

Strength in Resilience

Breakthrough into the Renewable Energy Sector

Annual Report
2022-23

Rajoo Engineers Limited

ANNUAL REPORT - 2022-2023

36th ANNUAL GENERAL MEETING

Date : September 23, 2023 | **Day** : Saturday | **Time** : 12.00 p.m.

Venue : Registered Office, Rajoo Avenue, Survey No.210, Plot No. 1,
Industrial Area, Veraval (Shapar), Dist. : Rajkot - 360 024. Gujarat, India.

Admin. & Mktg. Office

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Regd. Office

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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,

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

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



Defines and evolves the company's strategic direction and spectrum of offerings, while cultivating a strong leadership team to drive its execution. He has more than three decades of experience in the plastics industry. He oversees the business enablement and a new product development. His extensive management experience includes several start-ups, enterprises, executing business turnarounds and managing successful acquisitions.

R. N. Doshi - Chairman



Over 16 years of experience in the area of Marketing, Business Development, HR, Customer Care and Finance. Khushboo 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. Sales, Marketing and After-sales support is her passion and has been responsible for establishing brand "Rajoo" in the industry- both in the country and globally. A firm believer in Woman Empowerment, Rajoo Engineers is one of the first companies in Saurashtra Region of Gujarat to employ women in engineering functions.

Khushboo Chandrakant Doshi - Managing Director



A second generation entrepreneur, joined Rajoo Engineers in 2011 as an Engineer – Vendor Development. He holds a Bachelor's Degree in Mechanical Engineering with a Masters in Polymer technology from HTW Aalen University, Germany. Utsav has cross functional expertise in Design and Operations. He is responsible for New Product Development, R & D, product management, IT, quality & procurement. Utsav Doshi is an integral part of the senior management and responsible for entire operations at REL.

Utsav Doshi has technical experience to convert market requirements into technical layout with having thorough knowledge in manufacturing and Plastics Processing .

Utsav Doshi - Jt. Managing Director



Overall marketing, business development, diversification and growth strategies at the corporate level are the responsibilities of Mr. Jain. He has more than 36 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 - Director

“I am proud to say that we have continued to demonstrate resilience and adaptability in the face of these challenges.”

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A LETTER TO SHAREHOLDERS



Chairman's letter to Shareholders

I am pleased to present to you the annual report your Company for the fiscal year ended March 31, 2023. It has been a challenging year for the industry, but I am proud to say that we have continued to demonstrate resilience and adaptability in the face of these challenges.

Ukraine war continues to impact the global economy and commodity prices, availability of materials and has led to some inflation. The unstable geo political situation in certain regions continues to disrupt supply chains leading to non-availability and volatility in input materials prices. The interest rates being on the rise continuously while the US Dollar continuing to strengthen became a cause of concern for net importing countries. With all these events happening in tandem, we remain cautiously optimistic based on expected gradual recovery in demand from our export markets, which should complement domestic growth. In fact our order inflows continue to be stable with an adequate pending order book.

Over the years, we have established ourselves as a leading player in the manufacture and supply of high-quality plastic extrusion machinery. Our commitment to innovation, quality, and customer satisfaction has been the driving force behind our success. We have invested heavily in state-of-the-art technology, modern equipment and a skilled workforce to ensure that we remain at the forefront of the industry.

I am happy to share that we we have received high value order from one of the leading European manufacturers of farm machinery & equipment based out of Europe. which is the highest value order ever in the history of the Company for manufacturing silo bags. We also entered into new era of solar cell manufacturers where we launched LAMINA -E, India's first mono & multi-layer EVA/POE sheet line for producing encapsulant sheets for solar cells - a move that would empower solar panel manufacturers and also make a difference to India's energy Programme and our country's journey towards energy Independence by 2047. We also launched the PentaFoil[®] - POD - the new generation 5-layer blown film line that leads to 27% increased output for our customers.

As we move forward, our focus has been to take significant steps to reduce our carbon emissions, minimize waste and promote the use of recycled materials. We will continue to invest in sustainable technology and practices to ensure that we play our part in protecting our planet for future generations.

Moving to FY23 financials, I would like to share that our Company achieved net revenue of Rs. 159.79 crore in FY23, as against Rs. 172.04 crore in FY22, representing a YoY decrease of 7.13%. due to decrease in export dispatches. There has been tremendous shortage of USD currency in financial systems in some African countries. Our customers in these countries are not able to open LCs or remit the balance pre-dispatch payments due to which, at the end of the year some machines were ready but waiting for dispatch against their orders.

EBITDA (excluding Other Income) was at Rs. 13.99 crore in FY23 as against Rs. 20.91 crore in FY22, decrease of 33.11% YoY due to due to some significant expenditure on sales promotions, exhibitions and some amount of R&D spend.

PAT was Rs. 10.02 crore in FY23 compared to Rs. 14.80 crore in FY22, YoY decrease of 32.31%

In line with our strategy, we continue to expand our global footprint with high focus on market penetration and sustain investments in research & development to support progress. We continually strive to identify new avenues of growth and effective utilization of existing resources.

We will continue to carry forward the core values of your Company, dedicating ourselves to growing and developing the business and bringing value to our shareholders and society.

Our most valuable resource, our team, has been the main factor in our success thus far. In addition, I would like to extend my sincere gratitude to our shareholders, employees, customers and partners for their continued trust and support. It is because of your unwavering support that we have been able to thrive in the highly competitive industry.

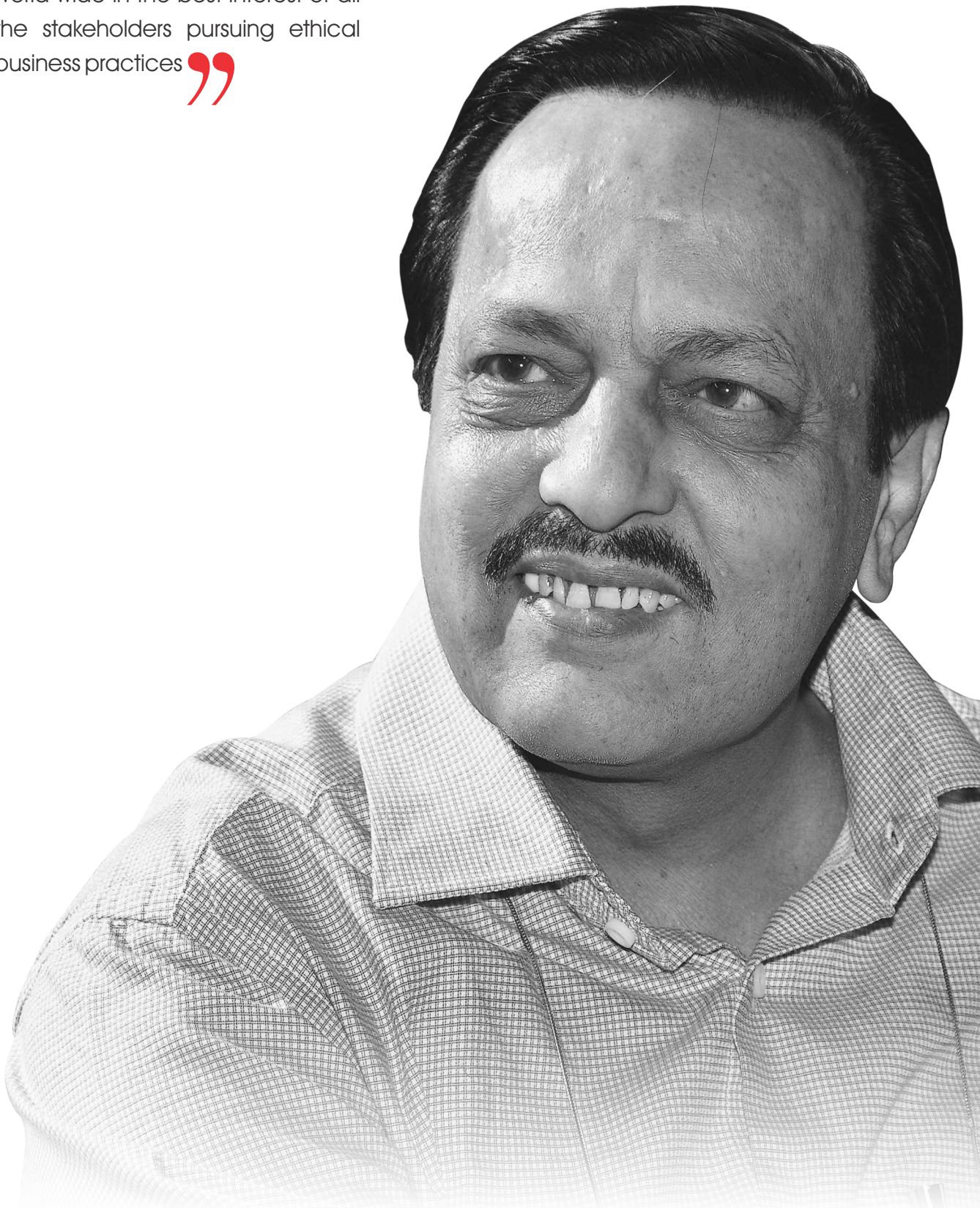
Thank you for being a part of our journey, and I look forward to the exciting future that lies ahead.

Sincerely,



R. N. Doshi - Chairman

“ To become one of the most trusted and passionate solution providers for the plastic extrusion machinery world-wide in the best interest 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.

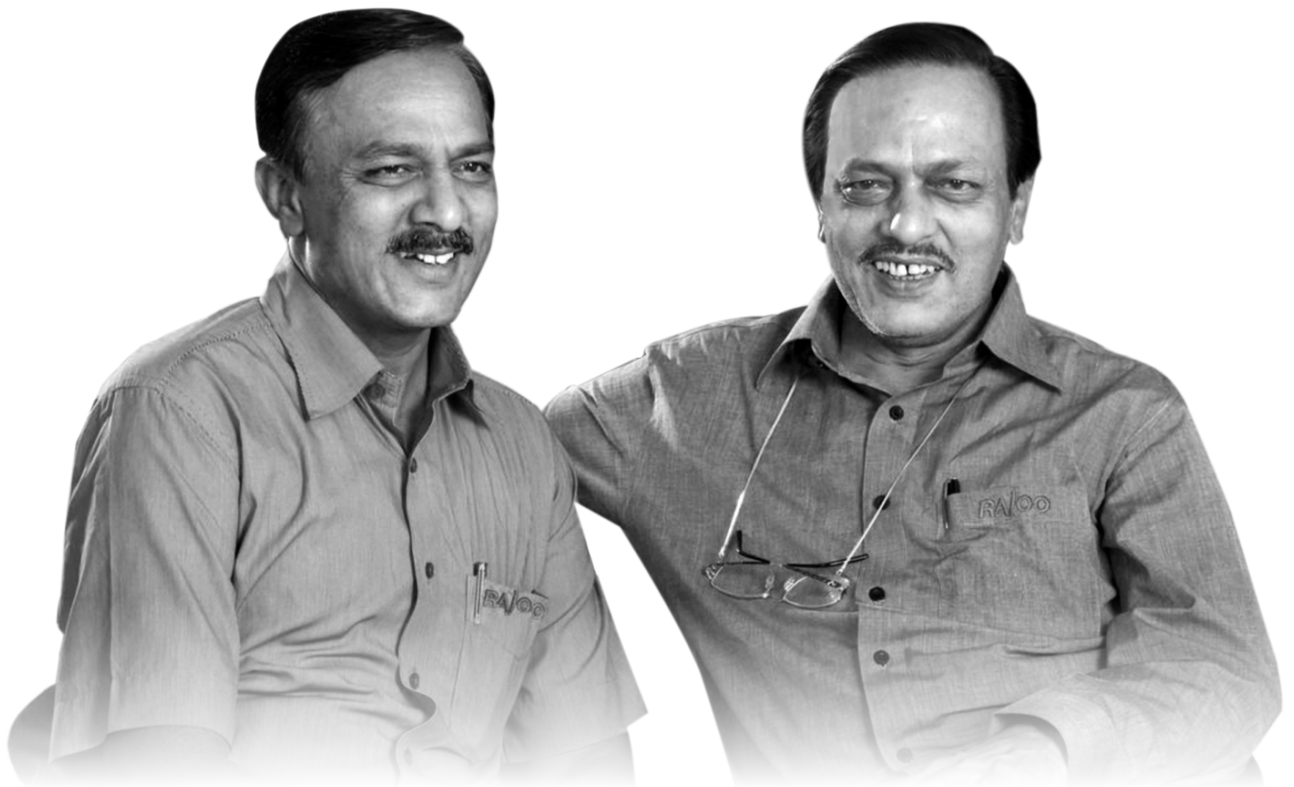
We will continue to achieve through constant innovation in technology and machines, cordial and inspiring work environment for our employees who endeavor to convert ideas into solutions for our customers with ethical business practices.

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



Launched the first ever sheet line for HIPS, christened LAMINA



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.



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



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



Rajoo introduced India's first ever Foamed PVC profile line and delivered to the pioneer in this field, M/S Trio Polymers, Junagadh



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



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

1986 — 1988 — 1989 — 1990 — 1991 — 1992 — 1994 — 1995 — 1996 — 1997



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

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



Launched Asia's first ever chemically foamed sheet line for EPE was christened FOMEX



Launched monolayer blown film line, christened FOILEX

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



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



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



Introduced Internal Bubble Cooling(IBC) System for blown film lines

