

Rajoo Engineers Limited

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RAJOO[®]
excellence in extrusion

REF: BSE/INVESTOR PRESENTATION/Q1/2021-22.

9th August, 2021

To,
The Department of Corporate Services,
The Bombay stock Exchange Ltd.,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.
BSE Scrip Code: 522257

Dear Sir / Madam,

SUB: INVESTOR PRESENTATION.

Dear Sir/ Madam,

Please find enclosed herewith the Investor Presentation of the Company for the 1st Quarter ended 30th June, 2021 for your record and further dissemination.

This is for your information and record.

Thanking you,

Yours faithfully,
For, **RAJOO ENGINEERS LIMITED**

(Darshak Thaker)
(Company Secretary & Compliance Officer)
(M.NO: A46919)



Regd. Office : Junagadh Road, Manavadar, Dist. Junagadh - 362 630. Gujarat - India.

CIN : L27100GJ1986PLC009212 GSTIN : 24AABCR3204M1ZL





Rajoo Engineers Limited

Result Update Presentation

Q1 FY22

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Table of Contents

01

Chairman's Message

02

Consolidated Financial Highlights

03

Company Overview

04

Business Overview

05

Way Ahead



Chairman's Message

Commenting on the Company's performance, **R. N. Doshi, Chairman, Rajoo Engineers Ltd** said:

"During the first quarter we registered a 34.70% year-on-year rise in revenue at Rs. 32.93 cr, with EBITDA and PAT of Rs. 2.01 crore and Rs. 1.06 crore, respectively. This significant growth in revenue has been on account of higher demand for flexible packaging products due to change in consumer sentiments towards packaged products. A continued rise in raw material prices especially steel products and polymers, coupled with logistics cost impacted margins. However, our order position as well as dispatches have grown substantially.

The ongoing COVID-19 calamity hampered our growth in the last fiscal and created headwinds during the first quarter as well. During such times, we helped in any way we would – financially and any in way we could, to families of our deceased employees affected from Covid 19 in Q1 FY22. The distress faced by the entire world has forced all of us to take a step back and reevaluate our way of doing business and we have used this slowdown as an opportunity to frame new strategies and develop new products that will ensure sustainable progress in the coming years. We are cautiously optimistic for the coming quarters based on the market scenario, rising demand and opening up of markets in the post-COVID environment.

*It is industry practice to build machines with client specifications to garner competitive advantage. However, at Rajoo, we have always been pioneers of change and innovation. We focus on identifying just the right technologies and its mix, to add value to client business. In July 2021, we hosted an open house event along with Kohli Industries to showcase the **new Lamex 360 line** at our customer's - Balaji's facility. We are being appreciated by stalwarts in this business for the 'appropriate technologies' approach to help customer's business rather than offering standard solutions. This reinforces stamp of 'excellence in extrusion'.*

Our success so far has been driven by our most important asset – our team! I would like to take this opportunity to thank each member of the Rajoo family. I would also like to thank 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,
R. N. Doshi, Chairman,
Rajoo Engineers Limited said:**

- COVID-19 continues to pose unprecedented challenges all over the world. All societies, industries and businesses have been impacted, and Rajoo' is no exception to it
- Due to lock down and subsequent restrictions on movement, the entire economy is facing financial distress
- There is a major impact of Covid on turnover and profitability. Closure of economic activity has led to disruptions in dispatch

- While almost all of business were under lockdown mode during the national lockdown, our products fell under category of "Essential goods". Accordingly, Company got permission to open up one plant to service these needs

Company is adhering to all safety measures in all its offices/branches/warehouse to safeguard its employees from COVID-19.

- All offices have are always cleaned and sanitized before reopening
- Screening of employees before entering and after leaving premises
- Adequate stocks of sanitizers and face masks made available to all employees
- Ensured clear standard operating procedures in place on how to work with social distancing, staggered lunch timings, fixing hand sanitizer dispensers etc.

- **Rajoo Kohli's Most Attended Open House Was A One-of-a-kind Event, And It Was All Steamed Live Online!**
 - ✓ **“LAMEX – The result of an unbeatable combination of technology and engineering from Rajoo (the leaders in extrusion) and Kohli (the leaders in web handling)”**
 - ✓ On 29th July 2021 Rajoo Engineers and Kohli Industries organized virtual open house of their Lamex 360 coating extrusion and lamination line
 - ✓ Demonstration of machine was live-streamed from the floor of Rajkot of our customer – Balaji Multiflex
 - ✓ Packaging structure being made was a laminate for snack packaging pouches, an actual part of Balaji's Production
 - ✓ Machine achieved maximum speed of 360 meters a minute during the open house
 - ✓ Event was attended by more than 500 participants across India and the world



Applications

Biscuits Packaging



Wafers Packaging



Juice Cartons





Consolidated Financial Highlights

Consolidated Financial Highlights – Quarterly

Rs. Crore	Q1 FY22*	Q1 FY21*	Y-o-Y %	Q4 FY21
Income from Operations	32.93	24.44		56.10
Other Operating Income	0.00	0.00		0.00
Total Income	32.93	24.44	34.70%	56.10
Raw Materials	22.52	15.98		36.08
Employee Cost	3.47	2.09		4.84
Other Expenses	4.93	3.44		9.14
Total Expenditure	30.92	21.51		50.06
EBITDA	2.01	2.93	(31.52%)	6.04
EBIDTA Margin (%)	6.10%	11.99%	(589 bps)	10.77%
Other Income	0.46	0.15		0.17
Depreciation	0.85	0.88		0.84
Interest	0.10	0.29		0.17
Profit Before Tax	1.52	1.90	(20.30%)	5.20
Tax	0.46	0.52		1.85
Profit After Tax	1.06	1.39	(23.65%)	3.35
Other Comprehensive Income	0.00	0.00		0.55
Net Profit	1.06	1.39	(23.65%)	3.91
Net Profit Margin %	3.21%	5.67%	(246 bps)	6.97%
Basic EPS in Rs.	0.17	0.23	(26.09%)	0.55

Revenue from operations was Rs. 32.93 crore in Q1 FY22, -YoY increase of 34.70%. Growth driven by increasing demand from flexible packaging industry. Strong order book enabled us not only to sustain but also grow our sales in challenging times

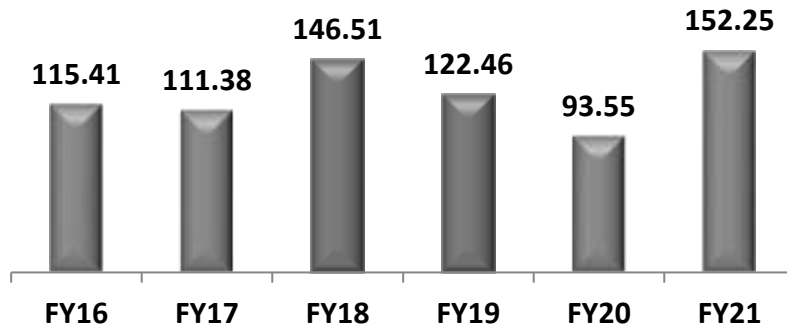
EBITDA (excluding Other Income) was at Rs. 2.01 crore in Q1 FY22 – mainly on account of increase in raw material prices in last two quarters, especially in Steel Products and Polymer, as well as logistics expenses

EBIDTA Margin was at 6.10% - decrease of 589 bps YoY, rise in raw material cost and metal contributes approx. 60-65% in our RM cost. Sharp rise in metal prices during Q-1 has affected margins on orders executed during this period

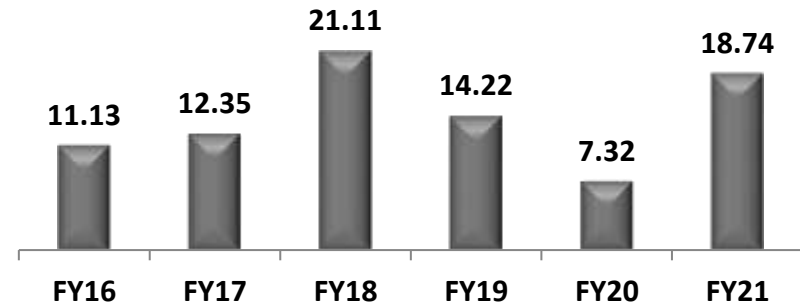
Profit after Tax was Rs. 1.06 crore in Q1 FY22

PAT Margin was at 3.21% - decrease of 246 bps YoY, due to Significant Increase in metal prices and logistics rates during this quarter. Orders are with firm prices and does not allow any scope of claiming price escalation. Orders executed during first quarter were mostly orders booked before March 2021

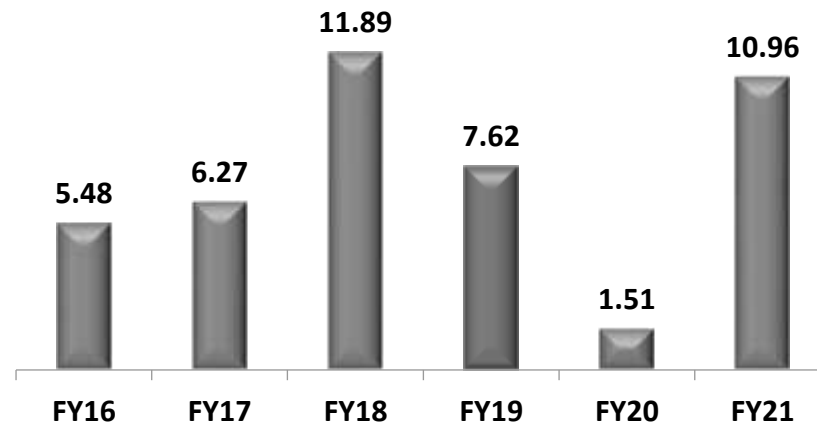
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT after Minority Interest (Rs. Crore)



Consolidated P&L Highlights – Annual

Rs. Crore	FY21*	FY20*	Y-o-Y %
Income from Operations	152.25	93.55	
Other Operating Income	0.00	0.00	
Total Income	152.25	93.55	62.75%
Raw Materials	92.84	51.51	
Employee Cost	14.16	12.42	
Other Expenses	26.52	22.30	
Total Expenditure	133.51	86.23	54.82%
EBITDA	18.74	7.32	156.15%
EBIDTA margin (%)	12.31%	7.82%	449 bps
Other Income	0.58	0.14	
Depreciation	3.45	3.78	
Interest	0.99	2.09	
Profit Before Tax	14.88	1.60	
Tax	4.48	0.13	
Profit After Tax	10.41	1.47	609.22%
Other Comprehensive Income	0.55	0.04	
Net Profit	10.96	1.51	625.29%
Net Profit Margin %	7.20%	1.62%	558 bps
Basic EPS in Rs.	1.69	0.24	604.17%

Revenue from operations was Rs. 152.25 crore in FY21, -YoY increase of 62.75%. This increase in sales has been primarily on account of higher demand for plastic packaging product due to change in consumer sentiments towards packed products leading to increased demand for our machines. Order position as well as dispatches has been increased drastically

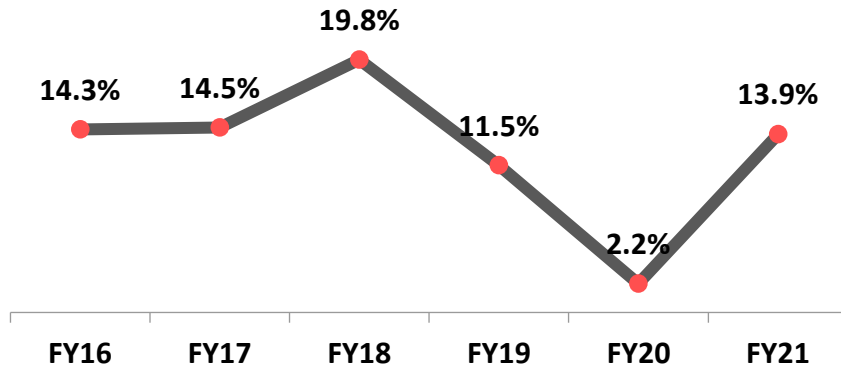
EBITDA (excluding Other Income) was at Rs. 18.74 crore in FY21 -increase of 156.15 % YoY mainly on account of increase in sales and operational efficiencies kicking in, decrease in other expenses despite the effect of the pandemic across areas of increased ocean freight, , increase in Warranty provision and Contractual Manpower cost

EBIDTA Margin was at 12.31% - expansion by 449 bps YoY, this increase is - effect of economies of scale due to higher sales and lower other expenses.

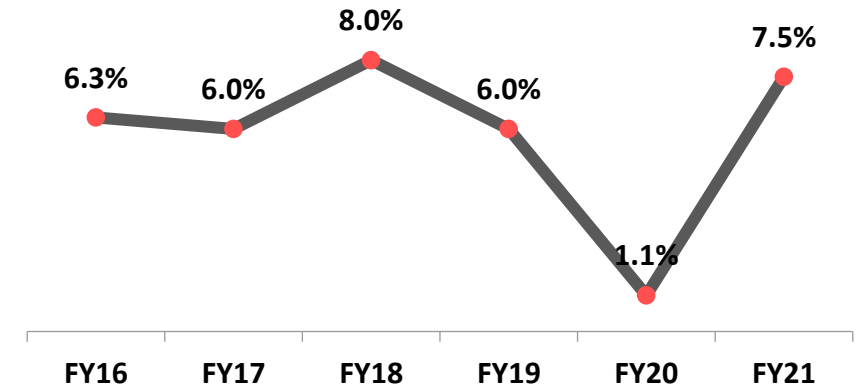
Profit after Tax was Rs. 10.41 crore in FY21 -YoY increase of 609.22%. Higher revenues and better utilization of working capital has offset rise in raw material and other expenses. PAT Margin was at 6.83% - increase of 526 bps YoY

RoCE has improved from 5.1% in FY20 to 20.3% in FY21

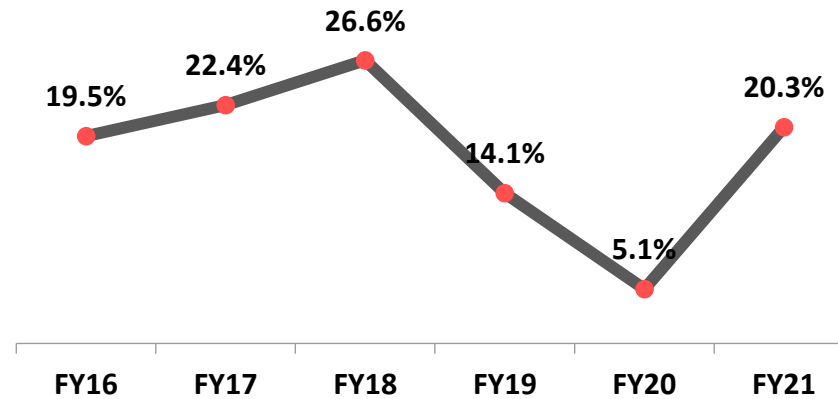
RoE(%)



RoA(%)



RoCE(%)



Consolidated Balance Sheet

Rs. Crore	As on 31 st March 2021	As on 31 st March 2020
Equity	78.64	67.58
Equity Share Capital	6.15	6.15
Other Equity	72.48	61.43
Non-Current Liabilities	4.93	8.08
Financial Liabilities		
Borrowing	0.72	4.19
Provisions	0.00	0.00
Deferred Tax Liabilities (Net)	4.21	3.89
Other Current Liabilities	0.00	0.00
Current Liabilities	62.57	65.35
Financial Liabilities		
Borrowings	0.69	1.86
Trade Payables	22.78	30.13
Other Financial Liabilities	2.03	2.57
Other Current Liabilities	30.31	27.79
Provisions	2.61	2.73
Income Tax Liability (Net)	4.16	0.27
Total Equity & Liabilities	146.14	141.01

Rs. Crore	As on 31 st March 2021	As on 31 st March 2020
Non-current Assets	45.04	47.47
Property, Plant and Equipment	39.29	41.59
Intangible Assets	1.55	1.83
Capital WIP	1.75	1.56
Financial Assets		
Investments	1.99	1.97
Loans	0.44	0.45
Other Non- Current Assets	0.02	0.07
Current Assets	101.10	93.54
Inventories	54.55	60.50
Financial Assets		
Investments	0.00	0.00
Trade Receivables	11.36	11.83
Cash & Cash Equivalent	3.90	4.21
Bank Balance other than Cash	15.37	5.87
Loans	0.45	0.09
Other Current Financial Assets	0.10	0.02
Other Current Assets	15.37	11.02
Total Assets	146.14	141.01



Company Overview

Among leading extrusion machinery manufacturers

State of Art Integrated Manufacturing Facilities & R&D center

Strong Geographical Footprint

Experienced Management Team

Wide and Diverse Product Portfolio

- 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
- 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
- Inhouse R&D Center – Received DSIR approval

- Installations across in more than 70 countries
- Latin America, Europe, North & South America, Middle East, Asia Pacific and Africa

- Strong Management team with over 35 years of experience
- Backed by skilled & experienced operational and marketing team

- 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

- **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-Plex Inc.) for XPS sheet line & Hosokawa Alpine, Germany for blown film line
- Received award for Vacuum forming machine with mould : 7086 XPS & Labex -Nano 3 Layer Co-extruded Blown Film Line from IPMMI – IMDIR
- Wonderpack merger for benefit of thermoforming industry
- JV with Bausano of Italy, Plastic pipe manufacturing industry

- Manufactured India's biggest 3 layer blown film with Vertical spiral die
- **DISPOTILT** - Innovation of polymer processing machinery
- Launched technologically advanced 5-axis machines
- Launched Pentafoil Series with low energy consumption certified by TUV
- 5s - Japanese workplace management programme initiated
- 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: engineering solutions to address need of the hour
- 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!

1986-1995



1996-2005



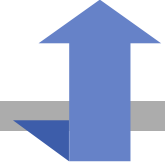
2006-2012



2013-2015



2016-2021



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

- Founder & Mentor Mr. C. N. Doshi awarded Life Time Achievement Award for his contribution to innovation by Elite Plus & Indian Plastics Institute
- Exported India's first ever twin screw PVC pipe plant
- Award received for Lamina – Nano 5 layer barrier sheet line from IPMMI-IMDIR
- Plasticon Silver Award received for world's smallest Labex - Three layer blown film lab line from Plast India Foundation
- **Expansion of Product Portfolio – MULTIFOIL Lite** – ABA blown film line, FLOWEX – PVC pipe plant and Wodoplex - WPC line with 70% sawdust processibility
- Displayed Asia's first and Rajoo's 21st five layer blown film line with elevated air ring at Plastindia 2015

Experienced Management Team



R. N. Doshi - Chairman

- 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



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 Businesses from IIM Bangalore and Expertise in marketing, corporate branding, PR and Communication strategy



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.



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



J. T. Zalawadia - Chief Financial Officer

- Joined in 2004 as Chief Financial Officer
- Strong control on financial stability and thorough administrative process knowledge play key role in exponential growth of Rajoo
- Overall financial management, critical function of human resources, efficient administration, Enterprise Resource Planning (ERP)



Jignesh 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



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



Gaurang Mehta - Vice President – Operations

- Bachelor's degree in Electronics, Master's Degree in TQM & Executive MBA in Operations Management
- Over 23 years of experience in Production, Project Management, Quality Management, Maintenance and Service industry
- sound knowledge & experience of best practices of lean manufacturing

Experienced Management

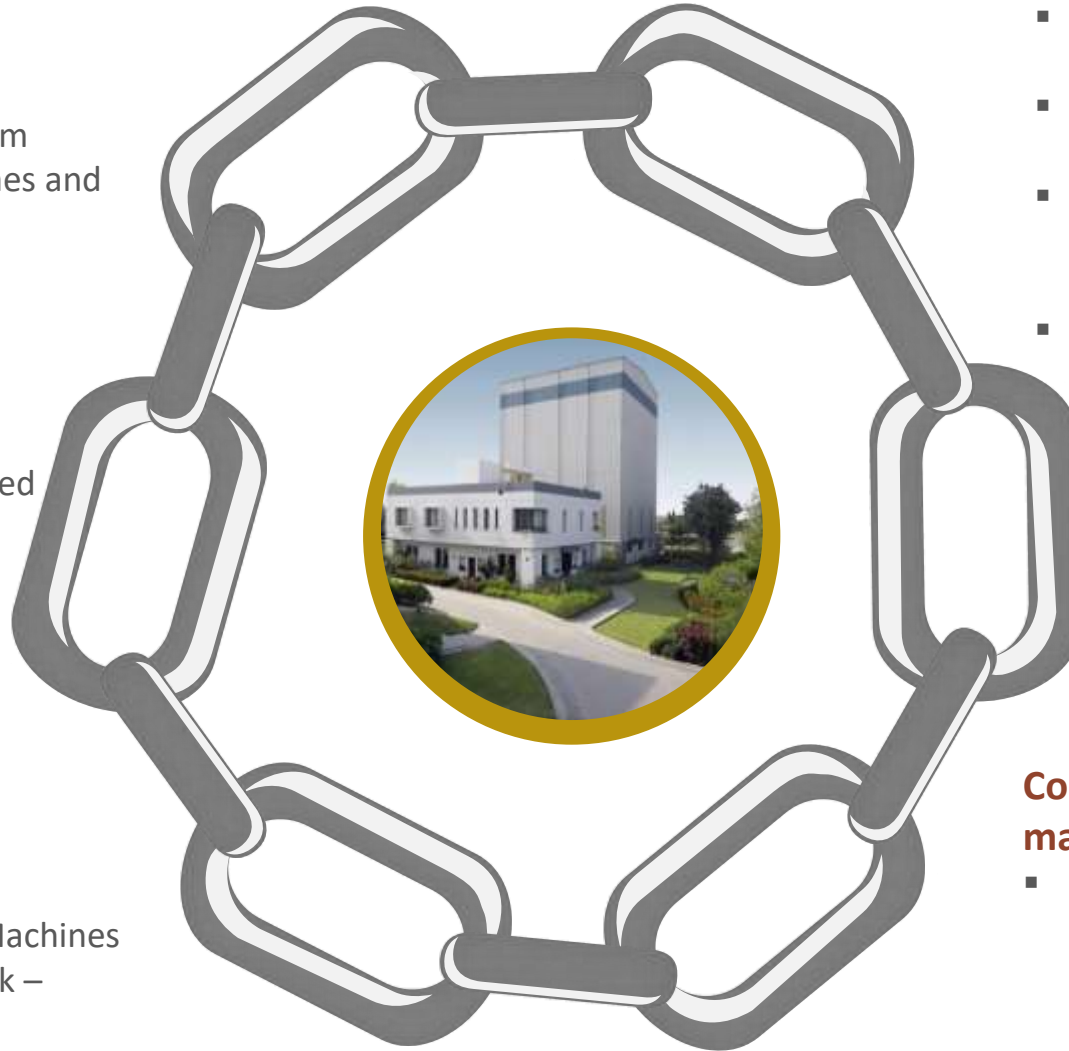
- Dynamic Experience leadership
- Significant experience in Blown Film Extrusion lines, sheet Extrusion lines and Thermoforming lines
- Dedicated, skilled employee base

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

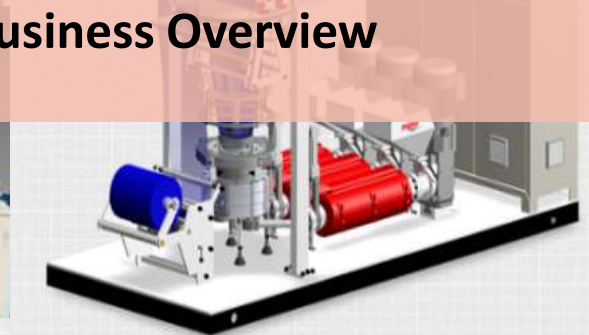
- Shree Yantralaya - Well Equipped dust free & fully Air-conditioned tool room
- Shree Alekhalaya – 40+ Qualified Design Engineers
- In-house Modern Paint Shop, Shree Bhandaralaya – store room & Huge and Well-Equipped Assembly Shop
- Shree Vidhutralaya – In-house panel division

Strong Geographical Footprint

- Installations in over 70 countries
- Latin America, Europe, North & South America, Gulf, East Africa, Northeast & West Africa, Southern Africa, Asia Pacific, Australasia and Eurasia

Complete product offering in extrusion machinery

- Knowledge, experience, technology assimilation and implementation are skills harboured by Company result in number of ‘technology firsts’ and ability to suit solutions to regional needs
- Only Company in India to offer most ‘energy efficient’ products



Business Overview

Mono & Multilayer Blown Film Lines



FOILEX™ - Monolayer
Blown Film Lines



AQUAFLEX® - Downward
Extrusion Blown Film Lines



PENTAFOIL – Five layer
Blown Film Lines



LABEX® - Lab Equipment



MULTIFOIL® - Multilayer
Blown Film Lines



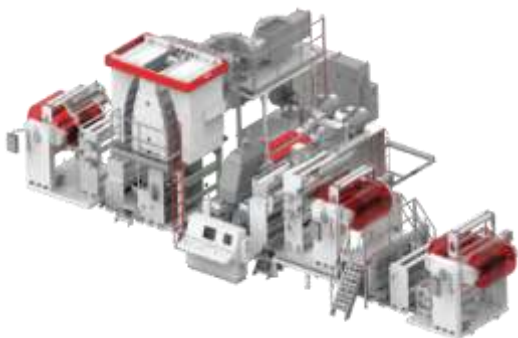
HEPTAFOIL® - Seven layer
Blown Film Lines



FOMEX™ - PS/PE
Foam Extrusion Lines

Strong & Diverse Product Portfolio...

Mono & Multilayer Extrusion Coating & Lamination Line



LAMEX™ – Extrusion Coating & Lamination Line

Cross Lamination Film Line



® Multifoil -X – Cross Lamination Film Line

Pandemic Hamper



® FABREX - Melt Blown Fabric Making Machine



MASCON - Automatic N-95 Mask Making Machine

Mono & Multi layer Sheet extrusion lines



LAMiNA - Mono & multilayer sheet lines for PP/EVA/PS



LAMiNA rPET - PET sheet lines



FOMEX-S - Physically Foamed Sheet Extrusion line

Strong & Diverse Product Portfolio...

Thermoforming & PS Foam Vacuum Forming Machines



DISPOCON-Hydraulic And Servo Thermoformers



DISPOCON-MS Multistation Thermoforming Machine



DISPOCON-F - Thermoforming & PS Foam Vacuum Forming Machines



DISPOTILT – Tilting Mould Thermoforming Machine

PVC Segment



^R
WOODPLEX - WPC Profile & Board Line



FLOWEX - Twin Screw PVC Pipe Plant



GRANULEEX - Granulation lines



FLOWEX - HDPE/PPR Pipe Plant

...Catering to Wide array of Industry Sectors



Flexible Packaging



Agriculture



Infrastructure



Automobiles



Food & Beverages



Pharmaceutical



White Goods



Stationery & Printing

Shree Yantralaya – Tool Room

- State-of-the-art tooling zone ensures higher accuracy level in all critical components

Shree Aalekhalaya – Design Department

- 40 Qualified Design Engineers

In-house Modern Paint Shop

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

Shree Bhandaralaya – Store Room

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

Huge and Well-Equipped Assembly Shop

- Three different assembly shops partitioned to accommodate machines of different heights and lengths
- Highly skilled fitters with experience of over 25 years, assemble lines
- Machines tested thoroughly for performance in line with customer’s specifications before dispatch



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





Rajoo Meaf

- Technical collaboration with MEAF Machines B.V. of Netherlands, globally acclaimed Company in business of sheet extrusion with inline / offline thermoforming equipment and thermoforming machinery since 1947



Bausano & Figli, Italy

- Entered into Joint Venture with Bausano & Figli, Italy for plastic pipe manufacturing industry in India gets fillip
- Collaboration bring indigenous raw material from Bausano & Figli to India - will then final shape at expansive infrastructure of Rajoo Bausano Extrusion Pvt. Ltd.



Wonderpack, India

- A unified approach for benefit of thermoforming industry



Kohli Industries, India

- Entered into High Impact Alliance with Kohli Industries to Change Market Dynamics of Extrusion Coating and Lamination Machines
- Collaboration brings best in class and proven web solutions needed to provide a versatile system in line with future industry requirements

....Leading to suite of Marquee Customers



'A Part of your daily life'



Reliance
Industries Limited



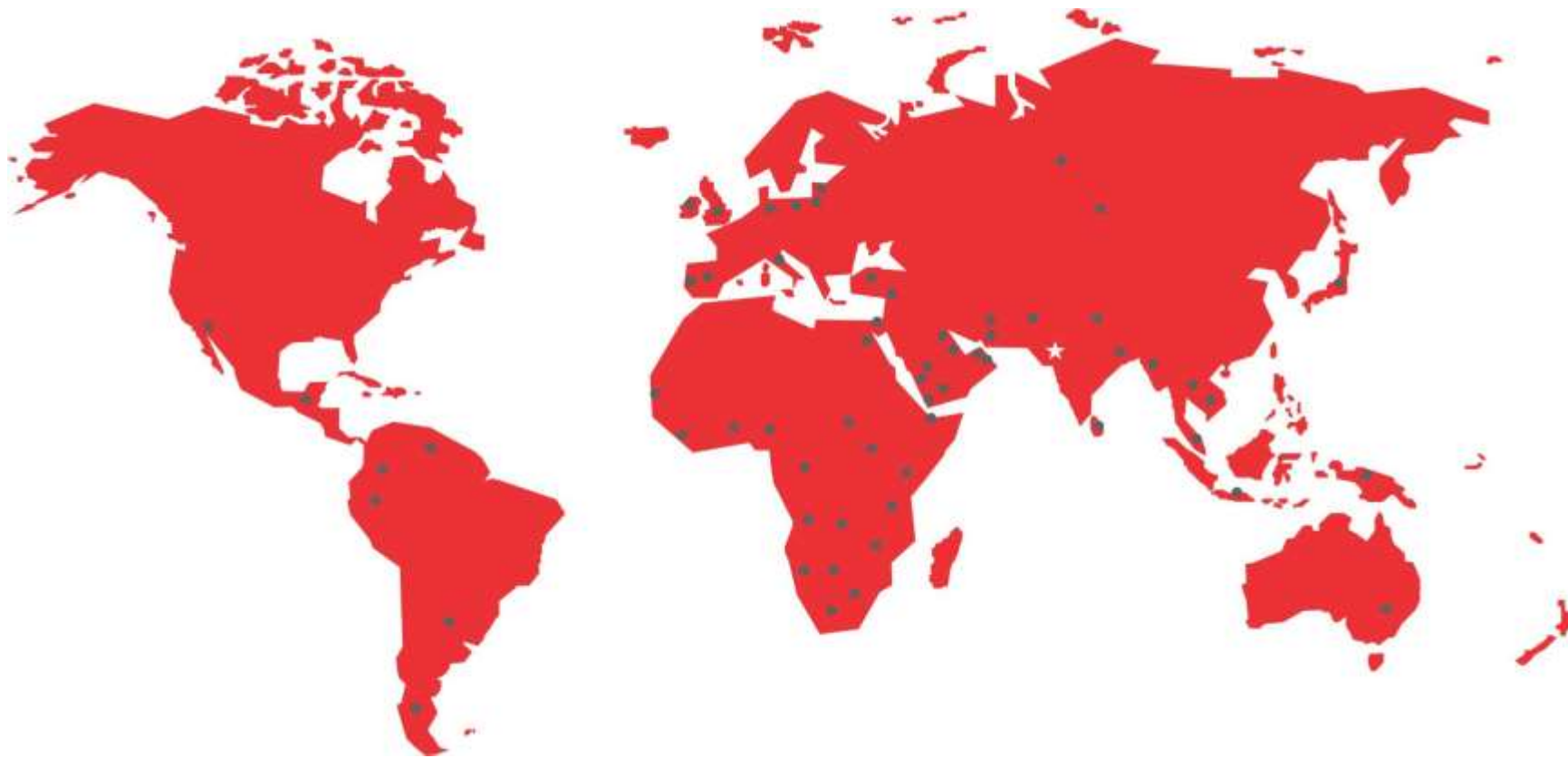
BINNY WADS
SINCE - 1994



IndianOil



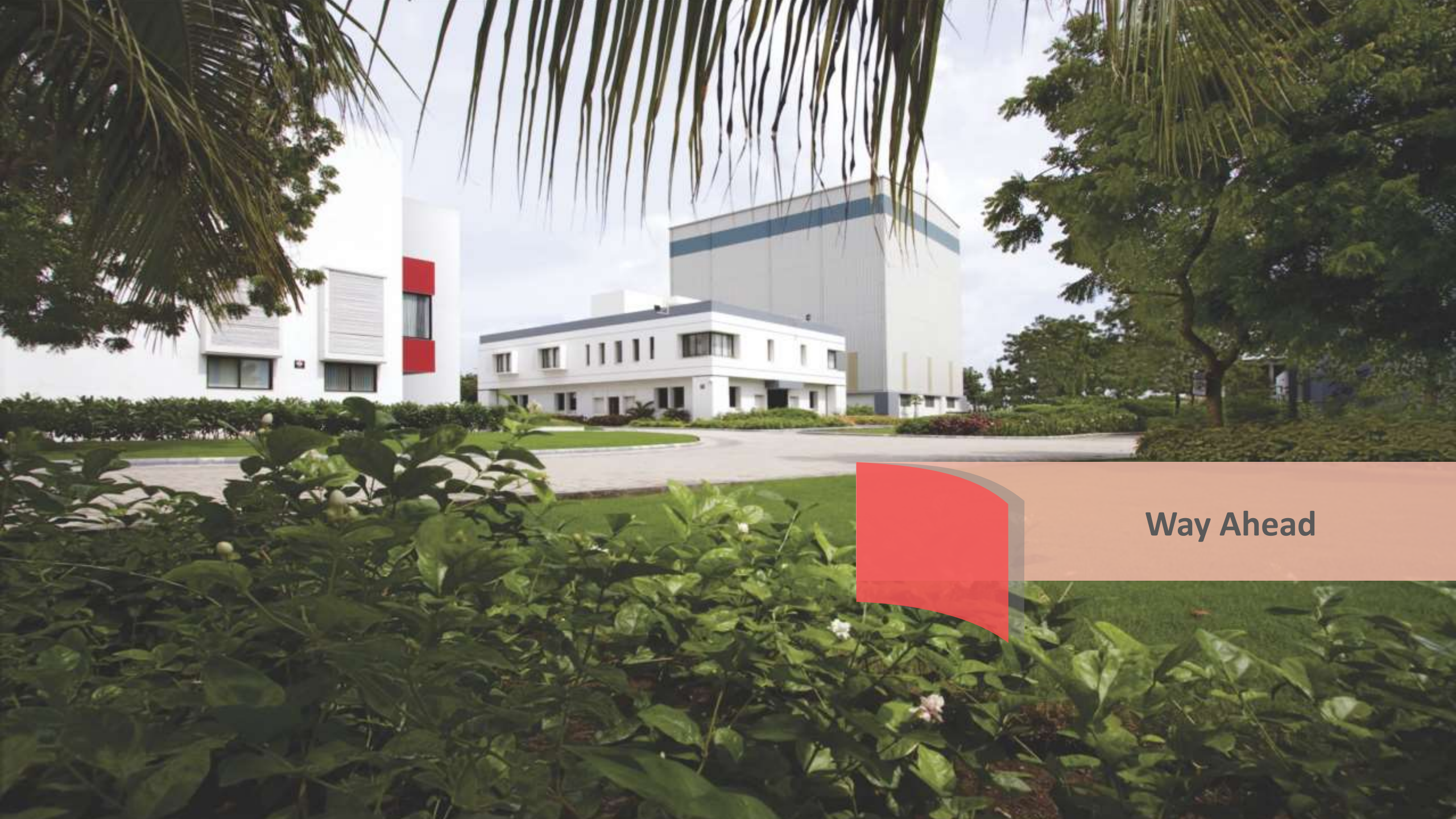
...Creating Strong Global Presence...



35th
Years of
Excellence in
Extrusion

70+
Countries we have exported
to

3k+
Installations



Way Ahead

COVID Opportunities

- New avenues of opportunities have opened up owing to this pandemic
- Year 2021-22 will give birth to a new normal where face protective gears will assume more importance

Vocal for Local

- Our respected PM's Vocal for Local initiative reiterates the importance of local manufacturing, local market and local supply chains
- Increase in importance of our locally manufactured indigenous products



More integration – R&D and Innovation Centre

- Use of in-house and better technologically equipped facilities for innovation and excellency in business

Increase in product offerings

- Add new products like extrusion coating, multistation Thermoformer
- Create and add more products that are automated and need lesser human handling

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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For further information, please contact:

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Ms. Sonal Pithava

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