

Rajoo Engineers Limited

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RAJOO[®]
excellence in extrusion

23rd May, 2019

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 Sirs,

Please find attached herewith Investor Presentation of the Company for your record and further dissemination.

This is for the information of the exchange and the members.

Kindly take the same on your records and oblige.

Thanking you,

Yours faithfully,

For, RAJOO ENGINEERS LIMITED,

Jadejavijay
(CS. Vijay Jadeja)
Compliance Officer





Rajoo Engineers Limited

Investor Presentation

Q4 & FY19

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Way Ahead



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

- 30 Years of 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 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 30 years of experience
- Backed by skilled & experienced
- 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, MEAF Machines B.V.- Netherlands, Commodore Technology LLC- USA, 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. 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

1986-1995



1996-2005



2006-2012



2013-2015



2016-2019



- **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 EEP
- 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

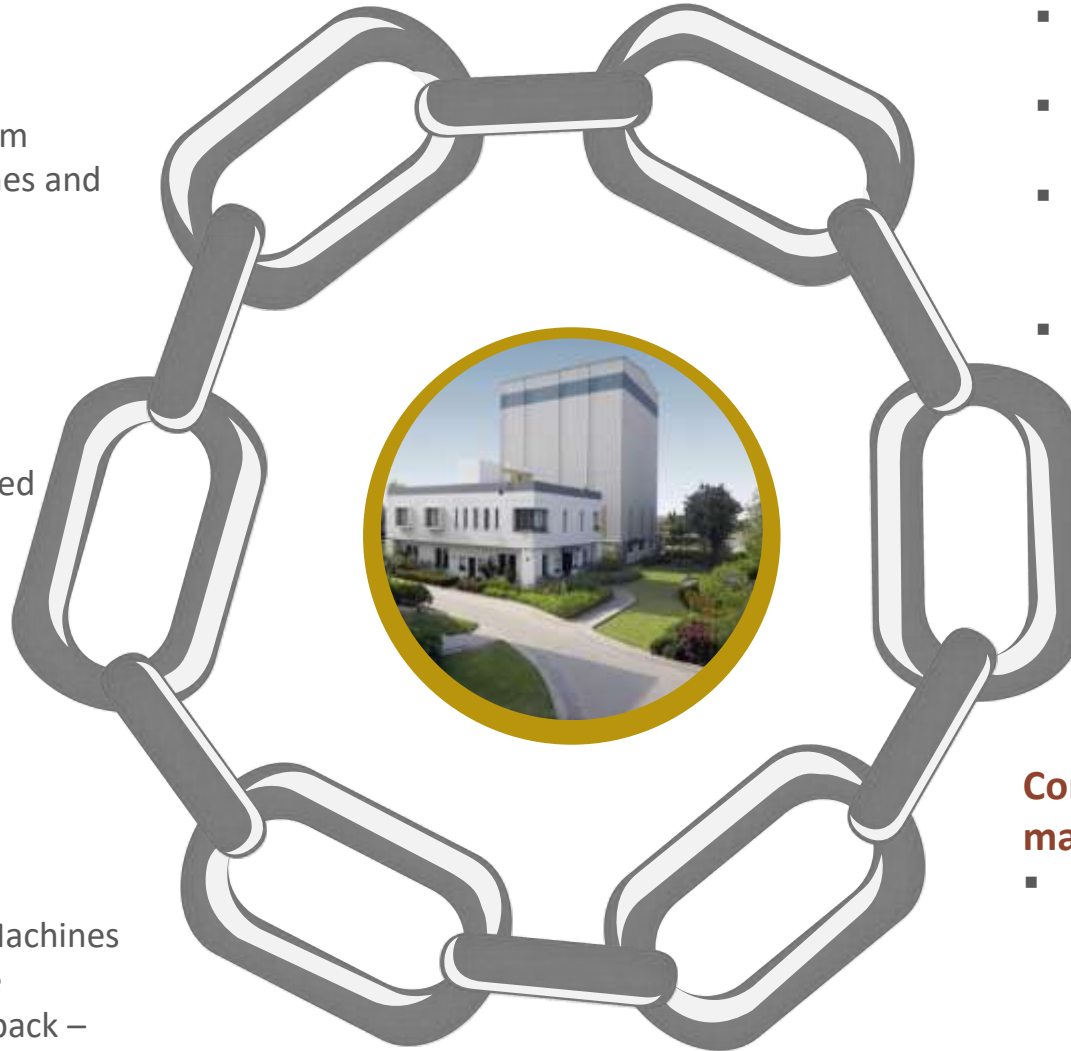
- Dynamic Experience leadership
- Significant experience in Blown Film Extrusion lines, sheet Extrusion lines and Thermoforming lines
- Dedicated, skilled employee base

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, Wonderpack – Nashik(India)



World Class Integrated Facilities

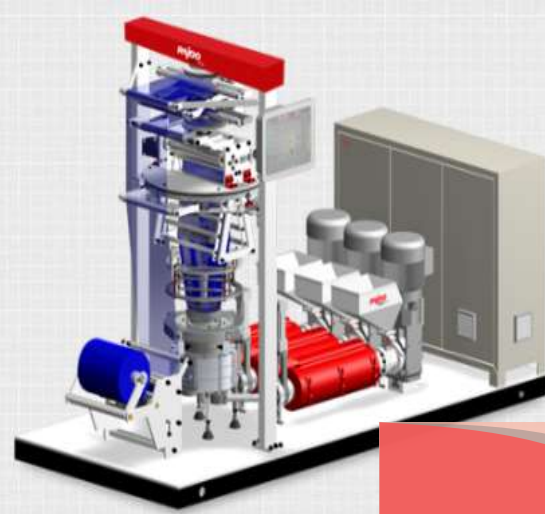
- Shree Yantralaya - Well Equipped dust free & fully Air conditioned tool room
- Shree Alekhalaya – 40+ Qualified Design Engineers
- In-house Modern Paint Shop, Shree Bhandaralaya – store room & Huge and Well-Equipped Assembly Shop
- Shree Vidhutralaya – In-house panel division

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

Strong & Diverse Product Portfolio...



FOILEX™ - Monolayer
Blown Film Lines



AQUAFLEX[®] - Downward
Extrusion Blown Film Lines



LABEX - Lab Equipment



MULTIFOIL[®]
Multilayer Blown Film Lines



LAMINA[®] - Mono & multilayer
sheet lines



WOODPLEX[®] - WPC Profile
& Board Line



FOMEX™ - PS/PE
Foam Extrusion Lines



DISPOCON[®] - Thermoforming
& PS Foam
Vacuum Forming Machines



FLOWEX[®] - Twin
Screw PVC Pipe Plant



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

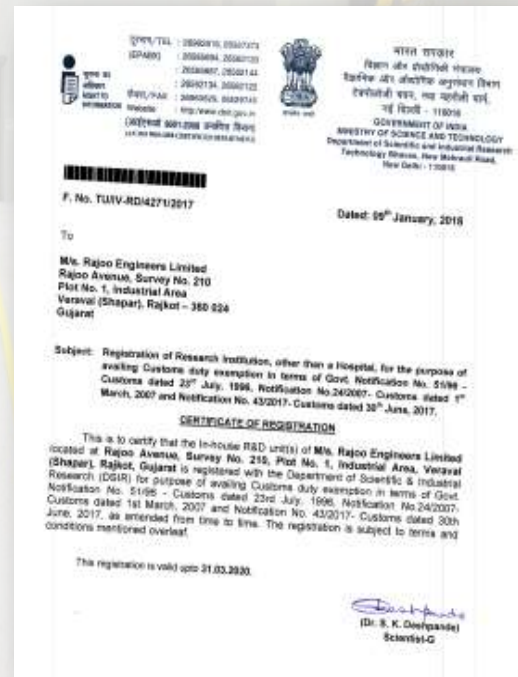
- Set up store christened “Shri Bhandaralaya” with hi-tech facilities for proper storage and retrieval

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



Commodore LLC., USA

- Entered into technical collaboration with leading world player Commodore LLC., USA 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
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- Successfully penetrated in Thailand, Vietnam, Sri Lanka, Pakistan and Iran in FY17
- Nearly 35% of total revenues from exports (FY19)
- Supply to 60+ countries - Latin America, Europe, North & South America, Middle East, Asia Pacific and Africa



Chairman's Message



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

"The financial year 2018-19 has been an extremely challenging one as the entire plastic machinery manufacturing industry was deeply impacted by the ban on single use plastic in some states of India. Many players witnessed not only decrease in their sales but orders being cancelled as well, affecting their future growth and strategy.

We also faced the onslaught of this ban, however due to our long term relationships with our customers and their faith in us, we saw orders being put on hold but not cancelled, ensuring that our order book continued to remain robust. As a result, we were able to deliver a revenue of Rs. 122.46 cr along with EBITDA (excluding Other Income) of Rs. 14.22 cr and Net Profit of Rs. 7.62 cr. We have already started to see a positive change on ground, a slow pick up in the pent up demand and expect that growth will start to show in the current financial year.

Our Company while continuing its focus on sustainable packaging solutions in collaboration with producers of flexible packaging and brand owners, has also enhanced its portfolio by adding extrusion lines to produce plastic materials catering to other growing sectors of agriculture, infra-structure, bulk-packaging and transportation. We have also entered into an alliance with Kohli Industries to develop Extrusion Coating and Lamination Machines for the flexible packaging industry. We aim to focus on being innovative and the best in the industry, as the result being a wide range of solutions to suit varied applications.

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."



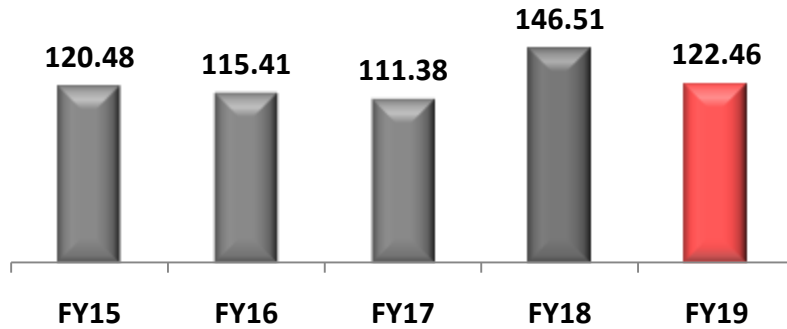
Consolidated Financial Highlights

Rs. Crore	Q4 FY19	Q4 FY18	Y-o-Y %	Q3 FY19	Q-o-Q %
Income from Operations	37.48	60.13		30.36	
Other Operating Income	0.00	0.00		0.00	
Total Income	37.48	60.13	(37.67%)	30.36	23.45%
Raw Materials	21.53	34.92		16.36	
Employee Cost	2.15	4.32		4.03	
Other Expenses	10.55	14.69		3.75	
Total Expenditure	34.22	53.94		24.14	
EBITDA (excl. Other Income)	3.26	6.20	(47.42%)	6.22	(47.63%)
EBIDTA Margin (%)	8.70%	10.31%		20.50%	
Other Income	0.04	(0.27)		0.07	
Depreciation	0.94	0.75		0.97	
Interest	0.40	0.27		0.69	
Profit Before Tax	1.96	4.90		4.63	
Tax	(0.82)	2.51		1.19	
Profit After Tax	2.78	2.39	16.11%	3.44	(19.30%)
Other Comprehensive Income	(0.27)	(0.17)		0.00	
Net Profit	2.51	2.22	12.99%	3.44	(27.17%)
Net Profit Margin %	6.69%	3.69%		11.34%	
Basic EPS in Rs.	0.45	0.36	25.00%	0.56	(19.64%)

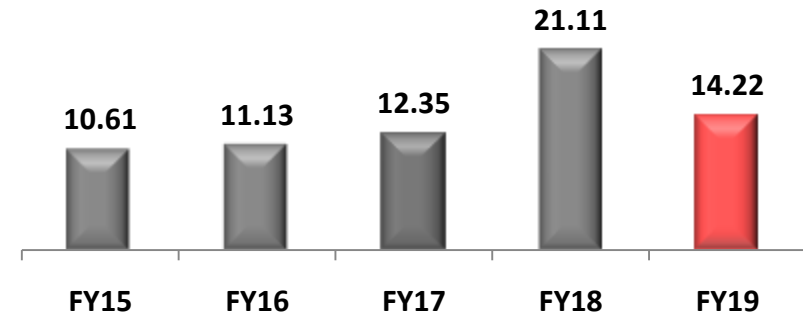
Q4FY19 vs Q4FY18:

- Revenue decline of 37.67% - sales affected as delivery of machines continued to be put on hold by clients on account of plastic ban in certain parts of India
- EBITDA (excl. Other Income) decline of 47.42% - overall drop in total revenues; also one Extrusion coating line machine and one Tarpaulin machine developed that resulted in higher developing cost
- Net Profit increase of 12.99% - on account of increase in Other Income and MAT credits

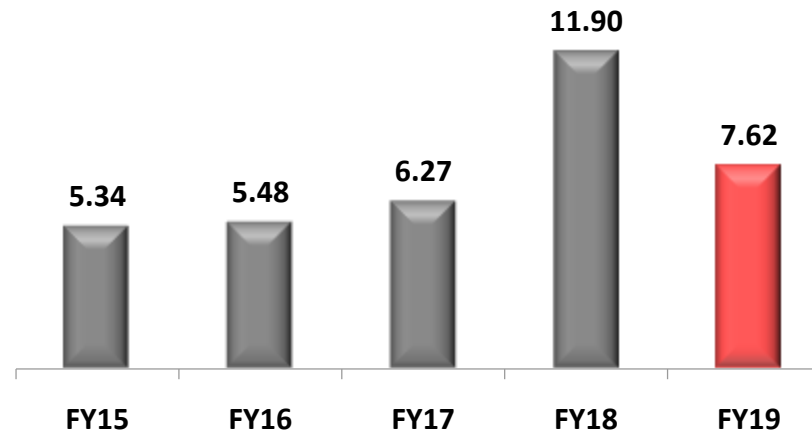
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT after Minority Interest (Rs. Crore)



Consolidated P&L Highlights – FY19

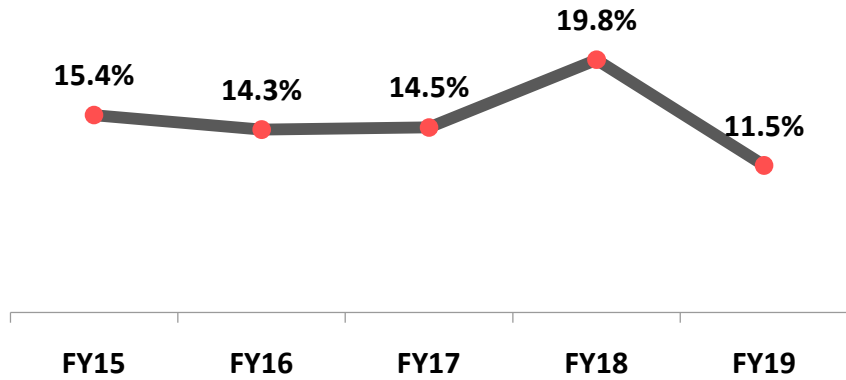
Rs. Crore	FY19*	FY18*	Y-o-Y %
Income from Operations	122.46	146.51	
Other Operating Income	0.00	0.00	
Total Income	122.46	146.51	(16.41%)
Raw Materials	72.14	83.95	
Employee Cost	12.31	14.06	
Other Expenses	23.80	27.38	
Total Expenditure	108.24	125.39	
EBITDA (excl. Other Income)	14.22	21.11	(32.66%)
EBIDTA margin (%)	11.61%	14.41%	
Other Income	1.06	0.82	
Depreciation	3.75	2.78	
Interest	2.27	0.99	
Profit Before Tax	9.26	18.17	
Tax	1.37	6.11	
Profit After Tax	7.89	12.06	(34.59%)
Other Comprehensive Income	(0.27)	(0.17)	
Net Profit	7.62	11.89	(35.91%)
Net Profit Margin %	6.22%	8.11%	
Basic EPS in Rs.	1.28	2.03	(36.95%)

FY19 vs FY18

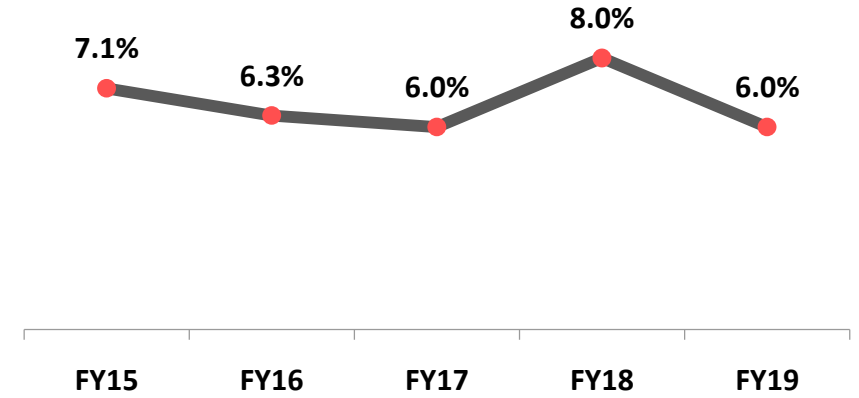
- Revenue decline of 16.41% - The sales have been affected as in the second half of year resulting in some of the orders been put on hold by clients on account of plastic ban by government resulting into poor market sentiments, that reduced order flow as compared to previous year
- EBITDA (excl. Other Income) decline of 32.66% - revenue drop and increase in percentage in low value machines which increased material cost. One Extrusion coating line machine and one Tarpaulin machine developed which resulted in higher cost of material consumption
- Net Profit decline of 35.91% - due to higher working capital utilization on account of some high value added machines were manufactured but delayed in lifting due to lack of readiness from customer's side

Key Ratios

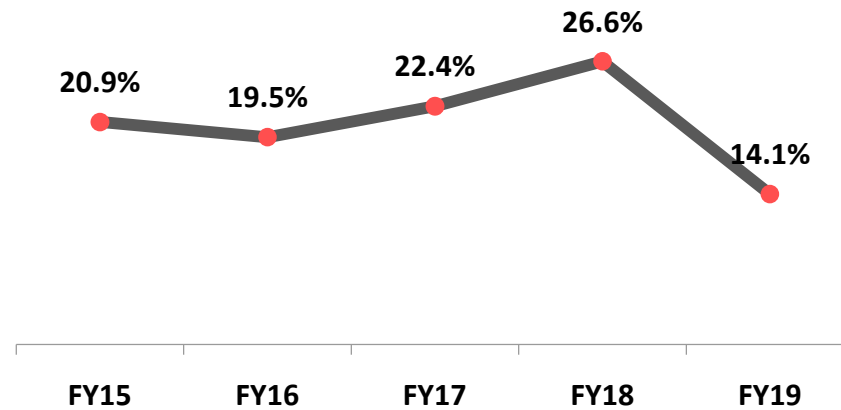
RoE(%)



RoA(%)



RoCE(%)



Consolidated Balance Sheet as on 31st March

Rs. Crore	31 st March 2019	31 st March 2018
Equity	66.05	60.15
Equity Share Capital	6.15	6.15
Other Equity	59.90	54.00
Non Current Liabilities	11.00	7.86
Financial Liabilities		
Borrowing	7.00	3.74
Provisions	0.00	0.00
Deferred Tax Liabilities (Net)	4.00	4.12
Other Current Liabilities	0.00	0.00
Current Liabilities	50.23	80.76
Financial Liabilities		
Borrowings	10.46	10.23
Trade Payables	19.57	26.53
Other Financial Liabilities	1.92	7.48
Other Current Liabilities	14.10	28.40
Provisions	2.27	4.01
Income Tax Liability (Net)	1.91	4.11
Total Liabilities	127.28	148.77

Rs. Crore	31 st March 2019	31 st March 2018
Non-current Assets	50.87	52.21
Property, Plant and Equipment	44.71	44.56
Capital WIP	1.48	2.24
Intangible Assets	2.12	2.37
Financial Assets		
Investments	1.98	2.00
Loans	0.52	0.37
Other Non- Current Assets	0.07	0.66
Current Assets	76.41	96.56
Inventories	40.89	55.19
Financial Assets		
Investments	0.00	0.00
Trade Receivables	15.70	3.45
Cash & Cash Equivalent	1.57	4.58
Bank Balance other than Cash	0.05	9.10
Loans	0.02	0.05
Other Current Financial Assets	0.01	0.02
Other Current Assets	18.16	24.18
Total Assets	127.28	148.77



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:

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