



# RKB GLOBAL LTD

Shape Next Generation Steel Business

— Strictly Confidential

**Proposed IPO**

INR 125 CR – 150 CR

**Investor Presentation**

**December 2023**

**ONEVIEW**  
CORPORATE ADVISORS



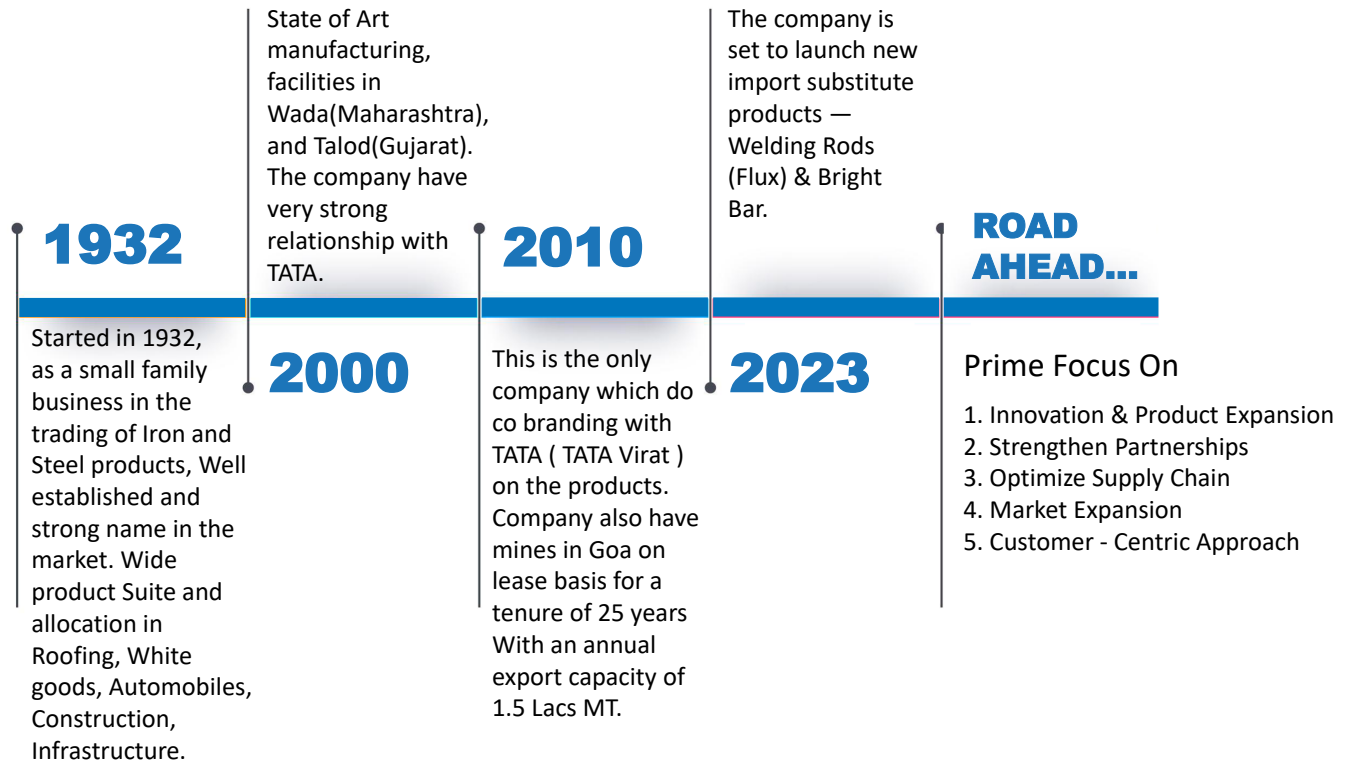
# Company Overview

Well Positioned to capitalise on potential India growth outlook

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# Our Journey

Transition from steel commodity trading to crafting premium brand products, embracing a sophisticated market approach.



# OUR STORY

Started in the year 1932 M/S Rajankumar and Bros. (Impex) was founded by the visionary leader Shri Sevantilal C. Shah. It originally started out as a small family business involved in the trading of iron and steel products which later on was incorporated as RKB Global Private Limited in 2013 under the company's act.

Taking over the reins of the business with several years of experience Mr Virat S Shah, Shah established the reputation of RKB Global Ltd. for excellence and reliability among clients in the steel industry.

At the core, RKB is a customer-focused organization that values integrity, professionalism, and Innovation - RKB's team of experienced professionals is dedicated to providing exceptional service to its clients and helping them achieve their business goals through customized solutions and timely delivery.

After being in business for more than 90 years RKB Global Ltd has taken a significant leap to be one of the largest importers, exporter, trader, distributor supplier of iron & steel products. In addition to steel, RKB has also made impressions in the sectors of iron ore mining, pipe manufacturing & infrastructure development.

**In 2021 RKB Global Ltd under the able guidance of Mr Alok V. Shah, the next generation leader in the family,** ventured into manufacturing of wide range of steel products including binding wires, ERW pipes, bright bars, MS rods, profile sheets, welding electrodes and pre-engineered building fabrication. Our State-of-the-art manufacturing facility based Out at Wada (Maharashtra) and Talod(Gujarat) is equipped with modern technology and machinery, enabling RKB to produce a wide range of steel products with precision and efficiency. RKB uses high-quality raw materials and adheres to strict quality control measures to ensure that its products meet the highest industry standards.

With the growing demand and focus on electric vehicles RKB Global Ltd is looking forward to venturing into manufacturing of Lithium Batteries.



## OUR VISION

Our vision is to be a leading steel manufacturing company that delivers innovative & sustainable solutions to our Customers. while consistently striving to exceed expectations in safety, quality & reliability. WE aim to be a responsible corporate citizen that contributes to the development of society provide a safe & fulfilling work environment for our employees & create long term value for our shareholders.

## OUR VALUES

We are committed to delivering excellence in all aspects of our operations. We value integrity, safety, innovation and teamwork, Our focus on these core values allows us to provide our customers with reliable & sustainable steel products while fostering a culture of accountability and respect for our employees, customers & the environment

## OUR MISSION

Our mission is to produce high-quality steel products efficiently & sustainably while meeting the diverse needs of our customers. By continuously improving our processes & investing in innovative technologies, we aim to be a Leader in the steel industry & contribute to the growth and development of the economy, adding value to our customers & sustained returns to our investors.

## Management Team



Virat Shah - Chairman

Aged 67 years, is chairman and full time director and the promoter of the company. He has an experience of around 50 years in the business of import, export, trading, and manufacturing of steel products.

His varied experience and vision helps the company to work united to achieve the set goals. He has been a key player in the overall growth of the company. His long standing relationship and networking with the vendors and customers in this industry over the years gives the company a smooth operational platform



Alok Shah - Managing Director

Aged 39, is the managing director and promoter of the company. He holds a degree of Masters in Business Administration from Griffith University, Australia. He has an experience of over 14 years in Steel business. He is young, dynamic, hardworking and a dedicated team leader. His strength lies in the formulations of unique marketing ideas and innovative solutions to the various operational problems.



Mayur Tendulkar - Sales Head

Aged 40 years, is the sales - HOD of our Company. He has an experience of over 20 years in iron and steel business. He is a young, dynamic, hardworking and a dedicated team leader. His strength lies in the formulation of unique marketing ideas and innovative solutions to the various operational problems. He also looks after the Marketing operations and strategic planning of the Company. He has deep Product knowledge and good marketing network, which boost our sales revenue.



Shruti Sawant - Finance

Aged 46 years, is the Whole Time Director of our Company. She is having over 25 years of experience in the iron and steel business. She currently oversees finance management, import, export and forex management in our Company. Her long career gives guidance to the employees in achieving targets in a dynamic and complex business environment.

Professionalizing the Family Business : A balance between family and professional managers









## Business overview

Integrated player of steel trading to branded and value added steel products

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## Product Portfolio for Different users

Product	Application	
1. Trapezoidal Profile sheet		Roofing Industry
2. Colour coated/Galvanised Corrugated sheet		Roofing Industry , white goods, Automotive, Construction, Infrastructure, Shutter
3. MS ERW Pipes and GP Pipes		Roofing Industry , white goods, Automotive, Construction, Infrastructure
4. Wire Drawing , Binding wires		Construction, Fabrication, Fasteners, Welding Rods, Imitation Jewellery
5. Bright Bars		Construction, Engineering, Automotive, Manufacturing of tools and Machine Components
6. Welding Electrodes		Wide range of welding electrodes for mild to heavily restrained joints, ship building, boilers, Earth moving equipments etc
7. MIG Wires		Steel wire with uniform copper coating for welding on low to medium carbon steels, Low alloy steels and Structural steel
8. Pre. Engineering Building		Warehouse, Sport Complex, Factories, Workshop, Distribution centre, Cold storage, Supermarkets. Aircraft hangers , Airport outer Facades & Multi storey construction

For more products details, refer to the enclosed Product Catalogue



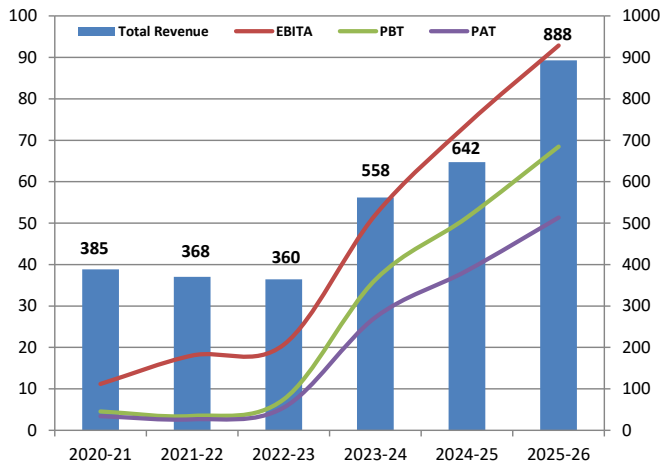


## Financial performance

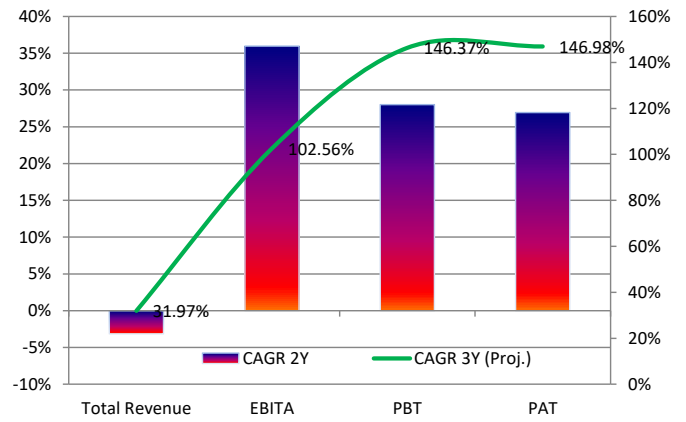
Integrated player of steel trading to branded and value added steel products

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## Key Financials & Ratio(in Cr.)



## Growth Current & Projected



## Driving Excellence Through the Power of Numbers.

Progress Through Persistence: Taking One Step at a Time.

90+  
Years of  
Experience

350  
Employees

500+  
Products in  
our Portfolio

5000+  
Customers across  
the Globe

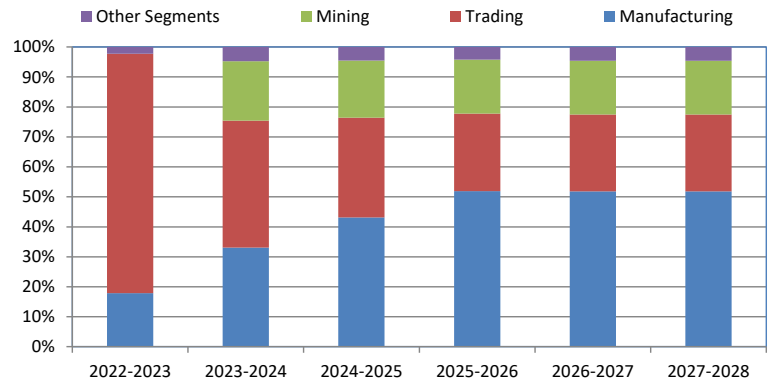
**MINING**

30  
Acres of Factory  
Footprint

30+  
State-of-the-Art  
Machines

200 Tons  
Daily Production  
Capacity

## Revenue Break-up



# Assets & Liabilities

IN CR

Financial Year	20-21	21-22	22-23	Projected 23-24	Projected 24-25
<b>Equity Capital</b>					
Shareholder's Capital	19.21	28.81	28.95	45.45	55.45
Equity Infusion	0.00	0.00	0.00	0.00	0.00
<b>Reserves</b>	<b>17.14</b>	<b>10.09</b>	<b>16.77</b>	<b>97.86</b>	<b>219.07</b>
Borrowings	210.06	193.11	184.17	125.85	74.29
Other Liabilities	0.00	0.00	0.00	0.00	0.00
<b>TOTAL LIABILITIES</b>	<b>246.41</b>	<b>232.01</b>	<b>229.89</b>	<b>269.16</b>	<b>348.81</b>
Fixed Assets	65.18	20.73	19.59	35.31	86.29
Financial Assets	16.25	21.41	24.67	15.22	13.43
other Non current Assets	0.39	5.99	0.34	0.30	0.30
Current Assets	48.66	110.15	97.24	100.03	102.03
Trade receivables	95.42	8.76	24.50	75.82	104.73
Cash & Bank balance	12.02	19.33	14.01	26.15	28.24
Loans & Advances	0.00	0.00	0.00	0.00	0.00
Other Current Assets	8.50	45.65	49.88	16.32	13.79
<b>TOTAL ASSETS</b>	<b>246.42</b>	<b>232.02</b>	<b>230.23</b>	<b>269.15</b>	<b>348.81</b>

# Revenue & Expenses

IN CR

Financial Year	2020-21	2021-22	2022-23	Projected 2023-24	Projected 2024-25
<b>Revenue from Operations</b>	<b>384.92</b>	<b>368.39</b>	<b>360.00</b>	<b>557.51</b>	<b>642.25</b>
<b>Other Income</b>	<b>3.52</b>	<b>1.91</b>	<b>4.40</b>	<b>4.63</b>	<b>4.87</b>
<b>Total Expenditure</b>	<b>383.87</b>	<b>365.09</b>	<b>356.90</b>	<b>525.80</b>	<b>595.75</b>
<b>Operating Profit</b>	<b>4.57</b>	<b>5.21</b>	<b>7.50</b>	<b>36.34</b>	<b>51.37</b>
Interest	5.41	11.18	10.33	11.38	13.42
Depreciation	1.19	2.28	2.83	4.28	9.02
Exceptional Items	0.00	1.72	0.00	0.00	0.00
<b>Profit Before Tax</b>	<b>3.41</b>	<b>3.49</b>	<b>7.50</b>	<b>36.34</b>	<b>51.37</b>
<i>% PBT margin</i>	0.89%	16%	35%	7%	12%
Tax	1.17	0.85	-2.01	9.09	12.84
<b>Net Profit</b>	<b>4.58</b>	<b>2.64</b>	<b>5.49</b>	<b>27.26</b>	<b>38.52</b>
<i>% PAT margin</i>	1.19%	1%	2%	5%	8.70%
<b>EBITDA</b>	<b>11.17</b>	<b>16.95</b>	<b>20.66</b>	<b>52.00</b>	<b>73.80</b>
<i>% EBITDA margin</i>	3%	5%	6%	12%	15%
<b>EBIT</b>	<b>9.99</b>	<b>14.67</b>	<b>17.83</b>	<b>47.72</b>	<b>64.78</b>
<i>% EBIT margin</i>	3%	4%	5%	11%	14%

# Key Investment Insights



The Company Has more than nine decades of experience, began as traders & later expanded into Steel manufacturing.



Looking forward, company has also projected an EBITDA for the fiscal year 2023-24 INR 50+ Crores for and anticipated reaching a revenue of Rs. 550+ Crores during the same fiscal year.



Company also in the early stages of planning an IPO, IPO would also provide an exit opportunity to the investors, and Creating Wealth also monetization of Security.



In addition to its core operations, company also handling mining operations



The company is fully prepared to introduce few new products into its existing product portfolio, and these new products are Import replacement



Company maintains stable and long lasting relationship with TATA Group. It is worth highlighting that Tata Group has not only expressed continued interest but also willing to infused a substantial investment into the Company to power its expansion and growth initiatives

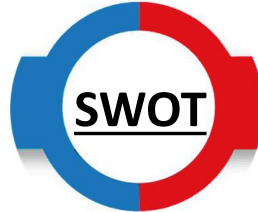


Company is currently seeking an investment of Rs.40 Crores. This capital injection will be allocated to cater working capital needs and expansion initiatives.



## **STRENGTH**

- ✓ Strong knowledge and expertise of the management
- ✓ Highly capable management skills
- ✓ Greater collaboration with local communities
- ✓ Growing demand in Defence Sector
- ✓ Favourable Government initiatives
- ✓ Focus on value creation with leadership and high quality output



## **OPPORTUNITY**

- ✓ Large and growing domestic and international market
- ✓ Strong barriers to entry given niche relationship
- ✓ Potential to charge a premium for personalised services
- ✓ Growing demand in Defence Sector
- ✓ Opportunities in Defence sector due to Government's various initiatives under Defence sector

## **WEAKNESS**

- ✓ Highly competitive trading and product market
- ✓ Capital requirement for expansion, maintenance and working capital
- ✓ Lack of diversity in customer base
- ✓ High cost of capital
- ✓ High cost of energy, Higher duties & taxes
- ✓ Slow statutory clearance for development of mines

## **THREATS**

- ✓ Competitors have deep pocket with more than 5 decades experience
- ✓ Higher cost of providing personalised services
- ✓ Strong barriers to entry given niche relationship
- ✓ Compliance with regulatory rules and regulations
- ✓ Increasing freight transportation cost
- ✓ Environmental Legislation

# Thank You.

## Connect us:

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Website : [www.oneviewadvisors.com](http://www.oneviewadvisors.com)

Questions?

### RKG Global Limited

Registered office: 1st Sagar House, 93/95 Kazi Sayed Masjid Under west, Mumbai 400 003

#### Plant

##### Maharastra

Plot # 22, Zadkaire Wada, Kondala Road,  
Paigar 421 312

#### Warehouse

##### Maharastra (Kalamboli)

Plot no.1786, Road no. 26, Kalamboli  
Street market, Kalamboli, Navi Mumbai

#### Branch office

##### Mumbai

B-001/B-002, Ground floor, Antop Hill  
Warehousing Complex Ltd

##### West Bengal

6th Floor, Suit No 101, Stephen House, 56E,  
Hemanta Basu Sarani  
Kolkatta - 700 001

##### Gujarat

Survey #36,Nr. Navavas Village, Dehgram-  
Thansura Road, Talod - 383 215

##### Maharashtra (Taloja)

Aum Cutter E/24, MIDC Taloja behind growl  
Industries, Navi Mumbai  
Maharastra

##### Kerala

Door - CC43/3060, 32/1727-C, 1st Floor,  
Thatathil Arcade, Kerala