Rajshree Polypack Limited
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 | Email: info@rajshreepolypack.com
website: www.rajshreepolypack.com | CIN: L25209MH2011PLC223089

Date: August 17, 2023

To,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400051

Symbol: RPPL

Dear Sir/Madam,

Sub: Q1FY24 Result Presentation

Please find enclosed herewith a copy of the presentation with respect to the Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2023.

Thanking you,

FOR RAJSHREE POLYPACK LIMITED

MITALI RAJENDRA SHAH
Digitally signed by MITALI RAJENDRA SHAH
Date: 2023.08.17 22:20:33 +05'30'

RAJSHREE POLYPACK LIMITED
Authorised

Mitali Rajendra Shah
(Company Secretary & Compliance Officer)
Mem No:A48917
Place: Thane
Encl:- a/a

RAJSHREE POLYPACK LIMITED

(NSE : RPPL)

Investor Presentation Q1FY24

Email: info@rajshreepolypack.com

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

(₹ Lakhs)

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)	8,400	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

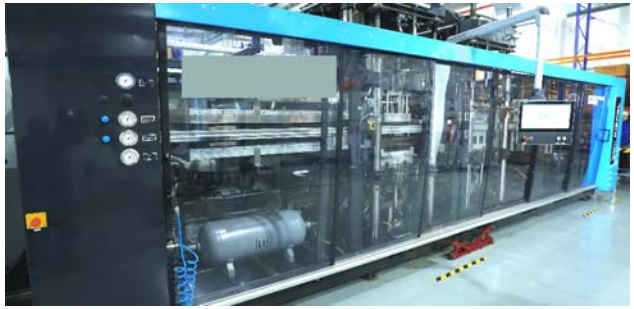
- Strategically Located at Daman and Sarigam
- Strong customer relationships with various industry players
- Efficient infrastructure and resources management with strict quality control standards
- Efficient Working capital management
- Experienced management team
- Consistent track record of organic 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.

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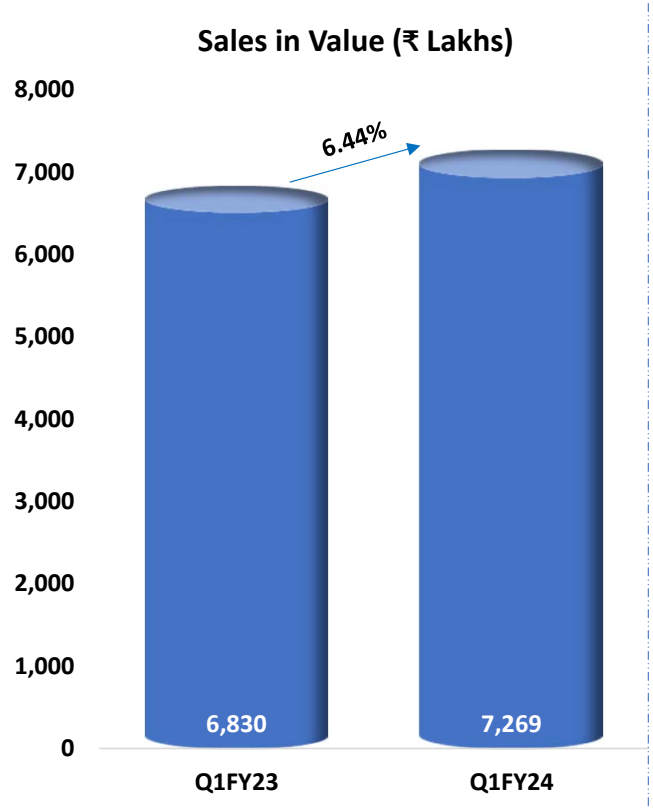
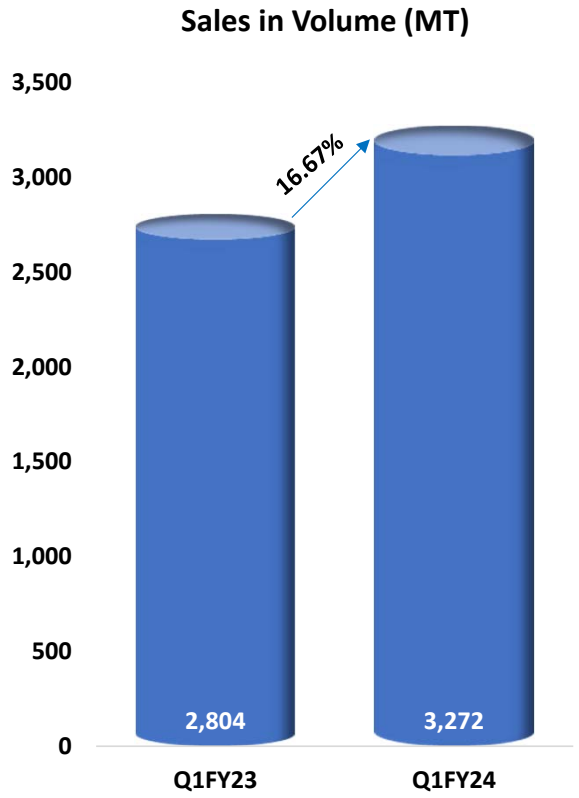
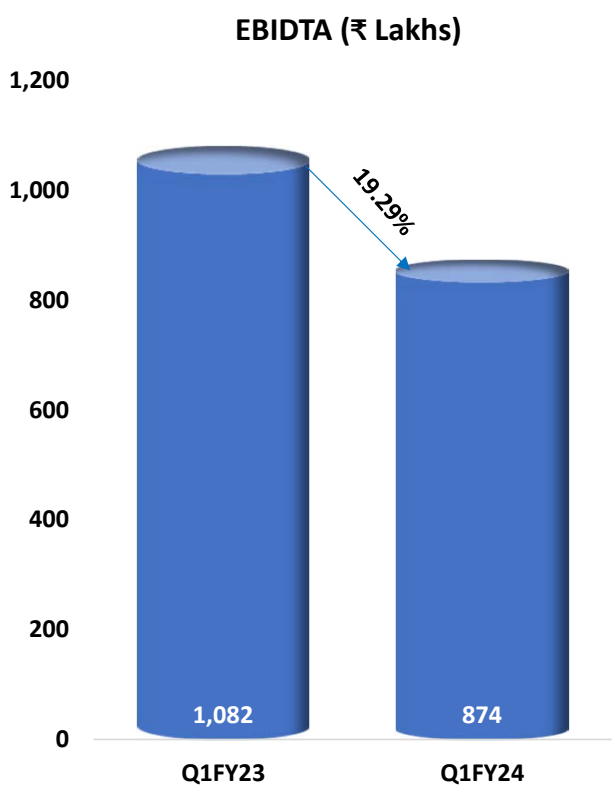
Performance Comparison

Quarterly Performance Y-o-Y Basis







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

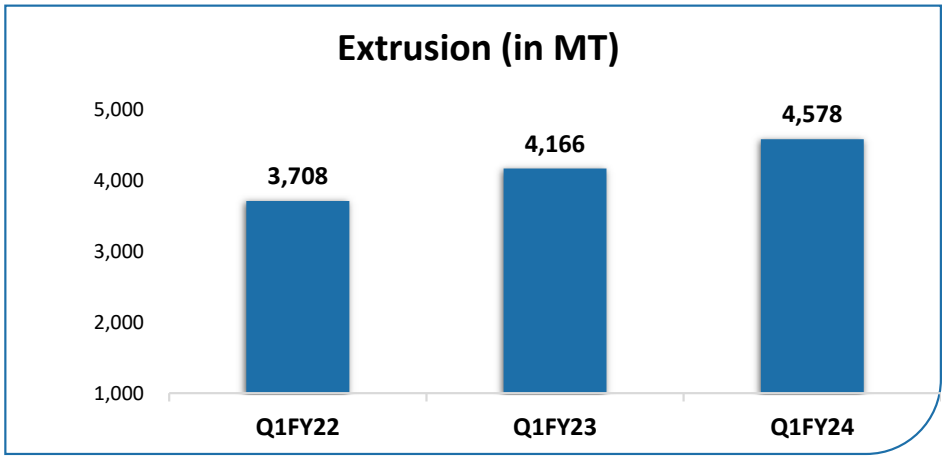
- ✓ Participated in National Restaurant Show at Chicago, USA with encouraging response.
- ✓ Started Exports to South Africa; Total number of countries being served now 10.
- ✓ Company's export revenue quadrupled on Y-o-Y basis.

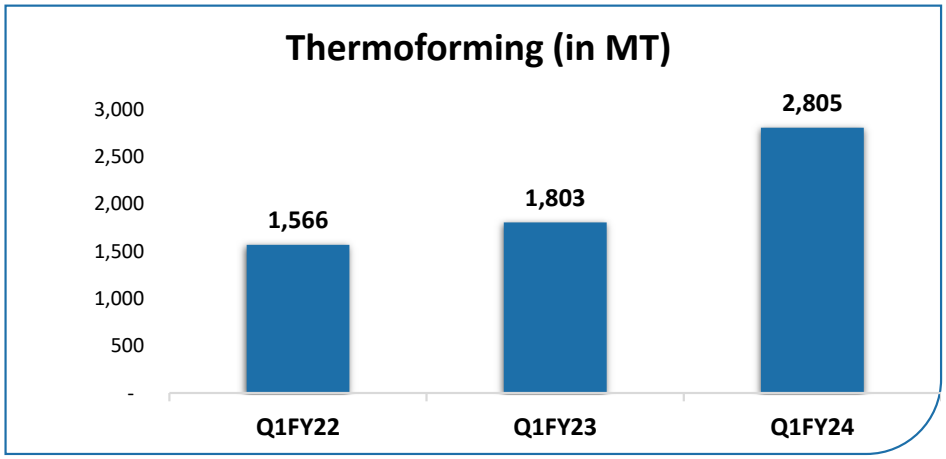
4

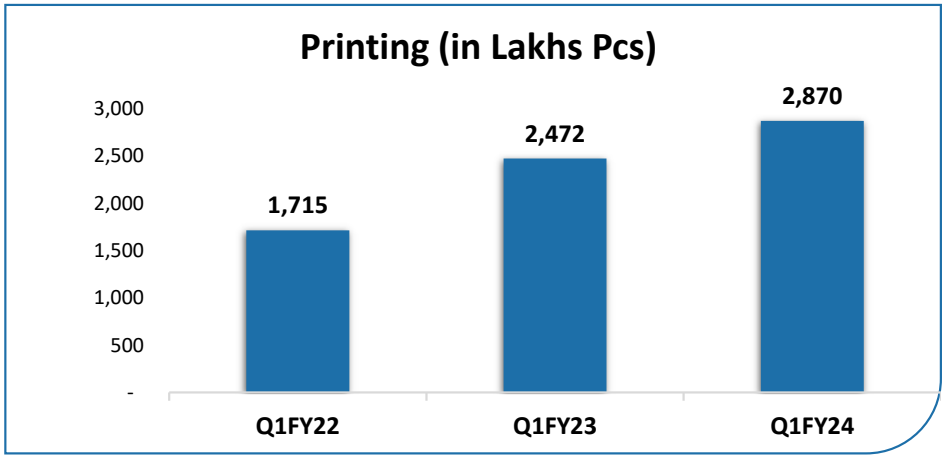
Olive Ecopak

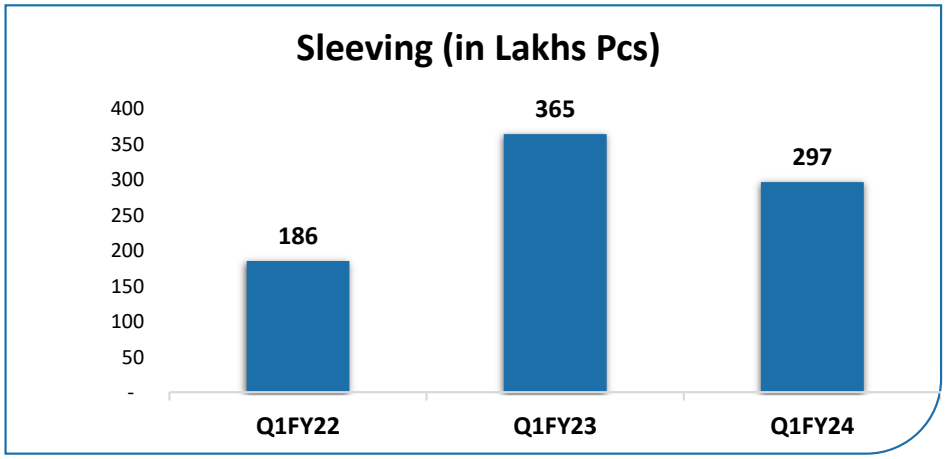
- ✓ Further investment in Olive Ecopak of ₹ 7 Crore leading to total investment of ₹ 16 Crores.
- ✓ Construction on schedule; orders for various machines already placed with advance payments made to suppliers.
- ✓ Achieved financial closure of the Project with 1st disbursement from lenders

Production and Efficiency Metrics



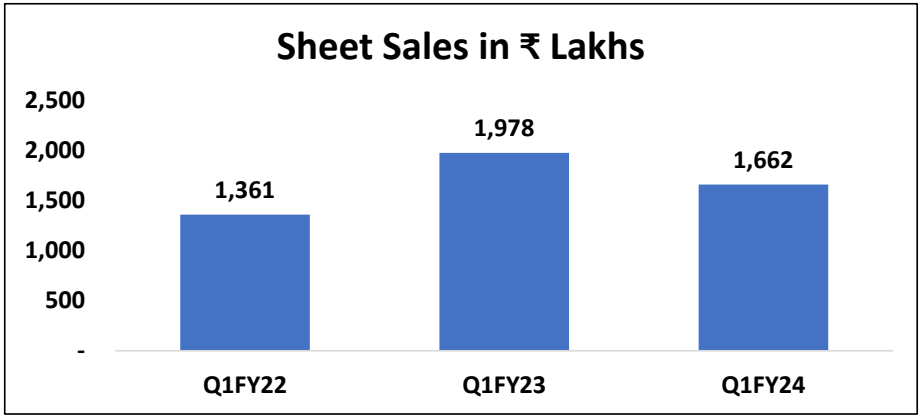




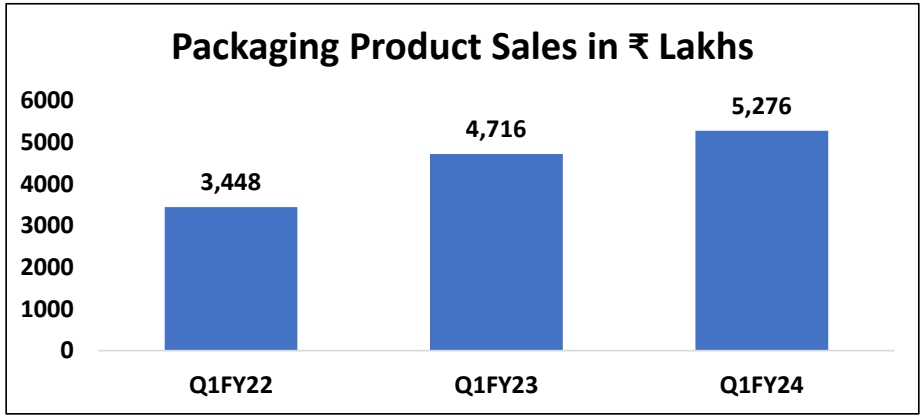


Product Revenue Profile

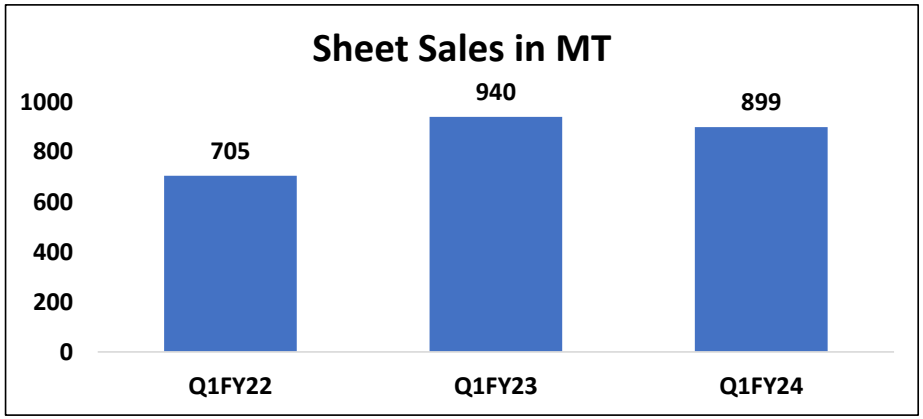
Quarterly Performance on a Y-o-Y Basis



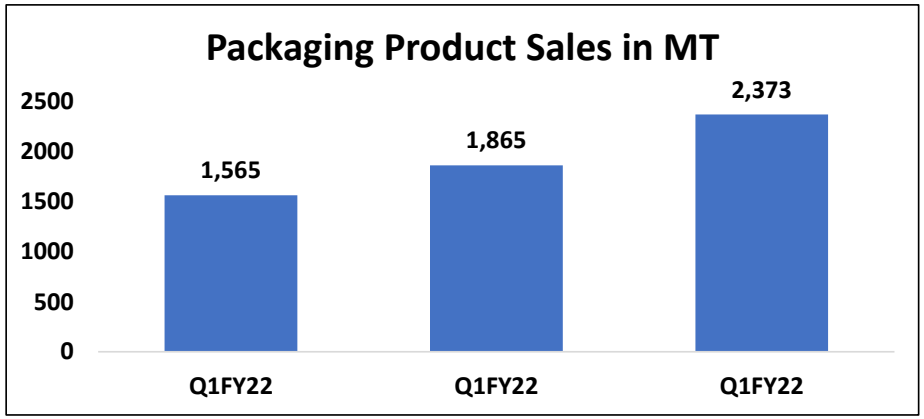
Stable Growth in Packaging Product Revenue over the years



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

Email: info@rajshreepolypack.com

Our Esteemed Customers

79 new customers added during the quarter

Business Promotion

National Restaurant Show at Chicago, USA

Olive Ecopak Private Limited

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Financial Performance

Profit & Loss Statement

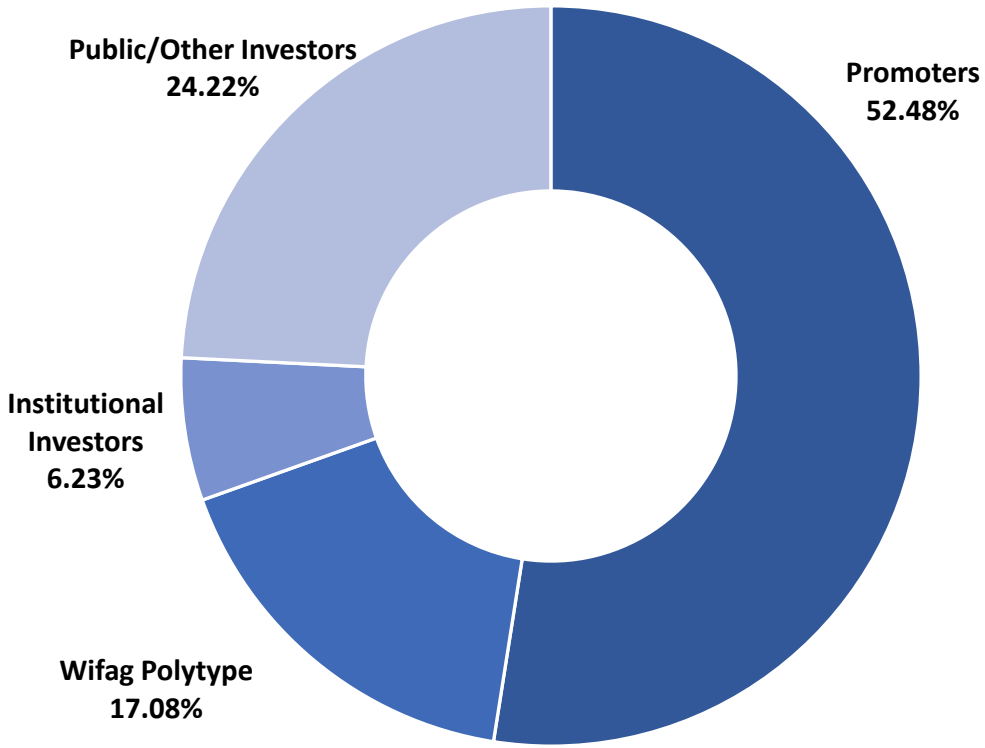
(₹ Lakhs)

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

Particulars	Data as on 30th 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

Shareholding Pattern – 30th June 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. 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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Board: +91-22 2581 8200
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Email: info@rajshreepolypack.com ,
marketing@rajshreepolypack.com

thank you