



# **RAJSHREE POLYPACK LIMITED**

**(NSE : RPPL)**

**Investor Presentation Q3 and 9M FY24**

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Rajshree Polypack Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost overruns on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement incase any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

# 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	9MFY24	2023	2022	2021
Revenue from Operations	20,502	25,219	19,856	12,707
EBITDA	2,735	3,549	2,699	2,089
EBITDA Mgn	13.34%	14.07%	13.59%	16.44%
PAT	716	1,095	955	888
PAT Mgn	3.49%	4.34%	4.81%	6.99%

(₹ Lakhs)

## Installed Capacity

Fiscals	9MFY24	22-23	21-22	20-21
Extrusion (in MT)	20,000	18,200	14,700	10,200
Thermoforming (in MT)	8,770	8,770	8,020	5,220
Printing (pieces in Lakhs)	11,000	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,  
Gujarat**

**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

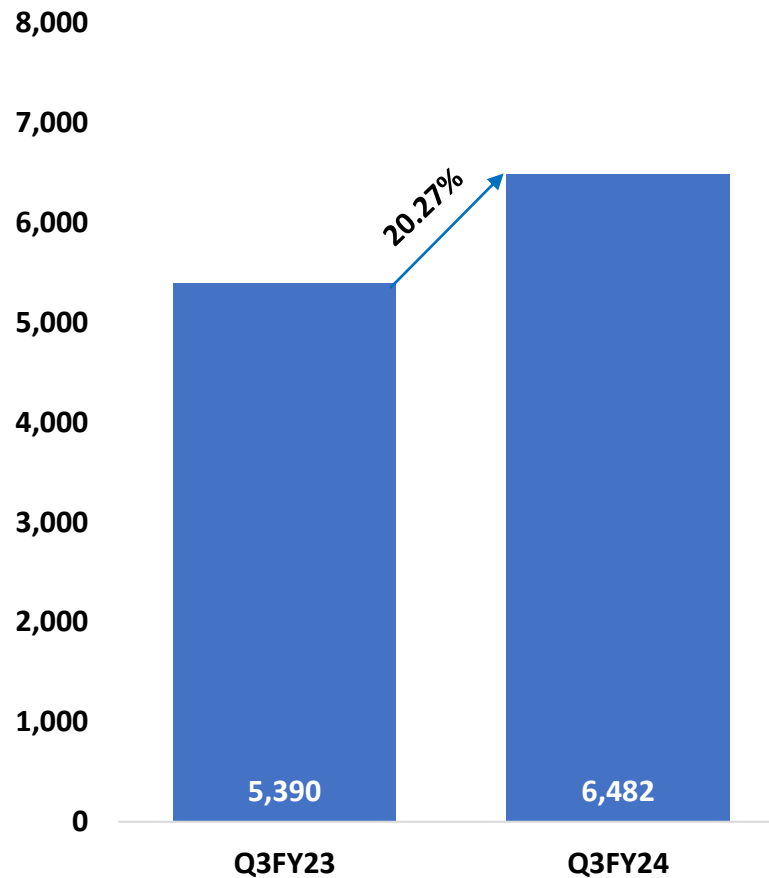
(Under Toll Manufacturing Agreement)

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

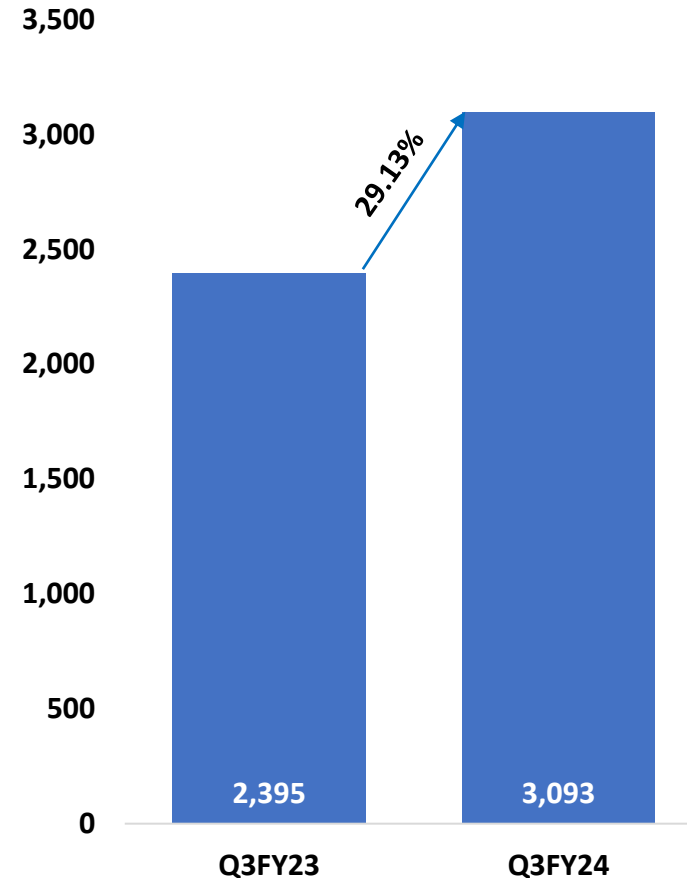
# Performance Comparison

## Quarterly Performance Y-o-Y Basis

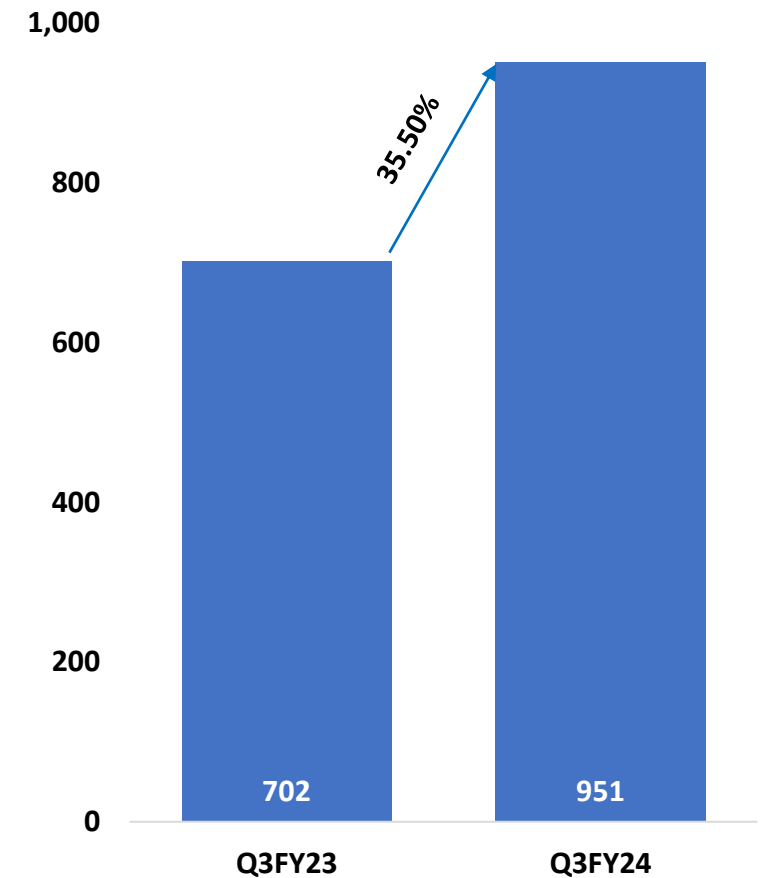
Sales in Value (₹ Lakhs)



Sales in Volume (MT)



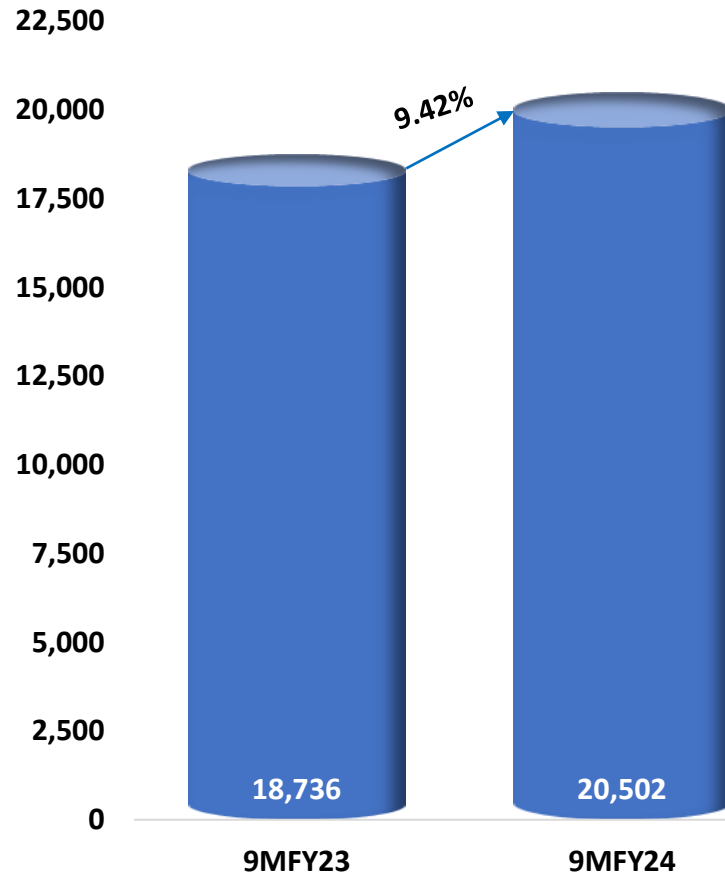
EBIDTA (₹ Lakhs)



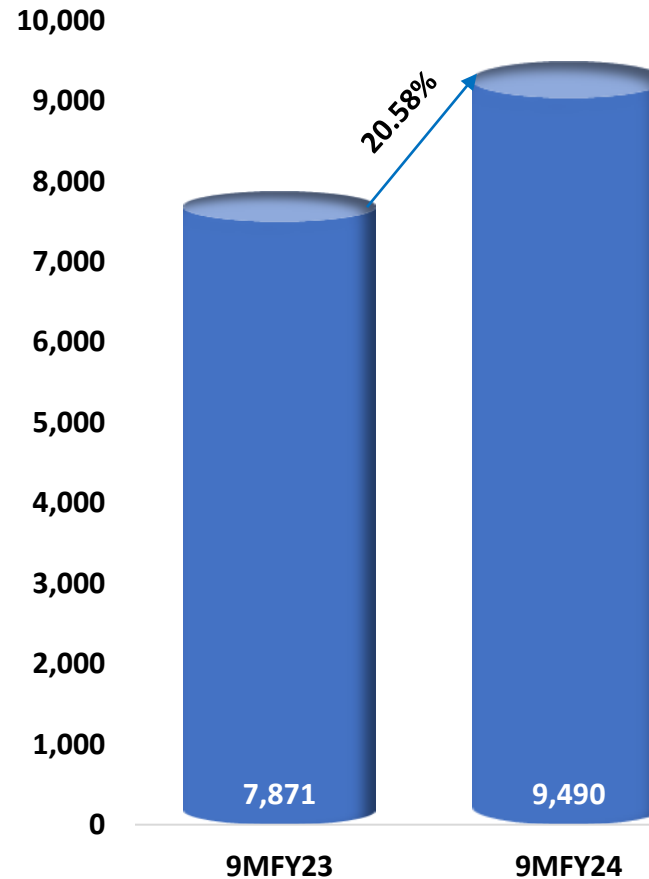
# Performance Comparison

## 9 Months' Performance Y-o-Y Basis

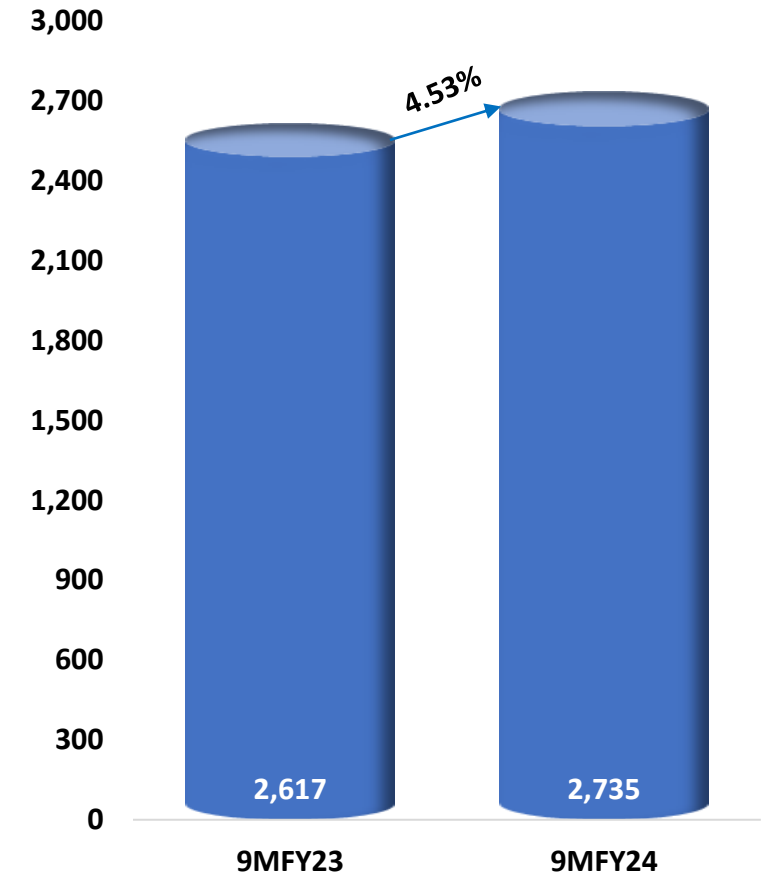
Sales in Value (₹ Lakhs)



Sales in Volume (MT)



EBIDTA (₹ Lakhs)



# Management Commentary

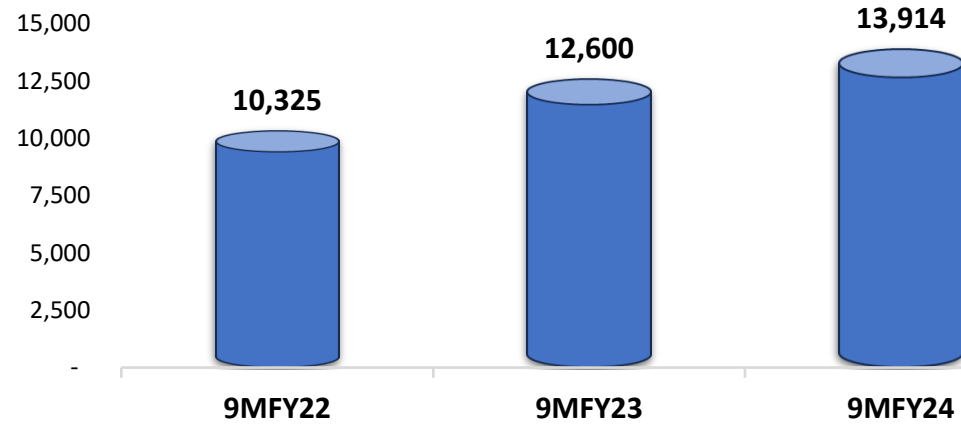


Business	New Developments	Capital	Olive Ecopak
Export business stabilized at ~₹ 10 Crores per quarter. 9M export revenue up 2.7x on YoY basis.	6 new products developed during the quarter. Total product basket expanded to +250 products.	Raised ₹22.5 Crores by issue of Equity Shares and Warrants to fund Capital Investment and Long-term working Capital Requirements	Initial Set of Machines arrived. Installation in Progress. Trial Runs to commence in Mar 24.
Presently exporting to 8 countries. More territories being explored.	Started working on development of Digital Assets.	In process to issue Bonus Shares in ratio of 2:1 (subject to requisite approvals)	Investment of ~₹2 Crores by RPPL during the quarter. Total investment ₹22.12 Crores till date
Expanding focus on building distributors network in addition to more institutional customers.	Added 41 new customers during the quarter.		
Increased Extrusion and printing capacities by technological upgradation.	Distributors revenue segment grown by ~40%.		
Achieved Optimum capacity utilization for Injection Moulding. Exploring further growth opportunities.			

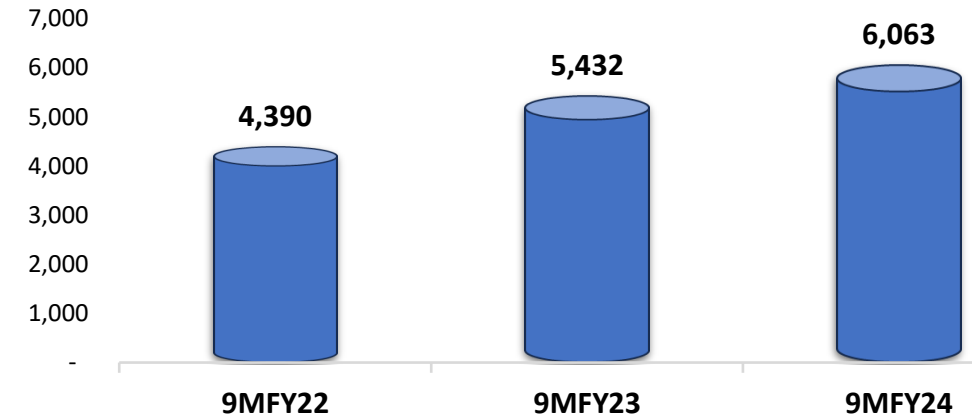


# Production Metrics – 9 Months

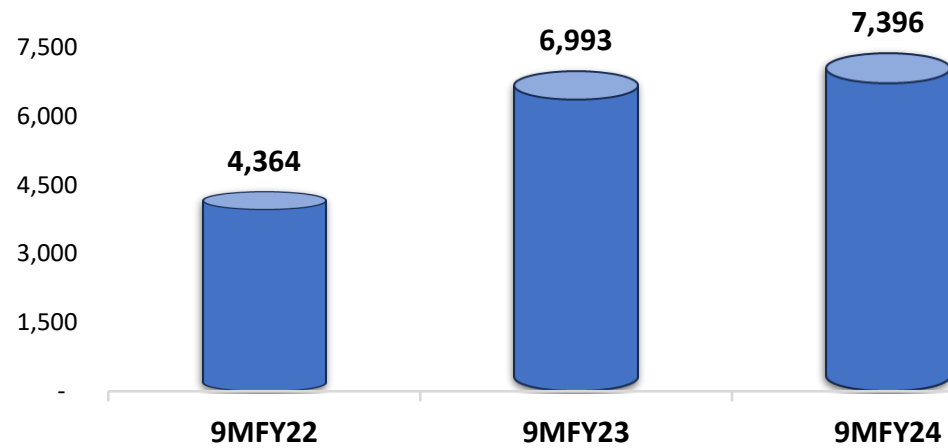
## Extrusion (in MT)



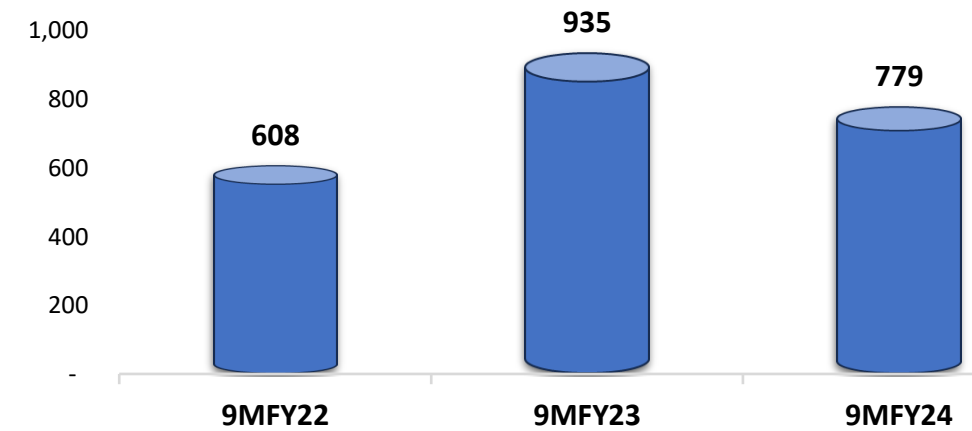
## Thermoforming (in MT)



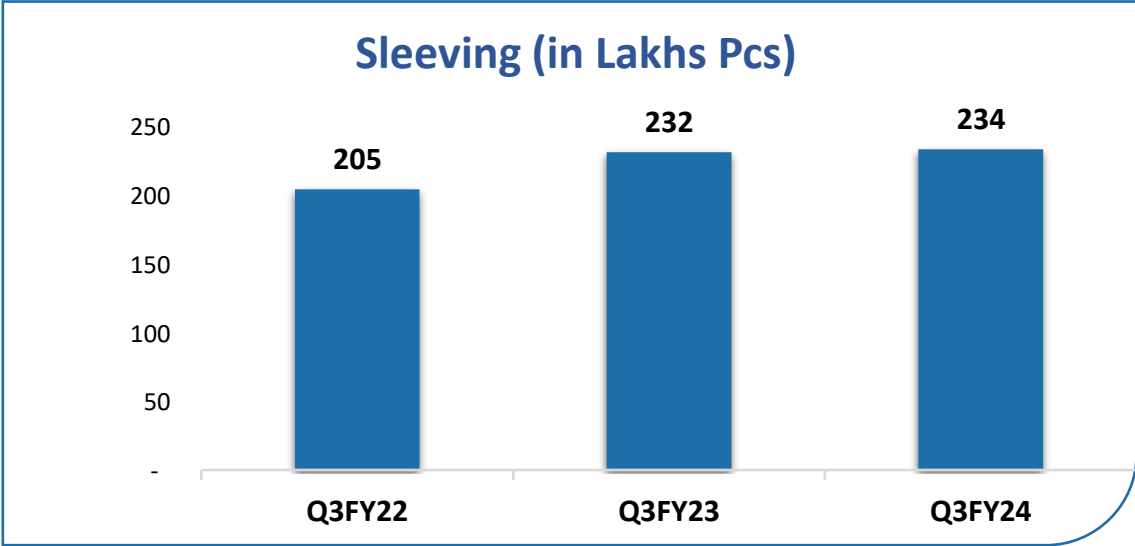
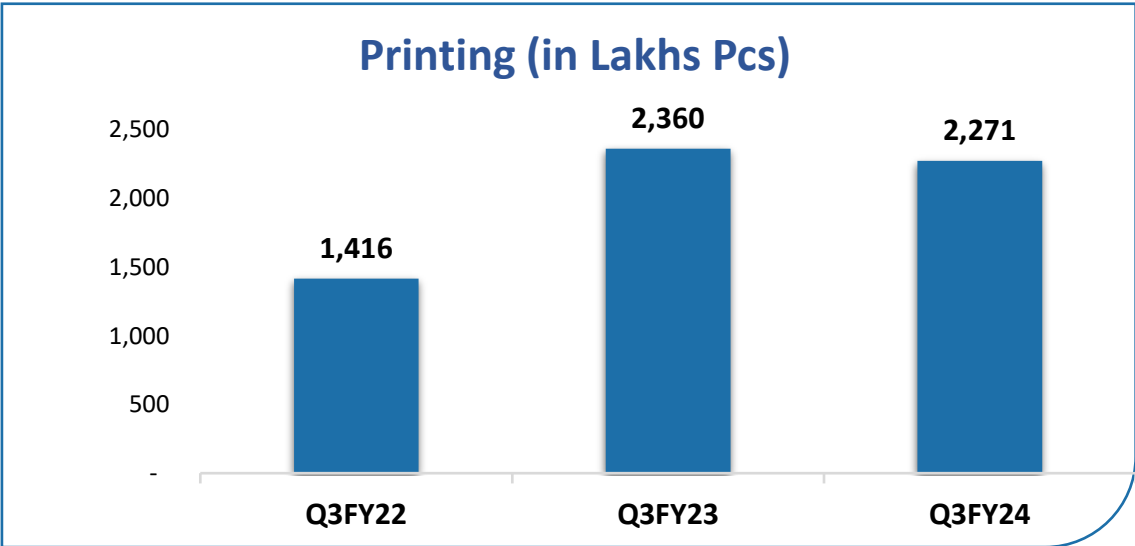
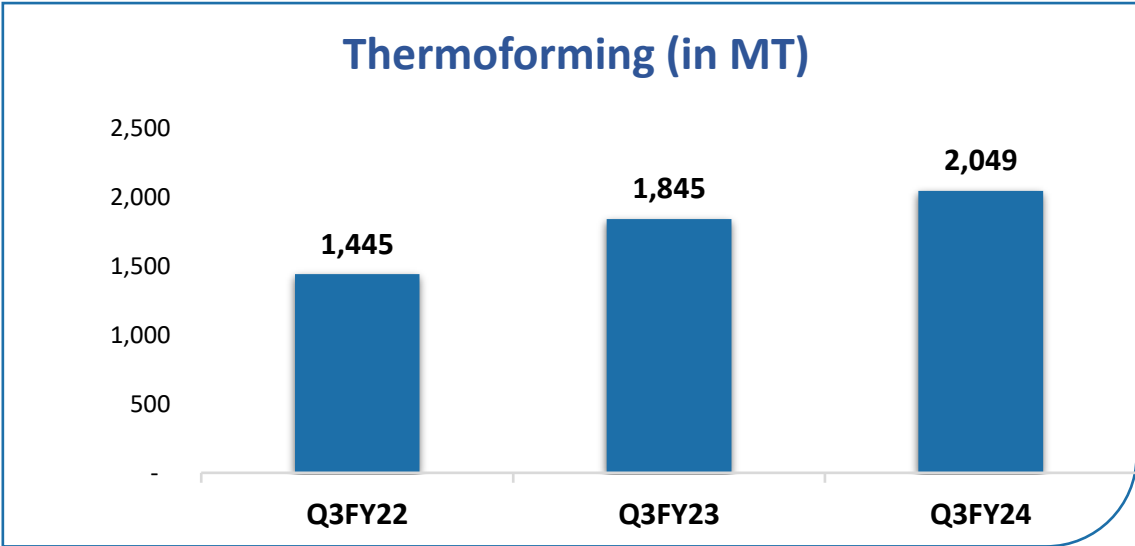
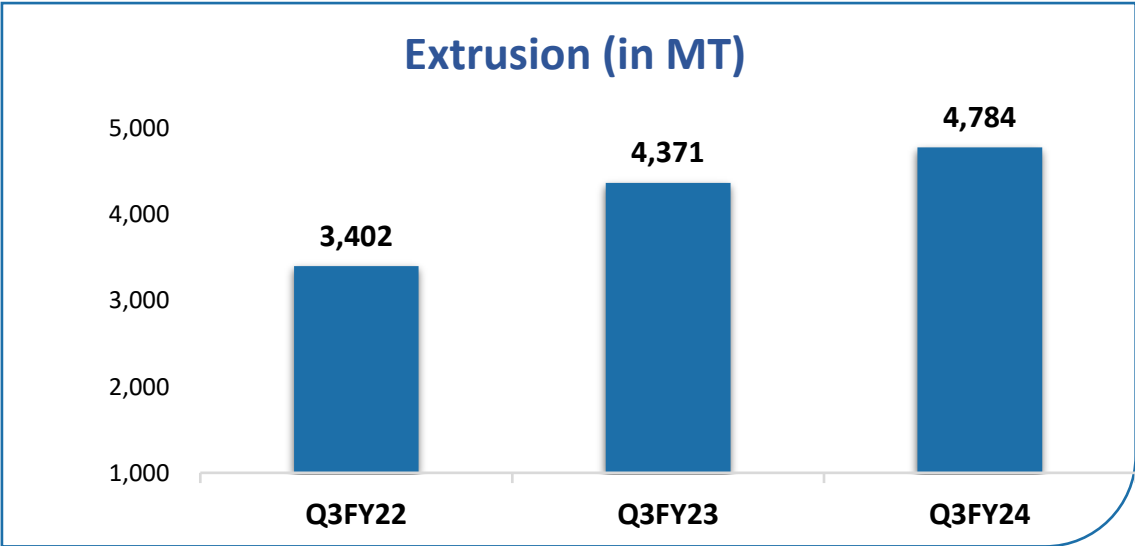
## Printing (in Lakhs Pcs)



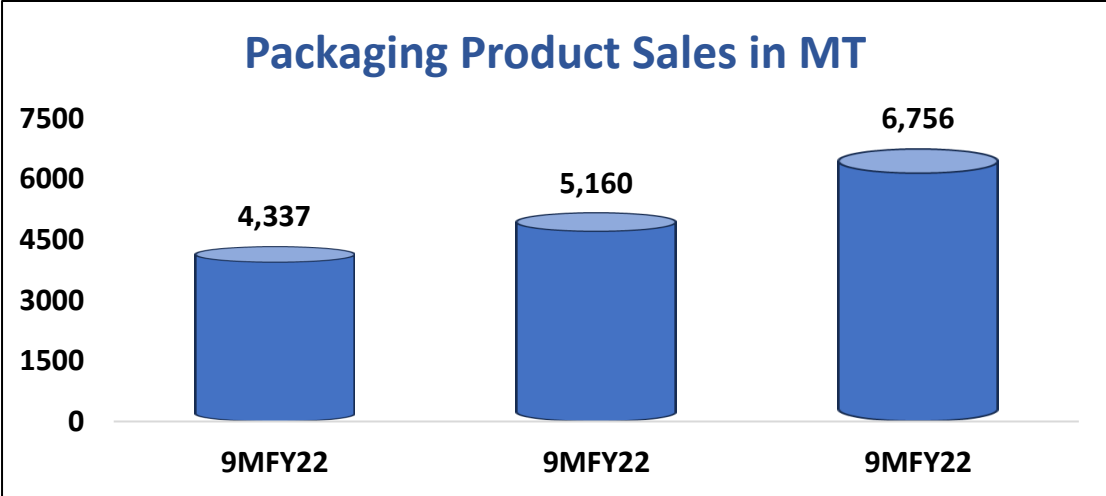
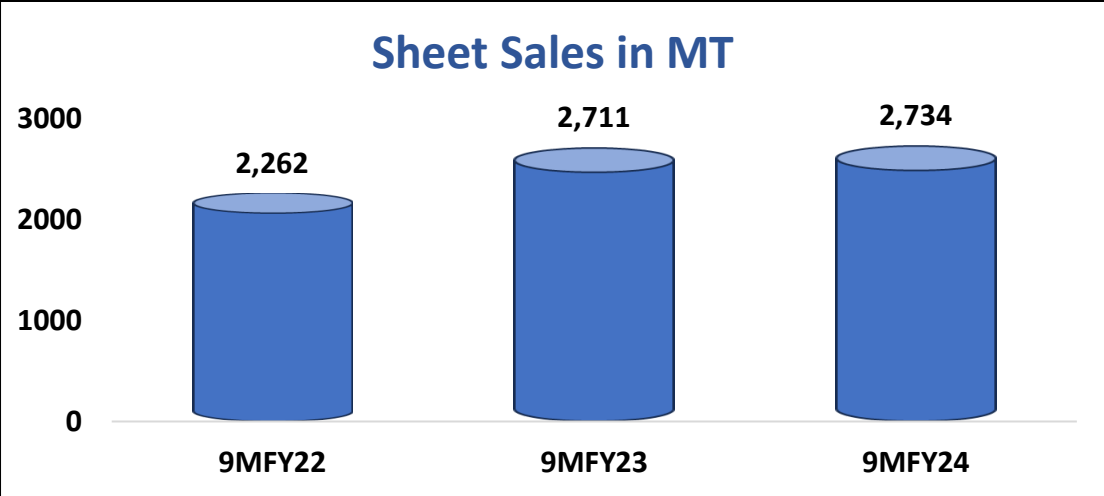
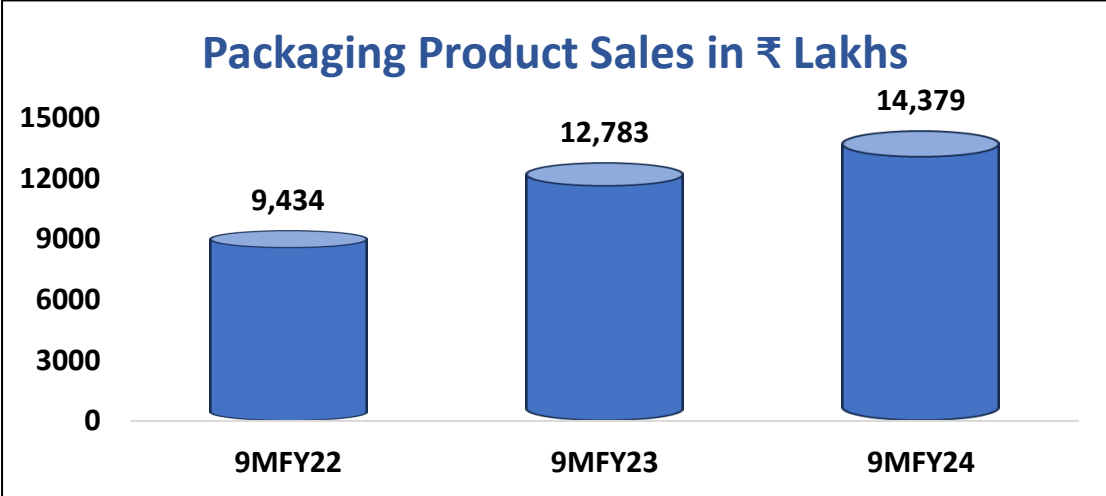
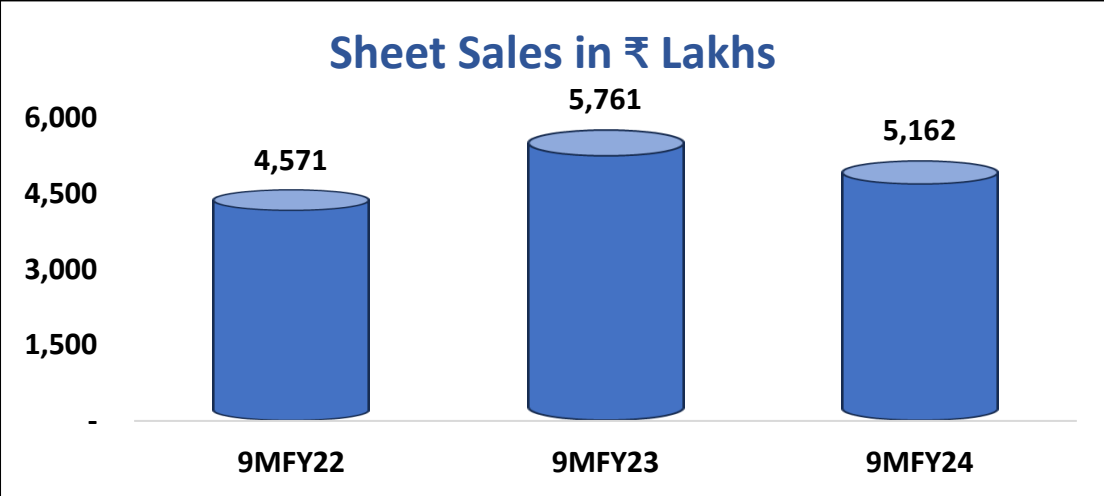
## Sleeving (in Lakhs Pcs)



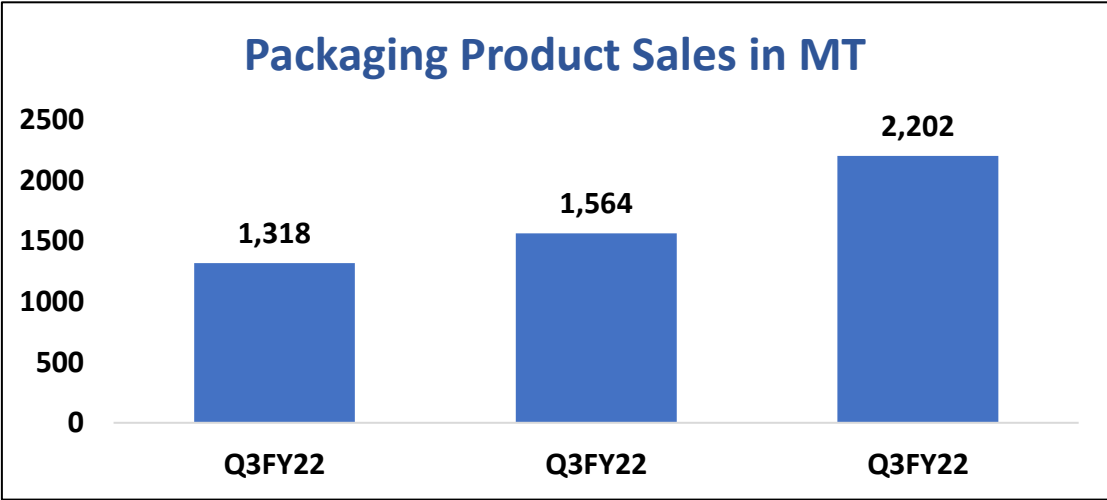
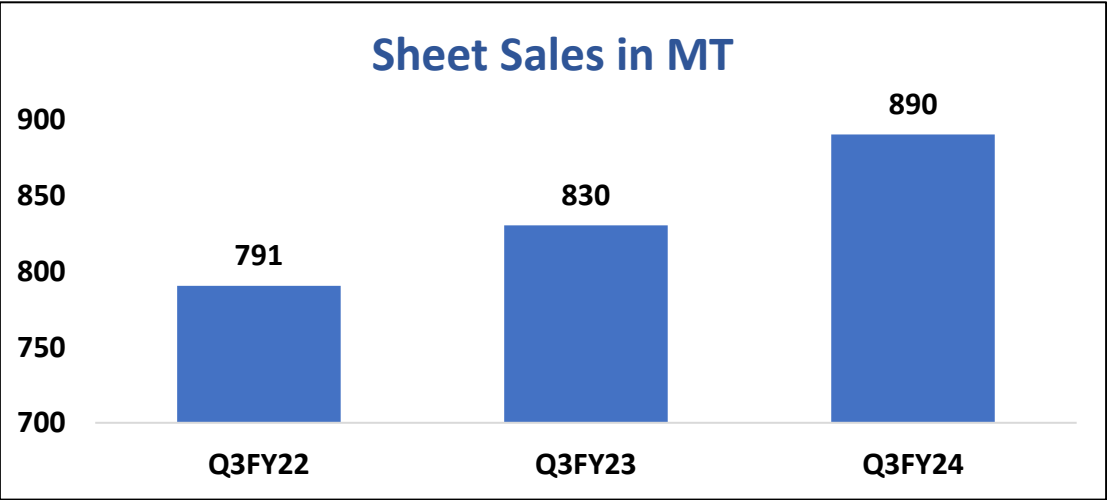
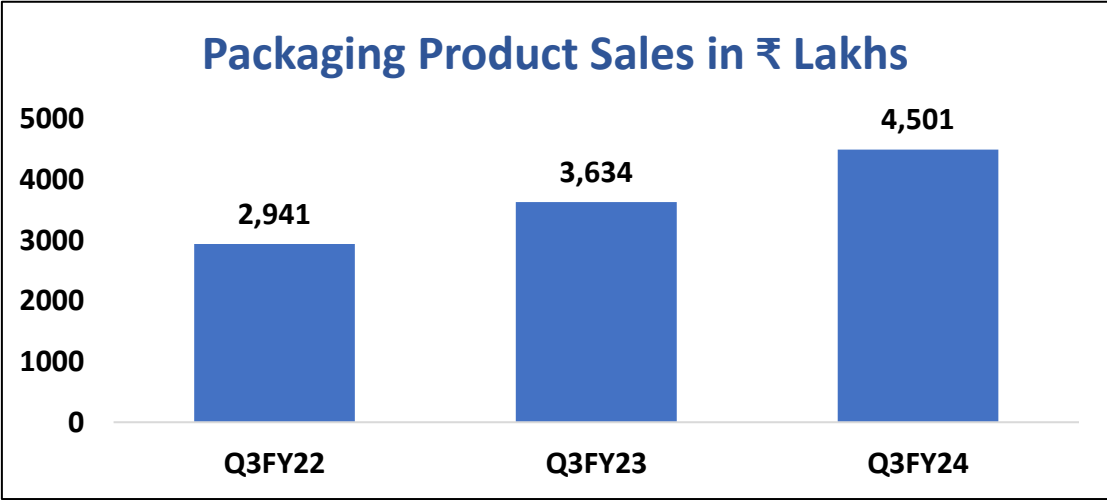
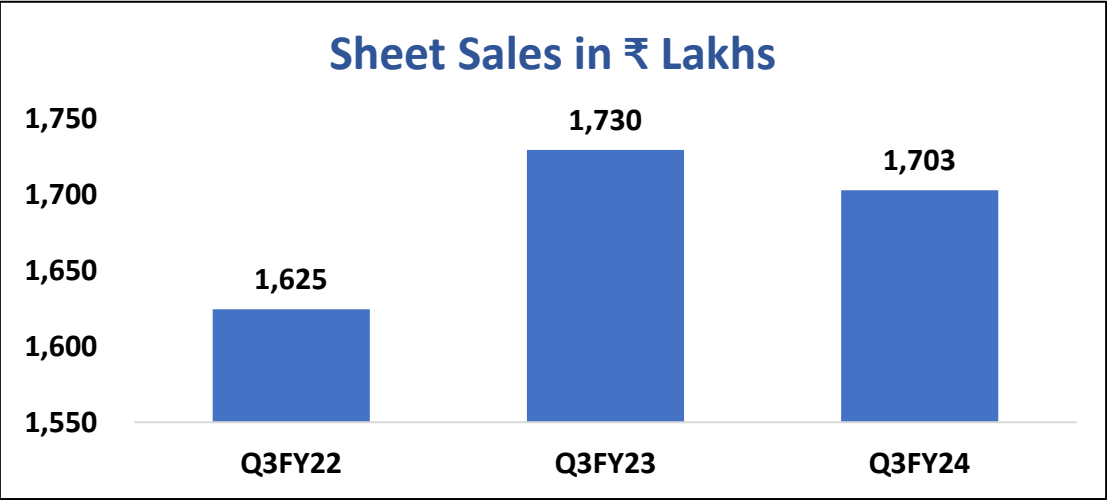
# Production Metrics - Quarterly



# Revenue Profile – 9 Months



# Revenue Profile - Quarterly



# Products



**Barrier Packaging  
Products**

**Rigid Packaging  
Products**

**Plastic Rigid  
Sheets**

**Injection Moulding**



# Our Esteemed Customers





# Business Promotion

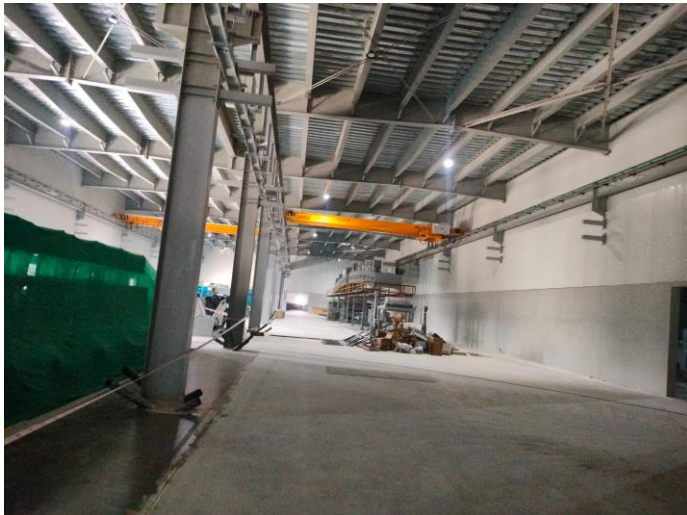


Gulfood, Dubai November 2023





# Olive Ecopak Private Limited





# Financial Performance



## Profit & Loss Statement

(₹ Lakhs)

Fiscals	9MFY24	9MFY23	Y-o-Y	Q3FY24	Q2FY24	Q-o-Q	Q3FY23	Y-o-Y
Revenue from Operations	20,502	18,736	9.42%	6,482	6,750	-3.96%	5,390	20.27%
Operating Profit	4,256	4,037	5.44%	1,482	1,402	5.68%	1,102	34.46%
Operating Profit Margin %	20.76%	21.55%		22.85%	20.77%		20.44%	
EBIDTA	2,735	2,617	4.53%	951	911	4.40%	702	35.50%
EBIDTA Margin %	13.34%	13.97%		14.67%	13.50%		13.02%	
PAT	716	828	-13.45%	275	231	19.44%	105	161.99%
PAT Margin %	3.49%	4.42%		4.25%	3.42%		1.95%	
Earning Per Share (EPS) (₹)	6.23	7.30	-14.71%	2.37	2.01	17.63%	0.92	158.00%

# Financial Performance



## Balance Sheet (₹ Lakhs)

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

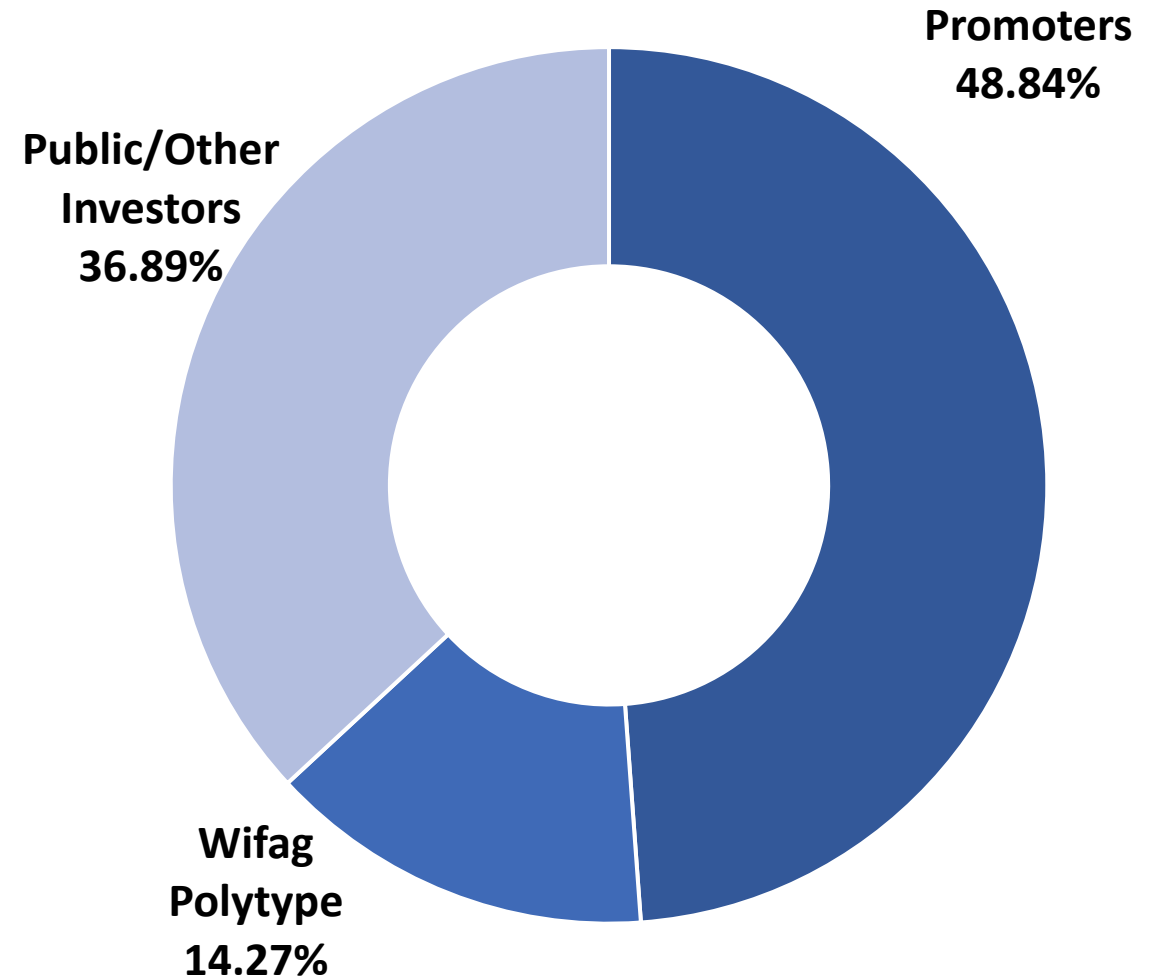
\* Including ROU assets, CWIP & Intangible Assets

# Company's Listing Details

Particulars	As on 29/12/23
Listed On	NSE
Closing Market Price (₹)	208.90
Market Cap (₹ Crores)	255.36
Number of Shares O/s	1,22,24,000
Face Value	₹10
52 Week High/Low	253/139

**Raised ₹22.47 Crores by way of preferential issue of shares/warrants for Capex, Long-term working Capital and general Corporate purpose**

**Shareholding Pattern – 31<sup>st</sup> December 2023**



# Board of Directors

	<b>Mr. Ramswaroop Thard</b> <b>Chairman &amp; Managing Director</b>	<ul style="list-style-type: none"><li>▪ Bachelors of Engineering, Pune University having experience of 28+ years in plastic industry</li><li>▪ Plays pivotal role in growth planning, business development, sales, administration &amp; finance</li><li>▪ Also, the founding member of Thermoforming and Allied Industries Association</li></ul>
	<b>Mr. Naresh Thard</b> <b>Joint Managing Director</b>	<ul style="list-style-type: none"><li>▪ Experience of 26+ years in plastic industry with strong technical strength in packaging domain</li><li>▪ Instrumental in growth of the Company since inception</li></ul>
	<b>Mr. Anand Rungta</b> <b>Whole-time Director</b>	<ul style="list-style-type: none"><li>▪ Bachelors of Commerce with experience of 10+ years in manufacturing, trading, import and export, textile, transportation, commission agency of plastic items and other products</li><li>▪ Leads distribution vertical of the Company in domestic market</li></ul>
	<b>Mr. Praveen Bhatia</b> <b>Independent Director</b>	<ul style="list-style-type: none"><li>▪ Chartered Accountant with experience of 28+ years in issue management, merger &amp; amalgamations, foreign collaborations, project consultation, loan syndication, audit, taxation and investment advisory</li></ul>
	<b>Mr. Rajesh Murarka</b> <b>Independent Director</b>	<ul style="list-style-type: none"><li>▪ Chartered Accountant with experience of 27+ years</li><li>▪ Handled debt syndication, debt structuring/ re-structuring and debt advisory services</li></ul>
	<b>Ms. Yashvi Shah</b> <b>Independent Director</b>	<ul style="list-style-type: none"><li>▪ CS, LLB; Associated with projects in private equity investments, rights issue and other Corporate Legal Advisory matters.</li><li>▪ Brings more than 6 years of experience in handling legal and secretarial matters.</li></ul>

# 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



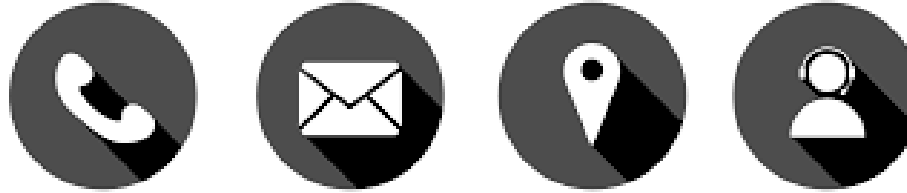
## Mr. V Balaji, Technical Advisor

- 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 21 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  
5th Floor, Road No. 22,  
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

Email: [info@rajshreepolypack.com](mailto:info@rajshreepolypack.com) ,  
[marketing@rajshreepolypack.com](mailto:marketing@rajshreepolypack.com)

*thank  
you*