

# Rajoo Engineers Limited

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**RAJOO**<sup>®</sup>  
excellence in extrusion

REF: BSE/Press Release/2021-22.

June 7, 2021

To,  
**The Department of Corporate Services,**  
The Bombay stock Exchange Ltd.,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001.  
**BSE Scrip Code: 522257**

**SUB: PRESS RELEASE/ MEDIA RELEASE - FINANCIAL PERFORMANCE FOR THE 4<sup>TH</sup> QUARTER AND FINANCIAL YEAR ENDED 31<sup>ST</sup> MARCH, 2021.**

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, enclosed herewith is a Press Release issued by Rajoo Engineers Limited on the cited subject, content of which is self-explanatory.

This is for the information of the exchanges and the members.

Please take the same on record.

Thanking you

Yours Faithfully,  
**RAJOO ENGINEERS LIMITED**

  
**Darshak Thaker**  
(Company Secretary & Compliance Officer)  
(M. No: A46919)



**Media Release**

**Significant Growth driven by Strong Demand for Plastic Packaging Products**

**116.50% YoY growth in Q4 FY21 Revenue**

**347.62% YoY growth in Q4 FY21 EBITDA**

- Q4 FY21 Revenue from operations at Rs. 56.10 crore
- Q4 FY21 EBITDA (excluding Other Income) at Rs. 6.04 crore
- Q4 FY21 EBITDA Margin (excluding Other Income) at 10.77%
- Q4 FY21 PAT at Rs. 3.35 crore
- Q4 FY21 Net Profit Margin at 6.97%
- Q4 FY21 Basic EPS at Rs. 0.55
- ROCE at 20.3% in FY21 as against 5.3% in FY20

**Rajkot, June 5<sup>th</sup>, 2021:** Rajoo Engineers Limited (BSE: 522257), among leading plastic extrusion machine manufacturers in India, with nearly 35 years of “excellence in extrusion” in the industry, announced its audited financial results for the fourth quarter and year ended 31<sup>st</sup> March 2021. These financials are as per the IND AS accounting guidelines.

**Key Financials (Rs. In Crore):**

Particulars	Q4 FY21	Q4 FY20	YoY%	FY21	FY20	YoY%
Revenue from operations	56.10	25.91	116.50%	152.25	93.55	62.75%
EBIDTA*	6.04	1.35	347.62%	18.74	7.32	156.15%
EBIDTA Margin (%)	10.77%	5.21%	556 bps	12.31%	7.82%	449 bps
PAT	3.35	0.14	2,264.06%	10.41	1.47	609.73%
PAT Margin (%)	5.98%	0.55%	543 bps	6.83%	1.57%	526 bps
Basic EPS (in Rs.)	0.55	0.02	2,650.00%	1.69	0.24	604.17%

\*Excluding Other Income

**Performance Highlights - For the fourth quarter ended 31<sup>st</sup> March 2021**

**Revenue from operations** for the quarter was **Rs. 56.10 crore** in Q4 FY21, as against Rs. 25.91 crore in Q4 FY20, a YoY increase of 116.50%. Q4 FY20 was seriously affected due to the pandemic and lock-downs resulting in low sentiments. Subsequently, demand of packaged foods

increased exponentially resulting thus increasing demand for our machines resulting in excellent inflow of orders and our operations were in full swing to meet the customer requirements and execution of orders

**EBITDA** (excluding Other Income) was at **Rs. 6.04 crore** in Q4 FY21 as against **Rs. 1.35 crore** in Q4 FY20, increase of 347.62% YoY, mainly on account of increase in sales and operational efficiencies kicking in

**EBIDTA Margin was at 10.77%** - increase of **556 bps** YoY, rise in raw material cost and other expenses was offset by lower finance expenses and operational efficiencies

**Profit after Tax** was **Rs. 3.35 crore** in Q4 FY21 compared to Rs. 0.14 crore in Q4 FY20, **YoY increase of 2264.06%**, mainly on account of low interest paid of Rs 0.17 cr as against Rs 0.45 **crore** during the corresponding previous period

Our Company has not utilized working capital limit during almost entire year because of good inflow of funds as advance against orders. Moreover, Company has serviced the debt of Rs.2 crore of the term loan to Yes bank to reduce interest cost further. Internal accruals (Profit) were the source of repayment.

**PAT Margin was at 5.98%** - increase of **543 bps** YoY

Basic EPS stood at Rs. **0.55** in Q4 FY21 as compared to Rs. 0.02 in Q4 FY20

### **Performance Highlights - For the year ended 31<sup>st</sup> March 2021**

**Revenue from operations** was **Rs. 152.25 crore** in FY21, as against Rs. 93.55 crore in FY20, a YoY increase of 62.75%. This increase in sales has been primarily on account of higher demand for plastic packaging product due to change in consumer sentiments towards packed products leading to increased demand for our machines. Order position as well as dispatches has been increased drastically

**EBITDA** (excluding Other Income) was at **Rs. 18.74 crore** in FY21 as against Rs. 7.32 crore in FY20, increase of 156.15 % YoY mainly on account of increase in sales and operational efficiencies kicking in, decrease in other expenses despite the effect of the pandemic across areas of increased ocean freight, , increase in Warranty provision and Contractual Manpower cost

**EBIDTA Margin was at 12.31%** - expansion by **449 bps** YoY, this increase is the effect of economies

of scale due to higher sales and lower other expenses.

**Profit after Tax** was **Rs. 10.41 crore** in FY21 compared to Rs. 1.47 crore in FY20, **YoY increase of 609.22%**. Higher revenues and better utilization of working capital has offset rise in raw material and other expenses

**PAT Margin** was at **6.83%** - increase of 526 bps YoY

Basic EPS stood at Rs.1.69 in FY21 as compared to Rs. 0.24 in FY20

RoCE has improved from 5.1% in FY20 to 20.3% in FY21

**Management Comment:**

Commenting on the Company's performance, **R. N. Doshi, Chairman, Rajoo Engineers Ltd** said:

*"For the quarter ended 31<sup>st</sup> March 2021, we delivered revenue of Rs. 56.10 crores along with EBITDA of Rs. 6.04 crores and PAT of Rs 3.35 crores. This significant growth has been on account of higher demand for plastic packaging products due to change in consumer sentiments towards packed products. Order position as well as dispatches has been increased drastically.*

*Moving to FY21 financials, I would like to share that your Company recorded a phenomenal rise in sales of ~63 % from Rs. 93.55 cr in FY20 to Rs. 152.25 cr in FY21. The EBITDA has also grown by 156% to Rs 18.74 cr, due to increase in revenue and despite continued fixed costs and increase in other expenses. The Company registered 609% rise in PAT from Rs. 1.47 cr in FY20 to Rs. 10.41 cr in FY21.*

*The still unchecked and uncontrollable COVID-19 calamity combined hampered our growth in the last fiscal, but this year's performance is noteworthy and carves new avenues of success for us. The distress faced by the entire world has forced all of us to take a step back and reevaluate our way of doing business and we have used this slowdown as an opportunity to step back and frame new strategies and develop new products that will ensure sustainable progress in coming years.*

*It is industry practice to build machines with client specifications to garner competitive advantage. However, at Rajoo, we have always been pioneers of change and innovation. It is now time to identify just the right technologies and its mix, to add value to client business. We are being appreciated by stalwarts in this business for offering 'appropriate technologies' consistently to help customer's business rather than following traditional approach. This reinforces stamp of 'excellence in extrusion'.*

*Our success so far has been driven by our most important asset – our team! I would like to take this opportunity to thank each member of the Rajoo family. I would also like to thank our Clients, Creditors, Banks, Financial Institutions and other Stakeholders. Their faith in us and support extended makes it easier for us to strive and excel.”*

### **About Rajoo Engineers Limited**

Based in Rajkot, Rajoo Engineers Limited, having made a modest beginning in 1986, has today emerged as an undisputed global player in blown film and sheet extrusion lines. Owing to its focused efforts in blown film, sheet extrusion lines and thermoformers, the Company enjoys a premium market position in this segment. Being a technology driven Company, product innovations, world-class quality, state-of-the-art workmanship, increased energy efficiency and high levels of sophistication and automation have become the hallmark of Rajoo products during all these years, positioning the Company's products on a global platform, competing with the established world leaders. With representations in many countries of the world and customers in over 70 countries, the Company's exports have multiplied after its debut in the international market in 1990. ([www.rajoo.com](http://www.rajoo.com))

**For further information, please contact:**

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### **Caution Concerning Forward- Looking Statements:**

*Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factor s that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past*

*performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*