



RAJSHREE POLYPACK LIMITED

(NSE : RPPL)

Investor Presentation Q2FY24 & H1FY24

SAFE HARBOR



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Rajshree at a Glance



- Leader in Thermoformed Packaging Products with ~25 years of experience in **F&B Packaging**.
- Product range includes packaging for **dairy, food and beverages, bakery and confectionaries, trays for sweets and snacks, punnets for fruits and vegetables, QSR, electronic packaging, 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 1 process Patents**.
- Technologies used –**Extrusion including Barrier Extrusion, Thermoforming, Printing, Labelling and Injection Moulding**.
- **Entering Paper Packaging Segment** through a Joint Venture

Financial Snapshot

Fiscals	H1FY24	2023	2022	2021
Revenue from Operations	14,019	25,219	19,856	12,707
EBITDA	1,784	3,549	2,699	2,089
EBITDA Mgn	12.73%	14.07%	13.59%	16.44%
PAT	441	1,095	955	888
PAT Mgn	3.15%	4.34%	4.81%	6.99%

(₹ Lakhs)

Installed Capacity

Fiscals	H1FY24	22-23	21-22	20-21
Extrusion (in MT)	18,200	18,200	14,700	10,200
Thermoforming (in MT)	8,770	8,770	8,020	5,220
Printing (pieces in Lakhs)	9,400	9,400	6,800	6,200
Sleeving (pieces in Lakhs)	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)

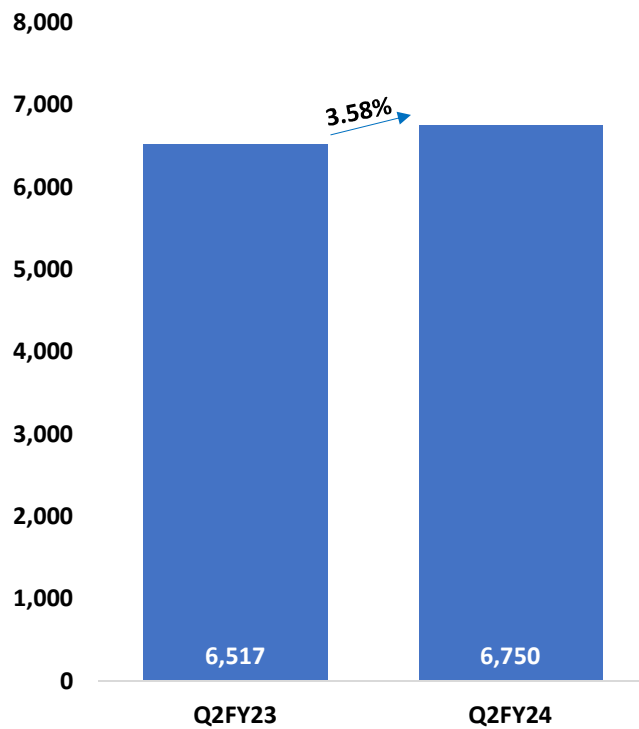
All the core production activities under one roof leading to efficient deliveries and quick Turn Around Time.

Performance Comparison

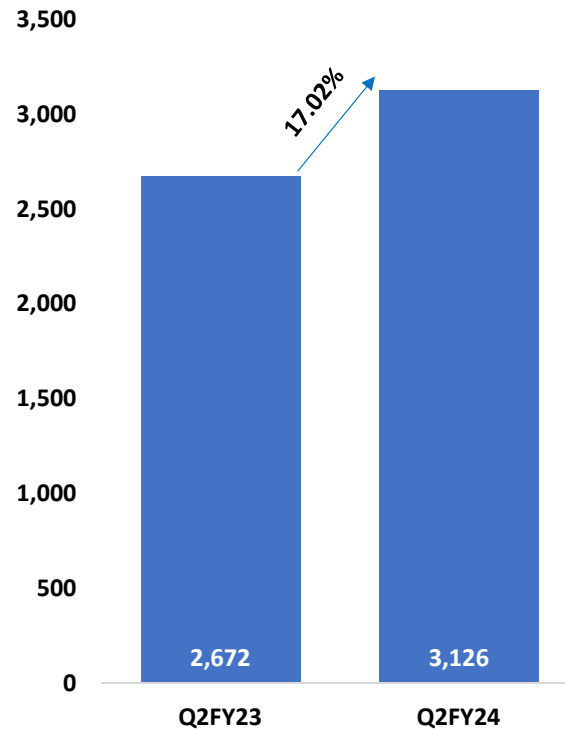


Quarterly Performance Y-o-Y Basis

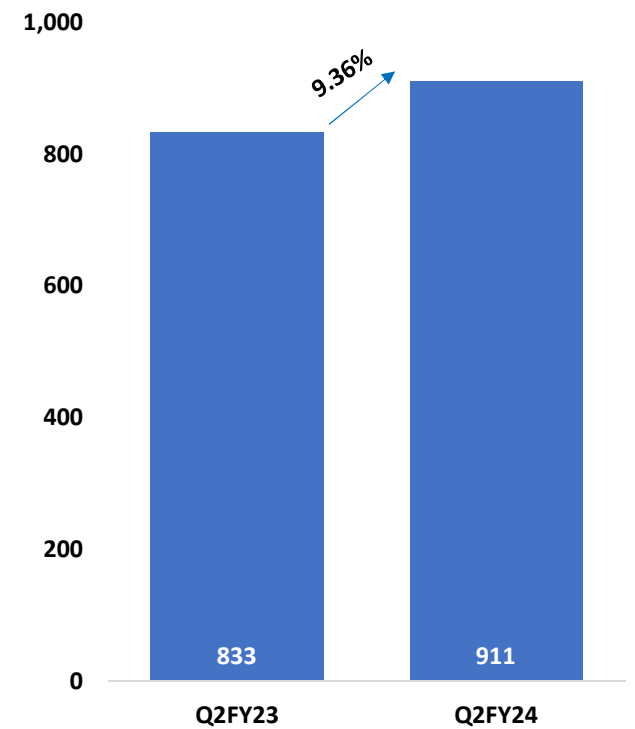
Sales in Value (₹ Lakhs)



Sales in Volume (MT)



EBIDTA (₹ Lakhs)

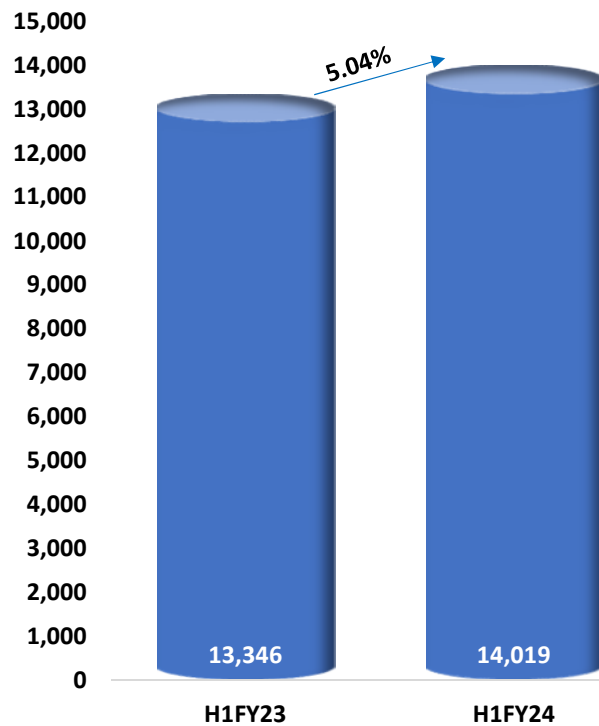


Performance Comparison

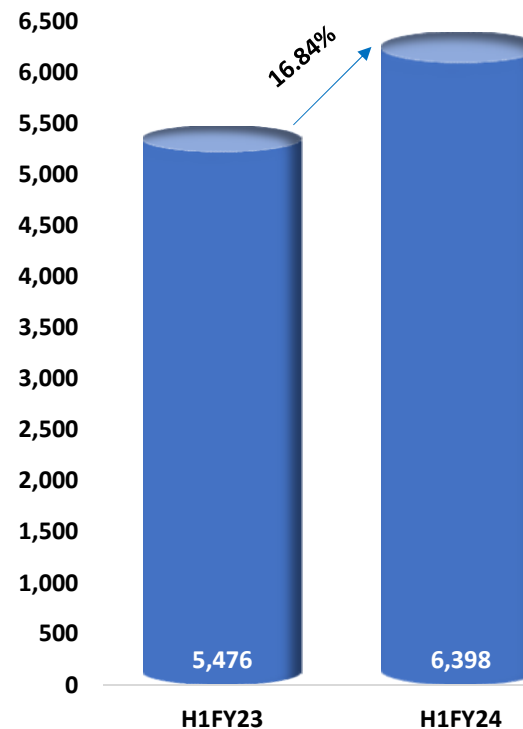


Half-Yearly Performance Y-o-Y Basis

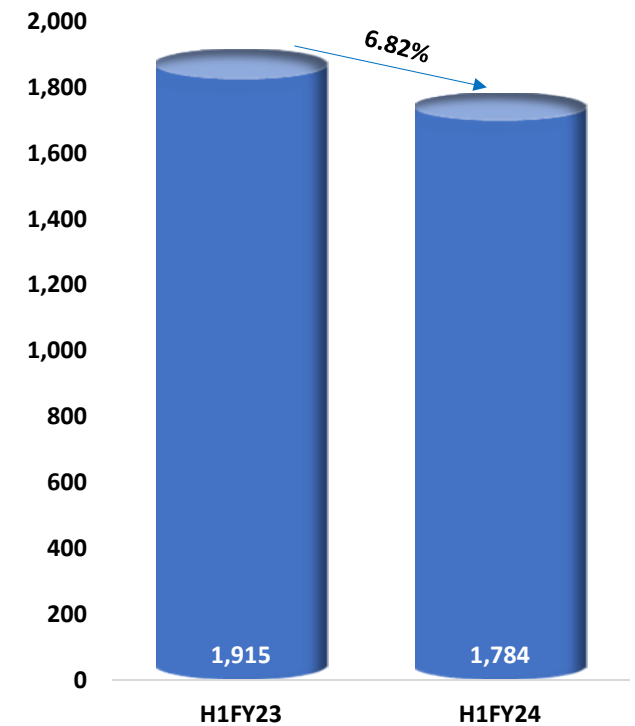
Sales in Value (₹ Lakhs)



Sales in Volume (MT)



EBIDTA (₹ Lakhs)



Management Commentary



1

Technology

- ✓ Ventured into In-Mould Labelling (**IML**) products in Injection Moulding.
- ✓ In process of machine upgradation to enhance installed capacity.

2

Products and customers

- ✓ Developed 6 new products
- ✓ 15 new customers onboarded including 4 overseas customers.
- ✓ Strong Customer retention with ~97% of revenue from repeat customers.

3

Business Promotions

- ✓ Appointed Chief Marketing Officer
- ✓ Participated in Packex Mumbai in September 2023.
- ✓ Company's export revenue tripled on Y-o-Y basis to ₹15.32 Crores for H1FY24.

4

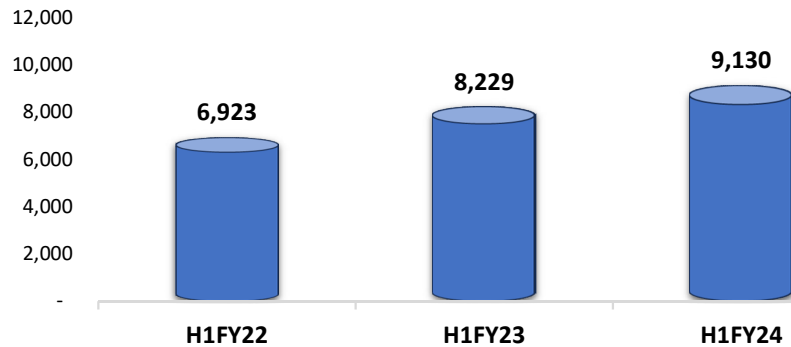
Olive Ecopak

- ✓ Further investment in Olive Ecopak of ₹4 Crore leading to total investment of ₹20 Crores.
- ✓ Construction on schedule; Factory acceptance test done
- ✓ Machines in process of dispatch.

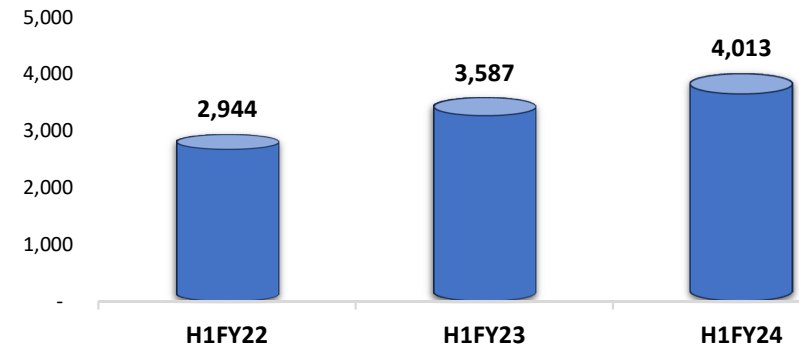
Production and Efficiency Metrics – Half Yearly



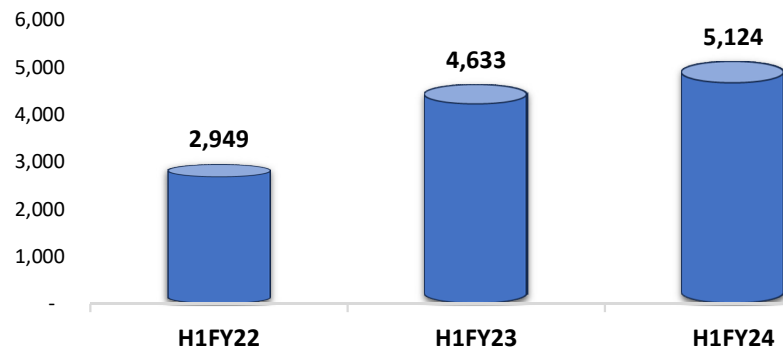
Extrusion (in MT)



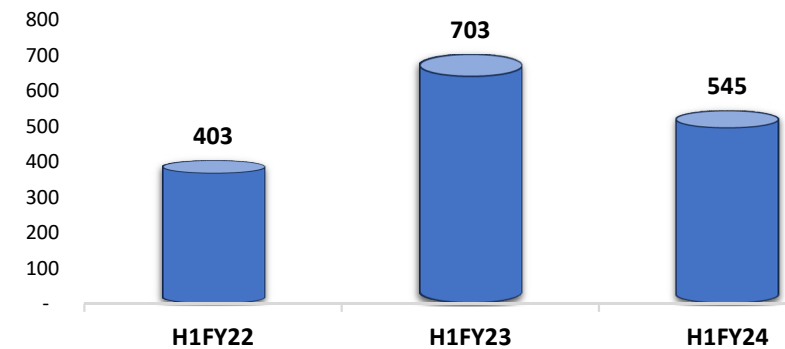
Thermoforming (in MT)



Printing (in Lakhs Pcs)



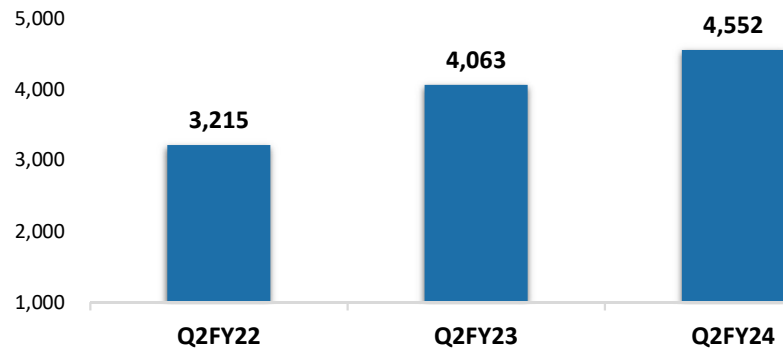
Sleeving (in Lakhs Pcs)



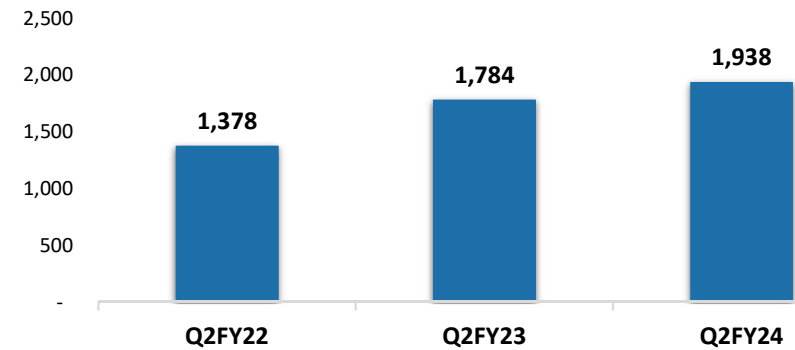
Production and Efficiency Metrics - Quarterly



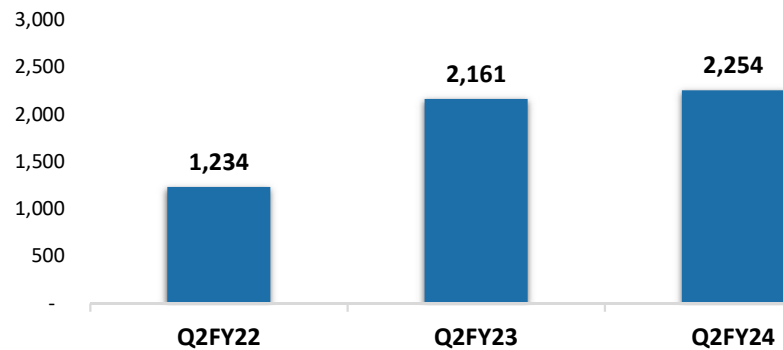
Extrusion (in MT)



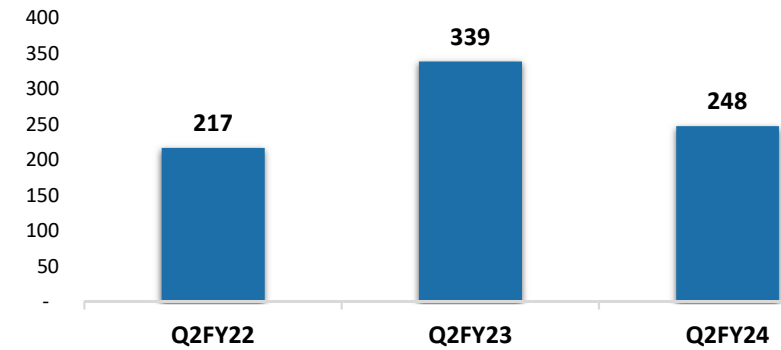
Thermoforming (in MT)



Printing (in Lakhs Pcs)



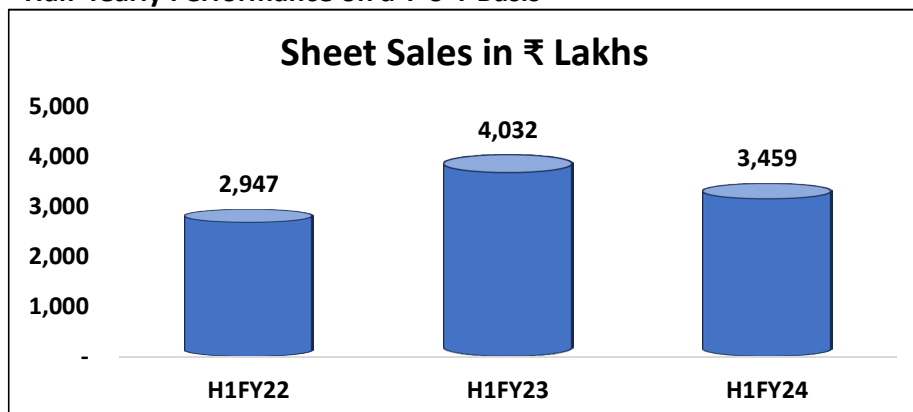
Sleeving (in Lakhs Pcs)



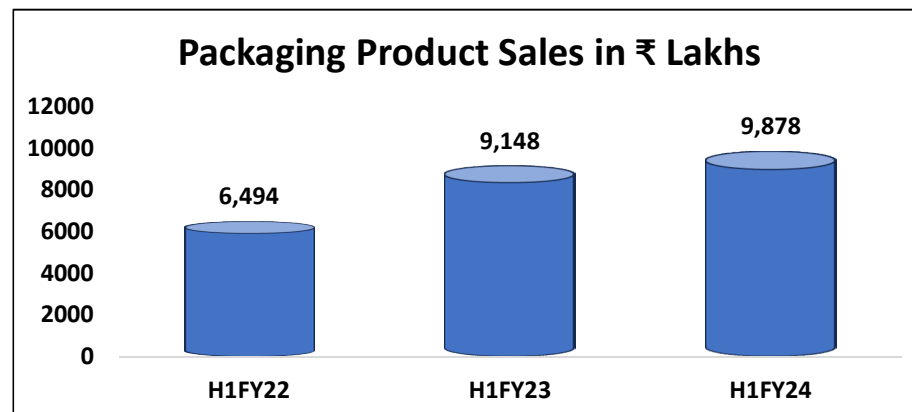
Product Revenue Profile – Half Yearly



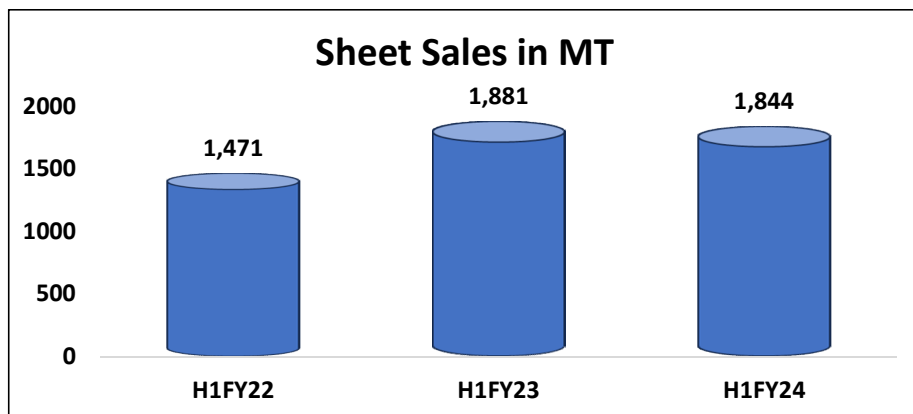
Half-Yearly Performance on a Y-o-Y Basis



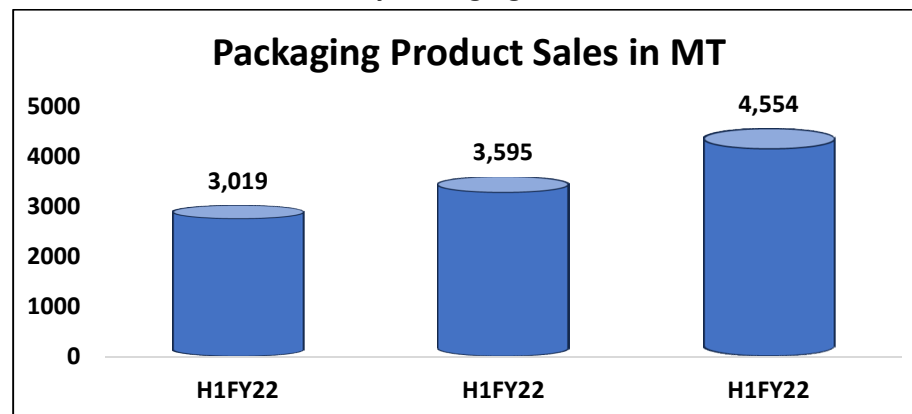
Stable Half-Yearly Growth in Packaging Product Revenue



Half-Yearly Performance on a Y-o-Y Basis



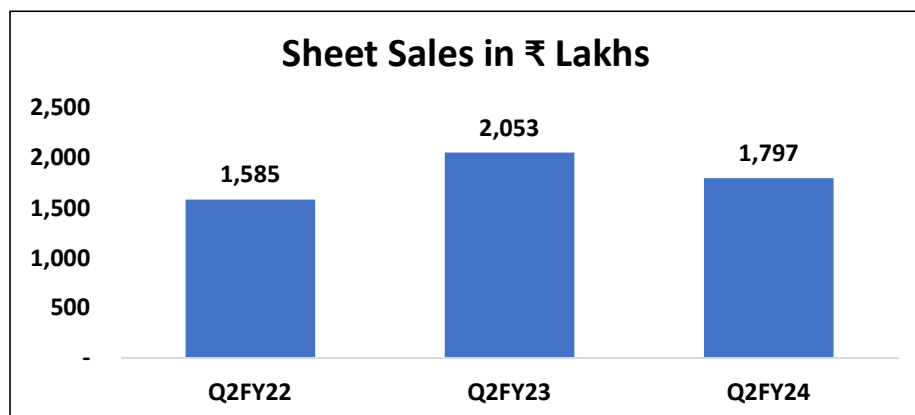
Stable Growth in Half-Yearly Packaging Product Sales Volume



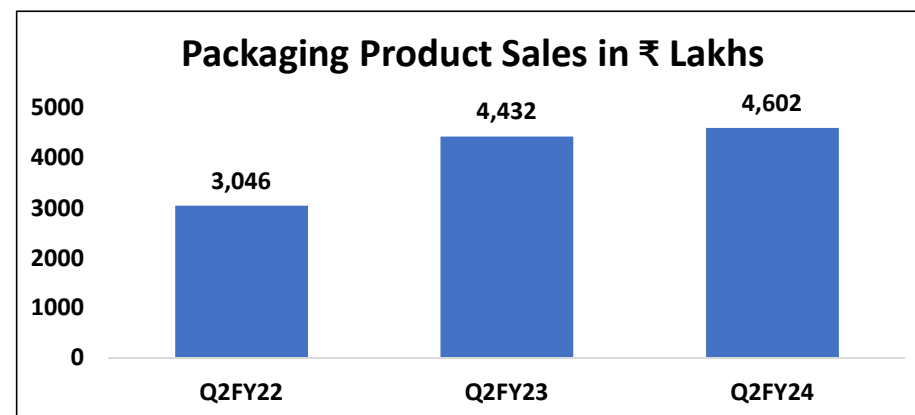
Product Revenue Profile - Quarterly



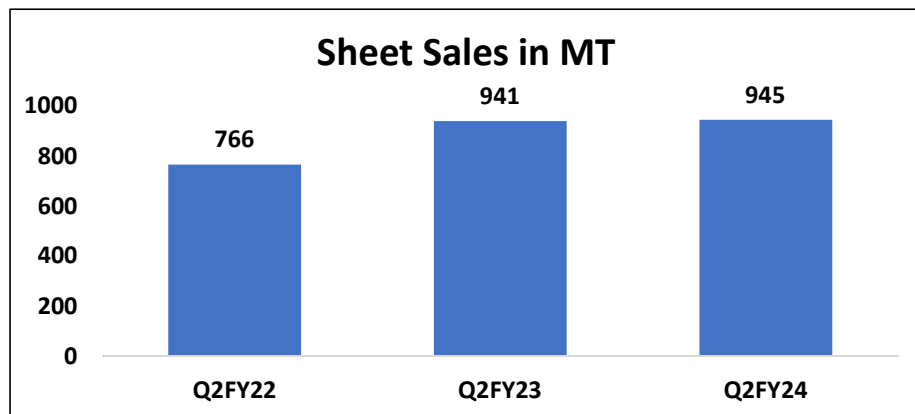
Quarterly Performance on a Y-o-Y Basis



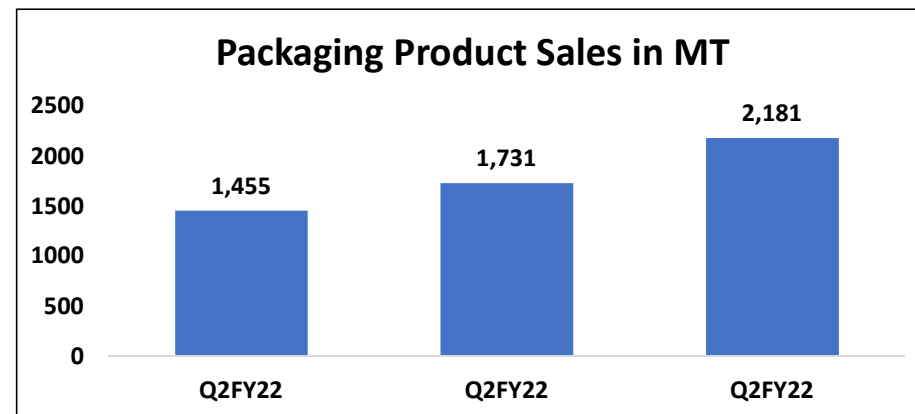
Stable Growth in Packaging Product Revenue over the years



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



15 new customers added during the quarter

Email: info@rajshreepolypack.com

Business Promotion



Packex, Mumbai September 2023



Email: info@rajshreepolypack.com

Olive Ecopak Private Limited



Email: info@rajshreepolypack.com

Financial Performance



Profit & Loss Statement

(₹ Lakhs)

Fiscals	H1FY24	H1FY23	Y-o-Y	Q2FY24	Q1FY24	Q-o-Q	Q2FY23	Y-o-Y
Revenue from Operations	14,019	13,346	5.04%	6,750	7,269	-7.15%	6,517	3.58%
Operating Profit	2,775	2,935	-5.46%	1,402	1,373	2.10%	1,381	1.53%
Operating Profit Margin %	19.79%	21.99%		20.77%	18.89%		21.19%	
EBIDTA	1784	1915	-6.82%	911	873	4.38%	833	9.36%
EBIDTA Margin %	12.73%	14.35%		13.50%	12.01%		12.79%	
PAT	441	723	-38.97%	231	210	9.62%	247	-6.53%
PAT Margin %	3.15%	5.41%		3.42%	2.89%		3.79%	
Earning Per Share (EPS) (₹)	3.85	6.40	-39.84%	2.01	1.84	9.62%	2.18	-7.44%

Balance Sheet

Financial Performance



(₹)

Particulars	H1FY24	FY23	FY22
Shareholders' Funds	13,416	13,029	11,575
Long Term Borrowings	1,750	2,026	1,247
Short Term Borrowings	4,984	5,368	2,592
Fixed Assets*	12,312	12,568	10,691
Other Non-Current Liabilities	1,658	1,614	1,459
Other Non-current Assets	2,413	1,294	555
Current Liabilities	9,004	9,648	4,935
Current Assets	11,103	12,454	7,970
Working Capital	2,099	2,807	3,034

Fiscals	H1FY24	FY23	FY22
Debtors Turnover (Days)	52.46	58.88	53.53
Creditors Turnover (Days)	38.18	43.12	39.21
Fixed Assets To Turnover (X)	2.53	2.25	2.12
Inventory Turnover (Days)	121.99	155.23	121.26
Debt Equity Ratio	0.50	0.57	0.33
Debt EBITDA Ratio	1.89	2.08	1.42
Debt Service Coverage	4.59	3.83	3.71
Interest Coverage Ratio	2.40	3.08	5.14
Operational Working Capital (₹ Lakhs)	8,247	8,577	5,561

* Including ROU assets, CWIP & Intangible Assets

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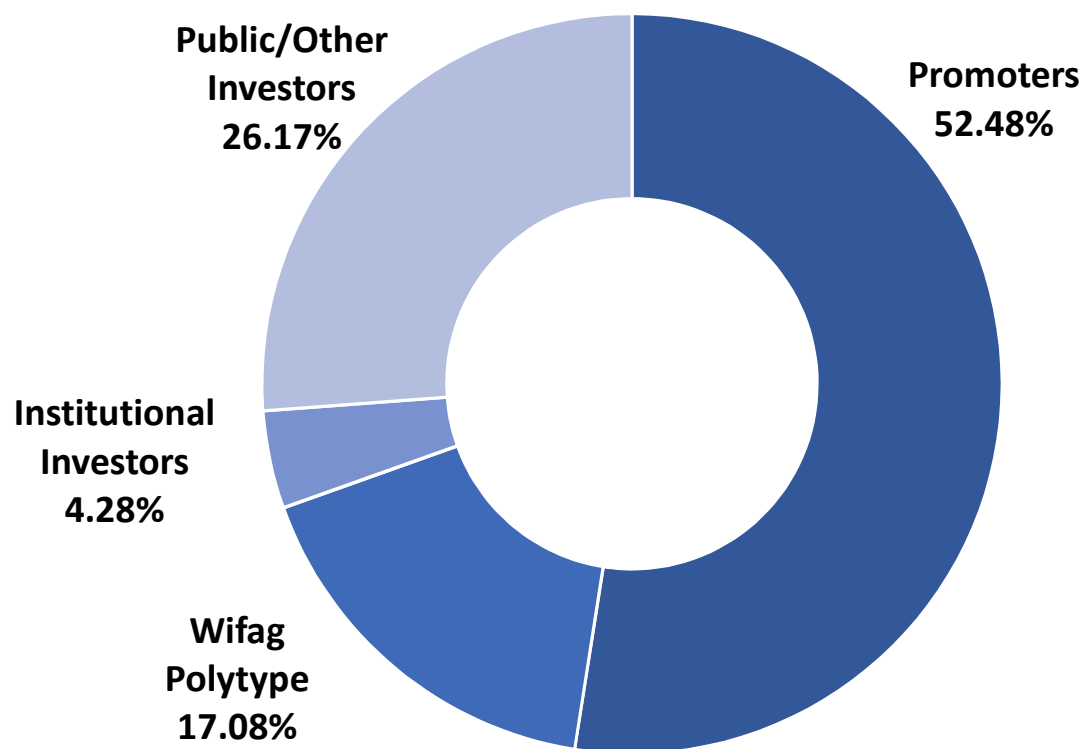
Company's Listing Details



Particulars	As on 29/09/23
Listed On	NSE
Closing Market Price (₹)	174.95
Market Cap (₹)	200.30
Number of Shares O/s	1,14,49,000
Face Value	₹10
52 Week High/Low	215/139

In process to raise ₹22.47 Crores by way of preferential issue of shares/warrants for Capex, Long-term working Capital and general Corporate purpose.

Shareholding Pattern – 30th September 2023



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. Palash Chakravorty– Chief Marketing Officer

- Holds MBA in International Marketing and Human Resource, B. Tech in Mechanical Engineering and a PGD in tool design
- Has over two decades of experience in the printing and packaging domain, driving sales, marketing, operations and P&L.



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 6 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:

#503-504, Lodha Supremus, Building No.1
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Near New Passport Office, Wagle Estate,
Thane (W) – 400 604. India

Board: +91-22 2581 8200

Fax: +91-22 2581 8250

Corporate Address:

#502, Lodha Supremus, Building No.1
5th Floor, Road No. 22, Near New Passport Office,
Wagle Estate, Thane (W) – 400 604. India

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*thank
you*