

24 October 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: 543981

Symbol: RRKABEL

Sub: Corporate Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the corporate presentation of the Company.

Kindly take the same on your record.

Thanking you,

Yours sincerely,

For R R KABEL LIMITED

Himanshu Navinchandra Parmar
Company Secretary and Compliance officer
M. No. – F10118



Investor Presentation

October 2024



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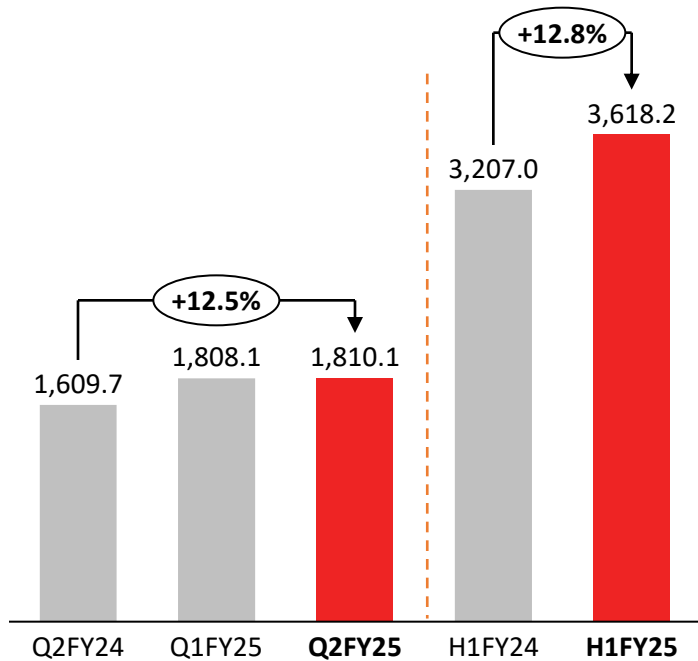
Q2 FY25 – Results



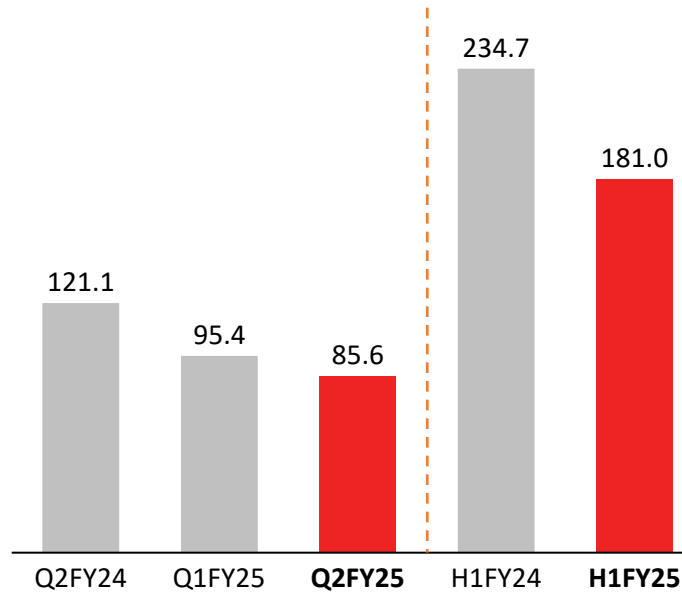
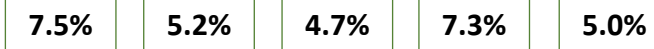
Q2 FY25 : Highest Quarterly & Half Yearly Revenue ever recorded

Revenue from Operations

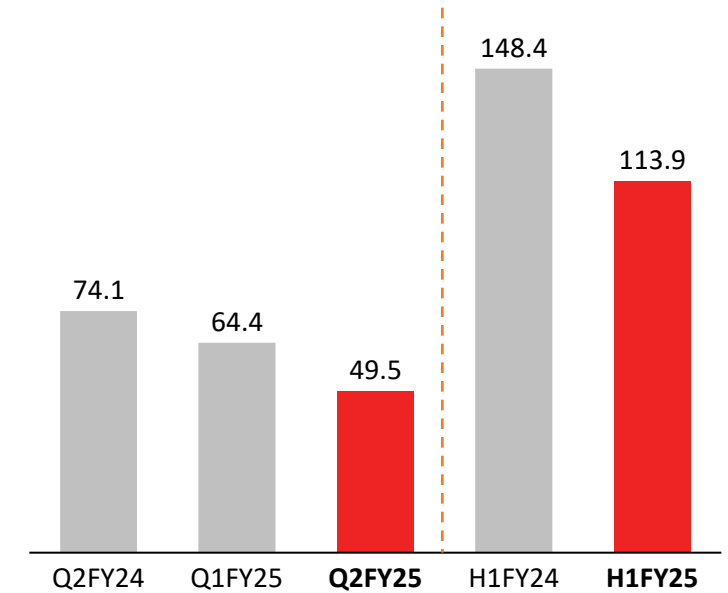
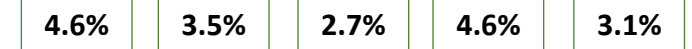
INR in Crs



Operating EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)

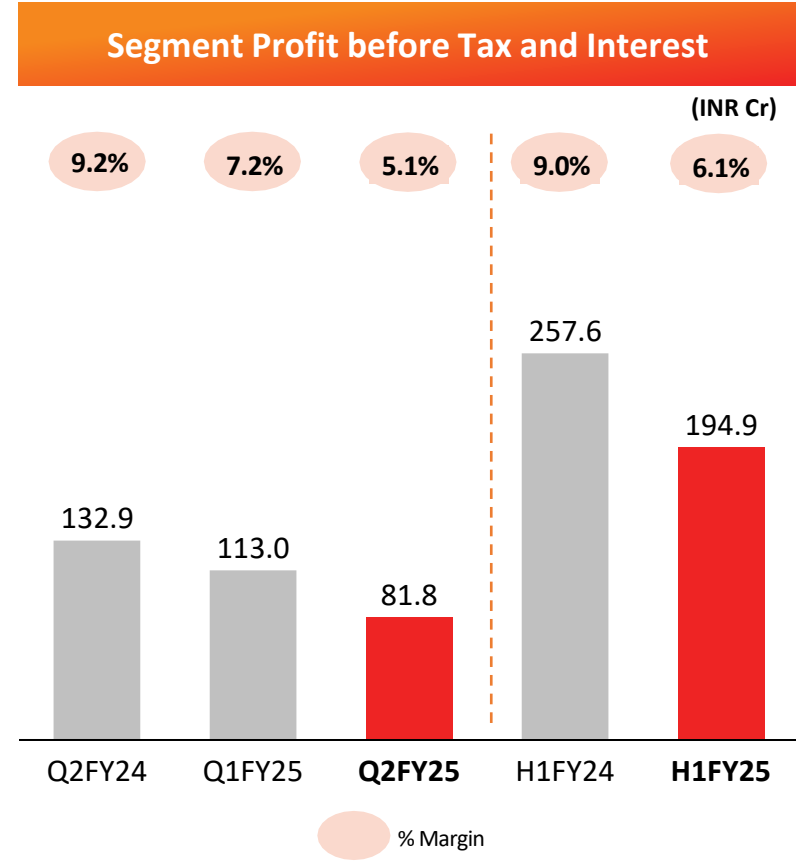
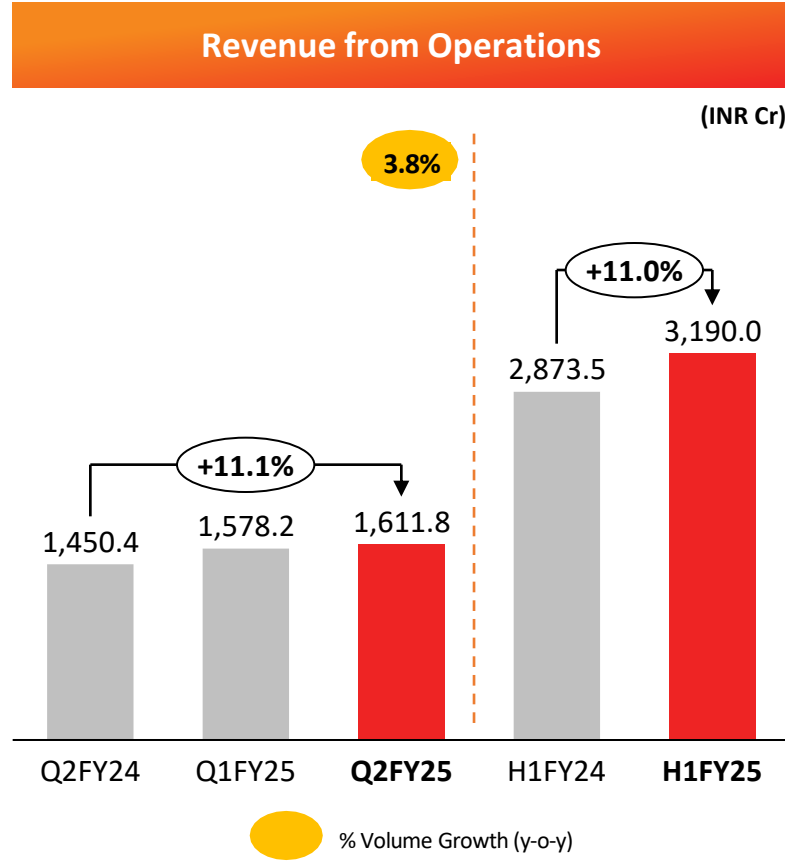
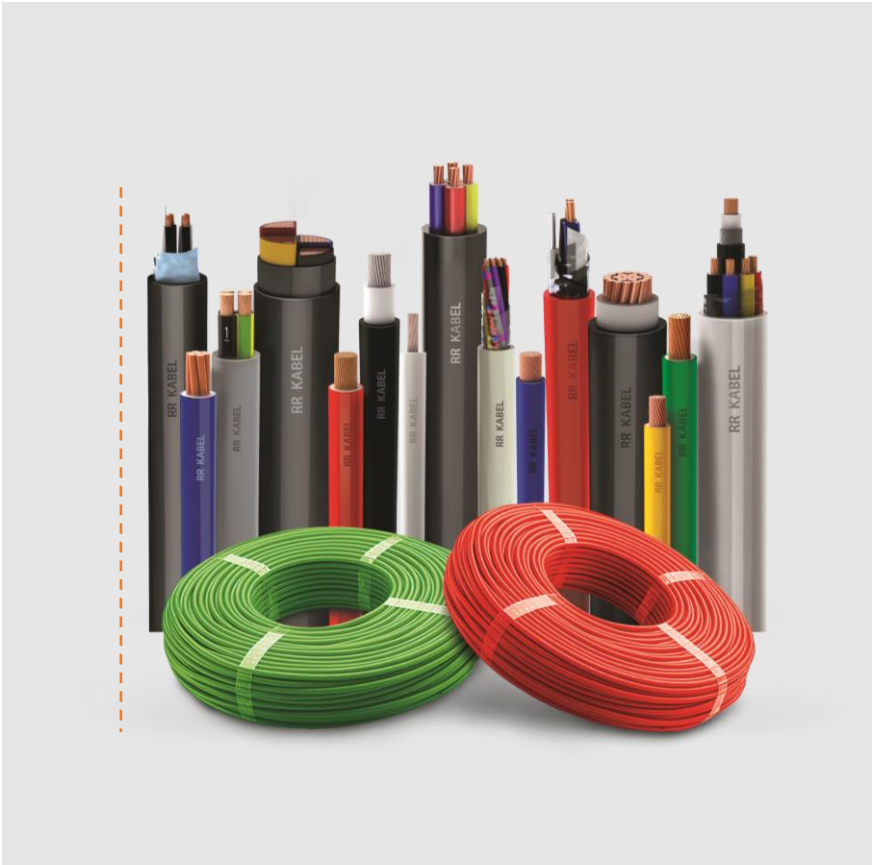


Revenue :-

- ✓ Impressive revenue growth of 11% in W&C segment and 25% in FMEG segment

Operating EBITDA & PAT

- ✓ EBITDA & PAT is contracted mainly due to reduction in contribution margin on account of high volatility in metal prices



Revenue :-

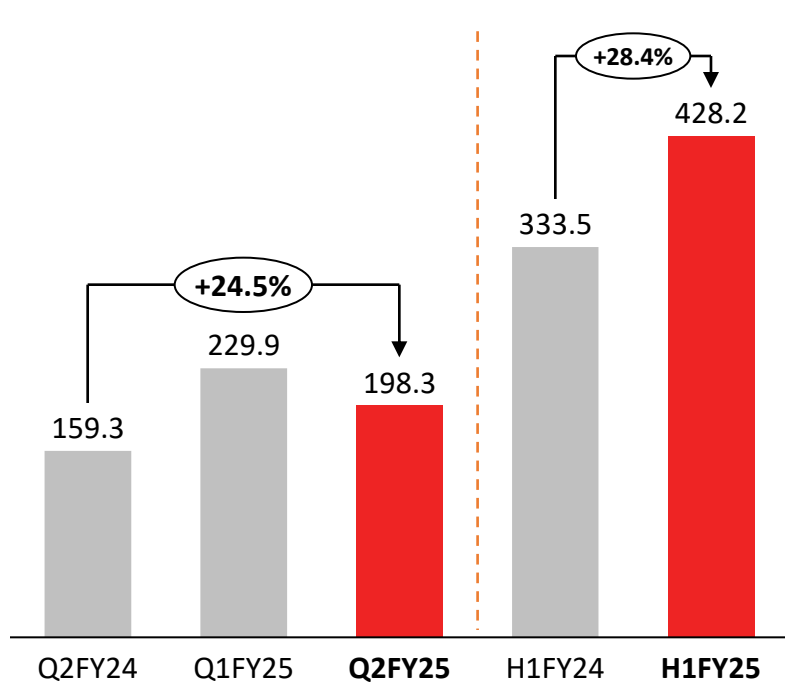
✓ Increase in revenue driven by moderate volume growth in both wires & cable domestic business

Segment profit :-

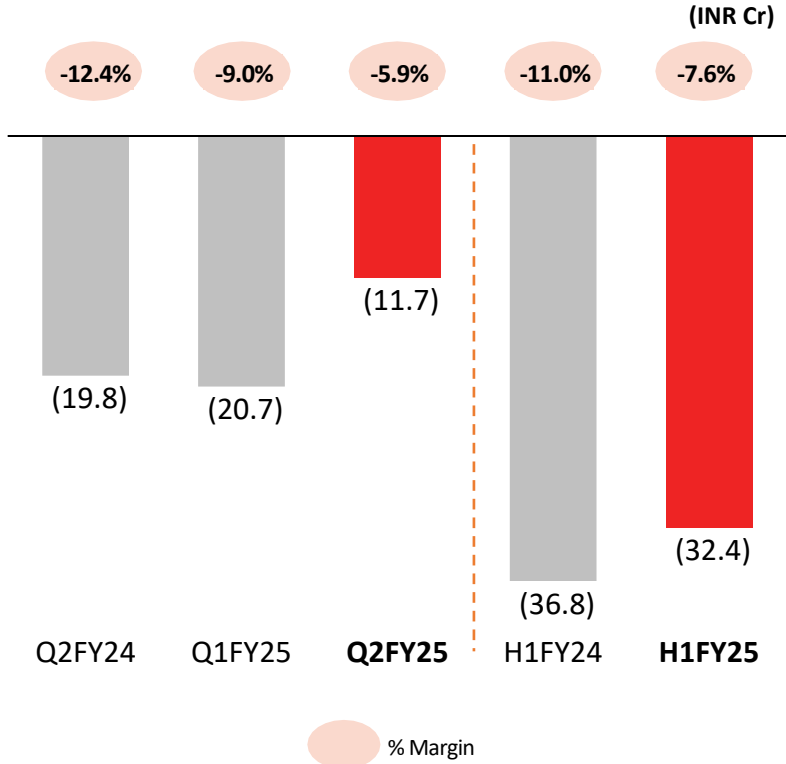
✓ Decrease in segment profit due to reduction in contribution margin on account of high volatility in metal prices and due to intense competition



Revenue from Operations



Segment Profit before Tax and Interest



Revenue:-

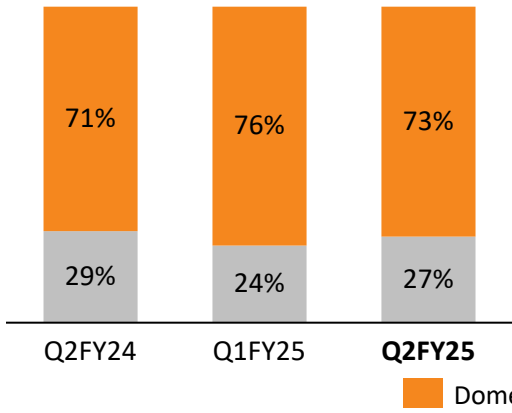
✓ Increase in revenue driven by volume growth mainly in Fans, Appliances & Switches. Further, we are fastest growing segment amongst our peers

Segment profit :-

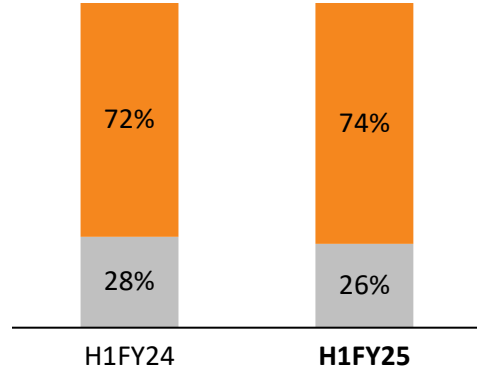
✓ Segment loss has reduced due to increase in contribution margin on account of product mix and volume growth

Operational Highlights

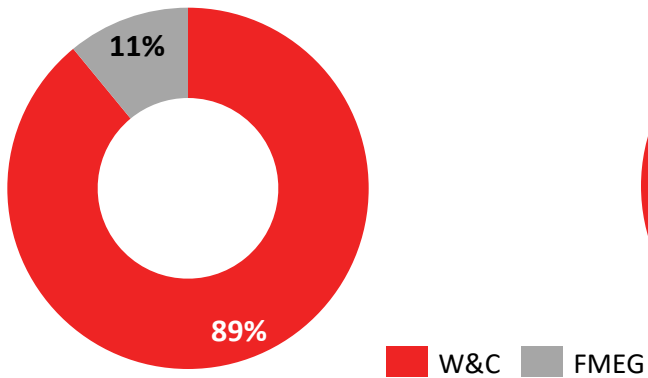
Q2 FY25 Revenue-Mix
(Domestic Vs Exports)



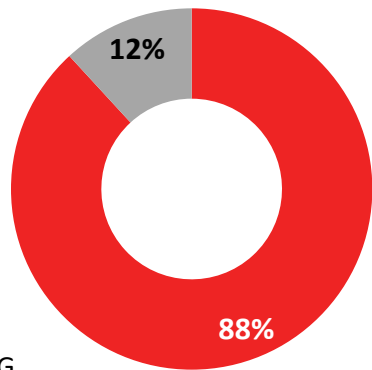
H1 FY25 Revenue-Mix
(Domestic Vs Exports)



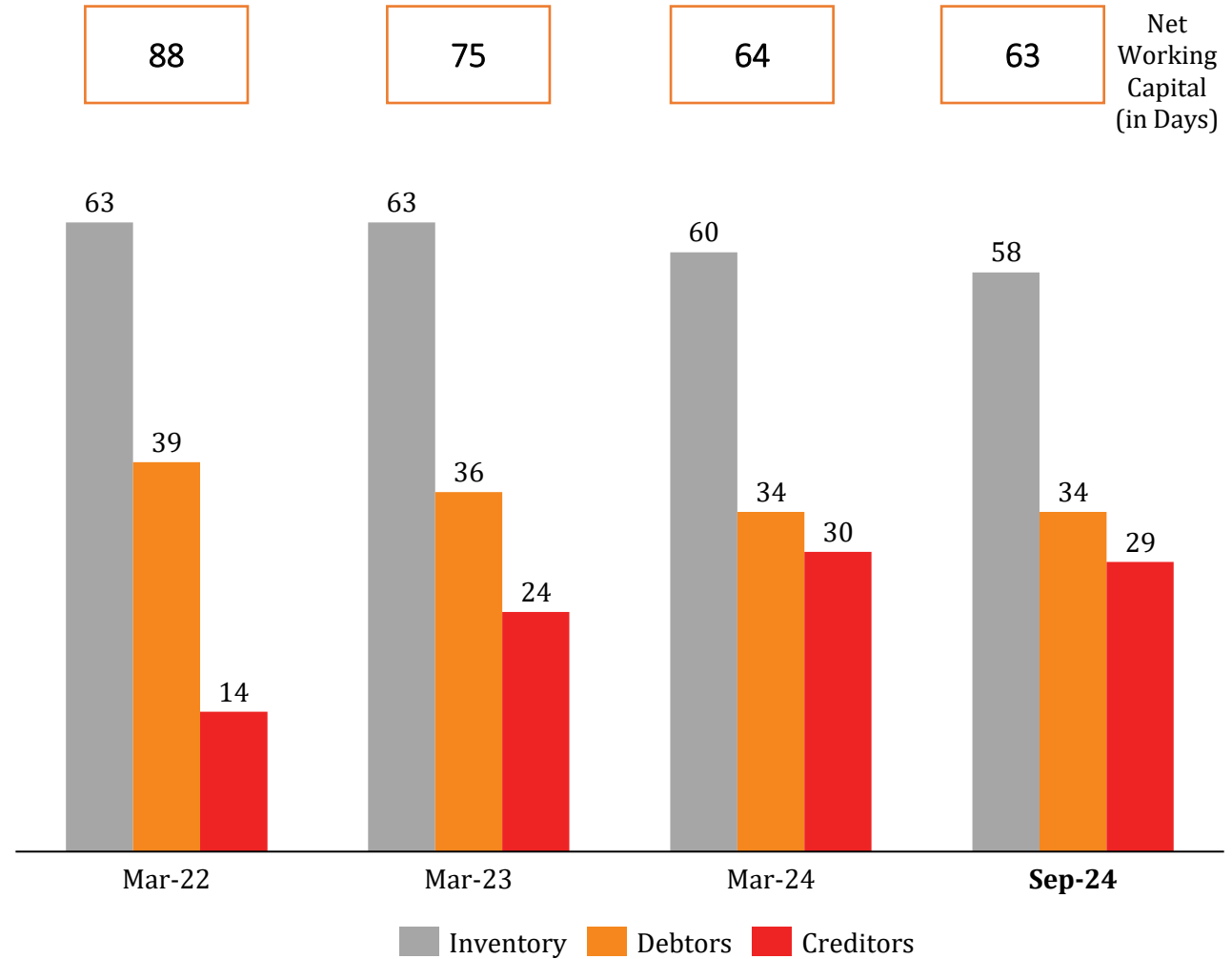
Q2 FY25 Revenue-Mix
(Business Segment)



H1 FY25 Revenue-Mix
(Business Segment)



Working Capital Management (in Days)



Consolidated Profit & Loss Statement – Q2 FY25

Profit & Loss Statement (INR. Crs)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Revenue from Operations	1,810.1	1,609.7	12.5%	1,808.1	0.1%	3,618.2	3,207.0	12.8%
Cost of Materials Consumed	1,357.8	1,257.3		1,545.7		2,903.5	2,454.4	
Purchase of stock-in-trade	122.4	110.7		112.0		234.4	203.1	
Changes in Inventories of Finished Goods and Work in Progress	41.9	(77.9)		(163.4)		(121.6)	(61.8)	
Gross Profit	288.0	319.5	(9.9%)	313.9	(8.2%)	601.9	611.3	(1.5%)
GP %	15.9%	19.9%		17.4%		16.6%	19.1%	
Employee Benefits Expense	89.4	80.3		88.7		178.1	157.0	
Other Expenses	112.8	118.4		130.3		243.1	220.4	
Share of Profit of Joint Venture (net of tax)	(0.2)	0.2		0.5		0.3	0.8	
EBITDA	85.6	121.1	(29.3%)	95.4	(10.3%)	181.0	234.7	(22.9%)
EBITDA %	4.7%	7.5%		5.3%		5.0%	7.3%	
Other Income	7.2	14.8		18.5		25.7	31.0	
Depreciation and Amortisation Expense	17.5	16.6		16.2		33.7	32.7	
EBIT	75.3	119.2	(36.8%)	97.8	(23.0%)	173.1	233.0	(25.7%)
Finance Costs	15.6	14.2		11.6		27.2	28.6	
PBT	59.7	105.0	(43.2%)	86.1	(30.7%)	145.8	204.4	(28.7%)
Total Tax Expense	10.1	31.0		21.8		31.9	56.0	
Profit for the period	49.5	74.1	(33.2%)	64.4	(23.1%)	113.9	148.4	(23.3%)
PAT %	2.7%	4.6%		3.6%		3.1%	4.6%	
EPS (As per Profit after Tax)	4.4	6.7		5.7		10.1	13.4	

Consolidated Balance Sheet

EQUITY & LIABILITIES (INR. Crs)	Sep-24	Mar-24
Equity Share Capital	56.5	56.4
Other Equity	1,952.4	1,772.1
Total Equity	2,008.9	1,828.5
Financial Liabilities		
(i) Lease liabilities	55.6	60.6
(ii) Other Financial Liabilities	0.0	2.2
Provisions	14.6	11.2
Deferred Tax Liabilities (Net)	34.7	24.7
Total Non-Current Liabilities	104.9	98.6
Financial Liabilities		
(i) Borrowings	408.0	289.0
(ii) Lease liabilities	10.7	10.4
(iii) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	9.2	17.3
(b) Total outstanding dues of creditors other than micro enterprises and small enterprises	510.1	411.9
(iv) Other Financial Liabilities	80.2	111.4
Other Current Liabilities	79.9	75.7
Provisions	27.7	24.7
Income tax liabilities (net)	1.6	1.7
Total Current Liabilities	1,127.4	942.2
TOTAL EQUITY & LIABILITIES	3,241.2	2,869.3

ASSETS (Rs. Crs)	Sep-24	Mar-24
Property, Plant and Equipment	575.1	466.1
Capital work-in-progress	130.4	163.6
Right -of- use Assets	60.2	66.2
Intangible assets	1.3	2.3
Investment accounted for using equity method	19.2	20.5
Financial Assets		
(i) Investments	197.9	85.9
(ii) Other Financial Assets	3.9	4.5
(iii) Loan	0.1	0.2
Income Tax Assets (Net)	4.9	2.7
Other Non-Current Assets	103.2	62.0
Total Non-Current Assets	1,096.2	874.0
Inventories	1,019.2	897.8
Financial Assets		
(i) Investments	228.0	235.0
(ii) Trade receivables	711.0	641.2
(iii) Cash and cash equivalents	32.2	81.5
(iv) Bank balances other than cash and cash equivalents	17.0	17.3
(v) Loans	0.9	0.8
(vi) Other current financial assets	28.1	27.2
Other Current Assets	108.6	94.5
Total Current Assets	2,145.0	1,995.3
TOTAL ASSETS	3,241.2	2,869.3

Consolidated Cash Flow Statement

Particulars (INR in Cr)	Sep-24	Mar-24
Profit before Tax	145.8	406.1
Adjustment for Non-Operating Items	57.6	93.5
Operating Profit before Working Capital Changes	203.4	499.6
Changes in Working Capital	(130.0)	(64.1)
Cash Generated from Operations	73.4	435.5
Less: Direct Taxes paid	(39.6)	(96.5)
Net Cash from Operating Activities	33.8	339.0
Cash Flow from Investing Activities	(143.4)	(83.5)
Cash Flow from Financing Activities	60.3	(205.0)
Net increase/ (decrease) in Cash & Cash equivalent	(49.3)	50.5
Add: Cash and cash equivalents at beginning of the period	81.5	31.0
Cash and cash equivalents at end of the period	32.2	81.5

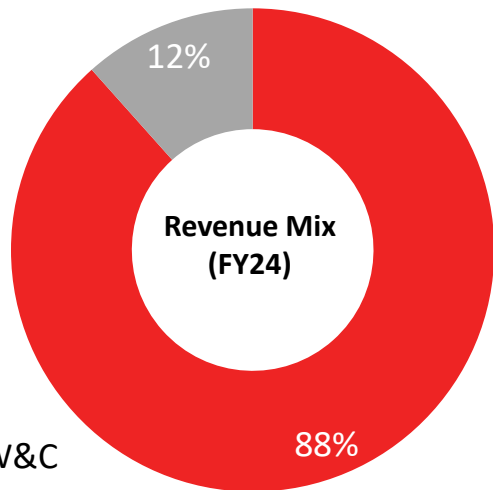
Company Overview



Overview

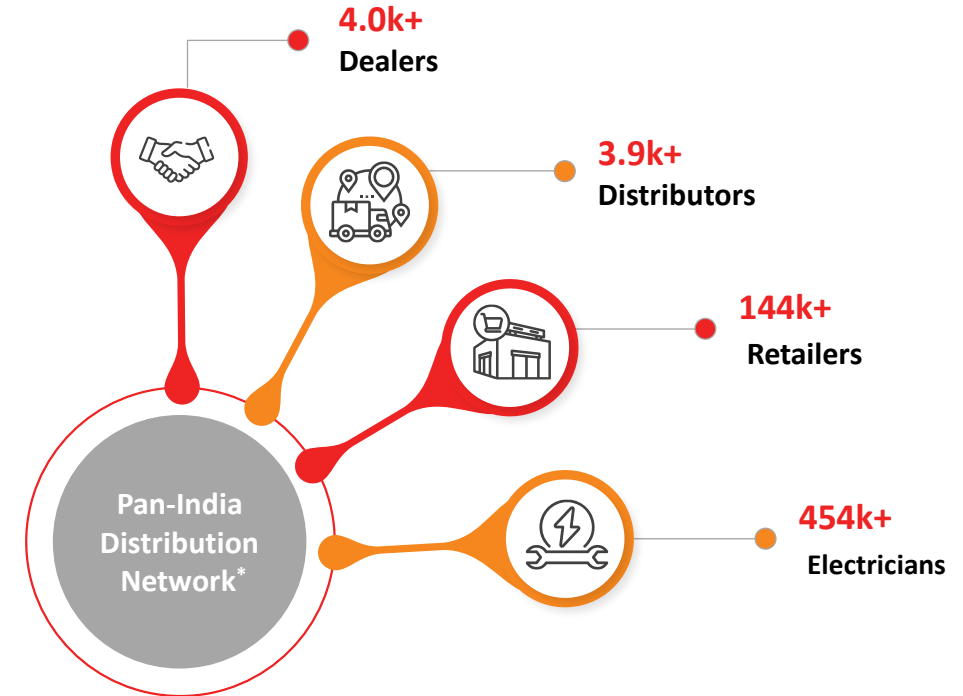
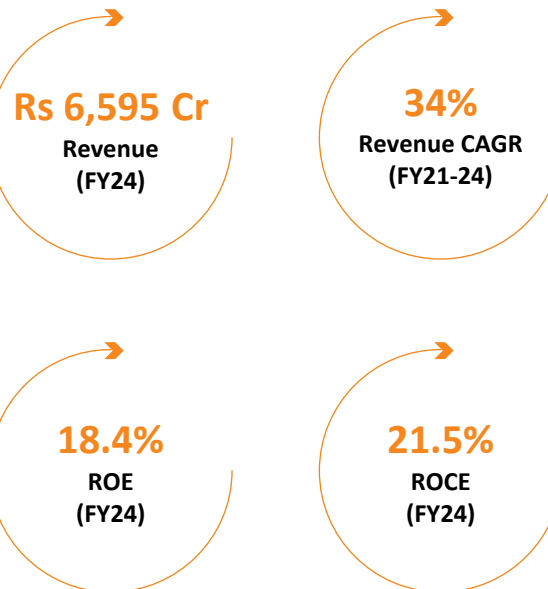
- Founded in 1999. **4th** largest player in the Indian Wires and Cables(W&C) industry by value in FY24
- Electrical conglomerate present in **85+** countries worldwide. Our products have **37** international certifications, distinguishing us in the Indian consumer industry
- Integrated In-house manufacturing. **Five** facilities across India, **Two** for Wires & Cables and **Three** for Fast Moving Electric Goods (FMEG)

Business Segments



■ W&C
■ FMEG

Robust Growth



As on 31st March, 2024

RR Kabel has operating history of 20+ years

Business of Wires & Cables

Diversifying into FMEG

Trading -> Manufacturing

- Commencement of Operations; First **manufacturing facility** in **Silvassa**

- Established **manufacturing plant in Vadodara**

Expanding Global Footprint

- Commencement of exports to the US
- Amalgamation of Ram Ratna Electricals Limited along with acquiring manufacturing facility in Roorkee, Uttarakhand for Fans and Lights

- Commencement of **Switch Manufacturing**

- **Got listed on NSE & BSE in Sep'23** with listing day gain of ~14%

2004

2018

2020

2022

1999

2011

2019

2021

2023

Backward Integration

- Manufacturing of **PVC Compound** in-house

- Investment by TPG

Strengthening FMEG Portfolio

- Expansion into **professional lighting** and **LED lights** by acquiring Arraystorm and its facility located in Bengaluru, Karnataka for lights

Added **premium and mid-premium fans & lights** by acquiring Luminous Home Electrical Business alongwith Gagret Facility

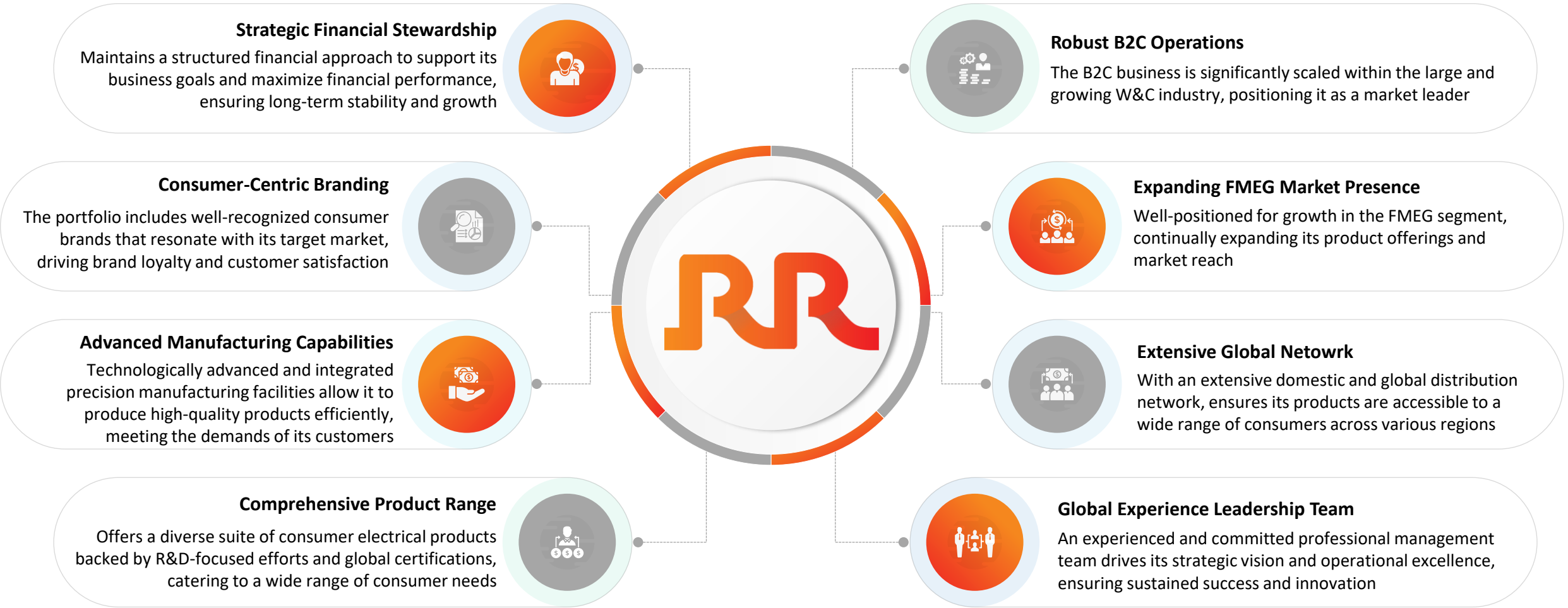
Diverse Suite of Products

B2B to B2C Play across all Consumer Electrical Segments with Cross-Sell Opportunity

Wire & Cables (Revenue - 89%)

FMEG (Revenue - 11%)







Pan-India Facilities

5 Facilities: 2 for W&C + 3 for FMEG
Shorter time to market & cost competitiveness



Quality & Reliability

In-house manufacturing
Backward **integration**

Automation in Manufacturing⁽¹⁾



Robotic Rotor Machining



Automatic Paintshop



Digitized Rotor Inspection

Large Scale Operations

Annual Installed Capacity

W&C: 4.2mn ckm

Switches : 11.8mn units

Fans: 3.3mn units

⁽¹⁾ In Gagret facility,
Capacity as on 30th September, 2024

W&C: 100% In-House Manufacturing



Waghodia

Capacity

W&C- 2.3 Mn CKM, Switches- 11.8 Mn



Silvassa

Capacity

W&C- 1.9 Mn CKM

Backward Integrated Key Raw Materials (PVC, LS0H, XLPE and Solar Cable Compound)

FMEG: 37% In-House Manufacturing



Roorkee

Capacity

Fans - 1.5 Mn

Fans and lights



Bengaluru

Capacity

lights (>0.1 Mn)

Designer Customizable Lights



Gagret

Capacity

Fans - 1.8 Mn

Premium Fans

Business Segments

Wires & Cables (W&C)



Wires & Cables



Revenue

89* % Contribution



Facility

Waghodia & Silvassa



Annual Capacity

4.2Mn ckm



Product Category

House wires, Industrial wires, Power cables & Special cables

*Q2FY25

Wires

House Wires



Heat Resistant Wires



Fire Resistant Wires



Low Smoke Zero Halogen Wires

Applications

- Residential Buildings
- Commercial
- Public

Industrial Wires



Single & Multi Core Flexible Cable



Control Cables



Submersible Flat Cable

Applications

- Power Panels
- Control Panels
- Switchgears
- Relay
- Instrumentation Panels
- Control Panels
- Production & Assembly Lines
- Industrial Process Automation
- Plant Engineering
- Industrial Machinery
- Robotic Technology

Cables

Power Cables



LT Power Cable



Medium & High Voltage Power Cables

Applications

- Power Transmission
- Power Distribution

Specialty Cables



Data & Communication Cables



Instrumentation Cables



Solar Cables



Fire & Security Cables



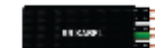
Silicon Rubber Cables



Auto Cables



Battery Cables



Lift & Elevator Cables



Appliance Wiring Material



Power Cord

Long-Term Industry Growth Drivers

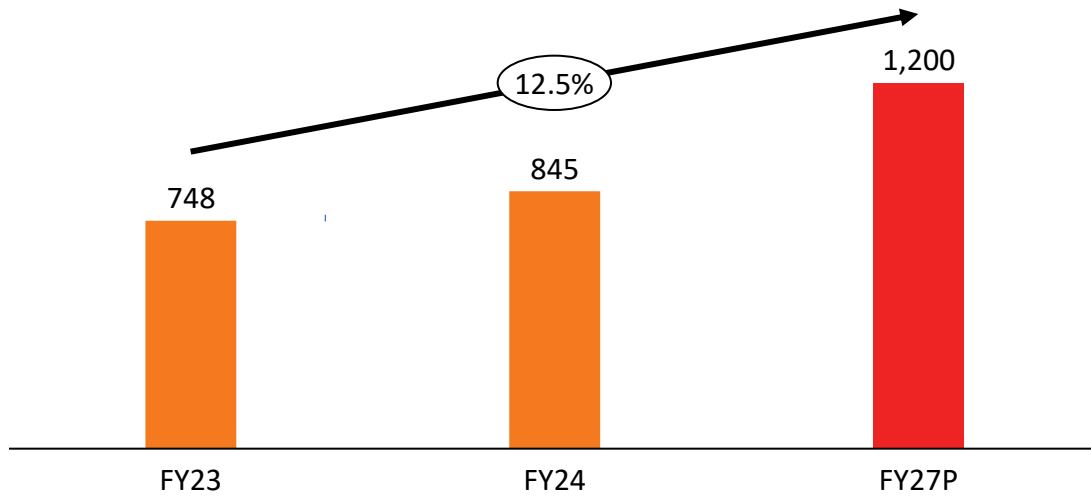
INR845bn Indian Wires & Cables Market (FY24)

40% W&C share of Indian electrical industry (FY24)

13% FY24 to FY27 CAGR

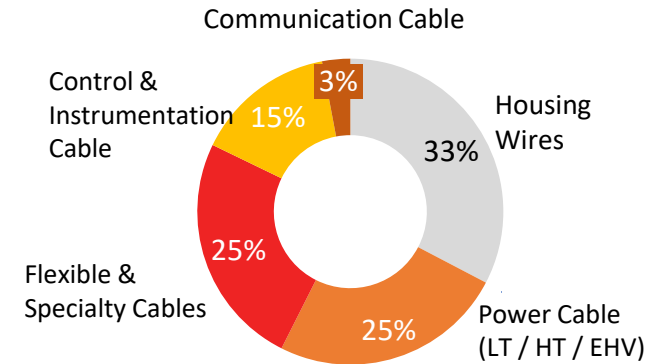
Indian Wires and Cables Market Poised for Strong Growth..

W&C Market Size (INR Bn)

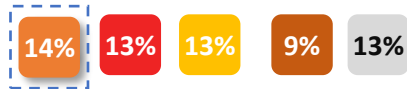


..Across all sub-sectors and a shift to branded players

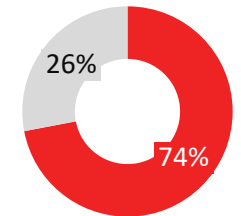
W&C Market Segmentation (FY24)



FY24-27 Category wise CAGR

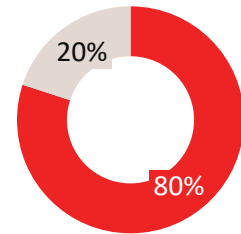


Branded Market Share (FY24)



■ Branded ■ Unbranded

Branded Market Share (FY27P)



Long-Term Growth Drivers in Place

Multiple drivers for growth across both B2C and B2B segments

Resilient Resident & Commercial Real Estate

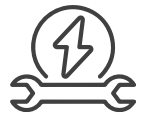
Push towards Renewable Energy

EV Transition

Export Promotion by Government

Rural Electrification

(As on Mar'24)



454k+
Electricians



3.9k+
Distributors



4.0k+
Dealers



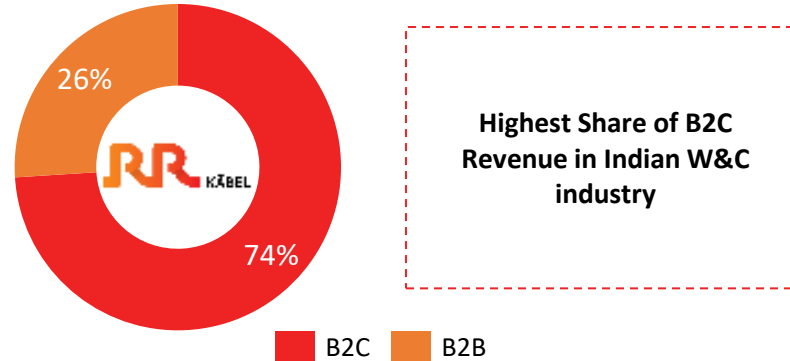
144k+
Retailers



Presence on recognized e-commerce platforms
Ecommerce Platforms

...With a B2C Focused Portfolio

% B2C Revenue in W&C segment (FY24)



Stronger Fundamental Drivers



Well-Recognized Brand



Comprehensive product portfolio



Certified Manufacturing facilities



Quality & Safe Products



Pan-India Distribution Network

● Factory-05 ■ Office-16 ▲ Warehouse-18

...and Multi-Year Initiatives in place

1

Project KaRRma

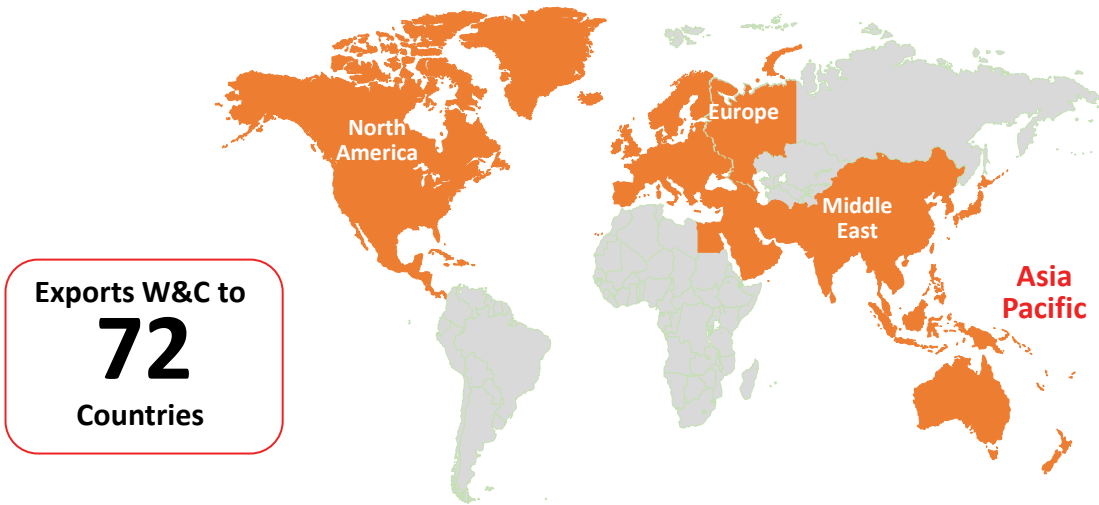
RR Kabel aims to expand market share and retail presence in domestic house wires, focusing on micro and nano markets, leading to meet growing demand and enhance competitive advantage

2

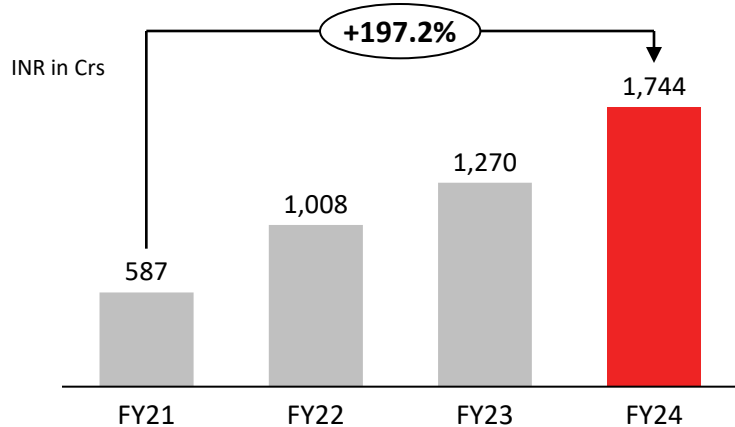
Project Lakshya

RR Kabel expanded its fans and lights distribution through field sales officers, successfully transforming into the RR Signature brand

Product quality and global accreditations enabling growth



Largest Exporter of Wires & Cables from India



- During FY21 to YTD Sep'24, it sold its products to **72 countries** in **North America, APAC, Europe and Middle East**.
- Company exports a majority of its products under the brand '**RR Kabel**' and manufactures under **private labels** for select customer
- It has long-standing relationships with **10 distributors** in these markets who cover the majority of its exports

~27.0%

Exports % of Revenue from Operations- Q2 FY25

~10%

Market Share of W&C Exports from India





- ✓ RR Kabel is one of India's largest exporters of wires and cables from India with ~10% market share of the exports market (as of FY24)
- ✓ Recurring B2C exports
- ✓ Direct sales to distributors
- ✓ Large number of global certifications enables exports to multiple countries
- ✓ Well-positioned to benefit from the global shift to China Plus 1 Policy

Business Segment
**Fast Moving Electrical
Goods (FMEG)**



Fastest growing FMEG player in listed category and with best improvement in gross margin



	Revenue	11* % Contribution
	Facility	Roorkee, Bengaluru & Gagret
	Annual Capacity	Fan- 3.3 Mn units
	Product Category	Fans, Lighting, Switches, Switchgears & Appliances

*Q2FY25

Fans



Ceiling Fans

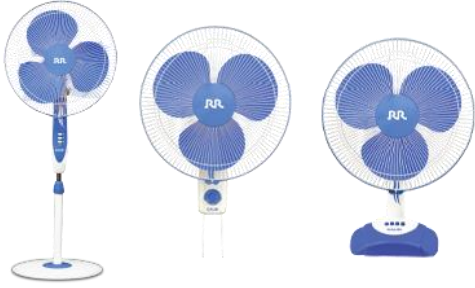


Table Pedestal & Wall Fans



Exhaust Fans

Lighting



Panel Lights



Bulbs



Down Lights



Streetlights

Switches



Modular Switches



MCB



DB

Appliances



Water Heater



Room Heater



Irons



Coolers

INR1,026bn Indian FMEG Market (FY24) **8%** FY24 to FY28E CAGR **77%** Coverage of FMEG industry

INR1,026bn FMEG Market Opportunity with Growth across all Sub-categories...

Fans

Market Size (FY24) **INR 150bn**

Branded Market CAGR (FY24-28P) **9%**

Branded Market Share (FY24->28P) **91%** > **95%**

Lighting

Market Size (FY24) **INR 240 bn**

Branded Market CAGR (FY24-28P) **14%**

Branded Market Share (FY24->28P) **67%** > **75%**

Switch & Switchgear

Market Size (FY24) **INR 315bn**

Branded Market CAGR (FY24-28P) **9%**

Branded Market Share (FY24->28P) **82%** > **90%**

Home & Kitchen Appliances

Market Size (FY24) **INR 321bn**

Branded Market CAGR (FY24-28P) **9%**

Branded Market Share (FY24->28P) **81%** > **85%**

...Driven by Premiumization and Shift to Branded Sector

Fans

- Increase in replacement demand
- Premiumization trend
- Rising demand for energy efficient fans

Lighting

- LED segment driving growth
- Reducing imports / 'Make in India' boosting demand
- Higher replacement demand from urban population

Switch & Switchgear

- Demand shifting to modular switches
- Enhanced safety standards
- LV switchgears led demand (residential segment)

Home & Kitchen Appliances

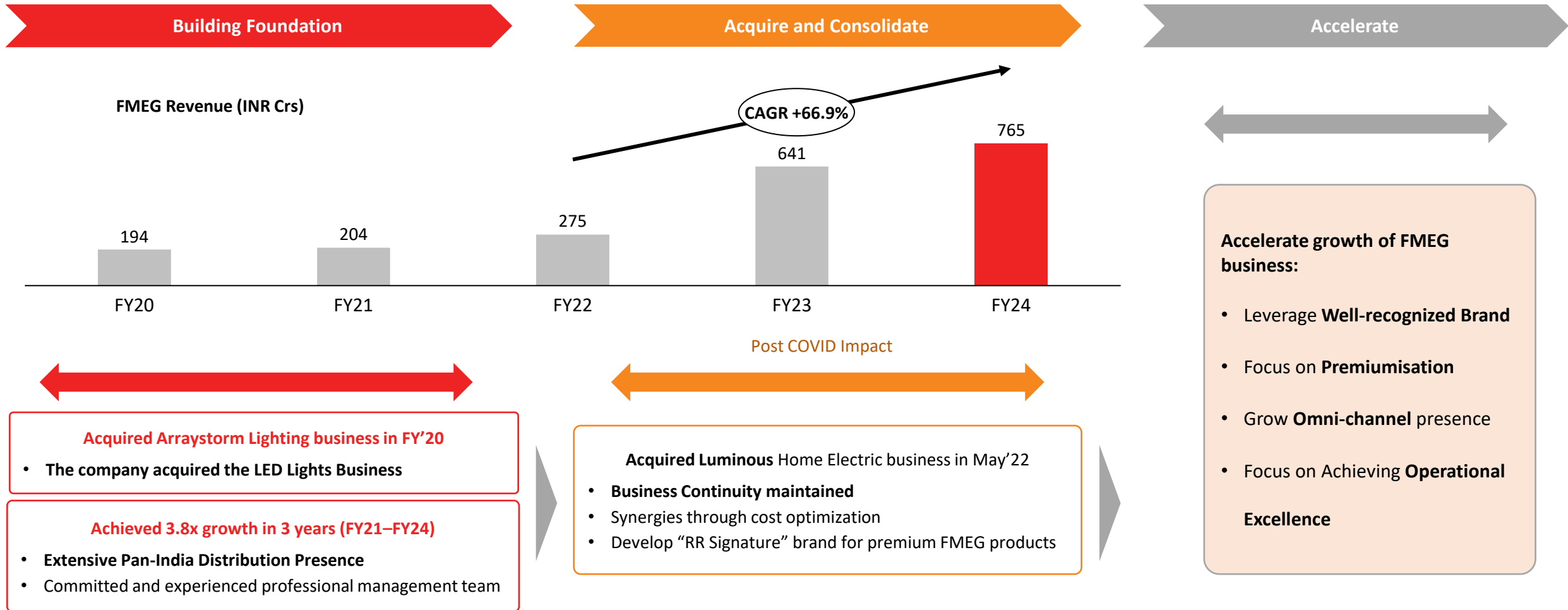
- Rising disposable incomes
- Changes in demography
- Consumer behavior
- Changing Technology

Source: Industry/Company Research

Well-Poised for Growth in the FMEG Segment



RR Kabel has built a wide FMEG portfolio and has a 3-Phased Journey to Capture Value



Source: Industry Research, Company Information

New Launches have fueled growth

BLDC



Effaire



Liteair



Bonsai

Decorative



Amour



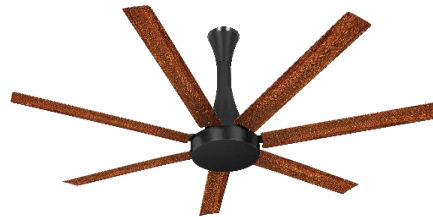
NY Broadway



Ovalo



Farris



Aether Flow

Size & Color



Droot 900 mm



Flomax Plus 900 mm



Whiz 600 mm



Tiger 600 mm



10W panel



Spot



Colorful Panel



Rimless Surface Panel



Ropelight



Flood Lights 100W 150W



Ardor 10L/15L/25L



Ardent 10L/15L/25L



Halogen Heater



SKI 13



Immersion Rod



Thalassa 10/15/25

Clear strategy in place to expand FMEG revenues



Manufacture Value Added Products

- Premium Decorative Fans, Downlight Panels, Switchgears
- **Higher Margin value added products**



Presence Across Price Points

- Strengthen presence across economy, premium, mid-premium segments
- **Increase** revenue from **premium** products



Exclusive FMEG brand

- Building **RR Signature** brand for premium FMEG products.



Integrate Acquisitions

- Realize synergies to optimize costs
- Logistics
 - Promotions
 - Manpower



Expand Product Portfolio

- Continuous products under development
- **Switches & switchgear** for residential & commercial segment



Grow Distribution Network

- Expand distribution network for FMEG
- Strengthen omni-channel capabilities
- Increase counter shares in top industry outlets



**Tribhuvanprasad
Rameshwarlal Kabra**

Executive Chairman

- Promoter of the company
- Extensive experience in the electrical industry



**Shreegopal Rameshwarlal
Kabra**

Managing Director

- Promoter of the company
- Extensive experience in the electrical industry
- Former President of IEEMA



**Mahendrakumar
Rameshwarlal Kabra**

Joint Managing Director

- Promoter of the company
- Extensive experience in the electrical industry



Bhagwat Singh Babel

Independent Director

- Associated since Aug 2017
- Board member at Secure Meters
- Former Board Member of IEEMA



Vipul Sabharwal

Independent Director

- Associated since Aug 2022
- Prior experience at Luminous, Whirlpool and Gillette



Jyoti Davar

Independent Director

- Associated since Dec2022
- Current Secretary General in FICCI



Ramesh Chandak

Independent Director

- Associated since Apr 2023
- Former President and Board Member of IEEMA

Professional Management Team- Extensive Experience



Rajesh Babu Jain

CFO



29 years



Sanjay Narnarayan Taparia

CEO, International Business



33 years



Vivek Abrol

CEO, FMEG



23 years



Shishir Sharma

Chief Sales Officer, Wires & Cables



32 years



Satishkumar Anandilal Agarwal

Chief Strategy Officer



34 years



Himanshu Navinchandra Parmar

Company Secretary and Compliance Officer



16 years



Vinod Parur

Chief Human Resources Officer



23 years

Testimony to Our Performance



The 'Best Construction & Infrastructure Brand in the Electrical Solutions Sector' at the ET Infra Focus Summit & Awards – September 26, 2023



Best Practices Award in the Industry Mentor Support Category by the Jaipuria Institute of Management – 2023



Mr. Shreegopal Kabra, felicitated with the Global Entrepreneur of the Year Award 2024



Times Now Sustainable Organization 2024 award by ET Edge



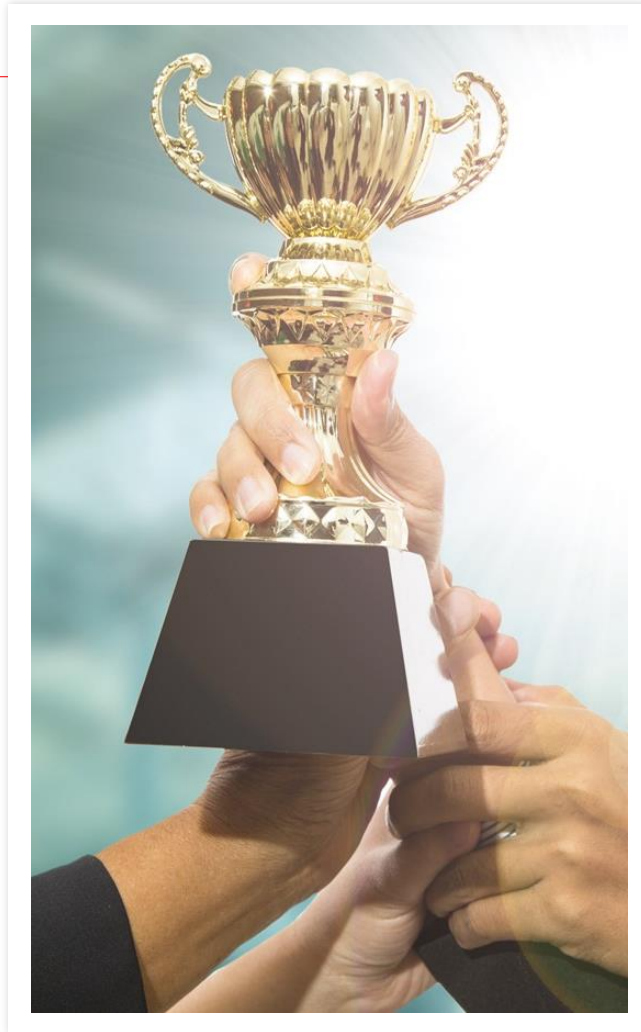
Trailblazer HR Initiative Award of the Year – 2023



Great Place to Work – 2024



Best place workplace in consumer durable industry – 2024 by 'Great Place to Work'



Innovative and quality products with multiple industry-first launches

Innovation Team

86 focused on R&D

Innovation Leader

1st to introduce Low Smoke Zero Halogen Insulation Technology (“LSOH”) in India

Facilitating Import Substitution

Supplying cable harness to Swiss textile machinery manufacturer in India

Investing in Upcoming Trends

EV Charging Cables, Smart Fans and Designer Lights

37 International Product Certifications

<p>Canada</p>	<p>Europe</p>	<p>Europe</p>	<p>Great Britain</p>	<p>Europe</p>
<p>India</p>	<p>Europe</p>	<p>USA</p>	<p>USA</p>	<p>Germany</p>

★ Enables RR Kabel to export to regulated jurisdictions

Focus on Quality and Safety

NABL Certified
Lab

Capable of performing
694 Tests

Focus on sustainability & responsible growth

Community Development



Kabel Star Scholarships
for electricians' children



Mission RRoshni
Integrated program for education,
skill development and female
empowerment

Promoting Green Energy



1.45MW of solar capacity & **3.8 MW**
of wind solar hybrid ⁽¹⁾
Fulfilling **~59%** of contracted demand
for electricity⁽²⁾



1st company in India to launch
**Environment friendly wires &
cable products⁽³⁾**
**BLDC fans portfolio for energy
saving**

Conserving Water



Recharging groundwater
through Rainwater harvesting
for **34%** rainwater received in
factory catchment area⁽²⁾



"Zero" Waste Discharge
Initiatives

Note: (1) 1.2 MW for Waghodia Facility and 0.25 MW for Silvassa Facility of installed rooftop capacity for solar energy (2) For Waghodia Facility (3) Products compliant with REACH

Mission RRoshni is RR Kabel's endeavour to achieve an empowered and educated India. We are dedicated towards making a positive and lasting change in the lives of rural India.

Key Activities: 2023-24

- Construction of Rural Employment Training Centre Building – Jarangloi, Odisha
- Orphanage & Home for Juvenile Delinquents, Baroda
- Set up of Computer Lab in school at Sikar, Rajasthan
- Construction of Girls Hostel at Pune
- Promoting Education
- Rural Development

Ekal Gramothan Foundation



Orphanage & Home for Juvenile Delinquents, Baroda



Airoli Girls Hostel



Computer Lab in school at Sikar, Rajasthan

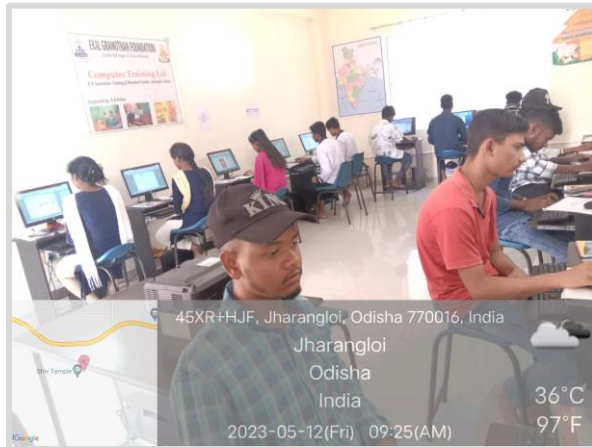


Other Key Activities

- CTL (Computer training lab)
- WEC (Women Empowerment center)
- Organic Farming
- Nutrition Garden
- Electrical Wiring & Home Appliances Training
- Kisan Mela
- Plantation
- Sub Tailoring Center

EKAL GRAMOTHAN FOUNDATION

RR Gramothan Training & Research Center (GRC Jarangloi, Sundargarh, Orissa)



Multiple ATL and BTL initiatives to build a connect with key consumers and strengthening brand

Multi-Pronged Approach to Increase Brand Awareness

Outdoor Advertising

★ Strategically placed ads for high visibility

★ Ad placement to emphasize Safety & Trust

Ad Campaigns with Broad Reach

★ Engaged a leading Bollywood actor to associate as our brand ambassador

★ Sponsoring popular sports to increase visibility

Building Connect with Electricians through Physical and Digital Marketing Initiatives

Loyalty Management Programs



#WireKaFireTest

Fire test videos



Kabel Nukkad, Kabel Shop and Kabel Mela

Social & cultural programs & Product Demos



Kabel Link

Product portfolio education



Kabel Star

Scholarships to Electrician's children



Reward Scheme

Schemes for retailers and electricians



500k+ downloads

RR Connect App

Loyalty management app

BRAND HOARDINGS



EXHIBITION



OUR BRAND AMBASSADOR

APPROVED BY THE EXPERTS, ADMIRER BY THE WORLD.

AKALMAND BANO, SAHI CHUNO.

INDIA'S ONLY WIRE WITH
REACH • RoHS
CE • CPR Compliant

- HIGHER INSULATION RESISTANCE
- ANTI-RODENT ANTI-TERMITE
- MORE THAN 101% CONDUCTIVITY
- 100% ELECTROLYTIC COPPER

Email : digitalsupport@rrglobal.com | Website : www.rrkabel.com | Follow us

GATE BRANDING



KABEL MELA



FIRE STATION



POLICE STATION



TV CAMPAIGN



TOLL GATE



UMBRELLA DISTRIBUTION



POLICE BARRICADES



TVC – Designer BLDC



TVC – Kone Kone Mein Hawa



TVC – Low Voltage



Batten Stands (HEB & CPD)



Appliances Catalogue - HEB



Fans, Lighting, Appliances Catalogues (CPD)

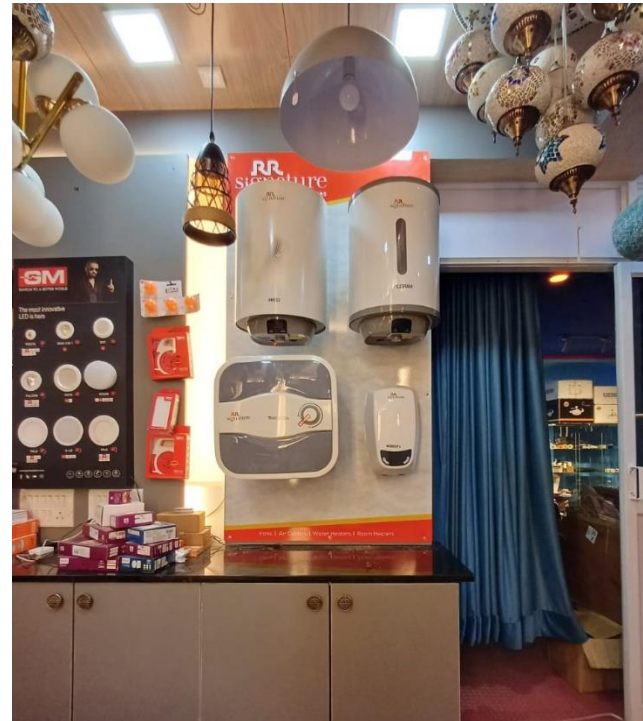




Appliances - Foam Banners



Appliances - Posters



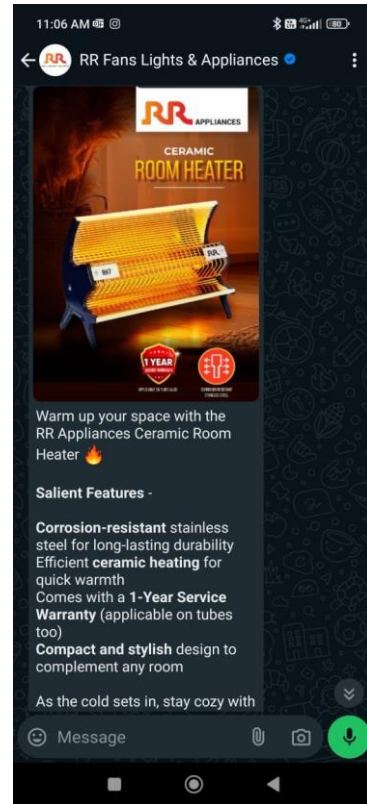
Geyser Display - HEB



Appliances – Dealer Meets



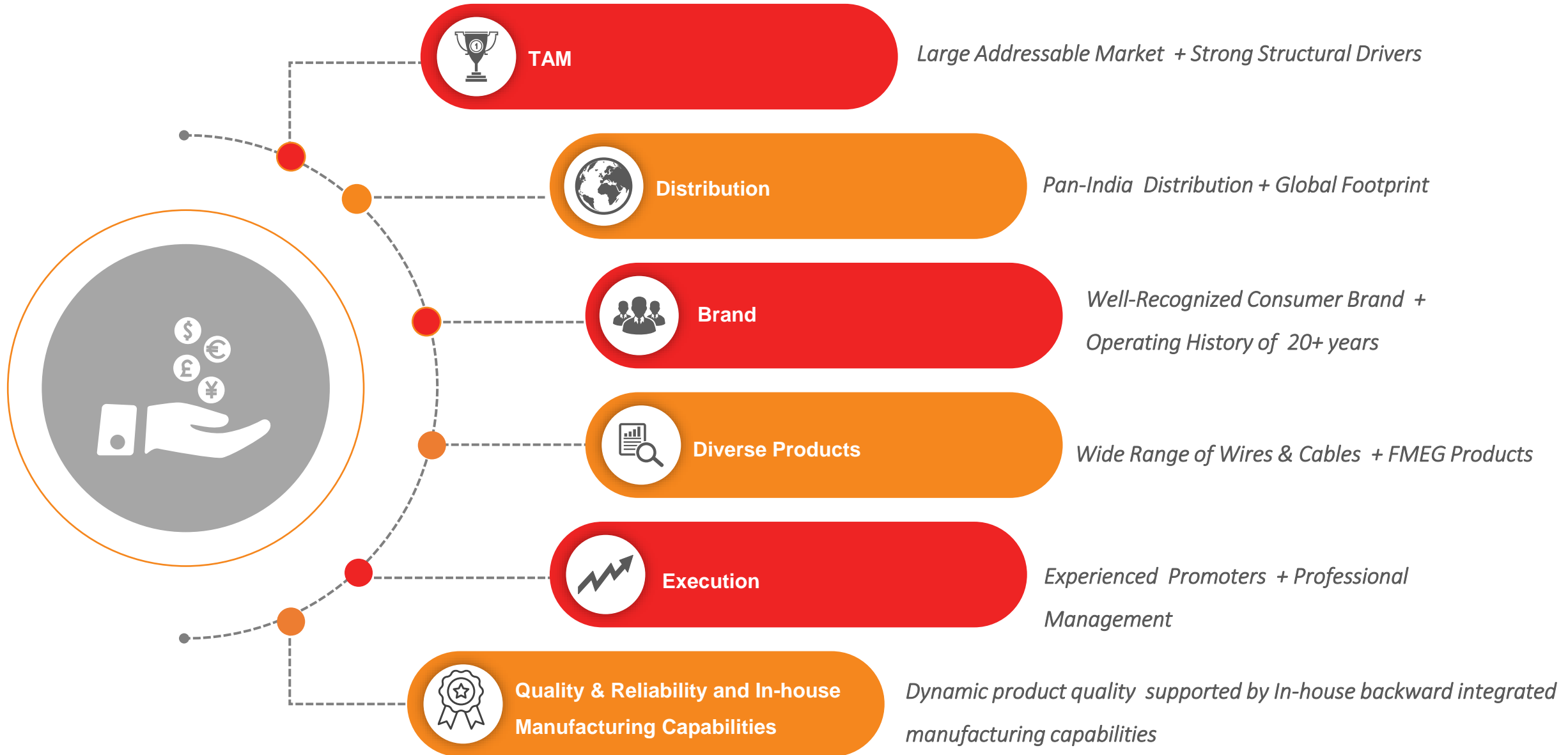
Flange (CPD)



Whats app Communications

META Posts

RR Kabel's Strengths will Continue to Drive Success...



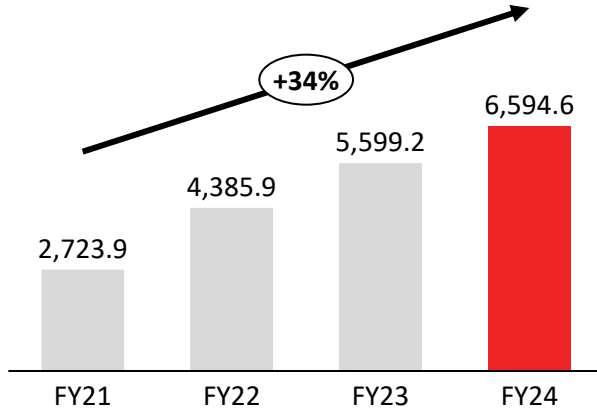
A photograph of a modern ceiling fan with three blades, mounted on a ceiling. The fan is dark-colored with a central hub. The background shows a window with a grid pattern and a wall with vertical slats. The entire image is overlaid with a yellow-to-orange gradient. The word "Annexure" is written in white, bold, sans-serif font across the center of the image.

Annexure

Performance in Charts

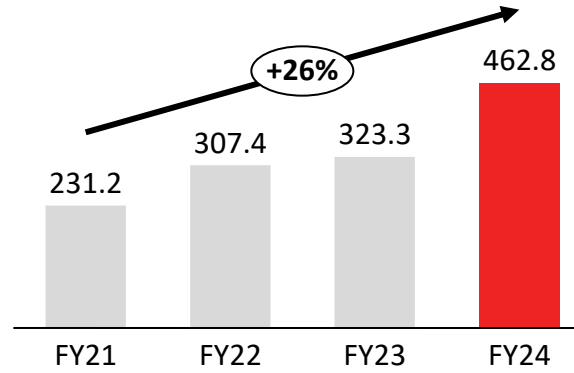
Revenues

INR in Crs



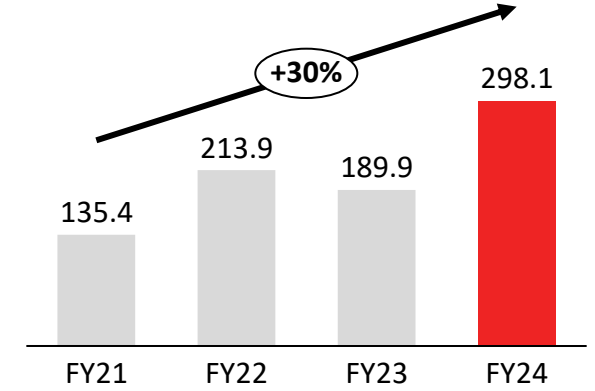
EBITDA & EBITDA %

8.5% 7.0% 5.8% 7.0%

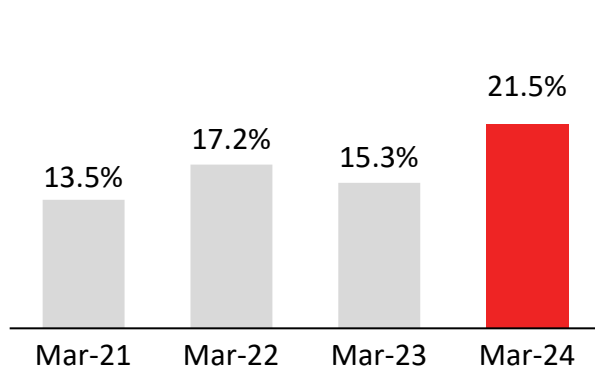


PAT & PAT %

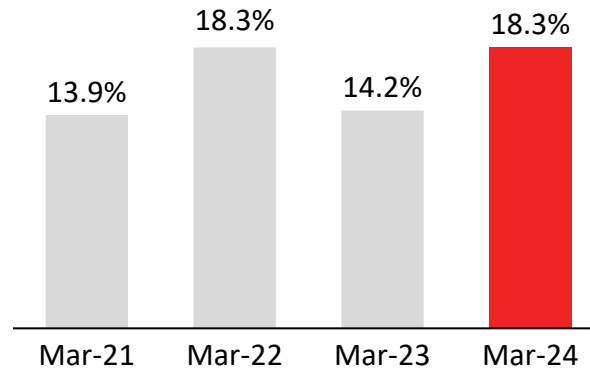
5.0% 4.9% 3.4% 4.5%



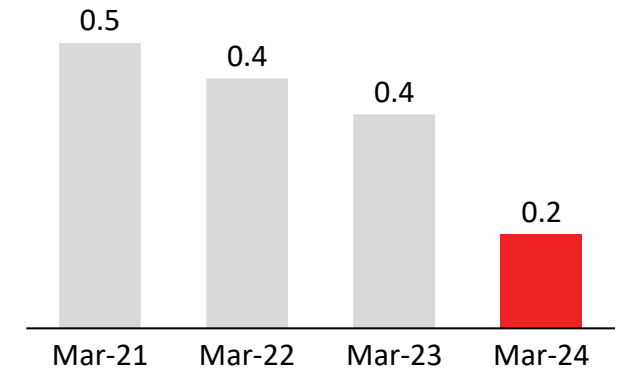
RoCE (%)



RoE (%)



Debt to Equity (x)



Historical Consolidated Profit & Loss Statement

Particulars (INR. Crs)	FY24	FY23	FY22	FY21
Revenue from Operations	6,594.6	5,599.2	4,385.9	2,723.9
Cost of Materials Consumed	4,942.6	4,369.8	3,575.5	2,173.2
Purchase of stock in trade	403.6	368.9	156.6	129.9
Changes in Inventories of Finished Goods and Work in Progress	2.7	-162.9	-124.2	-153.8
Gross Profit	1,245.7	1,023.5	778.0	574.7
GP %	18.9%	18.3%	17.7%	21.1%
Employee Benefits Expense	316.9	264.2	188.9	148.3
Other Expenses	467.1	437.0	285.9	196.2
Share of Profit of Joint Venture (net of tax)	1.1	0.9	4.2	1.1
EBITDA	462.8	323.3	307.4	231.2
EBITDA %	7.0%	5.8%	7.0%	8.5%
Other Income	62.6	34.4	46.3	22.0
Depreciation and Amortisation Expense	65.5	59.6	46.1	44.8
EBIT	459.9	298.1	307.6	208.5
Finance Costs	53.9	42.1	23.3	27.1
PBT	406.1	256.0	284.4	181.4
Total Tax Expense	108.0	66.1	70.4	46.0
Profit for the year	298.1	189.9	213.9	135.4
PAT %	4.5%	3.4%	4.9%	5.0%

Historical Balance Sheet

EQUITY & LIABILITIES (INR. Crs)	Mar-24	Mar-23	Mar-22	Mar-21
Equity Share Capital	56.4	47.8	23.9	23.9
Instrument entirely equity in nature	0.0	415.2	415.2	415.2
Other Equity	1,772.1	956.7	811.2	607.5
Total Equity	1,828.5	1,419.7	1,250.3	1,046.6
Financial Liabilities				
(i) Borrowings	0.0	26.9	59.3	71.3
(ii) Lease liabilities	60.6	56.4	8.2	5.3
(iii) Other Financial Liabilities	2.2	2.1	0.0	0.0
Provisions	11.2	14.1	7.2	6.0
Deferred Tax Liabilities (Net)	24.7	14.9	13.1	7.9
Other non-current liabilities	0.0	0.0	0.0	0.0
Total Non-Current Liabilities	98.6	114.4	87.8	90.5
Financial Liabilities				
(i) Borrowings	289.0	489.0	461.8	427.4
(ii) Lease liabilities	10.4	8.2	3.3	3.1
(iii) Trade payables				
(a) Total outstanding dues of micro enterprises and small enterprises	17.3	45.9	11.1	9.3
(b) Total outstanding dues of creditors other than micro enterprises and small enterprises	411.9	394.2	156.8	104.2
(iv) Other Financial Liabilities	111.4	37.8	24.0	16.5
Provisions	75.7	22.2	14.0	5.5
Income Tax Liabilities (Net)	24.7	6.4	0.0	0.0
Other Current Liabilities	1.7	95.9	41.5	12.0
Total Current Liabilities	942.2	1,099.6	712.5	578
TOTAL EQUITY & LIABILITIES	2,869.3	2,633.6	2,050.6	1,715.1

ASSETS (INR. Crs)	Mar-24	Mar-23	Mar-22	Mar-21
Property, plant and equipment	466.1	448.8	383.7	386.0
Capital work-in-progress	163.6	43.6	42.3	6.7
Right-of-use Assets	66.2	61.8	11.1	8.1
Investment accounted for using equity method	20.5	19.6	21.6	17.1
Intangible Assets	2.3	6.5	3.7	5.3
Intangible Assets Under Development	0.0	0.0	0.6	0.5
Financial Assets				
(i) Investments	85.9	58.1	40.6	23.5
(ii) Other Financial Assets	4.5	3.6	2.2	1.6
(iii) Loan	0.2	0.3	0.1	0.1
Non-Current Tax Assets (Net)	2.7	11.8	13.4	5.2
Other non-current assets	62.0	33.3	6.6	14.3
Total Non - Current Assets	874.0	687.5	525.8	468.4
Current Assets				
Inventories	897.8	860.2	709.6	534.1
Financial Assets				
(i) Investments	235.0	284.9	205.5	196.0
(ii) Trade receivables	641.2	591.9	517.1	420.4
(iii) Cash and cash equivalents	81.5	31.0	12.3	8.4
(iv) Bank balances other than cash and cash equivalents	17.3	50.0	0.0	0.1
(v) Loans	0.8	0.1	0.2	0.6
(vi) Other Financial assets	27.2	9.0	11.9	3.5
Current Tax Assets (net)	0.0			
Other current assets	94.5	119.0	68.2	83.7
Total Current Assets	1,995.3	1,946.1	1,524.9	1,246.7
TOTAL ASSETS	2,869.3	2,633.6	2,050.6	1,715.1

Consolidated Cash Flow Statement

Particulars (INR in Cr)	Mar-24	Mar-23	Mar-22	Mar-21
Profit before Tax	406.1	256.0	284.4	181.4
Adjustment for Non-Operating Items	93.5	102.6	62.5	73.0
Operating Profit before Working Capital Changes	499.6	358.6	346.9	254.5
Changes in Working Capital	(64.1)	153.4	(175.4)	(283.7)
Cash Generated from Operations	435.5	512.0	171.4	(29.2)
Less: Direct Taxes paid	(96.5)	(58.2)	(73.3)	(41.9)
Net Cash from Operating Activities	339.0	453.7	98.2	(71.1)
Cash Flow from Investing Activities	(83.5)	(333.5)	(62.7)	(5.9)
Cash Flow from Financing Activities	(205.0)	(101.5)	(31.6)	74.1
Net increase/ (decrease) in Cash & Cash equivalent	50.5	18.7	3.9	(2.8)
Add: Cash and cash equivalents as at 1 st April	31.0	12.3	8.4	11.2
Cash and cash equivalents as at 31st March	81.5	31.0	12.3	8.4



Thank You



R R Kabel Limited

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