

Date: 24-04-2026

To,

<b>The BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, MUMBAI- 400 001 Scrip Code: 539837</b>	<b>The Listing Department The National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block-G, Bandra-Kurla Complex, Bandra (East), Mumbai- 400051 Company Code: RPEL</b>
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**Sub: Investors' Presentation for the year ended 31<sup>st</sup> March 2026- 10 Years of Excellence**

**Dear Sir / Madam,**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith Investors' Presentation for the year ended 31<sup>st</sup> March 2026.

You are requested to kindly take the same on record and inform all those concerned.

**Yours Faithfully  
For Raghav Productivity Enhancers Limited**

**Neha Rathi  
(Company Secretary)  
M.No.: A38807**



# YEARS OF EXCELLENCE

Marking a decade of growth and value creation  
since the company's public listing



# Company Overview

*World's Largest Manufacturer of Silica Ramming Mass*



## What is Silica Ramming Mass?

Refractory material made from quartz mineral and binder chemicals.



## What is the application of Silica Ramming Mass?

A consumable applied in the inner lining of Induction Furnaces (IF) as a protective lining and insulator.



## End users of Silica Ramming Mass?

Used in Induction Furnace (IF) based steel plants, foundries and casting units.



## Why Raghav's product stands out?

Customized product, offering increased productivity and energy cost savings for end users, due to higher longevity of furnace lining.



Global Leader  
5,34,000 MTPA Capacity



Pan-India Presence  
39+ Countries Worldwide



Experienced Management  
World-Class Advisory Board



Patented  
Manufacturing Process

# 10 Years of Listing History



**10 Year CAGR**

**28%**

**28%**

**56%**

**32%**

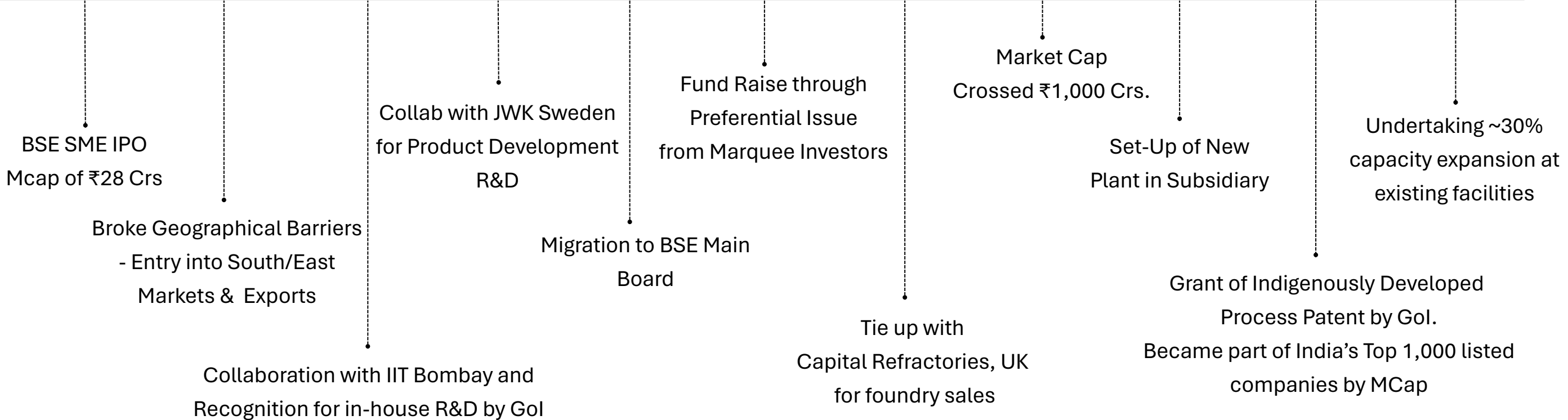
**32%**

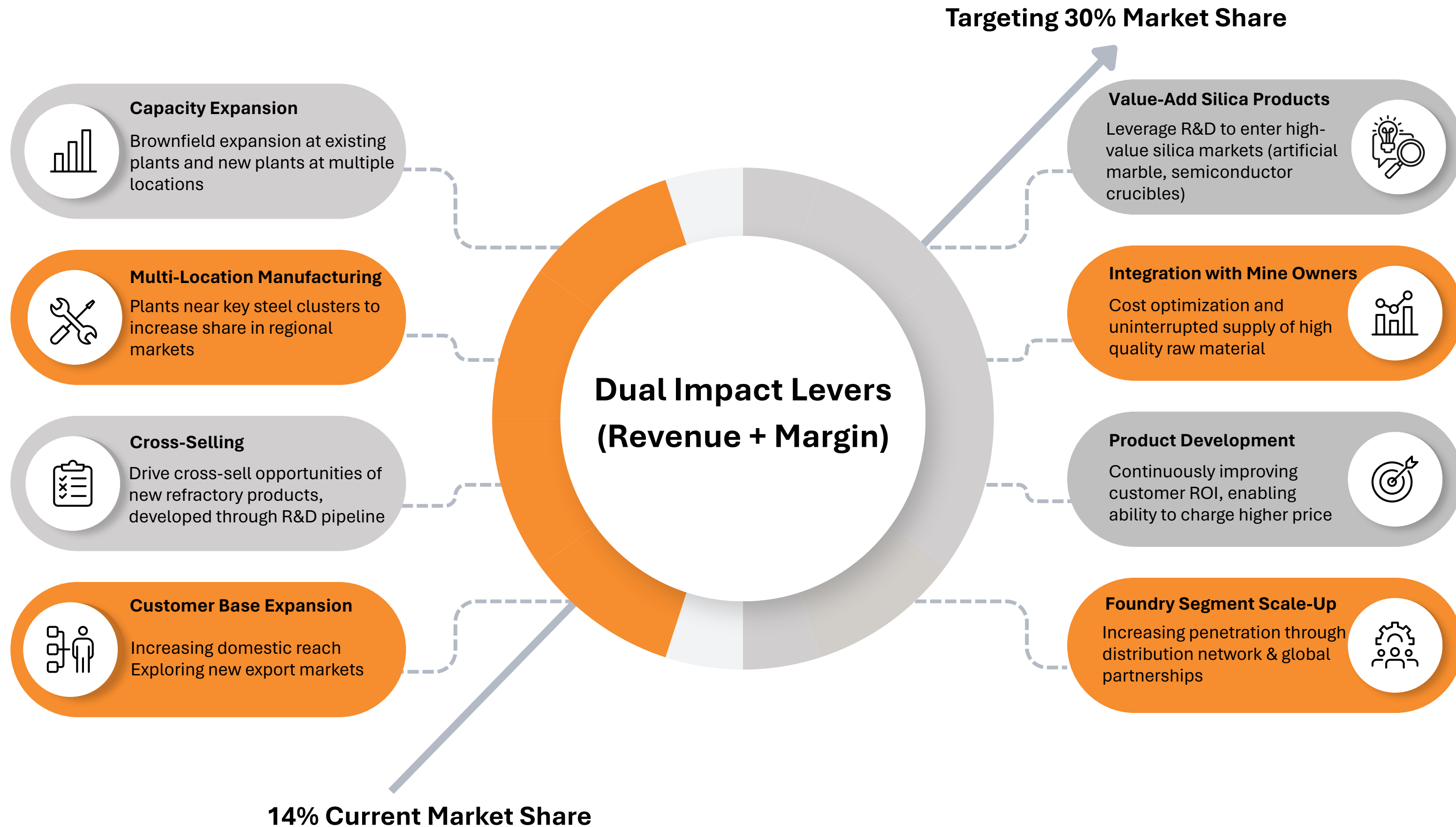
**45%**

		FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026
Capacity	KMT	36	72	72	144	144	180	180	180	288	414	414
Volume	KMT	29	46	71	108	131	116	144	175	184	257	332
Exports Volume	KMT	1	3	5	8	13	16	27	50	61	77	80
Ramming Mass Sales	₹ Crs.	20	22	35	55	66	62	96	129	129	194	254
EBITDA	₹ Crs.	5	6	10	13	15	15	25	36	40	54	75
PAT	₹ Crs.	1	3	6	8	9	9	18	25	26	37	55
Domestic Market Share	%	3.5%	5.1%	7.0%	9.8%	12.2%	11.4%	11.1%	10.3%	11.0%	12.0%	14.0%

**10 Yrs Average**  
**ROCE: 24%**  
**ROE: 19%**

**10 Yrs Cumulative**  
**PAT: ₹197 crs.**  
**CFO: ₹167 crs.**





# Inevitable Leadership

01

## Customization + Innovation

Tailor-made solution based on client's parameters - Only player in the industry with such capability

02

## Price & Cost Leadership

Highest price, Lowest cost player in the industry. Premium value-add based pricing model, increasing realization every year

03

## Productivity Enhancement

Customized product combined with unique on-site installation techniques significantly increases productivity for our customers

04

## High Customer Retention

Given the extraordinary cost and productivity benefits, customer base is sticky and insensitive to price hikes

05

## Manufacturing Process

World's first fully automated plant developed indigenously with patented process

06

## Data Driven R&D

In-house R&D lab recognized by DSIR. Data driven innovation with support from our Advisory Board comprising of global domain experts

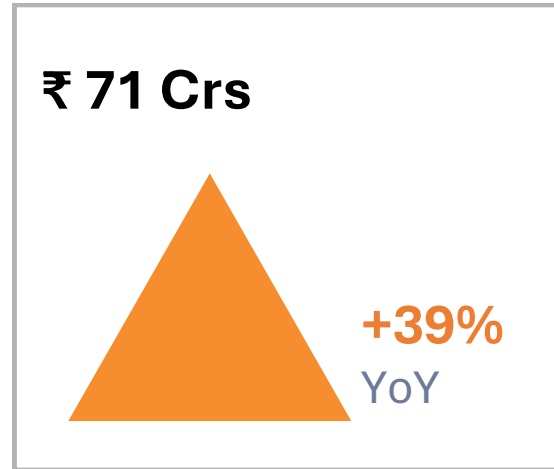
07

## Geographical Reach

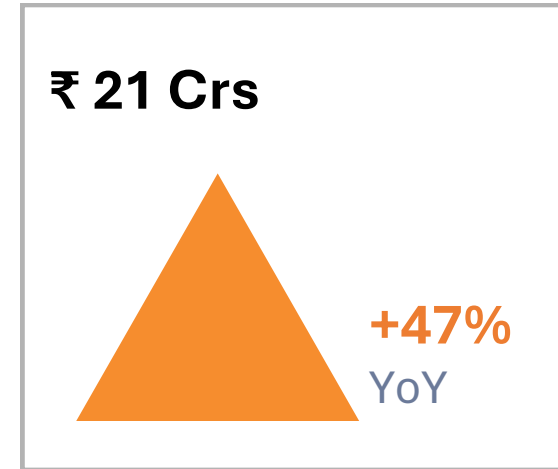
India's largest exporter covering 39 countries. Customers spread across 27 states despite plant location in Rajasthan

# Key Updates

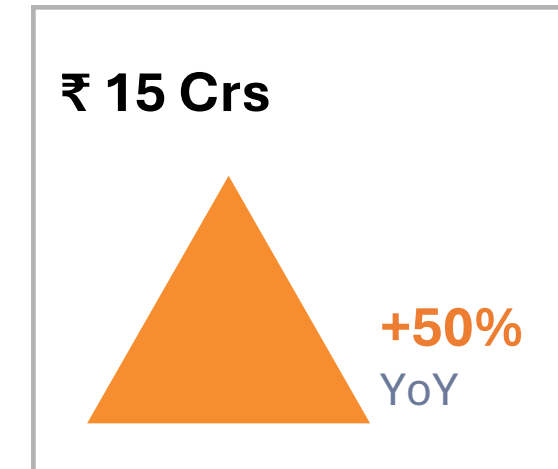
Q4 FY26



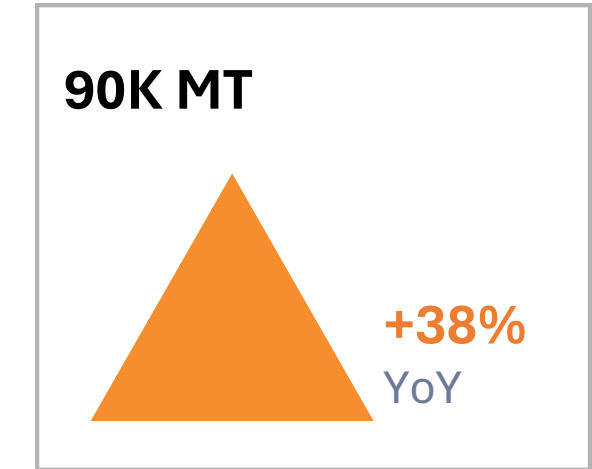
**SALES**



**EBITDA**

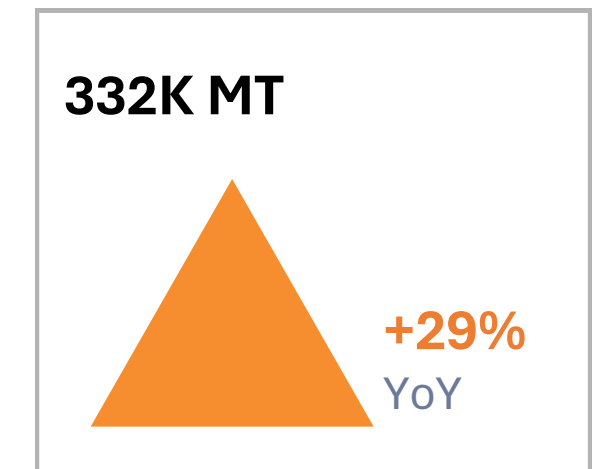
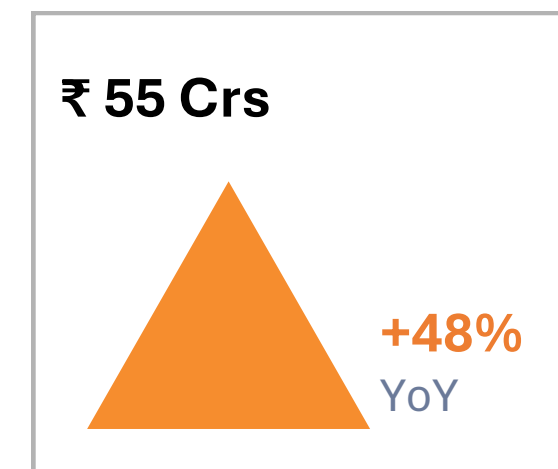
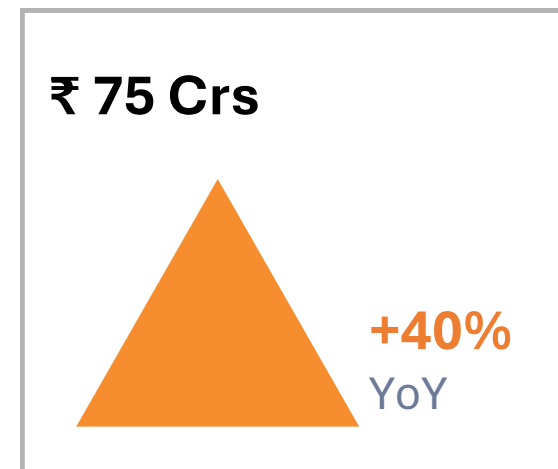
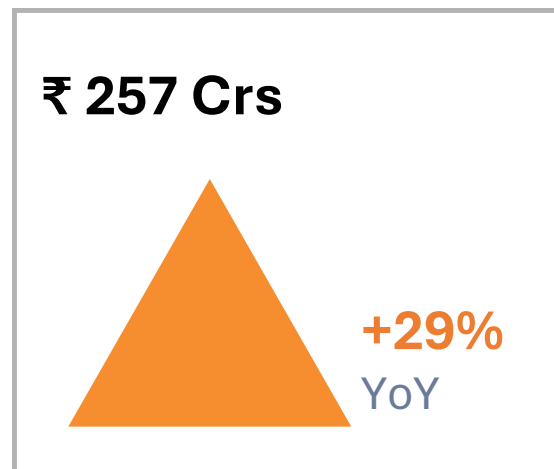


**PAT**



**VOLUME**

FY26



## Business Updates

- Capacity utilization during the 4th quarter was 87%
- Delivered ROCE of 28% and CFO of ₹37crs in FY26.
- Export growth muted due to Iran war related disruptions.
- Exports resumed normalcy from April, customers absorbing higher freight costs.
- Stack up of inventory in March, due to probable supply chain concerns.
- Healthy customer addition led by successful trials; strong demand visibility.

## Capacity Expansion

Entity	Current	Addition	Updated
RPEL	1,44,000	36,000	1,80,000
RPSPL	2,70,000	84,000	3,54,000
<b>Total</b>	<b>4,14,000</b>	<b>1,20,000</b>	<b>5,34,000</b>

# Rooted Locally, Reaching Globally

## Pioneers in breaking geographical barriers

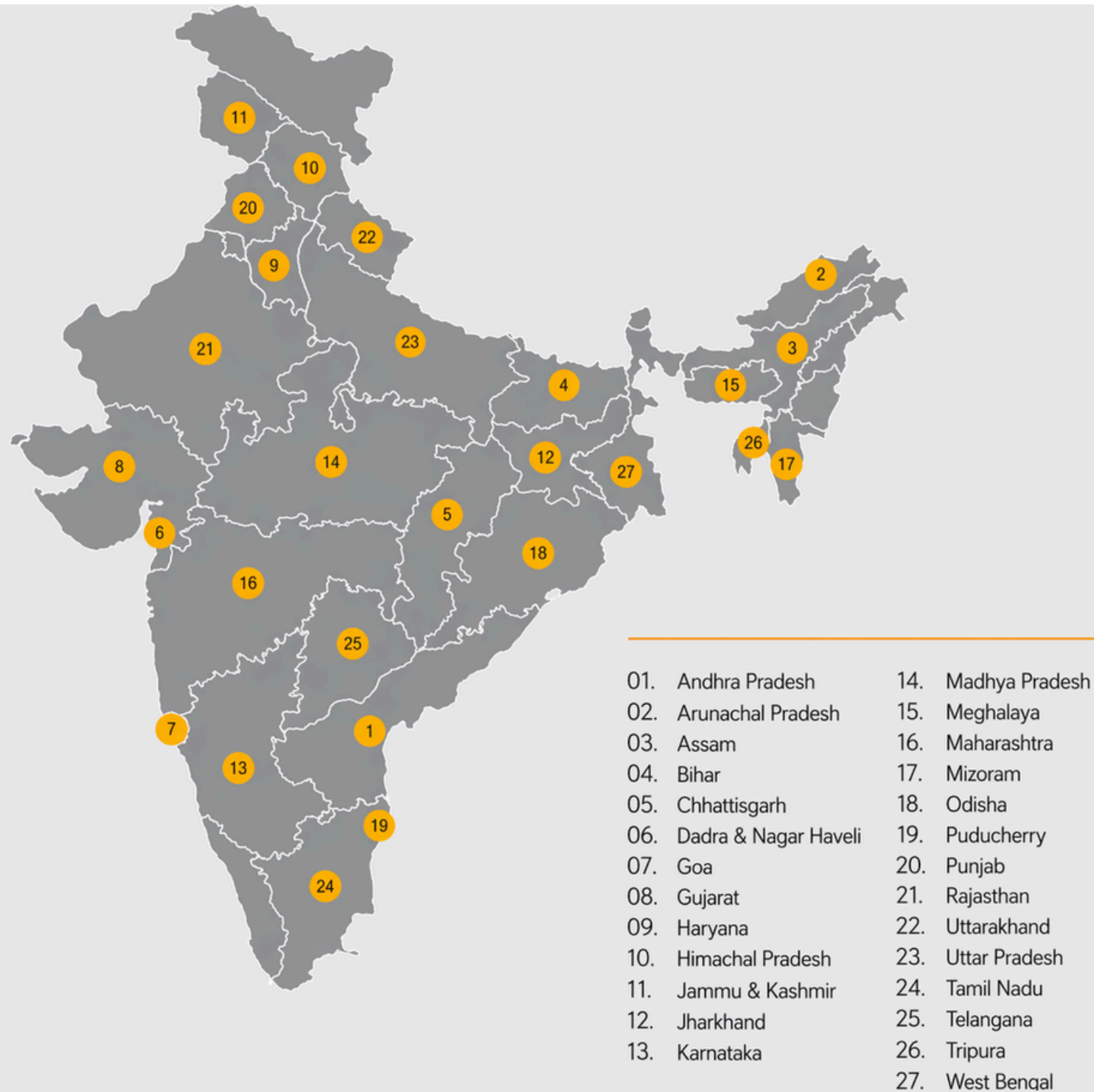
Transformed a traditionally local business into a globally scalable model

## Wide Spread Reach

With plant located in Rajasthan, RPEL supplies to plants across the nation & internationally

## Non-Linear Cost Benefits

Despite high logistics costs, customers continue to prefer us given the non-linear cost benefits our products deliver.



# Manufacturing Excellence

## **30+ ACRES LAND AREA | STATE OF THE ART FACILITY**

Cutting-edge manufacturing unit in Newai, Rajasthan, harnesses advanced technology for unmatched quality and efficiency.

## **HUB FOR INNOVATION AND R&D**

In-house R&D Lab stands as India's sole government-approved facility of its kind. Pioneers tailor-made IF lining solutions that transformed the industry.

## **414K MTPA GROUP CAPACITY (being upgraded to 534K MTPA)**

Fully-automated processing and innovative crushing technology, ensuring consistent excellence.

## **NEXT-GENERATION AUTOMATION**

Proprietary plant design & patented manufacturing process. Fully automated with 6-stage QC process.

## **STRATEGIC LOCATION ADVANTAGE**

Located near world's densest quartz reservoir, ensuring consistent access to high purity raw material.



# Our Leadership Team



## Mr. Sanjay Kabra

Promoter, Chairman & Whole-time Director of RPEL, with 30+ years of experience. He leads the company's expansion, operations, finances, and legal affairs, playing a key role in driving RPEL's core team towards its strategic vision.



## Mr. Rajesh Kabra

Promoter and Managing Director of RPEL, with 30+ years of experience in sales and marketing of ramming mass. He oversees marketing, promotion, R&D and product development. He also serves as Vice President of the All India Induction Furnace Association and is a member of CII & the Federation of Rajasthan Trade & Industry.



## Mr. Raghav Kabra

Promoter and CEO of RPSPL, having been involved in the business for 9+ yrs, he drives the company's exports and new business segments to fuel future growth. He brings a strategic outlook shaped by his education at ISB Hyd and London Business School, and professional exposure at TRUST Group, Mumbai.



## Mr. Bharat Tank

President- Sales & Marketing, Mr. Tank brings over 35 years of experience in the steel industry. Previously, he spent over 2 decades at Electrotherm Ltd, playing a key role in its growth as India's largest induction furnace manufacturer. He has also held senior management positions at BSRM, Bangladesh (World's largest IF Based steel plant), SRJ Peety Steel, Jalna and Abyssinia Iron & Steel, Africa.

# Our Eminent Board Members

## INDEPENDENT DIRECTORS



### Mr. Hemant Madhusudan Nerurkar

B. Tech in Metallurgical Engineering. Served as MD of Tata Steel Ltd. and Chairman at TRL Krosaki (India's largest Refractory company). Serving as Independent Director in Adani Enterprises, Igarashi Motors India & Crompton Greaves Consumer Electricals, etc.



### Mr. Amar Lal Daultani

A postgraduate in economics, he is an accomplished banker with 34+ years of rich experience at Allahabad Bank. He has completed his term of office as the Executive Director of the Corporation Bank. Serving as Independent Director on the board of SK Finance Ltd.



### Ms. Rajni Sekhri Sibal

Former IAS officer and the 1st woman to top the All-India Civil Services Exam (1986). Holds a Bachelor's of Science and Master's in Psychology and Economics. Held key positions in Ministry of Fisheries, Home Affairs & Agriculture. Serving as Independent Director in Star Health & Allied Insurance, Aviva Life Insurance, Birla Corporation & Paytm Payments Ltd.



### Mr. Govind Saboo

A Chartered Accountancy rank holder with over 22+ yrs of experience in corporate finance, capital markets, compliance, and taxation. He is the Founding Partner of Srujan Alpha Capital Advisors LLP, a SEBI-registered Category-I Merchant Banker.

## ADVISORY BOARD



### Mr. Jan W Kjellberg Sweden

Director of JWK AB, Sweden and Ex-president of Svenska Silica, a world leader in silica manufacturing and once the most popular global silica ramming mass brand for foundries. Assists RPEL in areas of production and R&D, offering invaluable inputs in areas of manufacturing, foundry-grade ramming mass & improvements in silica ramming mass. Also represents RPEL at exhibitions and conferences, facilitates technical discussions with customers and supports RPEL by visiting large customers and training them in the best practices while using ramming mass in lining installation.



### Mr. Graham Cooper Australia

Possesses over 55 years of work experience in the induction furnace industry. Among his previous assignments, he has held the position of Managing Director of one of the world's largest induction furnace manufacturing companies. He helps RPEL formulate business strategy and appraises the Company on the latest developments in the steel and foundry industry.

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