



Investor Presentation  
Q1 / FY 23-24





*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.*



Remsons is now recognized as India's Great Mid-sized Workplaces and India's Best Workplaces in Auto & Auto Component Industry (Top 100 Mid-sized Workplaces of India)



- Citroen C3 Aircross supplies stated for India and South America
- Winches - New Product Line added and supplies started.



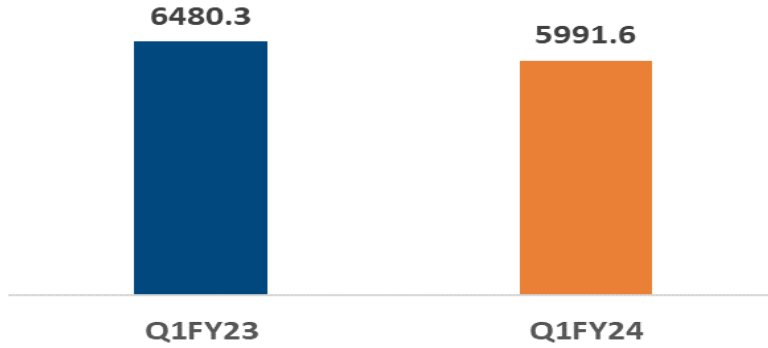
**MOU's Signed:**

1. European Company for Tyre Mobility Kit
2. Foray into Infotainment systems via a JV

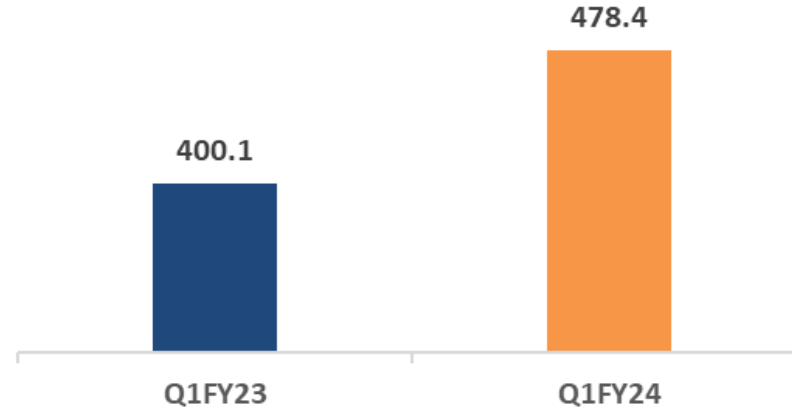


Magal Cables UK has been officially changed to **REMSONS AUTOMOTIVE**

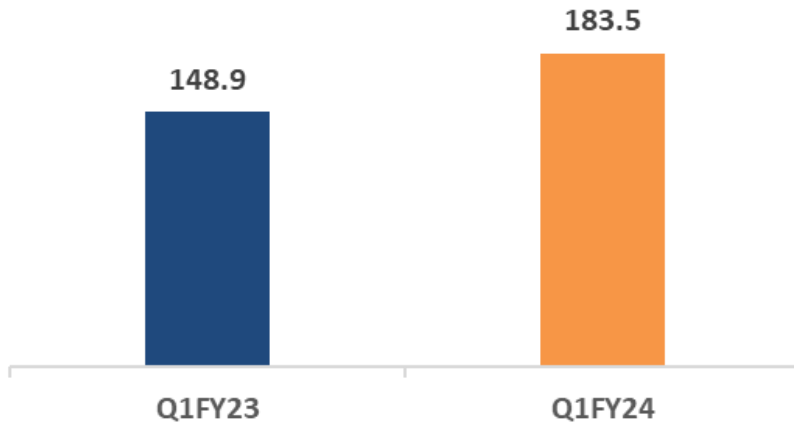
Revenue (Rs lacs)



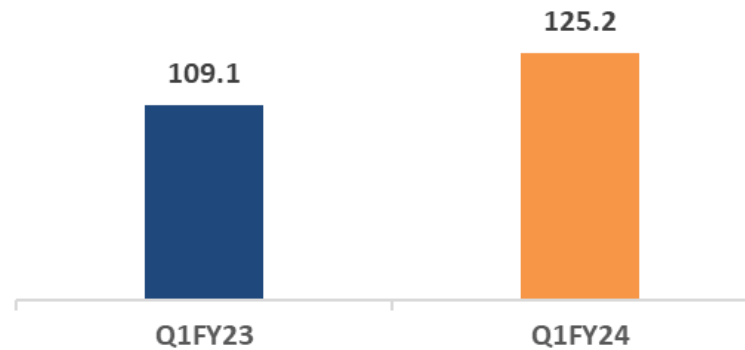
EBITDA (Rs lacs)



Profit before Tax (Rs lacs)



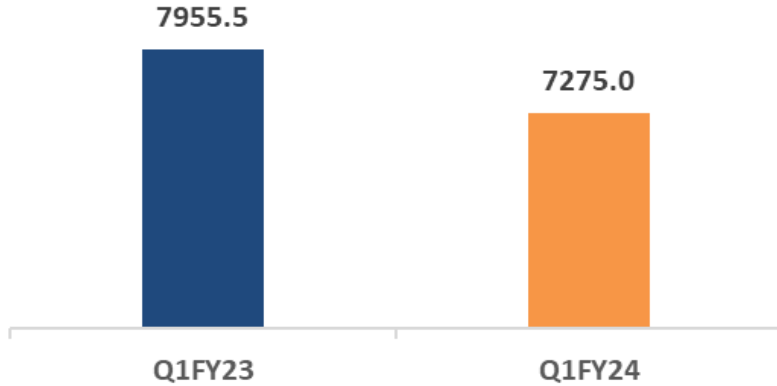
Net Profit (excl extra ord) (Rs lacs)



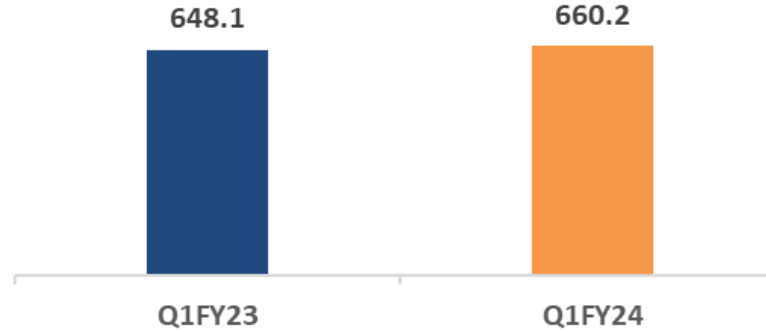
- Total Standalone Revenue growth was lower by 7.54% Y-o-Y. This was due to the lower volume offtake in Two-Wheeler sector during the quarter.
- **Industry Volumes in Q1FY24:** Two-Wheeler sales were 41.40 Lakh Units and Passenger car sales were 9.95 Lakh units. Commercial Vehicles were at 2.17 Lakh Units.
- **EV Forecast in FY24:** It is expected that EV two-wheeler volume sales will surpass 1.5 million units in FY24, following significant volume growth at 215% in FY23 (primarily due to a lower base effect). However, the demand for EVs might experience a slowdown due to the reduction in the FAME II subsidy, which will decrease from the current 40% to 15% starting from June 1st, 2023, resulting in increased ownership costs.
- Gross Profit / EBITDA margins at 35.62% / 7.98% was achieved due to stable Raw Material Prices.

Industry Data Source: SIAM & Care Edge Report

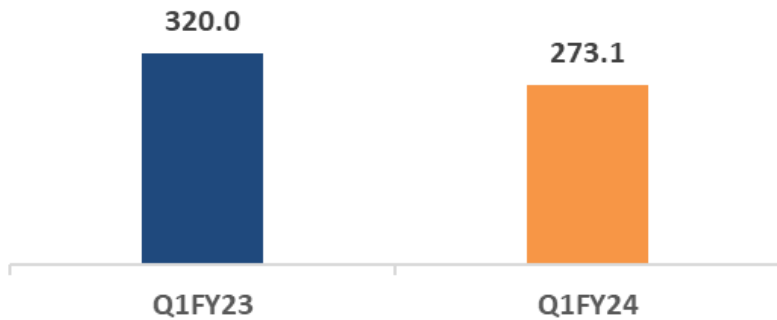
Revenue (Rs lacs)



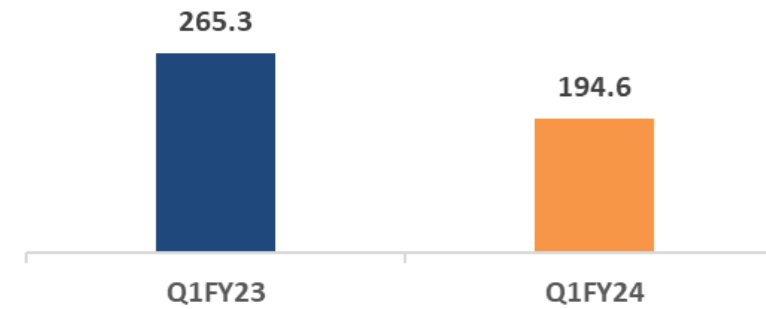
EBITDA (Rs lacs)



Profit before Tax (Rs lacs)



Net Profit (Rs lacs)



- Consolidated Revenue stood at Rs.7275 lacs down by 8.55% Y-o-Y. This is due to temporary soft demand in domestic sales.
- Gross Profit margins were higher by 565 bps Y-o-Y at 42.04%.
- Challenges impacting demand for two-wheelers.
  1. Discontinuation of Fame II Subsidy.
  2. Higher vehicle ownership costs, resulting from price hikes and increased interest rates.
  3. Inflationary pressure affecting disposable income.
  4. Global recessionary trend is negatively impacting exports / international business
- Consolidated net profit for the quarter stood at Rs.195 lacs decreased by 26.7%
- The decrease in Net Profit Y-o-Y is due to profit elimination on excess stock lying at subsidiary unit in UK amounting to 1 Cr.

## STANDALONE RESULTS

## CONSOLIDATED RESULTS

Particulars (Rs lacs)	Q1FY24	Q4FY23	Q1FY23	YoY%
Net Sales	5991.6	6313.9	6480.3	-7.54
Total Expenditure	5513.2	5806.7	6080.2	-9.33
EBITDA	478.4	507.2	400.1	19.58
Other Income	40.1	68.2	4.8	738.49
Depreciation	179.1	166.0	139.2	28.70
EBIT	339.3	409.5	265.7	27.73
Interest	155.8	136.6	116.7	33.47
Profit before Tax	183.5	272.9	148.9	23.24
Profit After Tax	125.2	196.0	109.1	14.72
EPS	2.19	3.43	1.91	14.72
<b>EBITDA Margin(%)</b>	<b>7.98</b>	<b>8.03</b>	<b>6.17</b>	181.1 bps
<b>PT Margin (%)</b>	<b>3.06</b>	<b>4.32</b>	<b>2.30</b>	76.6 bps
<b>PAT Margin (%)</b>	<b>2.09</b>	<b>3.10</b>	<b>1.68</b>	40.6 bps

Q1FY24	Q4FY23	Q1FY23	YoY%
7275.0	7643.9	7955.5	-8.55
6614.8	6868.5	7307.4	-9.48
660.2	775.4	648.1	1.87
37.4	63.6	20.1	86.02
254.9	272.4	202.5	25.87
442.7	566.7	465.7	-4.93
169.6	147.9	145.8	16.37
273.1	418.8	320.0	-14.64
194.6	255.4	265.3	-26.66
3.41	4.47	4.64	-26.66
<b>9.07</b>	<b>10.15</b>	<b>8.15</b>	92.9 bps
<b>3.75</b>	<b>5.48</b>	<b>4.02</b>	-26.8 bps
<b>2.67</b>	<b>3.34</b>	<b>3.34</b>	-66.0 bps

## New Product

New Product Business Award with UK (Remsons)  
Technology localised for Indian OEM in FY23.

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

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



# Company Overview







IS NOW  
→



Our manufacturing facility at Stourport (England)! Remsons Automotive formerly known as Magal Cables. A state-of-the-art facility where we bring innovation and quality together to create exceptional products.

Our Journey started in 2020 where Remsons saw an opportunity of Global Presence and adding marque customers to its portfolio. Amid Covid times when the World was shutting down, Remsons was gearing up for the future.

The Unit at UK specializes in the production of Control Cables, Pedal Boxes, Winches, Jacks, Gear Shifters etc. Our facility is designed with cutting-edge technology and efficient processes to ensure the highest standards of quality, precision, and productivity.

In line with our focus on Sustainable Practices, our facility incorporates environment-friendly practices, such as energy-efficient systems, waste reduction strategies, and responsible resource management. To minimize our environmental footprint while delivering superior products.

Our Customer centric orientation ensures we work closely with our customers to understand their specific requirements and tailor our production processes accordingly. Whether it's customization, quality control, or timely delivery, we strive to exceed customer expectations at every step.



# 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 Founded 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.



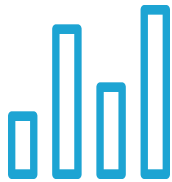
## Customer Profile

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%  
 Consolidated FY 2022 ROE- 15.5%



## Milestones

In 2020, the company acquired Magal Cables UK



## Recognition

- Great Place to Work Certified 2022 & 2023
- **TOP 100 BEST MID-SIZE WORKPLACE 2023**
- Ford Q1 Preferred Quality Status
- Registered JLRQ supplier
- Renault ASES Certified
- Ashok Leyland GOLD award for Quality 2022
- Inteva Best Supplier Award 2022



INR **313** Crs of  
Total Income in FY 23



INR 25.94 Crs of  
EBITDA in FY 23



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



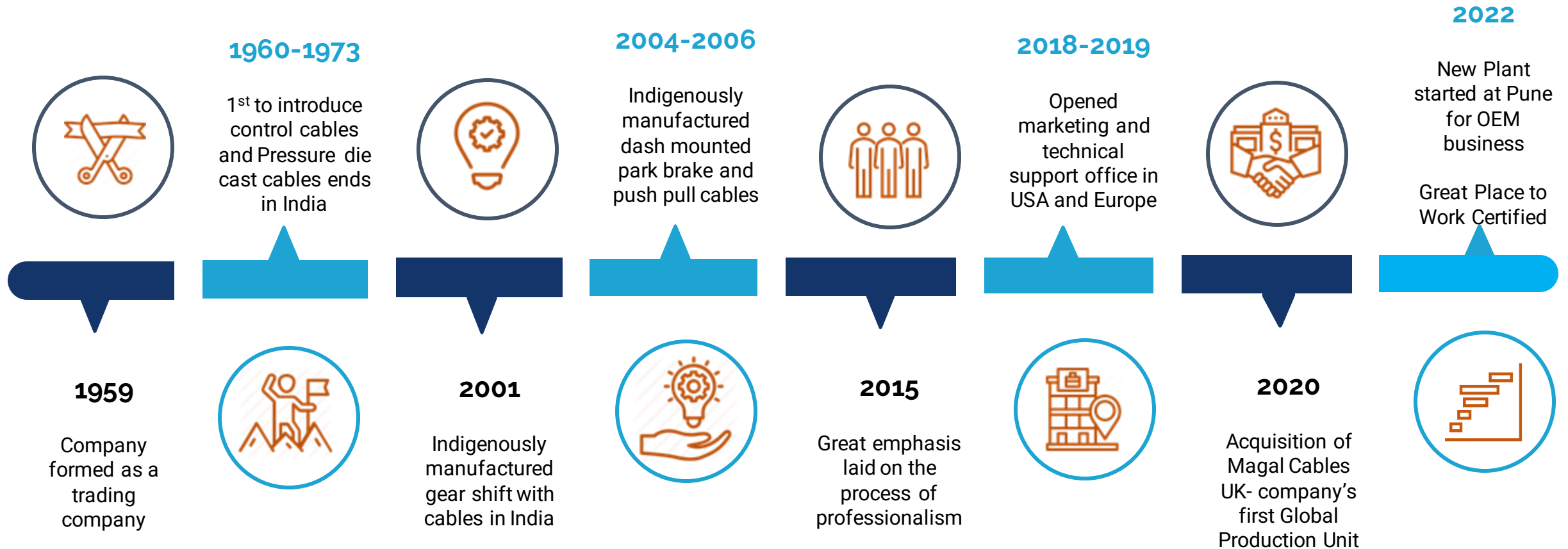
**5** State of the Art Plants  
**4** India and **1** in UK



Exports to more  
than **19** countries



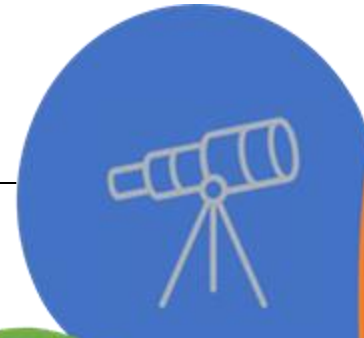
**246** Permanent employees  
combined (India 200 and UK 46)





## 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

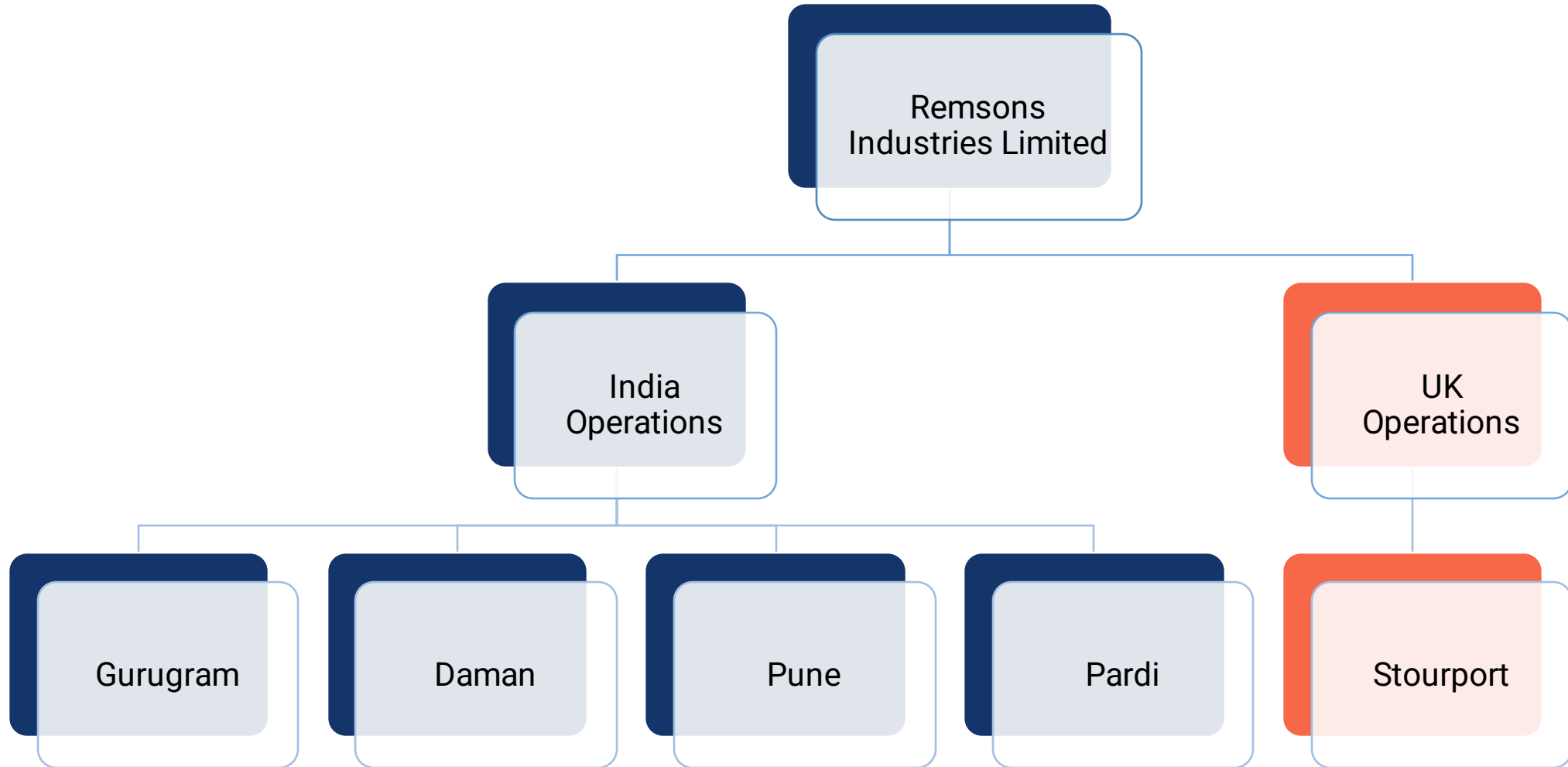
Let's Build a culture of total Customer Satisfaction. Through Strict adherence to high standards of quality from development and launch processes to activity on the shop floor, we will design and build components beyond the expectations of both our internal and external customers.



## RELATIONSHIP

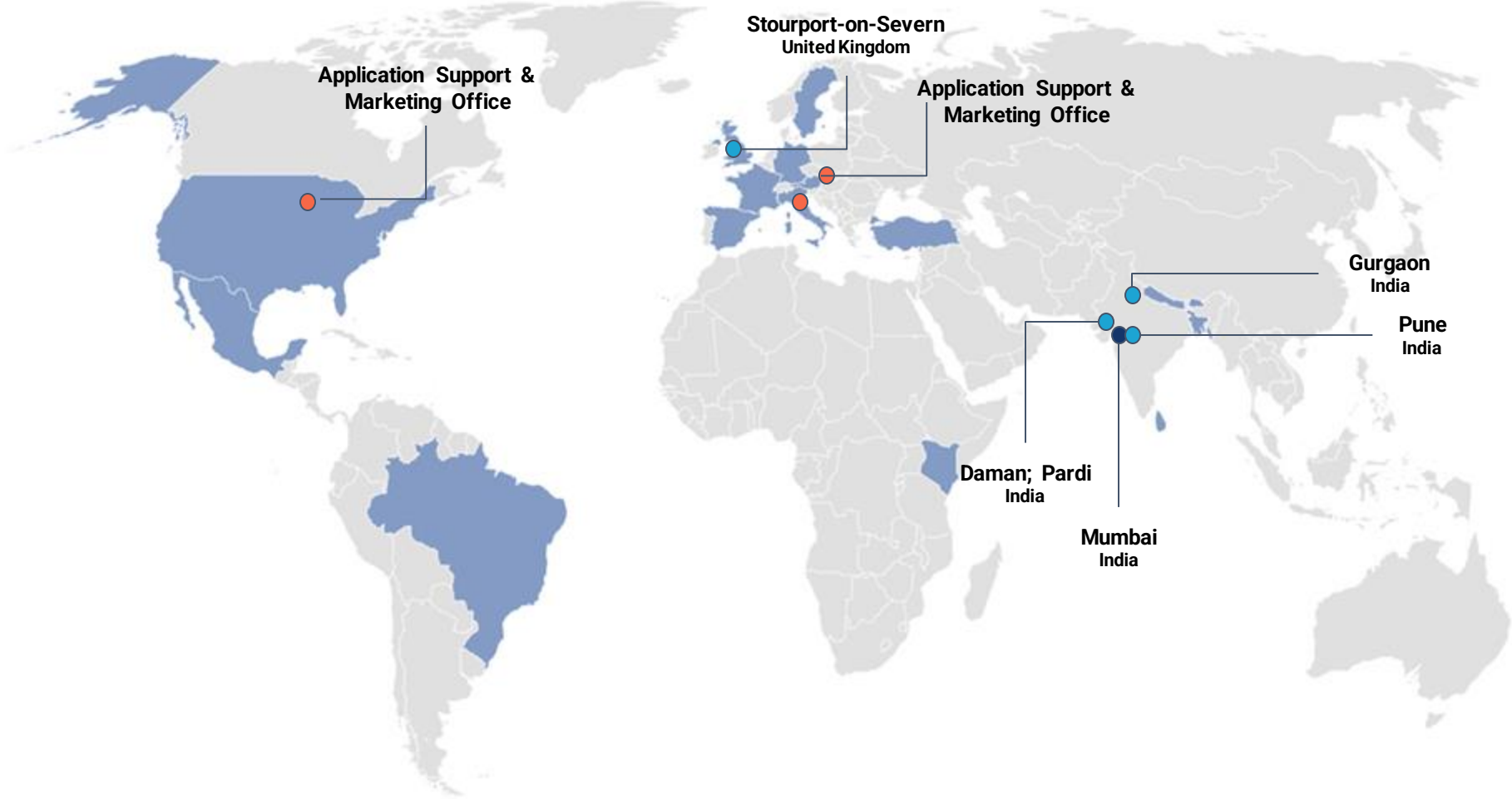
Remsons believes in the long term, so we maintain great relations with our customers, employees and suppliers and Strategic Relationship that extend the horizon of our business





**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**

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



**Application Support Office:**

- Italy
- Germany
- USA

- Headquarters - India
- Manufacturing Plant
- Application Support



## MULTI LOCATION ESTABLISHMENT

- ❑ MUMBAI – Corporate Office
- ❑ PUNE
- ❑ GURUGRAM
- ❑ DAMAN
- ❑ PARDI ( GUJARAT)
- ❑ UNITED KINGDOM (STOURPORT ON SEVERN)

GURGAON, HARYANA



PUNE, MAHARASHTRA



STOURPORT-ON-SEVERN, UNITED KINGDOM





**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 overall 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 & Specialised Courses with IIM Ahmedabad and having 15 years of experience in the field of Management.

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, Remsons 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

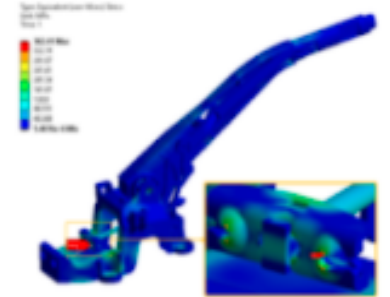


## Design

Complete  
In-House Design  
Capabilities

## FEA

In-House Simulation & FEA  
Capabilities Established



**Product  
Development  
Capabilities  
Enhancement**

## Validation

Continuous upgradation of  
In-House Product Validation  
Capability



## Technology Synergy

Design and  
Validation Synergy Between  
UK & India



Push Pull Cables



Pedal Box



Handle Assembly



Gear Shift Systems



Jacks



Parking Brake Assembly



Winch Assembly



Auto Adjust Clutch Cable

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 & Clutch 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	Bottle Jacks	Forward & Reverse Cables	Forward & Reverse Cables

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

Passenger Cars (Tier – I)



Commercial Vehicles



2 & 3-Wheeler



Electric 2-Wheeler\*



Agriculture



INDIA

UK

## IATF 16949:2016

## ISO 14001:2015

## IATF 16949:2016

## ISO 14001:2015

**CERTIFICATE**

This is to certify that

**Remsons Industries Ltd.**  
1/3, Mile Stone  
Khandala 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 2018-08-01  
This certificate is valid until 2021-07-31  
IATF No. 0319993

2-AD-QMC-01001

For and on behalf of DQS

Naveen S. Venkatasubram  
Corporate Program Manager Automotive, DQS Holding GmbH

Michael Drecher  
Managing Director, DQS Holding GmbH

IATF Contact Office: DQS Holding GmbH, Konrad-Adenauer-Allee 9-10, 61118 Bad Vilbel, Germany

**CERTIFICATE**

This is to certify that

**Remsons Industries Limited**  
1/3 Mile Stone  
Khandala 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 Generator 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 LIM  
Date of original certification 2005-05-05  
Date of certification 2018-05-11  
Valid until 2021-05-10

DQS Inc.

Brad McGuire  
Managing Director

Accredited Body: DQS Inc., 1130 West Lake Cook Road, Suite 340, Buffalo Grove, IL 60089 USA.  
Administrative Office: DQS India Quality Systems (India) Pvt. Ltd., 5th Floor, Arjaneya Techno Park, 142, 1st Ave, Airport Road, Hoodi, Bangalore - 560 017 - India.

**LRQA**

Certification date: 18 April 2021  
Issue date: 18 April 2021  
Certificate number: 1692740  
IATF Certificate number: 000484

**Certificate of Approval**

This is to certify that the Management System of:

**Remsons Automotive Limited**  
Baldwin Road, Stourport-On-Severn, DY13 9BB, United Kingdom

has been approved by LRQA to the following standards:

**IATF 16949:2016**  
Approval number(s): IATF 16949 - 0004284-001

The scope of this approval is applicable to:  
Design and manufacturing of control cables, gear shafts, winches, pressings and plastic moulding and mechanical assemblies.

Marta Escudero  
Regional Director, United Kingdom and Americas (UKAM)  
Issued by: LRQA Limited

Revised/Issue date: 17 July 2020  
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**LRQA**

Current issue date: 12 July 2020  
Issue date: 12 July 2020  
Certificate number: 1692740  
Original approval: ISO 14001:2015

**Certificate of Approval**

This is to certify that the Management System of:

**Remsons Automotive Limited**  
Baldwin Road, Stourport-On-Severn, DY13 9BB, United Kingdom

has been approved by LRQA to the following standards:

**ISO 14001:2015**  
Approval number(s): ISO 14001 - 0006512

The scope of this approval is applicable to:  
Activities including and associated with the design, development and manufacture of control cables, gears, gear shafts, winches, pressings, plastic mouldings, and mechanical assemblies associated with the automotive original equipment, and service parts industries.

Marta Escudero  
Regional Director, United Kingdom and Americas (UKAM)  
Issued by: LRQA Limited

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## AWARDS & RECOGNITIONS

- ❑ Jamnalal Bajaj Award – For Fair Business Practices
- ❑ ACMA Award – First Technology Award for Upgradation of Technology
- ❑ 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.
- ❑ 19th Annual World Excellence Award by Ford
- ❑ 1<sup>st</sup> Place in HR Best Practises ACMA - 2021
- ❑ Best Supplier Award by INTEVA Products - 2022
- ❑ Best Supplier GOLD Award by Ashok Leyland - 2022
- ❑ Best Development Award ADVIK - 2023
- ❑ TOP 100 Best Mid-Size Companies to Work In Award. - 2023
- ❑ ACMA Award in QC Competition – 1st Place in Productivity Improvement Category - 2023





SILVER RATING OF SUSTAINABILITY 2021



MEMBER OF THE UN GLOBAL COMPACT



CORPORATE SOCIAL RESPONSIBILITY - AWARD 2022



GENERATION OF 500 KVA PER MONTH.



Ecovadis Score Card Shows about company's performance in four themes

1. Environment
2. Labor & Human Rights
3. Ethics
4. Sustainable Procurement

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.

1. Environment
2. Labor & Human Rights
3. Anti-Corruption

Education to the handicapped, the poor and the marginalized children in rural areas, tribal villages and urban slums is a priority concern for IDF. Education gives empowerment in employment areas, commercial activities, health care and in fact Total Quality of Life. We are also focusing on Women Empowerment Programmes providing adult education and vocational training to women

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

GREAT MID SIZE WORKPLACE COMPANY - AWARD BY GPTW

**When the Goal is Greatness,  
Milestones Are A Natural Outcome**

As we navigate the challenges and opportunities in our workplace, let's take a moment to reflect on the essence of what makes our organization truly successful – our people.

Each one of them brings unique skills, experiences, and perspectives that contribute to the dynamic fabric of our team. It is essential to acknowledge that it is the collective dedication, hard work, and passion of our employees that drive the growth and success of our company.

let's continue to support and celebrate each other's accomplishments. Let's cultivate an environment where every voice is heard, ideas are valued, and individuals feel inspired to give their





- Dignity Project – Distributing Menstrual kits to 600 Girls in School.
- Meri Pathshala – Revamping Projects in Rural Schools.
- Clean Water Project – Leprosy Ashram.
- Mid-Day Meal Sponsor – 400 Students per year.
- Computer Donations in Schools
- Health Check-up for Underprivileged people
- Grocery Kits distribution for 150 Underprivileged people
- Cataract Surgery for 30 Underprivileged people
- Blood Donation Camp – At Pune
- Plantation of 2,000 Trees in Gujarat (Pardi)



**BEST CSR AWARD – 3 Yrs in a ROW**

**Team IDF – Dr. Narayan AB. Iyer  
Co-founder IDF, Mr. Amlan Roy, Head of  
Communication**



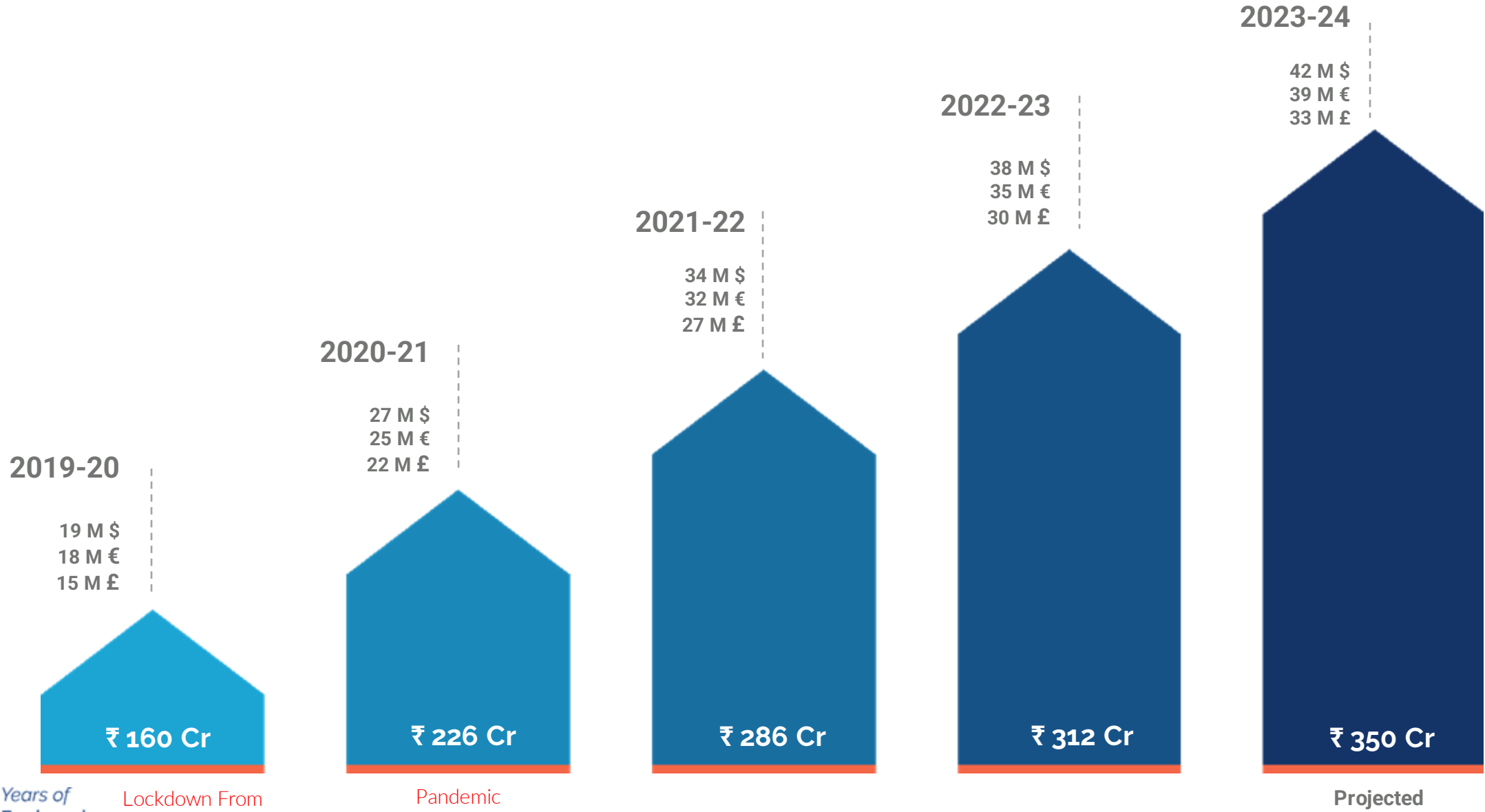


# Financials

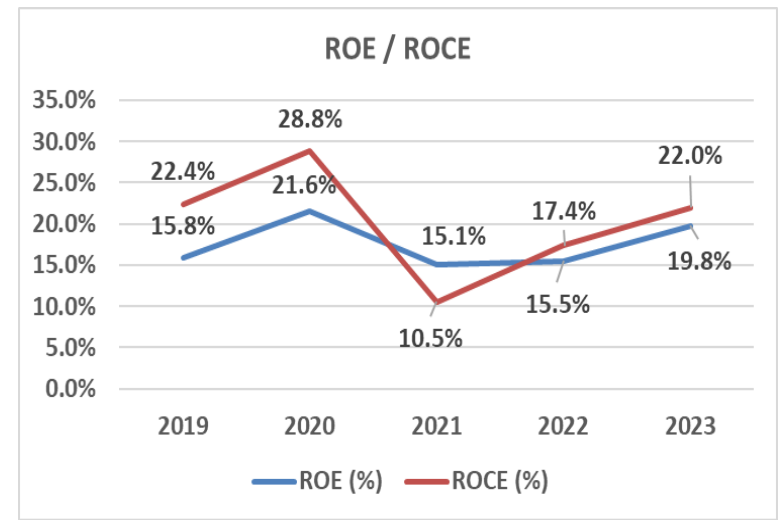
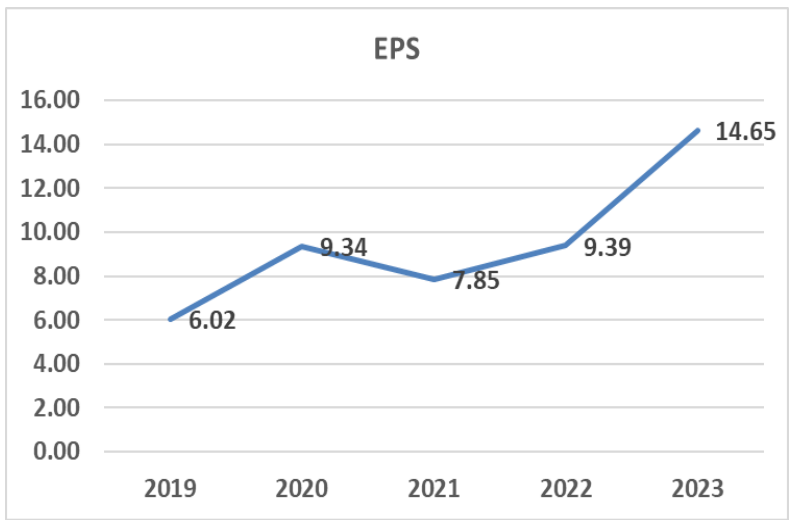
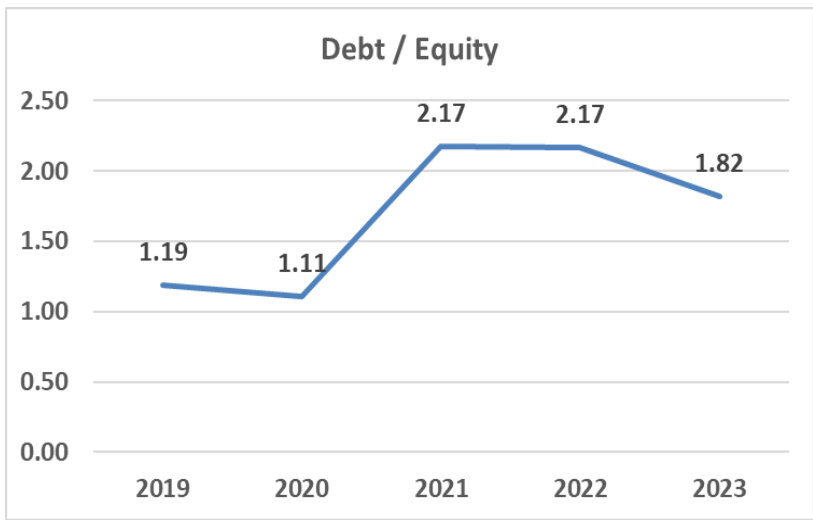
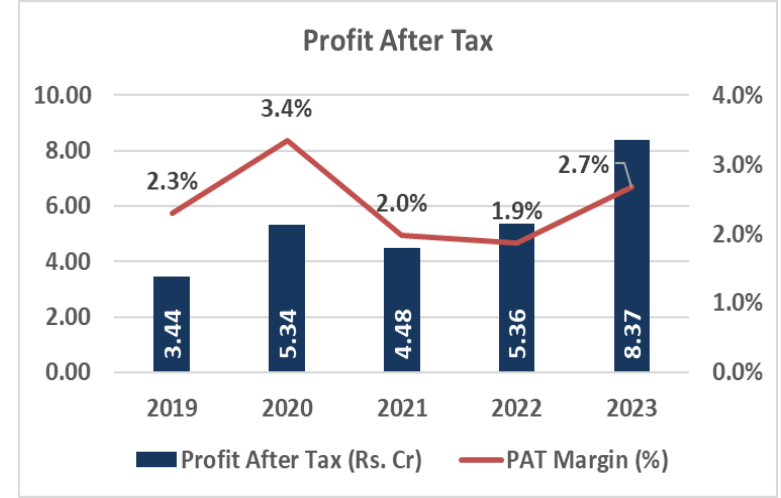
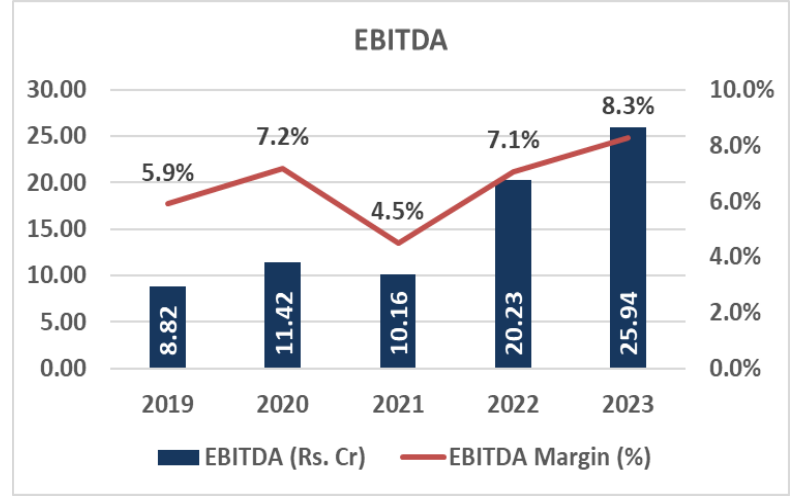
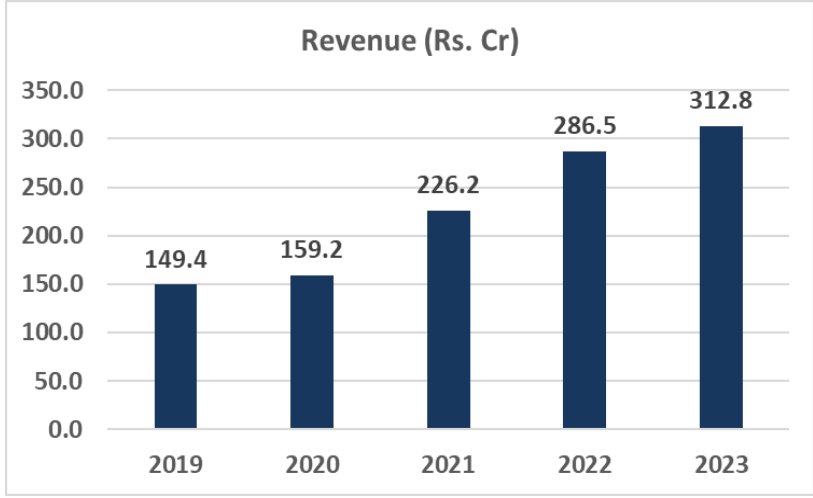


# FIVE YEARS SALES TREND

All Conversion Rates are as of 7<sup>th</sup> July 2023



# PROFITABLE GROWTH, STRONG ROE, ROCE (CONSOLIDATED)



# ANNUAL- STANDALONE PROFIT & LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Net sales	128.13	149.38	159.18	195.48	223.28	263.96
Cost of Goods Sold	78.07	92.98	95.71	136.29	152.81	179.90
Employee expenses	23.89	26.97	30.99	30.03	33.71	37.25
Other expenses	18.14	20.60	21.05	19.19	22.74	26.55
Total Expenditure	120.09	140.56	147.76	185.51	209.26	243.70
EBITDA	8.04	8.82	11.42	9.97	14.03	20.27
EBITDA Margin (%)	6.27%	5.91%	7.17%	5.10%	6.28%	7.68%
Other income	1.58	0.75	1.70	1.95	1.16	1.70
Depreciation & Amortization	2.52	2.49	3.19	3.28	5.48	6.19
Interest	2.55	2.18	2.52	3.11	5.25	5.20
PBT (before exceptional items)	4.55	4.90	7.41	5.53	4.46	10.58
Exceptional / EO items	-	-	-	3.30	0.74	-
PBT (after exceptional items)	4.55	4.90	7.41	8.82	5.20	10.58
Tax	1.11	1.46	2.08	2.17	1.65	2.82
Reported Net Profit	3.45	3.44	5.34	6.66	3.55	7.75
PAT Margin (%)	2.66%	2.29%	3.32%	3.37%	1.58%	2.92%
Adjusted Net Profit	3.45	3.44	5.34	3.36	2.81	7.75
Reported EPS Rs	6.03	6.02	9.34	11.65	6.21	13.57
Adj. EPS Rs	6.03	6.02	9.34	5.88	4.91	13.57



# ANNUAL-CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Net sales	128.13	149.38	159.18	226.15	286.45	312.80
Cost of Goods Sold	78.07	92.98	95.71	151.68	180.79	195.13
Employee expenses	23.89	26.97	30.99	39.58	52.27	56.50
Other expenses	18.14	20.60	21.05	24.73	33.16	35.24
Total Expenditure	120.09	140.56	147.76	215.99	266.22	286.86
EBITDA	8.04	8.82	11.42	10.16	20.23	25.94
Other income	1.58	0.75	1.70	2.41	0.74	1.60
Depreciation & Amortization	2.52	2.49	3.19	4.41	7.93	9.14
Interest	2.55	2.18	2.52	3.54	6.43	6.34
PBT (before exceptional items)	4.55	4.90	7.41	4.62	6.60	12.06
Exceptional / EO items	-	-	-	3.30	0.74	-
PBT (after exceptional items)	4.55	4.90	7.41	7.92	7.34	12.06
Tax	1.11	1.46	2.08	3.43	1.98	3.69
Reported Net Profit	3.45	3.44	5.34	4.48	5.36	8.37
Adjusted Net Profit	3.45	3.44	5.34	1.19	4.62	8.37
Reported EPS Rs	6.03	6.02	9.34	7.85	9.39	14.65
Adj. EPS Rs	6.03	6.02	9.34	2.08	8.09	14.65
EBITDA Margin (%)	6.3%	5.9%	7.2%	4.5%	7.1%	8.3%
PAT Margin (%)	2.7%	2.3%	3.4%	2.0%	1.9%	2.7%



# ANNUAL- STANDALONE BALANCE SHEET (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
<b>Assets</b>						
<b>Non-Current Assets</b>						
Property, Plant & Equipment	21.75	21.51	21.71	24.05	27.91	32.98
Right of Use of Assets	-	-	0.54	8.81	6.87	4.89
Capital Work in Progress	0.05	0.14	0.08	0.35	0.54	0.85
Investment Property	0.07	0.07	0.07	0.06	0.06	0.06
Other Intangible Assets	0.52	1.49	1.28	1.22	1.42	1.31
<b>Financial Assets</b>						
Non-Current Investments	0.10	0.05	0.03	5.09	19.10	19.10
Loans	-	-	-	16.15	-	-
Other Financial Assets	0.44	0.64	0.49	0.97	1.08	1.26
Other Non-Current Assets	0.36	0.25	0.60	2.56	3.61	1.06
<b>Total Non-Current Assets</b>	<b>23.29</b>	<b>24.15</b>	<b>24.81</b>	<b>59.26</b>	<b>60.59</b>	<b>61.51</b>
<b>Current Assets</b>						
Inventories	22.57	26.87	32.79	35.78	35.21	37.60
Trade Receivables	19.90	25.87	22.32	32.52	40.93	45.00
Cash & Cash Equivalents	1.00	0.44	1.74	0.39	0.82	3.50
Other Financial Assets	0.76	0.17	0.38	0.94	0.12	0.65
Investments	-	-	-	0.49	0.51	-
Loans	-	-	-	1.51	3.48	3.57
Current tax Assets	-	0.03	0.03	0.03	0.03	-
Other Current Assets	2.17	2.68	2.55	7.75	3.10	3.41
<b>Total Current Assets</b>	<b>46.40</b>	<b>56.05</b>	<b>59.81</b>	<b>79.41</b>	<b>84.23</b>	<b>93.73</b>
<b>Total Assets</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>138.67</b>	<b>144.81</b>	<b>155.24</b>

ANNUAL\_ STANDALONE BALANCE SHEET (2/2)

	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
<b>Equities &amp; Liabilities</b>						
Share Capital	5.71	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	13.84	16.03	19.03	25.68	28.89	35.99
Net Worth	19.55	21.74	24.74	31.39	34.60	41.70
<b>Non-Current Liabilities</b>						
Long Term Borrowings	8.24	7.87	7.53	20.56	18.06	15.44
Provisions	0.22	0.26	0.44	0.38	0.41	0.45
Lease Liabilities	-	-	-	7.11	5.44	3.52
Deferred Tax Liabilities	0.20	0.61	1.13	1.82	2.01	1.63
Total Non- Current Liabilities	8.66	8.74	9.10	29.88	25.93	21.04
<b>Current Liabilities</b>						
Short-Term Borrowings	19.89	18.46	21.60	22.92	40.57	44.05
Lease Liability				1.48	1.74	1.93
Trade Payables	18.22	28.09	24.63	41.36	36.22	40.04
Other Financial Liabilities	0.92	1.00	1.89	7.74	1.17	0.95
Other Current Liabilities	1.58	1.29	0.92	3.81	4.20	4.39
Provisions	0.41	0.85	1.31	1.00	0.15	0.28
Current tax Liabilities	0.46	0.03	0.42	0.56	0.24	0.86
Total Current Liabilities	41.48	49.72	50.78	77.40	84.28	92.50
Total Liabilities	69.69	80.20	84.63	138.67	144.81	155.24

# ANNUAL- CONSOLIDATED BALANCE SHEET (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
<b>Assets</b>						
<b>Non-Current Assets</b>						
Property, Plant & Equipment	21.75	21.51	21.71	31.71	34.40	40.74
Right of Use of Assets	-	-	0.54	8.81	6.87	4.89
Capital Work in Progress	0.05	0.14	0.08	0.35	0.54	0.85
Investment Property	0.07	0.07	0.07	15.21	14.99	15.34
Other Intangible Assets	0.52	1.49	1.28	3.54	3.46	3.17
Financial Assets	0.44	0.64	0.49	1.92	1.07	1.27
Non-Current Investments	0.10	0.05	0.03	0.03	0.00	-
Loans	-	-	-	-	0.00	-
Other Non-Current Assets	0.36	0.25	0.60	2.56	3.61	1.06
<b>Total Non-Current Assets</b>	<b>23.29</b>	<b>24.15</b>	<b>24.81</b>	<b>64.13</b>	<b>64.95</b>	<b>67.32</b>
<b>Current Assets</b>						
Inventories	22.57	26.87	32.79	47.16	46.15	47.24
Trade Receivables	19.90	25.87	22.32	42.73	52.12	54.70
Cash & Cash Equivalents	1.00	0.44	1.74	2.23	6.39	15.41
Other Financial Assets	0.76	0.17	0.38	0.94	0.12	0.65
Investments	-	-	-	0.49	0.50	-
Loans	-	-	-	-	0.00	-
Current tax Assets	-	0.03	0.03	0.03	0.03	-
Other Current Assets	2.17	2.68	2.55	7.60	4.56	4.97
<b>Total Current Assets</b>	<b>46.40</b>	<b>56.05</b>	<b>59.81</b>	<b>101.17</b>	<b>109.89</b>	<b>122.97</b>
<b>Total Assets</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>165.30</b>	<b>174.84</b>	<b>190.29</b>

# ANNUAL-CONSOLIDATED BALANCE SHEET (2/2)

	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
<b>Equities &amp; Liabilities</b>						
Share Capital	5.71	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	13.84	16.03	19.03	24.01	28.82	36.56
<b>Net Worth</b>	<b>19.55</b>	<b>21.74</b>	<b>24.74</b>	<b>29.72</b>	<b>34.53</b>	<b>42.27</b>
<b>Non-Current Liabilities</b>						
Long Term Borrowings	8.24	7.87	7.53	34.37	29.36	32.14
Provisions	0.22	0.26	0.44	0.38	0.41	0.45
Lease Liabilities	-	-	-	8.37	6.05	3.52
Deferred Tax Liabilities	0.20	0.61	1.13	4.17	4.65	5.24
<b>Total Non- Current Liabilities</b>	<b>8.66</b>	<b>8.74</b>	<b>9.10</b>	<b>47.29</b>	<b>40.47</b>	<b>41.35</b>
<b>Current Liabilities</b>						
Short-Term Borrowings	19.89	18.46	21.60	25.04	42.87	44.86
Trade Payables	18.22	28.09	24.63	48.98	48.40	53.30
Other Financial Liabilities	0.92	1.00	1.89	8.72	3.88	2.89
Other Current Liabilities	1.58	1.29	0.92	3.98	4.29	4.48
Provisions	0.41	0.85	1.31	1.00	0.15	0.28
Current tax Liabilities	0.46	0.03	0.42	0.56	0.24	0.86
<b>Total Current Liabilities</b>	<b>41.48</b>	<b>49.72</b>	<b>50.78</b>	<b>88.29</b>	<b>99.84</b>	<b>106.67</b>
<b>Total Liabilities</b>	<b>69.69</b>	<b>80.20</b>	<b>84.63</b>	<b>165.30</b>	<b>174.84</b>	<b>190.29</b>

# Thank You!

For further information, please contact

## **Remsons Industries Limited**

Tel: +91 22 2612 2368/2611 3883

Email: [corporate@remsons.com](mailto:corporate@remsons.com)

[www.remsons.com](http://www.remsons.com)

## **KAPTIFY Consulting**

Strategy & Investor Relations Consulting

Tel: +91 845 288 6099 | Email: [info@kaptify.in](mailto:info@kaptify.in)

[www.kaptify.in](http://www.kaptify.in)