



RAJRATAN
OUTPERFORM

INDIA | THAILAND

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RGWL/23-24/

20th January, 2024

To BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400001 Scrip Code – 517522	To National Stock Exchange of India Limited ‘Exchange Plaza’, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Symbol - RAJRATAN
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Sub: Investor Presentation

Dear Sir,

With reference to above subject, please find attached herewith Investor Presentation.

You are requested to kindly update the same on your website.

Thanking you,
Yours faithfully,
For Rajratan Global Wire Limited

Shubham Jain
Company Secretary & Compliance Officer

RAJRATAN GLOBAL WIRE LIMITED

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Navigating
challenges.
Staying
resilient.

Safe Harbour



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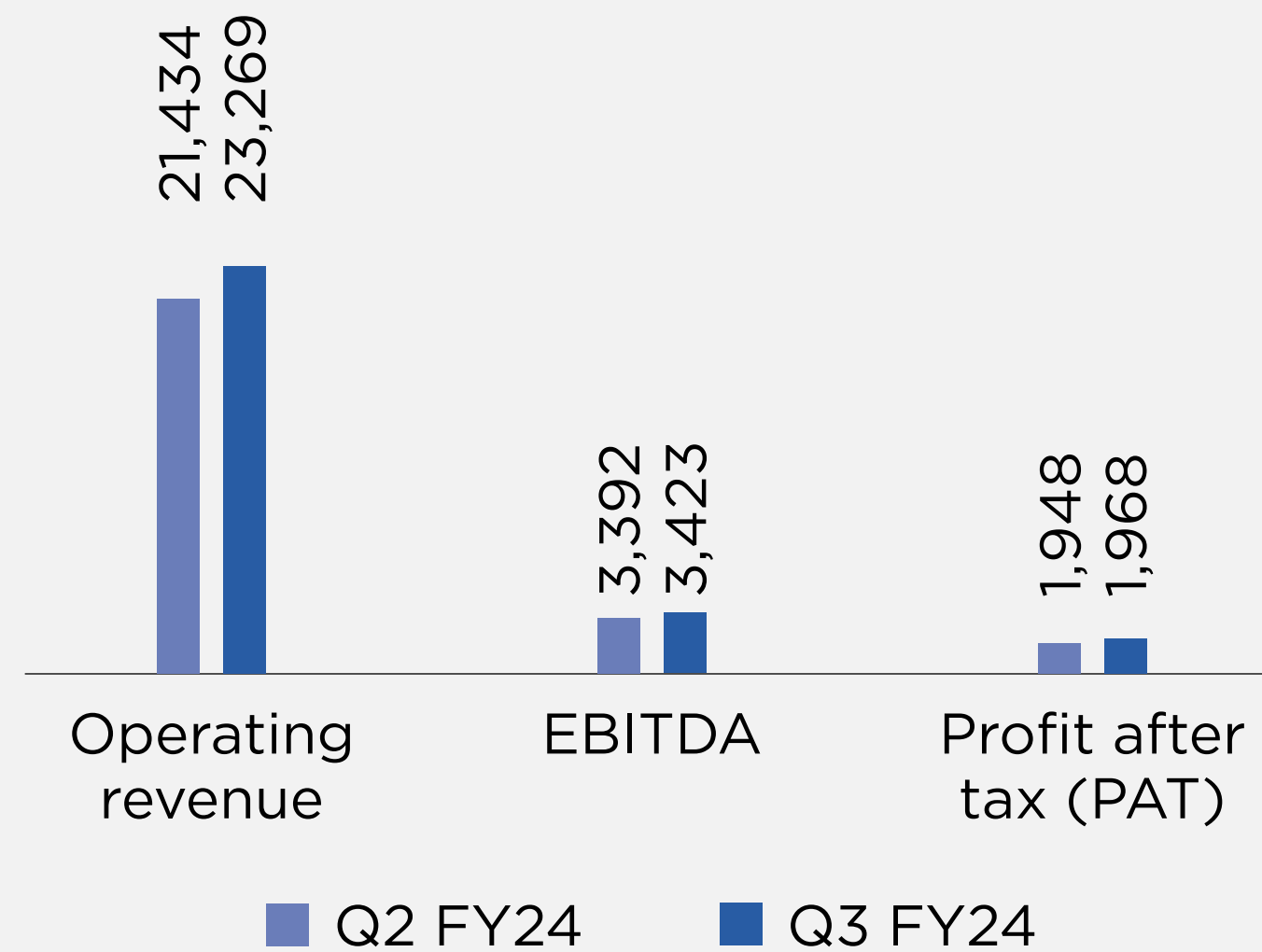
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Executive Summary

Consolidated Financial Highlights (Q3 FY24)

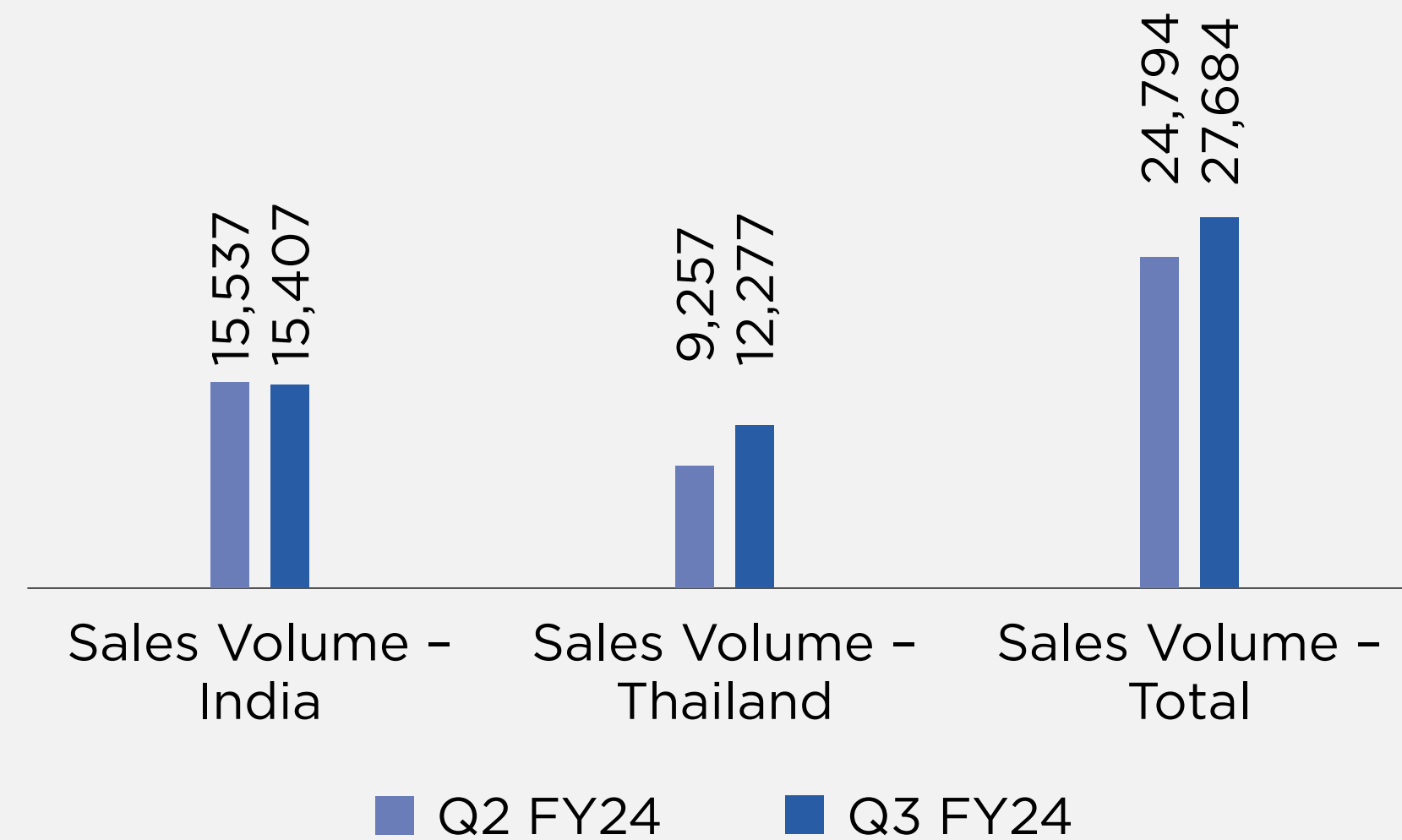
Revenue and Profitability



Operational Highlights (Q3 FY24)

Sale Volume

(in MT)



Management's Perception



Sunil Chordia
Chairman &
Managing Director

“

The previous quarter had shown initial offshoots of improvement in Thailand, while in Q3 we have achieved 80% capacity utilisation in Thailand, leading to 73.5% volume growth YoY. We have witnessed stiff competition, causing pricing pressure leading to lower operating margins. However on a blended basis we were in touching distance of 15% EBITDA Margin led by higher volume growth in Thailand. We are incorporating a subsidiary (sales, marketing & warehousing) in USA and sales and marketing offices in Europe to focus on our export business. Chennai expansion is on stream and will start trial shortly and commercial operations in Q1 FY25. While the last 12 to 15 months have been challenging due to various global factors, we have always excelled in coming out bigger, better and stronger from these challenges to Outperform. We continue to do so to make Rajratan a leading and large player globally in the business of bead wire.

”

Business Highlights



India

- During Q3 FY24, our production volumes were flattish quarter on quarter.
- Margin for the same period is lower than previous quarters due to competitive challenges. We have put in place a prudent strategy to gain market share aggressively and strengthen margin.
- We focused on growing volumes and are looking to capitalise on export opportunities.



Thailand

- We enhanced overall output in Thailand that helped in achieving substantial volume growth. This significantly contributed to increased profitability.
- We successfully completed the expansion of our capacities to position us for future growth.
- To reinforce our market presence we are ramping up our operational efficiency.

Rajratan - Updates on Chennai Plant

- Machine commissioning and safety checks are complete.
- The trial production at the Chennai plant is scheduled in Q4 FY24.
- Commercial production is likely to commence in Q1 FY25.

Key fact about this plant

- Our Chennai facility complies with the **IGBC Green Factory Building Platinum Certification.**



Chennai Plant

4-pronged Growth Strategy

01

Expanding footprint
across global markets

02

Ensuring quality
excellence and pricing
parity with peers to retain
a competitive edge

03

Focusing on top-tier
esteemed customers to
strengthen operating
margins

04

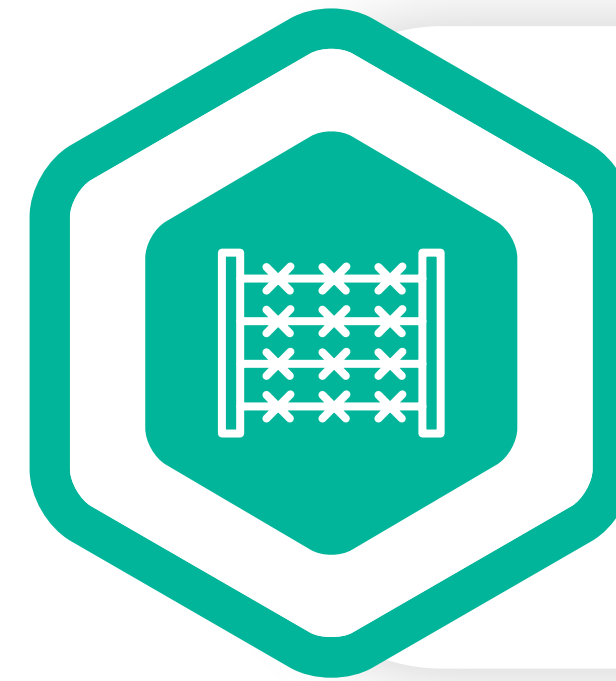
Adopting cutting-edge
technologies to streamline
processes and enhance
efficiency

Sustainability at Rajratan



Rigorous Sustainability Initiatives

To minimise environmental impact, we are implementing robust sustainability practices across all facets of operations & ensuring responsible resource utilisation.



Certification for Recycled Steel Bead Wire

We are in the process of obtaining certification for the recycled steel bead wire. This product is in line with circular economy principles & helps in reducing our carbon footprint.



Net Zero Targets

With a strategic focus on attaining net-zero emissions, we are setting achievable carbon footprint reduction goals in line with industry-leading standards.

Consolidated Financial



Rs. In Lakhs

Parameters	Q3 FY24	Q2 FY24	Q3 FY23	YoY%	9M FY24	9M FY23	YoY%
Sales Volume - India (in MT)	15407	15537	13732	12.20%	45526	43088	5.66%
Sales Volume - Thailand (in MT)	12277	9257	7078	73.45%	29018	23179	25.19%
Sales Volume - Total (in MT)	27684	24794	20810	33.03%	74544	66267	12.49%
Revenue	23269	21,434	19995	16.37%	65,088	67,594	-3.71%
EBITDA	3423	3392	3776	-9.35%	9,327	12,815	-27.22%
Other Income	(-8)	118	(-92)	-91.30%	240	247	-2.83%
Depreciation	464	436	464	0.00%	1,317	1,323	-0.45%
Interest	503	480	445	13.03%	1,512	1,284	17.76%
Profit before tax	2448	2594	2775	-11.78%	6,738	10,455	-35.55%
Profit after tax	1968	1948	2200	-10.55%	5,159	7,985	-35.39%
Equity capital (Rs. 2 face value)	1,015	1,015	1,015		1,015	1,015	
Earnings per share (Rs.)	3.88	3.84	4.33		10.16	15.73	
EBITDA margin (%)	14.71%	15.83%	18.88%	-417 bps	14.33%	18.96%	-463 bps
PBT margin (%)	10.52%	12.10%	13.88%	-336 bps	10.35%	15.47%	-512 bps
PAT margin (%)	8.46%	9.09%	11.00%	-254 bps	7.93%	11.81%	-388 bps

About Rajratan



One of the world's leading and most trusted bead wire manufacturers, Rajratan Global Wire Ltd., supplies bead wire to marquee and discerning customers across geographies.

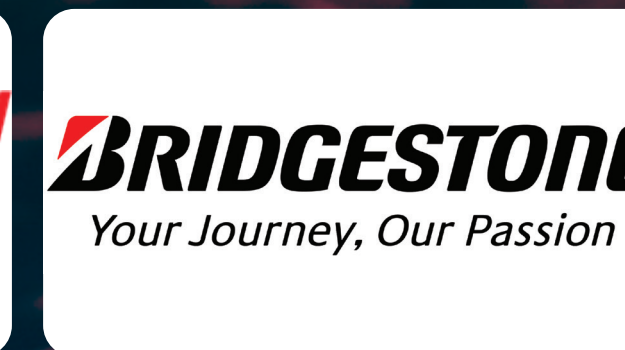
The Company has a capacity of 72,000 TPA (60,000 TPA for bead wire) in India and 60,000 TPA in Thailand. We have also set up a greenfield unit in Chennai with a capacity of 60,000 TPA.

- Largest bead wire manufacturing line in the world at the Pithampur plant.
- Only manufacturer of bead wire in Thailand.
- Growing market share of the bead wire industry in Thailand and India.
- **59%** revenue share from India operations in Q3 FY24.
- **41%** revenue share from Thailand operations in Q3 FY24.
- The market capitalisation stood at **Rs. 3,950*** crores on December 31, 2023.

*Source: BSE

Our Clientele

New Clients Onboarded





RAJRATAN

Thank You



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