

REF: BSE/Investor Presentation/Q4/2022-23.

May 16, 2023

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 SEBI (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 Quarter and Year ended March 31, 2023. The same shall be placed on the website of the Company at [www.rajoo.com](http://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  
Q4 & FY23



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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:***

*During the Fourth quarter we have registered a Revenue of Rs. 71.43 cr. EBITDA and PAT were Rs. 6.49 crore and Rs.4.64 crore. There were two high value orders which were ready for dispatch at the end of third quarter but due to some practical difficulties at customer's end, they got dispatched during this quarter. This resulted in increased raw material cost impacting the margins.*

*I am pleased to inform you that, we have received high value order of Rs. 31 Crores from one of the leading manufacturers of farm machinery & equipment based out of Europe. This is one of the highest value order ever in the history of the Company. This prestigious order is for our cutting edge blown film line machine which is used to manufacture silo bags as per need and requirement of the Customer. We are continuously planning to expand in new range of products. As the world increasingly shifts towards renewable energy, we see tremendous growth opportunity in Solar Cell manufacturing. This is where Rajoo enters and captures the opportunity in the new era of solar cell manufacturing, through our new product called LAMINA –E. This is India's first mono & multi-layer EVA/POE sheet line for producing encapsulant sheets for solar cells.*

*At Rajoo, with our business strategy, we are expanding our global footprint, focusing on market penetration, and making continued investment in R&D to promote advancements in our product line and also enhancing our aftermarket services. One of the ways we are doing this is by embracing digitization and investing in new technologies that offer remote support and troubleshooting which deliver real-time insights into equipment performance. This improves our customer experience leading to strong trust and relationship with us.*

*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 – Marking its foray into renewable energy sector

- **Launched LAMINA<sup>®</sup>E India's first mono & multi-layer EVA/POE Sheet line for producing encapsulant sheets for solar cells**
- ✓ Saves country's precious foreign exchange and empower solar panel manufacturers
- ✓ Sheet extrusion lines comes with an output range of 300 to 900 kg/hr with width of 1,300 - 3,000 mm and thickness range of 0.30 – 0.90 mm
- ✓ Line is equipped with fully automatic and continuous gravimetric feeding system and has energy efficient extruders with universal barrier screws

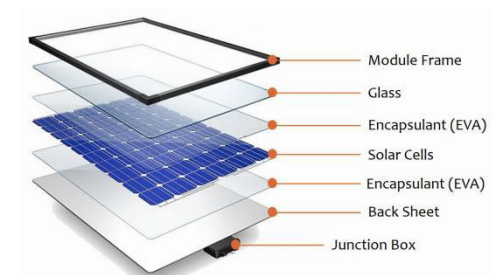


### Applications

Solar



EVA Sheet



Solar Cells





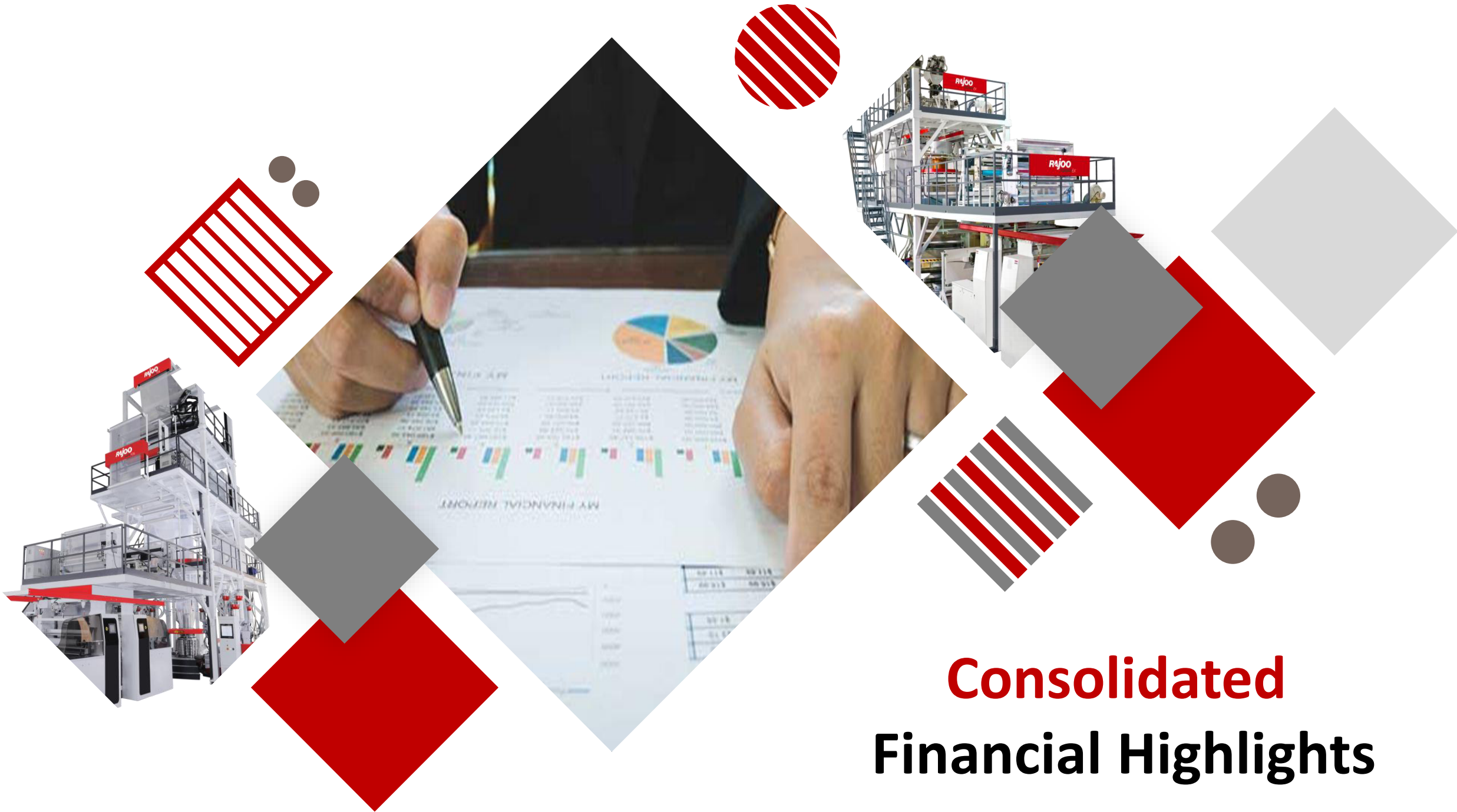


## 'Women Entrepreneur of the Year Award'



### **“Women Entrepreneur of the Year Award - Manufacturing Sector” awarded to Ms. Khushboo Chandrakant Doshi at the India SME Excellence Awards**

- ✓ This prestigious awards function was held on 25th March 2023, at 10.00 am, at Hotel Sofitel, BKC, Mumbai
- ✓ Shri Narayan Rane - Hon'ble Union Minister of MSME presented the award to Ms Doshi
- ✓ Other notable dignitaries at the event were Shri Ramesh Bais - Hon'ble Governor of Maharashtra, Shri S. N. Subrahmanyam - CEO & Managing Director, Larsen & Toubro Limited and Shri ShashiKiran Shetty -Chairman & MD, Allcargo & Gati Ltd.



# Consolidated Financial Highlights





## Consolidated Financial Highlights – Quarterly

Rs. Crore	Q4 FY23*	Q4 FY22*	Y-o-Y %	Q3 FY23*
Income from Operations	71.43	59.89		36.57
Other Operating Income	0.00	0.00		0.00
<b>Total Income</b>	<b>71.43</b>	<b>59.89</b>	<b>19.28%</b>	<b>36.57</b>
Raw Materials	<b>48.94</b>	<b>36.31</b>		<b>20.88</b>
Employee Cost	5.70	4.34		4.72
Other Expenses	10.30	10.93		7.82
<b>Total Expenditure</b>	<b>64.94</b>	<b>51.58</b>		<b>33.42</b>
<b>EBITDA (Excluding Other Income)</b>	<b>6.49</b>	<b>8.31</b>	<b>(21.88%)</b>	<b>3.16</b>
<b>EBIDTA Margin (%)</b>	<b>9.09%</b>	<b>13.87%</b>	<b>(478 bps)</b>	<b>8.63%</b>
Other Income	0.57	1.52		0.65
Depreciation	0.90	0.84		0.87
Interest	0.14	0.05		0.07
<b>Profit Before Tax</b>	<b>6.02</b>	<b>8.94</b>		<b>2.86</b>
Tax	1.38	1.83		0.56
<b>Profit After Tax</b>	<b>4.64</b>	<b>7.10</b>	<b>(34.75%)</b>	<b>2.31</b>
<b>Profit After Tax Margin%</b>	<b>6.49%</b>	<b>11.86%</b>	<b>(537 bps)</b>	<b>6.31%</b>
Other Comprehensive Income	0.15	0.38		0.00
<b>Net Profit</b>	<b>4.78</b>	<b>7.48</b>	<b>(36.07%)</b>	<b>2.31</b>
<b>Net Profit Margin %</b>	<b>6.70%</b>	<b>12.50%</b>	<b>(580 bps)</b>	<b>6.31%</b>
<b>Basic EPS in Rs.</b>	<b>0.75</b>	<b>1.15</b>	<b>(34.78%)</b>	<b>0.37</b>

- Revenue from operations for the quarter was Rs . 71.43 crore in Q4 FY23, as against Rs. 59.89 crore in Q4 FY22, a YoY increase of 19.28%.
- EBITDA (excluding Other Income) was Rs. 6.49 crore in Q4 FY23 as against Rs. 8.31 crore in Q4 FY22, YoY decrease of 21.88%. Dispatch of 2 high value machines was postponed from previous quarter to the current quarter, which impacted raw material cost. Investment in strengthening sales and R&D manpower also had bearing on margins



## Consolidated Financial Highlights – Annually



Rs. Crore	FY23*	FY22*	Y-o-Y %
Income from Operations	159.79	172.04	
Other Operating Income	0.00	0.00	
<b>Total Income</b>	<b>159.79</b>	<b>172.04</b>	<b>(7.13%)</b>
Raw Materials	98.62	105.26	
Employee Cost	18.48	16.71	
Other Expenses	28.69	29.16	
<b>Total Expenditure</b>	<b>145.79</b>	<b>151.13</b>	
<b>EBITDA (Excluding Other Income)</b>	<b>13.99</b>	<b>20.91</b>	<b>(33.11%)</b>
<b>EBIDTA Margin (%)</b>	<b>8.76%</b>	<b>12.16%</b>	<b>(340 bps)</b>
Other Income	2.79	2.74	
Depreciation	3.47	3.44	
Interest	0.33	0.32	
<b>Profit Before Tax</b>	<b>12.99</b>	<b>19.90</b>	
Tax	2.97	5.10	
<b>Profit After Tax</b>	<b>10.02</b>	<b>14.80</b>	<b>(32.31%)</b>
<b>Profit After Tax Margin%</b>	<b>6.27%</b>	<b>8.60%</b>	<b>(233 bps)</b>
Other Comprehensive Income	0.15	0.38	
<b>Net Profit</b>	<b>10.16</b>	<b>15.18</b>	<b>(33.02%)</b>
<b>Net Profit Margin %</b>	<b>6.36%</b>	<b>8.82%</b>	<b>(246 bps)</b>
<b>Basic EPS in Rs.</b>	<b>1.63</b>	<b>2.40</b>	<b>(32.08%)</b>

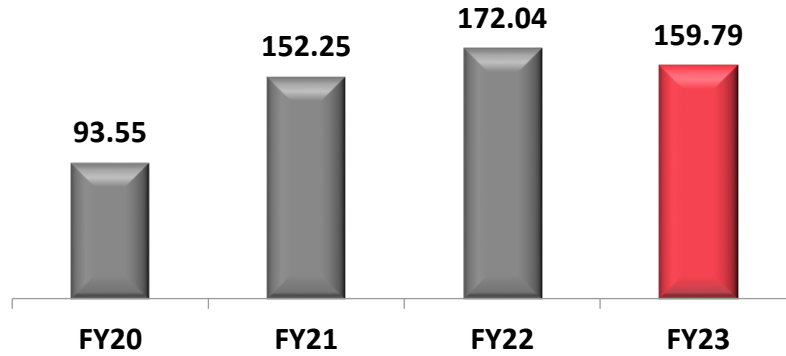
- Revenue from operations for the FY23 Rs. 159.79 crore, as against Rs. 172.04 crore in FY22, a YoY decreased of 7.13%, due to decrease in export dispatches. There has been tremendous shortage of USD currency in financial systems in some African countries. Our customers in these countries are not able to open LCs or remit the balance pre-dispatch payments due to which, at the end of the year some machines were ready but waiting for dispatch against their orders
- EBITDA (excluding Other Income) was Rs. 13.99 crore in FY23 as against Rs. 20.91 crore in FY22, decreased of 33.11% due to due to some significant expenditure on sales promotions, exhibitions and some amount of R&D spend.

The Board has recommended a final dividend of Rs. 0.35 per share of face value Rs. 1/- subject to approval of shareholders

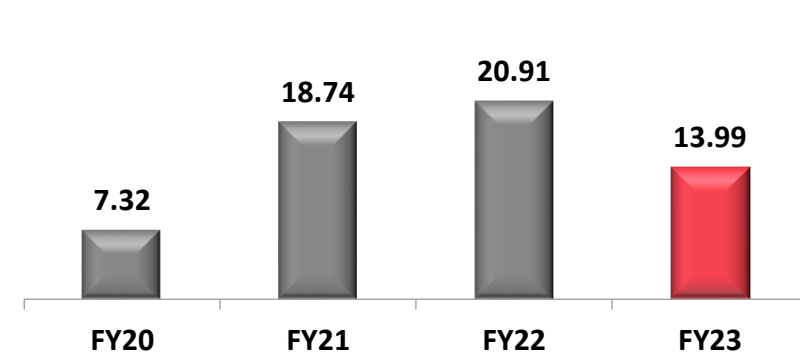


# Consolidated Annual Financial Highlights

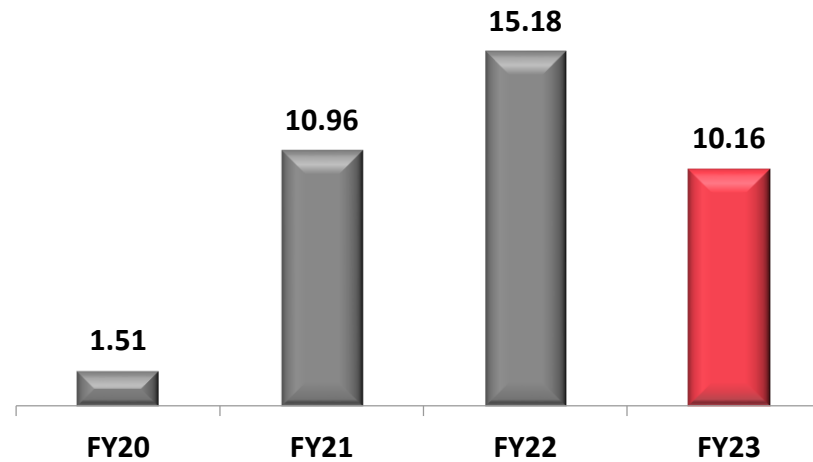
Revenue (Rs. Crore)



EBITDA\* (Rs. Crore)



PAT after Minority Interest (Rs. Crore)



\* EBITDA excluding other income



# Consolidated Balance Sheet as on 31<sup>st</sup> March 2023



Rs. Crore	As on 31st March 2023	As on 31st March 2022
<b>Shareholder's Funds</b>	<b>102.44</b>	<b>93.81</b>
Share capital	6.15	6.15
Reserves & Surplus	96.29	87.66
<b>Non-current liabilities</b>	<b>4.34</b>	<b>3.88</b>
<b>Financial Liabilities</b>		
Long term borrowings	0.00	0.00
Other Financial liabilities	0.54	0.12
Defer Tax liabilities	3.80	3.76
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	0.00	0.00
<b>Current liabilities</b>	<b>67.07</b>	<b>50.03</b>
<b>Financial Liabilities</b>		
Short Term Borrowings	1.52	0.28
Trade Payables	19.90	19.70
Other Financial liabilities	1.47	1.40
Other Current liabilities	40.45	23.62
Short-term provisions	3.37	2.81
Income Tax Liability (Net)	0.36	2.22
<b>Total Equities &amp; Liabilities</b>	<b>173.85</b>	<b>147.72</b>

Rs. Crore	As on 31st March 2023	As on 31st March 2022
<b>Non-current assets</b>	<b>41.54</b>	<b>43.34</b>
Property, Plant & Equipment	35.09	37.18
Intangible Assets	1.01	1.26
Capital WIP	2.56	2.55
<b>Financial Assets</b>		
Non-current Investments	2.10	2.05
Deferred tax assets	0.00	0.00
Long-term loans & advances	0.00	0.00
Other non-current assets	0.31	0.00
Other non-current Finan. Assets	0.46	0.31
<b>Current assets</b>	<b>132.31</b>	<b>104.38</b>
Inventories	56.56	52.58
<b>Financial Assets</b>		
Current Investments	8.48	10.82
Trade receivables	16.51	4.69
Cash & Cash equivalents	0.14	0.23
Bank Balance other than Cash	15.78	10.81
Short-term loans & Advances	28.50	14.50
Other Current Financial Assets	1.37	6.67
Other Current Assets	4.95	4.07
<b>Total Assets</b>	<b>173.85</b>	<b>147.72</b>

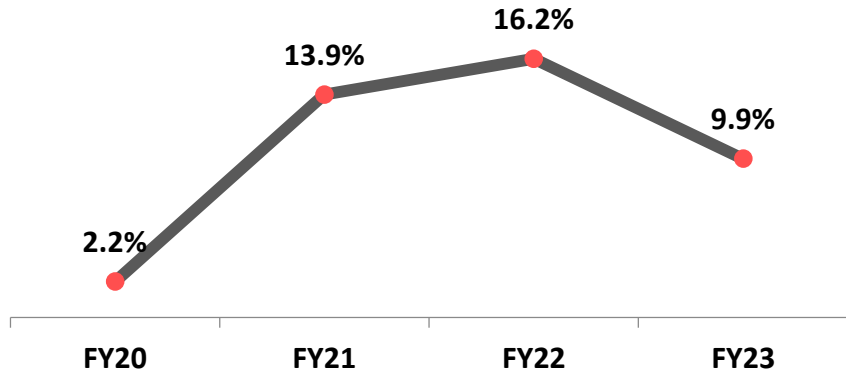
\*Financials in line with IND AS guidelines



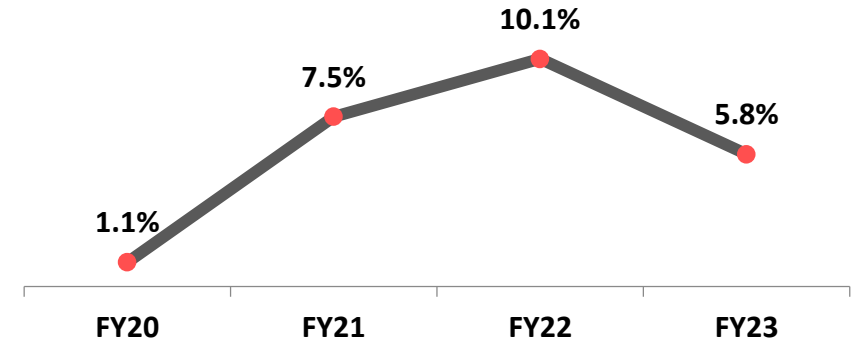
# Key Ratios



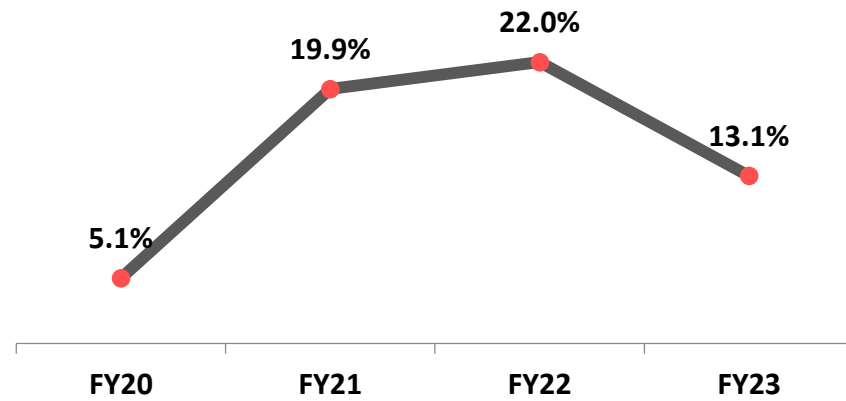
RoE(%)



RoA(%)

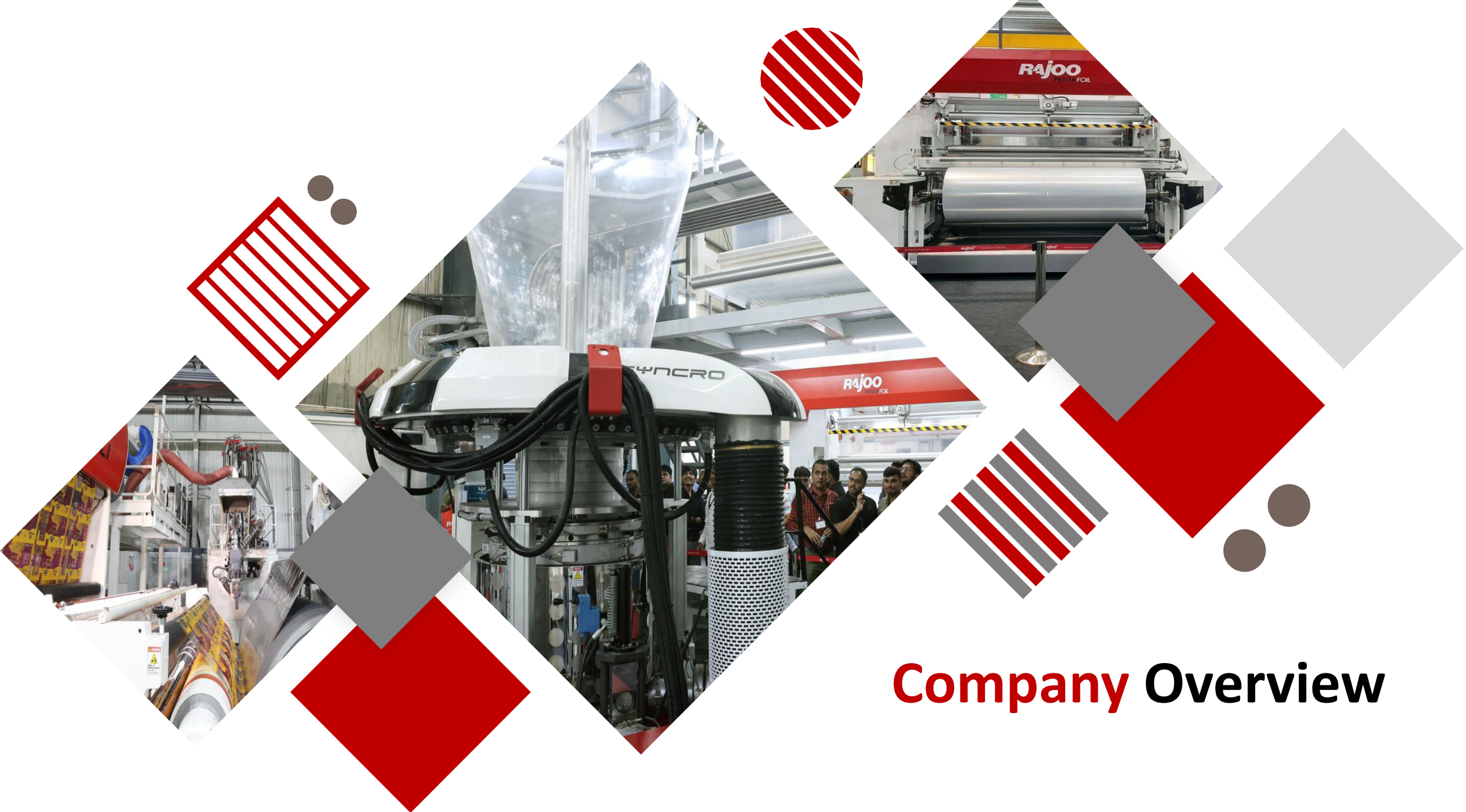


RoCE(%)



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

- **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-Plax 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
- 1<sup>st</sup> 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 for producing encapsulant sheets for solar cells
- Received high value order of Rs. 31 Crs from Europe

1986-1995

1996-2005

2006-2012

2013-2015

2016-2023

- **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

- 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



## 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

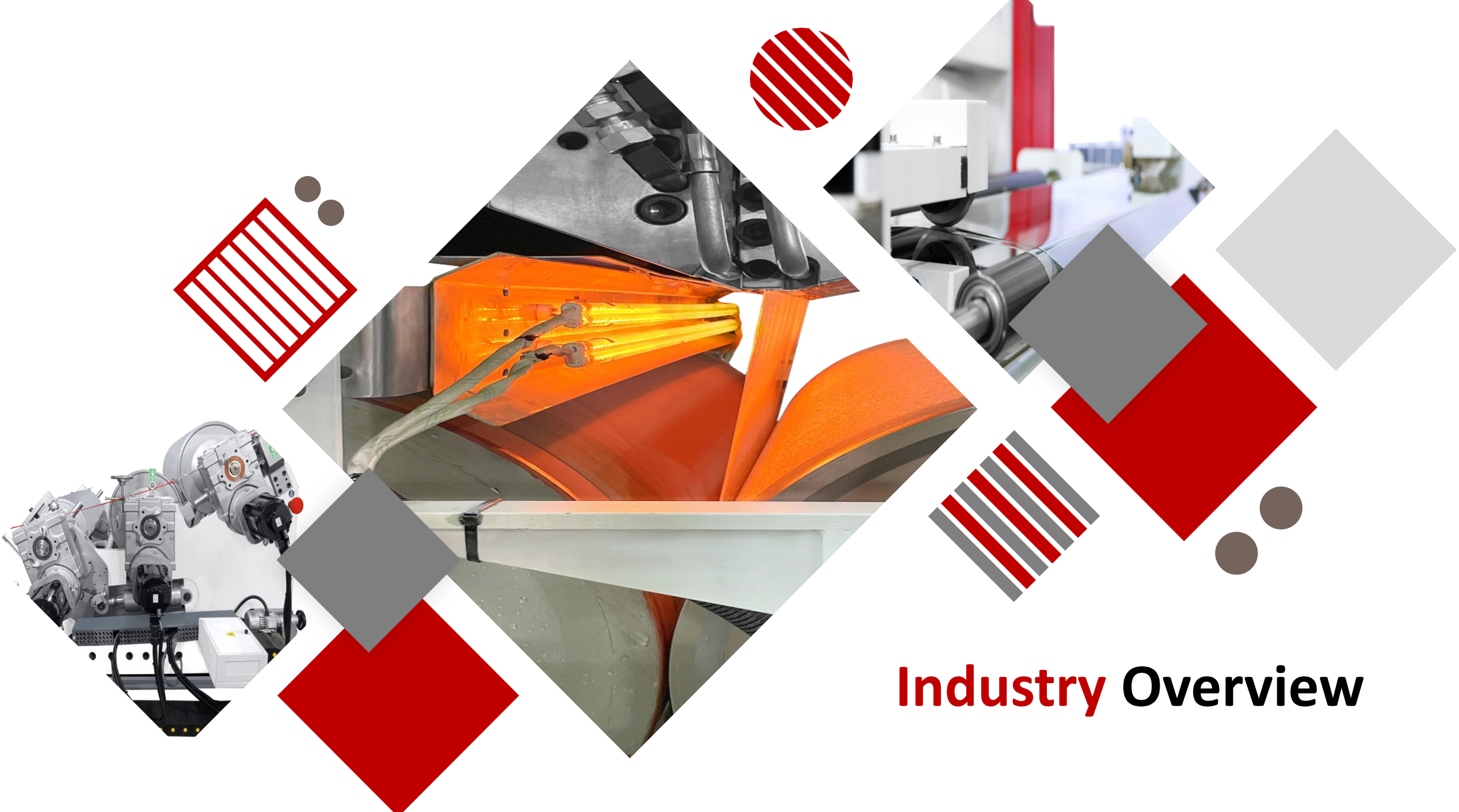
### Strong Geographical Footprint

- 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 (2021-22) - 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
- All Electric Injection Molding Machine is growing in the recent years. The application segment includes Medical, Packaging, Electrical & Electronics





# 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%
<b>Total</b>	<b>10,610</b>	<b>13,375</b>	<b>12,150</b>	<b>12,700</b>	<b>14,700</b>	<b>8.5%</b>

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	3745	5,690	25.4%
Blow Moulding	425	500	490	630	640	10.7%
<b>Total</b>	<b>5,175</b>	<b>6,800</b>	<b>7,065</b>	<b>6875</b>	<b>9,955</b>	<b>17.8%</b>

## Plastics Machinery Projections

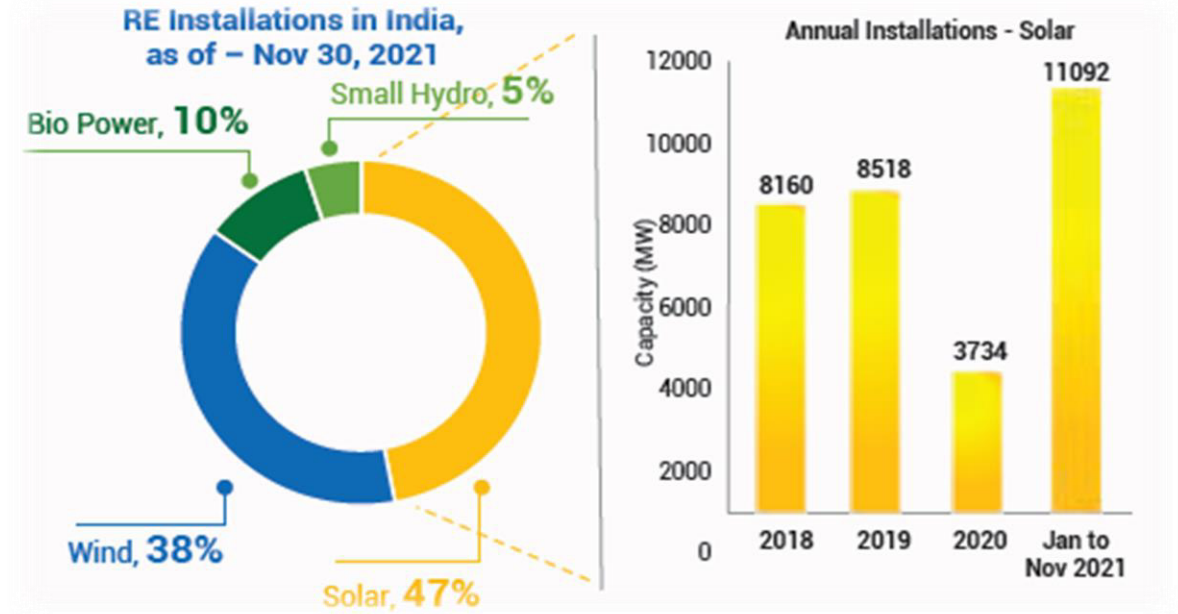
Description	No. of Machines				4 Years CAGR
	2022-23(E)	2023-24(E)	2024-25(E)	2025-26(E)	
Injection Moulding	10,800	11,750	12,650	13,700	8.1%
Extrusion	3,950	4,200	4,450	4,700	6.2%
Blow Moulding	1,000	1,080	1,150	1,200	6.0%
<b>Total</b>	<b>15,750</b>	<b>17,030</b>	<b>18,250</b>	<b>19,600</b>	<b>7.5%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

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%
<b>Total</b>	<b>10,840</b>	<b>11,800</b>	<b>12,850</b>	<b>14,020</b>	<b>8.9%</b>



# Renewable Energy High Growth Opportunity

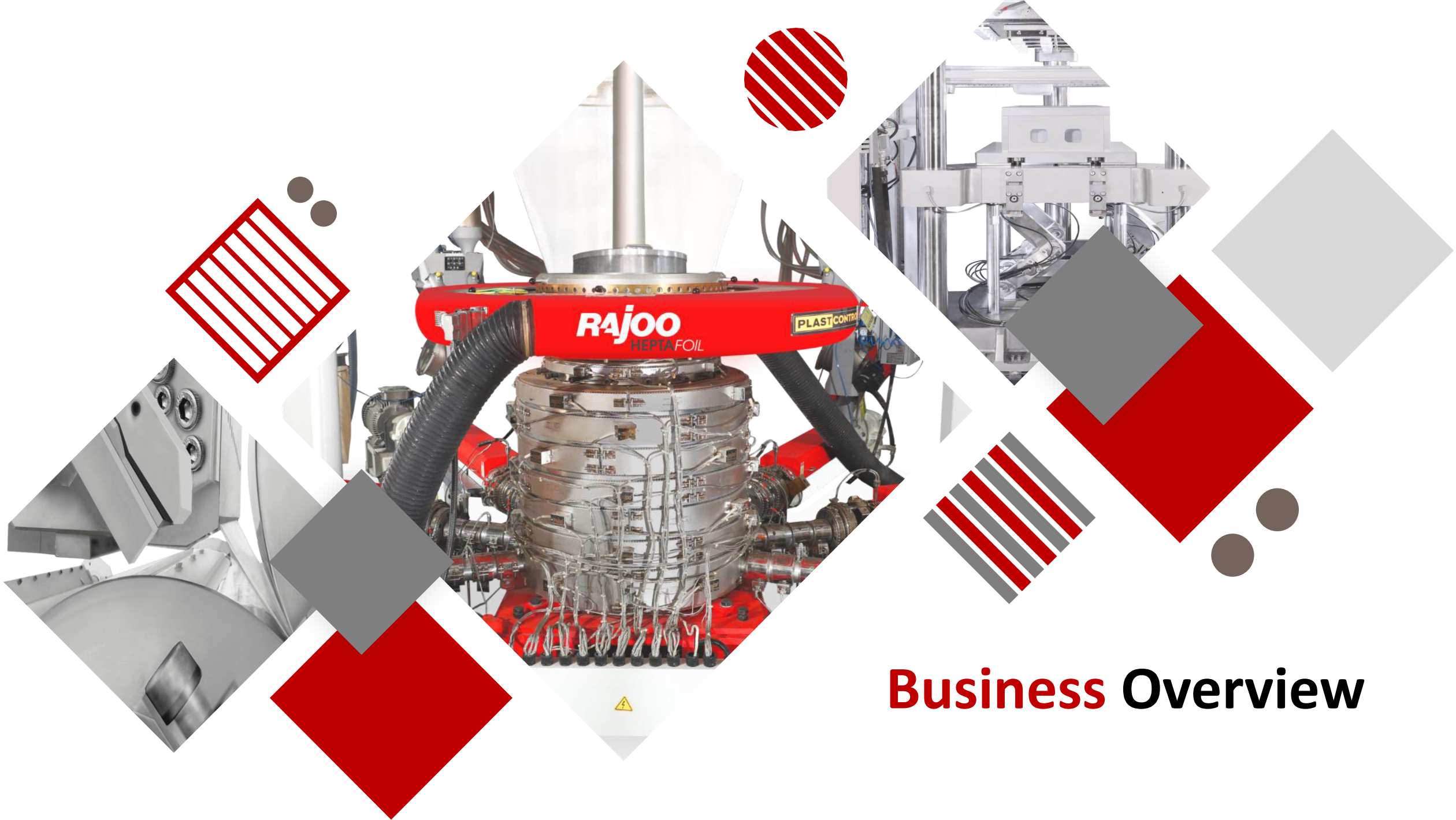
- India's Total renewable capacity reached to 104GW & solar contributes to 47% share
- India takes 4th position in World's Total Renewable Energy (RE) Capacity in Aug'2021
- Ranked fourth in wind power, fifth in solar power
- 50GW is under installation in 2022 & 27 GW in tendering



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

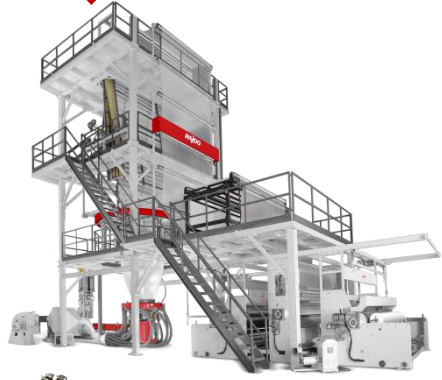




# Strong & Diverse Product Portfolio Contd...(3)



## 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



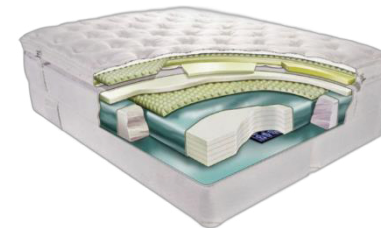
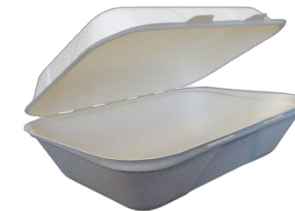
Rice, Flowers, Dry Fruits



**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<sup>®</sup>** – Tilting Mould  
Thermoforming Machine



Flowres Packaging

Product Applications



Glasses & Cups



...Catering to wide array of Industry Sectors



# Strong & Diverse Product Portfolio Contd...(6)



**LAMINA<sup>®</sup> - Mono & multilayer sheet lines for PP/EVA/PS**



**Stationary**

## Product Applications



**File Folder**



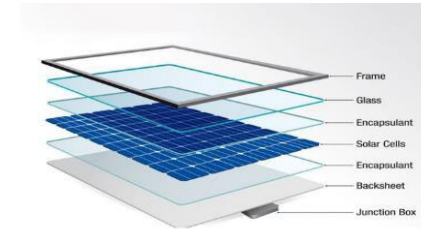
**Box Packaging**



**LAMINA<sup>®</sup> e Sheet Extrusion Technology For Solar Modules**



**Solar**



**EVA Sheet**



**Solar Cells**



**LAMINA<sup>®</sup> rPET - PET sheet lines**



**Laminated Sheet**



**Box Packaging**



**Cut-Fruit Container**

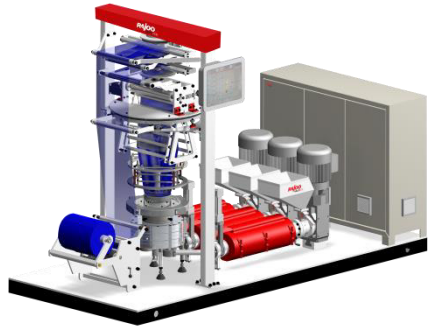
**...Catering to wide array of Industry Sectors**



# Strong & Diverse Product Portfolio Contd...(7)



## Product Applications



**LABEX<sup>®</sup>** - Lab Equipment



**Lab Equipment**



**DRIPEX<sup>®</sup>** - Drip Irrigation  
Pipe Plant For Round & Flat  
Dripper



**Pipe for Drip Irrigation**



**...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

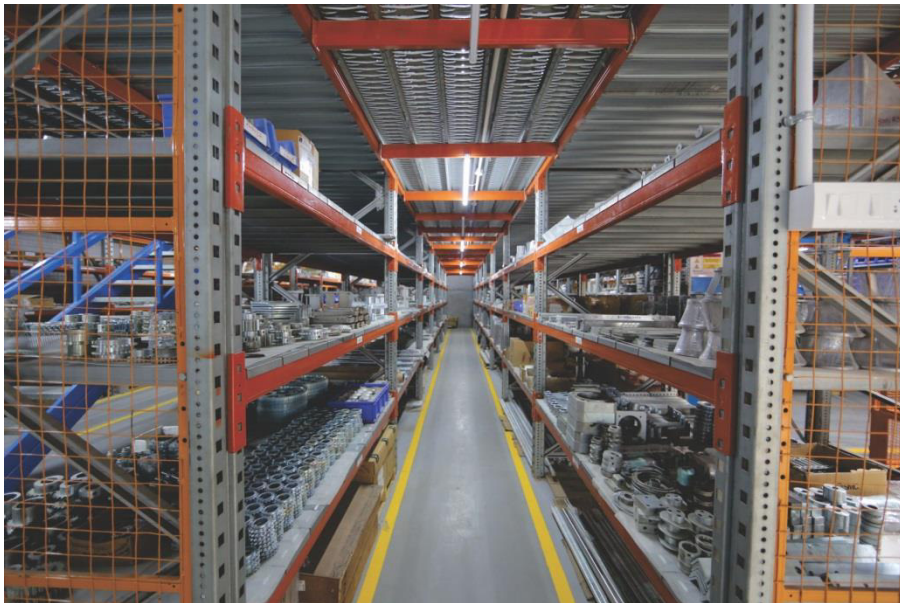
- In-house modern paint shop facility – first of its kind in Asian industry
- Ensures long life of paint and improves machine aesthetics

### 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



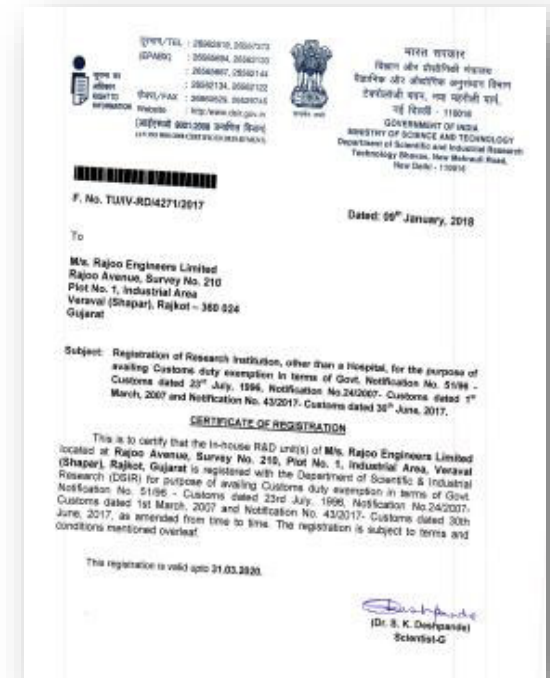
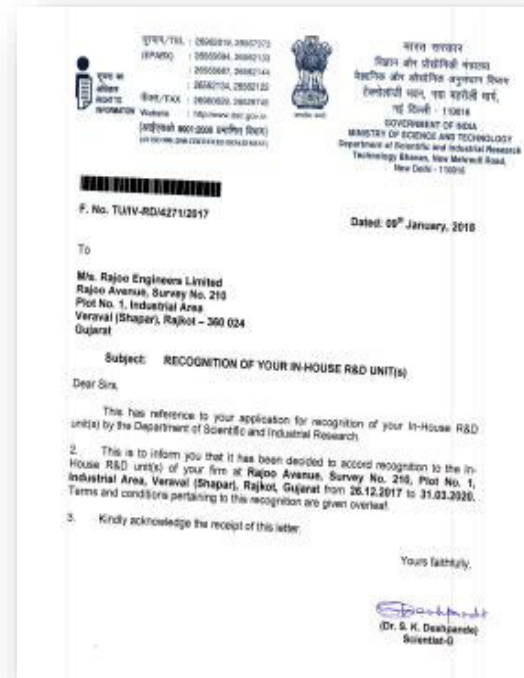




## ...Backed by Strong R&D – ‘Innovation Room’



- **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)





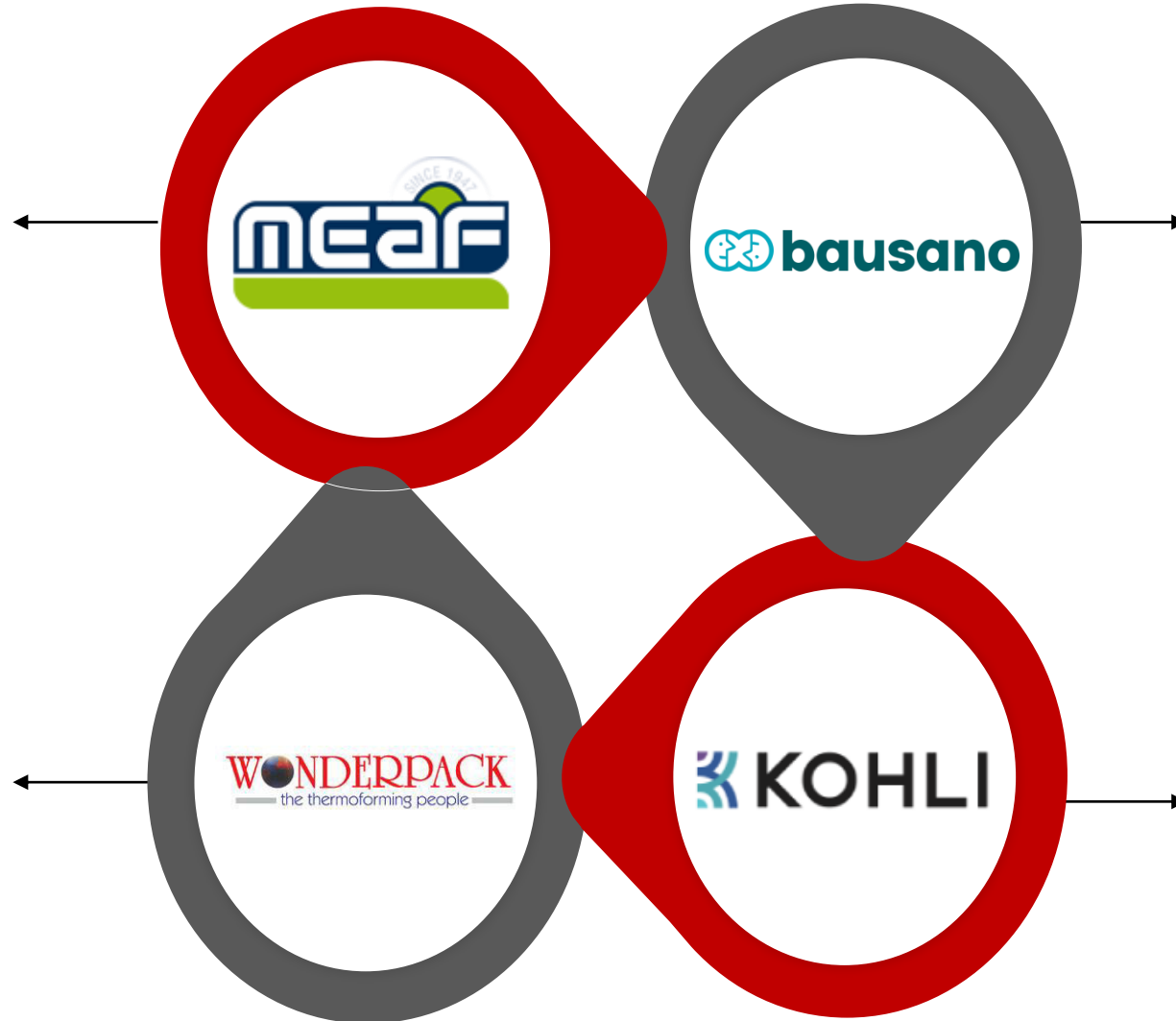
## ... Supported by Strategic Partnerships

### 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

### Wonderpack, India

- A unified approach for benefit of thermoforming industry



### 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.

### 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

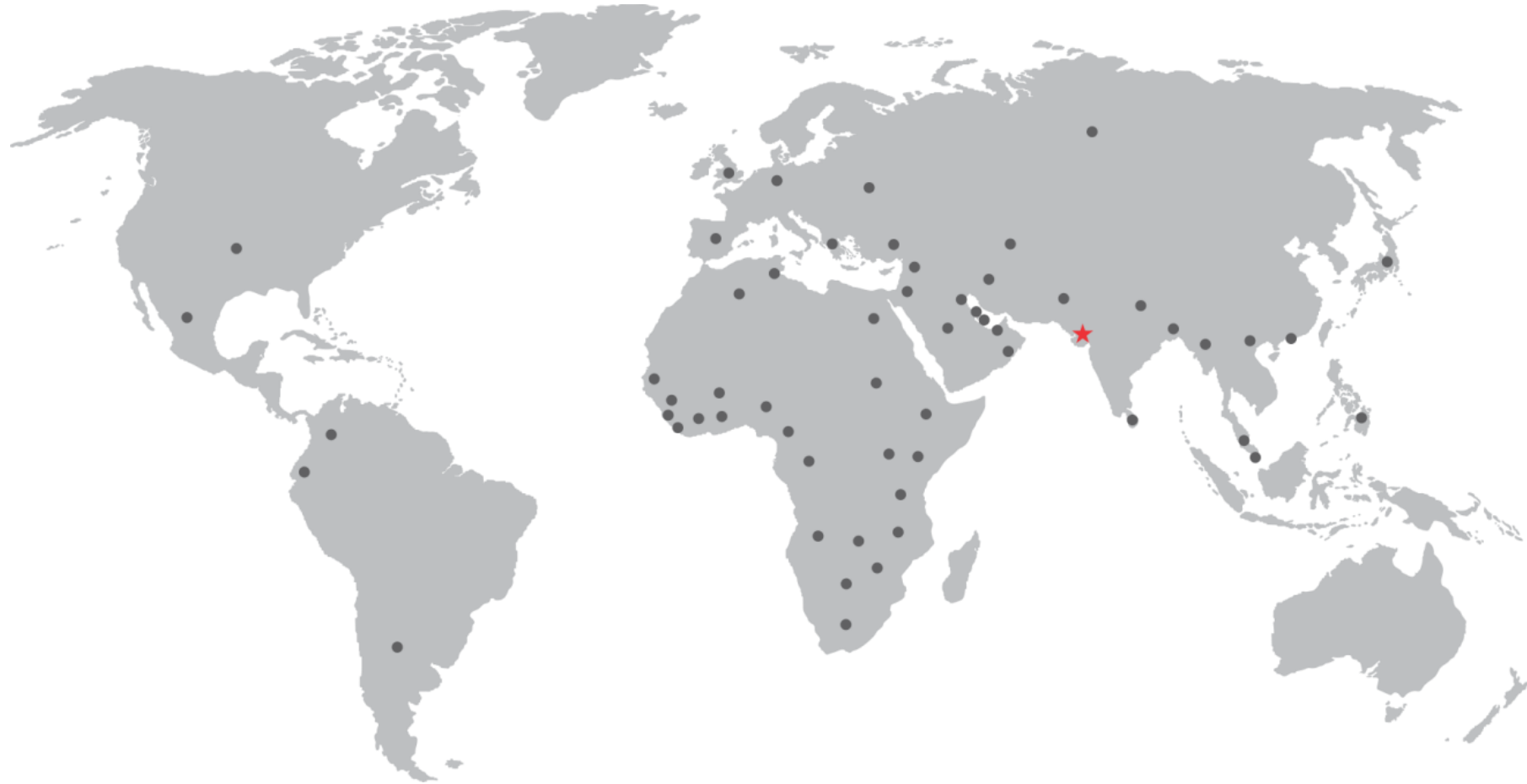






**...Creating Strong Global Presence...**

**RAJOO**<sup>®</sup>  
excellence in extrusion



**35+**

Years of Excellence in Extrusion

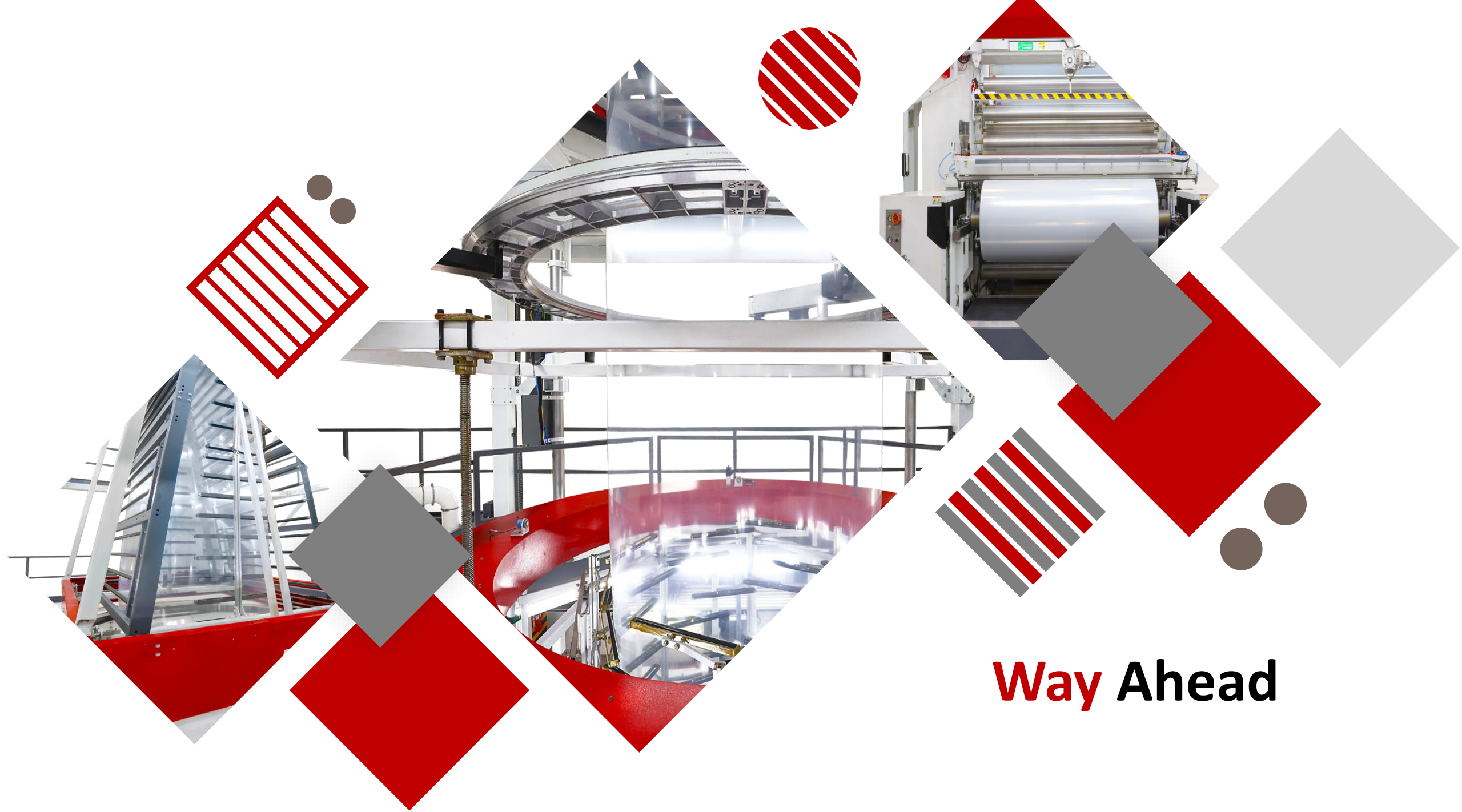
**70+**

Countries we have exported to

**5K+**

Installations

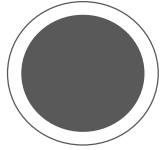




**Way Ahead**



## Way Ahead



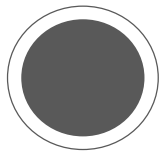
### Operational Excellence

- Consistently executing business strategy and continued focus on improving operating costs by sourcing quality raw materials and efficient manpower



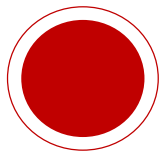
### Focus on margin improvement

- Increase sales of high margin products – existing and new
- Seek Technical alliances to develop new and technically advanced products



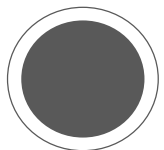
### Focus on more integration – R&D and Innovation Centre

- 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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