

**14<sup>th</sup> November, 2022**

To,  
Corporate Service Dept.,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
**Scrip code: 530919**

To,  
The Listing Department,  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East),  
Mumbai – 400051.  
**Symbol: REMSONSIND**

Dear Sir / Ma'am,

**Sub.: Investor Presentation**

Pursuant to the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), please find enclosed herewith the investor presentation.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

For **REMSONS INDUSTRIES LIMITED**

**ROHIT DARJI**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**

**Encl.: A/a**

Great  
Place  
To  
Work®

Certified  
MAR 2022 - MAR 2023  
INDIA™

# REMSONS


INDUSTRIES LIMITED

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## Investor Presentation

### Q2 / H1 FY 22-23


**50** Years of  
Engineering  
Excellence



*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.*



**94%**

Standalone  
Net Profit Growth  
for Q2 FY23 (Y-o-Y)

**152% /  
101%**

Standalone /  
Consolidated  
EBITDA Growth  
for H1FY23 (Y-o-Y)



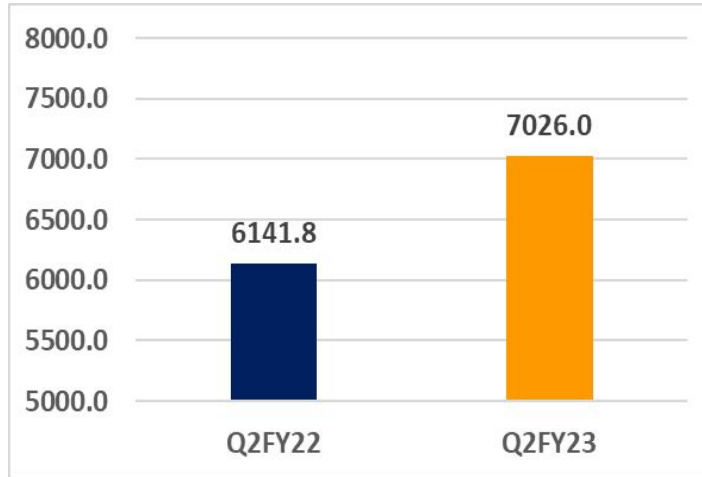
**+161 bps /  
+239 bps**

Standalone  
EBITDA / PAT  
Margins Improvement  
for Q2FY23

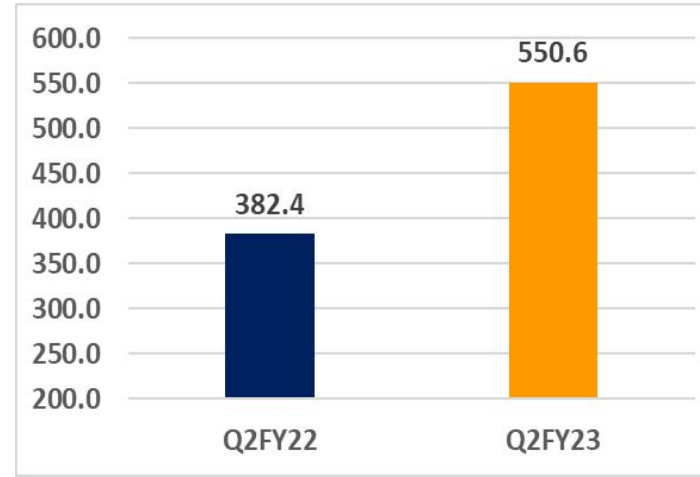
**41%  
28%**

Standalone /  
Consolidated  
Revenue Growth  
for H1FY23 (Y-o-Y)

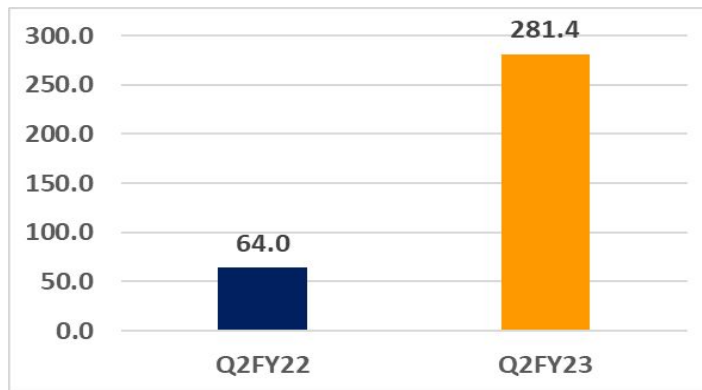
Revenue (Rs lacs)



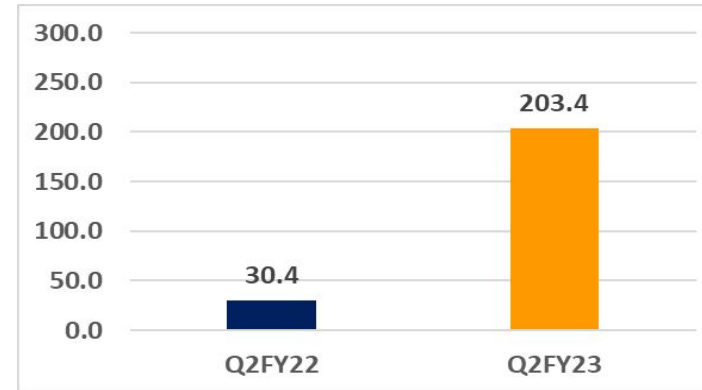
EBITDA (Rs lacs)



Profit before Tax (Rs lacs)

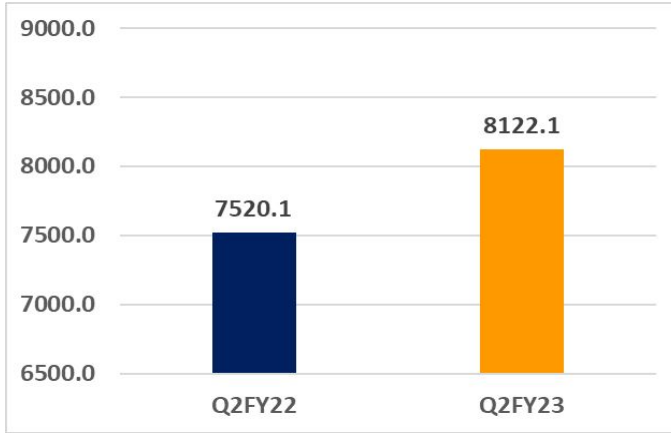


Net Profit (excl extra ord) (Rs lacs)

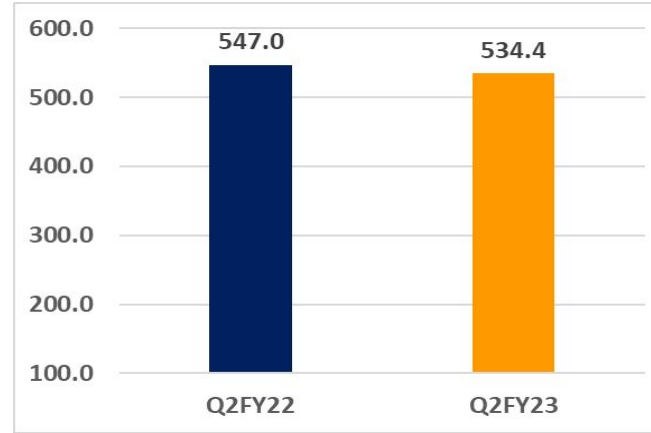


- Total Standalone Revenue increased by 14.40% Y-o-Y basis
- **Industry Volumes in Q2FY23:** Two-Wheeler sales were 46.73 Lakh Units and Passenger car sales were 10.26 Lakh units. Commercial Vehicles were at 2.31 Lakh Units.
- **EV Volumes in Q2FY23:** Electric Vehicles sales in Two Wheelers were 1.47 Lakh Units which is 3.14% of the total Two Wheeler sales, while Electric passenger cars sales were 10,000 Units which is 1% of the total passenger car sales.
- Stable Gross Profit margins at 31.27% was achieved due to Softening of Raw Material Prices.
- EBITDA for Q2FY23 stood at Rs.551 lacs vs 382.4 Lacs last year which is a significant increase of Rs. 168.2 lacs led by Higher sales volume & softening of Raw Material Prices.
- Higher depreciation is mainly on account of the new greenfield facility at Chakan, Pune.

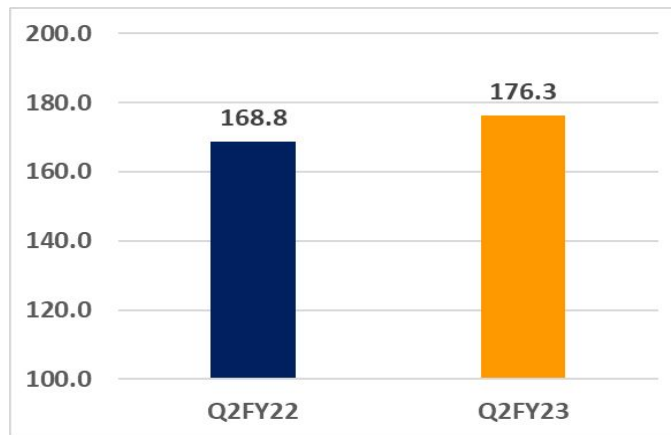
Revenue (Rs lacs)



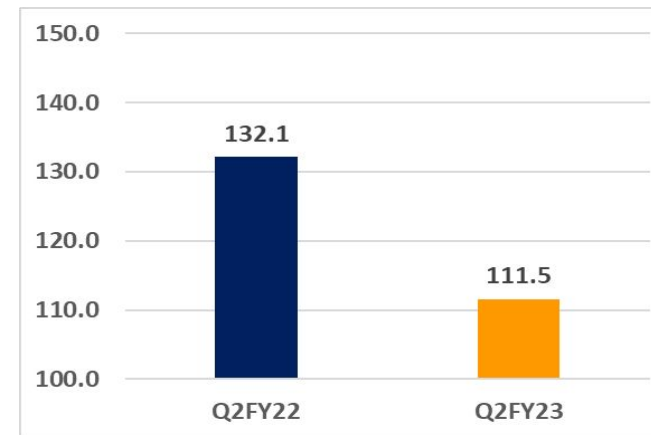
EBITDA (Rs lacs)



Profit before Tax (Rs lacs)



Net Profit (excl extra ord) (Rs lacs)



- Consolidated Revenue stood at Rs.8122 lacs up by 8% Y-o-Y
- Gross Profit margins were higher in consolidated at 35.1%
- Inflationary effects coupled with demand disruption due to the ongoing conflict and the continued semiconductor shortage impacted overall profitability.
- Cross Currency volatility also impacted Revenue Recognition and related translations effect.
- Consolidated net profit for the half year has impact of stock adjustment due to inter company sales. This is mainly due to higher goods in transit at the end of the year.

Particulars (INR in lacs)	Q2FY23	Q1FY23	Q2FY22	Y-o-Y(%)*	H1FY23	H1FY22	Y-o-Y(%)
<b>Net Sales</b>	<b>7026.0</b>	<b>6480.3</b>	<b>6141.8</b>	<b>14.40</b>	<b>13,506.3</b>	<b>9,664.8</b>	<b>39.7</b>
Material Consumed	4828.9	4576	4233.1	14.07	9,404.5	6,616.2	42.1
Employee benefit expenses	955.3	893.6	896.0	6.62	1,848.9	1,564.9	18.1
Other expenses	691.3	611.0	630.3	9.68	1,302.3	1,106.4	17.7
<b>Total expenditure</b>	<b>6475.5</b>	<b>6080.2</b>	<b>5759.4</b>	<b>12.43</b>	<b>12,555.7</b>	<b>9,287.5</b>	<b>35.2</b>
<b>EBITDA</b>	<b>550.6</b>	<b>400.1</b>	<b>382.4</b>	<b>43.98</b>	<b>950.6</b>	<b>377.3</b>	<b>152.0</b>
Other Income	6.5	4.8	-46.7	(113.85)	11.3	39.0	(71.2)
Depreciation	150.9	139.2	134.8	11.91	290.0	260.3	11.4
<b>EBIT</b>	<b>406.2</b>	<b>265.7</b>	<b>200.9</b>	<b>102.2</b>	<b>671.9</b>	<b>156.0</b>	<b>330.7</b>
Interest	124.9	116.7	136.9	(8.79)	241.6	269.4	(10.3)
<b>Profit Before Tax</b>	<b>281.4</b>	<b>148.9</b>	<b>64.0</b>	<b>339.61</b>	<b>430.3</b>	<b>(113.4)</b>	<b>479.4</b>
Tax	78.0	39.8	33.6	132.05	117.8	(3.2)	3780.3
<b>Net Profit (before exceptional items)</b>	<b>203.4</b>	<b>109.1</b>	<b>30.4</b>	<b>569.01</b>	<b>312.5</b>	<b>(110.2)</b>	<b>383.6</b>
Extraordinary Items			74.1			74.1	
<b>Reported Net Profit</b>	<b>203.4</b>	<b>109.1</b>	<b>104.5</b>	<b>94.62</b>	<b>312.5</b>	<b>(36.1)</b>	<b>965.7</b>
<b>EPS (Rs) (excl. extra ordinary items)</b>	<b>3.56</b>	<b>1.91</b>	<b>0.53</b>	<b>569.01</b>	<b>5.47</b>	<b>(1.93)</b>	<b>383.6</b>
<b>Reported EPS (Rs)</b>	<b>3.56</b>	<b>1.91</b>	<b>1.83</b>	<b>94.62</b>	<b>5.47</b>	<b>(0.63)</b>	<b>965.7</b>
<b>EBITDA Margin (%)</b>	<b>7.84</b>	<b>6.17</b>	<b>6.23</b>	<b>161.0 bps</b>	<b>7.04</b>	<b>3.90</b>	<b>313.5 bps</b>
<b>PBT Margin (%)</b>	<b>4.00</b>	<b>2.30</b>	<b>1.04</b>	<b>296.2 bps</b>	<b>3.19</b>	<b>(1.17)</b>	<b>435.9 bps</b>
<b>PAT Margin (%)</b>	<b>2.89</b>	<b>1.68</b>	<b>0.49</b>	<b>239.9 bps</b>	<b>2.31</b>	<b>(1.14)</b>	<b>345.4 bps</b>

## Q2 FY 22-23 CONSOLIDATED RESULTS

Particulars (INR in lacs)	Q2FY23	Q1FY23	Q2FY22	Y-o-Y(%)	H1FY23	H1FY22	Y-o-Y(%)
<b>Net Sales</b>	8122.1	7955.5	7520.1	8.01	16,077.7	12,641.0	27.2
Material Consumed	5271.0	5060.7	4813.7	9.50	10,331.7	8,022.4	28.8
Employee benefit expenses	1406.4	1374.7	1347.4	4.38	2,781.1	2,486.4	11.9
Other expenses	910.3	872.1	812	12.11	1,782.3	1,544.0	15.4
<b>Total expenditure</b>	7587.7	7307.5	6973.1	8.51	14,874.2	12,052.8	23.4
<b>EBITDA</b>	534.4	648.1	547.0	1.53	1182.5	588.2	101.0
Other Income	1.83	20.1	-18.6	(0.81)	21.93	93.5	(76.5)
Depreciation	212.2	202.5	187.6	13.11	414.7	368.8	12.4
<b>EBIT</b>	324.0	465.7	340.8	(4.71)	789.7	312.9	152.4
Interest	147.7	145.8	172.0	(14.10)	293.5	336.3	(12.7)
<b>Profit Before Tax</b>	176.3	320.0	168.8	4.85	496.2	-23.4	2220.6
Tax	64.8	54.6	36.7	76.49	119.4	-0.1	
<b>Net Profit (before exceptional items)</b>	111.5	265.3	132.1	(15.05)	376.8	-23.3	1717.3
Extraordinary Items			74.1			74.1	
<b>Reported Net Profit</b>	111.5	265.3	206.2	(45.58)	376.8	50.8	641.8
<b>EPS (Rs) (excl extra ordinary items)</b>	1.95	4.64	2.31	(15.05)	6.60	-0.41	1717.3
<b>Reported EPS (Rs)</b>	1.95	4.64	3.61	(45.58)	6.61	0.89	643.2
<b>EBITDA Margin (%)</b>	6.58	8.15	7.27	(43.58) bps	7.35	4.65	270.17 bps
<b>PBT Margin (%)</b>	2.17	4.02	2.24	(6.55) bps	3.09	-0.19	327.15 bps
<b>PAT Margin (%)</b>	1.37	3.34	1.76	(37.50) bps	2.34	-0.18	252.81 bps



## New Product

3 New Customers Business Awarded in Q2.

New Product Business Award with UK (Magal)  
Technology localised for Indian OEM in Q2

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.

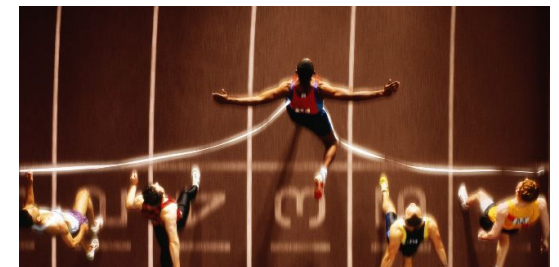
A call to **LET'S MAKE GREAT**



**REMSONS**

**REMSONS**

**REMSONS**



# 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.



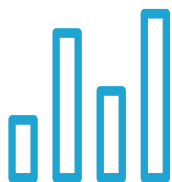
### Customer Profile

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**

1<sup>st</sup> 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**

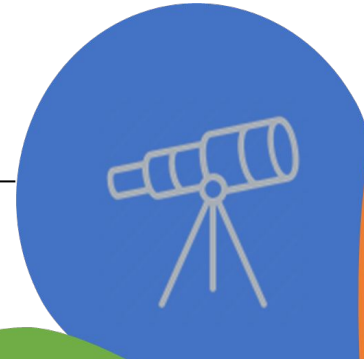
Great emphasis laid on the process of professionalism

**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

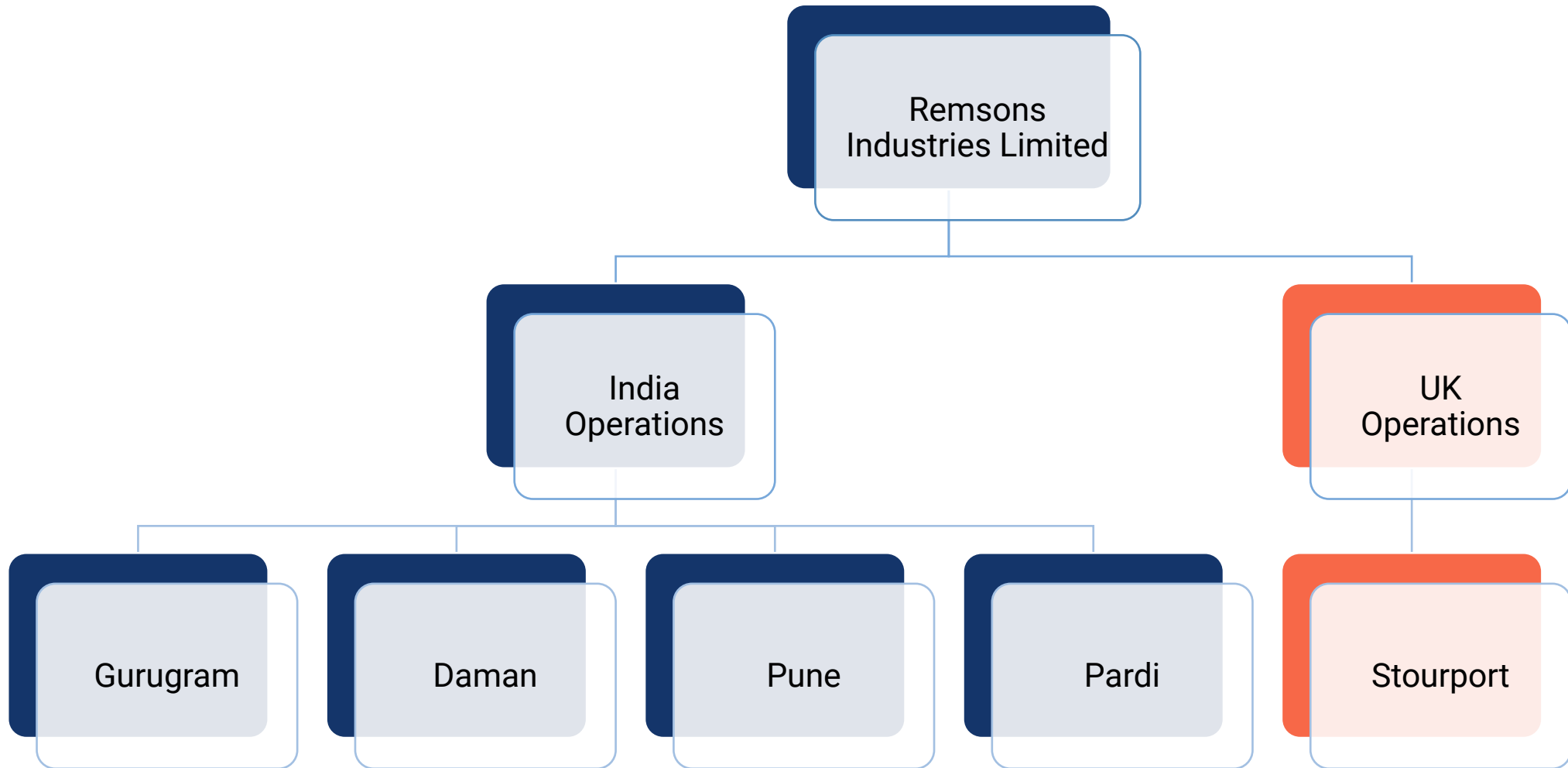


## RELATIONSHIP

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

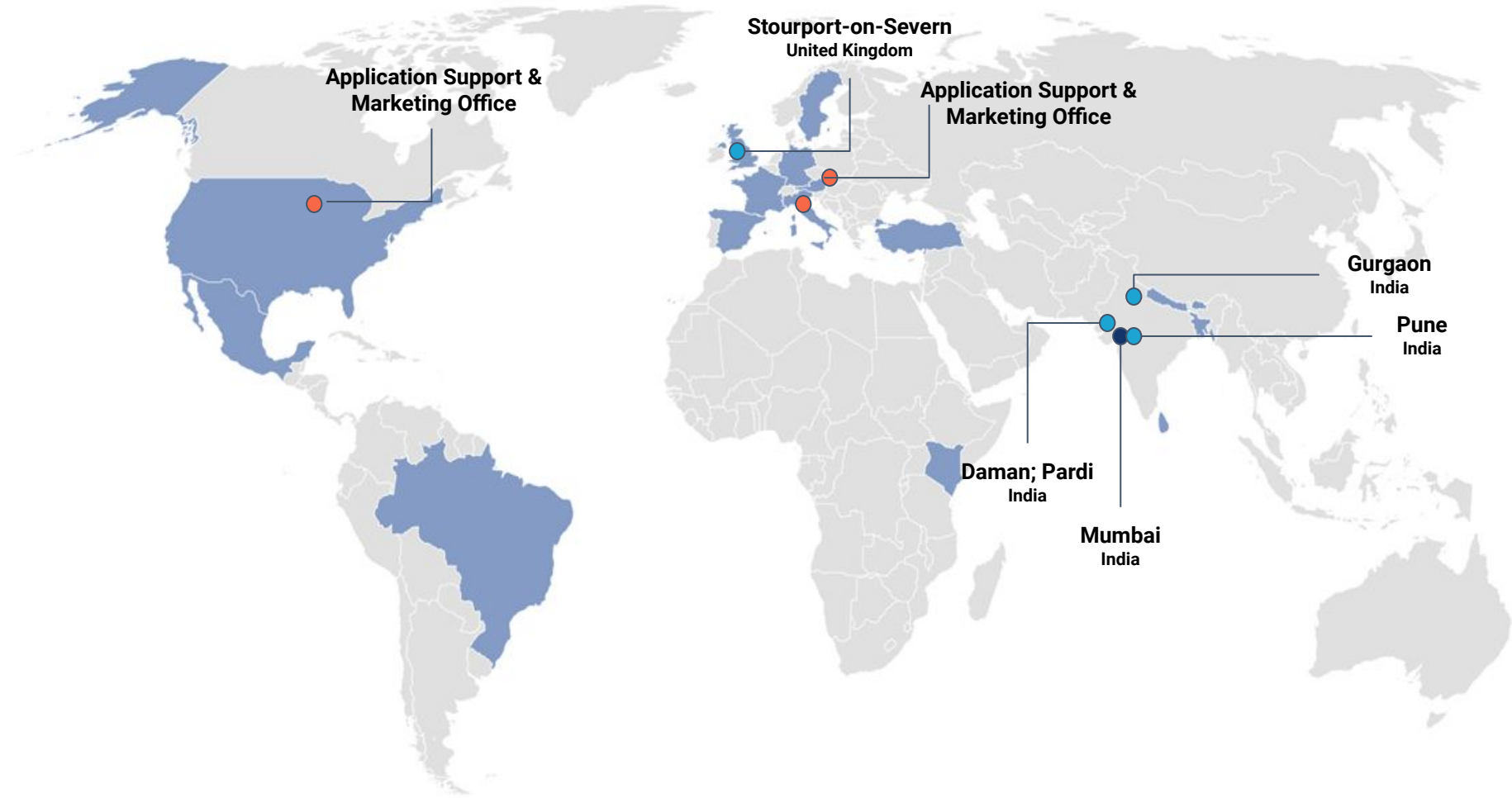






**The synergies created through this acquisition including access to the central European market, new product portfolio and operational production plant in UK to better serve the global players**

- 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
- GURGAON
- STOURPORT-ON-SEVERN (United Kingdom)
- PUNE
- DAMAN
- PARDI (Gujarat)





**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, Magal 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

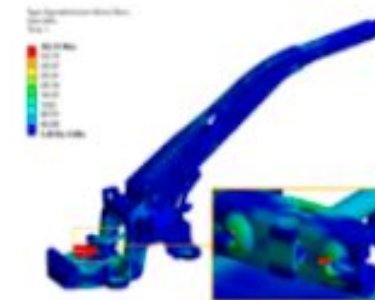


## Design

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  
Khandra 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

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

Michael Drechsel  
Managing Director, DQS Holding GmbH

IATF Contract Office: DQS Holding GmbH, Konrad-Adenauer-Allee 8-10, 51118 Bad Vilbel, Germany

310 038



**CERTIFICATE**



This is to certify that

**Remsons Industries Limited**

1/3 Mile Stone  
Khandra 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 2005-09-05  
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: Deutch 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 – 1<sup>st</sup> 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



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.

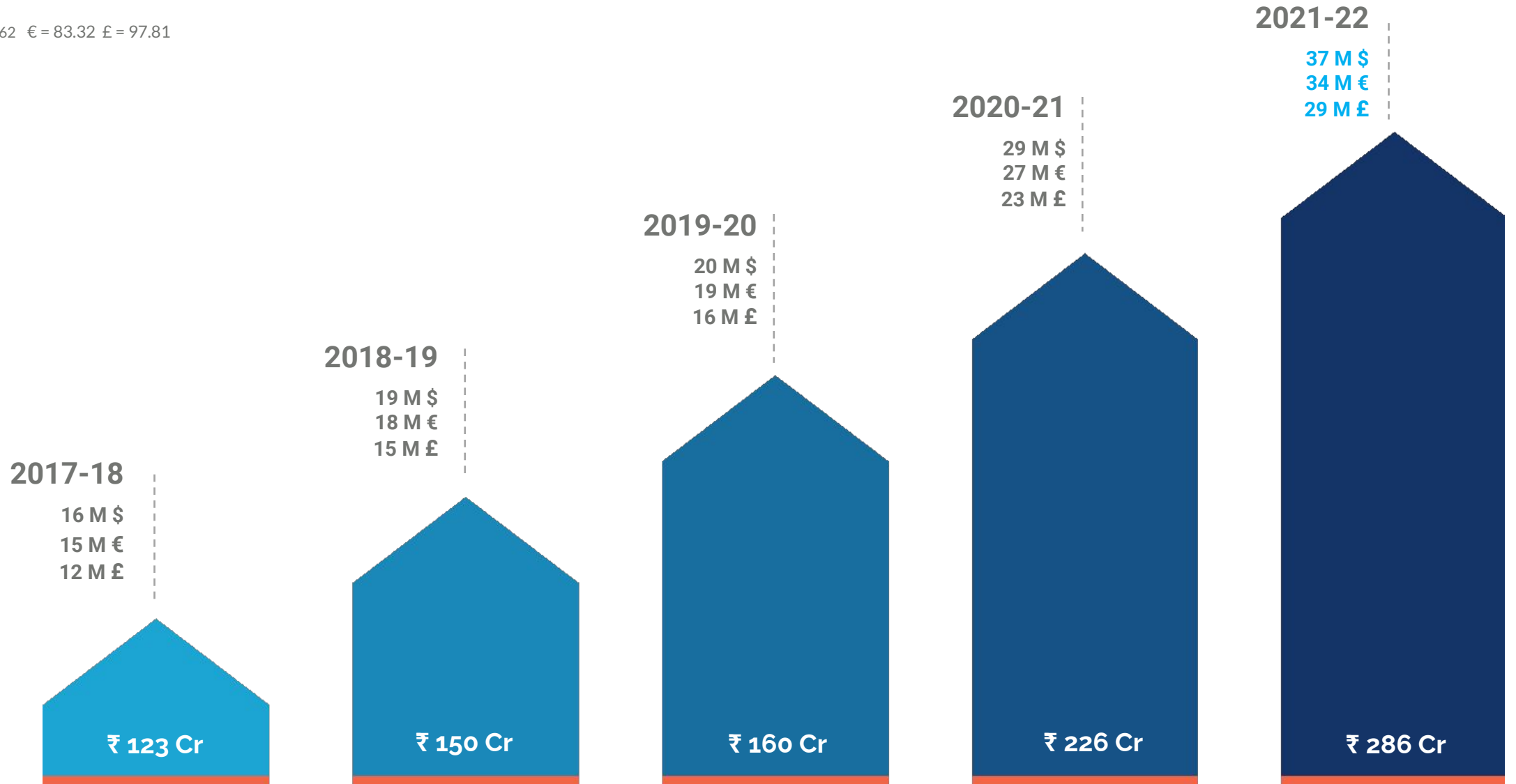


# Financials



# FIVE YEARS SALES TREND - CONSOLIDATED

\$ = 77.62 € = 83.32 £ = 97.81

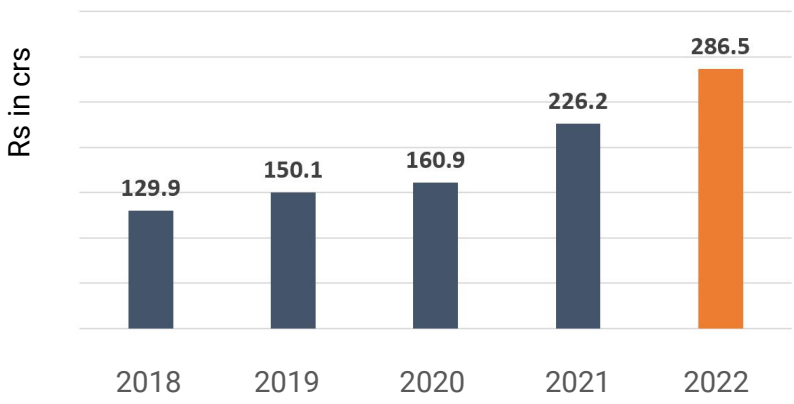


National Lockdown From  
March 20 - Wave 1

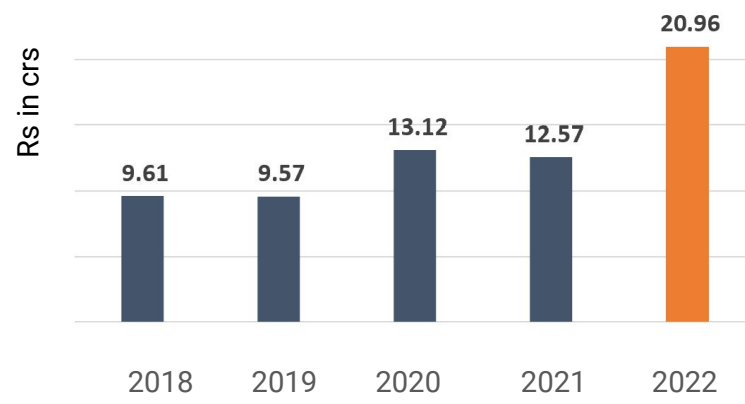
Pandemic  
Wave 2 Lockdown

PROFITABLE GROWTH, STRONG ROE, ROCE

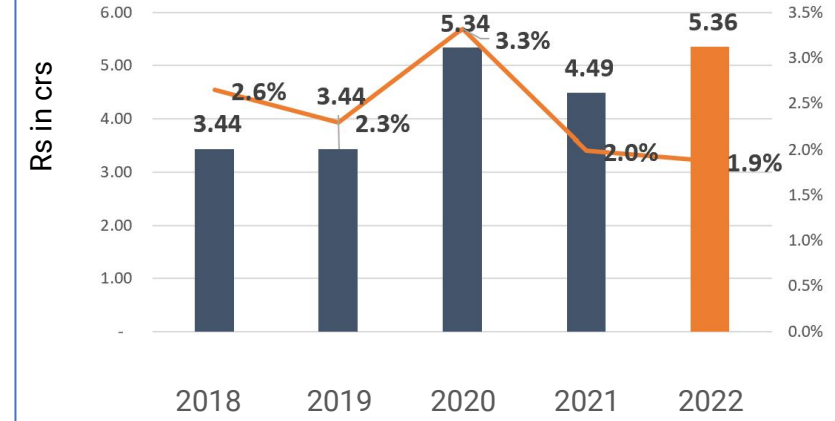
Revenue



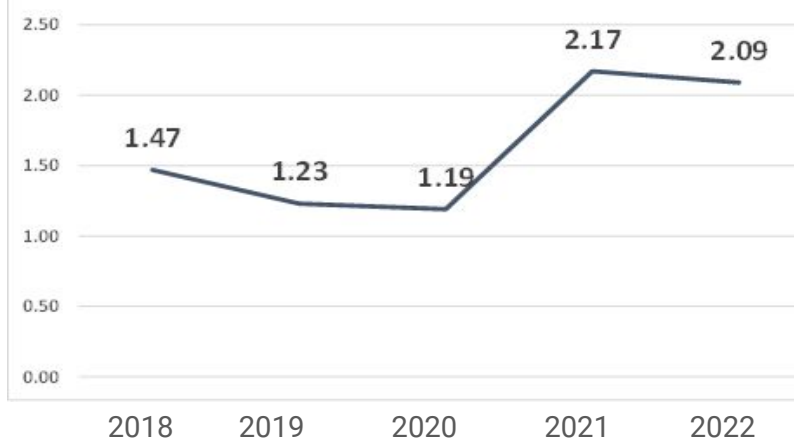
EBITDA



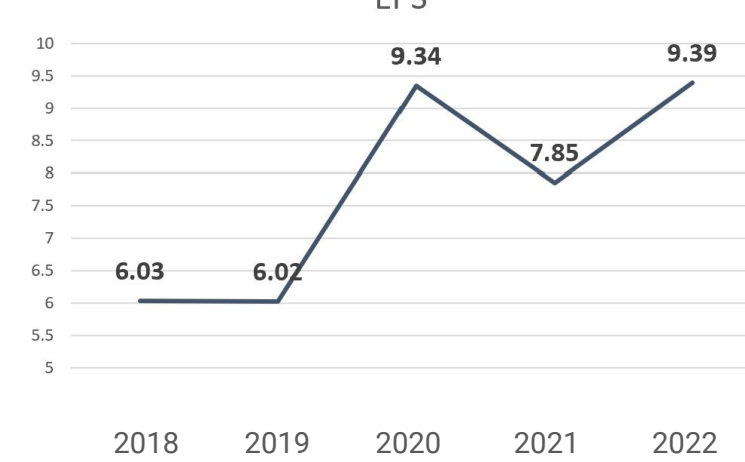
PAT



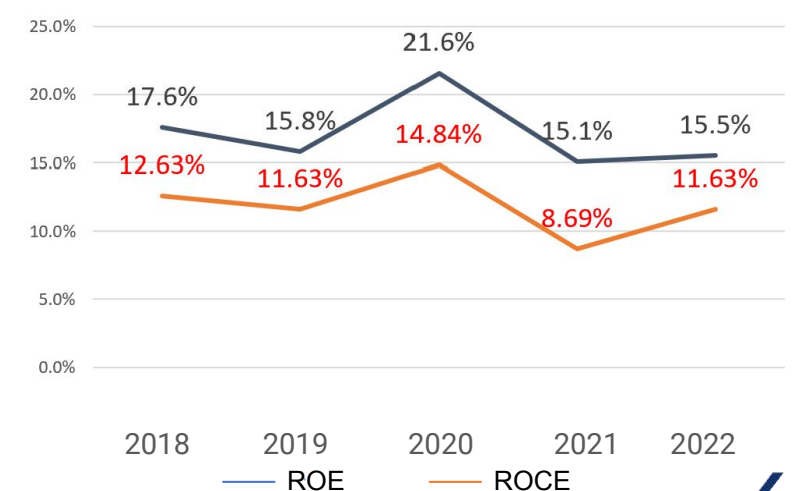
Net D/E



EPS



ROE/ROCE



ANNUAL- **STANDALONE** PROFIT & LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Net Revenue from Operations	128.36	149.38	159.18	195.48	223.28
Other Income	1.58	0.75	1.70	1.95	1.16
Total Revenue	129.94	150.13	160.88	197.42	224.44
COGS	78.30	92.99	95.71	136.29	152.81
Employee Benefit Expenses	23.89	26.97	30.99	30.03	33.71
Other Expenses	18.14	20.60	21.05	19.19	22.74
Total Expenditure	120.32	140.56	147.76	185.51	209.26
EBITDA before (Excep. Items)	9.61	9.57	13.12	11.92	15.19
EBITDA margin (%)	7.40%	6.37%	8.16%	6.04%	6.77%
Exceptional Items	-	-	-	3.30	0.74
EBITDA after (Excep. Items)	9.61	9.57	13.12	15.22	15.93
Depreciation	2.55	2.18	2.52	3.11	5.48
Finance Costs	2.52	2.49	3.19	3.28	5.25
PBT	4.55	4.90	7.41	8.82	5.20
Tax Expenses	1.11	1.46	2.08	2.17	1.65
PAT	3.45	3.44	5.34	6.66	3.55
PAT margin (%)	2.65	2.29%	3.32%	3.37%	1.59%
EPS	6.03	6.02	9.34	11.65	6.21

ANNUAL-CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Net Revenue from Operations	128.36	149.38	159.18	226.15	286.45
Other Income	1.58	0.75	1.70	2.41	0.74
Total Revenue	129.94	150.13	160.88	228.56	287.61
COGS	78.30	92.99	95.71	151.67	180.79
Employee Benefit Expenses	23.89	26.97	30.99	39.58	52.27
Other Expenses	18.14	20.60	21.05	24.73	33.16
Total Expenditure	120.32	140.56	147.76	215.99	266.22
EBITDA before (Excep. Items)	9.61	9.57	13.12	12.57	21.39
EBITDA margin (%)	7.40%	6.37%	8.16%	5.50%	7.44%
Exceptional Items	-	-	-	3.30	0.74
EBITDA after (Excep. Items)	9.61	9.57	13.12	15.87	22.13
Depreciation	2.55	2.18	2.52	4.41	7.93
Finance Costs	2.52	2.49	3.19	3.54	6.43
PBT	4.55	4.90	7.41	7.92	6.60
Tax Expenses	1.11	1.46	2.08	3.43	1.98
PAT	3.45	3.44	5.34	4.49	5.36
PAT margin (%)	2.65	2.29%	3.32%	1.96%	1.87%
EPS	6.03	6.02	9.34	7.85	9.39



# ANNUAL- STANDALONE BALANCE SHEET (1/2)

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

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

# ANNUAL- CONSOLIDATED BALANCE SHEET (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
<b>Assets</b>					
<b>Non-Current Assets</b>					
Property, Plant & Equipment	21.75	21.51	21.71	31.71	34.40
Right of Use of Assets	-	-	0.54	8.81	6.87
Capital Work in Progress	0.05	0.14	0.08	0.35	0.54
Investment Property	0.07	0.07	0.07	15.21	14.99
Other Intangible Assets	0.52	1.49	1.28	3.54	3.46
Financial Assets	0.44	0.64	0.49	1.92	1.07
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
<b>Total Non-Current Assets</b>	<b>23.29</b>	<b>24.15</b>	<b>24.81</b>	<b>64.13</b>	<b>64.95</b>
<b>Current Assets</b>					
Inventories	22.57	26.87	32.79	47.16	46.15
Trade Receivables	19.90	25.87	22.32	42.73	52.12
Cash & Cash Equivalents	1.00	0.44	1.74	2.23	6.39
Other Financial Assets	0.76	0.17	0.38	0.94	0.12
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
<b>Total Current Assets</b>	<b>46.40</b>	<b>56.05</b>	<b>59.81</b>	<b>101.17</b>	<b>109.89</b>
<b>Total Assets</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>165.30</b>	<b>174.84</b>

ANNUAL-CONSOLIDATED BALANCE SHEET (2/2)

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

# Thank You!

For further information, please contact

## **Remsons Industries Limited**

Tel: +91 22 2612 2368/2611 3883

Email: [corporate@remsons.com](mailto:corporate@remsons.com)

[www.remsons.com](http://www.remsons.com)

## **KAPTIFY Consulting**

Strategy & Investor Relations Consulting

Tel: +91 845 288 6099 | Email: [info@kaptify.in](mailto:info@kaptify.in)

[www.kaptify.in](http://www.kaptify.in)