



*Leading Through Innovation and Technology*  
**Corporate Presentation**



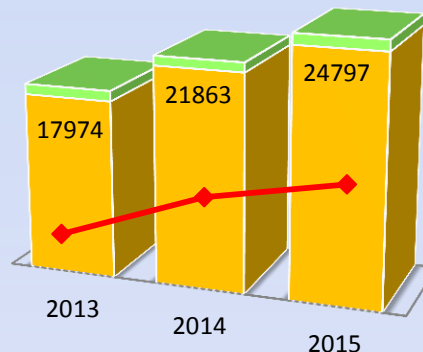


## Introduction

- 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<sup>-</sup>**

## Financial Snapshot (Rs.Mn)

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



(Mn Rs)

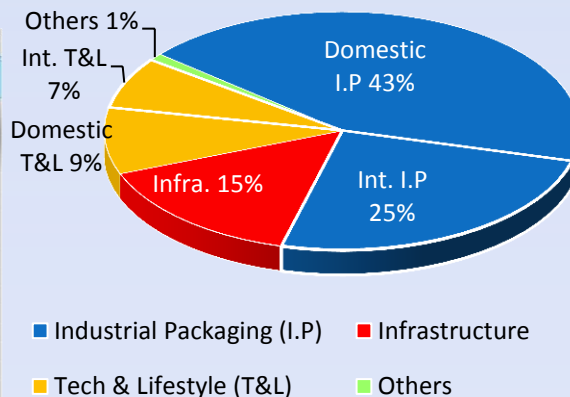
| YEAR | TOTAL INCOME | EBIDTA | PAT  |
|------|--------------|--------|------|
| 2013 | 17974        | 2969   | 1035 |
| 2014 | 21863        | 3143   | 954  |
| 2015 | 24797        | 3421   | 1096 |

## Geographical Presence

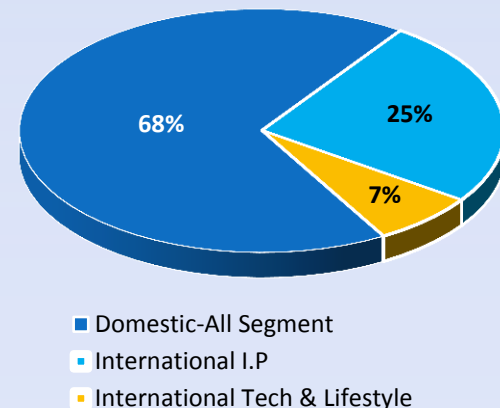
**10 Countries, 28 Locations.**



## Segment wise Revenue



## Geographical Revenue





Serving International Customers :: Present in 10 countries

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



# PRODUCT PORTFOLIO



| Segment               | Product range | Brands                                                                                                                                                                                                                    |
|-----------------------|---------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Industrial Packaging  |               | <b>TECHPACK</b><br>Technology driven Packaging<br><b>BULK TAINER</b><br><b>GNX</b><br>Next Generation IBCs                                                                                                                |
| Infrastructure        |               | <b>MAX M</b> PE PIPES<br>Strength. Performance. Durability<br><b>FAST TRAC</b><br>Prefab Shelters<br>Factory-made pre-engineered structures<br><b>MAX LIFE</b><br>VRLA Battery<br>Designed and manufactured for long life |
| Technical & Lifestyle |               | <b>DuroTurf PREMIUM</b><br>Multi-Purpose Landscapes<br><b>Meadowz</b><br><b>DuroSoft</b><br>Elegance with efficiency!<br><b>DuroWipe</b><br>MATS<br><b>CLEAR PASS</b><br><b>RAINFLAPS</b><br><b>DUMPO BINS</b>            |
| Composite Cylinders   |               | <b>LiteSafe</b> <sup>®</sup>                                                                                                                                                                                              |
| Material Handling     |               | <br>Schoeller Allibert <b>TIME</b>                                                                                                                                                                                        |

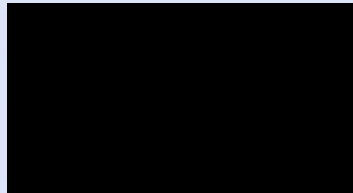


## Overview :

- Revenue contribution 68% of overall sales (FY-15)
- 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



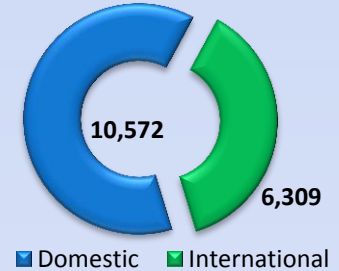
Click to see video

### Total Revenue (Rs.Mn)

■ Industrial Packaging



### I.P, 2015 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**  
Next Generation IBCs



# THE VERTICAL – Technical & Lifestyle Products

## Overview :

- Revenue contribution 16% of overall sales (FY-15)

## Turf & Matting

- Matting
  - DuroTurf ; DuroSoft; DuroWipe
- Car Mats : Mats for Passenger cars
- Multi color customized mats



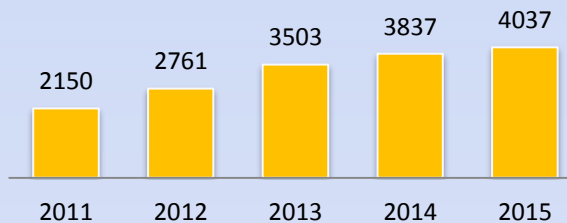
## Refuse Bins

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

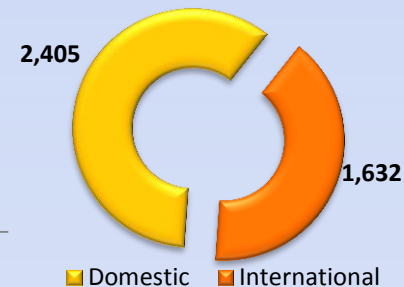


## Total Revenue (Rs.Mn)

■ Tech & Life



## T&L, 2015 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



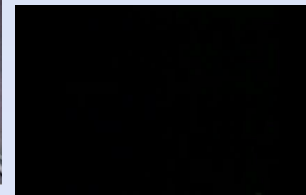
3S Rain Flap

### Metal Flap



Retention of Over 75%  
Pulverized Water

### 3S Rain Flap



Click to see video



Plastic Fuel Tank



De-Aeration Tank





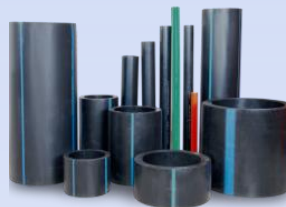
## Overview :

- Revenue contribution 15% of overall sales (FY-15)

## High Pressure PE Pipes

- High Pressure Pipes ranging From 20 mm to 1400 mm of pressure range PN 2.5 to PN 16.
- PAN-India presence in all 4 regions of India.
- Approval in place with all major govt. dept./ consultants/organizations for all variants
- 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.,

**MAX M** PE PIPES  
Strength. Performance. Durability



**FAST TRAC**  
Prefab Shelters  
Factory-made pre-engineered structures

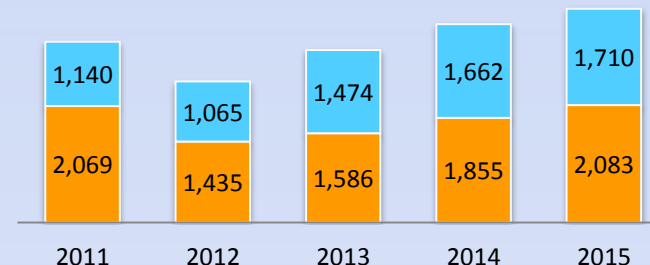


## Prefabs & Shelters

- 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)

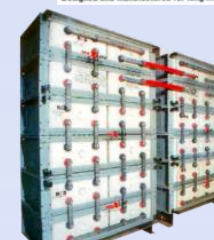
■ Batteries ■ Pipes & Shelter



## Energy Storage Devices

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

**MAX LIFE**  
VRLA Battery  
Designed and manufactured for long life





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).

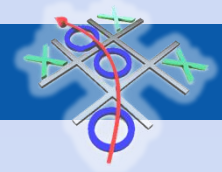
## Key Differentiators

- 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

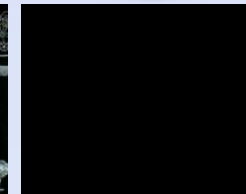
**Final Approvals under process in Thailand, Bangladesh and South Korea, DOT.**

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

[Click to see video](#)

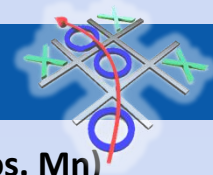


[Click to see video](#)



**LiteSafe®**





# Game Changers – Composite Cylinders

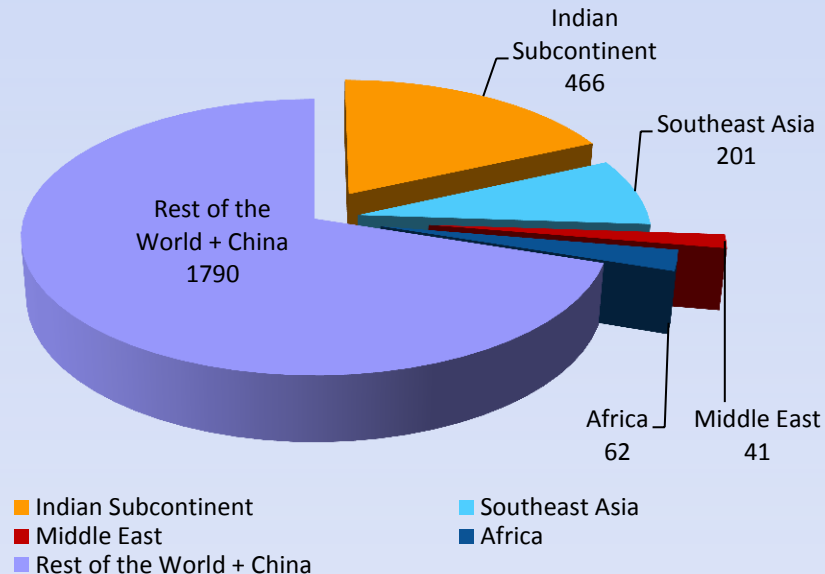
## Driving Forces – Changing Global Scenario

- 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.

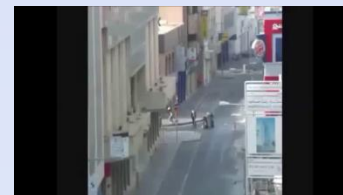
## Launchpad Ready :

- **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

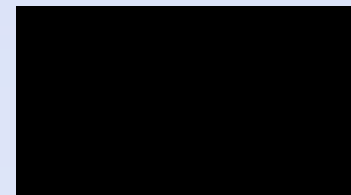
## Global Population – Steel Cylinders (Nos. Mn)

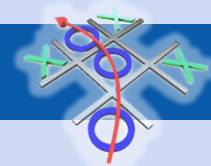


Click to see  
Cylinder Blast video



Click to see video





# Game Changers – Dumpo Bin & Prefab Shelters

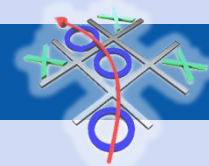


- **Swachh Bharat Mission (Clean India Mission)** – Total spend of **Rs 62000 Crores** in the next 5 years.
  - Major Push to eliminate open defecation.
  - More than **42000 crores** to be funded by private companies under CSR and Swachh Bharat Kosh
  - Total Number of Toilets to be constructed is more 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

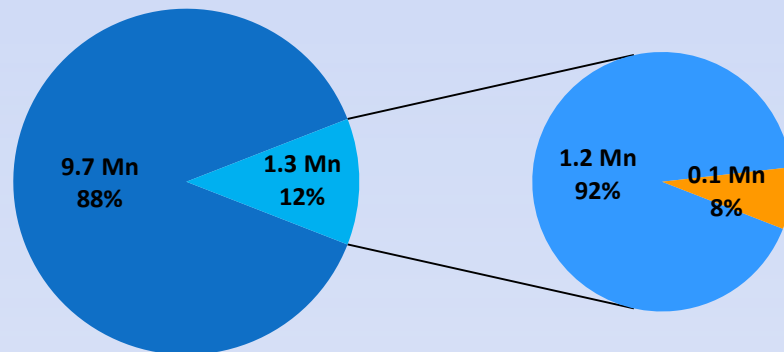




## Emerging Packaging in Asia

- 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

IBC's Market Size (Nos. Mn)



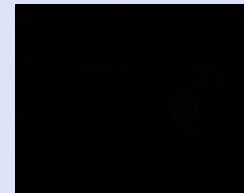
■ Rest of World ■ Asia ■ India

## TIME<sup>®</sup> - 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



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                      Composite Cylinders  
Technical and Lifestyle (Auto Components & entrance matting)      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 10 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.



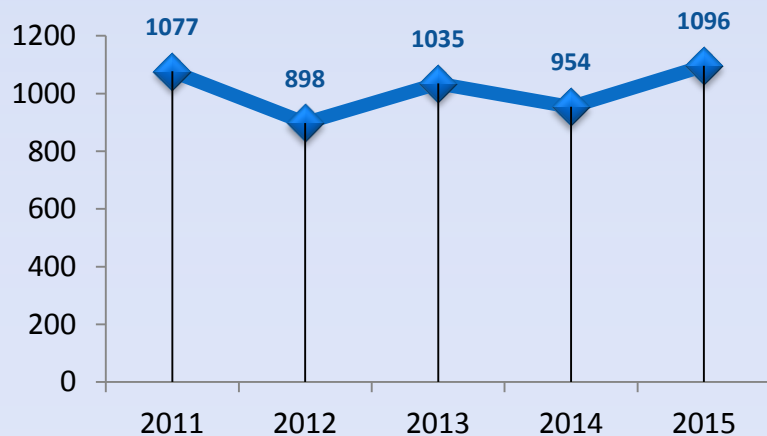
## Revenue (Rs.Mn)



## EBITDA (Rs.Mn)



## PAT (Rs.Mn)

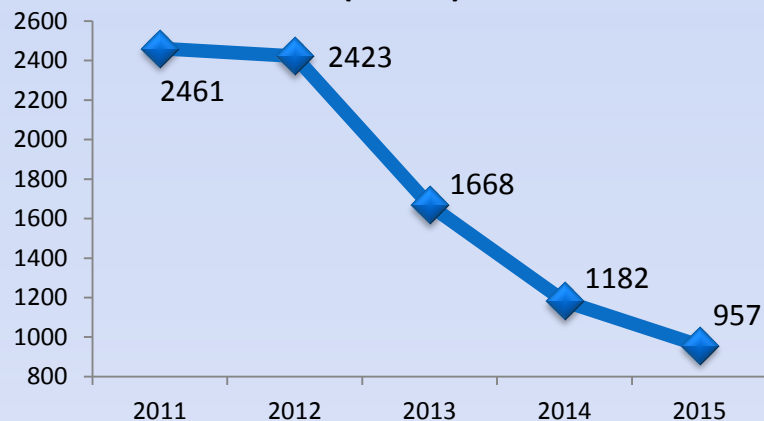


## Net worth (Rs.Mn)

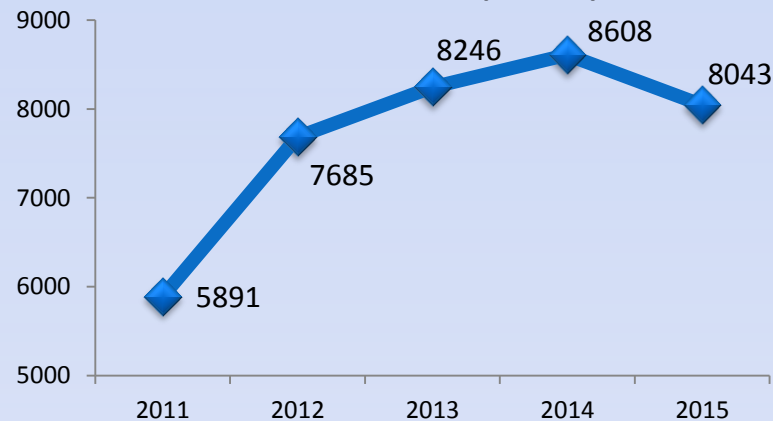




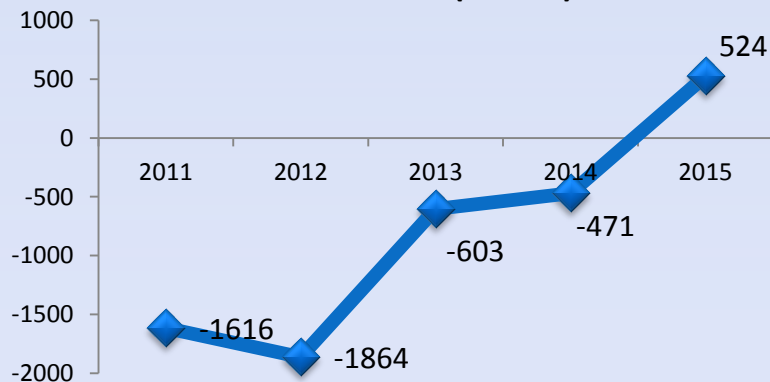
### CAPEX (Rs.Mn)



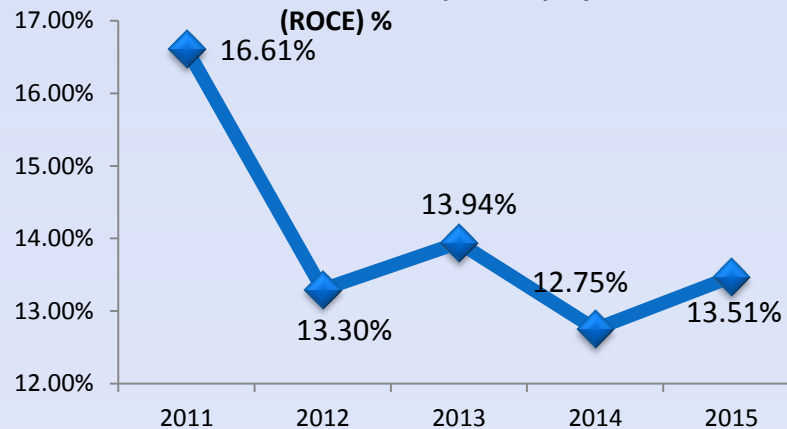
### TOTAL DEBT (Rs.Mn)



### Free Cash Flow (Rs.Mn)



### Return On Capital Employed (ROCE) %



- 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<br>(45%)  | 121<br>(90%)  | 131<br>(84%)  | 131<br>(84%)  | 117<br>(84%)  | 248<br>(84%)  |
| Polymer Drums     | 12<br>(55%)  | 13<br>(10%)   | 25<br>(16%)   | 25<br>(16%)   | 23<br>(16%)   | 48<br>(16%)   |
| Total             | 22<br>(100%) | 134<br>(100%) | 156<br>(100%) | 156<br>(100%) | 140<br>(100%) | 296<br>(100%) |
| IBCs              | 0.1<br>(8%)  | 1.2<br>(92%)  | 1.3<br>(100%) | 1.3<br>(12%)  | 9.7<br>(88%)  | 11<br>(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

## Technical Products

**Turf & Matting** Changing lifestyle in emerging markets has opened up 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

- Total Rs. 65,000 Crore sanctioned project under JNNURM for Infrastructure development
- Total Rs. 4,800 Crore market of PE pipes in India
- 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

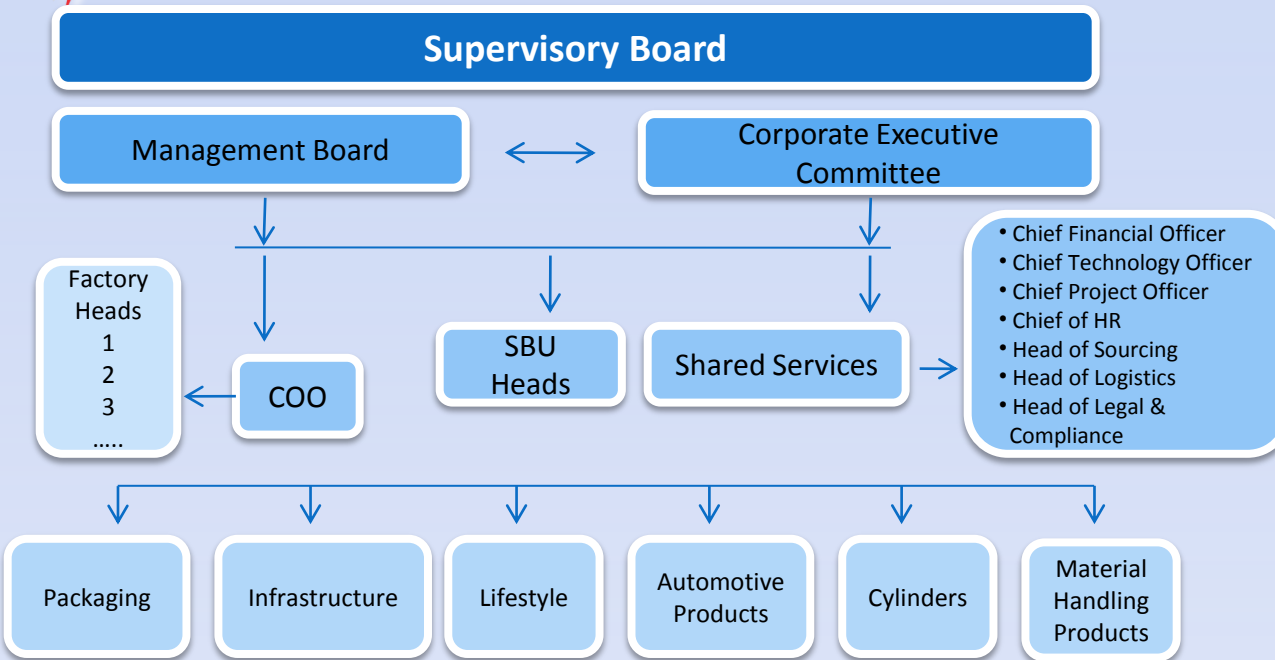
- Worldwide population of steel cylinders is 2,560 Mn with annual replacement of 6% i.e. 95 Mn (52 Mn in Asia / Middle East)
- Composite cylinder population less than 1%, current market share is 2.3 %
- Numerous performance advantages: Light weight, explosion proof, translucent, aesthetics and long life
- 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 Allibert.
- Demand explosion as FDI allowed in multi-brand retailing



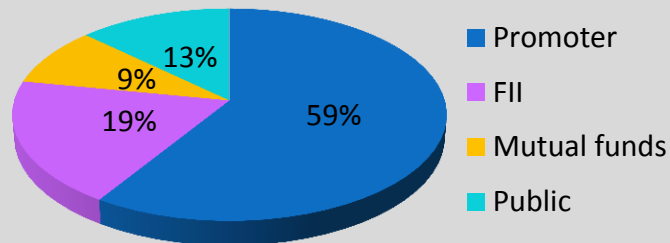
# Management & Shareholding Pattern



| 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         |
| <b>TOTAL</b>                              | <b>425</b> |

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

## Shareholding Pattern, Total Nos. 19,205



## Few shareholders :

### FIIs

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

### Mutual Funds

- HDFC Trustee
- Canara Robeco

For details please visit our website : [www.timegroupglobal.com](http://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

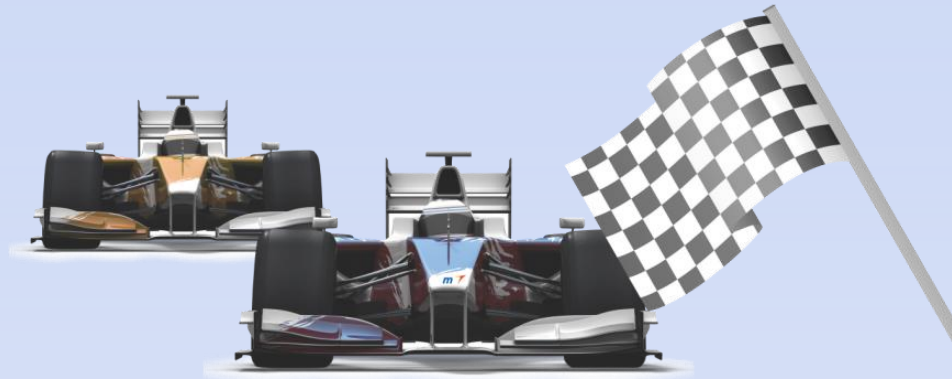


## Petrochemicals / Lubricants



## 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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Thank you!

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## Composite Cylinder Film

