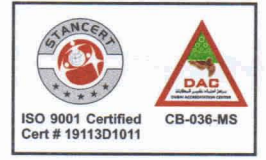




RUTTONSHA INTERNATIONAL RECTIFIER LIMITED

REGD. / CORPORATE OFFICE : 139/141, Solaris 1, B-Wing, 1st Floor, Saki Vihar Road, Powai,
Andheri (East), Mumbai - 400 072. Maharashtra • Tel. : +91-22 28471956, 57, 58 • Fax : +91-22 28471959
E-mail : admin@ruttonsha.com • Website: www.ruttonsha.com • CIN : L31109MH1969PLC014322

FACTORY : 338, International House, Baska, Halol, Dist. Panchmahals, Pin - 389 350. Gujarat (India)
Tel. : +91-2676 247185 / 247035 / 247094 / 247362 • E-mail : rirbsk@ruttonsha.com



An ISO 9001:2015 Company

Ref. RIR/SEC/13230/2019

17th May, 2019

The Bombay Stock Exchange Limited
Corporate Relationship Department
1st Floor, Rotunda Building,
P. J. Towers, Dalal Street,
Mumbai-400001

Scrip Code : 517035

Sub.: Investor Presentation - Financial Performance for 2018-19

Dear Sir/Madam,

With reference to the Audited financial results declared by the Company for the financial year 2018-19, please find enclosed herewith Investor Presentation highlighting Financial performance of the Company.

Kindly take the same on record.

Thanking you.

Yours faithfully,
For Ruttonsha International Rectifier Ltd.

Bhavin P Rambhia
Company Secretary



Encl.: As above



RUTTONSHA
International Rectifier Ltd.
ISO 9001:2015 Certified

RUTTONSHA INTERNATIONAL RECTIFIER LTD.

(1969 – 2019 -Celebrating 50 glorious years of success)

PRESENTATION FOR INVESTORS

FINANCIAL YEAR 2018-19

ACHIEVEMENTS FY 2018-19 – OPERATIONS & PROFITABILITY

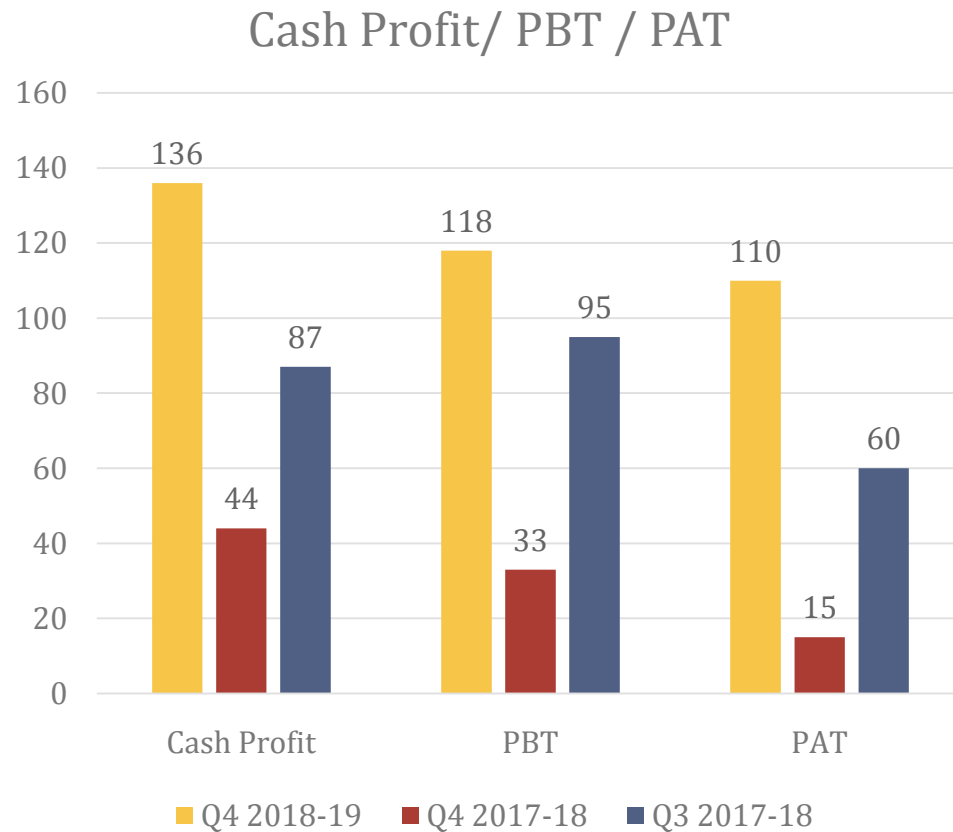
- ❖ Sales up from Rs.3237 lacs (FY2017-18) to Rs.4305 lacs for FY2018-19. Up 33%.↑
- ❖ Profit Before Tax up from Rs. 114 lacs to Rs. 356 lacs for FY 2018-19. Up 212%.↑
- ❖ Profit After Tax up from Rs. 79 lacs to Rs. 260 lacs for FY 2018-19. Up 229%.↑
- ❖ EPS for FY 2018-19 is Rs. 3.84 for FY 2018-19 vs. Rs. 1.17 for FY 2017-18. (FV Rs. 10)
- ❖ EBIDT percentage up from 11.31% for FY 2017-18 to 13.09% for FY 2018-19.
- ❖ Raw Material consumption ratio dropped from 68% to 63% driven by better material management, tighter control & improved product mix. ↓5%.
- ❖ Finance Cost has dropped from Rs. 136.40 lacs to Rs. 99.62 lacs for FY 2018-19 due to reduction in debt.
- ❖ The Company returns to dividend list after 5 years by declaring 10% dividend on equity shares for FY 2018-19.

Dividend
10%

ACHIEVEMENTS FY 2018-19 – FINANCIAL POSITION

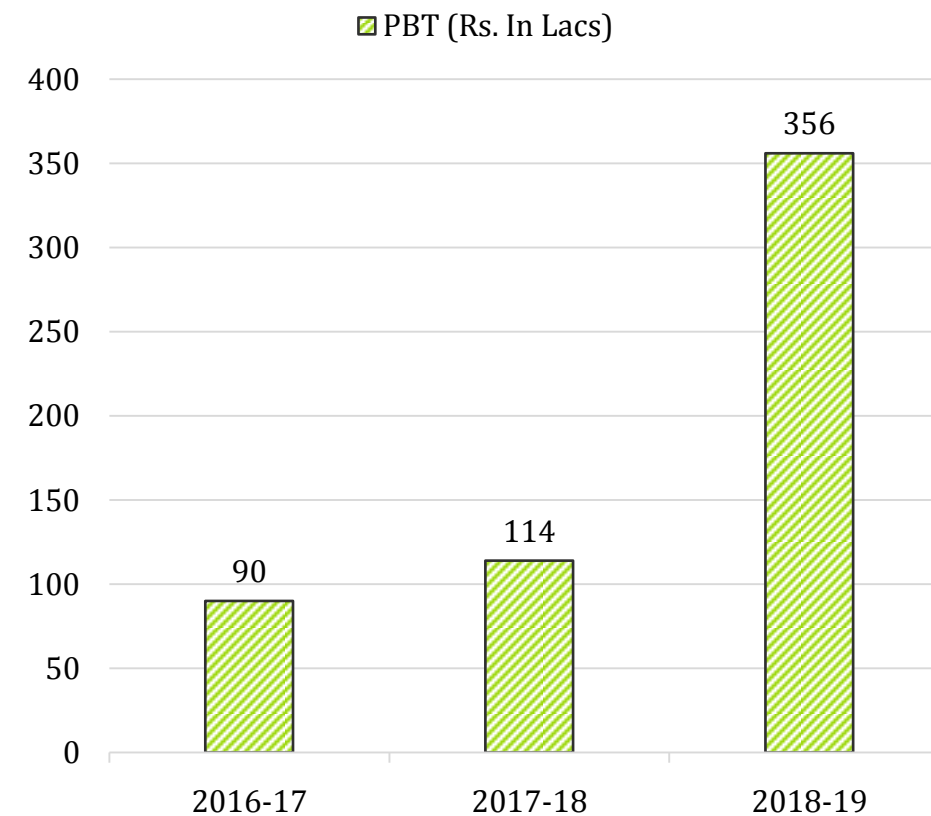
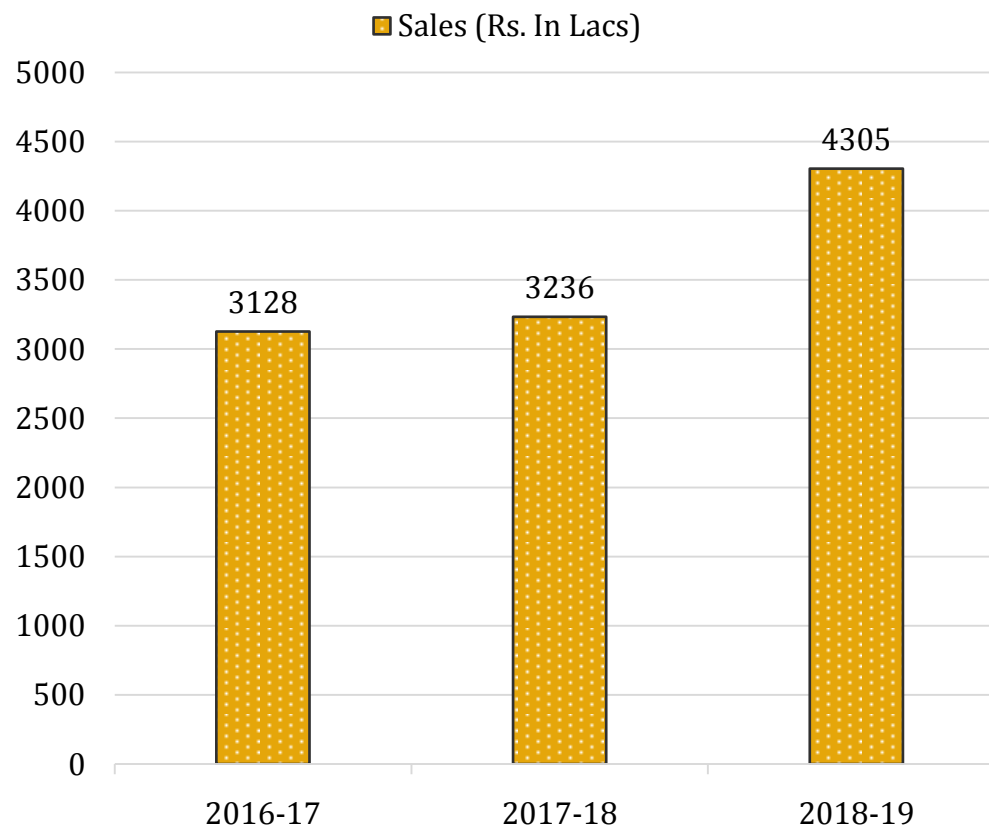
- ❖ Inventory is down from Rs.1479 lacs as on 31/03/2018 to Rs. 1268 lacs on 31/03/2019. Reduction by Rs.211 lacs is achieved due to clearance of WIP & FG. Inventory turnover ratio up from 1.44 times to 2.30 times.
- ❖ Debtors on 31/03/2019 are Rs.1420 lacs vs Rs.1412 lacs a year ago. Negligible increase of Rs.8 lacs despite Rs.1068 lacs increase in sales. Debtors outstanding calculated as number of days sales is down from 133 days to 99 days on 31/03/2019.
- ❖ Bank borrowing for working capital, is down from Rs.625 lacs on 31/03/2018 to Rs.401 lacs on 31/03/2019.
- ❖ Trade Payables reduced from Rs.716 lacs on 31/03/2018 to Rs.509 lacs on 31/03/2019 despite higher procurement.
- ❖ Unsecured Loan outstanding of Rs.184 lacs on 31/03/2018 reduced to Rs.130 lacs on 31/03/2019.

Performance Q418-19 Vs. Q417-18 Vs. Q318-19



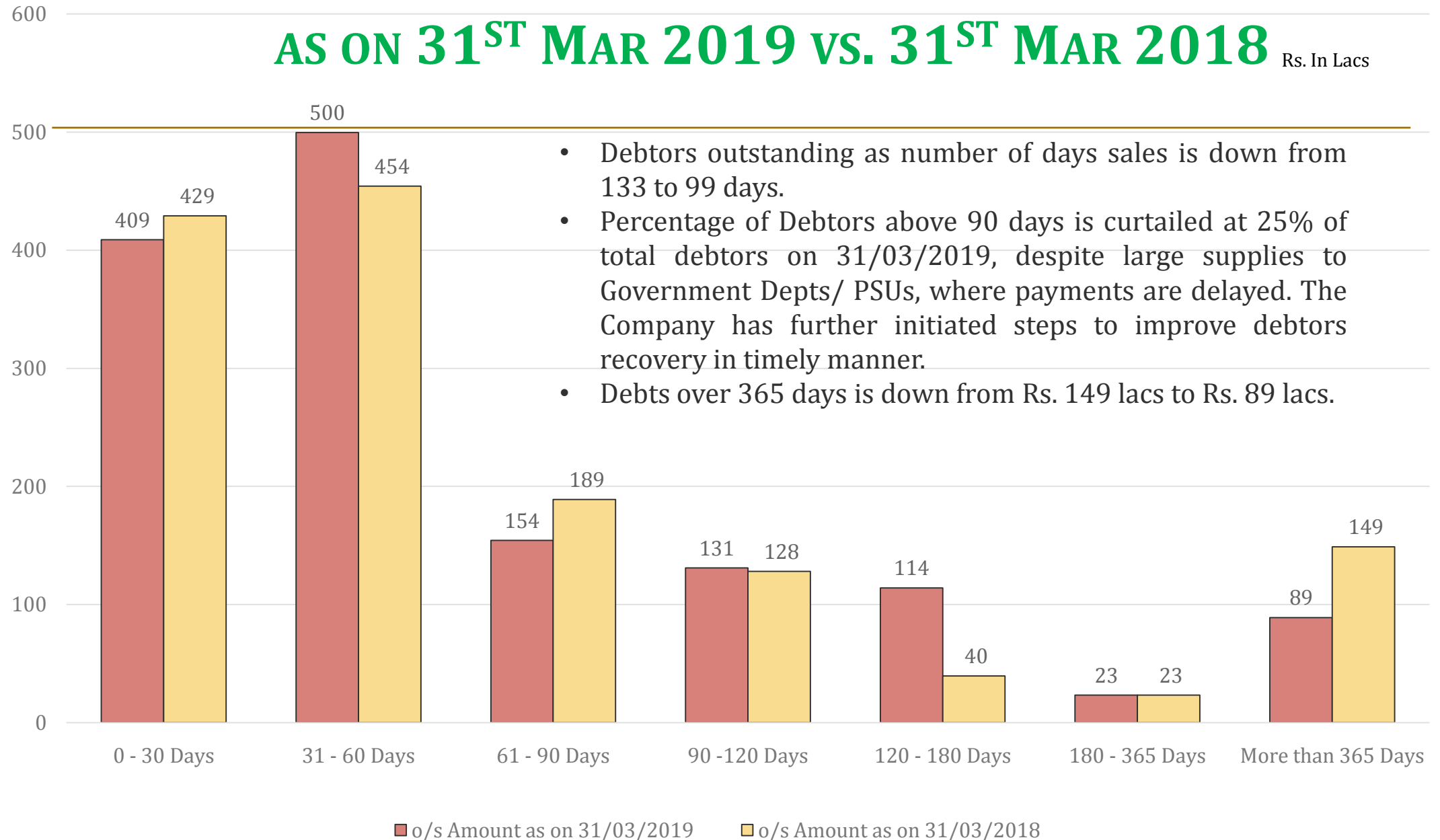
| | Q4 2018-19 (Rs.in lacs) | Q4 2017-18 (Rs.in lacs) | Variation % | Q3 2018-19 (Rs.in lacs) | Variation % |
|-------------|----------------------------|----------------------------|----------------|----------------------------|----------------|
| Sales | 1119 | 1007 | 11% | 1163 | (4%) |
| PBT | 118 | 33 | 258% | 95 | 24% |
| PAT | 110 | 15 | 646% | 60 | 83% |
| Cash Profit | 136 | 44 | 209% | 87 | 56% |

SALES & PROFIT BEFORE TAX (PBT)– 3 YEARS COMPARISON



DEBTORS AGEING

AS ON 31ST MAR 2019 vs. 31ST MAR 2018 Rs. In Lacs



ANALYSIS OF MOVEMENT OF INVENTORY

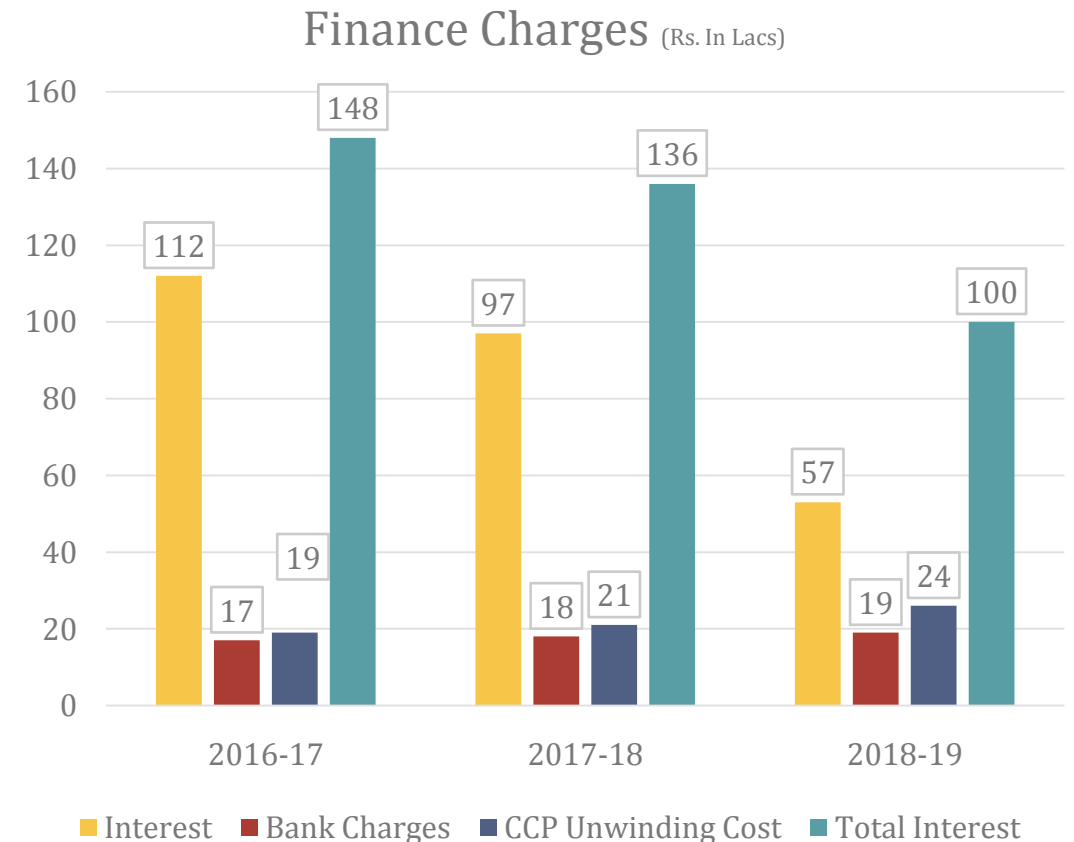
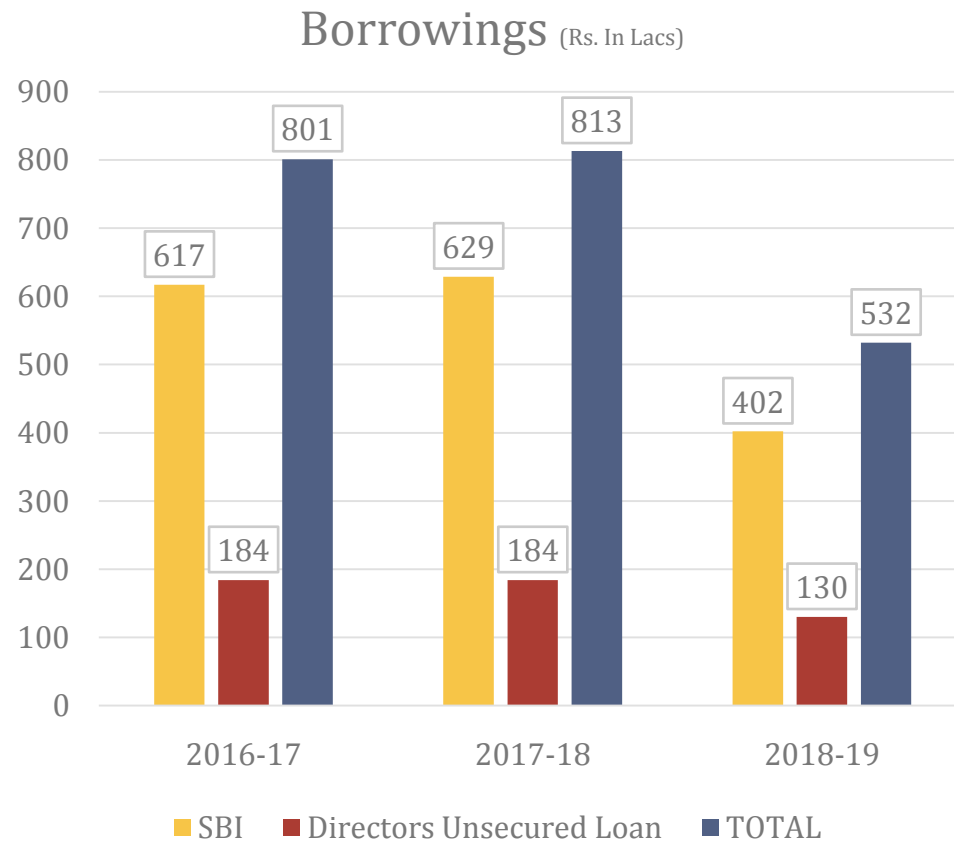
| Particulars | Total 31st March 2019 | Total 31st March 2018 | Movement in Inventory |
|------------------|--------------------------|--------------------------|--------------------------|
| Raw materials | 928.38 | 598.24 | 330.14 |
| Work-in-Progress | 128.24 | 541.08 | (412.84) |
| Finished goods | 211.73 | 340.02 | (128.28) |
| Total | 1,268.35 | 1,479.34 | (210.98) |

There has been a decrease in WIP and FG to the extent of Rs.541 lacs. This is due to dispatch & clearance of FG & WIP in a prompt manner. The decrease of Rs.541 lacs is partly offset by increase in RM inventory by Rs.330 lacs which has been procured to fulfil the increased level of production & sales.

BORROWING & FINANCE COST

Bank Borrowing (SBI) + Unsecured Loan

Interest paid to SBI & on Unsecured Loan
+ Interest Provided on CCP Shares



CREDITORS ANALYSIS

31-3-17

- Trade Payables - Rs. 437 lacs
- Equivalent to 76 days material consumption

31-3-18

- Trade Payables - Rs. 716 lacs
- Equivalent to 91 days material consumption

31-3-19

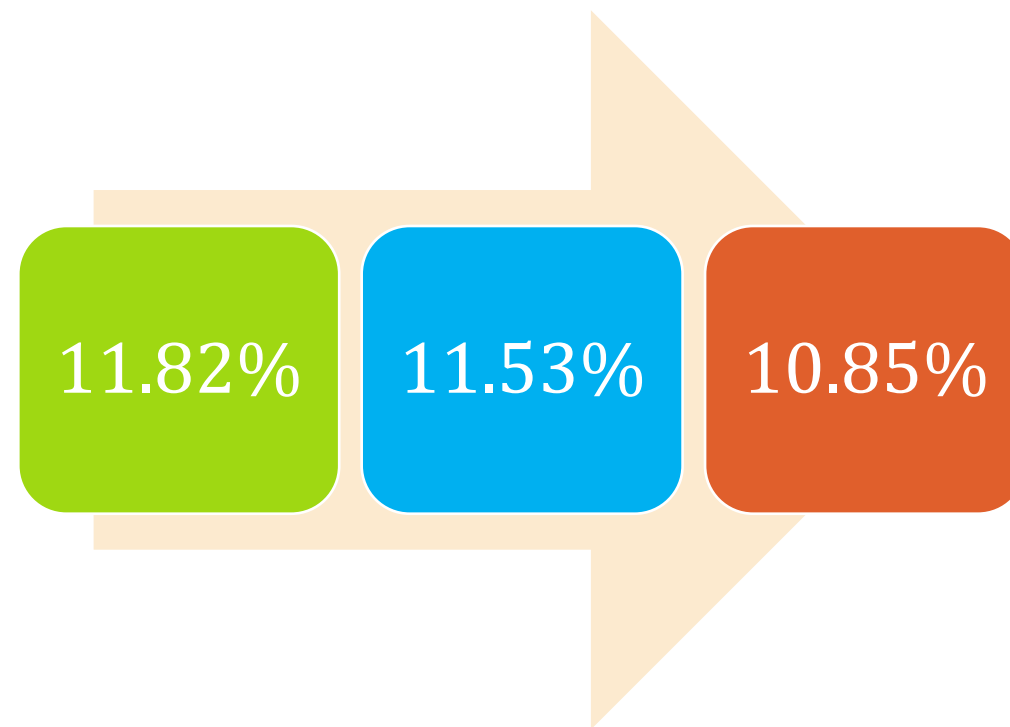
- Trade Payables - Rs. 509 lacs
- Equivalent to 64 days material consumption

EMPLOYEE COST TO SALES

Total Manpower Cost



Percentage of Manpower Cost to Sales





Qualitative Improvements during FY 2018-19

- Inventory Management
- Working Capital Management
- Leveraging liquidity to lower cost

Inventory Management

- Effective reduction in Slow Moving Inventory.
- Capturing entire inventory movement Online through ERP, thereby controlling rejections percentage.

Working Capital Management

- Initialization of Policies for tighter debtors control.
- Improving cash flow resulting in sizable lowering of borrowings/ trade creditors.

Leveraging Liquidity to lower cost

- Company is renegotiating terms with vendors by offering quicker payments thereby lowering cost of raw materials purchased.



GOALS FOR FINANCIAL - YEAR 2019-20

1. Achieve double digit sales growth for FY 2019-20.
2. Achieve increase in sales by reaching under-penetrated markets by appointment of additional marketing resources. Thereby reduce dependence of large customers by identification of new OEMs/ dealers.
3. Introduction of R&D to configure new products / applications which will be revenue accretive for FY 2020-21.
4. Exploring market of Annual Maintenance Contracts for Equipment's already sold.
5. Thrust on exports with target to achieve sizable increase in exports in FY 2019-20.
6. Tighten cost control to ensure improvement in EBIDT percentage during the year.
7. Ensure tighter control over debtors in order to cut debts above 90 days & thereby improve cash flow.
8. To bring down borrowings & improve the financial rating, thereby reducing finance cost of the Company.
9. Negotiate better discounts with creditors by making advance / early payments.
10. Reward the contribution of all stakeholders in a suitable & appropriate manner.



THANK YOU

Disclaimer: This earnings presentation may contain certain words or phrases that are forward looking statements. These forward looking statements are tentative, based on current analysis and anticipation of the management of Ruttonsha. Actual results may vary from the forward looking statements contained in this presentation due to various risks and uncertainties involved. Ruttonsha undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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