RULKA ELECTRICALS LIMITED

(Formerly known as Rulka Electricals Pvt Ltd)
(MEP Project Contractor all over India)
(ISO - 9001 : 2015 Certified)
CIN U31103MH2013PTC243817

A-20, Shiva Industrial Estate, Lake Road, Bhandup (West) Mumbai - 400 078.
Phone No. 022 – 4974 2572 / 4974 2573 Email: info@relservices.in Website:www.relservices.in

REL/LT/2025/16 Date: May 24, 2025

To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, 05th Floor,
Plot No. C-1, Block G,
Bandra Kurla complex,
Bandra (E) Mumbai – 400051

NSE Scrip Code: - RULKA

Ref: Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirement) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosures Requirement) Regulations, 2015, we have enclosed herewith the Investor Presentation released by the Company for the Results of the Half Year and Year ended on March 31, 2025

The said Presentation is also available on the website of company at https://www.relservices.in.
You are requested to take the above cited information on your records.

Thanking You,

Yours sincerely,

FOR, **RULKA ELECTRICALS LIMITED**
(Formerly known as "RULKA ELECTRICALS PRIVATE LIMITED")

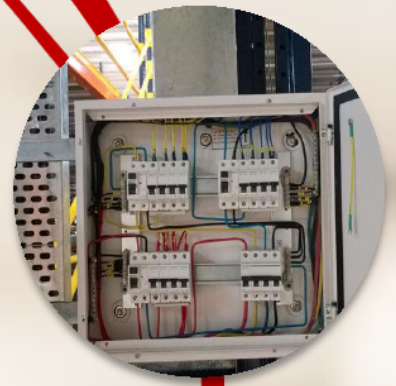
RUPESH LAXMAN KASAVKAR
Digitally signed by RUPESH LAXMAN KASAVKAR
Date: 2025.05.24 13:01:31 +05'30'

Rupesh Laxman Kasavkar
Managing Director
DIN:06546906

RULKA ELECTRICALS LTD.

Electrifying
The Future







Rulka Electricals Limited

INVESTOR PRESENTATION
MAY 2025



SAFE HARBOR

This document includes certain forward-looking statements which are tentative, based on current expectations of the management of Rulka Electricals Limited. These statements are based on management's current expectations or beliefs and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological, and/or regulatory factors, exchange rate fluctuations, cash flow projections, interest, and other costs. Rulka, its directors, and any of the affiliates or employees are under no obligation to and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise. Rulka does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company

MANAGEMENT COMMENTARY



Mr. Nitin Aher,
Whole Time Director

Mr. Nitin Aher
Whole Time Director

" During FY 2024-25 we undertook important structural changes that were essential for sustaining future growth.

While we experienced some **spillover losses from legacy civil projects**, these are now largely behind us. More importantly, we made deliberate investments in our organizational capacity, **establishing a new rental office in Mumbai and expanding our workforce by 40%.** These moves, though they temporarily impacted our bottom line, were **necessary steps to strengthen our operational backbone and scale delivery capabilities.**

Looking ahead to FY26, our strategic priorities include cost optimization through streamlined procurement and automation, expansion into renewable energy and smart infrastructure, strengthening our financial position via debt restructuring and working capital optimization, and broadening our geographic footprint and client base to capture high-value projects across new states. These focused initiatives will enable us to drive sustainable growth and create long-term value for our stakeholders."

EVOLVING THROUGH CONSISTENT MILESTONES

2013-14
- Incorporated as a Private Limited Company
- Set up to cater to the growing demand for high-quality electrical services in different sectors and regions

2015-16
- Secured its first Turnkey contract for different kinds of Electrical and associated work
- Expanded to different states and started to undertake small-scale commercial, retails and warehousing projects for few major brands

2017-18
- Acquired License from the Government of Maharashtra to carry out Electrical Works.
- Started to focus on height works in Warehousing and Industrial electrical works to build a competitive advantage
- Secured its first order above Rs.1 crore Electrical & Associated Works for hazardous types of chemical storage warehouse

2018-19
Expanded its services to include security systems, including CCTV surveillance, Fire Alarm, Access Controls, PA systems and the setting up of an in-house safety department.

2020-21
- Received the QMS ISO 9001:2015 Certification - helped secure projects for electrification of large Retail Stores and industrial plants and enabled participation in common infra projects.
- Received its largest order for a premium industrial and logistics park in Bhiwandi of ~Rs.8 crore, covering an area of approximately 100 acres.
- Invested in a multi-floor storage facility at a prime location in Mumbai
- Successfully increased footprint in Pune

2021-22
- Set up an office in New Delhi to cater to expanding the footprint in Northern India.
- Registered with a PWD license in Class "A" from the Government of Maharashtra.

2022-23
- Forayed into offering services for solar systems.
- Received an order for Solar Work of 450 KW capacity in Bhiwandi from our existing client
- Vertical integration into Fire Fighting Works to reduce reliance on external suppliers and contractors.

2023-24
- Converted to a public limited company, Rulka Electricals Ltd
- Initiated IPO listing with NSE Emerge.
- Started bidding & empanelment in various Govt. organization



OVERVIEW

12+
Years Since Inception

133
Projects Under Execution

146
Employees on Roll

17
States Serviced



53.6%
Revenue CAGR in Past 3 Years

100%
Revenue from Turnkey Projects

OFFERINGS

EDC - Electrical Services

Electrical Contracting Services

- Retail & Commercial Electrical & Data Works.
- Electrical Turnkey Projects (Commercial and Industrial)
- DG Installation Testing & Commencing
- Transformer Installation Testing & Commencing
- 2 / 4 Pole Structure Supply & Installations

Commercial Electrical Services

- Execution of Retail & Commercial Electrical & Data Works
- Retail & Commercial Electrical & Data Maintenance with cost-effective solutions.

Data and Voice Cabling Installation Services

- Data & Voice Cabling with trunking or piping.
- Data Rack Supply & Installations
- Voice Krone Box Fixing & Punching
- Establishment of Epax Systems.
- Patch Panel & I/O. Terminations

EDC - Fire Fighting Systems

Industrial and Commercial Installations of:

- Fire Alarms
- Sprinkler Systems
- Fire Extinguishers
- Fire Suppression Systems.
- Fire Hydrants
- Fire Hose Reels
- Fire Safety Signage
- Fire Safety Plans
- Maintenance and Inspections
- Regulatory Compliance

Security Systems

CCTV Systems Services

Public Address Systems

IT & Networking Services

Access Control Systems

Solar Systems

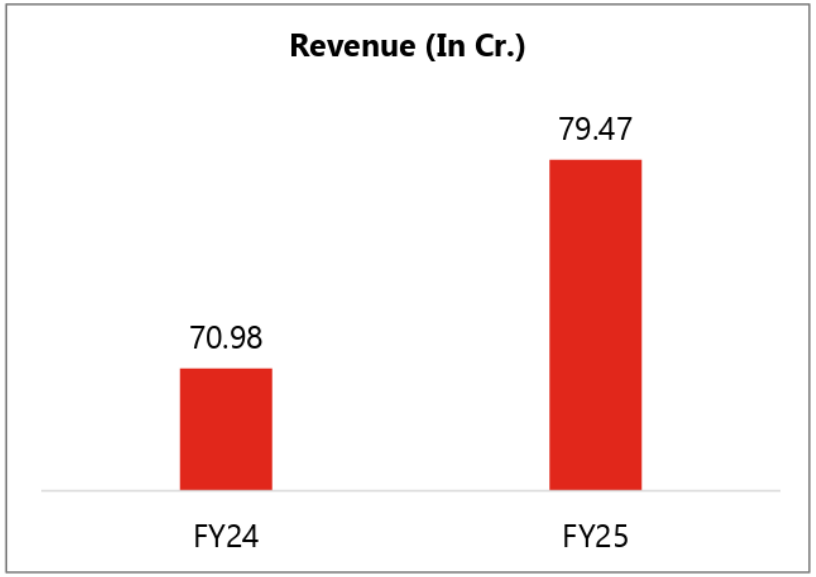
Audio Video Systems Services

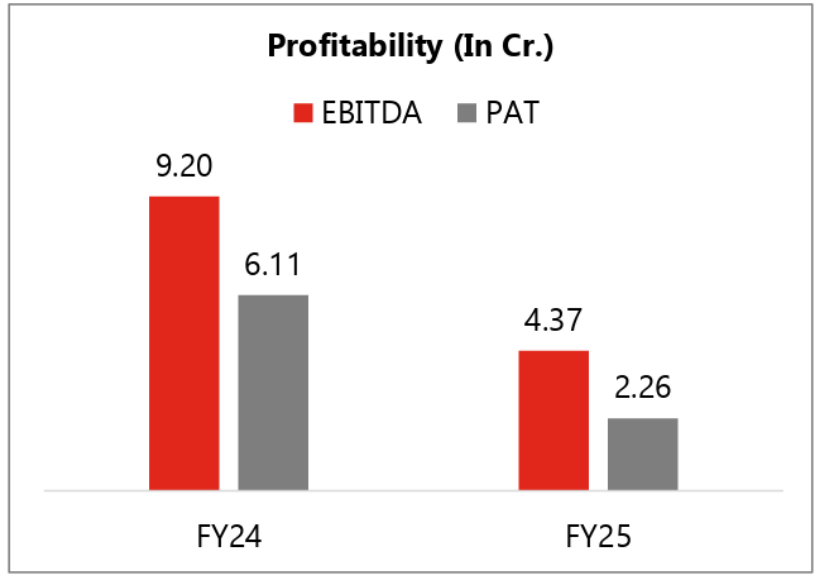
PERFORMANCE HIGHLIGHTS

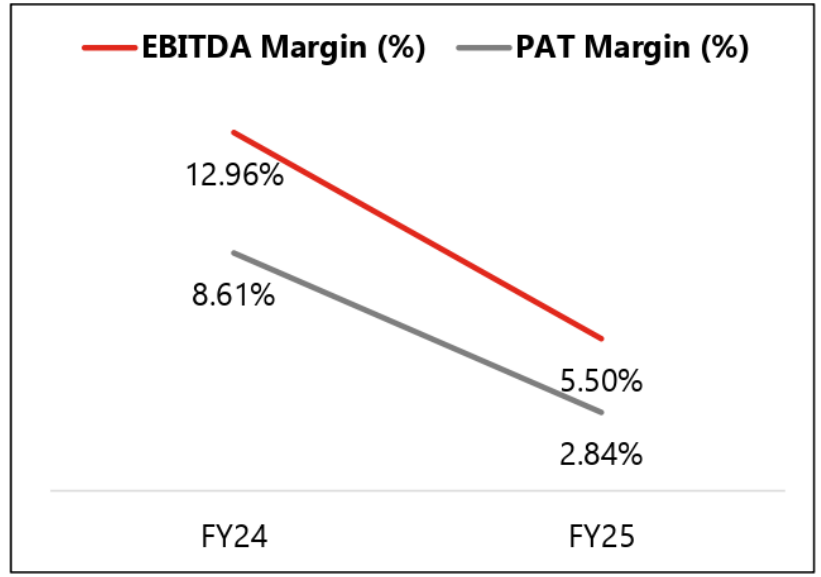
- Order book reached ₹68.40 crore from H1 FY25 and it grew to ₹93.98 crore in H2 FY25, with total FY25 orders at ₹ 163.28 crore, with the pending orders to be completed by FY'26.
- Expanded client base and secured orders across key states in India during FY 2024-25, including Tamil Nadu, Uttar Pradesh, Madhya Pradesh, Haryana, Gujarat, Andhra Pradesh and Telangana, **with an eye on warehousing and retail sector.**
- Achieved strong revenue growth across key business segments during FY 2024-25 — Electrical Works revenue increased from **₹48.85 crore to ₹58.19 crore** and Firefighting Systems' revenue increased from ₹14.84 crore to ₹21.56 crore.
- Despite maintaining growth momentum in FY25, Rulka Electricals Limited faced significant margin pressure due to **rising input costs, higher labor expenses, increased compliance costs and non-scalable overheads while executing large-scale projects**.



FINANCIAL PERFORMANCE (YoY)





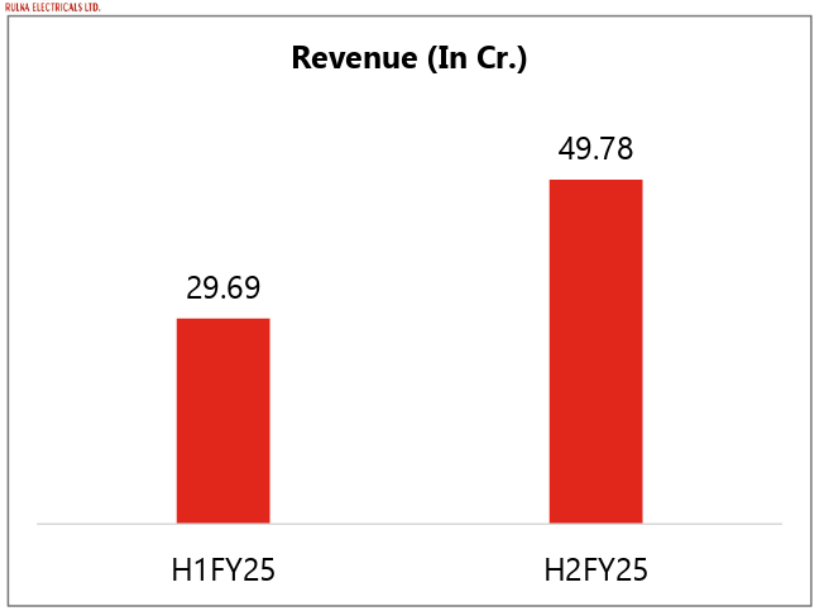


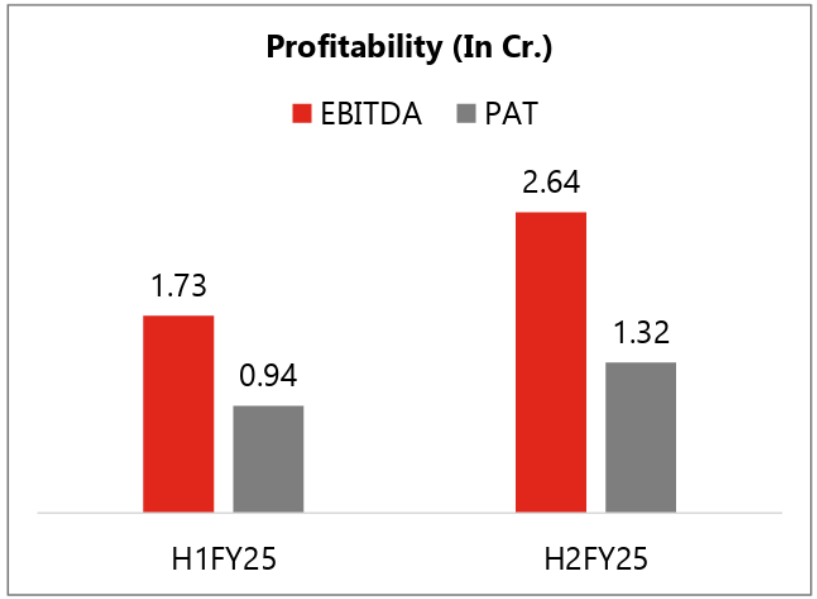
Revenue

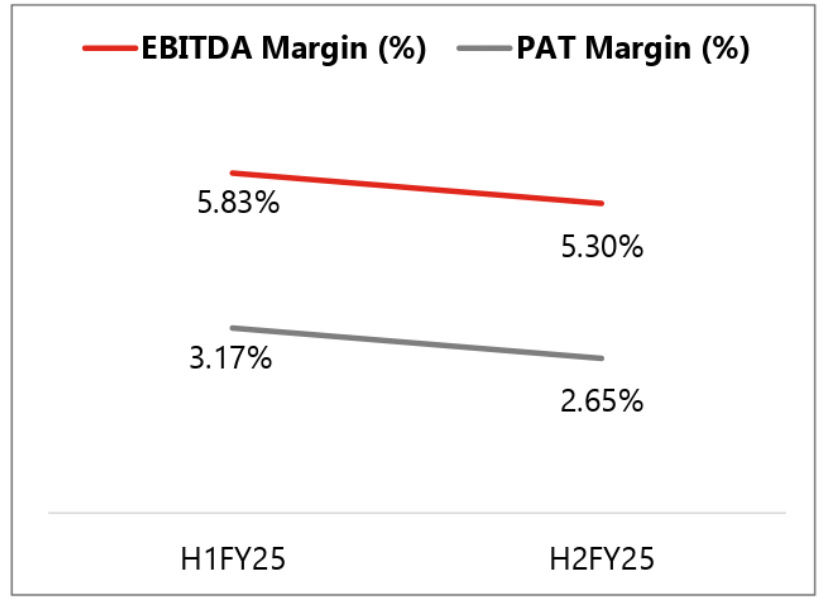
EBITDA

PAT

FINANCIAL PERFORMANCE (HoH)







Revenue

H2FY25
Rs. 49.78 Cr.

EBITDA

H2FY25
Rs. 2.64 Cr.

PAT

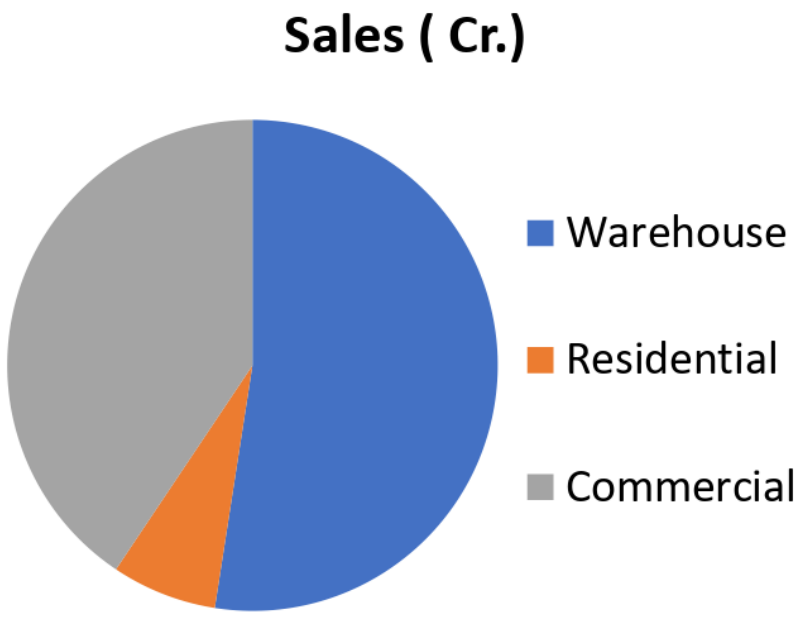
H2FY25
Rs. 1.32 Cr.

PROFIT AND LOSS STATEMENT

Particulars (In Lakhs)	H2FY25	H1FY25	H2FY24	FY25	FY24	HOH Growth%	YOY Growth%
Total Revenue	4969.33	2984.49	3484.38	7953.82	7128.92	67%	12%
Total Expenses	4512.89	2679.5	2481.21	7192.39	5373.27		
EBITDA	264.33	172.69	541.44	437.02	919.84	53%	-52%
EBITDA %	5.32	5.79	15.54	11.11	12.90		
Finance Costs	54.99	31.36	43.38	86.35	68.89		
Depreciation and amortization Expenses	17.23	9.02	7.47	26.25	15.14		
Profit before prior-Period items and tax	192.11	132.31	461.73	324.42	835.81		
prior - Period items	0	0	0	0	0		
PBT	192.11	132.31	490.59	324.42	835.81	45%	-61%
Tax Expenses	60.31	38.55	118.66	98.86	224.74		
PAT	131.8	93.76	371.93	225.56	611.07	41%	-63%
PAT %	2.65	3.14	10.67	5.79	8.57		
EPS	3.19	2.27	10.91	5.46	17.99		

SEGMENT WISE REVENUE (FY'25)

Warehouse	Residential	Commercial	Total
IN 41.6Cr	INR 5.5Cr.	INR 32.2Cr.	INR 79.4 Cr.



STRATEGIC ROADMAP FOR GROWTH

Optimal Utilisation of Resources

Consistent focus on investing in the future - develop customized systems and processes to ensure effective management control

Improve operational efficiencies

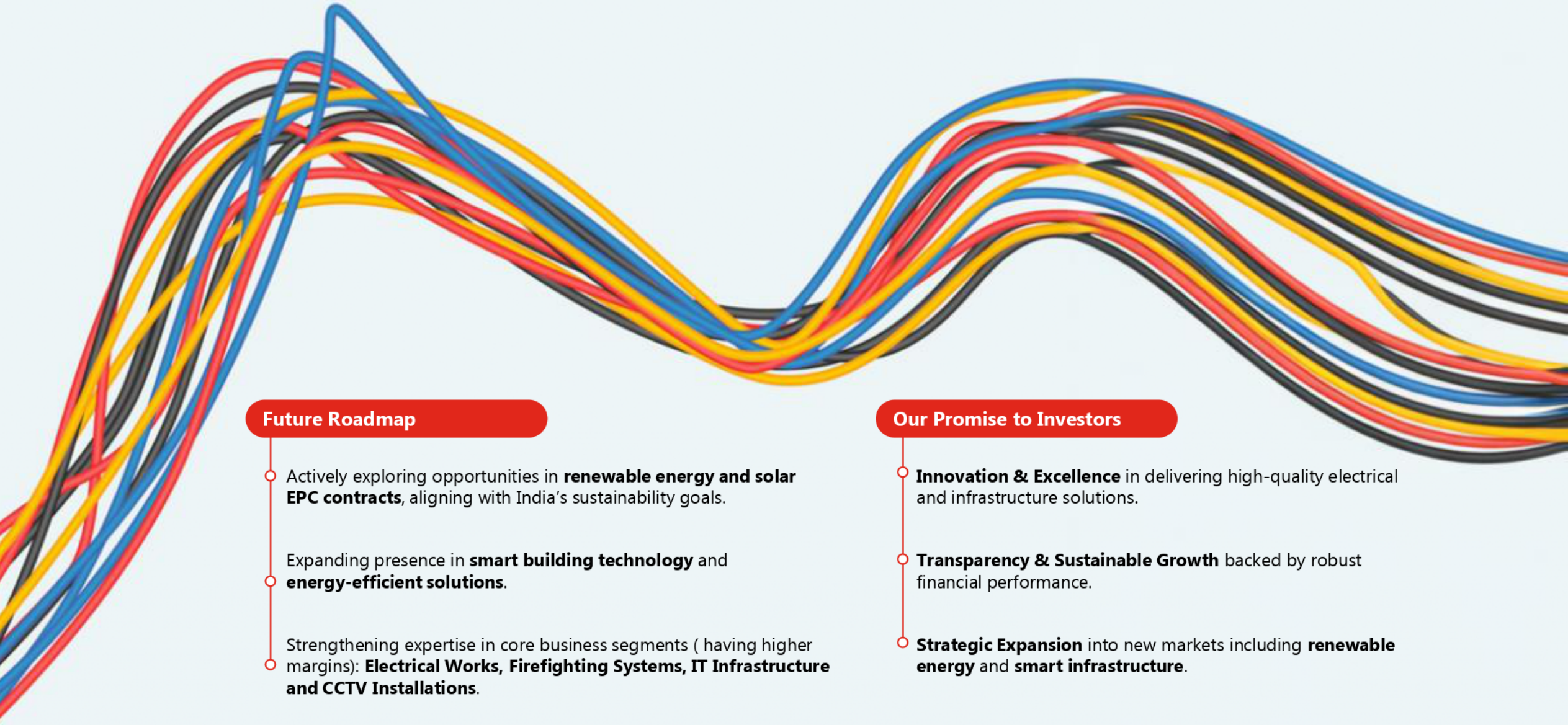
Eye on the margin
To leverage technology and analytics to further deepen cost reduction without hampering the execution quality

Leverage Relationships

Focus on upskilling talent
Ride on customer goodwill to extend to newer geographies and sectors
while capitalising on the India opportunity



STRATEGIC VISION & INVESTOR PROMISE



Future Roadmap

- Actively exploring opportunities in **renewable energy and solar EPC contracts**, aligning with India's sustainability goals.
- Expanding presence in **smart building technology** and **energy-efficient solutions**.
- Strengthening expertise in core business segments (having higher margins): **Electrical Works, Firefighting Systems, IT Infrastructure and CCTV Installations**.

Our Promise to Investors

- **Innovation & Excellence** in delivering high-quality electrical and infrastructure solutions.
- **Transparency & Sustainable Growth** backed by robust financial performance.
- **Strategic Expansion** into new markets including **renewable energy** and **smart infrastructure**.

FY26 ACTION PLAN: GROWTH & OPTIMIZATION

01

Expand into new states beyond current markets, focus on high-value industrial and commercial projects and deepen relationships with both government and private sector clients.

Cost Optimization & Efficiency

02

Target solar EPC contracts to align with India's clean energy goals, develop smart building technologies for energy efficiency and build strategic partnerships with sustainability-driven enterprises.

Expansion into Renewable Energy & Smart Infrastructure

03

Undertake debt restructuring to improve liquidity, optimize working capital management for better cash flow and enhance investor engagement to reinforce market confidence post-IPO.

Strengthening Financial Position:

04

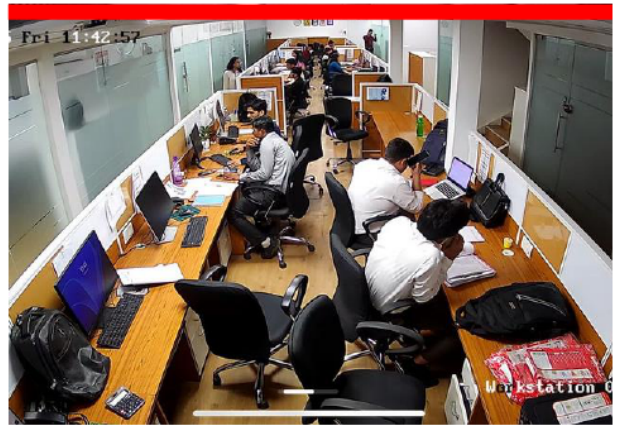
Expand into new states beyond current markets, focus on high-value industrial and commercial projects and deepen relationships with both government and private sector clients.

Geographic Expansion & Client Diversification



OUR TEAM: POWERING PROGRESS







- We are an employee centric company. Their passion and commitment drives our success.
- Through frequent training and development programs, we empower them to excel.
- Their collaborative spirit, dedication and expertise are the HALLMARKS of our team's excellence

LAURELS



HSE Achievement Project – One Million Safe Hours with No Loss Time - Kothur Logistics Park Project - **2023**



Outstanding Performance in Safety and Quality at Indospace Chakan Project - **2023**



Outstanding Contribution to QHSE at Indospace Chakan Project - **2023**



Momento of appreciation from NY Cinema - **2024**



In appreciation with the Outstanding Service at DCB Group of Warehouse, Chennai - **2024**



Certificate of Appreciation at WOLP Bhiwandi Project with No Loss Time Accident - **2022**



Certificate of Appreciation in the S200 Warehouse Project of LP Logiscience LLP, Bhiwandi - **2023**



Award of Excellent Performance in EHS at Power of One Logistic Parks Pvt. Ltd. - **2024**



Certificate of Appreciation – Ascendas - **2024**



Certificate of Appreciation on successful completion of Welspun Bhiwandi Project - **2023**

Clientele



Warehousing

INDOSPACE a GLP joint venture

LILADHAR PASOO SINCE 1919

TOLL

firstcry.com big store for little ones

ANTONOV INDUSTRIAL PARKS

WELSPUN ONE Logistics Parks

HORIZON INDUSTRIAL PARKS

JRGL ROBINSONS GLOBAL LOGISTICS SOLUTIONS

APTIV

METRO SHOES

Mahindra LOGISTICS

LODHA INDUSTRIAL AND LOGISTICS PARK

bigbasket

DELHIVERY Small World

FM LOGISTIC

DB SCHENKER

D Mart

ascendas FIRSTSPACE A CapitaLand-Firstspace Joint Venture

Commercial

INOX LIVE THE MOVIE

TIMEZONE

RUNWAL With you, always...

TG GROUP

K RAHEJA CORP

EROS INTERNATIONAL

INT ADITYA BIRLA CENTRE FOR PERFORMING ARTS

PHOENIX MARKETCITY

PACIFICA COMPANIES

PVR A PVR INOX EXPERIENCE

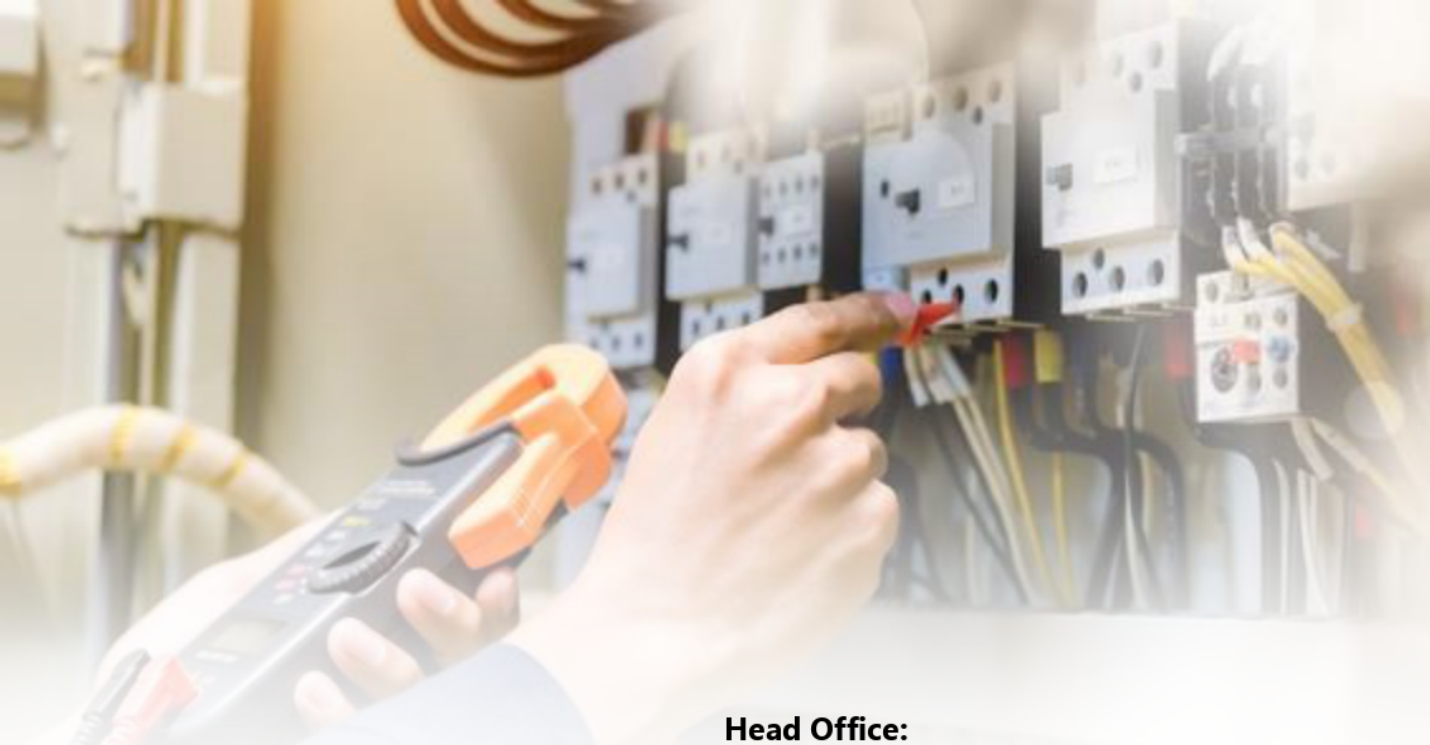
SUN PHARMA

NTT Group

Mastek

AMBROSIA GALAXY THE ULTIMATE BUSINESS GALAXY

ISPRAVA



RULKA ELECTRICALS LTD.

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Thank You