



Roots Multiclean Ltd.

**Driving Innovation and Sustainability in
the Cleaning Solutions Industry**

COMPANY OVERVIEW

Established in **1992**, Roots Multiclean Ltd is a premier manufacturer of mechanized cleaning equipment. The company initially started with the production of push sweepers but has since evolved to manufacture an extensive range of sophisticated cleaning machines. These include scrubbers, high-pressure washers, industrial vacuum cleaners etc.

The company's reach extends across **36 countries** and it has formed long-term partnerships with over **35,000 active** customers. Roots Multiclean Ltd also caters to various sectors such as manufacturing, railways, defence, pharmaceuticals, and automobile industries.

This highlights the brand's commitment to providing high-quality cleaning solutions on a broad scale.

Awards: The company has been honoured with the Indian Government's **EEPC award** six times in a row, starting from 2011. These awards serve as a testament to the company's dedication to innovation, quality, and customer satisfaction.

Roots Multiclean Limited offers a diverse range of cleaning solutions designed for numerous industrial, commercial, and domestic settings including:

- **Sweeping Machines**
- **Scrubber Driers**
- **Commercial Vacuum Cleaners**
- **Industrial Vacuum Cleaners**
- **High-Pressure Jets**
- **Carpet Cleaners**
- **Steam Cleaners**
- **Janitorial Solutions**
- **Detergents & Pads**





PRODUCTS

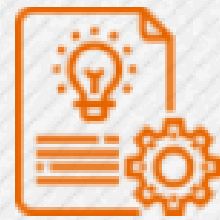


BUSINESS INSIGHTS



35000+

Satisfied customers
across India and Global
markets



35+

Serving countries across
6 continents



1150+

Experienced employees



30+

Years of Supporting a
cleaner nation

INDUSTRY TRENDS

Market Projections and Sector Expansion:



In FY 2022, the industrial cleaning equipment market was projected to reach Rs. 7879.6 million, with an expected growth rate of 6.8% in FY23. The global industrial cleaning services market was expected to grow at a CAGR of 5.78% from 2022 to 2027, reaching a market size increase of USD 16.45 billion. The Indian industrial cleaning industry is projected to demonstrate a promising CAGR of 8.2% from 2024 to 2034.



In 2022, the India **household cleaning market** was estimated to be USD 7,621.1 million. We predict a strong CAGR of 21.4% between 2023 and 2029, with the market size expected to reach USD 29,617 million by 2029.



Key drivers of growth in the Indian household cleaning market include increasing urbanization rates, rising disposable incomes, evolving lifestyles, and a growing emphasis on hygiene and cleanliness.

MANAGEMENT



RAMASWAMY VARUN KARTHIKEYAN – Managing Director

Varun Ramaswamy, hailing from Coimbatore, Tamil Nadu, is a director of six companies, showcasing his broad influence in the Indian business landscape. As Managing Director, he is instrumental in driving strategic decisions and fostering growth across diverse sectors.



KRISHNASWAMY GOUNDER RAMASAMY – Director

Krishnaswamy Gounder Ramasamy is a highly regarded director with affiliations in nine Indian companies. His directorships span various industries, including agriculture, motor vehicle manufacturing, machinery & equipment, metals, and chemicals. He is a valuable contributor to strategic governance and growth initiatives.



RAJALAKSHMI KANDASWAMY UMAADHEVI – Director

Rajalakshmi Kandaswamy Umaadhevi holds directorships in six Indian companies, covering machinery & equipment manufacturing, motor vehicle manufacturing, agriculture, and other sectors. As a registered director with the Ministry of Corporate Affairs, her contributions to strategic decision-making and governance are instrumental in the growth and success of these organizations.

FINANCIALS

KEY PERFORMANCE HIGHLIGHTS:

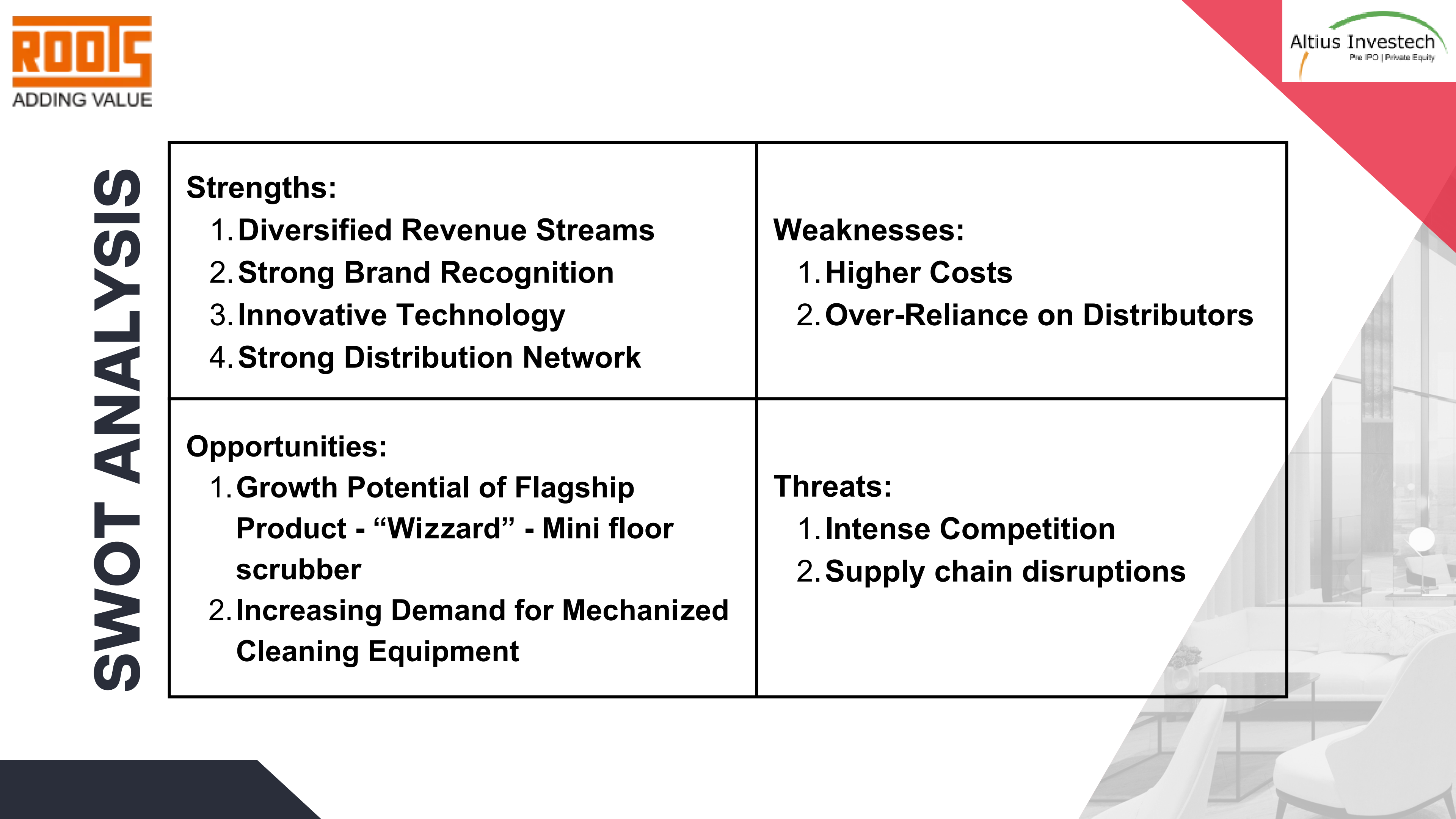
₹ in crores

PARTICULARS	FY 2024	FY 2023	% increase
Total Revenue	450	392	14%
EBITDA	78	64	21%
Profit After Tax	48	36	33%

VALUATION

KEY PERFORMANCE INDICATORS

PARTICULARS	as of Jan,25
Price	3999
MCAP	799.8 Cr
P/E Ratio	16.6
P/S Ratio	1.7
P/B Ratio	2.8



SWOT ANALYSIS

<p>Strengths:</p> <ul style="list-style-type: none">1. Diversified Revenue Streams2. Strong Brand Recognition3. Innovative Technology4. Strong Distribution Network	<p>Weaknesses:</p> <ul style="list-style-type: none">1. Higher Costs2. Over-Reliance on Distributors
<p>Opportunities:</p> <ul style="list-style-type: none">1. Growth Potential of Flagship Product - “Wizzard” - Mini floor scrubber2. Increasing Demand for Mechanized Cleaning Equipment	<p>Threats:</p> <ul style="list-style-type: none">1. Intense Competition2. Supply chain disruptions

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