

Turning milestones into
stepping stones

27th Annual Report 2013-14



Global Player In Plastic Extrusion Machinery



Product Range

- FOILEX™** : Mono layer blown film lines
- MULTIFOIL™** : Multilayer blown film lines
- AQUAFLEX™** : Downward extrusion blown film lines
- FOMEX™** : Foam extrusion system (chemical and physical)
- LAMINA™** : Mono & multilayer sheet lines
- DISPOCON™** : Thermoforming & vacuum forming machines
- FABREX™** : PP non woven fabric making machines
- FLOWEX™** : Twin screw uPVC & CPVC pipe plants
- DRIPEX™** : Drip irrigation pipe plant for round and flat dripper
- LABEX™** : Lab equipments

Rajoo Engineers Limited

ANNUAL REPORT
2013-2014

27th ANNUAL GENERAL MEETING

Date : 5th September, 2014

Day : Friday

Time : 11.00 a.m.

Venue : Registered Office, Junagadh Road,
Manavadar - 362 630 District : Junagadh (Gujarat)

Admn. & Mktg. Office :

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CIN : L27100GJ1986PLC009212

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Important Communication to Members

The Ministry of Corporate Affairs has taken a "Green Initiative in Corporate Governance" by allowing paperless compliances by the companies and has issued circulars stating that service of notice/documents including Annual Report can be sent by e-mail to its members. To support this green initiative of the Government in full measure, members who have not registered their e-mail addresses, so far, are requested to register their e-mail addresses, in respect of electronic holdings with the Depository through their concerned Depository Participants. Members who hold shares in physical form are requested to fill the appropriate column in the members feedback form given hereunder and register the same to **Link Intime India Private Limited, 303, 3rd Floor, Shoppers Plaza V, Opp. Municipal Market, B/h Shoppers Plaza II, Off. C. G. Road, Ahmedabad - 380009. Phone: 079-26465179. Email: ahmedabad@linkintime.co.in** (Postage for sending the feedback form will be borne by the Company).



Perfect Blend of Experience and Expertise

Our Eminent team is responsible for the corporate governance and is ultimately accountable for overall strategy, risk management and financial performance of the company.

The team is led by our Chairman and Managing Director-Mr. R.N.Doshi and is ably assisted by the Executive Team.

R. N. Doshi Chairman & Managing Director

Responsible for the overall operations including production, new developments and services, is the co-founder of this company. He has more than 25 years of experience in plastic processing, machinery manufacturing, engineering and product innovation and development. He is adept in selection of world class inputs for our products, cost reduction and inventory control to ensure our continued competitiveness. His extensive management experience includes several start-ups, plant installations and significant processing improvements in record time.



R. N. Doshi

Sunil Jain Executive Director

Overall marketing, business development, diversification and growth strategies at the corporate level are the responsibilities of Mr. Jain. He has more than 30 years of experience in the flexible packaging industry and plastic extrusion machinery industry. He has successfully developed key relationships with our esteemed customers and overseas partners. Prior to joining Rajoo, he worked with various flexible packaging conversion Units, holding various senior managerial and technical positions. He is a graduate in Mechanical Engineering from BITS (Pilani), a reputed institute of India.



Sunil Jain

Khushboo Doshi Executive Director

Khushboo Doshi, a second generation entrepreneur, joined Rajoo Engineers in 2007 as Head of Marketing and Communications. She is an architect by education and holds a Master's Degree in Industrial Product Design from UK. She is also a Masters in Management for Entrepreneurs from IIM, Ahmedabad and Family Businesses from IIM Bangalore..

Khushboo has cross functional expertise in marketing, corporate branding, PR and Communications strategy. As Product Manager of Rajoo's foam business, she was responsible for introducing this concept for the Company and co-ordinating with the collaborators - Commodore of US. At Rajoo, she is also responsible for human capital management, financial management and most important - after-sales-service. As Director of the Company, Khushboo is an integral part of the senior management that is leading the company in the next phase of expansion in the global market.



Khushboo Doshi

Our leadership team

“Ultimately, It is the vision that matters! We at Rajoo, are set to carry forward the legacy of our Mentor Shri C N Doshi, with a team built, nurtured and trained by him.”



R N Doshi
Chairman & Managing Director

A letter to the shareholder

Dear Shareholders,

Rajoo concluded Financial Year 2013-14 with unprecedented success in this challenging global environment. The foundation of this success was our focused strategies coupled with unstinted support of all our stakeholders- employees, customers and vendors.. Despite the difficult global macroeconomic environment, we delivered a strong operating performance with significant operating cashflows that positions us in the top tier in our industry.

It gives me immense pleasure to report that your Company has achieved a landmark turnover of Rs. 10,006.91/- Lacs during the financial year 2013-2014. The domestic sales touched Rs. 6358.80 Lacs as against Rs. 5662.16 Lacs during the previous financial year, an increase of 12.3% . Export sales also increased to Rs. 3648.11 Lacs from Rs. 3282.85 Lacs of previous year, an increase of 11.1%. The aggregate sales and other income have increased by 11.81% to Rs. 10167.39 lacs from Rs. 9093.23 lacs in the previous Financial Year 2012-13. With the improvement in profit margin, the Earning Per Share also increased to 0.63 from 0.46 of the previous year.

Your Company is pleased to recommend a dividend of Re. 0.20 per share (i.e. 20%) on the paid up share capital of the Company, subject to approval of members in the ensuing Annual General Meeting.

Global plastics processing machinery demand is expected to increase 7.0 percent annually through 2017 to \$37.6 billion. A healthier sales climate, resulting from accelerations in fixed investment spending and plastic resin consumption growth, will spur market gains through 2017. Equipment utilized in the production of plastic packaged goods will expand at the fastest pace through 2017 and climb the most in absolute terms. Increases will be spurred by pickups in packaging demand and food and beverage manufacturing activity as living standards continue to rise in developing countries including India , stimulating greater consumption of packaged goods, particularly foods

and beverages. Additionally, generally improved economic conditions in industrialized nations will lead to even higher packaging demand levels there. As a result, packaging will remain the largest single market for plastics processing machinery, followed in size by consumer/institutional products, construction, and other miscellaneous markets.

India will be the fastest-growing national market, however, expanding plastics consumption by over 12 percent per year. Rising personal incomes in these developing countries, leading to greater demand for plastic products, will be the primary driver of sales advances.

I would also like to share that the Company's founder Shri C. N. Doshi has been bestowed an Award for "Excellent contribution to Polymer Industry" in recognition of his outstanding contribution to Plastics Machinery Industry presented on 8th June, 2013 at Mumbai by Indian Plastics Institute.

Shri Chandrakant N. Doshi has been awarded "Lifetime Achievement Award" in recognition of his contribution to the innovations in Plastics Processing machinery segment and to the global plastics fraternity by CPMA & Elite Plus in the 2nd Speciality Films & Flexible Packaging Global Conference -2013 held on 29th & 30th August in Mumbai.

Your company has launched world's smallest sheet extrusion system LabEX-Lamina- Nano Five Layer barrier sheet , with 300mm width and maximum output 40 kg/hr, which was also showcased during K 2013 in Dusseldorf to simulate commercial scale sheet extrusion process on a lab-scale.

Your Company also expects to derive greater operating leverage out of its investments, in maximizing shareholders' wealth. Rajoo has led the industry for more than two decades and continues to grow exponentially in coming years. It is our mission to set even higher standards for our performance and set new milestones. It is our vision "to become one of the most trusted and passionate solution providers for the plastic extrusion machinery world-wide in the best interests of all the stake holders pursuing ethical business practices"

I am confident that Rajoo will firmly establish itself according to the above vision statement. I am grateful to the Board of Directors for their unwavering support and guidance. I take this opportunity to express my gratitude to all our stake holders, who have reposed trust in us and extended their constant support.

R. N. Doshi

Chairman & Managing Director

Year 2014 At a glance



A Moment of Pride:



Founder & Mentor of your company Shri C.N.Doshi has been appreciated for his significant contribution to polymer Industry.

Shri C. N. Doshi has been bestowed an Award for "Excellent contribution to Polymer Industry" in recognition of his outstanding contribution to Plastics Machinery Industry presented on 8th June, 2013 at Mumbai by Indian Plastics Institute.

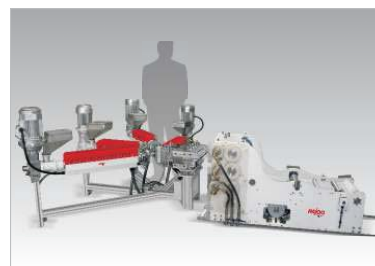
Shri Chandrakant N. Doshi has also been awarded "Lifetime Achievement Award" in recognition of his contribution to the innovations in Plastics Processing machinery segment and to the global plastics fraternity by the CPMA & Elite Plus in the 2nd Speciality Films & Flexible Packaging Global Conference -2013 held on 29th & 30th August in Mumbai.



On 7th February, 2014, Institute of Packaging Machinery Manufacturers of India, Mumbai (IPMMI) identified Rajoo Engineers Limited as an innovator in extrusion when it recognized its development in Labex - Lamina - Nano 5 layer barrier sheet line. This marvel was awarded with the IMDIR-2013 under the award category - IPMMI - Machinery Design / Development / Innovation. Rajoo Engineers received the award from Mr. Suresh Gupta (MD of Huhtamaki India), Mr. S. S. Cooper (President IPMMI) and Mr. V. Krishnan (Vice President-IPMMI).

Rajoo upholds the custom of being a pacesetter:

LabEX-Lamina- Nano Five Layer barrier sheet Line with one 30 mm extruder for inner layers three - 20 mm extruder for skin and middle layers, with 300mm width and maximum output 40 kg/hr is world's smallest five layer barrier sheet line, thus helping simulate commercial scale sheet extrusion process on a lab-scale.



Open House -2013- Phenomenal triumph in the history of Indian plastics industry:

Spectacular performance of barrier and non-barrier five layer blown film lines impressed the spectators at the Open House -2013 held on 9th August, 2013 at Rajkot showcasing the economical and advanced Models. It received an overwhelming response from the Indian polymer industry who appreciated this concept.

The year 2013 - 2014 at glance

The Indian flag flies high, Rajoo abilities receive global acclaim at K-2013:

Visitors were in awe of the high quality of five layer blown film plant, the live production of the barrier film aided by an aggressive price approach that was unleashed at K- 2013 at Dusseldorf, Germany. The large team of Rajoo manned the stand and addressed needs of the blown film industry with aplomb.

Unprecedented response, Rajoo Engineers were on a high after K-2013! With efforts lauded, products appreciated and approach well understood, visitors to the Rajoo stand took away much more than what they expected.



Rajoo, in its own way added another BRIC(K) to BRICS when the machine showcased at K 2013 was sold to Nylopack, Republic of South Africa. 'We are really happy with the machine which we bought from the K platform and Rajoo will remain as a preferred supplier to Nylopack for future expansions as well', says Peter Rousouw, Director, Nylopack, RSA. 'For Rajoo, it is a matter of honour to be supplying our line to a company as eminent as Nylopack and that too from the prestigious K platform which offers wide choices to processors' commented Sunil Jain, President of Rajoo Engineers.



DRIP^{EX}™ - India's most proven Flat Drip Irrigation Pipe Plant from Rajoo:

Ushering in a new era in Drip Irrigation Solutions, Rajoo has made a quick headway by offering to the industry a new paradigm in drip pipe extrusion. A leader today, Rajoo well understood the needs and offers FLAT DRIP IRRIGATION PIPE PLANT that is flat, fast, reliable and yet extremely economical.

The position of leadership is further reinforced as Rajoo is today the only company in India with a number of successful installations and has obtained repeat business for flat drip irrigation pipe plants from existing customer. These systems consume less material, are light weight; easy to ship, store and install thus benefitting agriculture and horticulture industries.



“To become one of the most trusted and passionate solution providers for the plastic extrusion machinery world-wide in the best interests of all the stakeholders pursuing ethical business practices”



The above vision is intrinsic to each facet of our operations. And we strive to realize this objective with passion and fervor.

We will continue to achieve through constant innovation in technology and machines, cordial and inspiring work environment for our employees who endeavor to convert ideas into solutions for our customers with ethical business practices.

Our co-operation with the polymer industry and with internationally acclaimed rheologists and machine designers enables us to provide technology of the developed nations to at developing countries.

Plastics, a material of choice for over centuries has made deep inroads into all walks of human life, be it food packaging, housing, clothing, automobiles, agriculture, building and construction and a variety of other domains. We strive to contribute to the development of plastics through extrusion. We also strive to contribute to the sustainable use of natural resources as well as energy savings and waste reduction. We aim at providing excellence in sheet and blown film extrusion incorporating world class technology at affordable price levels.

Our obsession for innovation and enthusiasm for understanding of polymers are significant elements which encourage us to achieve our goals and put us above the rest.

"Excellence in Extrusion" is our Company's maxim and is an expression of our corporate vision and culture which guides us in all that we do.

Vision