

Date: February 14, 2024

To,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400051

Symbol: RPPL

Dear Sir/Madam,

Sub: Corrigendum to the Investor Presentation submitted on February 13,2024

In relation to our earlier Intimation of Investor Presentation submitted on February 13, 2024, please see below change, on account of a typographical error inadvertently made.

1. On slide no.8; page no.9 of the Investor Presentation, in Capital column 2nd point is to be read as “In process to issue Bonus Shares in ratio of 2:1 (subject to requisite approvals)” instead of In process to issue Bonus Shares in ratio of 1:2 (subject to requisite approvals);

The revised Investor Presentation is also be available on the Company’s website at www.rajshreepolypack.com

Kindly take the same on record and oblige.

Thanking you,

FOR RAJSHREE POLYPACK LIMITED



Mitali Rajendra Shah
(Company Secretary & Compliance Officer)



RAJSHREE POLYPACK LIMITED
(NSE : RPPL)

Investor Presentation Q3 and 9M FY24

SAFE HARBOR



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This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost overruns on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement incase any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

Rajshree at a Glance



- Leader in Thermoformed Packaging Products with ~25 years of experience in **F&B Packaging**.
- Product range includes packaging for **dairy, food and beverages, bakery and confectionaries, trays for sweets and snacks, punnets for fruits and vegetables, QSR, electronic packaging, etc.**
- **First in the Industry in India** to manufacture Rigid Barrier Packaging Products with completely integrated facility under one roof using state-of-the-art European Machinery.
- **Accredited with BRC certification** for Global Standards for Packaging and Packaging Materials.
- Manufacturing units are **Sedex certified**.
- **Steady Growth** in Production Capacity and **consistent investment** in Technological Upgradation and Innovation
- Holds **4 design and 1 process Patents**.
- Technologies used – **Extrusion including Barrier Extrusion, Thermoforming, Printing, Labelling and Injection Moulding**.
- **Entering Paper Packaging Segment** through a Joint Venture

Financial Snapshot

Fiscals	(₹ Lakhs)			
	9MFY24	2023	2022	2021
Revenue from Operations	20,502	25,219	19,856	12,707
EBITDA	2,735	3,549	2,699	2,089
<i>EBITDA Mgn</i>	13.34%	14.07%	13.59%	16.44%
PAT	716	1,095	955	888
<i>PAT Mgn</i>	3.49%	4.34%	4.81%	6.99%

Installed Capacity

Fiscals	9MFY24	22-23	21-22	20-21
Extrusion (in MT)	20,000	18,200	14,700	10,200
Thermoforming (in MT)	8,770	8,770	8,020	5,220
Printing (pieces in Lakhs)	11,000	9,400	6,800	6,200
Sleeving (pieces in Lakhs)	1,275	1,275	1,275	1,275
Injection Moulding (in MT)	1,000	1,000	-	-

Our Strengths

**Strategically Located at
Daman and Sarigam,
Gujarat**

**Strong customer
relationships with various
industry players**

**Efficient infrastructure and
resources management
with strict quality control
standards**

**Efficient Working capital
management**

**Experienced management
team**

**Consistent track record of
organic growth**

**Relatively insulated against
seasonality**

**Co-development of
products**

**Adaptation to new
technologies**

With all the above, the Company is a leader in the Food & Beverage Packaging and poised to grow rapidly

Manufacturing Capabilities

EXTRUSION



THERMOFORMING



PRINTING



SLEEVING



INJECTION MOULDING

(Under Toll Manufacturing Agreement)

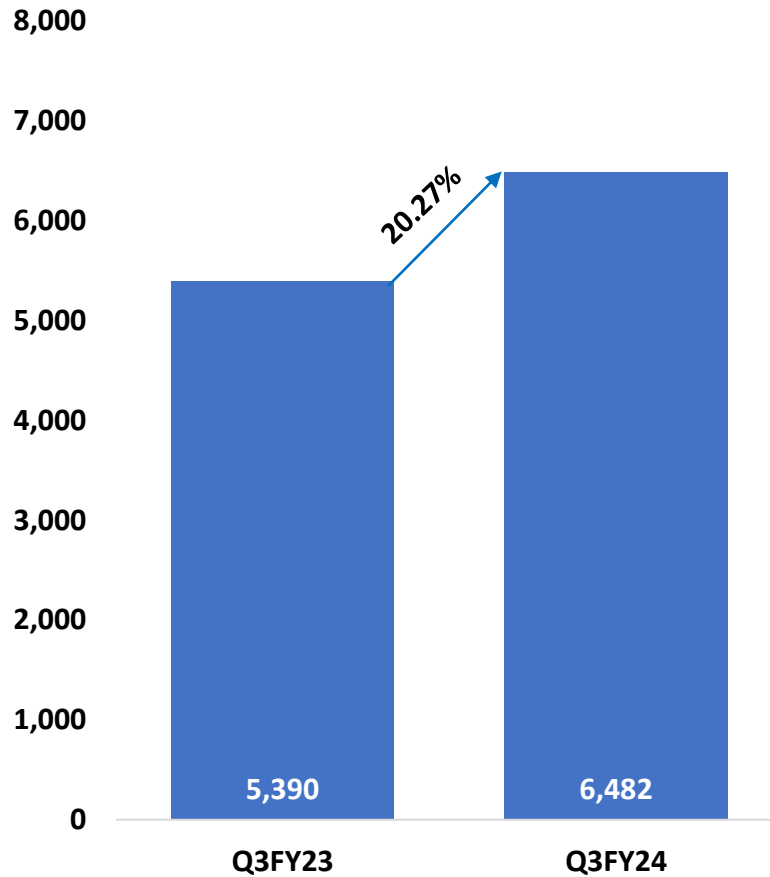
All the core production activities under one roof leading to efficient deliveries and quick Turn Around Time.

Performance Comparison

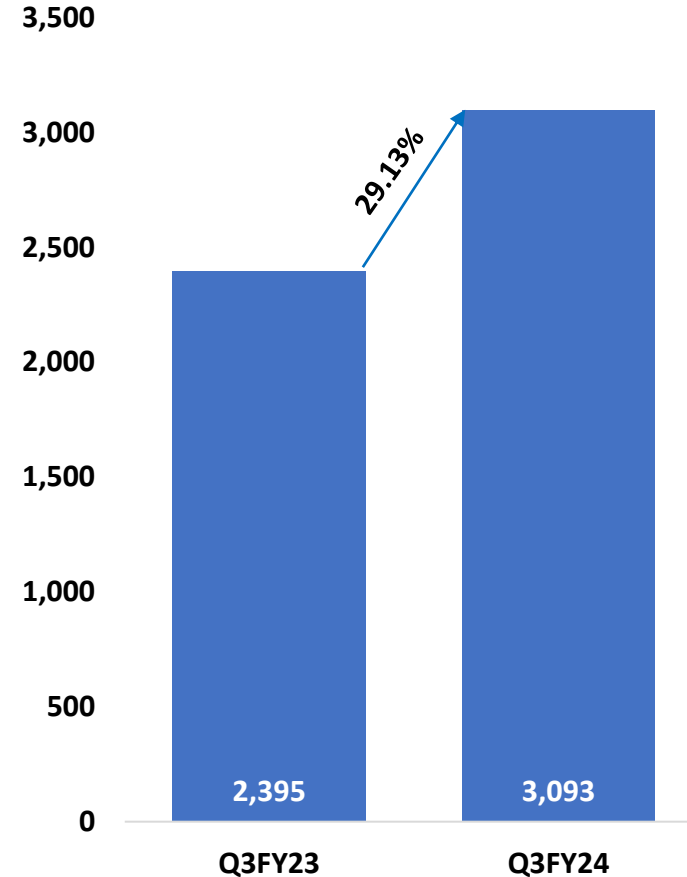


Quarterly Performance Y-o-Y Basis

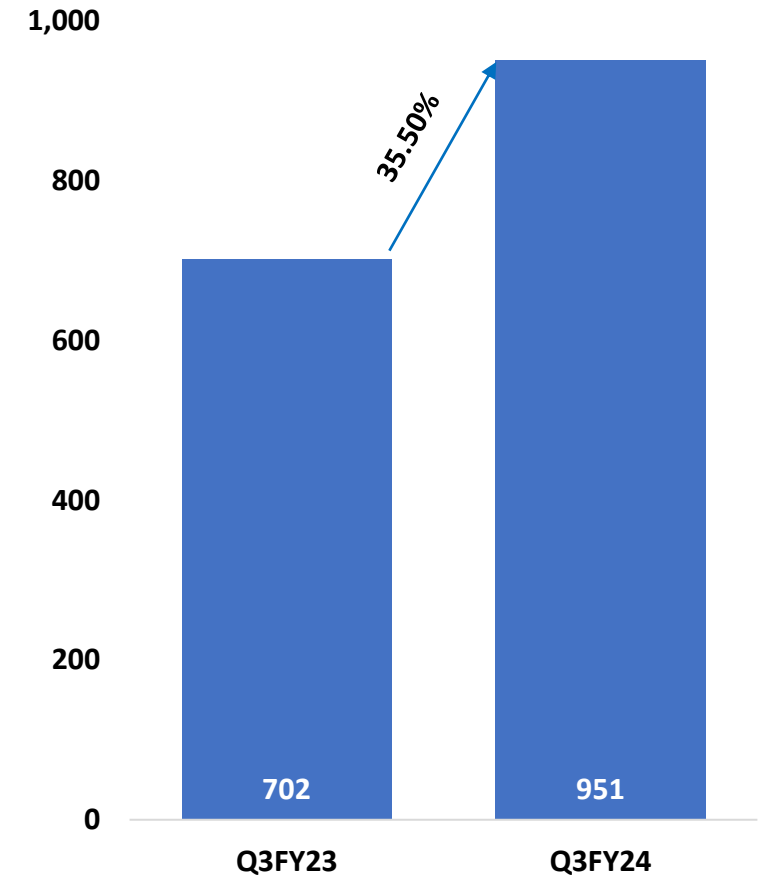
Sales in Value (₹ Lakhs)



Sales in Volume (MT)



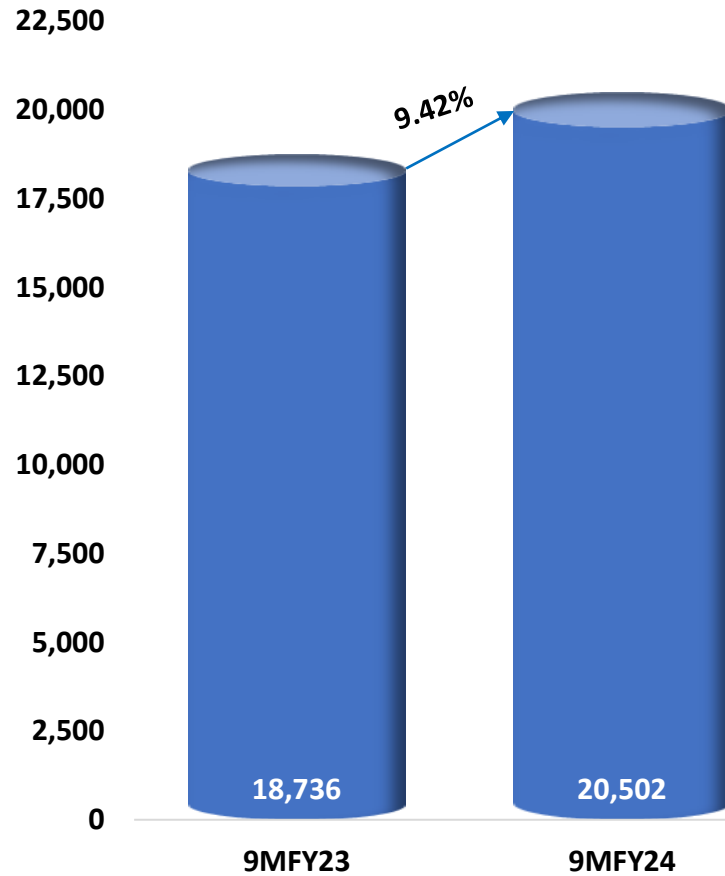
EBIDTA (₹ Lakhs)



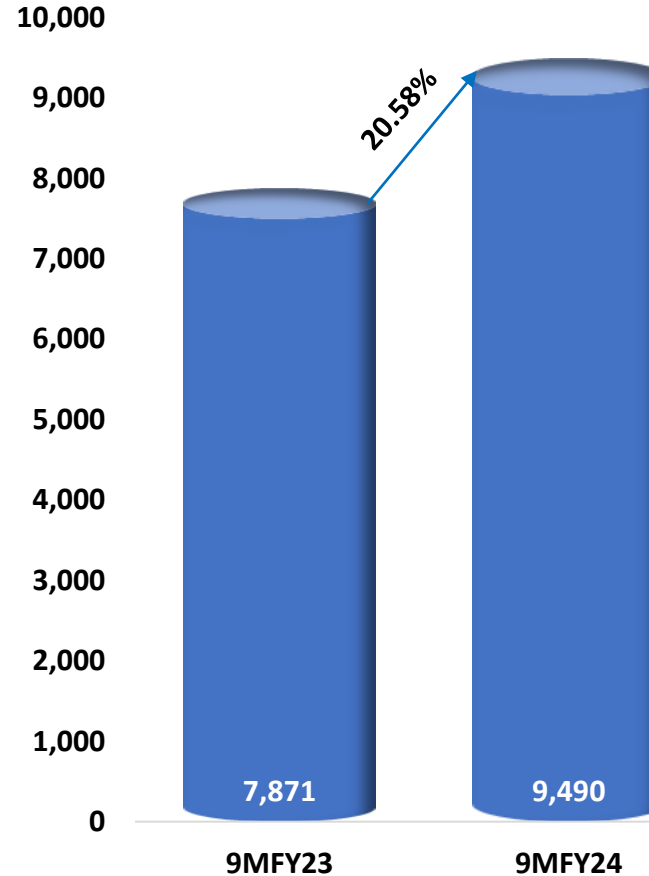
Performance Comparison

9 Months' Performance Y-o-Y Basis

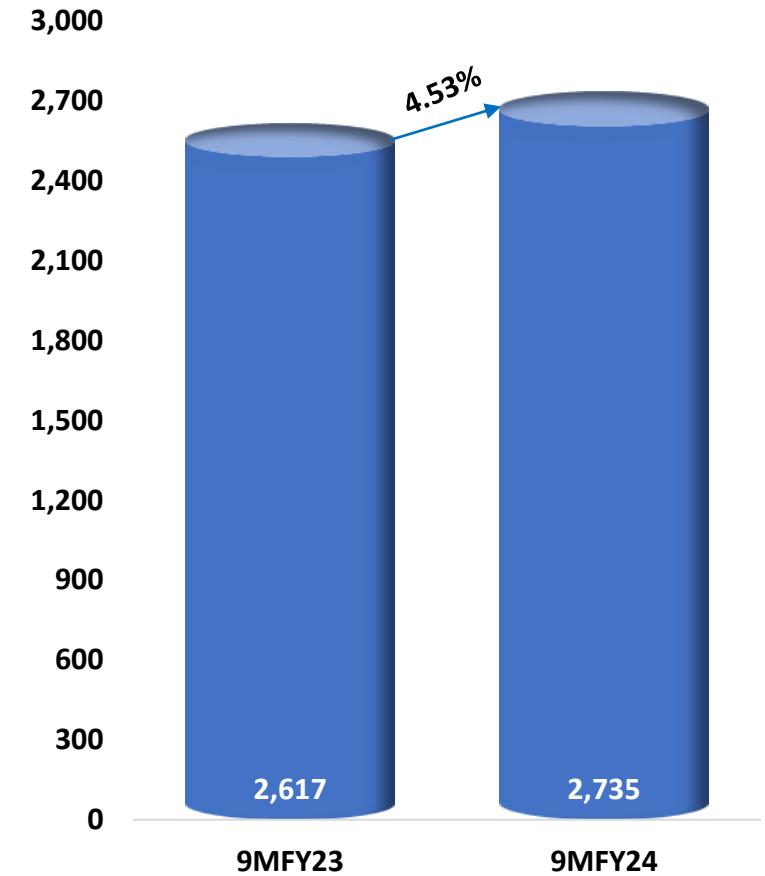
Sales in Value (₹ Lakhs)



Sales in Volume (MT)



EBIDTA (₹ Lakhs)



Management Commentary



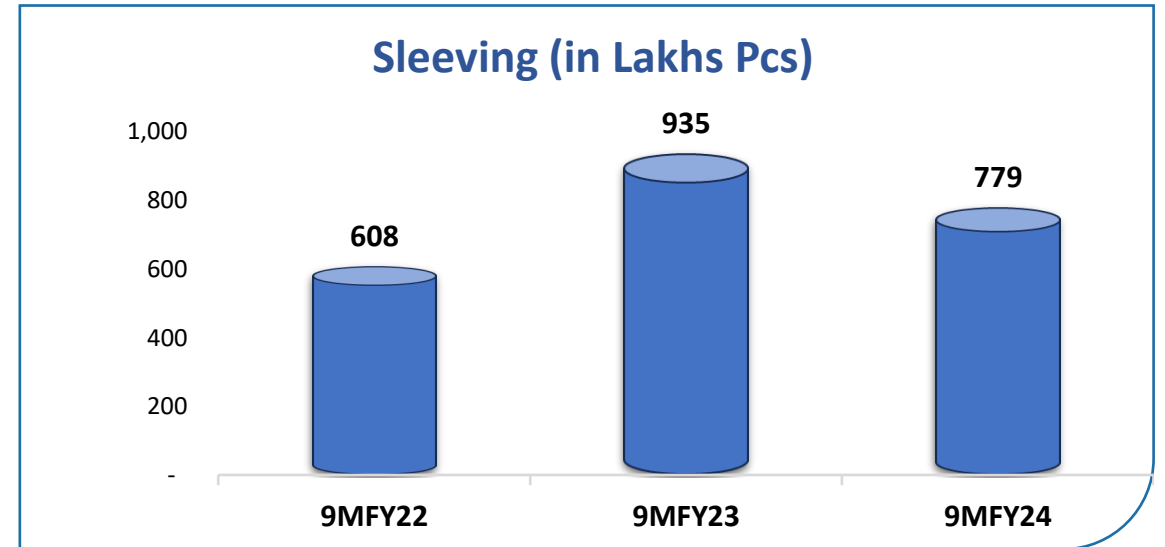
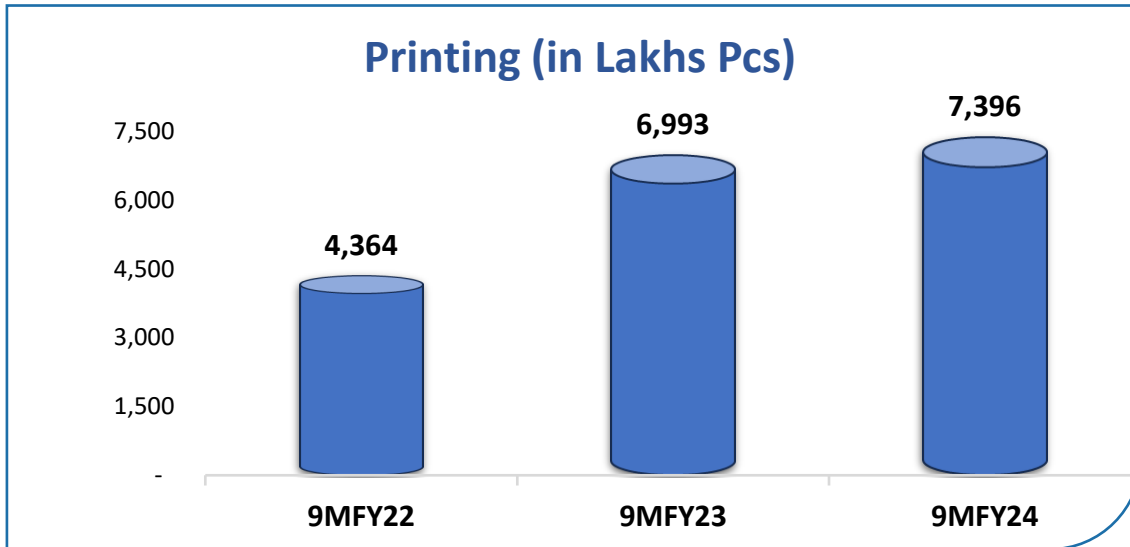
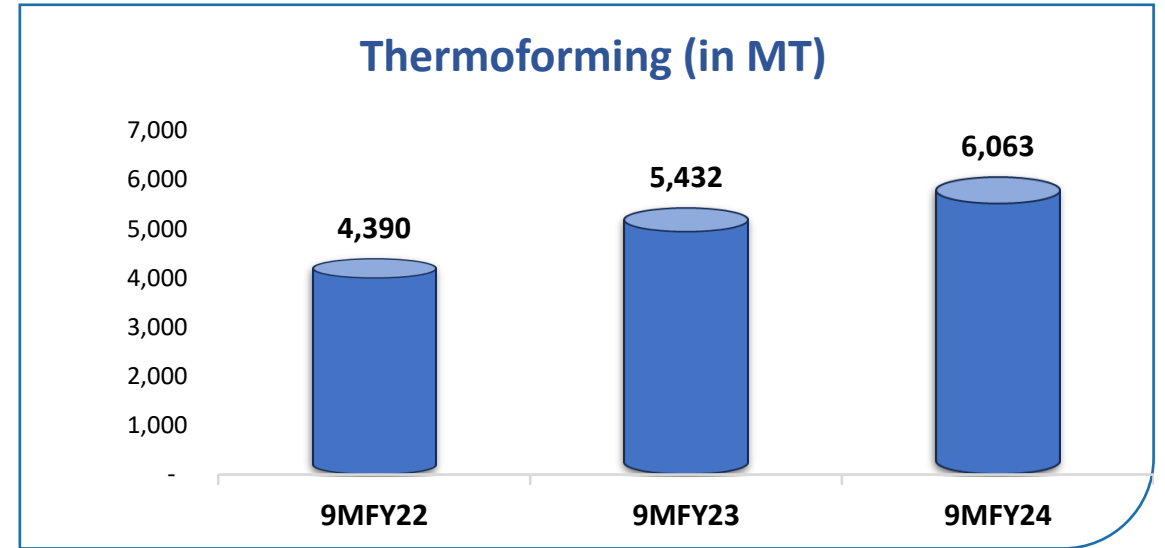
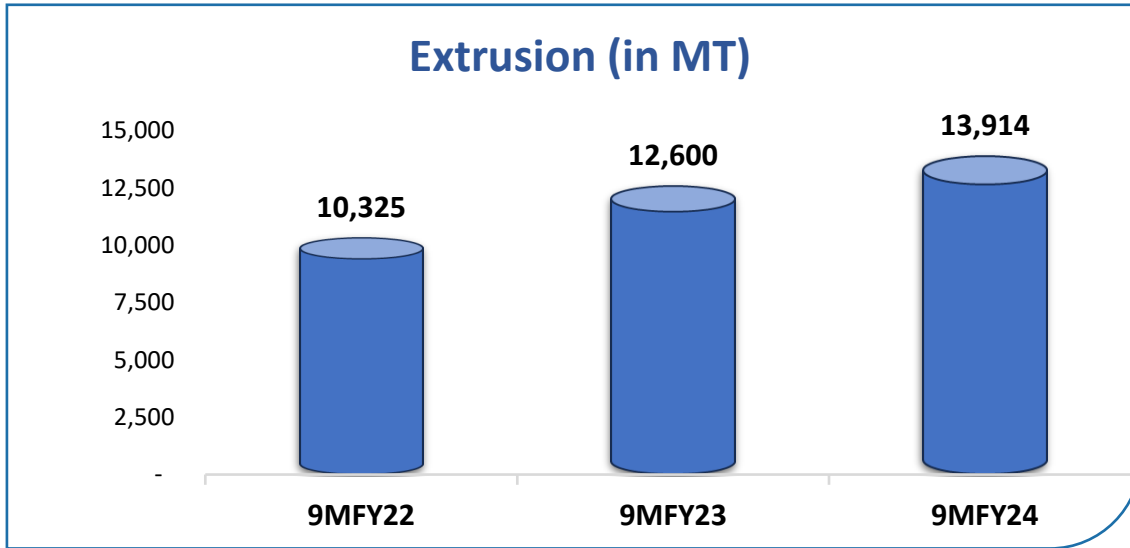
Business
Export business stabilized at ~₹ 10 Crores per quarter. 9M export revenue up 2.7x on YoY basis.
Presently exporting to 8 countries. More territories being explored.
Expanding focus on building distributors network in addition to more institutional customers.
Increased Extrusion and printing capacities by technological upgradation.
Achieved Optimum capacity utilization for Injection Moulding. Exploring further growth opportunities.

New Developments
6 new products developed during the quarter. Total product basket expanded to +250 products.
Started working on development of Digital Assets.
Added 41 new customers during the quarter.
Distributors revenue segment grown by ~40%.

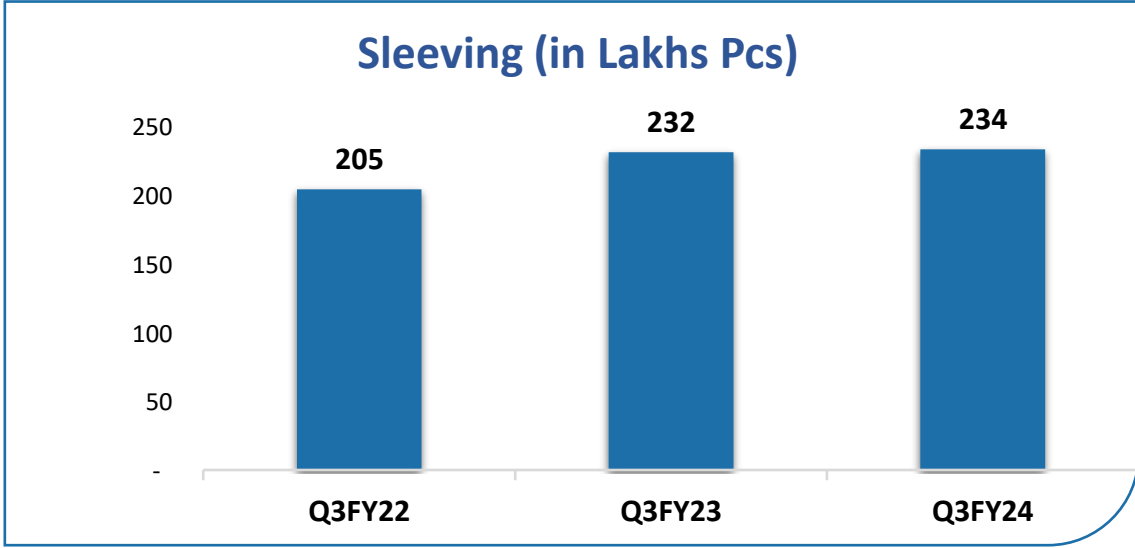
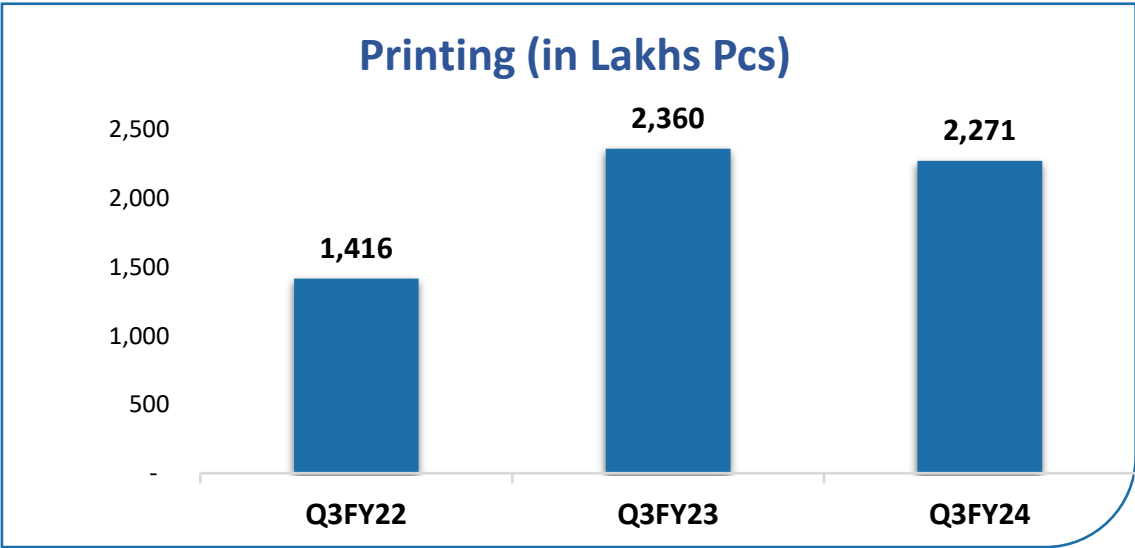
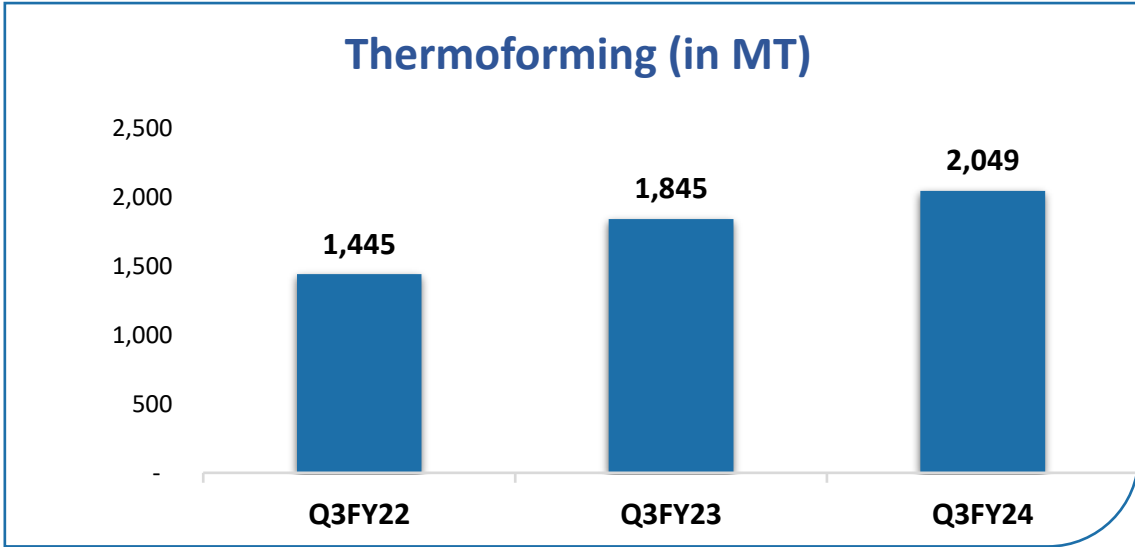
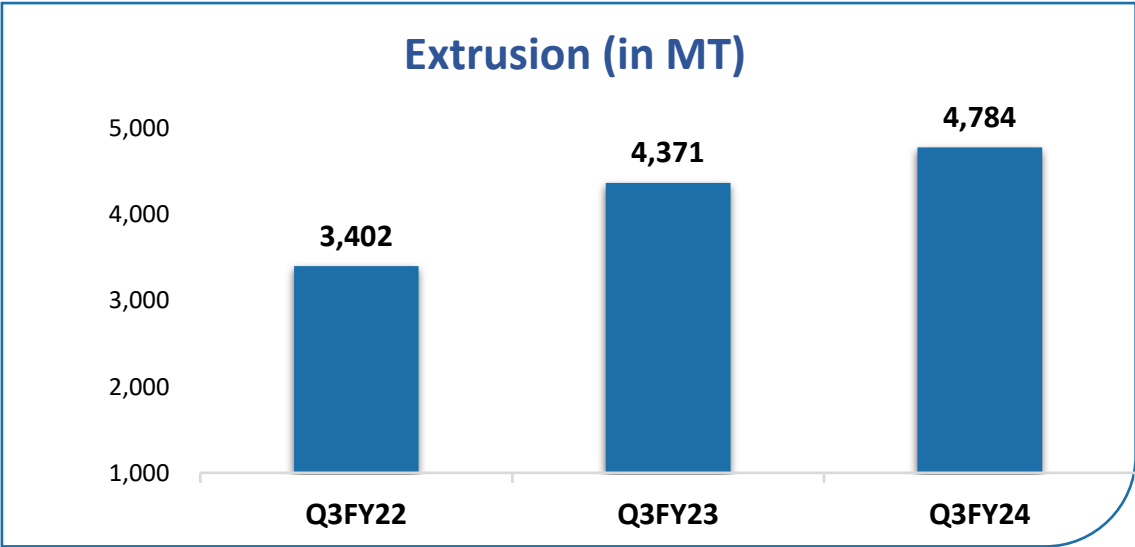
Capital
Raised ₹22.5 Crores by issue of Equity Shares and Warrants to fund Capital Investment and Long-term working Capital Requirements
In process to issue Bonus Shares in ratio of 2:1 (subject to requisite approvals)

Olive Ecopak
Initial Set of Machines arrived. Installation in Progress. Trail Runs to commence in Mar 24.
Investment of ~₹2 Crores by RPPL during the quarter. Total investment ₹22.12 Crores till date

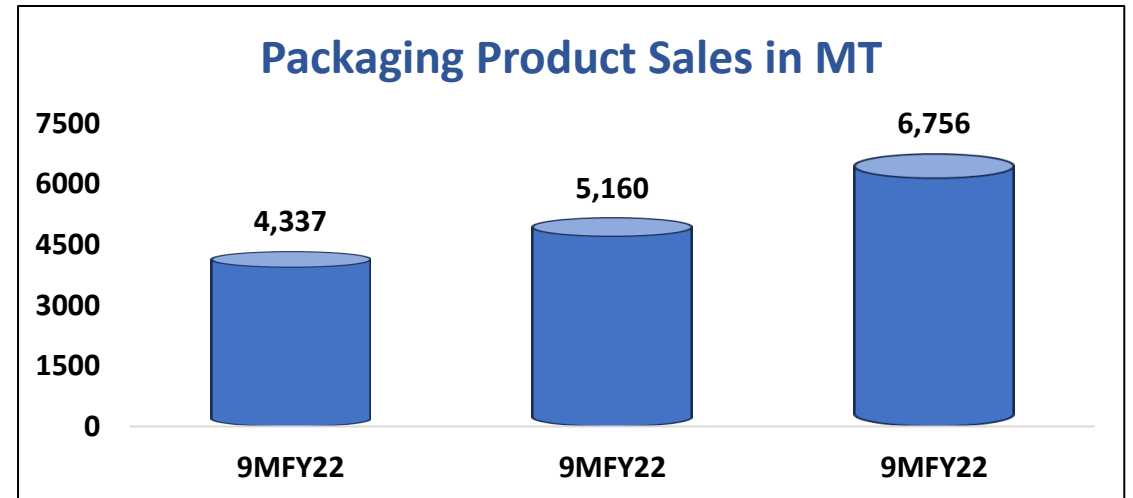
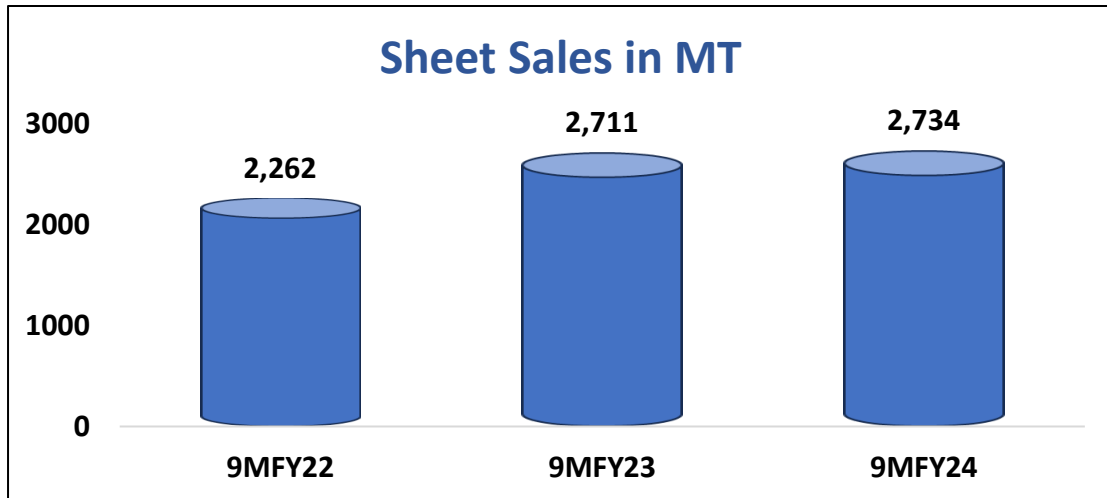
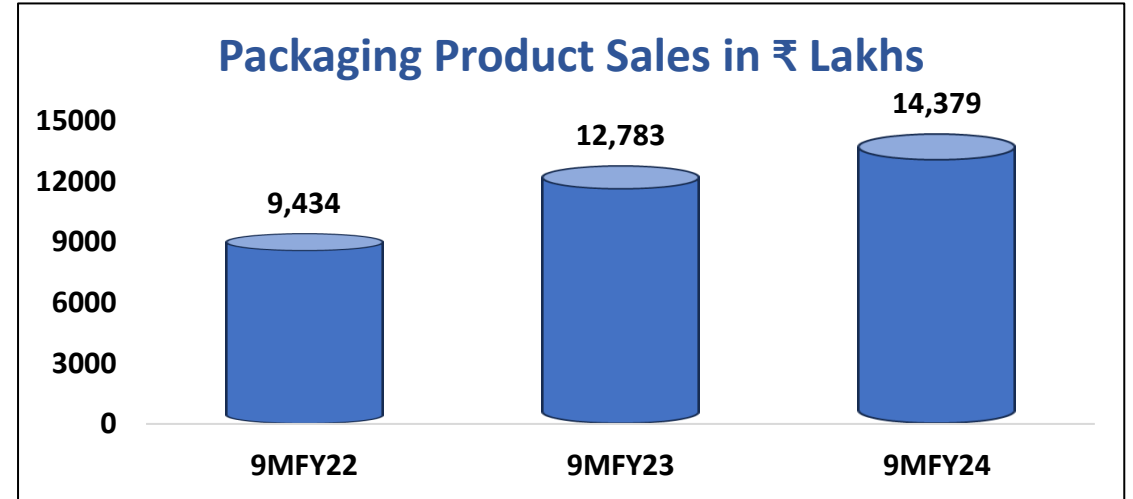
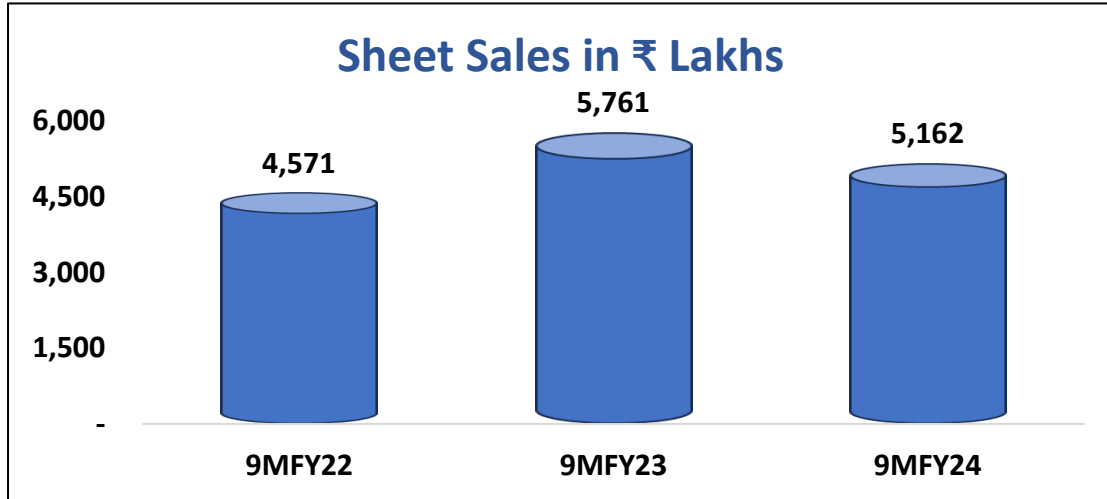
Production Metrics – 9 Months



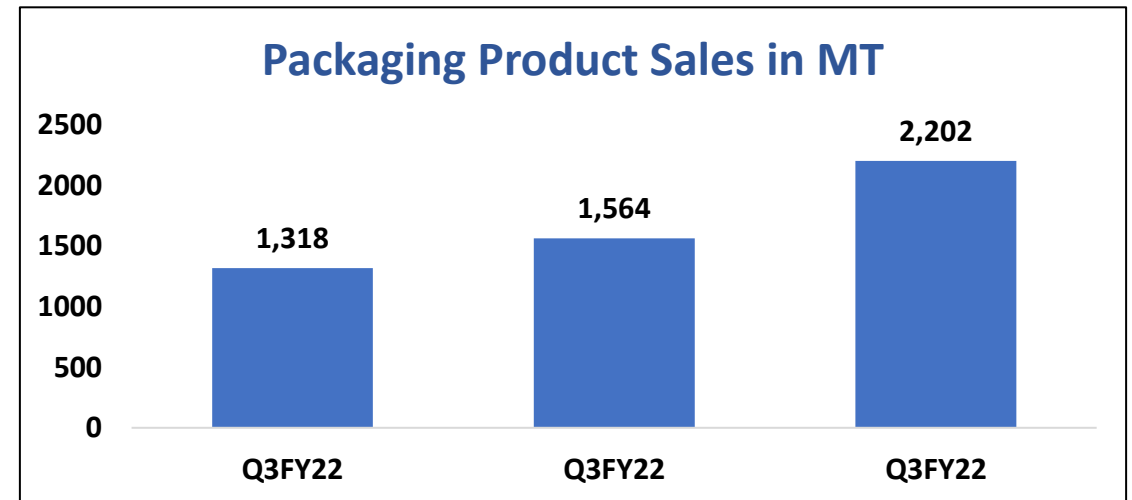
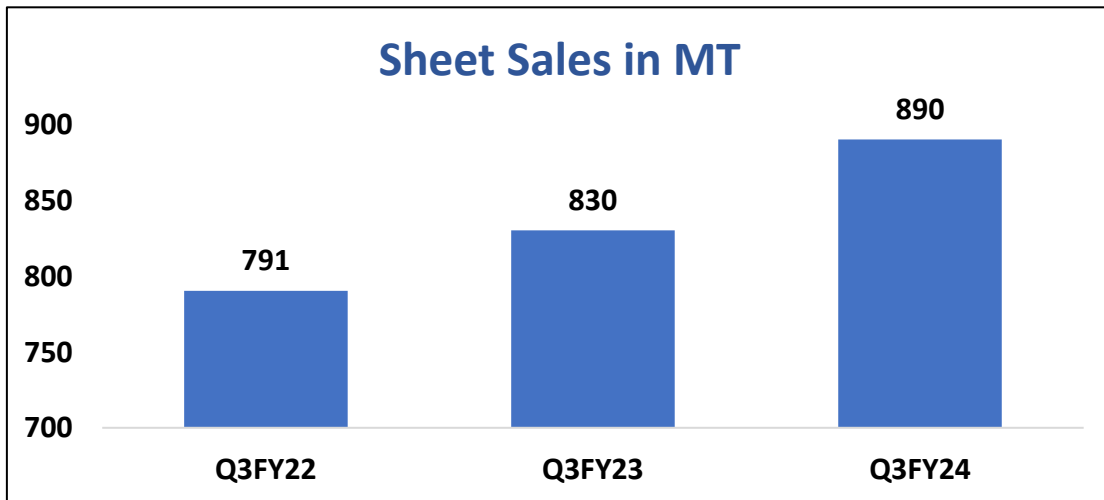
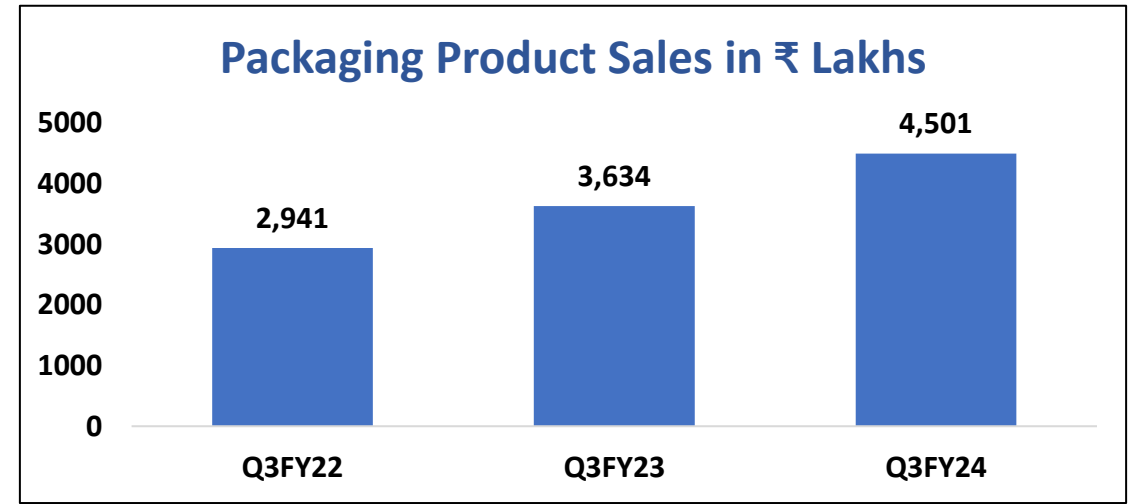
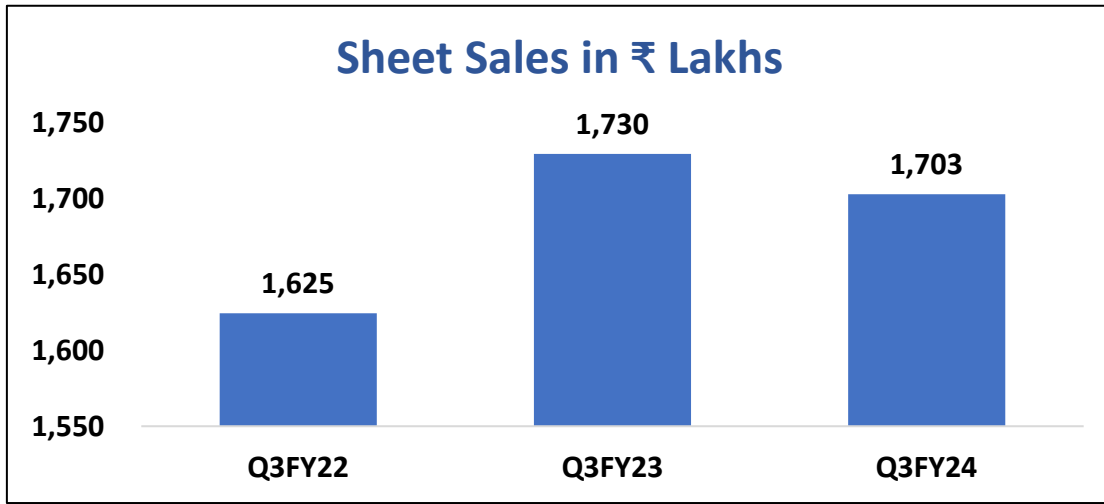
Production Metrics - Quarterly



Revenue Profile – 9 Months



Revenue Profile - Quarterly



Products



Barrier Packaging Products

Rigid Packaging Products

Plastic Rigid Sheets

Injection Moulding

Our Esteemed Customers



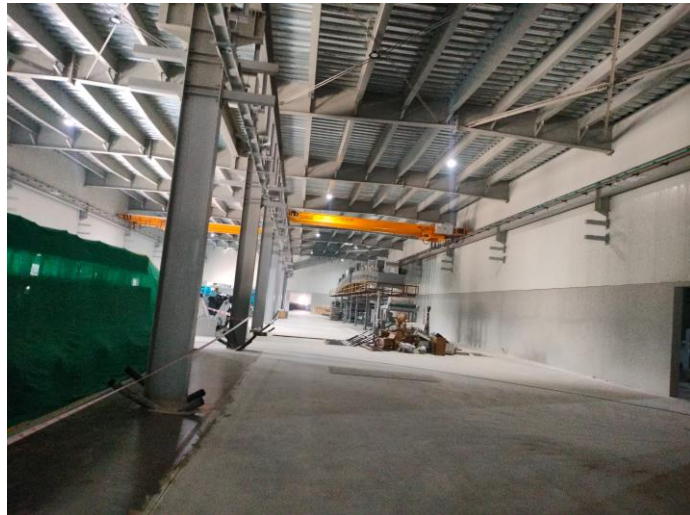
Business Promotion



Gulfood, Dubai November 2023



Olive Ecopak Private Limited



Financial Performance



Profit & Loss Statement

(₹ Lakhs)

Fiscals	9MFY24	9MFY23	Y-o-Y	Q3FY24	Q2FY24	Q-o-Q	Q3FY23	Y-o-Y
Revenue from Operations	20,502	18,736	9.42%	6,482	6,750	-3.96%	5,390	20.27%
Operating Profit	4,256	4,037	5.44%	1,482	1,402	5.68%	1,102	34.46%
Operating Profit Margin %	20.76%	21.55%		22.85%	20.77%		20.44%	
EBIDTA	2,735	2,617	4.53%	951	911	4.40%	702	35.50%
EBIDTA Margin %	13.34%	13.97%		14.67%	13.50%		13.02%	
PAT	716	828	-13.45%	275	231	19.44%	105	161.99%
PAT Margin %	3.49%	4.42%		4.25%	3.42%		1.95%	
Earning Per Share (EPS) (₹)	6.23	7.30	-14.71%	2.37	2.01	17.63%	0.92	158.00%

Financial Performance



Balance Sheet (₹ Lakhs)

Particulars	H1FY24	FY23	FY22	Fiscals	H1FY24	FY23	FY22
Shareholders' Funds	13,416	13,029	11,575	Debtors Turnover (Days)	52.46	58.88	53.53
Long Term Borrowings	1,750	2,026	1,247	Creditors Turnover (Days)	38.18	43.12	39.21
Short Term Borrowings	4,984	5,368	2,592	Fixed Assets To Turnover (X)	2.53	2.25	2.12
Fixed Assets*	12,312	12,568	10,691	Inventory Turnover (Days)	121.99	155.23	121.26
Other Non-Current Liabilities	1,658	1,614	1,459	Debt Equity Ratio	0.50	0.57	0.33
Other Non-current Assets	2,413	1,294	555	Debt EBITDA Ratio	1.89	2.08	1.42
Current Liabilities	9,004	9,648	4,935	Debt Service Coverage	4.59	3.83	3.71
Current Assets	11,103	12,454	7,970	Interest Coverage Ratio	2.40	3.08	5.14
Working Capital	2,099	2,807	3,034	Operational Working Capital (₹ Lakhs)	8,247	8,577	5,561

* Including ROU assets, CWIP & Intangible Assets

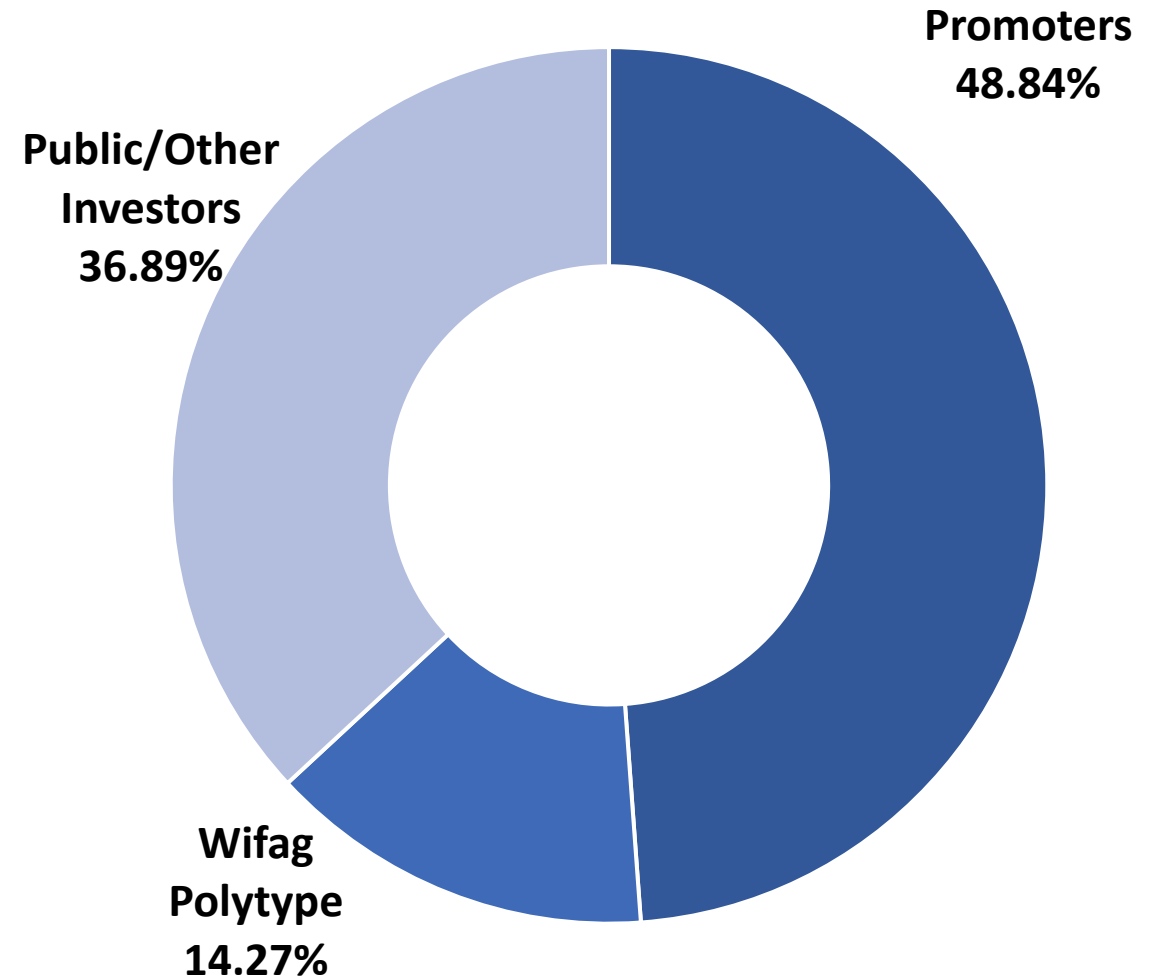
Company's Listing Details



Particulars	As on 29/12/23
Listed On	NSE
Closing Market Price (₹)	208.90
Market Cap (₹ Crores)	255.36
Number of Shares O/s	1,22,24,000
Face Value	₹10
52 Week High/Low	253/139

Raised ₹22.47 Crores by way of preferential issue of shares/warrants for Capex, Long-term working Capital and general Corporate purpose

Shareholding Pattern – 31st December 2023



Board of Directors

	Mr. Ramswaroop Thard Chairman & Managing Director	<ul style="list-style-type: none">▪ Bachelors of Engineering, Pune University having experience of 28+ years in plastic industry▪ Plays pivotal role in growth planning, business development, sales, administration & finance▪ Also, the founding member of Thermoforming and Allied Industries Association
	Mr. Naresh Thard Joint Managing Director	<ul style="list-style-type: none">▪ Experience of 26+ years in plastic industry with strong technical strength in packaging domain▪ Instrumental in growth of the Company since inception
	Mr. Anand Rungta Whole-time Director	<ul style="list-style-type: none">▪ Bachelors of Commerce with experience of 10+ years in manufacturing, trading, import and export, textile, transportation, commission agency of plastic items and other products▪ Leads distribution vertical of the Company in domestic market
	Mr. Praveen Bhatia Independent Director	<ul style="list-style-type: none">▪ Chartered Accountant with experience of 28+ years in issue management, merger & amalgamations, foreign collaborations, project consultation, loan syndication, audit, taxation and investment advisory
	Mr. Rajesh Murarka Independent Director	<ul style="list-style-type: none">▪ Chartered Accountant with experience of 27+ years▪ Handled debt syndication, debt structuring/ re-structuring and debt advisory services
	Ms. Yashvi Shah Independent Director	<ul style="list-style-type: none">▪ CS, LLB; Associated with projects in private equity investments, rights issue and other Corporate Legal Advisory matters.▪ Brings more than 6 years of experience in handling legal and secretarial matters.

Key Managerial Personnel



Mr. Palash Chakravorty – Chief Marketing Officer

- Holds MBA in International Marketing and Human Resource, B. Tech in Mechanical Engineering and a PGD in tool design
- Has over two decades of experience in the printing and packaging domain, driving sales, marketing, operations and P&L.



Mr. Pradeep Kumar – Marketing and Sales Head

- PG-PPT and GDP from CIPET, having 27+ years of experience in field of packaging, operations and business development
- Has served many Companies across pharmaceuticals and food industry including Cadbury, General mills & Park-Davis/ Pfizer



Mr. RS Nair – HR and Administration Head

- Masters in HRM having 27+ years of experience in office administration and HR across industries including pharmaceuticals, polymer, paper and plastic



Mr. Sunil Sharma - CFO

- Looks after accounting and financial matters of the Company
- Has 17+ years of experience in fields of finance & accounting, administration, planning & execution and marketing



Mr. Purav Shah – Plant Head

- An absolute professional with 21 years of experience in plastics processing. Specializes in Thermoforming, Dry Offset Printing technology, Sheet Extrusion, Injection Moulding with In Mould Labelling, Thin and Thick wall Injection Moulding with Robotics



Ms. Mitali Shah – Company Secretary and Compliance Officer

- Member of Institute of Company Secretaries of India
- Associated with RPPL since Jan'18, having 6 years of experience in corporate laws compliance

Board of Advisors



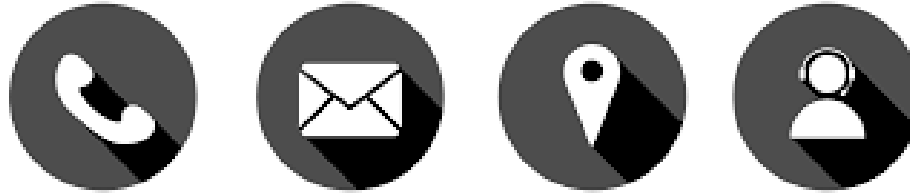
Mr. V Balaji, Technical Advisor

- Aged 64 years, has 44+ years of experience across printing, lamination and cast PP film industry
- Carries hands-on technical knowledge of all kinds of Flat tube laminate
- Has also worked on production of barrier PE films (Nylon EVOH, Nylon PE and EVOH PE), used for non foil tube laminates in various thickness namely from 275 to 400 Mic



CA Saurabh Agarwal, Strategic Advisor

- Seasoned professional with over 21 years of experience across business verticals including planning and implementing innovative strategies
- Though a finance professional, his area of expertise covers all aspects of business activity be it marketing, admin, HR etc. which play a vital role in success of any business enterprise



Contact Info

Registered Address:

#503-504, Lodha Supremus, Building No.1
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Near New Passport Office, Wagle Estate,
Thane (W) – 400 604. India

Board: +91-22 2581 8200

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Corporate Address:

#502, Lodha Supremus, Building No.1
5th Floor, Road No. 22, Near New Passport Office,
Wagle Estate, Thane (W) – 400 604. India

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marketing@rajshreepolypack.com

*thank
you*