



READYMIX CONSTRUCTION MACHINERY LIMITED

Investor Presentation



BOOK RUNNING LEAD MANAGER
HEM SECURITIES LTD.

Private & Confidential



READYMIX - AT A GLANCE

Established in
2009

35+
Products developed in house
(in span of 2 years)

110+
employees

Served **200+**
customers in the last
3 financial years.

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

Backed by design team of
13 and an R&D team of
14

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

Catering to
20+ states

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



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



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.

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



RESTATED STATEMENT OF CASH FLOWS

(in Lakhs)

Particular	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
C) 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





Readymix Construction Machinery Limited



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