



**RAJSHREE POLYPACK LIMITED**

**(NSE : RPPL)**

**Investor Presentation Q1FY24**

## SAFE HARBOR



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## Rajshree at a Glance



- One of the Leaders in Thermoformed Packaging Product with ~25 years of experience in **F&B Packaging Industry**.
- 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.**
- **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.
- **Accredited with BRC certification** for Global Standards for Packaging and Packaging Materials.
- Manufacturing units are **Sedex certified**.
- **Steady Growth** in Production Capacity and **consistent investment** in Technological Upgradation and Innovation
- Holds **4 design and process Patents**.
- Technology Used – **Thermoforming, Injection Moulding, Barrier Extrusion, 8 Colour Printing, Labelling**.
- **Entered Paper Packaging Segment** with a Joint Venture

### Financial Snapshot

Fiscals	Q1FY24*	2023*	2022*	2021*	2020**
Revenue from Operations	7,269	25,219	19,856	12,707	12,572
EBITDA	873	3,549	2,699	2,089	2,002
EBITDA Mgn	12.01%	14.07%	13.59%	16.44%	15.92%
PAT	210	1,095	955	888	926
PAT Mgn	2.89%	4.34%	4.81%	6.99%	7.37%

\* as per Ind-AS

\*\* as per Indian Accounting Standards

### Installed Capacity

Fiscals	Q1FY24	22-23	21-22	20-21	19-20
Extrusion (in MT)	18,200	18,200	14,700	10,200	10,200
Thermoforming (in MT)	8,770	8,770	8,020	5,220	4,320
Printing (pieces in Lakhs)	9,400	8,400	6,800	6,200	6,200
Sleeving (pieces in Lakhs)	1,275	1,275	1,275	1,275	1,275
Injection Moulding (in MT)	1,000	1,000	-	-	-

## Our Strengths



**Strategically Located at  
Daman and Sarigam**

**Strong customer  
relationships with various  
industry players**

**Efficient infrastructure and  
resources management  
with strict quality control  
standards**

**Efficient Working capital  
management**

**Experienced management  
team**

**Consistent track record of  
organic growth**

**Relatively insulated against  
seasonality**

**Co-development of  
products**

**Adaptation to new  
technologies**

***With all the above, the Company is a leader in the Food & Beverage Packaging and poised to grow rapidly***

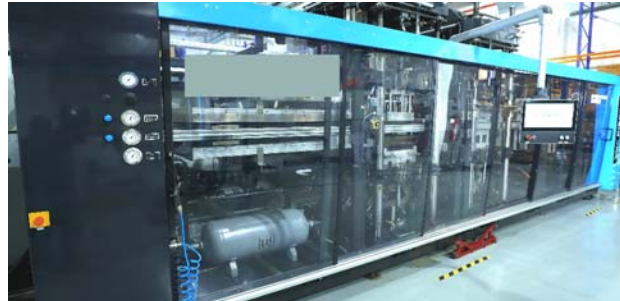
## Manufacturing Capabilities



### EXTRUSION



### THERMOFORMING



### PRINTING



### SLEEVING



### INJECTION MOULDING

(Under Toll Manufacturing Agreement)

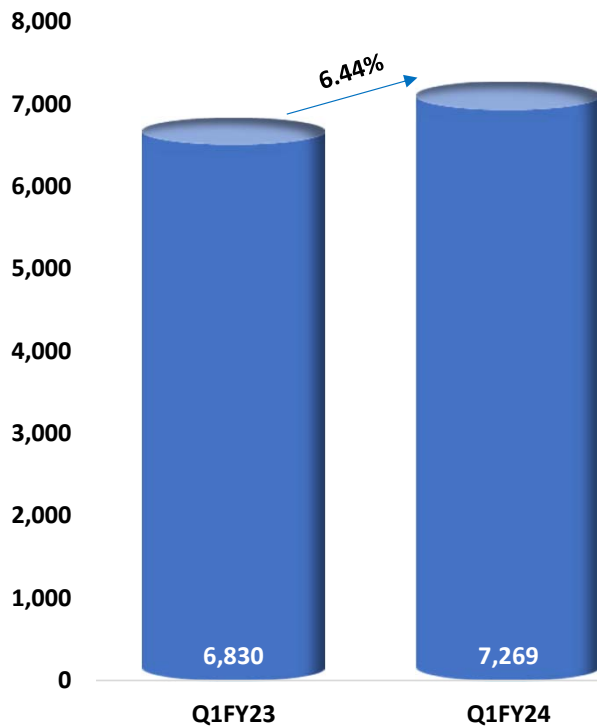
*All the core production activities under one roof leading to efficient deliveries and quick Turn Around Time.*

## Performance Comparison

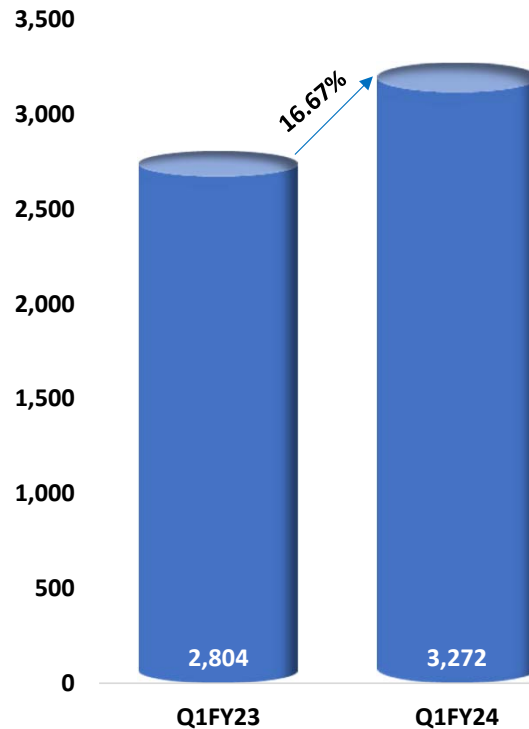


### Quarterly Performance Y-o-Y Basis

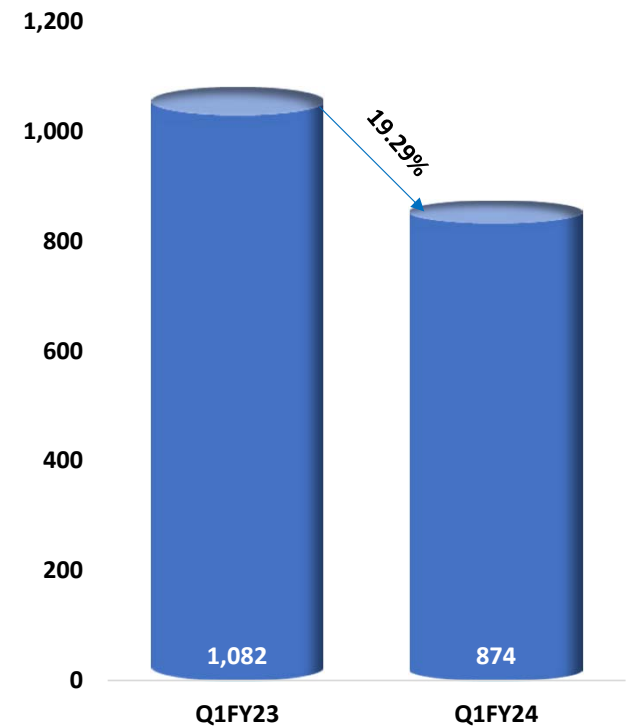
Sales in Value (₹ Lakhs)



Sales in Volume (MT)



EBIDTA (₹ Lakhs)



## Management Commentary



1

### Technology

- ✓ Replaced old Sleeving machine with the new technology having inline quality inspection system.
- ✓ Proposed capacity addition in thermoforming 1,000 MTPA

2

### Products and customers

- ✓ Developed 8 new products
- ✓ Served ~500 customers in the quarter
- ✓ 79 new customers onboarded including 10 overseas customers.
- ✓ Added 8 new customers in IM segment and 15 customers in barrier packaging.

3

### Business Promotions

- ✓ Participated in National Restaurant Show at Chicago, USA with encouraging response.
- ✓ Started Exports to South Africa; Total number of countries being served now 10.
- ✓ Company's export revenue quadrupled on Y-o-Y basis.

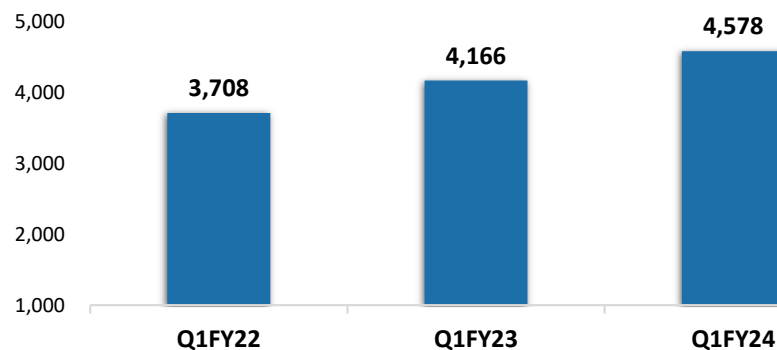
4

### Olive Ecopak

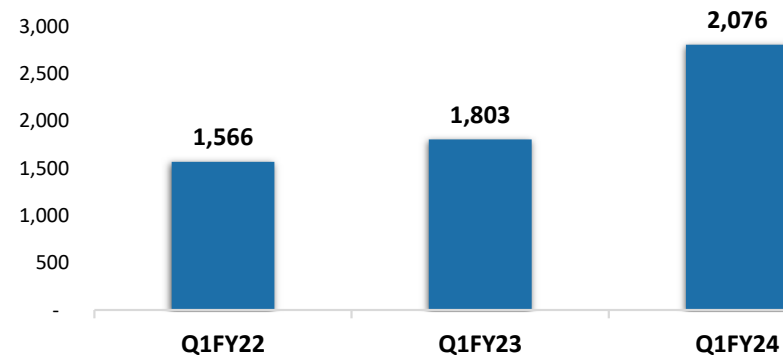
- ✓ Further investment in Olive Ecopak of ₹ 7 Crore leading to total investment of ₹ 16 Crores.
- ✓ Construction on schedule; orders for various machines already placed with advance payments made to suppliers.
- ✓ Achieved financial closure of the Project with 1<sup>st</sup> disbursement from lenders

## Production and Efficiency Metrics

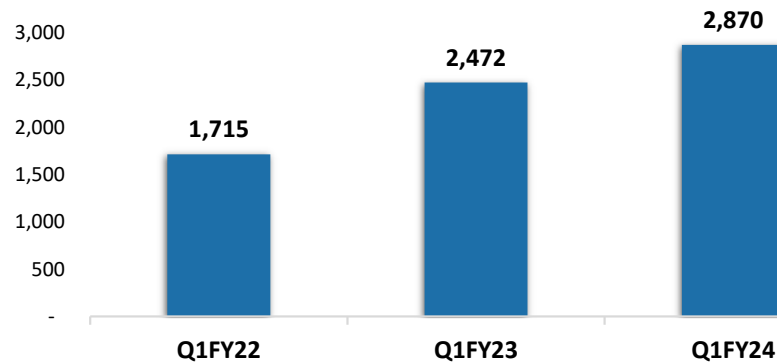
### Extrusion (in MT)



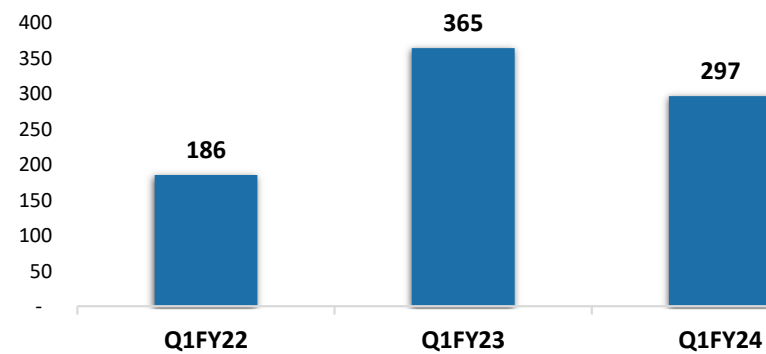
### Thermoforming (in MT)



### Printing (in Lakhs Pcs)



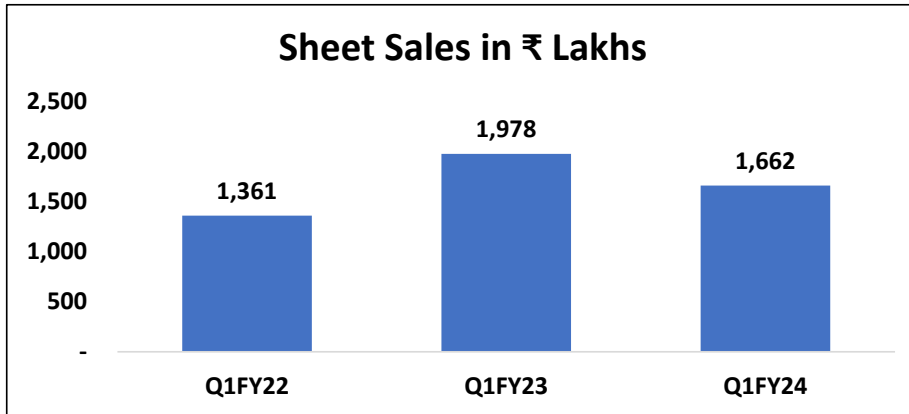
### Sleeving (in Lakhs Pcs)



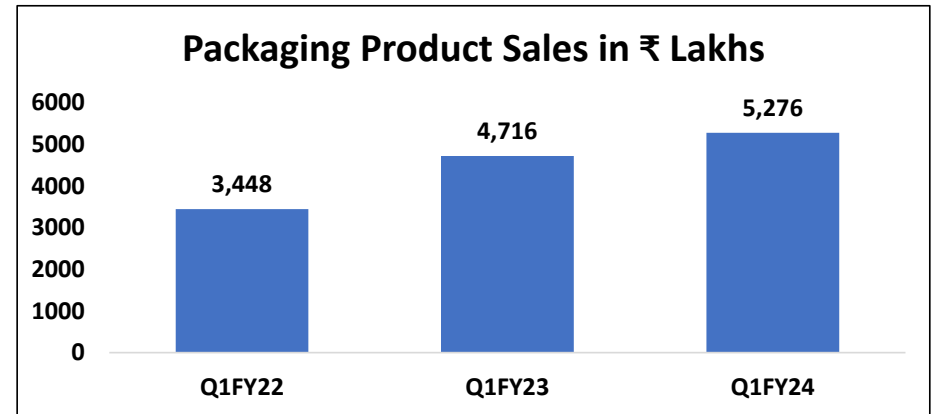
## Product Revenue Profile



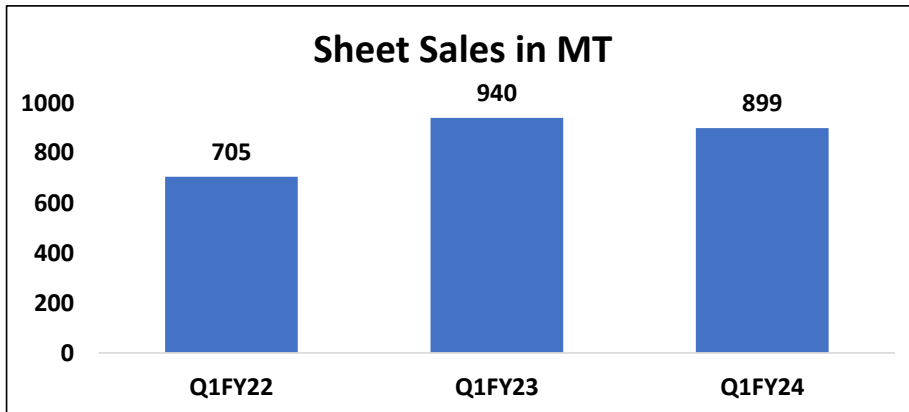
### Quarterly Performance on a Y-o-Y Basis



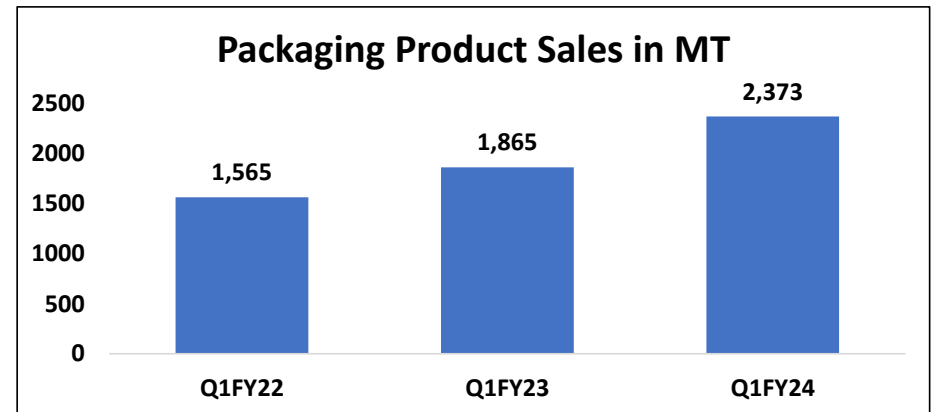
### Stable Growth in Packaging Product Revenue over the years



### Quarterly Performance on a Y-o-Y Basis



### Stable Growth in Packaging Product Sales Volume over the years



## Products



**Barrier Packaging  
Products**



**Rigid Packaging  
Products**



**Plastic Rigid  
Sheets**



**Injection Moulding**

## Our Esteemed Customers



79 new customers added during the quarter

## Business Promotion



### National Restaurant Show at Chicago, USA



## Olive Ecopak Private Limited



## Financial Performance



### Profit & Loss Statement

(₹ Lakhs)

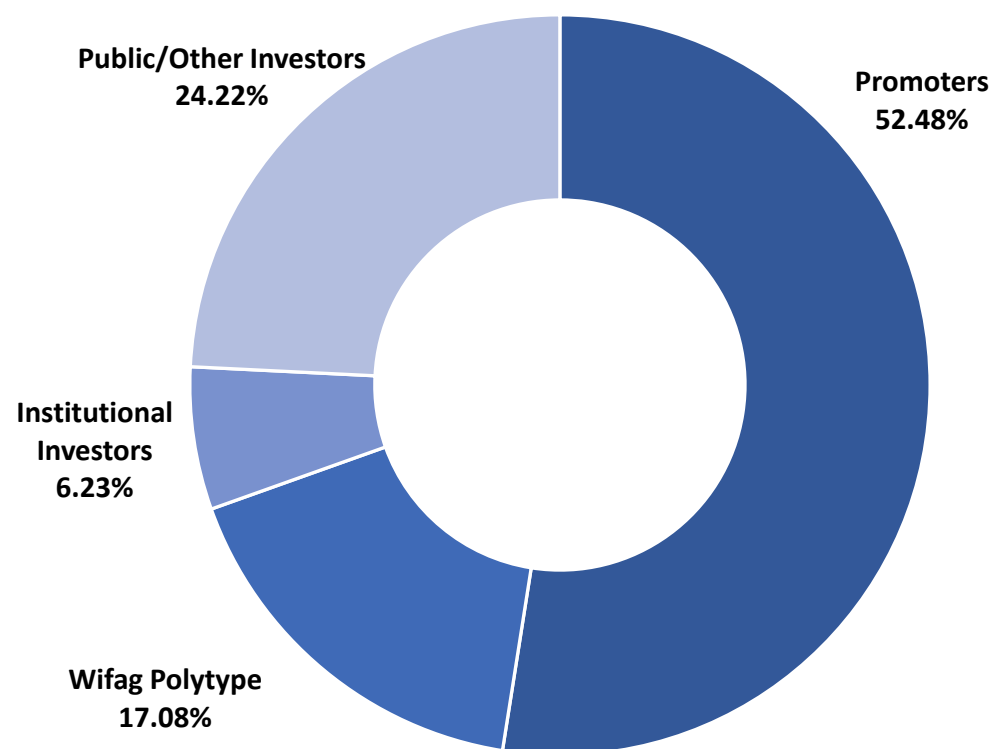
Fiscals	Q1FY24	Q4FY23	Q-o-Q	Q1FY23	Y-o-Y
Revenue from Operations	7,269	6,483	12.13%	6,830	6.44%
Operating Profit	1,373	1,404	(2.22%)	1,577	(12.96%)
Operating Profit Margin %	18.89%	21.66%		23.10%	
EBIDTA	873	932	(6.34%)	1,082	(19.29%)
EBIDTA Margin %	12.01%	14.38%		15.84%	
PAT	210	267	(21.31%)	476	(55.79%)
PAT Margin %	2.89%	4.12%		6.97%	
Earning Per Share (EPS) (₹)	1.84	2.34	(21.31%)	4.24	(56.62%)

## Company's Listing Details



### Shareholding Pattern – 30<sup>th</sup> June 2023

Particulars	Data as on 30 <sup>th</sup> June 2023
Listed On	NSE
Closing Market Price (₹)	160.60
Market Cap (₹)	183.87
Number of Shares O/s	1,14,49,000
Face Value	₹10
52 Week High/Low	268/139



# Board of Directors



**Mr. Ramswaroop Thard - Promoter, Chairman & MD**

- Bachelors of Engineering, Pune University having experience of 26+ years in plastic industry
- Plays pivotal role in business development, sales, administration & finance
- He is also the founding member of Thermoforming and Allied Industries Association



**Mr. Anand Sajjankumar Rungta – Whole-Time Director**

- Bachelors of Commerce with experience of 10+ years in manufacturing, trading, import and export, textile, transportation, commission agency of plastic items and other products



**Mr. Naresh Thard – Promoter & Joint MD**

- Experience of 24+ years in plastic industry with strong technical strength in packaging domain
- Instrumental in growth of the Company since inception



**Mr. Praveen Bhatia - Independent Director**

- Chartered Accountant with experience of 28+ 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 41+ years of experience in Plant Operations, Business & Market Development and Client Relationship Management



**Mr. Rajesh Murarka - Independent Director**

- Chartered Accountant with experience of 25+ years
- Handled 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 6 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

- 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 44+ 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 20 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



#### Contact Info

##### Registered Address:

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Thane (W) – 400 604. India

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##### Corporate Address:

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[marketing@rajshreepolypack.com](mailto:marketing@rajshreepolypack.com)

*thank  
you*