



NITIRAJ ENGINEERS LIMITED (NITIRAJ FOR INVESTOR)

Result Update Presentation May 2018

Jewellery Balance : GOLD SERIES



Currency Counting Machine : PLNC SERIES



Child Growth Monitoring System



Tabletop Scales : SMART SERIES / NPW SERIES



Body Mass Index Scale : PBMI SERIES Person Weighing Scale : PW / PWCP SERIES



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NITIRAJ ENGINEERS LTD.

♦ Electronic Weighing Scales & Systems
♦ Currency Counting Machines
♦ Digital Fare Meters



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NITIRAJ ENGINEERS LTD.

Leading Manufacturers of **Electronic Weighing Scales** and systems,
Currency Counting Machines and **Digital Fare Meters** in India,
under the brand name

PHOENIX[®]

CFO's Message

Commenting on the results, Mr. Kailas Agrawal – Chief Financial Officer (CFO), Nitiraj Engineers Limited said :

"This second half and full financial year end 2017-18, our Company has reported a growth with good H2 FY18 sales of Rs. 19.95 Cr, an increase of over 5.69% as compared to H1 FY18, on account of good demand and growing acceptability for our products. The demand witnessed in newer geographies will enable the Company to deliver better performance going ahead. Further the Company intends strive harder to improve the same in coming financial year.

Our Company has already developed a strong network of clients and healthy relationships with dealers. We will benefit from larger sale of products in these markets. This is another yet another important step towards laying a strong foundation and meeting desired targets. The Company is in a phase of evolution and growth and we will strive hard and deliver on the expected lines. Also we are looking to expand its presence across other different markets that we are currently present.

I would like to thank the entire team of 'Nitiraj Engineers Ltd.' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in the Company has given us the determination and ambition to grow from strength to strength."



Annual Profit & Loss Highlights

Particulars (Rs. Lakhs)	FY18	FY17	FY16
Revenue	3882.84	5349.25	5639.45
Cost of goods sold	2023.72	2723.51	2740.44
Employee Cost	564.57	524.96	460.66
Other Cost	917.42	1391.93	1579.48
EBITDA	377.13	708.85	858.87
EBITDA Margin%	9.71%	13.25%	15.23%
Other Income	227.23	30.86	14.83
Depreciation	174.62	89.75	73.85
Interest	5.41	50.69	74.50
Exceptional Item	0.00	0.00	0.00
Profit Before Tax	424.33	599.27	725.35
Tax	116.91	225.00	175.14
PAT	307.42	460.28	550.21
PAT Margin%	7.92%	8.60%	9.76%

Balance Sheet Highlights- As on 31st Mar'18

Particulars (Rs. Lakhs)	Ason 31 st Mar-18	Ason 31 st Mar-17
Shareholder's Funds	6081.46	5761.60
Share capital	820.08	820.08
Other Equity	5261.38	4941.52
Non-current liabilities	29.38	0.00
Deferred Tax Liability	29.38	0.00
Long Term Provision	0.00	0.00
Current liabilities	298.81	755.37
Short Term Borrowings	0.00	0.00
Trade Payables	298.81	755.37
Other Financial Liability	0.00	0.00
Short Term Provisions	0.00	0.00
Income Tax Liability	0.00	0.00
Other Current liabilities	0.00	0.00
Total Equities & Liabilities	6409.65	6516.97

Particulars (Rs. Lakhs)	Ason 31 st Mar-18	Ason 31 st Mar-17
Non-current assets	4530.89	4008.30
Property , Plant & Equipment	1049.95	996.77
Intangible Assets	200.09	83.63
Intangible Assets under dev.	0.00	0.00
Financial Assets		
Other Investments	2592.59	2201.05
Other Financial Assets	0.00	0.00
Deferred tax assets (net)	0.00	0.00
Long term loans and advances	688.25	726.85
Other non-current assets	0.00	0.00
Current assets	1878.76	2508.68
Inventories	1235.61	1143.11
Financial Assets		
Trade receivables	418.82	542.33
Cash & Cash equivalents	141.22	754.88
Other Financial Assets	0.00	0.00
Other Current Assets	83.11	68.36
Total Assets	6409.65	6516.98

Snap Short for Investor Pricing Ratios

Per share Analysis	Analysis Basis	31 st March 2018	31 st March 2017
Market Price	www.nseindia.com	Rs. 65.90	Rs.83.00
Book Value	(Total Assets-Liabilities)/No. of shares (As per Audited BS)	Rs. 74.16	Rs. 70.26
Earnings Per Share (EPS)	Earnings to equity shareholder/No. of shares	Rs. 3.75	Rs. 5.61
Cash Earning Per Share (CEPS)	(Net Income + Depreciation)/No. of shares	Rs. 5.88	Rs. 6.71
Sales Per Shares	Total Sales /No. of Shares	Rs. 47.35	Rs. 65.23
Net Worth of the Company	Total Assets – External Liabilities	Rs. 60.81 Crores	Rs. 57.62 Crores

Key Ratios for Investor

Ratio`s	Analysis basis	31 st March 2018	31 st March 2017
Price to Sales Per Share Ratio	Market Price/Sales per share	1.39	1.27
Current Ratio	Current Assets/ Current Liabilities	6.01	3.23
Quick Ratio	(Current Assets-inventory)/current Liabilities	1.87	1.72
Price to Earning Ratio	Market Price/ Earning per Share	17.6	14.8
Times Interest Earned (Accrual)	(Interest Exp + Tax Exp. +Income from Cont Operation)/Income from Cont. Operation.	92.31	21.12
Times Interest Earned (Cash)	(Interest paid + Cash flow from Operation)/Interest Paid	3348.47	13.11
Price to Book Value Ratio	Market Price/ Book Value per share	0.89	1.18
Fixed Asset Turnover Ratio	Revenue/Net Fixed Assets	3.3	5.0
Liabilities to Assets Ratio	Total Liabilities/Total Assets.	0.05	0.12
Return on Assets	Revenue/Total Assets	5.8 %	13.9 %



Company Overview

NITIRAJ ENGINEERS LTD.

Leading Manufacturers of **Electronic Weighing Scales** and systems,
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under the brand name

PHOENIX[®]

Among fastest growing companies in Leading Manufacturing industry across globe

- Established in 1989
- Incorporated as Private limited company in 2000 and SME NSE Listed in 2017
- Develops and sell products under our own registered brand 'PHOENIX'

Diversified Product Portfolio

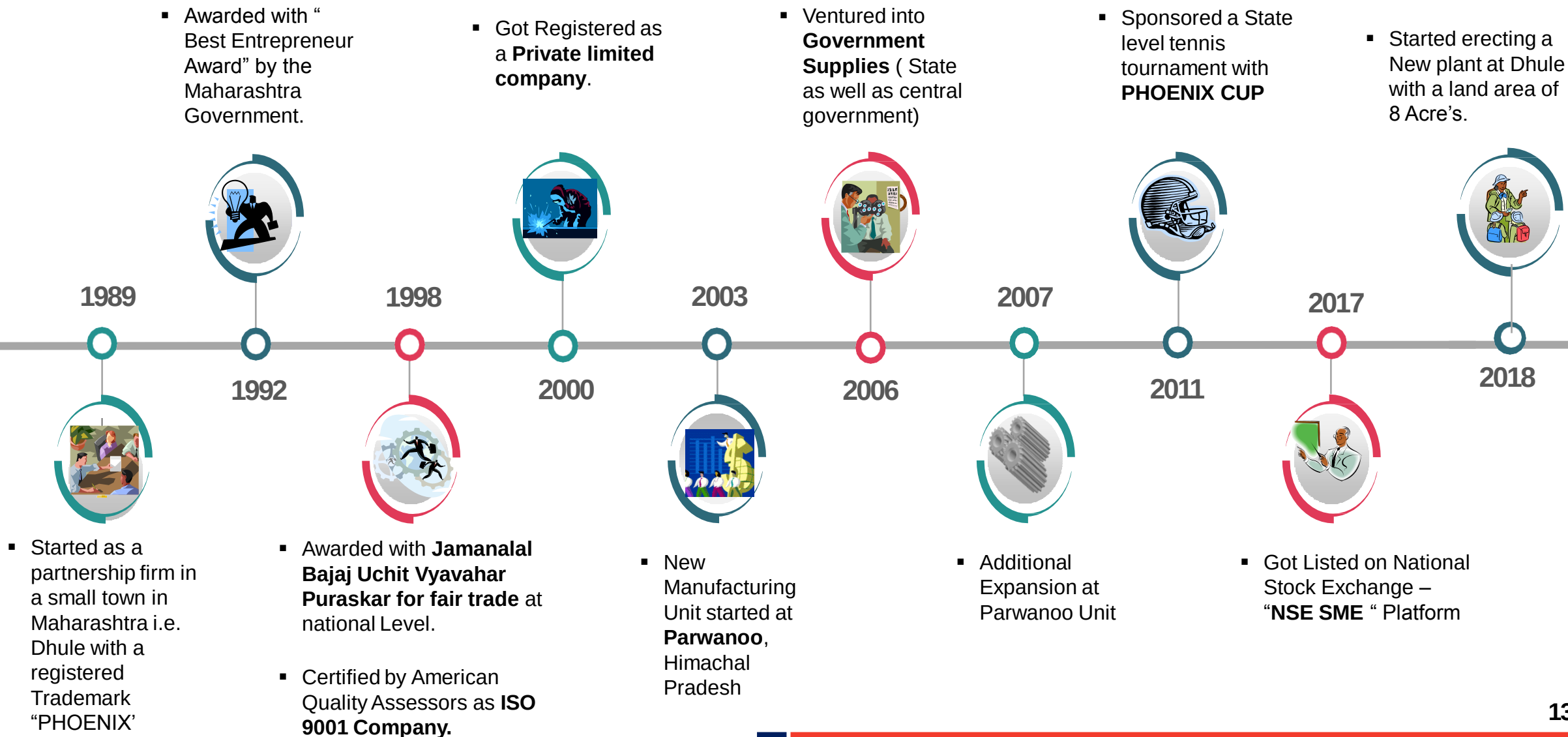
Electronic weighing scales & systems, Electronic Currency Counting Machines and Digital Fare Meters

Experienced Sales & Distribution

- Well established sales & Distribution management system
- Efficient execution & Logistic system backed with FlexiERP software for zero defect quality management & Distribution system
- Strong team of Sales & Marketing Professionals having presence in PAN India

Offices

- Registered Office : Headquarters located amidst economic hub of India, Mumbai
- Corporate office at Dhule, Maharashtra
- Production office at Parvanoo, Himachal Pradesh
- 13 Branch offices with 369 Dealers network all over India.



Experienced Management Team



Mr. Rajesh R. Bhatwal

Chairman & Managing Director

- Over 28 years of experience.
- A phenomenal personality with strong business acumen. Ethical & perseverant approach towards business and focused visionary personnel.
- A Good Strategic planner with strong business development attitude which has helped the company to achieve growth in the market.

Mrs. Shakuntala R Bhatwal

Women Whole time Director

- Over 27 years of experience in Electronics weighing Scales
- Responsibilities includes overseeing Manufacturing activities, Sourcing of components, Administrative work, Etc
- Strong experience in designing, approving & establishing, manufacturing set up, short term & long term business goals and Quality Management.

Mr. Ajay Bhatwal

VP Marketing

- Over 15 years of rich experience in Marketing and 10 years in finance
- Responsible for system development of the company.
- A Chartered Accountant is shouldering the responsibility of developing and handling dealers network

Mr. Hung Sin Chung Huanyi

Whole Time Director

- 25 years of professional experience in business management
- Responsible for production planning, marketing, liaison with government agencies and sourcing of raw materials
- Strong experience relationship development.

Mr. Kailas Agrawal

CFO

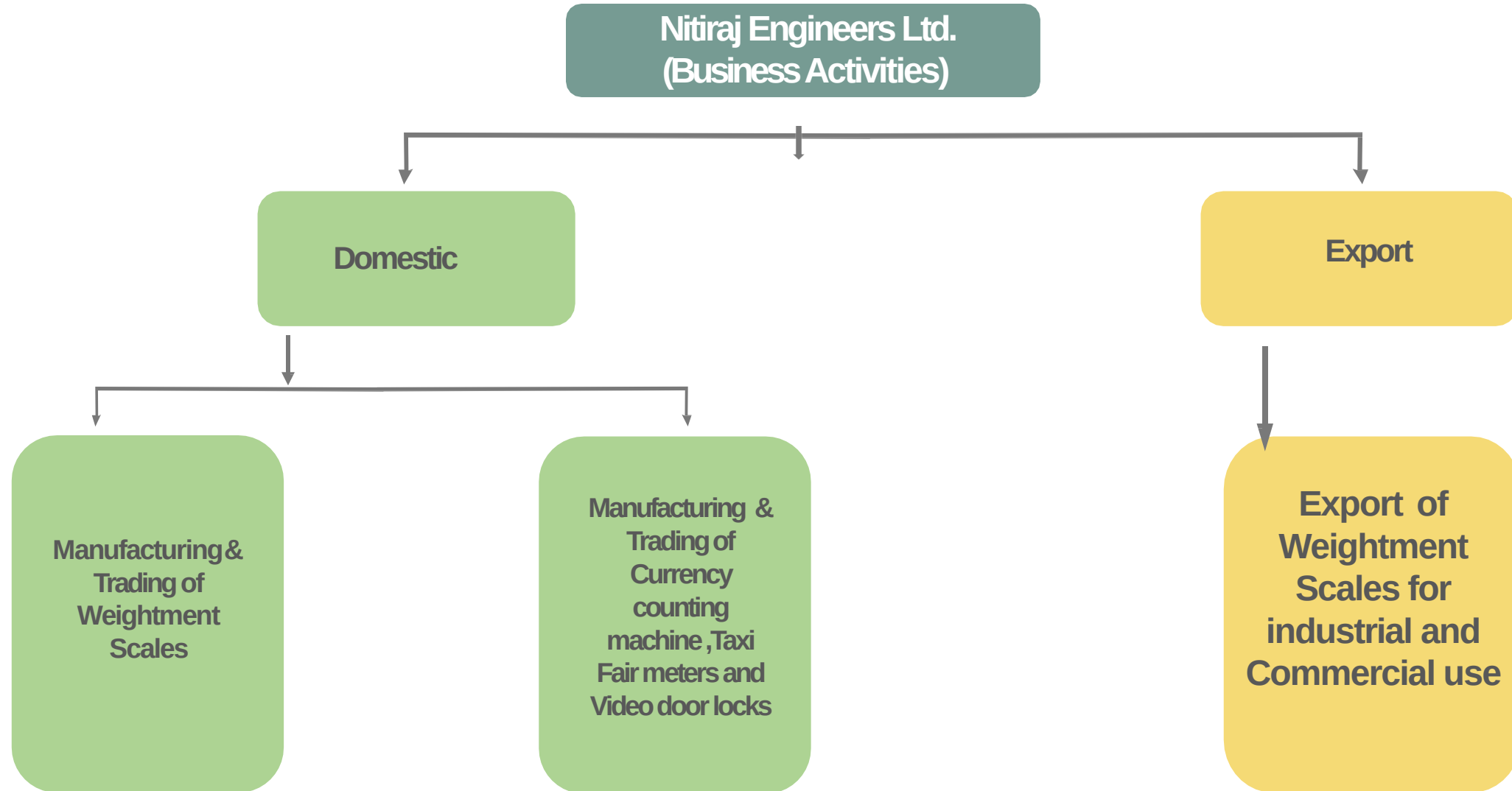
- Over 18 years of experience finance.
- Responsible for statutory compliance of the company like income tax, GST, Pf, pt etc.



BUSINESS OVERVIEW

True way to weigh...





Business Model



Gold and Silver Scale



Gold Series



Silver Series



Gold wind Series

Commercial Scales



Wireless Table top Scales



Table top Scales (Red)

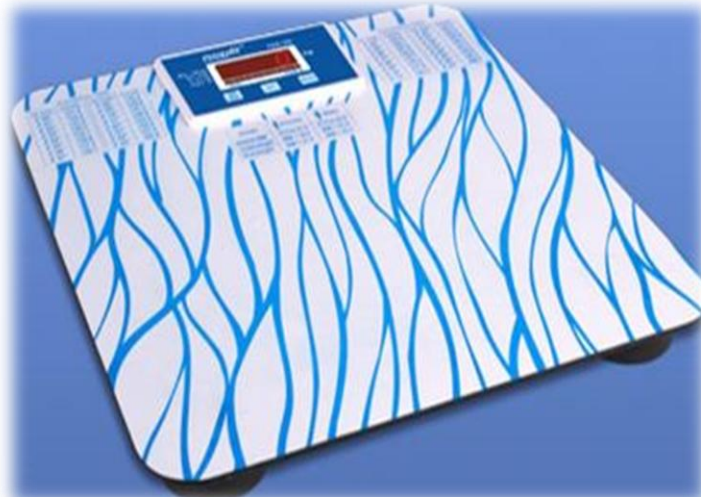


Table top Scales (Green)

Industrial Weightment Scale



Other products :





Thank You



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