



Rangoli Tradecomm Ltd crosses major milestones during FY2020-21

Registers stellar financial performance for the FY2020-21

EARNING SYNOPSIS

- ❖ Financial Performance for FY2020-21:
 - Revenues: INR 1187 Cr ↑ 7x
 - EBITDA: INR 71 Cr ↑ 23x
 - PAT: INR 51 Cr ↑ 24x
 - EBIDTA Margins - 6% & PAT Margins - 4.3%
- ❖ Significant scale up in business within short span of time since commencement of full-fledged operations of the company
- ❖ Redefining ***Supply-Chain-Engineering***

Key Milestones achieved during the year

- ❖ Maiden BSE-SME IPO oversubscribed by **1.5x raising INR 45 Cr**
- ❖ Revenues for the year tops **INR 1187 Cr** and PAT **INR 51 Cr**
- ❖ Net-worth crosses **INR 133 Cr**

May 31, 2021: Rangoli Tradecomm Ltd (BSE-SME listed company with BSE Code: 543274) engaged in the Trading business of Polymers, Textile products, Metals – ferrous & non-ferrous, manganese & various commodities, has posted stellar performance for the financial year FY2020-21.

FY2020-21 Key Performance Highlights:

RS CRORES	H2FY2021	H2FY2020	% YOY	FY2021	FY2020	% YOY
Total Revenue	1,040	164	534.1	1,187	165	617.7
EBITDA	56	3	1,784.6	71	3	2,235.8
<i>EBITDA Margin (%)</i>	<i>5.4</i>	<i>1.8</i>		<i>6.0</i>	<i>1.9</i>	
PBT	55	3	1,765.4	71	3	2,217.4
PAT	39	2	1,873.7	51	2	2,300.6
<i>PAT Margin (%)</i>	<i>3.8</i>	<i>1.3</i>		<i>4.3</i>	<i>1.3</i>	
*Diluted EPS (Rs)	48.3	2.5		61.5	2.6	
Net-worth	133	12		133	12	
Debt-Equity (x)	0.4	3.6		0.4	3.6	

* Diluted EPS for all periods presented considers number of equity shares after IPO (82,41,008 shares)

The company has registered robust all-round performance on all parameters – Revenues, Margins and Profitability despite challenging economic environment on account of spread of Covid-19 pandemic globally.

The company posted revenues of **INR 1187 Cr** driven by its aggressive all-round strategy across product categories and markets. Revenues jumped by 7x during the year. The revenue growth was equally supported by improved profitability as EBIDTA and PAT jumped by 23x and 24x respectively to **INR 71 cr & INR 51 Cr**. EBIDTA Margins improved from 1.9% to 6.0% and PAT Margins improved from 1.3% to 4.3% as the company reaped the benefits of its unique business model. The diluted Earnings Per Share (EPS) for FY 20-21 is **INR 61.5**

Business Update:

Rangoli Tradecomm Ltd has built a distinguished business model, which has been instrumental in accelerating the growth of the company within very short span of time. The company has a wide basket of product portfolio across polymers, PVC, textiles, metals and many more commodities, which offers it a wider and scalable market to cater.

The company has differentiated itself within the trading segment as it has established strong sourcing capability from diverse set of buyers domestically as well as globally – as its buys in bulk (from importers / high sea purchases / direct imports) and as a result is able to sell at quite competitive rates to its buyers (traders, manufacturers, etc). Further, it also ensures just in time delivery for its customers and minimal inventory holding at the company's end.

What lies at the core of the company is its execution ability - to execute trades at the right price, at the right quality and at the right time. The company understands the essence and sensitivity of time in a trade and deliver the same within the deadline.

On the marketing side, the company is fully focused on the Institutional trade - B2B (business to business). With effective sourcing, the company brings substantial value proposition for its customers, which helps to build sustainable and scalable long-term relationships with its buyers. It is geographically spread across Delhi, North India, Haryana, Himachal Pradesh, Rajasthan, Punjab, Gujarat, and Maharashtra and is planning to establish its footprint pan-India in coming years.

Commenting on its stellar performance, **Mr Ushik Gala, Chairman & Managing Director of Rangoli Tradecomm Ltd** said, "We at Rangoli Tradecomm Ltd are extremely pleased to announce robust performance in these difficult times. With a record revenue of INR 1187 Cr and Net Profits after Tax of INR 51 Cr, the company has demonstrated the strength of its distinguished business model. ***We are redefining – Supply-Chain-Engineering concept and are bringing in substantial value proposition especially for the SME, which remain key pillar of our economy. We would like to thrive further from hereon in coming years by expanding our product portfolio and geographic presence to create substantial value for all our stakeholders.***"

About Rangoli Tradecomm Ltd:

Rangoli Tradecomm Ltd is a BSE-SME listed entity (BSE Code: 543274). It is quite an emerging entity led by dynamic and agile Management Team with the vision to be a niche player offering unique B2B solutions across product categories through innovative distribution platforms ensuring substantial value to its customers.

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