

14<sup>th</sup> May, 2024

Corporate Relationship Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001

**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C-1,  
Block G, Bandra – Kurla Complex,  
Bandra (East), Mumbai – 400 051

**Script Code: 522281**

**Symbol: RAMRAT**

**Sub.: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “Listing Regulations”)**

Dear Sir/Madam,

In Compliance with Regulation 30 of the Listing Regulations, we enclose herewith the Investor Presentation on the Business operations and Financial performance of the Company for the quarter and financial year ended on 31<sup>st</sup> March, 2024.

In compliance with Regulation 46 of Listing Regulations, the presentation is being hosted on the website of the Company at [www.rsshramik.com](http://www.rsshramik.com).

You are requested to take note of the above.

Thanking you,

Yours faithfully,

**For Ram Ratna Wires Limited**

**Saurabh Gupta**  
**Company Secretary & Compliance Officer**  
**M. No.: A53006**

Encl: as above

# Ram Ratna Wires Limited

Investor Presentation  
May' 2024



The views expressed here may contain information derived from publicly available sources that have not been independently verified.

Some of the statements made in this presentation are forward-looking statements and are based on the current beliefs, assumptions, expectations, estimates, objectives and projections of the directors and management of Ram Ratna Wires Limited about its business, the industry and markets in which it operates.

These forward-looking statements include, without limitation, statements relating to revenues and earnings. The words “believe”, “anticipate”, “expect”, “estimate”, “intend”, “project” and similar expressions are also intended to identify forward looking statements.

These statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond the control of the Company and are difficult to predict.

Consequently, actual results could differ materially from those expressed or forecast in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, changes in the regulatory environment and other business and operational risks. Ram Ratna Wires Limited does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.



## Growth in Energy sector

*Continued initiatives to add power capacity in response to higher peak demand*



## Growing EV segment in Automotive sector

**Import Substitute:** *Supply of EV-grade winding wire for various motors & allied products to manufacturers*



## Consumer Electronics & Appliances

*A Multi-billion dollar industry with highly penetrated products among a wide range of technical and emerging smart appliances*



## Industrial & Infrastructural developments

*Promising & positive indicators for industrial and infrastructure development with GOI's "Make in India" plan support*



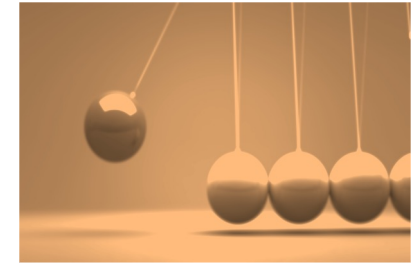
**Leading**  
manufacturer of Winding  
Wire in South Asia



**India's Only manufacturer**

**Offering widest range**  
of enamelled wires  
(0.016 mm – 5.000 mm)

***Fine & Ultra Fine Self Solderable***



**Proven track record**

Revenue & PAT growing at  
CAGR (4 years) of 17.2% &  
39.0% respectively




# Financial Highlights Q4 & FY' 2024


## Delivering best-ever performance

### Production

FY 2023-24: **33,938 MT**

 10.4%

Q4 FY'24: **8,970 MT**

 10.4% QoQ  
7.9% YoY


### Revenue

Revenue from Operations

FY 2023-24: **2,615.1 Crores**

 12.3%

Q4 FY'24: **674.9 Crores**


 8.9% QoQ  
5.1% YoY

### PAT

FY 2023-24: **50.4 Crores**

 17.5%

Q4 FY'24: **15.6 Crores**

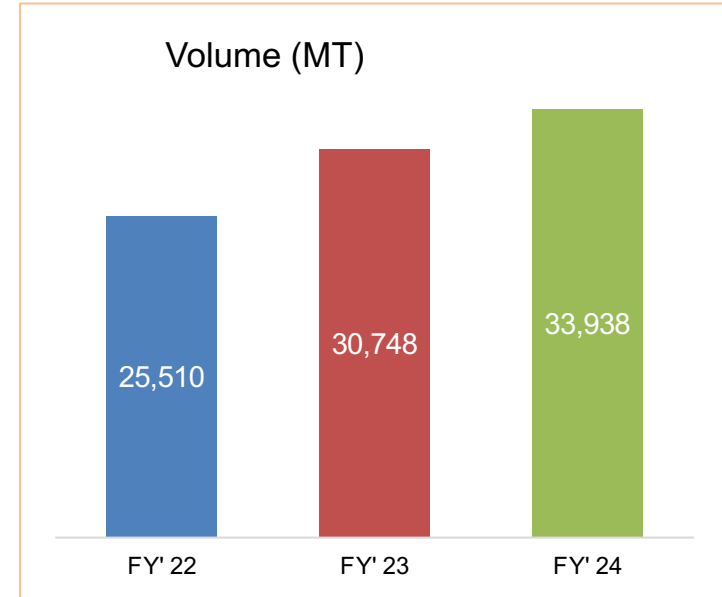
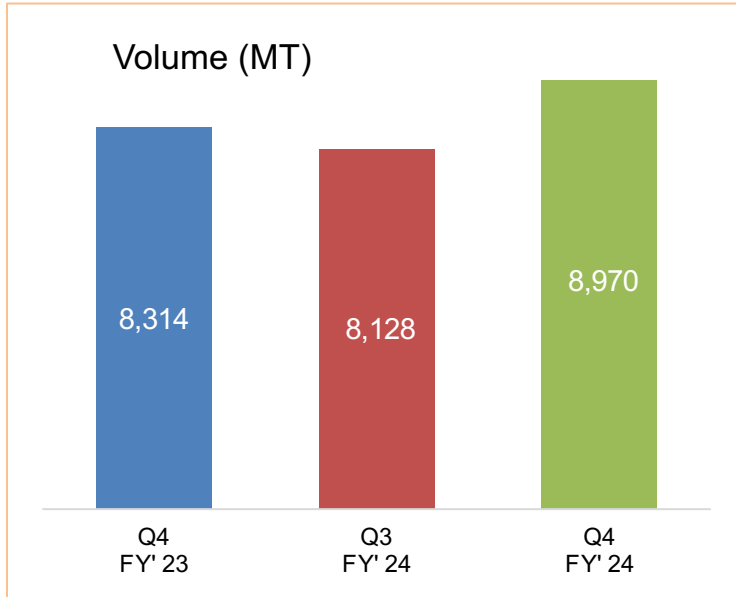
 33.2% QoQ  
12.8% YoY

# Continued strong volume momentum

## Quarterly

*Production in MT*

## Yearly



QoQ



10.4%

YoY

7.9%

YoY



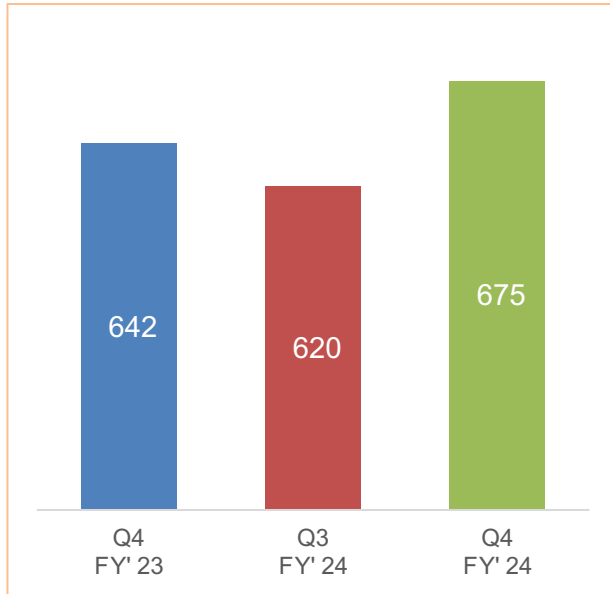
10.4%



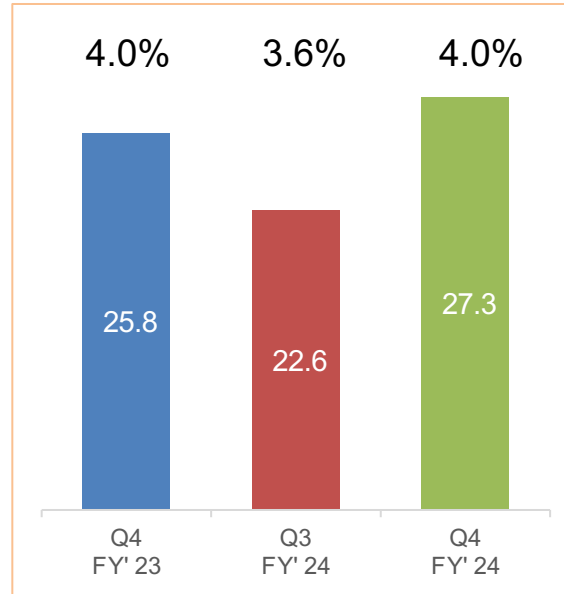
# Deep focus on operations leading to improved profitability

INR in Crores

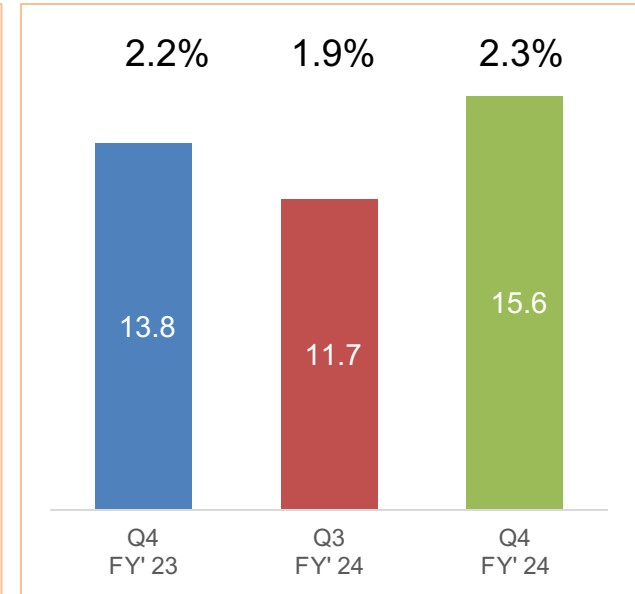
### Revenue from Operations



### EBITDA/EBITDA Margin



### PAT/PAT Margin

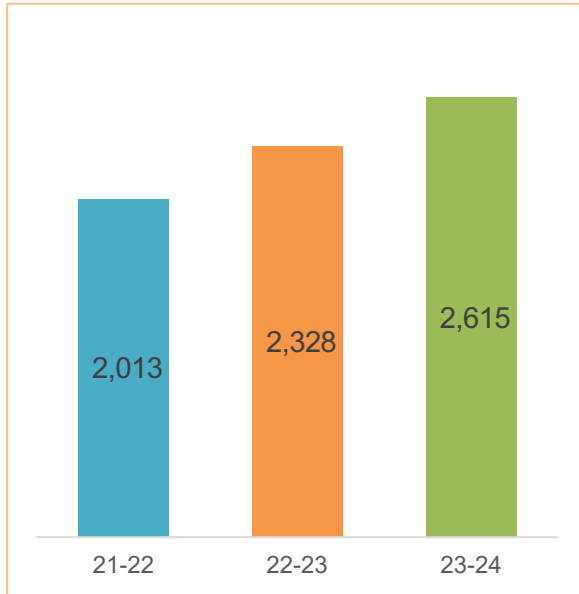


- Operational efficiency resulting into revenue growth & margins improvement
- Revenue grew by 8.9% on QoQ & 5.1% on YoY basis
- EBITDA grew by 21.1% on QoQ & 5.9% on YoY basis
- PAT grew by 33.2% on QoQ & 12.8% on YoY basis

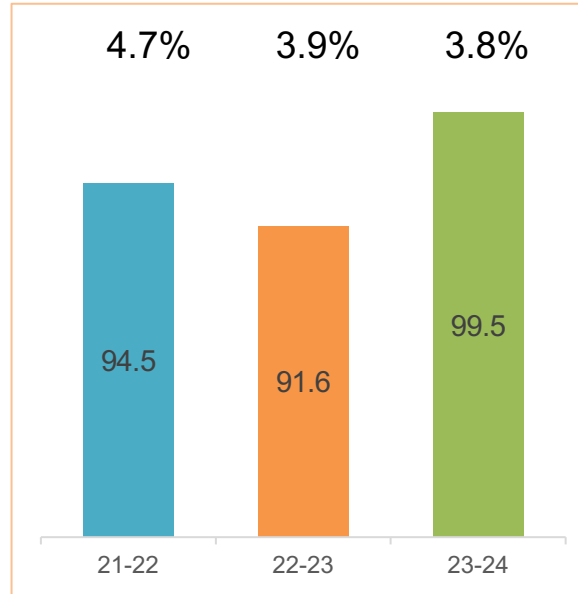
# FY'24: Year of ever highest revenue & profitability

INR in Crores

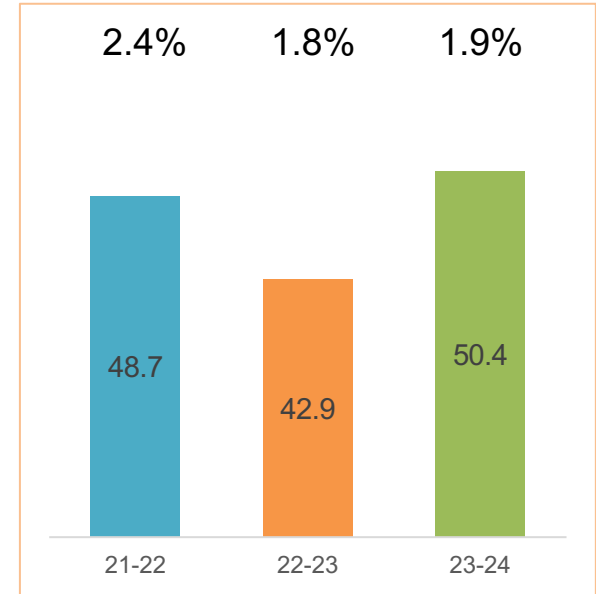
### Revenue from Operations



### EBITDA/EBITDA Margin



### PAT/PAT Margin



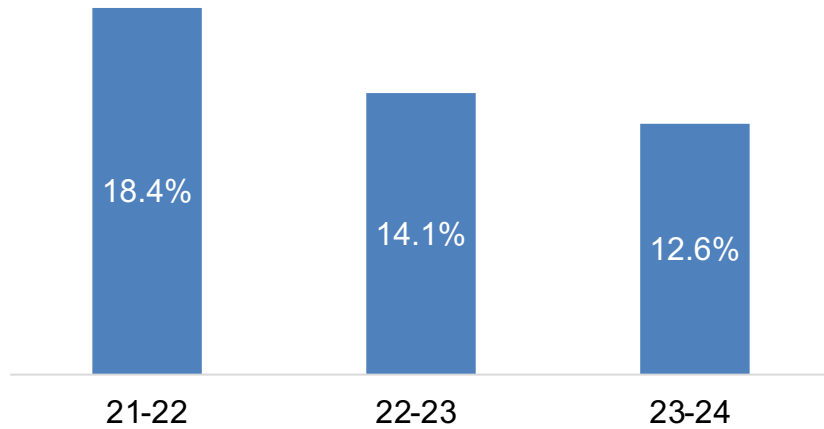
- Delivered consistent revenue growth backed by healthy volume
- Revenue up by 12.3%
- EBITDA & PAT grew by 8.7% & 17.5% respectively

# Summarized financial position

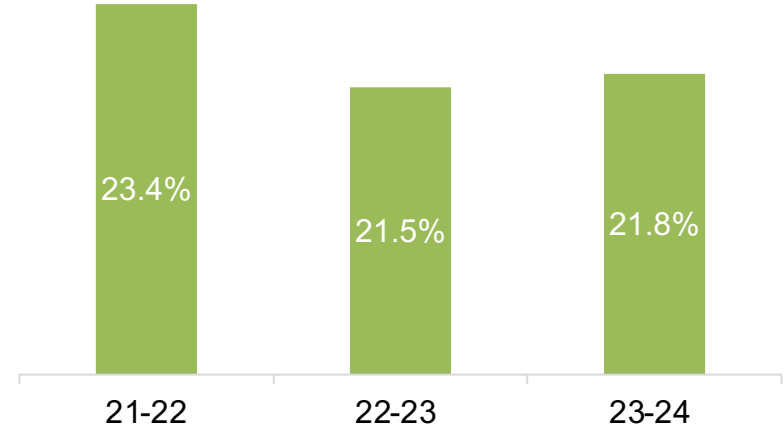
Particulars	22-23	23-24
<b>Assets:</b>		
Fixed Assets (Incl. CWIP)	109.08	150.46
Investments	95.71	74.18
Other Long Term Assets	20.64	55.19
Inventories	142.94	159.54
Receivables	305.84	260.56
Other Current Assets	44.54	80.75
<b>Total Assets</b>	<b>718.75</b>	<b>780.68</b>
<b>Liabilities:</b>		
Shareholders' Fund	304.07	401.04
Other long term liabilities	19.92	11.24
Borrowings	191.39	107.41
Current Liabilities	17.76	23.10
Trade Payables	185.61	237.89
<b>Total Liabilities</b>	<b>718.75</b>	<b>780.68</b>

# Strong financial indicators

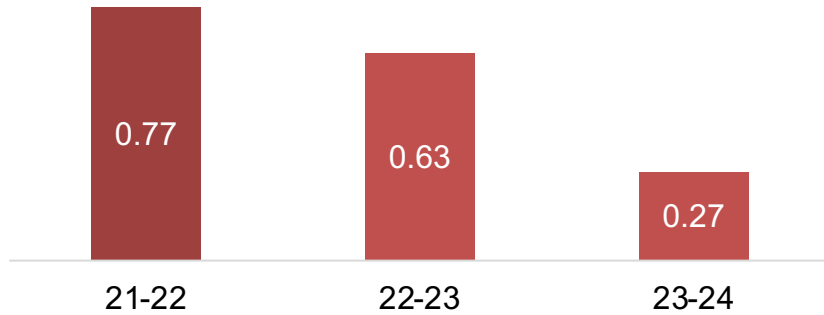
### RoE \$



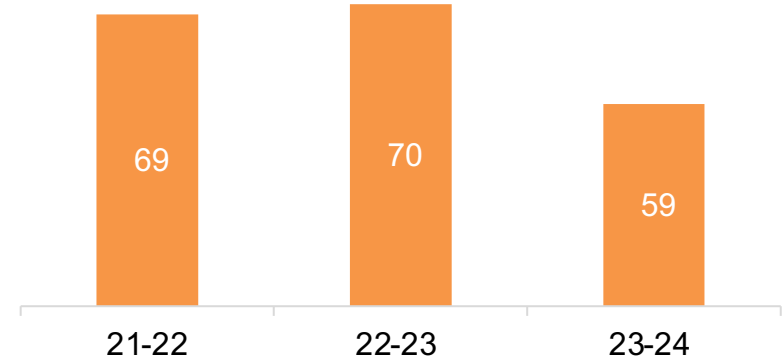
### RoCE #



### Debt/ Equity Ratio



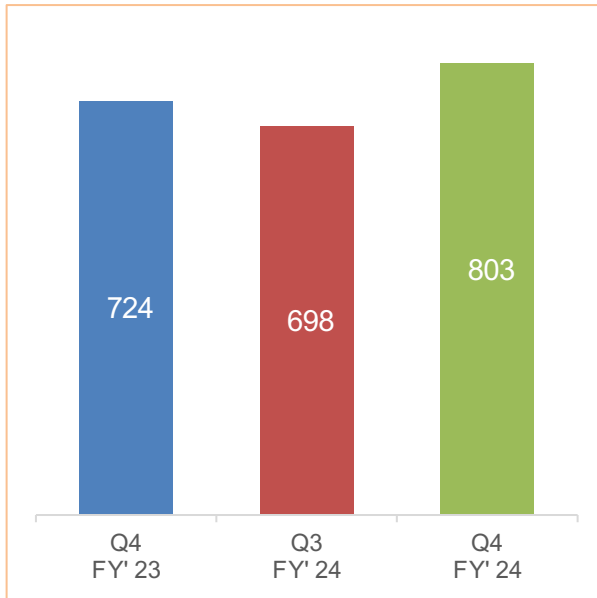
### Cash conversion cycle(Days)



\$ RoE( Return on Equity)= Profit after tax / Shareholders' fund

# RoCE( Return on Capital Employed)= Profit before interest & tax / Closing capital employed

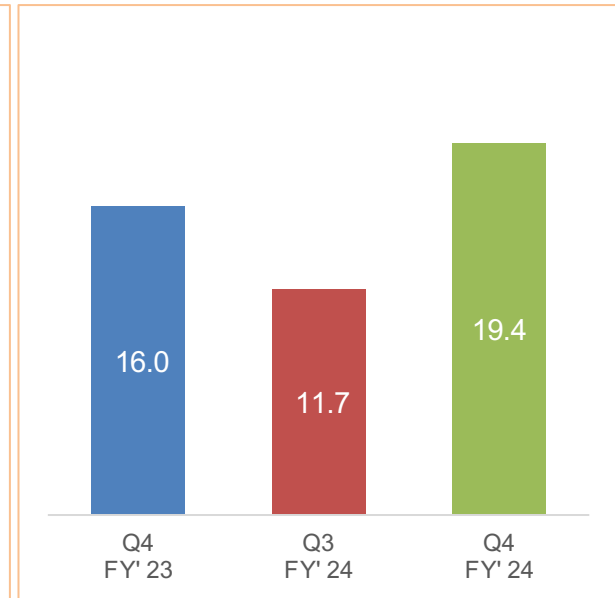
## Revenue from Operations



## EBITDA



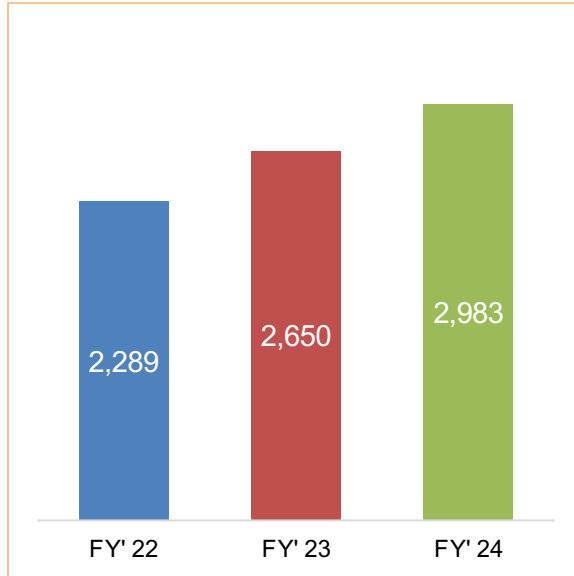
## PAT



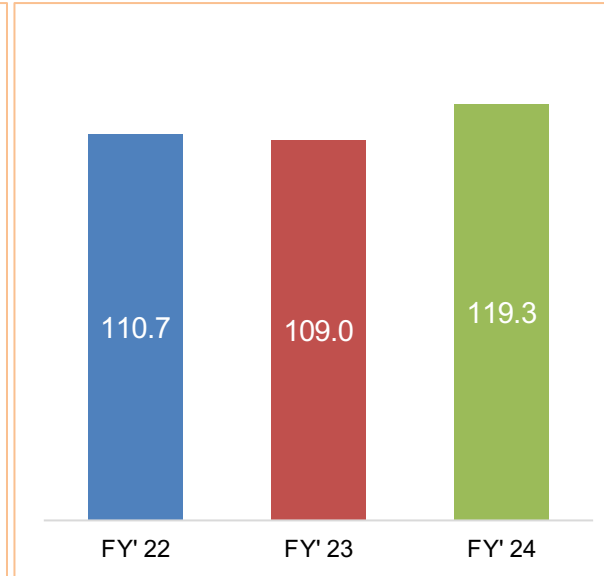
- Our investments in subsidiaries in scaling mode & started adding to topline numbers (particularly EPAVO business)
- Revenue up by 15.0% QoQ & 10.9% YoY.
- EBITDA up by 42.0% QoQ & 14.2% YoY.
- PAT up by 65.6% QoQ & 20.6% YoY.

# Consolidated Result

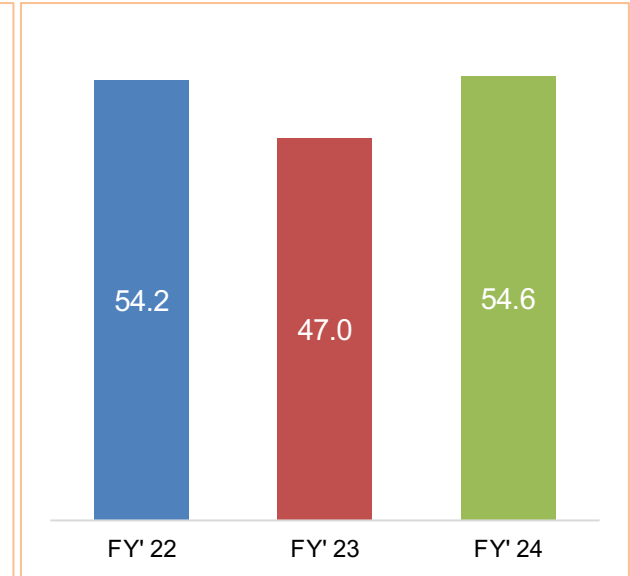
## Revenue from Operations



## EBITDA



## PAT



- ❖ Civil work relating to factory shed & roofing near to completion
- ❖ Machine foundation work in progress
- ❖ EPCG license received and import of machineries started
- ❖ Requisite approvals for establishment of manufacturing facility obtained

## Actual site Pictures



# Symbol of our Brand's Presence

## Trust



Reliable supplier in  
Automotive industry



American certifying  
Lab approval



Quality & Specifications approved  
for applications in Indian Railway

*We are the proud member of ACMA with IATF 16949:2016 certification, it takes us way ahead of our competitors*

## Assurance



With top Quality, Environmental, Health & Safety standards

## Associations

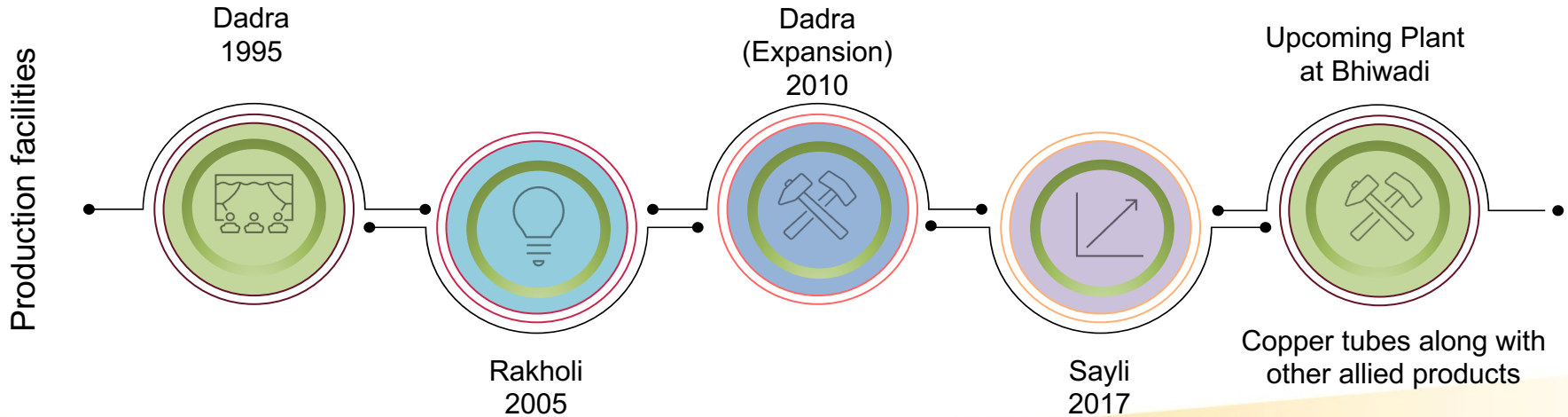
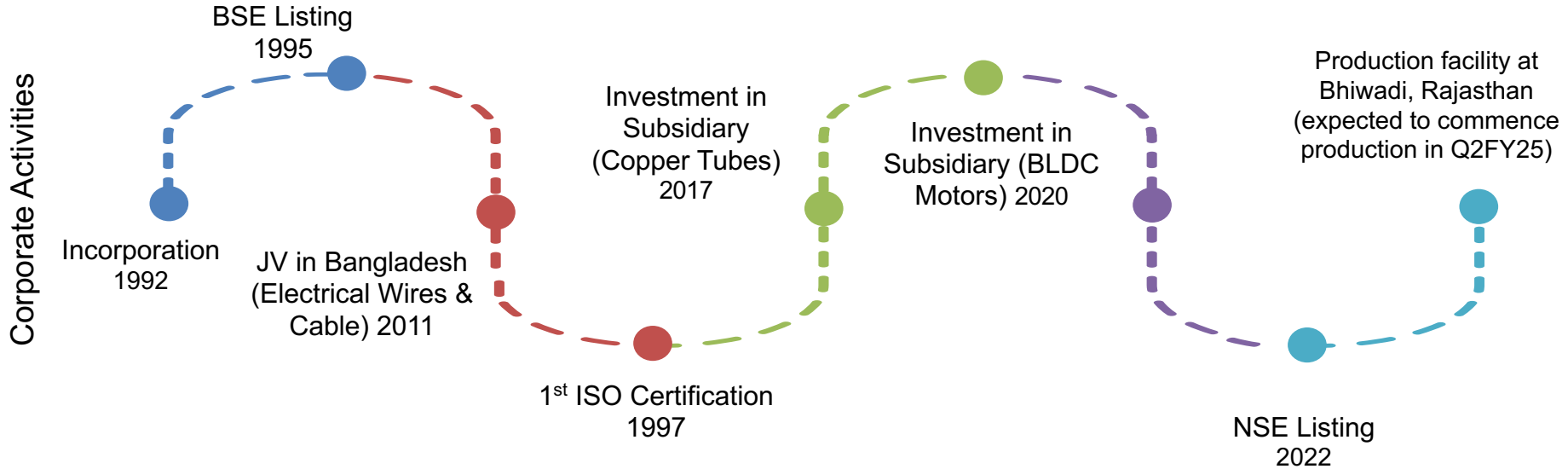


Engineering Export Promotion Council





# Our corporate journey & key milestones we are proud of



# Our competitive edge that keeps us ahead

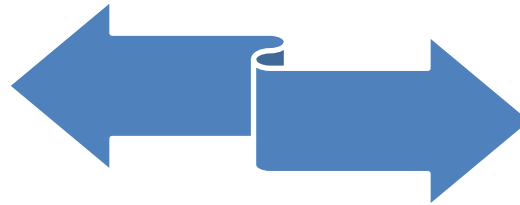


## Opportunity landscape for exponential business growth

### Global Copper

60% Holding

Copper Tubes




74% Holding

BLDC Motor / HUB  
Motor / HVLS Fans

*A brand built with quality & technology*



**INR 344 Crores**  
FY 2023-24 Revenue

 **12.4%**

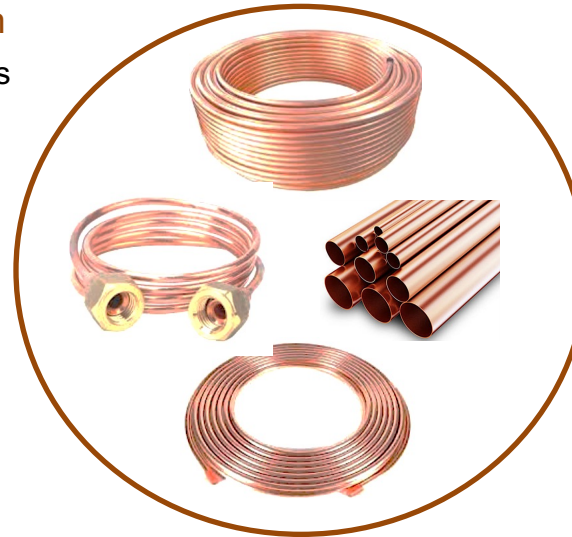
**Investment Since 2017**

**Revenue grew @ 20.6% CAGR since investment**

*Only manufacturer with advanced "Cast & Roll" Technology in India*

**Import Substitution**  
~ 70% of copper tubes presently imported

Distribution network spread over **200+ cities** in India



*Fully integrated & automated facility using 100% online Eddy Current Testing system*

*Sole manufacturer of Level Wound Coil (LWC) in India*

**Benefits to Domestic manufacturers**

Levy of CVD (Anti Subsidy) on import of Copper Tubes



**Our products are approved by all leading brands**



**HAVELLS**



**MAHANAGAR GAS**

## Transforming to more energy efficient environment

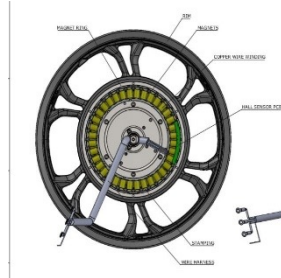


Partnered with  
**Epac Durable**  
(Noida)

**2020**  
Commencement

**INR 26.6 Crores**  
FY 2022-23 Revenue

 50.3%



**BLDC Motor**  
AC / Ceiling Fans



**Hub Motor**  
Electric Vehicles



**HVLS Fan**

- Opportunity landscape for exponential business growth with allied sectors
- Enrolled for PLI scheme under White Goods category
- Purchased land in Bhiwadi, Rajasthan for capacity expansion

# Strong leadership of our board members



Shri Rameshwarlal Kabra  
Chairman Emeritus

Padma Shri Awardee  
(Trade & Industry - 2018)



Shri Tribhuvanprasad Kabra  
Chairman



Shri Mahendrakumar Kabra  
Managing Director



Shri Hemant Kabra  
President & CFO  
(Executive Director)



Shri R. Kannan  
Independent Director  
(retired on 31<sup>st</sup> Mar 2024)



Shri Sandeep Jhanwar  
Independent Director  
(retired on 31<sup>st</sup> Mar 2024)



Shri Ramesh Chandak  
Independent Director



Smt. Payal Agarwal  
Independent Woman Director



Shri Ankit Kedia  
Independent Director  
(appointed w.e.f. 3<sup>rd</sup> Feb 2024)



Shri Satish Kumar Agarwal  
(Formerly Sr VP – Commercial now acting as a strategic advisor to the Company)

Since inception

*CA by qualification and expert in financial strategies and tax planning, played a vital role in setting-up all the manufacturing facilities & lead public issue in 1995.*

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Shri Nimesh Kapoor  
VP – Sales & Mktg

Since 2015

*Commerce graduate and Diploma holder in Electronics & Hardware Technology, he has vast experience in Copper Wire & Automotive sector*

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Shri Amrut Kajrekar  
DGM Tech Cell

Since 1998

*Science graduate and Diploma holder in Electrical Insulation Technology, he is specialized in QMS, Automation & Research & Development*



Shri Saurabh Gupta  
Company Secretary & Compliance officer

Since 2015

*CA & CS by qualification ensuring strict Corporate & Secretarial Compliances*

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Shri Rajeev Maheshwari  
DGM - Commercial

Since 2011

*CA by qualification with the overall F&A responsibility; instrumental in ERP implementation, Automation & SOPs*

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Shri Uttam Somani  
Manager – Sales & Commercial

Since 2005

*Commerce graduate by qualification, he is expert in procurement & marketing strategies*



# Our commitment towards society

*Our philanthropic activities arm*



**HEMA**  
FOUNDATION

नैतिक जागृति हेतु मानवीय प्रयास  
Human Endeavour For Moral Awakening

*Imparting Cultural & Moral education through various platforms*



**HEM - Virtues**  
A Learning Revolution  
eValue Education - Web Portal

23  
Values

69  
Weeks

3  
Weeks  
Each Value

3.76  
Lacs  
Students

9640  
Teachers

6786  
Schools

**HEM**   
**Disha**

*Giving Wings to Your Dreams*

32  
Subjects

8  
Life Values

**HEM formation**



**HEM - मंथन**  
OPEN MINDS | OPEN DOORS

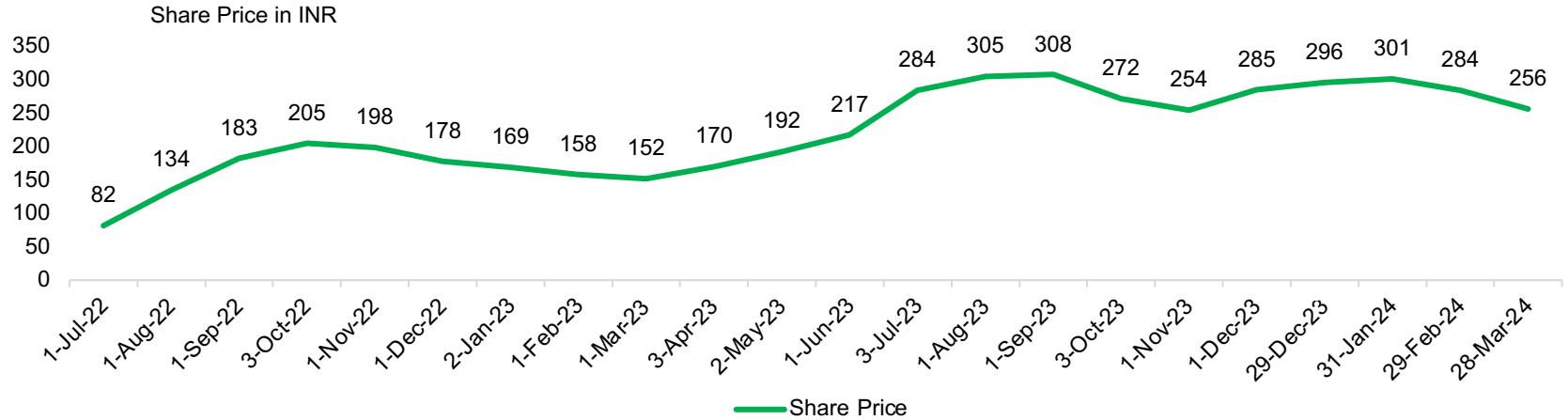
**HEM - Shikhar**

**HEM**  
अभ्यर्क

**HEM harmonize**

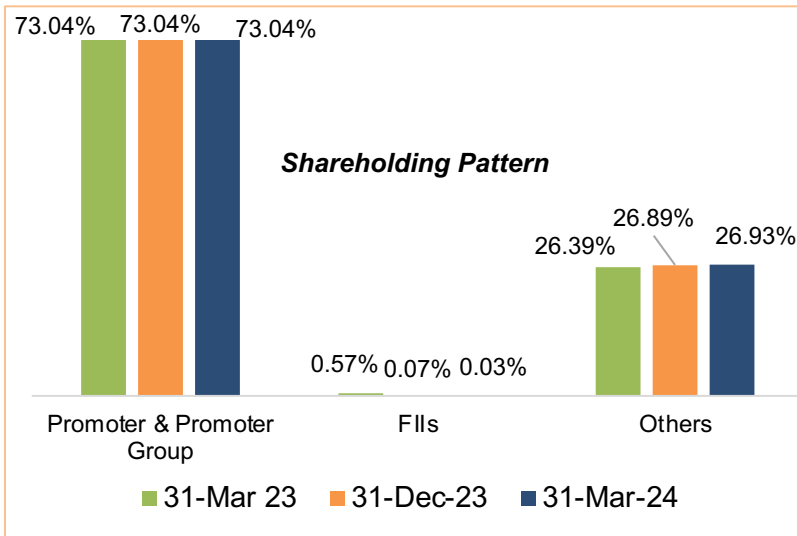
  
**HEM उद्घोष**  
Giving Voice to Human Values

# Translating into shareholders' value appreciation

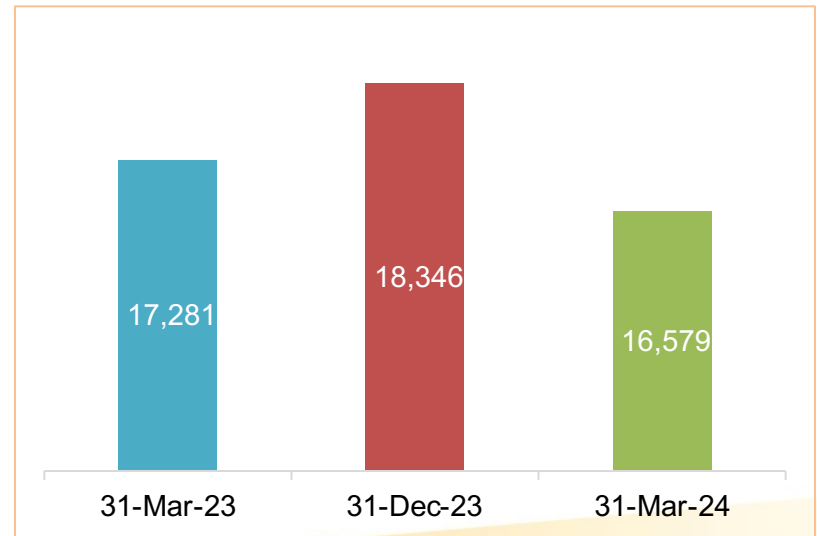


Share price post split pursuant to 1:1 bonus shares on Sep 28, adjusted for comparison

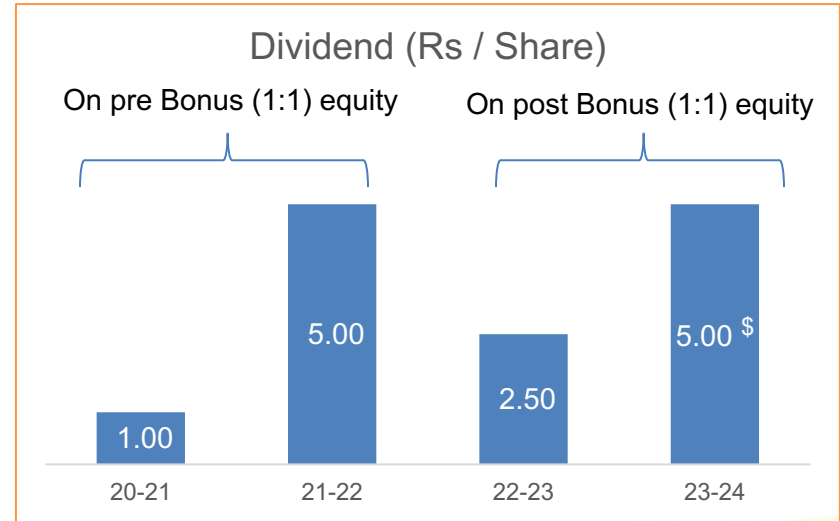
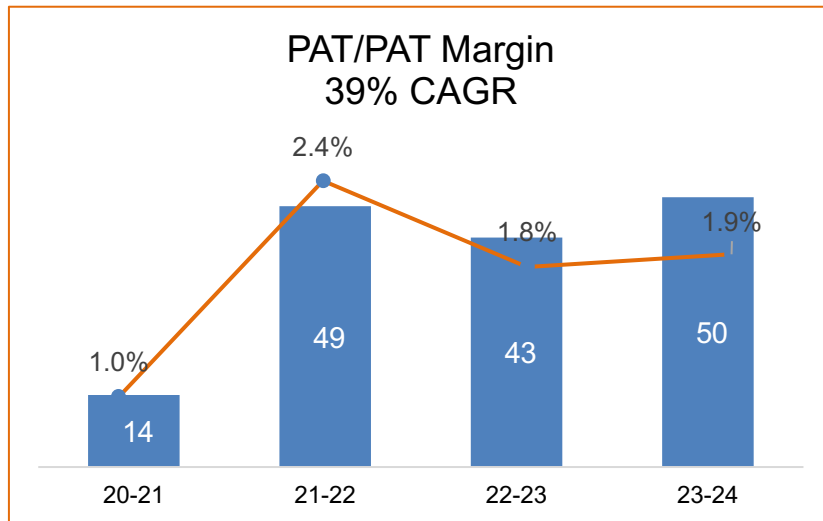
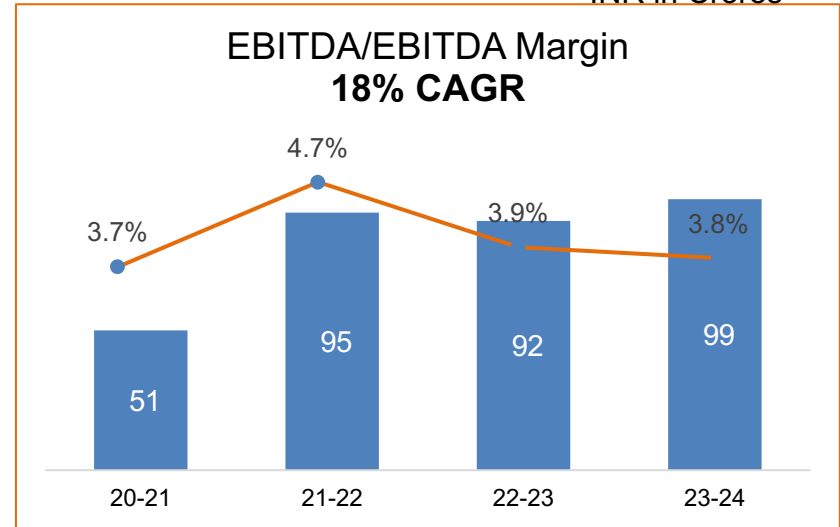
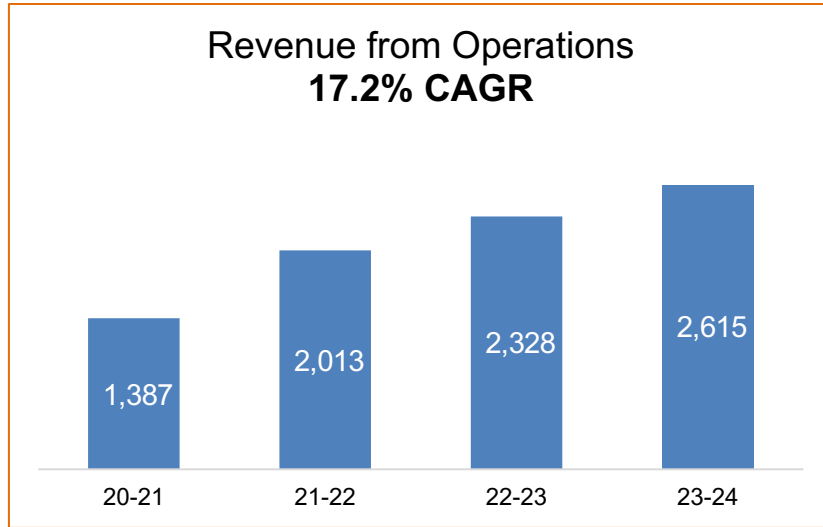
## Partial liquidation by foreign portfolio investors



## Sustained Shareholders' base with enhanced liquidity



# Strong historical performance



\$ Rs 2.50 Special & Rs 2.50 final dividend for FY23-24

Thank  
You

Registered office:

Ram Ratna House, Victoria Mill Compound (Utopia City),  
Pandurang Budha Karm Marg, Worli,  
Mumbai - 400 013  
CIN : L31300MH1992PLC067802

Corporate office:

Alembic Business Park (W),  
Ground Floor, Bhailal Amin Marg, Gorwa,  
Vadodara - 390 003

[www.rrshramik.com](http://www.rrshramik.com)