

Rajoo Engineers Limited

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

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Web : www.rajoo.com

RAJOO®
excellence in extrusion

30th June, 2020

To,
The Department of Corporate Services,
The Bombay Stock Exchange Ltd.,
Phiroz Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

BSE 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,

Yours faithfully,

For, RAJOO ENGINEERS LIMITED,

Jadeja Vijay
(CS. Vijay Jadeja)
Compliance Officer



Regd. Office : Junagadh Road, Manavadar, Dist. Junagadh - 362 630. Gujarat - India.

CIN : L27100GJ1986PLC009212 GSTIN : 24AABCR3204M1ZL





Rajoo Engineers Limited

**Result Update Presentation
Q4 & FY20**

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Chairman's Message



**Commenting on results,
R. N. Doshi, Chairman and
Managing Director,
Rajoo Engineers Limited said:**

“During the full year, we have registered a revenue of Rs. 93.55 cr. with EBITDA and PAT of Rs. 7.32 crore and Rs. 1.47 crore. The full year performance has been impacted by the continued ban on single use plastic in certain states in India and the poor sentiment arising from this ban. The COVID-19 situation has brought with it, uncertainty and anguish badly affecting our Q4 dispatches.

The ban on single use plastic in certain states, the emergence and prolonged stay of the COVID-19 virus, and the already dwindling state of global economy has led to unreasonable amount of pressure on the Company due to which growth in the year has been impacted drastically. But this slowdown has been used by us to improve efficiencies, productively to frame policies, develop new machines and make a pathway for sustainable development. In line with this, we have launched India's first integrated, yet modular, non-woven fabric and automatic N95 mask making lines.

While ups and downs are part of everyone's life and journey, at Rajoo Engineers Limited, every external challenge has only pushed us to strive harder and set stronger goals. Our collaborations and formidable alliances with market leaders have helped us in these trying times. In line with our strategy, we continue to expand our global footprint to enhance customer delight and sustain investments in technology to support growth and further strengthen engagement programmes across platforms. We continually strive to identify new avenues of growth and effective utilization of existing resources.

I would like to thank the entire team of 'Rajoo' for their untiring efforts, hard work, sincerity and dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher benchmarks.

Launching MASCON and FABREX- need of the hour machines to combat pandemic

FABREX - Melt Blown Fabric Making Machine

- Pioneered non-woven fabric technology in India and supplied many spun bond lines in the last decade
- Now introducing yet another non-woven fabric technology - Blown

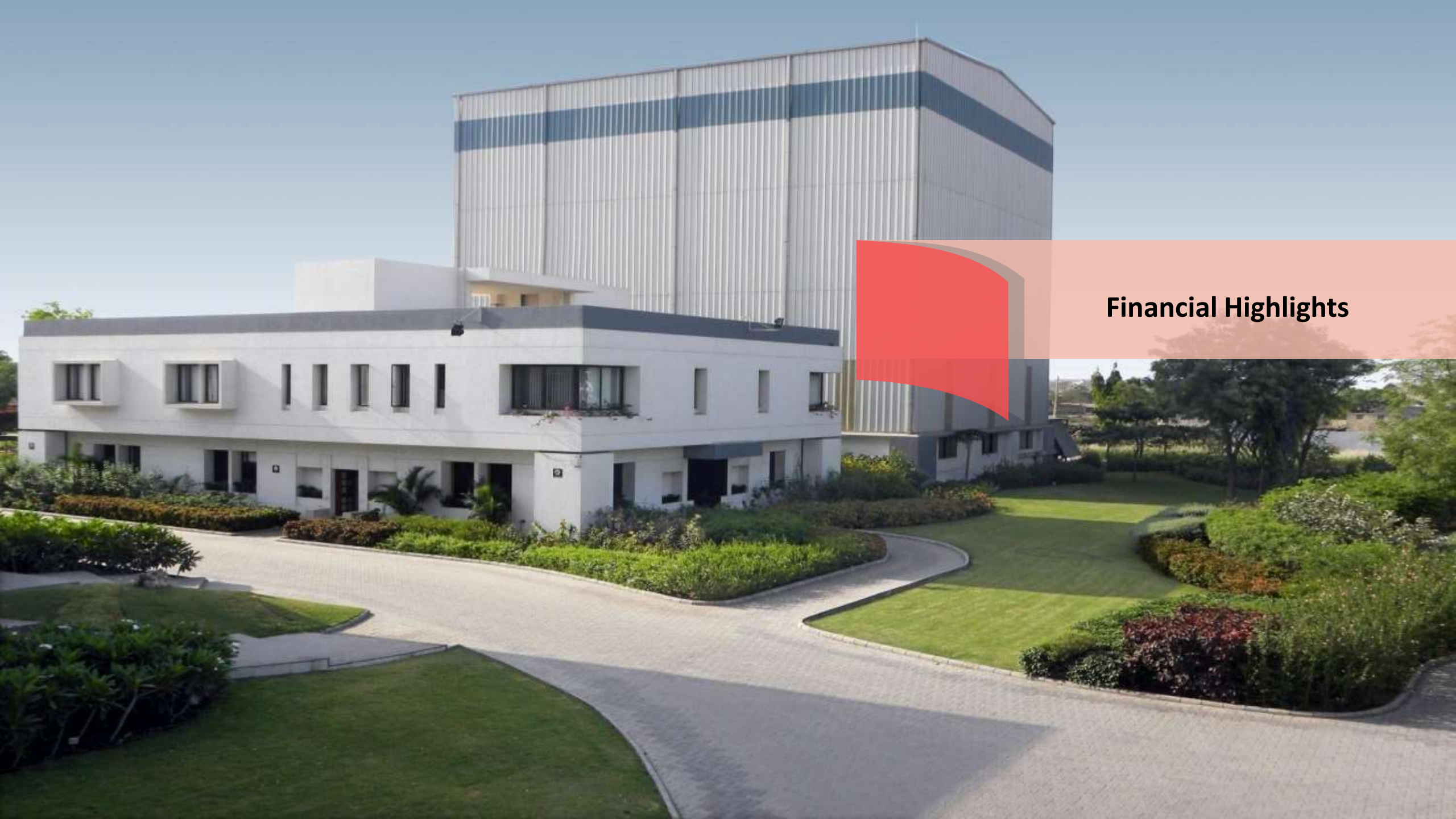


Launching MASCON and FABREX- need of the hour machines to combat pandemic

Mascon -Automatic N-95 Mask Making Machine

- Dynamic nature of healthcare, pandemic or no pandemic, presents different opportunities to processing industry at different times
- Rajoo unveils India's first Automatic N-95 mask making machine: engineering solutions to address needs of the hour
- MasCon[®] - Fully automatic Mask making lines designed and manufactured to produce various types of Masks like N 95 (with valve & without valve).
- Capacity to produce 50,000 masks in a day
- Special significance of these machines as the world fights the COVID-19 pandemic





Financial Highlights

Profit & Loss Highlights – Quarterly

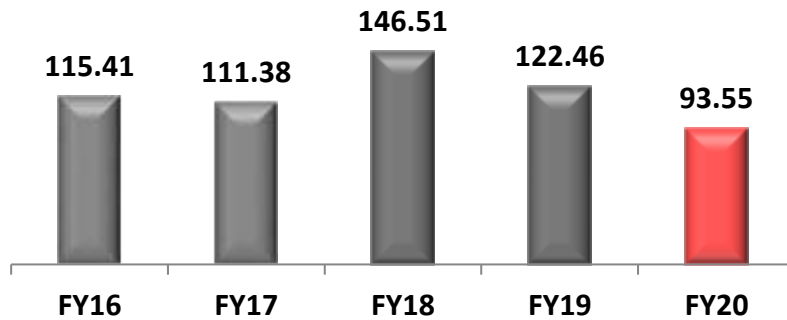
Rs. Crore	Q4 FY20	Q4 FY19	Y-o-Y %	Q3 FY20
Income from Operations	25.91	37.48		26.82
Other Operating Income	0.00	0.00		0.00
Total Income	25.91	37.48	(30.86%)	26.82
Raw Materials	15.15	21.53		14.59
Employee Cost	3.60	2.15		2.92
Other Expenses	5.81	10.55		7.22
Total Expenditure	24.56	34.22		24.73
EBITDA	1.35	3.26	(58.57%)	2.09
EBIDTA Margin (%)	5.21%	8.70%	(349 bps)	7.80%
Other Income	(0.12)	0.04		0.13
Depreciation	0.93	0.94		0.95
Interest	0.45	0.40		0.46
Profit Before Tax	(0.15)	1.96		0.82
Tax	(0.29)	(0.82)		0.20
Profit After Tax	0.14	2.78	(94.91%)	0.62
Other Comprehensive Income	0.04	(0.27)		0.00
Net Profit	0.19	2.51	(92.60%)	0.62
Net Profit Margin %	0.72%	6.69%	(597 bps)	2.30%
Basic EPS in Rs.	0.02	0.45	(95.56%)	0.10

Q4 FY20 vs Q4 FY19-

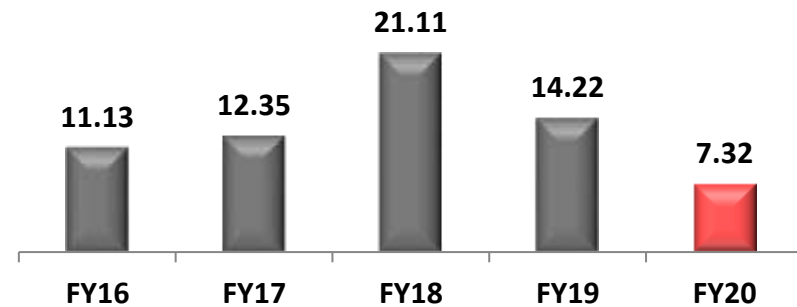
- Income from Operations affected on account of lockdown announced by Government of India in March end resulting in hold on dispatches worth Rs. 13 crore
- Decline in EBITDA of 58.75% is mainly on account of sharp decline in sales and continued fixed costs

Annual Financial Highlights

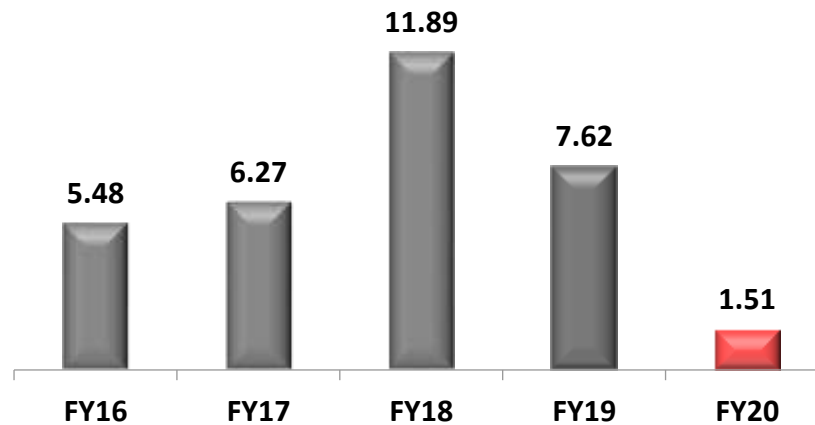
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT after Minority Interest
(Rs. Crore)



Profit & Loss Highlights – Annual

Rs. Crore	FY20*	FY19*	Y-o-Y %
Income from Operations	93.55	122.46	
Other Operating Income	0.00	0.00	
Total Income	93.55	122.46	(23.61%)
Raw Materials	51.51	72.14	
Employee Cost	12.42	12.31	
Other Expenses	22.30	23.80	
Total Expenditure	86.23	108.24	
EBITDA	7.32	14.22	(48.55%)
EBIDTA margin (%)	7.82%	11.61%	(379 bps)
Other Income	0.14	1.06	
Depreciation	3.78	3.75	
Interest	2.09	2.27	
Profit Before Tax	1.60	9.26	
Tax	0.13	1.37	
Profit After Tax	1.47	7.89	(81.40%)
Other Comprehensive Income	0.04	(0.27)	
Net Profit	1.51	7.62	(80.16%)
Net Profit Margin %	1.62%	6.22%	(460 bps)
Basic EPS in Rs.	0.24	1.28	(81.25%)

- Revenue decline of 23.61% - Sales affected on account of plastic ban by government resulting into poor market sentiments, that further reduced order flow as compared to previous year and also hold on dispatches because of the nationwide lockdown
- Despite fall in revenues our gross margins improved from 41% in FY19 to 45% in FY20 due to high value orders executed in the export market
- EBITDA decline of 48.55% mainly on account of decline in sales and increase in other expenses during the year

Balance Sheet

Rs. Crore	As on 31 st March 2020	As on 31 st March 2019
Equity	67.58	66.05
Equity Share Capital	6.15	6.15
Other Equity	61.43	59.90
Non-Current Liabilities	8.08	11.00
Financial Liabilities		
Borrowing	4.19	7.00
Provisions	0.00	0.00
Deferred Tax Liabilities (Net)	3.89	4.00
Other Current Liabilities	0.00	0.00
Current Liabilities	65.35	50.23
Financial Liabilities		
Borrowings	1.86	10.46
Trade Payables	30.13	19.57
Other Financial Liabilities	2.57	1.92
Other Current Liabilities	27.79	14.10
Provisions	2.73	2.27
Income Tax Liability (Net)	0.27	1.91
Total Equity & Liabilities	141.01	127.28

Rs. Crore	As on 31 st March 2020	As on 31 st March 2019
Non-current Assets	47.47	50.87
Property, Plant and Equipment	41.59	44.71
Intangible Assets	1.83	1.48
Capital WIP	1.56	2.12
Financial Assets		
Investments	1.97	1.98
Loans	0.45	0.52
Other Non- Current Assets	0.07	0.07
Current Assets	93.54	76.41
Inventories	60.50	40.89
Financial Assets		
Investments	0.00	0.00
Trade Receivables	11.83	15.70
Cash & Cash Equivalent	4.21	1.57
Bank Balance other than Cash	5.87	0.05
Loans	0.09	0.02
Other Current Financial Assets	0.02	0.01
Other Current Assets	11.02	18.16
Total Assets	141.01	127.28

*Financials in line with IND AS guidelines



Company Overview

Among leading extrusion machinery manufacturers

State of Art Integrated Manufacturing Facilities & R&D center

Strong Geographical Footprint

Experienced Management Team

Wide and Diverse Product Portfolio

Key Strategic Partnerships

- Over three decades 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
- 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
- Installations across in more than 60 countries
- Latin America, Europe, North & South America, Middle East, Asia Pacific and Africa
- Nearly 35% of Sales from Exports in FY19
- Strong Management team with over 33 years of experience
- Backed by skilled & experienced team
- 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
- Strategic Partners - Bausano & Figli- Italy, Kohli Industries –Thane ,MEAF Machines B.V.- Netherlands, Commodore Technology LLC-USA (Tekni-Plex Inc.), Wonderpack – Nashik (India)

Journey So Far...

- Incorporated 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

- **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. (Tekni-Plex Inc.) 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

- Manufactured India's biggest 3 layer blown film with Vertical spiral die
- **DISPOTILT** - Innovation of polymer processing machinery
- Launched technologically advanced 5-axis machines
- Launched Pentafoil Series with low energy consumption certified by TUV
- 5s - Japanese workplace management programme initiated
- First company in Asia to Receive DISR Certification for R&D centre (innovation room)
- High Impact Alliance between Rajoo Engineers and Kohli Industries- to Change Market Dynamics of Extrusion Coating & Lamination Machines
- Launched- India's first integrated, yet modular, non-woven fabric and automatic n95 mask making lines: engineering solutions to address needs of the hour

1986-1995

2006-2012

2016-2020

1996-2005

2013-2015

- **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

- 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

Experienced Management Team



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 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 – Executive 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

Experienced Management

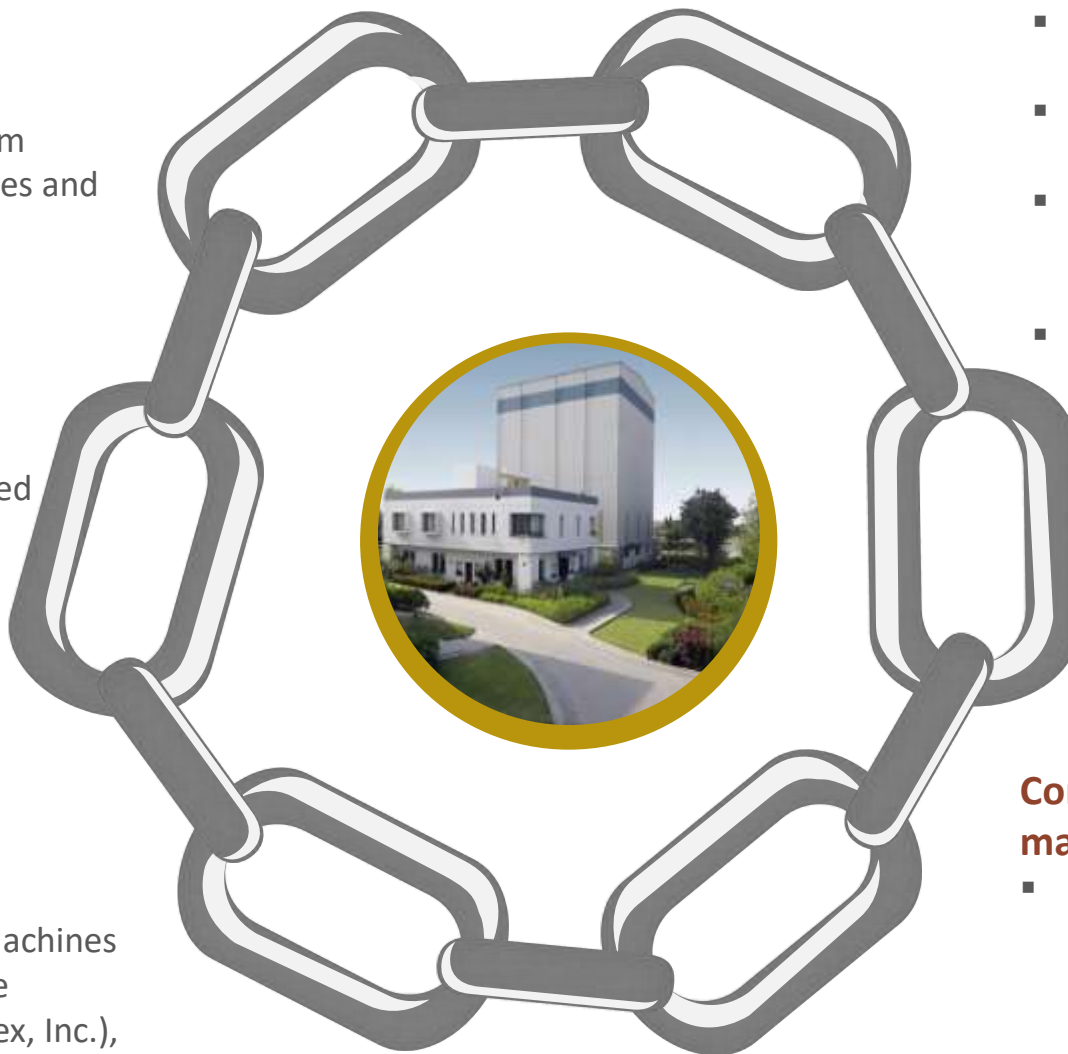
- Dynamic Experience leadership
- Significant experience in Blown Film Extrusion lines, sheet Extrusion lines and Thermoforming lines
- Dedicated, skilled employee base

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 (Tekni-Plex, Inc.), Wonderpack – Nashik(India)



World Class Integrated Facilities

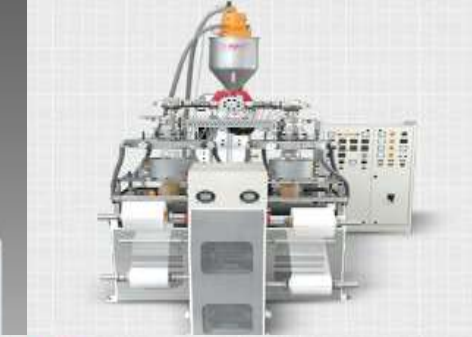
- Shree Yantralaya - Well Equipped dust free & fully Air-conditioned tool room
- Shree Alekhalaya – 40+ Qualified Design Engineers
- In-house Modern Paint Shop, Shree Bhandaralaya – store room & Huge and Well-Equipped Assembly Shop
- Shree Vidhutralaya – In-house panel division

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

Mono & Multilayer Blown Film Lines



FOILEX[™] - Monolayer
Blown Film Lines



AQUAFLEX[®] - Downward
Extrusion Blown Film Lines



PENTAFOIL – Five layer
Blown Film Lines



LABEX[®] - Lab Equipment



MULTIFOIL[®] - Multilayer
Blown Film Lines



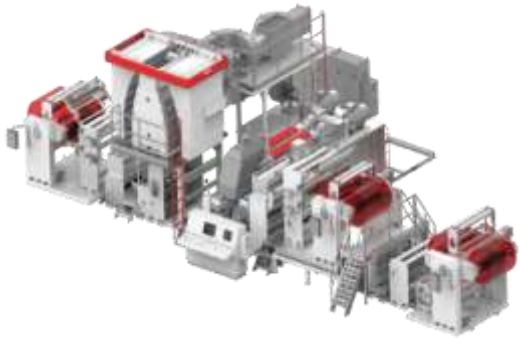
HEPTAFOIL[®] - Seven layer
Blown Film Lines



FOMEX[™] - PS/PE
Foam Extrusion Lines

Strong & Diverse Product Portfolio...

Mono & Multilayer Extrusion Coating & Lamination Line



LAMEX™ – Extrusion Coating & Lamination Line

Cross Lamination Film Line



®
Multifoil -X – Cross Lamination Film Line

Pandemic Hamper



®
FABREX - Melt Blown Fabric Making Machine



MASCON -Automatic N-95 Mask Making Machine

Mono & Multi layer Sheet extrusion lines



LAMiNA - Mono & multilayer sheet lines for PP/EVA/PS



LAMiNA rPET - PET sheet lines



FOMEX-S - Physically Foamed Sheet Extrusion line

Strong & Diverse Product Portfolio...

Thermoforming & PS Foam Vacuum Forming Machines



DISPOCON-Hydraulic And Servo Thermoformers



DISPOCON-MS Multistation Thermoforming Machine



DISPOCON-F - Thermoforming & PS Foam Vacuum Forming Machines



DISPOTILT - Tilting Mould Thermoforming Machine

PVC Segment



^R
WOODPLEX - WPC Profile & Board Line



FLOWEX - Twin Screw PVC Pipe Plant



GRANULEEX - Granulation lines



FLOWEX - HDPE/PPR Pipe Plant

...Catering to Wide array of Industry Sectors



Flexible Packaging



Agriculture



Infrastructure



Automobiles



Food & Beverages



Pharmaceutical



White Goods



Stationary & Printing

Shree Yantralaya – Tool Room

- State-of-the-art tooling zone ensures 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 – first of its kind in Asian industry
- Ensures long life of paint and improves machine aesthetics

Shree Bhandaralaya – Store Room

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

Huge and Well-Equipped Assembly Shop

- Three different assembly shops partitioned to accommodate machines of different heights and lengths
- Highly skilled fitters with experience of over 25 years, assemble lines
- Machines tested thoroughly for performance in line with customer's specifications before dispatch



- 



F.No.

TUW-SD(27)(08)

Date:

09 January, 2018

To,

Mrs. Rajoo Engineers Limited
Rajoo Avenue, Survey No. 219
Plot No. 1, Industrial Area
Veraval (Shapur), 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.

I 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. 219, Plot No. 1, Industrial Area, Verawal (Shapur), Rajkot, Gujarat** from **28.12.2017 to 31.03.2020**. Terms and conditions pertaining to this recognition are given overleaf.

Kindly acknowledge the receipt of this letter.

Yours faithfully,

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

 गुजरात राज्य सरकार	TELEX/TEL : 258429110, 258429127 (274800) : 258429184, 258429187 : 258429187, 258429141 : 258429134, 258429123 फैक्स/FAK : 258429143, 258429143 Internet : http://www.csis.gov.in (आईएसओ 9001:2008 प्रमाणित) (आईएसओ 14001:2004 प्रमाणित)	 सत्यमेव जयते	ગાંધી વિજ્ઞાન કેન્દ્ર વિજ્ઞાન અને ટેકનોલોજી મંત્રાલય કેન્દ્રિક ગ્રીન બીલ્ડીંગ, ગુજરાત વિજ્ઞાન પ્રવેશિકાની ધરમ, નવા પોલીસ વાડી, વડોદરા - 390016 GOVERNMENT OF INDIA MINISTRY OF SCIENCE AND TECHNOLOGY Department of Scientific and Industrial Research Technology Research, New Mahatma Road, New Delhi - 110016
XX			
F. No. TUVV-RDIA4271/2017		Date: 09th January, 2018	
To			
M/s. Rajoo Engineers Limited Rajoo Avenue, Survey No. 210 Plot No. 1, Industrial Area Vetval (Shapur), 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. 516-8 Customs dated 20th July, 1996, Notification No.24/2007- Customs dated 1st March, 2007 and Notification No. 43/2017- Customs dated 28th June, 2017.			
<u>CERTIFICATE OF REGISTRATION</u>			
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, Vetval (Shapur), Rajkot, Gujarat is registered with the Department of Scientific & Industrial Research (DSIR), Government of India, for the purpose of availing Customs duty exemption in terms of Govt. Notification No. 516-8 - Customs dated 20th July, 1996, Notification No.24/2007- Customs dated 1st March, 2007 and Notification No. 43/2017- Customs dated 28th 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. B. K. Deshpande) Secretary-G			



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 (Tekni- Plex, Inc.)

- Entered into Technical collaboration with leading world player Commodore LLC., USA (now known as Tekni-Plex, Inc.) 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



Kohli Industries, India

- Entered into High Impact Alliance with Kohli Industries to Change Market Dynamics of Extrusion Coating and Lamination Machines
- Collaboration brings best in class and proven web solutions needed to provide a versatile system in line with future industry requirements

...Leading to suite of Marquee Customers
Click to edit Master title style

RAJOO[®]
excellence in extrusion





- Successfully penetrated in Thailand, Vietnam, Sri Lanka, Pakistan and Iran in FY17
- Supply to 60+ countries - Latin America, Europe, North & South America, Middle East, Asia Pacific and Africa



Way Ahead

RAJOO
Rajoo Engineers Limited

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

Increase penetration in key markets

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



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 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



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For further information, please contact:

Company :

Rajoo Engineers Limited.

Ms. Sonal Pithava

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Ms. Savli Mangle/ Ms. Anviksha Konnure

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