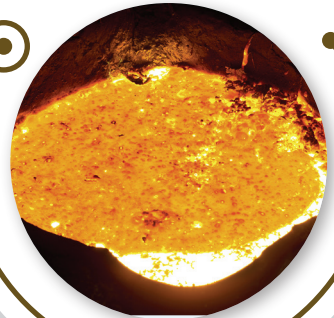


# **MORE MILES. MORE MILESTONES.**



**ANNUAL  
REPORT  
2022-23**

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## KEY HIGHLIGHTS IN FY23

₹ **137.75** crore  
Revenue  
↑ 37%

₹ **25.84** crore  
Net profit  
↑ 39%

**26%**  
EBITDA margin  
↑ 151 bps

**145**  
Employees

₹ **20** crore  
Cash Flow from  
Operations (CFO)  
↑ 148%



For more details,  
please visit:  
[www.rammingmass.com](http://www.rammingmass.com)

# MORE MILES. MORE MILESTONES.

🕒 At Raghav, the past few years have been about strengthening ourselves. The fiscal 2022-23 saw the culmination of our constant efforts, and has positioned us to make the most of the sectoral tailwinds.

With a steadfast commitment to excellence, we have successfully completed a significant capacity expansion of ~₹ 60 crores during the fiscal. This plant is undergoing trial runs and is expected to start commercial production from Q2 FY 2023-24. Additionally, the fiscal also saw us carve our position in the exports and foundry market coupled with greenfield expansion, leveraging which we are poised for a strong growth in the foreseeable future.

During 2022-23, we entered into a strategic co-branding partnership with an UK-based company, which will not only help us strengthen our presence in the global foundry market but also ensure that the incremental production quantum gets parked and fetches strong and consistent revenue, propelling us into a new phase of growth.

As we embark on this exciting chapter, we are driven by the belief that there are no limits to what we can achieve. 'More Miles. More Milestones.' perfectly encapsulates our vision for the future. We aim to go beyond boundaries, exploring uncharted territories, and leaving a lasting impact in our industry.

**60%**  
increase in installed  
capacity during  
2022-23

Expansion to cement our leadership  
positioning with increase in our  
market share from  
**10% to 15%** in domestic  
ramming mass market

**2x**  
increase in exports

Highest ever CFO of  
**₹ 20 crore**  
with highest ever Profit & Sale





## COMPANY OVERVIEW

# DOMINANT IN THE RAMMING MASS INDUSTRY

⦿ Raghav Productivity Enhancers Limited (RPEL) embarked on its journey in 2009. Ever since our incorporation, the Company has come a long way, and emerged as the largest silica ramming mass producer in the world and the only listed and organised ramming mass manufacturing company in India.

Silica Ramming Mass is a refractory product used in the inner lining of Induction Furnace (IF). IF is prominent in secondary steel manufacturing plants in India, Asia, Africa and Middle East. IF is also widely used in foundry and casting plants globally.

Over the years, we have established ourselves as the largest exporter and the only pan-India supplier of ramming mass amongst an unorganised and fragmented market. We supply our products across India and the world, with many distinguished steel manufacturers and foundries being our customers. Our robust manufacturing, extensive research and development prowess, superior quality products, financial acumen, and a strong brand name form the cornerstone of our operations.

## WHAT KEEPS US AHEAD OF THE CURVE

### Rich experience

We have an experience of 13 years, leveraging the learnings of which, we have eventually emerged as the largest producer of silica ramming mass in the world today.

### State-of-the-art infrastructure

Our manufacturing unit is located at Newai, Tonk in Rajasthan, with a manufacturing capacity of 180,000 MTPA of ramming mass, respectively. The 32,000 Sq. Mt. plant at Newai is strategically located near one of the world's richest quartz mines, which is a primary raw material for ramming mass, thereby, giving us a better control over cost and quality.

### Innovation and technology

We continuously invest in modern technology and best-in-class production processes in order to ensure operational efficiency and superior product quality. We also operate the world's only automated plant with VSI-based crushing process, which provides customised product delivery capabilities.

We proactively invest in R&D and have a strong R&D team of able technicians. Further, we have our in-house, Government-approved R&D centre in place at our plant, which enables the delivery of value-added products and adds to process efficiency.





### Superior quality

Our ability to customise products based on the customer's plant set-up so as to optimise its furnace performance, puts us ahead of the curve. Our R&D team uses international quality benchmarks, enabling our processes to be more effective. This, coupled with strong infrastructure and increasing investments in modern technology, holds us in good stead to deliver quality products to our customers. As a result, our products have 25 to 50% extra lining life in induction furnaces, compared to our peers.

### Strong management team

We are led by a management team with diverse and dynamic experience. Our promoters, Mr. Rajesh and Sanjay Kabra have a cumulative experience of over 60 years in different verticals of the ramming mass business. Their guidance, coupled with the strength of our management, has been instrumental in driving growth and expansion of the Company across the years.

### The only recognized brand in the industry

We are the only recognized ramming mass manufacturer, operating in a traditionally unorganized and localized sector, and hosting industry conferences and trade fairs. Notably, we are the only player to service customers with value-added customized solutions, with the focus on improving operational excellence.

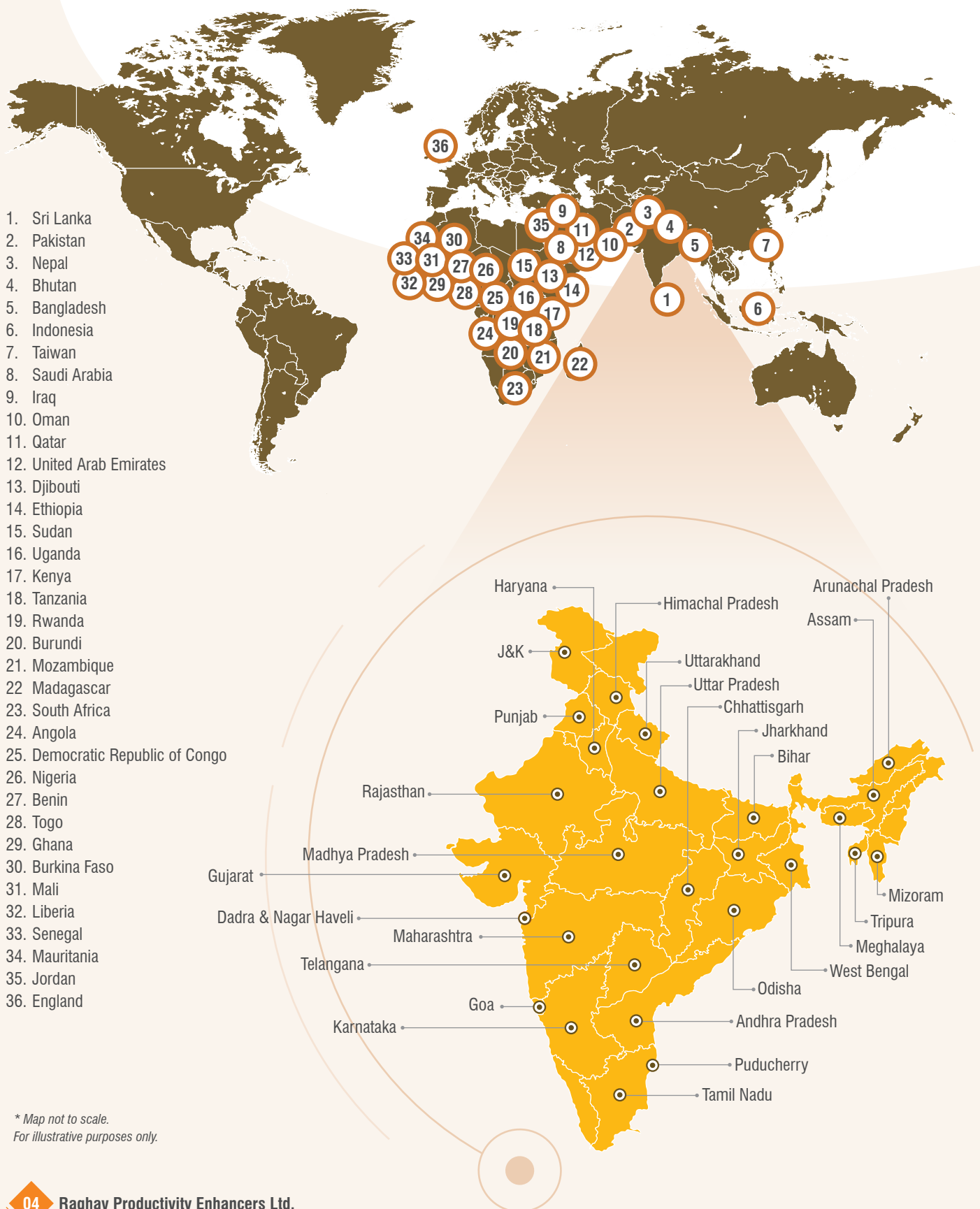
**Awarded the 'SME Empowering India Awards'** by Shri Bhanu Pratap Singh Verma, Honorable Minister of State for Micro, Small and Medium Enterprises of India for FY 2023 under the 'Engineering Materials' category



## WIDESPREAD PRESENCE

We are one of the very few companies to have broken the geographical barriers in an industry, which has traditionally been localized, due to high transportation cost.

Based out of Jaipur, we have a strong presence spread, not only across the country, but across the globe as well.



## WHAT DEFINES US

**288,000** MTPA

Post expansion



**97%**

Capacity utilisation



**175,000**

Production units



**36** countries

Export presence



## HOW WE HAVE FARED OVER THE YEARS

**2009**

- Commenced operations with a 12,000 MTPA plant



**2012**

- Augmented manufacturing to 25,000 MTPA by contracting at 7 different plants



**2015**

- Commissioned a fully integrated plant with 72,000 MTPA capacity the world's first fully automated plant



**2016**

- Listed on BSE-SME platform

**2020**

- Major R&D breakthrough with successful commercial trials and launch of a value-added variant of Ramming Mass



**2019**

- Migrated to the main board of BSE in August 2019
- Further, expanded capacity to 180,000 MTPA through brownfield expansion and debottlenecking of operations



**2018**

- Enhanced capacity to 144,000 MTPA by converting granules plant to ramming mass and received in-house R&D recognition from DSIR, Govt. of India



**2017**

- Production reached full capacity and applied for process patent



**2021**

- Achieved pathbreaking success in exports
- Raised funds from marquee investors for greenfield capacity expansion



**2022**

- Commissioned new plant near the existing plant in Newai, increasing the capacity by 60% from 180,000 MTPA to 288,000 MTPA
- Exports crossed 50,000 MTPA
- Global tie up with an MNC, for supplying silica ramming mass to foundry and casting units





## CHAIRMAN'S COMMUNIQUE

Dear Shareholders,

☉ I am happy to inform you that we have come a long way since our inception 13 years ago. Growing from strength to strength over the years, we have emerged as the largest silica ramming mass producer in the world, with a widespread presence across 36 countries.

### A unique position

The fiscal 2022-23 was marked by geopolitical tension arising from the Ukraine and Russia war, which has not only disrupted trade and supply chain, but also resulted in a steep rise in inflation. The rise in inflation impacted the GDP growth rate of not only India, but also the world. Despite this, the ramming mass industry is poised for growth on the back of incremental investments in infrastructure by Governments across the world.

Operating in a niche and unorganised sector, we have emerged as a frontrunner at a global scale, backed by strong corporate practices and a robust business model. Standing tall as one of the leading ramming mass producers in the world, we have continuously been focusing on broadbasing our business to cater to varied downstream needs of our customers. Our foundry business has been growing significantly over the past few years, and has enabled us to compete with large multinationals in the foundry market. Being an industry leader, our constant endeavour is on diversifying our product portfolio, and serving our customers with value-added products and solutions. With a strong presence across multiple verticals, we are focused on consolidating our strengths, and growing our market share across all businesses, with the vision of emerging as global leaders across all our business verticals.

### Decisive steps

The sharp rise in inflation not only impacted raw material prices, but also adversely affected the global freight costs. In order to stay ahead of such challenges, we focused on switching to alternate vendors and passed on the rise in material prices to our customers.

Notably, despite the rise in our sea freight costs, our exports grew exponentially during the fiscal. We reinforced our presence in global markets such as Africa, Bangladesh, Taiwan, Nepal and Saudi Arabia, among others. Leveraging our strong international presence and diverse product portfolio, we have scaled our exports substantially over the past few years. Additionally, we also entered a strategic co-branding partnership with a leading UK-based company for logistics and distribution of foundry products, further bolstering the growth prospects from exports. This partnership is expected to drive our export revenues, and help us extend our presence in new markets across the globe and

penetrate our existent markets better. In a span of only 5 years of initiating exports, we have attained an export milestone volume of 50,000 tonnes. The fiscal under review saw exports carving a share of 28% of the total volumes, which is set to grow to 40% in the next 2-3 years.

### Forging ahead

Going forward, the significant increase in export volumes is expected to be driven by our R&D and solution-based approach, helping the customers across the world with tailor-made offerings. Such value-added products and solutions will not only drive our topline, but also help us grow our bottomline.

By strengthening our business mix, we have been consistently strengthening our growth prospects. We are expecting huge opportunities associated with the foundry/casting business, which is expected to further bolster our business moat.

In our strive to expand our capacity and strengthen our business mix, we undertook a greenfield expansion adjoining our existing plant, which was completed during the fiscal, and is under trial run. The plant is expected to be commercialized in the second quarter of the next fiscal, helping us scale our capacities by 108,000 MTPA in the next 2 years. Equipped with modern equipment and technology, the plant will also help us improve our cost efficiencies in the foreseeable future.

Looking forward, our relentless efforts towards ensuring a stronger and more collaborative organization are expected to drive our growth trajectory for many 'more miles', and help us achieve even 'more milestones' in the years to come.

### Acknowledgement

Finally, I would like to express my gratitude to all my fellow Board Members for their constant support and guidance, in helping us emerge stronger through challenging times. I would also want to acknowledge the constant support of all our employees for their constant support and unparalleled contribution towards the constant growth of the Company. Additionally, I would also want to thank our customers, shareholders, and investors for their unstinted faith in us.

Warm Regards,

**SANJAY KABRA**  
Chairman

# MANAGING DIRECTOR'S MESSAGE



Dear Shareholders,

☉ I am pleased to present our 14th Annual Report for 2022-23. Standing in the face of the economic and sectoral challenges, we are happy to report that we have not only sustained our growth trajectory but also outperformed the sector.