

**BSE Limited** 

Dalal Street, Fort, Mumbai 400 001

**Scrip Code:** 543969

1<sup>st</sup> Floor, New Trading Ring,

Rotunda Bldg., P. J. Towers,

SEC: 46/2025-26 Date: November 11, 2025

National Stock Exchange of India Ltd.

Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra- Kurla Complex, Bandra (East), Mumbai – 400 051

Symbol: PYRAMID

**Through: NEAPS** Through: BSE Listing Centre

Dear Sir/Madam,

#### Sub: Investor presentation of earnings call with analysts/ investors.

In compliance with Regulation 30 read with Para A of Part A of Schedule III and other applicable provisions of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our announcements dated November 06, 2025, on earnings conference to be held on November 11, 2025, we enclose herewith a copy of the investor presentation.

The intimation is simultaneously uploaded on the Company's website at https://pyramidtechnoplast.com/disclosures-under-regulation-46-of-sebi-lodr/

You are requested to take the same on record.

Thanking you, Yours faithfully, For Pyramid Technoplast Limited,

Jaiprakash Bijaykumar Agarwal Wholetime Director & CFO DIN: 01490093

**Encl:** As above



## PYRAMID TECHNOPLAST LTD.

Q2 & H1 FY26 Investor Presentation November 2025







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**Financial Overview** 

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## **Company Overview**



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Founded in 1997, Pyramid is a prominent industrial packaging company known for our polymer-based molded products

02

Specialize in rigid Intermediate Bulk Containers (IBCs), Polymer Drums and Mild Steel Drums used by the chemical, agrochemical, specialty chemical, and pharmaceutical industries

Operates across 9 manufacturing units with capacities of 33,026 MTPA for 03 Polymer Drums, 600,000 Units of IBC, and 10,800 MTPA for MS Drums. Unit 9 (Recycling plant) commissioned on October 3rd, 2025.

Top Customer contributes 6% to revenues and top10 together accounts for 27%, indicating a well -diversified and low dependency client base.

Fully automated machines with advanced blow molding technologies are utilized in the manufacturing process







## Pyramid Technoplast : At a glance



26 Years of

**Excellence in bulk Industrial Packaging Solutions** 



**9**Manufacturing facilities at Strategic locations



Pan-India Presence



**500+**Satisfied customer

75,754 MTPA
Production
Capacity



**95** Fleet of Trucks



**500+** Workforce

We Offer:

- Polymer Drums
- IBCs
- Metal Drums



**36%**Revenue from Value Added Product (as of Q2FY26)



17% Revenue CAGR (FY21-FY25)



**0.50x**Net Debt/ Equity (as of Sep'25)

## Strengthening the Profit Engine..



Focused on operational efficiency and modular capacity additions, the company is well-positioned to scale profitably.

#### **Expanding Production Capacity**

Strong presence in Gujarat.
Pyramid has now established production capacity across all drum categories in Maharashtra.

#### **Backward Integration**

In house manufacturing of caps , lids, handles for cost control and quality efficiency

#### **Logistics Advantage & Reach**

Strategic location near industrial hubs combined with an in-house fleet of 88 trucks ensures timely deliveries, cost efficiency, and stronger customer connect.

#### **Business Updates**

#### **Recycling Plant in full swing**

Commissioned October 3<sup>rd</sup>, 2025. Awaiting final inspection.

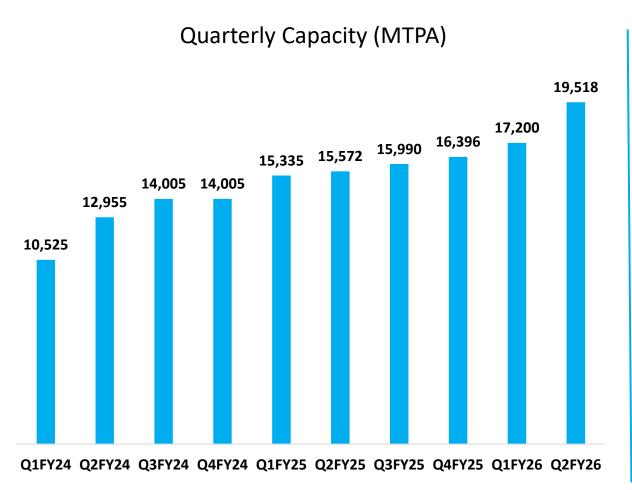
# 6 MW Captive Solar power plant in action

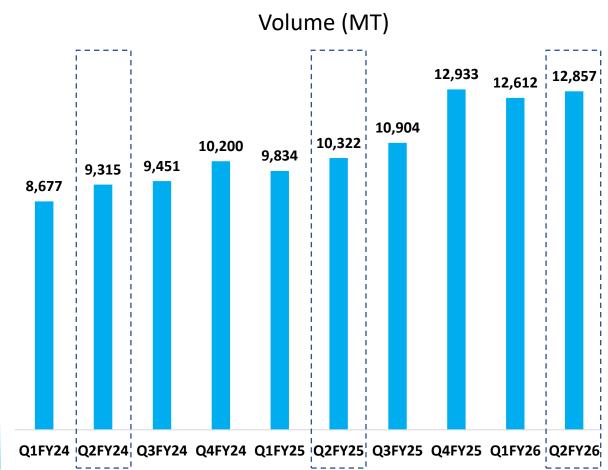
Commissioned October 30th, 2025

## Capacity Expansion on a steady climb...



25% Jump in the capacity on a YoY basis; Overall utilization of 66% is expected to ramp up in coming phases as capex cycle nears completion

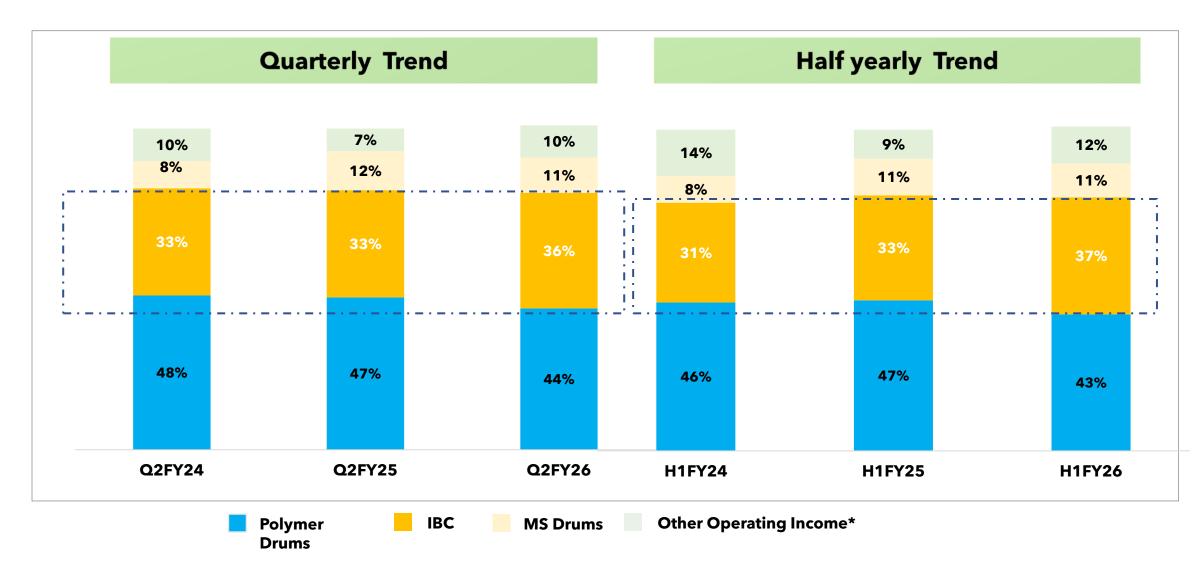




## **Driving Growth in Premium Segment: IBC Share Surges**



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<sup>\*</sup>Other Operating Income includes trading, sale of raw material, scrap and accessories connected to our products.

## Commitment to sustainability, cost efficiency, and supply chain resilience -

# PYRAMID<sup>Th</sup> Technoplast Ltd. Strong·Safe·Superior

## **Recycling Plant Update**

Date of Commissioning: October 3<sup>rd</sup>, 2025

#### **Key highlights of the plant:**

- Acquisition of ~4,448 sq. m of land in Bharuch
- Investment of ₹8-10 crores, with an attractive payback period of ~2-3 years, underscoring capital efficiency.
- 5,000 MT annual recycling capacity to cater to 10-12% of Pyramid's raw material needs, driving meaningful savings and margin enhancement.
- Lower reliance on imports, ensuring greater supply chain resilience and self-sufficiency in polymer sourcing.





Aligned with India's sustainability agenda, the facility will significantly reduce plastic waste and strengthen Pyramid's ESG credentials.

# Green Energy Initiatives to further improve the financial performance –



## Solar power plant update

Date of Commissioning: October 30th, 2025

#### **Key highlights of the plant:**

- 6 MW of the total planned capacity of 15.25 MW has been commissioned
- Upon commissioning of the entire capacity:
- Lower its energy costs by saving over ₹15 Cr. of power cost annually, significantly improving operating leverage.
- 2. The total investment in the project stands over ₹60 crore, implying a payback period of nearly four years- a strong demonstration of capital efficiency and disciplined cost management.



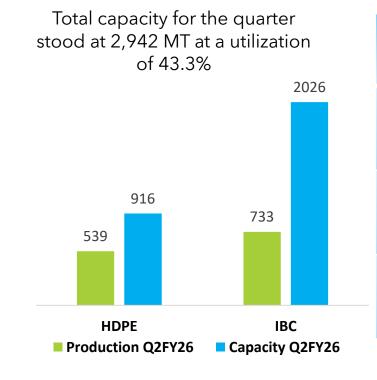




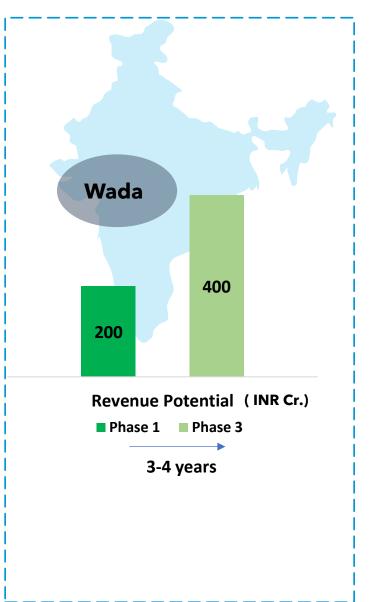
# Wada update: Strong operational momentum achieved in Q2FY26



- Phase 1 commenced in June'25; minimal production in Q1FY26, gradual ramp up happening.
- Overall, the utilization for the quarter Q2FY26 stood at 43%; expected to ramp up to 80% in FY27.
- MS Drum Capacity to be commissioned by Dec'25



Drum category	Additional Capacity for FY26 (Annualized)	Update
Polymer Drum	3,780 MTPA	Fully operational in Q2FY26
IBC	1,50,000 Drums	Fully operational in Q2FY26
MS Drum	5,376 MTPA	To start by Dec'25



# Q2 & H1 FY26 Performance



# Volume growth ignites, Operating leverage to drive margin expansion next..



#### Robust Volume Growth Across Segments; With Capex Done, Utilization Set to Soar

Revenue in Q2 grew 21% YoY, backed by strong overall volume growth of 24% – with IBC up 42%, HDPE drums up 16%, and MS drums up 14%. The new Wada plant, currently at 44% utilization, brought overall utilization to 66%, but as it ramps up, topline growth is expected to accelerate further.

#### **Improving Product Mix**

YoY Product mix has improved with the ongoing capacity expansion, towards higher-margin segments, IBCs contributing 36% to the revenue and expanding growth observed in other drum categories as well.

#### Strong Operating Growth; Margins Steady Amid Initial Fixed Cost Build-Up; Recycling & Solar Plant to Drive Next Phase of Efficiency

Gross profit rose 28% YoY, with margins up 146 bps to 26.9%, driven by strong volume growth. The new recycling plant (commissioned Oct 3) is expected to cut raw material costs by 10-12% annually, supporting further margin gains.

EBITDA grew 21% and PAT 8% YoY to INR 12.6 Cr and INR 6.2 Cr respectively, with margins stable at 8% and 4% and due to higher fixed costs ahead of full utilization.

The 6 MW solar plant, commissioned in late October, will start yielding benefits soon, with full 15.25 MW capacity expected to lower power costs by ₹15 Cr annually.

## **Operational Performance**



			Va	lue				Volume						
Particulars	UoM	FY21	FY22	FY23	FY24	FY25	H1FY26	UoM	FY21	FY22	FY23	FY24	FY25	H1FY26
<u>Turnover</u>														
Regular Business:														
Polymer Drums	Rs. Cr	179	214	248	254	258	137	MTPA	15,930	16,636	16,811	18,934	20,385	11,195
MS Drums	Rs. Cr	27	45	43	46	63	33	MTPA	1,717	2,359	4,726	5,332	7,427	4,054
Sub Total	Rs. Cr	206	259	290	300	320	170	MTPA	17,647	18,995	21,536	24,266	27,811	15,249
Value Added Product:  IBC Business  *Other Operating	Rs. Cr	82 25	122 20	153 36	177 55	198 73	118 37	Units	1,13,701	1,36,448	1,66,737	211,332	255,502	161,357
Income Total Revenue	Rs. Cr	313	400	480	532	591	325	MTPA	26,448	27,950	29,843	37,643	43,993	25,468
Capacity Utilization	% . CI	69.1%	74.5%	75.3%	73.1%	69.5%	65.8%	WIIFA	20,440	27,730	27,043	37,043	43,773	23,400

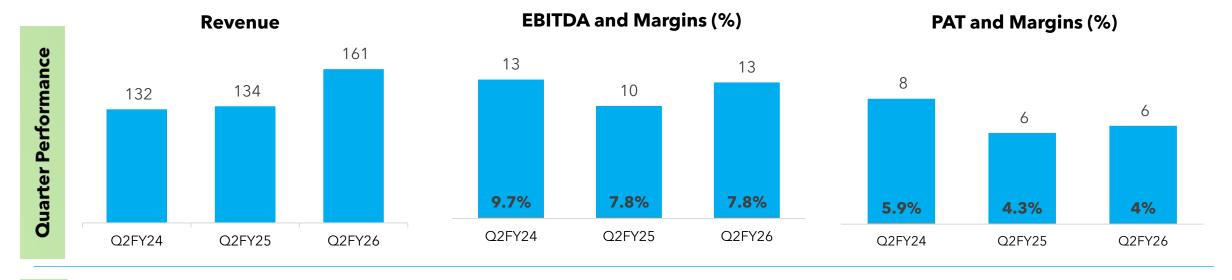
<sup>\*</sup>Operating Income includes sale of raw material, scrap and accessories connected to our products. Note: Total Revenue does not include Other Income

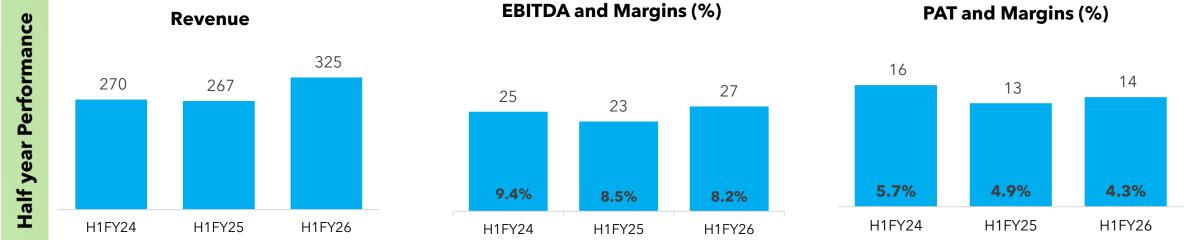
## **Financial Highlights**



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<sup>\*</sup>Note Revenue, EBITDA and margin calculations include other income

## **Q2 & H1 FY26 Performance**



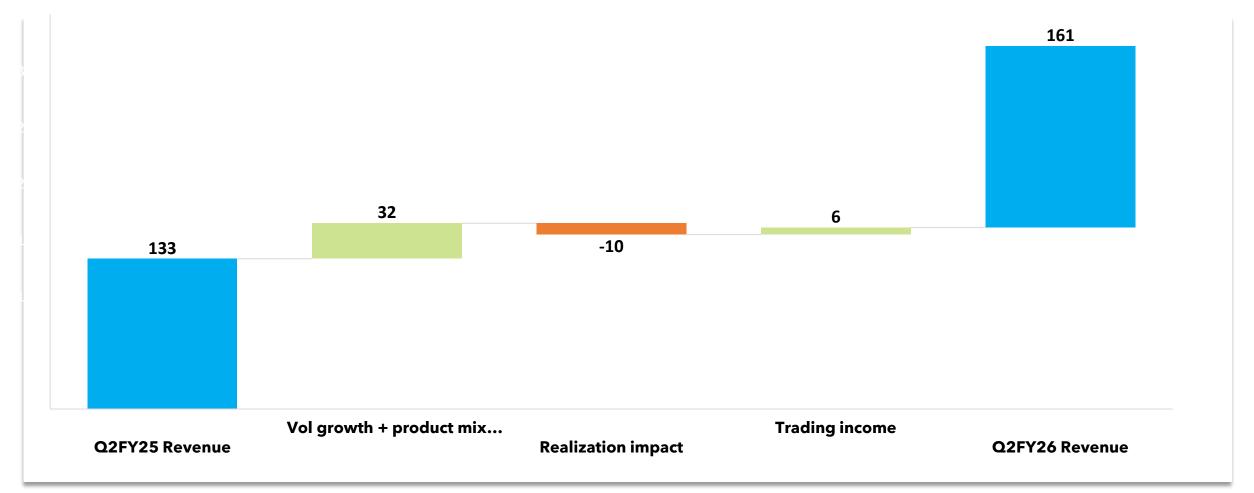
All amounts in Rs. Cr

Particulars	Q2FY26	Q2FY25	YoY	H1FY26	H1FY25	YoY
Revenue from Operations	160.8	133.1	21%	324.6	266.7	22%
Other Income	0.7	1	(30%)	1.5	2.2	(30%)
Total Income	161.5	134.1	20%	326.2	269	21%
Raw Material costs	118.2	100.4	19%	239.7	201.1	21%
Gross Profit	43.2	33.9	28%	86.5	67.8	28%
Gross Profit (%)	26.9%	25.2%	146 bps	26.5%	25.4%	122 bps
Employee Cost	6.2	5.3	19%	12.1	10.5	15%
Other Expenses	24.4	18.2	34%	47.6	34.4	39%
Total Expenditure	30.6	23.4	31%	59.7	44.9	33%
EBITDA (%)	12.6 7.8%	10.4 7.8%	21% 1.5 bps	26.8 8%	22.9 8.6%	17% (35) bps
Interest Depreciation	1.6 2.8	0.7 2	118% 44%	2.9 5.2	1.3 3.8	121% 36%
РВТ	8.2	7.7	6%	18.8	17.8	5%
Tax Expense (Including Deferred Tax)	2.0	2.0	1%	4.7	4.6	3%
PAT	6.2	5.7	8%	14.1	13.3	6%
NPM (%)	3.8%	4.3%	(50) bps	4.3%	5.0%	(64) bps

## **Q2FY26 Revenue Bridge**



#### All amounts in Rs. Cr



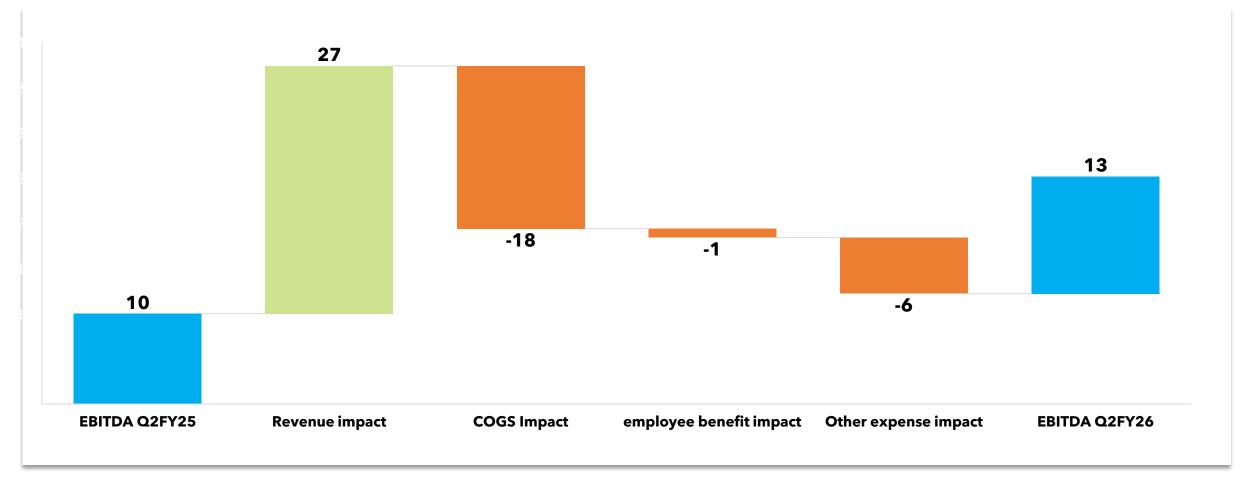
Overall volume growth continues to remain strong in Q2FY26, increasing by 24% YoY. However, fluctuating raw material prices, which are passed on with a lag, are temporarily impacting revenue

## **Q2FY26 EBITDA Bridge**



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Other expenses increased due to the ongoing expansion and initial stabilization of the newly commissioned plants. Gross margins increased in Q2FY26 by 146 bps, Further operational cost and power cost to reduce by Rs. 15Cr.

## **Strategic Roadmap: Margin Expansion**



#### FY26 Updates

#### **Expected Outcome**

Green Energy Initiatives

**6MW** out of the total 15.25 MW capacity commenced operations on October **30**<sup>th</sup>

Annual Cost reduction-Rs.15cr/yr. Cost efficiency +Improved margins

Recycling Plant (Unit 9)

5,000 tons recycled facility for in-house use/sale; commenced operations on
 October 3<sup>rd</sup>, supporting 30,000 tons of HDPE consumption for production

Reducing 10-12% of raw material needs annually

Operational Cost Reduction

EBITDA Margin **11%-12%** 

Economies of Scale

**90% automation accomplished** by replacing manual processes with process control systems in existing and upcoming facilities for MS Drum

Margin expansion by 800-900 bps

Reduction in manpower, improved production efficiency.

## Capex largely done..





Capacity expansion from 50K to 90K units/month completed; commercial output started. Current production around 40k/month to reach full capacity in 12 months.

# UNIT 6 Bharuch

(MS Drums)

- Phase 1 operations commenced with one IBC line, 2 HDPE drum lines, and 30K/month MS drum capacity.
- Commercial production started for IBC and HDPE. Machines to be installed for MS drum expansion in December.

# UNIT 8 Maharashtra

(HDPE Drums, IBC & MS Drums)

## UNIT 9 Bharuch

(Recycling Unit)

- Land adjacent to Unit 6 has been acquired for establishing a plastic and plastic products recycling plant.
- Machines have been installed and trial runs underway. Total capital expenditure, including the land acquisition, is estimated at Rs. 8-10 crore.

6 MW captive solar plant commissioned in late October. The remaining 9.25 MW will be added in phases in Nov-Dec'25.

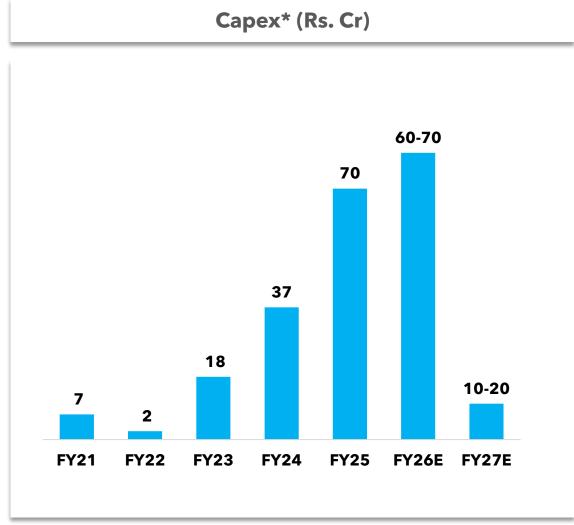
### Gujarat Maharashtra

(Solar Power plant)

## **Capex Trend and Outlook**



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<sup>\*</sup>for incremental capacity & operational efficiency

#### **Strategic Priorities**

#### **Organic Growth & Green Energy Initiatives**

The planned outlay for FY27 stands at ~₹10-20 Cr respectively.

#### **Balance Sheet Strength**

To fund capex from internal accruals and cash balance. Marginal increase in debt due to captive solar power plant capex.

#### **Strengthening Portfolio**

Greater revenue share of high-margin product like IBC. Increasing automation and capacity in metal drums production. Optimizing production at each site.

# FINANCIAL OVERVIEW



## **Annual Performance**



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#### All amounts in Rs. Cr

Particulars	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	313.5	400.4	480.0	532.4	591.3
Other Income	2.7	2.2	2.0	4.7	3.8
Total Income	316.2	402.6	482.0	537.2	595.1
Raw Material costs	229.8	298.7	362.9	402.8	449.5
Gross Profit	86.4	103.9	119.1	134.3	145.7
Gross Profit (%)	27.3%	25.8%	24.7%	25.0%	24.5%
Employee Cost	14.8	15.7	17.6	21.3	22.3
Other Expenses	39.1	43.8	49.8	64.2	76.7
Total Expenditure	53.9	59.5	67.3	85.5	98.9
EBITDA	32.5	44.4	51.8	48.8	46.8
EBITDA(%)	10.3%	11.0%	10.7%	9.1%	7.9%
Interest	5.2	4.9	4.1	2.3	2.7
Depreciation	4.4	4.4	4.9	6.4	8.0
PBT	22.9	35.2	42.8	40.1	36.1
Tax Expense (Including Deferred Tax)	5.9	9.0	11.1	10.8	9.5
PAT	17	26.2	31.8	29.3	26.7
NPM (%)	5.4%	6.5%	6.6%	5.5%	4.5%

<sup>\*</sup>Note Gross Profit, EBITDA and margin calculations include other income

## **Balance Sheet**



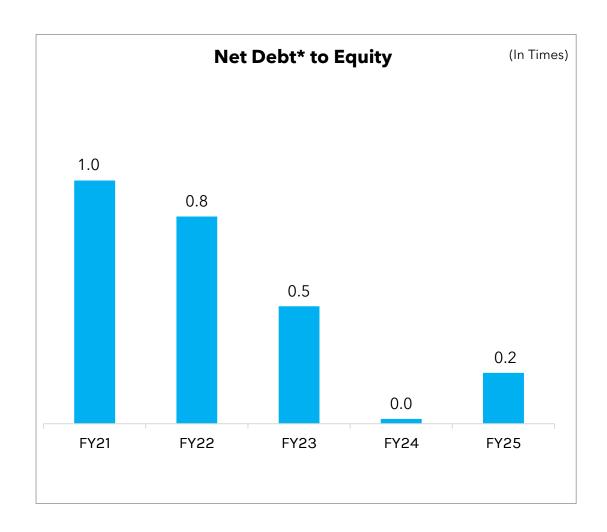
#### All amounts in Rs. Cr

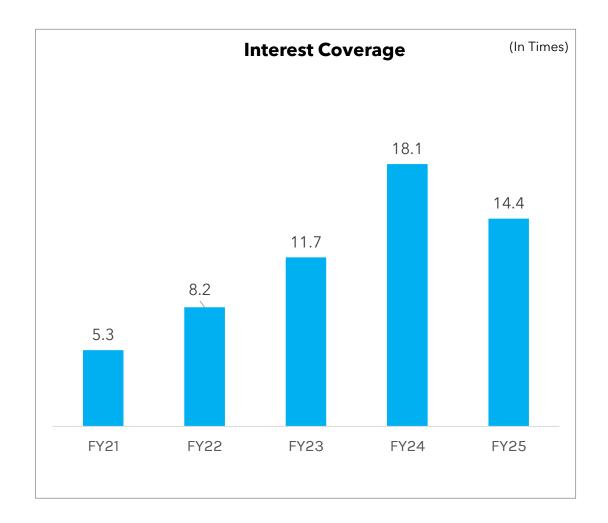
Equity & Liabilities	FY21	FY22	FY23	FY24	FY25	H1FY26
Equity	3.9	3.9	31.3	36.8	36.8	36.8
Reserves	44.9	71.3	76.0	185.4	212.5	224.8
Net Worth	48.9	75.2	107.3	222.2	249.3	261.6
Non-Current Liabilities						
Long-Term Borrowing	21.6	11.3	17.5	1.5	27.6	74.1
Lease Liabilities	0.8	0.4	0.1	-	0.6	0.5
Deferred Tax Liabilities	4	4.2	4.6	5.7	7.0	8.0
Long-Term provision	1.6	1.8	2.0	2.5	2.8	2.8
<b>Total Non-Current Liabilities</b>	28	17.8	24.3	9.7	37.9	85.4
<b>Current Liabilities</b>						
Short-Term Borrowings	29.7	53.5	37.8	18.4	26.8	65.6
Lease Liabilities	0.3	0.3	0.3	-	0.2	0.2
Trade Payables	41.5	31.6	49.4	45.0	42.9	50.4
Current Tax Liabilities (Net)	0.7	0.2	2.3	-	0.00	0.4
Short-Term Provisions	0.2	0.2	0.3	0.4	0.3	0.3
Other Current Liabilities	4.2	4.9	4.1	7.6	11.2	23.8
<b>Total Current Liabilities</b>	76.7	90.8	94.3	71.4	81.4	140.7
<b>Total Equity &amp; Liabilities</b>	153.5	183.8	225.8	303.3	368.6	487.7

				All amounts in Rs. Cr				
Assets	FY21	FY22	FY23	FY24	FY25	H1FY26		
Non-Current Assets								
Fixed Assets	51.4	51.8	69.2	106.5	160.2	231.2		
Non-Current Investment	1.1	1.0	2.9	4.0	-	-		
Other Non-Current Financial Assets	-	-	-	-	-	-		
Deferred Tax Assets	-	-	-	-	-	-		
Other Non-Current Assets	4.6	3.0	2.2	7.6	18.2	16		
Total Non-Current Assets	57.1	55.9	74.3	118.1	178.4	16.0		
Current Assets								
Inventories	21.6	37.5	45.5	58.8	61.0	89.4		
Trade Receivables	64.4	75.1	77.0	99.3	115.3	115.4		
Cash & Bank Balance	4.6	3.5	5.8	6.5	5.7	7.7		
Investments	-	-	-	9.3	0.0	0.5		
Other Current Financial Assets	0.2	0.5	0.4	0.6	0.0	0.00		
Current Tax Assets (Net)	-	-	-	-	-	-		
Other Current Assets	5.7	11.4	22.8	10.8	7.7	27.5		
Total Current Assets	96.4	127.9	151.5	185.2	190.3	240.5		
Total Assets	153.5	183.8	225.8	303.3	368.6	487.7		

## Key Ratios (1/1)



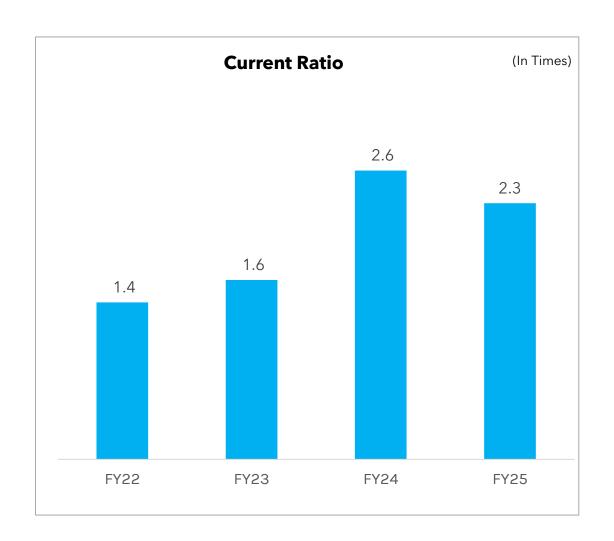


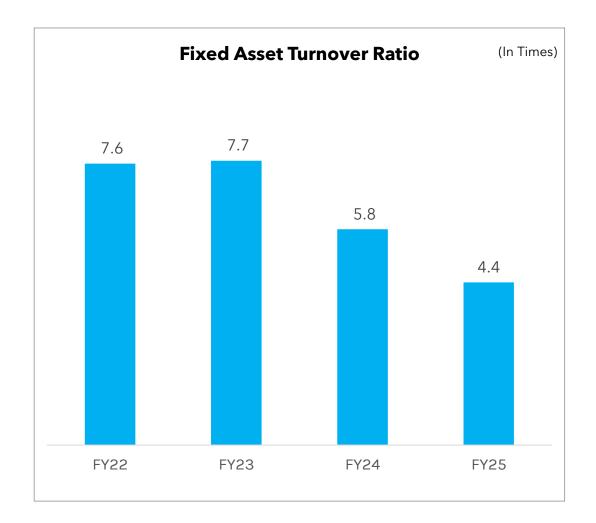


Note: \*Cash and cash equivalents consists of cash, bank and current investments

## Key Ratios (1/2)



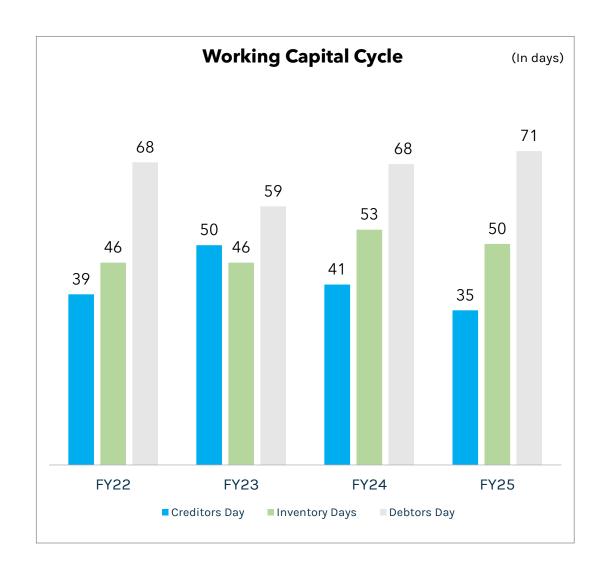


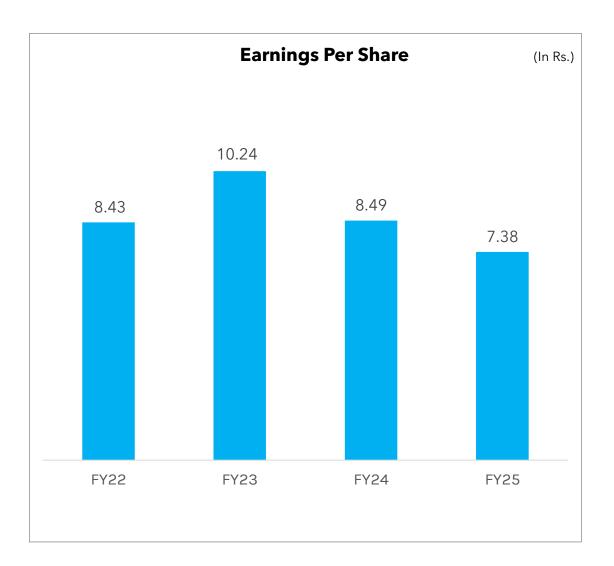


Fixed Asset Turnover Ratio= Revenue from Operations/ Average Total Fixed Assets

## Key Ratios (1/3)





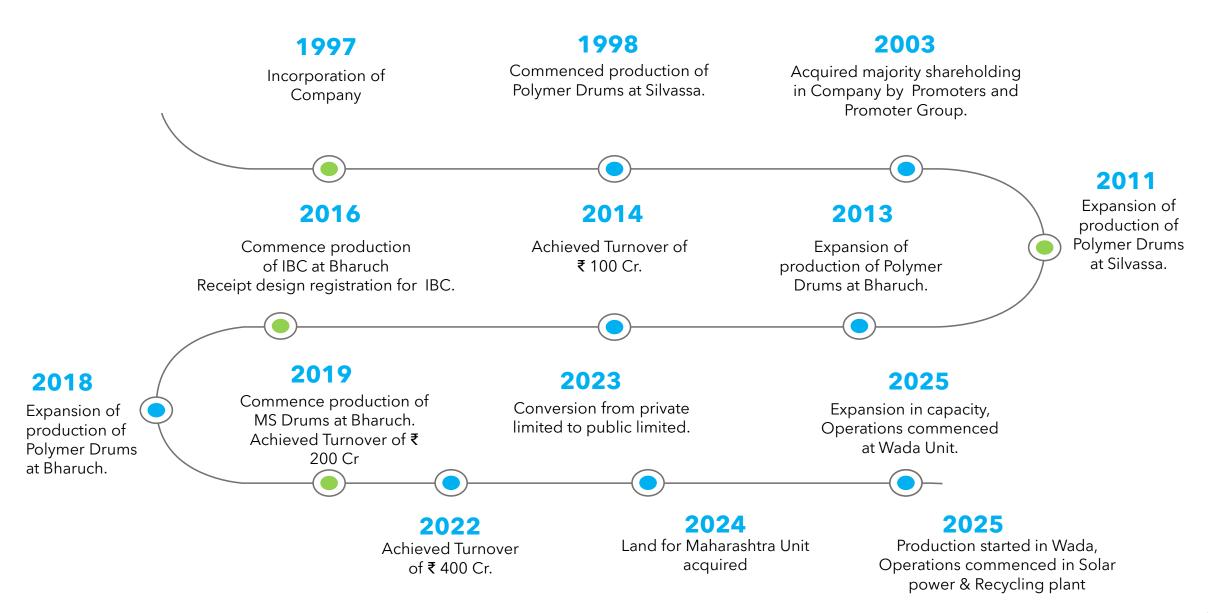


## **ANNEXURE**



## **Our Journey**





## Our Key Strengths...



# **IBC Containers -** Streamlining Logistics and Enhancing Efficiency



- Pyramid Technoplast is a leading manufacturer of rigid Intermediate Bulk Containers (IBCs), specializing in the production of 1000-liter capacity IBCs.
- With a strong focus on organization, mobility, and integration capabilities, our IBC containers offer numerous benefits.
- They significantly enhance logistic and handling timelines, improve efficiencies, and increase capacity by enabling the filling, moving, loading, transit, and dispensing of materials in a single container.
- IBCs provide a reliable and consistent solution for the safe handling and storage of various substances, offering convenience to the customers.



Steel Pallet IBC

L-1,200MM W- 1,000MM H- 1,153 MM Capacity- 1,000L



Composite Pallet IBC

L-1,200MM W- 1,000MM H- 1,153 MM Capacity- 1,000L



Wooden Pallet IBC

L-1,200MM W- 1,000MM H- 1,175 MM Capacity- 1,000L



Plastic Pallet IBC

L- 1,200MM W- 1,000MM H- 1,173 MM Capacity- 1,000L

## Plastic Barrels - Versatile Solutions For Industrial Packaging



- Pyramid Technoplast is engaged in the manufacturing of all types of plastic barrels, containers, and HDPE drums that are widely used for industrial and commercial applications. Their plastic drums and containers are supplied to chemical, agrochemical, specialty chemical and pharmaceutical companies.
- The Company manufactures drums with capacities ranging from 20 LTR to 250 LTR and even higher according to the clients' specifications
- Key Features of Plastic Barrel: Easy to handle, Tamper proof design, Leak proof, Easy to fill, Easy to transport, Easy to unload.



Height: 530 mm Diameter: 330 mm Mouth: 250 mm Weight: 1.8 kgs



Narrow Mouth Drums

Height: 560mm
Diameter: 385 mm
Mouth: 50 mm & 25 mm
Weight: 2.5 kgs



Wide Mouth Drums

Height: 740 mm Diameter: 485 mm Opening: 8" And 10" Weight: 5 kgs



Jerry Cans

Height: 470 mm Width: 290 mm Length: 325 mm Mouth: 45 mm Weight: 1.8 kgs

## MS Drums - Meeting Diverse Packaging Needs

- Pyramid Technoplast serves as a one-stop shop for all your packaging needs, offering a wide range of drum options such as General-Purpose Metal drums, Epoxy Coated/Lacquered drums, Composite drums, Galvanized drums, and Open top drums.
- The Company's IBCs and MS Drums have received UN certification, meeting the safety levels outlined by the United Nations Recommendations and conforming to the quality standards of IS 1783:2014.
- MS Drums are capable of storing and transporting both liquid and solid raw/finished goods of 18 gauge to 20 gauges with storage capacity of 200 L to 210 L.
- With the diverse selection, customers can find the perfect drum solution for their specific requirements, including various shapes, sizes, & dimensions.







Height - 890+ 3mm
Diameter - 584 mm (max)
Opening- 2 openings of 50mm



W-Bead GI

Height - 883 + 3mm Diameter - 584 mm (max) Opening - 50mm & 20mm



Goose neck Epoxy
Coated Barrels

Outer Diameter - 563mm Outer Height - 891mm Inner Diameter - 559mm

## **State Of The Art Manufacturing Facilities**



#### **Powering Innovation & Production Excellence**

#### Unit 1



Located in Silvassa.
Installed capacity 7,488 MTPA.
Area 4,018 Sq. M.

#### Unit 2



Located in Silvassa.
Installed capacity 2,931 MTPA.
Area 1,750 Sq. M.

#### Unit 3



Located in Vilayat Vagra GIDC Bharuch. Installed capacity 6,694 MTPA. Area 4,447.80 Sq. M.

#### Unit 4



Located in Vilayat Vagra GIDC
Bharuch
Installed capacity 7,244 MTPA.
Area 4,447.80 Sq. M.

#### Unit 5



Located in Vilayat Vagra GIDC
Bharuch
Installed capacity 2,10,000 units
Area 7,133.92 Sq. M.

#### Unit 6



Located in Vilayat Vagra GIDC Bharuch Installed capacity 10,800 MTPA. Area 4,447.80 Sq. M.

#### Unit 7



Located in Vilayat Vagra GIDC Bharuch Installed capacity IBC: 210,000 Units HDPE: 5,499 MTPA Area 15,265.11 Sq. M.

#### Unit 8



Located in Wada, Maharashtra
Installed capacity:
IBC: 150,000 Units
HDPE: 3,780 MTPA
Area 12,140 Sq. M.

Operations in Recycling plant and 6MW solar power plant commenced in Oct'25.





Fully automated machines with advanced blow molding technologies are utilized in the manufacturing process.

National and international standard molds and dyes are used to ensure high-quality production.

Air Dryers to eliminate the moisture in the plastic material before processing it.

Injection Molding Machine that facilitates manufacturing of a wide range of products.

## Certifications - Recognitions Of Quality & Global Compliance







CERTIFICATE OF PACKAGING PERFORMANCE

UN Marking Certification Scheme

The Report Marking Certification Scheme

Country Certification Scheme

The Report Marking Certification Scheme

The Repor





Quality Certification Approved and certified by IIP Govt of India Organization - UN Approved IBCs International TUV Certification of IBC From TUV Singapore

International TUV Certification of IBC From TUV Singapore

Pyramid Technoplast IBC - Collection Service in USA Pyramid Technoplast IBC - Collection Service in Europe









## **Diverse and Superior Customer Base**























# Over 500+ Customers

## **Experienced Leadership Team**





#### Mr. Bijaykumar Agarwal Managing Director & Chairman

With over three decades of experience in the packaging industry, Mr. Agarwal oversees finance, raw material procurement, customer servicing, and business development.



## Mr. Jaiprakash Agarwal Whole Time Director & CFO

Master's degree holder from ICFAI University, Dehradun, Mr. Agarwal has over 19 years of experience in the packaging industry. He looks after manufacturing, finance, accounts, sales, marketing, and business development.

#### **Experienced and Accomplished Board of Directors**



Mrs. Madhu Agarwal Whole Time Director

With a Bachelor's degree in commerce from Calcutta
University, Mrs. Agarwal has over
16 years of experience in human resources, compliance, and administration.



Mrs. Vandana Agarwal Independent Director

A members with ICAI, Mrs. Agarwal has over 10 years of experience in financial management and advisory services.



Mr. Sunil Yadav Independent Director

Law Graduate from Mumbai University. Over 11 years of experience in legal practice and advisory.



Mr. Venugopal Rao Kudipudi Independent Director

Mr. Kudipudi is a member of ICSI and has over 9 years of experience in corporate law advisory and company secretarial compliances.



## **Pyramid Technoplast Limited**

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# **Thank You**

