



Rajshree Polypack Limited H1 FY20 Earnings Conference Call
November 23, 2020

BRIEF SUMMARY OF THE H1 FY20-21 ANALYSTS CALL HELD BETWEEN UNIFI FINANCIAL PRIVATE LIMITED AND THE MANAGEMENT OF RAJSHREE POLYPACK LIMITED ON NOVEMBER 23,2020.

Management- Rajshree Polypack Limited:

- Good Afternoon Mr. Shivkumar. Welcome to the earning call of Rajshree Polypack Limited for H1FY21.

Mr. Shivkumar- Unifi Financial Private Limited:

- Good Afternoon Mr. Ramswaroop Thard.
Thank you.

Management- Rajshree Polypack Limited:

- We can open up the floor for Q&A, so we can answer questions.

Mr. Shivkumar- Unifi Financial Private Limited:

- When will the machines be set up at Unit-IV.

Management- Rajshree Polypack Limited:

- It will take approximately 4 weeks from the time that the Engineers arrive in India for setting up machineries in Unit-IV. Engineers from outside India were about to travel on November 14, 2020 but due to COVID situations, they are planning to visit our factory unit IV by end of November, 2020.
By January, 2021, approximately the machines will be assembled in Unit-IV.

Mr. Shivkumar- Unifi Financial Private Limited:

- What is the target of H2FY21?

Management- Rajshree Polypack Limited:

- The turnover of H2FY21 is approximately INR 70 Crores.

Mr. Shivkumar- Unifi Financial Private Limited:

What is the gross margin for H1FY21 and what is expected gross margin for H2FY21

Management- Rajshree Polypack Limited:

The gross margin for H1FY21 is 43% and it is expected gross margin for H2 FY21 is 39-40%.As the margin is reduced due to hike in price of Raw Materials, so may be gross margin will be reduced.



Mr. Shivkumar- Unifi Financial Private Limited:

- What is expected turnover from the new barrier line?

Management- Rajshree Polypack Limited:

- Value of sale from the new Barrier line is expected to be approximately INR 15 Crore per quarter.

The new line which will come and next year expected EBITDA will increase by 1.5- 2.00%.

Currently the EBITDA is 15% and may be next year it will increase by 16.5- 17%. Operational EBITDA is 18%

3 (Three) Thermoforming Machines are purchased from Internal accrual funds.

2(Two) Machines have already arrived in our factory. The third Thermoformed machine will arrive by 15th December, 2020 and by first week of January, 2021, the production is expected to commence.

From all these 3 Thermoforming Machines, the expected turnover is Rs. 1.5 Crore per month.

Mr. Shivkumar- Unifi Financial Private Limited:

- Any further plans in the Company growth?

Management- Rajshree Polypack Limited:

- With the view to improve production efficiency and profitability of the Company, the Board of Directors at its meeting held on May 28, 2019 has given in principle approval to proposal of consolidation and modernization of Unit- I and Unit-III of the Company. The same is expected to be completed by June 2021 or July 2021.

Mr. Shivkumar- Unifi Financial Private Limited:

- When the Company is planning to shift to Main Board?

Management- Rajshree Polypack Limited:

- The Company is evaluating the option of shifting to Main Board. By 1st week of December, the Board of Directors of the Company shall decide whether the Company will shift to the Main Board or no. Necessary approvals from the Board of Directors to initiate the process of migration shall be obtained.

Mr. Shivkumar- Unifi Financial Private Limited:

- From my end there are no further questions.
Thank you so much.

Management- Rajshree Polypack Limited:

- Your welcome Mr. Shivkumar.