

7th February, 2025



To, The Manager Department of Corporate Services **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 **Scrip Code: 530919**  To, The Manager – Listing **National Stock Exchange of India Limited** Exchange Plaza, 5<sup>th</sup> Floor, 'G' Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 **Symbol: REMSONSIND** 

Dear Sir / Ma'am,

Sub.: Investor Presentation

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith Investor Presentation titled "Remsons Industries Limited Investor Presentation Q3 / FY24-25".

The presentation is also being uploaded on the website of the Company i.e. www.remsons.com.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

For **REMSONS INDUSTRIES LIMITED** 

ROHIT DARJI COMPANY SECRETARY & COMPLIANCE OFFICER

Encl.: A/a





Investor Presentation Q3 & 9MFY25

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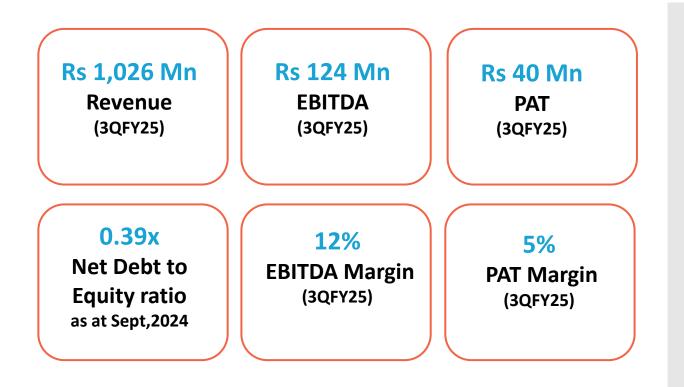
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REASONS INDUSTRIES LIMITED



### **Remsons: 5 Decades of Excellence**

Preferred supplier of high precision components to two, three, and four-wheeler vehicles, commercial vehicles, and off-highway vehicles





- Pioneers in the industry, India's first Control Cables manufacturers since 1959
- >>600,000,000 parts fitted across all segments
- Serving more than 20 OEM's and 250+ dealers with 4,00,000 built up manufacturing facility
- 7 State of the art plants out of which 2 in United Kingdom
- > 10 Categories, Multiple SKU's, Exports to 20+ countries
- Catering to wide category of Vehicles

## Management Commentary on 3Q & 9MFY25 Results



#### Krishna Kejriwal

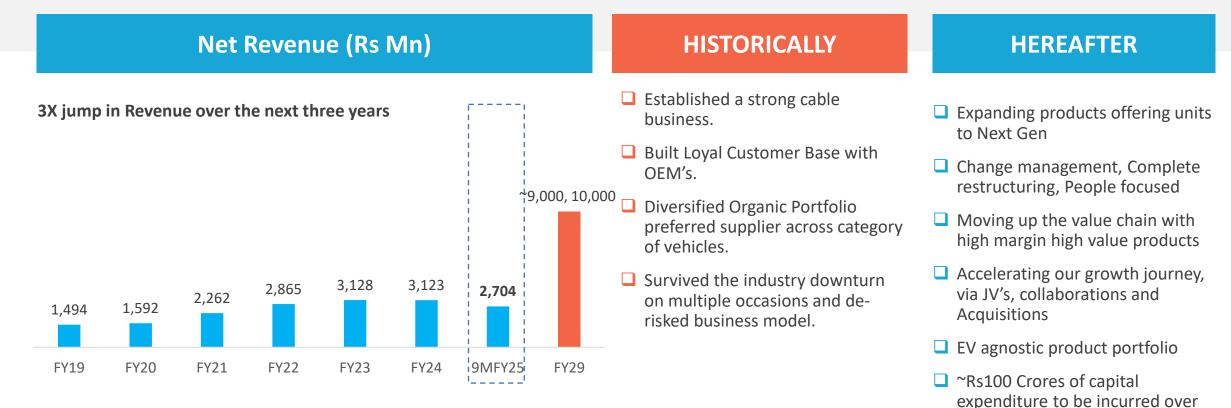
Chairman & Managing Director Remsons Industries Ltd "I am pleased to share that Remsons Industries has delivered a stellar quarterly performance in 3Q and 9M FY25. In 3Q FY25, we achieved our highest-ever revenue, growing 25% YoY to ₹1,026 million. EBITDA for the quarter stood at ₹124 million, with a healthy 12% EBITDA margin. Notably, our net profit surged 17% YoY to ₹40 million, further strengthening our financial position. We remain firmly on track to achieve our revenue target of ₹9,000-₹10,000 million by FY29.

This outstanding performance is the result of our strategic focus on high-value products, operational efficiency improvements, and strong export realizations. Looking ahead, we are confident in our ability to sustain this momentum and position the company for long-term success.

As always, we remain committed to delivering exceptional value to our shareholders with passion and dedication. In the coming quarters, our focus will continue to be on strengthening our business model, moving up the value chain, and driving sustained growth. We plan to broaden our product portfolio and further diversify into the Railways sector."



### Established Base; High Growth Trajectory

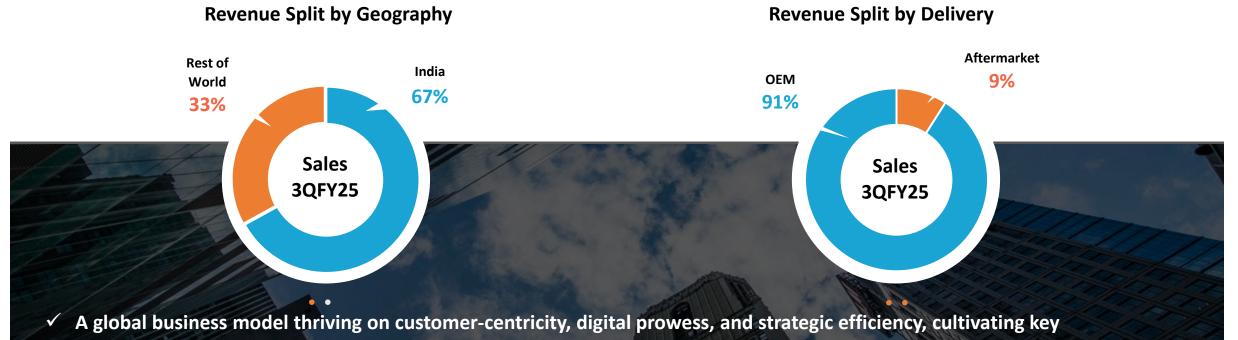


- Promoted by Vishwa Prakash Harlalka and his family, Remsons went public in 1995.
- Estimated Revenue CAGR of ~20% by FY29 (calculated from FY19)
- Next leg of growth from high margin businesses

the next three years



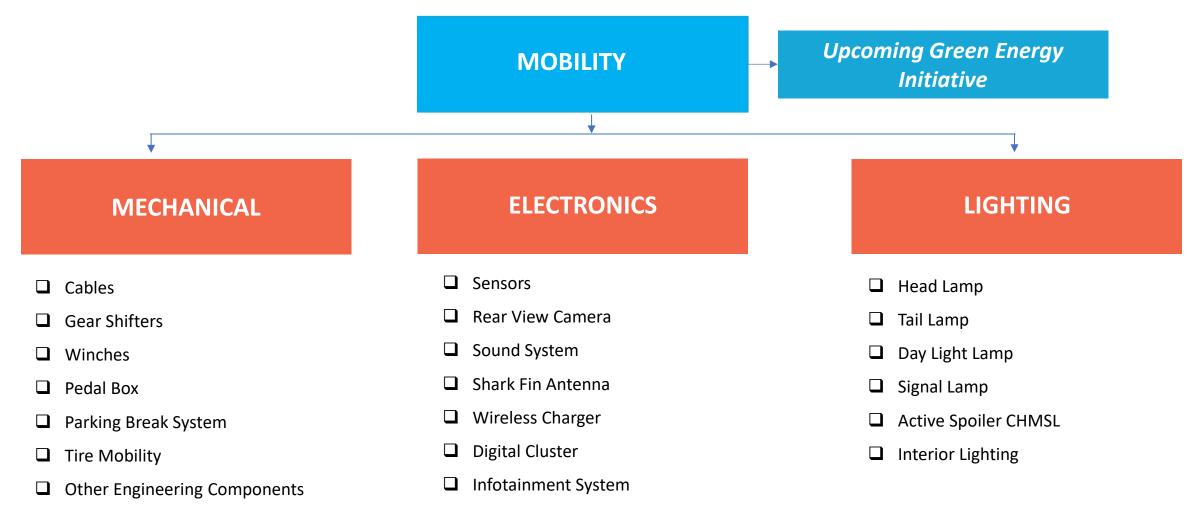
### **Global and Diversified Business Model**



- relationships and boosting profit margins.
- Engineering driven, backward integrated precision solutions provider.
- Manufacturing facilities strategically located across India in Gurgaon, Pune, Daman, Pardi and UK (Stourport & Redditch).
- Moving up the value chain in HCV segment.
- ✓ ~Rs: 9-10 bn revenue target by FY29.



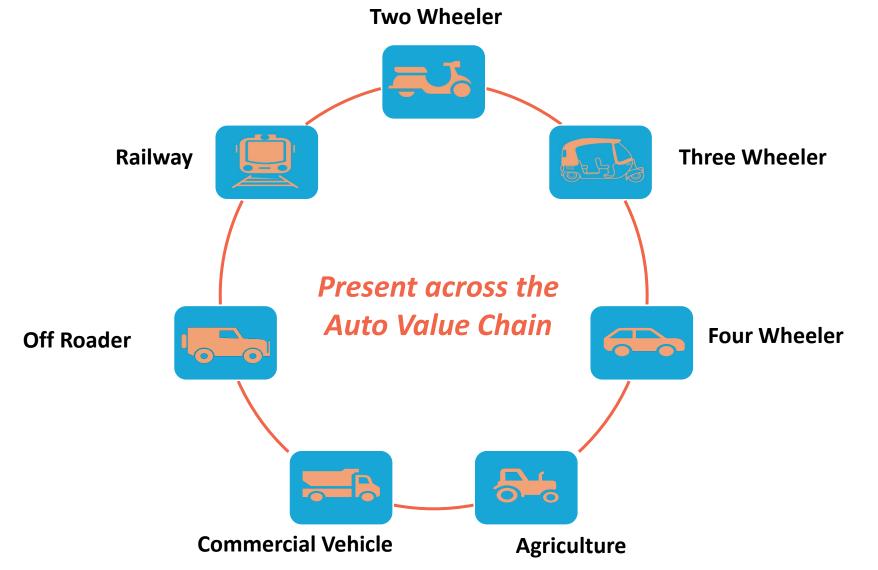
### Largely EV Agnostic Product Portfolio



JV products from Aircom and Daiichi also form a part of the Offerings from Remsons.



## Segments





### **Strong Balance Sheet to support future growth**



- **FY21** Debt Surge attributed to Magal Cables, UK Acquisition.
- □ Capital raised to support future growth and strengthen Balance Sheet.
- Consistent history of dividend payment.

**Note:** ROCE is calculated as Earning before Interest and Tax divided by Capital Employed (i.e. Total Assets less Current Liabilities). ROE is calculated as Profit after tax divided by Total Equity (i.e. Equity Share Capital+ Reserve and Surplus+ Money Received against Share Warrants).

Note: Subdivision of Face Value of Equity Shares

from Rs: 10/- to Rs: 2/-



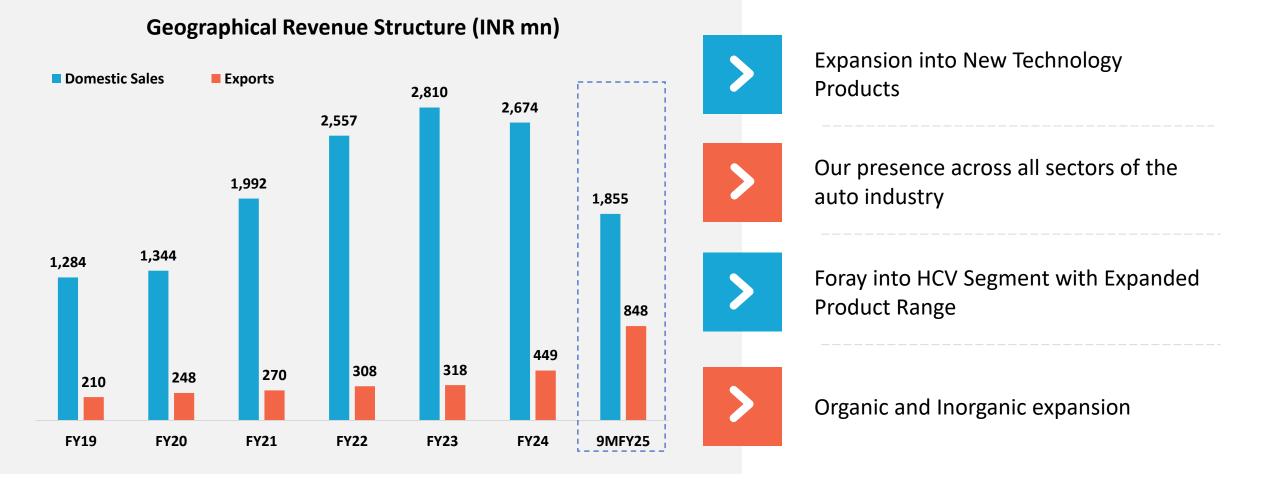
### Maintaining Resilience: Strong Position Amid Market Headwinds

The Automotive Industry continues to face several challenges in the recent years....





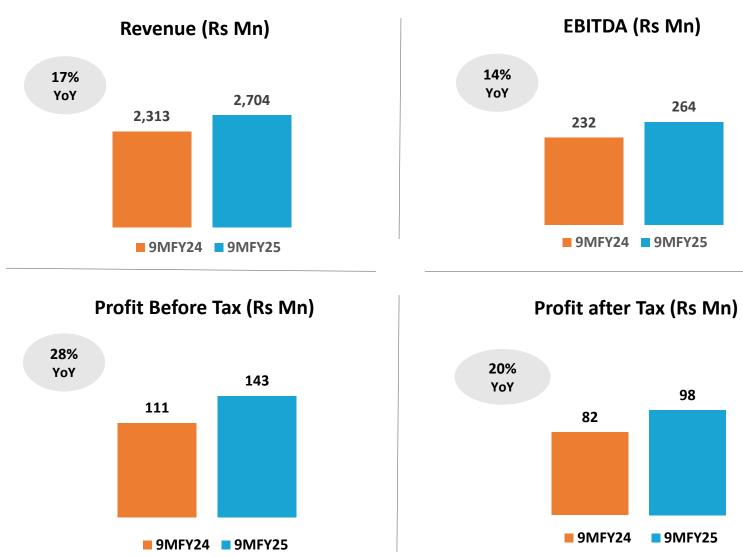
### **Remsons Approach to Staying Resilient**



Increased focus on Exports, Acquisition's and Change in Product mix has helped Remsons to grow at a steady pace

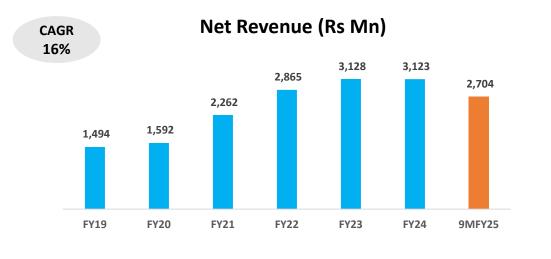


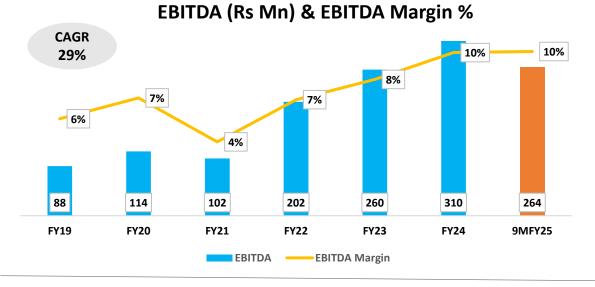
### 9MFY25 Consolidated Key Result Highlights

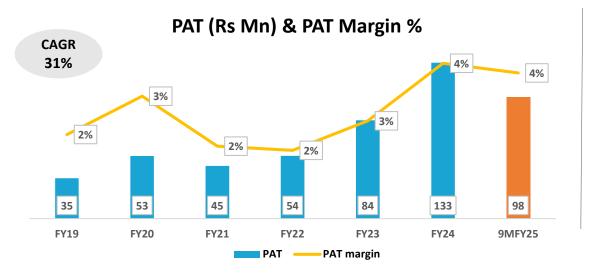


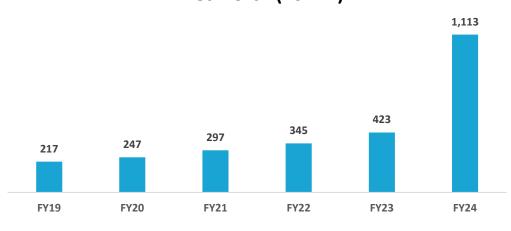


### **Our Rapid Growth Milestone**









#### Net worth (Rs Mn)

Numbers are rounded off to nearest digit. EBIT and EBITDA exclude Other Income



### Consolidated 3QFY25 & 9MFY25 Financial Performance

Particulars (Rs in Mn)	3QFY25	3QFY24	ΥοΥ%	2QFY25	QoQ%	9MFY25	9MFY24	ΥοΥ%
Revenue from Operations	1,026	822	25%	913	12%	2,704	2,313	17%
EBITDA	124	84	47%	75	65%	264	232	14%
EBITDA Margin %	12%	10%	184 bps	8%	387 bps	10%	10%	-28 bps
Depreciation	38	27	40%	32	16%	100	81	24%
Earnings Before Interest & Tax	86	57	51%	43	103%	164	151	9%
Interest	17	17	2%	17	2%	48	52	-8%
Other Income	2	11	-80%	16	-87%	25	16	55%
Profit Before Tax	64	47	36%	42	53%	143	111	29%
Тах	17	13	29%	12	38%	39	29	33%
Net Profit	40	34	18%	31	29%	98	82	19%
PAT Margin (%)	4%	4%	44 bps	3%	46 bps	4%	4%	10 bps
Earnings Per Share Basic (Rs)	1.14	1.19	-4%	0.90	27%	2.81	2.86	-2%
Earnings Per Share Diluted (Rs)	1.14	1.19	-4%	0.90	27%	2.81	2.86	-2%



### Standalone 3Q & 9MFY25 Financial Performance

Particulars (Rs in Mn)	3QFY25	3QFY24	ΥοΥ%	2QFY25	QoQ%	9MFY25	9MFY24	YoY%
Revenue from Operations	766	703	9%	730	5%	2,109	1,925	10%
EBITDA	82	74	11%	70	18%	198	184	8%
EBITDA Margin %	11%	10%	24 bps	10%	118 bps	9%	10%	-16 bps
Depreciation	23	19	24%	23	1%	67	57	18%
Earnings Before Interest & Tax	59	55	7%	46	26%	131	127	3%
Interest	13	13	-3%	13	2%	36	43	-17%
Other Income	2	11	-82%	16	-88%	25	17	49%
Profit Before Tax	48	48	-1%	50	-5%	129	96	34%
Тах	12	12	3%	14	-12%	34	25	35%
Net Profit	36	37	-2%	36	-2%	95	71	33%
PAT Margin (%)	5%	5%	-54 bps	5%	-31 bps	5%	4%	80 bps
Earnings Per Share Basic (Rs)	1.03	1.28	-20%	1.04	-1%	2.72	2.97	-8%
Earnings Per Share Diluted (Rs)	1.03	1.28	-20%	1.04	-1%	2.72	2.97	-8%



### **Consolidated Historical Income Statement**

FYE March (Rs Mn)	FY21	FY22	FY23	FY24	9MFY25
Revenue from Operations	2,262	2,865	3,128	3,123	2,704
EBITDA	102	202	260	312	264
EBITDA Margin	4%	7%	8%	10%	10%
Depreciation	44	79	91	110	100
EBIT	58	123	168	202	164
EBIT Margin	3%	4%	5%	6%	6%
Finance Cost	35	64	63	68	48
Other Income	24	7	16	33	25
Exceptional Items	33	7	-	(4)	0
РВТ	79	74	121	162	143
PBT Margin	4%	3%	4%	5%	5%
Tax Expense	34	20	37	29	39
PAT	45	54	84	133	98
PAT margin	2%	2%	3%	4%	4%
EPS Basic	7.85	9.39	14.65	19.09	2.81
EPS Diluted	7.85	9.39	14.65	19.09	2.81



### **Consolidated Balance Sheet**

FYE March (Rs Mn)	FY21	FY22	FY23	FY24	1HFY25	FYE March (Rs Mn)	FY21	FY22	FY23	FY24	1HFY25
Assets						Equity and Liabilities					
Non-Current Assets						Shareholders funds					ľ
Fixed Assets	317	344	407	424	604	Share Capital	57	57	57	70	70
Right to use assets	88	69	49	70	60	Reserves and Surplus	240	288	366	1,043	1,103
Intangible Assets	35	35	32	48	137	Non Controlling Interest					-2
Intangible Assets under devpt	0	0	0	1		Net Worth	297	345	423	1,113	1,172
Capital Work-In-Progress	3	5	9	15	60	Non-Current Liabilities					P
Investment Property	152	150	153	159	168	Long term Borrowings	344	294	321	154	262
Financial Assets	20	11	13	15	56	Deferred Tax Liabilities	42	46	52	51	55
Other Non-Current Assets	26	36	11	12	4	Other Long Term Liabilities	84	60	35	40	42
Total Non Current Assets	641	649	673	744	1,090	Long Term Provisions	4	4	4	5	4
Current Assets						<b>Total Non-Current Liabilities</b>	473	405	413	249	364
Cash and Bank Balances	22	64	154	483	298	Current Liabilities					I
Inventories	472	462	472	496	538	Short Term Borrowings	303	429	449	451	496
Trade Receivables	427	521	547	582	724	Trade Payables	490	484	533	495	654
Other Financial Asset	9	1	5	20	30	Other Current Liabilities	75	82	74	63	72
Investments	5	5	0	0	0	Short Term Provisions	10	1	3	3	7
Current Tax Assets net	0	0	0	5	6	Current tax liabilities	6	2	9	1	0
Other Current Assets	76	46	51	44	80	Total Current Liabilities	883	998	1,067	1,013	1,229
Total Current Assets	1,012	1,099	1,230	1,631	1,676	Total Liabilities	1,356	1,403	1,480	1,262	1,594
Total Assets	1,653	1,748	1,903	2,375	2,766	Total Equity and Liabilities	1,653	1,748	1,903	2,375	2,766



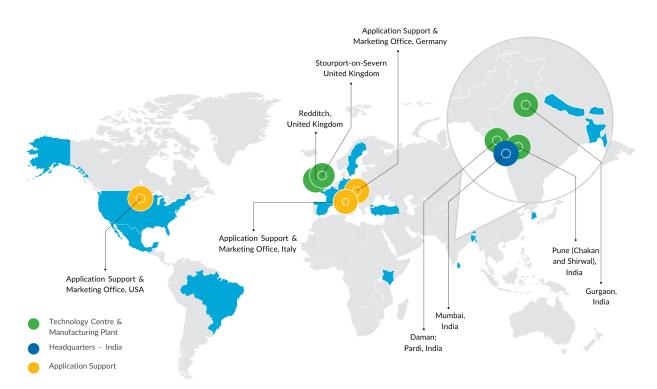
### **Strong Global Footprint**

Italy

GermanyUSA

GurugramPuneUK

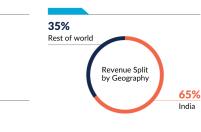
**Technology Centre** 



#### **Our Presence**

•	United Kingdom	•	Spain
•	France	•	Turkey
•	Mexico	•	Singapore
•	USA	•	Nepal
•	Germany	•	Sri Lanka
•	Austria	•	Bangladesh
•	Sweden	•	Brazil
•	Italy	•	United Arab Emirates
		•	South Korea

#### Application Support Office REVENUE SPLIT



#### Strategically located manufacturing capabilities



Gurugram, Haryana



Shirwal



Stourport (UK)



Pune, Chakan



Pardi, Gujarat



Redditch (UK)



### **Expanding Manufacturing Footprint – Magal Cables**



Acquired Magal Cables, UK in 2020 which was our existing client



The unit specializes in the production of Control Cables, Pedal Boxes, Winches, Jacks and Gear Shifters

Mag beer Rem

Magal Cables Ltd has been renamed to Remsons Automotive UK Ltd



Got an access to cater to marquee global clients



Cross pollination of products leading to Technology access for the Indian Markets.



### Acquisition of BEE Lighting

BEE Lighting is UK based automotive lighting company, excelling in design, engineering, and manufacturing. The company specializes in various external and internal lighting solutions with LED and Adaptive Driving Beam (ADB) systems.



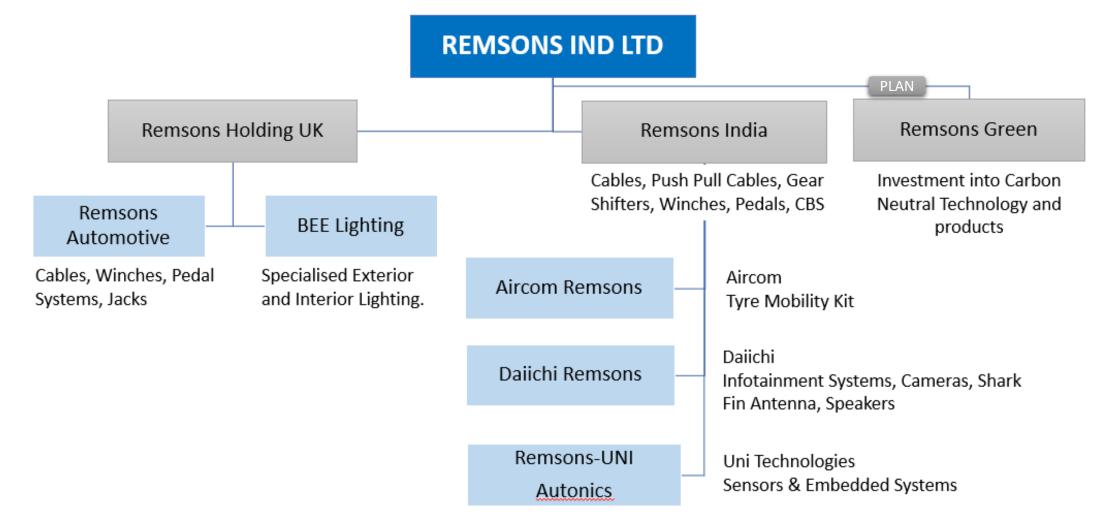


### Shift in Industry Trends





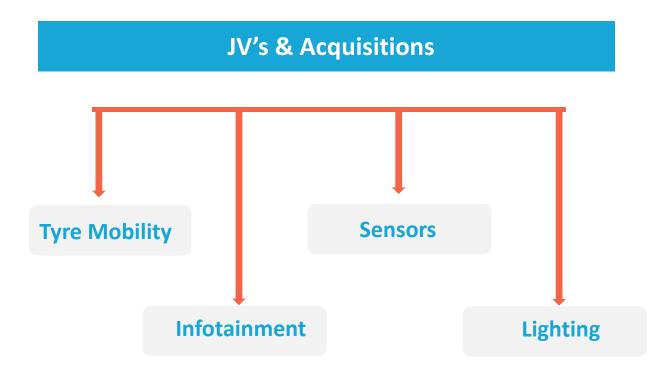
# We are observing and enhancing our Product Portfolio

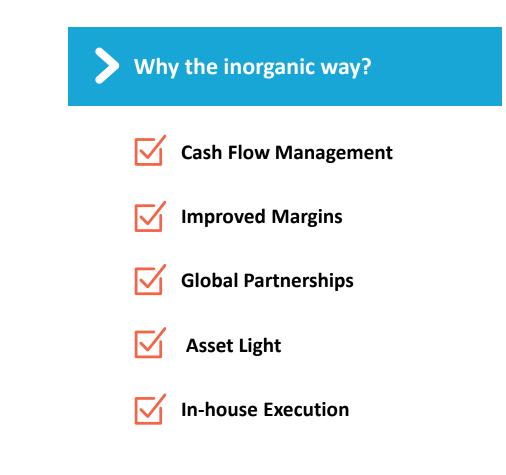




## Why the Inorganic Path?

From India's leading Control Cable manufacturer, **We have diversified.** 







### **Our Foray into Tire Mobility Kit**



Entered into exclusive JV with Aircom Group, Poland, wherein Remsons has 26% stake

> A further journey could be continued for 1000 kilometers with a maximum speed of 80km/h (50mph)

 $\overline{\mathbf{A}}$ 

Requirements for existing OEM's and strong aftermarket prospects  $\square$ 

The kit effectively replaces the need of a regular spare wheel



High growth opportunity directly co related to number of cars produced, which is anticipated to grow at CAGR of ~6-9% each year





### JV with DAIICHI for Automotive Electronics

India's automotive electronics market is likely to cross \$18 billion by 2027 from \$6 billion in 2020 with a CAGR of 17%, with average electronic component cost per passenger vehicle projected to reach nearly INR200,000 by 2027.

- 50:50 JV with Daiichi, part of Dogan Group, one of the largest conglomerates in Turkey.
- Daiichi is a preferred OEM to Stellantis Group, Hyundai, Ford, Daimler, IVECO, Navistar, VW, Mahindra, ISUZU.
- The JV will focus on developing advanced electronics solutions tailored to meet the demands of next-generation vehicles, including:
- □ Infotainment Systems,
- Digital Clusters,
- Rear View Cameras,
- USB chargers,
- Shark Fin Antennas,
- AVAS system,
- DMS







Source- https://auto.economictimes.indiatimes.com/news/auto-components/india-automotive-electronics-market-to-cross-18-bn-by-2027-report/84585811



### Acquisition of Uni Automation SENSORS & Embedded Technologies



 Majority Shareholding in Uni-Automation, a Sensor Manufacturing Company established since 1985
In-House Design, Manufacturing, Validation, Software Development, Industry Leading 10,000 Clean Room facility.

A wide array of sensors including Throttle Position, Fuel Level, Temperature, Brake, Hall effect-based sensors, etc to meet all industry requirements

#### Customers









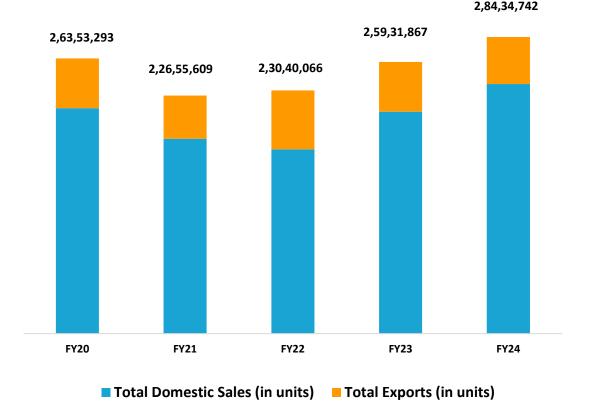


### **Sectoral Tailwinds to Support Future Growth**

India is projected to be one of the largest global automotive
and mobility hub.

- In India, only 29 out of 1000 people own a car, compared to 226 in China and 581 in the US, underscoring significant growth potential in the Indian market.
- The Indian auto-component industry is poised to attract investments of approximately USD 6.5-7 billion in the next five years, nearly doubling the expenditure compared to the USD 3.5-4 billion invested in the last five years.
- >
- The Indian automobile industry is projected to achieve a CAGR of 8.1%, propelling it to a value of USD 160 billion by 2027.

#### **Total Vehicles Produced in India**



Source: 1) https://www.moneycontrol.com/news/business/indian-auto-component-industry-logs-13-growth-to-36-1-billion-in-h1fy24-11928591.html 2) https://timesofindia.indiatimes.com/auto/policy-and-industry/auto-sector-to-be-key-driver-of-indias-growth-from-fifth-to-third-largest-world-economy-pm-modi/articleshow/103600182.cms?from=mdr 3) https://www.cnbctv18.com/economy/auto-component-industry-to-invest-7-billion-over-next-5-years-to-expand-capacity-upgrade-tech-18611251.htm 4) https://www.siam.in/statistics.aspx?mpgid=8&pgidtrail=13



### Cables

Our diverse cable portfolio offers an eco-friendly alternative for elevated passenger travel. Harnessing innovative technology, these cables pave the way for sustainable and efficient means of commuting above ground.

#### **Diverse Cable Portfolio:**

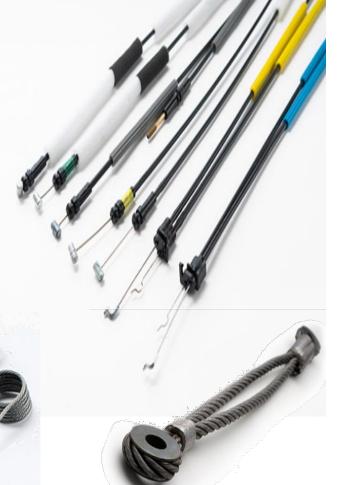
Parking Brake Cable ,Clutch Cable, Hood Release Cable with Mechanism, Fuel Flap Release with Mechanism, Boot Release Mechanism with Cable, Door Cables, Seat Cables, Throttle Cable, Flexible Shafts, Sunroof Cable, Pull to Stop, Decompressor, Choke, Retainer Cable, Window Regulator Cable, Winch Cable

#### **Applications:**

- Small and Light Commercial Vehicles
- Medium and Heavy Commercial Vehicles
- Farm Equipment (Lawn Movers, Tractors)
- Railway, Defence and Aerospace

- Rear Engine Buses
- Two Wheelers
- Passenger Cars







### Push Pull Cables

In-house validation ensures the excellence of our push-pull cables. We specialize in crafting these cables, offering swift solutions with quick-fix end fittings.

- Integrated Design & Manufacture Capability
- Design of Push Pull Cables ranging from Conduit Dia 3 MM To Dia 18 MM
- Heat Shield Protection



#### **Applications:**

- Small and Light Commercial Vehicles
- Medium and Heavy Commercial Vehicles
- Farm Equipment (Lawn Movers, Tractors)
- Railway, Defense and Aerospace

- Rear Engine Buses
- Off-Highway Equipment
- Passenger Cars
- Marine





### Brake Mechanism

#### **Parking Brake Mechanism**

This product is designed to meet customers mechanical needs to ensure good braking performance and aesthetic integration with car's interiors.

Covers all parking brake types from low-tech all steel units to high-tech aluminum and plastic solutions.

#### Application

Comprehensive range covering all vehicle classes, including light commercial and 4x4 vehicles.

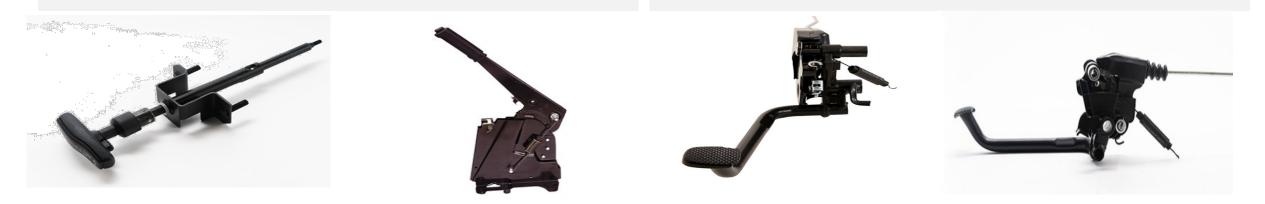
#### **Combi Brake Mechanism**

This product activates both the front and rear brakes simultaneously. Besides, when the rear brake is pressed, it eases handling of two-wheelers along with providing better control over the vehicle.

It also provides shorter braking distance and stability for the safety of the rider.

#### Application

**Two Wheelers** 





### **Gear Shift Systems**

We offer comprehensive shifter systems, encompassing style elements (bezel, boot, knobs) to gearbox components (levers, cables, and brackets), tailored to customer specifications and inputs.

- Complete Assembly with Cables.
- From The Style (bezel, boot, and knobs) to the lever, cables and brackets located in the Gearbox, we design shifter system based on customers Inputs and requirements.
- Result of collaboration has helped to improve Performance, Reduce Costs and maintain high level of Reliability.



#### **Applications:**

- Small and Light Commercial Vehicles
- Medium and Heavy Commercial Vehicles
- Farm Equipment (Lawn Movers, Tractors)
- Railway, Defence and Aerospace

- Off-Highway Equipment
- Passenger Cars
- Rear Engine Buses
- Marine
- Trailers





### Winches

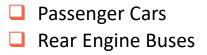
Develop and supply innovative winches that help to solve the problem of lifting the under-floor spare wheel. It requires minimal effort to stow or lift heavy wheels with these winches.

- One of the first companies to solve the problem of Under-Floor Spare Wheel Lift and Storage.
- As a pioneer we continue to develop and supply innovative ways of manufacturing this product



#### **Applications:**

- Small and Light Commercial Vehicles
- Medium and Heavy Commercial Vehicles







### Jack Kit

A comprehensive product which is available in traditional steel and aluminum with lightweight plastic components.

- Lifting components for many Non-Automotive Applications.
- Wide Ranging Puncture Management Equipment, including Jacks, Wrenches, Tool Kits And Stowage Systems.
- Available in steel & aluminum with Lightweight Plastic Components, having options for Light To Medium Duty Y-Types and Scissor Types To Pillar Jacks And Hydraulic Bottle Jacks.



#### **Applications:**

Each and every type of vehicle



### Pedal Box Assembly

We design, develop and supply accelerator, brake and clutch pedals, either as individual components or as combined assemblies. This product proves to be very efficient and easy to use.

- Capability to design, develop & supply Accelerator Brake and Clutch Pedals, either as individual components or as combined assemblies.
- The Pedal-Box Range demonstrates the application of Lightweight Plastic Materials, Crash Systems and Cosmetic Enhancements.



#### **Applications:**

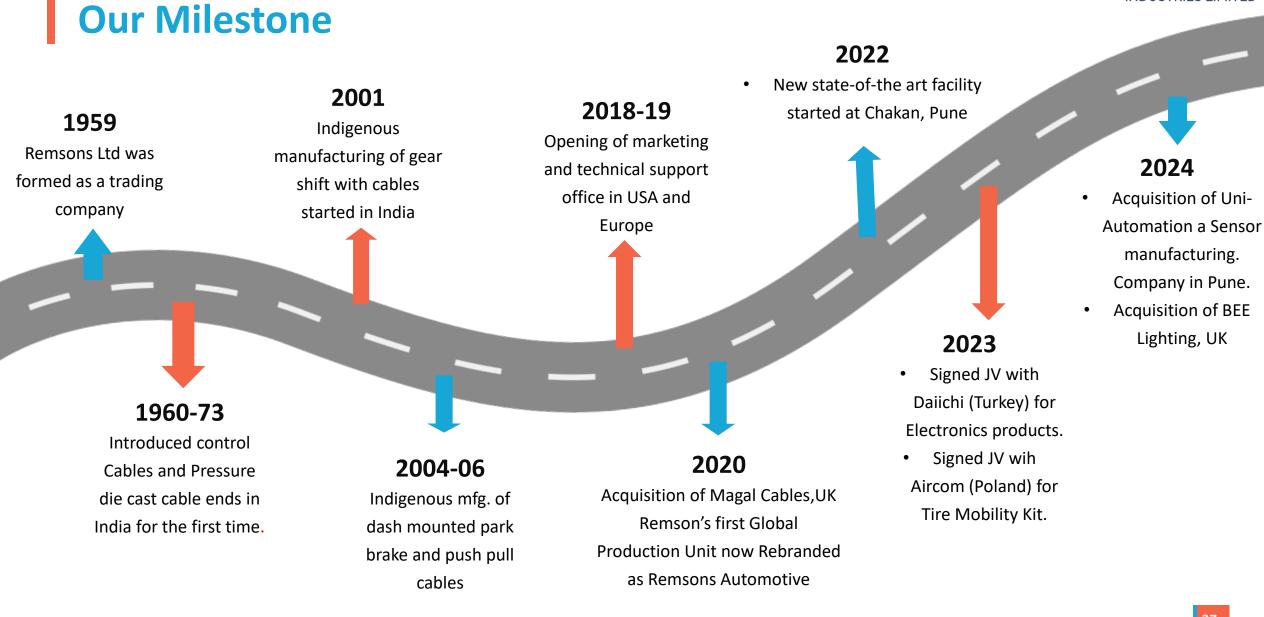
□ Variety of vehicles from small family hatchbacks to supercars.



### Leading Partnerships Fuelling Our Growth









### **Management Profile**



#### Krishna Kejriwal

- Science graduate, from University of Bangalore and has ~ 43 years of experience across production, marketing, exports, accounts, finance, banking and overall administration of the Company.
- Current Primary Focus on Corporate Governance, ESG, Finance.
- He has held the prestigious position of President of Bombay Industries Association, President of Automotive Component Manufacturers Association of India (ACMA) & President Rotary Club of Bombay West.



#### **Rahul Kejriwal**

- He has ~20 years of experience in the field of management and is involved in key strategic decisions relating to acquisition of new technologies and inorganic growth avenues.
- Primary Focus is on Acquisitions and Joint Ventures for diversification into various fuel agnostic technologies.
- He has attended various specialized management courses from IIM, Ahmedabad.



#### **Amit Srivastava**

- A seasoned professional ~30 years' experience with reputed corporates- Essar Group, Aditya Birla Group, Bridgestone, Apollo Tyres managing P&L responsibility for Domestic and Export.
- Proven track record in Business Turn-Around, Change Management, Organizational Restructuring, Business Strategy, Strategic Alliances and International Business.
- He has completed Senior Management Program along with courses Managing Strategic Alliances, Supply chain Management from IIM Ahmedabad and Sales Management Program from Administrative Staff College of India.
- Certified "Great Manager to Work With" by the Great Manager Institute.



### **Remsons Quality Certifications**



#### IATF 16949:2016





1S0 14001: 2015





#### IATF 16949:2016







#### 1S0 14001: 2015







### **Recognitions and Honors: Celebrating Our Wins**





### Sustainability

**GOLD** RATING OF SUSTAINABILITY



This result places our company among the top 5% percent of companies assessed by EcoVadis (95+ percentile).

EcoVadis is the world's most trusted provider of business sustainability ratings,

They cover four sustainability themes: Environment

- Labour & Human Rights
- Ethics
- Sustainable Procurement.

#### MEMBER OF THE UN GLOBAL COMPACT



The Ten Principles of the United Nations Global Compact are derived from: the Universal Declaration of Human Rights, and the United Nations Convention Against Corruption.

- Environment
- Labor & Human Rights
- Anti-Corruption

#### CORPORATE SOCIAL RESPONSIBILITY – AWARD 2023



Education to the handicapped, the poor and the marginalized children in rural areas, tribal villages and urban slums is a priority concern for IDF. We are also focusing on Women Empowerment Programs providing adult education and vocational training to women

#### GENERATION OF 500 KVA PER MONTH



In keeping with the efforts of Clean and Renewable energy, Two of Remsons Units are Solar Powered generating almost 500 KVA per Month

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### **Great Place To Work Certified**



Ranking: Top	Best	Creat	Best	Best	Best	<b>Ranking: Top</b>
25	Workplaces <sup>™</sup>	Great Mid-size Workplaces	Workplaces <sup>™</sup> Building a Culture of	Workplaces <sup>™</sup>	Workplaces <sup>™</sup> in Auto & Auto Components	25
India's Best Workplaces in Manufacturing	Great Place To Work. INDIA 2025	Great Place To Work. INDIA 2024	Great Place To Work. INDIA 2024	Great Place To Work. INDIA 2024	Great Place To Work. INDIA 2024	India's Best Building a Culture of ™ Innovation by all

# THANK YOU!



#### **Remsons Industries Limited**

Tel: +91-22 3501 6400 Email: corporate@remsons.com www.remsons.com

### For further information, please contact

Saloni Ajmera Tel: +91-99305 77801 Email: <u>saloni@goindiaadvisors.com</u>

Paridhi Jagnani Tel: +91-91020 24869 Email: <u>paridhi@goindiaadvisors.com</u>

www.goindiaadvisors.com