

18th August, 2021

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

The Manager- The Listing Department,
**National Stock Exchange of India
Limited**
Exchange Plaza, Bandra Kurla
Complex,
Bandra (E), Mumbai - 400051.
Scrip code: **REMSONSIND**

Dear Sir,

Sub.: Investor Presentation .

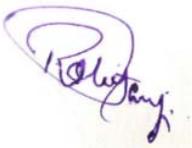
Pursuant to the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), please find enclosed herewith the investor presentation.

Kindly take the same in your record.

Thanking you,

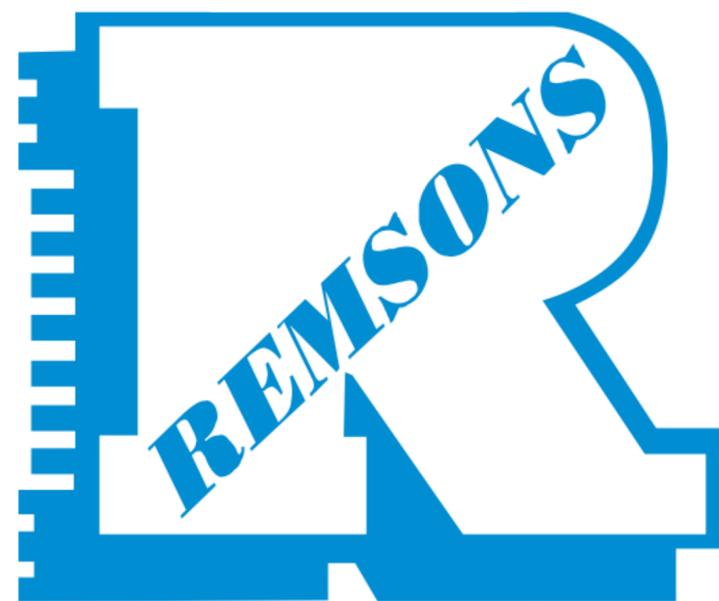
Yours faithfully,

For **REMSONS INDUSTRIES LIMITED**



ROHIT DARJI
COMPANY SECRETARY & COMPLIANCE OFFICER

Encl.: A/a



REMSONS INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q1 FY21-22

Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements".

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Q1 FY2022 RESULT UPDATE

Q1FY22 Standalone Results

Particulars (INR in crs)	Q1 FY22	Q1 FY21	Y-O-Y Growth	Q4 FY21	Q-O-Q Growth	FY21
Net Revenue from Operations	35.23	13.14	168.12%	60.40	-41.67%	195.48
Other Income	0.86	0.04	2042.37%	0.64	34.95%	1.95
Total Revenue	36.09	13.18	173.80%	61.03	-40.87%	197.42
COGS	23.83	9.53	150.06%	40.62	-41.33%	136.29
Employee Benefit Expenses	6.69	3.26	105.19%	9.19	-27.23%	30.03
Other Expenses	4.76	2.18	118.39%	5.97	-20.27%	19.19
Total Expenditure	35.28	14.97	135.68%	55.78	-36.75%	185.51
EBITDA before (Excep Items)	0.81	-1.79	NA	5.25	-84.64%	11.92
EBITDA margin (%)	2.23%	-13.58%	NA	8.60%	NA	6.04%
Exceptional Items	0	0	NA	3.30	NA	3.30
EBITDA after (Excep Items)	0.81	-1.79	NA	8.55	NA	15.22
Finance Costs	1.32	0.57	132.41%	1.13	16.94%	3.11
Depreciation	1.25	0.71	76.72%	0.93	35.29%	3.28
PBT	-1.77	-3.07	NA	6.49	NA	8.82
Tax Expenses	-0.37	-0.85	NA	1.59	NA	2.17
PAT	-1.41	-2.22	NA	4.89	NA	6.66
PAT margin (%)	-3.89%	-16.84%	NA	8.02%	NA	3.37%
EPS	-2.46	-3.90	NA	8.57	NA	11.65

Q1FY22 Consolidated Results

Particulars (INR in crs)	Q1 FY22	Q4 FY21	Q-O-Q Growth	FY21
Net Revenue from Operations	51.21	76.76	-33.29%	226.15
Other Income	1.12	0.85	31.17%	2.41
Total Revenue	52.33	77.62	-32.58%	228.56
COGS	32.09	50.10	-35.95%	151.67
Employee Benefit Expenses	11.39	14.31	-20.40%	39.58
Other Expenses	7.32	7.90	-7.36%	24.73
Total Expenditure	50.80	72.31	-29.75%	215.99
EBITDA before (Excep Items)	1.53	5.31	-71.14 %	12.57
EBITDA margin (%)	2.93%	6.84%	NA	5.50%
Exceptional Items	0.00	3.30	NA	3.30
EBITDA after (Excep Items)	1.53	8.61	NA	15.87
Finance Costs	1.64	1.38	19.48%	3.54
Depreciation	1.81	1.65	9.64%	4.41
PBT	-1.92	5.58	NA	7.92
Tax Expenses	-0.37	2.74	NA	3.43
PAT	-1.55	2.84	NA	4.49
PAT margin (%)	-2.97%	3.66%	NA	1.96%
EPS	(2.72)	4.97	NA	7.85

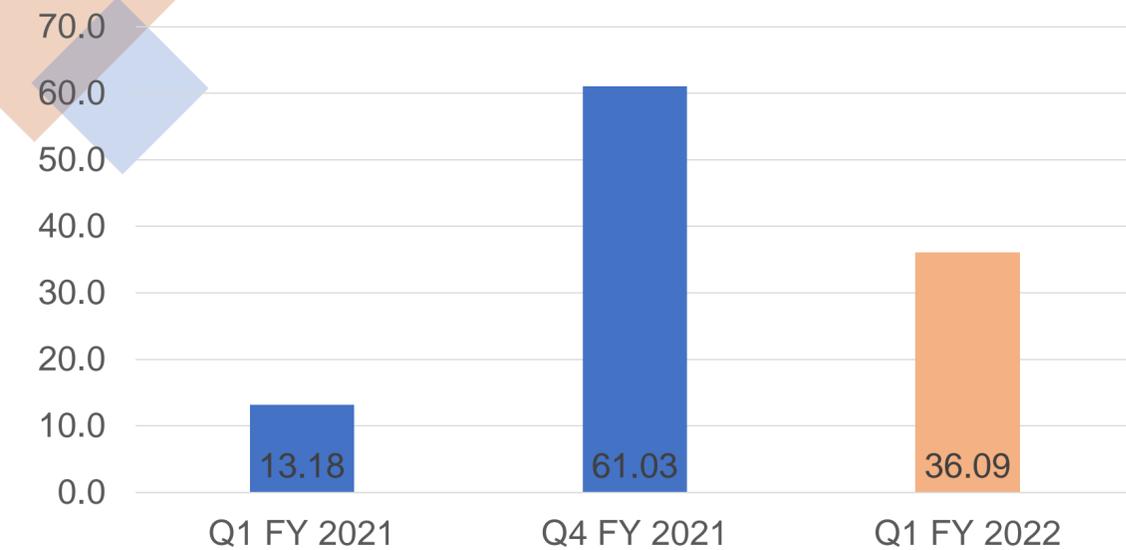
Q1-FY22 Operational Highlights & COVID Measures

- Majority of the Original Equipment Manufacturers (OEM) and Auto Dealers were shut due to second wave of Covid-19 resulting in lower demand and volume offtakes
- Sharp rise in fuel and commodity prices and global shortage of semi conductors have also impacted the demand scenario
- Overseas business was affected due to supply chain constraints seeing rise in the freight costs
- Remsons manufacturing facilities was shut down for 15 days in the month of May, post which the plants were operating at 50% capacity
- Higher input costs along with higher employee costs continued to weigh on the margins
- Due to stringent cost reduction measures, Remsons has managed to minimize the impact of the pandemic on its performance
- Considering the safety of the employees foremost, Remsons is running operations in strict compliance with guidelines issued by the Ministry of Home Affairs of the Government of India. The company updated its standard operating procedures with focus on expediting vaccinations, providing support to affected employees and their family members

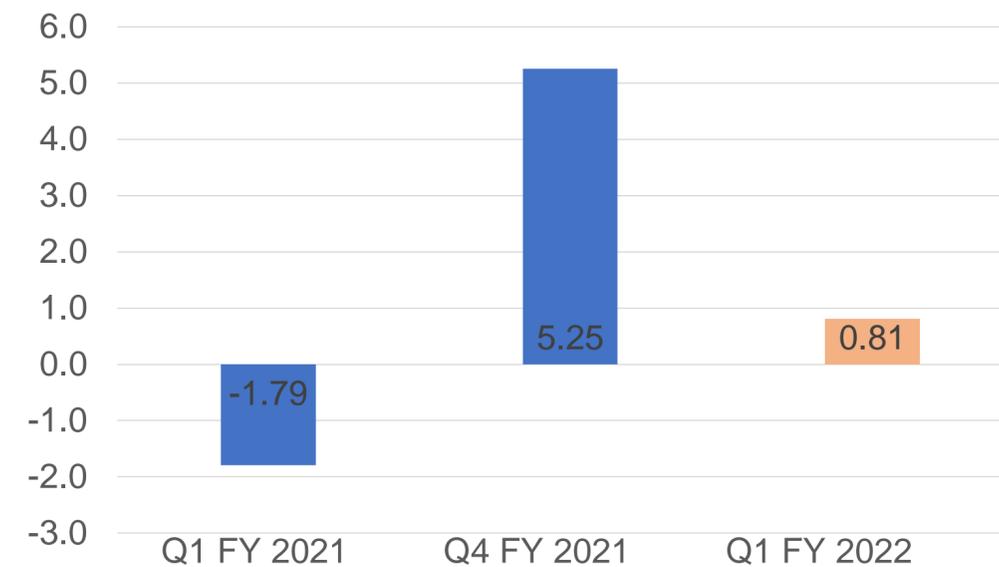


Q1 FY 2021-22 Highlights- Standalone

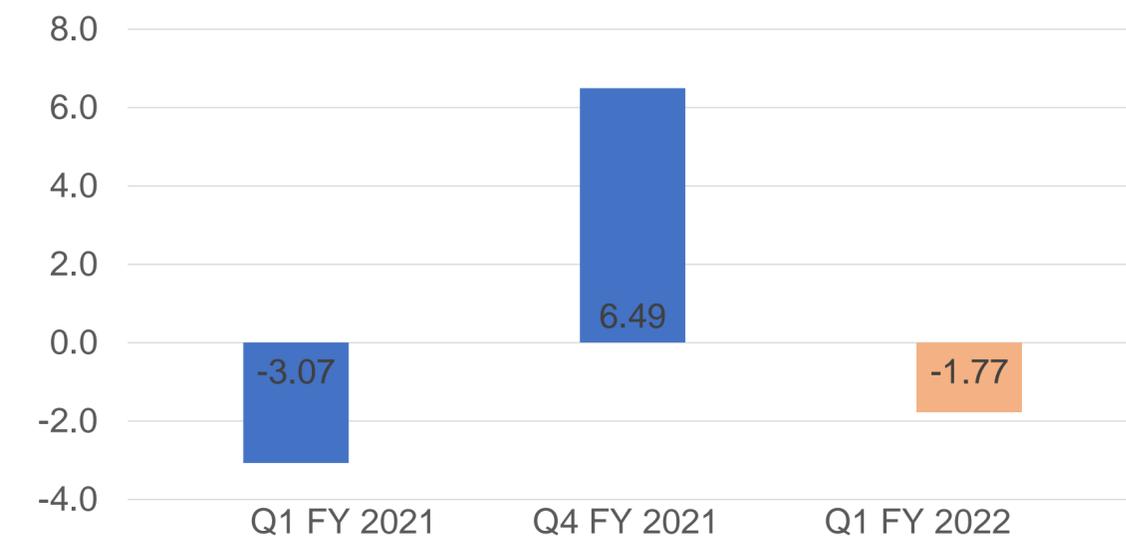
Revenue



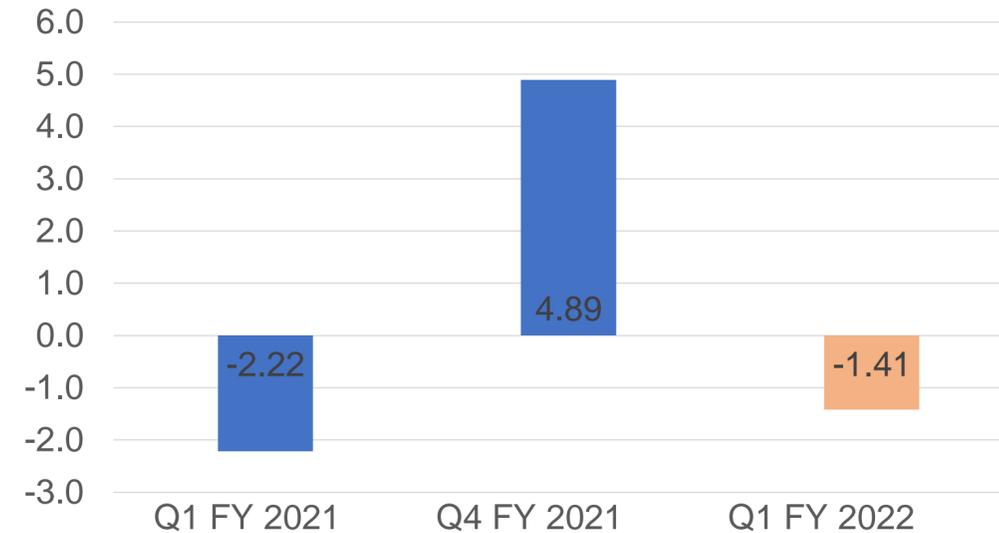
EBITDA



PBT



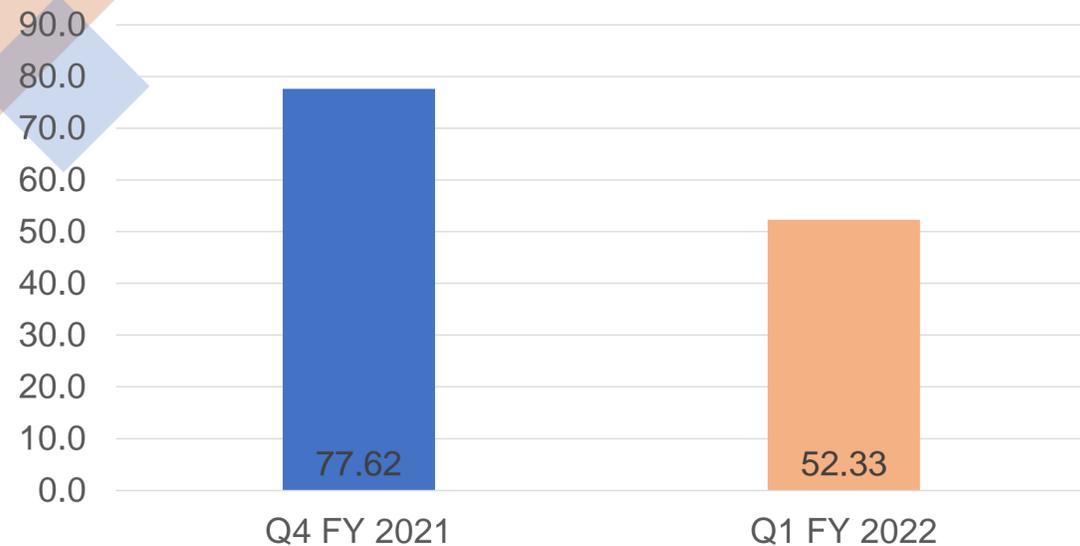
PAT



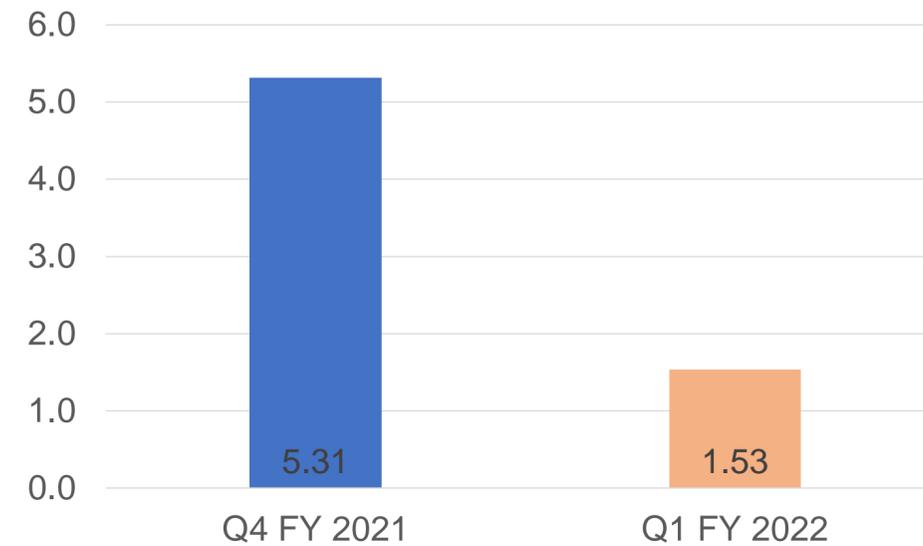
- Total Standalone Revenue stood at INR 36.09 crores in Q1 FY 2022 up 173.80% Y-O-Y and down by 40.87% on Q-O-Q basis
- Q1 FY 2022 was largely affected by onset of the second wave of covid-19 throughout the country that led to lockdown and temporary shutdown of Auto-dealers, keeping sales down
- EBITDA stood at INR 0.81 crores in Q1 FY 2022 up by 145.04% Y-O-Y basis and 84.64% down on Q-o-Q basis. Increase in employee benefit expenses and other expenses like fuel prices and commodity prices led to lower EBITDA in Q-O-Q basis
- PAT for Q1 FY 2022 was INR -1.41 crores down by 128.71% Q-o-Q basis

Q1 FY 2021-22 Highlights- Consolidated

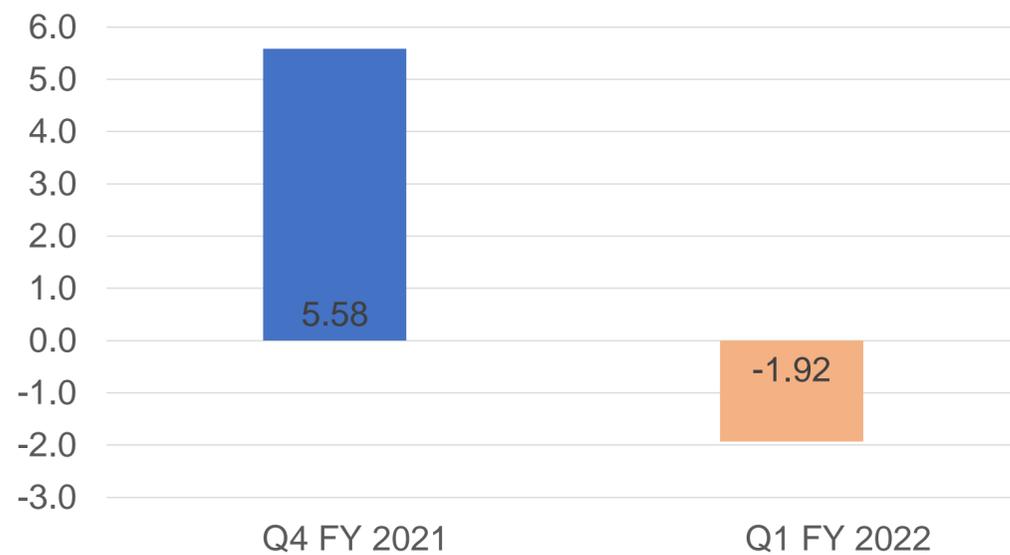
Revenue



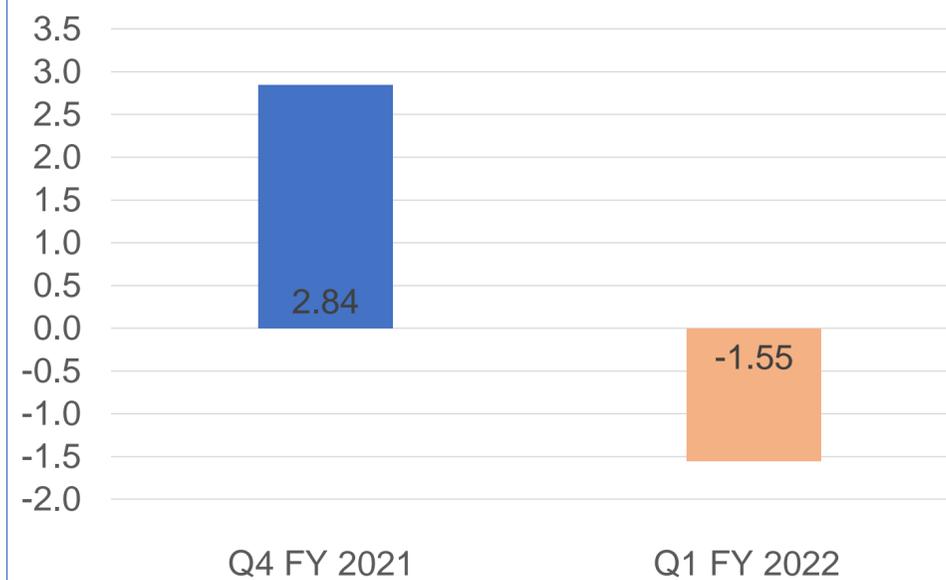
EBITDA



PBT



PAT



- Remsons UK business was largely affected on account of prevailing semi conductor issue
- Consolidated revenue in Q1 FY 2022 stood at INR 52.33 crores down by 32.58% on Q-O-Q basis
- Freight expenses were high due to supply chain disruption caused because of subsequent Covid-19 outbreak
- Gross Profit margins increased by 323 bps Q-O-Q
- Consolidated EBITDA for the Q1 FY 2022 stood at INR 1.53 crores down by 71.14% largely affected by increase in employee costs and other expenses like freight and increased fuel prices

Management's Message

Commenting on the performance, Mr. Rahul Kejriwal, Director & CFO, Remsons Industries Ltd. said, "On the back of a challenging FY20-21, First Quarter of FY21-22 started in turbulent manner. As the country was hit hard with Covid-19's second wave, our operations too were hit. It also led to OEM's shutting or partially running operations. This led to ~ 41 % drop in Standalone Revenue from operations on Q-o-Q basis. Sub-optimal utilization of capacity weren't sufficient to cover for the fixed expenses which led to marginal EBITDA and loss in net profit.

Our UK operations also had to face head winds of reduced demand due to global supply chain disruptions and shortage of semi conductors at OEM level. These constrains impacted demand from OEM customers. Our Q1 FY21-22 consolidate revenues from operations stood at Rs. 51.2 crores.

We are witnessing consistent ramp ups from domestic OEM customer schedules as the lockdowns are being lifted sequentially. Tough global supply chain issues and semi conductor shortage continue to be a dampener, we are hoping for a better second Quarter. Only caveat to this being, no further Covid-10 led disruptions or lockdowns."

COMPANY OVERVIEW

A LITTLE BIT OF HISTORY

Born into a middle-class family in Kolkata,
Mr. Vishwaprakash Harlalka moved from
Kolkata to Mumbai in 1956.

With nothing but a dream he tried his hand at many
businesses, failing and only rising stronger and wiser.

He started Remsons in 1959.

Formed as a trading company, the company ventured
into manufacturing of various engineering items for
Automobile industry. The company pioneered Control
Cables and Pressure die cast cables in India. It also
indigenously developed gear shift cables, dash mount
cables brake assembly and push, pull cables

WHERE CREATION IS THE CULTURE !



Remsons Industries Limited- At A Glance



ABOUT US

The company offers an entire spectrum of Automobile control cables, gear shifters, winches, pedal box, parking brake lever, scissor jacks, etc.



CUSTOMER PROFILE

All major OEM manufacturers of 2, 3, & 4 wheelers both domestic and overseas



STRATEGY

Focus on advancement of technologies and strengthening of business operations with customers and vendors



FINANCIALS

5 Year Revenue CAGR- 17.2%
5 Year EBITDA CAGR- 40.5%
FY 2021 ROE- 15.1%



MILESTONES

In 2020, the company acquired Magal Cables UK



RECOGNITION

Company of the Year Award 2020 by CEO Insights Magazine
Ford Q1 Preferred Quality Status
Registered JLRQ supplier
Renault ASES Certified



REMSONS DNA

VISION

To be recognized as a leading global auto component manufacturing organization through innovations, enduring partnerships & be committed towards stakeholders & society at large.

MISSION

The mission of the company is to make products of the highest quality at optimum cost through constant innovation, product portfolio enhancement coupled with increased efficiency & effectiveness, all with respect to our customers, employees, shareholders & our environment

QUALITY

We at Remsons Industries will design and manufacture quality products by adopting defect prevention and continual improvement through assessment of organization context and employee engagement, with the ultimate objective of "Total Customer Satisfaction".



EMPOWER

We provide employee with the resources, authority, opportunity, and motivation to do their work, also holding them accountable for their actions

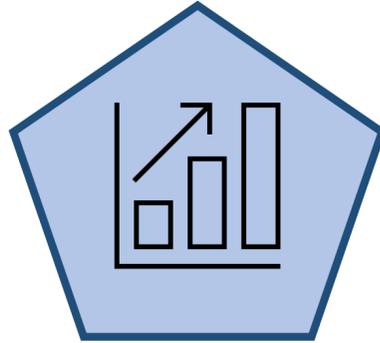
ETHICS

At the Core of the Company lies its Ethics which has guided the company fo rover 50 years

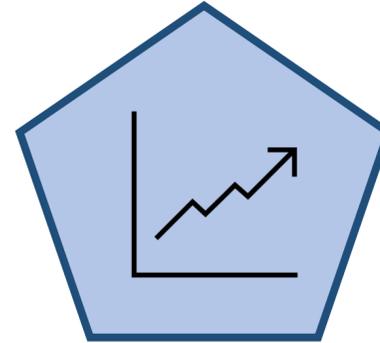
RELATIONSHIP

Remsons believes in the long term, so we maintain great relations with our customers, employees and suppliers and Strategic Relationship that extend the horizon of our business

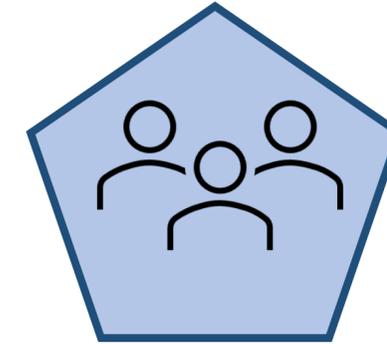
Key Highlights



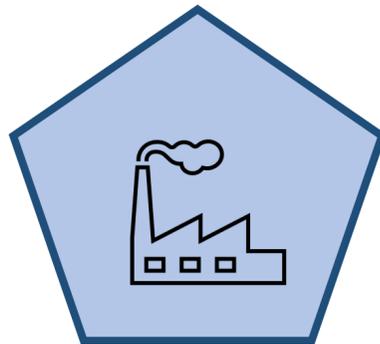
**INR 228.5 crs of
Total Income in FY 21**



**INR 12.6 crs of
EBITDA in FY 21**



**Serving more than 20 OEM's
and 250+ dealers in after-
market**



**4 State of the Art Plants
across India and 1 in UK**

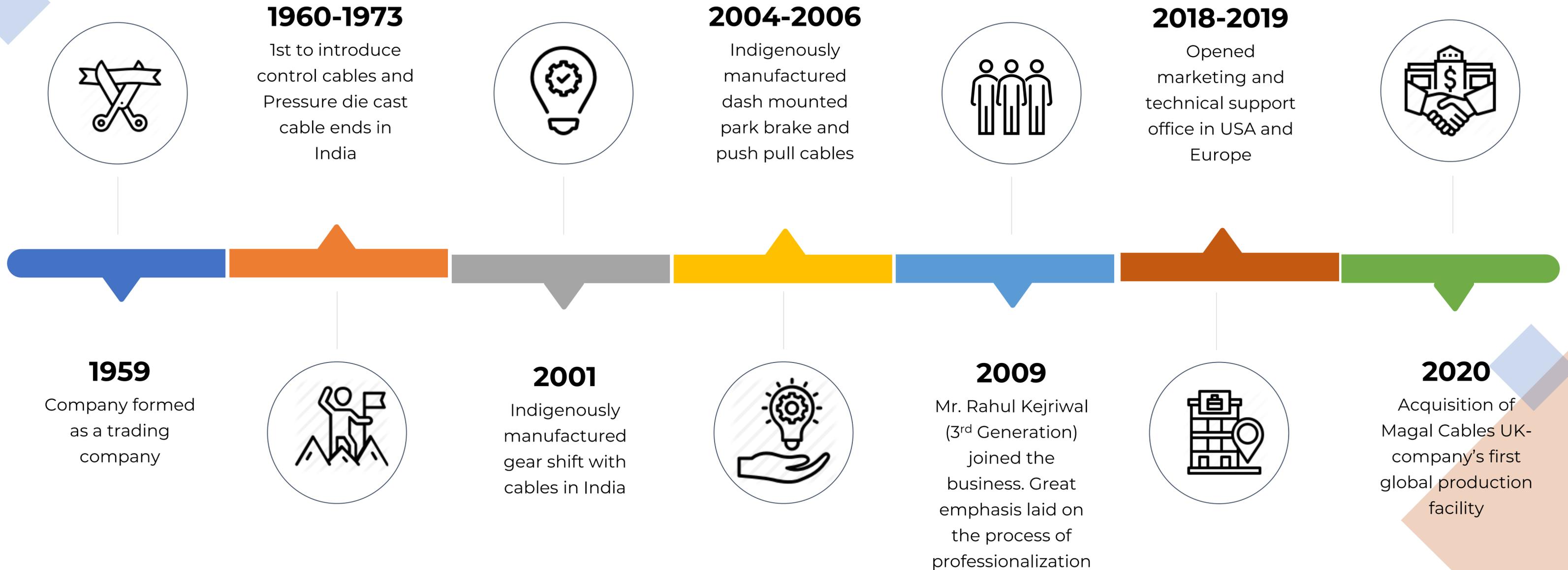


**Presence in more
than 17 countries**



**241 employees includes Engineers, Design
team, HR team, Managerial Staff, etc.
combined in India 195 and UK 46**

Milestones Achieved



Application of Products

Serving all Segments of Industry

2-wheeler

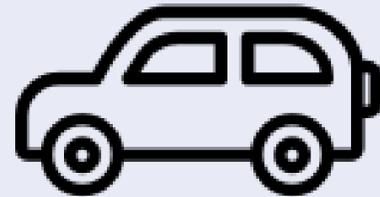
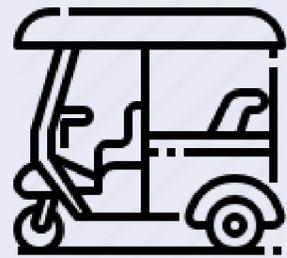
3-wheeler

4-wheeler

CV

Off-Roader

Agriculture



Brake - Front, Rear, Combi	Clutch / PKB Cable	Parking Brake Cable	Parking Brake Cable	Accelerator Cables	Clutch & Brake Cable
Accelerator Cable	Gasoline Cable	Body Cables	Gear Shifter with Cables	PTO Cables	Accelerator Cables
Clutch Cable	Gear Cable	Gear Shifter with Cables	Bonnet Release Cables	Door Cables	Pull To Stop Cables
Speedometer Cable	Speedometer Cable	Winches, Pedal Boxes.	Cabin Storage Cables	Gear Shift & Select Cables	Director Change Cables
Seat Lock Cable	Wiper Motor Cable	Scissor Jacks	Accelerator Cables	Forward & Reverse Cables	Forward & Reverse Cables

Product Gallery

Control Cables



Pedal Box



Gear Shifters



CABLES

CONTROL CABLES
FLEXIBLE SHAFTS
PUSH PULL CABLES

SYSTEMS

GEAR SHIFTERS
PARKING BRAKE
PEDAL BOX
WINCHES
JACKS



Jacks

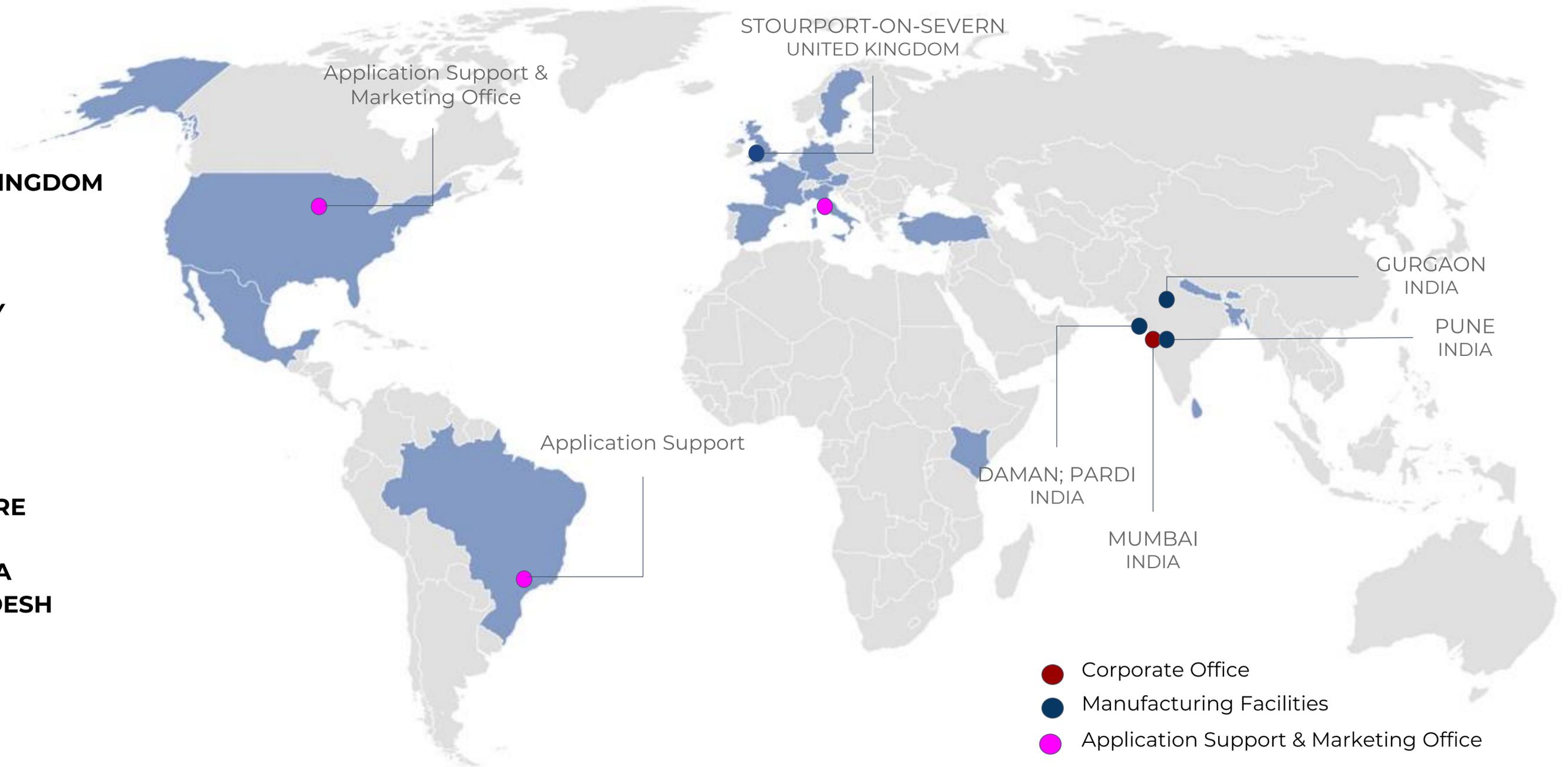


Winches

Global Presence

EXPORTS TO:

- UNITED KINGDOM
- FRANCE
- MEXICO
- USA
- GERMANY
- AUSTRIA
- SWEDEN
- ITALY
- SPAIN
- TURKEY
- SINGAPORE
- NEPAL
- SRI LANKA
- BANGLADESH
- BRAZIL
- KENYA
- BHUTAN



- Corporate Office
- Manufacturing Facilities
- Application Support & Marketing Office



Manufacturing Facilities



4 Plants in India
1 Plant in UK



In-House Product Development Capabilities

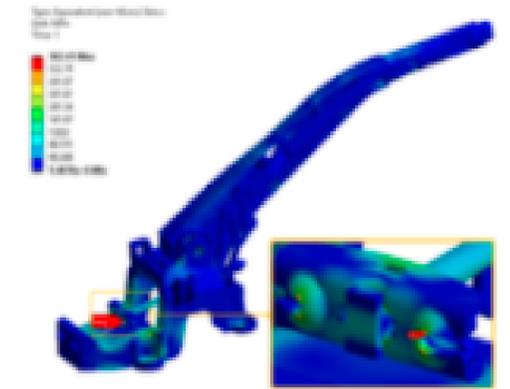


Design

Complete
In-House Design
Capabilities

FEA

In-House
Simulation & FEA
Capabilities
Established



**Product
Development
Capabilities
Enhancement**



Technology Synergy

Design and Validation
Synergy Between UK
& India

Validation

Continuous
upgradation of
In-House Product
Validation Capability



Customer Profile



IVECO



NAVISTAR



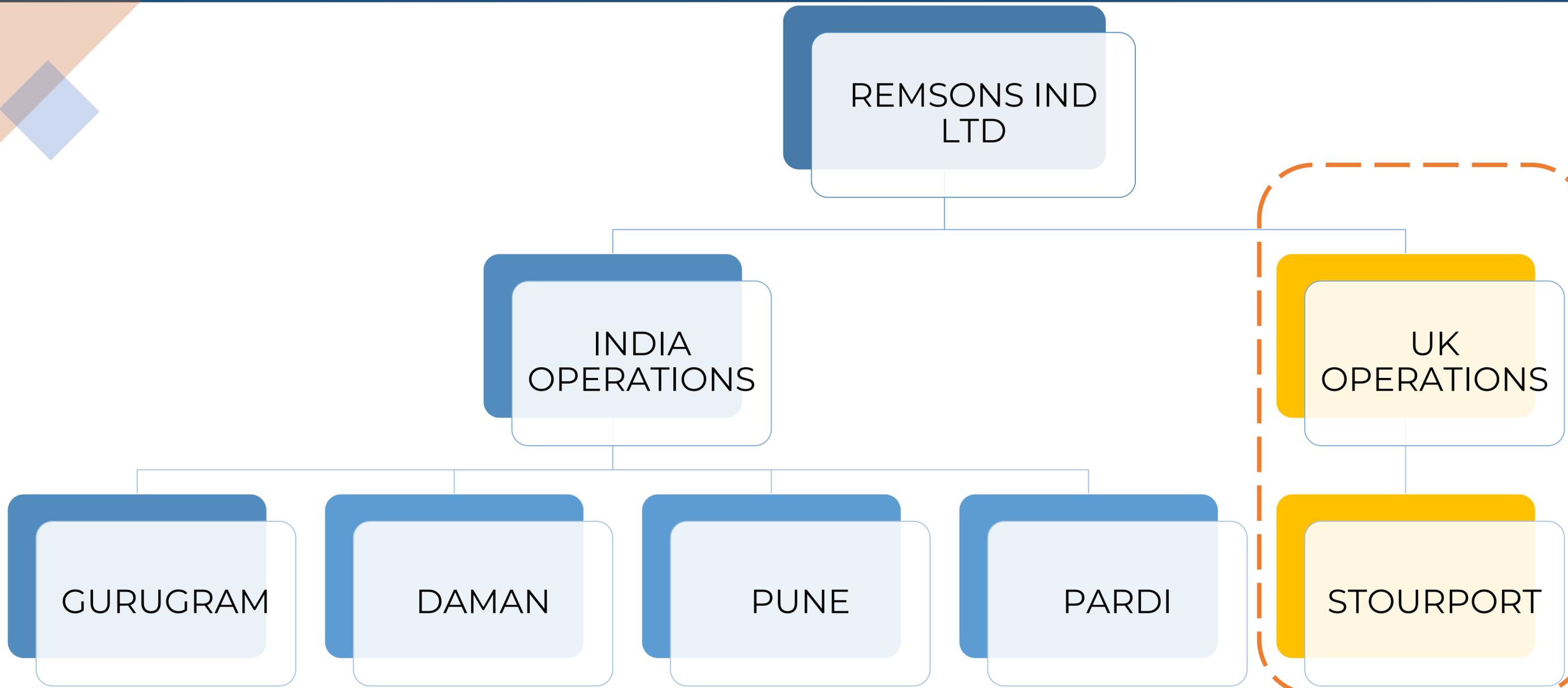
**SML
ISUZU**



FORCE



Group - Organization Structure



- Magal Cables UK serves as a manufacturing facility in UK for cables systems and scissor jacks and was part of Arlington Group
- Manufacturing plant of 7100 sq mtrs.
- Products includes hood release cables. Handbrake & other cable systems and scissor jacks
- Acquisition of Magal Cables UK was completed in October, 2020

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



Management Details



Krishna Kejriwal

- Chairman & Managing Director, Remsons Industries Limited
- Mr. Kejriwal is a Graduate in Science from University of Bangalore and has 43 years of experience in the field of production, marketing, exports, accounts, finance, banking and over all administration of the Company
- He has made significant contribution in the area of production, designs, innovation, export activities, business restructure and has extensive experience in costing of automotive products, analysis of products mix, financial collaboration and planning / execution of Greenfield Projects
- Mr. Krishna Kejriwal had held the position of President of Bombay Industries Association and President of Automotive Component Manufacturers Association of India (ACMA)



Amit Srivastava

- Chief Executive Officer, Remsons Industries Limited
- He is MBA in Marketing & Finance completed Senior Management Program from IIM Ahmedabad.
- He has rich experience of 25 years in Auto Component Industries. His expertise are in areas like Strategic Planning, P&L Management, New Business Development, International Marketing and Supply Chain Management.
- He is responsible for the day-to-day affairs of the Company under supervision of Mr. K. Kejriwal Managing Director and overall control of the Board of Directors of the Company



Rahul Kejriwal

- Whole-Time Director, Remsons Industries Limited
- Rahul Kejriwal is a Commerce Graduate from Narsee Monjee College, Mumbai and having 15 years of experience in the field of Marketing.
- He is involved in key strategic decisions relating to acquisition of new technologies and in-organic growth avenues
- He heads implementation and integration of new technologies within the company

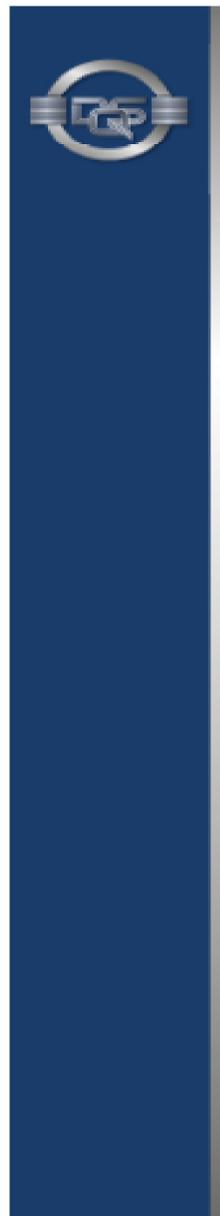


Davinder Bains

- Managing Director, Magal Automotive Limited
- Davinder is highly experienced in his role, having previously held senior positions within quality and process engineering at Magal Group companies
- He was Managing Director of Magal Cables Ltd till Feb 2020
- He has served as quality and manufacturing Manager & Director at Adwest Eng. Plc and Dura Automotive
- Davinder received a HND in Mechanical Engineering at De Montfort University in Leicestershire, whilst serving a British Leyland technician apprenticeship

Quality Certification

IATF 16949:2016



CERTIFICATE



This is to certify that

Remsons Industries Ltd.
1/3, Mile stone
Khandra Road
Gurgaon - 122 001
Haryana
INDIA

has implemented and maintains a **Quality Management System.**

Scope:
Manufacture of Control Cables.

An audit, conducted and documented in a report, has verified that this quality management system fulfills the requirements of the following international Automotive Standard:

IATF 16949:2016
(without product design)

Certificate registration no. 20002477 IATF16
Issuing date 2021-07-29
This certificate is valid until 2024-07-28
IATF No. 0414595



For and on behalf of DQS


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


Michael Drechsel
Managing Director, DQS Holding GmbH

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

21/01/2016

ISO 14001: 2015



CERTIFICATE



This is to certify that

Remsons Industries Limited
1/3 Mile Stone
Khandra Road
Gurgaon - 122 001
Haryana
INDIA

has implemented and maintains an **Environmental Management System.**

Scope:
The Environmental activities and supporting process associated with Manufacturing of Control Cables for Automotive and Stationary Genset Applications.

Through an audit, documented in a report, it was verified that the management system fulfills the requirements of the following standard:

ISO 14001 : 2015

Certificate registration no. 20002477 UM15
Date of original certification 2005-08-05
Date of certification 2021-05-11
Valid until 2024-05-10



DQS Inc.


Brad McGuire
Managing Director

Accredited Body: DQS Inc., 1500 McConnor Parkway, Suite 400, Schaumburg, IL 60173 USA
Administrative Office: Deutch Quality Systems (India) Pvt. Ltd., 5th Floor, Arjaneyk Techno Park, 147, HAL Airport Road, Kodihalli, Bangalore-560 017 - India



RENAULT
ASES CERTIFIED



Awards & Recognition

- Jamnalal Bajaj Award – For Fair Business Practices
- ACMA Award – First Technology Award for Upgradation of Technology
- Escorts Award – For Price Control
- Membership – United Nations Global Compact
- Maruti Suzuki – Vendor Performance Award
- ACMA – 1st Prize in QC Competition for Cost Reduction
- Company of the Year Award 2020 by CEO Insights Magazine



Strategy for Profitable Growth

New Product

Focus on launch of 2 new products which are already under development

Product Development- Offering and diversifying products range

Entering into Technical Collaboration and Partnerships to co-develop new products

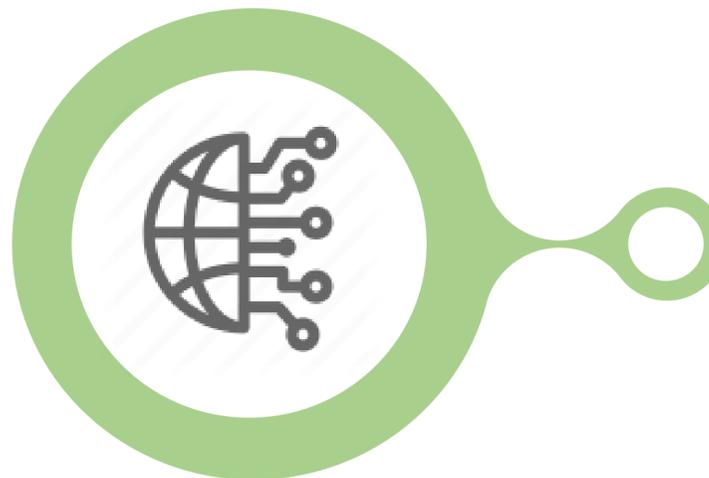
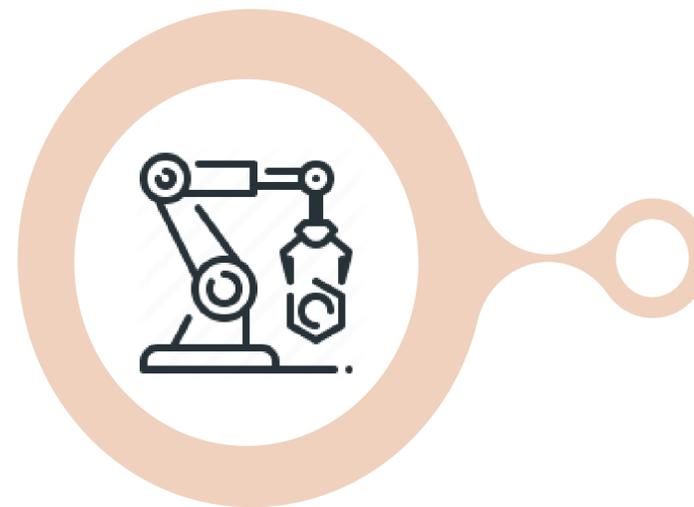
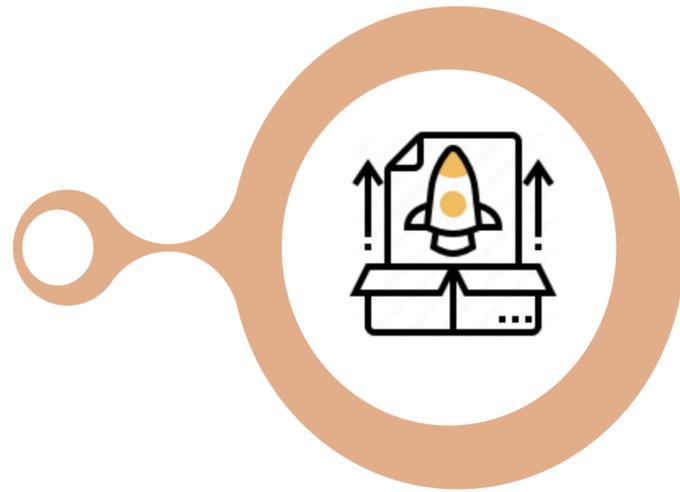
Focusing on offering tailor made solutions and increasing share of high margin products in revenue mix

New Customers

Increasing wallet share from existing customers and winning new customers in target markets

Dedicated marketing team for exploring opportunities in Overseas Markets

Leveraging relationship with Global OEMs to penetrate their Global Operations



Operational Efficiency

Consolidation of Daman Plant with Pune plant

Lean and Agile Manufacturing processes

Increasing Asset Utilization

Cost reduction measures at organization and plant level

Monitoring Covid-19 test, results across locations

New Technologies

Technology Synergy between Magal UK to Remsons in India

Bringing Operational excellence through Automation

Focusing on R&D and Sustainable manufacturing

CSR Activity- Supporting the Society

"We remain Committed to Society"



PM CARES

Prime Minister's Citizen Assistance and Relief in Emergency Situations Fund

COVID-19 Support- Donation to the PM cares fund which was contributed in form of one day salary voluntarily donated by all employees and an equal share of donation by Remsons- April 2020



Daman- 2 days education awareness camp and sports activities at 9 ZP school, in Palghar District



Distributed happiness kits to students at Government Schools with Akshay Patra at GPS Kadiwad Daman



Awarded for the best CSR Activity by Indian Development Foundation



Blood Donation and Eye checkup camp at Gurugram Unit in June 2018



FINANCIAL OVERVIEW

Annual - Profit & Loss Statement

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021 Standalone	FY 2021 Consolidated
Net Revenue from Operations	128.36	149.38	159.18	195.48	226.15
Other Income	1.58	0.75	1.70	1.95	2.41
Total Revenue	129.94	150.13	160.88	197.42	228.56
COGS	78.30	92.99	95.71	136.29	151.67
Employee Benefit Expenses	23.89	26.97	30.99	30.03	39.58
Other Expenses	18.14	20.60	21.05	19.19	24.73
Total Expenses	120.32	140.56	147.76	185.51	215.99
EBITDA before Exceptional Items	9.61	9.57	13.12	11.92	12.57
EBITDA margin (%)	7.40%	6.37%	8.16%	6.04%	5.50%
Exceptional Items	-	-	-	3.30	3.30
EBITDA After Exceptional Items	9.61	9.57	13.12	15.22	15.87
Finance Costs	2.55	2.18	2.52	3.11	3.54
Depreciation	2.52	2.49	3.19	3.28	4.41
PBT	4.55	4.90	7.41	8.82	7.92
Tax Expenses	1.11	1.46	2.08	2.17	3.43
PAT	3.45	3.44	5.34	6.66	4.49
PAT margin (%)	2.65%	2.29%	3.32%	3.37%	1.96%
EPS	6.03	6.02	9.34	11.65	7.85

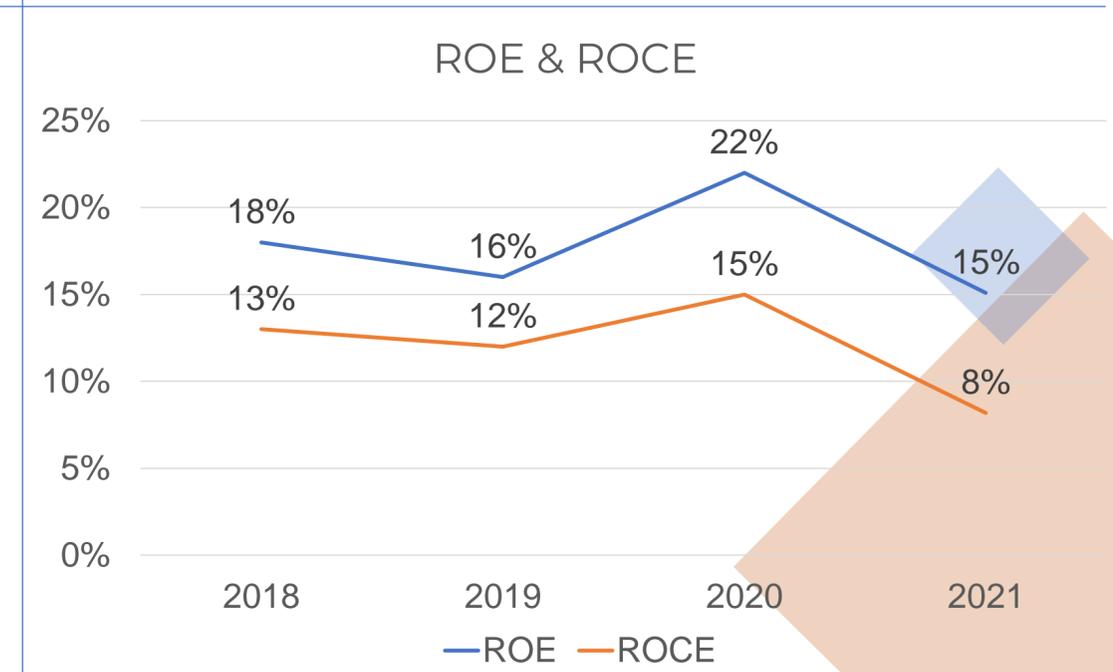
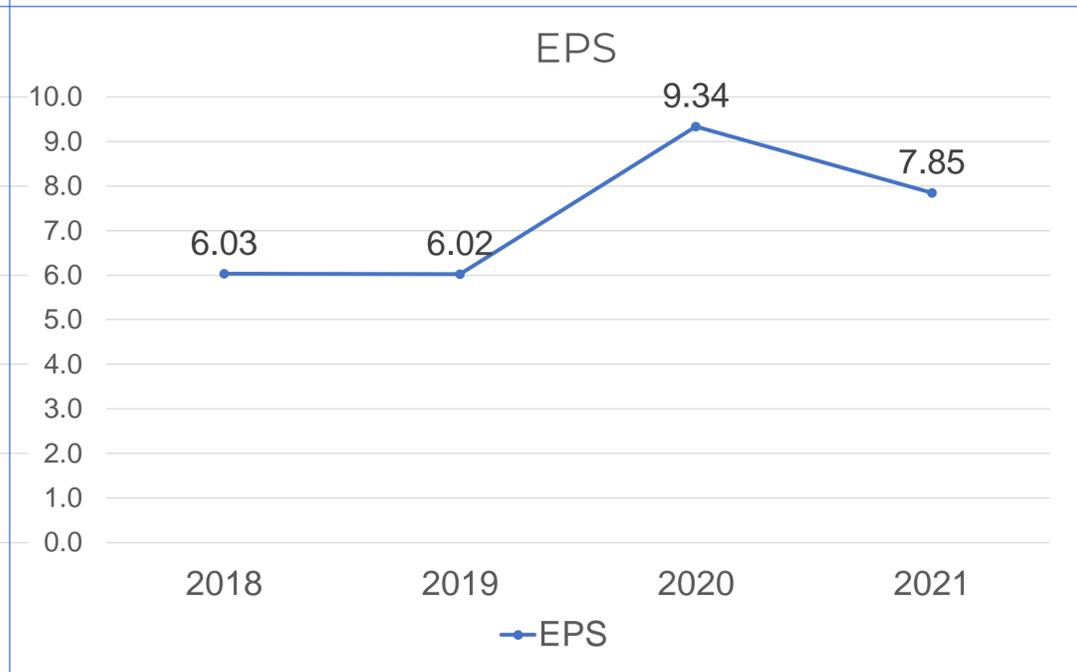
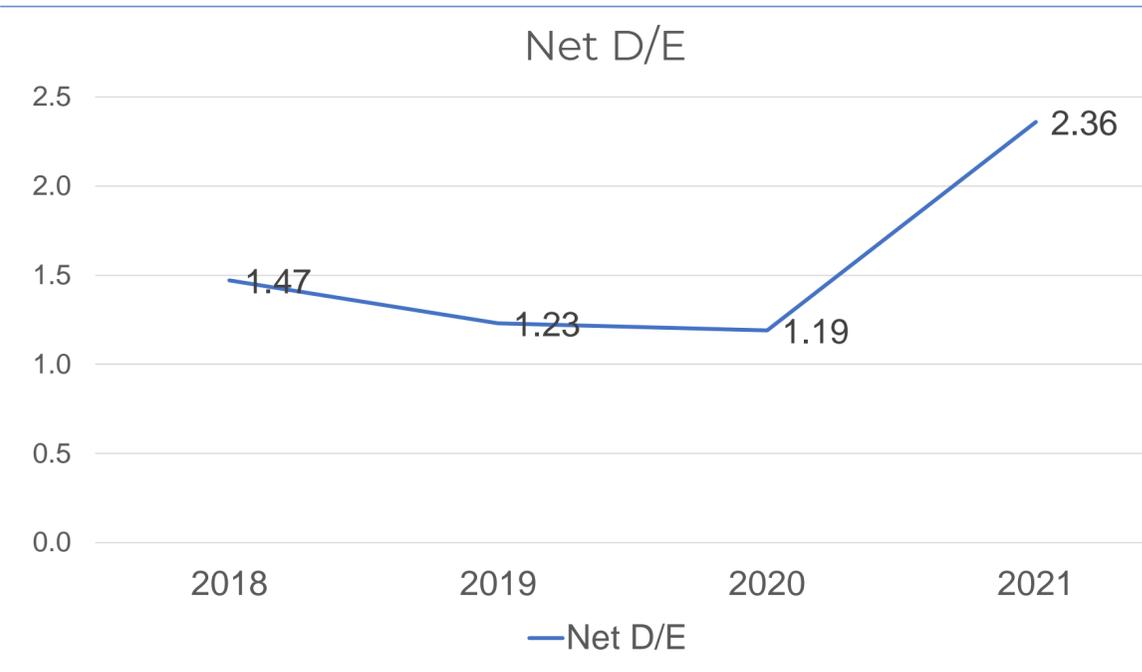
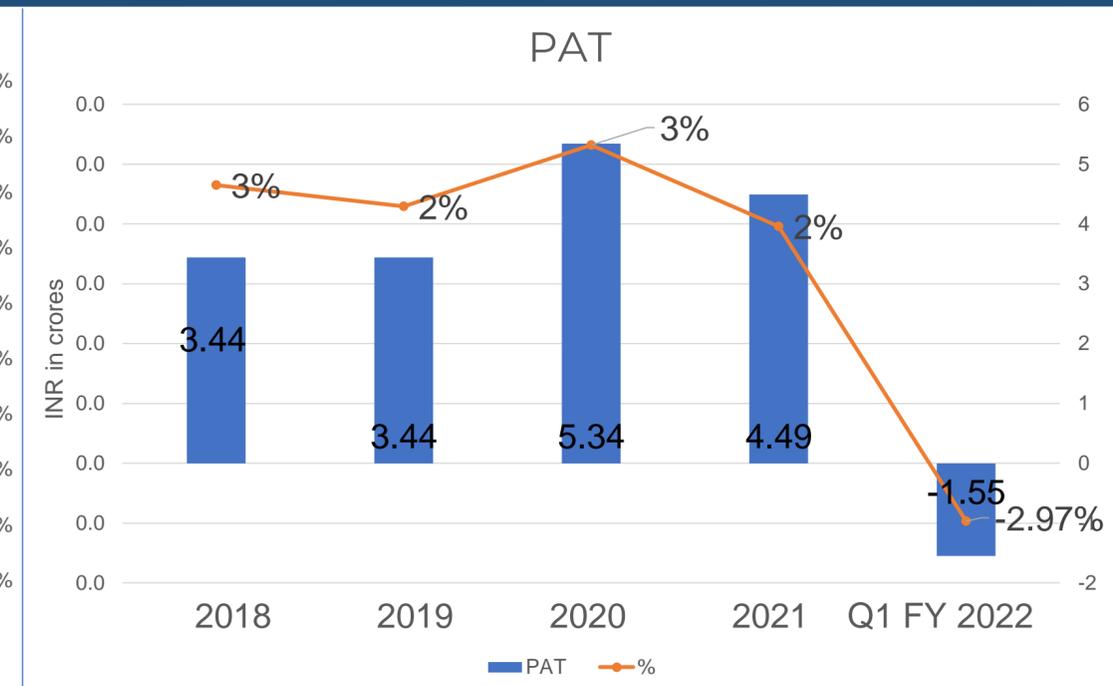
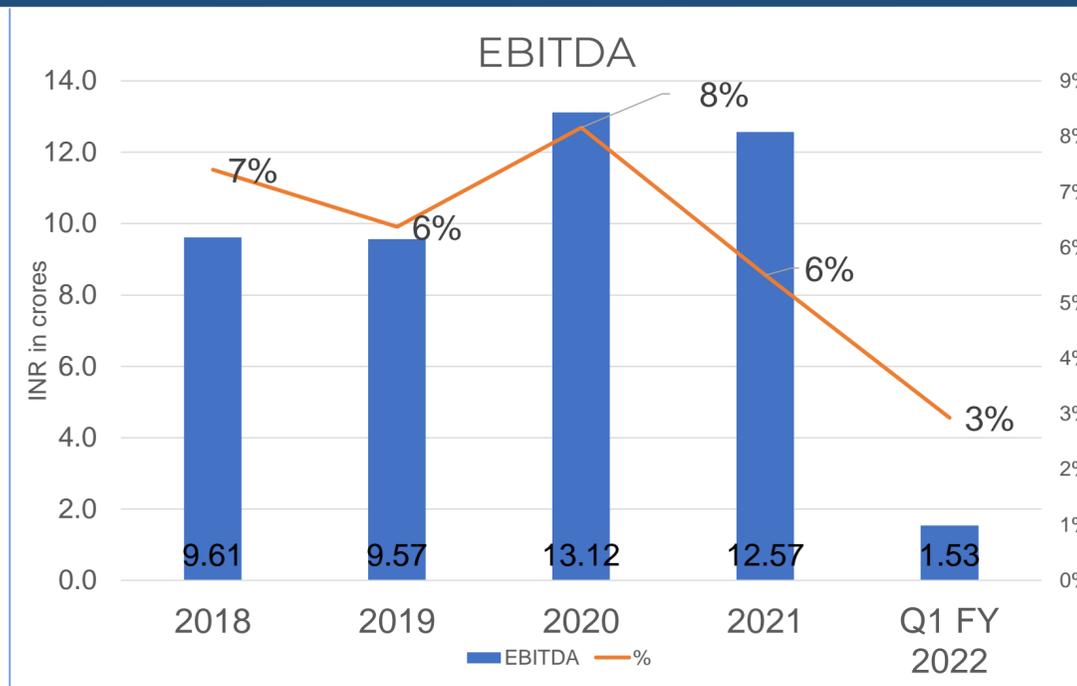
Annual - Balance Sheet (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021 Standalone	FY 2021 Consolidated
Assets					
Non-Current Assets					
Property, Plant & Equipment	21.75	21.51	21.71	24.05	31.71
Right of Use of Assets	-	-	0.54	8.81	8.81
Capital Work in Progress	0.05	0.14	0.08	0.35	0.35
Investment Property	0.07	0.07	0.07	0.06	15.21
Other Intangible Assets	0.52	1.49	1.28	1.22	3.54
Financial Assets	0.44	0.64	0.49	0.97	1.92
Non-Current Investments	0.10	0.05	0.03	5.09	0.03
Loans	-	-	-	16.15	-
Other Non-Current Assets	0.36	0.25	0.60	2.56	2.56
Total Non-Current Assets	23.29	24.15	24.81	59.26	64.13
Current Assets					
Inventories	22.57	26.87	32.79	35.78	47.16
Trade Receivables	19.90	25.87	22.32	32.52	42.73
Cash & Cash Equivalents	1.00	0.44	1.74	0.39	2.23
Other Financial Assets	0.76	0.17	0.38	0.94	0.94
Investments	-	-	-	0.49	0.49
Loans	-	-	-	1.51	-
Current tax Assets	-	0.03	0.03	0.03	0.03
Other Current Assets	2.17	2.68	2.55	7.75	7.60
Total Current Assets	46.40	56.05	59.81	79.41	101.17
Total Assets	69.69	80.20	84.63	138.67	165.30

Annual - Balance Sheet (2/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021 Standalone	FY 2021 Consolidated
Equities & Liabilities					
Share Capital	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	13.84	16.03	19.03	25.68	24.01
Net Worth	19.55	21.74	24.74	31.39	29.72
Non-Current Liabilities					
Long Term Borrowings	8.24	7.87	7.53	20.56	34.37
Provisions	0.22	0.26	0.44	0.38	0.38
Lease Liabilities	-	-	-	7.11	8.37
Deferred Tax Liabilities	0.20	0.61	1.13	1.82	4.17
Total Non-Current Liabilities	8.66	8.74	9.10	29.88	47.29
Current Liabilities					
Short Term Borrowings	19.89	18.46	21.60	22.92	25.04
Trade Payables	18.22	28.09	24.63	41.36	48.98
Other Financial Liabilities	0.92	1.00	1.89	7.74	8.72
Other Current Liabilities	1.58	1.29	0.92	3.81	3.98
Provisions	0.41	0.85	1.31	1.00	1.00
Current tax Liabilities	0.46	0.03	0.42	0.56	0.56
Total Current Liabilities	41.48	49.72	50.78	77.40	88.29
Total Liabilities	69.69	80.20	84.63	138.67	165.30

Profitable Growth, Strong ROE & ROCE



Thank You

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