

# Rajoo Engineers Limited

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

REF: BSE/INVESTOR PRESENTATION/Q4/2020-21.

7<sup>th</sup> June, 2021

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

Dear Sir / Madam,

**SUB: INVESTOR PRESENTATION.**

Dear Sir/ Madam,

Please find enclosed herewith the Investor Presentation of the Company for the 4<sup>th</sup> Quarter and Financial Year ended 31<sup>st</sup> March, 2021 for your record and further dissemination.

This is for your information and record.

Thanking you,

Yours faithfully,  
For, **RAJOO ENGINEERS LIMITED**

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





## **Rajoo Engineers Limited**

**Result Update Presentation  
Q4 & FY21**

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## Chairman's Message

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."*



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

- COVID-19 pandemic posed unprecedented challenges all over the world. All societies, industries and businesses have been impacted, and Rajoo' is no exception to it.
- Due to lock down and subsequent restrictions on movement, the entire economy is facing financial distress.
- There will be a major impact of Covid on turnover and profitability. Closure of economic activity has led to disruptions in dispatch.

- While almost all of the business were under lockdown mode during the national lockdown, our products fell under the category of "Essential goods". Accordingly, the Company got permission to open up one plant to service these needs.

The Company is adhering to complete safety measures in all its offices/branches/warehouse to safeguard its employees from COVID-19.

- All offices were cleaned and sanitized before reopening
- Screening of employees before entering and after leaving premises
- Adequate stocks of sanitizers and face masks made available to all employees
- Ensured clear standard operating procedures in place on how to work with social distancing, staggered lunch timings, fixing hand sanitizer dispensers etc.



## Consolidated Financial Highlights



## Consolidated Financial Highlights – Quarterly

Rs. Crore	Q4 FY21*	Q4 FY20*	Y-o-Y %	Q3 FY21
Income from Operations	56.10	25.91		42.16
Other Operating Income	0.00	0.00		0.00
<b>Total Income</b>	<b>56.10</b>	<b>25.91</b>	<b>116.50%</b>	<b>42.16</b>
Raw Materials	36.08	15.15		25.26
Employee Cost	4.84	3.60		4.04
Other Expenses	9.14	5.81		7.47
<b>Total Expenditure</b>	<b>50.06</b>	<b>24.56</b>		<b>36.78</b>
<b>EBITDA</b>	<b>6.04</b>	<b>1.35</b>	<b>347.62%</b>	<b>5.39</b>
<b>EBIDTA Margin (%)</b>	<b>10.77%</b>	<b>5.21%</b>	<b>556 bps</b>	<b>12.78%</b>
Other Income	0.17	-0.12		0.33
Depreciation	0.84	0.93		0.86
Interest	0.17	0.45		0.23
<b>Profit Before Tax</b>	<b>5.20</b>	<b>-0.15</b>		<b>4.63</b>
Tax	1.85	-0.29		1.33
<b>Profit After Tax</b>	<b>3.35</b>	<b>0.14</b>	<b>2264.06%</b>	<b>3.30</b>
Other Comprehensive Income	0.55	0.04		0.00
<b>Net Profit</b>	<b>3.91</b>	<b>0.19</b>	<b>2003.77%</b>	<b>3.30</b>
<b>Net Profit Margin %</b>	<b>6.97%</b>	<b>0.72%</b>	<b>625 bps</b>	<b>7.83%</b>
<b>Basic EPS in Rs.</b>	<b>0.55</b>	<b>0.02</b>	<b>2650.00%</b>	<b>0.54</b>

Revenue from operations for the quarter was Rs. 56.10 crore in Q4 FY21- 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 customers' requirements and execution of orders

EBITDA (excluding Other Income) was at Rs. 6.04 crore in Q4 FY21, 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 -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. PAT Margin was at 5.98% - increase of 543 bps YoY

Our Company has not utilized working capital limit almost during the entire year because of good inflow of funds as advance against orders. Moreover, Company has serviced 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.

## Consolidated P&L Highlights – Annual

Rs. Crore	FY21*	FY20*	Y-o-Y %
Income from Operations	152.25	93.55	
Other Operating Income	0.00	0.00	
<b>Total Income</b>	<b>152.25</b>	<b>93.55</b>	<b>62.75%</b>
Raw Materials	92.84	51.51	
Employee Cost	14.16	12.42	
Other Expenses	26.52	22.30	
<b>Total Expenditure</b>	<b>133.51</b>	<b>86.23</b>	<b>54.82%</b>
<b>EBITDA</b>	<b>18.74</b>	<b>7.32</b>	<b>156.15%</b>
<b>EBIDTA margin (%)</b>	<b>12.31%</b>	<b>7.82%</b>	<b>449 bps</b>
Other Income	0.58	0.14	
Depreciation	3.45	3.78	
Interest	0.99	2.09	
<b>Profit Before Tax</b>	<b>14.88</b>	<b>1.60</b>	
Tax	4.48	0.13	
<b>Profit After Tax</b>	<b>10.41</b>	<b>1.47</b>	<b>609.22%</b>
Other Comprehensive Income	0.55	0.04	
<b>Net Profit</b>	<b>10.96</b>	<b>1.51</b>	<b>625.29%</b>
<b>Net Profit Margin %</b>	<b>7.20%</b>	<b>1.62%</b>	<b>558 bps</b>
<b>Basic EPS in Rs.</b>	<b>1.69</b>	<b>0.24</b>	<b>604.17%</b>

Revenue from operations was Rs. 152.25 crore in FY21, -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 -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 - effect of economies of scale due to higher sales and lower other expenses.

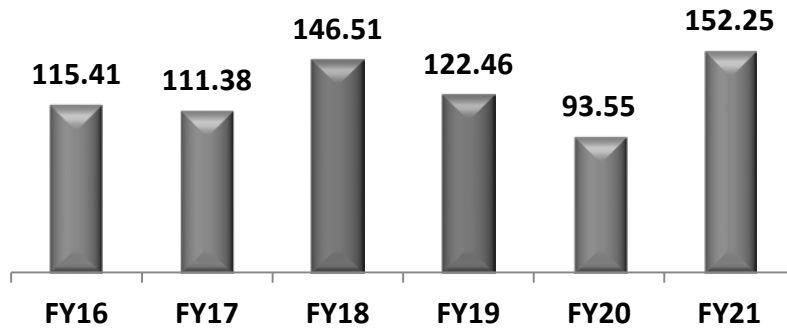
Profit after Tax was Rs. 10.41 crore in FY21 -YoY increase of 609.22%. Higher revenues and better utilization of working capital has offset rise in raw material and other expenses. PAT Margin was at 6.83% - increase of 526 bps YoY

# Consolidated Balance Sheet

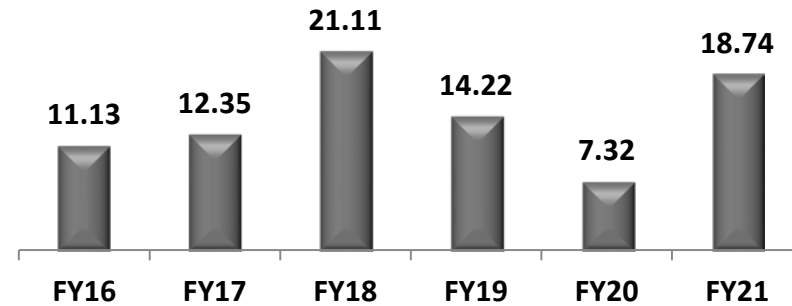
Rs. Crore	As on 31 <sup>st</sup> March 2021	As on 31 <sup>st</sup> March 2020
<b>Equity</b>	<b>78.64</b>	<b>67.58</b>
Equity Share Capital	6.15	6.15
Other Equity	72.48	61.43
<b>Non-Current Liabilities</b>	<b>4.93</b>	<b>8.08</b>
<b>Financial Liabilities</b>		
Borrowing	0.72	4.19
Provisions	0.00	0.00
Deferred Tax Liabilities (Net)	4.21	3.89
Other Current Liabilities	0.00	0.00
<b>Current Liabilities</b>	<b>62.57</b>	<b>65.35</b>
<b>Financial Liabilities</b>		
Borrowings	0.69	1.86
Trade Payables	22.78	30.13
Other Financial Liabilities	2.03	2.57
Other Current Liabilities	30.31	27.79
Provisions	2.61	2.73
Income Tax Liability (Net)	4.16	0.27
<b>Total Equity &amp; Liabilities</b>	<b>146.14</b>	<b>141.01</b>

Rs. Crore	As on 31 <sup>st</sup> March 2021	As on 31 <sup>st</sup> March 2020
<b>Non-current Assets</b>	<b>45.04</b>	<b>47.47</b>
Property, Plant and Equipment	39.29	41.59
Intangible Assets	1.55	1.83
Capital WIP	1.75	1.56
<b>Financial Assets</b>		
Investments	1.99	1.97
Loans	0.44	0.45
Other Non- Current Assets	0.02	0.07
<b>Current Assets</b>	<b>101.10</b>	<b>93.54</b>
Inventories	54.55	60.50
<b>Financial Assets</b>		
Investments	0.00	0.00
Trade Receivables	11.36	11.83
Cash & Cash Equivalent	3.90	4.21
Bank Balance other than Cash	15.37	5.87
Loans	0.45	0.09
Other Current Financial Assets	0.10	0.02
Other Current Assets	15.37	11.02
<b>Total Assets</b>	<b>146.14</b>	<b>141.01</b>

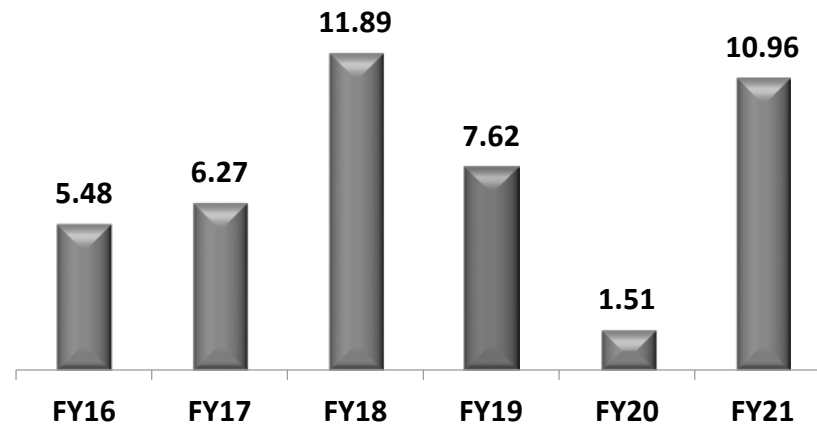
### Revenue (Rs. Crore)



### EBITDA (Rs. Crore)

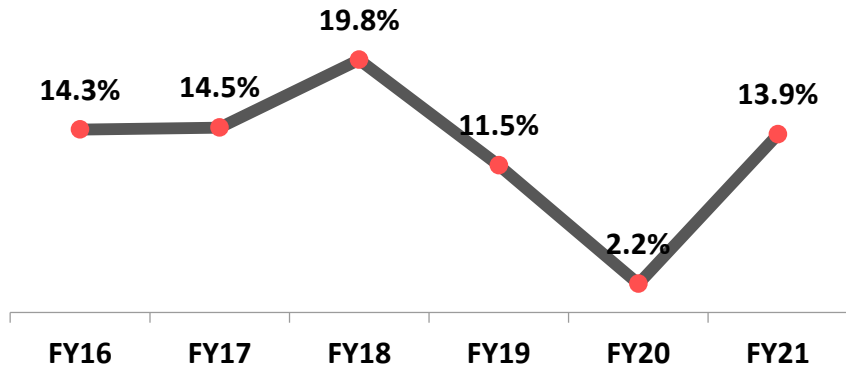


### PAT after Minority Interest (Rs. Crore)

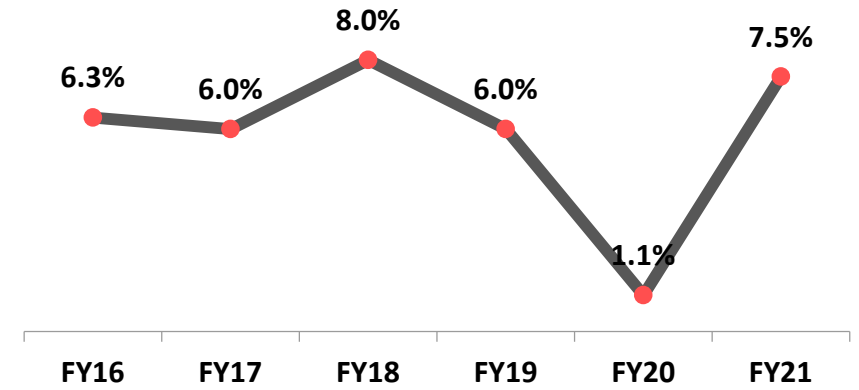


**RoCE has improved from 5.1% in FY20 to 20.3% in FY21**

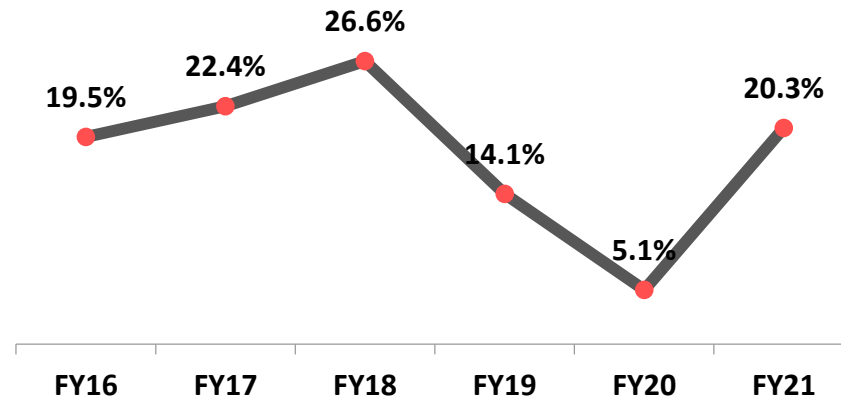
RoE(%)



RoA(%)



RoCE(%)





**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

- 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
- 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 45% of Sales from Exports in FY20
  
- 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

## 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
- 1<sup>st</sup> 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 1st integrated, yet modular, non-woven fabric and automatic n95 mask making lines: engineering solutions to address need of the hour

1986-1995



1996-2005



2006-2012



2013-2015



2016-2020



- **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 EEPCC
- 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

- 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



### Khushboo Chandrakant Doshi – Managing 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 from IIM, Ahmedabad and Family Businesses from IIM Bangalore and Expertise in marketing, corporate branding, PR and Communication strategy



### Utsav Doshi – Joint Managing 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.



### Sunil Jain – Executive Director

- 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 corporate level and more than 30 years of experience in flexible packaging & plastic extrusion machinery industry



### 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)



### Jignesh Shah – Vice President -International Sales

- Bachelors in Polymer Engineering & Post Graduated in Business Development
- Strong expertise in marketing & sales of capital goods backed by 17 years of experience in plastics industry and serves as a key member of NPDP ( New Product Development) advisory committee



### Manish Vasavada – Executive Vice President-Sales & 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 BD in Domestic market including Asian countries



### Gaurang Mehta - Vice President – Operations

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

## Experienced Management

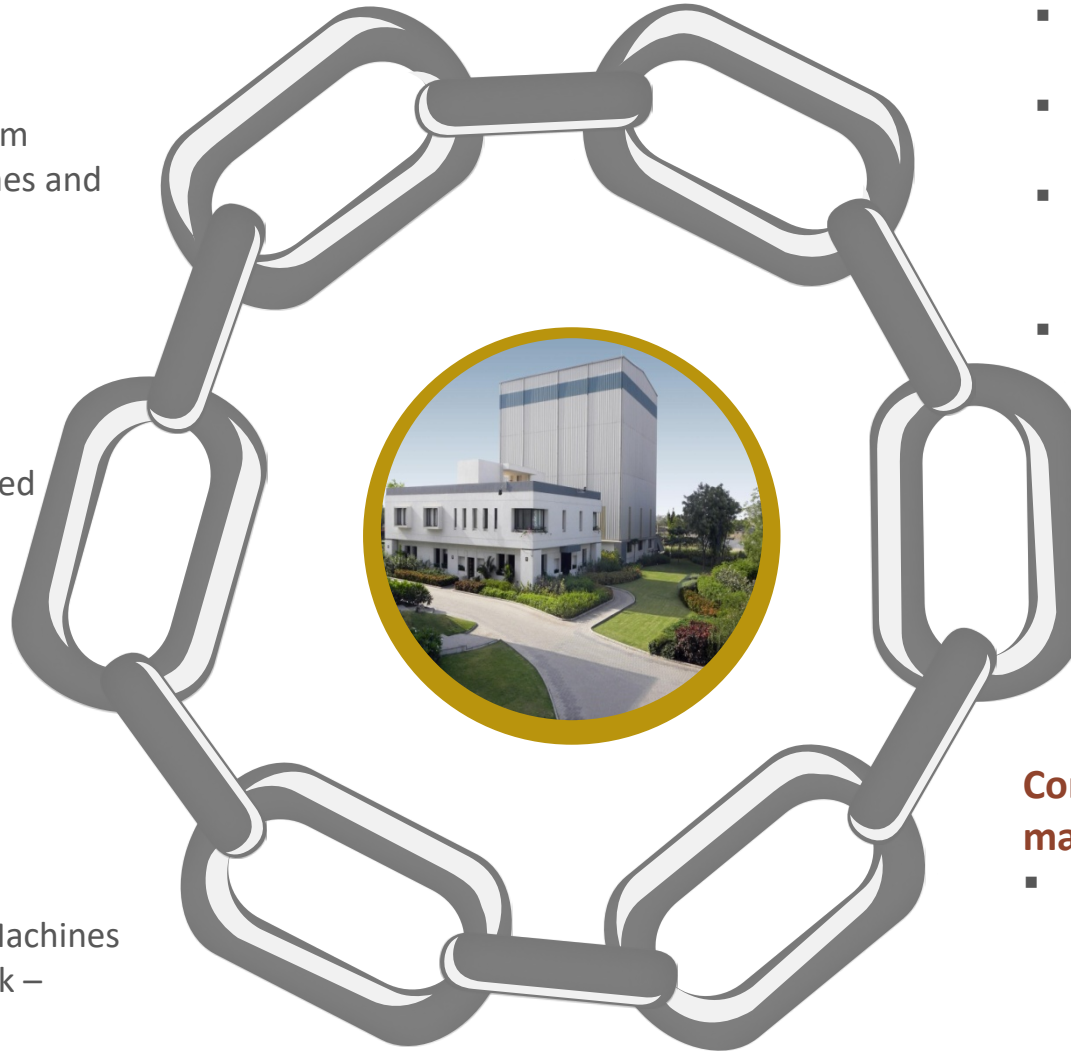
- Dynamic Experience leadership
- Significant experience in Blown Film Extrusion lines, sheet Extrusion lines and Thermoforming lines
- Dedicated, skilled employee base

## 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, Wonderpack – Nashik(India)



## World Class Integrated Facilities

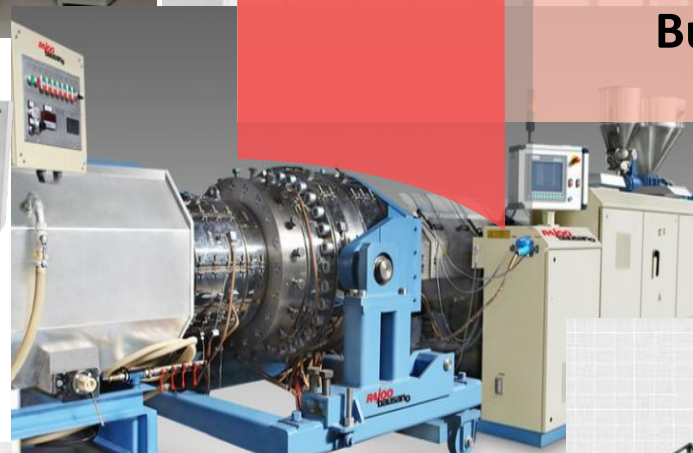
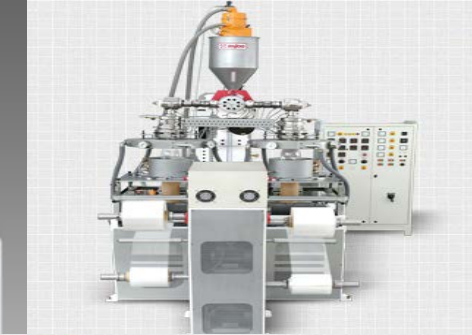
- Shree Yantralaya - Well Equipped dust free & fully Air-conditioned tool room
- Shree Alekhalaya – 40+ Qualified Design Engineers
- In-house Modern Paint Shop, Shree Bhandaralaya – store room & Huge and Well-Equipped Assembly Shop
- Shree Vidhutralaya – In-house panel division

## 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



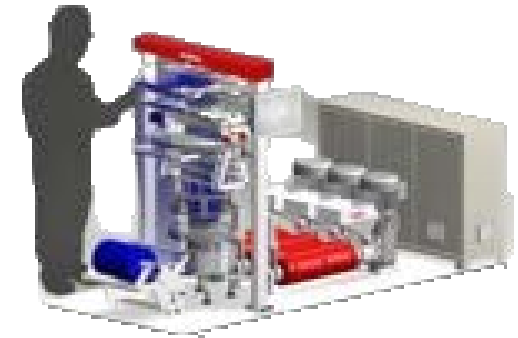
**FOILEX™** - Monolayer Blown Film Lines



**AQUAFLEX®** - Downward Extrusion Blown Film Lines



**PENTAFOIL** – Five layer Blown Film Lines



**LABEX®** - Lab Equipment



**MULTIFOIL®** - Multilayer Blown Film Lines



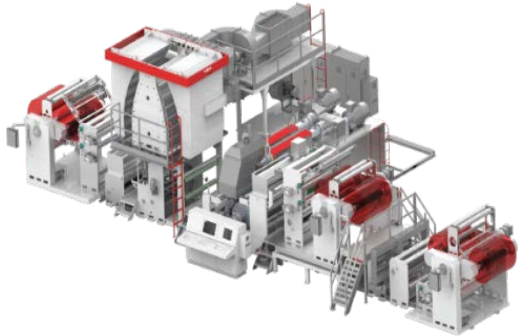
**HEPTAFOIL®** - Seven layer Blown Film Lines



**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



GRANULEX - Granulation lines



FLOWEX - HDPE/PPR Pipe Plant

...Catering to Wide array of Industry Sectors



Flexible Packaging



Agriculture



Infrastructure



Automobiles



Food & Beverages



Pharmaceutical



White Goods



Stationery & 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

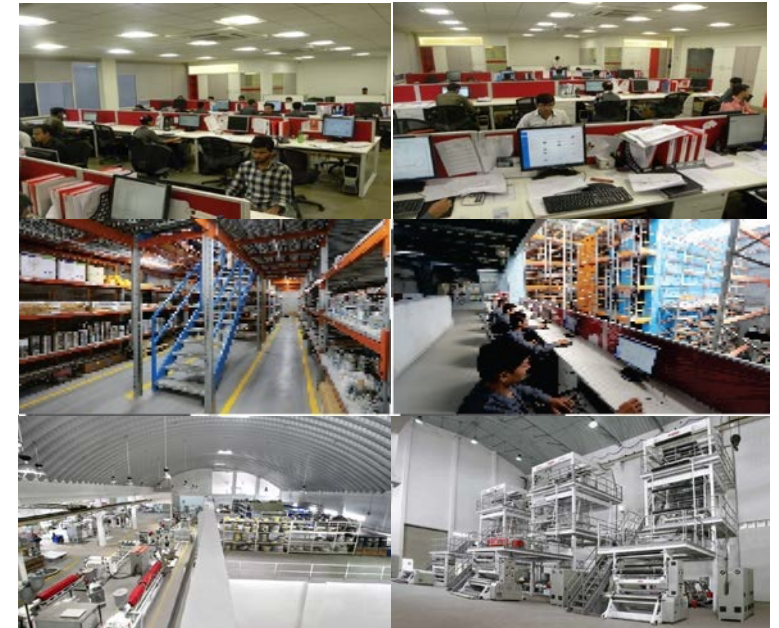
- In-house modern paint shop facility – first of its kind in Asian industry
- Ensures long life of paint and improves machine aesthetics

### Shree Bhandaralaya – Store Room

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

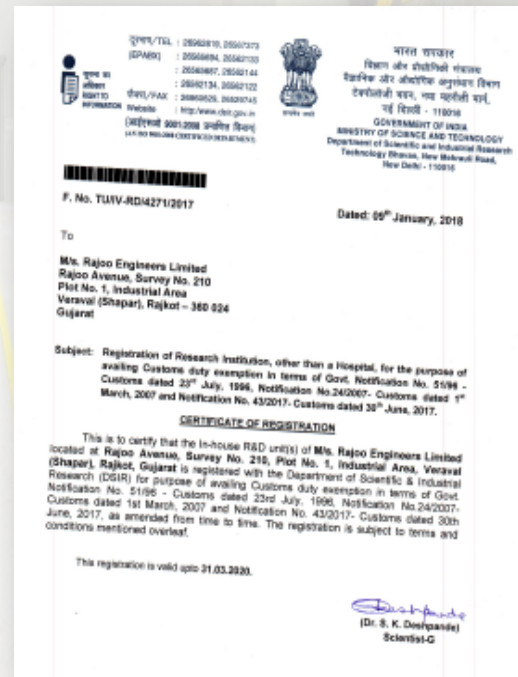
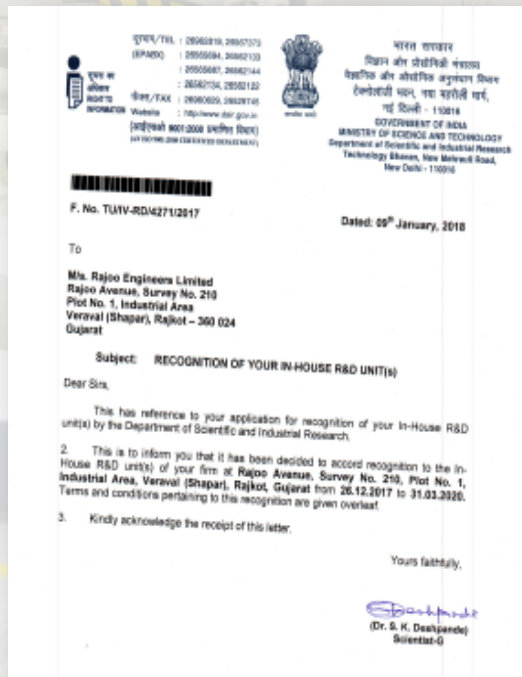
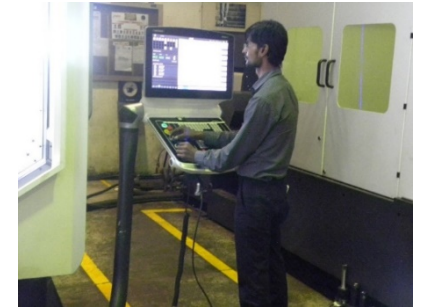
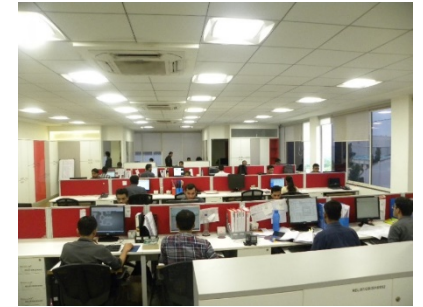
### Huge and Well-Equipped Assembly Shop

- 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





- 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)





### 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



### 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

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



'A Part of your daily life'



**BINNY WADS**  
SINCE - 1994



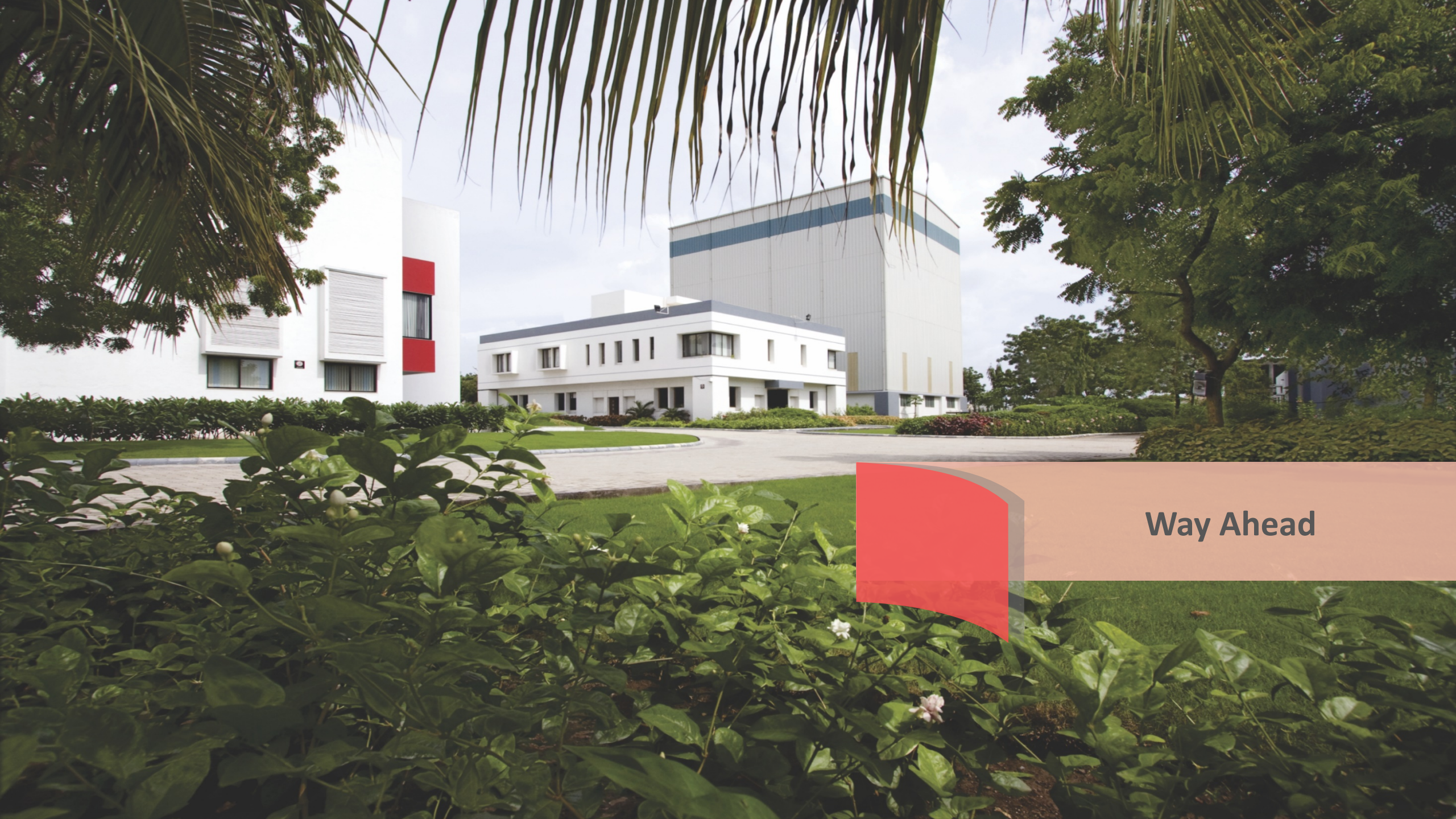
...Creating Strong Global Presence...



**35**<sup>th</sup>  
Years of  
Excellence in  
Extrusion

**65**  
Countries  
we have  
Exported to

**3k+**  
Installations



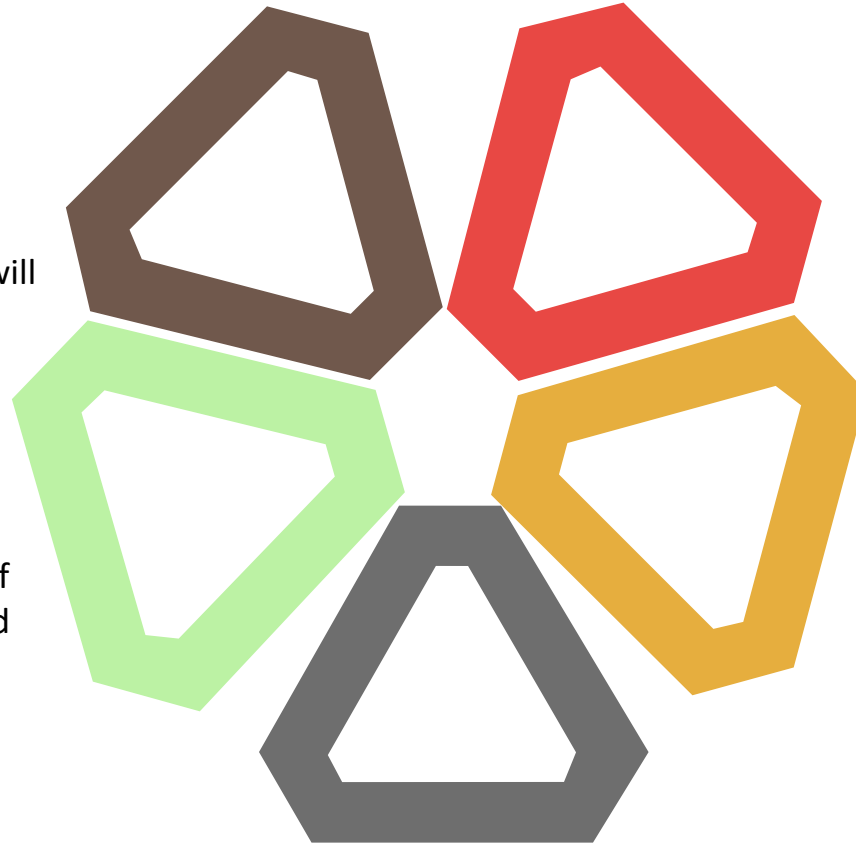
**Way Ahead**

## COVID Opportunities

- New avenue of opportunities have opened up owing to this pandemic
- Year 2020 will give birth to a new normal where face protective gears will assume more importance

## Vocal for Local

- Our respected PM's Vocal for Local initiative reiterates the importance of local manufacturing, local market and local supply chains
- Increase in importance of our locally manufactured indigenous products



## More integration – R&D and Innovation Centre

- Use of in-house and better technologically equipped facilities for innovation and excellency in business

## 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

## Increase penetration in key markets

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

Thank You



For further information, please contact:

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