

# Benchmark

Raghav Productivity Enhancers Limited  
Annual Report 2019-20

### Forward-looking statement

In this annual report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions.

The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should kindly bear this in mind.

We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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# Benchmark

At Raghav Productivity Enhancers Limited, we focus on doing better.

All the time.

Better than competition.

Better than ourselves.

The result is that over the years we have graduated from being referred to merely as the largest manufacturer to now being referred to as the 'only trusted brand'.

There is just one word that describes us accurately.

*Benchmark.*

## Raghav Productivity Enhancers Limited.

The largest ramming mass producer in the world.

Only listed and organised ramming mass manufacturing company in India.

Growing production, sales and profits through challenging market cycles.

Respected for taking its sector ahead.





### Leadership

RPEL is stewarded by Mr. Rajesh Kabra and Mr. Sanjay Kabra who are aided by a competent senior management possessing a cumulative industry experience of over 100 person-years.



### Responsible

The Company is not only customer-centric, but also a responsible manufacturer, validated by the ISO 14001:2015 and OHSAS 18001:2007 certifications, testifying environment management.



### Quality

RPEL is committed to servicing its customers with superior products. The products offered by the Company are widely respected owing to unique features that enhance the productivity and profitability of users. RPEL has been accredited with ISO 9001:2015 certification, validating its quality management.



### Facilities

The Company's manufacturing facility is based out of Newai, Rajasthan, with an operational capacity of 1.8 Lac tonnes per annum.



### Technology

RPEL invested in cutting-edge fully automated technology. The Company has emerged the largest manufacturer of ramming mass in the world and the largest exporter of the product from India.



### Listing

The Company is listed on the Bombay Stock Exchange (BSE) and enjoyed a market capitalisation of ₹113.63 crore as on 31st March, 2020.

## Strengthening our manufacturing capabilities

### 2009

Began with a traditional 12,000 MTPA plant

### 2012

Contract manufacturing at 7 different plants manufacturing 25,000 MTPA

### 2015

Started fully integrated plant with a capacity of 72,000 MTPA

### 2017

Plant reached full capacity

### 2018

Converted granules plant to ramming mass, enhancing capacity to 144,000 MTPA

### 2019

Through brownfield expansion and de-bottlenecking increased operational capacity to 1,80,000 MTPA

## 73.26

(%) Promoters' holding, 31st March, 2020

## 5.68

(%) Body corporate holding, 31st March, 2020

## 11362.99

(₹ Lac) Market capitalisation, 31st March, 2020

## 11985.94

(₹ Lac) Enterprise value, 31st March, 2020



## Awards & Accolades

### **Energy Efficiency Award 2019 & Certificate of Recognition for being the world's largest manufacturer of ramming mass by AIIFA**

Given by All India Induction Furnace Association for significant contribution towards innovation in increasing the energy efficiency of induction furnace plants in India. The award was presented by Hon'ble Union Minister of Steel Shri Dharmendra Pradhan and Hon'ble Minister of State for Steel Shri Fagga Singh Kulaste at a conference in New Delhi organised by AIIFA in association with Ministry of Steel. AIIFA is the apex body in India for Induction Furnaces. AIIFA also recognised RPEL as the world's largest manufacturer of Ramming Mass, bestowing upon us a certificate along with the Energy Efficiency Award.

### **Asia's Most Trusted Ramming Mass Brand**

Given by IBC Research, USA. IBC is one of the leading research agencies globally. This award was presented at an event in Bangkok.

### **Best SME 2019 Award**

Given by Arracus Media and Economic Times in April 2019. The award was presented by then Hon'ble Union Minister of Steel, Shri Birender Singh.



AIIFA Award presented by Hon'ble Union Minister of Steel  
Mr. Dharmendra Pradhan

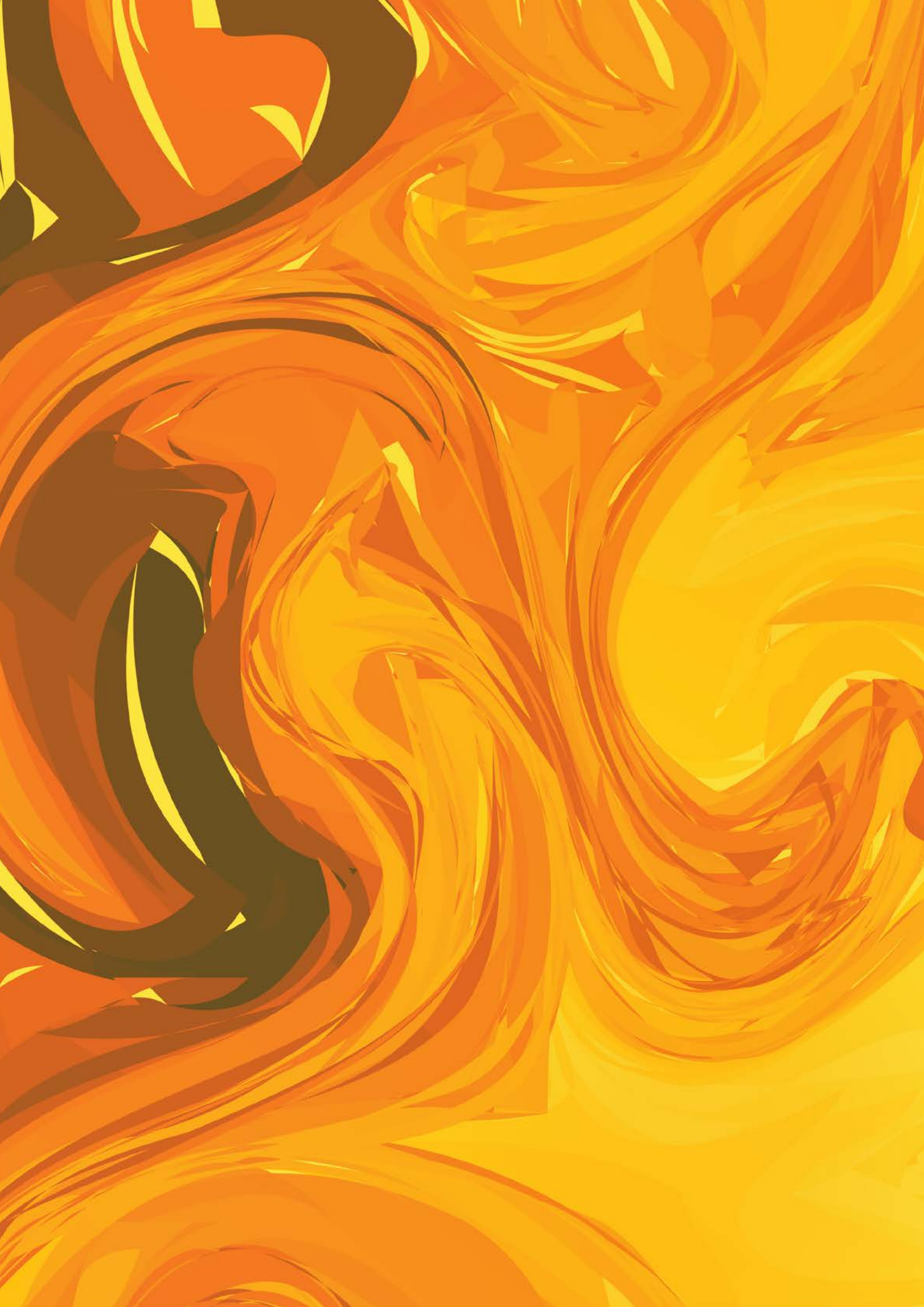


Economic Times Best SME 2019 Award (2)



Economic Times Best SME 2019 Award presented by  
Hon'ble Union Minister of Steel Mr. Birender Singh







# RPEL.

Emerging as a benchmark.  
Growing attractively even in  
a sluggish year for the sector  
and economy.

## Outperforming the Indian economy

The growth of the Indian economy declined 190 bps to 4.2% in 2019-20.

Raghav Productivity Enhancers Limited reported a 20.67% volume growth.

## Outperforming the Indian steel industry

The Indian steel industry reported a 5.2% CAGR in volumes across the last five years

RPEL grew its installed capacity by over 200% during the period.

## Outperforming competition

The Indian steel sector suffered a liquidity crisis as receivables extended in 2019-20.

RPEL protected its working capital cycle in 2019-20.

## Outperforming the exports sector

Indian ramming mass exports grew 8% in 2019-20.

RPEL increased its exports volume by 66.17% in 2019-20



