



RAJSHREE POLYPACK LIMITED

(NSE : RPPL)

Investor Presentation Q3FY23 & 9MFY23

SAFE HARBOR

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Board of Advisors

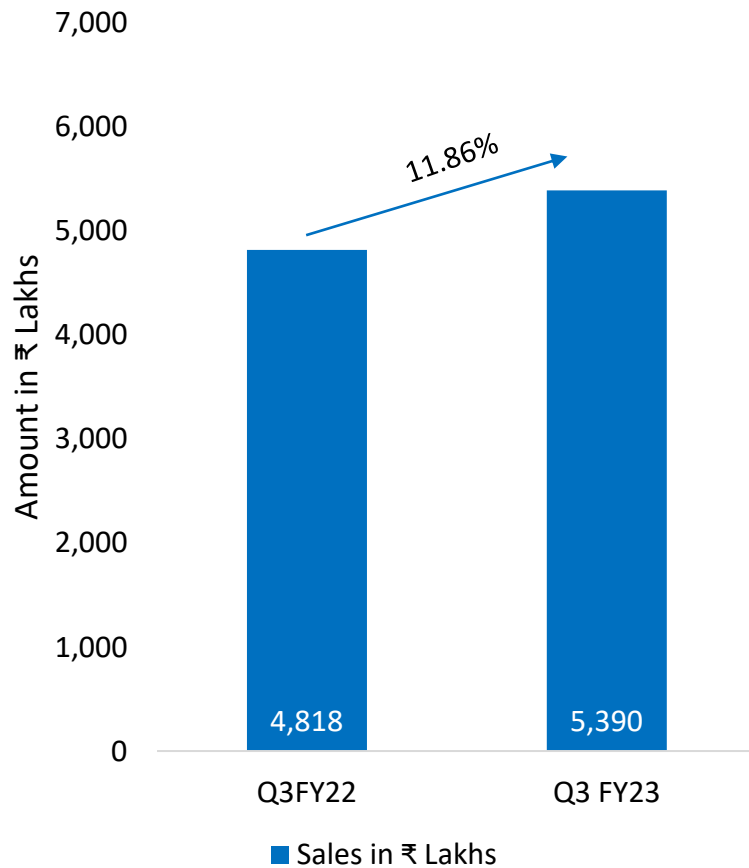
Our Strengths

Industry Overview

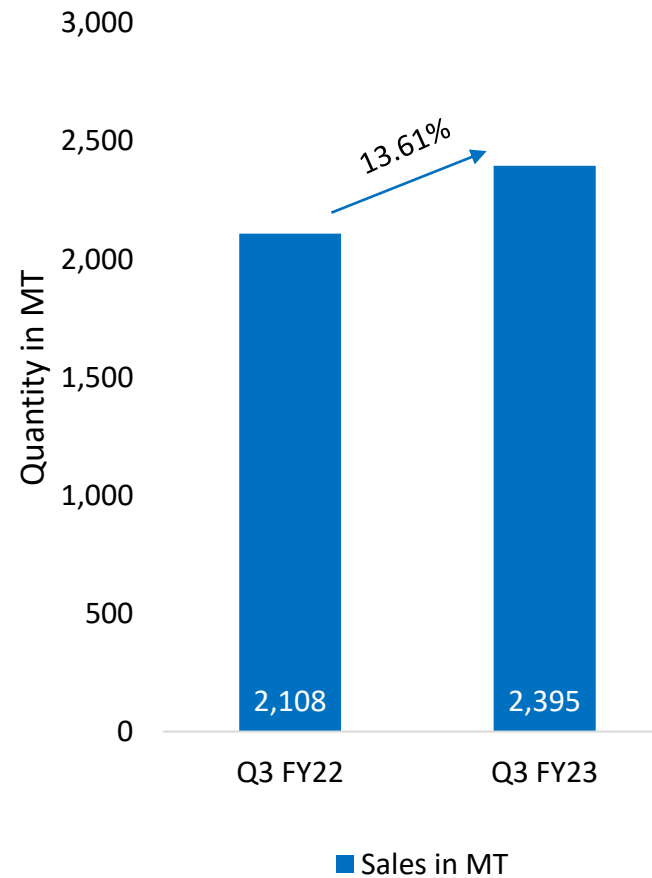
Performance Comparison

Quarterly Performance Y-o-Y Basis

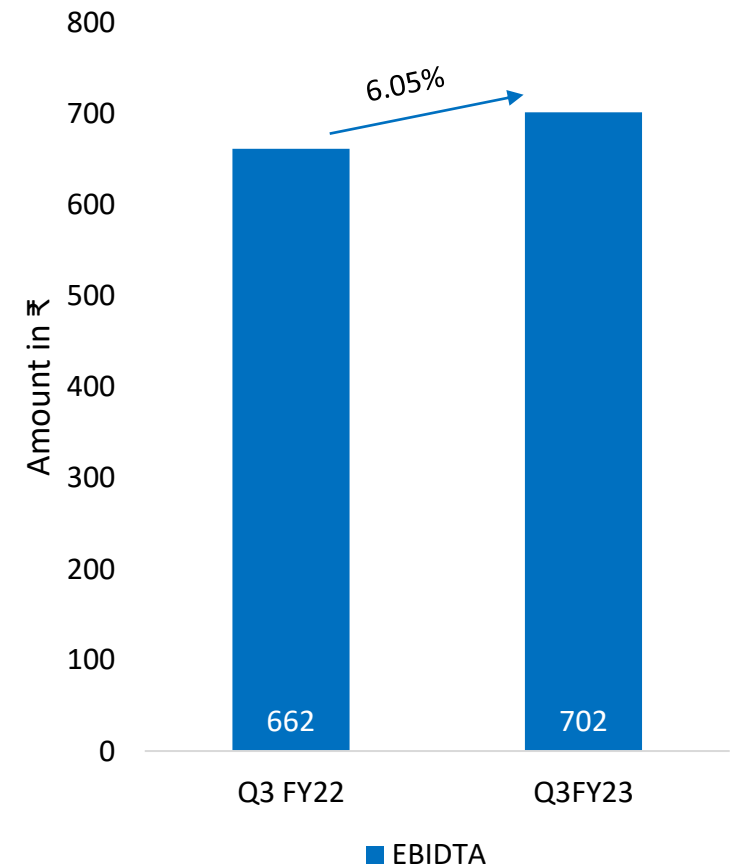
Sales Growth in Value



Sales Growth in Volume



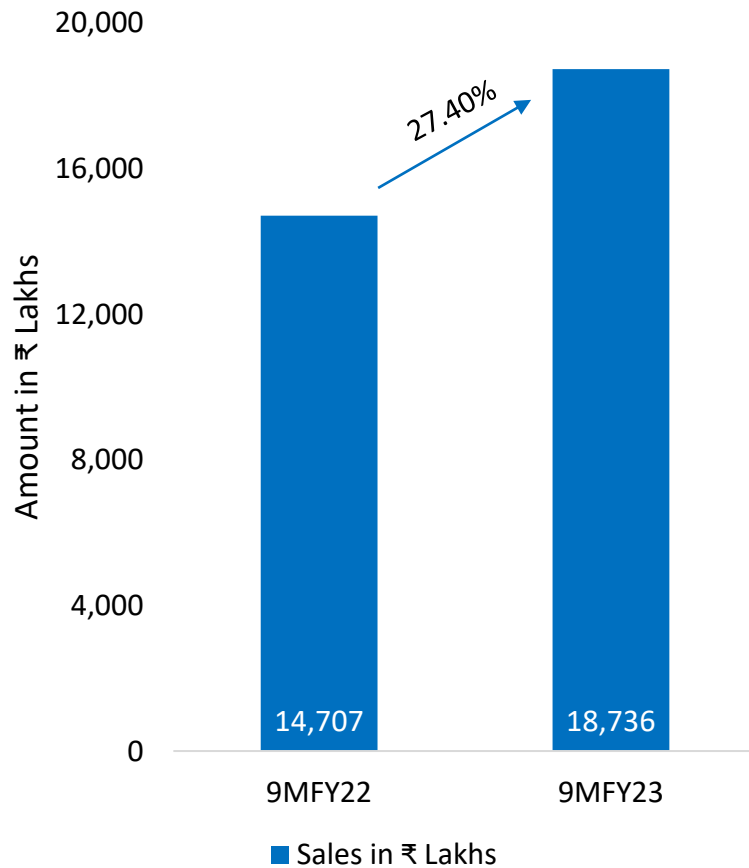
EBIDTA



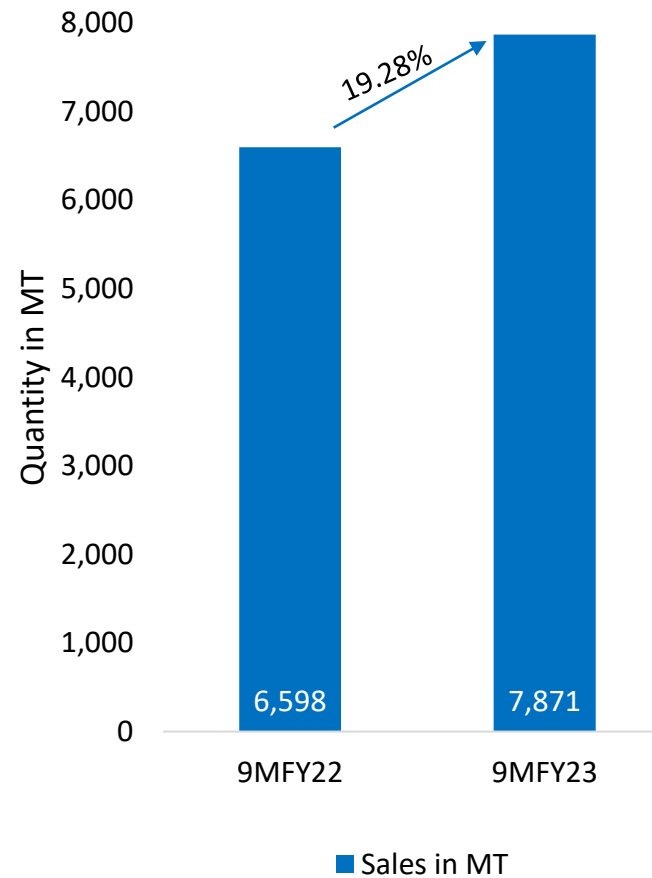
Performance Comparison

9-Month Performance Y-o-Y Basis

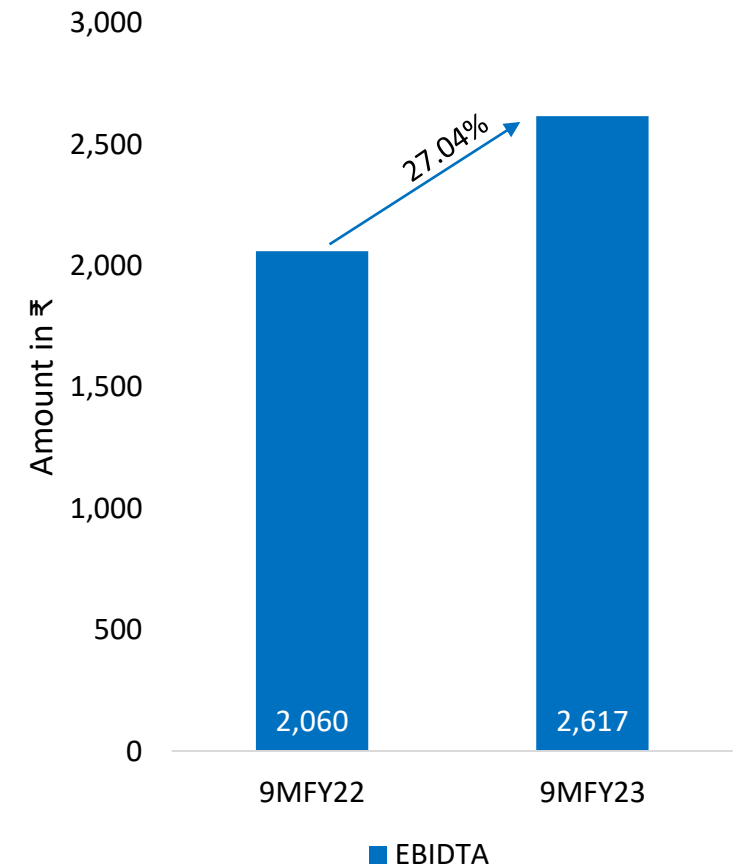
Sales Growth in Value



Sales Growth in Volume



EBIDTA



Management Commentary



Addition in Capacity

- Extrusion machines with 3,500 MTPA Capacity installation completed; production commenced.
- Printing machine with production capacity of 1,000 lakh pieces per annum installed during the quarter.
- Another Printing machine with capacity of 1,000 lakh pieces per annum under installation.
- Added 1,500 MTPA of installed capacity in Injection Moulding

Products Developed

- Total 19 new products added in current quarter including 12 products in injection moulding
- Products manufactured using Injection Moulding added in product portfolio
- One Product & Process patent received.

Technology

- Olive Ecopak Private Limited (Paper Packaging Project): Satisfactory progress in construction process
- Thermoforming: Replacement of 2 old machines by 1 new machine in process
- Undertook technological upgradation in tube laminate segment and sample production commenced
- Commenced Production using Injection Moulding Technology

Business Promotion

- Participated in Gulfood Exhibition 2022 at Dubai

Company Overview



Business Overview

With almost 2 decades of experience in plastic packaging industry, we are one of the leaders in manufacturing of Rigid Plastic Sheets and Thermoformed Packaging Products

- ✓ Products range includes packaging for dairy industry, food and beverages, bakery and confectionaries, trays for sweet and snacks, punnets for fruits and vegetables, electronic packaging, Cosmetics, etc.
- ✓ In rigid packaging we offer sheets of PP/APET/GPET/HIPS, which are sold for 'form-fill-seal' (FFS) application, for box making & vacuum forming applications.
- ✓ 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.
- ✓ As of December 31, 2022, the Company have personnel strength more than 540 employees on its payroll.
- ✓ BRC certified for **Global Standards for Packaging and packaging Materials**.
- ✓ Manufacturing units are **Sedex** certified.
- ✓ Received one Product & Process Patent
- ✓ Commenced Commercial production using **Injection Moulding**

Financial Snapshot

Fiscals	(₹ Lakhs)				
	9MFY23*	2022*	2021*	2020**	2019**
Revenue from Operations	18,736.15	19,855.64	12,707.22	12,571.98	12,501.37
EBITDA	2,616.71	2,698.98	2,088.86	2,001.94	2,116.99
EBITDA Mgn	13.97%	13.59%	16.44%	15.92%	16.93%
PAT	827.75	955.10	888.01	926.00	1,050.93
PAT Mgn	4.42%	4.81%	6.99%	7.37%	8.41%

* as per Ind-AS

** as per Indian Accounting Standards

Installed Capacity

Fiscals	22-23	21-22	20-21	19-20	18-19
Extrusion (in MT)	18,200	14,700	10,200	10,200	10,200
Thermoforming (in MT)	8,770	8,020	5,220	4,320	4,320
Printing (pieces in Lakhs)	8,400	6,800	6,200	6,200	5,148
Sleeving (pieces in Lakhs)	1,275	1,275	1,275	1,275	1,275

Business Evolution

2003-2012

2003

- Incorporated as Partnership firm

2004

- Commenced commercial production in Daman (Unit I).

2011

- Converted to Pvt. Ltd Co.
- Co-developed packaging for prominent beverage manufacturers.

2012

- Received Equity Investment from Wifag Polytype Holding AG, Switzerland.

2013-2018

2013

- Commenced Unit II commercial production in Daman.
- Co-developed packaging for one of the major confectionery brands.

2016

- Commenced Unit III commercial production in Daman.
- Crossed installed capacity of 10,000 MT per annum for sheet extrusion.

2017

- Converted to Public Limited Company.

2018

- Crossed ₹100 Crores in turnover.
- Raised ~₹39 Crores through IPO and Pre-IPO with Shares listed on NSE EMERGE.

2021-2022

2021

- First in India to Successfully manufacture Rigid Barrier Packaging Products, with integrated facility for enhanced shelf life of food products using European technology.
- Migrated from SME to Main Board.
- Implemented SAP S4HANA
- Filed patent applications for 4 design patents and 1 product patent.

2022

- Entered into a Joint Venture by the name of Olive Ecopak Private Limited to explore sustainable packaging products.
- Consolidation and Modernization of Unit I and Unit III at new Factory located in Umbergaon, Gujarat.
- Started Production of Tube Laminates for cosmetics industry
- Commenced Commercial production of Injection Moulding products.
- One Product & Process patent received

Technology Upgradation



2016 - 2020

2021 - onwards

One of the early ones to introduce

- 6-Colour printing in dry offset in Indian market
- Fully automated thermoforming machines with German technology
- Fully automated 6-colour printing machine in dry offset with Swiss technology in the Indian market

2004 - 2010

First to upgrade with

- Alternate decoration technology of shrink sleeving on containers
- Fully automated 8-colour printing machine in dry offset with Swiss technology in the Indian market
- High-tech extrusion machines for plastic rigid sheets with Italian technology
- Completely integrated solution under one roof i.e. Extrusion, Forming, Printing, Sleeving
- 3-Station fully automated vacuum forming machine with German technology

2011 - 2015

Maintaining thrust for technology with

- Fully automated sleeving machine with indigenous technology
- Obtained CIPET approval for Compostable Products
- Obtained License from CPCB for production of compostable Products
- Set up of Solar panels at Unit II with installed capacity of 135 KW

Focused on remaining first with

- 1st in India to introduce made in India 9-layer rigid Barrier packaging products
- Consolidation and modernization of Unit I & Unit III completed
- Implementation of SAP S4HANA
- Commenced commercial production using Injection Moulding Technology

Products

Our business and products

Packaging is a vital communicator with the customer/consumer, it plays a major role in giving a distinctive look and preserving the flavors and hygiene of the products which also protects the contents

- ✓ Rigid plastic packaging products (along with lids) in various shapes and sizes.
- ✓ Diversified range of products that cater to the dairy, beverages, food, FMCG, QSR, retail, pharmaceuticals and the electronics sector
- ✓ We produce rigid plastic sheets of PP / APET / GPET and HIPS, which are sold for 'form-fill-seal' (FFS) application, for box making and for vacuum forming applications
- ✓ Barrier Packaging Products for enhanced shelf life of food



INDUSTRY USING OUR PACKAGING PRODUCTS

Dairy

Yoghurt, Ice cream, Spreads, Butter etc.

Juice and Beverage packing

Ready to eat meals

Sweets and snacks packing

Bakery, Chocolates and Confectionaries

Barrier trays and containers for shelf-life enhancement

PLASTIC RIGID SHEETS

FFS Packaging

Tube Laminates

Fabrication and Boxes for Display

Industrial Packaging



Barrier Packaging Products

End Use

- ✓ Ethnic Sweets
- ✓ Snacks
- ✓ Pet Food
- ✓ Ready-to-Eat Meal
- ✓ Dry Fruits
- ✓ Fruits & Vegetable
- ✓ Baby Food
- ✓ Dairy Products
- ✓ Tube Laminates



Rigid Packaging Products

End Use

- ✓ Yoghurt
- ✓ Ice Cream, Butters and Spreads
- ✓ Juice & Beverages Packing
- ✓ Bakery, Chocolate and Confectionery
- ✓ Online Food Delivery



Plastic Rigid Sheets

End Use

- ✓ FFS – Form-Fill-Seal Application
- ✓ Electronic Packaging
- ✓ Textile Packaging
- ✓ Displays
- ✓ Stationary Packaging
- ✓ Industrial Packaging
- ✓ Pharmaceutical Packaging



Gulfood Exhibition, Dubai. 08th - 10th Nov 2022



Our Esteemed Customers



Financial Analysis



Profit & Loss Statement

Fiscals	(₹ Lakhs)					
	Q3FY23	Q3FY22	Y-o-Y	9MFY23	9MFY22	Y-o-Y
Revenue from Operations	5,389.91	4,818.27	11.86%	18,736.15	14,707.07	27.40%
Operating Profit	1,101.81	1,019.42	8.08%	4,036.92	2,976.55	35.62%
Operating Profit Margin %	20.44%	21.16%		21.55%	20.24%	
EBIDTA	702.01	661.94	6.05%	2,616.71	2,059.74	27.04%
EBIDTA Margin %	13.02%	13.74%		13.97%	14.01%	
PAT	105.14	248.24	-57.65%	827.75	733.34	12.87%
PAT Margin %	1.95%	5.15%		4.42%	4.99%	
Earning Per Share (EPS) (₹)	0.92	2.21	-58.45%	7.30	6.53	11.82%
Operational EBIDTA / VA %	29.19%	36.80%		34.79%	37.97%	
PAT / VA %	4.78%	13.97%		11.60%	14.15%	
EBIDTA Per Kg	26.79	31.01	-13.61%	31.54	29.82	5.77%

Financial Analysis

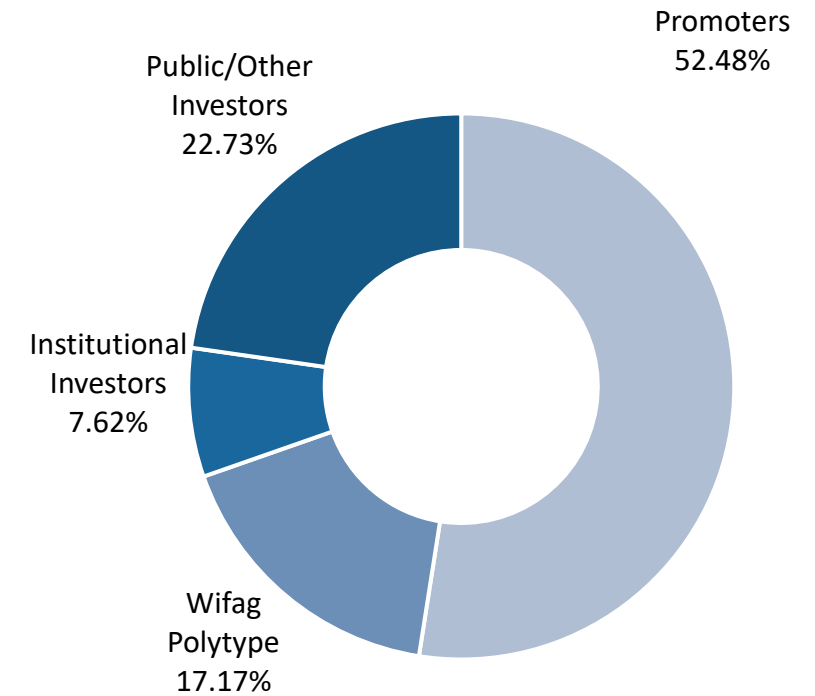


Balance Sheet

(₹ Lakhs)

Shareholding Pattern – 31st Dec 2022

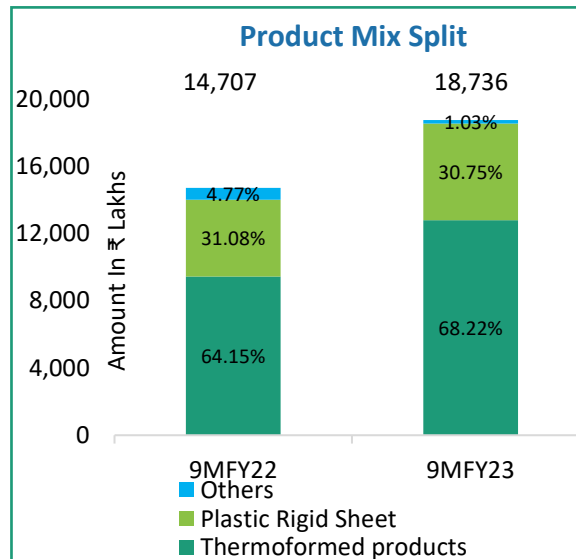
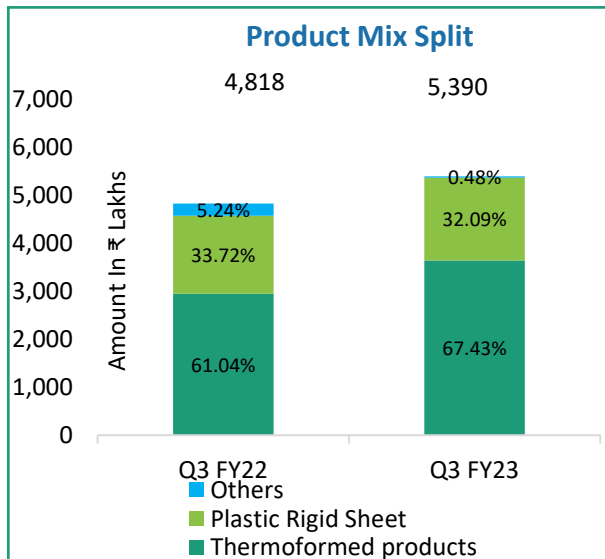
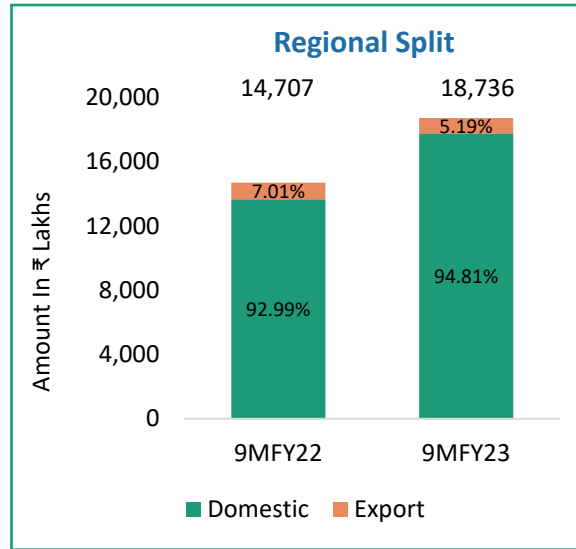
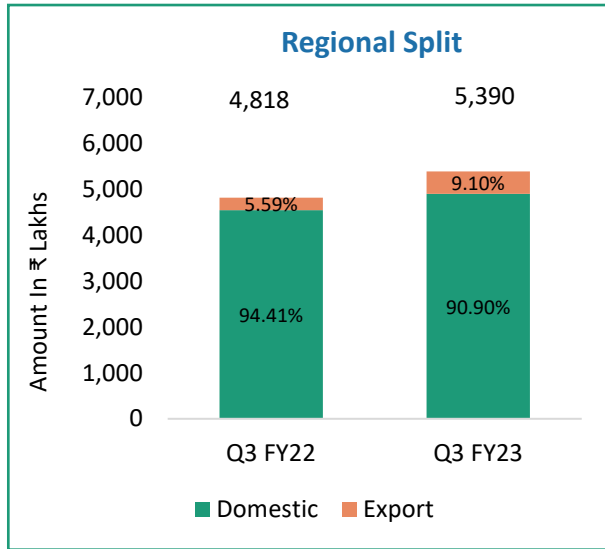
Particulars	H1FY23*	FY22*	FY21*	FY20*	FY19**
Shareholders' Funds	12,655	11,575	10,732	9,956	9,186
Long Term Borrowings	2,272	1,247	214	195	731
Short Term Borrowings	4,272	2,592	1,459	651	769
Fixed Assets (Including ROU assets, CWIP & Intangible Assets)	11,711	10,691	8,947	5,369	4,455
Other Non-Current Liabilities	1,442	1,459	634	591	361
Other Non-current Assets	1,558	555	357	718	587
Current Liabilities	7,797	4,935	5,316	1,921	2,137
Current Assets	10,898	7,970	7,592	6,524	7,747
Operational Working Capital	7,262	5,561	3,301	2,541	2,409
Working Capital	3,100	3,034	2,275	4,603	5,610



- * as per Ind-AS
- ** as per Indian Accounting Standards

Operational Analysis

Sales Split

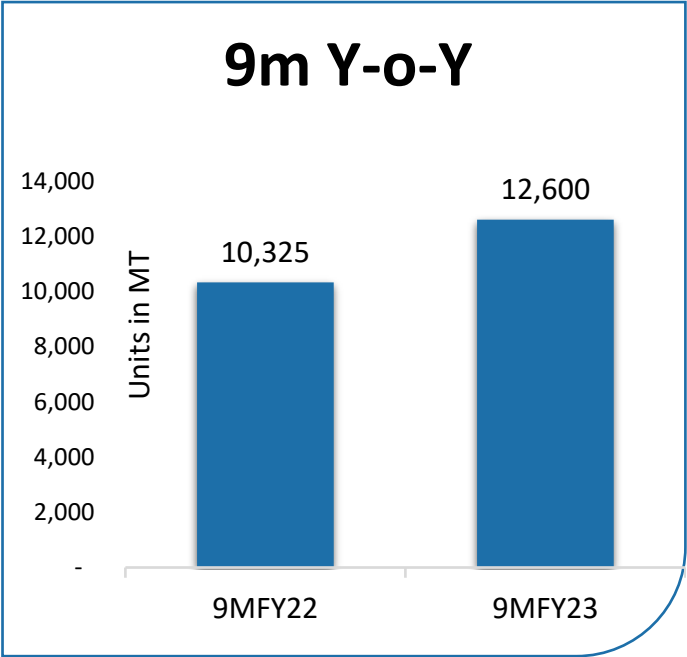
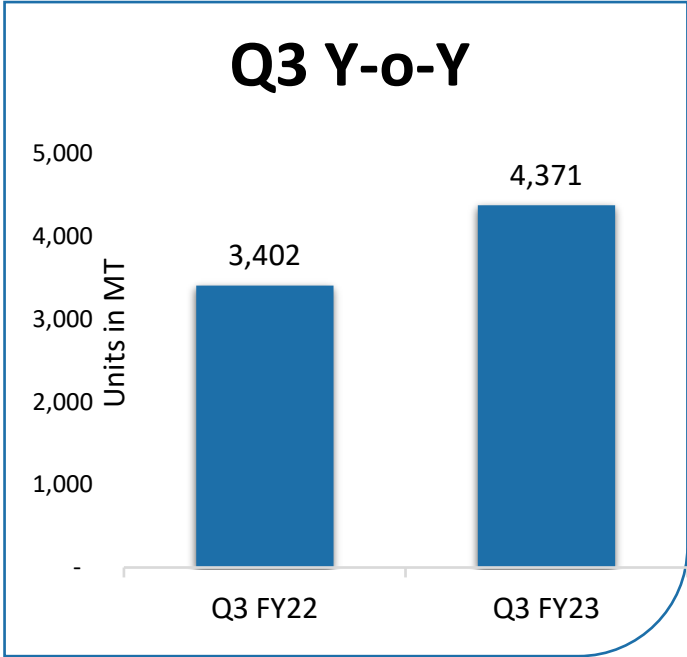


Ratio Analysis

Fiscals	H1FY23	FY22	FY21	FY20	FY19
Debtors Turnover (Days)	57.03	53.53	75.61	63.05	60.65
Creditors Turnover (Days)	40.42	39.21	58.55	43.29	43.92
Fixed Assets To Turnover (X)	2.70	2.12	1.53	2.75	2.82
Inventory Turnover (Days)	111.99	121.26	96.37	60.77	60.47
Debt Equity Ratio	0.52	0.33	0.16	0.08	0.16
Debt EBITDA Ratio	1.71	1.42	0.80	0.42	0.71
Interest Coverage Ratio	4.31	5.14	11.63	9.23	7.62

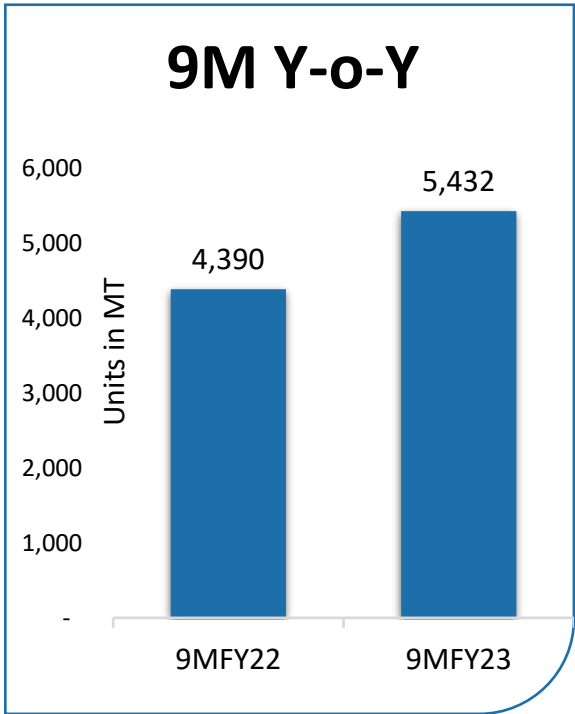
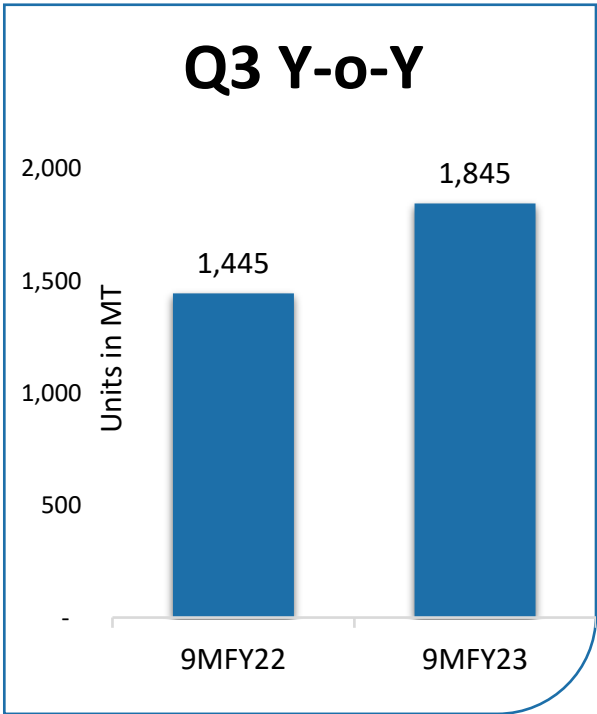
Operational Analysis : Capacity Utilization

EXTRUSION



Operational Analysis : Capacity Utilization

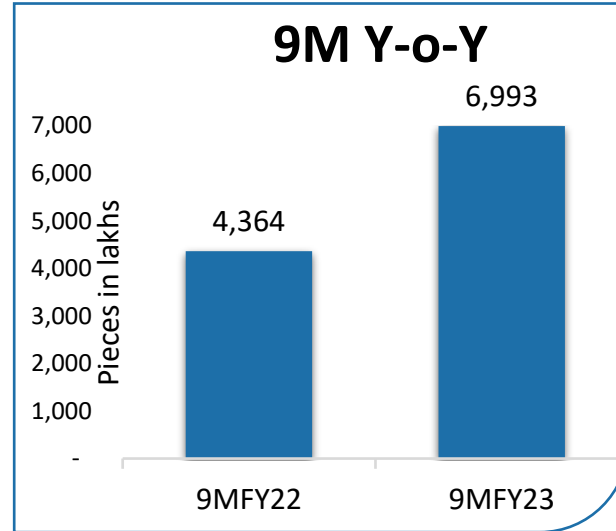
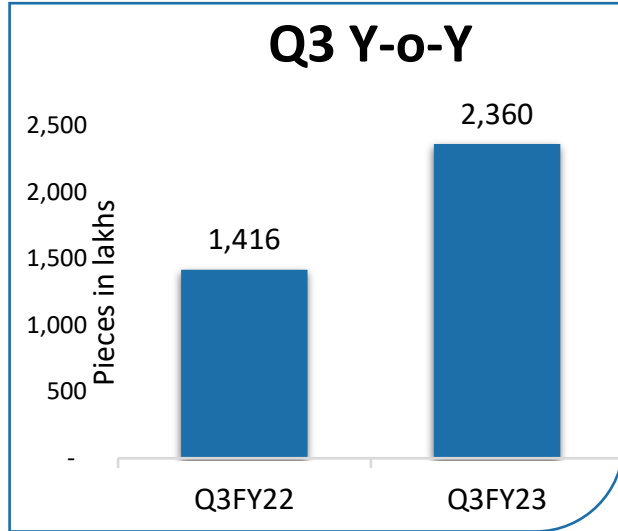
THERMOFORMING



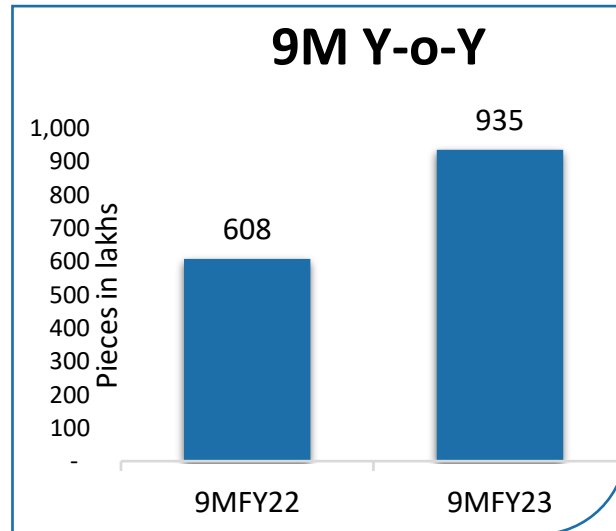
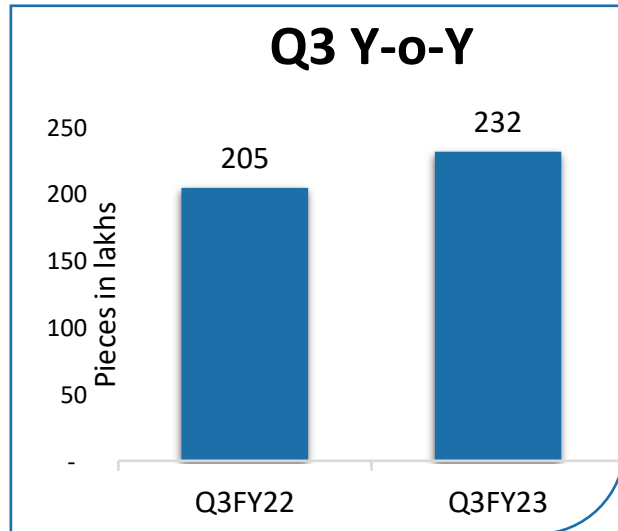
Operational Analysis : Capacity Utilization

PRINTING & SLEEVING

Printing



Sleeving



Factory Construction - Olive Ecopak (Paper Packaging)



Board of Directors



Mr. Ramswaroop Thard - Promoter, Chairman & MD

- Bachelors of Engineering, Pune University having experience of 25+ years in plastic industry
- Plays pivotal role in business development, sales, administration & finance



Mr. Naresh Thard – Promoter & Joint MD

- Experience of 23+ years in plastic industry with strong technical strength in packaging domain
- Instrumental in growth of the Company since inception



Mr. Anand Sajjankumar Rungta – Whole-Time Director

- Bachelors of Commerce with experience of 9+ years in manufacturing, trading, import and export, textile, transportation, commission agency of plastic items and other products



Mr. Alain Berset - Non-Executive Nominee Director

- Mechanical Engineer from E'ole d'ingénieurs de Fribourg, MBA from Haute Ecole de Gestion de Fribourg & Bern having experience of 24+ years



Mr. Praveen Bhatia - Independent Director

- Chartered Accountant with experience of 27+ years in issue management, merger & amalgamations, foreign collaborations, project consultation, loan syndication, audit, taxation and investment advisory



Mr. Pradeep Kumar Gupta - Independent Director

- Mechanical Engineer & PGD - Industrial Management, Operations Research having 40+ years of experience in Plant Operations, Business & Market Development and Client Relationship Management



Mr. Rajesh Murarka - Independent Director

- Chartered Accountant with experience of 24+ years in debt syndication, debt structuring/ re-structuring and debt advisory services



Ms. Yashvi Shah - Independent Director

- CS, LLB; Associated with projects in private equity investments, rights issue and other Corporate Legal Advisory matters.
- Brings more than 5 years of experience in handling legal and secretarial matters.

Key Managerial Personnel



Mr. Arun Bhalerao – Product and Business Development Head

- M. Sc., Polymer Technology, having 41+ years of experience in Packaging Industry
- Area of expertise include R&D, production, product development, business development & marketing



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

- Aged 42 years, 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 5 years of experience in corporate laws compliance

Board of Advisors



Mr. V Balaji, Technical Advisor

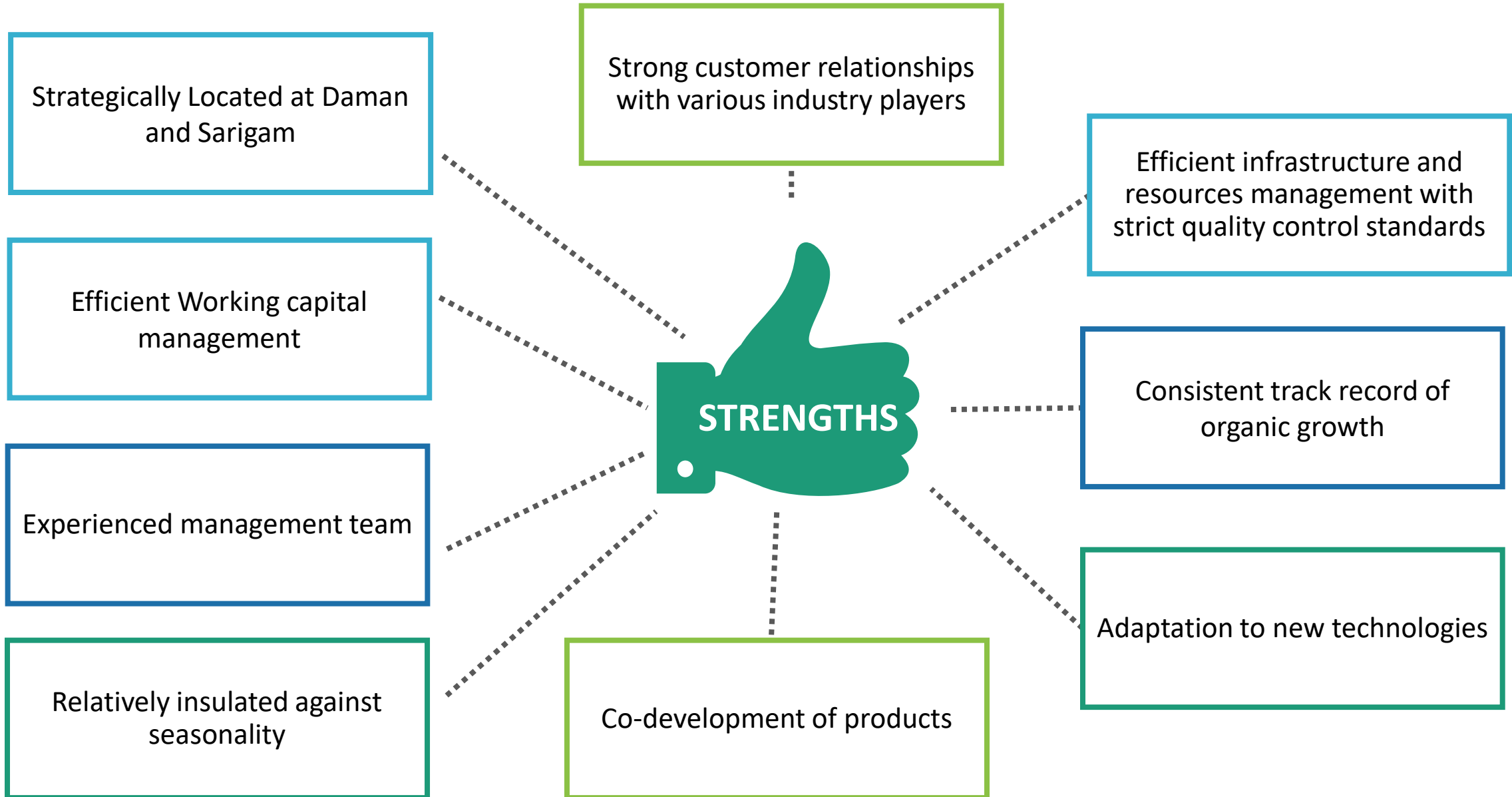
- Aged 64 years, has 43+ years of experience across printing, lamination and cast PP film industry
- Carries hands-on technical knowledge of all kinds of Flat tube laminate
- Has also worked on production of barrier PE films (Nylon EVOH, Nylon PE and EVOH PE), used for non foil tube laminates in various thickness namely from 275 to 400 Mic



CA Saurabh Agarwal, Strategic Advisor

- Seasoned professional with over 19 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

Our Strengths



Industry Overview



- The Global Packaging market accounted for \$926.43 billion in 2019 and is expected to reach \$1,652.28 billion by 2027 growing at a CAGR of 7.5%⁽¹⁾
- The global plastic packaging market size was valued at USD 355.0 billion in 2021 and is expected to expand at a compound annual growth rate (CAGR) of 4.2% from 2022 to 2030.⁽⁷⁾
- The India Packaging Market was valued at \$50.5 Bn in 2019, and it is expected to reach \$ 204.81 Bn by 2025, registering a CAGR of 26.7% during the period of 2020-25⁽²⁾
- Rigid packaging industry on a global level is estimated to grow at a 7.5% CAGR to reach USD 800 Billion by 2027⁽³⁾
- India rigid plastic packaging market is expected to reach USD18.02 billion by 2027, growing at a CAGR of 8.01% during the forecast period. ⁽⁴⁾
- Global Food and Beverages market is expected to grow from \$5,838.8 billion in 2020 to \$6,196.15 billion in 2021 at a CAGR of 6.1% Rigid packaging plays a key role in food and beverage industry as these packaging materials provide longer shelf life to the food items. ⁽⁵⁾
- According to the Indian Institute of Packaging (IIP), the packaging consumption in India has increased by 200% in the past decade, rising from 4.3 kg per person per annum (pppa) to 8.6 kg pppa. ⁽⁶⁾

Source :

1. <https://www.businesswire.com/news/home/20210111005470/en/Global-Packaging-Market-Outlook-to-2027-and-the-Impact-of-COVID-19---ResearchAndMarkets.com>)

2.; <https://www.investindia.gov.in/sector/paper-packaging>

3. <https://www.globenewswire.com/en/news-release/2022/06/09/2459340/0/en/Rigid-Packaging-Market-Worth-USD-800-Billion-by-2027-at-7-5-CAGR-Report-by-Market-Research-Future-MRFR.html> .

4. <https://www.techsciresearch.com/report/india-rigid-plastic-packaging-market/3885.html>

5. The Business Research Company [https://www.thebusinessresearchcompany.com/report/food-and-beverages-global-market-report#:~:text=The%20global%20food%20and%20beverages,\(CAGR\)%20of%206.1%25](https://www.thebusinessresearchcompany.com/report/food-and-beverages-global-market-report#:~:text=The%20global%20food%20and%20beverages,(CAGR)%20of%206.1%25).

6. Indian Brand Equity Foundation : <https://www.ibef.org/blogs/indian-packaging-industry-riding-on-the-e-commerce-wave>

7. <https://www.grandviewresearch.com/industry-analysis/plastic-packaging-market#:~:text=The%20global%20plastic%20packaging%20market%20size%20was%20estimated%20at%20USD,USD%20369.2%20billion%20in%202022>.



RAJSHREE POLYPACK LIMITED

THANK YOU



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