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*"The future will
either be green or not
at all." -*

Bob Brown

FROM THE ED's DESK

Dear Friends,

The year just completed has been specially eventful. As a business, we have come a long way, with growth in Revenues, profitability and market share. We now stand at the gateway to join the Rs 1,000 crores exclusive power cables club, which has only three members in India until now. This has been entirely due to the patronage of our worthy customers, and the support of all stakeholders.

In terms of our capabilities, we have received the Type Test for the largest cable ever made in India, a 220 kV 2000 sq mm cable with copper conductor, from KEMA, Netherlands, perhaps the foremost laboratory in the world. We have also completed over half of the one year duration PQ Test at the same laboratory, and successfully executed some orders from customers who had faith and confidence in us. We are also in the final stages of introducing many new cables developed by our teams. And we won several Awards for our Quality Systems and Environment protection practices.

In our journey to excellence, we now export cables to over 50 countries, including some that would require a deep understanding of geography to discover, and many that are regularly shipped to discerning customers in developed countries. We also have representative offices in some of these countries.

In the last financial year, we also embarked on a journey to rapidly enhance our Turnkey capabilities in installation of Extra High Voltage cables for customers. This journey has already started reaping fruits, with several critical projects completed in time, and many more on track.

We believe that you should have someone near you to be able to cater to your requirements and to respond quickly. As a consequence, we have established several new offices, dealers and representatives across the country and overseas which, we hope, will ensure we are close to you when you need us.

And finally, we continue to have the best industry practices in attracting and retaining talent, and strong financials, backed by the privilege of being a part of KEC International Ltd, and the RPG Group.

We thank you for your continued support and patronage and look forward to a strong partnership in the new financial year.

Best Wishes,
Nikhil Gupta

The will to win is vastly overrated as a means of doing so. What is more important is the will to practice and the means to execute'

- Bob Knight

HIGH VOLTAGE SMART CABLE

Network operators are facing increasing demands regarding power and data transmission. Energy supply companies, network companies and public utility services are now considering what the smart grid may look like and the infrastructure required.

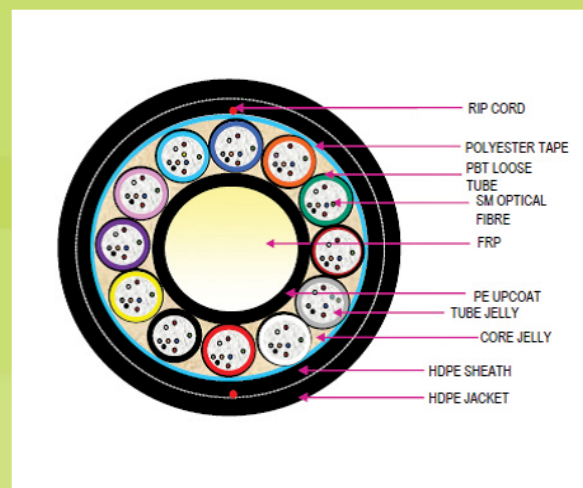
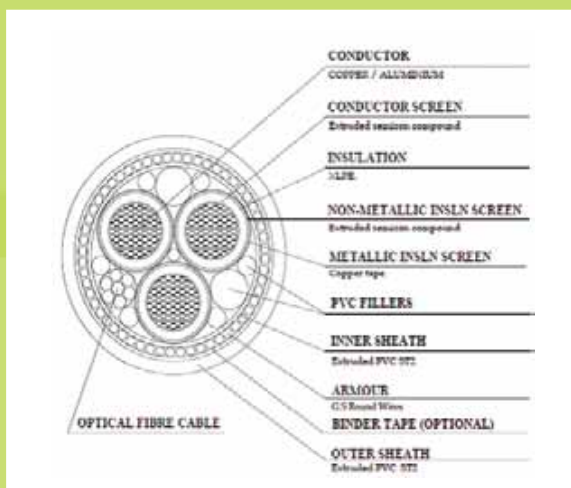
There is a need for smart/intelligent cable solution to have suitable information and communication technology (ICT) and an appropriate power transmission and distribution infrastructure. and Therefore, power and data transmission should not be considered as separate parts of a network.

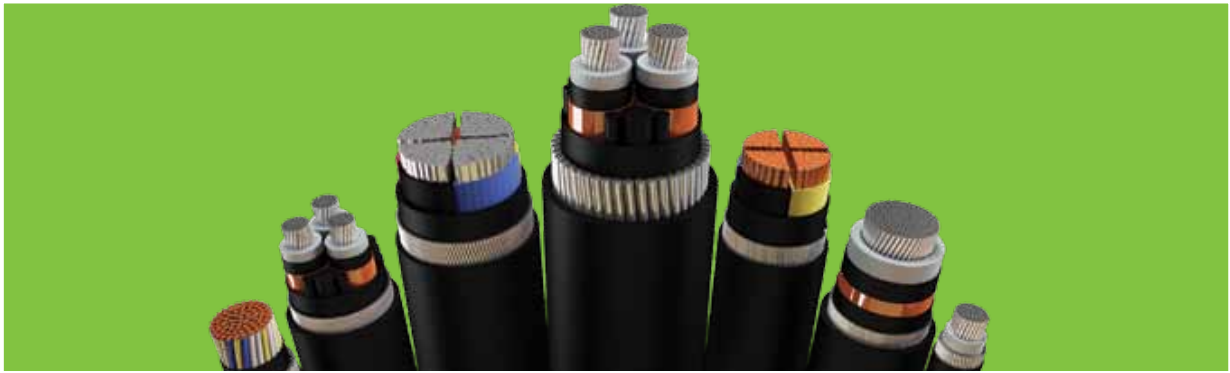
We considered developing a smart cable design with Optical Fibre cables, integrated with power cables for high voltage distribution network. Distribution network operators can use this as a means of expanding their information network. With high-voltage smart cables, temperature monitoring can also be performed with fibre-optic cables with adequate accuracy.

The voltage grade and size of power cables and number of fibres in optical fibre cable can be designed as per specific requirement of customers. Cables are thoroughly tested in house before dispatch. A typical cross section of cable is appended below;

One of the advantages of this design is that a complete system can be laid in one process and parallel laying of power cables and communication cables (Optical Fibre cables) is no longer necessary. The smart cable also has the advantage of cable laying in narrow routes, where power and communication cables cannot be laid in parallel.

High Voltage smart cables will also provide scope to energy suppliers and network operators to expand their ICT system. This will pay off later in networking of industrial clients, fibre to the home (FTTH) or leasing of spare fibres to telecommunication providers.





HIGH VOLTAGE SMART CABLE... contd

Smart design can also be offered for Extra High-Voltage (EHV) cables by incorporating Optical Fibres cables within the cables as FIMT (fibre in metal tube). This will be added in the shield area to monitor the operating temperature of the cable at critical laying points which also helps in optimum utilisation of transmission capacity of cables.

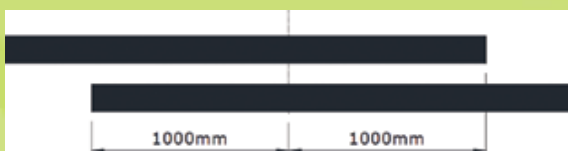
There may be a question in minds of users regarding cable accessories for Smart – joints and terminations. The joint and termination for smart cables is the same as that of standard HV XLPE Cables and Optical Fibre Cables, which can be installed by skilled jointers.

We are ready to discuss with our esteemed customers to understand their specific cables needs and offer appropriate cable solutions to suit their requirement.

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Typical arrangement for Smart cable jointing process is given below for information;

- i) Overlap the cables to be jointed as per figure & Mark reference line



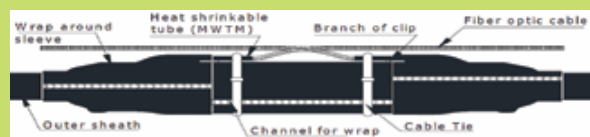
- ii) Cable preparation shown in the figure without main core and Optical Fibre Cable



- iii) Main cable core are cut after shaping and position at reference line



- iv) Outer wrap-around sealing sleeve are shrunk. Optical Fibre Cable separation as well sealing of ends done by branch of clips



- v) Optical Fibre cable joint is then completed and put above the joints of power cables as above. The joints should be completely sealed to prevent any moisture ingress.

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FY2015 KEY HIGHLIGHTS



FY2015 was an exciting year for RPG Cables as revenues soared to Rs. 920 crores, which is 40% higher than the previous year's Rs. 650 crores. Power cables accounted for more than 85% of sales. The two key highlights were the successful completion of 220 kV KEMA type test at Netherlands and securing orders for supply of 220 kV cable. Dealer business has grown as new partners are added across different regions in the country. Product mix realignment, ramp-up of production at Vadodara plant and cost optimization measures undertaken internally have helped improve the operating margins in the business. New product development was a focus area last year as RPG Cables aims to innovate and introduce customized solutions to niche export markets and domestic customers.

ANNUAL MANAGEMENT CONCLAVE

The Annual Management Conclave 2015 was held at the Hilton, Mumbai on April 16th. Vision 2020 was unveiled setting the tone for the day. Our MD and CEO, Mr. Vimal Kejriwal, spoke on the potential in the infrastructure sector and outlined his expectations for cables. Mr. Nikhil Gupta, ED-Cables, talked about the power of dreaming big and working diligently towards the execution of small steps to achieve the dream. He reminisced how RPG Cables has grown ten times since 2004 and about its transformation towards a world class business, having a reach in over 50 countries across the globe. He also shared the challenges of doing business in the current market situation and how the unit is trying to become lean and efficient, while remaining unwaveringly firm on product quality. Functional Heads discussed their strategies and plans with a group comprising more than 70 senior RPG Cables professionals across the country."





REACHING OUT

TECHNICAL SEMINAR

We conducted several in-house seminars for our customers during the quarter.

Our western region team, along with our technical heads, presented at 'Aker Solutions' on Instrumentation Cable, at 'Tecnimont ICB' on HT & LT Cables, and at 'ThyssenKrupp India' on EHV Cable.

Each seminar commenced with a technical presentation, followed by an open house where our customers learnt more about cable technologies, manufacturing and installations.



GRIDTECH 2015

We participated in Gridtech 2015, the 5th International Exhibition and Conference organized by POWERGRID, with the support of Ministry of Power at New Delhi. The three-day exhibition was aimed at new technologies in Transmission, Distribution, Renewable Energy Integration, Smart Grid and Communication.

Mr. I. S. Jha, Director (Projects) of PGCIL, inaugurated the KEC stall along with Mr. Vimal Kejriwal (MD & CEO, KEC International Ltd) and the Leadership Team.

Mr. R. N. Nayak, CMD, PGCIL interacted with Mr. Vimal Kejriwal and Mr. Nikhil Gupta on various business aspects. At the exhibition we showcased our expertise and capabilities to esteemed customers and visitors and shared our vision to contribute to India's cables technology and growth.



MEET OUR NEW MD & CEO

We are delighted to announce that Mr. Vimal Kejriwal has taken over as the Managing Director and CEO of RPG Cables with effect from April 01, 2015.

He succeeds Mr. Ramesh Chandak who retired post an illustrious career with KEC. Mr. Kejriwal, having spent around 13 years with KEC, has significantly contributed to its growth. Within KEC, his responsibilities have rapidly increased since the time he joined as the CFO to President (T&D Business), leading to his current appointment as the MD & CEO. Under his direction, KEC's T&D business achieved a remarkable 14-fold increase in its revenues.

With over 32 years of rich and diversified corporate experience across sectors, such as Pharmaceuticals, Fertilizers, Oil & Gas, Investment Banking and Power Infrastructure, he is a distinguished alumnus of the Kellogg School of Management, USA and Narsee Monjee Institute of Management Studies (NMIMS), India. He is also a meritorious Chartered Accountant and a Member of The Institute of Company Secretaries of India.



In addition to being a Member on the Board of KEC International Limited, Mr. Kejriwal also serves as a Director on the Board of SAE Towers Holdings LLC, USA, a wholly-owned subsidiary of KEC International Ltd.

On The Move:

Our New Delhi office has been shifted to a new location, as below:
8th floor , Building 9A,
DLF Phase-III, Sector-25
Gurgaon-122002, Haryana, India.
Tel.: +91 0124 6757735
Email: newdelhicables@kecrpg.com

New Joinees

Arul Velan, Manager - Sales & Marketing
(EHV), Chennai.
Email: velana@kecrpg.com;
newdelhicables@kecrpg.com

For additional information/details/queries and to subscribe to C2C, please write to:

Ms. Neha Choudhary

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