

REF: BSE/Investor Presentation/Q3/2023-24.

January 15, 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 Securities and Exchange Board of India (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 third quarter and nine months ended December 31, 2023. 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
Q3 & 9M 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:

"I am happy to share that our Company has delivered good growth in the third quarter. This growth was backed by higher production; increased machinery dispatches combined with growing demand from e-commerce & organized retail industry. We have been expanding our geographical footprint and competing well with established European and American suppliers.

I am pleased to inform you that recently we have acquired three industrial plots adjoining to the factory in Rajkot, is a significant step forward in our expansion strategy. This prime location not only streamlines our operations but also provides ample opportunities for future development and efficiency improvements. This land acquisition enables us to expand our production capacity, meet growing market demands, and enhance our product offerings.

As we move forward, we will continue to invest in research and development to remain at the cutting edge of technological innovation. This will not only sustain our competitive advantage but also drive future growth and success.

Rajoo Engineers is firmly committed to maintaining this growth momentum and further enhancing our position in the market. We are confident that our core values of quality, innovation and customer delight will continue to be the driving force behind our success.

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

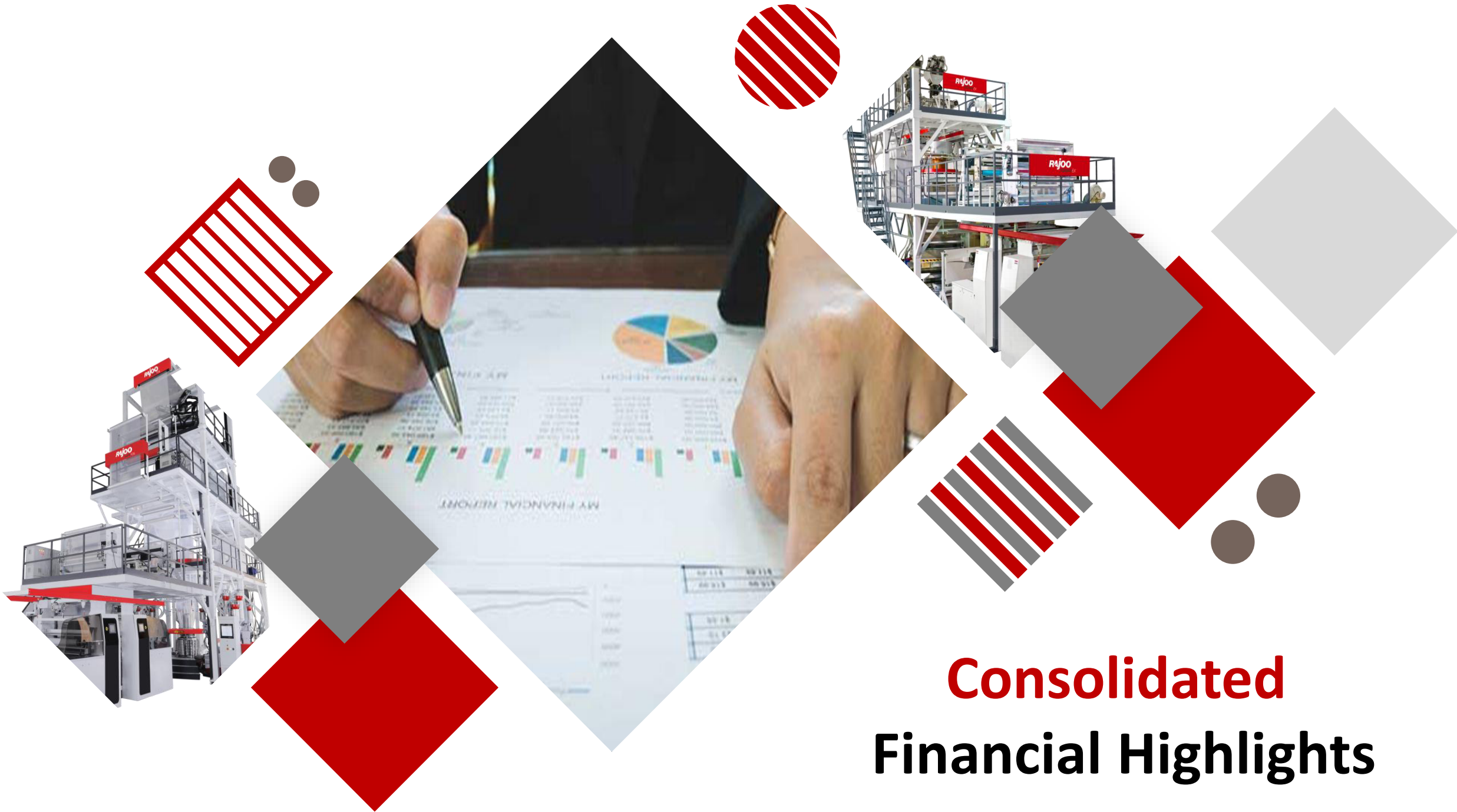


Proposal for Buyback of equity shares of the Company

- Company has 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).

"Strategic Land Acquisition: Rajoo Engineers Expands Its Footprint"

- Company has acquired three industrial plots adjoining to the factory in Rajkot
- The acquired land, strategically located adjacent to our existing plant in Rajkot, is a significant step forward in our expansion strategy. This prime location not only streamlines our operations but also provides ample opportunities for future development and efficiency improvements



Consolidated Financial Highlights



Consolidated Financial Highlights – Quarterly

Rs. Crore	Q3 FY24*	Q3 FY23*	Y-o-Y %	Q2 FY24*
Income from Operations	60.00	36.58		53.53
Other Operating Income	0.00	0.00		0.00
Total Income	60.00	36.58	64.03%	53.53
Raw Materials	39.22	20.88		33.62
Employee Cost	4.97	4.71		4.96
Other Expenses	8.18	7.82		7.78
Total Expenditure	52.37	33.41	56.74%	46.36
EBITDA (Excluding Other Income)	7.63	3.17	140.95%	7.17
EBIDTA Margin (%)	12.72%	8.66%	406 bps	13.40%
Other Income	1.12	0.64		0.92
Depreciation	0.90	0.87		0.86
Interest	0.17	0.07		0.15
Exceptional Item (Gain) / Loss	0.38	0.19		0.08
Profit Before Tax	8.06	3.06	163.60%	7.16
Tax	1.97	0.56		1.79
Profit After Tax	6.09	2.50	143.56%	5.37
Profit After Tax Margin%	10.15%	6.84%	331 bps	10.04%
Other Comprehensive Income	0.00	0.00		0.00
Net Profit	6.09	2.50	143.56%	5.37
Net Profit Margin %	10.15%	6.84%	331 bps	10.04%
Basic EPS in Rs.	0.99	0.41	141.46%	0.87

- Revenue from operations for the quarter was Rs. 60.00 crore in Q3 FY24, as against Rs 36.58 crore in Q3 FY23, a YoY increase of 64.03% on account of : -
 - ✓ Expansion of geographical footprint - selling in more countries
 - ✓ Competing well with established European and American suppliers - Value for money
 - ✓ Growing demand from e-commerce and organized retail
 - ✓ Capacity expansion by existing processors - both within the Country and Overseas
- EBITDA (excluding Other Income) was at Rs. 7.63 crore in Q3 FY24 as against Rs. 3.17 crore in Q3 FY23, increase of 140.95 % YoY due to higher capacity utilization and improvement in operational efficiencies during the current Quarter



Consolidated Financial Highlights – Nine Months



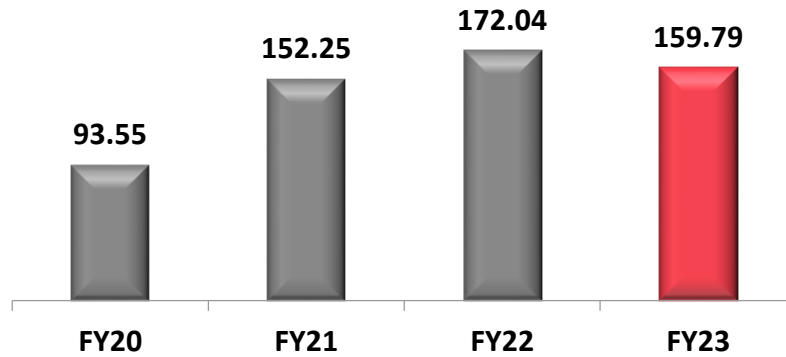
Rs. Crore	9M FY24*	9M FY23*	Y-o-Y %
Income from Operations	144.74	88.43	
Other Operating Income	0.00	0.00	
Total Income	144.74	88.43	63.68%
Raw Materials	92.41	49.68	
Employee Cost	14.42	12.77	
Other Expenses	20.20	18.39	
Total Expenditure	127.02	80.84	57.12%
EBITDA (Excluding Other Income)	17.72	7.58	133.62%
EBITDA Margin (%)	12.24%	8.58%	366 bps
Other Income	3.26	2.14	
Depreciation	2.62	2.57	
Interest	0.40	0.19	
Exceptional Item (Gain) / Loss	0.47	0.71	
Profit Before Tax	18.42	7.69	139.61%
Tax	4.49	1.59	
Profit After Tax	13.92	6.10	128.44%
Profit After Tax Margin%	9.62%	6.89%	273 bps
Other Comprehensive Income	0.00	0.00	
Net Profit	13.92	6.10	128.44%
Net Profit Margin %	9.62%	6.89%	273 bps
Basic EPS in Rs.	2.26	0.99	128.28%

- Revenue from operations for the nine months ended was Rs. 144.74 crore in 9M FY24, as against Rs 88.43 crore in 9M FY23, a YoY increase of 63.68%, on account of higher production and dispatches during the period combined with strong order book and delivery commitments
- EBITDA (excluding Other Income) was at Rs. 17.72 crore in 9M FY24 as against Rs. 7.58 crore in 9M FY23, increase of 133.62% YoY on account of increased in sales, higher capacity utilization and improved operational efficiencies

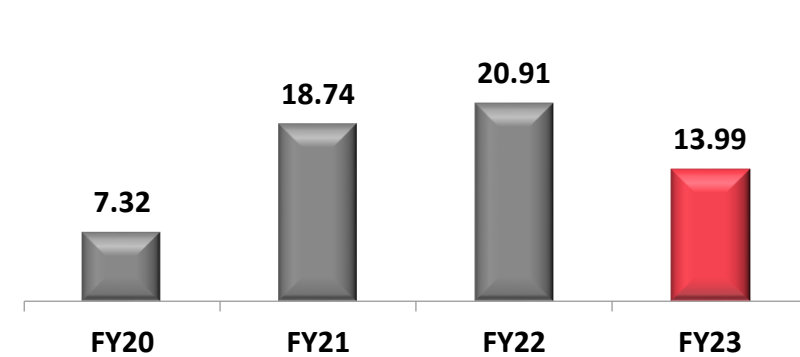


Consolidated Annual Financial Highlights

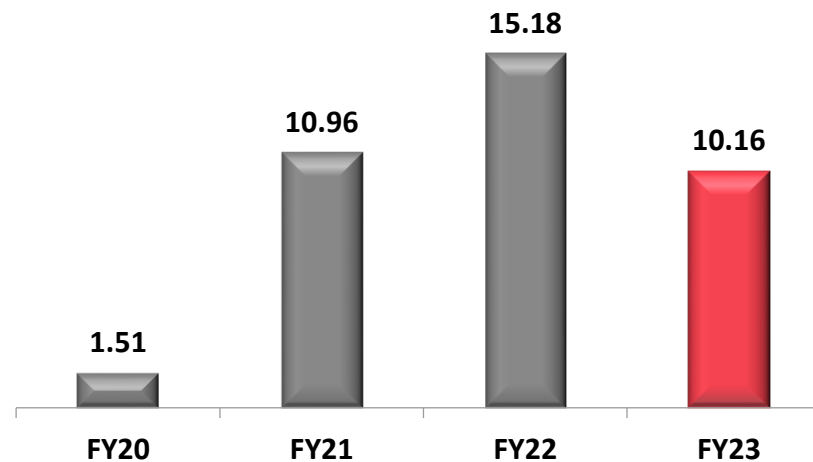
Revenue (Rs. Crore)



EBITDA* (Rs. Crore)



PAT after Minority Interest (Rs. Crore)



* EBITDA excluding other income



Consolidated Balance Sheet as on 30th September 2023



Rs. Crore	As on 30th September 2023	As on 31st March 2023
Shareholder's Funds	114.58	108.90
Share capital	6.15	6.15
Reserves & Surplus	108.42	102.75
Non-current liabilities	4.23	4.34
Financial Liabilities		
Long term borrowings	0.00	0.00
Other Financial liabilities	0.58	0.54
Defer Tax liabilities	3.64	3.80
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	0.00	0.00
Current liabilities	99.01	67.07
Financial Liabilities		
Short Term Borrowings	2.51	1.52
Trade Payables	33.50	19.90
Other Financial liabilities	3.41	1.47
Other Current liabilities	57.35	40.45
Short-term provisions	0.95	3.37
Income Tax Liability (Net)	1.30	0.36
Total Equities & Liabilities	217.81	180.31

Rs. Crore	As on 30th September 2023	As on 31st March 2023
Non-current assets	49.08	48.01
Property, Plant & Equipment	39.16	35.55
Intangible Assets	0.90	1.01
Capital WIP	0.00	2.56
Financial Assets		
Non-current Investments	0.17	0.14
Deferred tax assets	0.00	0.00
Long-term loans & advances	0.00	0.00
Inv. for using equity method	8.50	8.43
Other non-current assets	0.52	0.00
Other non-current Finan. Assets	0.35	0.31
Current assets	168.73	132.31
Inventories	79.61	56.56
Financial Assets		
Current Investments	9.39	8.48
Trade receivables	10.01	16.51
Cash & Cash equivalents	7.48	15.78
Bank Balance other than Cash	36.89	28.50
Short-term loans & Advances	0.10	0.14
Other Current Financial Assets	6.08	1.37
Other Current Assets	19.18	4.95
Total Assets	217.81	180.31

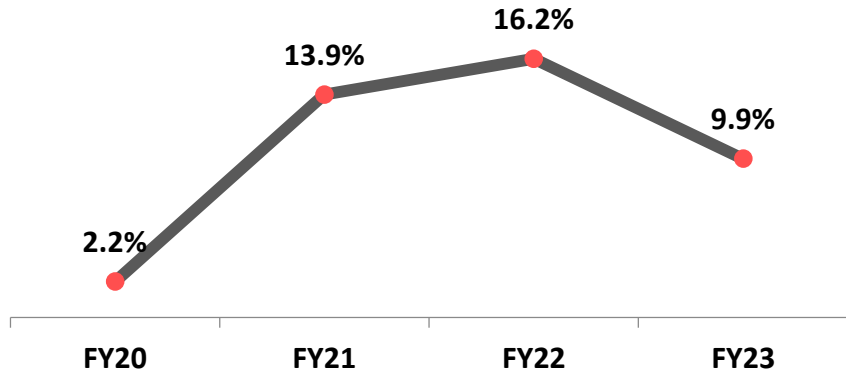
*Financials in line with IND AS guidelines



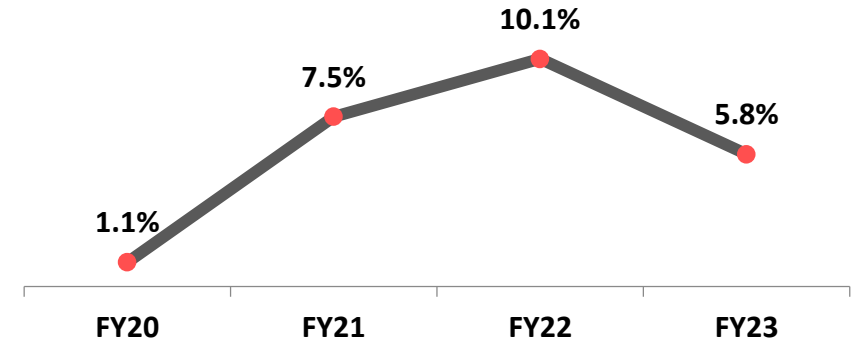
Key Ratios



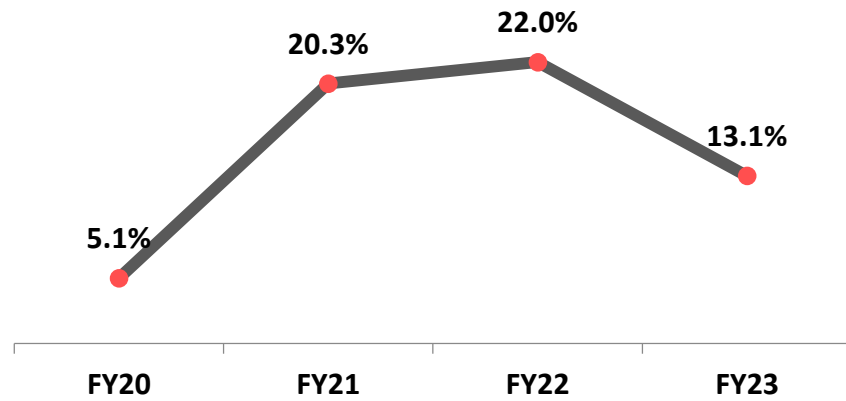
RoE(%)



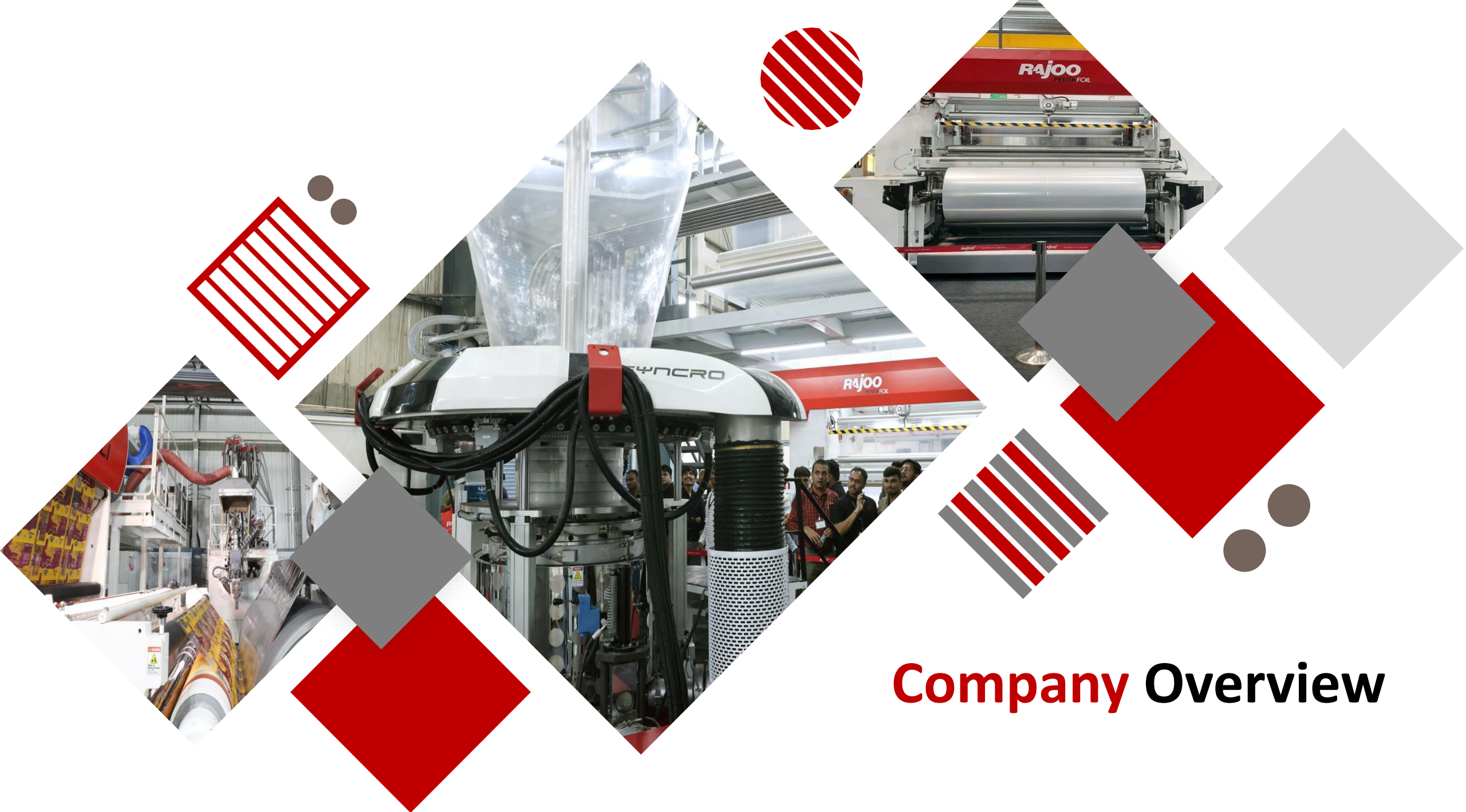
RoA(%)



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

- **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 EEPC
- Secured ISO 9001 certification
- Government recognition as STAR EXPORT HOUSE
- Developed CE complaint high output sheet line and exported to Germany

1996-2005

- **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

2006-2012

- 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
- Platicon 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

2013-2015

- 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 and achieved export order of Rs. 106 Crore
- Acquired three industrial plots adjoining to the factory in Rajkot

2016-2024



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

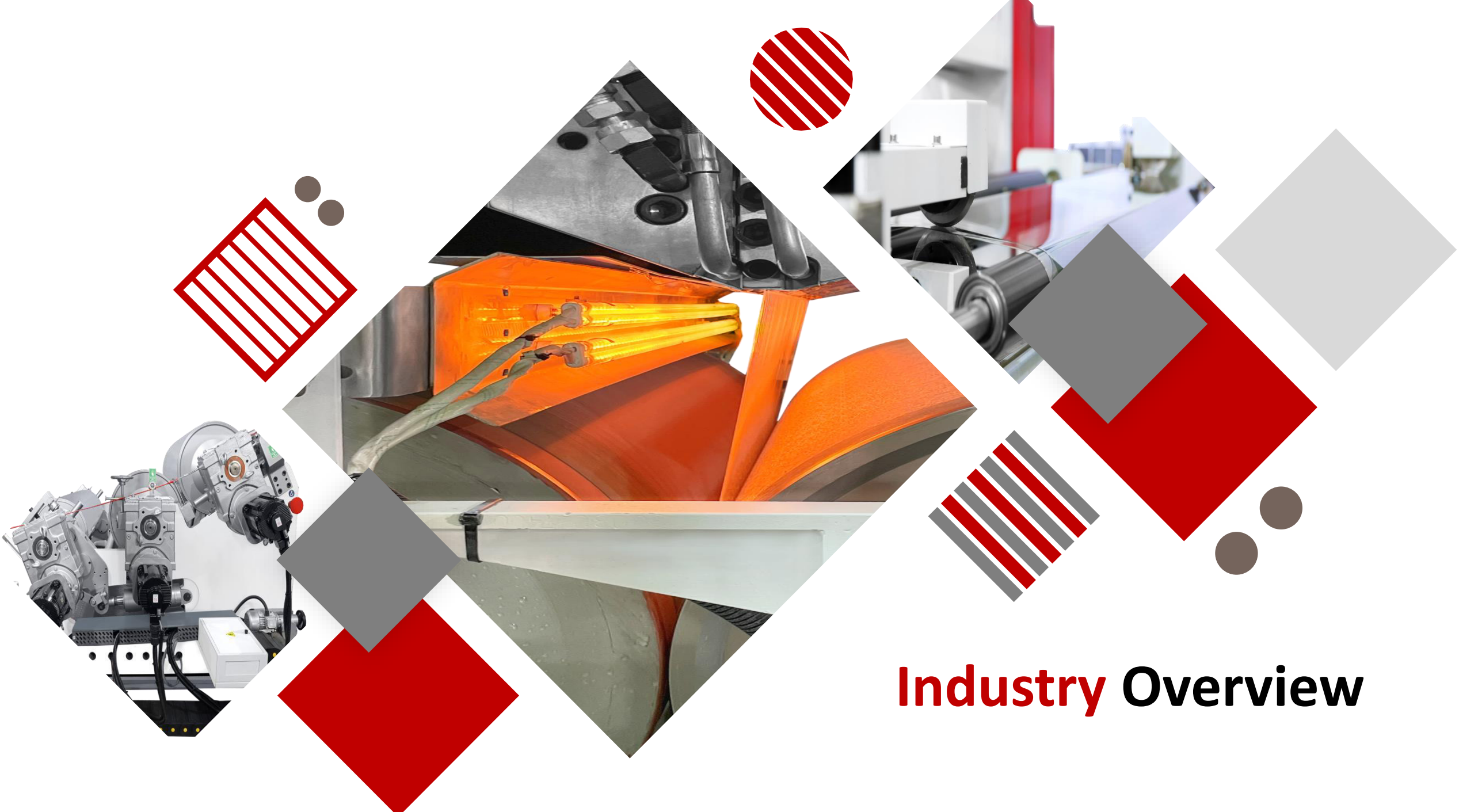
- Shree Yantralaya - Well Equipped dust free & fully AC tool room
- Shree Alekhalaya – 40+ Qualified Design Engineers
- In-house Modern Paint Shop, Shree Bhandaralaya – store room & Huge and Well-Equipped Assembly Shop
- Shree Vidhutralaya – In-house panel division

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 (2021-23) - 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

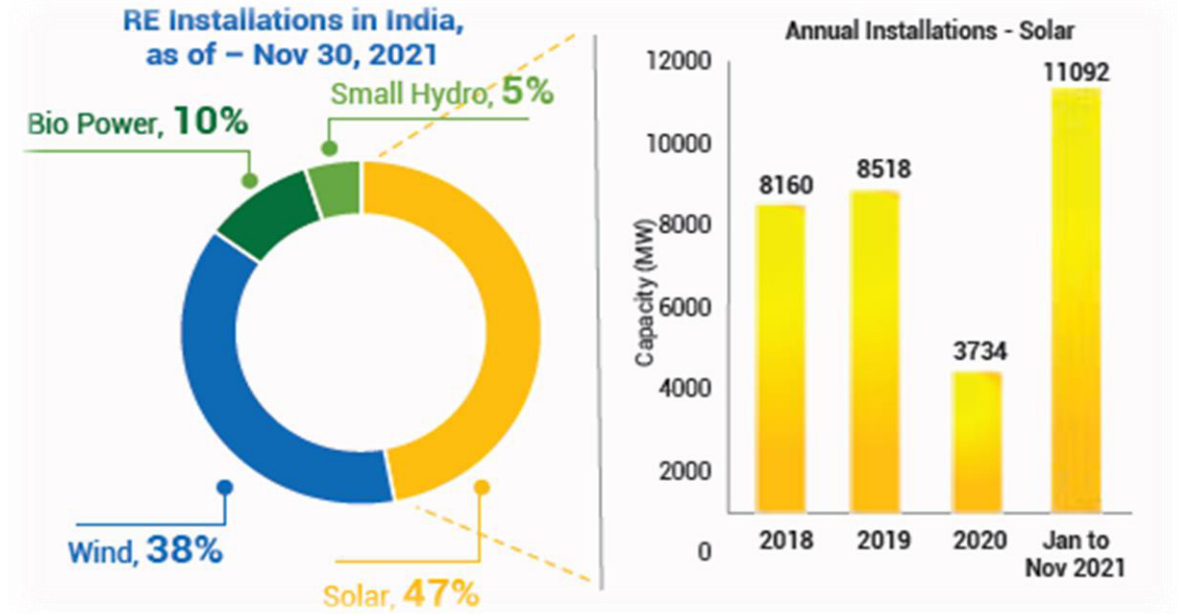
Description	No. of Machines				4 Years CAGR
	2022-23(E)	2023-24(E)	2024-25(E)	2025-26(E)	
Injection Moulding	10,800	11,750	12,650	13,700	8.1%
Extrusion	3,950	4,200	4,450	4,700	6.2%
Blow Moulding	1,000	1,080	1,150	1,200	6.0%
Total	15,750	17,030	18,250	19,600	7.5%

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%



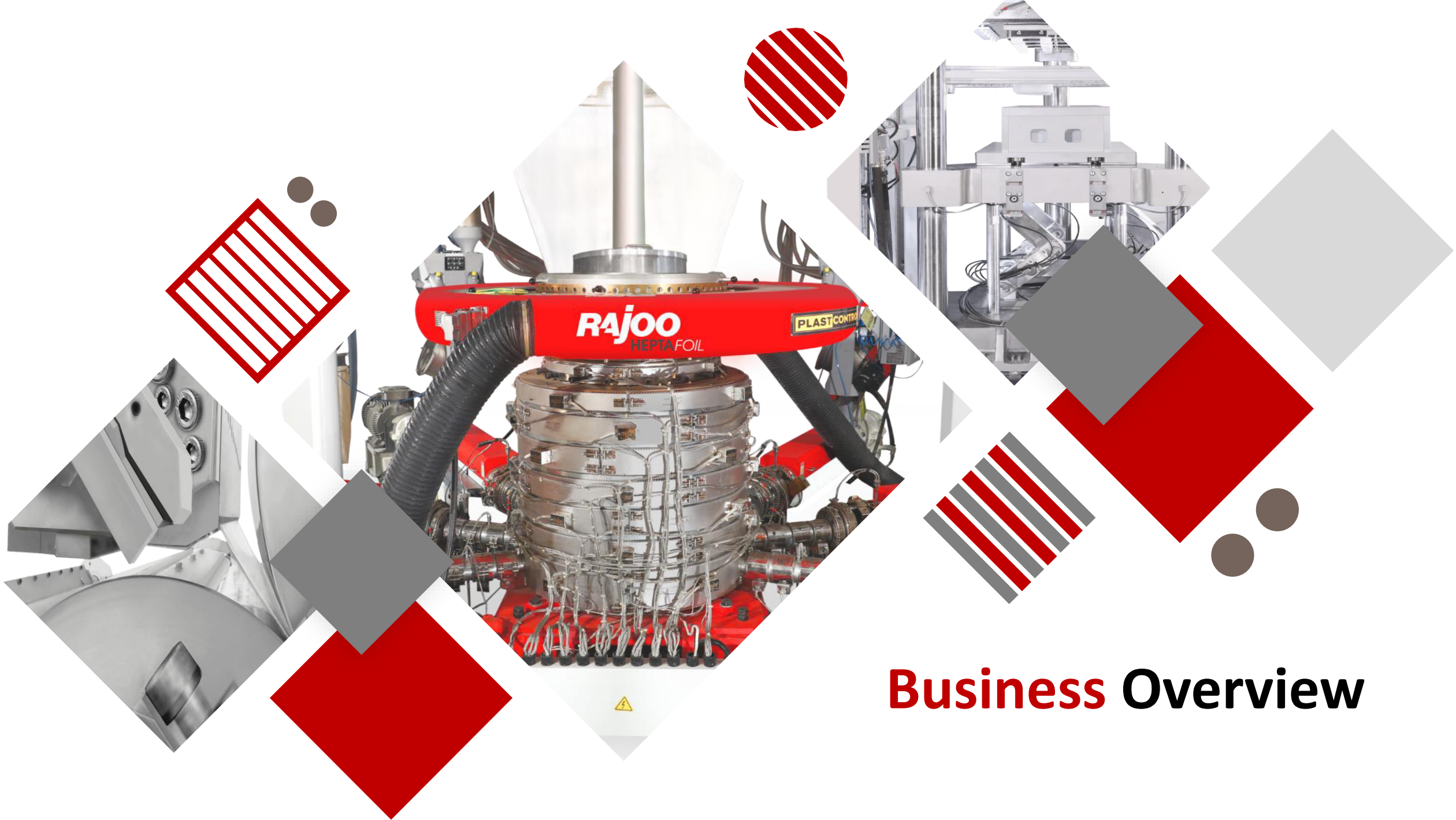
Renewable Energy High Growth Opportunity

- 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

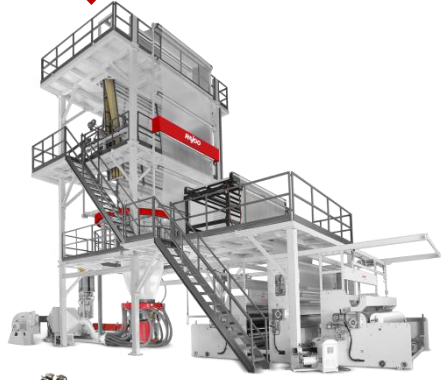
...Catering to wide array of Industry Sectors



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



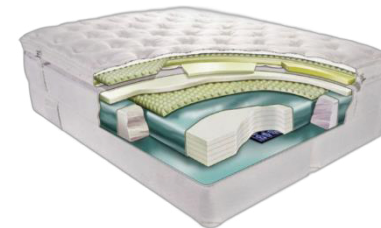
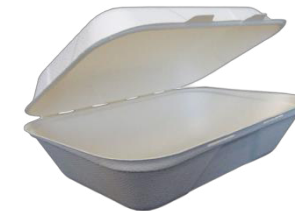
Rice, Flowers, Dry Fruits



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



Dipocon - 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)



Product Applications



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



Stationary



File Folder



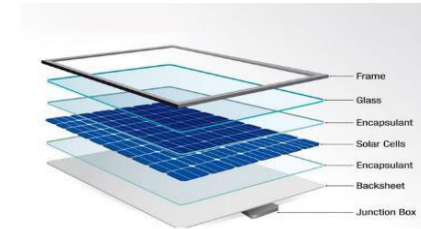
Box Packaging



LAMINA[®] e Sheet Extrusion Technology For Solar Modules



Solar



EVA Sheet



Solar Cells



LAMINA[®] rPET - PET sheet lines



Laminated Sheet



Box Packaging

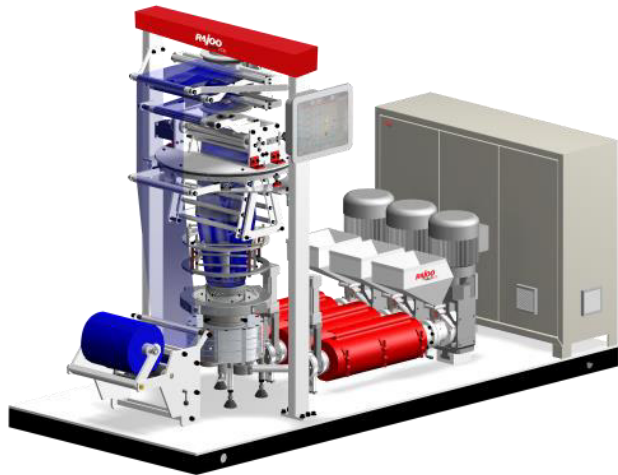


Cut-Fruit Container

...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

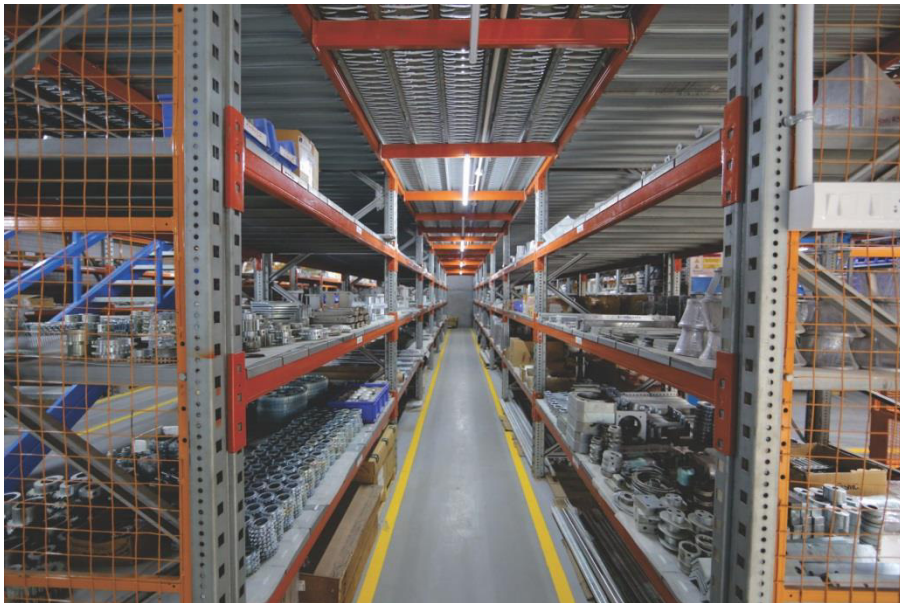
- In-house modern paint shop facility – first of its kind in Asian industry
- Ensures long life of paint and improves machine aesthetics

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

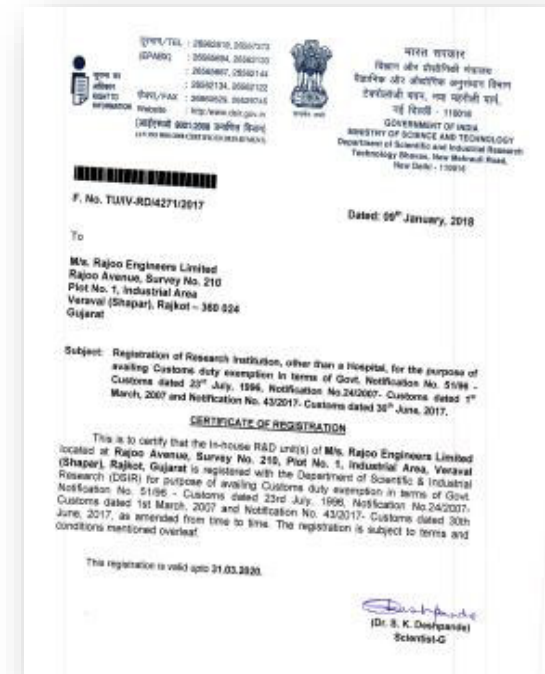




...Backed by Strong R&D – ‘Innovation Room’

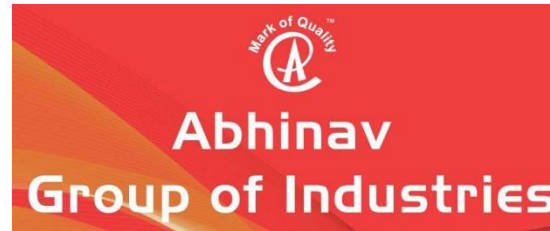
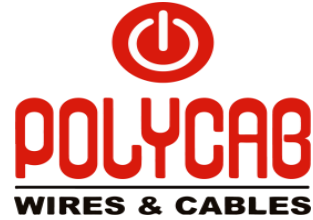


- **Set up R&D Center – ‘Rajoo Innovation Centre’**
- R&D Centre for customers – enabling customers to test run products, offering total and customized products
- Received approval from DSIR (Government of India)





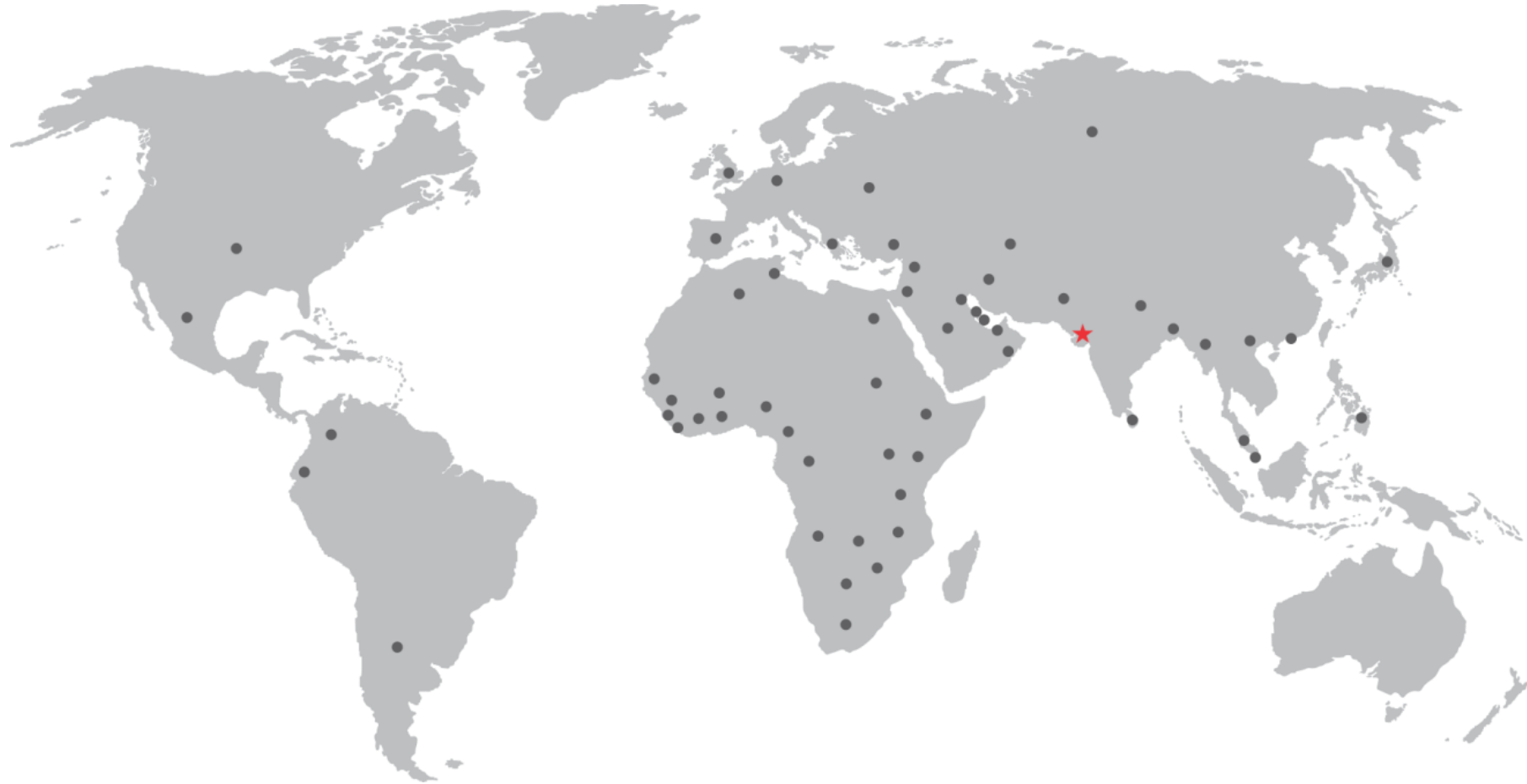
....Leading to suite of Marquee Customers





...Creating Strong Global Presence...

RAJOO[®]
excellence in extrusion



35+

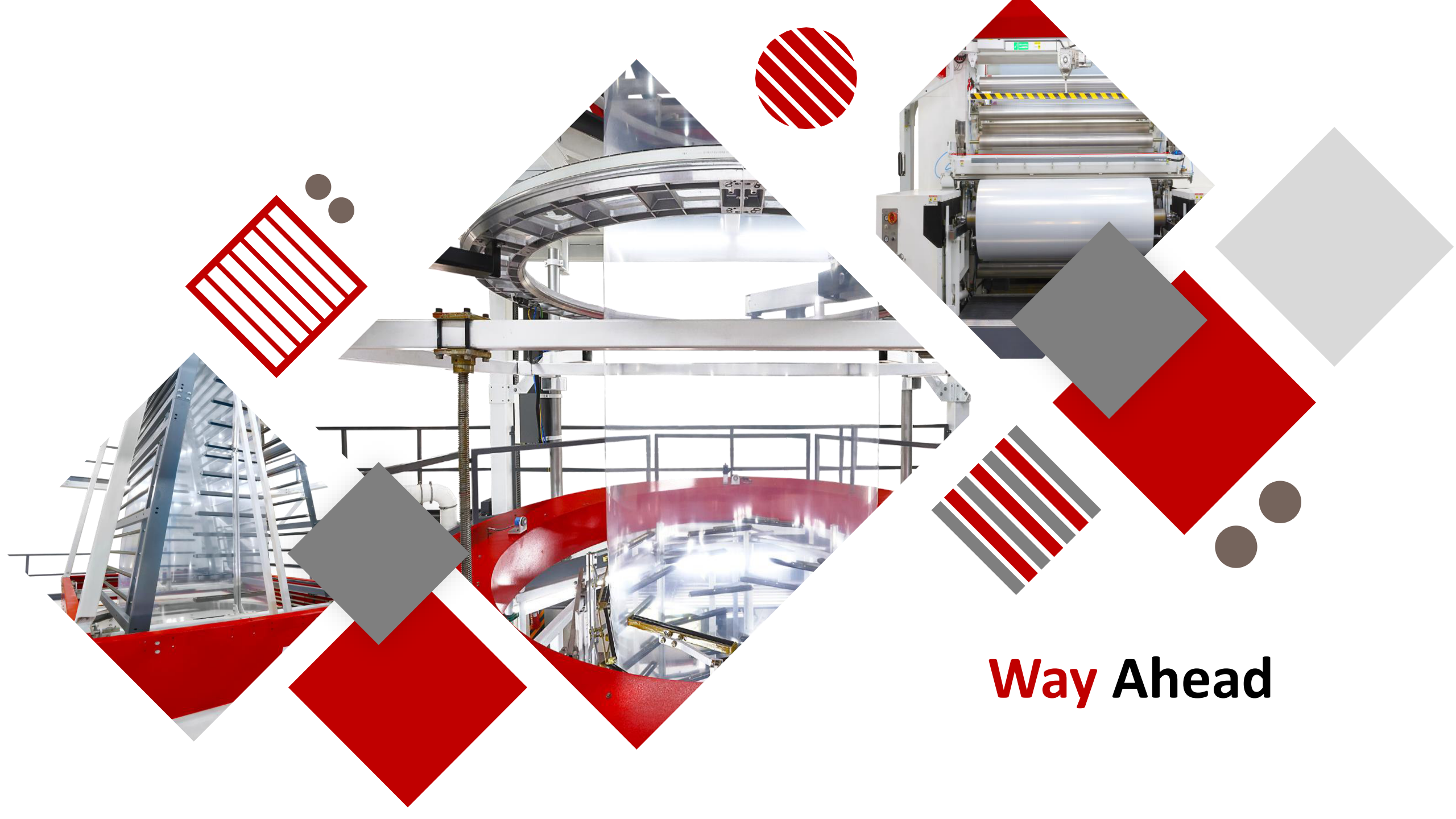
Years of Excellence in Extrusion

70+

Countries we have exported to

5K+

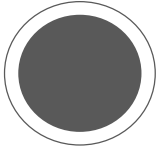
Installations



Way Ahead



Way Ahead



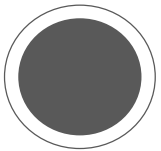
Operational Excellence

- 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



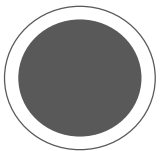
Focus on more integration – R&D and Innovation Centre

- 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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