



# 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/13280/2019

15<sup>th</sup> November, 2019

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

Scrip Code : 517035

Sub.: Investor Presentation - Quarter and Half year ended 30-09-2019

Dear Sir/Madam,

With reference to the Un-audited financial results declared by the Company for the second quarter and half year ended 30-09-2019 (Q2), 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

---

**Q2 - FINANCIAL YEAR 2019-20**

# OPERATIONS & PROFITABILITY

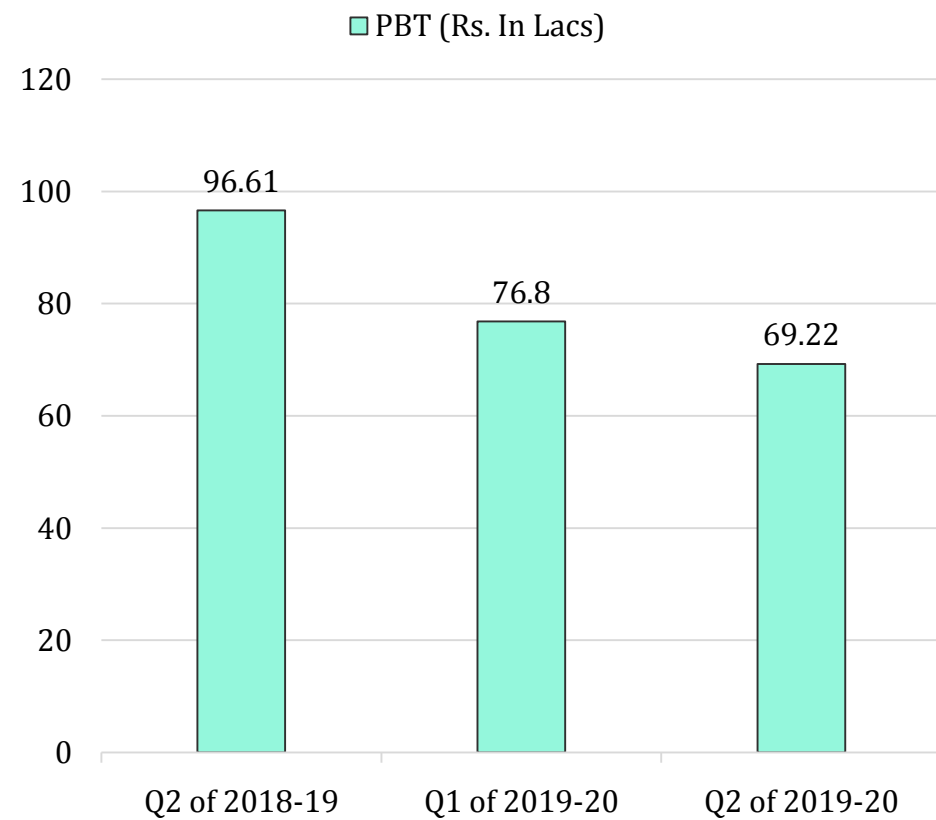
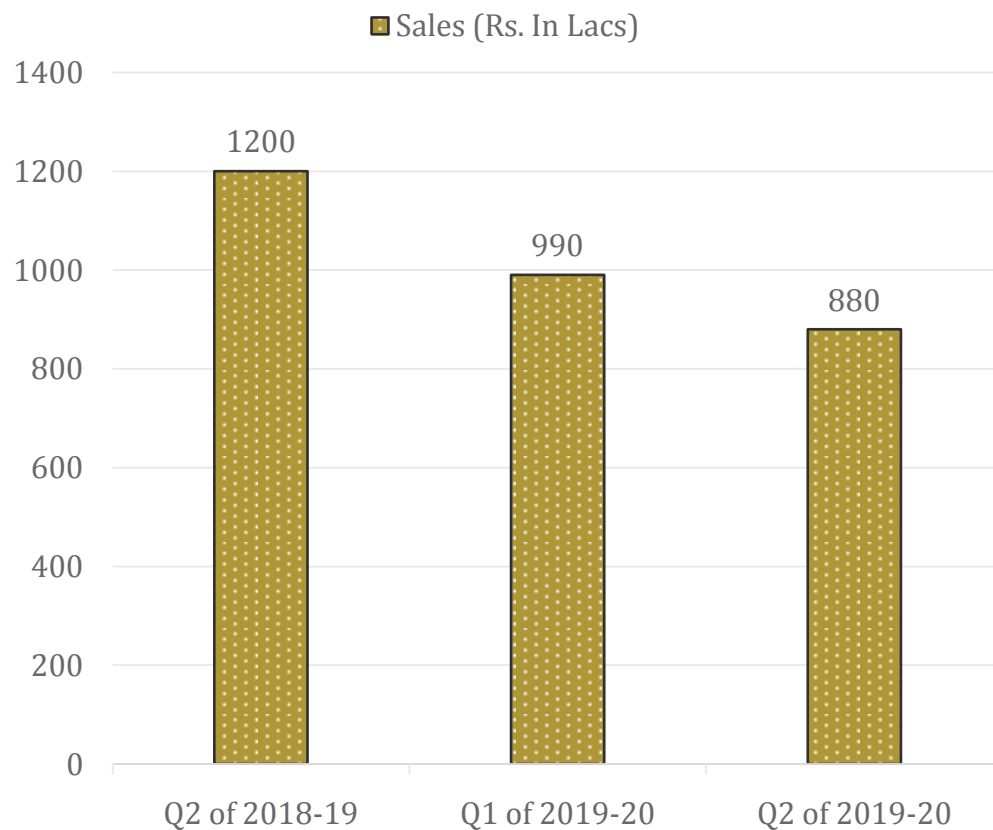
- ❖ Turnover is lower for Q2 at Rs. 880 lacs from Rs.1200 lacs for Q2 2018-19. Decline is attributed to slow off take of customer built equipments by buyers & also due to general slow down in economy.
- ❖ Post Tax Profit down to Rs 52.73 lacs from Rs.60.88 lacs for Q2 2018-19. Lower by 13% despite much higher drop in turnover.
- ❖ Despite the slow down the Company has been able to generate Cash Flow from Operations of Rs. 202.60 lacs for the quarter indicating its ability to manage current assets in a otherwise daunting environment.
- ❖ EBIDT percentage is marginally higher at 13.53% for Q2 2019-20 as compared to 11.92% for Q2 2018-19.
- ❖ Raw Material consumption ratio is marginally up at 66.98% from 65.42% for Q2 2018-19.
- ❖ Finance Cost have been contained at Rs. 21.76 lacs in Q2 2019-20 v/s Rs 21.50 lacs for Q2 2018-19.



# FINANCIAL POSITION

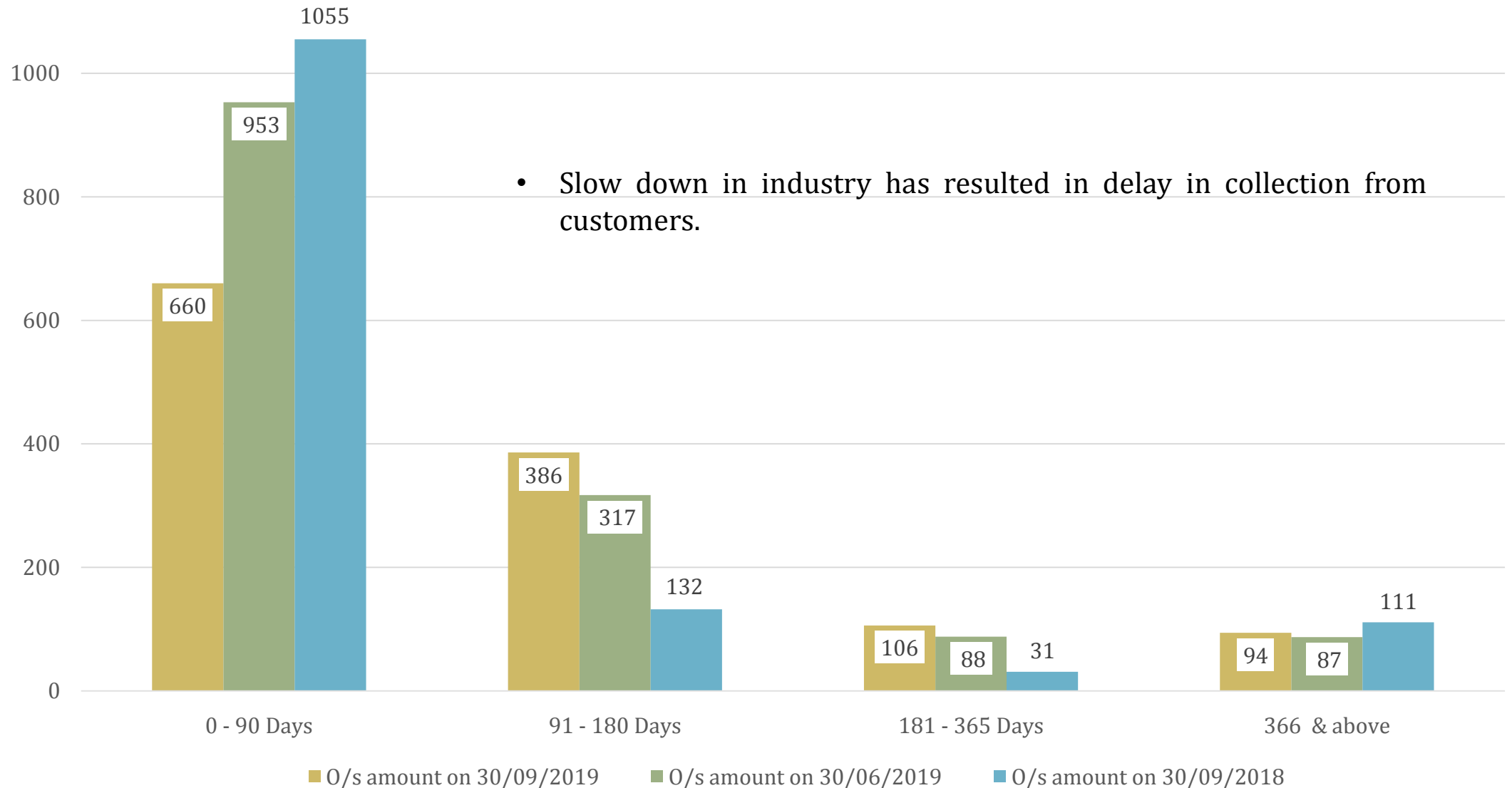
- ❖ Inventory is up to Rs.1590 lacs as on 30/09/2019 from Rs.1418 lacs on 30/06/2019. Increase of Rs.172 lacs is mainly due to Finished Goods in Equipment & L.P.D. Divisions pending to be lifted by buyers.
- ❖ Debtors reduced by Rs 201 lacs to Rs.1245 lacs as on 30/09/2019 vs Rs.1446 lacs as on 31/06/2019.
- ❖ Bank borrowing is marginally up at Rs 423 lacs from Rs.377 lacs on 30/06/2019. The increase is 46 lacs despite reduction of Unsecured Loans by Rs. 30 lacs, dividend payout of Rs. 84 lacs & increase in Fixed Assets by Rs. 56 lacs during the quarter.
- ❖ Creditors level increased to Rs.739 lacs as on 30/09/19 from Rs.684 lacs as on 30/06/2019 with longer credit period negotiated with vendors.

# SALES TURNOVER & PROFIT BEFORE TAX



# DEBTORS AGEING AS ON 30TH SEP 2019 VS. 30 JUN 2019 & 30TH SEP 2018

Rs. In Lacs

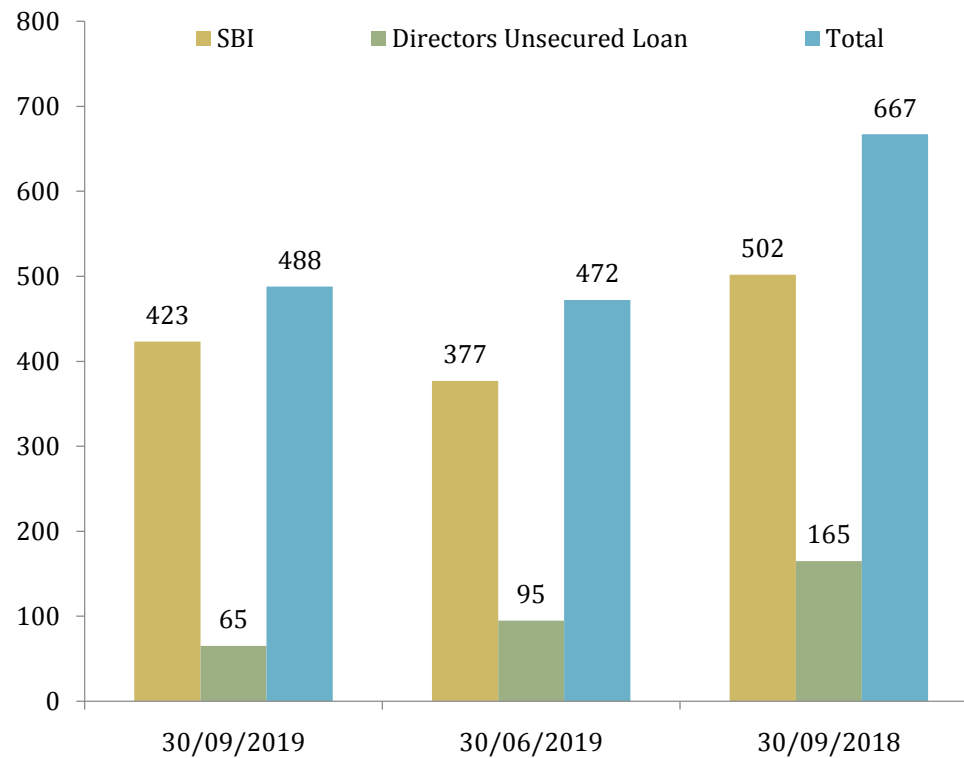


# BORROWING & FINANCE COST

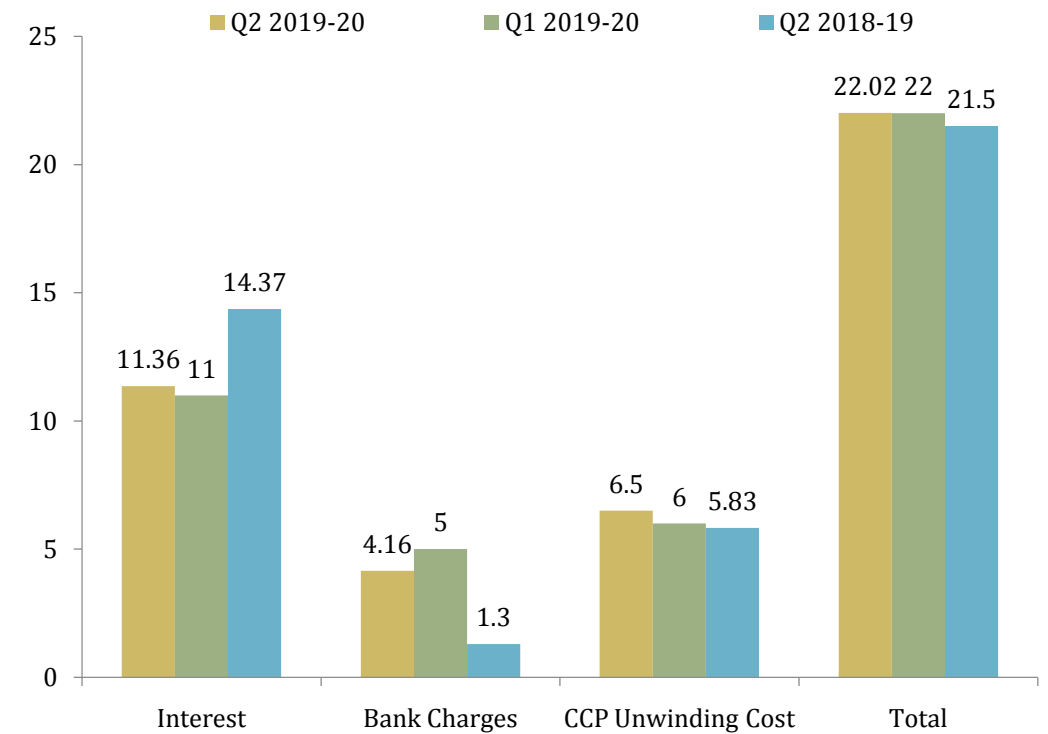
State Bank of India + Unsecured Loan  
borrowed

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

## Borrowings (Rs In Lacs)



## Finance Charges (Rs. In Lacs)



# CREDITORS ANALYSIS

30-09-18

- Creditors Rs. 545 lacs
- Equivalent to 110 days material consumption

30-06-19

- Creditors Rs. 684 lacs
- Equivalent to 99 days material consumption

30-09-19

- Creditors Rs. 739 lacs
- Equivalent to 88 days material consumption

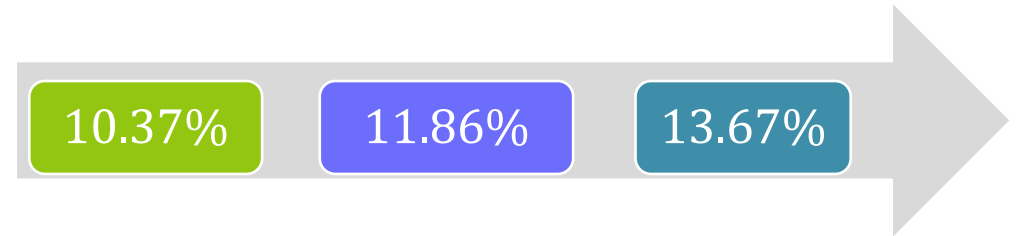


# SALARIES & WAGES COST TO SALES - A COMPARISON

## Manpower Cost



## Percentage of Manpower Cost to Sales



The Manpower cost has reduced by Rs. 4 lacs to Rs. 120 lacs in Q2 of FY2019-20 as compared to Rs. 124 lacs in Q2 of FY 2018-19.

The percentage of Manpower cost to Sales has increased due to decline in Sales.



# IMPORTANT DEVELOPMENTS Q2 FY 2019-20

1. Company is trying to reach under-penetrated markets & supply to smaller OEMs so as to de-risk the sales & outstanding. This will reduce dependence of large customers.
2. The Company has achieved exports of Rs. 2.17 crs. till Sep 2019 which it is trying to step up in Q3 & Q4 so as to reduce dependence on Indian market.
3. Credit control implemented by the Company has also had the effect of lowering sales, but improving Cash Flow in times of stress. The Debtors have been effectively brought down the debtors to Rs. 1245 lacs as on 30/9/2019.
4. The Company is exploring possibilities of tying up with foreign collaborators in order to get newer technology so as to be able to cater requirements of new applications in the future.



---

# 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 there of.

This report is for information purposes only and does not construe 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.