

17<sup>th</sup> February, 2022

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.  
Symbol: **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



## Investor Presentation Q3 FY 21-22





*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.*





# Q3 FY 21-22 Result Update



Q3 FY 21-22 STANDALONE RESULTS

Particulars (INR in crs)	Q3 FY 22	Q2 FY 22	Q-o-Q Growth	Q3 FY 21	Y-o-Y Growth	FY 2021
Net Revenue from Operations	64.78	61.42	5.47%	67.01	-3.33%	195.48
Other Income	0.15	-0.47	131.38%	1.05	-86.09%	1.95
<b>Total Revenue</b>	<b>64.92</b>	<b>60.95</b>	<b>6.52%</b>	<b>68.06</b>	<b>-4.61%</b>	<b>197.42</b>
COGS	44.27	42.33	4.59%	46.54	-4.87%	136.29
Employee Benefit Expenses	8.96	8.96	-0.04%	9.56	-6.33%	30.03
Other Expenses	5.99	6.30	-4.97%	6.43	-6.87%	19.19
Total Expenditure	59.22	57.59	2.82%	62.53	-5.30%	185.51
<b>EBITDA before (Excep. Items)</b>	<b>5.70</b>	<b>3.36</b>	<b>69.93%</b>	<b>5.53</b>	<b>3.17%</b>	<b>11.92</b>
<i>EBITDA margin (%)</i>	<b>8.79%</b>	<b>5.51%</b>	<b>NA</b>	<b>8.12%</b>	<b>NA</b>	<b>6.04%</b>
Exceptional Items	-	0.74	NA	-	NA	3.30
<b>EBITDA after (Excep. Items)</b>	<b>5.70</b>	<b>4.10</b>	<b>39.20%</b>	<b>5.53</b>	<b>3.17%</b>	<b>15.22</b>
Depreciation	1.43	1.35	5.77%	0.85	68.45%	3.28
Finance Costs	1.23	1.37	-10.04%	0.97	27.11%	3.11
PBT	3.05	1.38	120.54%	3.71	-17.94%	8.82
Tax Expenses	1.05	0.34	211.08%	0.95	10.25%	2.17
<b>PAT</b>	<b>2.00</b>	<b>1.05</b>	<b>91.47%</b>	<b>2.77</b>	<b>-10.25%</b>	<b>6.66</b>
<b>PAT margin (%)</b>	<b>3.09%</b>	<b>1.72%</b>	<b>NA</b>	<b>4.07%</b>	<b>NA</b>	<b>3.37%</b>
<b>EPS</b>	<b>3.51</b>	<b>1.83</b>	<b>91.45%</b>	<b>4.84</b>	<b>-27.60%</b>	<b>11.65</b>

Q3 FY 21-22 CONSOLIDATED RESULTS

Particulars (INR in crs)	Q3 FY 22	Q2 FY 22	Q-o-Q Growth	Q3 FY 21	Y-o-Y Growth	FY 2021
Net Revenue from Operations	80.46	75.20	6.99%	81.31	-1.05%	226.15
Other Income	0.06	-0.19	-132.12%	1.30	-95.41%	2.41
<b>Total Revenue</b>	<b>80.52</b>	<b>75.02</b>	<b>7.34%</b>	<b>82.61</b>	<b>-2.54%</b>	<b>228.56</b>
COGS	53.08	48.14	10.26%	52.44	1.21%	151.67
Employee Benefit Expenses	13.51	13.47	0.25%	14.00	-3.51%	39.58
Other Expenses	7.80	8.12	-3.92%	10.05	-22.36%	24.73
Total Expenditure	74.39	69.73	6.68%	76.49	-2.75%	215.99
<b>EBITDA before (Excep. Items)</b>	<b>6.13</b>	<b>5.28</b>	<b>16.06%</b>	<b>6.12</b>	<b>0.17%</b>	<b>12.57</b>
<i>EBITDA margin (%)</i>	<b>7.62%</b>	<b>7.04%</b>	<b>NA</b>	<b>7.41%</b>	<b>NA</b>	<b>5.50%</b>
Exceptional Items	-	0.74	NA	-	NA	3.30
<b>EBITDA after (Excep. Items)</b>	<b>6.13</b>	<b>6.03</b>	<b>1.78%</b>	<b>6.12</b>	<b>0.17%</b>	<b>15.87</b>
Depreciation	1.70	1.88	-9.45%	1.25	36.40%	4.41
Finance Costs	1.44	1.72	-16.53%	1.16	24.12%	3.54
PBT	3.00	2.43	23.41%	3.72	-19.40%	7.92
Tax Expenses	1.08	0.37	193.94%	1.07	0.75%	3.43
<b>PAT</b>	<b>1.92</b>	<b>2.06</b>	<b>-6.93%</b>	<b>2.65</b>	<b>-27.54%</b>	<b>4.49</b>
<b>PAT margin (%)</b>	<b>2.38%</b>	<b>2.75%</b>	<b>NA</b>	<b>3.21%</b>	<b>NA</b>	<b>1.96%</b>
<b>EPS</b>	<b>3.36</b>	<b>3.61</b>	<b>-6.93%</b>	<b>4.64</b>	<b>-27.54%</b>	<b>7.85</b>

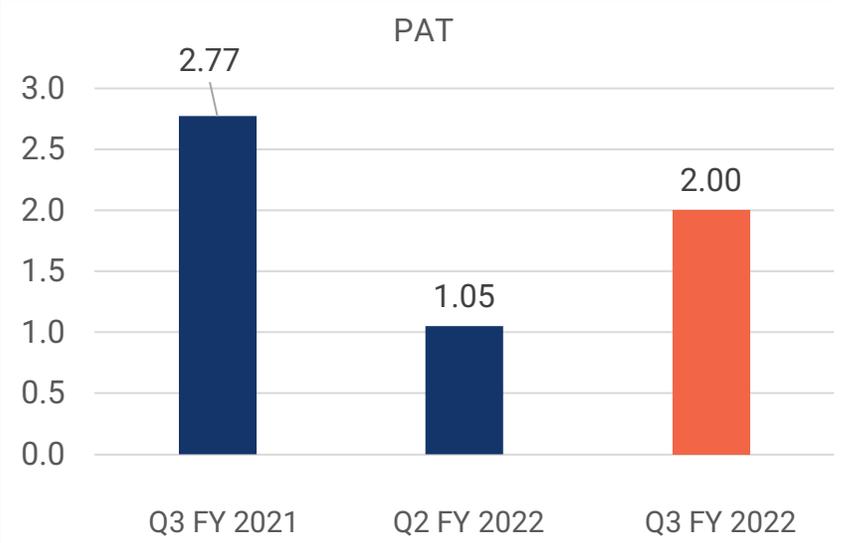
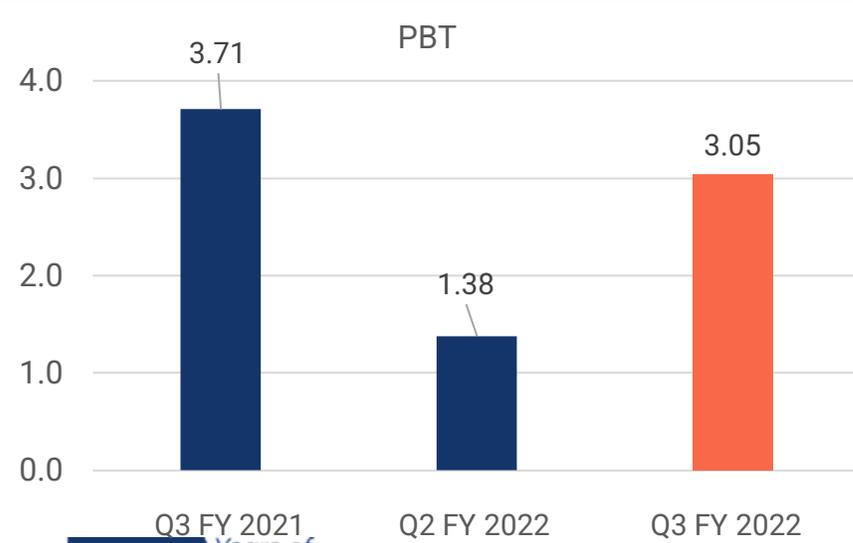
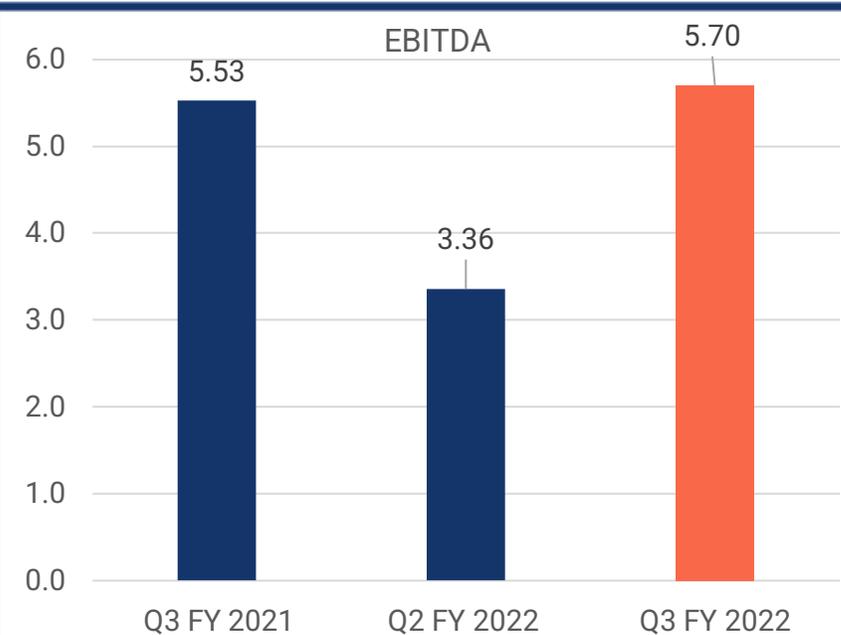
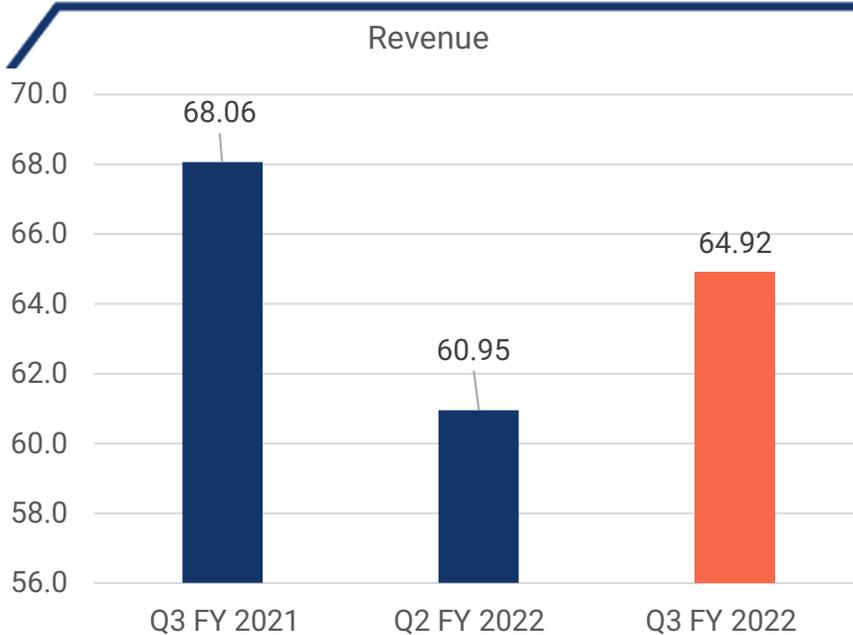
Particulars (INR in crs)	9M FY22	9M FY21	Y-o-Y Growth	FY 2021
Net Revenue from Operations	161.43	135.08	19.50%	195.48
Other Income	0.54	1.31	-59.08%	1.95
<b>Total Revenue</b>	<b>161.96</b>	<b>136.39</b>	<b>18.75%</b>	<b>197.42</b>
COGS	110.44	95.67	15.43%	136.29
Employee Benefit Expenses	24.60	20.83	18.09%	30.03
Other Expenses	17.05	13.22	29.03%	19.19
Total Expenditure	152.09	129.72	17.24%	185.51
<b>EBITDA before (Excep. Items)</b>	<b>9.87</b>	<b>6.67</b>	<b>47.96%</b>	<b>11.92</b>
<b>EBITDA margin (%)</b>	<b>6.09%</b>	<b>4.89%</b>	<b>NA</b>	<b>6.04%</b>
Exceptional Items	0.74	-	NA	3.30
<b>EBITDA after (Excep. Items)</b>	<b>10.61</b>	<b>6.67</b>	<b>59.07%</b>	<b>15.22</b>
Depreciation	4.03	2.35	71.05%	3.28
Finance Costs	3.92	1.98	98.31%	3.11
PBT	2.66	2.34	13.75%	8.82
Tax Expenses	1.01	0.57	76.41%	2.17
<b>PAT</b>	<b>1.64</b>	<b>1.76</b>	<b>-6.67%</b>	<b>6.66</b>
<b>PAT margin (%)</b>	<b>1.02%</b>	<b>1.29%</b>	<b>NA</b>	<b>3.37%</b>
<b>EPS</b>	<b>2.88</b>	<b>3.08</b>	<b>-6.68%</b>	<b>11.65</b>

Particulars (INR in crs)	9M FY22	9M FY21	Y-o-Y Growth	FY 2021
Net Revenue from Operations	206.87	149.39	38.48%	226.15
Other Income	0.99	1.56	-36.13%	2.41
<b>Total Revenue</b>	<b>207.86</b>	<b>150.95</b>	<b>37.71%</b>	<b>228.56</b>
COGS	133.30	101.58	31.23%	151.67
Employee Benefit Expenses	38.37	25.27	51.84%	39.58
Other Expenses	23.24	16.83	38.06%	24.73
Total Expenditure	194.91	143.68	35.65%	215.99
<b>EBITDA before (Excep. Items)</b>	<b>12.95</b>	<b>7.26</b>	<b>78.31%</b>	<b>12.57</b>
<b>EBITDA margin (%)</b>	<b>6.23%</b>	<b>4.81%</b>	<b>NA</b>	<b>5.50%</b>
Exceptional Items	0.74	-	NA	3.30
<b>EBITDA after (Excep. Items)</b>	<b>13.69</b>	<b>7.26</b>	<b>88.52%</b>	<b>15.87</b>
Depreciation	5.39	2.75	95.62%	4.41
Finance Costs	4.80	2.17	121.44%	3.54
PBT	3.51	2.34	49.70%	7.92
Tax Expenses	1.08	0.70	54.62%	3.43
<b>PAT</b>	<b>2.43</b>	<b>1.64</b>	<b>47.61%</b>	<b>4.49</b>
<b>PAT margin (%)</b>	<b>1.17%</b>	<b>1.09%</b>	<b>NA</b>	<b>1.96%</b>
<b>EPS</b>	<b>4.25</b>	<b>2.88</b>	<b>47.61%</b>	<b>7.85</b>

- The newly commissioned manufacturing plant in Pune is completely operational
- This facility is ramping up gradually as the demand is picking up
- The slow recovery of the rural sector after the second wave of Covid-19 wave coupled with high fuel prices has impacted the sales of the Two-Wheeler segment
- The semiconductor shortages continues to force several OEM manufacturers to slow down production
- Globally the semiconductor issues, port congestion, shipment delays coupled with high input prices continues to put pressure on the top line growth as well as the bottom line

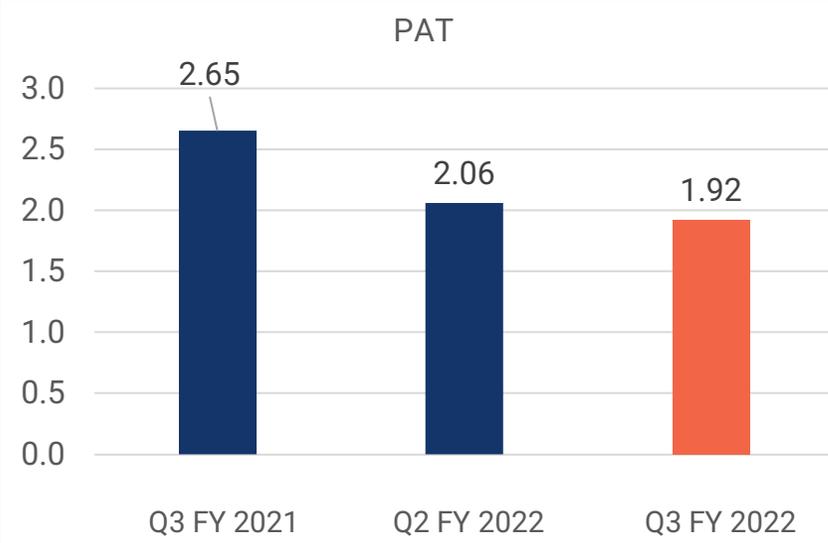
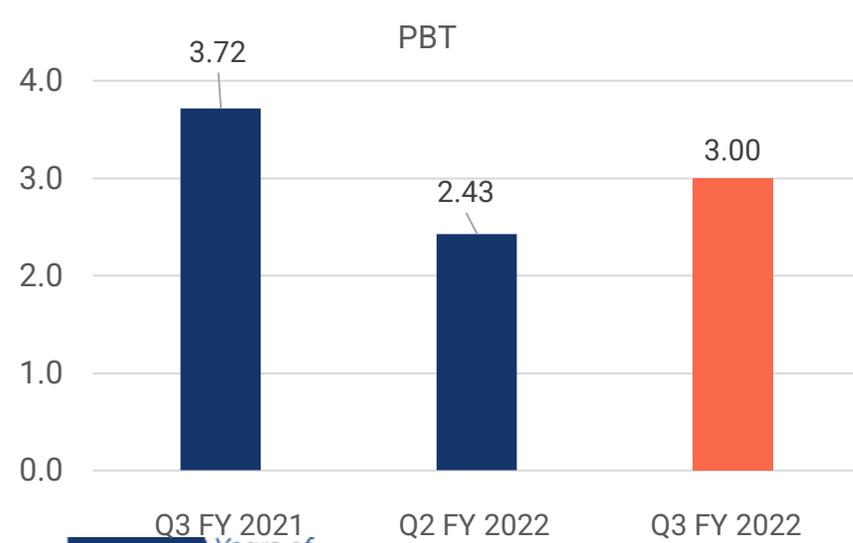
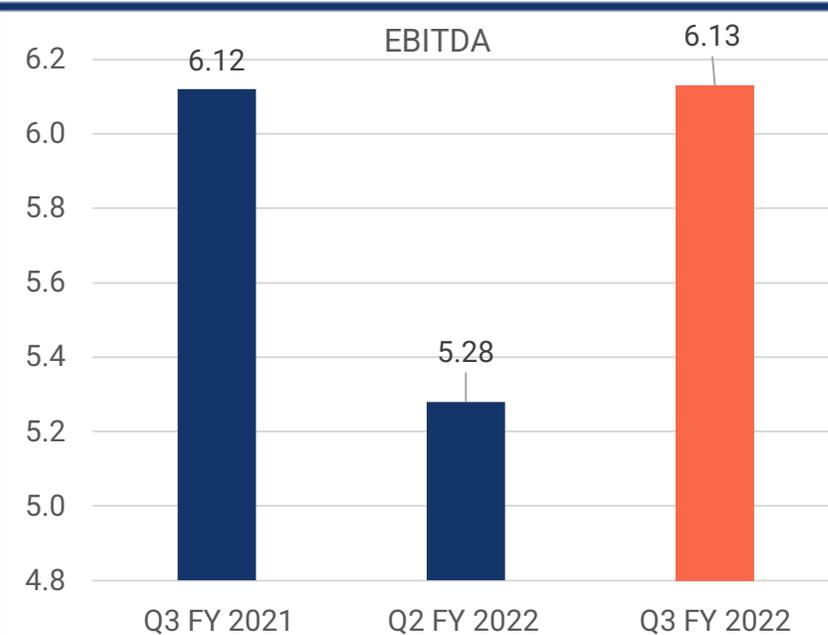
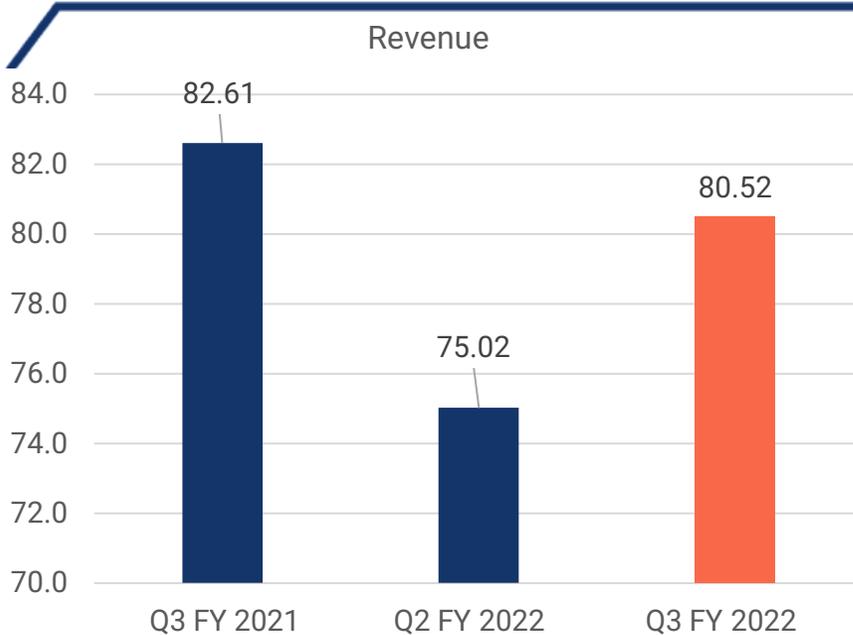


# Q3 FY 21-22 HIGHLIGHTS STANDALONE



- Total Standalone Revenue increased by 6.52% Q-o-Q basis amid supply side constraints adversely affecting the Automobile industry. However, it was down by 4.61% when compared on Y-o-Y basis due to pent-up demand in Q3 FY 21
- Overall, the Two-Wheeler volumes were 11% down compared to December 2020
- Gross Profit margins at 31.81% were up when compared Q-o-Q and Y-o-Y basis
- EBITDA for Q3 FY 22 stood at Rs. 5.70 crores up by 69.93% and 3.17% when compared Q-o-Q and Y-o-Y basis respectively
- EBITDA margins remained elevated on account of implementation of strong cost control measures that led to reduced employee expenses and other expenses.
- PAT at Rs. 2.00 crores for Q3 FY 22 was up by 91.74% on Q-o-Q basis

# Q3 FY 21-22 HIGHLIGHTS CONSOLIDATED



- Consolidated Revenue stood at Rs. 80.52 crores up by 7.34% when compared to Q-o-Q basis and down by 2.54% on Y-o-Y Basis. The UK sales were also impacted on account of Christmas holidays
- The prevailing semiconductor issue globally continuous to disrupt the volumes offtakes with continuous production disruption
- Gross Profit margins were impacted due to high input prices
- EBITDA for Q3 FY 22 stood at Rs. 2.99 crores up by 36.16% Q-o-Q and marginally flat Y-o-Y in absolute basis. Overall, the business remains impacted due to high raw material prices, semiconductor issues and high freight costs impacting the margins
- Consolidated PAT for Q3 FY22 stood at Rs. 1.92 crs.

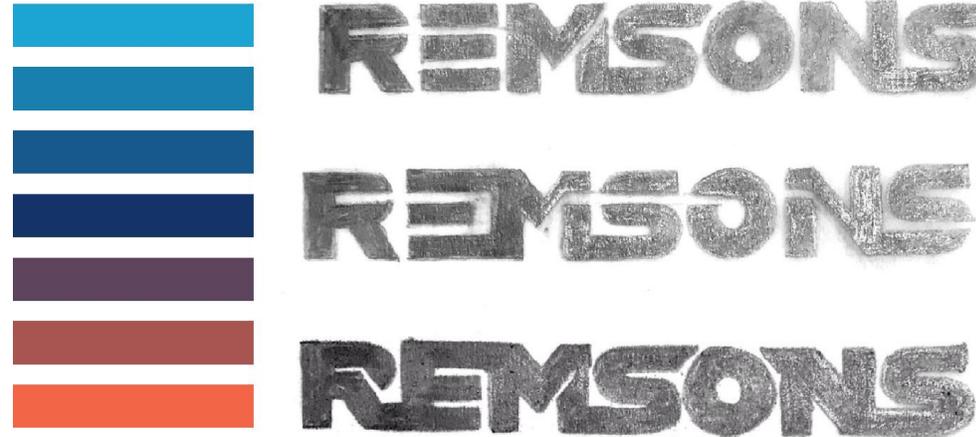


**At Remsons,** we love what we do. Whether it is the highest standards of engineering excellence or the spirit of collaboration at the heart of our cultural ethos, it is all powered by a drive for greatness.

The handcrafted specially designed typography represents the solidity, the sharpness of intent & commitment to technology of the organisation

The philosophy is built on the clarion call to collectively climb the next mountain of achievement. A call to to keep moving ahead.

A call to **LET'S MAKE GREAT**



Commenting on the Performance

Mr. Rahul Kejriwal, Director & CFO,  
Remsons Industries Limited

“Remsons Industries continues to consolidate its position as a consistent supplier to OEMs. This has led to incremental growth in Q3FY2022 despite several external factors in play which have pushed the OEMs to produce at sub-optimal level. The company’s top line continues to grow Q-o-Q basis when the domestic Automobile industry is at a decade low on back of tepid demand . Our Standalone revenues were up by 6.52% Q-o-Q basis whereas our consolidated revenues were up by 7.34% on Q-o-Q basis. Our margins continue to remain impacted due to high input prices coupled with semi-conductor issues prevailing across the globe.

During this quarter, Remsons underwent a complete rebranding of its logo that represents the re-energized resolve of the management to pitchfork Remsons into a new orbit of growth. This fresh new energy will lead teams to work towards our larger goal of “LET’S MAKE GREAT”.

We continue to witness sluggish volume growth for most 2-Wheeler manufacturers. However, we are confident to continue on the growth journey by entering new markets & customers supported by our teams in India & UK.”



# Company Overview



# A LITTLE BIT OF HISTORY

Born into a middle-class family in Kolkata, Mr. Vishwa Prakash 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 CULTURE!**

**50** Years of  
Engineering  
Excellence





### 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

## VISION

Let's aim to be regarded as an innovative, future-ready auto component manufacturer always committed to the highest standards of engineering excellence.



## EMPOWER

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



## MISSION

Let's Combine advanced technology, human intelligence to scale newer heights of Product Innovation to make a difference to our stakeholders, the environment and society at large.



## ETHICS

At the Core of the Company lies its Ethics which has guided the company for over 50 years



## QUALITY

Let's Build a culture of total Customer Satisfaction. Through Strict adherence to high standards of quality from development and launch processes to activity on the shop floor, we will design and build components beyond the expectations of both our internal and external customers.



## 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





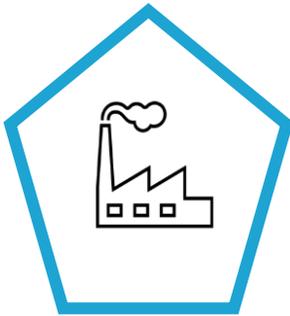
INR **228.5** crs of  
Total Income in FY 21



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



Exports to more  
than **19** countries



**246** employees consisting of Design team,  
HR team, Managerial Staff (Pur, Sales, A/c), etc.  
combined in India 200 and UK **46**

**1960-1973**

1<sup>st</sup> to introduce control cables and Pressure die cast cables ends in India

**2004-2006**

Indigenously manufactured dash mounted park brake and push pull cables

**2018-2019**

Opened marketing and technical support office in USA and Europe

**1959**

Company formed as a trading company

**2001**

Indigenously manufactured gear shift with cables in India

**2009**

Great emphasis laid on the process of professionalism

**2020**

Acquisition of Magal Cables UK- company's first Global Production Unit

Serving All Segments of Industry

2- Wheeler

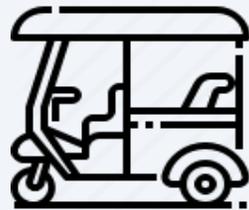
3- Wheeler

4- Wheeler

Commercial Vehicle

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

More than 1,50,00,000 cables fitted across all the segments

Push Pull Cables



Pedal Box



Handle Assembly



Gear Shift Systems



Jacks



Parking Brake Assembly

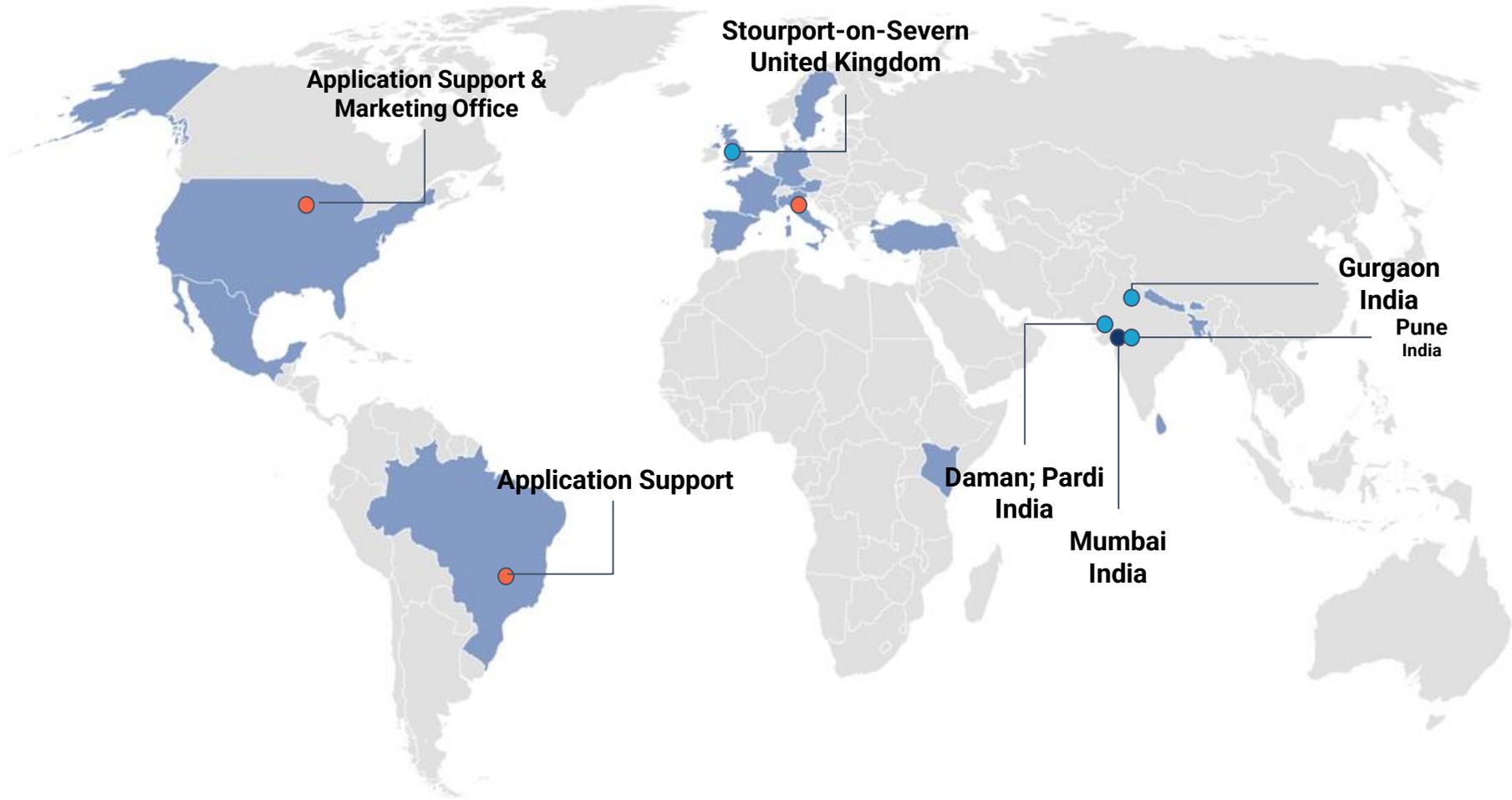


Winch Assembly



Auto Adjust Clutch Cable

- United Kingdom
- France
- Mexico
- USA
- Germany
- Austria
- Sweden
- Italy
- Spain
- Turkey
- Singapore
- Nepal
- Sri Lanka
- Bangladesh
- Brazil
- Kenya
- Bhutan



**Application Support Office:**

- Italy
- USA
- Brazil

- Headquarters - India
- Manufacturing Plant
- Application Support

Gurgaon, Haryana



Stourport-on-Severn,  
United Kingdom



Pune, Maharashtra



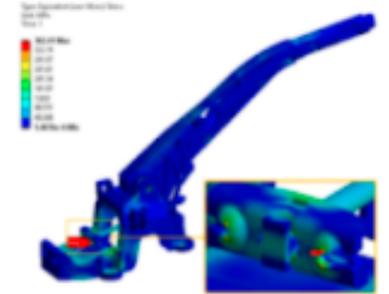


## Design

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



Passenger Cars (Tier – I)



Commercial Vehicles



2 & 3-Wheeler

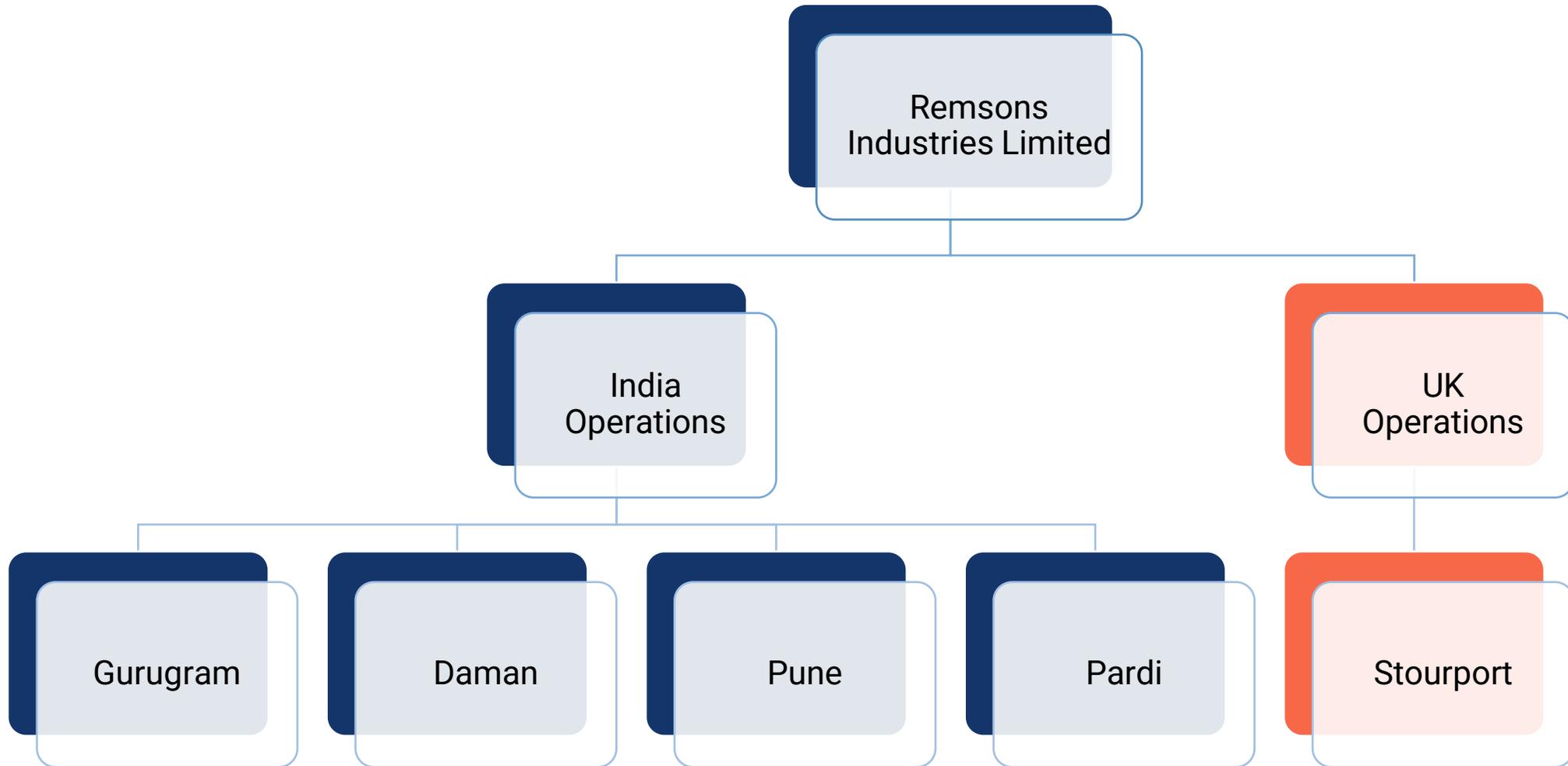


Electric 2 Wheeler



Agriculture





**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 players**



**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)



**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



**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



**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

IATF 16949:2016

ISO 14001: 2015



## CERTIFICATE



This is to certify that

**Remsons Industries Ltd.**  
 1/3, Mile stone  
 Khandsa Road  
 Gurugram - 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 fulfils 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	2024-07-29
IATF No.	0414595



2-IATF-QMC-01001

For and on behalf of DQS

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

  
 Michael Drechsel  
 Managing Director, DQS Holding GmbH

IATF Contact Office: DQS Holding GmbH, Konrad-Adenauer-Allee 6-10, 61118 Bad Vilbel, Germany




## CERTIFICATE



This is to certify that

**Remsons Industries Limited**  
 1/3 Mile Stone  
 Khandsa Road  
 Gurugram - 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 fulfils the requirements of the following standard:

**ISO 14001 : 2015**

Certificate registration no.	20002477 UM15
Date of original certification	2005-09-05
Date of certification	2021-05-11
Valid until	2024-05-10




For and on behalf of DQS Inc.

  
 Brad McGuire  
 Managing Director

Accredited Body: DQS Inc., 1900 McConner Parkway, Suite 400, Schaumburg, IL 60173 USA  
 Administrative Office: Deutch Quality Systems (India) Pvt. Ltd., 5th Floor, Arjanika Techno Park, 147, HAL Airport Road, Kodihalli, Bangalore-560 017 - India.



# Q1

FORD PREFERRED  
QUALITY STATUS




# RENAULT

## ASES CERTIFIED

Jamntral 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 – 1<sup>st</sup> Prize in QC Competition for Cost Reduction

Company of the Year Award 2020 by CEO Insights Magazine

GOLD award for Best Kaizen from Quality Circle Forum of India.

2nd Place for HR BEST Practises by ACMA.

19th Annual World Excellence Award by Ford



Dear Remsons Family,

With great Pride, it is my pleasure to announce that our Company has been awarded 2nd prize in The HR Best Practices competition organised by ACMA. This award is given to companies who have surpassed the Industry standards and set a benchmark in the industry in the category Beyond HR/ Innovative HR..

I am proud to share this news with all our employees who have worked very hard to maintain the motivation level within the organisation. It is because of the combined efforts of each one of you that we have managed to achieve this success.

Let's work towards redefining our own benchmarks to herald a new Future.

Let's Make Progress....

Let's Make Great.





- Golden Award in QCFI (Delhi Chapter ) for best Kaizen in 2021.
- HONDA Genset best Supplier Performance Award for long association & outstanding performance.





Strategy Meet - 7th-9th December 2021

## 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

Shifting of Daman Plant to a Greenfield plant in Pune.

Lean and Agile Manufacturing processes increasing Asset Utilization

Cost reduction measures at organization and plant level

Installation of Solar Energy as part of Green Initiative

## New Technologies

Technology Synergy between Magal (Remsons) UK to Remsons in India

Bringing Operational excellence through Automation

Focusing on R&D and Sustainable manufacturing



# Financials



ANNUAL- STANDALONE PROFIT & LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY 2021-22
Net Revenue from Operations	128.36	149.38	159.18	195.48	96.65
Other Income	1.58	0.75	1.70	1.95	0.39
<b>Total Revenue</b>	<b>129.94</b>	<b>150.13</b>	<b>160.88</b>	<b>197.42</b>	<b>97.04</b>
COGS	78.30	92.99	95.71	136.29	66.16
Employee Benefit Expenses	23.89	26.97	30.99	30.03	15.65
Other Expenses	18.14	20.60	21.05	19.19	11.06
Total Expenditure	120.32	140.56	147.76	185.51	92.87
<b>EBITDA before (Excep. Items)</b>	<b>9.61</b>	<b>9.57</b>	<b>13.12</b>	<b>11.92</b>	<b>4.16</b>
<b>EBITDA margin (%)</b>	<b>7.40%</b>	<b>6.37%</b>	<b>8.16%</b>	<b>6.04%</b>	<b>4.29%</b>
Exceptional Items	-	-	-	3.30	0.74
<b>EBITDA after (Excep. Items)</b>	<b>9.61</b>	<b>9.57</b>	<b>13.12</b>	<b>15.22</b>	<b>4.90</b>
Depreciation	2.55	2.18	2.52	3.11	2.69
Finance Costs	2.52	2.49	3.19	3.28	2.60
PBT	4.55	4.90	7.41	8.82	-0.39
Tax Expenses	1.11	1.46	2.08	2.17	-0.03
<b>PAT</b>	<b>3.45</b>	<b>3.44</b>	<b>5.34</b>	<b>6.66</b>	<b>-0.36</b>
<b>PAT margin (%)</b>	<b>2.65</b>	<b>2.29%</b>	<b>3.32%</b>	<b>3.37%</b>	<b>-0.37%</b>
<b>EPS</b>	<b>6.03</b>	<b>6.02</b>	<b>9.34</b>	<b>11.65</b>	<b>-0.63</b>

# ANNUAL- STANDALONE BALANCESHEET (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY 2021-22
<b>Assets</b>					
<b>Non-Current Assets</b>					
Property, Plant & Equipment	21.75	21.51	21.71	24.05	26.85
Right of Use of Assets	-	-	0.54	8.81	7.85
Capital Work in Progress	0.05	0.14	0.08	0.35	1.70
Investment Property	0.07	0.07	0.07	0.06	0.06
Other Intangible Assets	0.52	1.49	1.28	1.22	1.18
Financial Assets	0.44	0.64	0.49	0.97	1.10
Non-Current Investments	0.10	0.05	0.03	5.09	5.09
Loans	-	-	-	16.15	16.04
Other Non-Current Assets	0.36	0.25	0.60	2.56	2.29
<b>Total Non-Current Assets</b>	<b>23.29</b>	<b>24.15</b>	<b>24.81</b>	<b>59.26</b>	<b>62.16</b>
<b>Current Assets</b>					
Inventories	22.57	26.87	32.79	35.78	35.12
Trade Receivables	19.90	25.87	22.32	32.52	30.98
Cash & Cash Equivalents	1.00	0.44	1.74	0.39	0.41
Other Financial Assets	0.76	0.17	0.38	0.94	0.66
Investments	-	-	-	0.49	0.50
Loans	-	-	-	1.51	1.50
Current tax Assets	-	0.03	0.03	0.03	0.03
Other Current Assets	2.17	2.68	2.55	7.75	7.36
<b>Total Current Assets</b>	<b>46.40</b>	<b>56.05</b>	<b>59.81</b>	<b>79.41</b>	<b>76.56</b>
<b>Total Assets</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>138.67</b>	<b>138.72</b>

## ANNUAL\_ STANDALONE BALANCE SHEET (2/2)

	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY 2021-22
<b>Equities &amp; Liabilities</b>					
Share Capital	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	<b>13.84</b>	<b>16.03</b>	<b>19.03</b>	<b>25.68</b>	<b>25.33</b>
<b>Net Worth</b>	<b>19.55</b>	<b>21.74</b>	<b>24.74</b>	<b>31.39</b>	<b>31.04</b>
Non-Current Liabilities					
Long Term Borrowings	8.24	7.87	7.53	20.56	20.56
Provisions	0.22	0.26	0.44	0.38	0.35
Lease Liabilities	-	-	-	7.11	6.33
Deferred Tax Liabilities	0.20	0.61	1.13	1.82	1.69
<b>Total Non- Current Liabilities</b>	<b>8.66</b>	<b>8.74</b>	<b>9.10</b>	<b>29.88</b>	<b>28.93</b>
Current Liabilities					
Short-Term Borrowings	19.89	18.46	21.60	22.92	32.11
Trade Payables	18.22	28.09	24.63	41.36	38.07
Other Financial Liabilities	0.92	1.00	1.89	7.74	2.90
Other Current Liabilities	1.58	1.29	0.92	3.81	4.37
Provisions	0.41	0.85	1.31	1.00	1.11
Current tax Liabilities	0.46	0.03	0.42	0.56	0.18
Total Current Liabilities	41.48	49.72	50.78	77.40	78.75
<b>Total Liabilities</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>138.67</b>	<b>138.72</b>

## ANNUAL-CONSOLIDATED PROFIT &amp; LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY 2021-22
Net Revenue from Operations	128.36	149.38	159.18	226.15	126.41
Other Income	1.58	0.75	1.70	2.41	0.93
<b>Total Revenue</b>	<b>129.94</b>	<b>150.13</b>	<b>160.88</b>	<b>228.56</b>	<b>127.34</b>
COGS	78.30	92.99	95.71	151.67	80.22
Employee Benefit Expenses	23.89	26.97	30.99	39.58	24.86
Other Expenses	18.14	20.60	21.05	24.73	15.44
Total Expenditure	120.32	140.56	147.76	215.99	120.53
<b>EBITDA before (Excep. Items)</b>	<b>9.61</b>	<b>9.57</b>	<b>13.12</b>	<b>12.57</b>	<b>6.82</b>
<b>EBITDA margin (%)</b>	<b>7.40%</b>	<b>6.37%</b>	<b>8.16%</b>	<b>5.50%</b>	<b>5.35%</b>
Exceptional Items	-	-	-	3.30	0.74
<b>EBITDA after (Excep. Items)</b>	<b>9.61</b>	<b>9.57</b>	<b>13.12</b>	<b>15.87</b>	<b>7.56</b>
Depreciation	2.55	2.18	2.52	4.41	3.69
Finance Costs	2.52	2.49	3.19	3.54	3.36
PBT	4.55	4.90	7.41	7.92	0.51
Tax Expenses	1.11	1.46	2.08	3.43	0.00
<b>PAT</b>	<b>3.45</b>	<b>3.44</b>	<b>5.34</b>	<b>4.49</b>	<b>0.51</b>
<b>PAT margin (%)</b>	<b>2.65</b>	<b>2.29%</b>	<b>3.32%</b>	<b>1.96%</b>	<b>0.40%</b>
<b>EPS</b>	<b>6.03</b>	<b>6.02</b>	<b>9.34</b>	<b>7.85</b>	<b>0.89</b>

# ANNUAL- CONSOLIDATED BALANCE SHEET (1/2)

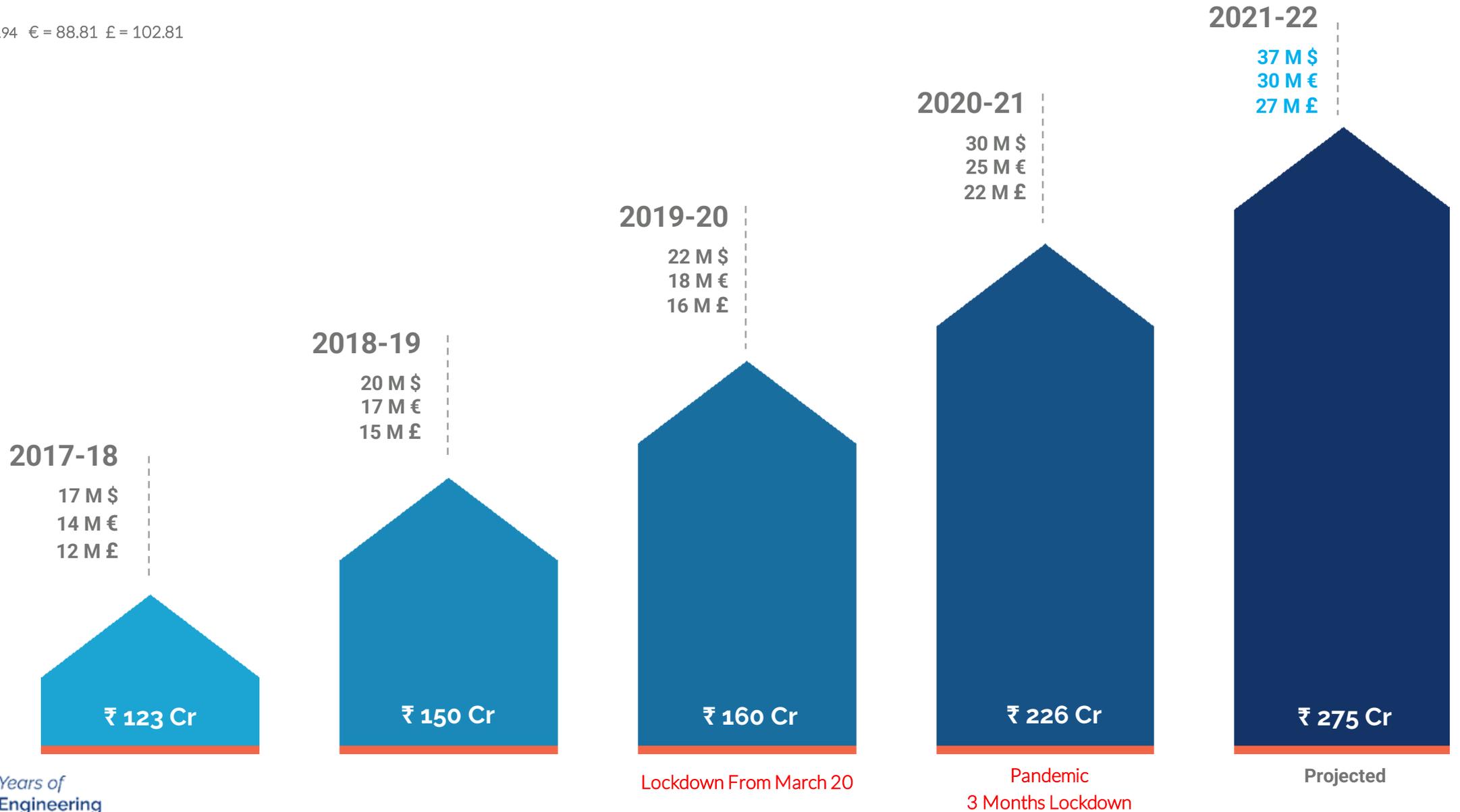
Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY 2021-22
<b>Assets</b>					
<b>Non-Current Assets</b>					
Property, Plant & Equipment	21.75	21.51	21.71	31.71	34.05
Right of Use of Assets	-	-	0.54	8.81	7.85
Capital Work in Progress	0.05	0.14	0.08	0.35	1.70
Investment Property	0.07	0.07	0.07	15.21	15.10
Other Intangible Assets	0.52	1.49	1.28	3.54	3.36
Financial Assets	0.44	0.64	0.49	1.92	1.10
Non-Current Investments	0.10	0.05	0.03	0.03	0.03
Loans	-	-	-	-	-
Other Non-Current Assets	0.36	0.25	0.60	2.56	2.29
<b>Total Non-Current Assets</b>	<b>23.29</b>	<b>24.15</b>	<b>24.81</b>	<b>64.13</b>	<b>65.47</b>
<b>Current Assets</b>					
Inventories	22.57	26.87	32.79	47.16	53.93
Trade Receivables	19.90	25.87	22.32	42.73	42.54
Cash & Cash Equivalents	1.00	0.44	1.74	2.23	1.91
Other Financial Assets	0.76	0.17	0.38	0.94	0.66
Investments	-	-	-	0.49	0.50
Loans	-	-	-	-	-
Current tax Assets	-	0.03	0.03	0.03	0.03
Other Current Assets	2.17	2.68	2.55	7.60	8.34
<b>Total Current Assets</b>	<b>46.40</b>	<b>56.05</b>	<b>59.81</b>	<b>101.17</b>	<b>107.92</b>
<b>Total Assets</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>165.30</b>	<b>173.39</b>

# ANNUAL-CONSOLIDATED BALANCE SHEET (2/2)

	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY 2021-22
<b>Equities &amp; Liabilities</b>					
Share Capital	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	<b>13.84</b>	<b>16.03</b>	<b>19.03</b>	<b>24.01</b>	<b>24.43</b>
<b>Net Worth</b>	<b>19.55</b>	<b>21.74</b>	<b>24.74</b>	<b>29.72</b>	<b>30.15</b>
Non-Current Liabilities					
Long Term Borrowings	8.24	7.87	7.53	34.37	34.89
Provisions	0.22	0.26	0.44	0.38	0.35
Lease Liabilities	-	-	-	8.37	5.57
Deferred Tax Liabilities	0.20	0.61	1.13	4.17	4.02
<b>Total Non- Current Liabilities</b>	<b>8.66</b>	<b>8.74</b>	<b>9.10</b>	<b>47.29</b>	<b>44.83</b>
Current Liabilities					
Short-Term Borrowings	19.89	18.46	21.60	25.04	34.42
Trade Payables	18.22	28.09	24.63	48.98	54.20
Other Financial Liabilities	0.92	1.00	1.89	8.72	3.74
Other Current Liabilities	1.58	1.29	0.92	3.98	4.72
Provisions	0.41	0.85	1.31	1.00	1.11
Current tax Liabilities	0.46	0.03	0.42	0.56	0.21
Total Current Liabilities	41.48	49.72	50.78	88.29	98.41
<b>Total Liabilities</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>165.30</b>	<b>173.39</b>

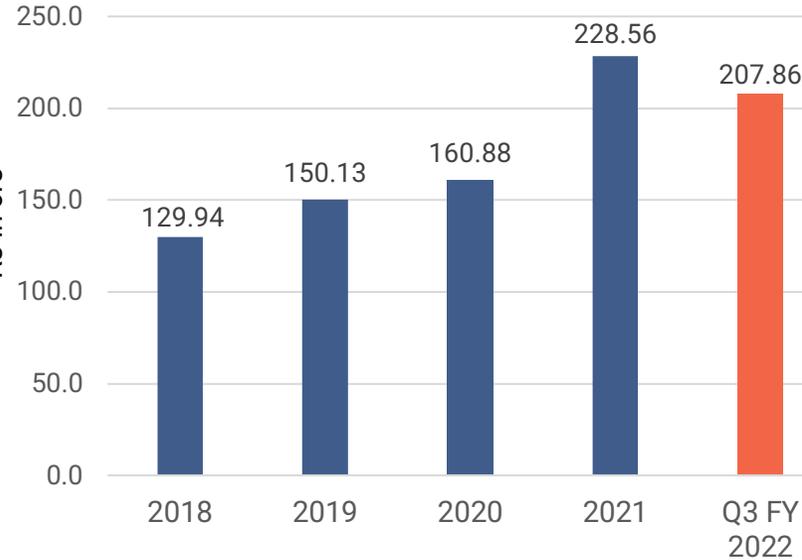
# FIVE YEARS SALES TREND

\$ = 73.94 € = 88.81 £ = 102.81

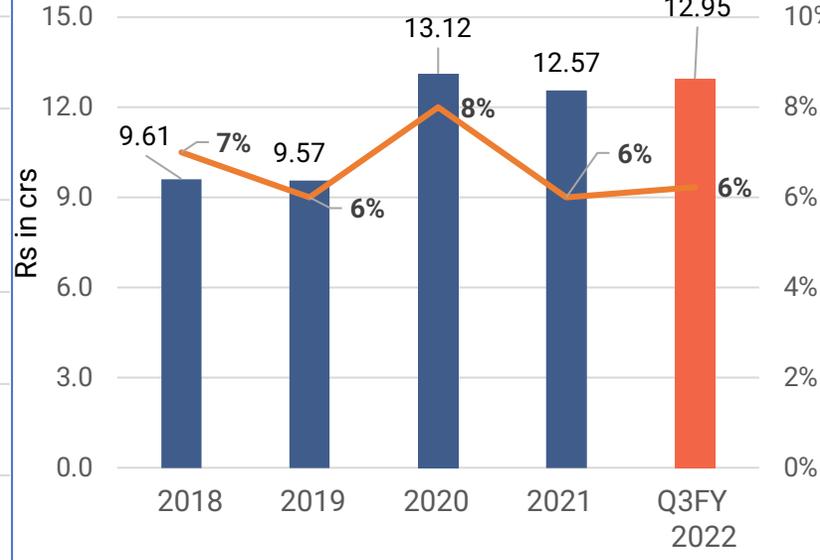


PROFITABLE GROWTH, STRONG ROE, ROCE

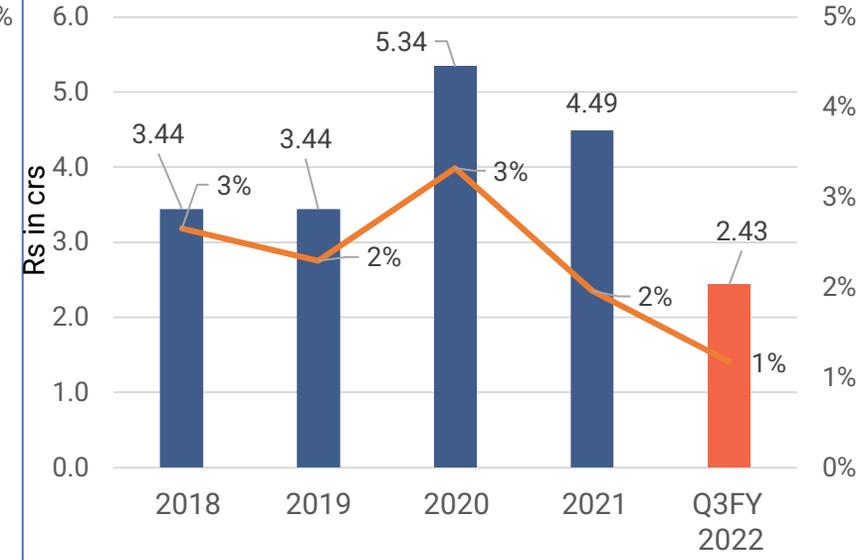
Revenue



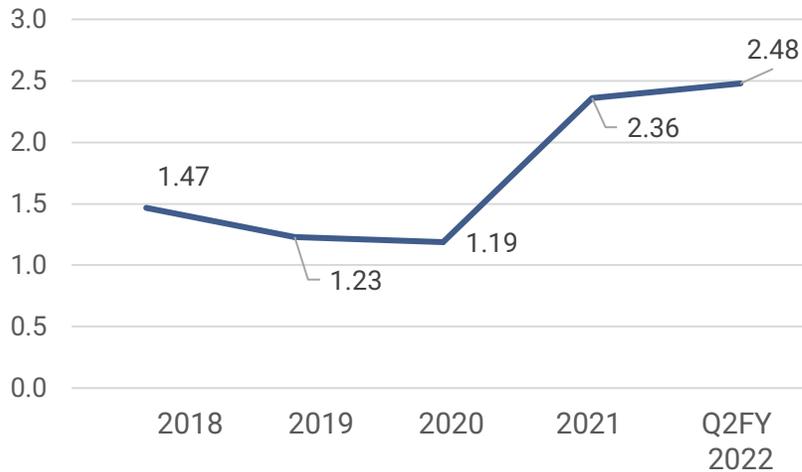
EBITDA



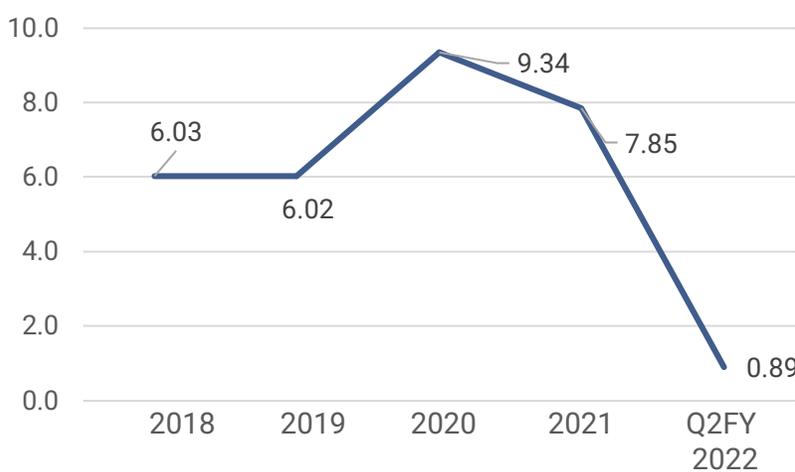
PAT



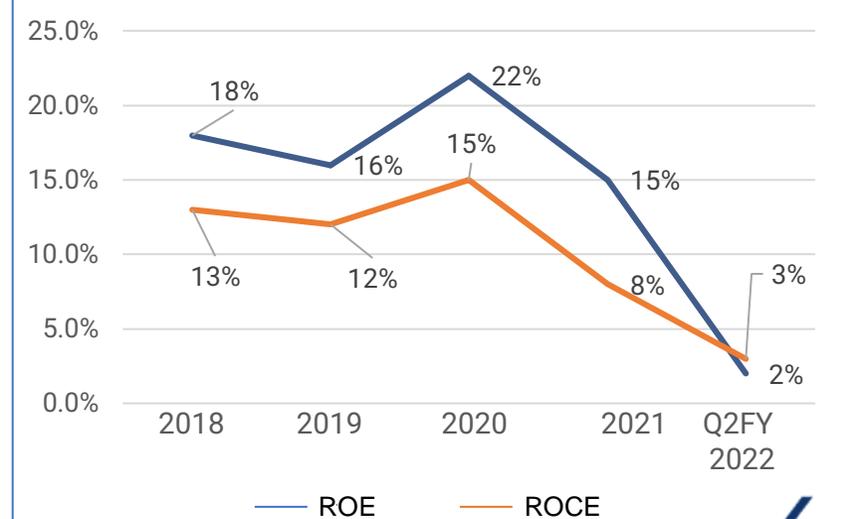
NET D/E



EPS



ROE & ROCE



# Thank You!

For further information, please contact:

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For more information, visit [www.remsons.com](http://www.remsons.com)



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