Rajoo Engineers Limited

Rajoo Avenue
Survey No. 210, Plot No.1
Industrial Area, Veraval (Shapar)
Rajkot - 360 024. India

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Fax : +91-2827-252700
E-mail : rel@rajoo.com
Web : www.rajoo.com

RAJOO®
excellence in extrusion

12th February, 2018

To,

The Secretary
Corporate Relationship Dept.
BSE Limited
P.J. Tower, Dalal Street,
Mumbai – 400001
Scrip Code: 522257

SUB: Investor Presentation

Dear Sir/ Madam,

Please find attached herewith Investor Presentation of the Company for your record and further dissemination.

Kindly take the same on record.

Thanking you,

For **Rajoo Engineers Limited**

Jadejavijay

CS. Vijay Jadeja
Asst. Compliance Officer

Rajoo Engineers Limited * Shapar-Veraval *

the guiding light

CE
TÜV NORD ISO 9001

Rajoo Engineers Limited

Investor Presentation
February 2018

Disclaimer

This presentation has been prepared by Rajoo Engineers Limited (the "Company") solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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Company Overview

Company Overview

RAJOO® excellence in extrusion

Among leading extrusion machinery manufacturers

- 30 Years of excellence in extrusion
- Knowledge, experience, technology assimilation and implementation are skills harboured by Company result in number of 'technology firsts' and ability to suit solutions to regional needs

State of Art Integrated Manufacturing Facilities & R&D center

- World-class integrated facilities at Rajkot, Gujarat -comprise R&D, design office, tool-room, die shop, metal treatment shop, fabrication shop, paint shop, assembly shop and testing shop
- Implemented ERP System/ SAP – S4 HANA – an Industry First in India
- First Asian Company to start Inhouse R&D Center – Received DSIR approval

Strong Geographical Footprint

- Installations across 60 countries
- Latin America, Europe, North & South America, Middle East, Asia Pacific and Africa
- Over 50% of Sales from Exports in FY17

Experienced Management Team

- Strong Management team with over 30 years of experience
- Backed by skilled & experienced

Wide and Diverse Product Portfolio

- Diverse product offerings across extrusion machinery catering to wide range of sectors
- Due to integrated facilities, capability to offer complete and most energy efficient products to customers

Key Strategic Partnerships

- Strategic Partners - Bausano & Figli- Italy, MEAF Machines B.V.- Netherlands, Commodore Technology LLC-USA, Wonderpack – Nashik (India)

Journey So Far

1986-1995

- Commenced business as Rajoo Engineers Pvt. Ltd. at Junagadh, Gujarat in 1986
- Launched – **FOILEX –Mono layer blown film line , LAMINA – Mono layer sheet extrusion line, AQUAFLEX – Downward film extrusion, FOMEX – Chemically formed blown film line.**
- 1st Indian Co-extrusion feed block for multilayer sheet line, foamed PVC profile line, Oscillating Haul-off system, Multifoil with lay flat width of 3000 mm
- Entry into International market with maiden export of blown film line to Tanzania
- Began operations at Rajkot and Technical collaboration with Wittey machinery, UK based Company
- Went public – issue oversubscribed by nearly 24 times

1996-2005

- **Expansion of Product Portfolio**
- **Launched Dispocon -** Electro Hydro pneumatic plug assist Thermoformer,
- Launched internal bubble cooling system for blown film line
- Awarded export excellence from EEPC
- Secured ISO 9001 certification
- Government recognition as STAR EXPORT HOUSE
- Developed CE complaint high output sheet line and exported to Germany

2006-2012

- **Expansion Product Portfolio** - Asia's first CE compliant 7 layer fully automatic blown film line to Turkey
- Technical Collaboration with Commodore Inc. U.S.A. for XPS sheet line & Hosokawa Alpine, Germany for blown film line
- Received award for Vacuum forming machine with mould : 7086 XPS & Labex -Nano 3 Layer Co-extruded Blown Film Line from IPMMI – IMDIR
- Wonderpack merger for benefit of thermoforming industry
- JV with Bausano of Italy, Plastic pipe manufacturing industry

2013-2015

- Founder & Mentor Mr. C. N. Doshi awarded Life Time Achievement Award for his contribution to innovation by Elite Plus & Indian Plastics Institute
- Exported India's first ever twin screw PVC pipe plant
- Award received for Lamina – Nano 5 layer barrier sheet line from IPMMI-IMDIR
- Plasticon Silver Award received for world's smallest Labex - Three layer blown film lab line from Plast India Foundation
- **Expansion of Product Portfolio – MULTIFOIL Lite** – ABA blown film line, FLOWEX – PVC pipe plant and Wodoplex - WPC line with 70% sawdust processibility
- Displayed Asia's first and Rajoo's 21st five layer blown film line with elevated air ring at Plastindia 2015

2016-2017

- Manufactured India's biggest 3 layer blown film with Vertical spiral die
- **DISPOTILT** recognized in category of innovation of polymer processing machinery
- CNBC Bazar and Akila Bestowed " The Saurashtra Ratna Award
- Launched Pentafoil Series with low energy consumption certified by TUV
- Woodplex received 7th National Award for Technology Innovation in Petrochemicals and Downstream Plastics Processing Industry by Government
- 5s - Japanese workplace management programme initiated

RAJOO® excellence in extrusion

Experienced Management Team

excellence in extrusion

R. N. Doshi - **Chairman & Managing Director**

- Co-founder of Rajoo Engineers Limited
- More than 25 years of experience in plastic processing, machinery manufacturing, engineering and product innovation and development
- Responsible for R & D, business development and growth strategies

Sunil Jain – **Director & President**

- More than 30 years of experience
- Hold a Bachelor's degree in Mechanical Engineering from BITS (Pilani)
- Responsible for overall marketing, business development, diversification and growth strategies at the corporate level He has more than 30 years of experience in the flexible packaging industry and plastic extrusion machinery industry.

Khushboo Chandrakant Doshi – **Whole Time Director**

- Joined in 2007 as Head of Marketing and Communications
- An architect by education and holds Master's Degree in Industrial Product Design from UK and Masters in Management for Entrepreneurs from IIM, Ahmedabad and Family Businesses from IIM Bangalore
- Expertise in marketing, corporate branding, PR and Communication strategy

Utsav Doshi – **Technical Director**

- Joined in in 2011 as an Engineer – Vender Development
- Holds a Bachelor's Degree in Mechanical Engineering with a Masters in Polymer technology from HTW Aalen University, Germany
- Functional expertise in Design and Operations and responsible for entire manufacturing activity at REL.

J. T. Zalawadia - **Chief Financial Officer**

- Joined in 2004 as Chief Financial Officer
- Strong control on financial stability and thorough administrative process knowledge play key role in exponential growth of Rajoo
- Overall financial management, critical function of human resources, efficient administration, Enterprise Resource Planning (ERP)are his focus areas

Manish Vasavada – Ececutive **Vice President-Sales and Marketing**

- Joined in 2008 as Vice President sales and Marketing
- 2 decades of experience in capital goods industry
- A qualified Mechanical Engineer, with unique advantage due to his exposure to different functions of manufacturing as well.
- Responsible for business development in Domestic market including Asian countries

Gaurang Mehta - **Vice President – Operations**

- Holds Bachelor's degree in Electronics, Master's Degree in TQM and Executive MBA in Operations Management
- Over 23 years of experience in Production, Project Management, Quality Management, Maintenance and Service industry
- sound knowledge and experience of best practices of lean manufacturing and operational excellence

Key Strengths

RAJOO®
excellence in extrusion

Experienced Management

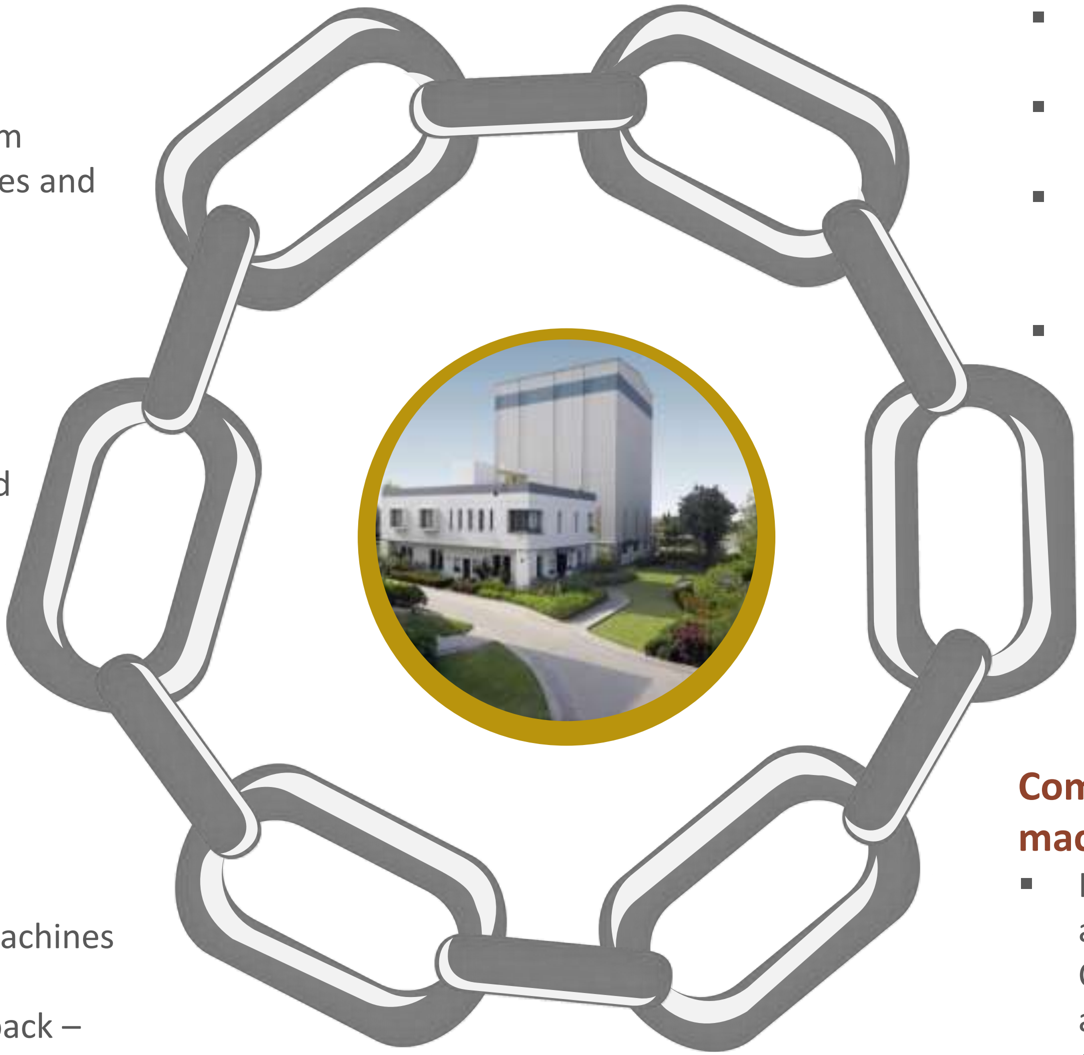
- Dynamic Experience leadership
- Significant experience in Blown Film Extrusion lines, sheet Extrusion lines and Thermoforming lines
- Dedicated, skilled employee base

Strong Customer Loyalty

- 60% of business, every year generated through repeat orders
- Key marquee customers like Uflex, Reliance Industries, Indian Oil, Binny Wads, Suvi International, synthetic Packaging, Abhinav Industries & S D International

Key Strategic Partnerships

- Bausano & Figli- Italy, MEAF Machines B.V.- Netherlands Commodore Technology LLC-USA, Wonderpack – Nashik(India)



World Class Integrated Facilities

- Shree Yantralaya - Well Equipped dust free & fully Air conditioned tool room
- Shree Alekhalaya - 40 Qualified Design Engineers
- In-house Modern Paint Shop, Shree Bhandaralaya – store room & Huge and Well-Equipped Assembly Shop
- Shree Vidhutalaya – In-house panel division

Strong Geographical Footprint

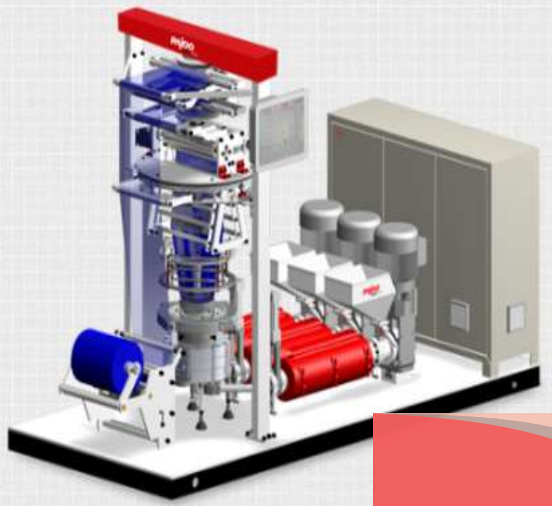
- Installations in 60 countries
- Latin America, Europe, North & South America, Gulf, East Africa, Northeast & West Africa, Southern Africa, Asia Pacific, Australasia and Eurasia

Complete product offering in extrusion machinery

- Knowledge, experience, technology assimilation and implementation are skills harboured by Company result in number of ‘technology firsts’ and ability to suit solutions to regional needs
- Only Company in India to offer most ‘energy efficient’ products

Business Overview











Strong & Diverse Product Portfolio...

FOILEX™ - Monolayer Blown Film Lines

AQUAFLEX® - Downward Extrusion Blown Film Lines

LABEX® - Lab Equipment

MULTIFOIL® Multilayer Blown Film Lines

LAMiNA® - Mono & multilayer sheet lines

WOODPLEX® - WPC Profile & Board Line

FOMEX™ - PS/PE Foam Extrusion Lines

DISPOCON® - Thermoforming & PS Foam Vacuum Forming Machines

FLOWEX® - Twin Screw PVC Pipe Plant

...Catering to Wide array of Industry Sectors


Flexible Packaging


Agriculture


Infrastructure


Automobiles


Food & Beverages


Pharmaceutical


White Goods


Stationary & Printing

...with World Class Integrated Facilities

Shree Yantralaya – Tool Room

- The state-of-the-art tooling zone ensure higher accuracy level in all critical components

Shree Aalekhalaya – Design Department

- 40 Qualified Design Engineers

In-house Modern Paint Shop

- In-house modern paint shop facility is first of its kind in Asian industry
- Ensures long life of paint and improves machine aesthetics

Shree Bhandaralaya – Store Room

- Set up new store christened “Shri Bhandaralaya” with hi-tech facilities for proper storage and retrieval

Huge and Well-Equipped Assembly Shop

- 3 different assembly shops are partitioned to accommodate machines of different heights and lengths
- Highly skilled fitters, having experience of more than 25 years, assemble lines
- Machines are tested thoroughly and performance is checked according to customer’s specifications before dispatch

...Backed by Strong R&D – 'Innovation Room'

RAJOO® excellence in extrusion

- Set up R&D Center – 'Rajoo Innovation Centre'
- First Company in Asia to start R&D Centre for customers – enabling customers to test run products, offering total and customized products
- Received approval from DSIR (Government of India)

GOVERNMENT OF INDIA
MINISTRY OF SCIENCE AND TECHNOLOGY
Department of Scientific and Industrial Research
Technology Bhavan, New Mehrauli Road,
New Delhi - 110016

F. No. TU/IV-RD/4271/2017

Dated: 09th January, 2018

To

M/s. Rajoo Engineers Limited
Rajoo Avenue, Survey No. 210
Plot No. 1, Industrial Area
Veraval (Shapar), Rajkot – 360 024
Gujarat

Subject: RECOGNITION OF YOUR IN-HOUSE R&D UNIT(s)

Dear Sirs,

This has reference to your application for recognition of your In-House R&D unit(s) by the Department of Scientific and Industrial Research.

2. This is to inform you that it has been decided to accord recognition to the In-House R&D unit(s) of your firm at Rajoo Avenue, Survey No. 210, Plot No. 1, Industrial Area, Veraval (Shapar), Rajkot, Gujarat from 26.12.2017 to 31.03.2020. Terms and conditions pertaining to this recognition are given overleaf.

3. Kindly acknowledge the receipt of this letter.

Yours faithfully,

(Dr. S. K. Deshpande)
Scientist-G

GOVERNMENT OF INDIA
MINISTRY OF SCIENCE AND TECHNOLOGY
Department of Scientific and Industrial Research
Technology Bhavan, New Mehrauli Road,
New Delhi - 110016

F. No. TU/IV-RD/4271/2017

Dated: 09th January, 2018

To

M/s. Rajoo Engineers Limited
Rajoo Avenue, Survey No. 210
Plot No. 1, Industrial Area
Veraval (Shapar), Rajkot – 360 024
Gujarat

Subject: Registration of Research Institution, other than a Hospital, for the purpose of availing Customs duty exemption in terms of Govt. Notification No. 51/96 - Customs dated 23rd July, 1996, Notification No.24/2007- Customs dated 1st March, 2007 and Notification No. 43/2017- Customs dated 30th June, 2017.

CERTIFICATE OF REGISTRATION

This is to certify that the In-house R&D unit(s) of M/s. Rajoo Engineers Limited located at Rajoo Avenue, Survey No. 210, Plot No. 1, Industrial Area, Veraval (Shapar), Rajkot, Gujarat is registered with the Department of Scientific & Industrial Research (DSIR) for purpose of availing Customs duty exemption in terms of Govt. Notification No. 51/96 - Customs dated 23rd July, 1996, Notification No.24/2007- Customs dated 1st March, 2007 and Notification No. 43/2017- Customs dated 30th June, 2017, as amended from time to time. The registration is subject to terms and conditions mentioned overleaf.

This registration is valid upto 31.03.2020.

(Dr. S. K. Deshpande)
Scientist-G

...Supported by Strategic Partnerships

Rajoo Meaf

- Technical collaboration with MEAF Machines B.V. of Netherlands, globally acclaimed Company in business of sheet extrusion with inline / offline thermoforming equipment and thermoforming machinery since 1947

Commodore LLC., USA

- Entered into technical collaboration with leading world player Commodore LLC., USA on 24th Oct 2007 with objective of being first Indian Company to introduce XPS foamed sheet line and Thermoformer in India

Bausano & Figli, Italy

- Entered into Joint Venture with Bausano & Figli, Italy for plastic pipe manufacturing industry in India gets fillip
- Collaboration bring indigenous raw material from Bausano & Figli to India - will then final shape at expansive infrastructure of Rajoo Bausano Extrusion Pvt. Ltd.

Wonderpack, India

- A unified approach for benefit of thermoforming industry

….Leading to suite of Marquee Customers

RAJOO
excellence in extrusion

UFLEX
'A Part of your daily life'

Reliance
Industries Limited

ALPHA

WHEEL
FLEXIBLE PACKAGING

ALNER
BINNY WADS
SINCE - 1994

RSPL
EVOLUTION IS CONSTANT

Abhinav® Industries

इंडियनऑयल
IndianOil

GAZI®
PIPES

APP

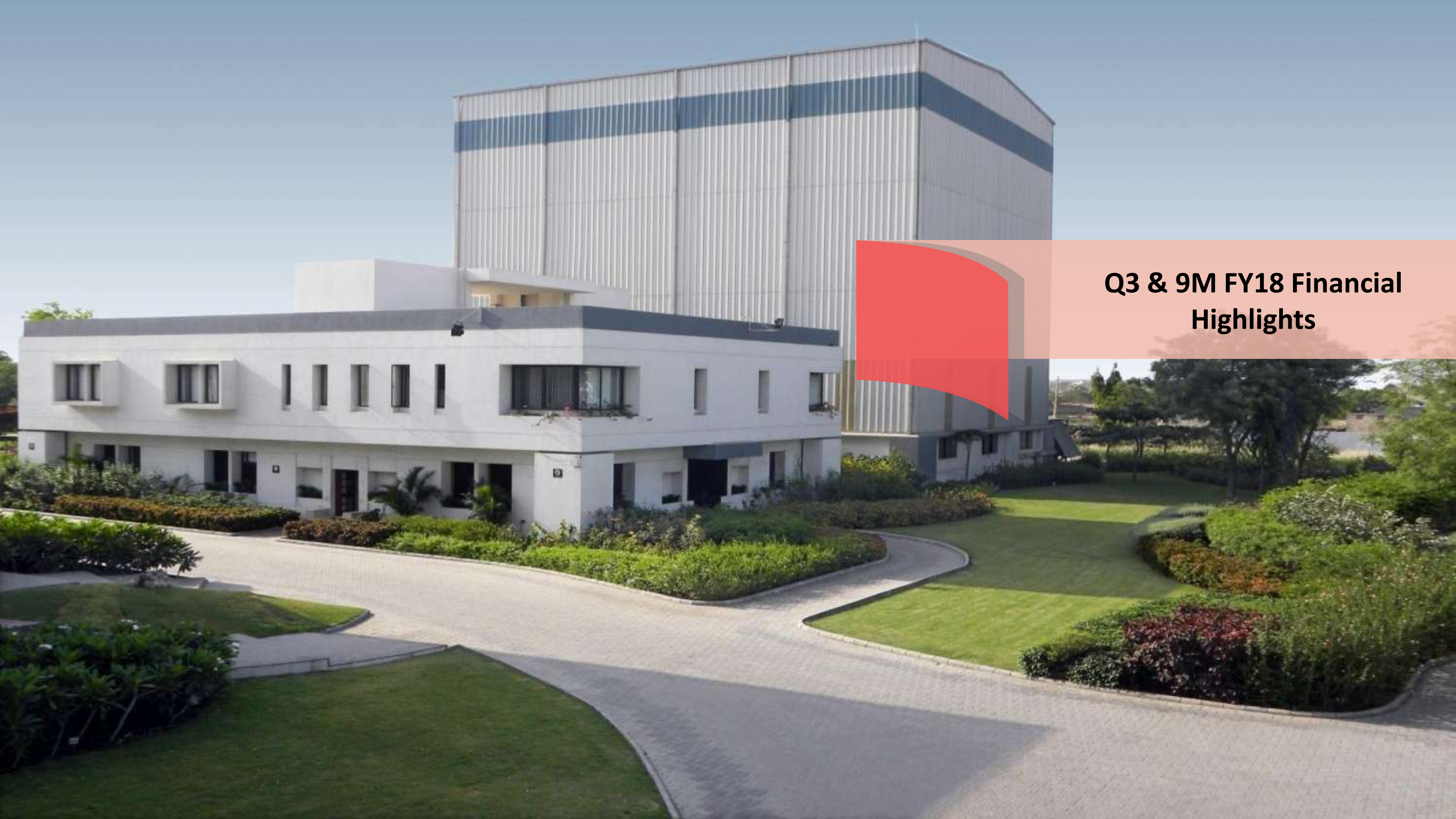
Syn Pack

RPL

amcor

...Creating Strong Global Presence...

- Successfully penetrated in Thailand, Vietnam, Sri Lanka, Pakistan and Iran in last fiscal year
- 50% of total revenues from exports (FY17)
- Supply to 60 countries - Latin America, Europe, North & South America, Middle East, Asia Pacific and Africa



Q3 & 9M FY18 Financial Highlights

Q3 FY18 Performance Highlights*

RAJOO excellence in extrusion

191% ↑

Revenue from ops Rs 46.97Cr

597% ↑

EBITDA Rs 9.56Cr

1,185bps ↑

EBITDA Margin 20.35%

1,250% ↑

PAT Rs 6.90Cr

1,147bps ↑

PAT Margin 14.57%

1,144% ↑

EPS Rs 1.12 v/s Rs. 0.09

**Financials in line with IND AS guidelines*

Key Financial Highlights- Q3 FY18*

RAJOO excellence in extrusion

Rs. in Crore	Q3 FY18	Q3 FY17	Y-o-Y %	Q2 FY18
Income from Operations	46.97	16.14	**191%**	26.80
Other Income	0.36	0.35		0.59
Total Income	**47.34**	**16.50**	**187%**	**27.40**
Raw Materials	30.01	5.37		15.12
Employee Cost	3.50	2.70		3.28
Other Expenses	3.90	6.70		4.51
Total Expenditure	37.41	14.77		**22.91**
EBITDA	**9.56**	**1.37**	**597%**	**3.89**
EBIDTA margin (%)	**20.35%**	**8.50%**	**1,185 bps**	**14.52%**
Depreciation	0.33	0.72		1.12
Interest	0.42	0.25		0.22
Profit Before Tax	9.17	0.76		**3.15**
Tax	2.27	0.25		1.01
Profit After Tax	**6.90**	**0.51**	**1,250%**	**2.14**
PAT Margin (%)	**14.57%**	**3.10%**	**1,147 bps**	**7.80%**
EPS in Rs.	**1.12**	**0.09**	**1,144%**	**0.36**

- **Increase in revenues and EBIDTA propelled by high value products and exports**

**Financials in line with IND AS guidelines*

9M FY18 Performance Highlights*

38% ↑
Revenue from ops Rs 86.37Cr

144% ↑
EBITDA Rs 14.92Cr

750bps ↑
EBITDA Margin 17.27%

174% ↑
PAT Rs 9.67Cr

555bps ↑
PAT Margin 11.05%

157% ↑
EPS Rs 1.57 v/s Rs. 0.61

**Financials in line with IND AS guidelines*

9M FY18 Key Financial Highlights*

Rs. in Crore	9M FY18	9M FY17	Y-o-Y %
Income from Operations	86.37	62.64	**38%**
Other Income	1.10	1.42	
Total Income	**87.47**	**64.07**	**37%**
Raw Materials	49.03	33.58	
Employee Cost	9.74	7.84	
Other Expenses	12.69	15.10	
Total Expenditure	71.46	56.52	
EBITDA	**14.92**	**6.12**	**144%**
EBIDTA margin (%)	**17.27%**	**9.77%**	**750 bps**
Depreciation	2.03	2.00	
Interest	0.72	0.33	
Profit Before Tax	13.27	5.22	
Tax	3.60	1.69	
Profit After Tax	**9.67**	**3.53**	**174%**
PAT Margin (%)	**11.05%**	**5.50%**	**555 bps**
EPS in Rs.	**1.57**	**0.61**	**157%**

**Financials in line with IND AS guidelines*

Annual Financial Highlights

Annual Performance Highlights- FY 17

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8.0% ↑
Total Income Rs 124.6 Cr

21.3% ↑
EBITDA Rs 13.5 Cr

120bps ↑
EBITDA Margin 10.8%

31.9% ↑
PAT Rs 7.2 Cr

105bps ↑
PAT Margin 5.8%

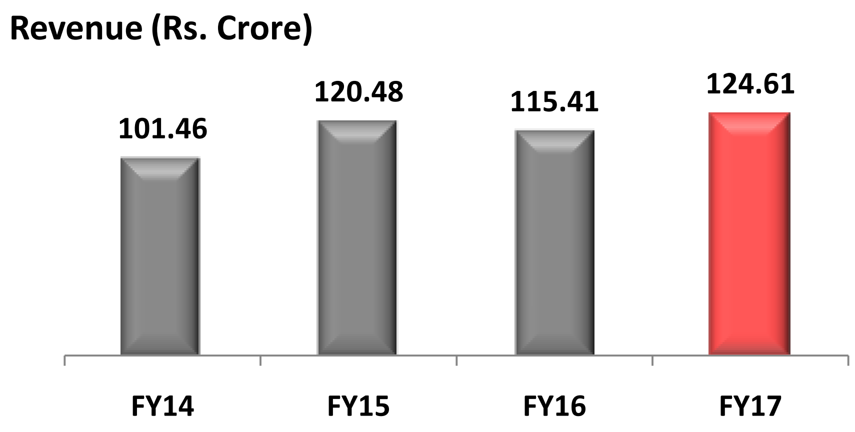
31.6% ↑
EPS Rs 1.25 v/s Rs. 0.95 Q2 FY17

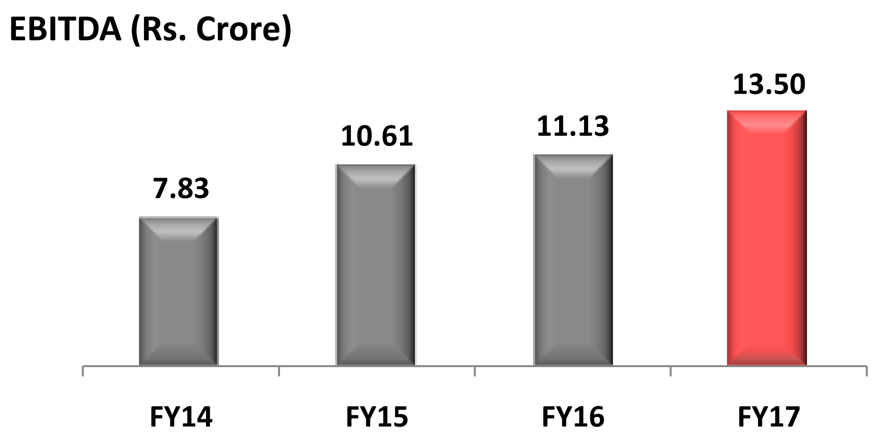
Consolidated P&L Highlights

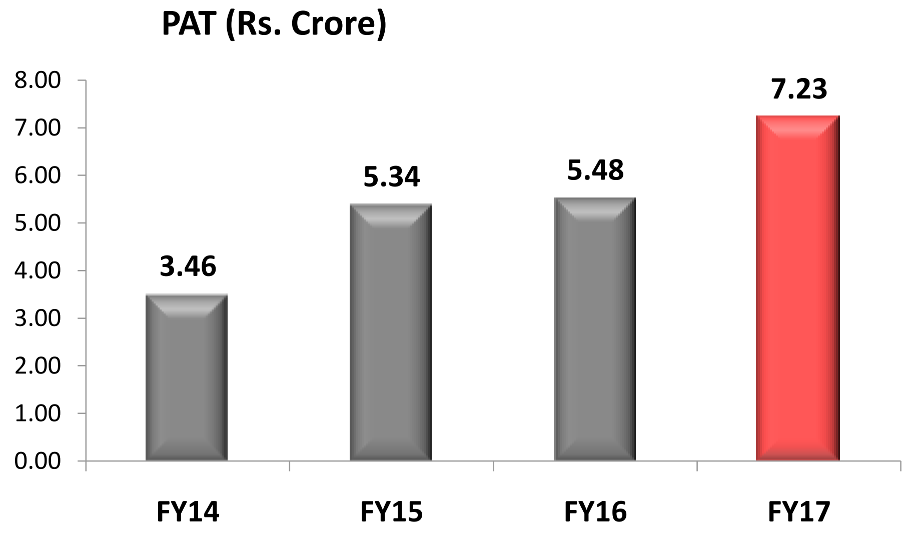
Rs. Crs	FY17	FY16	FY15
Total Income from Operations	**124.61**	**115.41**	**120.48**
Raw material	75.27	75.10	82.20
Employee Cost	11.44	10.13	8.47
Other Cost	24.40	19.05	19.19
Total Expenditure	111.11	104.28	109.87
EBITDA	**13.50**	**11.13**	**10.61**
EBITDA Margin%	**10.84%**	**9.64%**	**8.81%**
Other Income	0.97	0.24	0.34
Depreciation	2.59	2.57	2.85
Interest	0.93	0.45	0.22
Exceptional Item	0.00	0.00	0.00
Profit Before Tax	10.95	8.35	7.89
Tax	3.72	2.87	2.55
PAT	**7.23**	**5.48**	**5.34**
PAT Margin%	**5.80%**	**4.75%**	**4.43%**
EPS in Rs.	**1.25**	**0.95**	**0.92**

*Numbers from Annual report

Consolidated Annual Financial Highlights

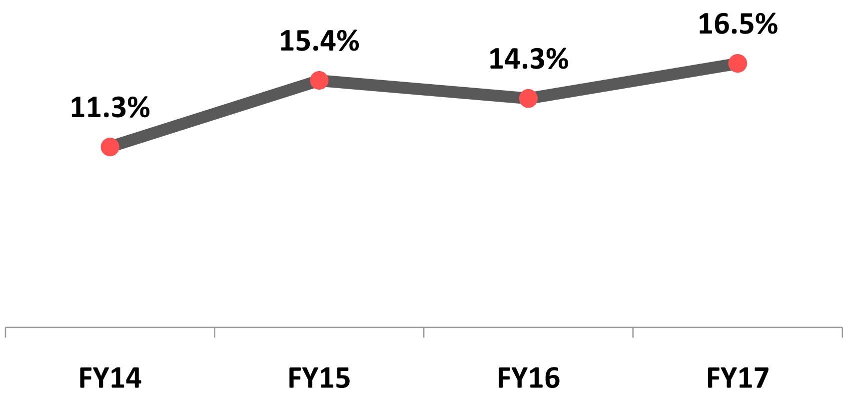




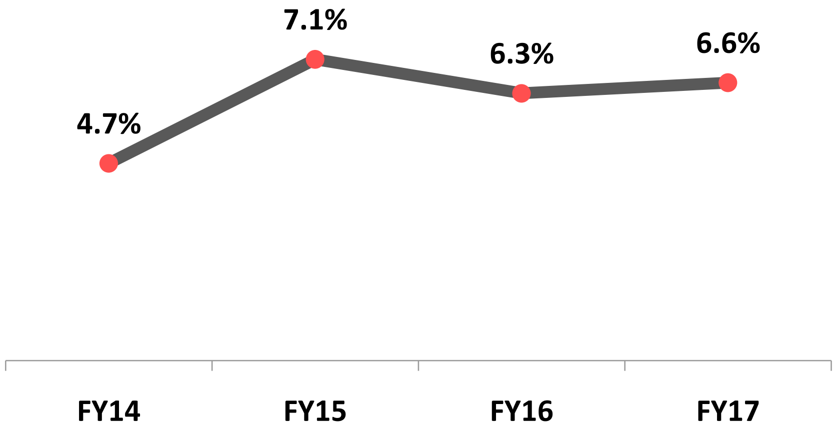


Consolidated Key Return Ratios

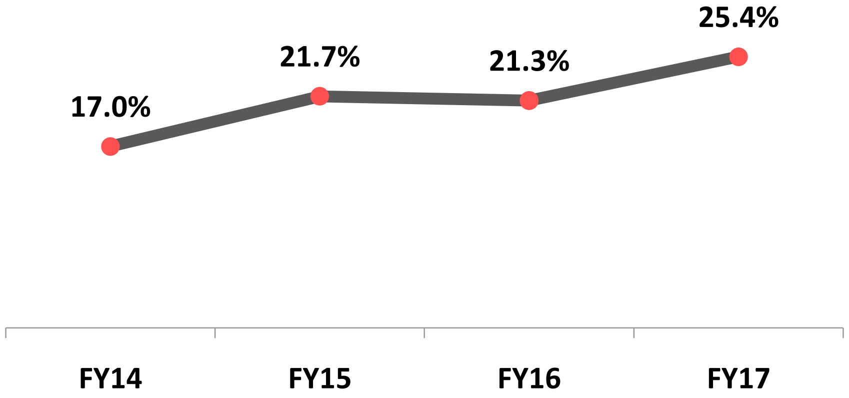
RoE(%)



RoA(%)



RoCE(%)



RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets / RoCE = EBIT/(Total Asset-Current Liabilities)

Consolidated Balance Sheet

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Rs. Crs	Mar-17	Mar-16
Shareholder's Funds	**43.83**	**38.35**
Share capital	5.80	5.80
Reserves & Surplus	38.03	32.55
Non-current liabilities	**2.97**	**2.91**
Long term borrowings	0.19	0.16
Defer Tax liabilities	2.03	2.01
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	0.75	0.74
Current liabilities	**63.65**	**45.85**
Short Term Borrowings	6.64	6.74
Trade Payables	24.28	19.27
Other Current liabilities	25.78	15.18
Short-term provisions	6.95	4.65
Total Equities & Liabilities	**110.45**	**87.10**

Rs. Crs	Mar-17	Mar-16
Non-current assets	**30.63**	**26.15**
Fixed assets	30.13	24.80
Deferred tax assets	0.00	0.00
Non-current Investments	0.02	0.02
Long-term loans & advances	0.41	1.19
Other non-current assets	0.07	0.13
Current assets	**79.82**	**60.95**
Current Investment	0.17	1.55
Inventories	28.39	16.07
Trade receivables	24.34	13.10
Cash & Cash equivalents	10.40	13.27
Short-term loans & Advances	16.42	12.16
Other Current Assets	0.10	4.80
Total Assets	**110.45**	**87.10**

Way Ahead

Way Ahead

Expansion in Manufacturing facilities

- Invested in 30 acres of land in Rajkot to set up new manufacturing facility – work already underway
- Facility expected to commence production by 2020

More integration – moving to complete In-house manufacturing

- Plans to set up in-house and better technologically equipped facilities for critical components (currently outsourced) like dye making, certain tooling

Increase penetration in key markets

- Increase penetration in existing key markets of India, Latin America, Asia Pacific & Middle East

Increase in product offerings

- Add new products like extrusion coating, multistation Thermoformer
- Create and add more products that are automated and need lesser human handling

Thank You

RAJOO
excellence in extrusion

BSE	RAJOOENG
Bloomberg	RENG IN
REUTERS	RAJO.BO

For further information, please contact:

Company :	Investor Relations Advisors :
Rajoo Engineers Limited. CIN No. L27100GJ1986PLC009212	**Bridge Investor Relations Pvt. Ltd.** CIN No. U74900MH2016PTC273679
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