

Growing with Grace...



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 2014-2015

28th ANNUAL GENERAL MEETING

Date : 22nd September, 2015

Day : Tuesday

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 has 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



“

There is no doubt in my mind that the spirit and commitment of our employees will enable your Company to take its rightful place in the industry as one of the most cost-efficient equipment producers – as the supplier of choice in the markets it serves – by differentiating itself, its products, its processes and its services to the customer.

”



R N Doshi, Chairman & Managing Director

A letter to the shareholder

Dear REL Shareholders,

Fiscal 2014-15 was another year of significant progress for the Company. Many strategic complex initiatives were initiated and implemented as a result of continuous efforts for more than three years to improve the products and services offered to our customers. Overall, the Company's operations, competitive posture and foundation for profitable growth are all stronger today than a year ago.

It gives me immense pleasure to report that your Company has achieved a turnover of Rs. 115,39.03 Lacs during the Financial year 2014-2015. The domestic sales touched Rs. 86,46.78 Lacs and export sales Rs. 28,92.25 Lacs. The aggregate sales and other income have increased by 15.51% to Rs. 11,719.27 lacs from Rs. 10,145.83 lacs in the previous Financial Year 2013-14. With improvement in profit margin, the EPS also increased to 0.90 from 0.63 of the previous year.

Your Company is pleased to recommend a dividend of 25% (Rs. 0.25 per share) on the paid up share capital of the Company, subject to approval of members in the ensuing Annual General Meeting.

Ushering in a new era in Drip Irrigation Solutions, your Company made a quick headway by offering a new paradigm in drip pipe extrusion. As a leader today, Rajoo well understood the needs and offers **FLAT DRIP IRRIGATION PIPE PLANT** that is flat, fast, reliable and yet extremely economical benefitting the agriculture and horticulture industries. 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 in this segment. Your Company has a bright future as Agricultural industry is supported by the Central Government.

According to various report, sales of plastic packaging is concentrated in Asia, which accounted for 36% of the total in value terms in 2012. North America and Western Europe shares were 23% and 22% respectively. In 2012, Eastern Europe was the fourth largest consumer of packaging with a global share of 6%, closely followed by South and Central America with 5%. The Middle East represents 3% of the global demand for packaging, while Africa and Australia each has 2% share. According to the study, this segmentation of the market is expected to change significantly by 2018; Asia is predicted to represent over 40% of global demand, while North America and Western Europe lose out noticeably. Once again, implying great potential for the plastic packaging industry in Asia is the growth opportunity for your Company.

The growth of the global packaging industry is being driven by a number of trends, depending on various geographical regions. Growing urbanization, investment in housing and construction, the development of retail chains and the burgeoning healthcare and cosmetics sectors are driving packaging demand in China, India, Brazil, Russia, South Africa and other emerging economies. An increase in living standards and personal disposable income in the developing regions fuels consumption across a broad range of products, with subsequent growth in demand for the packaging of these goods.

In terms of economically developed markets, a number of key social and market trends continue to have a major impact on developments in packaging over recent years. These include: the trends towards smaller households and accompanying rise in demand for more, smaller pack sizes, the increasing requirement for convenience among consumers, and the growing number of men interested in health and beauty products.

To unleash future growth at fast pace and meet the infrastructure demands, your Company has expanded its facilities and has created Centralized Store System christened "Bhandar" with a storage space of 9500 sqmetres. This system will enable better and efficiency material handling across the Company.

Your Company believes people are the lifeblood of any business. Effective management of this valuable asset is essential for unlocking an organization's growth. During 2014-15, your Company arranged 30 different training programs with participation of 90 employees from various categories to explore their potential.

There is no doubt in my mind that the spirit and commitment of our employees will enable your Company to take its rightful place in the industry as one of the most cost-efficient equipment producers – as the supplier of choice in the markets it serves – by differentiating itself, its products, its processes and its services to the customer.

I want to thank our employees whose creativity, hard work and customer dedication have made this year's achievements possible laying a strong foundation for future. Our strong connection with customers continues to be a key asset in an increasingly competitive marketplace. While the economy remains challenging, we are well prepared to meet customers' changing needs, pursue continued growth and maximize shareholder value.



R. N. Doshi
Chairman & Managing Director

Date : 31/3/2015

A letter to the shareholder



In order for our business to expand, we have been involved in promoting and offering more value for money in terms of products and services. And this is where good marketing initiatives come in to play.

We have executed innovative campaigns to capture the attention of audiences both online and off-line to target virgin territories.

To mark our presence and show case our products we have participated in 10 exhibitions out of which six were overseas and we continue to do so. Next we have targeted to participate in 15 exhibitions related to the Plastics industry.

1. Glimpse of major Exhibitions:

- Our presence at Iplex-2014, Hyderabad- excelled the boundaries of high performance !

More than hundred visitors witnessed the stunning performance of Multifoil Lite running @ 140 kg/hr output with power consumption of just 0.32 kwh/kg.

- At Arab Plast -2015, Dubai **MULTIFOIL Lite** was introduced with the trademark quality of Rajoo machines coupled with a minimal cost of ownership. Aggressive price, minimal downtime, low energy consumption, flexibility to adapt to varied applications ensured a sustained competitive advantage for its customers.



Source : Multifoil-Lite at Arabplast'15

- At Plastindia 2015, Gandhinagar - global experts from Hosokawa Alpine, Germany; Bausano, Italy and Meaf Machines, Holland along with the management and operational teams at Rajoo were present in full strength to share global developments with the industry and its meaningful adaptations to meet local needs.

With a live demonstration of its 21st 5-Layer Blown Film Line, high output energy efficient Sheet Extrusion Line, Tilting Mould Thermoformer, WPC (Wood Plastics Composite) Extrusion Machine and the patented Hosokawa Alpine "X" Type 3-Layer Blown Film Die Head; the Rajoo booth was symbolic of global advances in technology at affordable prices.



Source : Multifoil at Plastindia'15



Source : Dispotilt at Plastindia'15



Source : Lamina at Plastindia'15

2. Open House - 2015

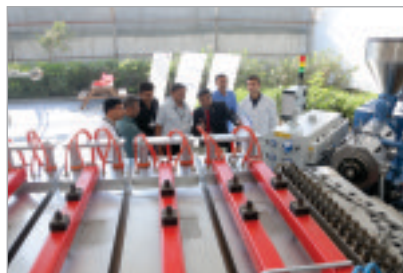
Our attitude reflects our aptitude and your trust on Rajoo augurs the altitude of our success

We, at Rajoo are delighted to share the success of the Open house - 2015 held on 17th January, 2015 at Rajkot. Spectacular performance of Wood Plastics Composite (WPC) Board line impressed the spectators. An astounding 50+ people in attendance witnessed a live demo of WPC Board Plant, which made the event a phenomenal triumph in the history of Indian Plastics Industry.

The presence of 'Team Bausano', our technical collaborators provided significant value to the visitors giving them an opportunity for a one-on-one interaction with the global experts.



Source : WoodPlex at openhouse'15



Source : Openhouse'15



Source : Openhouse'15

3. A moment of pride:

- Ms. Khushboo Chandrakant Doshi, Executive Director of Rajoo Engineers was honoured by Phulchhab News Paper with "Nari Gaurav Award" for her remarkable continuation to business and society.
- Rajoo Engineers was awarded by Greater Rajkot Chamber of Commerce and Industries for its outstanding contribution to trade & industry for its award winning performance.



Source : Nari Gaurav Award



Source : Greater Rajkot Chamber of Commerce and Industries Award ceremony

Made an entry into the International market with maiden export of a blown film line to Tanzania



Begun operation at Rajkot. Entered into a technical collaboration with a British Company. went public and the issue was over subscribed by nearly 24 times.



AN ISO 9001 COMPANY

Secured ISO 9001 certification 1999

1986



Commenced business as Rajoo Engineers Pvt. Ltd. at Manavadar, a small village in Junagadh Dist. to manufacture mechanical cutting-sealing machines.

1990

Introduced the first ever indigenously designed and developed Oscillating Haul-off system for blown film lines and displayed at Plastindia 1994.



1994

1994



1995

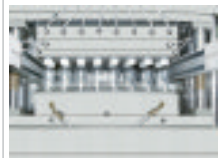
Introduced the first indigenously designed wide width blown film line for a lay-flat width of 3000 mm

Introduced an Internal Bubble Cooling System for blown film lines.



1997

2002



Introduced India's first Electro-hydro-pneumatic plug-assist thermoformer with in-mould cutting for Polypropylene & PS containers.

1986 1988 1990 1991 1994 1995 1996 1997 1999 2000 2001 2002



1988

Ventured into the manufacture of blown film lines and delivered first PPTQ blown film line.



1991

Introduced the first Indian co-extrusion feed block for multilayer sheet line



1995

introduced the first indigenously desined extruder incorporating grooved feed bush, barrier screw and cross-hole mixing section.



1996

Exported country's first "CE" marked machine to the European market



2000

Launched the first ever sheet line for PET at Plastindia 2000



1990

Launched the first ever blown film line to manufacture chemically foamed PE films



2000

5 layer stack die (UCD) with horizontal spirals – first time in Asia & 4th in the world



2001

Introduced world's highest output TQPP downward extrusion blown film line at Plastivision 2002, christened Aquaflex

28 Years of Leadership