



Enhancing India R&D expertise with latest Scanning Electron Microscope



Continuing with our commitment towards improving customer deliveries with speed, RHI Magnesita India operationalized a world-class Scanning Electron Microscope (SEM) at our R&D Centre in Bhiwadi on Mar 20. With this equipment, our R&D team in India will now be able to analyze and determine the root cause of refractory failures, previously being done at our R&D Centre in Leoben, Austria. It will ensure faster response time to our customer requirements and help us deliver ever better customer value.



One of the fundamental drivers of our business model is innovation and R&D which is also reflected in our mission of taking innovation to 1200°C and beyond. We will continue to invest in industry-leading R&D to improve our product-offerings with tailored solutions and strengthen our customer relationships.

- Parmod Sagar, BU President

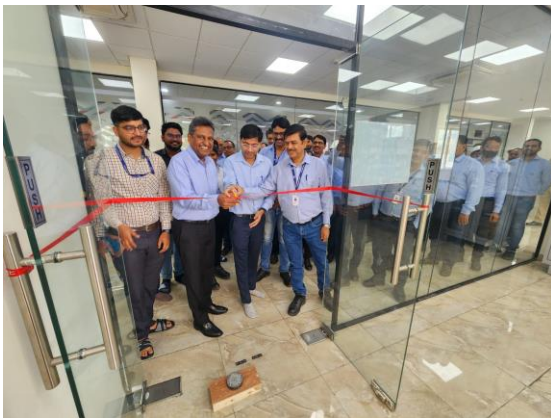


It's been more than a year since the inauguration of R&D facility in Bhiwadi and we are proud of the fact that we have achieved significant strides in delivering great customer value. Today, our R&D Centre is well-equipped with latest technology and equipment to cater to our customer needs. We have laid out plans to further invest in world-class equipment currently unavailable in India to develop next generation refractory solutions with faster R&D delivery.

- Dr. Narendra Mishra, Head R&D

About SEM

Scanning Electron Microscope (SEM) is a modern instrument that uses a beam of highly energetic electrons to examine the surface and phase distribution of specimens on a micro-scale through the live imaging of secondary electrons (SE) and back-scattered electrons (BSE) images and EDX. With high-resolution composition details of the refractories, it helps with identification of gaps in structure, scaling of pores, etc.



RHI Magnesita India raises Rs 900 crore through QIP

**Qualified
Institutions
Placement
closed**



RHI Magnesita India Ltd. (BSE: 534076; NSE: RHIM), one of the leading players in refractory business in India, today announced that it has closed a Qualified Institutions Placement (QIP) to raise Rs. 900 crore. The company will issue 15,715,034 lakh shares at Rs. 572.70 per share.

New shares issued via the QIP are expected to be admitted to trading on the National

Stock Exchange of India and the Bombay Stock Exchange in April 2023. The parent Group, RHI Magnesita N.V., also intends to subscribe for new shares via a Preferential Issue of Rs. 200 crore, subject to the approval of the Board and shareholders of RHI Magnesita India.

Following the QIP and Preferential Issue, the Group will retain a shareholding of approximately 56% in RHI Magnesita India. On the completion of the equity issuance, Parmod Sagar, MD & CEO of RHI Magnesita India Ltd. said, "This transaction demonstrates the support of high quality international and domestic institutional investors in the business and financial model of our Company. The proceeds from the QIP will be used to finance our recent growth through acquisition

and in the modernization of our operations, enabling us to capitalize on opportunities in the fast-growing refractory market in the India and West Asia region. We wish to thank all the stakeholders in the Company whose support and faith drives the Company forward.”

HSBC Securities and Capital Markets (India) Pvt. Ltd. was the sole book runner on the QIP.

Recharged India Sales organization all set to serve you better



With the integration of three of the leading Indian Refractory makers, the new RHI Magnesita India strives to build a common future together with you with a shared vision. With a new approach for our business where we RISE Together and grow with our customers, we intend to strengthen our organization and build a collaborative culture that adds value for our customers. Combining the best talents from the three companies - RHI Magnesita India,

Dalmia OCL and Hi-Tech Chemicals - we have been able to build a team with diverse experience, capabilities, and skills to be able to improve our product and service delivery and serve our customers better.

Under the direct leadership of **Jyotirmoy Bhattacharjee**, the Sales Steel India organization structure continues to follow the Key Account Management setup. The roles and responsibilities have been distributed amongst the team of 7 sales managers based on customer accounts and geographical distribution of customer locations across the country. This helps us be closer to our customer and more focused in serving them.

Steel India Organization

Sales Managers	Customer Accounts
Shiba Alam	AMNS, JSHL, JSSL O, SAARLOHA, MUKUND K, ISMT, MUSCO, L&T, Panchamaharaj, Viraj, Chandan
Manas Panja	TATA Steel – JSR, TSLP, M, NINL, KPO and Bangladesh region
Shishir Nayak	SAIL – BSP, RSP, ASP, DSP, ISP, SSP, BSL and MECON
Bidyut Bhakat	RINL, NMDC, OEM and Minerals
Biswajit Parida	JSPL – A & R, JNIL, Sunflag, SMW, Evonith
Raj Kumar Kaul	IF Steel – all India, RL Steel and Vedanta ElectroSteel
Anurag Agarwal	JSW – ISP, K, S, D, BPSL, BMM; Arjas, SLR, Hospet Steel and RWF

The Sales organization will be well supported by a larger and newly strengthened team of Marketing & Solutions (M&S) under the leadership of **Thomas Mathew**. The M&S function will comprise of 4 dedicated teams led by highly experienced technical experts for — Iron Making, Flow Control, Steel Making and Non-Refractory Services (Metallurgical Solutions, Digitization, Equipment and Engineering & Design). A highly experienced team led by Nandan Santra under M&S will be responsible for providing refractory services at customer sites with regional managers supervising the site teams.

Industrial India Organization

Our Industrial segment has been bifurcated into two verticals of Cement headed by Rohan Shah, NFM & Process Industries headed by Sudipta Saha and Lime led by Ajit Shrivastava with their dedicated teams under the overall leadership of **Bruno Juncioni**. The Sales team will be supported by a Marketing & Solutions through a dedicated group of experts in India in Technical Services for the industrial segment under the leadership of Sumanta Mukhopadhyay.

We believe that together we will deliver the best for our customers and understand their concerns, cultures and ways of working.

In case of any queries, please feel free to reach out to us at Sales.India@RHIMagnesita.com

Awarded for our dedication to build 100% safe workplace



RHI Magnesita values safety, health and well-being of our people and people we work with. They are an integral part of our culture; we know they are our strength, and our target is nothing else than zero accidents.

On the occasion of the 52nd National Safety Week, our customer JSW Dolvi organized a closing ceremony recognizing the efforts of various stakeholders in contributing to safety at

their workplace. During the ceremony, our site team at JSW Dolvi was awarded as the Winner for Best Safety Performance for the year 2022. It is for the 3rd time that our team has been able to secure this prestigious award. In addition, Site safety officer Rahul Ray has also been awarded by the customer for his significant contribution in leading the team's safety efforts.

Recognition for our commitment towards gender diversity



RHI Magnesita has been recognized by The Economic Times as one of India's "Best Organizations for Women". It motivates us to accelerate our efforts towards building a more inclusive and diverse workplace.

At RHI Magnesita, we have committed that in our Global organization women will represent 33% of our senior leaders by 2025. In our India organization, some of the key functions which include

Finance, Internal Audit Risk & Compliance, Commercial, Quotations, Talent Acquisition, are led by highly efficient women leaders today. In last one year, we more than doubled our women employee strength in India through various policy and culture interventions. We are committed to continue this drive towards embracing equity.

Representing the company, Vijaya Gupta, Regional Head of Finance, India, West Asia & Africa and Pooja Chauhan, India Talent Acquisitions Lead, received the trophy from Honorable Governor of the state of Telangana and Lieutenant Governor of the Union Territory of Puducherry Dr. Tamilisai Soundararajan in an event held on March 24 in Mumbai.



Record breaking performance at new FLS contract site



RHI Magnesita is committed to offer its customers a complete service portfolio and support them with highest quality, tailored solutions with exceptionally skilled teams and global know-how. On March 28, our OnSite services team achieved highest-ever EAF (Electric Arc Furnace) life of 606 heats against the guaranteed life of 550 heats at JSW BPSL. This is the highest-ever achieved in the customer site surpassing the previous record of 530 heats.

It was only during December last year that our team began the operations of its first Full Line Solutions (FLS) contract (for Steel Ladle, followed by EAF) with its customer JSW BPSL at Jharsuguda. Post-acquisition by JSW Group in 2021, RHI Magnesita has been a preferred refractory partner of JSW BPSL.

If you want to know more about our products, services and solutions, please reach out to us at Sales.India@RHIMagnesita.com