



Leading Through Innovation and Technology
Corporate Presentation





PRODUCT PORTFOLIO



Segment	Product range	Brands
Industrial Packaging		TECHPACK Technology driven Packaging BULK TAINER GNX First Generation 1982
Infrastructure		MAX M PE PIPES Strength. Performance. Durability FAST TRAC Prefab Shelters Factory-made pre-engineered structures MAX LIFE Official Supplier Designed and manufactured for long life
Technical & Lifestyle		DuroTurf PREMIUM Meadowz Multi-Purpose Landscapes DuroSoft Elegance with efficiency! DuroWipe MATS KI RAINFLAPS CLEAR PASS DUMPO BINS
Composite Cylinders		LiteSafe [®]
Material Handling		 Schoeller Allibert TIME

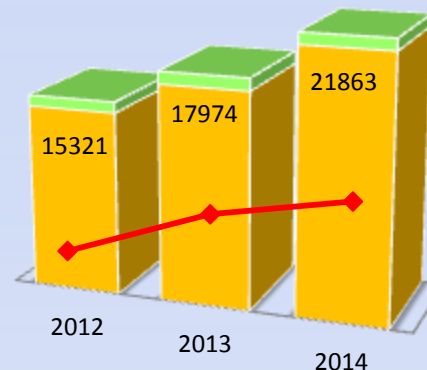


Introduction

- Multinational conglomerate with more than 20 years of leadership in technological and innovation driven polymer products
- Products span through Packaging Solutions, Infrastructure, Lifestyle Products and Auto Components, Material handling solutions & Composite Cylinders.
- More than 600 institutional customers & 20 recognized brands.
- Strong National and international marketing and distribution network
- Strong R&D capabilities and Captive Machine Building expertise
- CRISIL (S&P) Rating : **AA⁻**

Financial Snapshot (Rs.Mn)

CAGR: Revenue 22% & EBITDA 15% in last 7yrs.



(Mn Rs)

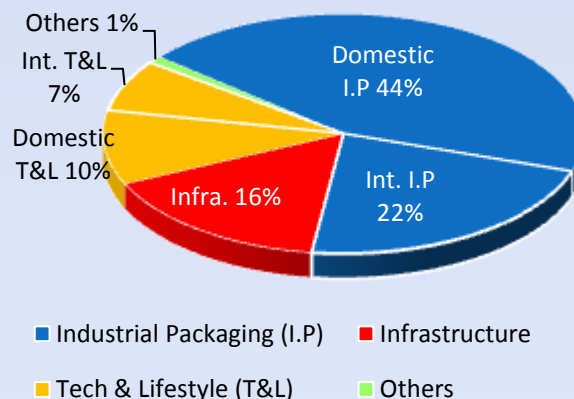
YEAR	TOTAL INCOME 	EBIDTA 	PAT 
2012	15321	2470	898
2013	17974	2969	1035
2014	21863	3143	954

Geographical Presence

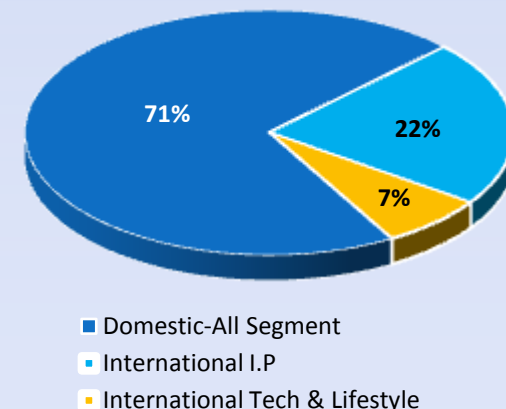
12 Countries, 30 Locations.



Segment wise Revenue



Geographical Revenue





GEOGRAPHICAL LOCATIONS



Serving International Customers :: Present in 12 countries

WE are where **OUR CUSTOMERS** are :: Pan India : 17 Locations and 10 Regional Offices

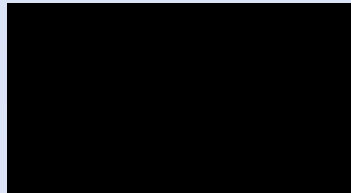


Overview :

- Revenue contribution 66% of overall sales (FY-14)
- Leading market position for rigid industrial packaging across South-east Asia and middle East.
- One-stop-shop : HM-HDPE drums and containers from 20 ltr to 250 Ltr capacity, Intermediate Bulk Containers (820 ltr and 1000 ltr), Pails and PET sheets.
- Multi locational advantage. Always close to the customer with presence in 10 countries and 28 locations
- Loyal and expansive customer base including several fortune 500 companies.

Intermediate Bulk Containers

- Intermediate Bulk Containers (IBCs) of 1000 Ltr. Capacity with Wooden Pallet, Composite Steel Pallet & Plastic pallet



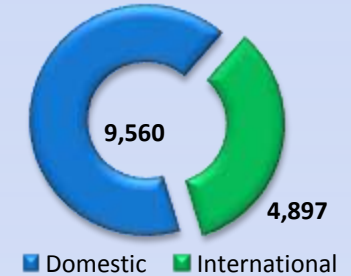
Click to see video

Total Revenue (Rs.Mn)

■ Industrial Packaging



I.P, 2014 Sales (Rs.Mn)



Highlights

- Over 600 institutional customers
- One of the two largest producer of polymer drums worldwide
- By far the largest market share of polymer drums in India
- Getting market leadership in overseas locations

TECHPACK
Technology driven Packaging



BULK TAINER
GNX
SOLUTIONS



Overview :

- Revenue contribution 18% of overall sales (FY-14)

Turf & Matting

- Matting**
 - Astroturf ; DuroTurf ; DuroSoft; DuroWipe
- Poultry Pads** : Finds use in poultry industry
- Car Mats** : Mats for Passenger cars
- Multi color customized mats



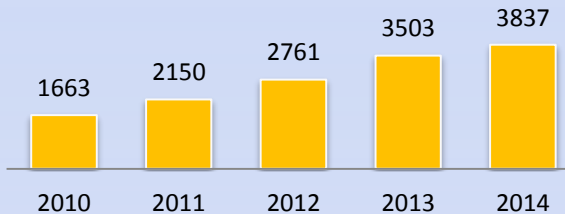
Refuse Bins

- Strong Body
- Reinforced Tyres
- Specifically designed lids
- Poly-bag holders
- Easy-to-handle
- Noise & impact free
- Can be used as litter bins

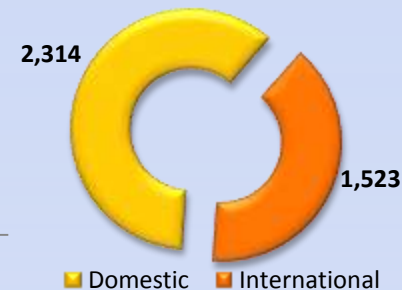


Total Revenue (Rs.Mn)

■ Tech & Life



T&L, 2014 Sales (Rs.Mn)



Auto Components

- Anti Spray Rain flaps for commercial vehicles
- De-aeration (Radiator) Tanks for Commercial vehicles
- Plastic Fuel Tanks for Commercial, Passenger vehicles
- Air Ducts for commercial vehicles



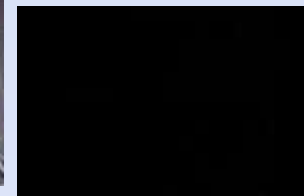
3S Rain Flap

Metal Flap



Retention of Over 75% Pulverized Water

3S Rain Flap



Click to see video



Plastic Fuel Tank



De-Aeration Tank

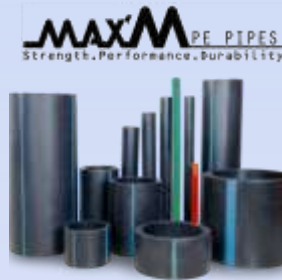


Overview :

- Revenue contribution 16% of overall sales (FY-14)

High Pressure PE Pipes

- High Pressure Pipes ranging From 20 mm to 1400 mm of pressure range PN 2.5 to PN 16.
- Presence in all 4 regions of India.
- Design and Tested to meet all national and International quality standards. BS 6437, ASTM-D2239/2447/3035, IS 14333 and many more....
- Suitable for varied applications :
Water supply, Irrigation, Sewage, Effluent treatment, Desalination Plants, Power Plants, etc.,



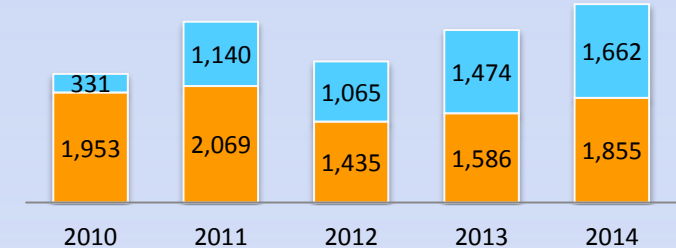
Prefabs & Shelters

- Prefab structures are factory made, pre engineered modular structures for quick and easy transport and installation.
- Applications: E-Panchayats , Industrial, Defense, Social Infrastructure
- Likely to get major push due to favorable government initiatives like Swatch Bharat Mission.



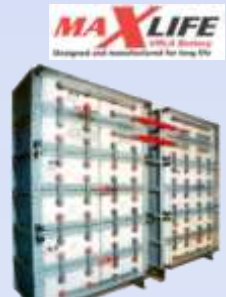
Infrastructure Total Revenue (Rs.Mn)

■ Batteries ■ Pipes & Shelter



Energy Storage Devices

- Tubular Gel Batteries
- Generator Batteries
- Industrial Batteries
- Solar Batteries
- Special batteries for Railways/Defense
- UPS





Schoeller Allibert **TIME**

Highlights

- Technology tie up with Schoeller Allibert, world leader in these products
- Fully integrated and complete range of Plastic Returnable Transit Packaging solutions and material handling systems
- Introduced foldable crates for the first time in India
- Variety of non-foldable and foldable, large and small containers, pallets etc in multiple dimensions, weights and style preferences
- Finds application in automotive, retail, logistics, food processing, textile etc.
- Extended services would include logistics and material management systems (RFID).

Key Differentiators

- Internationally acclaimed designs and manufacturing processes
- Adaptation to Indian customer requirements
- Specialized products to cater to specific industry needs
- Offers complete material handling solutions instead of 'Just Products'
- Different containers designs with variations, pallets, lids, straps, tracking systems, logistic support etc.







Game Changers – Composite Cylinders

Overview

- Replacing steel in high performance area. Highly sophisticated product : Technology from Aerospace
- Technology and know-how obtained with acquisition of Komposit Praha- A European composite cylinder manufacturer
- State-of-the-art manufacturing unit in India and Bahrain
- LPG composite cylinders available in various sizes 2,5 and 10kg (also developing 6,2,14,17,20 kg)

Elements

- PE In-liner
- Boss for Valve connection
- Fiber Glass Composite Layer
- Outer Shell/Casing

Advantages over steel cylinders

- **Light Weight & Ergonomic** : Cylinders are designed for easy handling and are 1/3rd lighter than traditional metal cylinder.
- **Explosion proof** : 100% explosion proof. Withstands 3 times higher pressure than traditional ones
- **Non Corrosive** : It does not corrode or have rust marks like steel cylinders
- **Eco-Friendly** : Majority of materials used are recyclable
- **UV Protected** : Made by adding special additives to make avoid degradation of product in normal climatic wear & tear

Established Credentials

Approvals



TUV – Ger



PESO - India



LPG SASA



ESMA



Nigeria



Zimbabwe



Republic of Ivory Coast

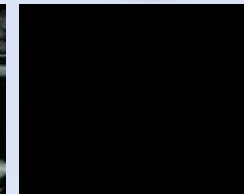
Final Approvals under process in Thailand, Bangladesh and South Korea, DOT. Expected by Q1 of FY-16

Orders already executed in India , South East Asia and Africa.

[Click to see video](#)



[Click to see video](#)





Game Changers – Composite Cylinders

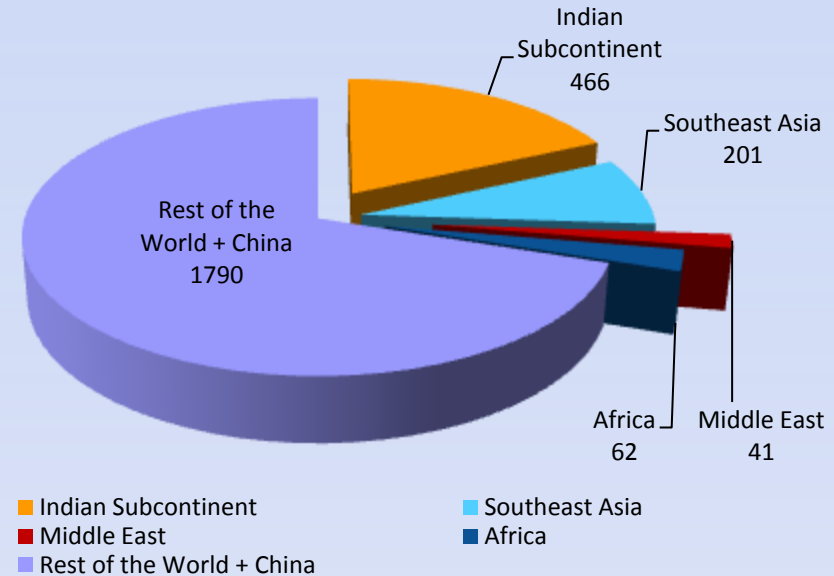
Driving Forces – Changing Global Scenario

- India : Supportive Government Policy Framework. Increased use of Non-subsidized LPG gas cylinders .
- Increase in Oil Production and LPG gas production.
- Impetus on use of LPG in Africa.
- Misuse of steel cylinders for terrorist activities.

Launchpad Ready :

- **Installed capacity of India 3lac and Bahrain 4lac Cylinders.**
- Synergy with existing products – materials, processes, machines and equipments
- Leverage on presence 10 countries in Asia and MENA (Middle East and North Africa) Region . **Instant Start – up at any location**
- Technology available only with few select players worldwide . Exclusivity and large market shares
- In house expertise to introduce newer variants (sizes, features, colours etc)
- Highly sophisticated testing laboratory at both locations
- Approval in over 14 countries
- Already supplied in over 9 countries

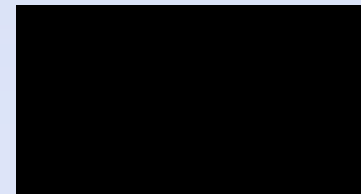
Global Population – Steel Cylinders (Nos. Mn)



Click to see
Cylinder Blast video



Click to see video





Game Changers – Dumpo Bin & Prefab Shelters



- **Swachh Bharat Mission (Clean India Mission)** – Total spend of **Rs 62000 Crores** in the next 5 years.
 - Major Push to eliminate open defecation.
 - More than **42000 crores** to be funded by private companies under CSR and Swachh Bharat Kosh
 - Total Number of Toilets to be constructed is more than 1 crore.
 - Major push to maintaining cleanliness and hygiene in Public Places
- **Swachh Bharat Swachh Vidyalaya (Clean India Clean Schools) & Sarva Shiksha Abhiyaan (Education for all)**
 - More than 1 million schools without Toilets.
 - Construction of Toilets in 25000 + Schools is to be undertaken .
 - Government intends to spend more than **28000 crores** for this cause
- **Integrated Ganga Conservation Mission** - a World Bank assisted National Ganga River Basin Project (NGRBP) for Rs 7000 crore.
 - Action Plan to make 1649 Gram Panchayats along the banks of river Ganga Open Defecation Free at an estimated cost of **Rs. 1508.76 crore**
- **RGPSA for building E-Panchayats.** 59000 Gram Panchayats are without Panchayat Ghars. Expected spend is 1000 crores
- **Nabard has sanctioned 19000 crore rupees for Rural Infrastructure Development Fund.** This would include building of warehouses in rural areas.



Men / Women Washrooms





Emerging Packaging in Asia

GDP Numbers / Chemical industry reports

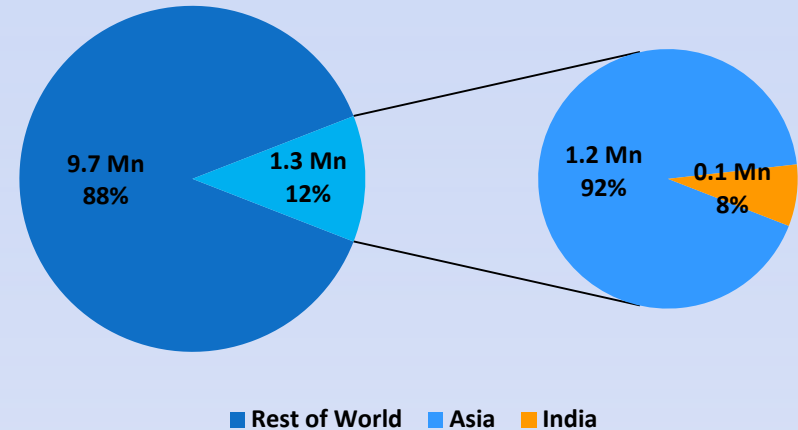
Export Nos. of different countries

- Multinational companies looking east for lower cost of production. Bringing in Good Manufacturing practices and improved handling systems.
- Improvement in transportation and handling facilities.
- Improves efficiencies
- Bulk transportation reduces logistic and shipping costs

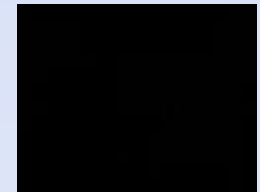
TIME - Positioning :

- Well recognized and accepted product – GNX IBCs.
- Presence in all growing markets with adequate installed capacities.
 - India : 150000 Nos / year (3 locations)
 - Rest of Asia : 450000 Nos / Year (5 Locations)
 - Middle East and Africa : 90000 Nos / Yr (1 Location)
- Can capture the growth of Indian companies as only manufacturer of IBCs in India
- Backward integration for all major components required for IBC manufacturing (valves, lids, pallets etc).
- Machine building expertise. Successfully built multilayer blow moulding machines.
- Leveraging on existing relationships with MNCs at the international level

IBC's Market Size (Nos. Mn)



Click to see video



- Dedicated team of more than 20 people for Research and development.
- 1 % of the total turnover is spent on research and development activities.
- Dedicated lab with state of the art incubation centre at Daman for prototype development and testing.
- Product Re-engineering : Continuous reduction in material and energy consumption
- Process Re-engineering : Making processes more energy efficient and using optimized manpower. Further automation is being introduced wherever necessary.

Product Development

- Composite cylinders
- Toilet Blocks made from Pre-Fabricated shelters
- Ball / Butterfly Valves for IBC's
- Antistatic Drums and IBC's
- Plastic Fuel Tanks and De-aeration tanks for commercial vehicles
- Many more in Pipeline

Process Development

- Gas assisted injection moulding for foldable crates
- Auto de-flashing and unloaders for blow moulding machines.
- Continuous optimization in cycle times and product weights
- Continuous injection moulding

Machine & Moulds Development

- Indigenously developed blow moulding machines including Multi layer machine
- Assembly line for composite cylinders and IBCs.
- Designing I.M moulds with reduced cycle time and proprietary ejection systems for auto fall feature.

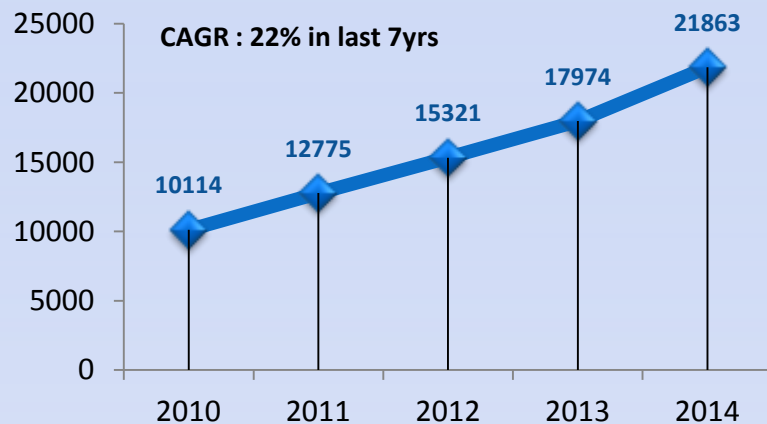


- **Vertical De-risking** : Started out as a purely packaging company. With time have diversified into 5 different verticals.

Industrial Packaging	Infrastructure	Technical and Lifestyle (Auto Components and
entrance matting)	Composite Cylinders	Material Handling
- **Geographical De-risking:**
 - **Phase 1** : Domestic expansion - Established fully functional and state of the art manufacturing facilities in 17 locations across India with 10 regional offices.
 - **Phase 2** : International Expansion - Entered new markets where demand for our existing product portfolio exists. Present in 12 countries.
- **Product De-risking** : Constantly developing newer products with time to meet customer expectations and demands
- **Dependence De-risking** :
 - Adopting newer and alternate materials for existing product portfolio. No dependence on single supplier or single material grade for manufacturing.
 - Captive Machine and mould building programme for building newer machines & moulds. No dependence on outside machine & mould makers
 - Largest single customer is less than 4% of total sales.



Revenue (Rs.Mn)



EBITDA (Rs.Mn)



PAT (Rs.Mn)



Net worth (Rs.Mn)





FINANCIALS – Growth Story



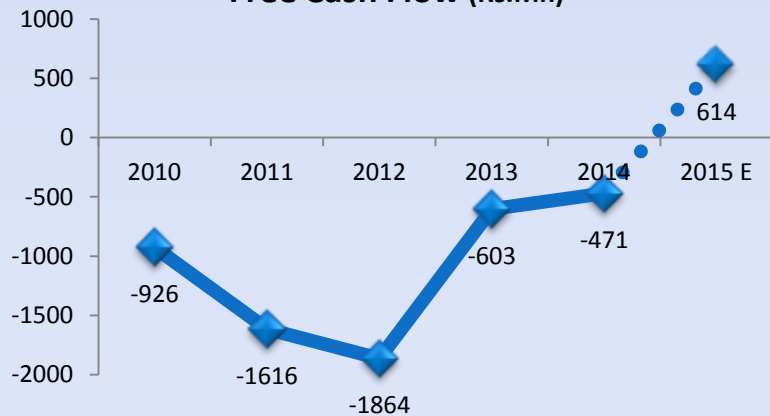
CAPEX (Rs.Mn)



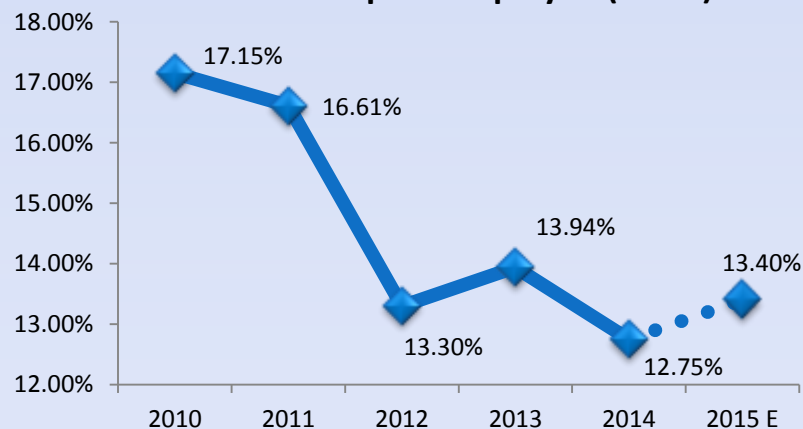
TOTAL DEBT (Rs.Mn)



Free Cash Flow (Rs.Mn)



Return On Capital Employed (ROCE) %





GROWTH OPPORTUNITIES – Industrial Packaging



- Drivers
 - High growth in value and knowledge base chemicals in India.
 - Shift from metal to polymer packaging due to technical and operational advantages. Now lower costs.
- Position
 - Business model helped build market leadership in India, UAE, Thailand and Taiwan.
- Business Environment

Packaging Product	Asia			Global		
	India	Rest of Asia	Total	Asia	Rest of World	Total
Steel Drum	10 (45%)	121 (90%)	131 (84%)	131 (84%)	117 (84%)	248 (84%)
Polymer Drums	12 (55%)	13 (10%)	25 (16%)	25 (16%)	23 (16%)	48 (16%)
Total	22 (100%)	134 (100%)	156 (100%)	156 (100%)	140 (100%)	296 (100%)
IBCs	0.1 (8%)	1.2 (92%)	1.3 (100%)	1.3 (12%)	9.7 (88%)	11 (100%)

- Growth Strategy
 - Replicate Indian model in Asian / African countries with large demand and low penetration for plastic drums / IBCs
 - China, Taiwan, Indonesia, Vietnam, Malaysia, Saudi Arabia (Bahrain), and Egypt
 - Leverage on relationships with big customers expanding in multiple Asian countries



GROWTH OPPORTUNITIES – Non Packaging



Technical Products

Turf & Matting Changing lifestyle in emerging markets

- Astroturf acquisition has opened huge growth opportunities in Asia

Automotive Components

- UK and EU regulations ensure a steady business for Spray suppressant devices.
- By acquiring Clearpass Technoplast can now leverage the on strong brand and global distribution network

Infra Products

High Pressure PE Pipes

- Five year plan 2007–12 Rs. 4600 Billion allocated towards water distribution and sanitation & irrigation
- Short supply of HDPE pipes
- HDPE pipes domestic consumption growing at 21%
- DI / CI pipes being replaced with HDPE pipes

Energy Storage Devices

- NED market share in the telecom battery sector is less than 15%
- Total market Industrial batteries - INR 50,000 Mn

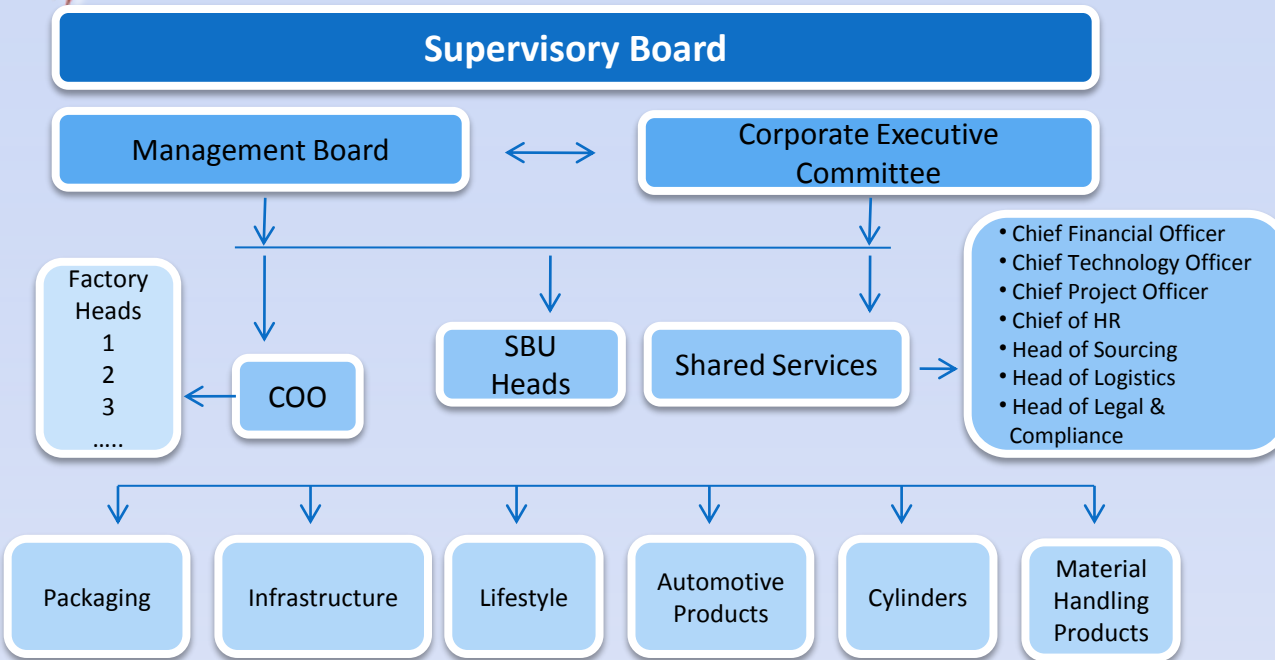
Composite Cylinders

- Worldwide population of steel cylinders is 2,560 Mn with annual replacement of 6% i.e. 95 Mn (52 Mn in Asia / Middle East)
- Composite cylinder population less than 1%, current market share is 2.3 %
- Numerous performance advantages: Light weight, explosion proof, translucent, aesthetics and long life
- High technology patented product with only one major competitor (Ragasco - Norway)
- Synergies with industrial packaging and opportunity overlap in Asia / Middle East

Material Handling Solutions

- Growing user segments of automobile, Retail, food processing, beverages, etc
- Introduction of unique one of kind products (foldable crates, beer crates) customized as per user needs
- Joint venture with world leaders, Schoeller Arca.
- Demand explosion as FDI allowed in multi-brand retailing

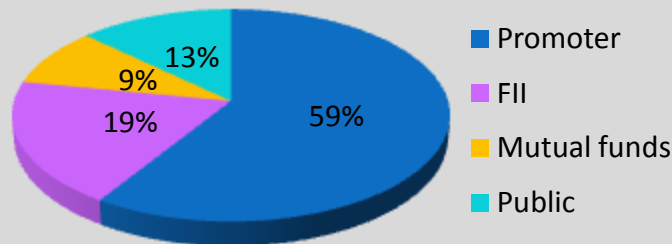
Management & Shareholding Pattern



People's Strength	Nos.
Engineers/Technologists	273
Certified Accountants/MBA's (Finance)	26
Marketing Professionals/MBA's (Marketing)	86
IT/Systems Specialists	14
R&D	26
TOTAL	425

Total Number of Employees	3,256
Median Age -	31.8 years
Percentage of foreign nationals	11

Shareholding Pattern, Total Nos. 19,205



Few shareholders :

FII

- American Funds Insurance
- Morgan Stanley Asia
- Grandeur Peak International

Mutual Funds

- HDFC Trustee
- Canara Robeco

For details please visit our website : www.timegroupglobal.com



Environmental

- **Reduced energy consumption**
 - Reduced reliability on D.G sets. Diesel saved 927000 Ltrs over 2 years
 - Effective use of Natural Light
- **Product / Process Re-engineering**
 - E.G : 235 Ltr drums. 12% more material shipped in 1 container
- **Reduce wastages**
 - Use of in process grinding
 - No wastage of Air, Water, Oil.
 - No Noise / Air pollution
- **Supply Chain**
 - Multi locational facilities reduce carbon foot prints.



Economic

- **Robust growth**
 - Strong Growth and controlled operating costs
- **Backward integration**
 - In-house manufacturing of critical components like IBC valves, steel tubes etc
 - Expert team for Machine building programme.
- **Cost reduction**
 - Use of technology (e.g – auto deflashing) reduces man power cost
 - Use of alternate materials .
- **Technology platform and Innovation**
 - Know how of all major polymer processing processes.
 - More than 30 new products developed in 3 years
- **Investing in Sustainability**
 - Certifications : ISO 22000 (Food safety), OHSAS 18001 (Health and Safety. ISO 14001 and many more



Social

- **CSR**
 - Provide basic necessities to villages near factories
 - Help in relief work during natural calamities
 - Eye check up /Blood donation camps
- **Robust Management**
 - Highly motivated team of professionals managing the company
- **Skill development & learning**
- **Diversity & equal opportunity**
- **Code of conduct**
- **Internal Communication**
- **Customer Satisfaction**



Global Blue Chip Customers

Chemicals



Petrochemicals / Lubricants



Others





Vision

***“ We Shall be
Second to none
in our Business ”***

***“We do not mind seeing competitors ahead of us
as long as they are a few laps behind.”***

Team Time

Mission

We shall lead through innovation and technology

We shall always

- ***Seek opportunity for growth***
- ***Work with integrity and commitment***
 - ***Create lasting partnerships***
- ***Anticipate and manage changes***

***We shall create world class organization and create
value for every stakeholder***

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Composite Cylinder Film

