



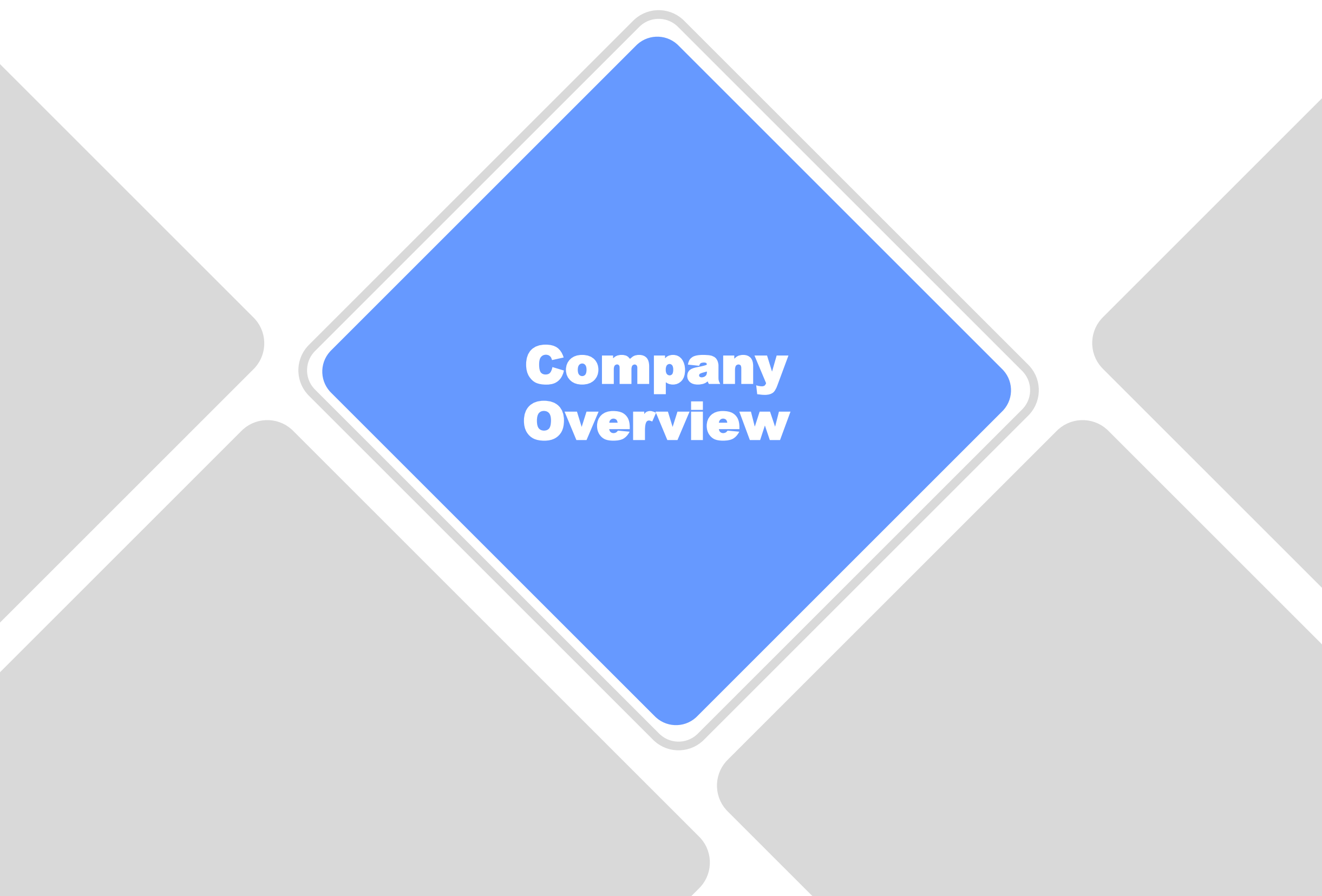
INVESTOR PRESENTATION

**R M DRIP AND SPRINKLERS SYSTEMS
LIMITED**



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Company Overview

BUSINESS OVERVIEW

- Incorporated in 2004, R M drip and Sprinklers Systems Limited is an ISI & ISO certified Company engaged in manufacture and sale of Micro Irrigation System (MIS) consisting of Drip Irrigation System and Sprinkler Irrigation System ,its components, irrigation accessories and allied products.
- The Business model can be categorized broadly into two categories – project markets and open market sales..
- The Founder and Promoter of R M Drip and Sprinklers Systems Limited , Mr. Vijaykumar Kshirsagar has more than two decades of experience in the field of marketing and manufacturing of drip irrigation systems and sprinkler irrigation systems.
- The Managing Director of R M Drip and Sprinklers Systems Limited, Mr. Shyam Sundar Dash has over two decades experience in micro irrigation industry, at Domestic as well as International, and has been instrumental in formulating growth strategy for our Company.
- The Company's product range includes wide variety of products HDPE Pipes, Pipes Fittings and Irrigation Equipments including Drip Irrigation Systems, Sprinkler Irrigation Systems, Disc Filters, Screen Filters, etc.



FINANCIAL PERFORMANCE

Total Income FY 17
INR 2,872.57 lakhs
5year CAGR of
82.60%

EBITDA FY 17
INR 384.41 lakhs
5 year CAGR of
78.75%

PAT FY 17
INR 136.08 lakhs
5 year CAGR of
103.60%

KEY MILESTONES

1992

Formation of a registered Partnership firm with the name M/s. J.K. Industries



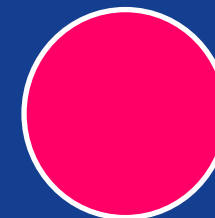
2004

Conversion of Partnership firm into a Private Limited Company



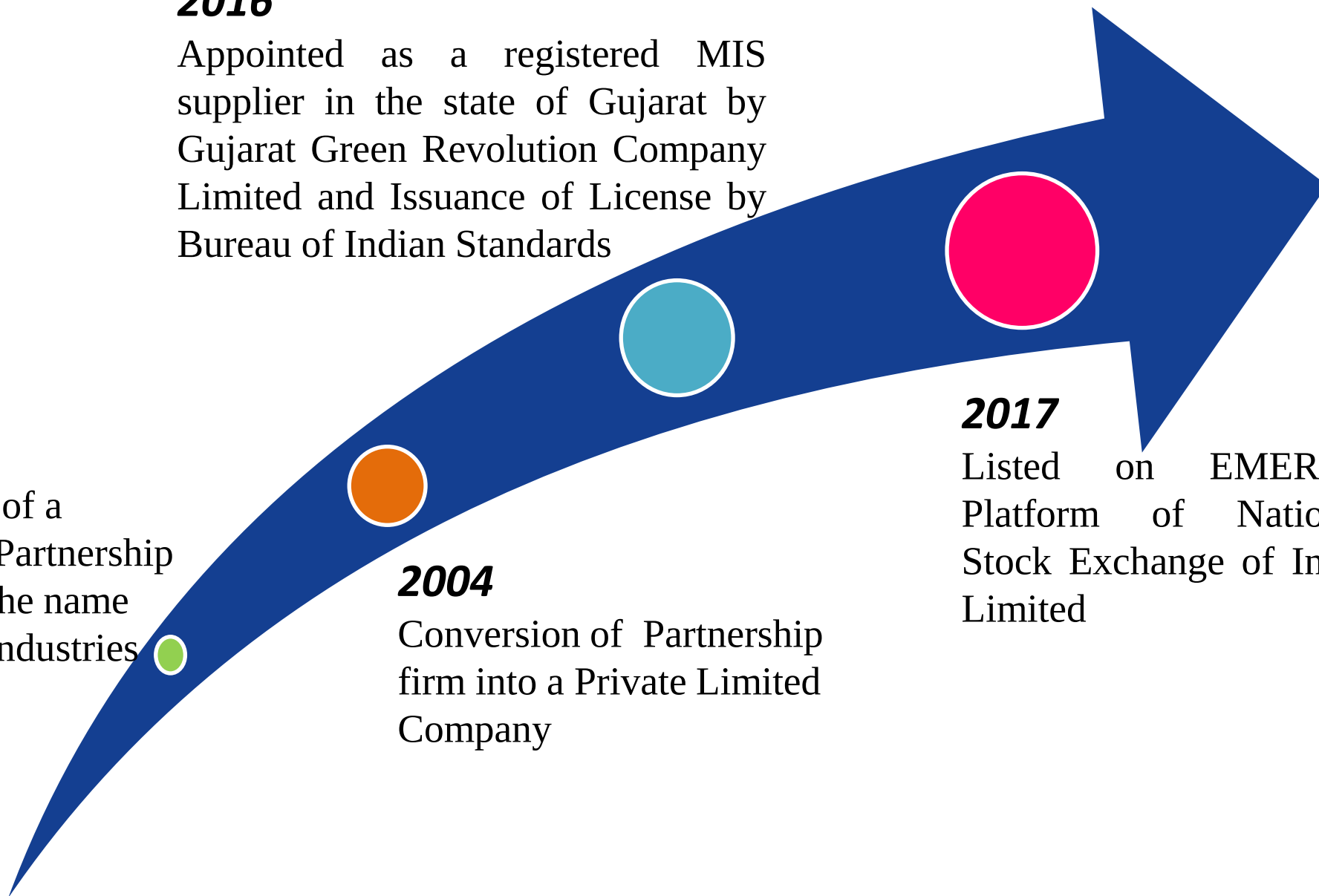
2016

Appointed as a registered MIS supplier in the state of Gujarat by Gujarat Green Revolution Company Limited and Issuance of License by Bureau of Indian Standards



2017

Listed on EMERGE Platform of National Stock Exchange of India Limited



OUR SPECTRUM OF PRODUCTS

Khas Drip (Integral Drip Lateral)

Available in 2 & 4 lph drippers discharge with dripper spacing from 15 cm to 150 cm, giving wider choice and flexibility in selection. Suitable for all close spaced crops, horticulture plants and medical plants such as vegetables, sugarcane, cotton, grapes, flowers etc.

Online Drip Line LLDPE Plain Lateral

Available in 6 mm, 12 mm, 16 mm, 20 mm and 32 mm diameters in class - 1 & class -2, made of high-grade virgin polyethylene, resistant to chemicals and fertilizer used in agriculture. Used as lateral pipe in various micro irrigation systems such as Drip, Micro sprinkler, etc

Pressure Compensating Dripper

Cylindrical PC dripper with unique regulating labyrinth with self-flushing operation at the beginning and the end of each irrigation cycle. Useful for using undulated area for uniform discharge. Useful for using undulated area for uniform discharge.

Sand / Gravel Media Filters

Mild steel powder coated corrosion resistant body. Pressure testing port at inlet and outlet. Easy to open and clean. Used as a primary filter, effective against organic impurities, algae and against very fine suspended particles.



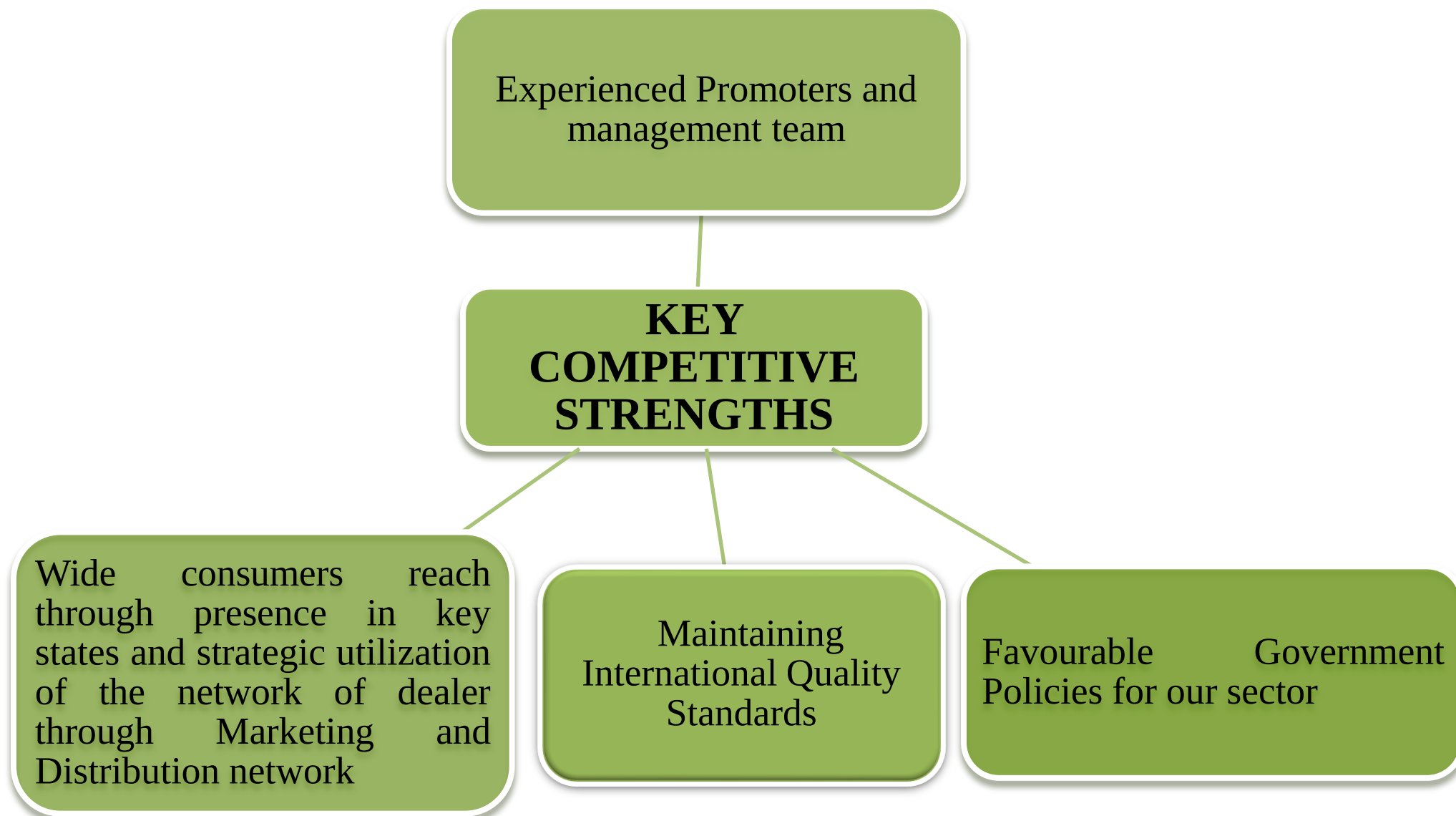
OUR DISTRIBUTION NETWORK

For the year ended March 31, 2017, our sales in Madhya Pradesh, Maharashtra, Gujarat and Karnataka together contributed 100 % of our total revenue. We may continue to expand our sales in these states. Existing and potential competitors to our business may increase their focus on these states, which could reduce our market share.

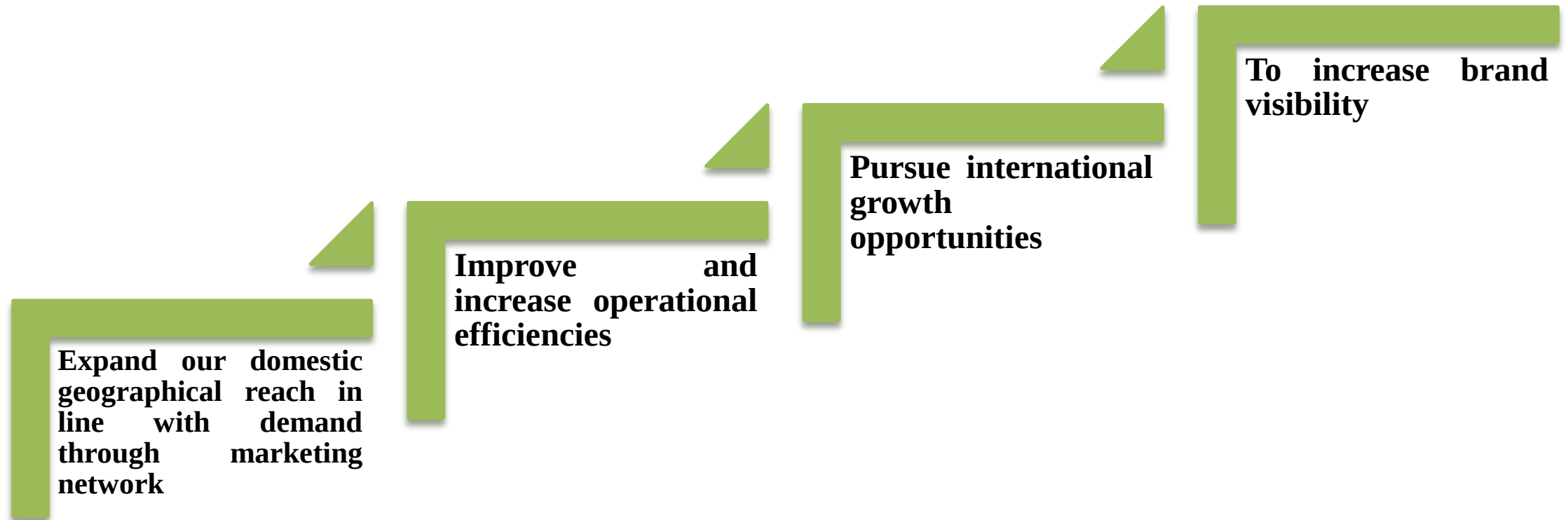
State	Revenue from State	% of Total Revenue
Maharashtra	1791.32	63.22%
Madhya Pradesh	971.72	34.29%
Karnataka	59.66	2.11%
Gujarat	10.83	0.38%



COMPETITIVE STRENGTHS



BUSINESS STRATEGY



OUR MANAGEMENT TEAM

Vijaykumar Kshirsagar-Promoter, Chairman and Whole Time Director

He holds Bachelor's degree in commerce from University of Bombay. He holds an experience of 22 years in Micro irrigation Industry. He has been on the Board of our Company since incorporation. His experience and dedication has contributed in the development of the Company. He is the key person in formulating and implementation of business strategy for growth & expansion.

Shyam Sundar Dash-Managing Director

He holds a degree of Bachelor of Engineering in the branch of Industrial Production Engineering from Utkal University & Masters in Business Administration. in Marketing from Osmania University. He has an experience of 22 years in Micro Irrigation industry. He was earlier associated with the Nagarjuna Fertilisers and Chemicals Limited. He is heading the entire operation of the Company including implementation of strategy for growth and expansion.

Nivrutti Kedar-Promoter, Vice-Chairman and Executive Director

He has completed the course of B.SC. Agriculture from Mahatma Phule Agricultural University. He has been on the Board of our Company since September 25, 2014. He looks after the financial activities of the Company.

OUR MANAGEMENT TEAM

Arjun Makani-Promoter and Executive Director

Arjun Makani, aged 62 years, is the Promoter and Executive Director of our Company. He has been on the Board of our Company since September 25, 2014. He looks after all the administrative activities of the Company.

Kewal Handa-Independent Director

He is a qualified Company Secretary and Cost and Works Accountant and also has a Masters in commerce degree from Bombay University. He has been on the Board of our Company since June 28, 2017. He has been Managing Director of Pfizer Limited, India since 2005. Prior to this, he served as Executive Director - Finance, Pfizer Limited. Recently was appointed as non-executive chairman and part-time non-official director of Union Bank of India. He is recognized as an industry expert on issues concerning the pharmaceutical sector. As the Vice President of the Organization of Pharmaceutical Producers of India (OPPI), he has been at the forefront of the industry's efforts to resolve issues pertaining to the pharmaceutical sector

Madhav Ganpule-Independent Director

He holds Bachelor of Commerce degree from Pune University. He is a Member of the Institute of Cost & Management Accountant of India, The Institute of Company Secretaries of India and The Institute of Chartered Accountants of India. He has been on the Board of our Company since June 28, 2017

Ulka Kulkarni-Independent Director

She holds Bachelor of Commerce and Bachelor of Laws Degree from Poona University. She is a practicing Company Secretary by profession and is a fellow member of the Institute of Company Secretaries of India. She has been on the Board of our Company since June 28, 2017.

The graphic features a central green diamond with a white border, containing the text "Financial Overview". This diamond is surrounded by four light gray shapes, each with a rounded corner, positioned at the corners of the frame. The background is white.

Financial Overview

BALANCE SHEET

(Rs. in Lakhs)

Particulars	FY 17	FY 16	FY 15	FY 14	FY 13
Share Capital	238.00	140.00	48.00	1.00	1.00
Reserves & Surplus	149.96	111.88	79.59	38.73	36.03
Long term borrowing	689.96	245.76	173.87	52.86	61.65
Deferred Tax Liabilities (Net)	15.83	16.47	20.62	2.7	3.62
Other Long term liabilities	116.29	19.19	0.60	5.19	2.95
Long-term provisions	11.93	6.31	1.76	1.21	1.05
Short Term Borrowings	451.61	138.31	66.93	67.05	52.46
Trade Payables	297.01	233.99	73.65	37.11	51.59
Other Current Liabilities	318.65	75.58	37.78	18.84	12.38
Short Term Provisions	83.99	42.38	16.56	3.43	1.43
Total	2373.23	1,029.87	519.36	228.12	224.16
Total Fixed Assets	831.76	298.04	307.25	68.81	75.64
Long Term Loans and Advances	0.40	189.83	-	-	-
Non Current Investments	10.59	4.11	3.23	3.09	3.09
Other Non current assets	10.47	0.25	0.02	1.23	1.23
Total Current Assets	1,520.01	537.65	208.86	155	144.21
Total	2373.23	1,029.87	519.36	228.12	224.16

PROFIT & LOSS A/C

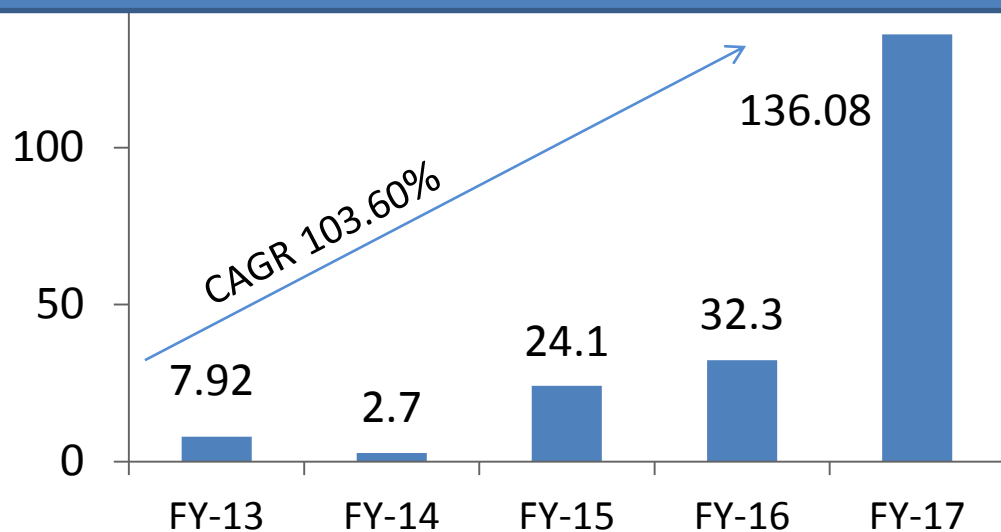
(Rs. in Lakhs)

Particulars	FY17	FY16	FY15	FY14	FY13
Total Revenue*	2872.57	1178.53	578.58	310.32	258.37
Total Expenses	2667.13	1130.63	532.07	306.52	247.00
EBITDA	384.41	138.25	86.04	29.44	37.65
Depreciation	91.98	40.66	23.09	10.74	11.55
Finance Cost	87.00	49.68	16.44	14.9	14.73
PBT	205.43	47.90	46.51	3.79	11.36
Tax	69.35	15.61	22.41	1.10	3.45
PAT	136.08	32.30	24.10	2.70	7.92
Basic and Diluted EPS	7.47	5.68	10.23	27.01	79.20
Adjusted EPS	4.13	1.31	1.10	0.13	0.39

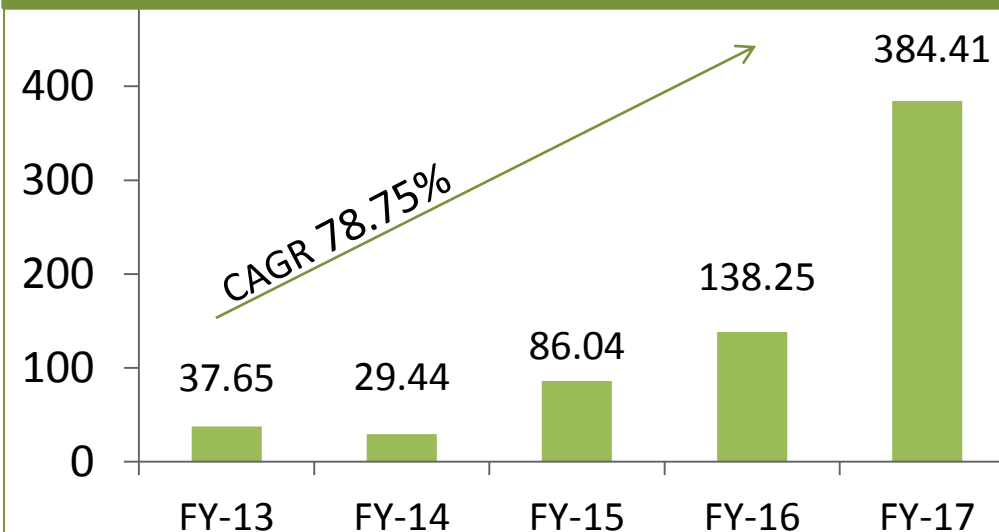
*Including Other Income

KEY FINANCIAL RATIOS

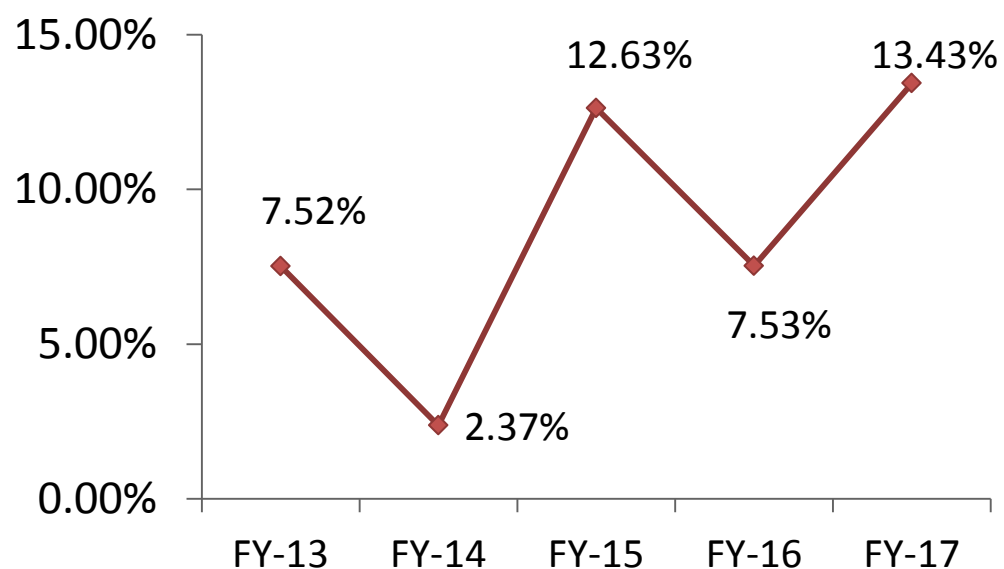
PAT



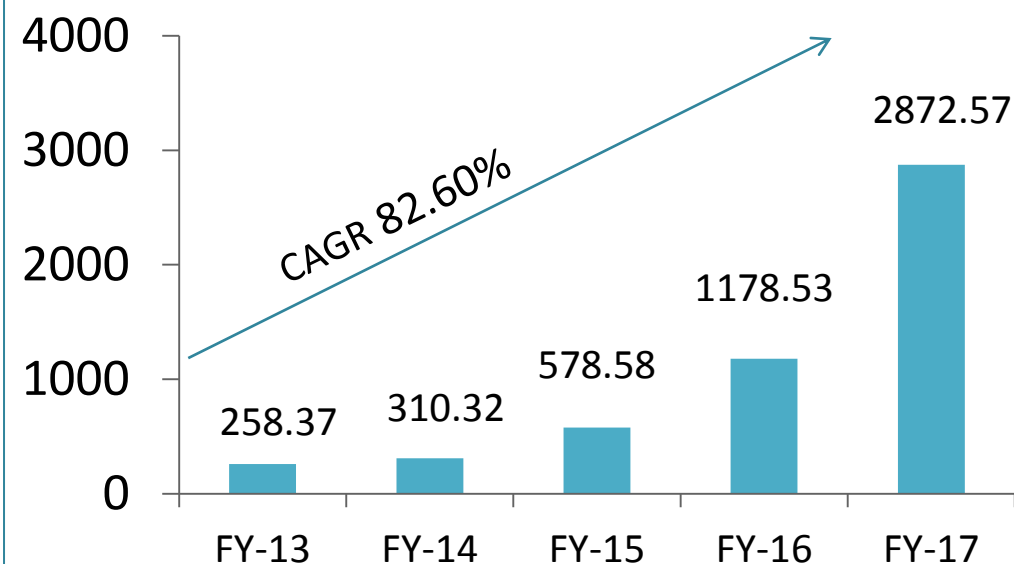
EBITDA



ROCE



REVENUE



**Peer
Comparison**

PEER COMPARISON

Companies	CMP	EPS (Basic and Diluted)	PE Ratio	RONW %	NAV (Per Share)	Face Value	Total Income (Rs. in lakhs)
R M Drip and Sprinklers Systems Limited	69.70	4.13	16.88	35.08	16.16	10	2872.57
Peer Groups*							
EPC Industrie Ltd.	172.10	3.58	48.07	7.38%	48.49	10	20328.46
Captain Polyplast Ltd	160.85	4.88	32.96	16.86%	28.93	10	11478.02
Jain irrigation systems Ltd.	95.40	3.18	30.00	3.63%	93.80	2	398475.00

*Source: www.bseindia.com

Considering the size of business of the Company the peer are not strictly comparable. However same have been included for broad comparison. The figures for the peer group are based on standalone audited results for the respective year ended March 31, 2017. The figures for R M drip and Sprinklers Systems Limited are based on the restated results for the year ended March 31, 2017

Current Market Price (CMP) is the closing prices of respective scrips as on October 24, 2017 .

INVESTMENT RATIONALE

Leveraging the experience of our Promoter

Our Promoter, Mr. Vijaykumar Kshirsagar has more than two decades of experience in the field of marketing and manufacturing of drip irrigation systems, sprinkle irrigation systems and filters irrigation related products. Mr. Shyam Sundar Dash, joined us to lead the company in the capacity as Managing Director, in charge of its entire operation. Mr. Dash has successfully managed various phases of expansion and growth of our business and operations. He has over two decades experience in micro irrigation industry, at Domestic as well as International , and has been instrumental in formulating growth strategy for our Company.

Wide range of Products

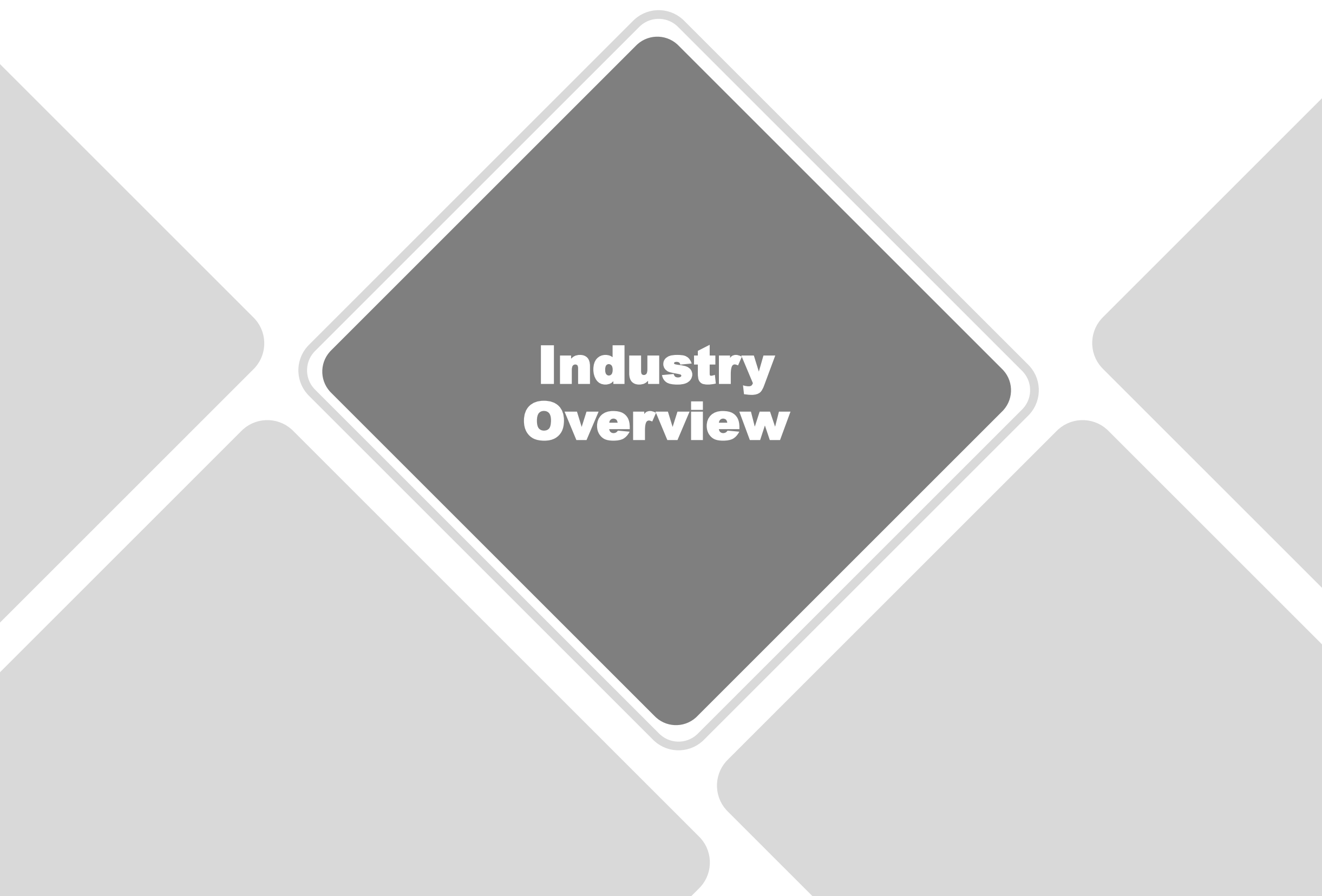
Company's product range includes wide wide variety of products HDPE Pipes, Pipes Fittings and Irrigation Equipments including Drip Irrigation Systems, Sprinkler Irrigation Systems, Disc Filters, Screen Filters, Hydro-Cyclone Filters, Sand (Gravel) Filters, Compression Fittings, Valves (Electric & Mechanical), Fertilizer Tanks, etc.

Quality Assurance

In house testing laboratory for quality control checks and testing of our products ensuring maintenance of safety in the premises by adhering to key safety norms.

Geographical Expansion

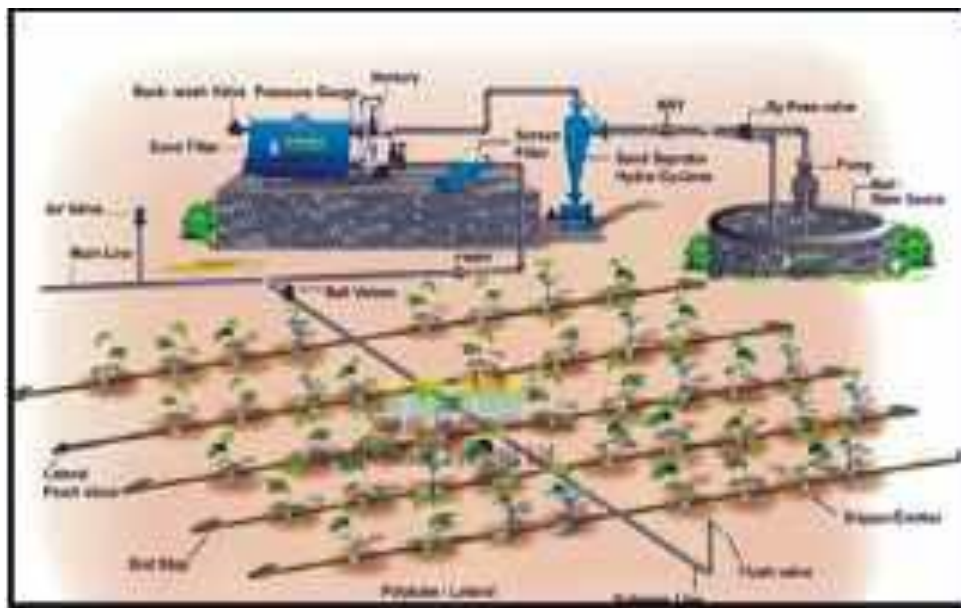
Wide consumers reach through presence in key states and strategic utilization of the network of dealer through Marketing and Distribution network



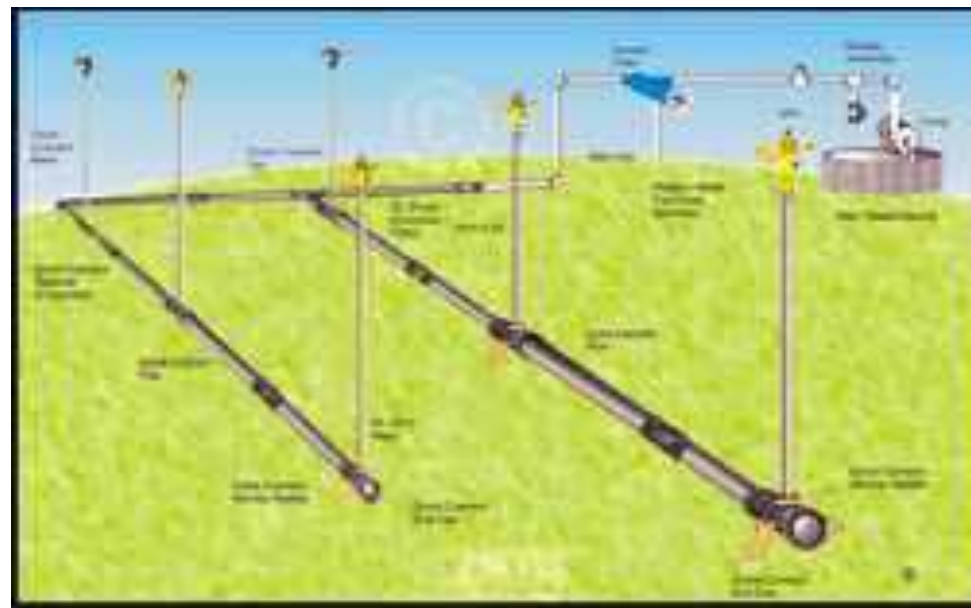
Industry Overview

INDUSTRY OVERVIEW

- ✓ Agriculture remains central to the Indian economy and therefore, receives the greatest share of the annual water allocation. Around 90 per cent of utilizable water given to this sector, mainly in form of irrigation.
- ✓ Micro irrigation (MI) which is the most efficient method of irrigation was introduced in India in 1987. Micro irrigation can be in form of drip/sprinkler irrigation method and is the most successful demand management strategy to reduce water consumption in agriculture.
- ✓ In drip irrigation water is directly supplied to the root zone of the crop through a network of pipes with the help of emitters, whereas in sprinkler irrigation method water sprinkles similar to rainfall is released into the air through nozzles which subsequently break into small water drops and fall on the field surface



Drip Irrigation System



Sprinkler Irrigation System



HAPPY INVESTING!
Thank you!
Questions?

For further details, please feel free to contact us:



Lead Manager

Pantomath Capital Advisors Private Limited

Contact Person: Ms. Bharti Ranga

Contact Number: 9819437489

R M Drip and Sprinklers Systems Limited

Contact Person: Mr. Shyam Sundar Dash

Contact Number: 9898775868

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