



# **RAJSHREE POLYPACK LIMITED**

**(NSE : RPPL)**

**Investor Presentation Q4 and FY24**

## 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 including In-mould labelling**
- **Entered into Paper Packaging products for Food service Industry with a Joint Venture**

### Financial Snapshot

(₹ crores)				
Fiscals	2024	2023	2022	2021
Revenue from Operations	274.39	252.19	198.56	127.07
EBITDA	36.71	35.49	26.99	20.89
<i>EBITDA Mgn</i>	13.38%	14.07%	13.59%	16.44%
PAT	9.19	10.95	9.55	8.88
<i>PAT Mgn</i>	3.35%	4.34%	4.81%	6.99%

### Installed Capacity

Fiscals	23-24	22-23	21-22	20-21
Extrusion (in MT)	20,000	18,200	14,700	10,200
Thermoforming (in MT)	9,270	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***

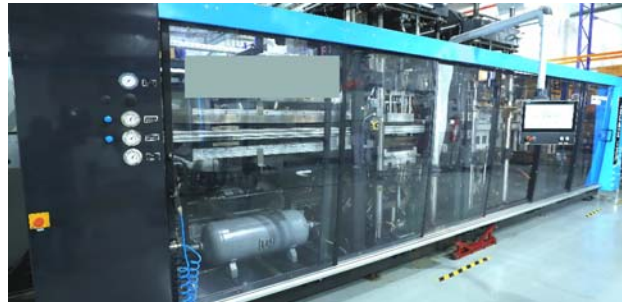
# Manufacturing Capabilities



## EXTRUSION



## THERMOFORMING



## PRINTING



## SLEEVING



## INJECTION MOULDING

(Under Toll Manufacturing Agreement)

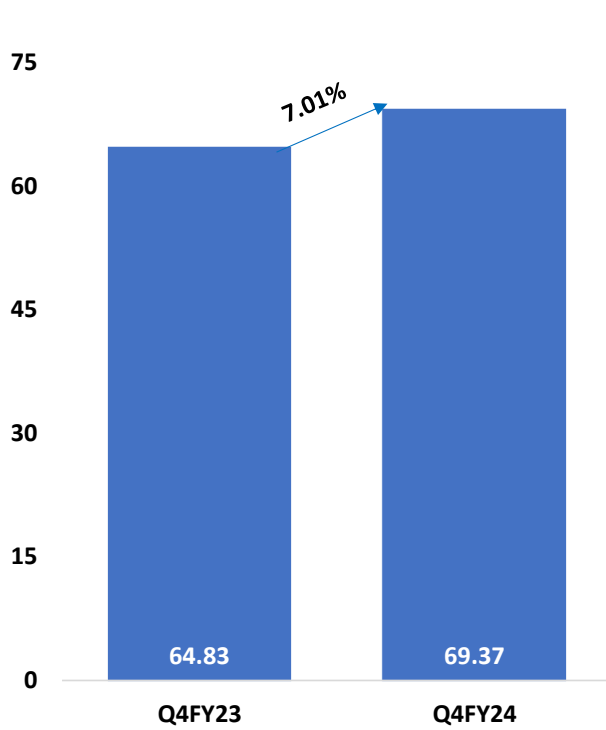
*All the core production activities under one roof leading to efficient deliveries and quick Turn Around Time.*

# Performance Comparison

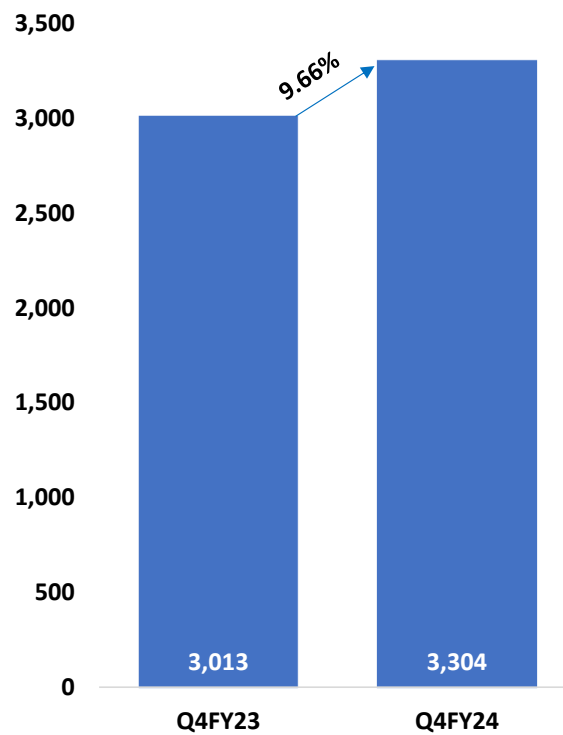


## Quarterly Performance Y-o-Y Basis

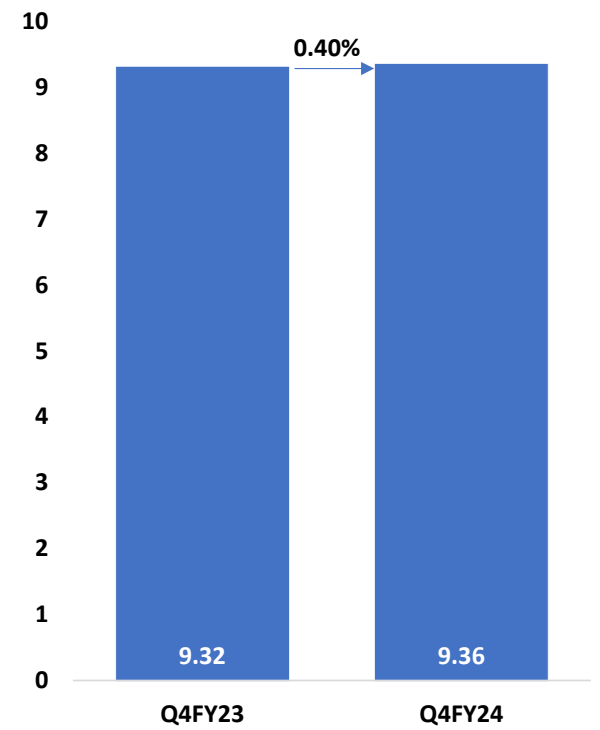
### Sales in Value (₹ crores)



### Sales in Volume (MT)



### EBIDTA (₹ crores)

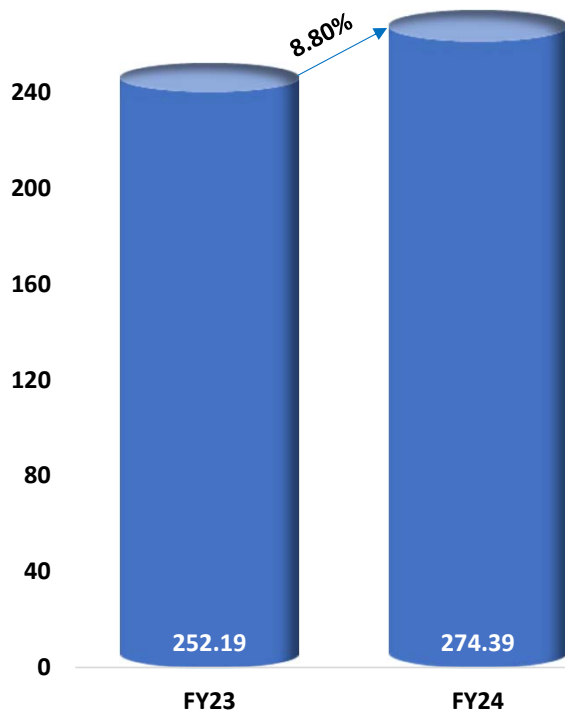


# Performance Comparison

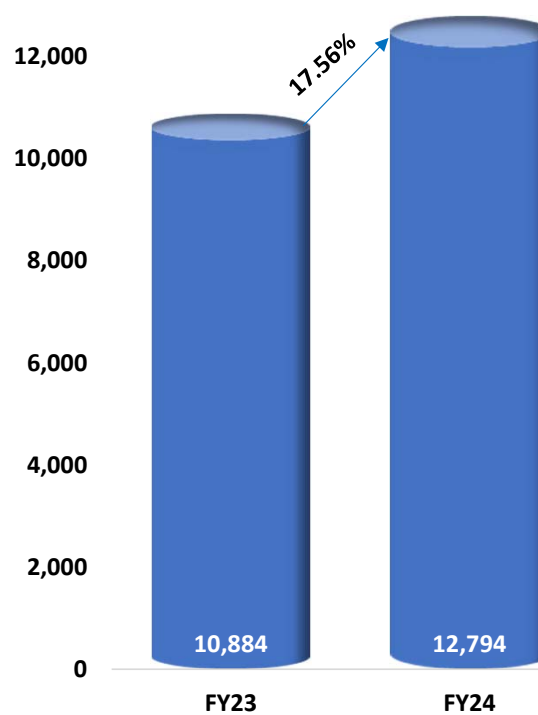


## FY24 Performance Y-o-Y Basis

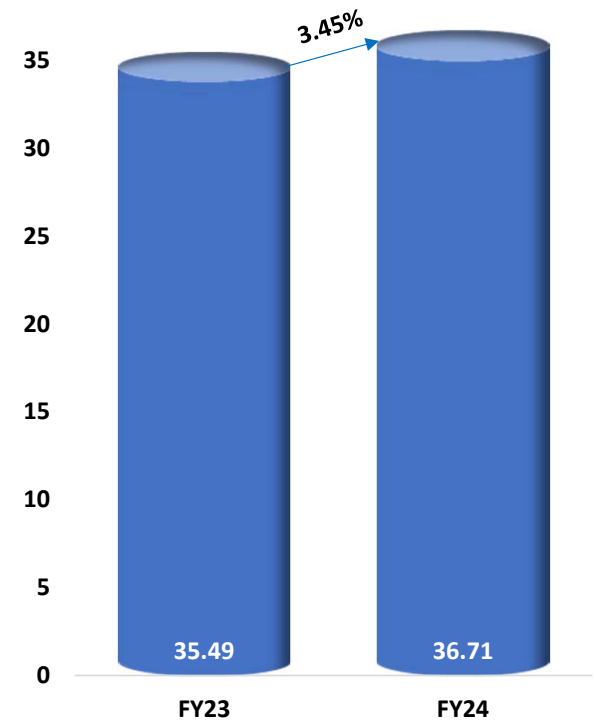
### Sales in Value (₹ crores)



### Sales in Volume (MT)



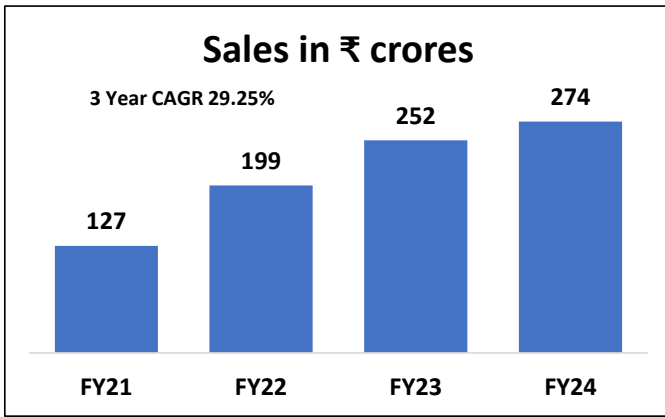
### EBIDTA (₹ crores)



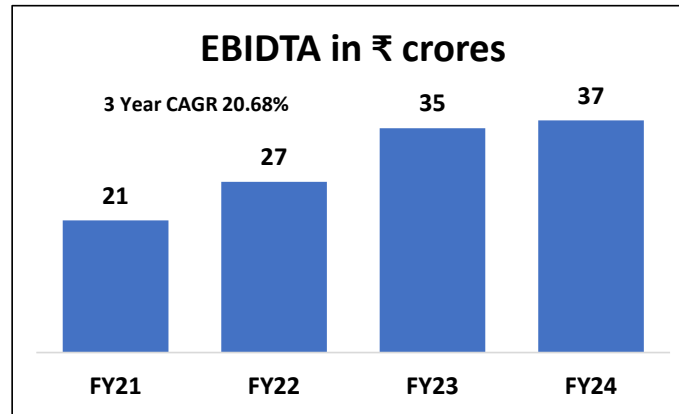
# Key Financial Indicators



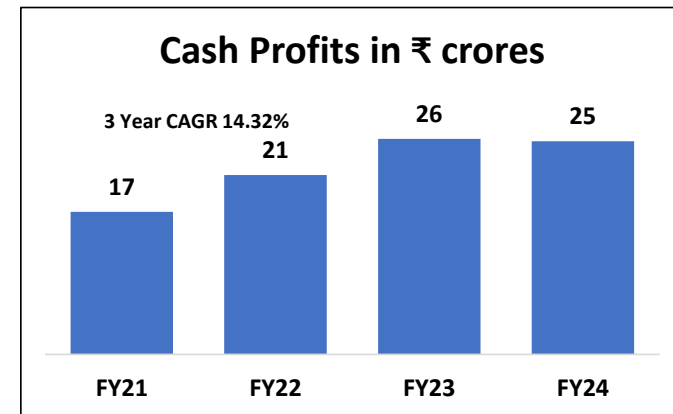
## Stable Growth in Revenue over the years



## Stable Growth in EBIDTA over the years



## Stable Growth in Cash Profits over the years





# Management Commentary



1

## Business

- ✓ Overall volume sales grew by ~18% over previous year; however, with contraction of ~10% in material prices, net value growth remained at ~9%.
- ✓ Export business at ₹42 Cr i.e. more than 15% of the turnover for FY24 as against ~5% for earlier years. Expected to grow further during the year.
- ✓ Creating visibility in global markets with participation in various global exhibitions with significant positive response
- ✓ Presently exporting to 13 countries (as against 9 previous year) with major business coming from Southeast Asia and Middle East
- ✓ Majority export business coming from large scale global distributors who are ready to procure more
- ✓ In process of finalizing export contract with one large global distributor
- ✓ On domestic front, share of distributors in domestic sales has increased from 12.43% in FY23 to 16.26% in FY24; supplying products to almost every state.
- ✓ Secured first institutional customer in injection moulding technology.

2

## New Developments

- ✓ Got land allotment in Odisha for setting up another manufacturing facility to cater to nearby food manufacturers. In process of obtaining statutory approvals for setting up the plant.
- ✓ Developed 40+ new products during the year.
- ✓ Added 150 new customers during the year including international customers.
- ✓ Added In-mould Labelling (IML) capabilities to injection moulding machines.

3

## Other Updates

### Capital

- ✓ Issue of Bonus shares completed and allotted in the ratio of 2:1.

### Olive Ecopak

- ✓ Commercial Production commenced in March 2024 with initial installed capacity of 15,000 MTPA.
- ✓ Total investment of ₹25.31 Crores by RPPL till date

## Rajshree's Milestones of FY24



**40+**

**New Products added in FY24**

**150+**

**No. of customers added in FY24**

**750+**

**Customers served in FY24**

**13**

**Countries served**

**30**

**States & UT served**

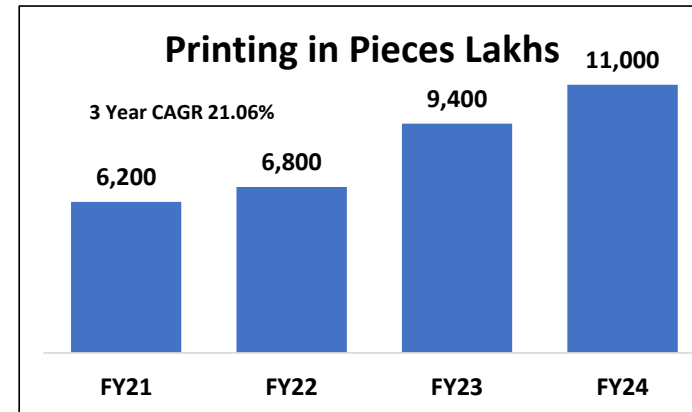
**580+**

**Employee Strength**

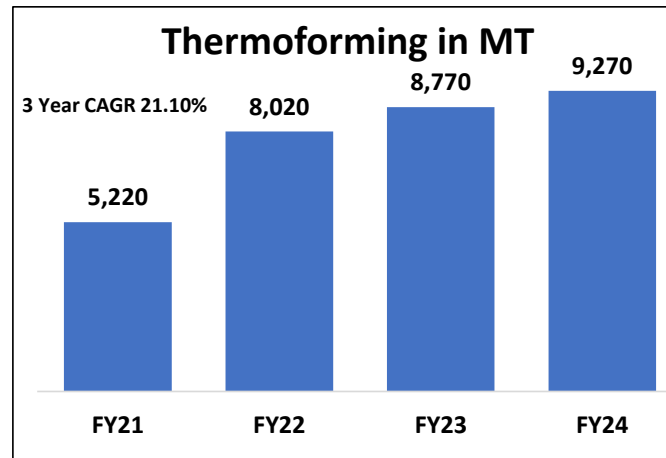
# Capacity Snapshot



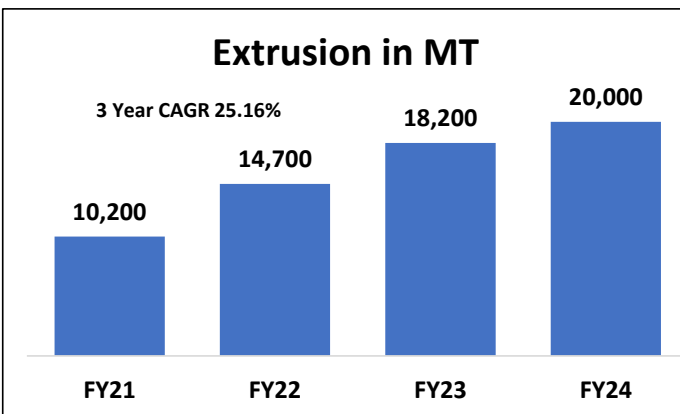
Printing Capacity over the years



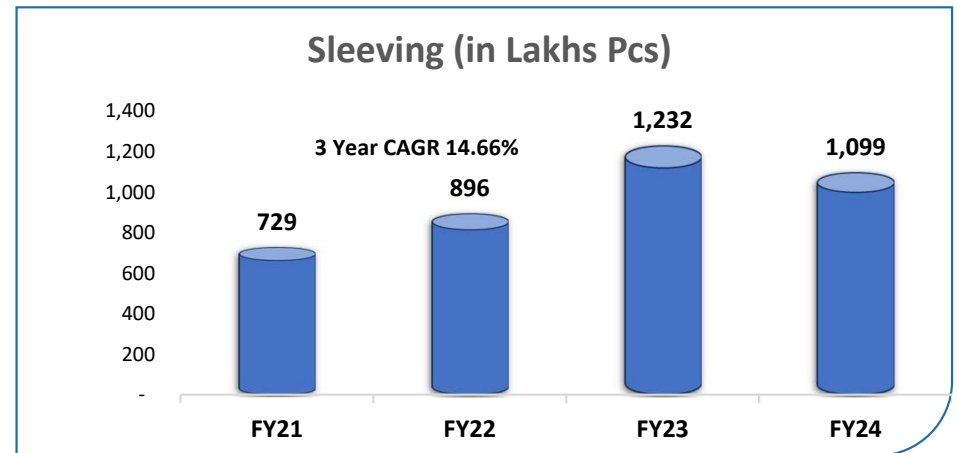
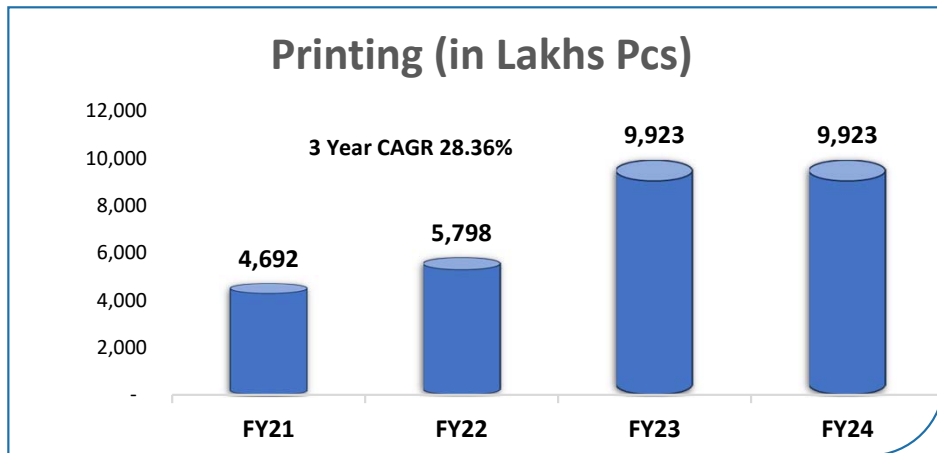
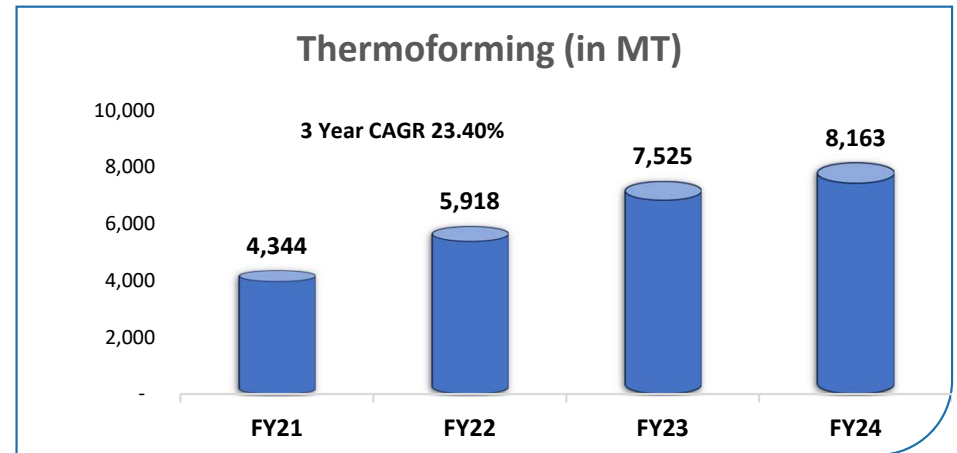
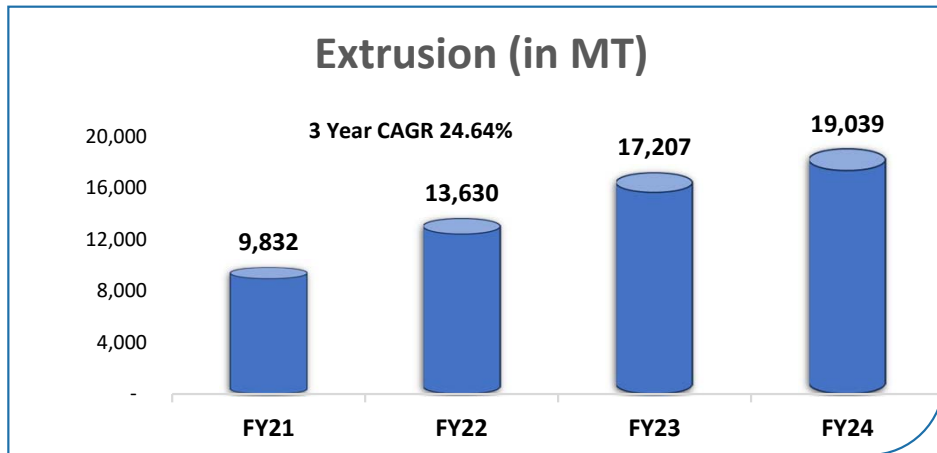
Thermoforming Capacity over the years



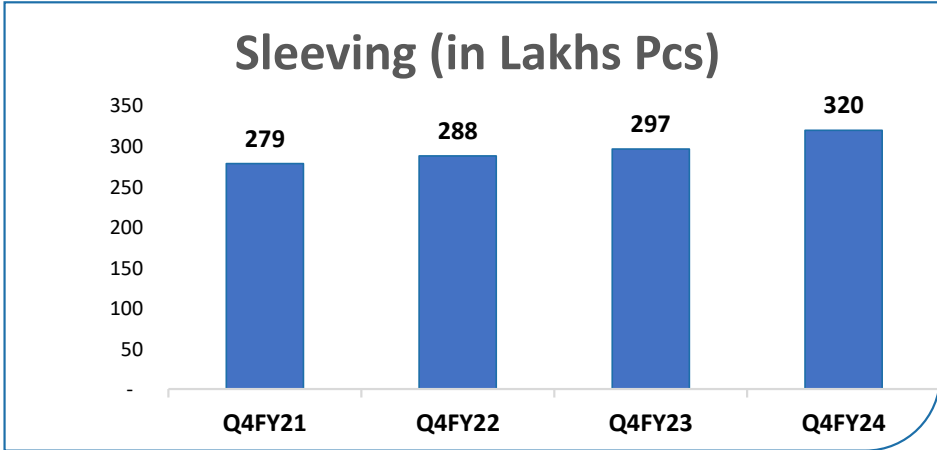
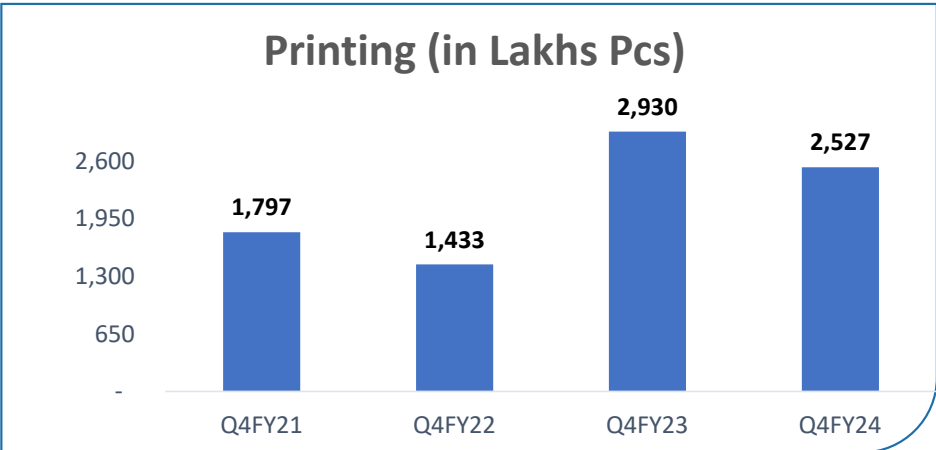
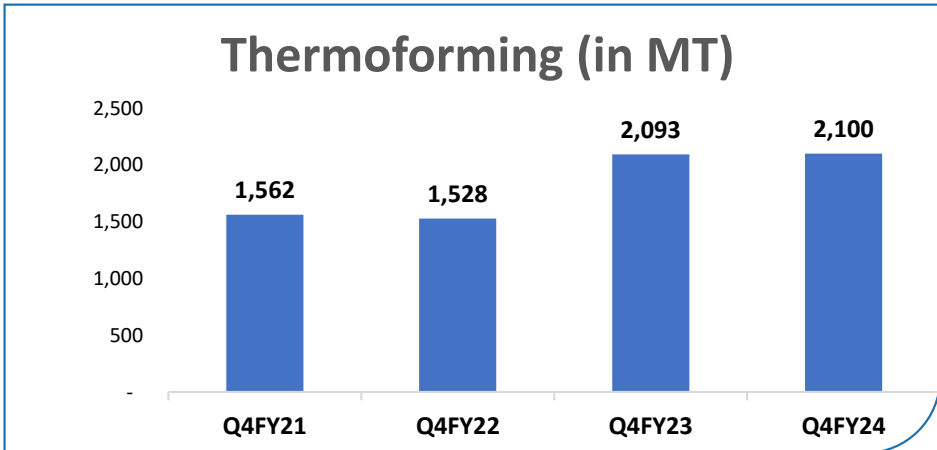
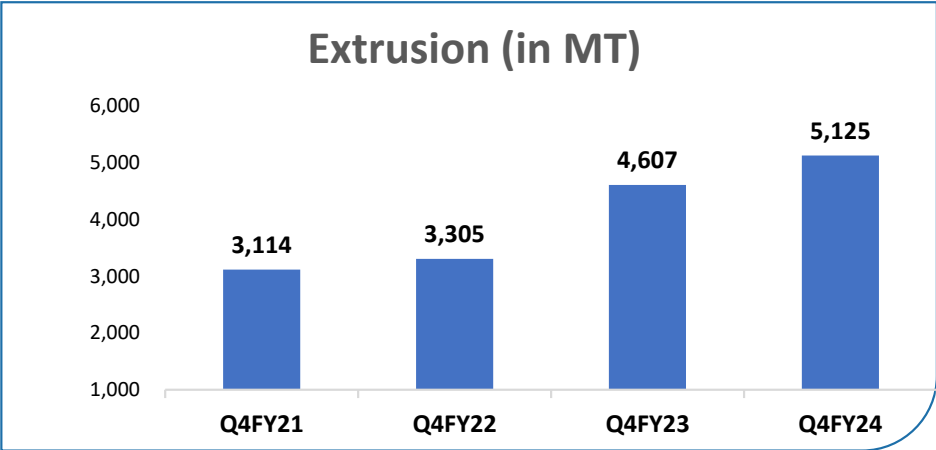
Extrusion Capacity over the years



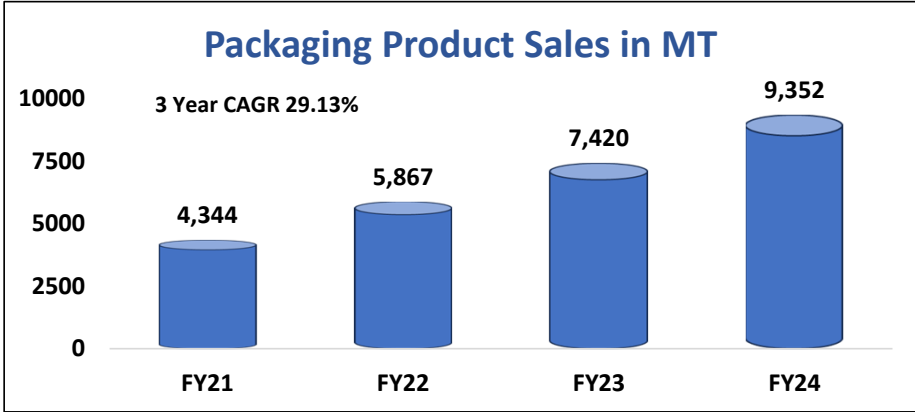
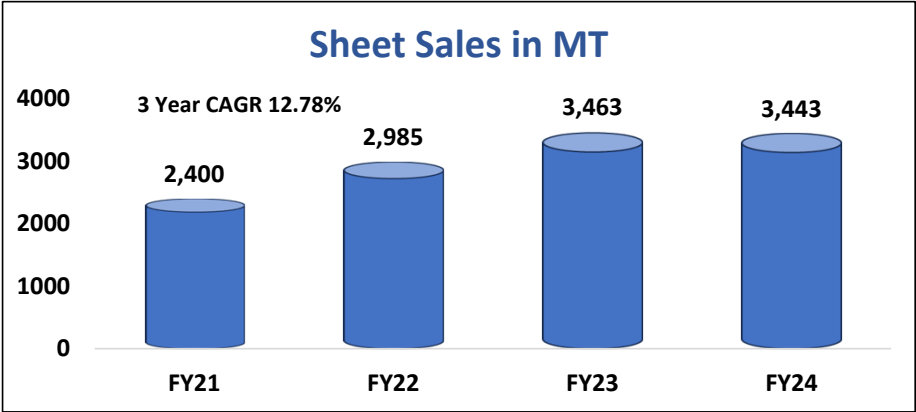
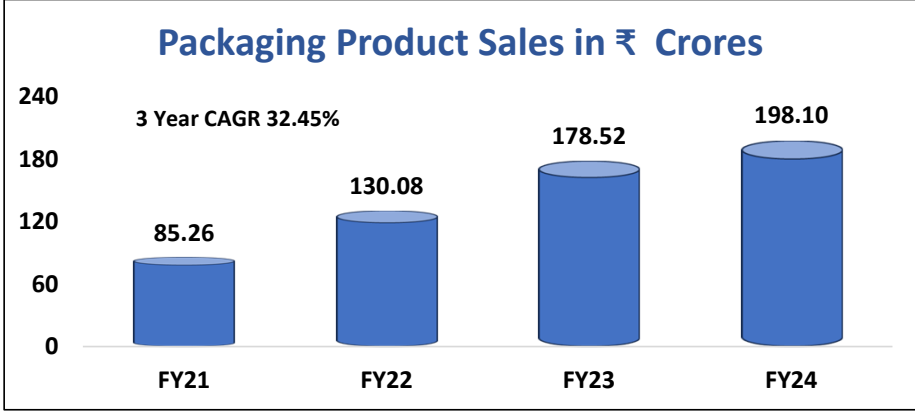
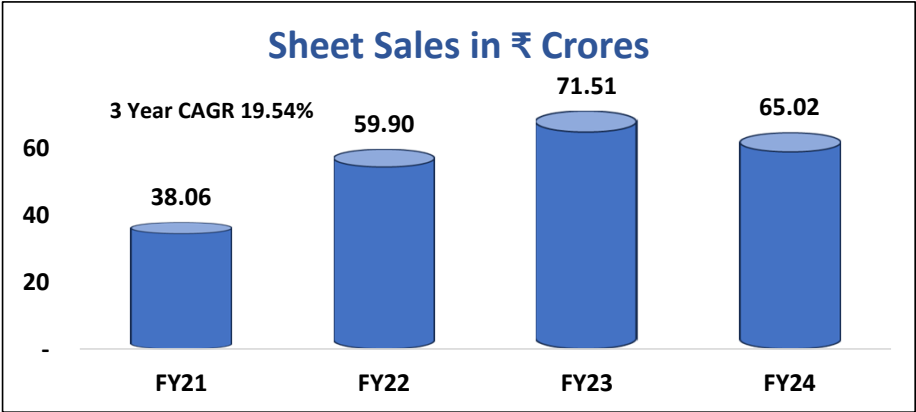
# Production Metrics



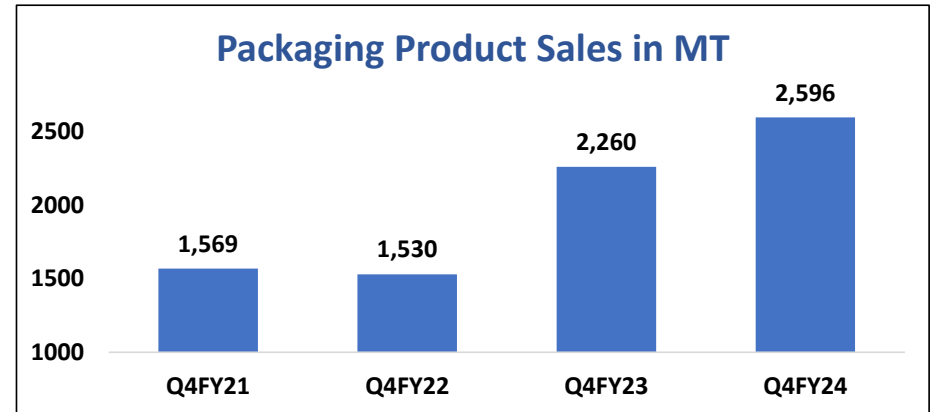
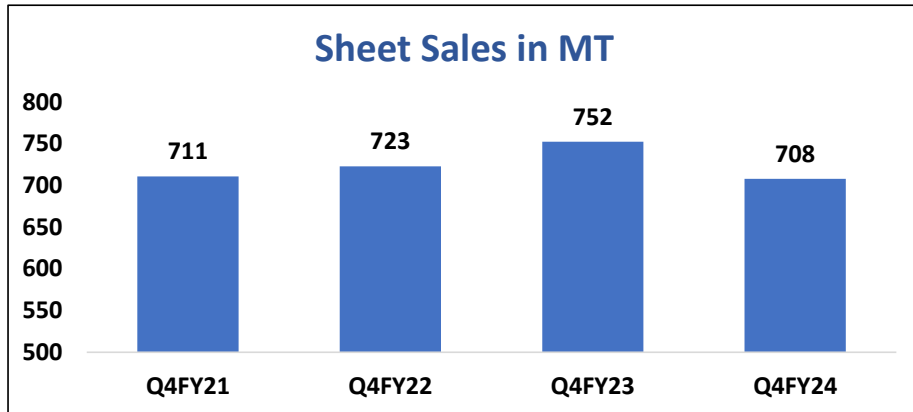
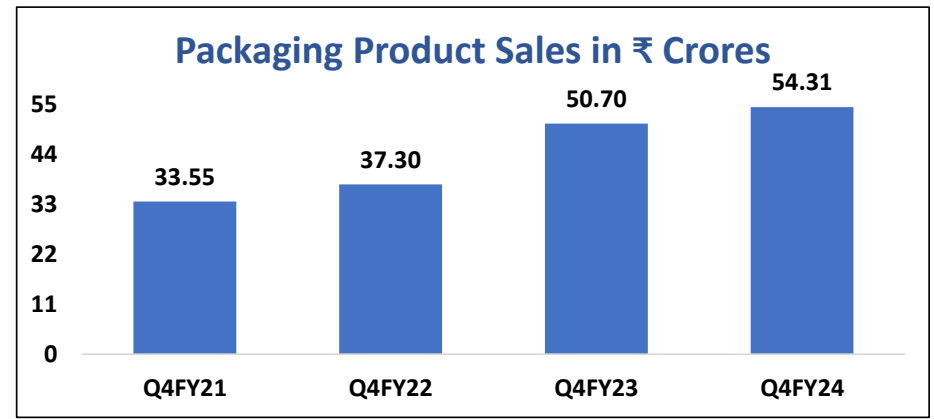
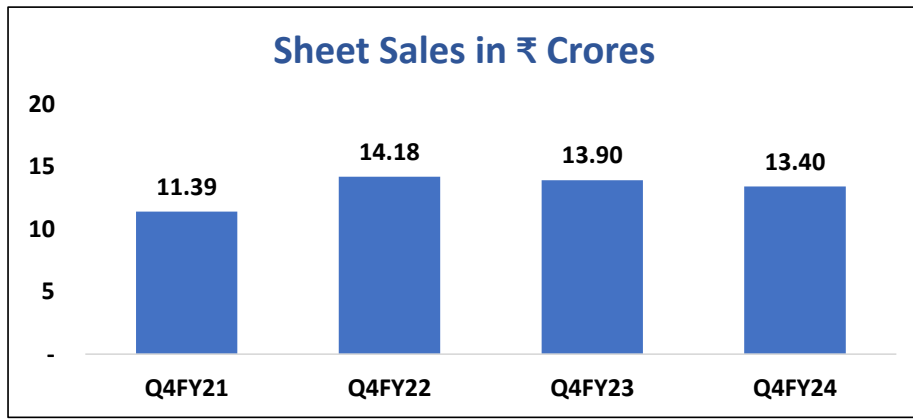
# Production Metrics - Quarterly



# Revenue Profile



## Revenue Profile - Quarterly



# Products



**Barrier Packaging Products**

**Rigid Packaging Products**

**Plastic Rigid Sheets**

**Injection Moulding**



# Our Esteemed Customers



## Business Promotion



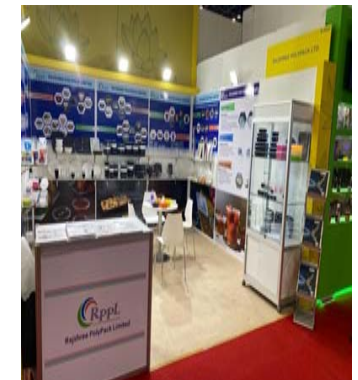
**National Restaurant Show at  
Chicago, USA  
May 2023**



**Packex, Mumbai September  
2023**



**Gulfood, Dubai  
November 2023**



# Business Promotion



### Indus Food January 2024



### Dairy Expo March 2024



### AAHAR, Delhi, February 2024



# Olive Ecopak Private Limited



## Financial Performance



### Profit & Loss Statement

(₹ crores)

Fiscals	Q4FY24	Q4FY23	Y-o-Y	FY24	FY23	Y-o-Y
Revenue from Operations	69.37	64.83	7.01%	274.39	252.19	8.80%
Operating Profit	14.37	14.04	2.36%	56.94	54.41	4.64%
Operating Profit Margin %	20.72%	21.66%		20.75%	21.58%	
EBIDTA	9.36	9.32	0.40%	36.71	35.49	3.45%
EBIDTA Margin %	13.49%	14.38%		13.38%	14.07%	
PAT	2.03	2.67	-24.06%	9.19	10.95	-16.04%
PAT Margin %	2.93%	4.12%		3.35%	4.34%	
Earning Per Share (EPS) (₹)	0.65	0.75	-13.69%	2.63	3.17	-17.15%

## Financial Performance



### Balance Sheet (₹ Crores)

Particulars	FY24	FY23	FY22
Shareholders' Funds	154.40	130.29	115.75
Long Term Borrowings	15.13	20.26	12.47
Short Term Borrowings	58.33	53.68	25.92
Fixed Assets*	122.54	125.68	106.91
Other Non-Current Liabilities	16.18	16.14	14.59
Other Non-current Assets	35.75	12.94	5.55
Current Liabilities	95.91	96.48	49.35
Current Assets	123.34	124.54	79.70
Working Capital	27.43	28.07	30.34

Fiscals	FY24	FY23	FY22
Debtors Turnover (Days)	54.33	58.88	53.53
Creditors Turnover (Days)	31.71	43.12	39.21
Fixed Assets To Turnover (X)	2.48	2.25	2.12
Inventory Turnover (Days)	155.05	155.23	121.26
Debt Equity Ratio	0.48	0.57	0.33
Debt EBITDA Ratio	2.00	2.08	1.42
Debt Service Coverage	2.76	3.83	3.71
Interest Coverage Ratio	2.53	3.08	5.14
Operational Working Capital (₹ Lakhs)	9,729	8,577	5,561

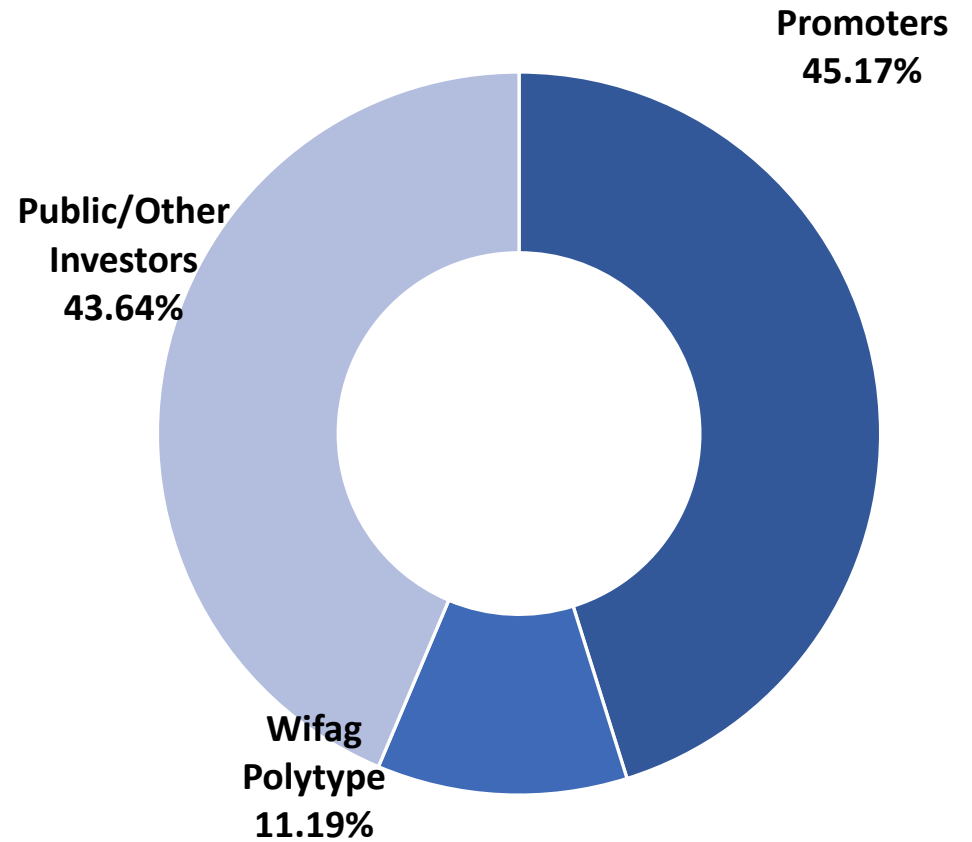
\* Including ROU assets, CWIP & Intangible Assets

## Company's Listing Details



Particulars	As on 28/03/24
Listed On	NSE
Closing Market Price (₹)	81.65
Market Cap (₹ Crores)	280.44
Number of Shares O/s	3,66,52,000
Face Value	₹10
52 Week High/Low	96.67*/76.90

## Shareholding Pattern – 31<sup>st</sup> March 2024



\*Adjusted for bonus

# 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  
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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

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

*thank  
you*