

READYMIX CONSTRUCTION MACHINERY LIMITED

Investor Presentation



READYMIX - AT A GLANCE

Established in 2009

110+ employees

Engineering solutions for design, development, fabrication and installation of plant & machineries along with related equipments.

Use of siemens solid edge software and ARES standard Auto CAD software for design and development.

35+

Products developed in house (in span of 2 years)

Served 200+
customers in the last
3 financials years.

Backed by design team of

13 and an R&D team of

14

Catering to **20+** states

Rs.29.19 Cr of orderbook (as on 10th January)



BUSINESS VERTICALS & PRODUCT PORTFOLIO

PRODUCTS

- Dry Mix Mortar Plant
- Support Equipments for Readymix Concrete Plant
- High-capacity Silos
- Artificial Sand Plant
- Wall Putty Plant
- Other Customized Projects

SERVICES Annual Maintenance Service • Business Consultancy Services

PRODUCT PORTFOLIO

DRY MIX MORTAR PLANT

- Facility designed for producing dry mixer mortar, a pre-mixed blend of sand, cement and other additives mixed together in precise proportions.
- Application of dry mix mortar-Used in functional and structural construction applications such as masonry, plastering, tile fixing, and grouting.
- Enhances strength, durability, and performance of construction materials.





SUPPORT EQUIPMENTS FOR READYMIX CONCRETE PLANT

- Equipment designed to produce large quantities of concrete for construction projects
- Components include aggregate bins, powder storage silos, powder and additive weighers, batching units, mixers, control systems, screw conveyors, and belt conveyors.







PRODUCT PORTFOLIO

HIGH-CAPACITY SILOS

- Large storage structures designed to store bulk materials such as gypsum, cement, lime, and various other substances.
- Play a crucial role in industries for continuous and efficient storage and supply of bulk materials, preventing project delays.

ARTIFICIAL SAND PLANT

 Facility designed to remove impurities such as dust, dirt, and organic matter from sand to produce high-quality sand for use in construction and other industries various applications.

WALL PUTTY PLANT

- Wall Putty is a combination of White Cement, Mineral Fillers, Polymers and Additives.
- Primarily used for finishing applications, providing a smooth and even surface for painting, filling minor cracks, and enhancing the appearance of walls and ceilings.







CUSTOMIZED PROJECTS

Customized solution right from conceptualization, development, fabrication to implementation and installation.

Customization projects include Mobile Bulk Filling Stations, Ultra High Performance Concrete Plant (UHPC), Grout Plants, Aggregate Cooling Systems, Fly Ash storage & Handling Systems etc.

PPC\ OPC Storage & Blending Unit



Fly Ash storage & Handling System



Grout Plant



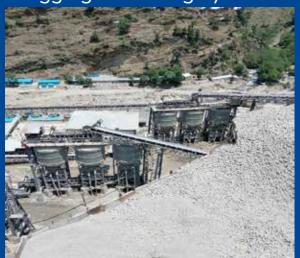
Ultra-High-Performance Concrete (UHPC) Unit



Mobile Bulk Filling Station



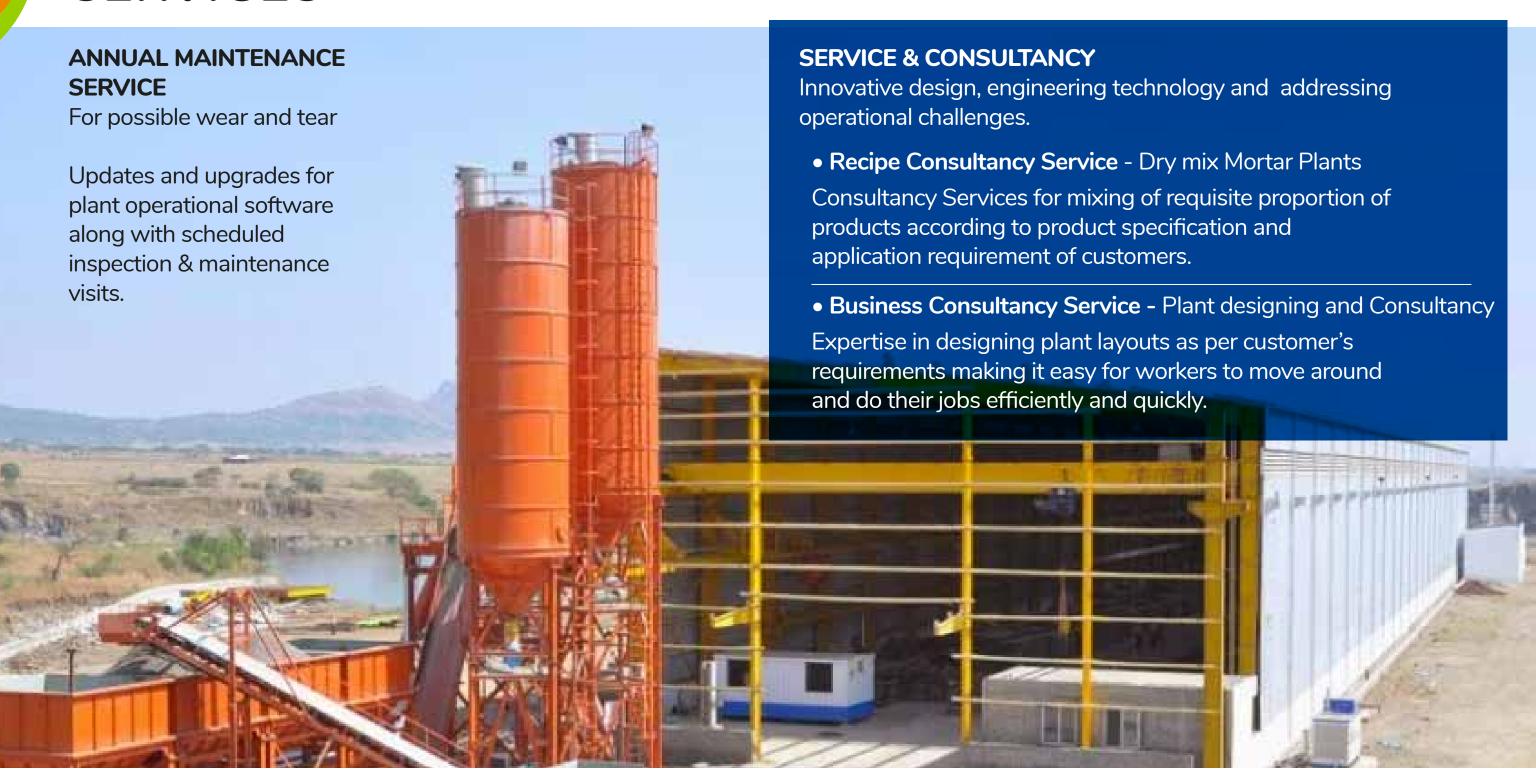
Aggregate Cooling Systems



Fly Ash Improvement Plant



SERVICES



PRODUCT WISE REVENUE BREAK UP

Product Name	For period Ending Dec 31, 2024	% to Total Sales	FY 2023-24	% to Total Sales	FY 2022-23	% to Total Sales	FY 2021-22	% to Total Sales
Dry Mix Mortar Plant	883.18	24.89	1988.16	28.49	1347.15	24.5	1287.93	26.93
Support Equipments for Readymix Concrete	1,118.77	31.52	1797.93	25.76	2675.18	48.64	1980.5	41.41
Customized Projects	-	-	1214.94	17.41	173.09	3.15	1082.55	22.64
High Capacity Silo	373.04	10.51	1138.75	16.32	804.78	14.63	-	-
Consultancy & Service	215.96	6.09	367.99	5.27	136.57	2.48	27.4	0.57
Artificial Sand Plant	736	20.74	182.78	2.62	-	-	-	- 1
Spares & Scrap	221.91	6.25	195.73	2.8	143.04	2.6	120.71	2.52
Wall Putty Plant	-	-	93.08	1.33	219.7	3.99	283.38	5.93
Total	3548.86	100	6979.36	100	5499.51	100	4782.47	100



INDUSTRY WISE REVENUE BREAK UP

Rs. in lakhs (except %)

Product Name	For period Ending Dec 31, 2024	% to Total Sales	FY 2023-24	% to Total Sales	FY 2022-23	% to Total Sales	FY 2021-22	% to Total Sales
Construction & building materials industry	1,190.61	33.55	3,315.19	47.5	1,661.43	30.21	1,617.46	33.82
Concrete Industry	1,617.98	45.59	1,911.01	27.38	2,777.44	50.5	2,050.67	42.88
Cement Industry	-	-	1,147.56	16.44	847.33	15.41	732.61	15.32
Infrastructure Industry	-	-	298.73	4.28	-	-	351.05	7.34
Crushing Industry	740.27	20.86	243.52	3.49	173.09	3.15	-	-
Others	-	-	63.35	0.91	40.22	0.73	30.68	0.64
Total	3548.86	100	6,979.36	100	5,499.51	100	4,782.47	100



REVENUE BIFURCATION GEOGRAPHY WISE

Rs. in lakhs (except %)

Geographical Areas	As on Dec'24	% of Total	FY 2023-24	%	FY 2022-23	%	FY 2021-22	%
Domestic	3436.36	96.83	6691.79	95.88	5391.34	98.03	3854.05	80.59
International	112.5	3.17	287.56	4.12	108.18	1.97	928.41	19.41
Total	3548.86	100	6979.36	100.00	5499.51	100.00	4782.47	100.00

REVENUE FROM TOP 10 GEOGRAPHIES

Rs. in lakhs (except %)

Name of State	For period Ending Dec 31, 2024	% Total Sales	FY 2023-24	% Total Sales	FY 2022-23	% Total Sales	FY 2021-22	% Total Sales
Maharashtra	1,812.40	51.07	2,803.48	40.17	2,241.64	40.76	1,135.65	23.75
Telangana	282.11	7.95	514.52	7.37	79.49	1.45	541.27	11.32
Goa	253.46	7.14	316.08	4.53	396.84	7.22	25.22	0.53
Karnataka	181.95	5.13	514.52	7.37	781.97	14.22	759.26	15.88
Gujarat	163.45	4.61	238.3	3.41	39.62	0.72	124.29	2.6
Andhra Pradesh	153.92	4.34	966.24	13.84	19.3	0.35	48.15	1.01
Rajasthan	144.77	4.08	325.93	4.67	656.64	11.94	14.68	0.31
Assam	105.82	2.98	203.95	2.92	222.39	4.04	303.13	6.34
Tamil Nadu	93.57	2.64	50.48	0.72	52.01	0.95	131.21	2.74
Madhya Pradesh	70.54	1.99	278.74	3.99	236.07	4.29	396.01	8.28

BUSINESS PROCESS FLOW



COMPETITIVE STRENGTHS

DIVERSIFIED PRODUCT RANGE CATERING TO WIDE INDUSTRY BASE

- Capability in designing and developing equipments requiring, precision, strength, and durability.
- Catering to industries cement, concrete, crushing, construction and building materials etc.
- Fabrication unit for customer specific customization.

ESTABLISHED RELATIONSHIPS WITH CUSTOMERS ACROSS VARIOUS GEOGRAPHICAL LOCATIONS

• Marketing products across 20+ states in India.

EXPERIENCED PROMOTORS AND MANAGEMENT BACKED BY DESIGN AND DEVELOPMENT TEAM.

• Senior management team with extensive experience in the designing of machineries and equipment.

 In House sales and marketing team of 12 regularly engaging with customers for inputs.

DEDICATED AFTER-SALES NETWORK

 A team of 25 Technicians and engineers for customer support.



BUSINESS STRATEGIES

EXPANSION OF GEOGRAPHICAL FOOTPRINT

Expand business operations to other regions of the country for the growth of business and hedge against risk of operations.

STRENGTHENING AND DIVERSIFICATION OF **EXISTING PRODUCT PORTFOLIO**

Stepping into supplying of various new plant & machineries such as Load Cell trading, Tank Weighing Systems and Advanced Liquid Construction Chemical.

COST EFFECTIVE PRODUCTION & TIMELY FULFILMENT OF ORDERS

Efficient procurement policy to ensure cost-effective production, delivery of services, and overall cost efficiency.

SCALE UP BRANDING AND PROMOTIONAL **ACTIVITIES**

Increasingly focusing on branding and promotional activities to enhance visibility, brand awareness and customer loyalty through participation in events and exhibitions.

ENHANCE CORE STRENGTHS BY ATTRACTING, RETAINING & TRAINING QUALIFIED PERSONNEL AND PROCESS UPGRADATION.

Regulary analyze existing process and identify the areas of bottlenecks & correct the same.



INDUSTRY OVERVIEW

INDIA'S CONSTRUCTION EQUIPMENT INDUSTRY

Industry saw a increase in sales driven primarily by three key segments: earthmoving equipment, road construction equipment, and concrete equipment.



CEMENT INDUSTRY IN INDIA

- Market Size expected to gro at a CAGR of 4.7%, during 2024-32. India, with its high quantity and quality of limestone deposits throughout the country, promises huge potential for growth in the cement industry, which comprises a total of 210 large cement plants.
- National Infrastructure
 Pipeline (NIP) introduced
 projects worth US\$14.59
 billion (Rs.102 lakh crore) for
 next five years.

EARTHMOVING, CONSTRUCTION & MINING EQUIPMENT



- Market size of the Indian Construction Equipment market is forecasted to grow at a CAGR of 15% for next 5 years as per estimates of CII with machine tools market expected to exhibit a growth at a CAGR of 9.4% during 2023-28.
- The industry has become 3rd largest in the world.

INDUSTRY OVERVIEW

HEAVY ENGINEERING AND MACHINE TOOL

Consists of Machine Tools, Textile Machinery, Construction and Earthmoving, Construction and Mining Machinery and other heavy industrial machinery. This industry is de-licensed and foreign direct investment (FDI) up to 100 percent allowed freely.



HIGHER INVESTMENTS

The Government's 'Vision Plan 2030' proposed an action plan to become a manufacturing and export hub for construction equipment and propel the development of world-class infrastructure in the country

ENGINEERING INDUSTRY

- Largest of the industrial sectors in India. Accounts for 27% of the total factories in the industrial sector and represents 63% of the overall foreign collaborations.
- Demand for engineering sector services is being driven by capacity expansion in industries like infrastructure, electricity, mining, oil and gas, refinery, steel, automobiles, and consumer durables.

ATTRACTIVE OPPORTUNITIES

- In Union Budget 2024-25, Government has committed an outlay of Rs. 11.11 lakh crore (US\$ 133.5 billion) during this year towards infrastructure capital expenditure.
- An Urban Infrastructure Development Fund (UIDF) will be managed by National Housing Bank, which will enable creation of infrastructure in Tier 2 and 3 cities by supporting viability gap funding, enabling creation of more bankable projects, enhancing access to external funding, among others.



PARTICIPATION IN EXHIBITIONS

World of Concrete, India







STRONG LEADERSHIP



MR. ANAND SURESH WATVE

Chairman & Managing Director

Diploma in Mechanical Engineering

Experience - 30 Years



MR. ATUL JAGANNATH KULKARNI

Whole Time Director

Diploma in Electrical Engineering

Experience - 28 Years



MR. PRASHANT BALASAHEB KANIKDALE

Whole Time Director

Diploma in Mechanical Engineering

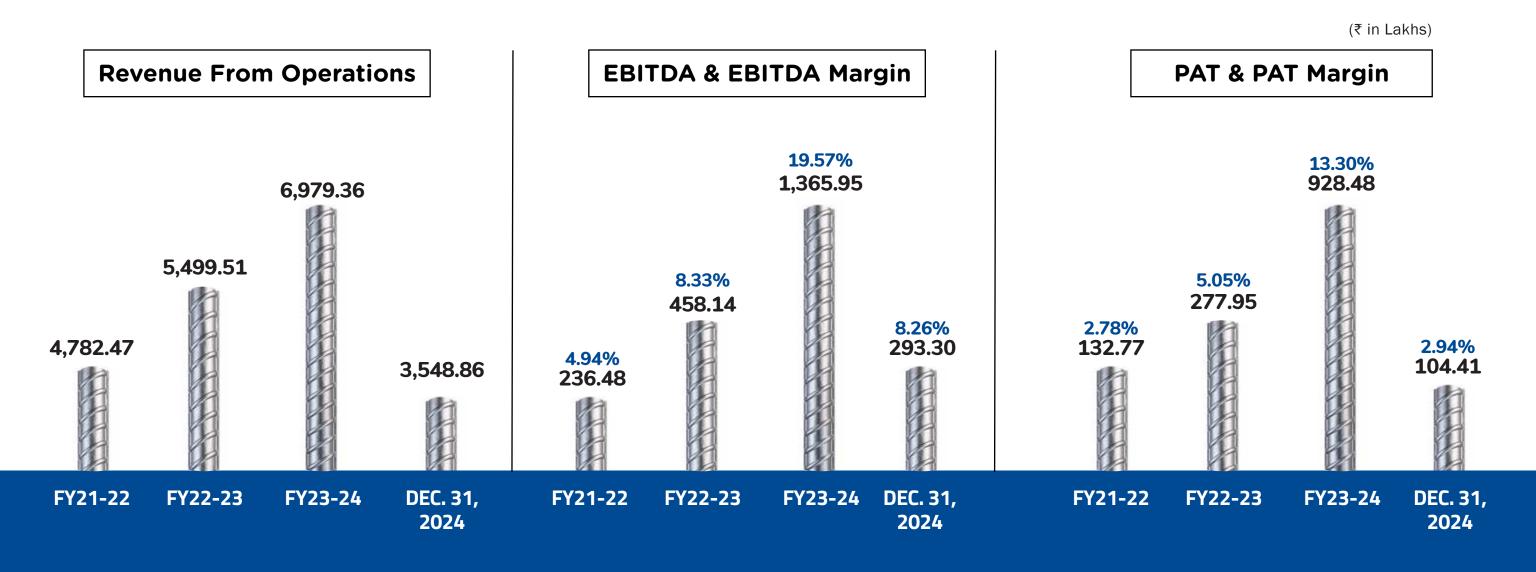
Experience - 29 Years



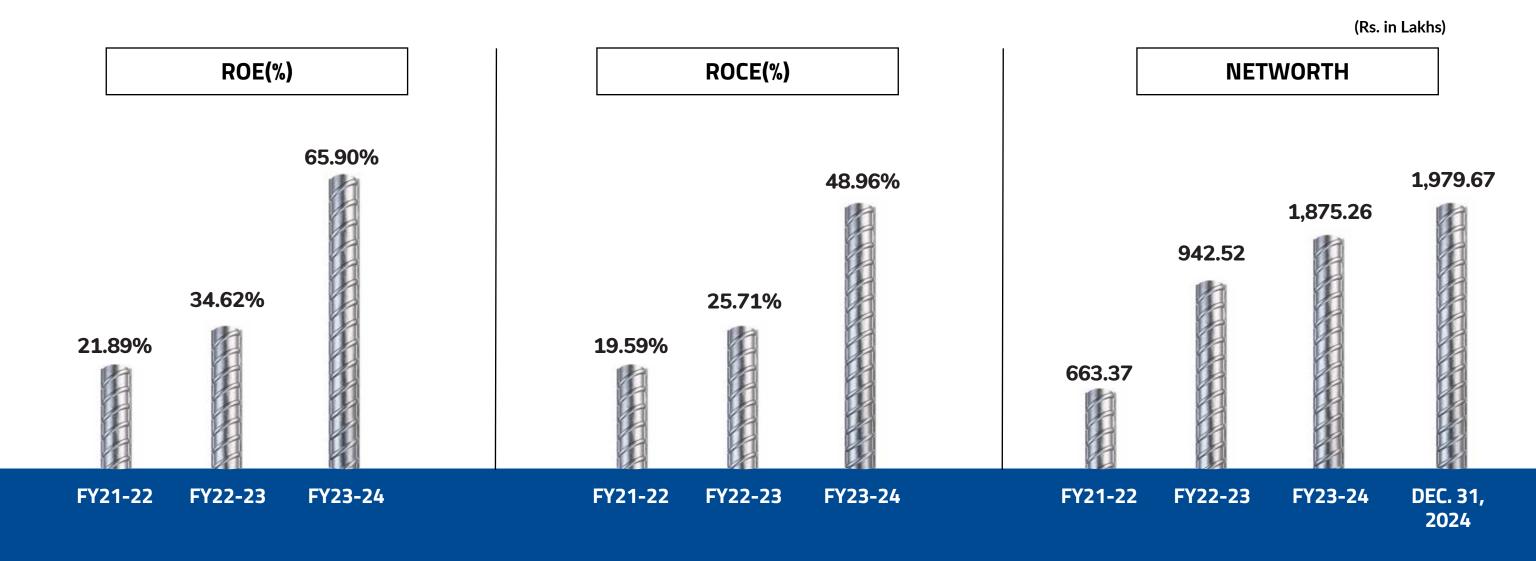
FACILITY LOCATED AT PUNE



KEY PERFORMANCE INDICATORS



KEY PERFORMANCE INDICATORS



RESTATED STATEMENT OF PROFIT & LOSS (* in Lakhs)

					, , ,
Pai	ticular	31-Dec-24	31-Mar-24	31-Mar-23	31-Mar-22
1	Revenue from Operations	3,548.86	6,979.36	5,499.51	4,782.47
2	Other Income	1.16	5.12	1.43	0.97
3	Total Income (1+2)	3,550.02	6,984.48	5,500.94	4,783.43
4	Expenses				
	(a) Cost of Materials Consumed	2,039.58	3,928.35	3,638.03	3,157.95
	(b) Purchases of Stock in trade	-	-	-	-
	(c) Change of Inventories of Work in progress & finished goods	-97.64	-137.2	-206.71	79.68
	(d) Employee Benefits Expense	523.27	599.65	538.64	536.75
	(e) Finance Costs	86.88	85.72	100.47	53.67
	(f) Depreciation and Amortisation Expenses	75.41	66.27	21.87	15.81
	(g) Other Expenses	773.07	1,209.40	1,036.65	756.31
5	Total Expenses 4(a) to 4(g)	3,400.57	5,752.18	5,128.96	4,600.17
6	Profit/(Loss) Before Exceptional & Extraordinary				
	items & Tax (3-5)	149.45	1,232.30	371.98	183.26
7	Exceptional item	-	-	-	-
8	Profit/(Loss) Before Extraordinary items & Tax (6-7)	149.45	1,232.30	371.98	183.26
9	Prior Period Expenses				
10	Extraordinary items				
11	Profit/(Loss) Before Tax (8-9-10)	149.45	1,232.30	371.98	183.26
12	Tax Expense:				
	(a) Current Tax	45.67	302.18	91.68	51.82
	(b) Deferred Tax	-0.64	1.63	2.36	-1.33
	(c) MAT Credit entitlements	_	_	-	-
	(d) Prior period expenses	-	-	-	-
	(e) Excess/short provision written back/off	-	-	_	
	Total	45.03	303.81	94.04	50.49
13	Profit/(Loss) for the Period / Year (11-12)	104.41	928.48	277.95	132.77
14	Weighted No. of Shares During Period / Year	78,96,500	78,96,500	78,96,500	78,96,500
15	Earnings Per Equity Share (Face Value Rs.10/-)				
	(a) Basic	1.32	11.76	3.52	1.68
	(b) Diluted	1.32	11.76	3.52	1.68



RESTATED STATEMENT OF ASSETS & LIABILITIES

					(₹ in Lakh
Pa	rticular	31-Dec-24	31-Mar-24	31-Mar-23	31-Mar-22
A)	EQUITY AND LIABILITIES				
1	Shareholders' Funds				
	(a) Share Capital	789.65	46.45	46.45	46.45
	(b) Reserves & Surplus	1,190.02	1,828.81	896.07	616.92
	(c) Share Application Money	-	-	-	-
	Total	1,979.67	1,875.26	942.52	663.37
2	Non-Current Liabilities				
	(a) Long Term Borrowings	114.88	5.03	51.57	138.09
	(b) Deferred Tax Liabilities (Net)	-	-	-	-
	(c) Other Long Term Labilities	-	-	-	-
	(d) Long Term Provisions	31.77	27.8	21.29	13.75
	Total	146.65	32.83	72.86	151.85
3	Current Liabilities				
	(a) Short Term Borrowings	1,553.03	784.71	708.39	330.03
	(b) Trade Payables				
	Due to Micro and small enterprises	177.26	152.44	176.41	332.82
	Due to other than Micro and Small enterprises	829.61	389.41	706.86	802.6
	(c) Other Current Liabilities	365.15	294.63	456.27	636.59
	(d) Short Term Provisions	191.69	367.36	152.23	98.56
	Total	3,116.72	1,988.56	2,200.15	2,200.60
	Total Equity and Liabilities	5,243.04	3,896.64	3,215.54	3,015.82
B)	ASSETS	,	,		•
1	Non-Current Assets				
	(a) Property, Plant and Equipment and Intangible Assets				
	i)Property, Plant and Equipment	177.78	132.93	105.37	59.41
	ii) Intangible Assets	304.45	256.54	146.82	-
	iii)Capital Work in progress	-	-	-	
	iv)Intangible Assets under development	-	-	-	-
	(b) Non-Current Investment		-	-	-
	(c) Deferred Tax Assets (Net)	9.75	9.11	10.75	13.1
	(d) Long Term Loans and Advances	-	-	-	-
	(e) Other Non-Current Assets	13.41	12.45	10.4	10.4
	Total	505.39	411.03	273.34	82.91
2	Current Assets				
	(a) Current Investments	-	-	-	-
	(d) Inventories	1,603.54	1,340.94	1,285.67	1,350.42
	(b) Trade Receivables	2,278.66	1,809.22	1,321.61	1,189.23
	(c) Cash and Cash equivalents	42.79	79.25	53.4	19.4
	(e) Short-Term Loans and Advances	294.95	182.69	224.96	254.69
	(f) Other Current Assets	517.72	73.52	56.55	119.18
	Total	4,737.65	3,485.61	2,942.20	2,932.91
	Total	5,243.04	3,896.64	3,215.54	3,015.82



RESTATED STATEMENT OF CASH FLOWS

		_			(₹ in Lakh
Pa	rticular	31-Dec-24	31-Mar-24	31-Mar-23	31-Mar-22
A)	Cash Flow From Operating Activities :				
	Net Profit before tax as per Restated Statement of Profit & Loss	149.45	1,232.30	371.98	183.26
	Adjustment for :				
	Depreciation and amortization Expenses	75.41	66.27	21.87	15.81
	Finance Cost	86.88	85.72	100.47	53.67
	Gratuity provision	5.04	7.68	8.81	4.09
	Interest Income	-1.16	-1.62	-0.18	-0.15
	Balances Written off	-	-	1.29	0.41
	Operating profit before working capital changes	315.62	1,390.35	504.25	257.08
	Changes in Working Capital				
	(Increase)/Decrease in Trade Receivables	-469.44	-487.6	-133.67	-666.93
	(Increase)/Decrease in Inventory	-262.59	-55.27	64.75	-480.77
	(Increase)/Decrease in Short Term Loans & Advances	-171.29	29.03	66.55	-141.22
	(Increase)/Decrease in Other Current & Non-Current Assets	-445.16	-19.01	62.63	-64.8
	Increase/(Decrease) in Trade Payables	465.01	-341.41	-252.16	429.33
	Increase/(Decrease) in Other Current Liabilities	70.52	-161.65	-180.31	478.68
	Increase/(Decrease) in Short Term Provisions	79.77	3.45	12.53	-20.23
	Cash generated from operations	-417.56	357.89	144.56	-208.86
	Less:- Income Taxes paid	243.15	74.19	87.43	50.61
	Net cash flow from operating activities A	-660.71	283.7	57.13	-259.47
B)	Cash Flow From Investing Activities :				
	Purchase of Property, plant and equipment including of CWIP	-168.18	-203.54	-214.66	-13.95
	Long Term Loans and Advances	-	-	-	3.11
	Interest Income	1.16	1.62	0.18	0.15
	Net cash flow from investing activities B	-167.02	-201.92	-214.48	-10.68
<u>C)</u>	Cash Flow From Financing Activities :				
	Proceeds from Issue of Share Capital		_		_
-	Increase/(Decrease) in Short Term Borrowings	768.31	76.33	378.35	117.86
	Increase/(Decrease) in Long Term Borrowings	109.84	-46.54	-86.52	98.3
	Finance Cost	-86.88	-85.72	-100.47	-53.67
	Net cash flow from financing activities C	791.27	-55.94	191.36	162.49
-	Net Increase/(Decrease) In Cash & Cash Equivalents (A+B+C)	-36.46	25.84	34	-107.66
	Cash equivalents at the beginning of the period / year	79.25	53.4	19.4	127.06
	Cash equivalents at the end of the period / year	42.79	79.25	53.4	19.4



ISSUE STRUCTURE

Equity Shares Offered for Sale: 30,62,000 Equity Shares

Category Allocation : QIB: 14,53,000 NII: 4,37,000

RII: 10,18,000 MM: 1,54,000

Stock Exchange to be listed on: NSE Emerge

Issue Price & Size : 121-123, Rs. 37.66 Cr.

Lot Size : 1000

Issue Period : 6th Feb - 10th Feb, 2025

Issue Proceeds : • Repayment and/or pre-payment, in

full or part, of borrowing availed by

Company

To Meet Working Capital

Requirement

• General Corporate Purpose

Book Running Lead Manager : Hem Securities Ltd.

Registrar to the Issue : BIGSHARE SERVICES PRIVATE

LIMITED





Readymix Construction Machinery Limited



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