



# 2019-20

## Annual Report

*Stay Powered up*



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*Route Map of the Annual Report*

# CHAIRMAN'S COMMUNIQUE

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**Mr. Ashok Kumar Agarwal**  
**Chairman cum Managing Director**



**Dear Stakeholders,**

*I feel fortunate to be able to furnish before you all our 26<sup>th</sup> Annual Report. I wish to take you through the performance and the highlights of the year along with the Annual Report.*

*Globally, the rapidly-evolving electrical equipment industry is offering exciting opportunities led by an inordinate interest around smart technologies. COVID-19 pandemic has ravaged the economic foundations of trade and is forcing an unprecedented social, economic, and business response. It has fundamentally changed the way we live, work, and has made 'Work from Home', 'Social distancing', and 'Higher technology adoption' as the 'new normal'.*

*As the world deals with the spiralling effects of the pandemic, we quickly took decisive action to respond to the unfolding challenges. We have been in constant engagement with all our stakeholders to understand and allay their anxieties. Our commitment to protect their interests in these tough times and updated them on the steps taken to support them. Our timely efforts have been appreciated and further strengthened our relationship with our channel partners.*

*In these tumultuous times, we have strived to provide efficient consumer services. FY 2019-20 was a period of significant external challenges, even before the COVID-19 crisis. Weakening macroeconomic environment, sectoral liquidity tightening and slowdown in infrastructure segment impacted the demand for industrial products within cables, professional lighting and switchgear. In addition, muted consumer sentiment impacted the demand for electrical goods.*

*As a Company, our focus will be on enhancing revenues and profitability and getting our working capital right. We have an ambitious target of growing our business and improving return on equity. The single-most important factor that, we believe, shall enable us to achieve this will be capacity utilisation. We will be targeting to maximise shareholders' value and will continue with cost optimisation initiatives as well.*

*In closing, while it is early to predict the severity of the pandemic fully, I am an optimist on mankind resilience to bounce back in the face of any adversity. Amidst all the disruption and economic fallout, there is an opportunity for us to expand our horizons and we are committed to do that. I would also like to take this opportunity to show our appreciation to our employees who, individually and collectively, make us a better and stronger organisation. As to our customers, business partners and shareholders, we look forward to your steadfast support as we continue our path of sustainable growth and value creation. Thank you for believing in us and be our companion in this journey!*

**Thank You,**  
**Ashok Kumar Agarwal**  
**Chairman cum Managing Director**

# DIRECTOR'S COMMUNIQUE

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**Mr. Ankit Agrawal**  
**Whole Time Director**



**Dear Stakeholders,**

*With the immense pleasure, I welcome you all to the 26th Annual general meeting of RMC Switchgears Limited. I wish to take a moment to thank you all for your invariable support over the years during the thick and thin of the Company. We are, each day, working towards the attainment of our goal and I assure you that our dedication and commitment is at top notch.*

*At RMC, our constant endeavour is to put people at the centre of all the efforts towards innovation and technology. We passionately believe that this is the right approach to make a meaningful difference in the lives of our stakeholders and get the best out of human potential.*

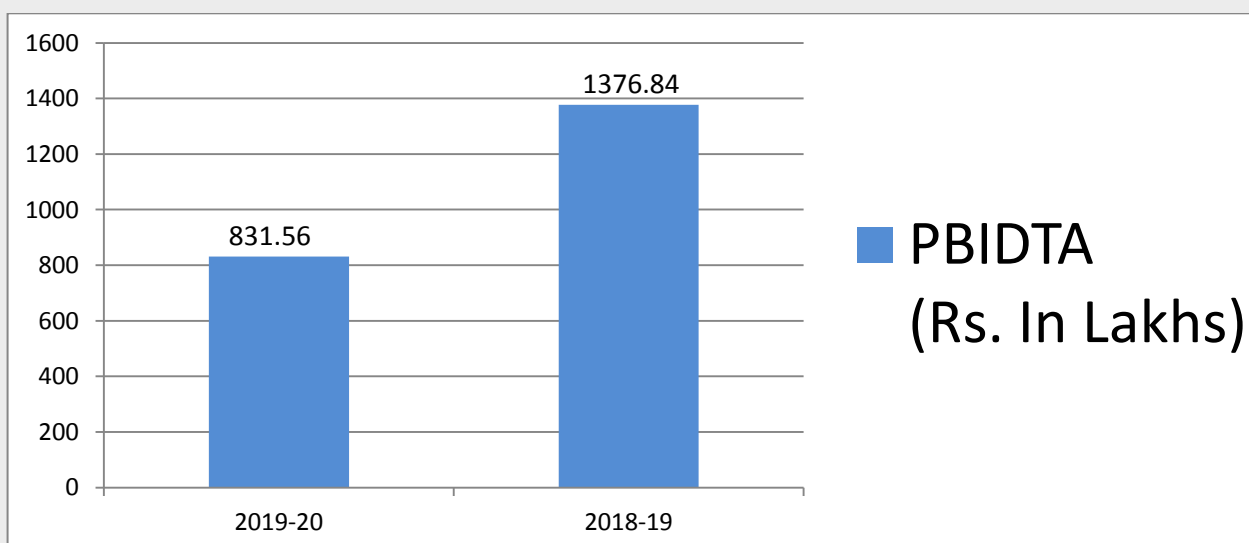
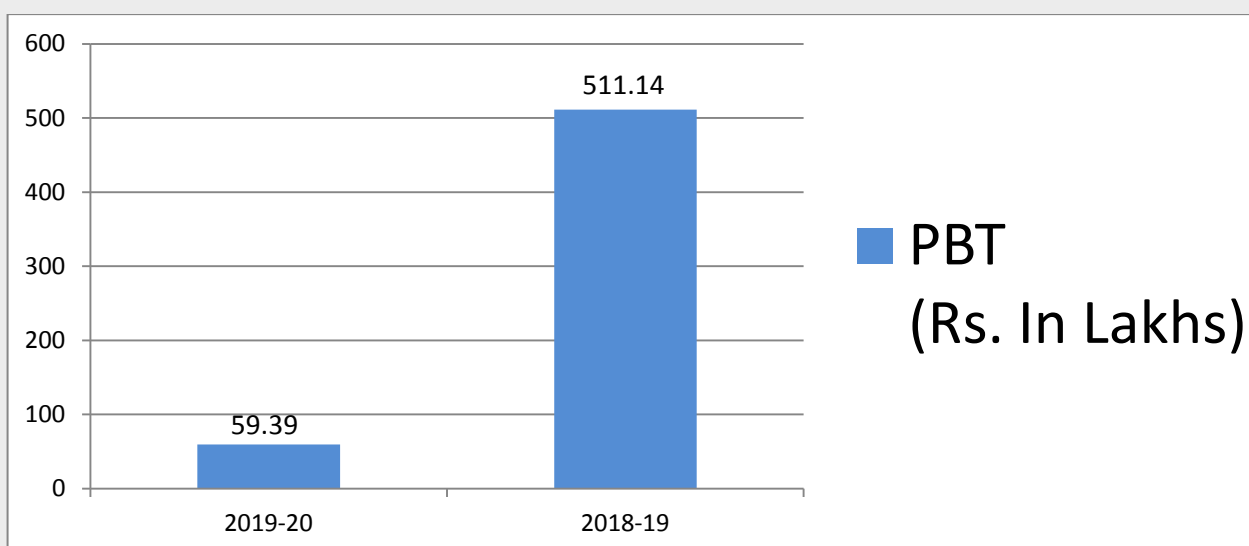
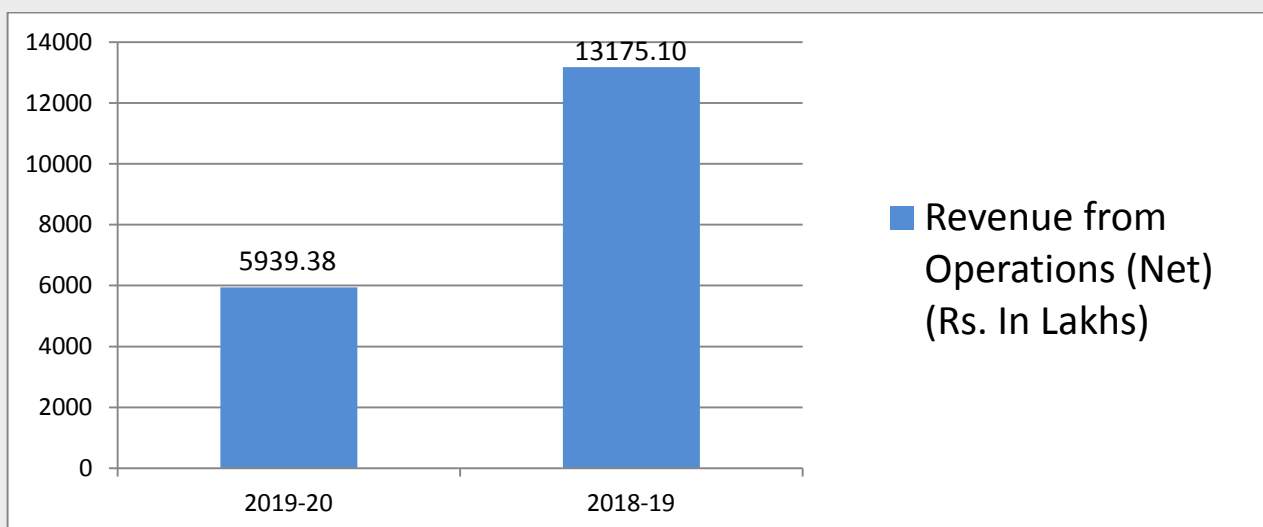
*The year has been a roller coaster ride not only for us but for the entire industry. The challenges posed by COVID-19 led to closing our plant operations as per Government of India's directives and thus impacting production. We are utilising this opportunity to prepare ourselves to respond to the post COVID-19 reality by focussing on readiness to jumpstart operations. We are continuously scanning the external headwinds and market trends that may impact our business segments, as part of our strategy planning. This approach gives us first mover advantage by anticipating consumer sentiments that further provides us opportunities to launch innovative solutions for them. Our strategy is derived considering risks and opportunities that could affect the industry and we expect that our strategy will help us to work on the future business model so that we remain as competitive as ever; on the other side of COVID-19.*

*In the Year 2019-20, we had expanded our horizons by participating in various exhibitions. We anticipate that our participation in exhibitions i.e. ACETECH 2019 and ELECRAMA 2020 would yield us the benefits we were looking forward to. Our business is mostly dependent on the Government projects and tenders; hence we are leaving no stone unturned to apply for the projects and fill the tenders. There is an immense push from the Governments, both at the states and central level to boost up the MSMEs and we foresee it to be an advantage for us. We are already witnessing huge inflow of enquiries and expect more tenders to be floated soon. I am sure these initiatives will have a lasting impact on our brand equity.*

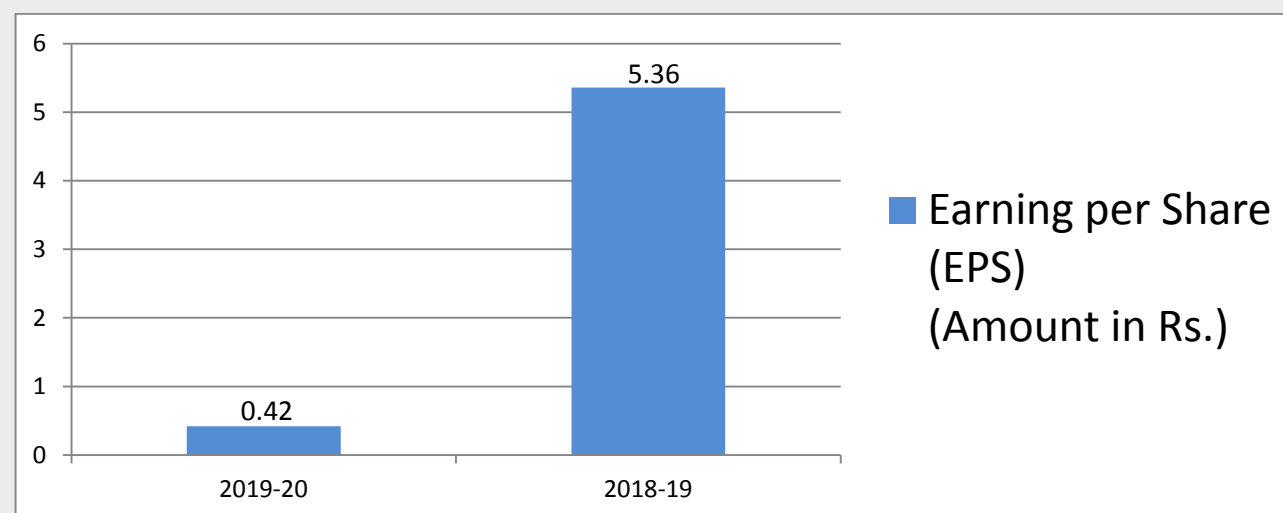
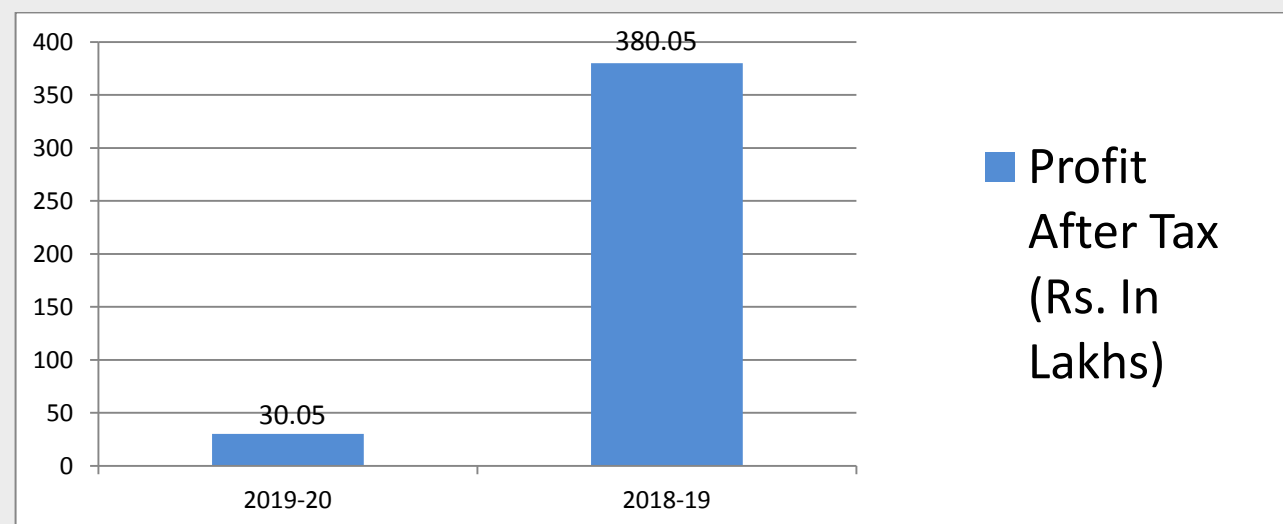
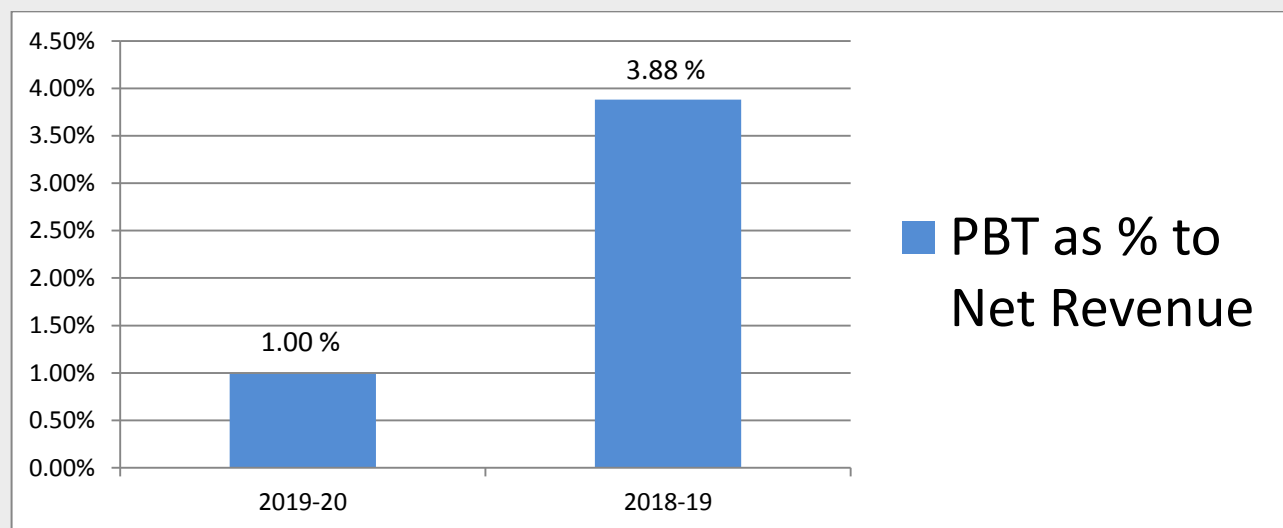
*I thank all our stakeholders for their support and trust. The Company is fundamentally strong in terms of back-end like R&D, specialised manpower and manufacturing facilities. Our focus on consumer satisfaction is building up quite strong. The coming years are going to be more exciting and we are committed to do our best and take the Company to greater heights.*

**Warm Regards,**  
**Ankit Agrawal**  
**Whole Time Director**

## Financial Highlights



## Financial Highlights



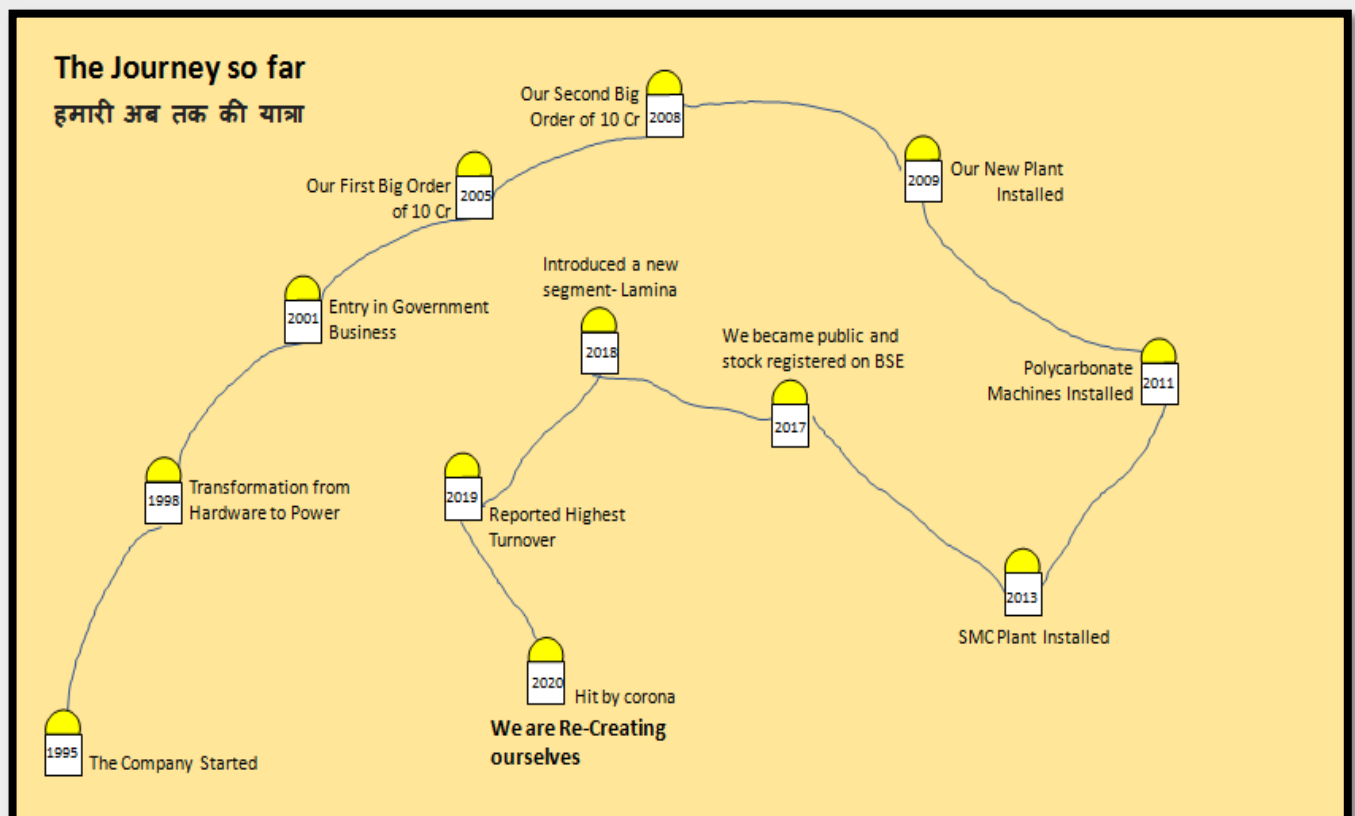


# Company & Its Overview

We are proud to be the only Indian Electrical Enclosure Manufacturing Company offering enclosures in all types of materials. Our infrastructure is spread over an area of more than 800000 sq. ft. with all ultramodern manufacturing and testing facilities. As one of the leaders in the electro-technical industry of India, we have been providing our esteemed customers with the best possible products, services and solutions since its incorporation in 1994.

We have been accredited with OHSAS 18001:2007 certification, ISO 14001:2015 certification, ISO 27001:2013 certification, Certificate of Compliance as per RoHS Directive (2002/95/EC) of the European Parliament and of the council on the restriction of use of certain hazardous Substances in Electrical and Electronic Equipments, Certificate of Compliance as per REACH, and ISO 9001:2015 Certification. Nonetheless, we are proud to offer the largest enclosure range from India for all applications and industries in many variants like IP-33 to IP-65 and from plastic to metal.

Since the last 26 years, we have been constantly growing because of our firm foundations of modernized production facilities, improved technical and quality standards, technical superiority, balanced teamwork and professional services. At RMC, we believe in long term relationships with all our stakeholders and intend to work jointly for maximizing the benefits from the modern technologies. We are constantly working towards improving the product portfolio and quality standards. In line with the same, we are constantly innovating our products to ensure revenue protection and revenue maximizations for Indian Utilities.





### **OUR VISION**

To become India's most promising brand by 2030.

### **OUR MISSION**

RMC stands for **R**eliable partner and **M**eticulous in work while providing **C**onsistency in experience.

### **CORE VALUES**

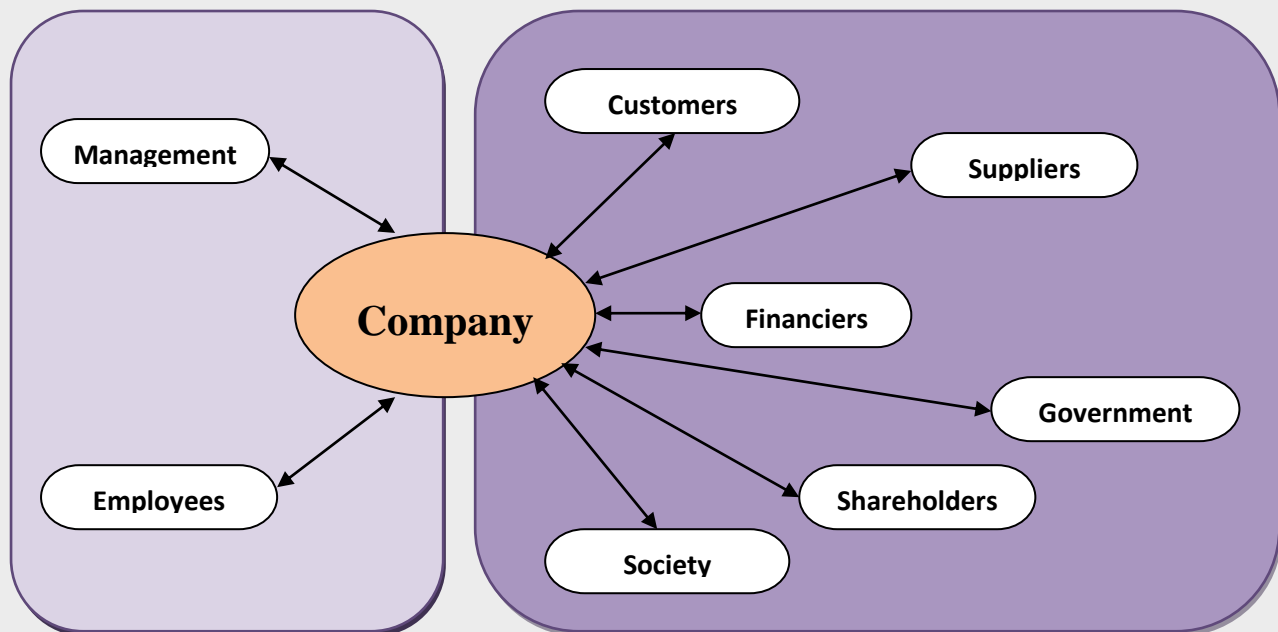
- |              |              |                     |
|--------------|--------------|---------------------|
| ✓ Reliable   | ✓ Meticulous | ✓ Consistent        |
| ✓ Dedication | ✓ Commitment | ✓ High Moral Values |

### **CULTURE STATEMENT**

We make work fun and inspiring



# Stakeholders' Relations- Value Creation



*We are a highly stakeholders oriented Company. We interact and engage with our stakeholders in a variety of ways, and our key stakeholders are our customers, employees, investors, suppliers and the society at large. We put ourselves in the shoes of each type of stakeholder and see things from their point of view. Our deliverables to our stakeholders:*

Customers	Quality product/service at right time and competitive price
Suppliers and Vendors	Timely payment
Financiers	Timely payment of Interest and principal
Governments	Contribution to GDP and Timely payment of taxes
Investors/Shareholders	Good return on investments as per the Industry norms
Society	Health, safety, economic development and contribution to society in several ways
Employees	Hygienic environment, stress free remunerative employment with job satisfaction & security
Management	Profit & Growth

# Our Products and Annual Capabilities

