

April 18, 2024

To,
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street,
Fort, Mumbai – 400 001.
BSE Scrip Code: 522257
BSE Script ID: RAJOO

Sub: Submission of Result Update Presentation.

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (SEBI Listing Regulations)

Dear Sir/ Madam,

With reference to the captioned subject and pursuant to the provisions of regulation 30 of SEBI Listing Regulations, please find enclosed herewith the Result Update Presentation of the Company for the Quarter and Year ended March 31, 2024. The same shall be placed on the website of the Company at www.rajoo.com.

Kindly take the same on your record and acknowledge the receipt of the same.

Thanking you.

Yours faithfully,

For Rajoo Engineers Limited

Khushboo C. Doshi

Managing Director

(DIN: 00025581)

Encl: a/a



Rajoo Engineers Limited

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CIN : L27100GJ1986PLC009212 GSTN : 24AABCR3204M1ZL





Rajoo Engineers Limited

Result Update Presentation
Q4 & FY24



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Managing Director's Message



Managing Director's Message



Commenting on the Company's performance, Khushboo Chandrakant Doshi, Managing Director, Rajoo Engineers Ltd said:

We have closed the last quarter of FY24 on a strong note in terms of our operational efficiencies. During the fourth quarter, we registered a revenue of Rs. 52.68 crore. EBITDA and PAT grew 38.45% and 31.35% YoY to Rs. 8.96 crore and Rs. 7.08 crore, respectively.

While delays in product lifting & dispatches hampered the quarter's revenue, our intensive efforts bolstered by a larger sales team, to explore new territories helped increase revenue during the year. A revival in demand for sheet extrusion lines and thermoformers also helped boost growth. Improvements in capacity utilization & other operational efficiencies also helped improve margins.

This resurgence coincides with encouraging global capital expenditure trends within the industry. Over the past 18 months, the company has experienced a substantial uptick in both inquiries and orders, attributing to a surge in revenue during FY24. This positive momentum underscores the effectiveness of the company's strategic initiatives and highlights its ability to capitalize on emerging opportunities in the market.

On another note, during the quarter, Company bought back 26,176 equity shares at a price of Rs. 210/- each in pursuance of shareholder's special resolution dated January 17, 2024.

As we move forward, we strive to continue our growth momentum through robust product offerings and a strong market position. With a positive outlook for both domestic and export markets, we are confident in securing substantial orders from high-growth regions, aligning with our expectations.

Rajoo Engineers remains steadfast in sustaining its growth trajectory and reinforcing its market presence. We are assured that our unwavering dedication to quality, innovation, and customer satisfaction will persist as the cornerstone of our achievements.

I would like to thank each member of the Rajoo family, as well as our Clients, Creditors, Banks, Financial Institutions, and all other Stakeholders. Their faith in us and support extended makes it easier for us to strive and excel."



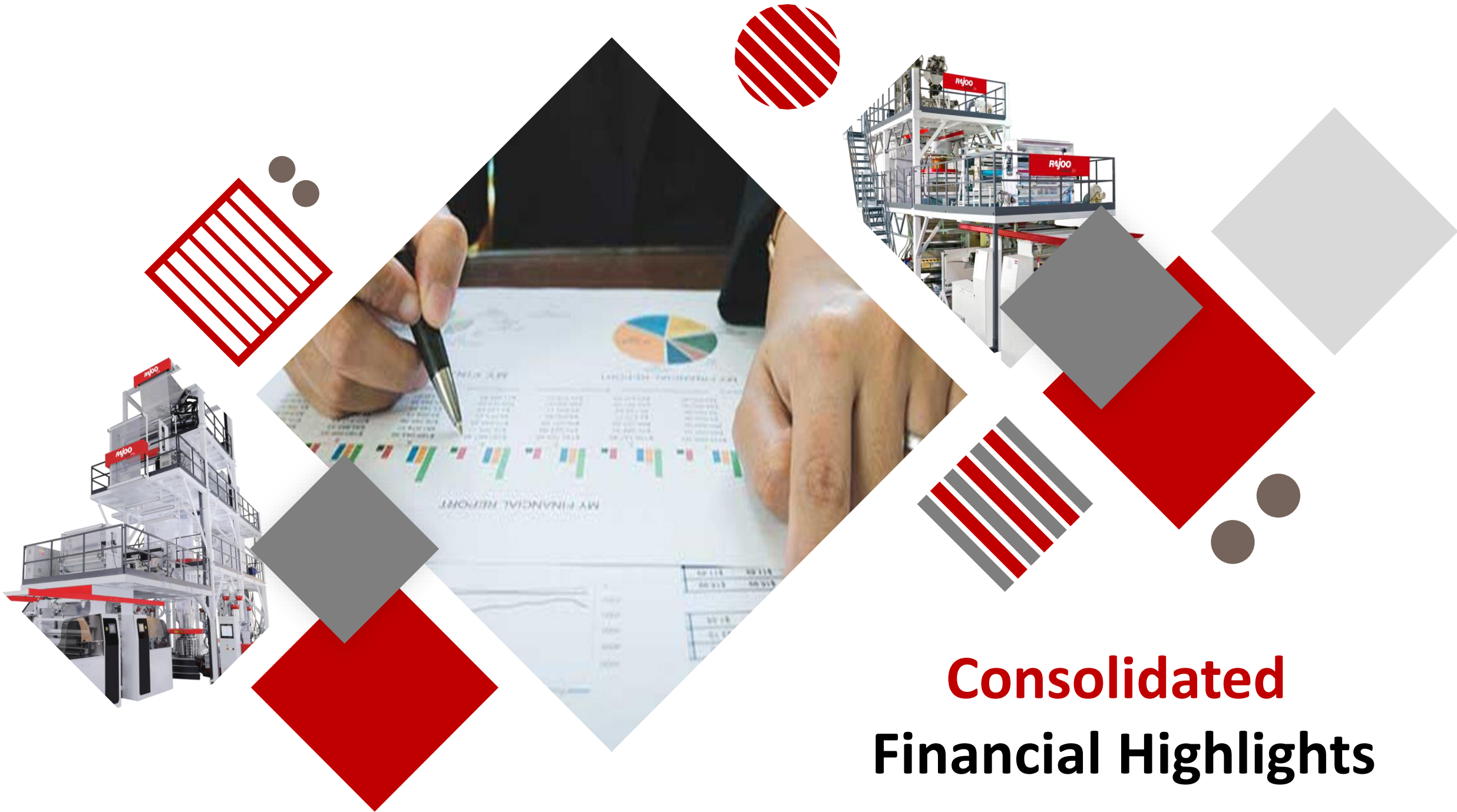
**Commenting on results,
Khushboo Chandrakant Doshi
, Managing Director,
Rajoo Engineers Limited said:**



Recent Developments



- **Developed India's first ever 9 layer blown film line for recyclable barrier film and displayed at Plastfocus 2024**
- **Executed high output sheet extrusion system at Cosmo Films and Berry Global Inc.**
- **Strategic Land Acquisition**
 - ✓ Company acquired 28,000 sq. ft of three industrial plots adjoining to the factory in Rajkot
 - ✓ This strategic prime location would streamline operations and also provide ample opportunities for future development and efficiency improvements
- **Proposal for Buyback of equity shares of the Company**
 - ✓ Company had approved a proposal of buyback up to 9,42,300 (Nine Lakh Forty Two Thousand Three Hundred Only) fully paid-up equity shares of the face value of Rs. 1/- each (representing 1.53% of the total number of equity shares in the paid-up equity capital of the Company as on March 31, 2023) at a price of Rs. 210/- (Rupees Two Hundred and Ten only) per equity share payable in cash for an aggregate consideration not exceeding Rs. 19,78,83,000/- (Rupees Nineteen Crore Seventy Eight Lakhs Eighty Three Thousand only), excluding expenses incurred or to be incurred by the Company
- **Rajoo Engineers' Managing Director, Ms. Khushboo Doshi, Honored with Entrepreneurs Award**
 - ✓ Received Entrepreneurs Award for her achievement as the Icon for New Generation Entrepreneurs
- **Completion of Extinguishment of 26,176 fully paid-up equity shares of Rs. 1/- each of Rajoo Engineers Limited, bought back at a price of Rs. 210 per Equity Share through the "tender offer" on a proportionate basis**



Consolidated Financial Highlights



Consolidated Financial Highlights – Quarterly

| Rs. Crore | Q4 FY24* | Q4 FY23* | Y-o-Y % | Q3 FY24* |
|----------------------------------------|---------------|--------------|-----------------|---------------|
| Income from Operations | 52.68 | 71.43 | | 59.95 |
| Other Operating Income | 0.00 | 0.00 | | 0.00 |
| Total Income | 52.68 | 71.43 | (26.26%) | 59.95 |
| Raw Materials | 25.02 | 48.93 | | 39.22 |
| Employee Cost | 5.72 | 5.70 | | 4.97 |
| Other Expenses | 12.98 | 10.33 | | 8.13 |
| Total Expenditure | 43.71 | 64.96 | | 52.32 |
| EBITDA (Excluding Other Income) | 8.96 | 6.47 | 38.45% | 7.63 |
| EBIDTA Margin (%) | 17.02% | 9.06% | 796 bps | 12.73% |
| Other Income | 0.68 | 0.58 | | 1.11 |
| Depreciation | 0.91 | 0.90 | | 0.90 |
| Interest | 0.26 | 0.14 | | 0.17 |
| Exceptional Item (Gain) / Loss | 0.84 | 0.76 | | 0.38 |
| Profit Before Tax | 9.30 | 6.77 | | 8.06 |
| Tax | 2.22 | 1.38 | | 1.97 |
| Profit After Tax | 7.08 | 5.39 | 31.35% | 6.09 |
| Profit After Tax Margin% | 13.45% | 7.55% | 590 bps | 10.16% |
| Other Comprehensive Income | (0.07) | 0.13 | | 0.00 |
| Net Profit | 7.02 | 5.52 | 27.10% | 6.09 |
| Net Profit Margin % | 13.32% | 7.73% | 559 bps | 10.16% |
| Basic EPS in Rs. | 1.15 | 0.88 | 30.68% | 0.99 |

- Revenue from operations for the quarter was Rs. 52.68 crore in Q4 FY24, as against Rs 71.43 crore in Q4 FY23, a YoY decrease of 26.26%. This was mainly due to delay in the balance payment and lifting of machines by customers, since lead time of the order execution ranges from 4-9 months and can exceed 9 months in some orders.
- EBITDA (excluding Other Income) was at Rs. 8.96 crore in Q4 FY24 as against Rs. 6.47 crore in Q4 FY23, increase of 38.45% YoY due to higher capacity utilization and improvement in operational efficiencies during the current quarter.



Consolidated Financial Highlights – Yearly

| Rs. Crore | FY24* | FY23* | Y-o-Y % |
|----------------------------------------|---------------|---------------|----------------|
| Income from Operations | 197.35 | 159.79 | |
| Other Operating Income | 0.00 | 0.00 | |
| Total Income | 197.35 | 159.79 | 23.51% |
| Raw Materials | 117.43 | 98.56 | |
| Employee Cost | 20.13 | 18.48 | |
| Other Expenses | 33.11 | 28.73 | |
| Total Expenditure | 170.67 | 145.77 | |
| EBITDA (Excluding Other Income) | 26.68 | 14.02 | 90.35% |
| EBIDTA Margin (%) | 13.52% | 8.77% | 475 bps |
| Other Income | 3.94 | 2.76 | |
| Depreciation | 3.53 | 3.47 | |
| Interest | 0.66 | 0.33 | |
| Exceptional Item (Gain) / Loss | 1.30 | 1.47 | |
| Profit Before Tax | 27.72 | 14.46 | 91.69% |
| Tax | 6.71 | 2.97 | |
| Profit After Tax | 21.01 | 11.49 | 82.86% |
| Profit After Tax Margin% | 10.65% | 7.19% | 346 bps |
| Other Comprehensive Income | (0.07) | 0.13 | |
| Net Profit | 20.94 | 11.62 | 80.27% |
| Net Profit Margin % | 10.61% | 7.27% | 334 bps |
| Basic EPS in Rs. | 3.41 | 1.87 | 82.35% |

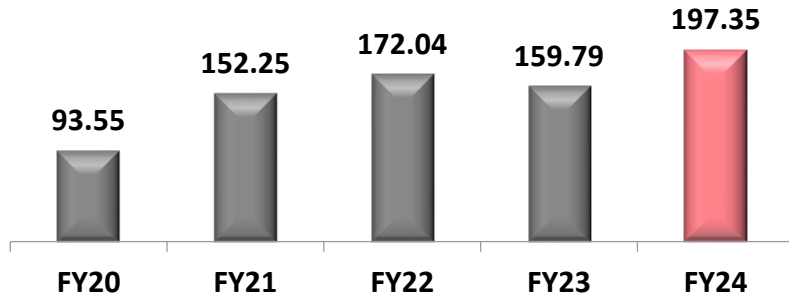
- Revenue from operations for the year ended was Rs. 197.35 crore in FY24, as against Rs. 159.79 crore in FY23, a YoY increase of 23.51%, on account of intensive efforts by a larger sales team and entry into new territories, coupled with revived demand for sheet extrusion lines and thermoformers
- EBITDA (excluding Other Income) was at Rs. 26.68 crore in FY24 as against Rs. 14.02 crore in FY23, increase of 90.35% YoY on account of increased in sales, higher capacity utilization and improved operational efficiencies



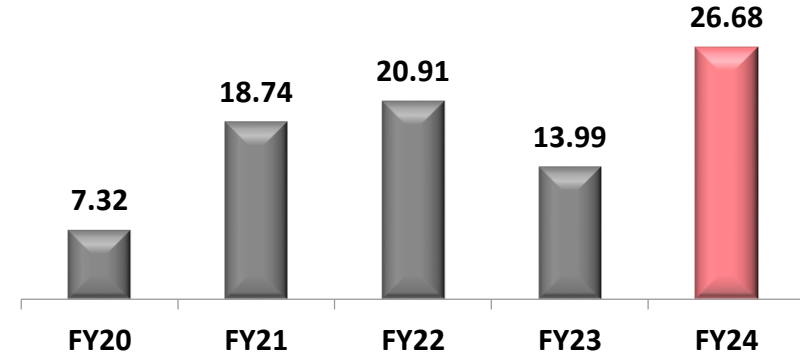
Consolidated Annual Financial Highlights



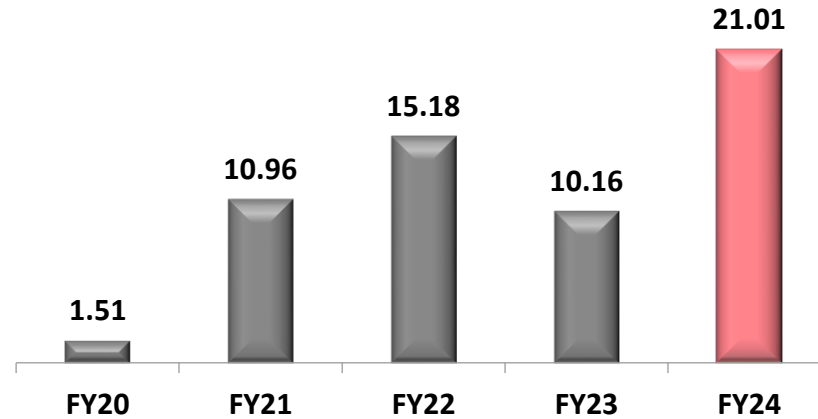
Revenue (Rs. Crore)



EBITDA* (Rs. Crore)



PAT after Minority Interest (Rs. Crore)



* EBITDA excluding other income



Consolidated Balance Sheet as on 31st March 2024



| Rs. Crore | As on 31st March 2024 | As on 31st March 2023 |
|-----------------------------------------|-----------------------|-----------------------|
| Shareholder's Funds | 126.67 | 108.90 |
| Share capital | 6.15 | 6.15 |
| Reserves & Surplus | 120.51 | 102.75 |
| Non-current liabilities | 4.32 | 4.34 |
| Financial Liabilities | | |
| Long term borrowings | 0.00 | 0.00 |
| Other Financial liabilities | 0.57 | 0.54 |
| Defer Tax liabilities | 3.75 | 3.80 |
| Other Long-Term liabilities | 0.00 | 0.00 |
| Long-Term Provisions | 0.00 | 0.00 |
| Current liabilities | 96.36 | 67.07 |
| Financial Liabilities | | |
| Short Term Borrowings | 1.31 | 1.52 |
| Trade Payables | 29.54 | 19.90 |
| Other Financial liabilities | 1.69 | 1.47 |
| Other Current liabilities | 63.09 | 40.45 |
| Short-term provisions | 0.73 | 3.37 |
| Income Tax Liability (Net) | 0.00 | 0.36 |
| Total Equities & Liabilities | 227.35 | 180.31 |

| Rs. Crore | As on 31st March 2024 | As on 31st March 2023 |
|---------------------------------|-----------------------|-----------------------|
| Non-current assets | 59.60 | 48.01 |
| Property, Plant & Equipment | 41.65 | 35.55 |
| Intangible Assets | 0.84 | 1.01 |
| Capital WIP | 5.00 | 2.56 |
| Financial Assets | | |
| Non-current Investments | 11.70 | 0.14 |
| Deferred tax assets | 0.00 | 0.00 |
| Long-term loans & advances | 0.00 | 0.00 |
| Inv. for using equity method | 0.00 | 8.43 |
| Other non-current assets | 0.00 | 0.00 |
| Other non-current Finan. Assets | 0.40 | 0.31 |
| Current assets | 167.76 | 132.31 |
| Inventories | 102.98 | 56.56 |
| Financial Assets | | |
| Current Investments | 0.00 | 8.48 |
| Trade receivables | 15.83 | 16.51 |
| Cash & Cash equivalents | 2.17 | 15.78 |
| Bank Balance other than Cash | 30.33 | 28.50 |
| Short-term loans & Advances | 0.11 | 0.14 |
| Other Current Financial Assets | 9.04 | 1.37 |
| Other Current Assets | 7.29 | 4.95 |
| Total Assets | 227.35 | 180.31 |

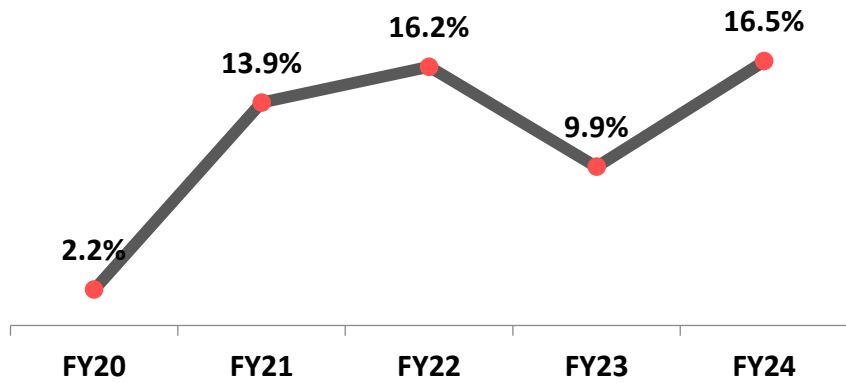
*Financials in line with IND AS guidelines



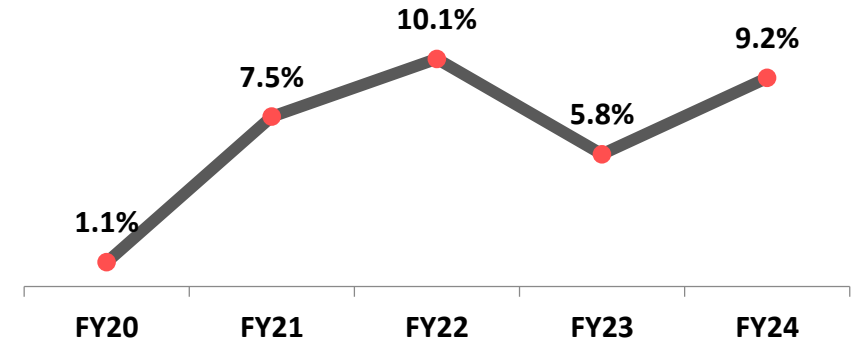
Key Ratios



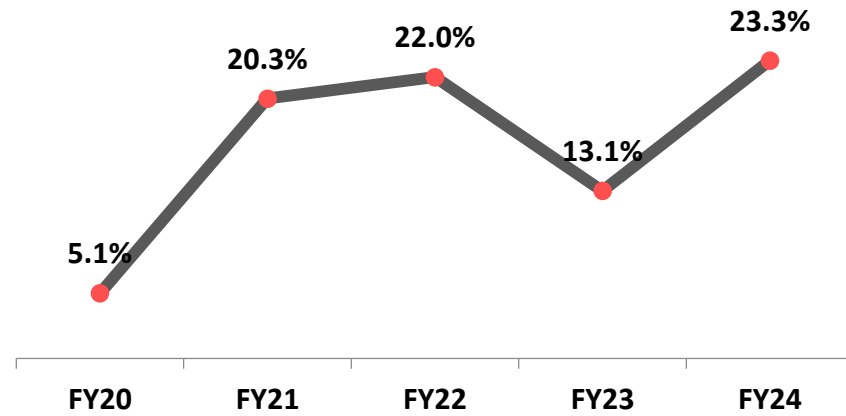
RoE(%)



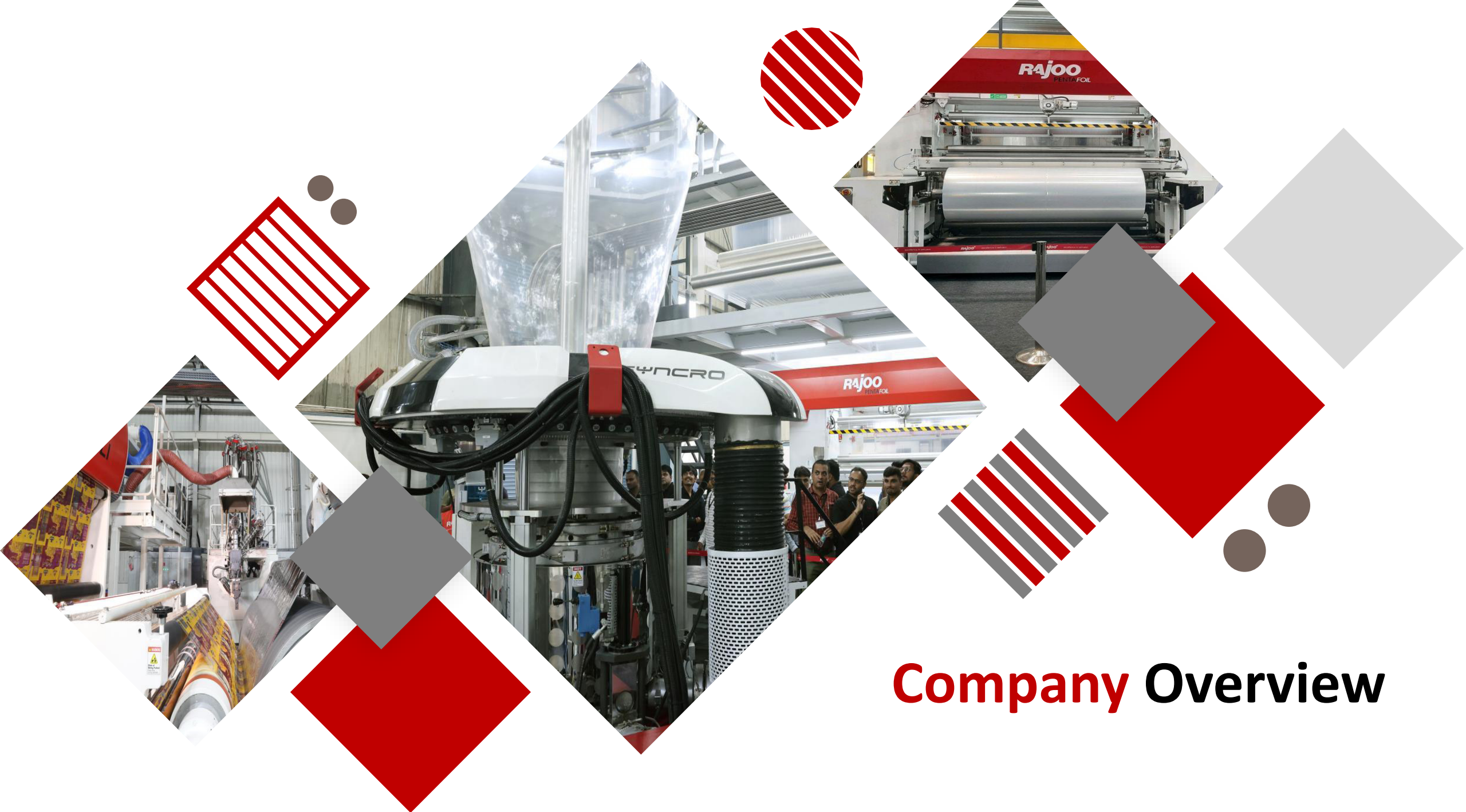
RoA(%)



RoCE(%)



RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets / RoCE = EBIT/(Shareholders Fund + Total Debt-non current investments)



Company Overview



About Us



Among leading extrusion machinery manufacturers

- 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

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
- In-house R&D Center – Received DSIR approval

Strong Geographical Footprint

- Installations across in more than 70 countries
- Latin America, Europe, North & South America, Middle East, Asia Pacific and Africa

Experienced Management Team

- Strong Management team with over 36 years of experience
- Backed by skilled & experienced operational and marketing team

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





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

1986-1995

1996-2005

2006-2012

2013-2015

2016-2024

- **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

- **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-Pl ex Inc.) for XPS sheet line & Hosokawa Alpine, Germany for blown film line
- Received award for Vacuum forming machine with mould : 7 086 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

- 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
- Plasticoon 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

- 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
- 1st 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
- Constantia India lauds 5-layer POD Blown Film line for its Technology
- Rajoo Kohli's Most Attended Open House was A One-of-a-kind Event, And It Was All Steamed Live Online
- Launched PentaFoil® - POD – The new generations 5 layer blown film line
- Mrs. Khushboo Chandrakant Doshi awarded - Women Entrepreneur of the Year Award at India SME
- Launched Lamina® E – India's first mono & multi-layer EVA/POE Sheet line
- Received high value order of Rs. 31 Crs from Europe
- Receive high value order of 137 Crore & achieved export order of Rs. 106 Cr
- Acquired three industrial plots adjoining to the factory in Rajkot
- Ms. Khushboo Doshi, Honored with Entrepreneurs Award



Experienced Management Team



R. N. Doshi - Chairman

- Co-founder of Rajoo Engineers Limited
- More than 35 years of experience in plastic processing, machinery manufacturing, engineering and product innovation and development
- Responsible for R & D, business development and growth strategies

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.

Prakash Daga - Chief Financial Officer



- Over 25 years of Corporate Leadership Experience
- Holds bachelor's degree in Commerce and Law from Gujarat University
- Diversified experience of working with large and medium corporates in the areas of Finance & Accounts, Commercial Operations and Strategic Management

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



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 Business from IIM Bangalore and Expertise in marketing, corporate branding, P R and Communication strategy



Sunil Jain – Executive Director

- More than 40 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 35 years of experience in flexible packaging & plastic extrusion machinery industry



Jinesh 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 NPD (New Product Development) advisory committee



Subhaschandra Shenoy– Executive Vice President -Operations

- PG Diploma in Operations Management, B.E (Mechanical)
- 30 years of increasingly responsible experience of proven success in Heavy machinery, Automotive Industries and FMCG in Operation, Engineering/Product, QA, Maintenance, Sales, HR & Admin, Legal, Finance, Strategy Planning, Implementation of Lean Manufacturing Systems, TS-16949, Kaizens, JIT, Toyota Production system, Cost reduction mechanism, OHSAS-18001, ISO-14001, TPM, CIP's



Key Strengths

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

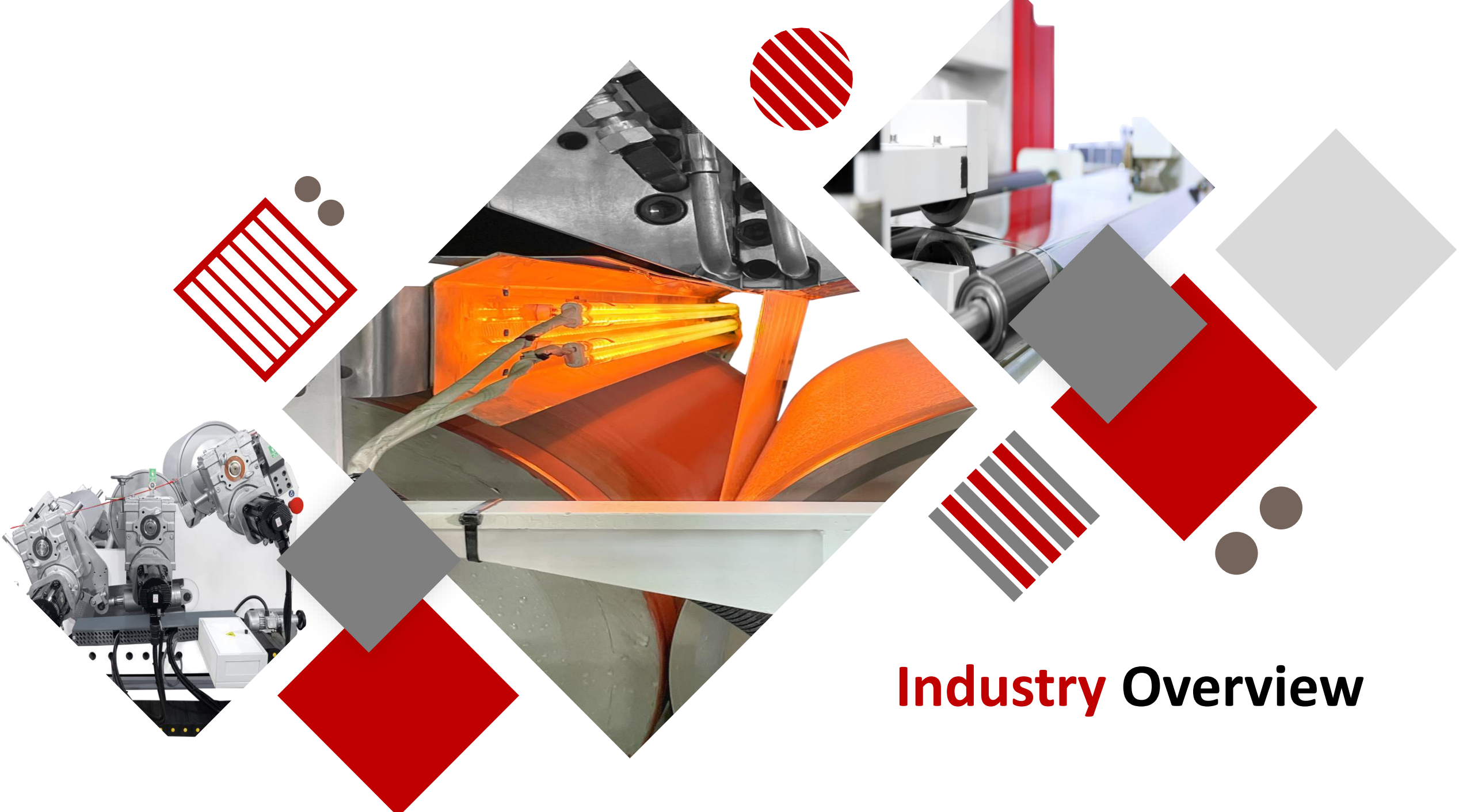
- Shree Yantralaya - Well Equipped dust free & fully AC tool room
- Shree Alekhalaya – 40+ Qualified Design Engineers
- In-house Modern Paint Shop, Shree Bhandaralaya – store room & Huge and Well-Equipped Assembly Shop
- Shree Vidhutralaya – In-house panel division

Strong Geographical Footprint

- Installations in over 70 countries
- Latin America, Europe, North & South America, Gulf, East Africa, North east & 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



Industry Overview



Plastics Processing Industry Overview (2021-24) - India



- Plastics Processing Industry is robust and has potential to become significant part of India's manufacturing economy as in industrialized countries like Germany, Italy, France, USA, Canada, Japan, China, Taiwan, South Korea
- More than 2 lakh core machines are presently in operation producing various products adopting processes like Injection Moulding, Extrusion and Blow Moulding etc
- The machinery market is growing @ 8.5% over the last 4 years
- Processing Machinery Exported to over 50 countries
- Machinery Building activity remains quite labor intensive, while being highly technical
- Industry employs different skill levels from the various strata of the society
- There are 20+ major manufacturers of machinery and nearly 300+ small & medium manufacturers





Core Processing Machinery Trends



Core Processing Machinery Additions Last 4 Years

| Description | No. of Machines | | | | | 4 Years CAGR |
|--------------------|-----------------|---------------|---------------|---------------|---------------|--------------|
| | 2017-18 | 2018-19 | 2019-20 | 2020-21 | 2021-22 | |
| Injection Moulding | 7,560 | 9,650 | 8,350 | 8,600 | 10,050 | 7.4% |
| Extrusion | 2,400 | 2,950 | 3,100 | 3,200 | 3,700 | 11.4% |
| Blow Moulding | 650 | 775 | 700 | 900 | 950 | 10.0% |
| Total | 10,610 | 13,375 | 12,150 | 12,700 | 14,700 | 8.5% |

| Description | Investment in INR Crores | | | | | 4 Years CAGR |
|--------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | 2017-18 | 2018-19 | 2019-20 | 2020-21 | 2021-22 | |
| Injection Moulding | 2,450 | 3,450 | 2,950 | 2,500 | 3,625 | 10.3% |
| Extrusion | 2,300 | 2,850 | 3,625 | 3,745 | 5,690 | 25.4% |
| Blow Moulding | 425 | 500 | 490 | 630 | 640 | 10.7% |
| Total | 5,175 | 6,800 | 7,065 | 6,875 | 9,955 | 17.8% |

Plastics Machinery Projections

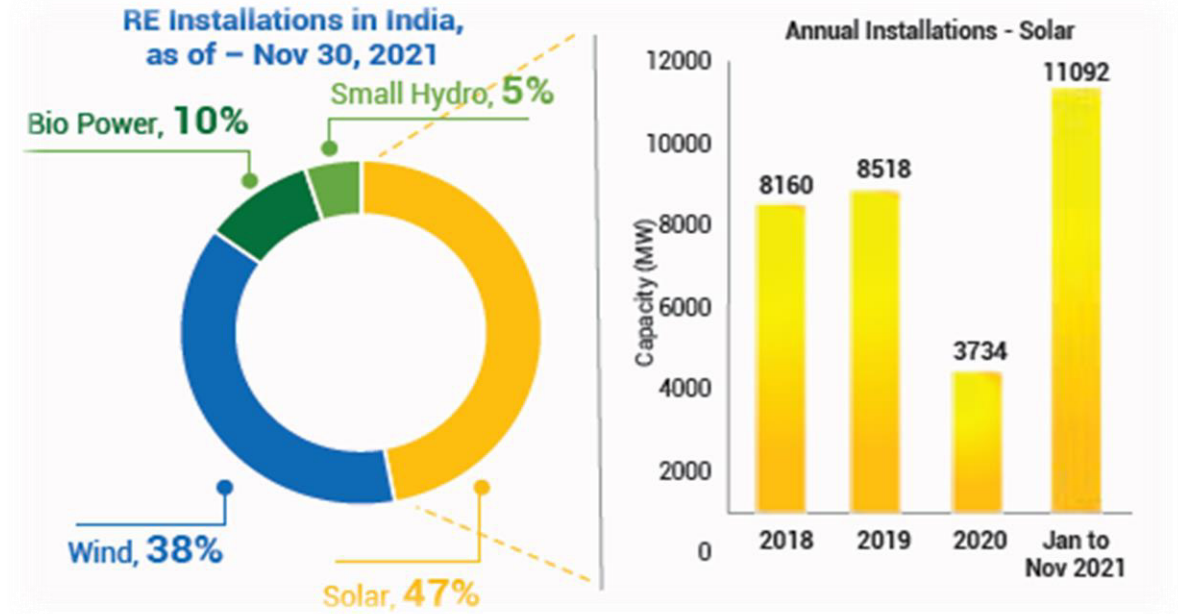
| Description | No. of Machines | | | | 4 Years CAGR |
|--------------------|-----------------|---------------|---------------|---------------|--------------|
| | 2022-23(E) | 2023-24(E) | 2024-25(E) | 2025-26(E) | |
| Injection Moulding | 10,800 | 11,750 | 12,650 | 13,700 | 8.1% |
| Extrusion | 3,950 | 4,200 | 4,450 | 4,700 | 6.2% |
| Blow Moulding | 1,000 | 1,080 | 1,150 | 1,200 | 6.0% |
| Total | 15,750 | 17,030 | 18,250 | 19,600 | 7.5% |

| Description | Investment (in INR Crores) | | | | 4 Years CAGR |
|--------------------|----------------------------|---------------|---------------|---------------|--------------|
| | 2022-23(E) | 2023-24(E) | 2024-25(E) | 2025-26(E) | |
| Injection Moulding | 4,000 | 4,400 | 4,850 | 5,350 | 10.20% |
| Extrusion | 6,150 | 6,650 | 7,200 | 7,800 | 8.2% |
| Blow Moulding | 690 | 750 | 800 | 870 | 8.0% |
| Total | 10,840 | 11,800 | 12,850 | 14,020 | 8.9% |



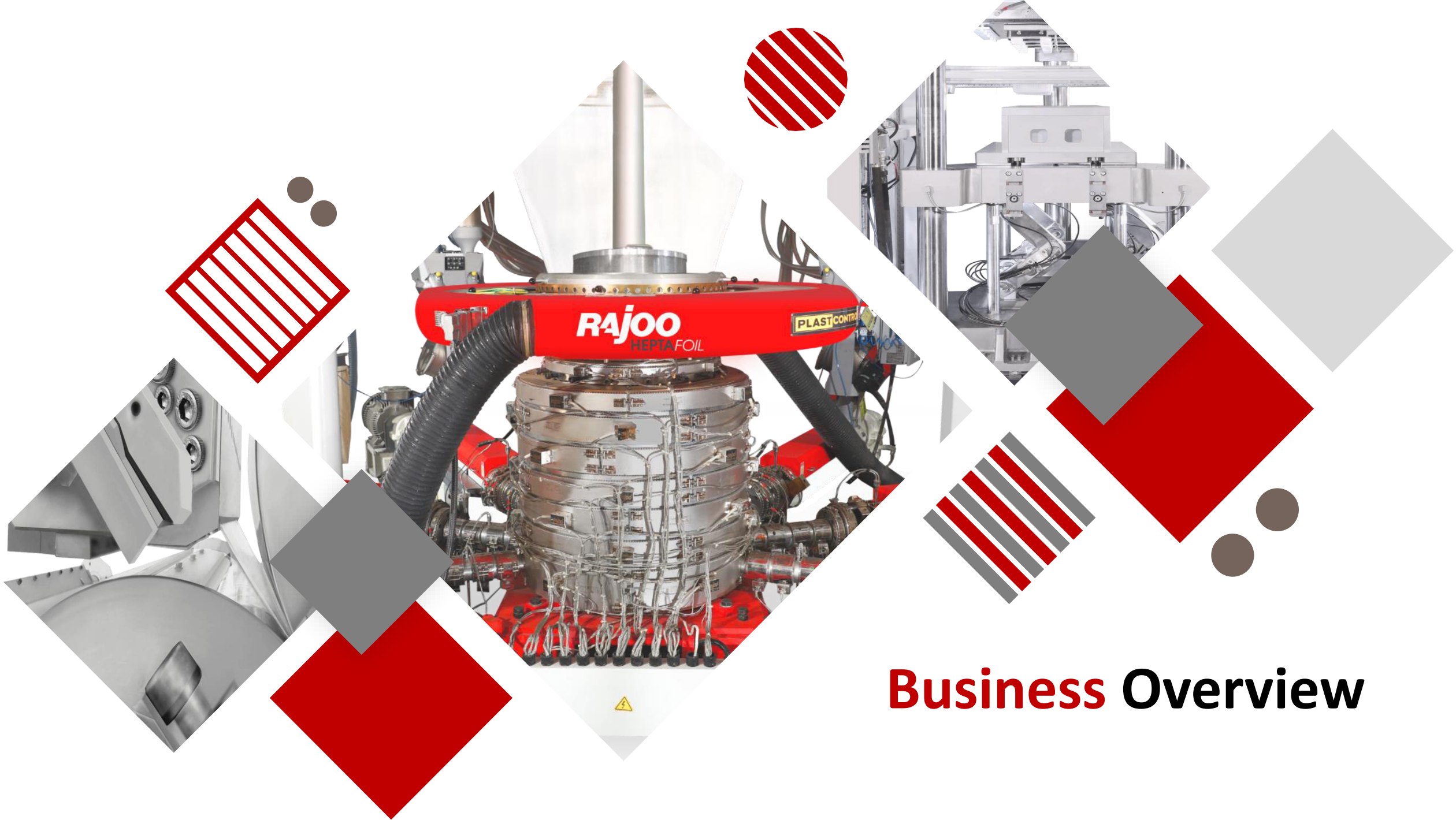
Renewable Energy High Growth Opportunity

- India's Total renewable capacity reached to 104GW & solar contributes to 47% share
- India takes 4th position in World's Total Renewable Energy (RE) Capacity in Aug'2021
- Ranked fourth in wind power, fifth in solar power
- 50GW is under installation in 2022 & 27 GW in tendering



As of January 2022, India's installed renewable energy capacity stood at 152.36 GW, representing 38.56% of the overall installed power capacity

India has ambitious plans to reach RE 450GW target by 2030 - about 280 GW (over 60%) is expected from solar



Business Overview



Strong & Diverse Product Portfolio...



Product Applications



HEPTAFOIL® - Seven layer Blown Film Lines



Oil packaging,



Meat packaging films



UHT Milk Packaging



PENTAFOIL® – Five layer Blown Film Lines



Compression packaging,



Carrier Bags



Shrink Film



LAMEX® – Extrusion Coating & Lamination Line



Biscuits packaging,



Wafers Packaging



Juice Cartons

...Catering to wide array of Industry Sectors



Strong & Diverse Product Portfolio Contd...(2)



Product Applications



MULTIFOIL® - Multilayer Blown Film Lines



Biscuit packaging,



Soap packaging



Beverage Packaging



MULTIFOIL® Lite- Two Extruder 3 Layer Aba Blown Film Line



Shopping & Courier Bags



Product Packaging



Beverage Packaging



Multifoil -X® - Cross Lamination Film Line



Shopping & Courier Bags



Product Packaging



Product Packaging

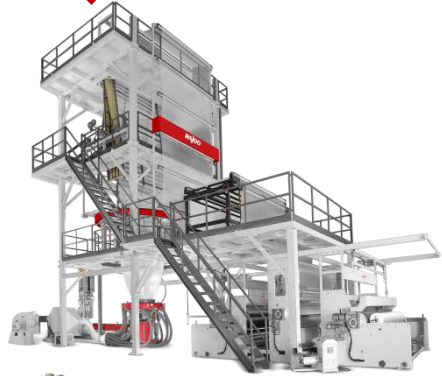
...Catering to wide array of Industry Sectors



Strong & Diverse Product Portfolio Contd...(3)



Product Applications



FOILEX® - Monolayer Blown Film Lines



Carrier Bags



Stretch Wrapping Film



Chocolate Packaging



AQUAFLEX® - Downward Extrusion Blown Film Lines



Bakery Product Packaging



Flowers Packaging



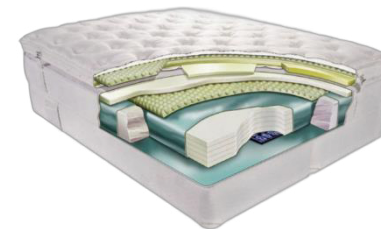
Rice, Flowers, Dry Fruits



FOMEX™ - Physically Foamed Sheet Extrusion Line



Disposable Food Containers



Product Packaging

...Catering to wide array of Industry Sectors



Strong & Diverse Product Portfolio Contd...(4)



Product Applications



DISPOCON® -Hydraulic And Servo Thermoformers



Glasses & Cups



Stretch Wrapping Film



Fruit & Vegetable Containers



DISPOCON® -MS Multistation Thermoforming Machine



Food Packaging



Disposable Egg Trays



Fruit & Vegetable Containers



DISPOCON-F® - Thermoforming & PS Foam Vacuum Forming Machines



Dipocan - F



...Catering to wide array of Industry Sectors



Strong & Diverse Product Portfolio Contd...(5)



DISPOTILT[®] – Tilting Mould
Thermoforming Machine



Flowres Packaging

Product Applications



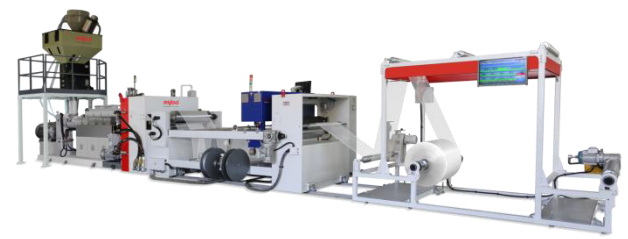
Glasses & Cups



...Catering to wide array of Industry Sectors



Strong & Diverse Product Portfolio Contd...(6)



LAMINA[®] - Mono & multilayer sheet lines for PP/EVA/PS



Stationary

Product Applications



File Folder



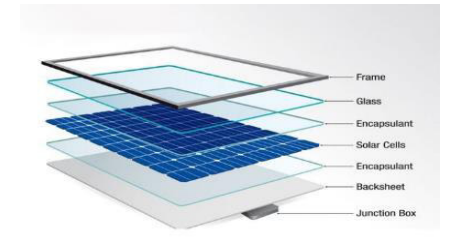
Box Packaging



LAMINA[®] e Sheet Extrusion Technology For Solar Modules



Solar



EVA Sheet



Solar Cells



LAMINA[®] rPET - PET sheet lines



Laminated Sheet



Box Packaging

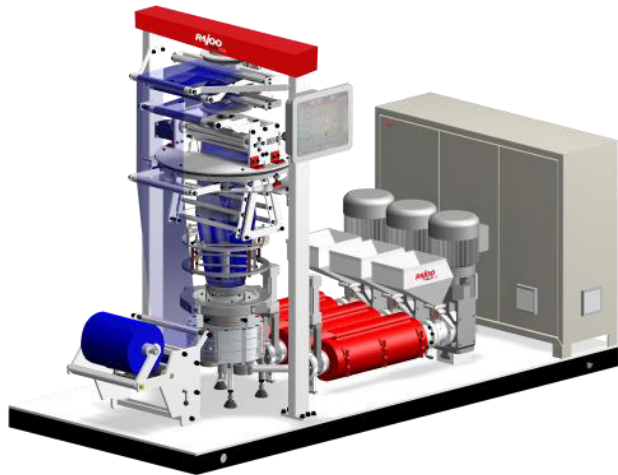


Cut-Fruit Container

...Catering to wide array of Industry Sectors



Strong & Diverse Product Portfolio Contd...(7)



LABEX[®] - Lab Equipment



Product Applications



Lab Equipment



...Catering to wide array of Industry Sectors



...with World Class Integrated Facilities



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

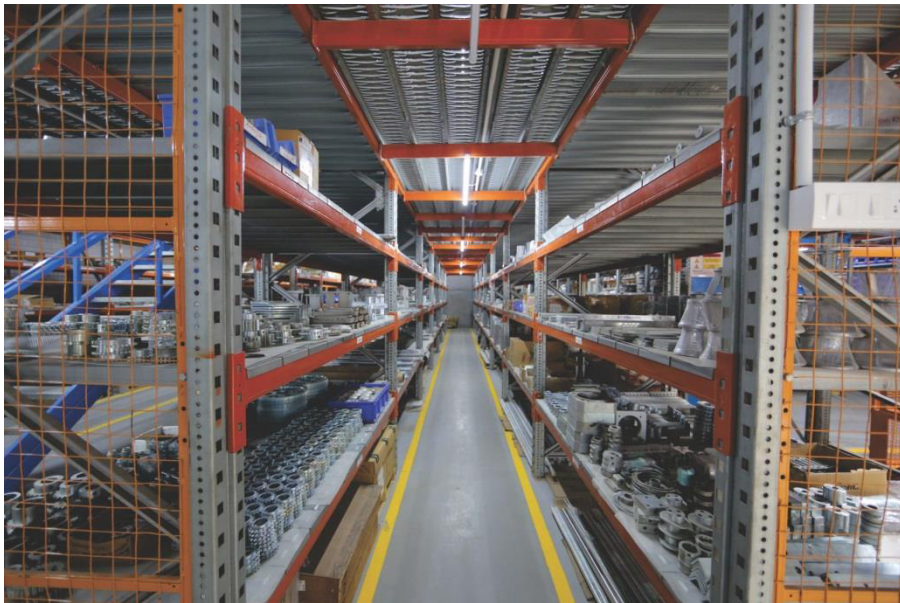
- In-house modern paint shop facility – first of its kind in Asian industry
- Ensures long life of paint and improves machine aesthetics

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

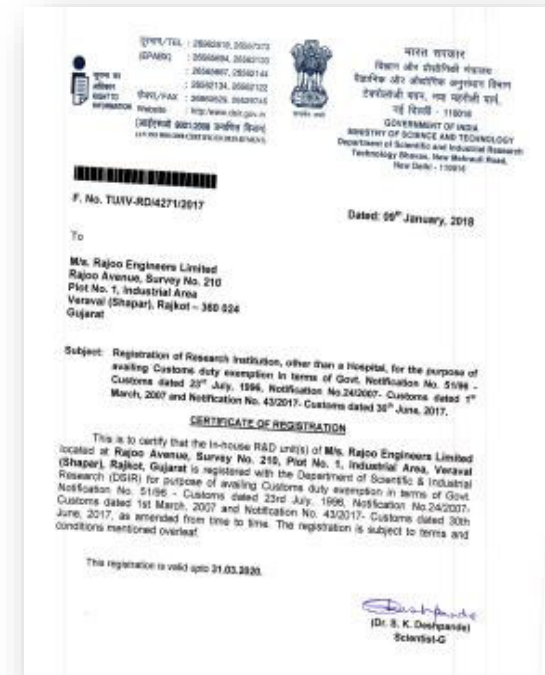




...Backed by Strong R&D – ‘Innovation Room’

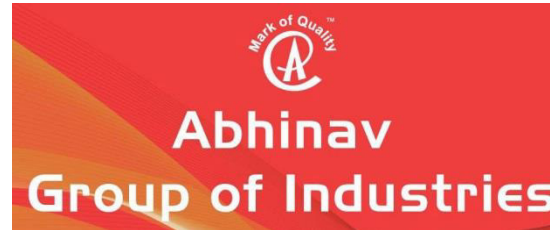
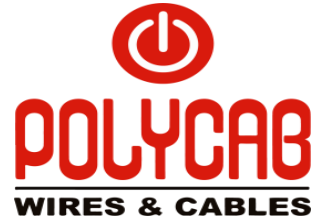


- **Set up R&D Center – ‘Rajoo Innovation Centre’**
- R&D Centre for customers – enabling customers to test run products, offering total and customized products
- Received approval from DSIR (Government of India)





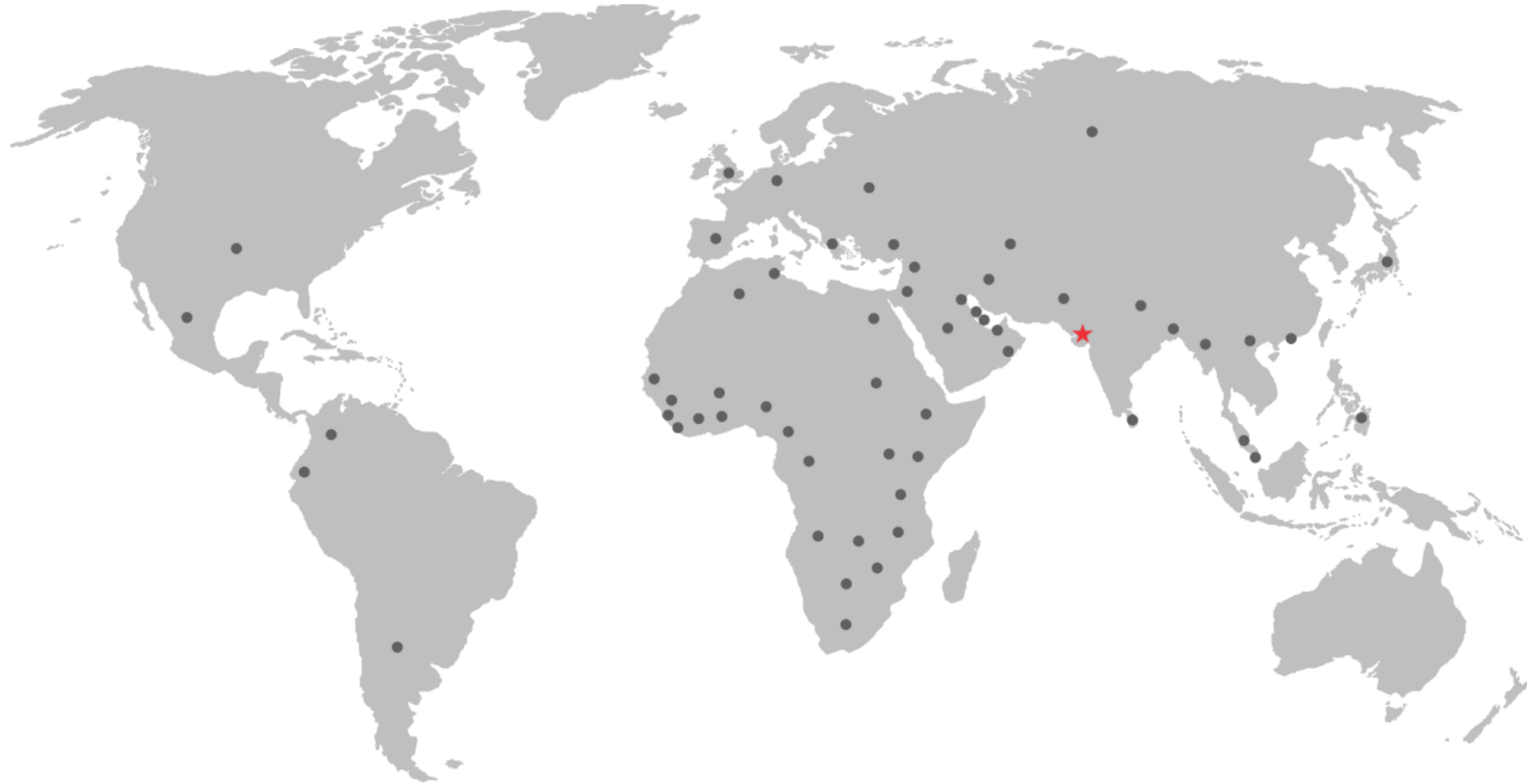
....Leading to suite of Marquee Customers





...Creating Strong Global Presence...

RAJOO[®]
excellence in extrusion



38+

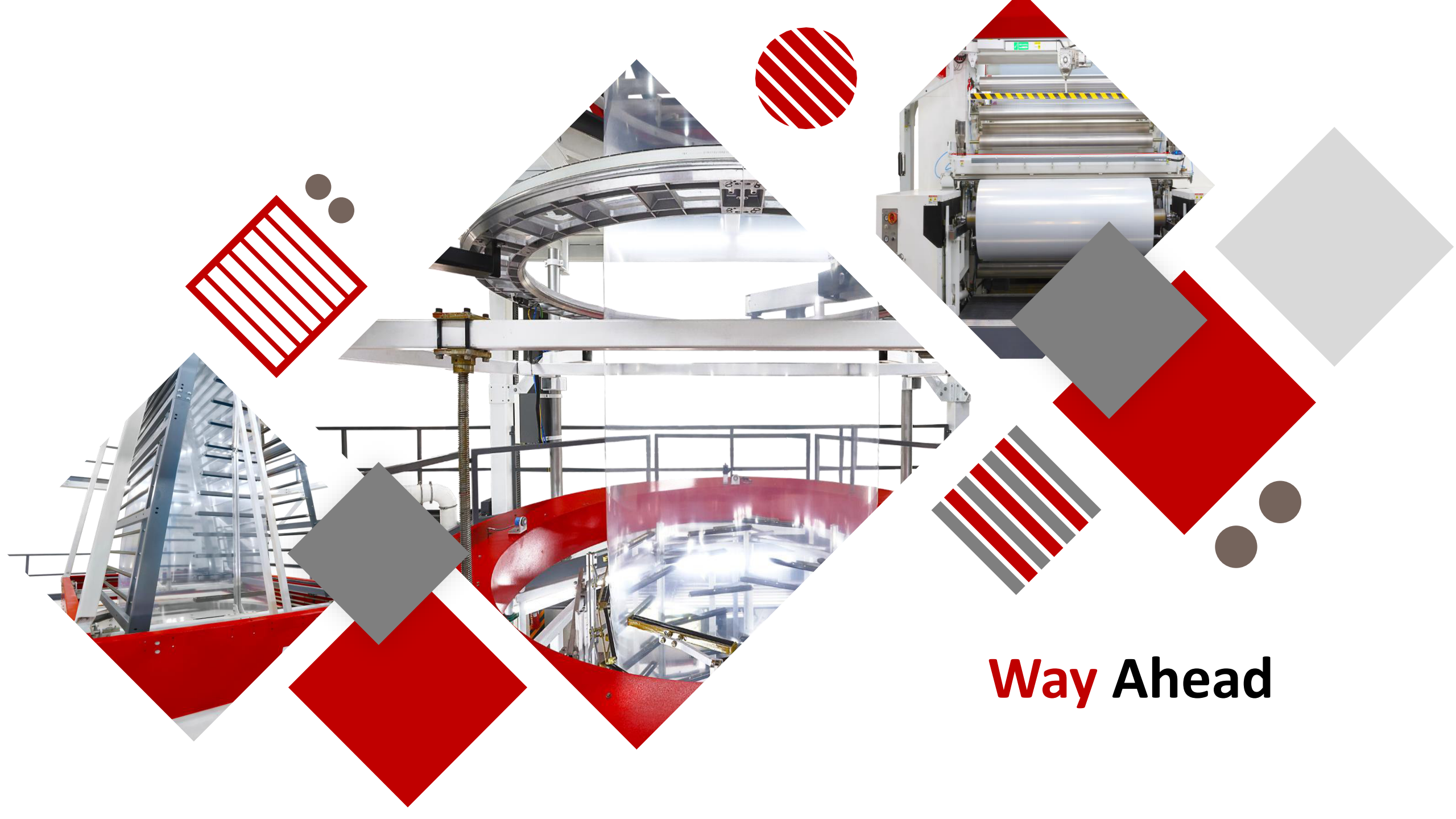
Years of Excellence in Extrusion

70+

Countries we have exported to

5K+

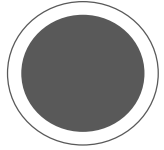
Installations



Way Ahead



Way Ahead



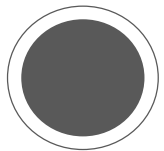
Operational Excellence

- Consistently executing business strategy and continued focus on improving operating costs by sourcing quality raw materials and efficient manpower



Focus on margin improvement

- Increase sales of high margin products – existing and new
- Seek Technical alliances to develop new and technically advanced products



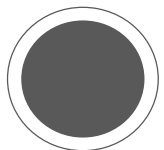
Focus on more integration – R&D and Innovation Centre

- Use of in-house and better technologically equipped facilities for innovation and excellency in business
- Constantly develop new products through in-house R&D



Growth and expansion of existing product verticals

- Add new products like extrusion coating, multistation Thermoformer
- Create and add more products that are automated and need lesser human handling
- Expand existing product portfolio to newer geographies



Increase penetration in key markets

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



Thank

You

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