RAGHAV PRODUCTIVITY ENHANCERS LTD.
(Formerly - Raghav Ramming Mass Ltd.)

Date: 25/08/2021

To
BSE Limited
Phiroze Jeejeebhoy Limited
Dalal Street
Mumbai-400001

Sub: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015 regarding corporate presentation
Ref: Raghav Productivity Enhancers Limited, Scrip Code: 539837

Dear Sir

With reference to captioned subject, please find enclosed corporate presentation for the Extra-ordinary General Meeting (EGM) of the Company held today.

Kindly take the same in your record.

Thanking You

Yours Faithfully

For Raghav Productivity Enhancers Limited

NEHA RATHI
Digitally signed by NEHA RATHI
Date: 2021.08.25 15:49:32 +05'30'

Neha Rathi
(Company Secretary)
M.No. A38807

CORPORATE PRESENTATION FOR EGM

25TH AUGUST 2021

RAGHAV PRODUCTIVITY ENHANCERS LTD.

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Purpose of fund raise

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- To step up the company's expansion plans.
- Company will be in capex mode for the next 3 years, as detailed further.
- Company is also exploring a new Ramming Mass plant at a second location in medium term through organic/inorganic route.
- The proposed capital raise will secure the capex plans of your company and provide the required capital support to execute company's growth plans.

Proposed Expansion

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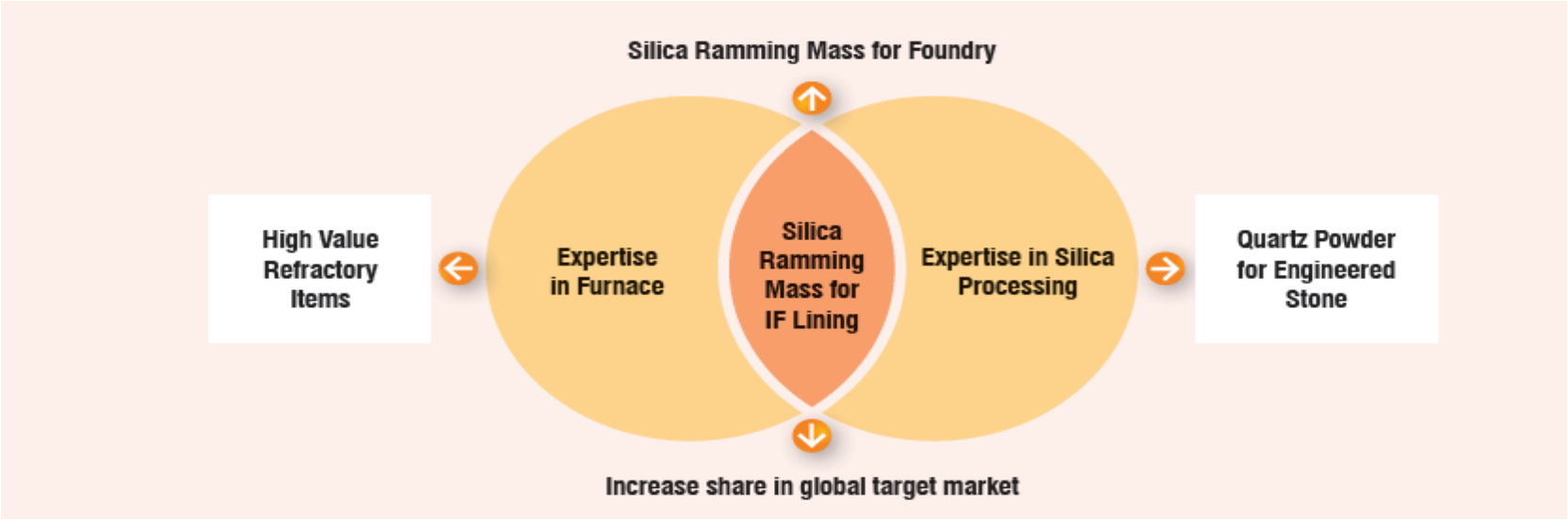
- Capital investments envisaged herein are in-line with company's strategic growth plans already communicated to our shareholders & investors through last AGM presentation and previous annual reports.
- RPEL enjoys leadership position in Ramming Mass industry globally and has developed significant expertise in furnace related refractories and silica processing through focused R&D efforts over last 4-5 years.
- The proposed investment will enable RPEL to fast-track its medium-term plans to enter the quartz powder (Processed silica) industry.
- The company also plans to set-up a plant for production of high value refractory items used in the Steel & Foundry industry.



Update on Ramming Mass expansion project

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- As informed earlier, RPEL is increasing its ramming mass capacity by 1,08,000 MTPA.
- Usage of preferential issue proceeds received in Feb 2021.
- The project implementation has now picked up pace post covid-19 second wave.
- On track to commence operations from Q3FY23.
- There is visibility of filling the additional capacity in next 2-3 years with most of our clients doing capacity expansion and increasing traction in the export & foundry markets along with our new value-added Ramming mass variant.

Key business features of upcoming projects

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Quartz processing plant :

- High value quartz used in multiple industries. Major ones being glass, ceramic, engineered stone, etc.
- Its a USD 1bn industry, dominated by small unorganized players using manual production processes, whereby customers face quality & consistency challenges.
- Conditions are similar to ramming mass market, where we got an edge due to our automation, product development, customization and corporate practices and gained market leadership. We see a very similar role play here as well.
- With our extensive project study, which has been done over last 3-4 years, we expect exclusive technology edge.
- Low working capital requirement as compared to Ramming Mass industry.

High value refractory items :

- Huge cross sell opportunity to our customers which are currently buying Ramming Mass from us.
- Company has been doing product development over last 3-4 years through our R&D efforts.
- Supplied trial orders in the past through contract manufacturing.
- Low capex requirement as compared to Ramming Mass or Quartz project.
- Working capital requirement similar to Ramming Mass market.

Project Implementation

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High Value refractory items :

- 1st phase of the project implementation will commence in Q3FY22 with select products.
- Plant should be operational in next 3-4 quarters.
- Will keep on adding products as we gain production experience & visibility in the market.

Quartz powder :

- Will be putting up a pilot plant in next 3 quarters.
- This pilot will be converted into a full-fledged plant post commercialization of our products.

Other highlights :

- Land already procured by the company/subsidiary for all the projects.
- All 3 projects to be situated adjoining the existing RM plant.

Capex estimate & Guidance

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Capex Estimate :

- Current project – Rs. 45 crores, crystallized.
- Upcoming projects – Rs. 100-120 crores indicative range, exact to be provided as & when project journey evolves.
- Capex to be incurred over next 10-14 quarters.

Leverage Guidance :

- Debt : Equity ratio to be less than 0.5 : 1.
- Interest cost to be less than 20% of EBITDA.

Other Strategic Advantages :

- De-risking strategy - reducing dependence on steel sector.
- Early mover advantage - opportunity to achieve technology leadership.

THANK YOU