

# REMSONS

## Industries limited

P.O.Bag No.7685 Mumbai- 400067  
Tel. : 26122368 / 26113883 / 26114452  
Web : [www.remsons.com](http://www.remsons.com)  
CIN : L51900MH1971PLC015141

2<sup>nd</sup> July, 2021

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

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

Dear Sir,

**Sub.: Investor Presentation**

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

Kindly take the same in your record.

Thanking you,

Yours faithfully,

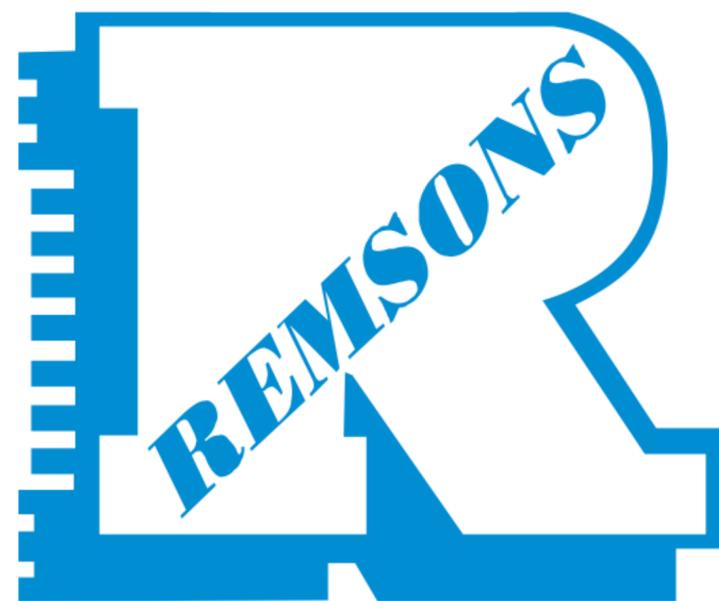
For **REMSONS INDUSTRIES LIMITED**



**ROHIT DARJI**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**

Encl.: A/a





# REMSONS INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q4 & 12M FY20-21

# Disclaimer

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

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

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

# A LITTLE BIT OF HISTORY

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

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

He started Remsons in 1959.

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

WHERE CREATION IS THE CULTURE !



# Remsons Industries Limited- At A Glance



## ABOUT US

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



## CUSTOMER PROFILE

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



## STRATEGY

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



## FINANCIALS

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



## MILESTONES

In 2020, the company acquired Magal Cables UK



## RECOGNITION

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



# REMSONS DNA

## VISION

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

## MISSION

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

## QUALITY

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



## EMPOWER

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

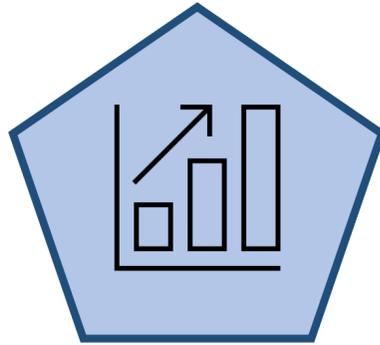
## ETHICS

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

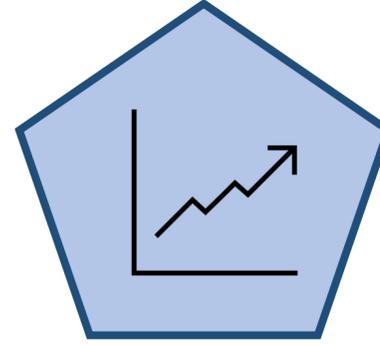
## RELATIONSHIP

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

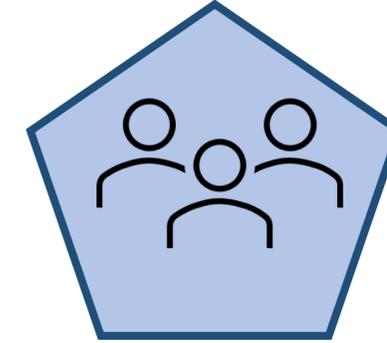
# Key Highlights



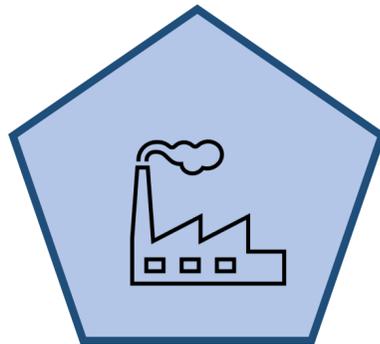
**INR 228.5 crs of  
Total Income in FY 21**



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



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



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

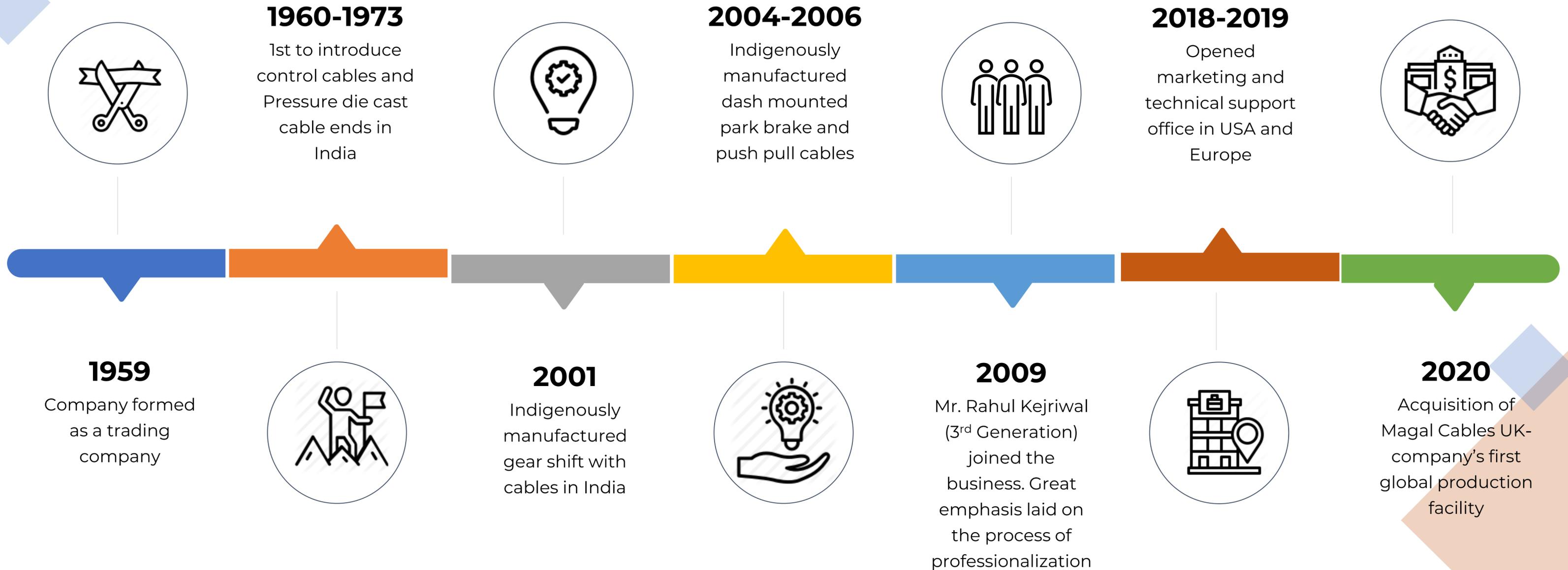


**Presence in more  
than 17 countries**



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

# Milestones Achieved



# Product Gallery

Control Cables



Pedal Box



Gear Shifters



## CABLES

CONTROL CABLES  
FLEXIBLE SHAFTS  
PUSH PULL CABLES

## SYSTEMS

GEAR SHIFTERS  
PARKING BRAKE  
PEDAL BOX  
WINCHES  
JACKS



Jacks



Winches

# Application of Products

Serving all Segments of Industry

2-wheeler

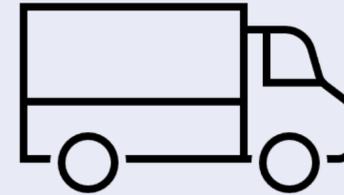
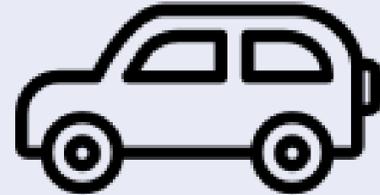
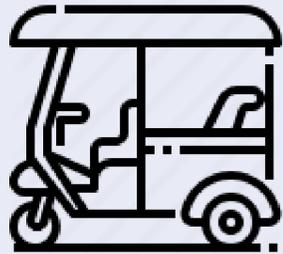
3-wheeler

4-wheeler

CV

Off-Roader

Agriculture

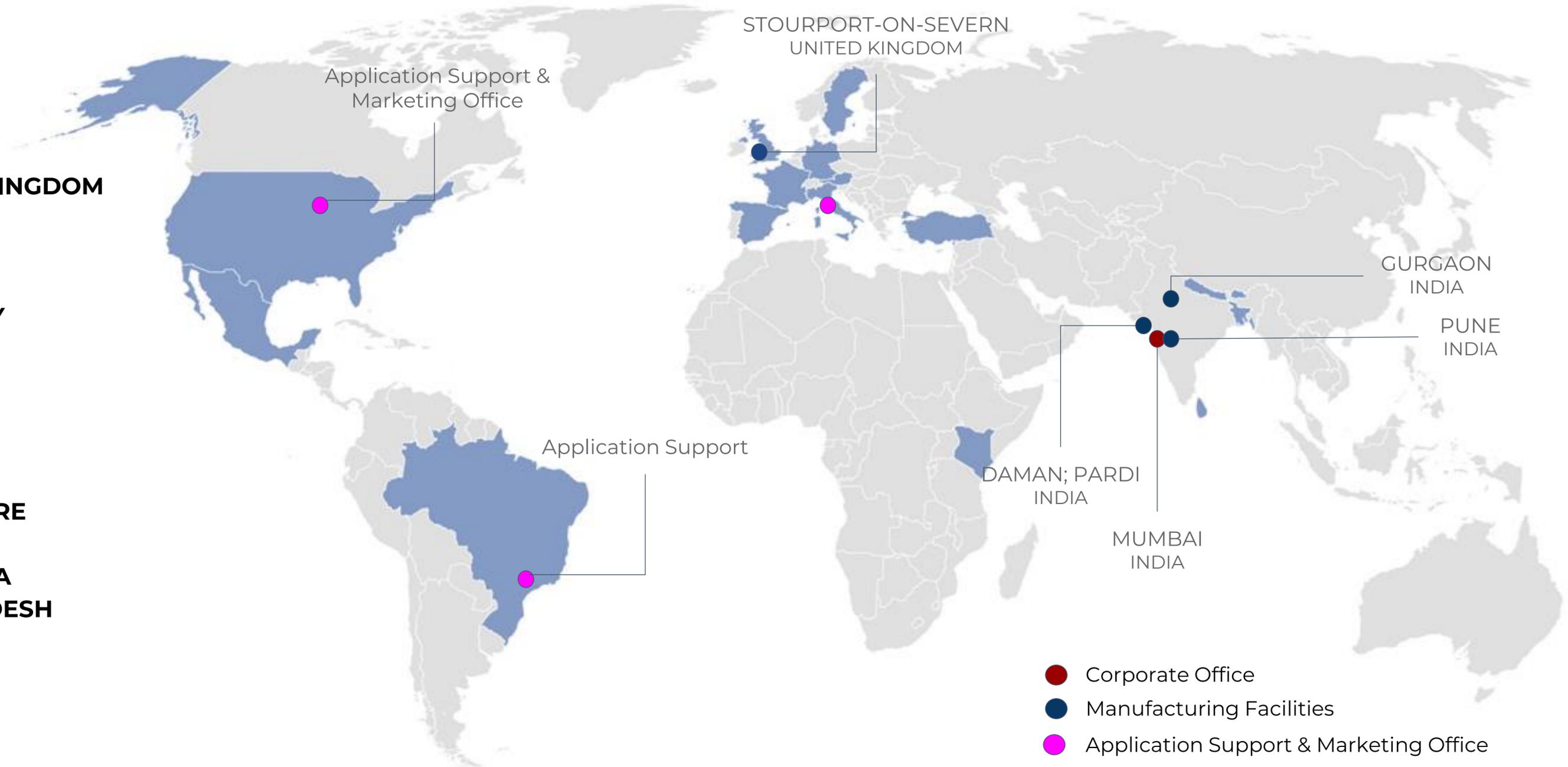


Brake - Front, Rear, Combi	Clutch / PKB Cable	Parking Brake Cable	Parking Brake Cable	Accelerator Cables	Clutch & Brake Cable
Accelerator Cable	Gasoline Cable	Body Cables	Gear Shifter with Cables	PTO Cables	Accelerator Cables
Clutch Cable	Gear Cable	Gear Shifter with Cables	Bonnet Release Cables	Door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

# Global Presence

## EXPORTS TO:

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



# Manufacturing Facilities



4 Plants in India  
1 Plant in UK



# In-House Product Development Capabilities

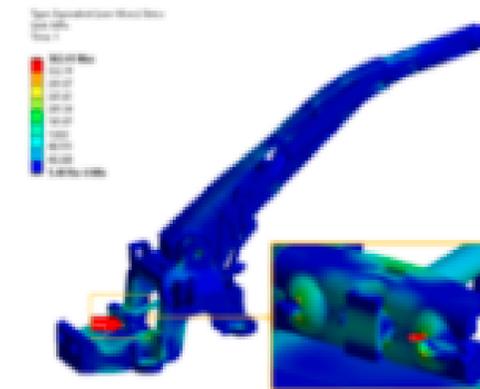


## Design

Complete In-House Design Capabilities

## FEA

In-House Simulation & FEA Capabilities Established



**Product Development Capabilities Enhancement**

## Technology Synergy

Design and Validation Synergy Between UK & India

## Validation

Continuous upgradation of In-House Product Validation Capability



# Customer Profile



**IVECO**



**NAVISTAR**



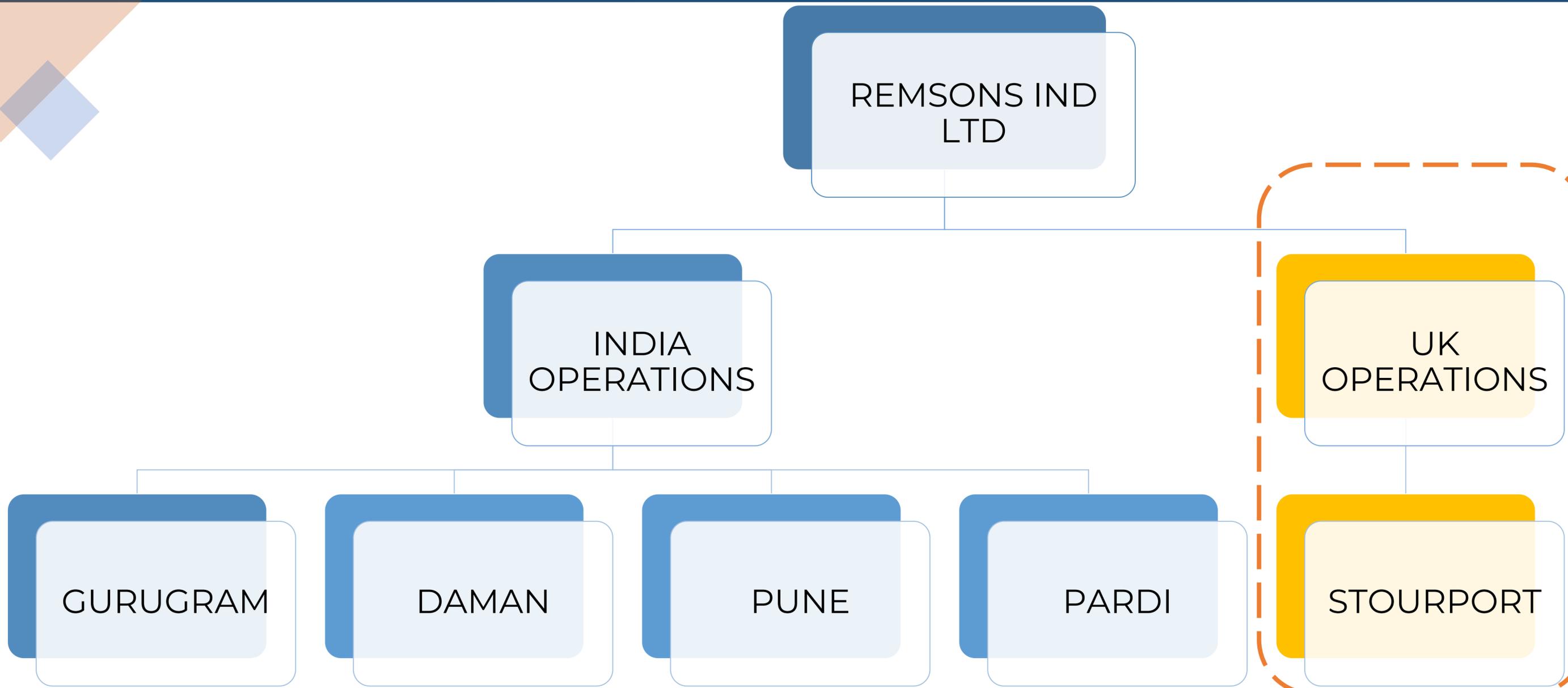
**SML  
ISUZU**



**FORCE**



# Group - Organization Structure



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

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



# Management Details



## Krishna Kejriwal

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



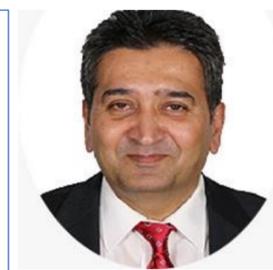
## Amit Srivastava

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



## Rahul Kejriwal

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



## Davinder Bains

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



# Quality Certification

## IATF 16949:2016



### CERTIFICATE



This is to certify that

**Remsons Industries Ltd.**

1/3, Mile stone  
Khandsa 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-IAO-QMC-01001

For and on behalf of DQS

Nurani S. Venkatachalam  
Corporate Program Manager Automotive, DQS Holding GmbH

Michael Drechsel  
Managing Director, DQS Holding GmbH

IATF Contract Office: DQS Holding GmbH, Konrad-Adenauer-Allee 8-10, 61118 Bad Vilbel, Germany

2017-03-09



### CERTIFICATE



This is to certify that

**Remsons Industries Limited**

1/3 Mile Stone  
Khandsa Road  
Gurgaon - 122 001  
Haryana  
INDIA

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

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

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

**ISO 14001 : 2015**

Certificate registration no. 20002477 UM  
Date of original certification 2005-08-05  
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: Deutsch Quality Systems (India) Pvt. Ltd., 5th Floor, Anjaneya Techno Park, 147, HAL Airport Road, Kodihalli, Bangalore - 560 017 - India

## ISO 14001: 2015



# Q1

FORD PREFERRED  
QUALITY STATUS

# JLRO



# RENAULT

# ASES CERTIFIED



# Awards & Recognition

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



# Strategy for Profitable Growth

## New Product

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

Product Development- Offering and diversifying products range

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

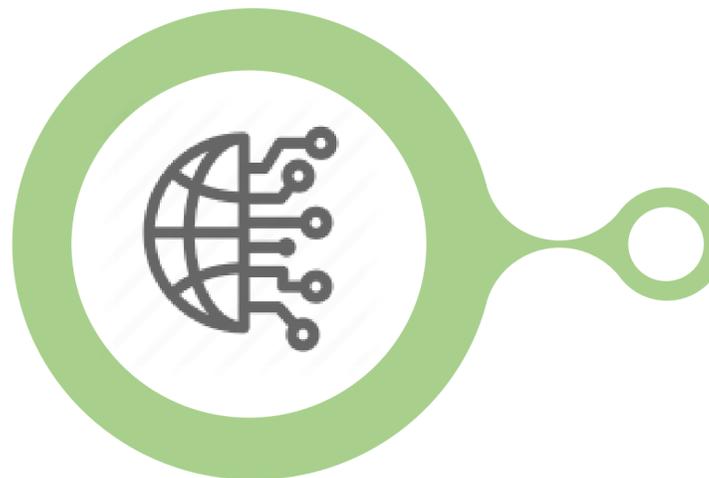
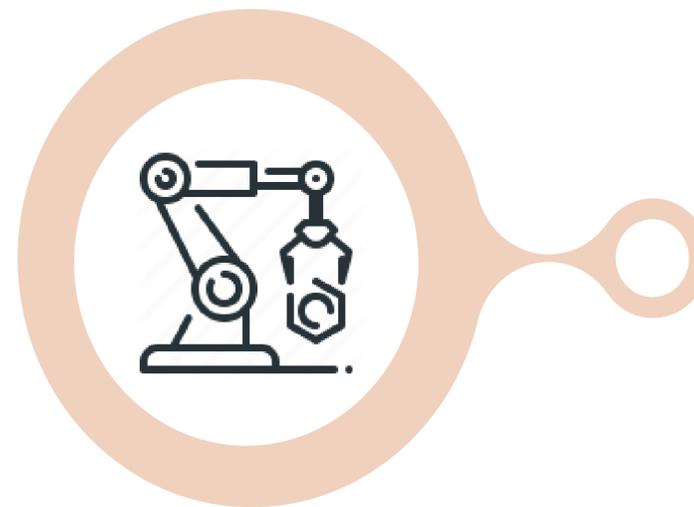
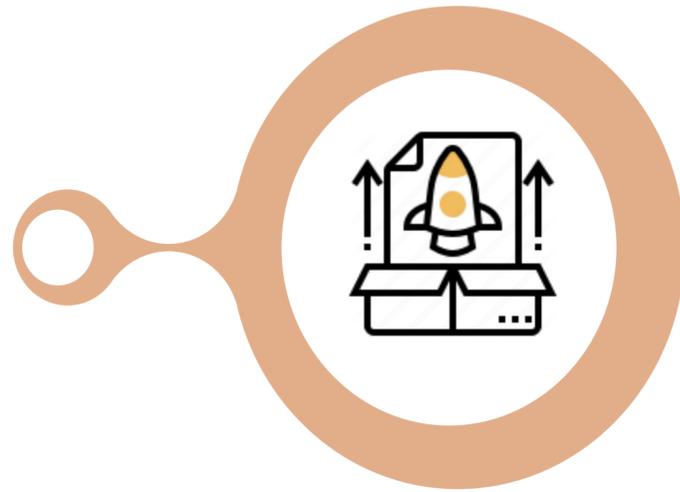
Focusing on offering tailor made solutions and increasing share of high margin products in revenue mix

## New Customers

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

Dedicated marketing team for exploring opportunities in Overseas Markets

Leveraging relationship with Global OEMs to penetrate their Global Operations



## Operational Efficiency

Consolidation of Daman Plant with Pune plant

Lean and Agile Manufacturing processes

Increasing Asset Utilization

Cost reduction measures at organization and plant level

Monitoring Covid-19 test, results across locations

## New Technologies

Technology Synergy between Magal UK to Remsons in India

Bringing Operational excellence through Automation

Focusing on R&D and Sustainable manufacturing

# CSR Activity- Supporting the Society

*"We remain Committed to Society"*



## PM CARES

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

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



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



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



Awarded for the best CSR Activity by Indian Development Foundation



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



# Q4FY21 Standalone Results

Quarterly Performance			
Particulars (INR in crs)	31 <sup>st</sup> March 2021	31 <sup>st</sup> December 2020	31 <sup>st</sup> March 2020
Net Revenue from Operations	60.40	67.01	35.52
Other Income	0.64	1.05	0.72
<b>Total Revenue</b>	<b>61.03</b>	<b>68.06</b>	<b>36.23</b>
COGS	40.62	46.54	20.79
Employee Benefit Expenses	9.19	9.56	7.79
Other Expenses	5.97	6.43	5.16
Total Expenditure	55.78	62.53	33.75
<b>EBITDA before (Excep Items)</b>	<b>5.25</b>	<b>5.53</b>	<b>2.49</b>
<b>EBITDA margin (%)</b>	<b>8.60%</b>	<b>8.12%</b>	<b>6.86%</b>
Exceptional Items	3.30	-	-
<b>EBITDA after (Excep Items)</b>	<b>8.55</b>	<b>5.53</b>	<b>2.49</b>
Finance Costs	1.13	0.97	0.56
Depreciation	0.93	0.85	0.82
PBT	6.49	3.71	1.11
Tax Expenses	1.59	0.95	0.34
<b>PAT</b>	<b>4.89</b>	<b>2.77</b>	<b>0.76</b>
<b>PAT margin (%)</b>	<b>8.02%</b>	<b>4.07%</b>	<b>2.11%</b>
<b>EPS</b>	<b>8.57</b>	<b>4.84</b>	<b>1.34</b>

Yearly Performance	
12M 31 <sup>st</sup> March 2021	12M 31 <sup>st</sup> March 2020
195.48	159.18
1.95	1.70
<b>197.42</b>	<b>160.88</b>
136.29	95.71
30.03	30.99
19.19	21.05
185.51	147.76
<b>11.92</b>	<b>13.12</b>
<b>6.04%</b>	<b>8.16%</b>
3.30	-
<b>15.22</b>	<b>13.12</b>
3.11	2.52
3.28	3.19
8.82	7.41
2.17	2.08
<b>6.66</b>	<b>5.34</b>
<b>3.37%</b>	<b>3.32%</b>
<b>11.65</b>	<b>9.34</b>

# Q4FY21 Consolidated Results

Quarterly Performance			Yearly Performance
Particulars (INR in crs)	31 <sup>st</sup> March 2021	31 <sup>st</sup> December 2020	31 <sup>st</sup> March 2021
Net Revenue from Operations	76.76	81.31	226.15
Other Income	0.85	1.30	2.41
<b>Total Revenue</b>	<b>77.62</b>	<b>82.61</b>	228.56
COGS	50.10	52.44	151.67
Employee Benefit Expenses	14.31	14.00	39.58
Other Expenses	7.90	10.05	24.73
Total Expenditure	72.31	76.49	215.99
<b>EBITDA before (Excep Items)</b>	<b>5.31</b>	<b>6.12</b>	<b>12.57</b>
<b>EBITDA margin (%)</b>	<b>6.84%</b>	<b>7.41%</b>	<b>5.50%</b>
Exceptional Items	3.30	-	3.30
<b>EBITDA after (Excep Items)</b>	<b>8.61</b>	<b>6.12</b>	<b>15.87</b>
Finance Costs	1.38	1.16	3.54
Depreciation	1.65	1.25	4.41
PBT	5.58	3.72	7.92
Tax Expenses	2.74	1.07	3.43
<b>PAT</b>	<b>2.84</b>	<b>2.65</b>	<b>4.49</b>
<b>PAT margin (%)</b>	<b>3.66%</b>	<b>3.21%</b>	<b>1.96%</b>
<b>EPS</b>	<b>4.97</b>	<b>4.64</b>	<b>7.85</b>

# Annual - Profit & Loss Statement

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

# Annual - Balance Sheet (1/2)

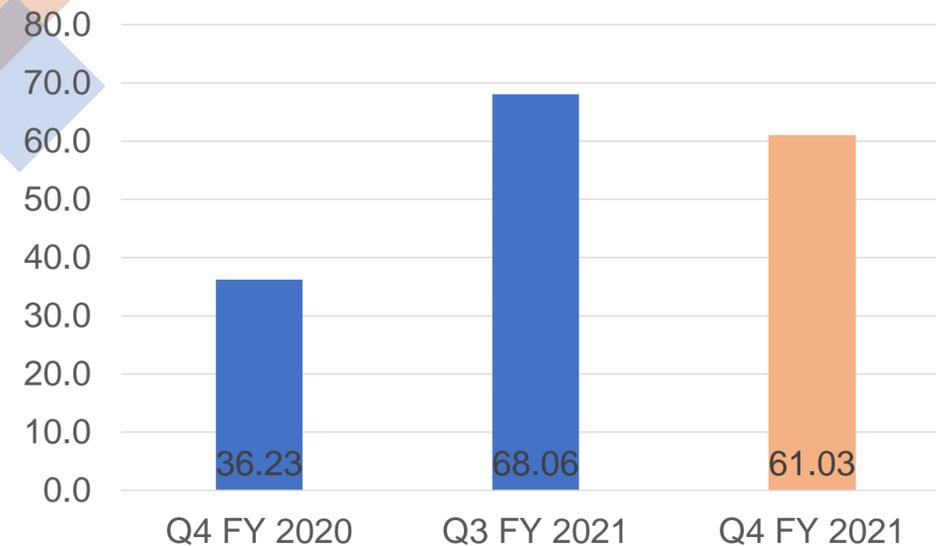
Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021 Standalone	FY 2021 Consolidated
<b>Assets</b>					
<b>Non-Current Assets</b>					
Property, Plant & Equipment	21.75	21.51	21.71	24.05	31.71
Right of Use of Assets	-	-	0.54	8.81	8.81
Capital Work in Progress	0.05	0.14	0.08	0.35	0.35
Investment Property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

# Annual - Balance Sheet (2/2)

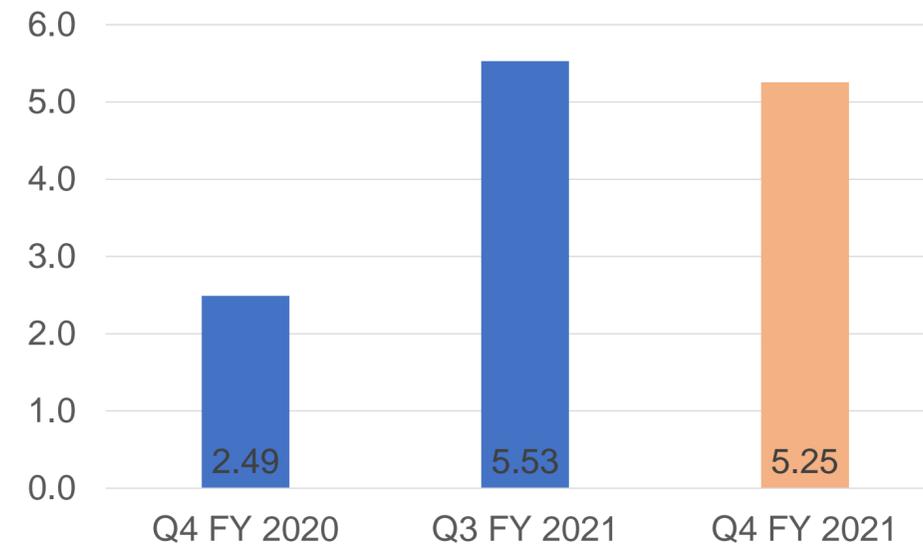
Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021 Standalone	FY 2021 Consolidated
<b>Equities &amp; Liabilities</b>					
Share Capital	5.71	5.71	5.71	5.71	5.71
Reserves & Surplus	13.84	16.03	19.03	25.68	24.01
<b>Net Worth</b>	<b>19.55</b>	<b>21.74</b>	<b>24.74</b>	<b>31.39</b>	<b>29.72</b>
Non-Current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

# Q4 FY 2020-21 Highlights- Standalone

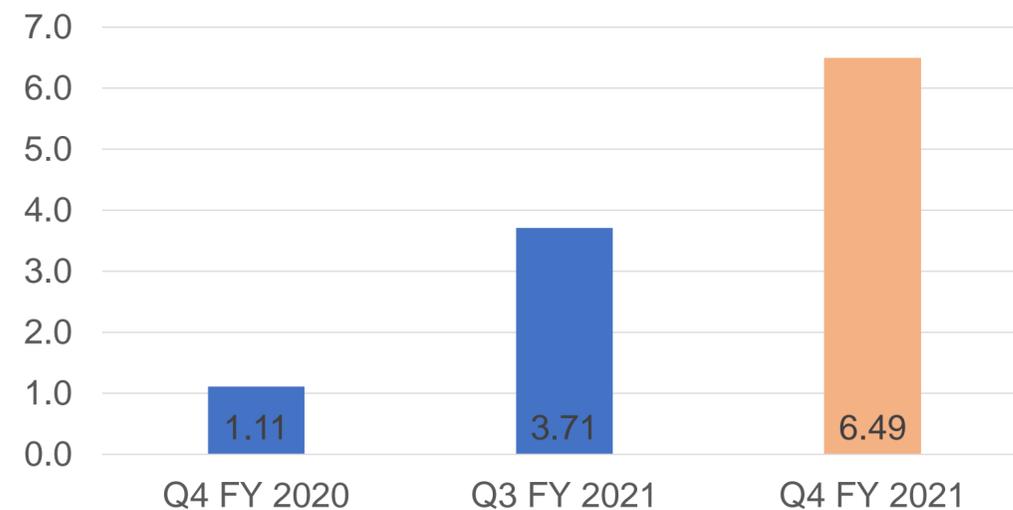
## Revenue



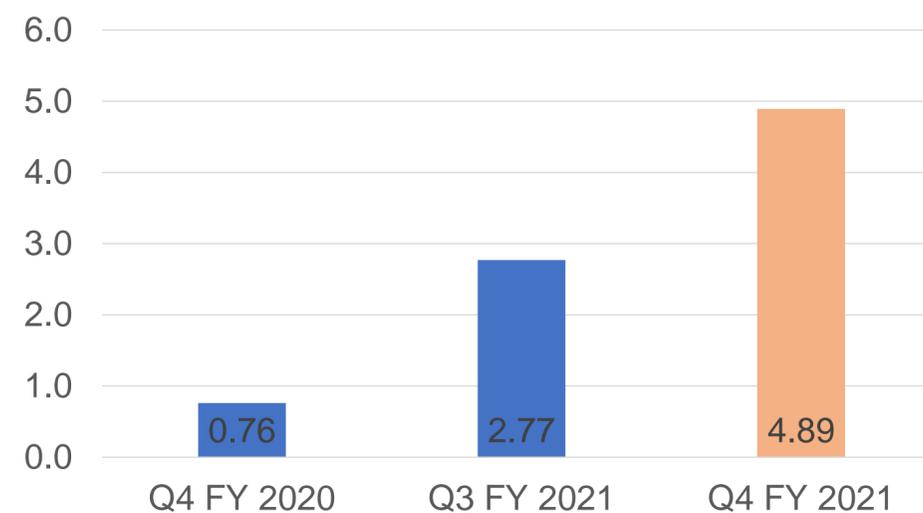
## EBITDA



## PBT



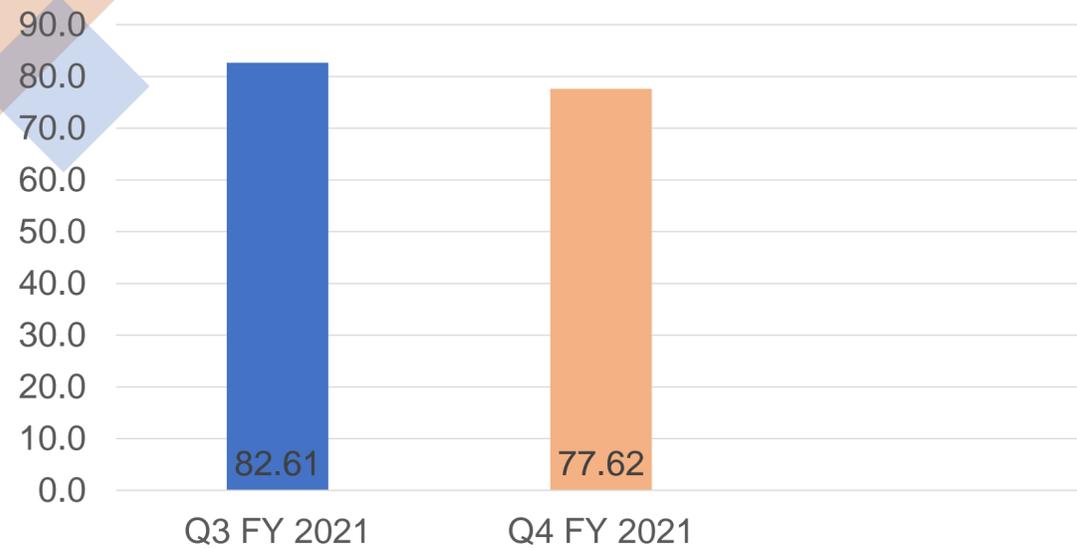
## PAT



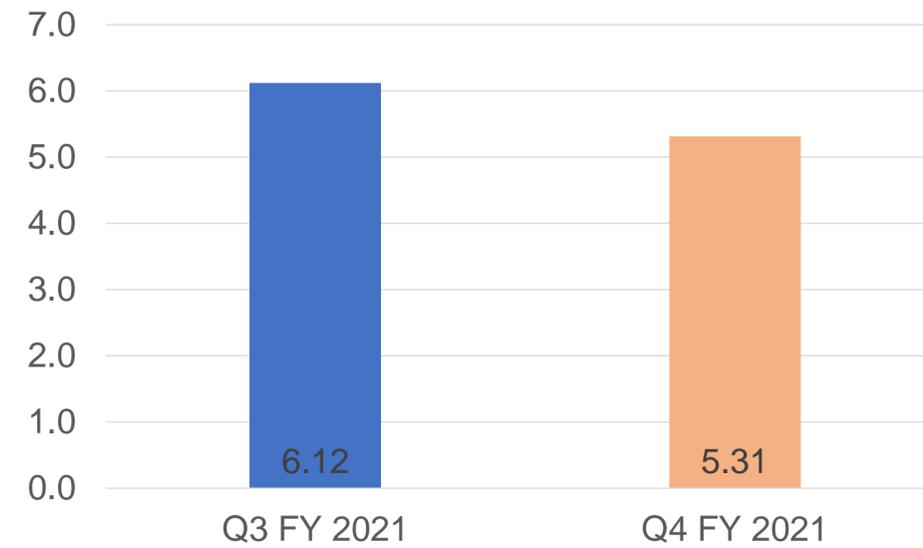
- Total Revenue stood at INR 61.03 crs. for Q4 FY 2021 up 68.4% Y-o-Y and lower by 10.3% on Q-o-Q basis
- Generally, Q3 being Diwali quarter is the best quarter for the company. Additionally, lockdown like situation in second half of March affected aftermarket sales in Q4 FY21
- EBITDA stood at INR 5.25 crs as up 111.1% Y-o-Y and lower by 5.1% on Q-o-Q basis
- There was an exceptional gain of INR 3.30 crs on account of sale of Non-operational Land & Building located in Mumbai
- This one time gain accounted increase in Profit before tax to INR 6.49 crs & Profit after tax of INR 4.89 crs

# Q4 FY 2020-21 Highlights- Consolidated

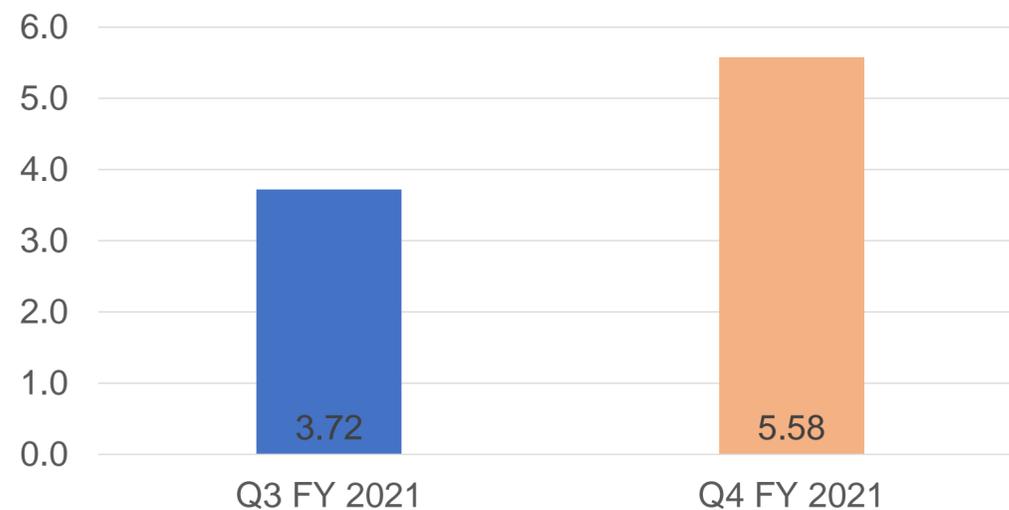
## Revenue



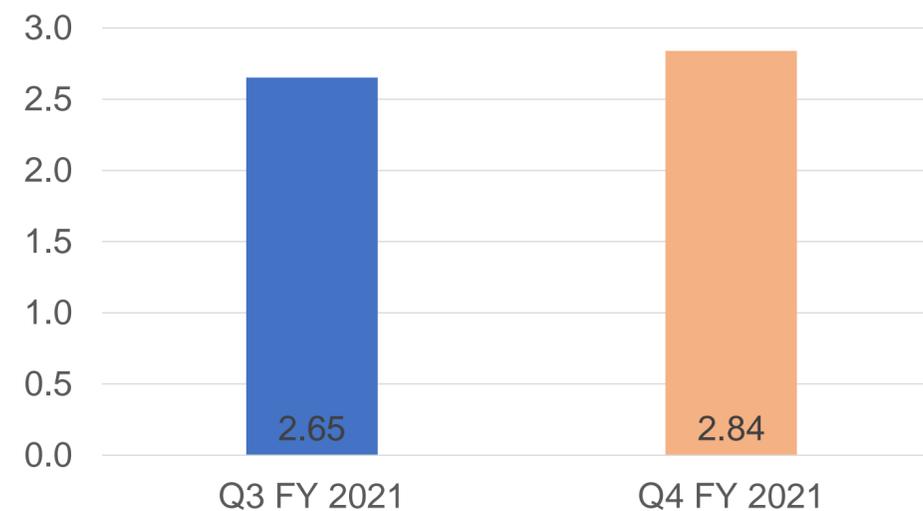
## EBITDA



## PBT



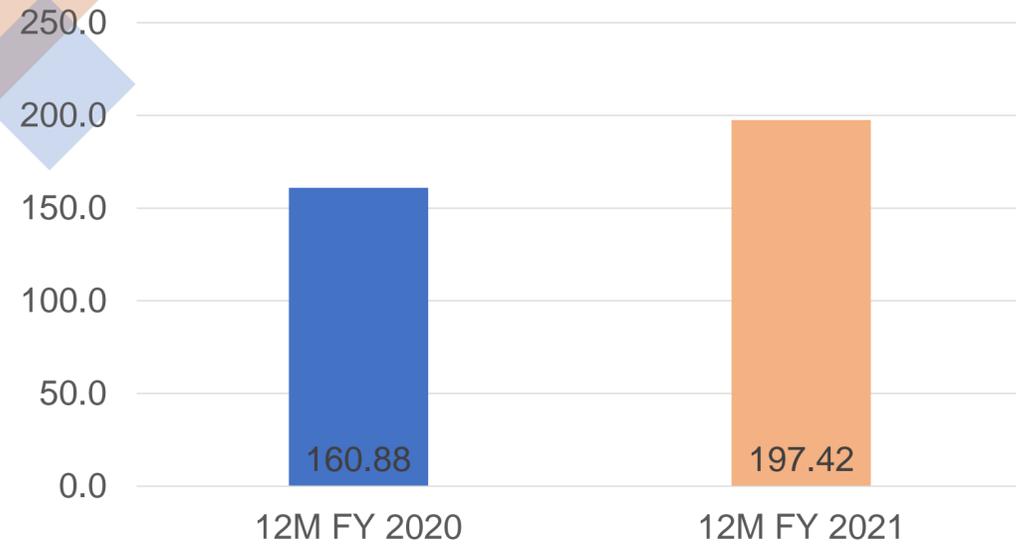
## PAT



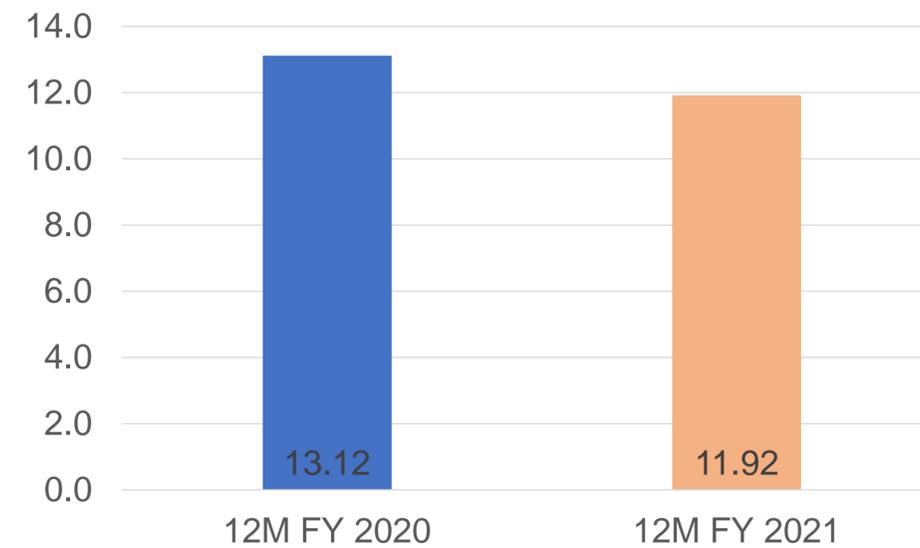
- Remsons Industries completed acquisition of Magal Cables (UK) in October 2020
- Consolidate Revenue for Q4 FY2021 stood at INR 77.62 crs marginally down 6.0% from Q3FY2021
- Sale by Remsons Industries Ltd to its wholly owned step-down subsidiary in UK which remains in inventory has been eliminated during consolidation and recorded as inventory at cost
- Net impact of this is around INR 2.8 crs

# 12M FY 2020-21 Highlights- Standalone

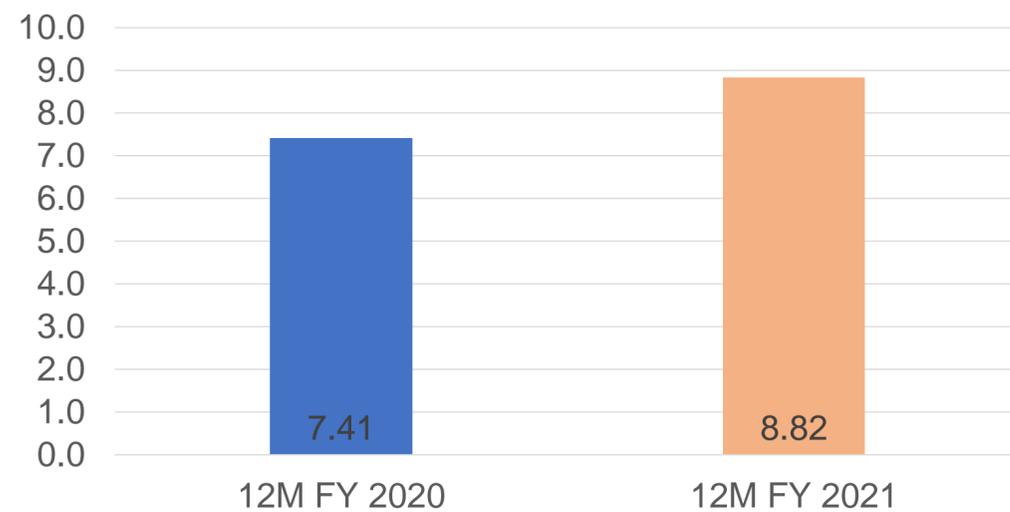
## Revenue



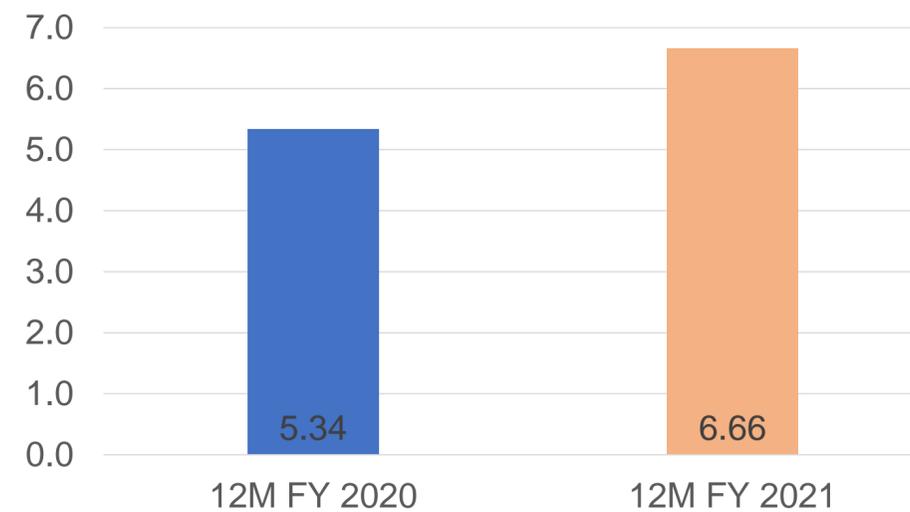
## EBITDA



## PBT

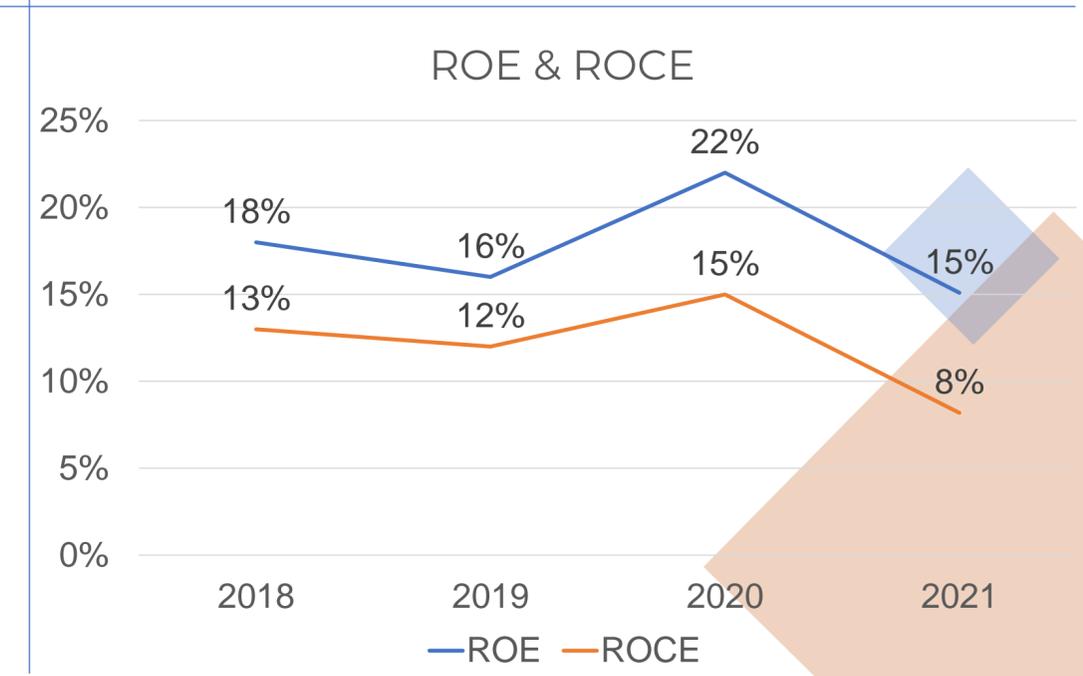
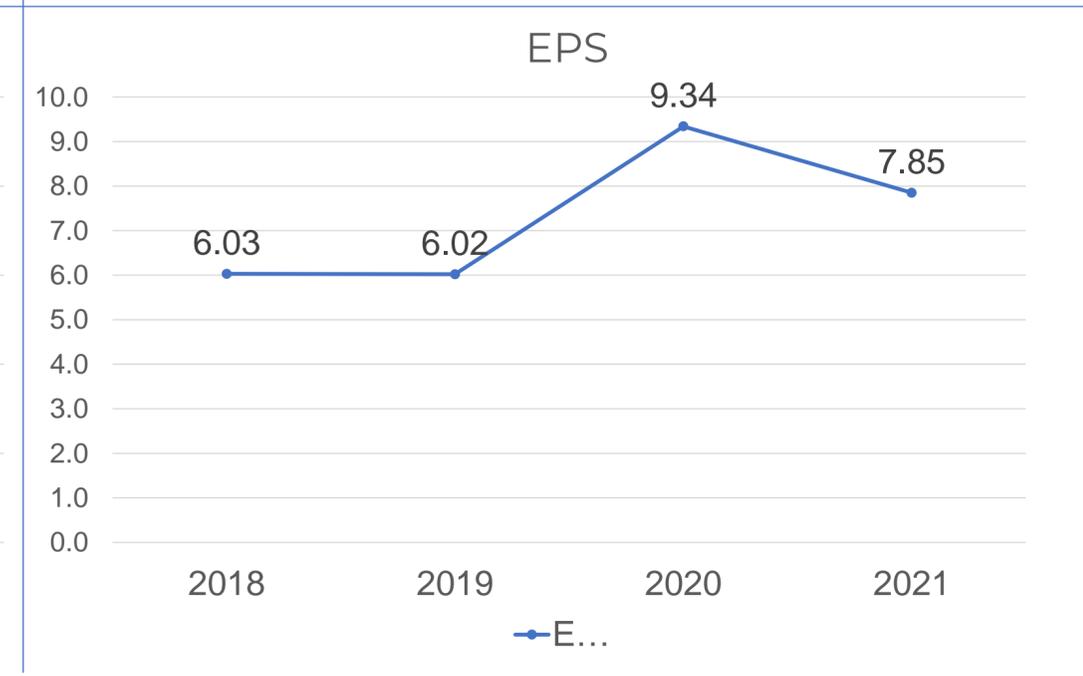
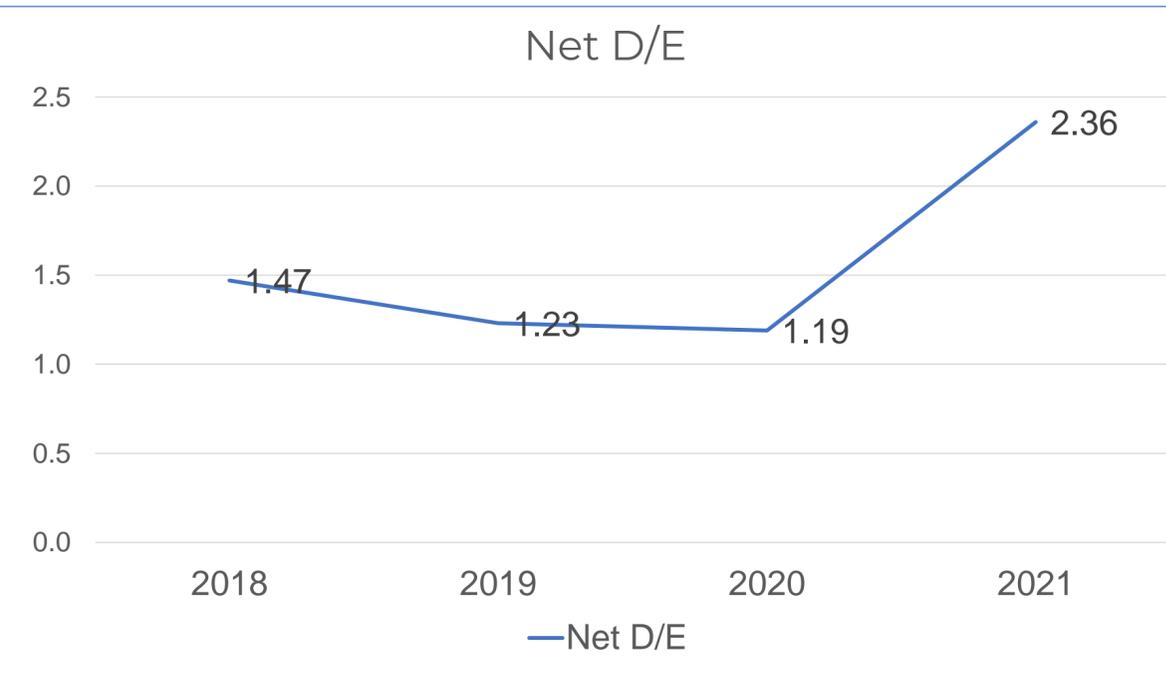
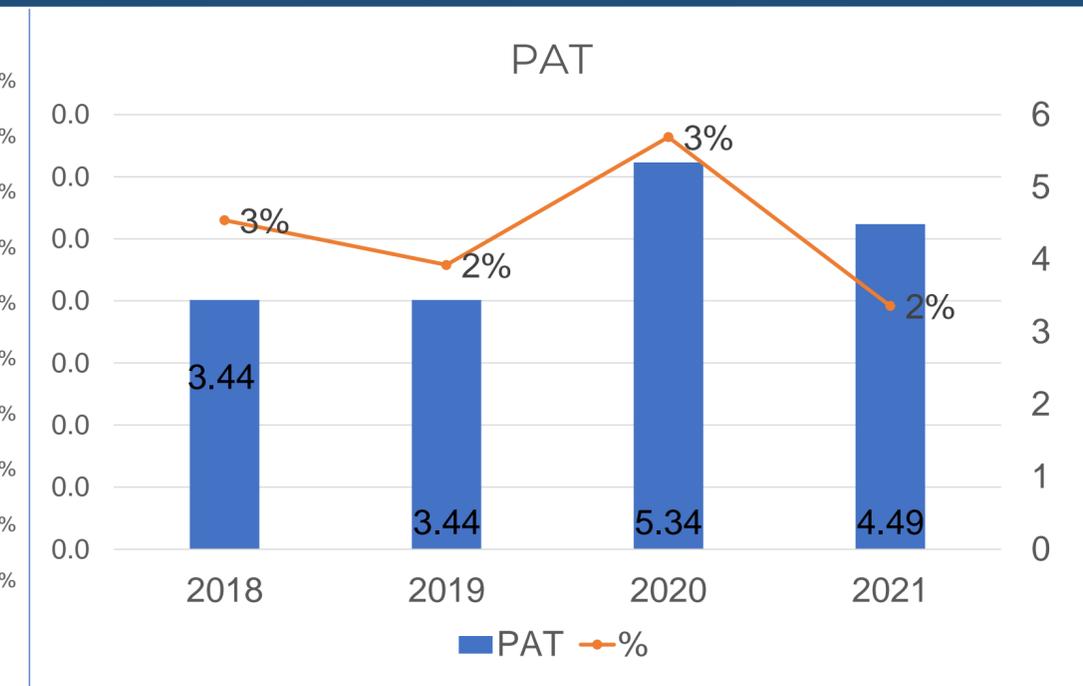
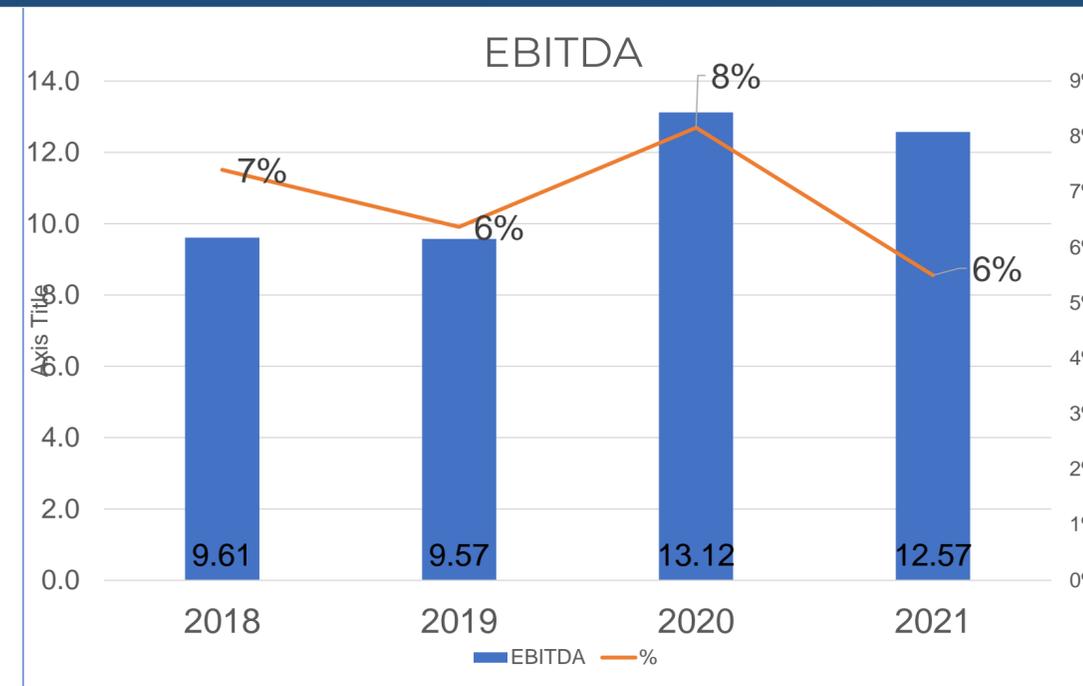
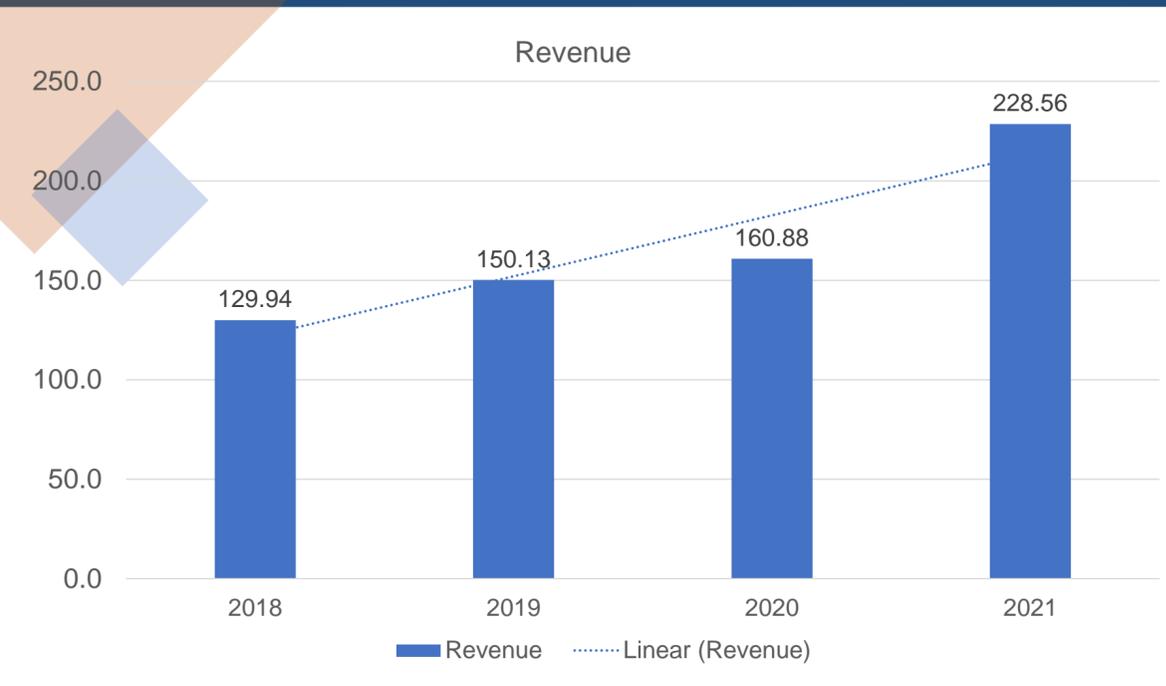


## PAT



- The second half of the fiscal year 2020-21 recorded a strong recovery in the sales numbers with the opening of the economy
- Total Income stood at INR 197.42 crs as against INR 160.88crs marking a Y-o-Y growth of 22.71%
- EBITDA for FY20-21 is down by 10.2% owing to covid related disruptions in first quarter

# Profitable Growth, Strong ROE & ROCE



# Management's Message

**Commenting on the performance, Mr. Rahul Kejriwal, Director & CFO, Remsons Industries Ltd. said,** "Financial Year 2020-21 was a challenging year globally with major uncertainties related to Covid-19 infections. At Remsons, we were faced with lockdowns at the start of the financial year, followed by significant V shaped recovery in vehicle demand across OEM's & other segments. Remsons was not only able to tide over challenges but also met the accelerated ramp-ups as demanded by OEM's.

Challenges also brought with it some opportunities. Remsons added a significant new chapter in their corporate journey this year. We concluded our first overseas acquisition in UK in October 2020. We now, through our subsidiary in UK supply to global OEM's directly. This has also enhanced our design capabilities.

Our financial performance has been stellar despite Covid-19 and acquisition integration challenges. We recorded 23% revenue growth on standalone basis and for the first time we crossed INR 200 crore revenue (consolidated) milestone in Remsons' history. On the back of our highest ever quarter sale in Q3-FY20-21, our Q4 quarter sustained the momentum despite being a historical off-season quarter for automotive sales. As a team, we continued to focus on profitable growth and recorded standalone EPS of 11.65 (historical best). We will continue to improve our product mix such that we sustain this profit accretive growth.

Acquisition of Magal Cables in such a challenging year was possible due to the drive of the team and financial health of the company. We leveraged our non-operation assets to fund the acquisitions and now reducing this debt by sale of these assets. We are confident we will go back to much healthier debt to equity levels.

Financial Year 2021-22 too has started in the cloud of Covid-19 second wave in India. With lockdowns, OEM plant shut downs and global supply chain disruptions, this year too is poised to be even more challenging. Our team is poised to being agile and continue on sustainable growth path"

# Thank You

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