a solution and not a product

RPEL's core competence, focus and target segment



Near to medium term goals of the company:

- To sustain and improve upon our Q4 FY2021 performance.
- Increase market share in lower-penetrated Indian markets and the export market.
- Increase the share of value-added variants of Ramming Mass in its overall sales.
- Develop significant presence in the foundry market.
- Use our expertise in furnaces to develop and supply multiple refractory products for IF based Steel Plants.
- Use our expertise in Quartz (Silica) processing to develop products for multiple end user industries (processed silica is used in 38 different industries)

Moving up the value chain

Value Added variants of Ramming Mass developed by the company, as a result of its R&D efforts, are aimed to provide massive monetary and productivity benefits to customers

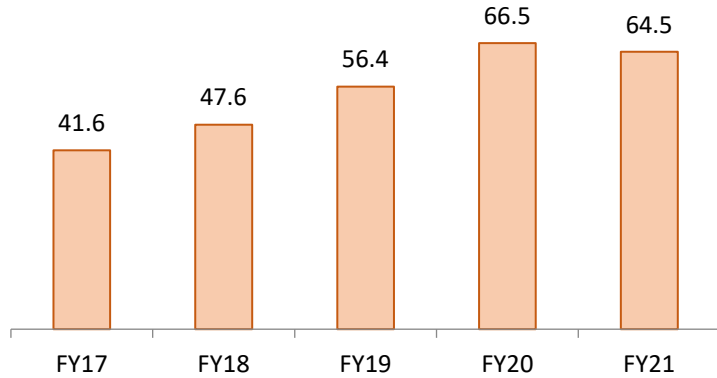
- Increase the sustainability of ramming mass in Induction Furnace (IF), as it can take higher number of heating cycles
- Improve plant's overall performance with lower oxidization during operations and hence operational life of IF increases, also reduces repair and maintenance cost of furnace.
- **Allow steel production with lower percentage of expensive scrap / pig iron in total raw material mix, drastically reducing overall material cost for steel plants.**
- Improve productivity of IF as lining replacement frequency reduces hence, availability of IF time is higher.
- Reduces the peak electrical load as number of start-ups are less compare to conventional ramming mass, thereby saving power cost for customers.

Capacity Expansion imperative

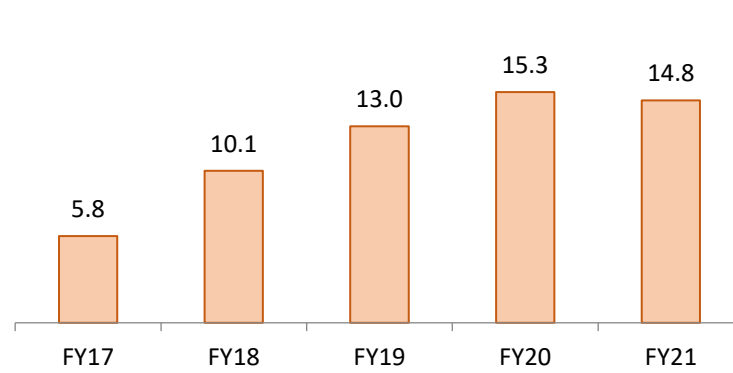
- Installed Capacity – 1.80 Lakh MTPA ; Optimum Running Capacity : 1.65 Lakh MTPA.
- Current Optimum capacity utilization run rate is 90%.
- Lead time for New Plant 18 months.
- Certain innovations in Silica processing planned in the new plant, breakthrough by our R&D Team.
- These innovations will allow production of a much higher quality of Ramming Mass.
- Capex for New Plant : Approx. INR45 cr.
- Broad Funding Plan : Internal Accruals Rs. 21 cr + Equity infusion Rs.14 cr + Term Debt Rs.10 cr.
- Term Debt sanctioned by HDFC Bank (Current Primary Banker).

Operational data

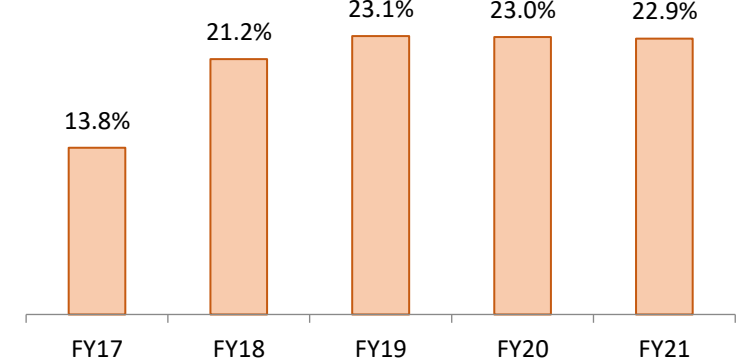
Revenue (Rs. Crs)



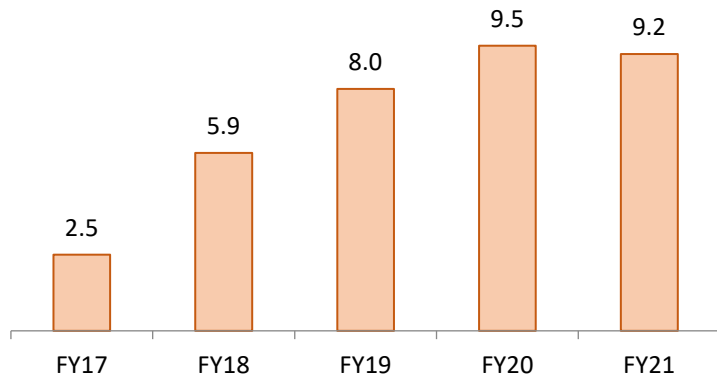
EBITDA (Rs. Crs)



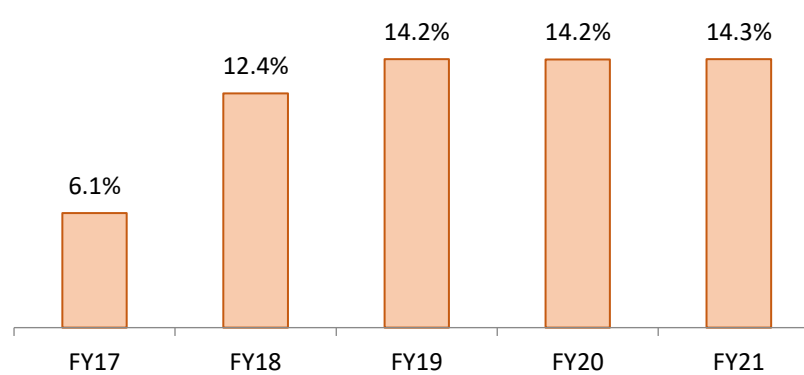
EBITDA%



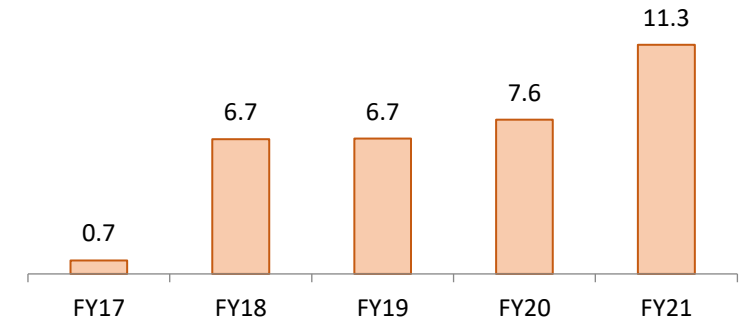
PAT (Rs. Crs)



PAT%

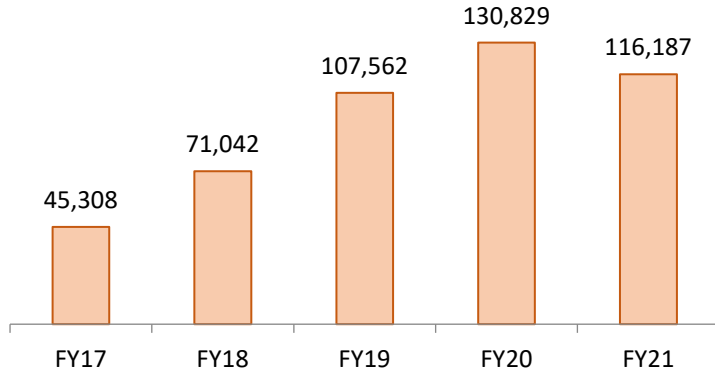


Cash Flow from Operations (Rs. Crs)

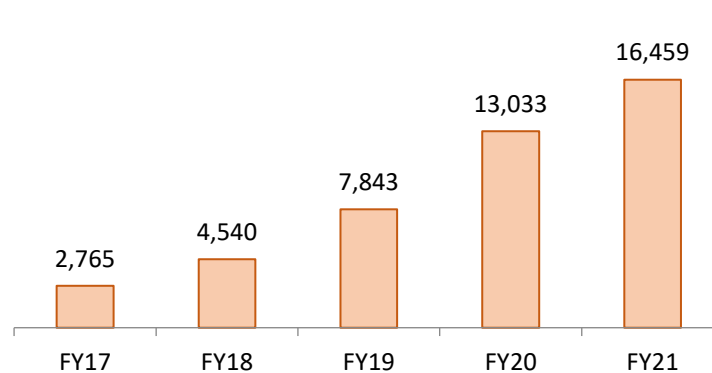


Operational data

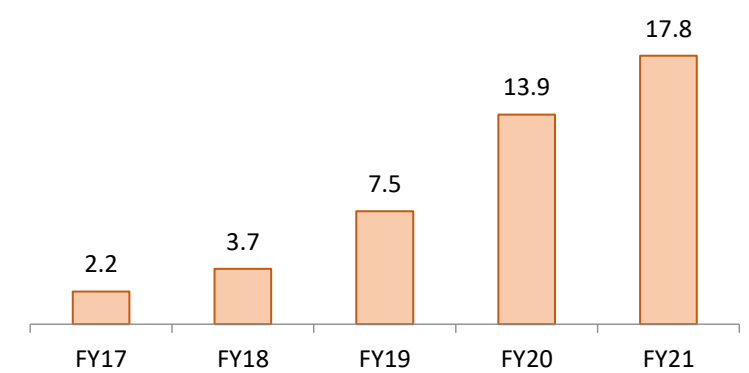
Sales Volume (MT)



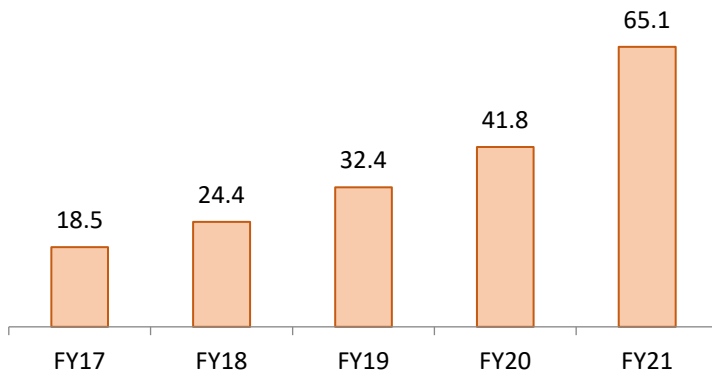
Export volume (MT)



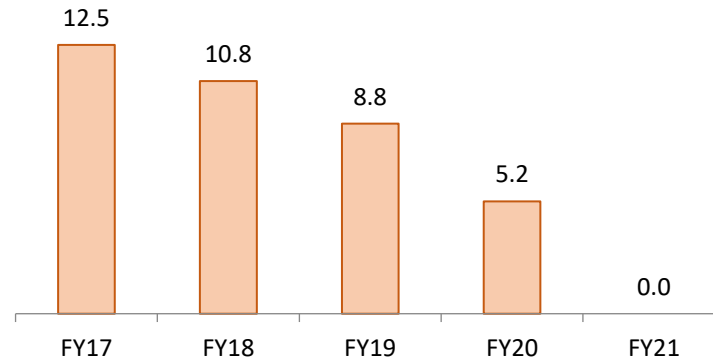
Export Sales (Rs. Crs)



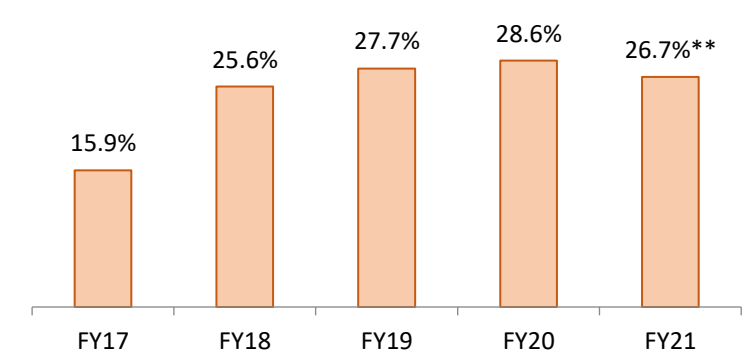
Net Worth (Rs. Crs)



Gross Debt (Rs. Crs)



ROCE%*



* Calculated on closing FY Capital Employed
** Core ROCE (adjusted for capital employed towards new project)

THANK YOU