



# RBM Infracon Limited

**August 15, 2024**

To,  
Listing Department,  
National Stock Exchange Limited  
Exchange Plaza, C- 1, Block-G  
Bandra Kurla Complex,  
Bandra (E), Mumbai-400 051

**SYMBOL: RBMINFRA**

Dear Sir/Madam,

**SUB: Investor presentation under Regulation 30 of the SEBI (Listing Obligations and s Disclosure Requirements) Regulations, 2015.**

RBM INFRACON LIMITED, proudly announces its Unaudited Financial Results for the first quarter of the fiscal year 2025 (Q1 FY25).

RBM Infracon Limited stands out as a dynamic and progressive company committed to delivering prompt, quality services in the infrastructure sector.

The requisite Disclosures in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 are attached herewith.

**For RBM Infracon Limited**

*Jay Bajrang*



**Jaybajrang Ramaishish Mani**  
**Chairman Cum Managing Director**  
**DIN: 03417579**



**RBM Infracon Limited**

**Q1 FY25  
Investor Presentation**







# Company Overview



Establishment in 1993, **RBM Infracon Limited** is a distinguished engineering and infrastructure company. Over the years, it has evolved into a Specialist highly professional, reliable, and safe service provider in the infrastructure service arena, aiming to provide innovative, integrated, and customized solutions tailored to client-specific needs.

Specializes in comprehensive services in engineering, execution, testing, commissioning, operation, and maintenance, primarily in the mechanical and rotary equipment sector.

Its expertise spans various industries, including Oil & Gas Refineries, Gas Cracker Plants, Coal/Gas/WHR based Power Plants, Petrochemical, Chemicals, Cement & Fertilizers.

RBM Infracon Limited stands out as a dynamic and progressive company committed to delivering prompt, quality services in the infrastructure sector.



# Key Facts & Figures



**31+**  
Years Of Experience



**87**  
Total No. of  
projects completed



**16**  
No. of ongoing  
projects



**₹ 1,384+ Cr**  
Current order book  
value (approx.)



**2000+**  
Team Size



**18+**  
No. of Clients



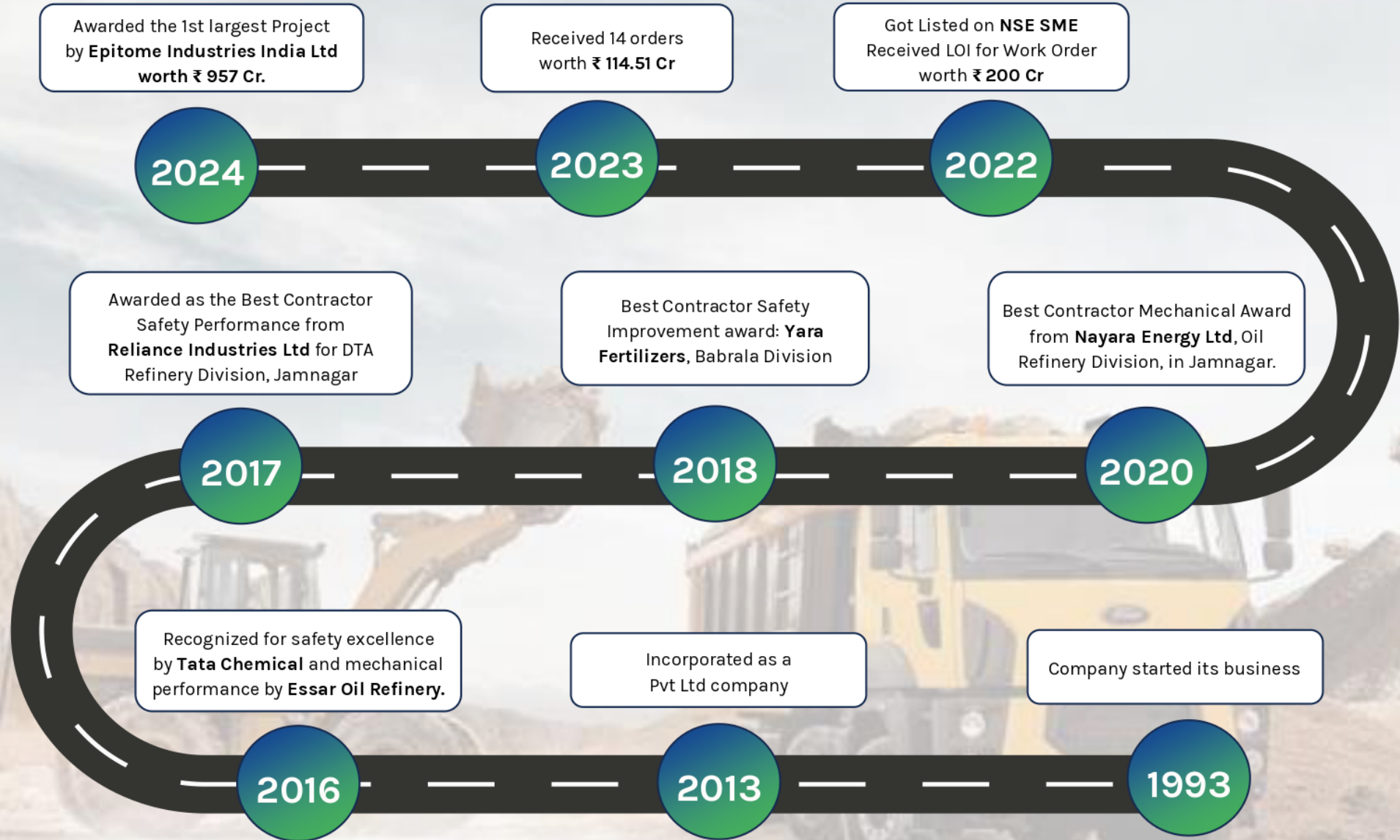
**Q1 FY25**  
Total Income - ₹ 38.86 Cr  
EBITDA - ₹ 4.79 Cr  
PAT - ₹ 3.29 Cr



**FY24**  
Total Income - ₹ 129.98 Cr  
EBITDA - ₹ 19.11 Cr  
PAT - ₹ 11.09 Cr



# Major Achievements & Milestones





## Vision

Driven by "The Resonance of Excellence," the vision is to attain a level of excellence that not only stands as an achievement but creates a lasting and impactful effect, resonating in various ways across time.



## Mission

Aims to create a lasting impact on clients, partners, and the entire industry, leaving an indelible impression through a commitment to excellence.



## VALUES

Success is built on a strong foundation of core values. Emphasizing integrity, innovation, and collaboration ensures that every effort reflects a commitment to excellence, client satisfaction, and continuous improvement.

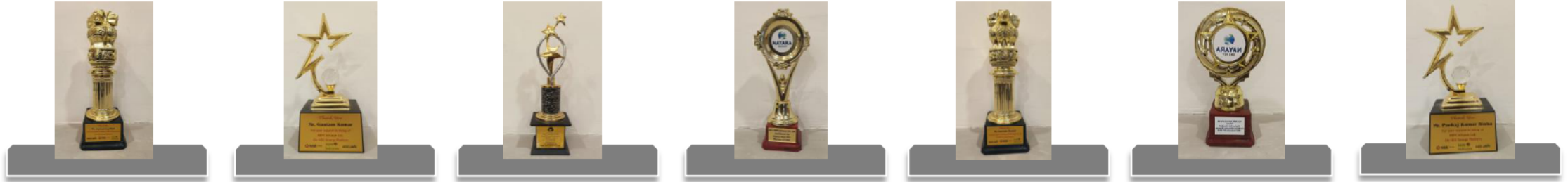
# Client-Centric Excellence: Trusted by Leaders



And many more....



# Recognized Accomplishments, Trusted Certifications





# Business Overview



# Major Services Offered



**Fabrication & Erection of Structural Work on Procurement & Construction Basis**



**Tankage Fabrication & Erection Work**



**Fabrication and erection of Piping of such as CS/ SS/ Alloy steel including above ground and underground**



**ARC Maintenance of Refineries, Petrochemicals, Fertilizers Plant etc.**



**Turnaround (Shutdown) of Power, Refineries and Petrochemicals etc.**



**Blasting & Painting for various industries**



**Insulation and Refractory work**



**Electrical and Instrumentation**



**Wagon Tiplers, Conveying System (Raw Material Handling etc.)**



**Scaffolding Work**



**Torquing & Bolting**



**NDT Services (Radiology)**



# Process For Execution Of Contracts



**1. Project Identification**



**3. Tender Negotiation**



**5. Project Planning and Execution**



**7. Material Planning**



**9. Mobilisation of Manpower, Machinery etc**



**2. Tender Bidding**



**4. Signing of Letter of Intent (LOI)**



**6. Design Assessment**



**8. Manpower Planning**

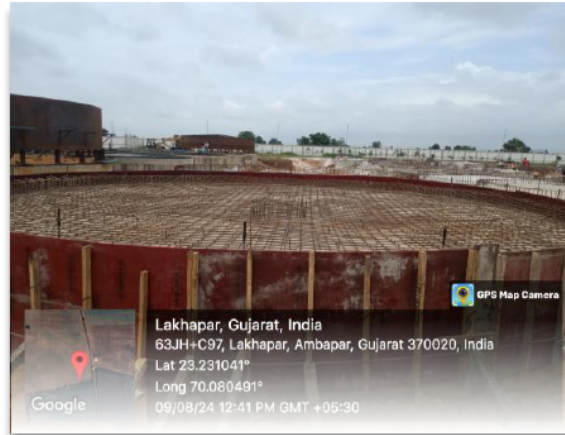
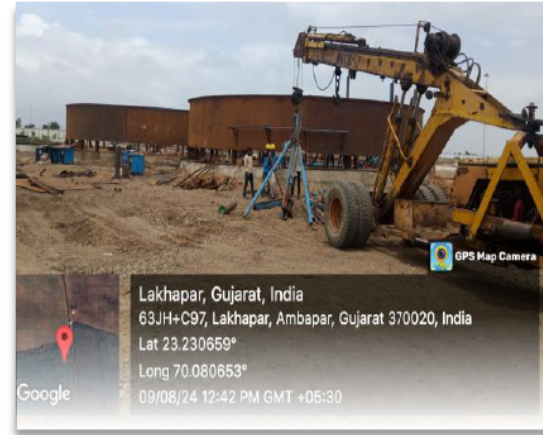


**10. Project Completion**



# Major Projects Undertaken

## Epitome Industries India Limited Order Worth ₹ 957.61 Cr



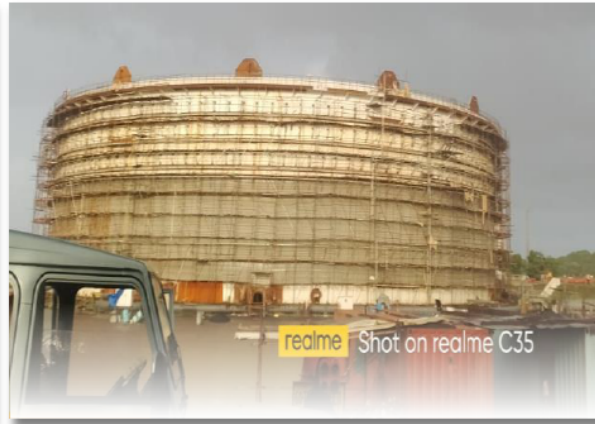
## Malco Energy Limited Order Worth ₹ 200.00 Cr





# Major Projects Undertaken

Nayara Energy Limited  
Order Worth ₹ 41.71 Cr



Reliance Industries Limited  
Order Worth ₹ 29.87 Cr





## BN Agri Plant

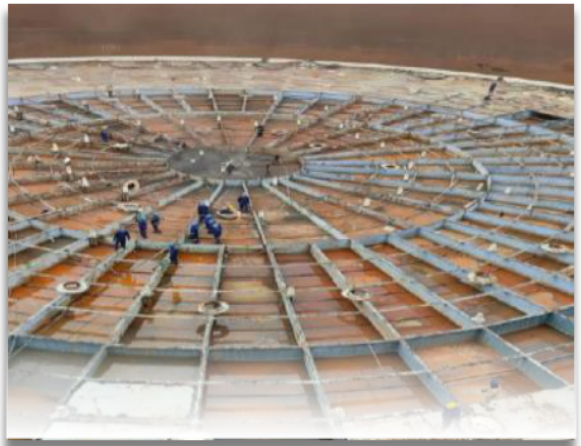


## Chambal Fertilizers Chemicals Limited





## Key Projects Highlights

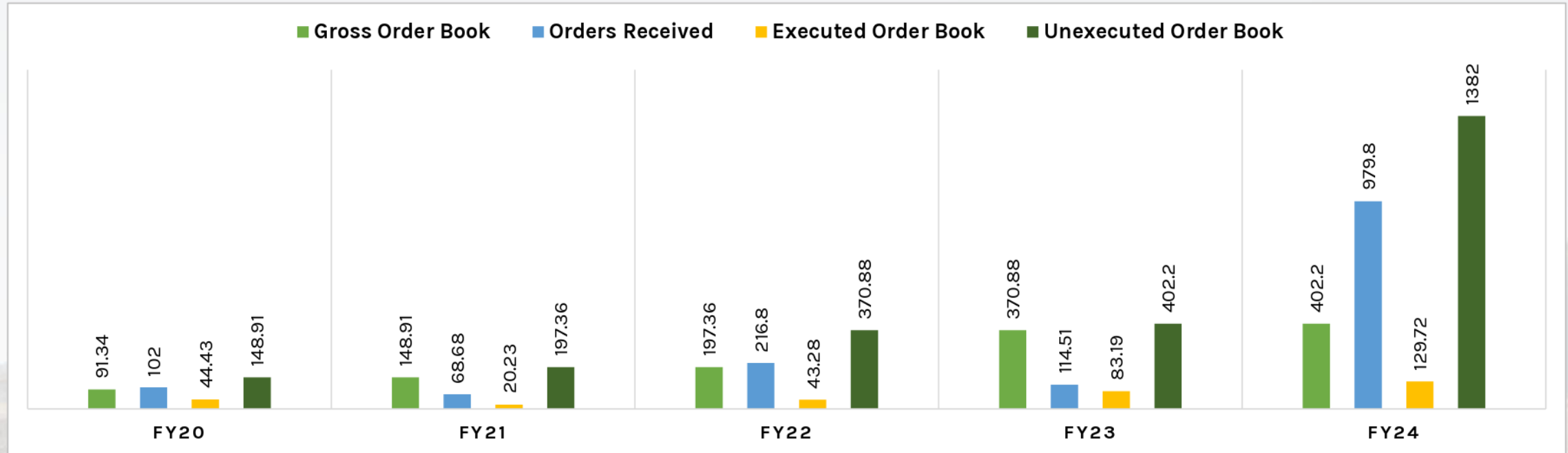


## Kutch Copper Limited





# Order Book Size Year-wise (for last 5 years)



(₹ cr)

Details	FY20	FY21	FY22	FY23	FY24
Gross Order Book	91.34	148.91	197.36	370.88	402.20
Orders Received	102	68.68	216.80	114.51	979.80
Executed Order Book	44.43	20.23	43.28	83.19	129.72
Unexecuted Order Book	<b>148.91</b>	<b>197.36</b>	<b>370.88</b>	<b>402.20</b>	<b>1382</b>

# Top 5 Ongoing Projects (as on 31<sup>st</sup> July 2024)

Sr. No.	Client Name	Project Details	Service type /Segment	Start Date	End Date	Escalation Clause	Revenue Booked (₹ Cr)	Unexecuted Value (₹ Cr)	Order Value (₹ Cr)
1.	Epitome Industries India Limited	Contract for engineering procurement & construction	Refineries edible oil	01-11-2023	01-10-2025	NO	27.67	929.94	<b>957.61</b>
2.	Malco Energy Limited	Operation and Maintenance for the Metcoke Manufacturing Plant at Bhachau Gujrat	Maintenance	29-09-2022	29-09-2025	NO	25.65	174.35	<b>200.00</b>
3.	Nayara Energy Limited	ARC for 4 Nos. of Crude Tank M&I Jobs at COT (for 3 Yrs.).	Crude oil Refineries (maintenance)	24-08-2021	31-07-2024	NO	2.37	38.20	<b>40.57</b>
4.	Nayara Energy Limited	ARC for Static, Rotary & Heat Exchanger Maintenance jobs at Refinery site (for 3 Yrs.) - Area-2	Crude oil Refineries (maintenance)	01-10-2023	30-09-2026	NO	13.5	19.59	<b>33.09</b>
5.	Nayara Energy Limited	ARC for 4 Nos. of Crude Tank M&I Jobs at COT (for 3 Yrs.).	Crude oil Refineries (maintenance)	16-05-2024	28-02-2026	NO	3.2	18.99	<b>22.19</b>
<b>Total</b>							<b>72.39</b>	<b>1181.07</b>	<b>1253.46</b>







# Management Overview





**Mr. Jaybajrang Ramaishish Mani,**  
Chairman & Managing Director

With over 25 years of experience in the field, Mr. Mani has demonstrated exceptional leadership and management skills, successfully overseeing numerous high-profile projects. His strategic vision and commitment to quality have been pivotal in driving the company's growth and establishing its reputation for excellence. Mr. Mani has a proven track record of delivering complex projects on time and within budget to the highest levels of Quality and Safety, ensuring that RBM Infracon Limited consistently meets and exceeds client expectations. He oversees the Finance, Sales, and Marketing divisions of the company. His expertise has been instrumental in making major policy decisions and in leading the company towards sustained growth and success.



**Mr. Aditya Jay Bajrang Mani,**  
Whole Time Director

A Mechanical Engineer by profession and born to a business family based in Jamnagar, Gujarat, he is a dynamic and results-oriented young Director with over Six years of leadership experience in leading the Mechanical and Civil operations of RBM Infracon Limited. Adept at steering organization towards growth and operational excellence through strategic planning, innovative thinking, and effective team management. Proven ability to build and maintain strong relationships with stakeholders, drive fundraising efforts, and ensure financial sustainability. Committed to fostering a culture of collaboration, inclusivity, and continuous improvement. Recognized for exceptional communication skills, visionary leadership, and a passion for Oil & Gas Industry. Dedicated to achieving organizational goals and delivering impactful results.





## Mr. Deepak Saxena

### BOARD OF DIRECTOR

He is BE (Mech), MBA (Finance) and 1year MDP(IIM B). He has a vast experience of 33 years in the Procurement of Materials and Services with experience in Project, Engineering, O&M, Contract Management for Capex and O&M, SCM, Purchase, Inbound and outbound logistics, on site logistics, imports, custom clearance and freight forwarding, Import and export licensing. He has been working in O&G, Polyester, Petrochemical refinery, Energy, Pipeline, Infrastructure. Along with RBM he is a director and leadership advisor for many other companies & helps them grow.



## Mr. Narendra Sharma

### CHIEF FINANCIAL OFFICER

With 24 years of experience in financial leadership, he brings a wealth of expertise to his role. His profile highlights his financial planning, risk management, and strategic planning skills. He excels in areas such as financial forecasting, budgeting, and implementing efficient financial systems. His competencies extend to cash flow management, cost control, and financial modeling. Mr. Sharma is also noted for his ability to lead teams, communicate with stakeholders, and drive organizational growth.



## Mr. Pankaj Kumar

### CORPORATE PROJECTS & OPERATIONS HEAD

With extensive experience in optimizing business processes and driving operational excellence. With a strong background in managing end-to-end operations, enhancing efficiency, and implementing innovative solutions, they have consistently demonstrated success in leading cross-functional teams, improving supply chain logistics, and maximizing productivity. Their expertise in financial planning, resource allocation, and maintaining high standards of quality and compliance makes them a valuable leader.

## Mr. Sreejith Pillai

### COMMERCIAL HEAD

He is a highly accomplished and results-driven professional with over 23 years of experience in Contracts Management, Commercial Management, and Project Management. He has a proven track record of managing complex contracts, negotiating favorable terms, and ensuring compliance with legal and regulatory standards. Skilled in optimizing operational efficiency, cost management, and leading cross-functional teams, he consistently delivers exceptional results. With strong analytical, problem-solving, and leadership abilities.



## Mr. Ranjan Kumar

### PROJECTS HEAD

With over 15 years of experience in leading complex projects in the Mechanical and Oil & Gas industries. He excels in strategic planning, resource management, and consistently delivering projects on time and within budget. Known for his problem-solving skills, attention to detail, and commitment to quality, he effectively drives project success through leadership, risk management, and stakeholder engagement. With a strong background in petroleum and refinery projects,

## Mr. Sunil Srivastava

### CHIEF HUMAN RESOURCES OFFICER

With over 19 years of experience, he excels at aligning human capital strategies with organizational goals. He has a proven track record of transforming HR functions, enhancing employee engagement, and fostering high-performance cultures. He specializes in talent acquisition, organizational development, and performance management, with significant achievements in improving employee retention and operational efficiency. Holding an MBA in Human Resources, he demonstrates expertise in workforce planning and diversity inclusion.







# Industry Overview



# Key Highlights On Infrastructure Developments:

## Summary

The Union Budget 2024-25 emphasizes a significant increase in infrastructure investment, private sector involvement, and comprehensive plans like PM GatiShakti.

## Capital Expenditure:

The government has allocated ₹11,111 crore for capital expenditure, which is 3.4% of GDP, this year.

## Long-term Fiscal Support:

Strong fiscal support for infrastructure will continue over the next five years while balancing other priorities and fiscal consolidation.

## State Support:

States are encouraged to provide similar scale support for infrastructure, with a provision of ₹1.5 lakh crore for long-term interest-free loans to assist them.

## Private Sector Involvement:

Private sector investment in infrastructure will be promoted through viability gap funding and supportive policies and regulations.

## Government Expenditure Growth:

The capital expenditure of the Union Government increased by 2.2 times from FY21 to FY24, while that of State governments increased by 2.1 times during the same period.

## External Commercial Borrowings:

Gross inflow of external commercial borrowings to infrastructure sectors increased to USD 9.05 billion in FY24.

Source: [PIB](#)

## Infrastructure Development:

The 37% increase in capital expenditures supports ongoing infrastructure development, aligning with India's goal to become a US\$5 trillion economy by 2027.

## Urban Infrastructure Investment:

An estimated US\$840 billion investment needed in urban infrastructure over the next 15 years offers significant growth opportunities in city development and maintenance.

## Foreign Investment:

Increased foreign investment in the infrastructure sector provides avenues for rapid development and technological advancements.

## Government Initiatives

India plans to spend US\$ 1.4 trillion on infrastructure via NIP over the next five years. The Union Cabinet approved Rs. 6,000 crore equity in the National Infrastructure Investment Fund (NIIF), aiming to raise Rs. 1.10 lakh crore for infrastructure projects by 2025.

## Crude Oil Processing

In May 2024, India witnessed a 1.3% year-on-year increase in crude oil processing, reaching 23 Million Metric Tonnes (MMT).

## Petroleum Product Production

The production of petroleum products in May 2024 saw a modest growth of 0.5% compared to April 2023, totaling 24 MMT.

## Future Ambitions

India has set an ambitious target to expand its refining capacity to 450 MMTPA by 2030, nearly doubling its current capacity.

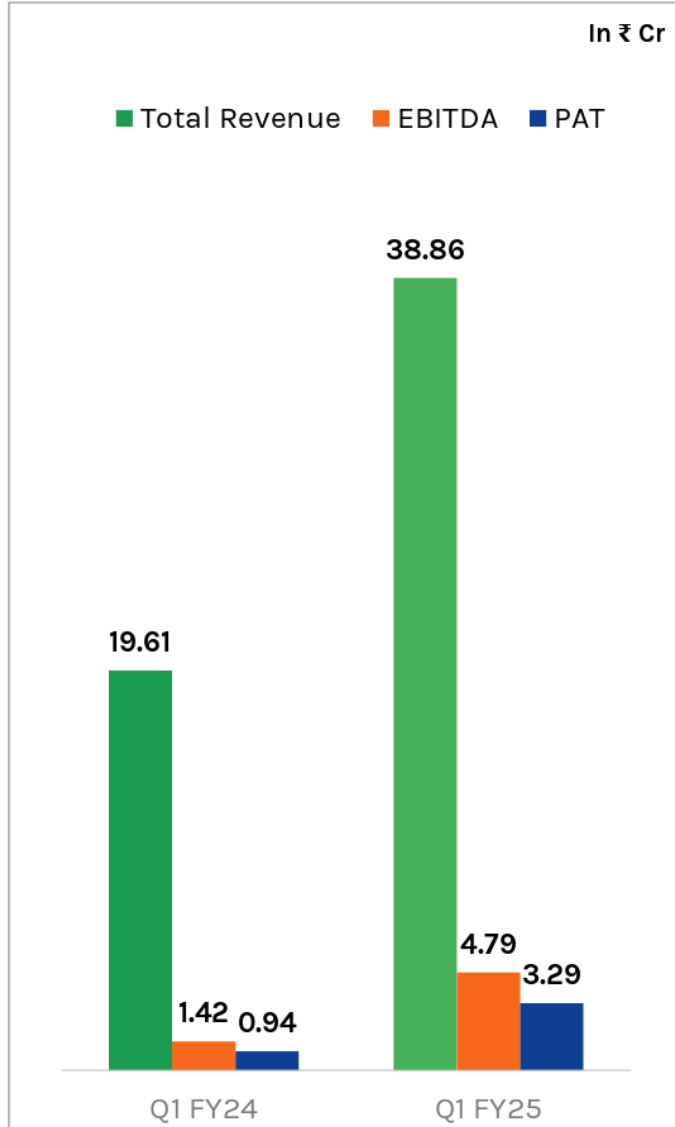




# Financial Overview

# Q1 FY25 Financial Highlights

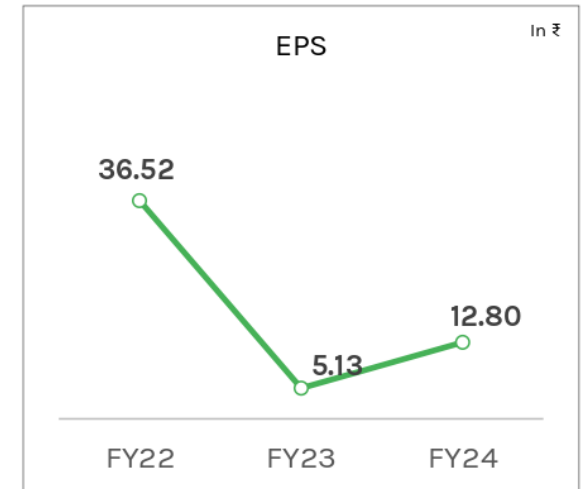
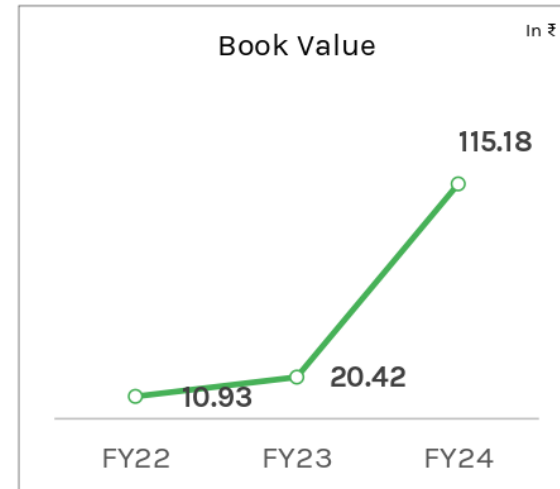
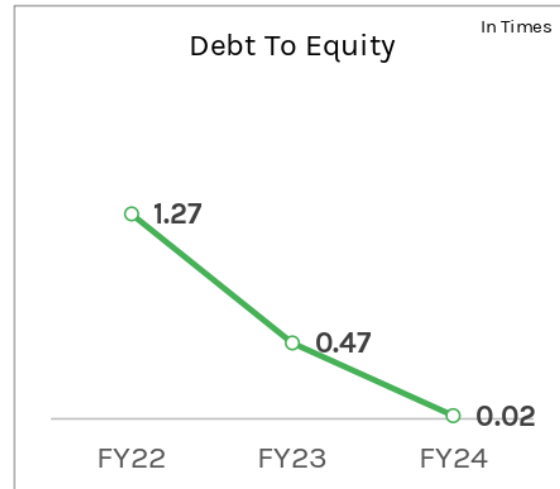
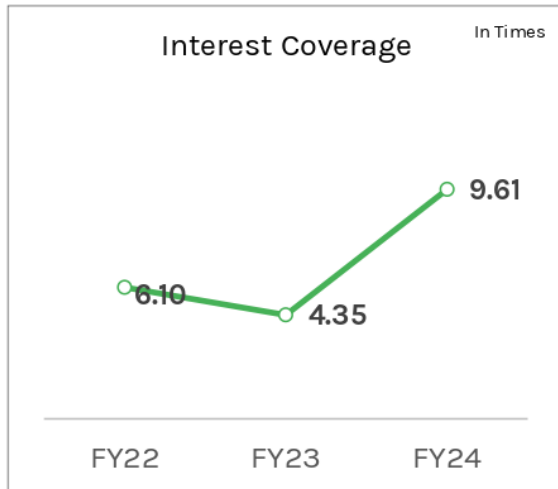
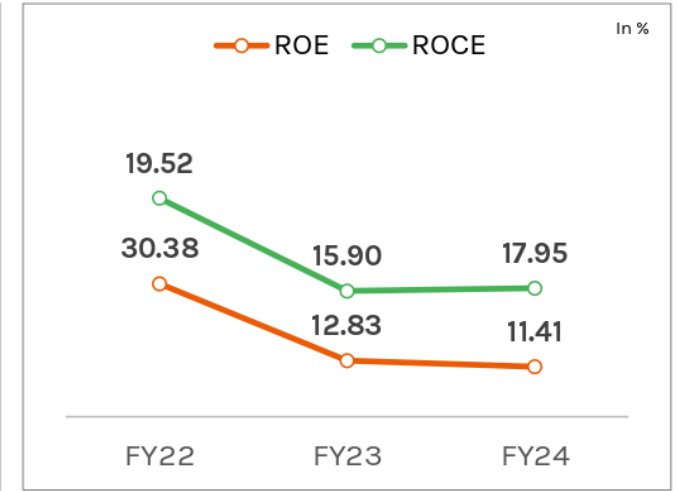
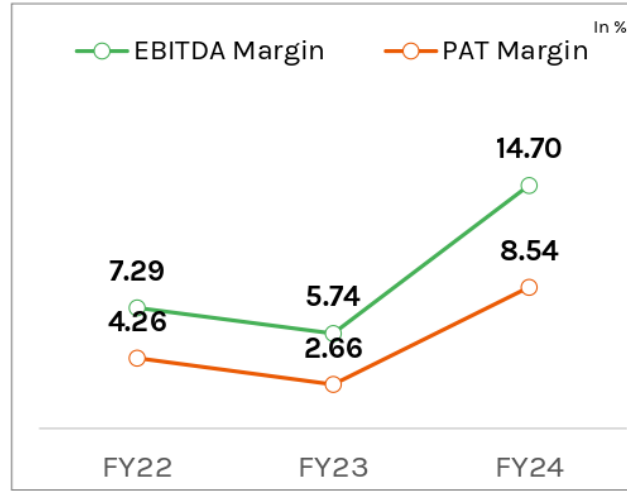
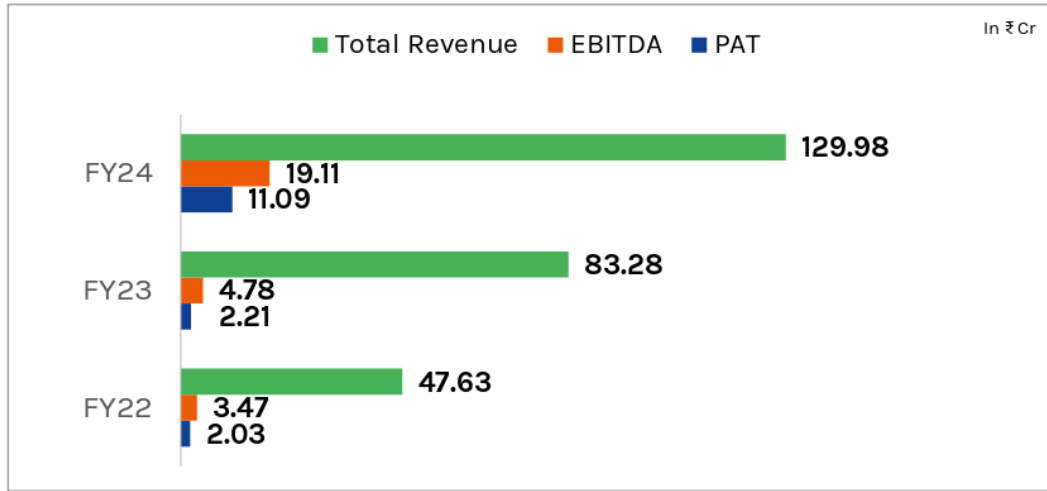
In ₹ Cr



Particulars	Q1 FY25	Q1 FY24	Y-o-Y Growth
Net Sales	38.85	19.52	
Other Income	0.01	0.09	
<b>Total Income</b>	<b>38.86</b>	<b>19.61</b>	<b>98.17%</b>
<b>Expenses</b>			
Raw material	-8.63	1.16	
Employee Benefit Expenses	14.39	13.48	
Other Expenses	28.32	3.55	
Total Expenditure	34.07	18.19	
<b>EBIDTA</b>	<b>4.79</b>	<b>1.42</b>	<b>237.05%</b>
<b>EBIDTA(%)</b>	<b>12.31</b>	<b>7.24</b>	<b>507.00 Bps</b>
Interest	0.05	0.22	
Depreciation	0.34	0.25	
PBT	4.40	0.94	
TAX Expense	1.11	0.00	
<b>PAT</b>	<b>3.29</b>	<b>0.94</b>	<b>248.86%</b>
<b>PATM(%)</b>	<b>8.46</b>	<b>4.81</b>	<b>365.00 Bps</b>
<b>EPS(₹)</b>	<b>3.22</b>	<b>1.12</b>	<b>187.50%</b>



# Key Financial Metrics



# Profit & Loss Statement

In ₹ Cr

Particulars	FY24	FY23	FY22
Revenues	129.73	83.19	47.54
Other Income	0.26	0.09	0.09
<b>Total Income</b>	<b>129.98</b>	<b>83.28</b>	<b>47.63</b>
<b>YoY Growth</b>	<b>56.08%</b>	<b>74.85%</b>	-
Raw Material Expenses	-14.20	5.17	4.32
Employee costs	57.67	53.16	33.29
Other expenses	67.40	20.16	6.56
Total Expenditure	110.87	78.50	44.16
<b>EBITDA</b>	<b>19.11</b>	<b>4.78</b>	<b>3.47</b>
<b>YoY Growth</b>	<b>299.88%</b>	<b>37.63%</b>	-
Finance Costs	1.86	0.93	0.54
Depreciation	1.26	0.75	0.51
PBT	15.99	3.10	2.43
Tax	4.90	0.89	0.40
<b>PAT</b>	<b>11.09</b>	<b>2.21</b>	<b>2.03</b>
<b>YoY Growth</b>	<b>401.64%</b>	<b>8.94%</b>	-



# Balance Sheet

In ₹ Cr

Equities & Liabilities	FY24	FY23	FY22
Equity	10.10	8.44	0.56
Reserves & Surplus	86.99	8.80	6.13
Minority Interest	0.13	0.00	0.00
<b>Net Worth</b>	<b>97.23</b>	<b>17.24</b>	<b>6.68</b>
<b>Non Current Liabilities</b>			
Non Current Borrowings	0.81	2.69	0.75
<b>Total Non Current Liabilities</b>	<b>0.81</b>	<b>2.69</b>	<b>0.75</b>
<b>Current Liabilities</b>			
Current Borrowings	1.38	5.42	7.76
Trade Payables	12.09	7.48	5.24
Short Term Provisions	5.86	0.92	0.45
Other Current Liabilities	97.20	7.61	4.17
<b>Total Current Liabilities</b>	<b>116.54</b>	<b>21.43</b>	<b>17.62</b>
<b>Total Liabilities</b>	<b>214.57</b>	<b>41.35</b>	<b>25.05</b>

Assets	FY24	FY23	FY22
<b>Non Current Assets</b>			
Fixed assets	5.34	4.04	2.71
Non Current Investments	1.32	0.65	0.00
Other Non Current Financial Assets	0.14	0.14	0.15
Deferred Tax Assets (Net)	0.06	0.05	0.07
<b>Total Non Current Assets</b>	<b>6.87</b>	<b>4.89</b>	<b>2.93</b>
<b>Current Assets</b>			
Inventories	31.66	5.84	0.60
Trade receivables	19.94	18.63	15.41
Cash & Bank Balance	7.70	0.52	0.19
Short Term loans & advances	148.41	11.47	5.93
<b>Total Current Assets</b>	<b>207.71</b>	<b>36.47</b>	<b>22.13</b>
<b>Total Assets</b>	<b>214.57</b>	<b>41.35</b>	<b>25.05</b>

# Cashflow Statement

In ₹ Cr

Particulars	FY24	FY23	FY22
Cash from Operation	-24.15	-11.81	-3.09
Cash from Investments	-2.24	-1.08	0.71
Cash from Financing	23.02	18.43	1.48
<b>Net Cash Flow</b>	<b>-3.37</b>	<b>5.54</b>	<b>3.51</b>
Cash Op Bal	10.14	4.60	1.09
Cash Cl Bal	6.78	10.14	4.60



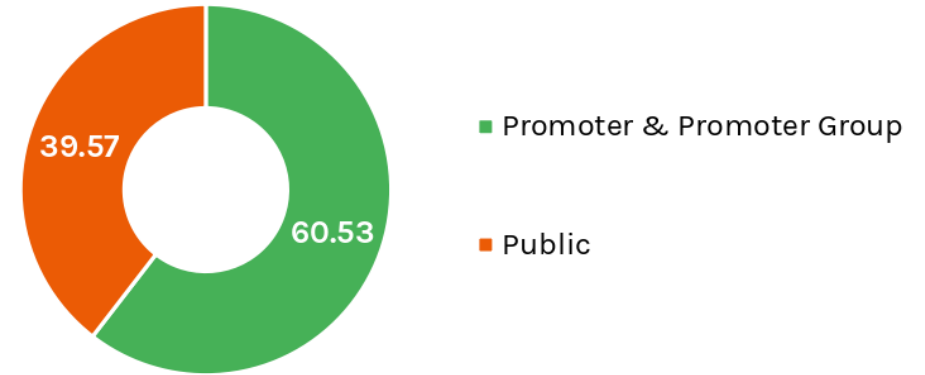
As on 14-08-2024

As on 24-07-2024

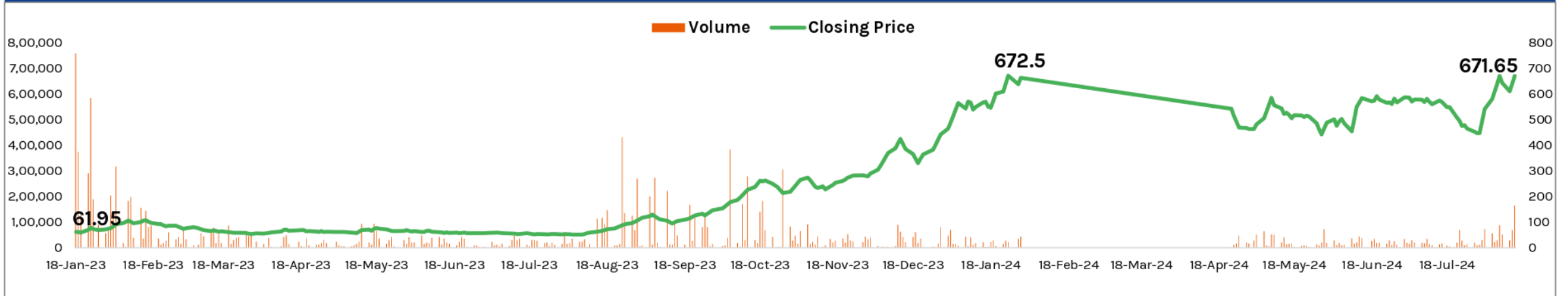
## NSE: RBMINFRA | INE0NA301016

Share Price ₹	671.65
Market Capitalization ₹ Cr	678.57
No. of Share Outstanding	1,01,03,000
Face Value ₹	10.00
52 Week High ₹	744.00
52 Week Low ₹	61.00

## Shareholding Pattern



## Share Performance From 4<sup>th</sup> Jan 2023 Till Date



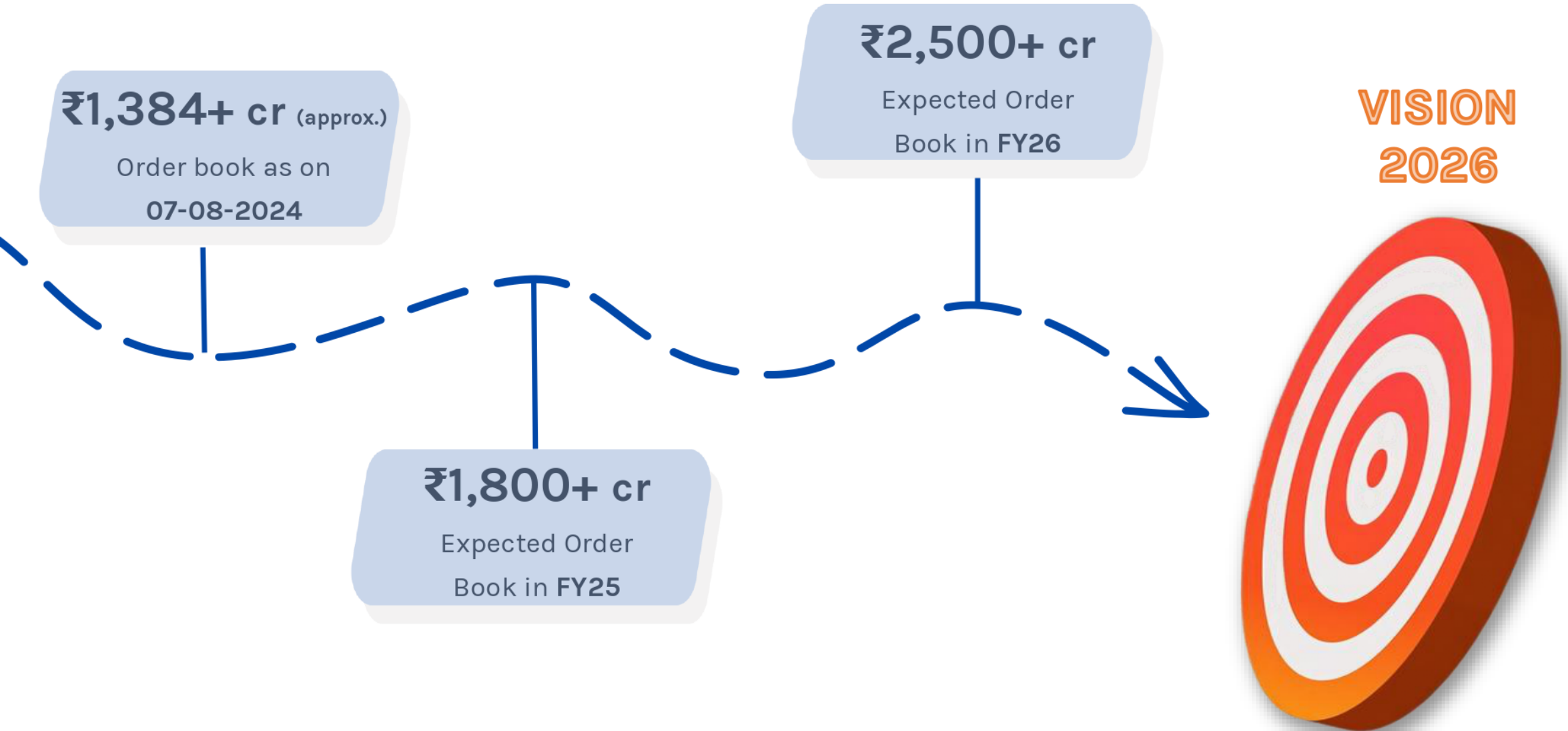
Source: [NSE](#)



**The Way Forward**



# Growth Envisaged in Order Book



## RBM Is Well-positioned To Diversify Its Services Portfolio By Entering Into 3 New Verticals

### Strategic Expansion into Oil & Gas Exploration & Production



- India is the fourth-largest global refiner
- Goal to double refining capacity to 450-500 MTPA by 2030
- ONGC plans to invest \$4 billion from FY22-25 for exploration
- Goal to increase exploration acreage by 0.5 Mn sq km by 2025 and 1.0 Mn sq km by 2030
- Expected \$25 billion investment in exploration and production
- July 2023: 253.92 MMTPA capacity, the second-largest refiner in Asia
- Private companies own 35% of total refining capacity



### Solar Vision: Expanding into the Solar Sector by End of FY25

- As of 2023, India ranked fourth globally in solar power capacity.
- India aims to meet 50% of its electricity needs from renewable sources by 2030.
- In the 2024-2025 Interim Budget, the allocation for solar power grid infrastructure development increased to Rs. 8,500 Crore (US\$ 1.02 billion).
- India is targeting about 450 GW of installed renewable energy capacity by 2030, with over 60% (about 280 GW) expected to come from solar.
- India's installed renewable energy capacity is projected to reach about 170 GW by March 2025, up from 135 GW in December 2023.



### Aligning with Nation's Goal, Venturing into Green Hydrogen Production

- The budget allocated is INR 197.44 billion (US\$2.37 billion), The goal is to Position India as a major hub for the production, export, and manufacturing of green hydrogen.
- Aim to produce 5 MMTPA (million metric tons per annum) of green hydrogen by 2030
- Allocated US\$2.1 billion for incentives for green hydrogen production under SIGHT scheme
- Expected to attract over INR 8 trillion (US\$96.25 billion) in investments

Expansion into these new verticals is supported by India's long-term energy goals, ensuring sustained growth opportunities. By entering this new verticals, the company can achieve operational efficiencies and establish itself as a leader in India's evolving landscape.





Major contributor in terms of revenue & order book

## Oil & Gas Refineries



**65-67% CAGR (FY24-26)**

Growth In Revenue



**13-15% (FY24-26)**

Growth in Operating Margin

## Serving Diversified Segments

- Oil & Gas Refineries
- Gas Cracker Plants
- Power Plants (Coal/Gas/WHR)
- Petrochemical
- Chemicals
- Cement & Fertilizers
- Solar
- Metal
- Civil
- Others

## Mainly Focused On This Segments

- Oil & Gas Refineries
- Power Plants (Coal/Gas/WHR)
- Petrochemical
- Chemicals
- Cement & Fertilizers
- Solar
- Metal
- Civil

## Strong Financial & Technical metrics

- Improve financial metrics
- Strengthen the working capital cycle
- Maintain a strong balance sheet with a focus on debt reduction
- Utilize a fleet of modern equipment
- Leverage a talented workforce
- Qualify for larger, high-value projects

## Enhancing Project Execution Capabilities:

- Enhance efficiency and client satisfaction
- Utilize tools and skills for better productivity
- Meet deadlines for challenging projects

## Building In-House Execution Capabilities:

- Deliver quality and timely results
- Develop design and engineering team
- Train staff for continuous improvement

## Domain Expertise and Technical Excellence:

- Experienced management and workforce
- Three decades of industry experience
- Capitalize on market opportunities

## Capturing High Growth Opportunities in the Indian Infrastructure Sector:

- Capitalize on increasing investments
- Enhance expertise for new prospects





# Safe Harbor



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# Thank You



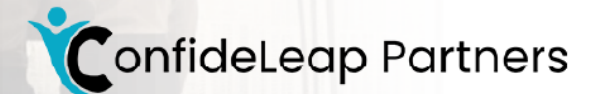
## RBM Infracon Limited

Corporate Office, First Floor Ravi Plaza,  
Dhichda Road, Jamnagar,  
Gujarat - 361002

**Phone:** +91 0288 2710463

**Email:** [info@rbminfracon.com](mailto:info@rbminfracon.com)

**Website:** [www.rbminfracon.com](http://www.rbminfracon.com)



## Confideleap Partners

103-8, Lodha Eternis, MIDC,  
Andheri East, Mumbai,  
Maharashtra, INDIA - 400093

**Phone:** +91 85911 45959

**Email:** [Info@confideleap.com](mailto:Info@confideleap.com)

**Website:** [www.confideleap.com](http://www.confideleap.com)