



Indian Toners & Developers Limited

Investor Presentation
July 2018



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India's Largest Compatible Toner Manufacturer

Single **Largest Market Share**
in Domestic Market



Largest Exporter of
Compatible Toners to
over **20 countries**

Used in

Laser Printers, New Age
Digital Machines, Multi-
function printers,
Analogue Copiers

Received Award for
**'Excellence in Export
Performance'**
from Indian
Government, year on
year

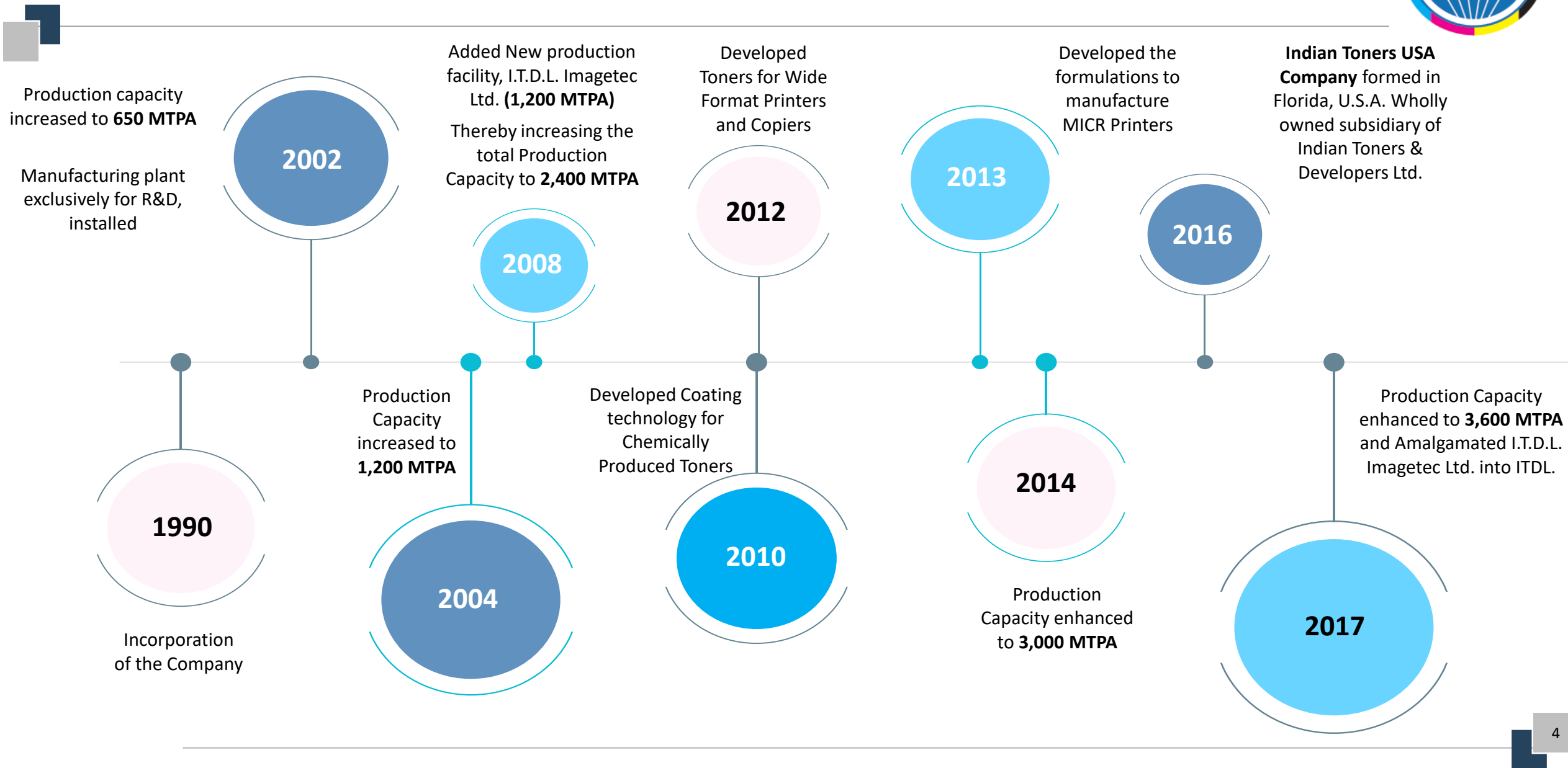
120 + Distributors
with PAN India presence



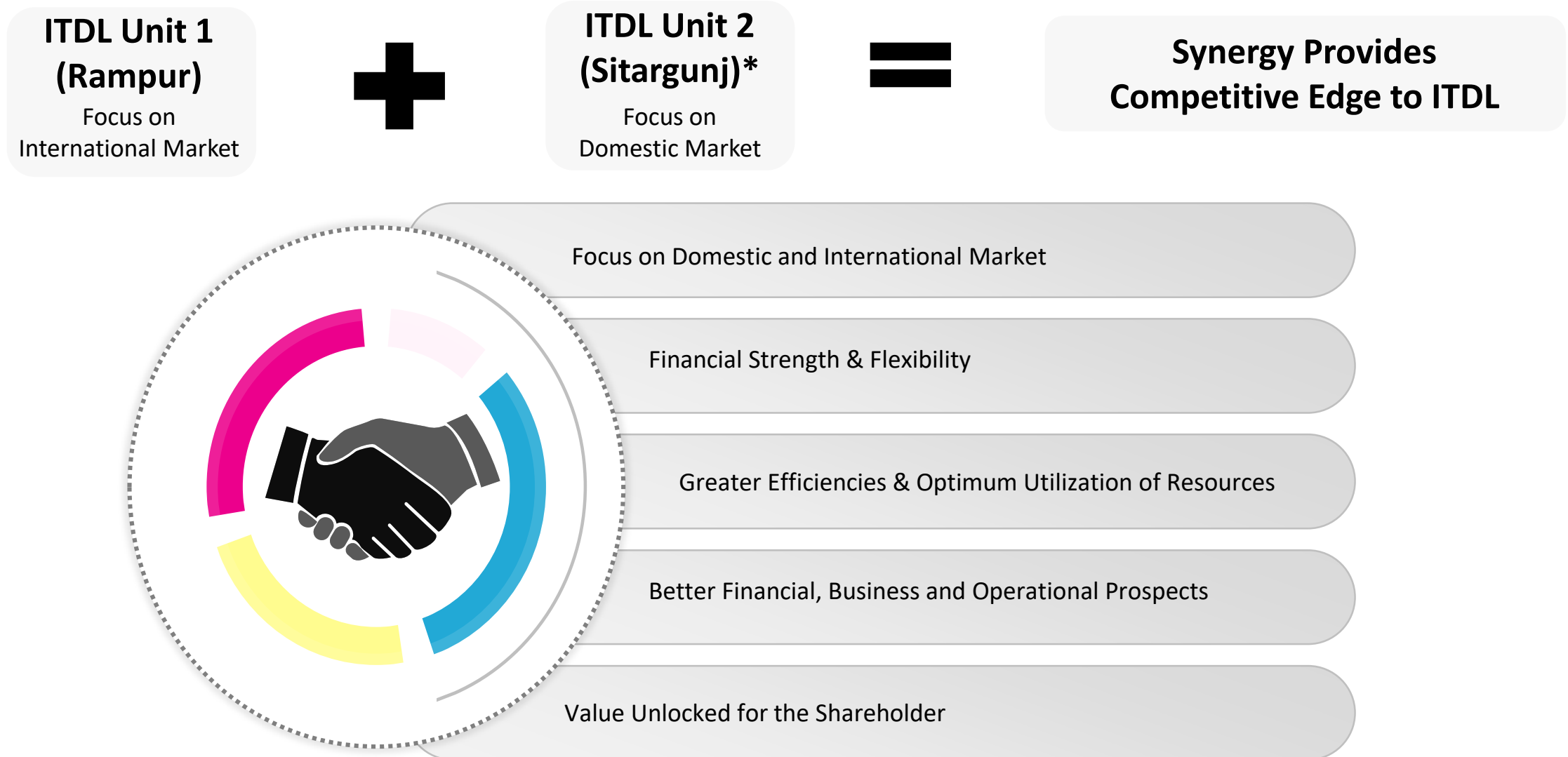
Caters to more than
600 Dealers
1,500 Refillers
**44,000 Photo Copy
Outlets**



With Leadership Position in Industry



Integrated Business Structure



*On August 2017, Court approved the scheme of Arrangement for Amalgamation of I.T.D.L. Imagetec (ITDL Unit 2 Sitargunj) with ITDL



Offering a wide variety of Products



Under the Flagship Brand

SUPREMOTM

FORMULA-LTM
THE ULTIMATE LASER TONER

ITDL
COLOR PREMIUM
Genuine Chemical Color Toner

Manufactures

Pulverised Toners

Markets

Chemically Produced Toners (CPT)

Used in:



Laser
Printer



Analogue
Copiers



MFP



MICR
Printer



Wide Format
Printers



Color Laser
Printer

Develops & Produces

Compatible Color Toners to meet the ever-changing needs of the market

India's Largest

Compatible Toner Powder Manufacturer

One of the largest in **South East Asia**

Producing Compatible Toners of Leading Brands

ITDL Wide Format Copier
&
Printer Toners

ITDL MICR Printer Toners

ITDL Laser Toners

ITDL Copier Toners

Hewlett-Packard (HP)
 TOSHIBA
 OCE
 SAMSUNG
 KIP
 KONICA
 MINOLTA
 CANON
 KYOCERA MITA
 LEXMARK
 KONICA
 MINOLTA
 ROWE
 MULTIFUNCTION
 SAMSUNG
 BROTHER
 SHARP
 XERO
 RICOH
TONERS

Recognized R&D Capabilities

ITDL researches, develops, formulates and manufactures world class toners

- 💧 R&D team assisted by scientists from Japan
- 💧 Exclusive R&D Pilot Plant comprising broadly of Pre-mixer, Compounding, Classification and Milling machinery of German Origin
- 💧 State of the art R&D lab, equipped with requisite scientific analytical instruments
- 💧 State of the art “**Environmental Test Chamber**”, to test and develop products as per humidity and temperature conditions existent in various regions of the world



💧 R&D Lab is well equipped with scientific analytical instruments like :

- | | |
|---------------------|---------------------------------|
| 🖨 Multisizer III | 🖨 DSC |
| 🖨 Tribo Tester | 🖨 TGA |
| 🖨 Fluxmeter | 🖨 Appratuses |
| 🖨 Densitometer | 🖨 Fuse Quality |
| 🖨 TREK Instrument | 🖨 DC Resistivity |
| 🖨 Melt Flow Indexer | 🖨 Precision Electronic Balances |



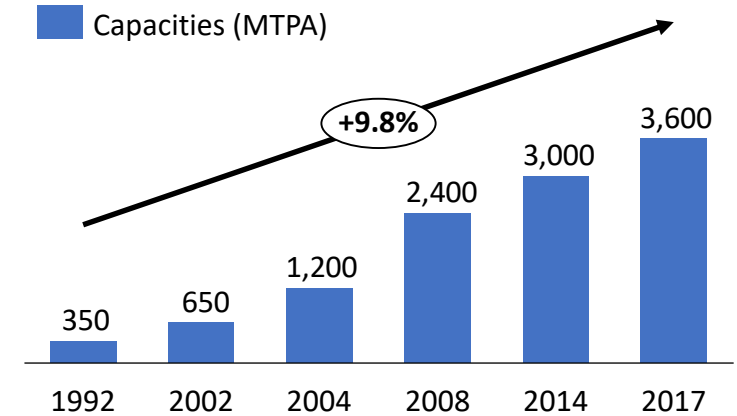
State of the Art Manufacturing Facilities

Rampur, U.P.



- ☐ 2 lines – with 600 MT Each
- ☐ Houses the R&D Plant
- ☐ Star Export House
- ☐ Since 1992
- ☐ More than 50,000 square meters of area

Best Toner Manufacturer – NCN Magazine



Sitargunj, U.K.



- ☐ 4 lines – with 600 MT Each
- ☐ Since 2008
- ☐ More than 50,000 square meters of area

- 💧 State of the Art Manufacturing Facilities
- 💧 6 lines with a total manufacturing Capacity of 3,600 MTPA
- 💧 Exclusive R&D line recognised by Government of India

Strict Quality Control Standards

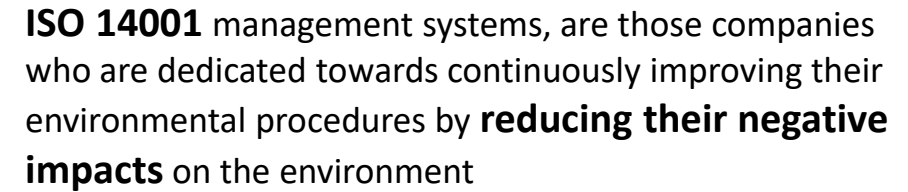


Quality at par
with OEM standards

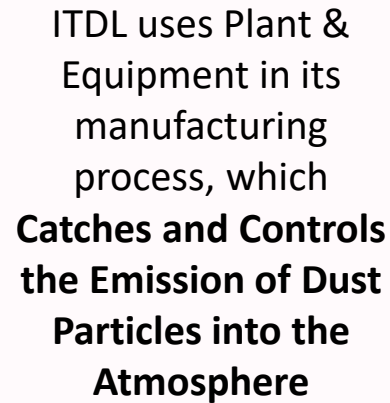


- Employing state-of-the-art highly automated plant and machinery from Germany and Switzerland and using environmentally friendly raw materials sourced from advanced countries like Japan, Germany, Korea and USA
- At each stage of production every batch is subjected to intensive testing before being released by the Company's quality assurance department
- Key parameters such as P.S.D., tribo-charge, relative dielectric constant, specific DC resistivity, flow ability, M.F.I., magnetic properties etc, are evaluated and tightly controlled
- Toners are also tested in different temperature and humidity conditions in its Environmental Test Chambers for Customers located around the World

44 different Quality Checks are performed on the Products before they **leave the Factory Premises**



ITDL also **plants trees** on a monthly basis in both its manufacturing facilities symbolising its dedication to the green company initiative



Company has adopted systems that provide a **safe and hazard-free working environment** for its employees



Installation of a **solar power generation plant**, for in-house power consumption - is another step towards the Green Initiative



Large Distribution Network

Domestic

4 Regional Offices



120+ Distributors

600 Dealers



Approx.
1500 re-fillers



Over 44,000 Photo
Copy Outlets



100 Sales Team



- ★ Head Office
- Regional Office
- Manufacturing facilities
- 68 Distributor
- 464 Dealers
- 43300 Jobbers
- 852 Refillers

International

25%* of total Revenue come from
Exporting to more than 20 countries

Sole distributor in Singapore
Warehousing facility in Singapore as well

Wholly owned subsidiary in Florida U.S.A.
Warehousing facility in Florida as well



Proven Track Record



RT Media Global Industry
Award for Outstanding
Marketing, 2017
— *RT Media*



King of Toner Award
— *Imaging Solution*



Recharge India Lifetime
Achievement Award
(Sushil Jain)

Global Player Award
— *Recharger Magazine*



NCN Editor's Choice Award

Best Toner Manufacturer
— *NCN Magazine*

*“Excellence in Export Performance” Award every year from 2002 till date - *Government of India**



Achiever's Award
— *NCN*



Highest Export Performance under
miscellaneous products
— *U.P. Government*



Export Achievement in Compatible
Black Toner for Laser Printer
— *Capexil*

An Experienced Board



Mr. Akshat Jain

Mr. Jain is a young and dynamic Qualified B.Sc in Business Administration from Pepperdine University , California (USA)

More than 12 years experience
Whole-time Director

Mr. Arun Kumar Garg

Mr. Garg is a Chartered Accountant having experience in Audit, Finance, Tax and Business Restructuring

More than 35 years experience
Independent Director

Mr. Sushil Jain

Mr. Jain is a dynamic qualified engineer from Delhi College of Engineering Under his Leadership the Company has become the Leading Toner company of the country

More than 37 years experience
Chairman & M.D.

Mr. Sanjeev Goel

Mr. Goel is a Chartered Accountant having experience in Audit, Finance, Tax and Business Restructuring

More than 36 years experience
Independent Director

Mrs. Neena Jain

Mrs. Jain is a Chartered Accountant having experience in Project Finance, Banking, Valuation and Buy Back of shares

More than 29 years experience
Independent Director



Financials

Profit & Loss Statement

Particulars (in Rs. Lakhs) [#]	Q4 FY18	Q4 FY17	Y-o-Y	Q3 FY18	Q-o-Q	FY18	FY17	Y-o-Y
Revenue from Operations*	2,774	3,244	-14%	2,907	-5%	11,048	11,450	-4%
Raw Material	925	1,460		1,249		4,493	5,040	
Power and Fuel	224	210		265		933	852	
Employee Expenses	346	311		325		1,334	1,253	
Other Expenses	443	407		398		1,634	1,669	
EBITDA	836	856	-2%	671	25%	2,653	2,637	1%
EBITDA Margin	30.1%	26.4%		23.1%		24.0%	23.0%	
Other Income	168	202		104		722	672	
Depreciation	94	79		93		368	321	
EBIT	910	979	-7%	682	33%	3,008	2,987	1%
EBIT Margin	32.8%	30.2%		23.5%		27.2%	26.1%	
Finance costs	15	8		20		57	36	
PBT	895	971		662		2,951	2,951	
Tax	197	99		50		546	664	
PAT	699	871	-20%	612	14%	2,405	2,287	5%
PAT Margin	25%	27%		21%		22%	20%	
Cash PAT	792	951		705		2,773	2,609	

[#] Quarterly nos. are Standalone and Full year nos. are consolidated

* Revenue from operations is net of Excise duty/GST

Financials are as per IND-AS and Post Amalgamation of its subsidiary ITDL Imagetec Ltd.

Cash PAT = PAT + Depreciation

Balance Sheet

Liabilities (in Rs. Lakhs)	Mar-18	Mar-17
Equity	16,330	14,361
Equity Share capital	1,316	1,316
Other Equity	15,014	13,045
Non-current liabilities	351	330
Financial Liabilities		
Other Financial Liabilities	77	95
Provisions	79	44
Deferred Tax Liabilities (net)	195	191
Current liabilities	2,584	2,121
Financial Liabilities		
Trade Payables	1,618	1,188
Other Financial Liabilities	12	-
Other Current Liabilities	400	352
Provisions	555	581
TOTAL	19,266	16,812

Assets (in Rs. Lakhs)	Mar-18	Mar-17
Non-current Assets	12,354	11,535
Property, Plant and Equipment	5,188	4,500
Capital Work-in-Progress	95	786
Other Intangible Assets	4	1
Financial Assets		
Investments	6,454	5,671
Other Financial Assets	531	545
Other Non-Current Assets	82	32
Current assets	6,912	5,276
Inventories	1,354	1,159
Financial Assets		
Investments	2,162	1,346
Trade Receivables	1,720	1,416
Cash and Cash Equivalents	483	555
Other Bank Balances	12	-
Loans and Advances	50	72
Other Financial Assets	202	79
Current Tax Assets (net)	567	534
Other Current Assets	363	116
TOTAL	19,266	16,812

Key Takeaways



Research & Development

- ▢ Researches, Develops, Formulates and Manufactures
- ▢ Ministry of Science & Technology, Government of India, recognizes our R&D



Huge Market Potential*

- ▢ Total Global Market - ~2,25,000 TPA with aftermarket share of about 25%
- ▢ India's Toner Production and Imports is about 7,000 MTPA growing at 6-7% P.A.



Increased share of our Brands

- ▢ Increased sales from our own brands – “Supremo”, “Formula”, “Racer” and “ITDL Colour Premium” will lead to increased Profitability



Toner Compatibility

- ▢ Toners compatible with all major brands
- ▢ Recently launched Compatible Laser Toners for HP, Samsung, Brother and Copier Toner for Toshiba and E-studio



Product Pricing to gain Market Share

- ▢ Indigenous approach towards global product helps in gaining market share
- ▢ Benefits of Economies of Scale coupled with higher Market Share



State-of-the-Art Manufacturing

- ▢ 6 lines with a total capacity of 3600 MT and 1 exclusive R&D line
- ▢ Automated plant and machinery from Germany and Switzerland

Indian Toners & Developers Limited

For further information, please contact

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