

18<sup>th</sup> November, 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,

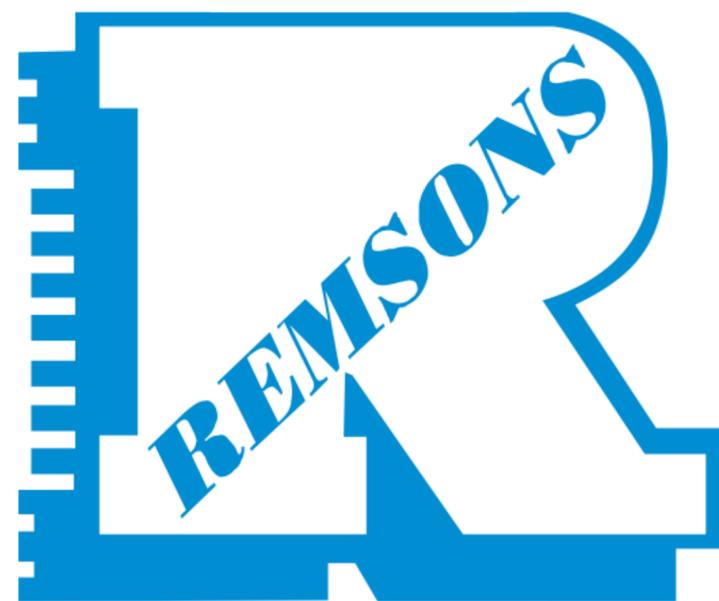
Yours faithfully,

For **REMSONS INDUSTRIES LIMITED**



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

Encl.: A/a



# REMSONS INDUSTRIES LIMITED

INVESTOR PRESENTATION

H1 & Q2 FY21-22

# Disclaimer

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

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

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

# H1 & Q2 FY21-22 RESULT UPDATE

# Q2 FY21-22 Standalone Results

Particulars (INR in crs)	Q2 FY22	Q1 FY22	Q-o-Q Growth	Q2 FY21	Y-o-Y Growth	FY 2021
Net Revenue from Operations	61.42	35.23	74.33%	54.93	11.81%	195.48
Other Income	-0.47	0.86	NA	0.22	NA	1.95
<b>Total Revenue</b>	<b>60.95</b>	<b>36.09</b>	<b>68.90%</b>	<b>55.15</b>	<b>10.52%</b>	<b>197.42</b>
COGS	42.33	23.83	77.63%	39.61	6.88%	136.29
Employee Benefit Expenses	8.96	6.69	33.94%	8.01	11.88%	30.03
Other Expenses	6.30	4.76	32.40%	4.60	36.96%	19.19
Total Expenditure	57.59	35.28	63.24%	52.22	10.30%	185.51
<b>EBITDA before (Excep Items)</b>	<b>3.36</b>	<b>0.81</b>	<b>316.38%</b>	<b>2.93</b>	<b>14.45%</b>	<b>11.92</b>
<b>EBITDA margin (%)</b>	<b>5.51%</b>	<b>2.23%</b>	<b>NA</b>	<b>5.32%</b>	<b>NA</b>	<b>6.04%</b>
Exceptional Items	0.74	-	NA	-	NA	3.30
<b>EBITDA after (Excep Items)</b>	<b>4.10</b>	<b>0.81</b>	<b>NA</b>	<b>2.93</b>	<b>NA</b>	<b>15.22</b>
Depreciation	1.35	1.25	7.41%	0.80	69.49%	3.28
Finance Costs	1.37	1.32	3.31%	0.45	207.47%	3.11
PBT	1.38	-1.77	NA	1.69	-18.36%	8.82
Tax Expenses	0.34	-0.37	NA	0.47	-28.77%	2.17
<b>PAT</b>	<b>1.05</b>	<b>-1.41</b>	<b>NA</b>	<b>1.22</b>	<b>-14.34%</b>	<b>6.66</b>
<b>PAT margin (%)</b>	<b>1.72%</b>	<b>NA</b>	<b>NA</b>	<b>2.21%</b>	<b>NA</b>	<b>3.37%</b>
<b>EPS</b>	<b>1.83</b>	<b>-2.46</b>	<b>NA</b>	<b>2.14</b>	<b>-14.34%</b>	<b>11.65</b>

# Q2 FY21-22 Consolidated Results

Particulars (INR in crs)	Q2 FY22	Q1 FY22	Q-o-Q Growth	FY 2021
Net Revenue from Operations	75.20	51.21	46.85%	226.15
Other Income	-0.19	1.12	NA	2.41
<b>Total Revenue</b>	<b>75.02</b>	<b>52.33</b>	<b>43.35%</b>	<b>228.56</b>
COGS	48.14	32.09	50.02%	151.67
Employee Benefit Expenses	13.47	11.39	18.30%	39.58
Other Expenses	8.12	7.32	10.93%	24.73
Total Expenditure	69.73	50.80	37.27%	215.99
<b>EBITDA before (Excep Items)</b>	<b>5.28</b>	<b>1.53</b>	<b>244.82%</b>	<b>12.57</b>
<b>EBITDA margin (%)</b>	<b>7.04%</b>	<b>2.93%</b>	<b>NA</b>	<b>5.50%</b>
Exceptional Items	0.74	-	NA	3.30
<b>EBITDA after (Excep Items)</b>	<b>6.03</b>	<b>1.53</b>	<b>NA</b>	<b>15.87</b>
Depreciation	1.88	1.81	3.53%	4.41
Finance Costs	1.72	1.64	4.66%	3.54
PBT	2.43	-1.92	NA	7.92
Tax Expenses	0.37	-0.37	NA	3.43
<b>PAT</b>	<b>2.06</b>	<b>-1.55</b>	<b>NA</b>	<b>4.49</b>
<b>PAT margin (%)</b>	<b>2.75%</b>	<b>-2.97%</b>	<b>NA</b>	<b>1.96%</b>
<b>EPS</b>	<b>3.61</b>	<b>-2.72</b>	<b>NA</b>	<b>7.85</b>

# H1 FY21-22 Standalone Results

Particulars (INR in crs)	H1 FY22	H1 FY21	Y-o-Y Growth	FY 2021
Net Revenue from Operations	96.65	68.07	41.98%	195.48
Other Income	0.39	0.26	51.03%	1.95
<b>Total Revenue</b>	<b>97.04</b>	<b>68.33</b>	<b>42.01%</b>	<b>197.42</b>
COGS	66.16	49.13	34.66%	136.29
Employee Benefit Expenses	15.65	11.27	38.82%	30.03
Other Expenses	11.06	6.79	63.06%	19.19
Total Expenditure	92.87	67.19	38.22%	185.51
<b>EBITDA before (Excep Items)</b>	<b>4.16</b>	<b>1.14</b>	<b>265.15%</b>	<b>11.92</b>
<b>EBITDA margin (%)</b>	<b>4.29%</b>	<b>1.67%</b>	<b>NA</b>	<b>6.04%</b>
Exceptional Items	0.74	-	NA	3.30
<b>EBITDA after (Excep Items)</b>	<b>4.90</b>	<b>1.14</b>	<b>NA</b>	<b>15.22</b>
Depreciation	2.60	1.51	72.51%	3.28
Finance Costs	2.69	1.01	166.57%	3.11
PBT	-0.39	-1.38	NA	8.82
Tax Expenses	-0.03	-0.37	NA	2.17
<b>PAT</b>	<b>-0.36</b>	<b>-1.00</b>	<b>NA</b>	<b>6.66</b>
<b>PAT margin (%)</b>	<b>-0.37%</b>	<b>-1.47%</b>	<b>NA</b>	<b>3.37%</b>
<b>EPS</b>	<b>-0.63</b>	<b>-1.76</b>	<b>NA</b>	<b>11.65</b>



# Q2 FY21-22 Operational Highlights

- Domestic manufacturers of Automotive components witnessed an uptick in demand and production after a subdued Q1 FY 2022
- The demand and volume offtake across the domestic markets were driven by increase in spending and consumption, especially post lockdowns, a shift towards personal mobility. Covid-19 pandemic had lesser impact during the quarter with the absence of 3<sup>rd</sup> wave and countrywide vaccination drive gathering good pace across the world and India, in particular
- While demand and bookings remained robust across the Automobile Industry, the growth was muted on account global shortage of semi-conductor chips
- Remsons displayed a healthy performance registering a consolidated quarterly revenue growth of 43.35% Q-o-Q in Q2 FY 21-22. EBITDA stood at Rs. 5.28 crores up 244.82% Q-o-Q. This translated into EBITDA margins of 7.04% up 412 bps. The company was able to achieve this despite higher commodity prices, fuel prices and supply side constraints. like freight costs, semi conductor- chips, etc. The company registered a PAT of Rs 2.06 crores
- Recently, the company successfully completed shifting one of its manufacturing plant from Daman to the newly commissioned Pune plant enabling the company better control of the overall operations. The new plant is double the capacity of the Daman plant
- In September 2021 the overseas business won a significant order from a reputed global OEM for manufacturing brake pedal assemblies and rear brake cables.



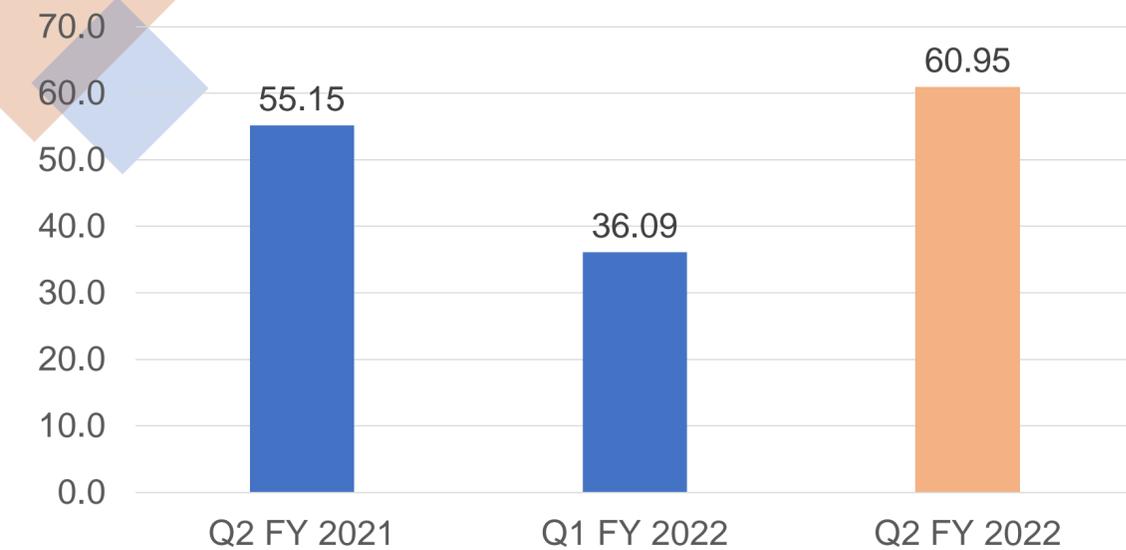
# Shifting of Manufacturing Plant & Operating Lines

- In September 2021 Remsons Industries Limited successfully completed shifting of one of its manufacturing plant located at Daman to the newly commissioned plant in Pune
- The new plant is a greenfield project having state of the art manufacturing facilities and is equipped with latest high-end technologies. The capacity of the new manufacturing plant is double when compared to the old Daman plant
- This move of the manufacturing plant and operation lines will result in better control of the overall manufacturing operations and increased production capacity at one location. Also, Pune being a major hub for Automobile and Component Manufacturing, the company will have an added advantage of the location to expand its customer base

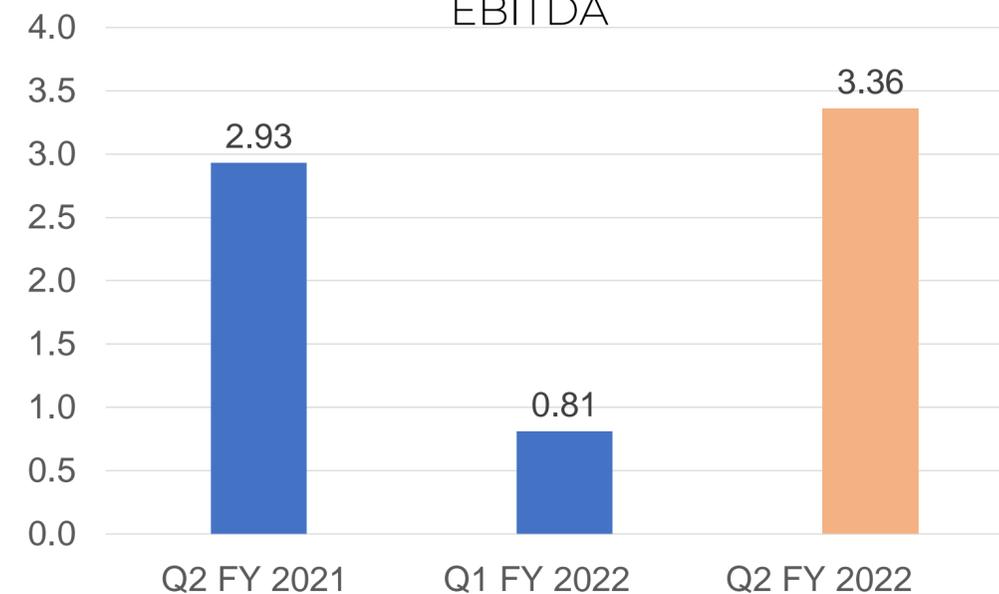


# Q2 FY 21-22 Highlights- Standalone

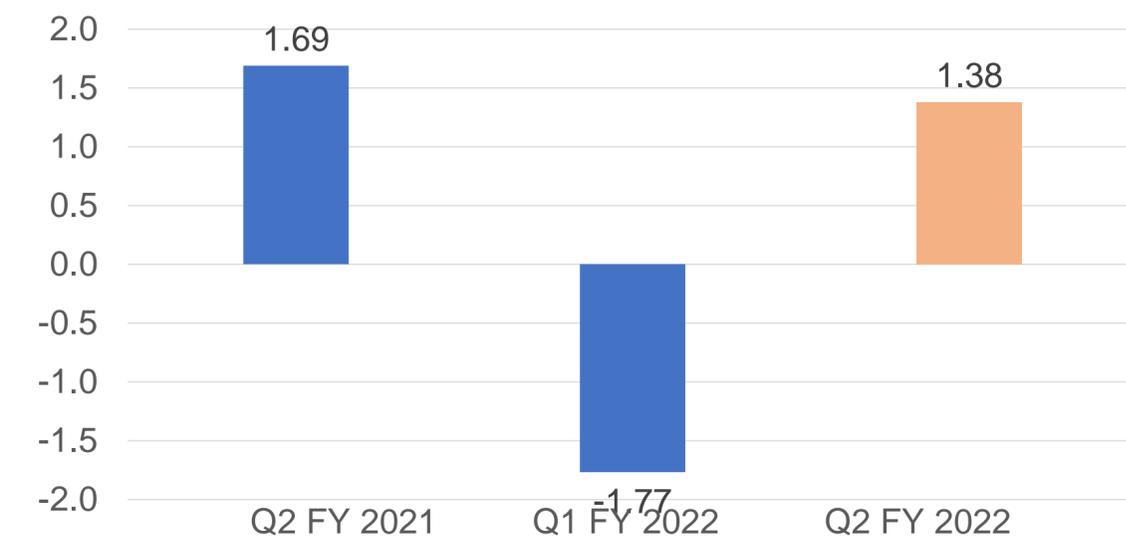
Revenue



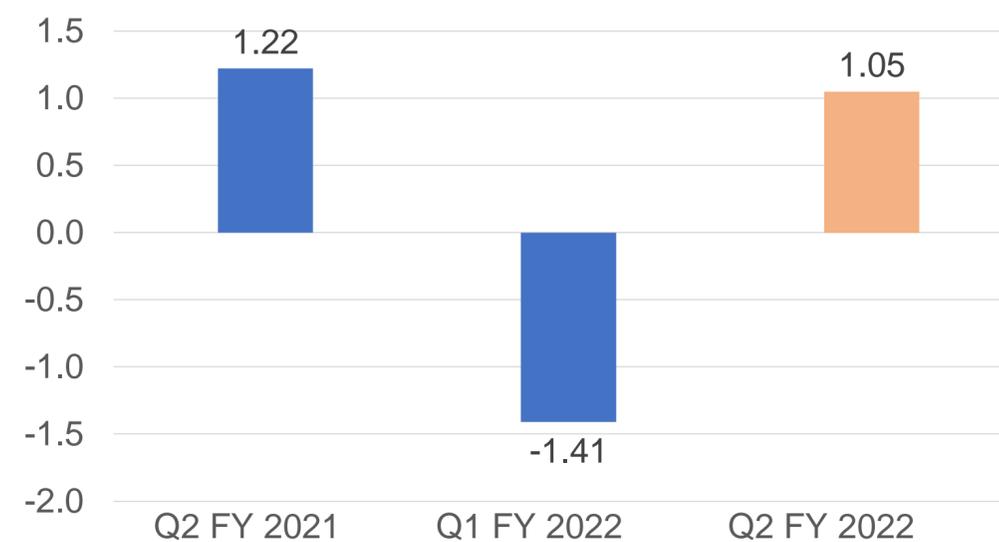
EBITDA



PBT



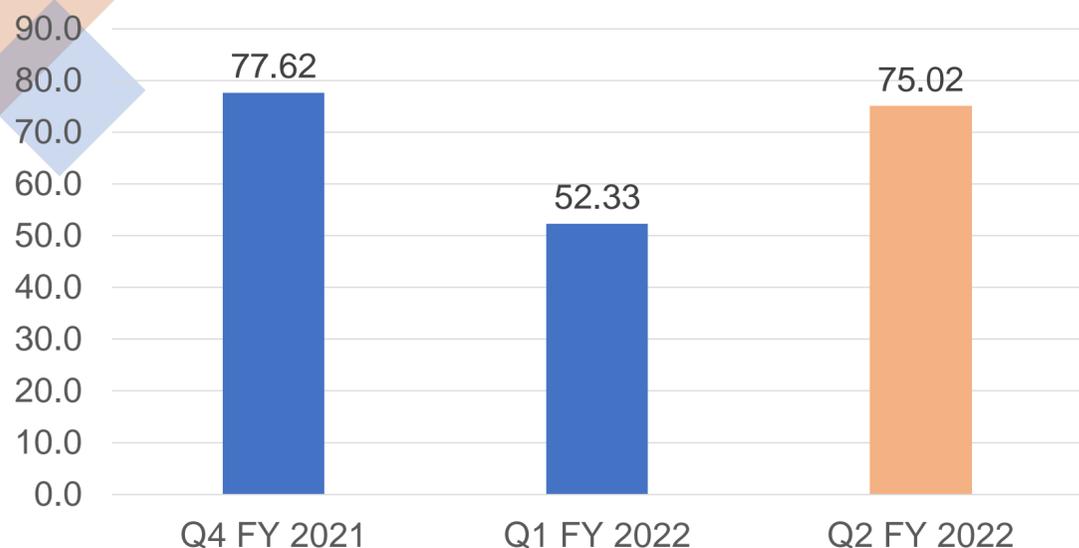
PAT



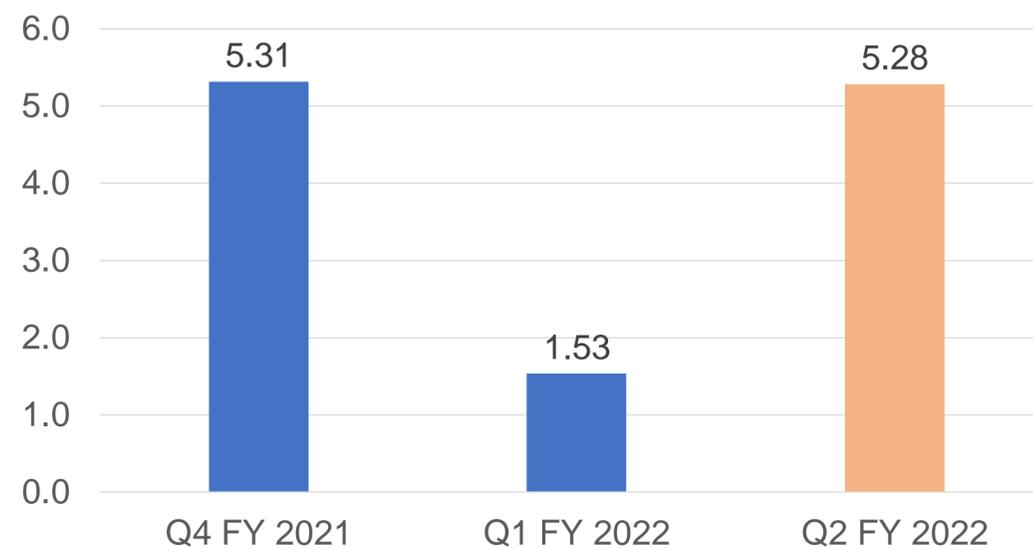
- Total Standalone Revenue stood at Rs.60.95 crores in Q2 FY 21-22 up by 68.90% Q-o-Q and 10.52% on Y-o-Y basis. Negative Other Income was on account of Exchange Rate Fluctuation
- Q2 FY 2022 saw improved demand from domestic market but with a muted growth
- Gross Profit margin was up Y-o-Y basis and down by 341 bps Q-o-Q on account of increase in input costs
- EBITDA stood at Rs.3.36 crores in Q2 FY 21-22, up by 316.38% Q-o-Q and 14.45% on Y-o-Y basis. There was an uptick in freight costs on Y-o-Y basis
- PAT at Rs.1.05 crore for Q2 FY 2022 up by 143.94% Q-o-Q basis.

# Q2 FY 21-22 Highlights - Consolidated

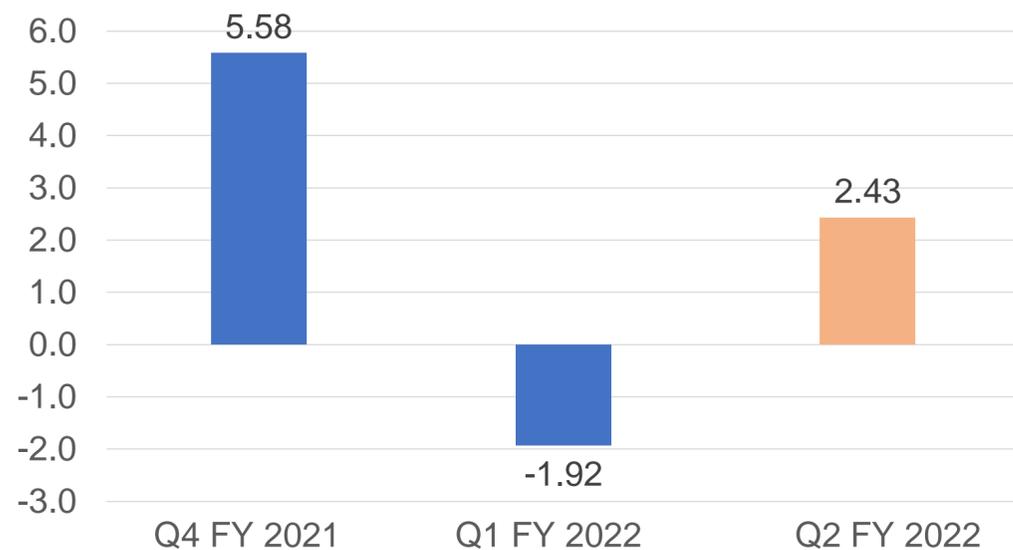
## Revenue



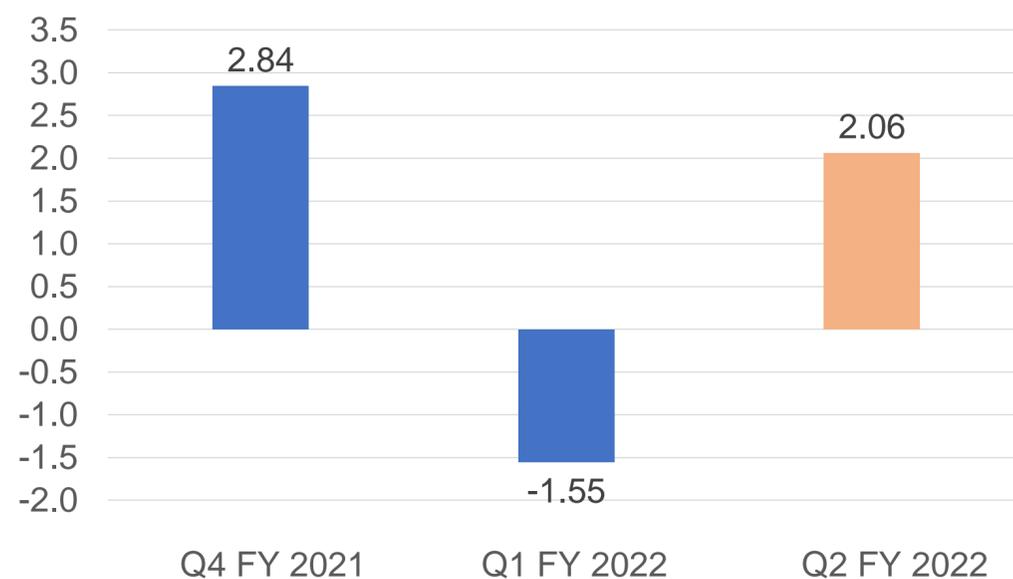
## EBITDA



## PBT



## PAT



- Consolidated revenue stood at Rs. 75.02 crores up 43.35% Q-o-Q basis, but the UK business was impacted by the low volume offtakes on account of prevailing global semi conductor issue
- In September 2021 Magal Automotive won a significant order from a Global OEM.
- Gross Margins were down on account of input prices
- Consolidated EBITDA for the Q2 FY 21-22 stood at Rs.5.28 crores up 244.82% on Q-o-Q basis. There was an increase in the employee costs and freight expenses.
- Consolidated PAT for Q2 FY 21-22 stood at Rs.2.06 crores

# Management's Message

Commenting on the performance, **Mr. Rahul Kejriwal, Director & CFO, Remsons Industries Ltd.** said, "Remsons Industries continues its journey achieving newer milestones in terms of adding new customers globally and new platforms. Our UK operations entered into long-term supply agreement with a Global OEM for Brake Box Assemblies & Rear Brake Cables. This further cements our position in Brake Assemblies market and showcases technological strength of our team.

Operationally, we continued our journey to deliver robust topline Quarter on Quarter growth. On standalone basis our revenues were up 68.9% Q-o-Q & 10.5% Y-o-Y. Revenues of our consolidated statements were up 43.4% Q-o-Q. Profits were constrained by higher raw material prices and increased freight costs, however, these were slightly augmented by improved plant utilization.

Global sluggishness in OEM pipeline constrained by chip shortage and increased freight costs continue to be headwinds for better margins. However, we expect to recover the increased input cost in next few quarters from OEM customers.

We are pleased to have shifted one of our Daman unit into new facility in Pune which will aid in better management of resources, doubling of capacity and vicinity to current and new customers.

Lastly, we are confident of tiding over near term constraints and continue our journey to cater to Global Customers with complex and well engineered offerings."

# COMPANY OVERVIEW

# A LITTLE BIT OF HISTORY

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

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

He started Remsons in 1959.

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

WHERE CREATION IS THE CULTURE !



# Remsons Industries Limited- At A Glance



## ABOUT US

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



## CUSTOMER PROFILE

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



## STRATEGY

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



## FINANCIALS

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



## MILESTONES

In 2020, the company acquired Magal Cables UK



## RECOGNITION

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



# REMSONS DNA

## VISION

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

## MISSION

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

## QUALITY

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



## EMPOWER

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

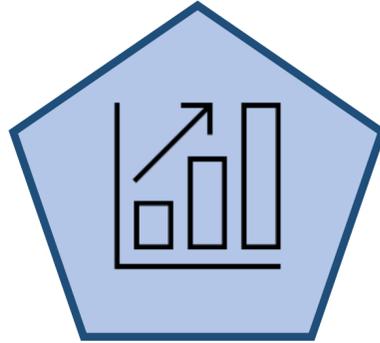
## ETHICS

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

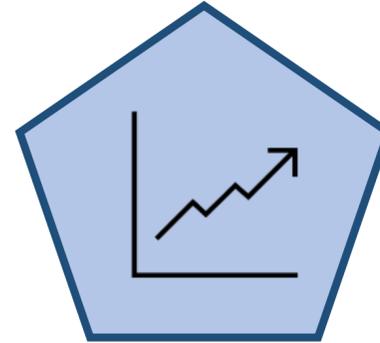
## RELATIONSHIP

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

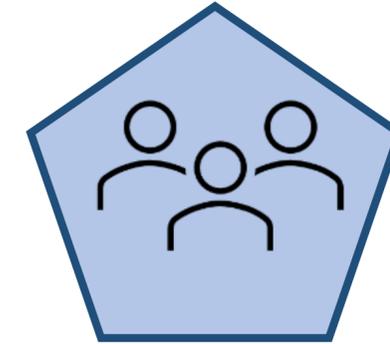
# Key Highlights



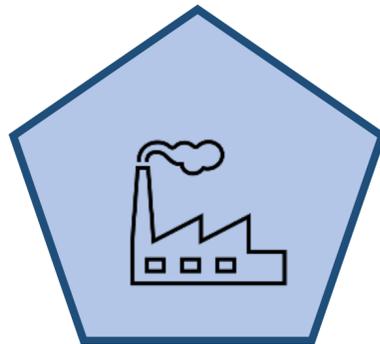
**INR 228.5 crs of  
Total Income in FY 21**



**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**

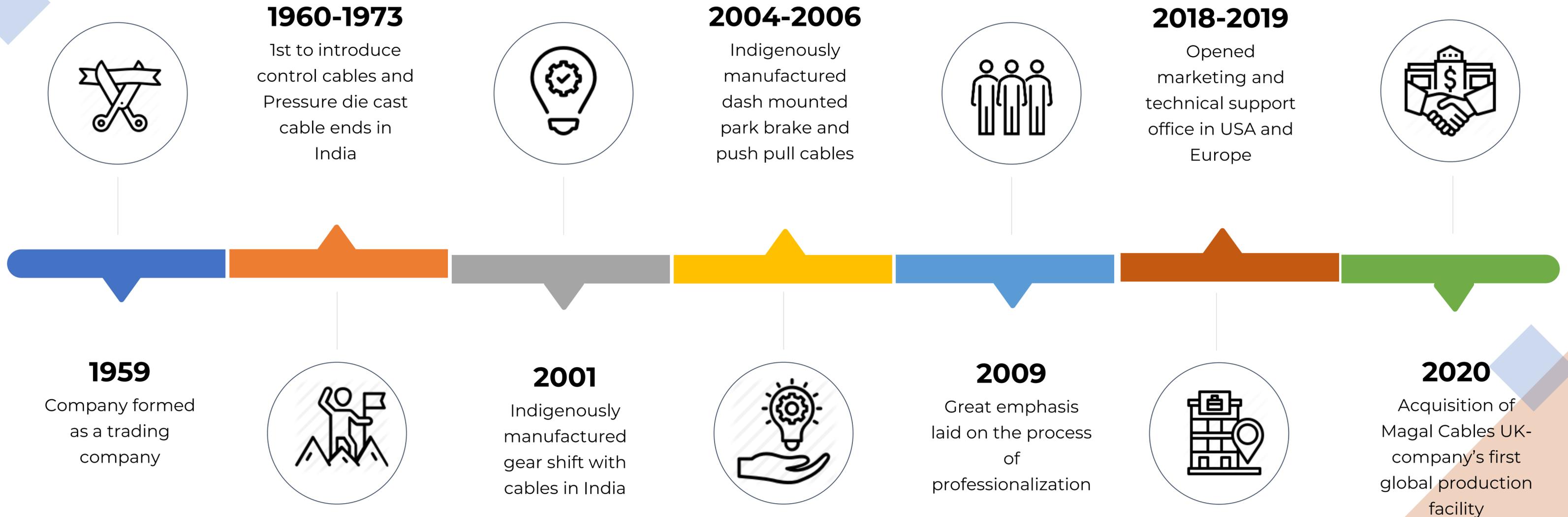


**Exports to more  
than 19 countries**



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

# Milestones Achieved



# Application of Products

Serving all Segments of Industry

2-wheeler

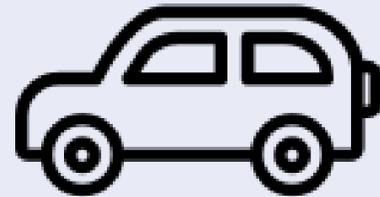
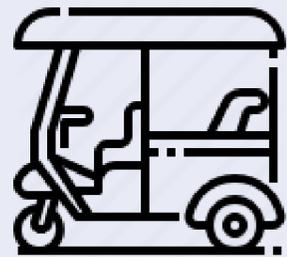
3-wheeler

4-wheeler

CV

Off-Roader

Agriculture



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

# Product Gallery

Control Cables



Pedal Box



Gear Shifters



## CABLES

CONTROL CABLES  
FLEXIBLE SHAFTS  
PUSH PULL CABLES

## SYSTEMS

GEAR SHIFTERS  
PARKING BRAKE  
PEDAL BOX  
WINCHES  
JACKS



Jacks

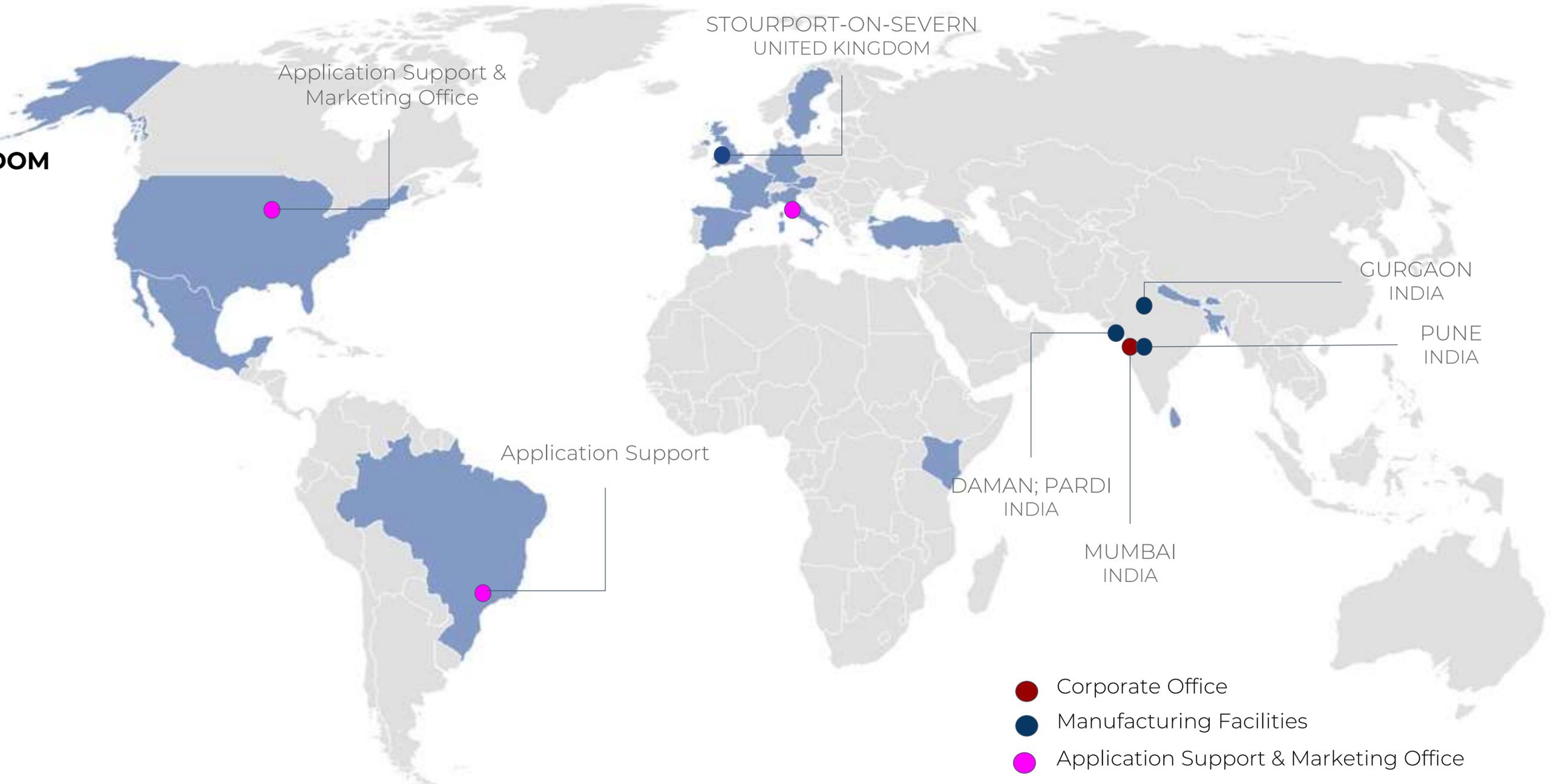


Winches

# Global Presence

## EXPORTS TO:

- UNITED KINGDOM
- MEXICO
- USA
- CANADA
- GERMANY
- AUSTRIA
- ITALY
- SPAIN
- SLOVAKIA
- TURKEY
- MOROCCO
- CHINA
- SINGAPORE
- TAIWAN
- NEPAL
- SRI LANKA
- BANGLADESH
- BRAZIL
- BHUTAN



# Manufacturing Facilities



4 Plants in India  
1 Plant in UK



# In-House Product Development Capabilities

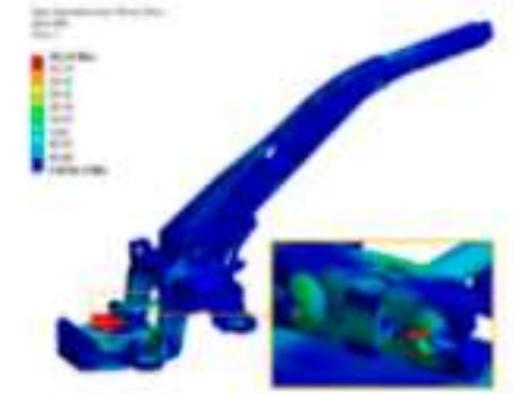


## Design

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**



**INEOS**  
Automotive



**NAVISTAR**

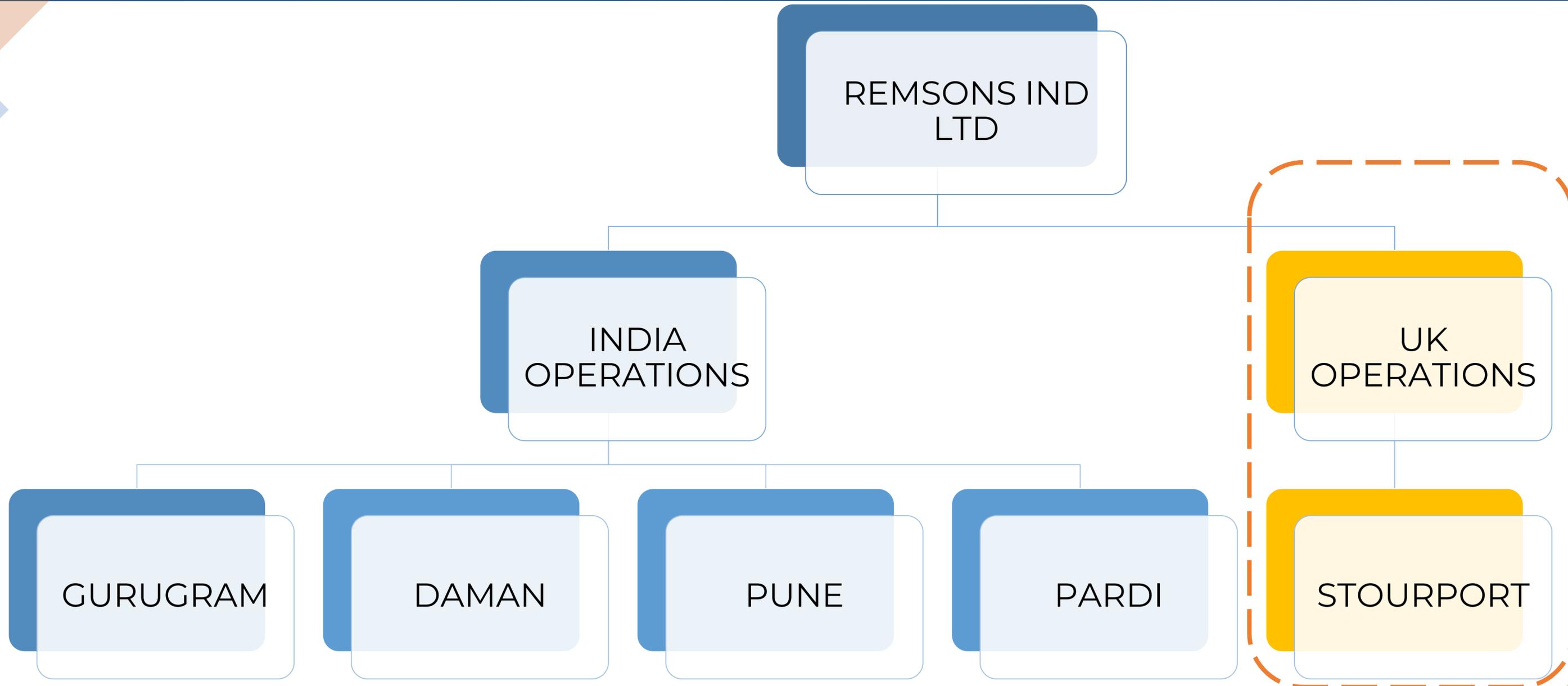


**Mahindra**  
**REVA**

**SML**  
**ISUZU**



# Group - Organization Structure



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

# Management Details



## Krishna Kejriwal

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



## Amit Srivastava

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



## Rahul Kejriwal

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



## Davinder Bains

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

# Quality Certification

## IATF 16949:2016



### CERTIFICATE



This is to certify that

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

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

Scope:  
Manufacture of Control Cables.

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

**IATF 16949:2016**  
(without product design)

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



For and on behalf of DQS

*Nurani S. Versteckelam*

Nurani S. Versteckelam  
Director-Corporate Automotive Program, DQS Holding GmbH

*Michael Drechsel*

Michael Drechsel  
Managing Director, DQS Holding GmbH

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

2024



### CERTIFICATE



This is to certify that

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

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

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

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

**ISO 14001 : 2015**

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



DQS Inc.

*Brad McGuire*

Brad McGuire  
Managing Director

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

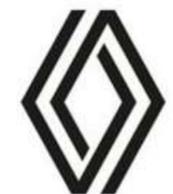
## ISO 14001: 2015



**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

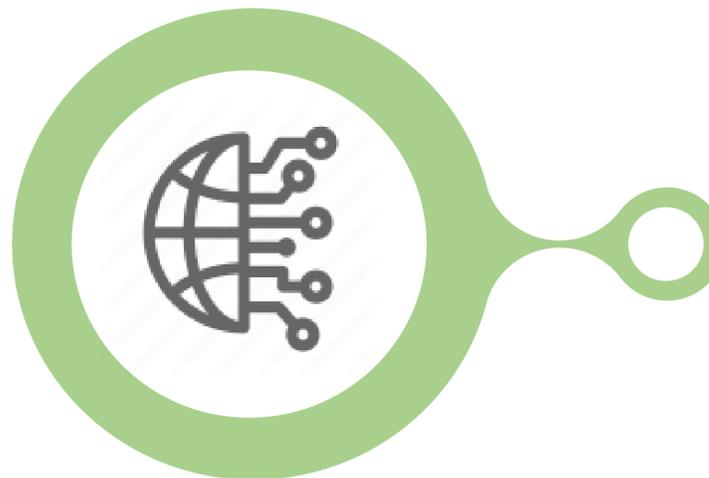
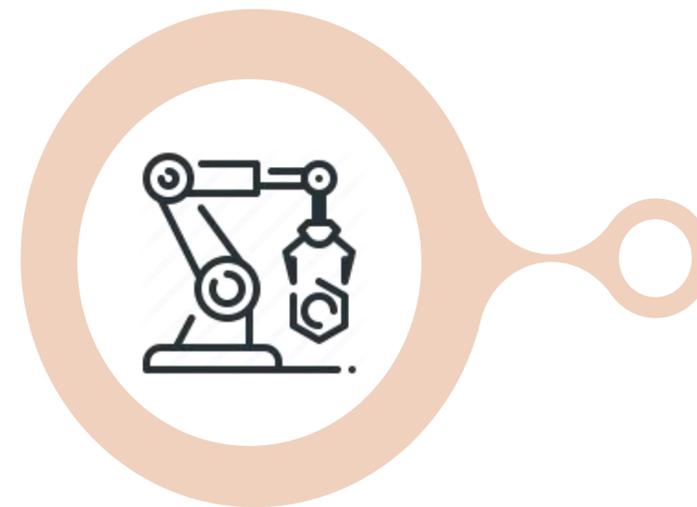
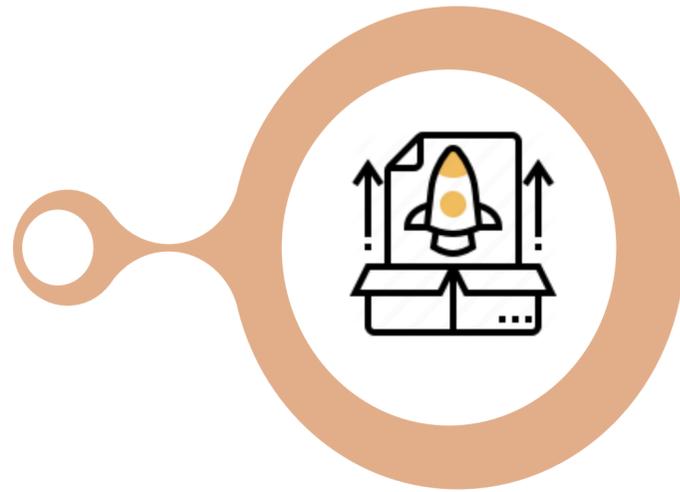
Focusing on offering tailor made solutions and increasing share of high margin products in revenue mix

## 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

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

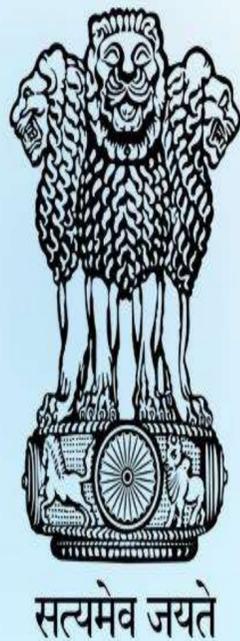
Technology Synergy between Magal UK to Remsons in India

Bringing Operational excellence through Automation

Focusing on R&D and Sustainable manufacturing

# CSR Activity- Supporting the Society

**“We remain Committed to Society”**



# PM CARES

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

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



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



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



Awarded for the best CSR Activity by Indian Development Foundation



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



# FINANCIAL OVERVIEW

# Annual – Standalone Profit & Loss Statement

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY21-22
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 Expenses	120.32	140.56	147.76	185.51	92.87
<b>EBITDA before Exceptional 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 Exceptional Items</b>	<b>9.61</b>	<b>9.57</b>	<b>13.12</b>	<b>15.22</b>	<b>4.90</b>
Finance Costs	2.55	2.18	2.52	3.11	2.69
Depreciation	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 Balance Sheet (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY21-22
<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
Total Non-Current Assets	23.29	24.15	24.81	59.26	62.16
<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
Total Current Assets	46.40	56.05	59.81	79.41	76.56
<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)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY21-22
<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	25.33
<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
Total Non-Current Liabilities	8.66	8.74	9.10	29.88	28.93
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 & Loss Statement

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY21-22
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 Expenses	120.32	140.56	147.76	215.99	120.53
<b>EBITDA before Exceptional 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 Exceptional Items</b>	<b>9.61</b>	<b>9.57</b>	<b>13.12</b>	<b>15.87</b>	<b>7.56</b>
Finance Costs	2.55	2.18	2.52	4.41	3.69
Depreciation	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>

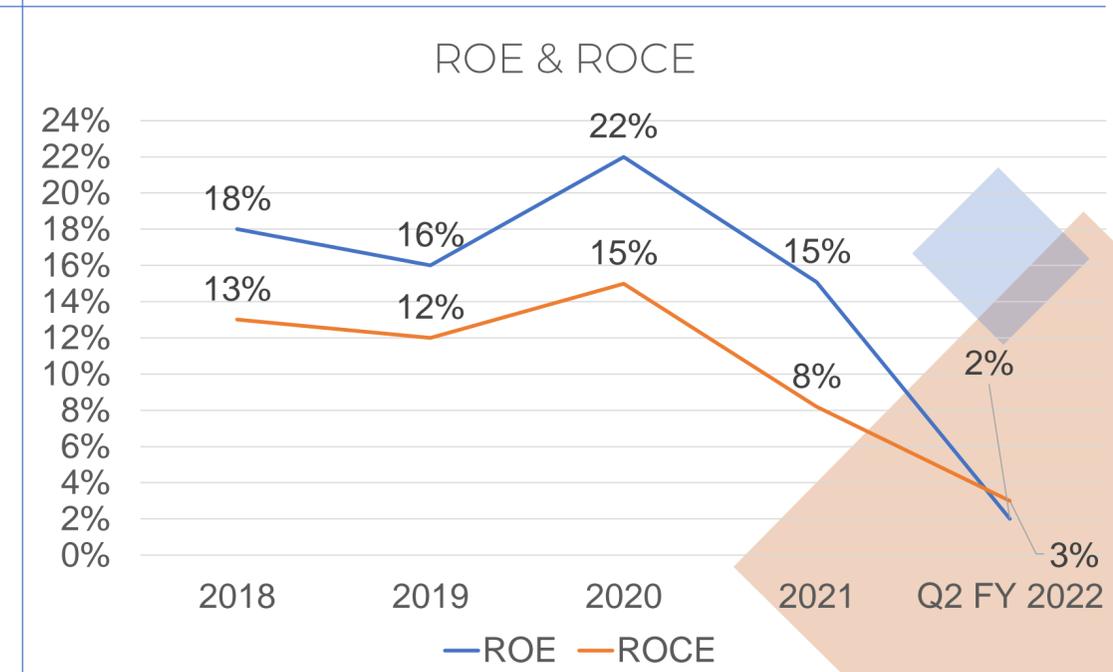
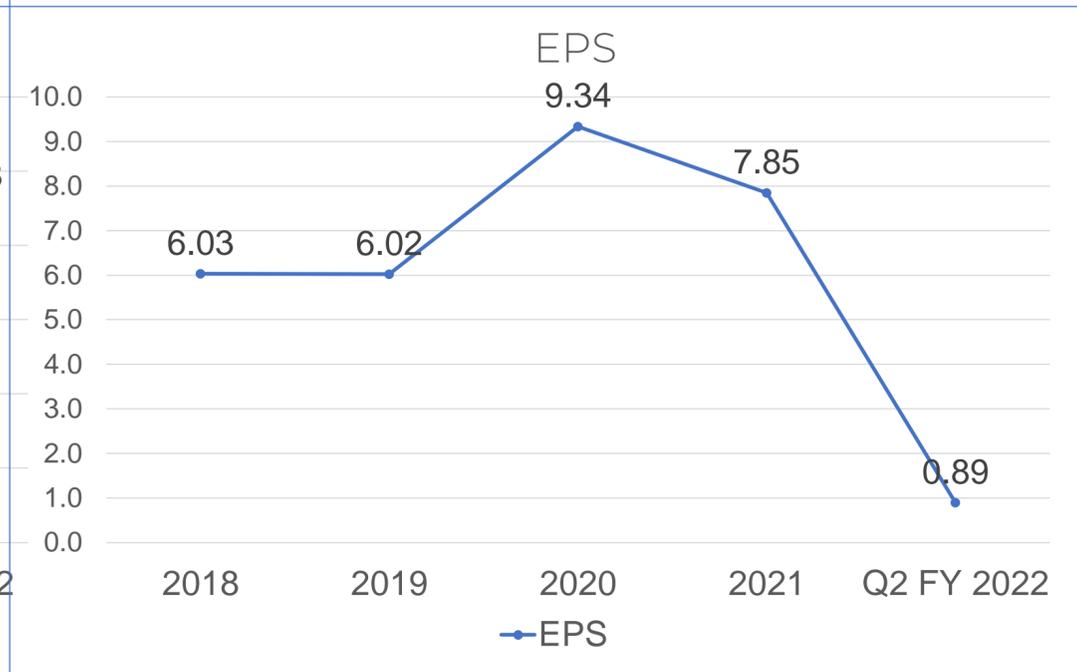
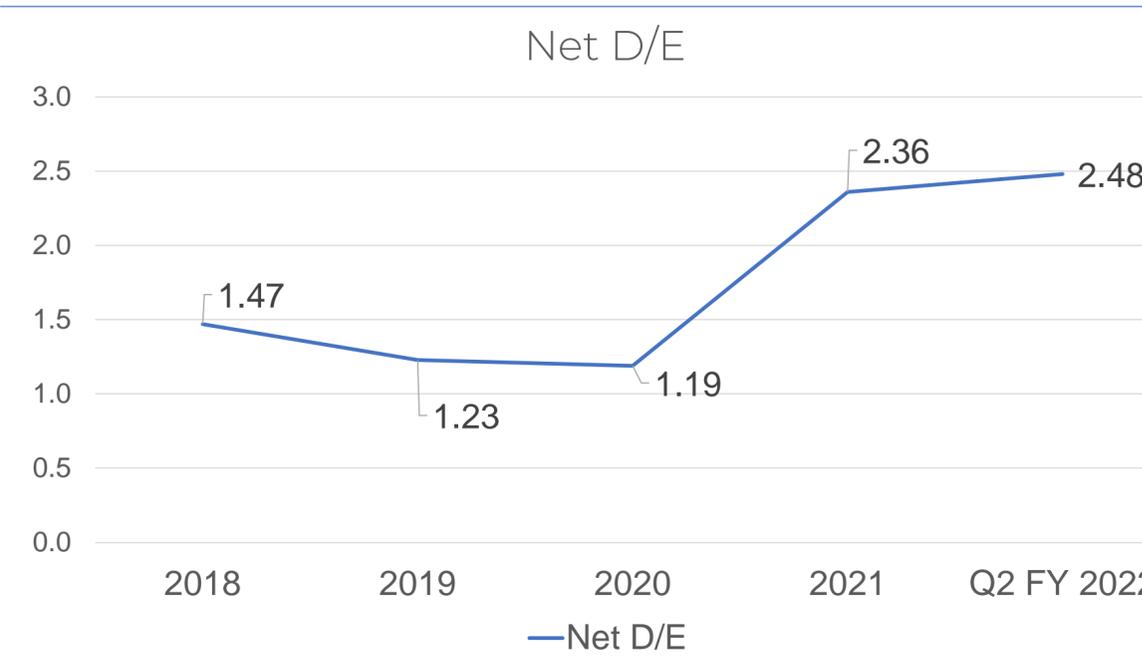
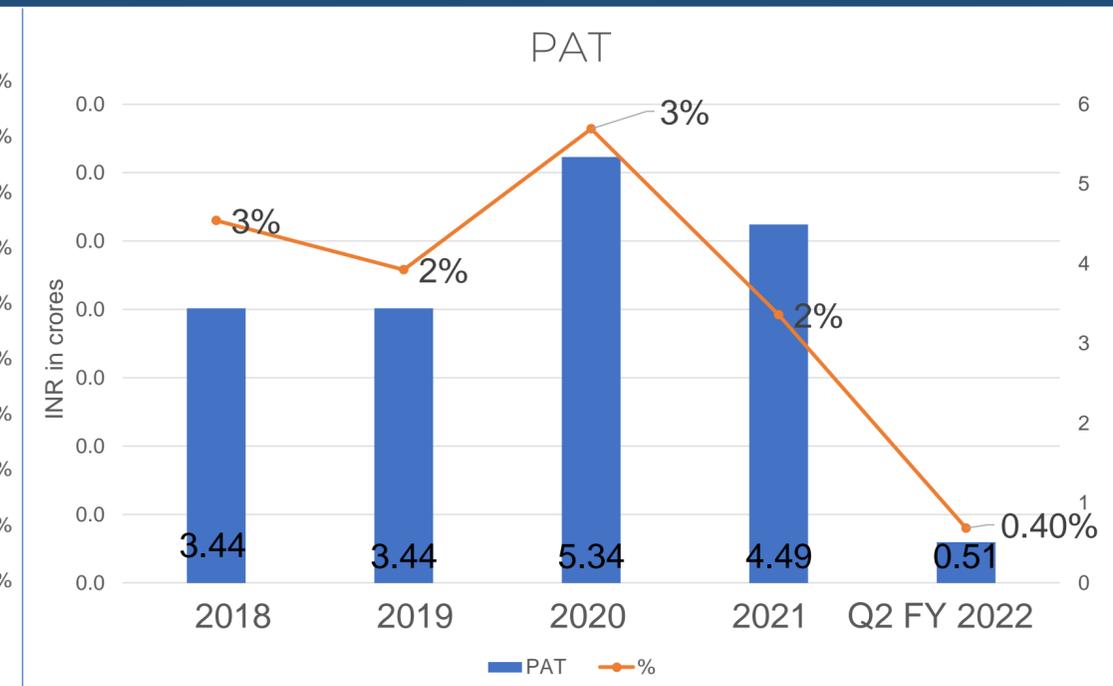
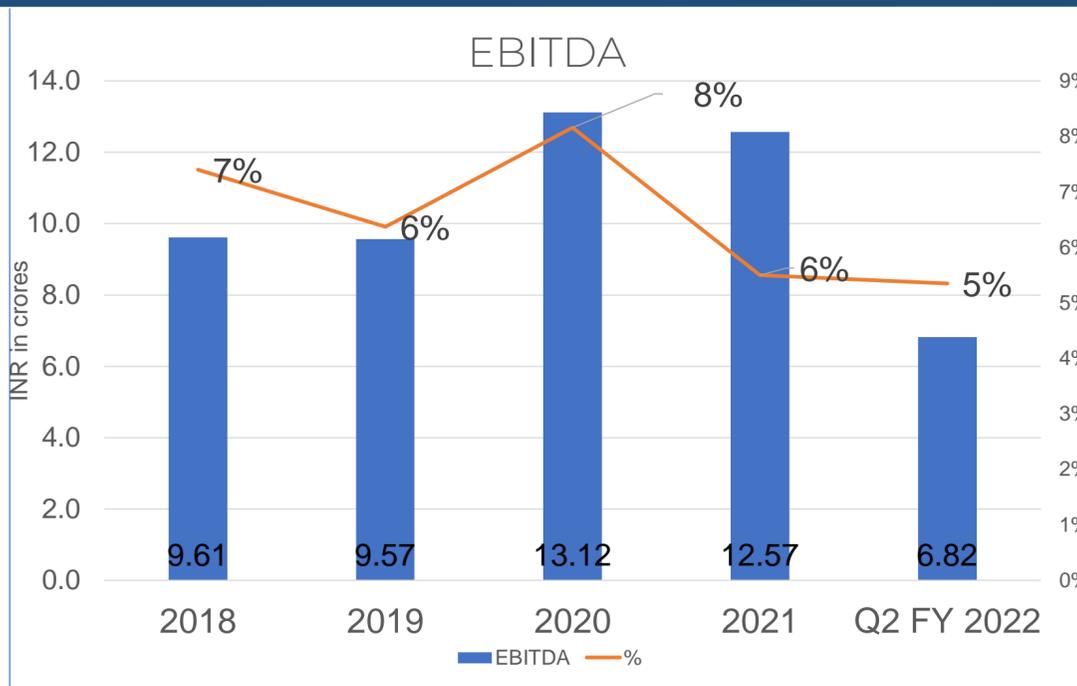
# Annual – Consolidated Balance Sheet (1/2)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021	H1 FY21-22
<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
Total Non-Current Assets	23.29	24.15	24.81	64.13	65.47
<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
Total Current Assets	46.40	56.05	59.81	101.17	107.92
<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)

Particulars (INR in crs)	FY 2018	FY 2019	FY 2020	FY 2021 Consolidated	H1 FY21-22
<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	24.01	24.43
<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
Total Non-Current Liabilities	8.66	8.74	9.10	47.29	44.83
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>

# Profitable Growth, Strong ROE & ROCE



# Thank You

For further information, please contact:

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

