Rajshree Polypack Ltd.

(Formerly Known as Rajshree Polypack Pvt. Ltd.)

MFG of Plastic Rigid Sheets & Thermoformed Packaging Products

Regd Office.: Unit No.503-504, Lodha Supremus, Road No. 22, Near New Passport Office, Wagle Estate, Thane (W) - 400604. India.

☎ Tel. No.: + 91-22 25818200 Fax No.: +91-22-25818250 CIN :U25209MH2011PLC223089

June 6, 2019

To,
Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot No. C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400051

Symbol:- RPPL

Dear Sir/Madam,

Sub: Conference call with Investors/Analysts.

This is in furtherance to our intimation dated June 3, 2019 under Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, regarding conference call with investors/ analysts to discuss the financial results for the half year and financial year ended 31st March, 2019.

We wish to inform that the Company today organized a conference call with following investors/analysts:

Sr. No	Name of the Investors
1.	Unifi Capital Private Limited
2.	AUM Fund Advisors Private Limited
3.	Abacus Asset Management Company Limited
4.	Mr. Deepak Saini
5.	Mr. Aditya Shah

A copy of Investor Presentation is enclosed herewith for your information and the same is also available on the website of the Company (www.rajshreepolypack.com).

Kindly take the same on record and oblige.

FOR RAJSHREE POLYPACK LIMITED

Mitali Rajendra Shah
Company Secretary & Compliance Officer

RAJSHREE POLYPACK LIMITED Authorised

Place: Thane

Encl: A/a

RAJSHREE POLYPACK LIMITED

Investor Presentation 2019

SAFE HARBOR

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.

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Company Overview

Business Overview

With more than a decade of experience in operating in plastic packaging products industry, we are one of the leaders in manufacturing of rigid plastic sheets and thermoformed packaging products to the industry segment we cater to.

- Started our business in the year 2004, presently we are operating out of 3 manufacturing facilities in Daman
- Our manufacturing facilities at Daman are equipped with state of the art machinery with annual extrusion capacity of over 10,000 MT and thermoforming capacity of 4,320 MT with more than 100 products
- We manufacture customized thermoformed packaging products which are tailored to client's requirements
- Our products range from yoghurt & ice cream containers to food packing, coffee cups, bakery products and confectioneries packaging, beverage cups & containers, generic bowls, punnets & trays for fruits and vegetable packing, lids etc.
- We strive to ensure excellent shelf visibility with various decorations/design options like printing and sleeving.
- We also produce rigid plastic sheets of PP/APET/GPET, HIPS, which are sold for 'form filled sealed' (FFS) application, for box making & vacuum forming applications.

Financial Snapshot

(Rs. in Lakhs)

Fiscals	2019	2018	2017	2016	2015
Turnover	12,501.37	11,232.73	9,506.03	9,503.14	6,484.38
CAGR (%)	17.83%				
EBITDA	2,116.99	2,119.00	2,145.59	2,010.26	889.58
CAGR (%)	24.20%				
PAT	1,050.93	955.77	826.40	794.13	67.58
CAGR (%)	98.58%				

Installed capacity

Fiscals	2019	2018	2017
Extrusion (in MT)	10,200	10,200	10,200
Thermoforming (in MT)	4,320	4,320	4,320
Printing (pieces in Lakhs)	6,200	5,148	5,148
Sleeving (pieces in Lakhs)	1,275	1,275	825

Products

Our business and products

Packaging is a vital communicator with the customer/consumer, it plays a major role in giving a distinctive look and preserving the flavours and hygiene of the products which also protects the contents

- *Rigid plastic packaging products (along with lids) in various shapes and sizes.*
- *Diversified range of products that cater to the dairy, beverages, FMCG, QSR, retail, pharmaceuticals and the electronics sector*
- *We produce rigid plastic sheets of PP / APET / GPET and HIPS, which are sold for 'form filled sealed' (FFS) application, for box making and for vacuum forming applications*

THERMOFORMED PRODUCTS	PLASTIC RIGID SHEETS
○ Dairy cups/ ice cream cups ○ cups for packaging of juices, beverages & water	High Impact Polystyrene (HIPS)
○ rectangular meal trays/hygiene containers ○ trays for sweets & confectioneries	Polyethylene Terephthalate (PET)
○ barrier trays and containers for shelf life enhancement ○ plates bowls ○ clear cups – PET/PP	Polypropylene (PP)

Financial Analysis

Profit & Loss Statement

(Rs. in Lakhs)

Fiscals	H2FY19	H2FY18	Y-o-Y	H1FY19	H1FY19 vs. H2FY19	FY19	FY18	Y-o-Y
Revenue from operations	5,789.15	5,763.35	*0.45%*	6,712.21	*-13.75%*	12,501.36	11,232.73	*11.29%*
Operating Profit	1,333.64	1,362.71	*-2.13%*	1,498.35	-10.99%	2,832.00	2,753.25	2.86%
Operating Profit Margin %	*23.04%*	*23.64%*		*22.32%*		*22.65%*	*24.51%*	
EBIDTA	1,014.33	1,036.74	*-2.16%*	1,102.65	*-8.01%*	2,116.98	2,119.00	*-0.09%*
EBIDTA Margin %	*17.52%*	*17.99%*		*16.43%*		*16.93%*	*18.86%*	
PAT	542.00	481.69	*12.52%*	508.94	*6.50%*	1,050.93	955.77	*9.96%*
PAT Margin %	*9.36%*	*8.36%*		*7.58%*		*8.41%*	*8.51%*	

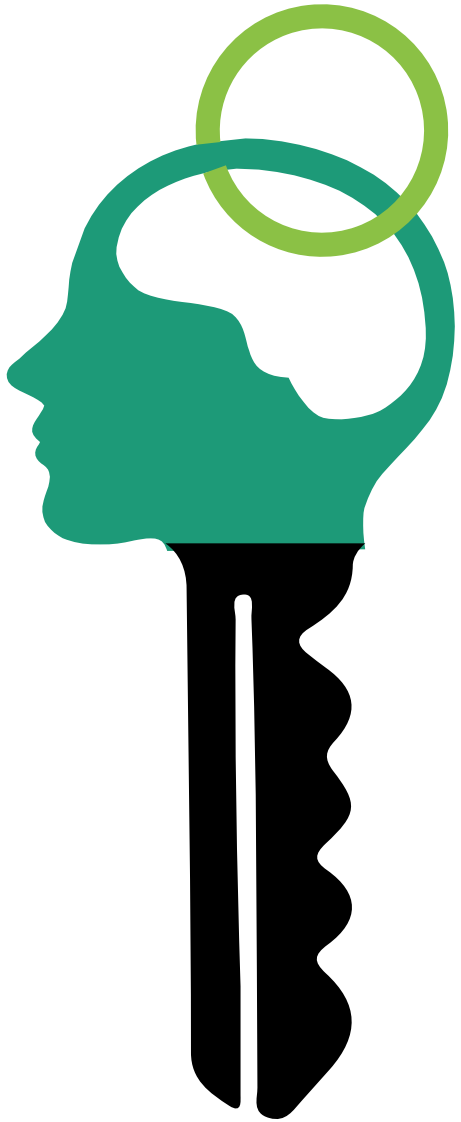
Financial Analysis

Balance Sheet

(Rs. in Lakhs)

Fiscals	FY19	FY18
Share Capital	1,123.40	797.61
Shareholders' Funds	9,186.14	4,698.44
Long-term borrowings	730.81	1,384.88
Short-term borrowing	162.53	101.02
Non-current Liabilities	1,091.87	1,820.60
Fixed Assets	4,454.96	4,462.80
Other Non-current Assets	764.05	395.97
Current Assets	7,195.96	3,703.73
Current Liabilities	2,136.94	2,043.62
Net working capital	5,059.02	1,660.11

Latest Developments



Design & Development

- Developed new ice cream pack for a multi-national confectionary Company
- Developed new pack for another for another multi-national FMCG Company for peanut butter spread

Biodegradable products

- Received approval to PLA Product from CIPET in March 2019 which qualifies us to manufacture biodegradable range of products

Business Development

- Agreement signed with large Indian Corporate for supplies of PP barrier trays

Infrastructural Development

- Placed order for new multi-colour printing machine which is expected to be installed in July 2019
- Installed a 1000 KVA DG set at Unit –II to enhance productivity
- Installed online Vision Camera Inspection System on Extrusion machine to enhance quality of products

Growth Plans

Expansion Project

- New manufacturing facility to focus on manufacturing of multi layer plastic rigid sheets & thermoformed packaging products with latest technology
- Obtained land on long term lease of 16.9 years for constructing & setting up Factory Unit IV
- Received quotations for plant & machineries with estimated cost of Rs. 2,688.09 Lakhs
- Placed order for main Plant & Machinery
- Construction of Building & civil works already begun

(Rs. in Lakhs)

Utilization of Pre IPO and IPO proceeds

Particulars	Estimated cost	Actual cost up to 31st March 2019
Capital Expenditure for Setting up of Factory (Unit IV at Daman)	3,624.04	405.98
General Corporate purpose	64.05	55.40
Issue related expenses	221.44	221.44
Total	**3,909.53**	**682.82**

- Received in-principal approval from Board of Directors for consolidation and modernization of Unit I and Unit III thereby resulting into increasing productivity, cost reduction and improvement in overall turnover and margins
- Received in-principal approval from Board of Directors for procurement of Digital Printing Machine, one of 1st such machines in India, which will help the Company penetrate B2C space with specific value added products

Business Evolution

2003

Incorporated as partnership firm

2004

Commenced commercial operations in Daman with Factory Unit – I

2011

- Converted to Pvt Ltd Co.
- Co-developed packaging for prominent beverage manufacturers

2012

Wifag Polytype Holding AG invested in the Company through its WoS

2013

- Commenced commercial operations in Daman with Factory Unit – II
- Co-developed packaging for one of the major confectionery brands

2016

- Commenced commercial operations in Daman with Factory Unit – III
- Crossed installed capacity of 10,000 MT per annum for sheet extrusion

2017

Converted to Public Limited Company

2018

Shares listed on NSE EMERGE

Factory Units

Factory Unit 1

Survey No. 37/2, Plot No. 32 and 33, Silver Industrial Estate, Village Bhimpore, Daman- 396 210

Factory Unit 2

Plot No. 370/2(3), near PSL, Vapi Road, Village Kachigam, Daman- 396 210

Factory Unit 3

Survey No. 184/1 (39), Panchal Industrial Estate, Village Bhimpore, Daman - 396 210

Factory Unit 4
(under process)

Survey no. 370/2(2), near PSL, Vapi Road, Village Kachigam, Daman- 396 210

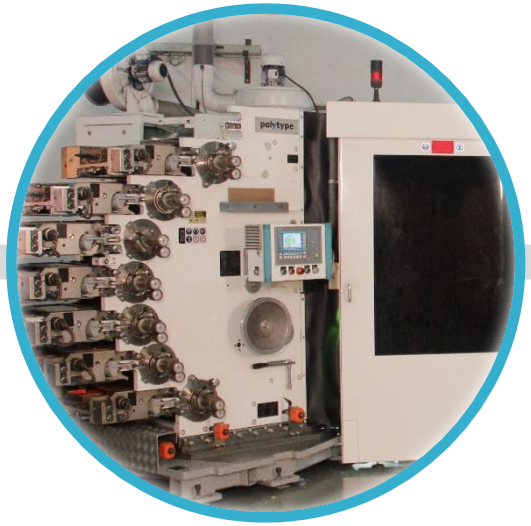
Manufacturing Stages

EXTRUSION

Extrusion is initial and a vital process, since it helps us in producing sheets of various materials, sizes and colours. Our manufacturing facilities are equipped with series of extruders, indigenous & imported. Total extrusion capacity is over 10,000 MT p.a.

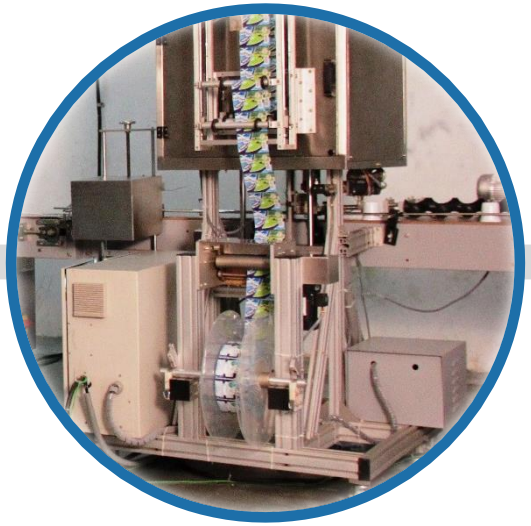
THERMOFORMING

We have series of thermoforming machines indigenous & imported. Our facilities are equipped with moulds that can manufacture products in various shapes and sizes with ability to process PS, PP & PET materials



PRINTING

We are equipped with series of printing machines, indigenous & Swiss, which can print up to 8 colors. Some features of machines include ‘no cup no print system’, auto-loading & auto stacking of cups, pre registered metal based printing plates & temperature controlled ink stations.



SLEEVING

Sleeving technology is used for better aesthetics and for shorter run products. Our sleeving machines are custom designed and are equipped with auto loading of cup, auto sleeve application, auto stacking and counting of cups.

Technology Upgradation

2004

One of the early ones to introduce 6-colour printing in dry offset in Indian market

2009

One of the first ones to introduce fully automated thermoforming machines with German technology

2010

One of the early ones to introduce fully automated 6-colour printing machine in dry offset with Swiss technology in the Indian market

2011

One of the early ones to introduce alternate decoration technology of shrink sleeving on containers

2012

One of the early ones to introduce fully automated 8-colour printing machine in dry offset with Swiss technology in the Indian market

2013

- Introduce high-tech extrusion machines for plastic rigid sheets with an Italian technology
- One of the early ones to have complete integrated solution under one roof
- Extrusion, Forming, Printing, sleeving

2014

One of the early ones to introduce three station fully automated vacuum forming machine with German technology for punnets, trays, hinged containers, lids etc

2016

- One of the early ones introduce fully automated sleeving machine with indigenous
- Technology introduced PP barrier packaging for enhanced shelf life of the food product.

Board of Directors

Mr. Ramswaroop Thard - Promoter, Chairman & MD

- Bachelors degree of Engineering-Pune University having experience of 21 years in plastic industry
- Plays pivotal role in business development, sales, administration & finance

Mr. Naresh Thard – Promoter & Joint MD

- B.com from Mumbai University having experience of 20 years in plastic industry with strong technical strength in packaging domain
- Instrumental in growth of the Company since inception

Mr. Sajjankumar Rungta – Non-Executive Director

- Another Promoter Director of our Company
- Experience of 35 years in textile and transportation industry

Mr. Praveen Bhatia - Non-Executive, Nominee Director

- Chartered Accountant with experience of 24 years in issue management, merger & amalgamations, foreign collaborations, project consultation, loan syndication, audit, taxation, investment advisory

Mr. Alain Berset - Non-Executive, Nominee Director

- Mechanical Engineer from E'ole d'ingénieurs de Fribourg, MBA from Haute Ecole de Gestion de Fribourg & Bern having experience of 21 years

Mrs. Meenakshi Ahuja - Non-Executive, Independent Director

- Experience of 20 years in sales and marketing
- B. Sc. from Delhi University & PGD in Business Analytics from National Productivity Council, Delhi & Diploma in COBOL from NIIT Delhi

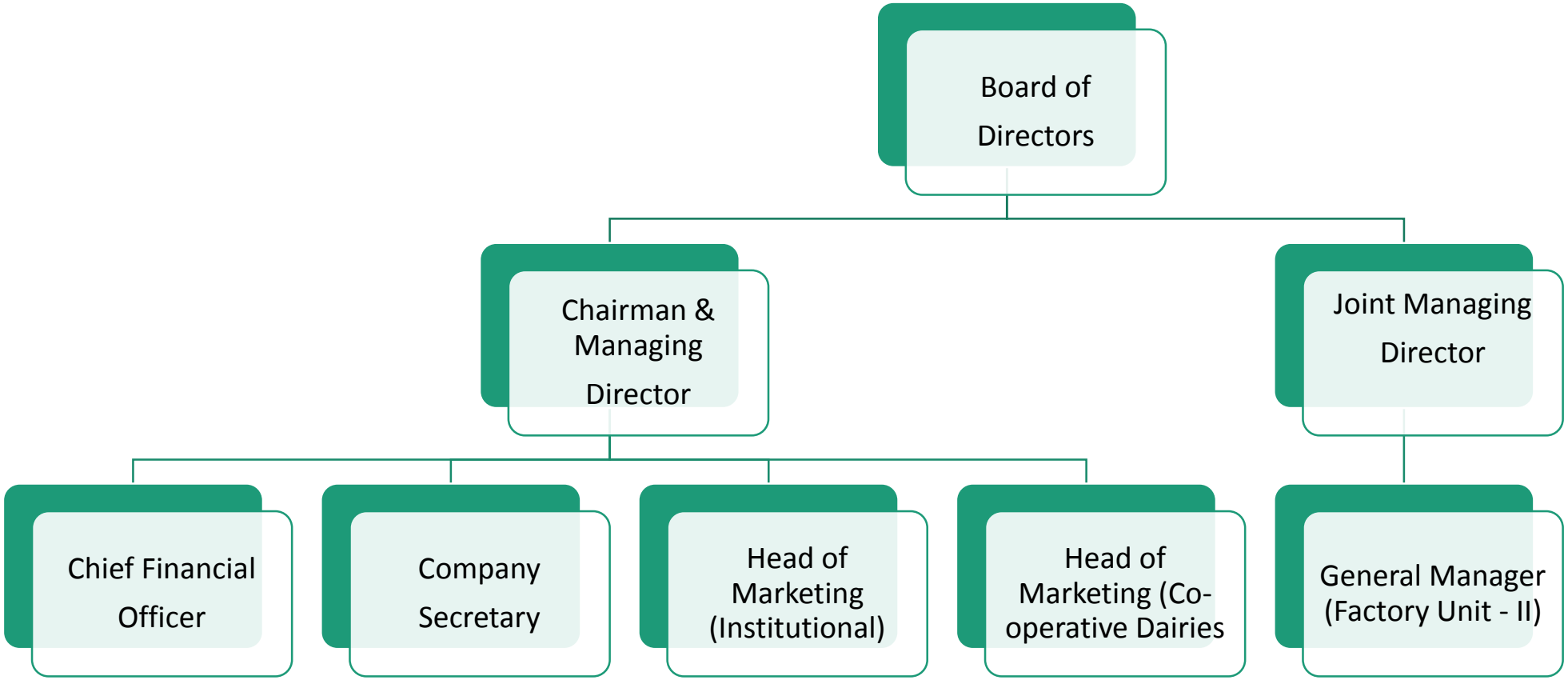
Mr. Rajesh Murarka - Non-Executive, Independent Director

- Chartered Accountant with experience of 21 years in debt syndication, debt structuring/ re-structuring and debt advisory services

Mr. Pradeep Gupta- Non-Executive, Independent Director

- Mechanical Engineer & PGD- Industrial Management, Operations Research having 38 years of experience in Plant Operations, Business & Market Development and Client Relationship Management

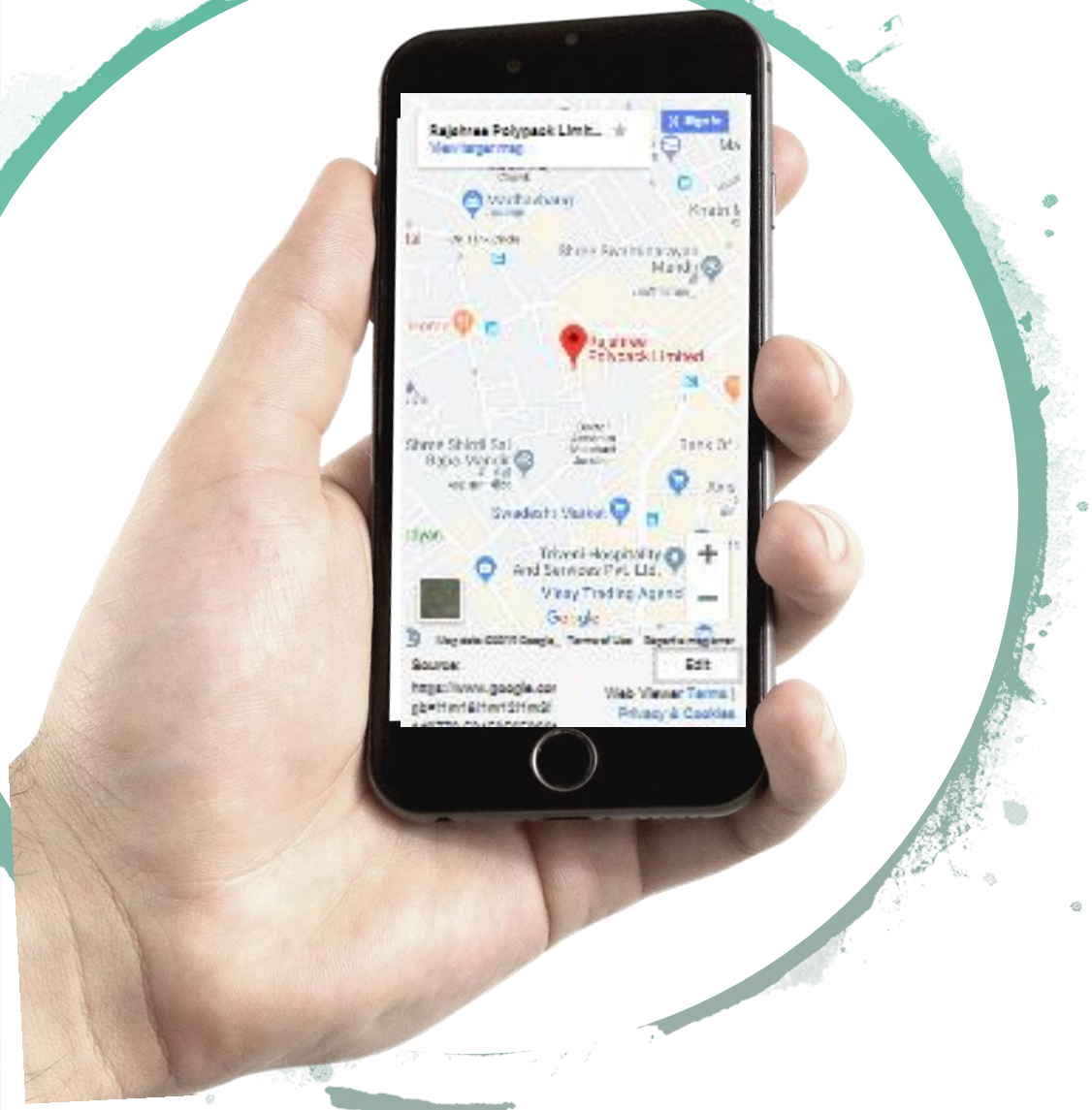
Management Organization Structure



**The in-charge of Factory Unit - I and Factory Unit - III report directly to the Joint Managing Director*

Our Strengths

- Operations out of Daman
- Strong customer relationships with various industry players
- Efficient infrastructure and resources management with strict quality control standards
- Experienced management team
- Consistent track record of organic growth
- Relatively insulated against seasonality
- Co-development of products
- Adaptation to new technologies



Contact Info

Rajshree Polypack Limited

Registered Address:
#503-504, Lodha Supremus, Building No.1
5th Floor, Road No. 22,
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