

26th May, 2023

To,
The Manager
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001
Scrip Code: 530919

To,
The Manager - Listing
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, 'G' Block,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051
Symbol: REMSONSIND

Dear Sir / Ma'am,

Sub.: Investor Presentation

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith Investor Presentation titled "Remsons Industries Limited Investor Presentation Q4 / FY22-23".

The presentation is also being uploaded on the website of the Company i.e. www.remsons.com.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

For **REMSONS INDUSTRIES LIMITED**

ROHIT DARJI
COMPANY SECRETARY & COMPLIANCE OFFICER
MEMBERSHIP NO.: A37077

Encl.: A/a

Great
Place
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Certified
MAR 2022 - MAR 2023
INDIA



Investor Presentation

Q4 / FY 22-23






Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements".

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



118%

Standalone
Net Profit Growth
for FY23 (Y-o-Y)

**18% /
9%**

Standalone /
Consolidated
Revenue Growth
for FY23 (Y-o-Y)



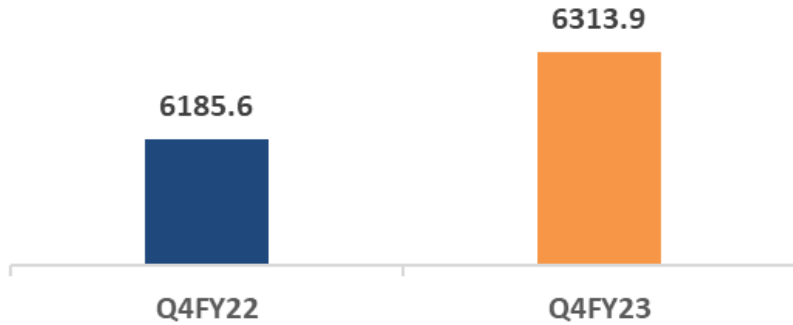
**+140 bps /
+123 bps**

Standalone / Consolidated
EBITDA Margin
Improvement
for FY23 (Y-o-Y)

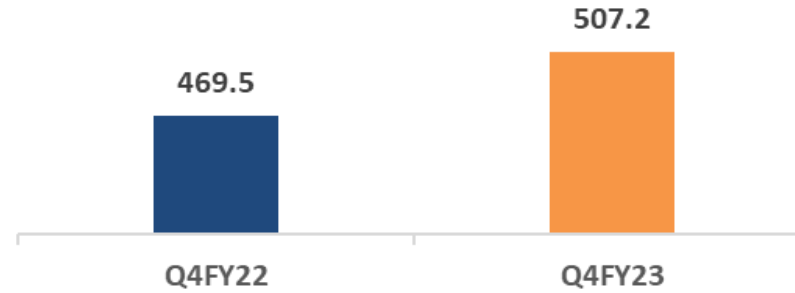
56%

Consolidated
Reported Net Profit
Growth for FY23
(Y-o-Y)

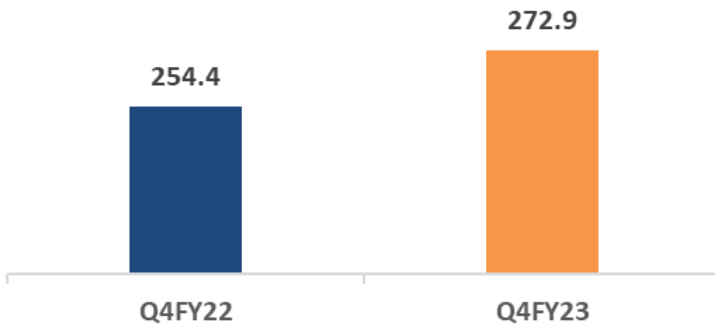
Revenue (Rs lacs)



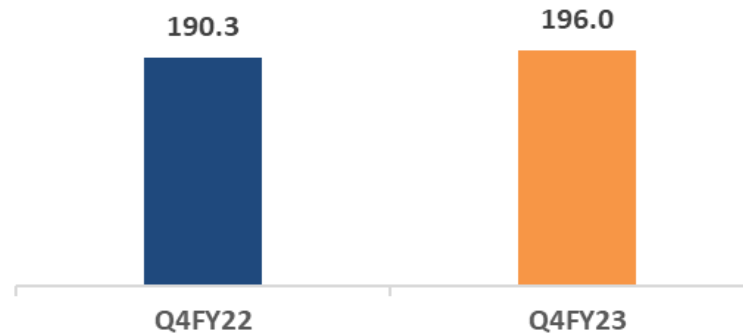
EBITDA (Rs lacs)



Profit before Tax (Rs lacs)



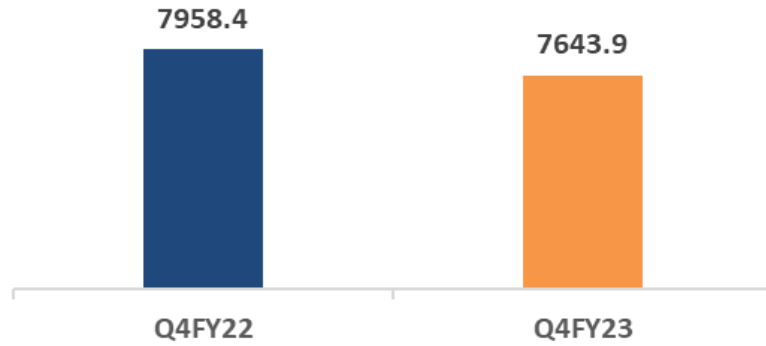
Net Profit (excl extra ord) (Rs lacs)



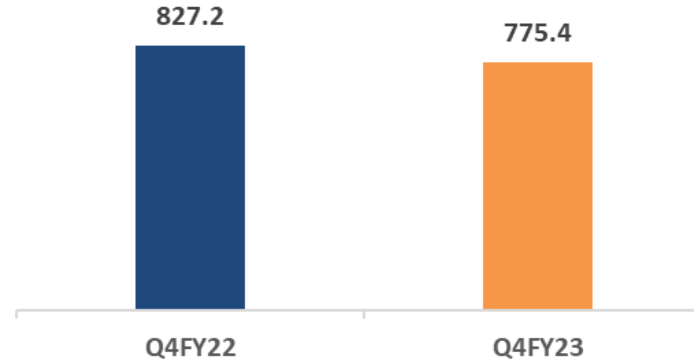
- Total Standalone Revenue growth was flat at 2.07% Y-o-Y basis. This was due to the lower volume offtake in Two-Wheeler sector during the quarter.
- **Industry Volumes in Q4FY23:** Two-Wheeler sales were 38.59 Lakh Units and Passenger car sales were 9.34 Lakh units. Commercial Vehicles were at 2.20 Lakh Units.
- **EV Growth in FY23:** Electric Vehicles sales in all sectors continued to be on an upswing and shall remain so in the coming years. Many more OEM's are entering this space and all OEM's are enhancing capacities to meet the demands of EV vehicles.
- Stable Gross Profit / EBITDA margins at 35.03% / 8.03% was achieved due to stable Raw Material Prices.
- Higher depreciation is mainly on account of the new greenfield facility at Chakan, Pune.

Industry Data Source: SIAM

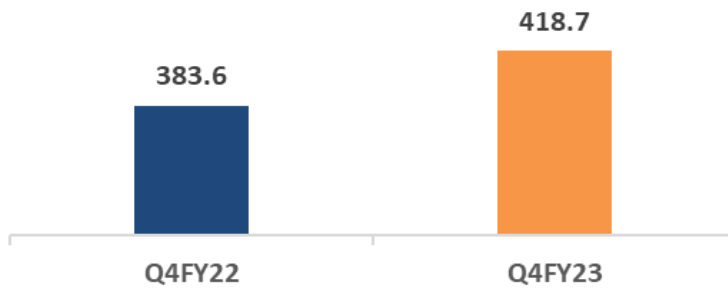
Revenue (Rs lacs)



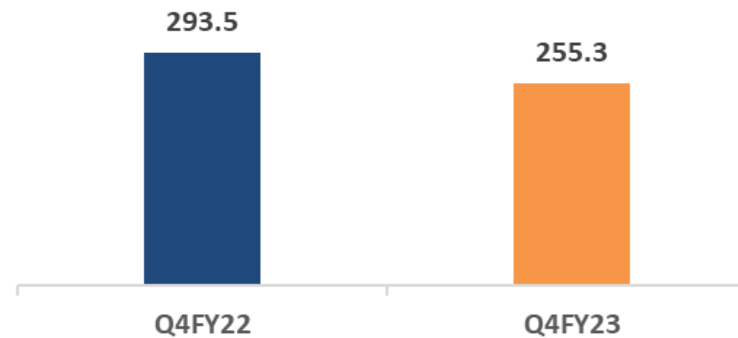
EBITDA (Rs lacs)



Profit before Tax (Rs lacs)



Net Profit (excl extra ord) (Rs lacs)



- Consolidated Revenue stood at Rs.7644 lacs down by 3.95% Y-o-Y. This is due to soft demand.
- Gross Profit margins were higher by 194 bps Y-o-Y at 42.27%.
- Inflationary effects coupled with demand disruption due to the ongoing geopolitical conflict and the continued semiconductor shortage impacted overall operating efficiency.
- Consolidated net profit for the year stood at Rs.837 lacs increased by 81.2%

Q4 FY 22-23 STANDALONE RESULTS

Particulars (INR in lacs)	Q4FY23	Q3FY23	Q4FY22	Y-o-Y(%)*	YTD FY23	YTD FY22	Y-o-Y(%)
Net Sales	6313.9	6576.0	6185.6	2.07	26396.2	22328.3	18.22
Material Consumed	4101.9	4483.9	4237.3	-3.20	17990.2	15280.9	17.73
Employee benefit expenses	966.3	909.3	910.6	6.11	3724.5	3371.1	10.48
Other expenses	738.6	614.0	568.2	29.99	2654.9	2273.6	16.77
Total expenditure	5806.7	6007.2	5716.1	1.59	24369.6	20925.6	16.46
EBITDA	507.2	568.8	469.5	8.03	2026.7	1402.6	44.49
Other Income	68.2	90.3	62.7	8.90	169.8	116.3	45.98
Depreciation	166.0	163.2	145.3	14.23	619.2	548.1	12.97
EBIT	409.5	496.0	386.8	5.85	1577.3	970.9	62.46
Interest	136.6	141.5	132.4	3.16	519.7	524.9	-0.98
Profit Before Tax	272.9	354.5	254.4	7.25	1057.6	446.0	137.12
Tax	76.9	87.4	64.2	19.78	282.0	165.5	70.47
Net Profit (before exceptional items)	196.0	267.0	190.3	3.02	775.6	280.6	176.42
Extraordinary Items						74.3	
Reported Net Profit	196.0	267.0	190.3	3.02	775.6	354.8	118.57
EPS (Rs) (excl. extra ordinary items)	3.43	4.67	3.33	3.02	13.57	4.91	176.42
Reported EPS (Rs)	3.43	4.67	3.33	3.02	13.57	6.21	118.57
EBITDA Margin (%)	8.03	8.65	7.59	44.4 bps	7.68	6.28	139.6 bps
PBT Margin (%)	4.32	5.39	4.11	20.9 bps	4.01	2.00	201 bps
PAT Margin (%)	3.10	4.06	3.08	2.9 bps	2.94	1.26	168.2 bps

Q4 FY 22-23 CONSOLIDATED RESULTS

Particulars (INR in lacs)	Q4FY23	Q3FY23	Q4FY22	Y-o-Y(%)*	YTD FY23	YTD FY22	Y-o-Y(%)
Net Sales	7643.9	7558.5	7958.4	-3.95	31280.0	28645.2	9.20
Material Consumed	4413.0	4767.7	4748.8	-7.07	19512.5	18078.8	7.93
Employee benefit expenses	1486.8	1381.7	1390.3	6.95	5649.5	5227.4	8.07
Other expenses	968.6	772.8	992.1	-2.36	3523.8	3316.2	6.26
Total expenditure	6868.5	6922.2	7131.1	-3.68	28685.8	26622.4	7.75
EBITDA	775.4	636.3	827.2	-6.27	2594.2	2022.8	28.25
Other Income	63.6	74.0	-25.5	-349.43	159.5	73.9	115.73
Depreciation	272.4	227.3	254.6	7.01	914.4	793.3	15.26
EBIT	566.5	483.0	547.1	3.55	1839.3	1303.4	41.12
Interest	147.9	192.3	163.5	-9.56	633.7	643.3	-1.49
Profit Before Tax	418.7	290.7	383.6	9.13	1205.6	660.0	82.65
Tax	163.4	85.8	90.3	80.94	368.6	198.1	86.09
Net Profit (before exceptional items)	255.3	204.9	293.3	-12.97	837.0	462.0	81.18
Extraordinary Items			0.1			74.3	
Reported Net Profit	255.3	204.9	293.5	-13.01	837.0	536.2	56.09
EPS (Rs) (excl. extra ordinary items)	4.47	3.59	5.14	-13.01	14.65	8.09	81.18
Reported EPS (Rs)	4.47	3.59	5.14	-13.01	14.65	9.39	56.09
EBITDA Margin (%)	10.14	8.42	10.39	-25.1 bps	8.29	7.06	123.2 bps
PBT Margin (%)	5.48	3.85	4.82	65.7 bps	3.85	2.30	155 bps
PAT Margin (%)	3.34	2.71	3.69	-34.7 bps	2.68	1.61	106.4 bps

New Product

New Product Business Award with UK (Remsons)
Technology localised for Indian OEM in FY23.

Product Development- Offering and diversifying
products range

Entering into Technical Collaboration and Partnerships
to co-develop new products

Focusing on offering tailor made solutions and
increasing share of high margin products in revenue
mix

New Customers

Increasing wallet share from existing customers and
winning new customers in target markets

Dedicated marketing team for exploring opportunities
in Overseas Markets

Leveraging relationship with Global OEMs to penetrate
their Global Operations



Operational Efficiency

Lean and Agile Manufacturing processes
increasing Asset Utilization

Cost reduction measures at organization and
plant level

Installation of Solar Energy as part of Green Initiative

New Technologies

Technology Synergy between Magal (Remsons) UK to
Remsons in India

Bringing Operational excellence through Automation

Focusing on R&D and Sustainable manufacturing



Company Overview



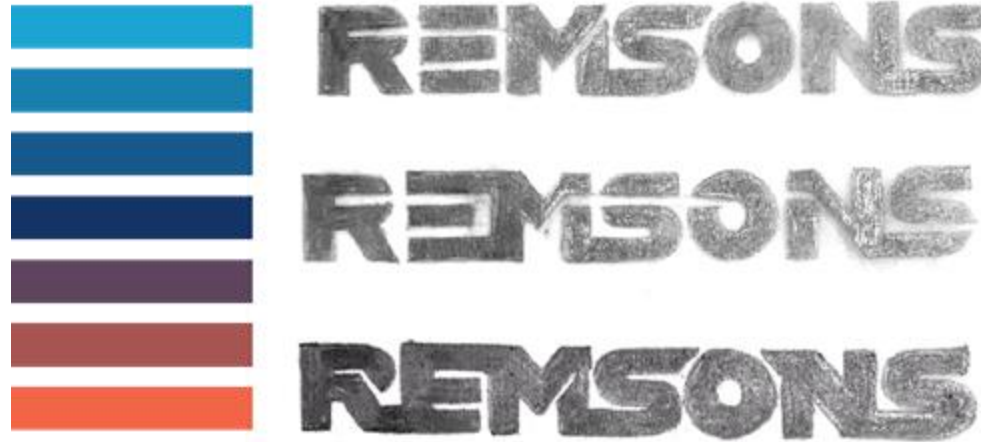


At Remsons, we love what we do. Whether it is the highest standards of engineering excellence or the spirit of collaboration at the heart of our cultural ethos, it is all powered by a drive for greatness.

The handcrafted specially designed typography represents the solidity, the sharpness of intent & commitment to technology of the organisation

The philosophy is built on the clarion call to collectively climb the next mountain of achievement. A call to to keep moving ahead.

A call to **LET'S MAKE GREAT**



A LITTLE BIT OF HISTORY

Born into a middle-class family in Kolkata, Mr. Vishwa Prakash Harlalka moved from Kolkata to Mumbai in 1956.

With nothing but a dream he tried his hand at many businesses, failing and only rising stronger and wiser.

He Founded Remsons in 1959.

Formed as a trading company, the company ventured into manufacturing of various engineering items for Automobile industry. The company pioneered Control Cables and Pressure die cast cables in India. It also indigenously developed gear shift cables, dash mount cables, brake assembly and push, pull cables

WHERE CREATION IS CULTURE!

50 Years of
Engineering
Excellence





About Us

The company offers an entire spectrum of Automobile control cables, gear shifters, winches, pedal box, parking brake lever, scissor jacks, etc.



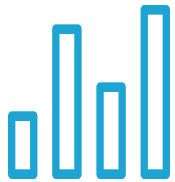
Customer Profile

All major OEM manufacturers of 2, 3, & 4 wheelers both domestic and overseas



Strategy

Focus on advancement of technologies and strengthening of business operations with customers and vendors



Financials

5 Year Revenue CAGR- 17.2%
 5 Year EBITDA CAGR- 40.5%
 Consolidated FY 2022 ROE- 15.5%



Milestones

In 2020, the company acquired Magal Cables UK



Recognition

- Great Place to Work Certified 2022
- Company of the Year Award 2020 by CEO Insights
- Ford Q1 Preferred Quality Status
- Registered JLRQ supplier
- Renault ASES Certified
- Ashok Leyland GOLD award for Quality 2022
- Inteva Best Supplier Award 2022



INR **286.5** crs of
Total Income in FY 22



INR **20.2** crs of
EBITDA in FY 22



Serving more than **20** OEM's and
250+ dealers in after-market



4 State of the Art Plants across
India and **1** in UK



Exports to more
than **19** countries



246 employees consisting of Design team,
HR team, Managerial Staff (Pur, Sales, A/c), etc.
combined in India 200 and UK **46**

1960-1973

1st to introduce control cables and Pressure die cast cables ends in India

2004-2006

Indigenously manufactured dash mounted park brake and push pull cables

2018-2019

Opened marketing and technical support office in USA and Europe

1959

Company formed as a trading company

2001

Indigenously manufactured gear shift with cables in India

2015

Great emphasis laid on the process of professionalism

2020

Acquisition of Magal Cables UK- company's first Global Production Unit

VISION

Let's aim to be regarded as an innovative, future-ready auto component manufacturer always committed to the highest standards of engineering excellence.



MISSION

Let's Combine advanced technology, human intelligence to scale newer heights of Product Innovation to make a difference to our stakeholders, the environment and society at large.



QUALITY

Let's Build a culture of total Customer Satisfaction. Through Strict adherence to high standards of quality from development and launch processes to activity on the shop floor, we will design and build components beyond the expectations of both our internal and external customers.



EMPOWER

We provide employee with the resources, authority, opportunity, and motivation to do their work, also holding them accountable for their actions



ETHICS

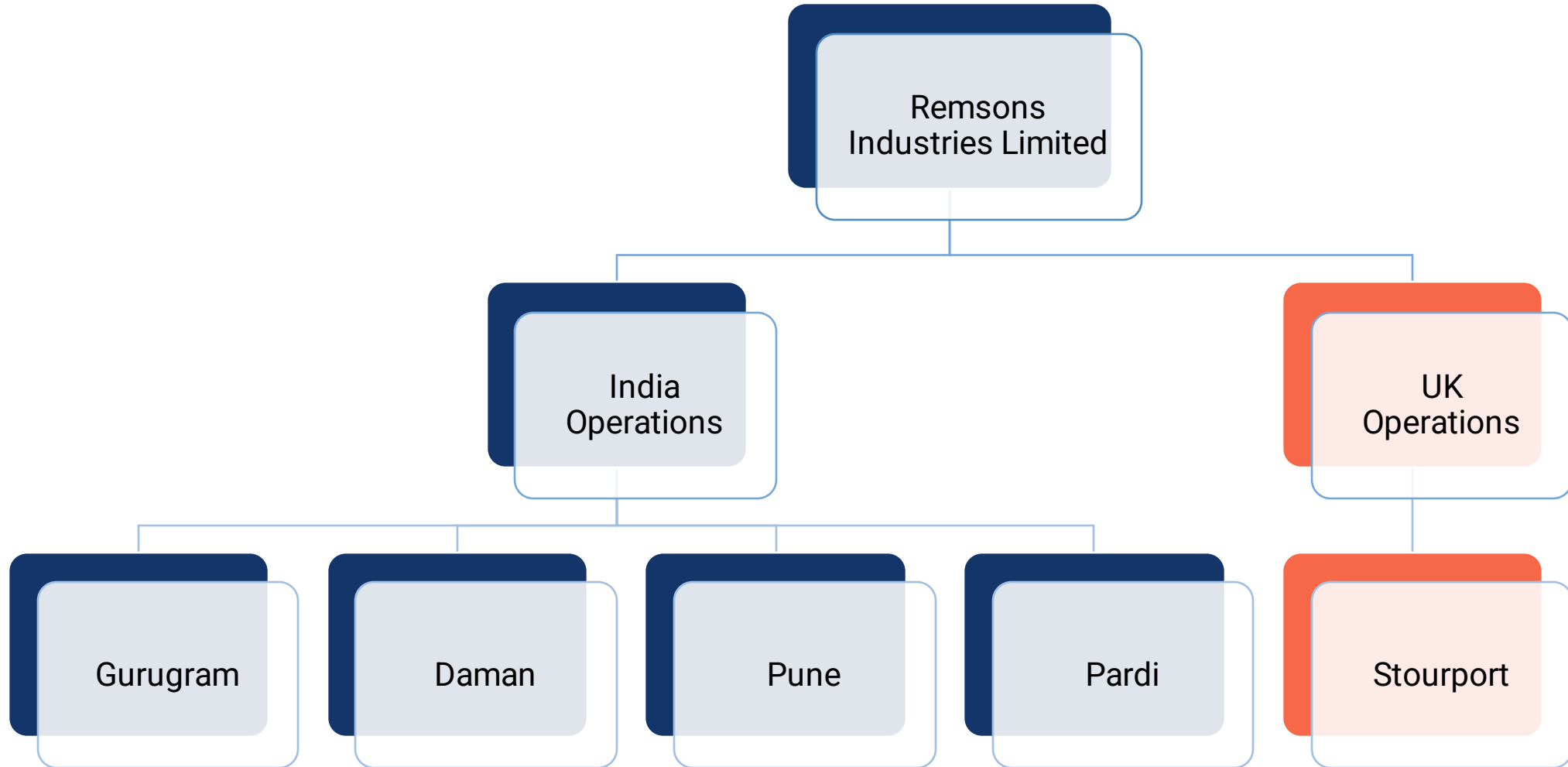
At the Core of the Company lies its Ethics which has guided the company for over 50 years



RELATIONSHIP

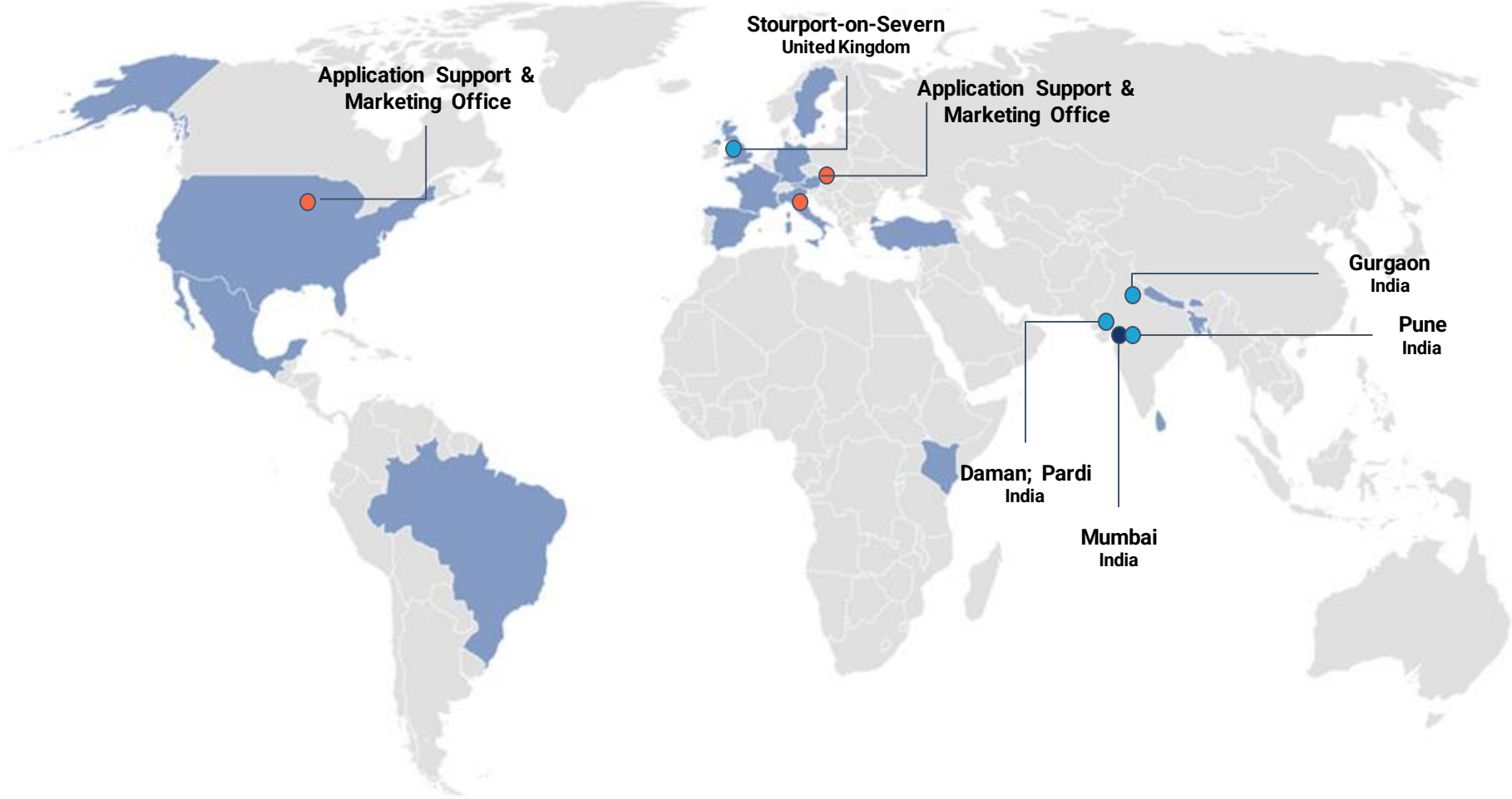
Remsons believes in the long term, so we maintain great relations with our customers, employees and suppliers and Strategic Relationship that extend the horizon of our business





The synergies created through this acquisition including access to the central European market, new product portfolio and operational production plant in UK to better serve the global players

- United Kingdom
- France
- Mexico
- USA
- Germany
- Austria
- Sweden
- Italy
- Spain
- Turkey
- Singapore
- Nepal
- Sri Lanka
- Bangladesh
- Brazil
- Kenya
- Bhutan



Application Support Office:

- Italy
- USA
- Germany

- Headquarters - India
- Manufacturing Plant
- Application Support

MULTI LOCATION ESTABLISHMENT

- ❑ MUMBAI – Corporate Office
- ❑ PUNE
- ❑ GURUGRAM
- ❑ DAMAN
- ❑ PARDI (GUJARAT)
- ❑ UNITED KINGDOM (STOURPORT ON SEVERN)

GURGAON, HARYANA



PUNE, MAHARASHTRA



STOURPORT-ON-SEVERN,
UNITED KINGDOM





Krishna Kejriwal

Chairman & Managing Director, Remsons Industries Limited

Mr. Kejriwal is a Graduate in Science from University of Bangalore and has 43 years of experience in the field of production, marketing, exports, accounts, finance, banking and overall administration of the Company

He has made significant contribution in the area of production, designs, innovation, export activities, business restructure and has extensive experience in costing of automotive products, analysis of products mix, financial collaboration and planning / execution of Greenfield Projects

Mr. Krishna Kejriwal had held the position of President of Bombay Industries Association and President of Automotive Component Manufacturers Association of India (ACMA)



Rahul Kejriwal

Whole-Time Director, Remsons Industries Limited

Rahul Kejriwal is a Commerce Graduate from Narsee Monjee College & Specialised Courses with IIM Ahmedabad and having 15 years of experience in the field of Management.

He is involved in key strategic decisions relating to acquisition of new technologies and in-organic growth avenues

He heads implementation and integration of new technologies within the company



Amit Srivastava

Chief Executive Officer, Remsons Industries Limited

He is MBA in Marketing & Finance completed Senior Management Program from IIM Ahmedabad.

He has rich experience of 25 years in Auto Component Industries. His expertise are in areas like Strategic Planning, P&L Management, New Business Development, International Marketing and Supply Chain Management.

He is responsible for the day-to-day affairs of the Company under supervision of Mr. K. Kejriwal Managing Director and overall control of the Board of Directors of the Company



Davinder Bains

Managing Director, Remsons Automotive Limited

Davinder is highly experienced in his role, having previously held senior positions within quality and process engineering at Magal Group companies.

He was Managing Director of Magal Cables Ltd till Feb 2020

He has served as quality and manufacturing Manager & Director at Adwest Eng. Plc and Dura Automotive

Davinder received a HND in Mechanical Engineering at De Montfort University in Leicestershire, whilst serving a British Leyland technician apprenticeship

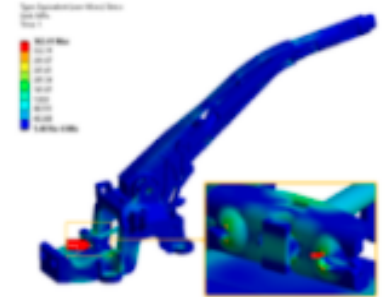


Design

Complete
In-House Design
Capabilities

FEA

In-House Simulation & FEA
Capabilities Established



**Product
Development
Capabilities
Enhancement**



Technology Synergy

Design and Validation
Synergy Between UK & India

Validation

Continuous upgradation of
In-House Product Validation
Capability



Push Pull Cables



Pedal Box



Handle Assembly



Gear Shift Systems



Jacks



Parking Brake Assembly



Winch Assembly



Auto Adjust Clutch Cable

Serving All Segments of Industry

2- Wheeler

3- Wheeler

4- Wheeler

Commercial Vehicle

Off-Roader

Agriculture



Brake - Front, Rear, Combi	Clutch / PKB Cable	Parking Brake Cable	Parking Brake Cable	Accelerator Cables	Clutch & Brake Cable
Accelerator Cable	Gasoline Cable	Body & Clutch Cables	Gear Shifter with Cables	PTO Cables	Accelerator Cables
Clutch Cable	Gear Cable	Gear Shifter with Cables	Bonnet Release Cables	Door Cables	Pull To Stop Cables
Speedometer Cable	Speedometer Cable	Winches, Pedal Boxes.	Cabin Storage Cables	Gear Shift & Select Cables	Director Change Cables
Seat Lock Cable	Wiper Motor Cable	Scissor Jacks	Bottle Jacks	Forward & Reverse Cables	Forward & Reverse Cables

More than 1,50,00,000 cables fitted across all the segments

Passenger Cars (Tier – I)



Commercial Vehicles



2 & 3 Wheeler



Electric 2 Wheeler



Agriculture



IATF 16949:2016

ISO 14001: 2015



CERTIFICATE



This is to certify that

Remsons Industries Ltd.

1/3, Mile stone
Khandas Road
Gurgaon - 122 001
Haryana
INDIA

has implemented and maintains a **Quality Management System**.

Scope:
Manufacture of Control Cables.

An audit, conducted and documented in a report, has verified that this quality management system fulfils the requirements of the following international Automotive Standard:

IATF 16949:2016
(without product design)

Certificate registration no.: 20002477 IATF16
Issuing date: 2021-07-29
This certificate is valid until: 2024-07-29
IATF No.: 0414595



For and on behalf of DQS

Nusrati S. Venkateshram
Director-Corporate Automotive Program, DQS Holding GmbH

Michael Drechsel
Managing Director, DQS Holding GmbH

IATF Contact Office: DQS Holding GmbH, Konrad-Adenauer-Allee 8-10, 61118 Bad Vilbel, Germany



CERTIFICATE



This is to certify that

Remsons Industries Limited

1/3 Mile Stone
Khandas Road
Gurgaon - 122 001
Haryana
INDIA

has implemented and maintains an **Environmental Management System**.

Scope:
The Environmental activities and supporting process associated with Manufacturing of Control Cables for Automotive and Stationary Genset Applications.

Through an audit, documented in a report, it was verified that the management system fulfils the requirements of the following standard:

ISO 14001 : 2015

Certificate registration no.: 20002477 UM15
Date of original certification: 2009-09-05
Date of certification: 2021-05-11
Valid until: 2024-05-10



DQS Inc.

Brad McGuire
Managing Director

Accredited Body: DQS Inc., 1500 McConner Parkway, Suite 400, Schaumburg, IL 60173 USA
Administrative Office: Deutsch Quality Systems (India) Pvt. Ltd., 5th Floor, Anjaneya Techno Park,
147, HAL Airport Road, Kodihalli, Bangalore-560 017 - India



RENAULT
ASES CERTIFIED

- Jamnalal Bajaj Award – For Fair Business Practices
- ACMA Award – First Technology Award for Upgradation of Technology
- Escorts Award – For Price Control
- Maruti Suzuki – Vendor Performance Award
- ACMA – 1st Prize in QC Competition for Cost Reduction
- Company of the Year Award 2020 by CEO Insights Magazine
- GOLD award for Best Kaizen from Quality Circle Forum of India.
- 19th Annual World Excellence Award by Ford
- Best Supplier Award by INTEVA Products
- Best Supplier GOLD Award by Ashok Leyland
- Best Development Award by ADVIK



SILVER RATING OF SUSTAINABILITY 2021



MEMBER OF THE UN GLOBAL COMPACT



CORPORATE SOCIAL RESPONSIBILITY - AWARD 2022



GENERATION OF 500 KVA PER MONTH.



Ecovadis Score Card Shows about company's performance in four themes

1. Environment
2. Labor & Human Rights
3. Ethics
4. Sustainable Procurement

The Ten Principles of the United Nations Global Compact are derived from: the Universal Declaration of Human Rights, and the United Nations Convention Against Corruption.

1. Environment
2. Labor & Human Rights
3. Anti-Corruption

Education to the handicapped, the poor and the marginalized children in rural areas, tribal villages and urban slums is a priority concern for IDF. Education gives empowerment in employment areas, commercial activities, health care and in fact Total Quality of Life. We are also focusing on Women Empowerment Programmes providing adult education and vocational training to women

In keeping with the efforts of Clean and Renewable energy, Two of Remsons Units are Solar Powered generating almost 500 KVA per Month.

When The Goal
Is Greatness,
Milestones Are A
Natural Outcome.



We Are Now A
Great Place To Work,
TWICE IN A ROW.

Our unshakeable conviction in the power of a positive work environment has given us this recognition. Our growth, we firmly believe is in the happiness of our employees.

• **The Great Place to Work Certification**

A **Great Place to Work Certification** is recognised world over as the **GOLD STANDARD** in recognizing great workplace cultures. It certifies that the company has excelled in all the 5 dimensions of a high trust, high performance culture which are Credibility, Respect, Fairness, Pride and Camaraderie.



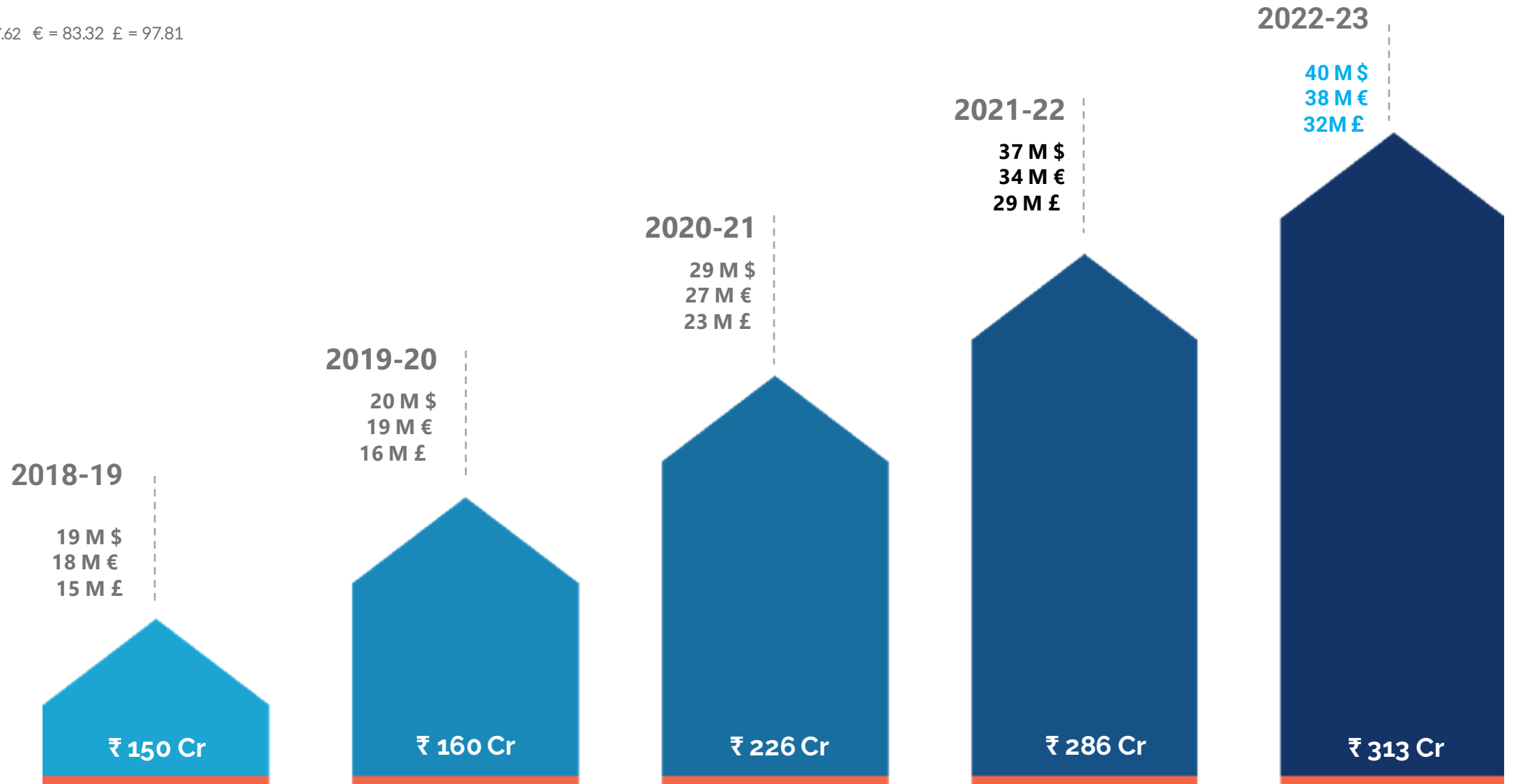


Financials



FIVE YEARS SALES TREND - CONSOLIDATED

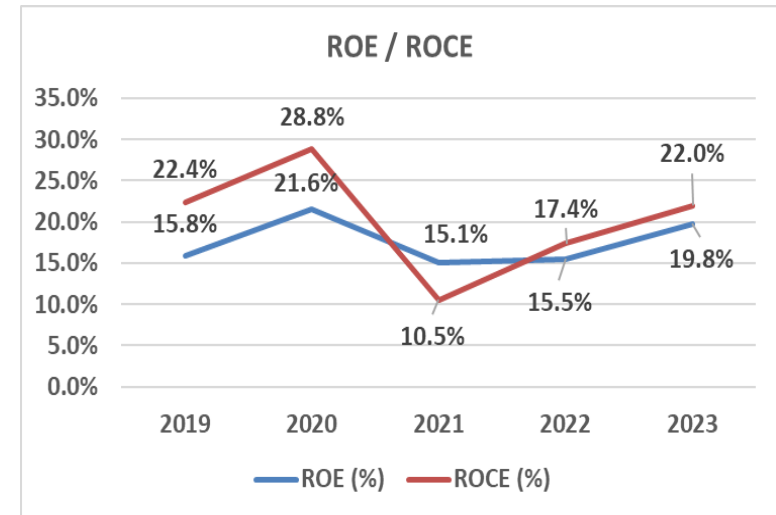
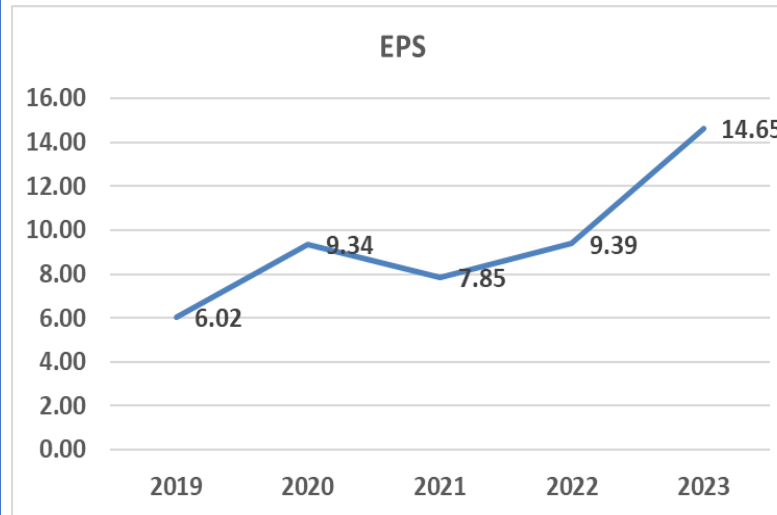
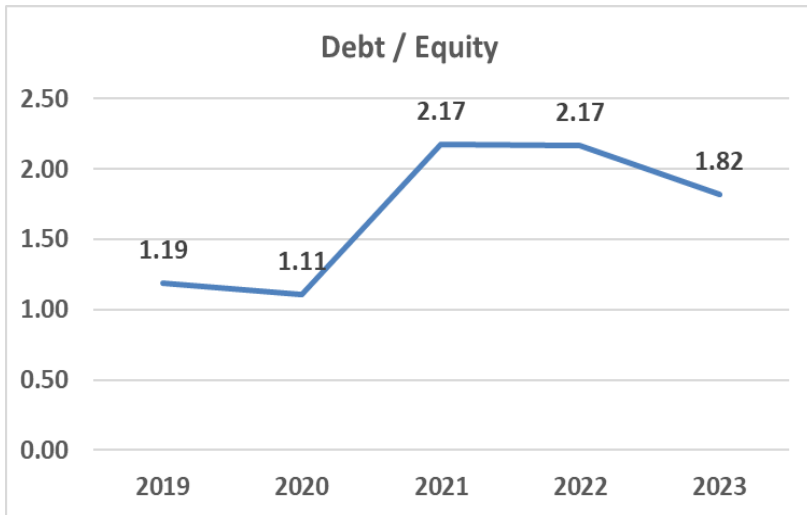
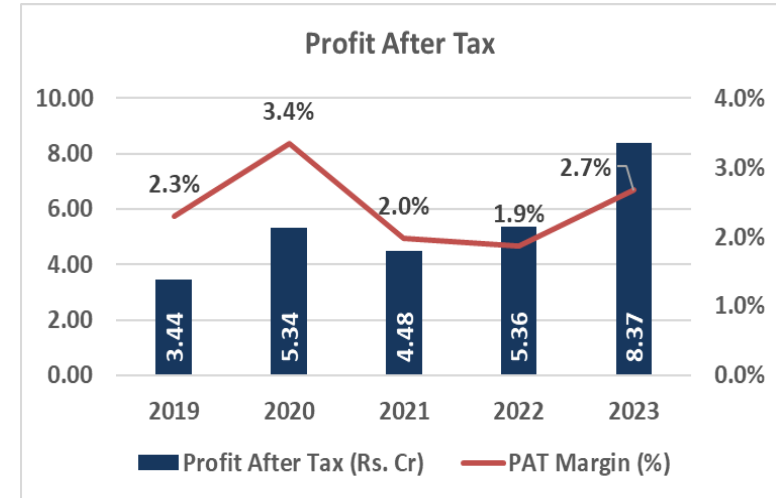
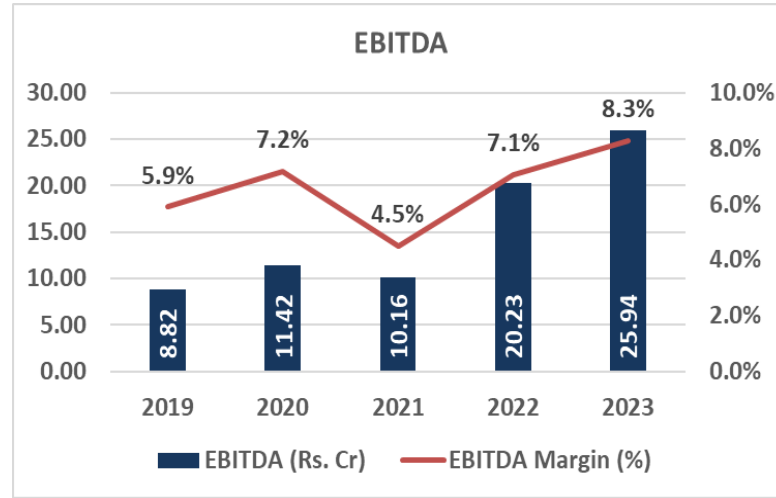
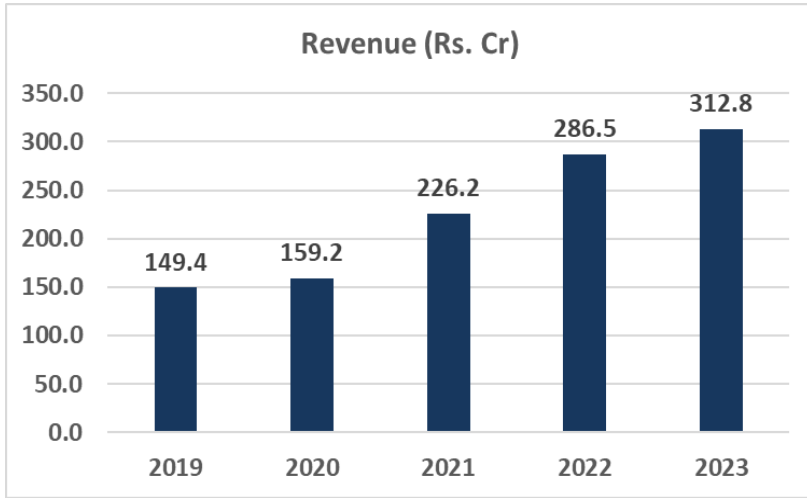
\$ = 77.62 € = 83.32 £ = 97.81



National Lockdown From
March 20 – Wave 1

Pandemic
Wave 2 Lockdown

PROFITABLE GROWTH, STRONG ROE, ROCE (CONSOLIDATED)



ANNUAL- STANDALONE PROFIT & LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Net sales	128.13	149.38	159.18	195.48	223.28	263.96
Cost of Goods Sold	78.07	92.98	95.71	136.29	152.81	179.90
Employee expenses	23.89	26.97	30.99	30.03	33.71	37.25
Other expenses	18.14	20.60	21.05	19.19	22.74	26.55
Total Expenditure	120.09	140.56	147.76	185.51	209.26	243.70
EBITDA	8.04	8.82	11.42	9.97	14.03	20.27
EBITDA Margin (%)	6.27%	5.91%	7.17%	5.10%	6.28%	7.68%
Other income	1.58	0.75	1.70	1.95	1.16	1.70
Depreciation & Amortization	2.52	2.49	3.19	3.28	5.48	6.19
Interest	2.55	2.18	2.52	3.11	5.25	5.20
PBT (before exceptional items)	4.55	4.90	7.41	5.53	4.46	10.58
Exceptional / EO items	-	-	-	3.30	0.74	-
PBT (after exceptional items)	4.55	4.90	7.41	8.82	5.20	10.58
Tax	1.11	1.46	2.08	2.17	1.65	2.82
Reported Net Profit	3.45	3.44	5.34	6.66	3.55	7.75
PAT Margin (%)	2.66%	2.29%	3.32%	3.37%	1.58%	2.92%
Adjusted Net Profit	3.45	3.44	5.34	3.36	2.81	7.75
Reported EPS Rs	6.03	6.02	9.34	11.65	6.21	13.57
Adj. EPS Rs	6.03	6.02	9.34	5.88	4.91	13.57

ANNUAL-CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Net sales	128.13	149.38	159.18	226.15	286.45	312.80
Cost of Goods Sold	78.07	92.98	95.71	151.68	180.79	195.13
Employee expenses	23.89	26.97	30.99	39.58	52.27	56.50
Other expenses	18.14	20.60	21.05	24.73	33.16	35.24
Total Expenditure	120.09	140.56	147.76	215.99	266.22	286.86
EBITDA	8.04	8.82	11.42	10.16	20.23	25.94
Other income	1.58	0.75	1.70	2.41	0.74	1.60
Depreciation & Amortization	2.52	2.49	3.19	4.41	7.93	9.14
Interest	2.55	2.18	2.52	3.54	6.43	6.34
PBT (before exceptional items)	4.55	4.90	7.41	4.62	6.60	12.06
Exceptional / EO items	-	-	-	3.30	0.74	-
PBT (after exceptional items)	4.55	4.90	7.41	7.92	7.34	12.06
Tax	1.11	1.46	2.08	3.43	1.98	3.69
Reported Net Profit	3.45	3.44	5.34	4.48	5.36	8.37
Adjusted Net Profit	3.45	3.44	5.34	1.19	4.62	8.37
Reported EPS Rs	6.03	6.02	9.34	7.85	9.39	14.65
Adj. EPS Rs	6.03	6.02	9.34	2.08	8.09	14.65
EBITDA Margin (%)	6.3%	5.9%	7.2%	4.5%	7.1%	8.3%
PAT Margin (%)	2.7%	2.3%	3.4%	2.0%	1.9%	2.7%

ANNUAL- STANDALONE BALANCE SHEET (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Assets						
Non-Current Assets						
Property, Plant & Equipment	21.75	21.51	21.71	24.05	27.91	32.98
Right of Use of Assets	-	-	0.54	8.81	6.87	4.89
Capital Work in Progress	0.05	0.14	0.08	0.35	0.54	0.85
Investment Property	0.07	0.07	0.07	0.06	0.06	0.06
Other Intangible Assets	0.52	1.49	1.28	1.22	1.42	1.31
Financial Assets						
Non-Current Investments	0.10	0.05	0.03	5.09	19.10	19.10
Loans	-	-	-	16.15	-	-
Other Financial Assets	0.44	0.64	0.49	0.97	1.08	1.26
Other Non-Current Assets	0.36	0.25	0.60	2.56	3.61	1.06
Total Non-Current Assets	23.29	24.15	24.81	59.26	60.59	61.51
Current Assets						
Inventories	22.57	26.87	32.79	35.78	35.21	37.60
Trade Receivables	19.90	25.87	22.32	32.52	40.93	45.00
Cash & Cash Equivalents	1.00	0.44	1.74	0.39	0.82	3.50
Other Financial Assets	0.76	0.17	0.38	0.94	0.12	0.65
Investments	-	-	-	0.49	0.51	-
Loans	-	-	-	1.51	3.48	3.57
Current tax Assets	-	0.03	0.03	0.03	0.03	-
Other Current Assets	2.17	2.68	2.55	7.75	3.10	3.41
Total Current Assets	46.40	56.05	59.81	79.41	84.23	93.73
Total Assets	69.69	80.20	84.63	138.67	144.81	155.24

ANNUAL_ STANDALONE BALANCE SHEET (2/2)

	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Equities & Liabilities						
Share Capital	5.71	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	13.84	16.03	19.03	25.68	28.89	35.99
Net Worth	19.55	21.74	24.74	31.39	34.60	41.70
Non-Current Liabilities						
Long Term Borrowings	8.24	7.87	7.53	20.56	18.06	15.44
Provisions	0.22	0.26	0.44	0.38	0.41	0.45
Lease Liabilities	-	-	-	7.11	5.44	3.52
Deferred Tax Liabilities	0.20	0.61	1.13	1.82	2.01	1.63
Total Non- Current Liabilities	8.66	8.74	9.10	29.88	25.93	21.04
Current Liabilities						
Short-Term Borrowings	19.89	18.46	21.60	22.92	40.57	44.05
Lease Liability				1.48	1.74	1.93
Trade Payables	18.22	28.09	24.63	41.36	36.22	40.04
Other Financial Liabilities	0.92	1.00	1.89	7.74	1.17	0.95
Other Current Liabilities	1.58	1.29	0.92	3.81	4.20	4.39
Provisions	0.41	0.85	1.31	1.00	0.15	0.28
Current tax Liabilities	0.46	0.03	0.42	0.56	0.24	0.86
Total Current Liabilities	41.48	49.72	50.78	77.40	84.28	92.50
Total Liabilities	69.69	80.20	84.63	138.67	144.81	155.24

ANNUAL- CONSOLIDATED BALANCE SHEET (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Assets						
Non-Current Assets						
Property, Plant & Equipment	21.75	21.51	21.71	31.71	34.40	40.74
Right of Use of Assets	-	-	0.54	8.81	6.87	4.89
Capital Work in Progress	0.05	0.14	0.08	0.35	0.54	0.85
Investment Property	0.07	0.07	0.07	15.21	14.99	15.34
Other Intangible Assets	0.52	1.49	1.28	3.54	3.46	3.17
Financial Assets	0.44	0.64	0.49	1.92	1.07	1.27
Non-Current Investments	0.10	0.05	0.03	0.03	0.00	-
Loans	-	-	-	-	0.00	-
Other Non-Current Assets	0.36	0.25	0.60	2.56	3.61	1.06
Total Non-Current Assets	23.29	24.15	24.81	64.13	64.95	67.32
Current Assets						
Inventories	22.57	26.87	32.79	47.16	46.15	47.24
Trade Receivables	19.90	25.87	22.32	42.73	52.12	54.70
Cash & Cash Equivalents	1.00	0.44	1.74	2.23	6.39	15.41
Other Financial Assets	0.76	0.17	0.38	0.94	0.12	0.65
Investments	-	-	-	0.49	0.50	-
Loans	-	-	-	-	0.00	-
Current tax Assets	-	0.03	0.03	0.03	0.03	-
Other Current Assets	2.17	2.68	2.55	7.60	4.56	4.97
Total Current Assets	46.40	56.05	59.81	101.17	109.89	122.97
Total Assets	69.69	80.20	84.63	165.30	174.84	190.29

ANNUAL-CONSOLIDATED BALANCE SHEET (2/2)

	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Equities & Liabilities						
Share Capital	5.71	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	13.84	16.03	19.03	24.01	28.82	36.56
Net Worth	19.55	21.74	24.74	29.72	34.53	42.27
Non-Current Liabilities						
Long Term Borrowings	8.24	7.87	7.53	34.37	29.36	32.14
Provisions	0.22	0.26	0.44	0.38	0.41	0.45
Lease Liabilities	-	-	-	8.37	6.05	3.52
Deferred Tax Liabilities	0.20	0.61	1.13	4.17	4.65	5.24
Total Non- Current Liabilities	8.66	8.74	9.10	47.29	40.47	41.35
Current Liabilities						
Short-Term Borrowings	19.89	18.46	21.60	25.04	42.87	44.86
Trade Payables	18.22	28.09	24.63	48.98	48.40	53.30
Other Financial Liabilities	0.92	1.00	1.89	8.72	3.88	2.89
Other Current Liabilities	1.58	1.29	0.92	3.98	4.29	4.48
Provisions	0.41	0.85	1.31	1.00	0.15	0.28
Current tax Liabilities	0.46	0.03	0.42	0.56	0.24	0.86
Total Current Liabilities	41.48	49.72	50.78	88.29	99.84	106.67
Total Liabilities	69.69	80.20	84.63	165.30	174.84	190.29

Thank You!

For further information, please contact

Remsons Industries Limited

Tel: +91 22 2612 2368/2611 3883

Email: corporate@remsons.com

www.remsons.com

KAPTIFY Consulting

Strategy & Investor Relations Consulting

Tel: +91 845 288 6099 | Email: info@kaptify.in

www.kaptify.in