



RUTTONSHA

INTERNATIONAL RECTIFIER LIMITED

REGD. / CORPORATE OFFICE : 139/141, Solaris 1, B-Wing, 1st Floor, Saki Vihar Road, Powai, Andheri (East), Mumbai - 400 072. Maharashtra • Tel. : +91-22 28471956, 57, 58 • Fax : +91-22 28471959
E-mail : admin@ruttonsha.com • Website: www.ruttonsha.com • CIN : L31109MH1969PLC014322

FACTORY : 338, International House, Baska, Halol, Dist. Panchmahals, Pin - 389 350. Gujarat (India)
Tel. : +91-2676 247185 / 247035 / 247094 / 247362 • E-mail : rirbsk@ruttonsha.com



An ISO 9001:2015 Company

Ref. RIR/SEC/13291/2020

19th February, 2020

The Bombay Stock Exchange Limited
Corporate Relationship Department
1st Floor, Rotunda Building,
P. J. Towers, Dalal Street,
Mumbai-400001

Scrip Code : 517035

Sub.: Investor Presentation - Quarter ended 31-12-2019

Dear Sir/Madam,

With reference to the Un-audited financial results declared by the Company for the third quarter ended 31-12-2019 (Q3), please find enclosed herewith Investor Presentation highlighting Financial performance of the Company.

Kindly take the same on record.

Thanking you.

Yours faithfully,
For Ruttonsha International Rectifier Ltd.

Bhavin P Rambhia
Company Secretary



Encl.: As above



RUTTONSHA
International Rectifier Ltd.
ISO 9001:2015 Certified

RUTTONSHA INTERNATIONAL RECTIFIER LTD.

(1969 – 2019 -Celebrating 50 glorious years of success)

PRESENTATION FOR INVESTORS

Q3 - FINANCIAL YEAR 2019-20

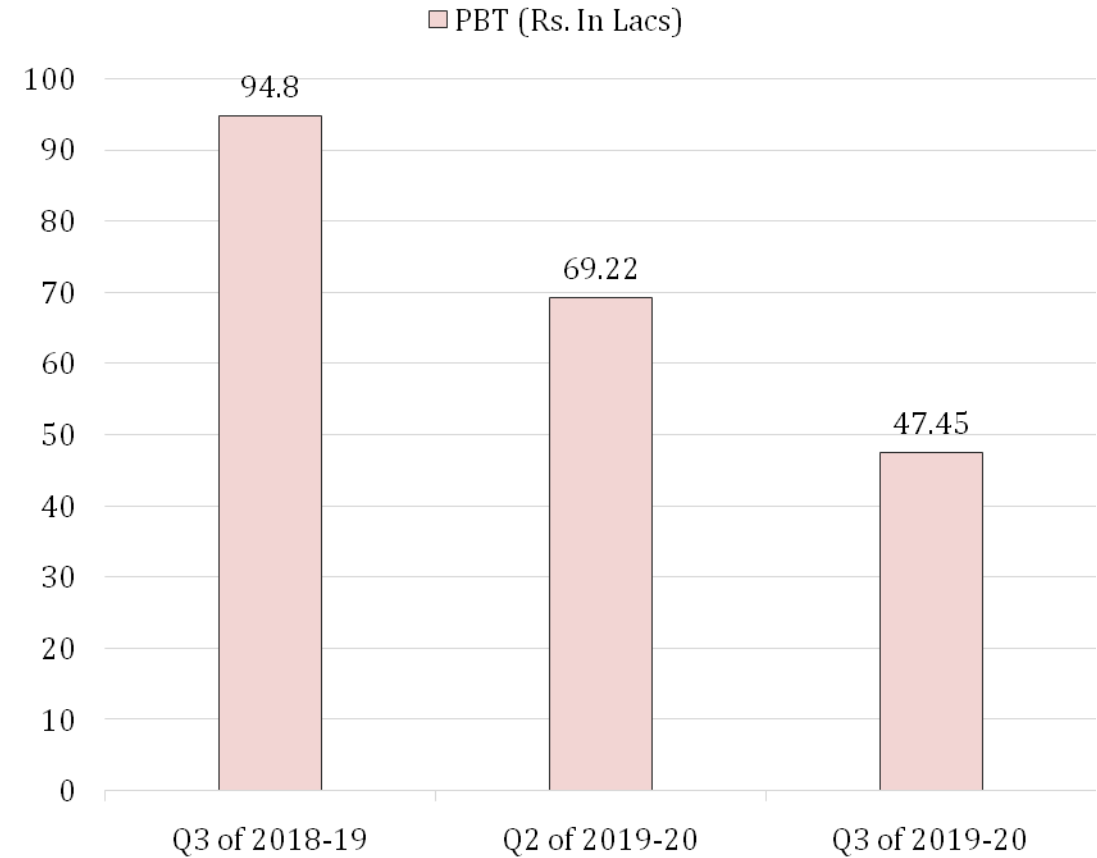
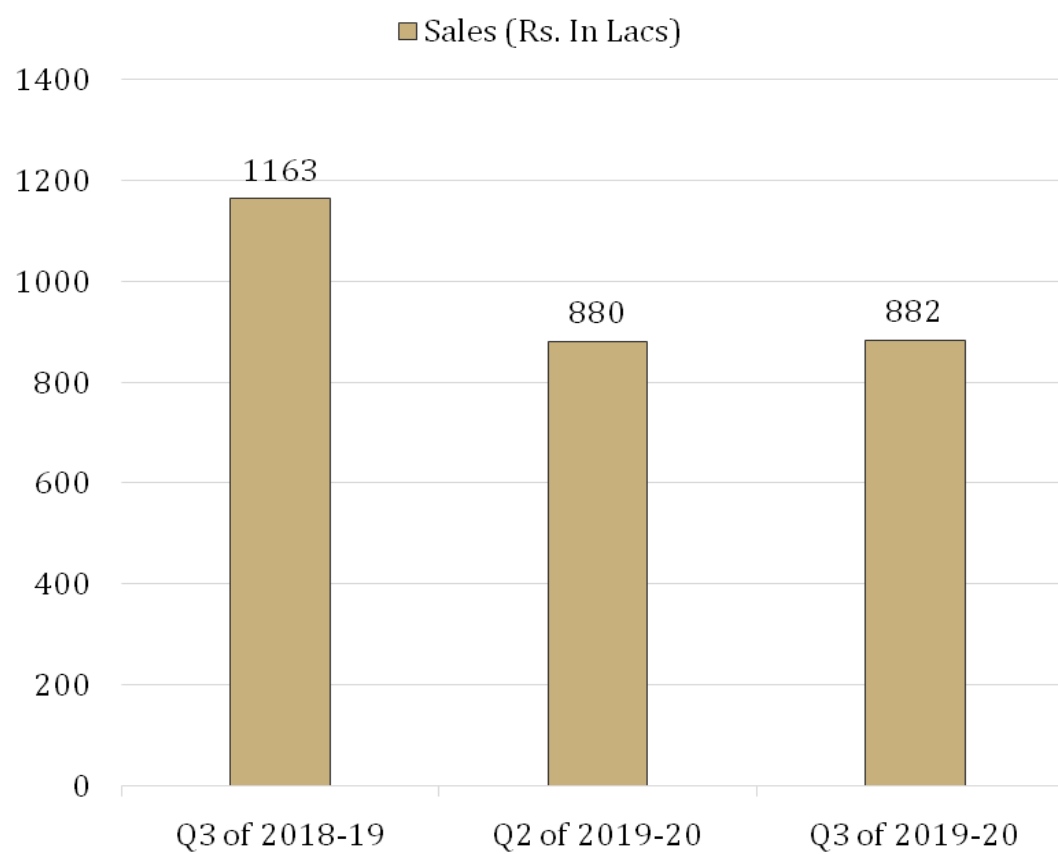
OPERATIONS & PROFITABILITY

- ❖ Turnover is lower at Rs. 882 lacs for Q3 2019-20, from Rs 1163 lacs for Q3 2018-19.
- ❖ Profit Before Tax subdued at Rs.47.45 lacs for Q3 2019-20, from Rs 94.80 lacs for Q3 2018-19.
- ❖ EBIDT is has fallen from Rs. 148.61 lacs to Rs 96.20 Lacs for Q3 2019-20 v/s Q3 of 2018-19. EBIDT percentage is marginally lower at 10.91% for Q3 2019-20 as compared to 12.78% for Q3 2018-19.
- ❖ Post Tax Profit increased to Rs 60.64 lacs from Rs.60.14 lacs for Q3 2018-19; up by 0.83%. This is because of credit in deferred tax and lower rate of tax.
- ❖ EPS for Q3 2019-20 is Rs.0.90 compared to Rs. 0.89 for Q3 2018-19.
- ❖ Raw Material consumption ratio has remained almost same to 55% compared to 55.53 % for Q3 2018-19.
- ❖ Finance Cost has reduced to Rs. 20.59 lacs in Q3 2019-20 v/s Rs. 27.10 lacs for Q3 2018-19.
- ❖ Manpower cost has increased by Rs 18.05 lacs to Rs.147.64 lacs for Q3 2019-20 compared to Rs.129.59 for Q3 2018-19.

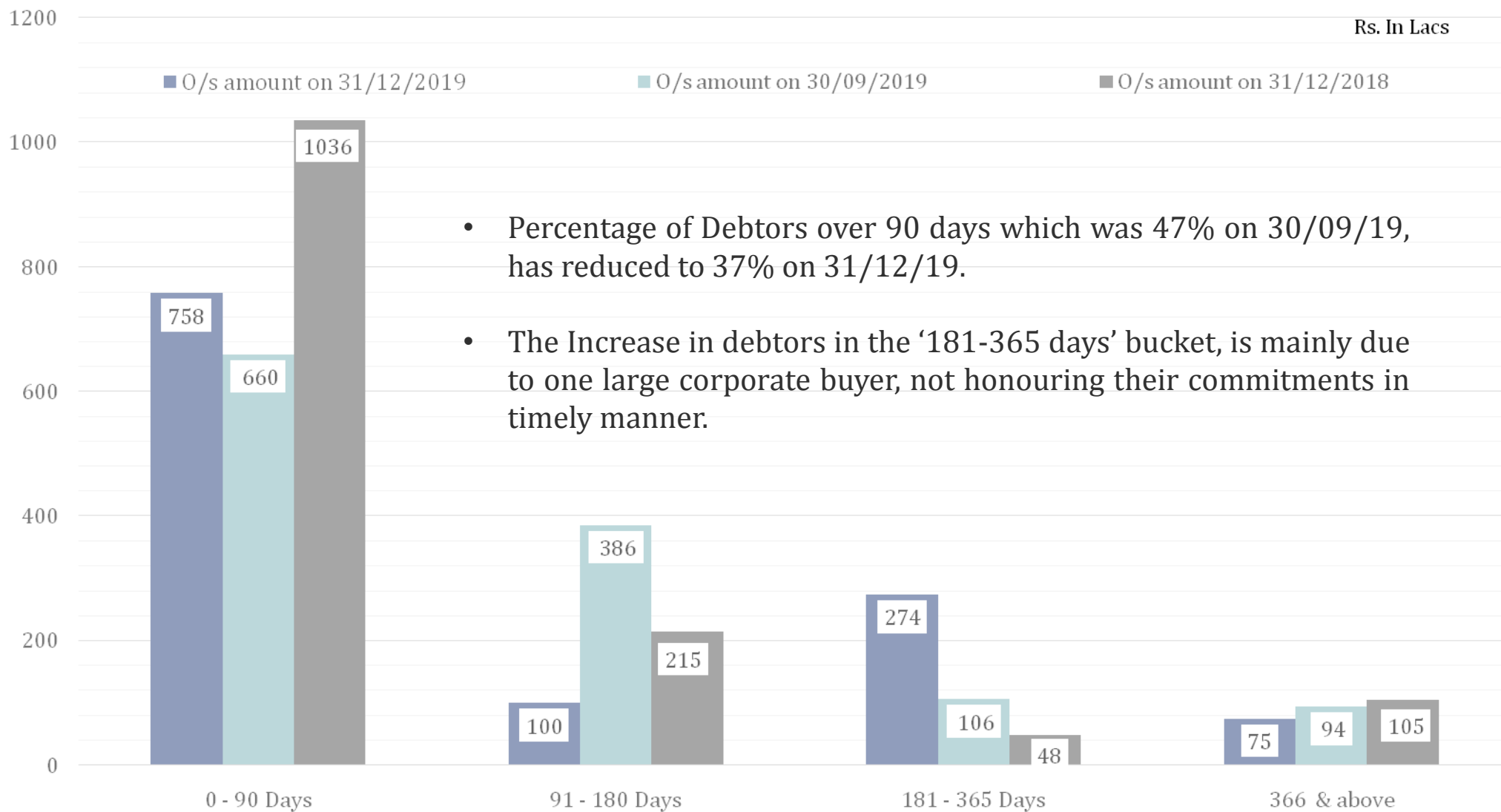
FINANCIAL POSITION

- ❖ Inventory is down to Rs.1470 lacs as on 31/12/2019 from Rs.1590 lacs on 30/09/2019. Decrease of Rs.120 lacs is in FG/WIP of Equipment & LPD. As on 31/12/2018 the inventory was Rs 1355 lacs.
- ❖ Debtors reduced by Rs.38 lacs to Rs.1207 lacs as on 31/12/2019 vs Rs.1245 lacs as on 30/09/2019. Debtors as on 31/12/2018 was Rs 1404 lacs . The reduction is due to lower sales during the preceding 3 months.
- ❖ Bank borrowing came down to Rs.387 lacs as on 31/12/2019 from Rs.423 lacs on 30/09/2019. This is due to tight monitoring of payment to creditors. Bank borrowing as on 31/12/2018 was Rs.405 lacs.
- ❖ Unsecured borrowing from Director was brought down by Rs.35 lacs during the Quarter to Rs.30 lacs as on 31/12/2019. On 30/9/2019 same stood at Rs.65 lacs & 150 lacs as on 31/12/2018.
- ❖ Creditors level reduced to Rs.543 lacs as on 31/12/19 from Rs.739 lacs as on 30/09/2019 and Rs.648 Lacs as on 31/12/2018. Reduction is on account of lower purchases during the quarter & also tighter monitoring of payment terms.

SALES TURNOVER & PROFIT BEFORE TAX



DEBTORS AGEING AS ON 31ST DEC 2019 VS. 30TH SEP 2019 & 31ST DEC 2018

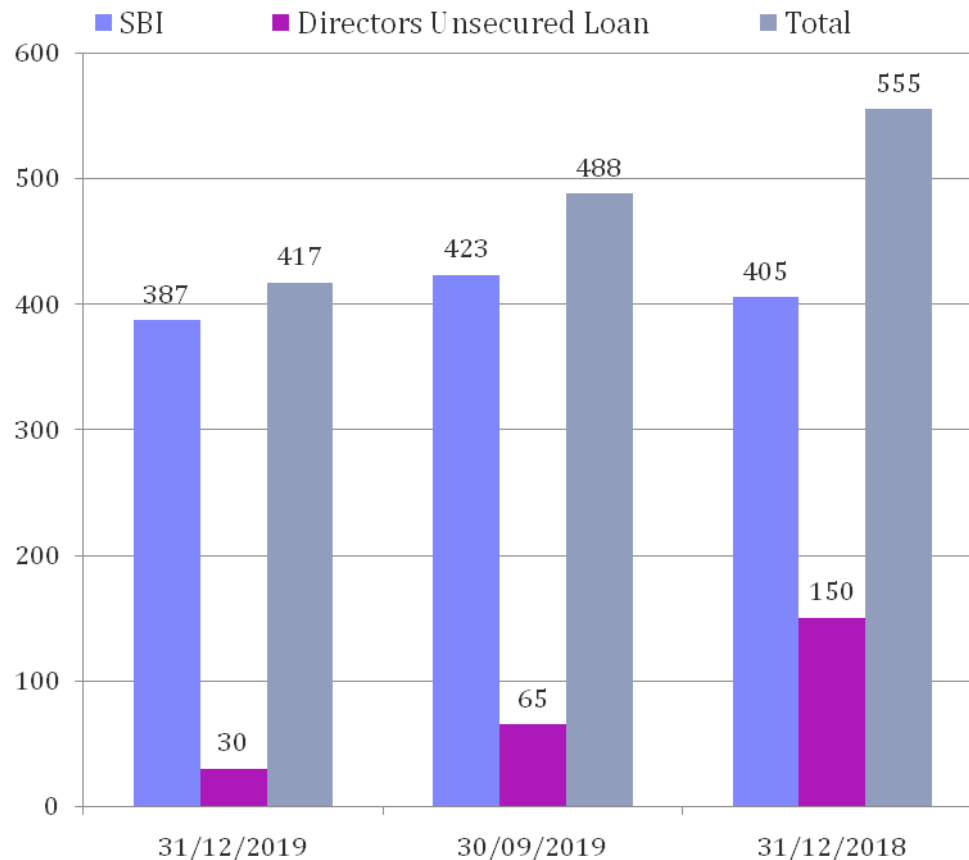


BORROWING & FINANCE COST

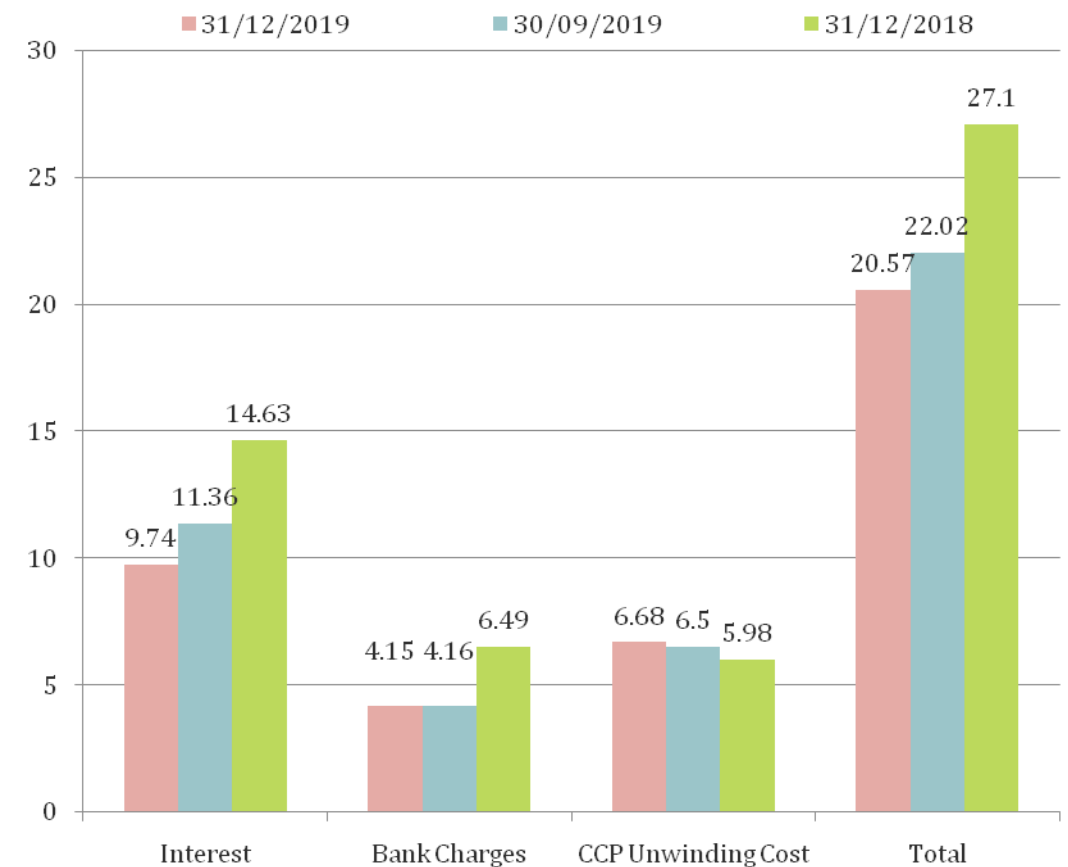
State Bank of India +
Unsecured Loan borrowed

Interest paid to SBI & Unsecured
Loan and Interest provided on CCP
Shares

Borrowings (Rs .in Lacs)



Finance Charges (Rs. in Lacs)



CREDITORS ANALYSIS

31-12-18

- Creditors Rs. 648 lacs
- Equivalent to 67 days Material Consumption

30-09-19

- Creditors Rs. 739 lacs
- Equivalent to 88 days Material Consumption

31-12-19

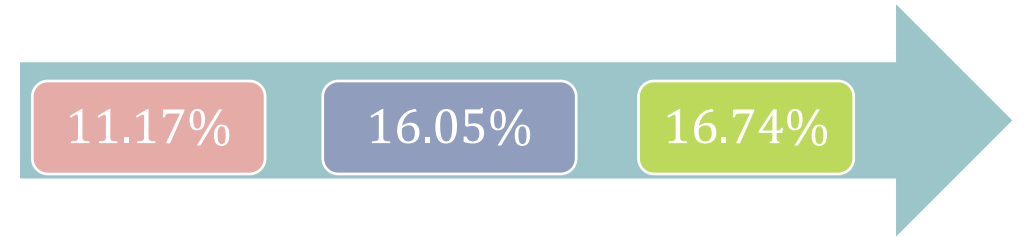
- Creditors Rs. 542 lacs
- Equivalent to 54 days Material Consumption

SALARIES & WAGES COST INCLUDING CONSULTANCY CHARGES TO SALES - A COMPARISON

Manpower Cost



Percentage of Manpower Cost to Sales



The Manpower cost has increased by Rs. 7 lacs to Rs. 148 lacs in Q3 of FY2019-20 as compared to Rs. 141 lacs in Q2 of FY 2019-20. Percentage has increased because of reduction in sales for the quarter.



IMPORTANT DEVELOPMENTS Q3 FY 2019-20

1. Sales for the Quarter have declined vis-à-vis corresponding Quarter of previous year due to slow down in the Indian Economy faced by all Industrial Units. The Company hopes that the downturn being cyclical in nature, the same will be reversed soon.
2. The Company is trying to tap new buyers & trying to reach under-penetrated markets & also identify smaller OEMs, so as to de-risk the sales & outstanding. This will reduce dependence of large customers.
3. The Company has achieved exports of Rs. 3.18 crs till Dec 2019, which it is trying to step up in Q4.
4. The Company has brought down debtors & inventory in order to ensure tighter control of working capital. Expenses are also pruned wherever possible, in order to achieve improve profitability through cost control measures.



THANK YOU

Disclaimer: This earnings presentation may contain certain words or phrases that are forward looking statements. These forward looking statements are tentative, based on current analysis and anticipation of the management of Ruttonsha. Actual results may vary from the forward looking statements contained in this presentation due to various risks and uncertainties involved. Ruttonsha undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This report is for information purposes only and does not constitute to be any investment, legal or taxation advice. It is not intended as an offer or solicitation for the purchase or sale of any shares of the Company. Any action taken by you on the basis of the information contained herein is your responsibility alone and Ruttonsha and its employees or directors, associates will not be liable in any manner for the consequences of such action taken by you. We have exercised due diligence in checking the correctness and authenticity of the information contained herein, but do not represent that it is accurate or complete.