

Media Release

Significant Growth driven by strong order book for Plastic Packaging Products

13.17% YoY growth in FY22 Revenue

11.91% YoY growth in FY22 EBITDA

42.21% YoY growth in FY22 PAT

- Q4 FY22 Revenue from operations at Rs. 59.93 crore, YoY growth of 6.83%
- Q4 FY22 EBIDTA (excluding Other Income) at Rs. 8.36 crore, YoY growth of 38.24%
- Q4 FY22 EBIDTA Margin (excluding Other Income) at 13.94%
- Q4 FY22 Net Profit at Rs. 7.48 crore
- Q4 FY22 Net Profit Margin at 12.49%
- Q4 FY22 Basic EPS at Rs. 1.15

Rajkot, 14th May, 2022: Rajoo Engineers Limited (BSE: 522257), amongst 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 31st March 2022. These financials are as per the IND AS accounting guidelines.

Key Financials (Rs. In Crore):

Particulars	Q4 FY22	Q4 FY21	YoY%	FY22	FY21	YoY%
Revenue from operations	59.93	56.10	6.83%	172.30	152.25	13.17%
EBIDTA*	8.36	6.04	38.24%	20.97	18.74	11.91%
EBIDTA Margin (%)	13.94%	10.77%	317 bps	12.17%	12.31%	(14 bps)
PAT	7.10	3.35	111.79%	14.80	10.41	42.21%
PAT Margin (%)	11.85%	5.98%	587 bps	8.59%	6.83%	176 bps
Basic EPS (in Rs.)	1.15	0.55	109.09%	2.40	1.69	42.01%

*Excluding Other Income

Performance Highlights - For the fourth quarter ended 31st March 2022

Revenue from operations for the quarter was **Rs. 59.93 crore** in Q4 FY22, as against Rs. 56.10 crore in Q4 FY21, a YoY increase of 6.83%, driven by domestic and export sales. Lifting of machines was higher as compared to the balance period of the year. If we look in % terms, Q4 contributed 34.78% to the total sales in FY22

EBITDA (excluding Other Income) was at **Rs. 8.36 crore** in Q4 FY22 as against **Rs. 6.04 crore** in Q4 FY21, an increase of 38.24% YoY. Improved operational efficiencies and revised pricing of machine, offset the increase in raw material prices. Also, the effects of volatility in international logistics costs have been managed to a large extent by accepting orders on FOB terms

EBITDA Margin was at 13.94% as against 10.77%, YoY increase of **317 bps**

Profit after Tax was **Rs. 7.10 crore** in Q4 FY22 compared to Rs. 3.35 crore in Q4 FY21, YoY increase of 111.79%.

PAT Margin was at 11.85% as against 5.98%, YoY increase of **587 bps**. Company adopted the option of lower income tax @22% under section 115BAA of Income Tax Act for the FY22 which reduced the income tax provision for FY22

Basic EPS stood at Rs. 1.15 in Q4 FY22 as compared to Rs. 0.55 in Q4 FY21

For the year ended March 31st, 2022:

Revenue from operations in FY22 **Rs. 172.30 crore** as against Rs. 152.25 crore in FY21, a YoY increase of 13.17% due to strong order book and converting them to sales in both domestic and export regions

EBITDA (excluding Other Income) stood at **Rs. 20.97 crore** in FY22 as against **Rs. 18.74 crore** in FY21, increase of 11.91% YoY. **EBITDA Margin was at 12.17%** - a decrease of 14 bps YoY due to volatile raw material costs, logistics cost and after sales service expenses resulting in pressure on the margins for FY22

Profit after Tax was **Rs. 14.80 crore** in FY22 compared to Rs. 10.41 crore in FY21, YoY increase of 42.21%

PAT Margin was at 8.59% - an increase of 176 bps YoY

Basic EPS stood at Rs. 2.40 in FY22 as compared to Rs. 1.69 in FY21, YoY increase of 42.01%

Management Comment:

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

“With recovery in the markets post the pandemic, the last quarter has been better in terms of strong and good order book on hand which also converted to sales in both Domestic and export regions.

During the fourth quarter we registered a year-on-year growth in revenue at Rs.59.93 cr. EBITDA and PAT increased to Rs. 8.36 crore and Rs. 7.10 crore, respectively. While domestic as well as export sales grew this quarter, revenue growth was marginal mainly due to Company’s focus on business sustainability considering the uncertainty around. Despite volatility in raw material prices, logistics cost, and after-sales service expenses, we have managed to maintain EBITDA margins and improve PAT margins.

The recent Ukraine war also has some impact on the global economy and commodity prices, availability of materials and led to some inflation. Moreover, recent lockdowns in key manufacturing and trade hubs in China has impacted supplies of our customers and this has also led to a little muted demand in Q4. The prices of major raw material and fuel have been increasing continuously, steel prices are up 23% and aluminium prices are up by 35% compared to March ‘21. Despite dynamic and challenging environment, the Company performed well.

We are witnessing gradual recovery in the market after the impact of the third wave of the pandemic. Consumer sentiments in India and overseas markets is encouraging.

I would like to thank each member of the Rajoo family, as well as our Clients, Creditors, Banks, Financial Institutions, and all 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)

For further information, please contact:

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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.