



Q3 FY2021 Earnings Presentation

(BSE: 533080; NSE:MOLDTKPAC)

January 19, 2021

MARKET LEADERS IN INDIAN PLASTIC PAIL INDUSTRY – AROUND 25% MARKET SHARE

Who we are

- Established in 1986 and listed in NSE and BSE
- Largest injn molded containers mfg company with 9 ISO certified plants
- BEST SME of 2014 & Most Tech-Savvy SME of 2014 among 1,50,000 companies in India
- Experts in molding & decoration with employee strength of 1700

Our USP

- Only Packaging Company in the **World with an In-House Tool room capable of making MOULDS & ROBOTS**
- Constant Innovation - Technological Superiority & Technical Excellence
- Backward integration - State-of-the-art In-house tool room to make molds & Robots: also inhouse mfg IML labels

Our Clients

- Leading Lubricant, Paint, Food & FMCG firms
- Blue chip clientele includes – Castrol, Asian Paints, Berger, Kansai Nerolac Paints, Cadbury, P&G, Hindustan Unilever

Backward Integration

“MTPL is the ONLY COMPANY with integrated facilities right from Mold Design & Manufacturing, Robot & IML Label Manufacturing, hence offering cost effective IML solutions in India.”

– IIP, Indian Institute of Packaging

A Mould expands and contracts as it undergoes temperature variance of ~250 degrees within every few seconds, for almost a million times every month

It forms the CORE of injection molding process and results in STRUCTURAL integrity of the product

State-of-the-art In-house TOOL room with latest CNC machines

50 robots with 1,2,4, 8 arms manufactured in house

Over 275 World Class Multi-cavity Hot runner Moulds and more than 1000 SKUs

9 station ROTO and 2 Italian Flexo printing machines for mfg IML & Non-IML labels

Tool room to design & make new moulds and also ensure preventive maintenance of Moulds & Robots

Tool room ensure quick development and lesser time-to-market for F&F companies

KEY CLIENTELE



Highlights: Q3 and 9M FY2021

Volume

- Q3oQ3 Up by 36%
- 9mo9m Up 1% (Recovered the Q1 deficit)

Revenue

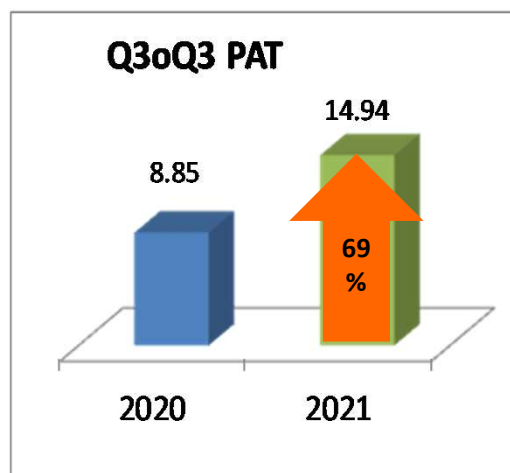
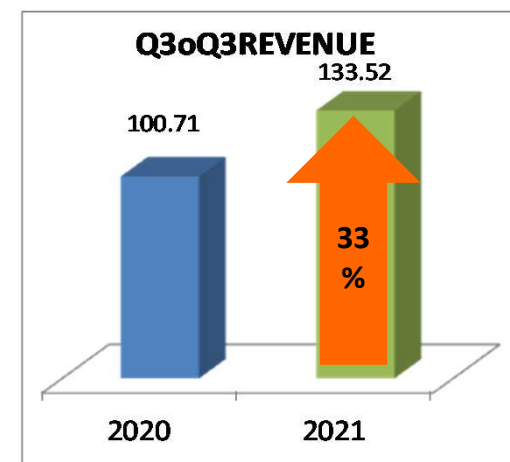
- Q3oQ3 Up by 33%
- 9mo9m Dip by 4%

PBT

- Q3oQ3 Up by 69%
- 9mo9m Up by 4%

Consolidated Financial Highlights: Q3 and 9M FY2021

PARTICULARS (Rs.Cr.)	Q3 FY21	Q3 FY20	YoY GROWTH	Q2FY21	QoQ GROWTH	9M FY21	9M FY20	YoY GROWTH
NET REVENUE	133.52	100.71	33%	119.06	12%	317.88	331.70	-4%
OPERATING EBITDA	27.81	18.75	48%	25.99	7%	62.98	59.31	6%
MARGIN %	20.83%	18.62%	-	21.83%	-	19.81%	17.88%	-
EBIDTA / KG	36.46	34.36	6%	37.20	-2%	34.40	32.72	5%
NET PROFIT	14.94	8.85	69%	13.46	11%	29.91	28.69	4%
EPS (Rs.)	5.26	3.06	72%	4.65	13%	10.41	9.94	5%



Consolidated Financial Highlights: Q3 and 9M FY2021

All time record quarter sales in the history - Rs. 133 Cr. In Q3 FY 21

Despite collapse in Q1 due to Covid, the company grew rapidly to match 9M performance of FY20

In spite of steep increase in Raw material prices company post a Q3oQ3 growth by 69% in profits.

Earning per Share for the Quarter FY21 is Rs.5.26 and 9M of FY21 is Rs.10.41 posts a growth of 72% and 5% Respectively over FY20

Company successfully Started production of Pumps and Started Commercial supplies in the month of January 2021

Company added new product range of Sweet boxes and started commercial supplies in this quarter

Areas of Growth in next 2 years



Expanding Satara, Mysore and Vizag Plants

Expansion plans

2021-22 will see 3 new plants
Expn in Capacities for Asian Paints
Now running at 80% Capacity utilization

VIZAG +1250 MT

MYSORE +1250 MT

SATARA + 500 MT

Planned expansion in FY22

14000 TPA
opportunity

- Additional Rs. 20 - 25 Crores of business in next financial year
- ~Rs.250 Crores by 23-24

1

Mysore plant

Started with 3000 TPA to be enhanced to 7500 TPA in 5 years.

2

Vizag plant

Started with 3000 TPA to be enhanced to 6500 TPA in 5 years



MOLD-TEK
Packaging Limited
(Formerly known as Moldtek Plastics Ltd.)

Pumps, Triggers, Caps & Enclosures

- Started Commercial Production of Twist Lock, Lock Down Pumps 28mm/24mm dia
- 7/8 million pumps per month capacity
- Supplies started from January 2021

- Entering Pumps for Shampoos 34mm dia
- Plans to start Trigger Pumps
- Potential to enter body care & cosmetics industries



Food and FMCG



Modern trade expansion

- Increased concern on Hygiene is driving demand for IML products from food and FMCG companies
- Sweet Boxes range (250gm, 500gm and 1000gm) & Hinge Packs range (650gm, 750gm and 1000gm) launched in 2020

New SKU in Pipeline

- *Ghee- retail*
- *Ready to Eat*
- *Nutritional Powders*
- *OTC products*
- *Confectionary*
- *Detergents*



Proposal Template

Square Pack

- Total Clients in Edible oil Sector up from 105 to 165 in FY21
- Sales up in 9M from 1800MT to 2201MT growth of 22%.
- Increasing demand for 5 and 15 litre Square packs
- New flat lid moulds developed for sectors other than oil i.e. Tea and Detergents

Increasing demand for Square packs- new segments

- Ghee
- Edible Oil
- Adhesives & Construction material
- Seeds, manure
- Protein powders
- Tea
- Detergents



Future EBITDA growth drivers

1.

- Entering into high margin personal/health care packaging products.

2.

- “QR Coded IML Labels” for complete traceability, safe guarding brands against duplication and Promotions/Schemes

3.

- IML expanding product range of Packs for Food & FMCG in India with Better EBITDA margins

4.

- IML adoption for any SKU's by existing client gives **higher Profitability**



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