RPPL
DISTINCTIVE PACKAGING SOLUTIONS

# 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 CIN :L25209MH2011PLC223089

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

Date: November 18, 2019

**Symbol: RPPL**

Dear Sir/Madam,

**Sub: Intimation about schedule of a conference call with investors / analysts to discuss the Un-audited financial results for the half year ended September 30, 2019**

Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015, this is to inform you that a conference call with investor / analysts is scheduled to be held on Monday, November 18, 2019 at 03.00 pm, to discuss the Un-audited financial results of the Company for the half year ended September 30, 2019.

A copy of the invitation for the said conference call is enclosed for your record.

Further, a copy of Investor Presentation is enclosed herewith for your information.

The schedule may undergo change due to exigencies, if any, on the part of the investors / analysts /Company.

Thanking you,

**FOR RAJSHREE POLYPACK LIMITED**

RAJSHREE POLYPACK LIMITED Authorised

Mitali Rajendra Shah
**(Company Secretary & Compliance Officer)**

Place: Thane

We cordially invite you to the Earnings Call with

# Rajshree Polypack (RAJPPL IN)

to discuss the H1 FY20 Results

**Represented by:**

*Mr. Ramswaroop Thard – Chairman & Managing Director*
*Mr. Praveen Bhatia – Director*
*Mr. Sunil Sharma - CFO*

Monday, November 18, 2019, at 15:00 hrs IST
17:30 hrs SGT & HK / 09:30 hrs GMT / 04:30 hrs EDT / 01:30 hrs PDT

**Dial-In Numbers:**

Universal Access Number: +91-22- 6280 1360 / 7115 8261
Local Access Number: +91-7045671221
USA: 1 866 746 2133 | UK: 0 808 101 1573
Singapore: 800 101 2045 | Hong Kong: 800 964 448

DiamondPass™
Click here to
ExpressJoin the Call

For further information, please contact
**Shailee Parekh** | ShaileeParekh@PLIndia.com | +91-22-6632 2302
**N Latha** | NLatha@PLIndia.com | +91-22-6632 2231

# RAJSHREE POLYPACK LIMITED

## Investor Presentation

## H1 FY2020

# 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.

# CONTENTS


01 Company Overview
02 Business Evolution
03 Technology Upgradation
04 Products
05 Our Esteemed Customers
06 Financial Analysis
07 Operational Analysis
08 Latest Developments
09 Infrastructure
10 Factory Units
11 Growth Plans
12 Factory Under Construction
13 About Barrier Packaging
14 Board of Directors
15 Management Organization Structure
16 Our Strengths
17 Industry Overview

# 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 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 5,220 MT with more than 100 products
- Manufacture customized packaging products which are tailored to client's requirements
- 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, etc.
- Strive to ensure excellent shelf visibility with various decorations/design options like printing and sleeving.
- 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
- BRC certified for **Global Standards for Packaging and packaging Materials**

## 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 |

# 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

# 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.

**2019**

- Order Placed for Rigid Barrier Extrusion technology machine which is first of its kind in India
- Obtained CIPET approval for Bio-Degradable PLA Products

# 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, food, 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*

| PACKAGING PRODUCTS FOR | PLASTIC RIGID SHEETS |
|---|---|
| ○ Dairy<br>○ Yoghurt, Ice cream, Spreads, Butter etc.<br>○ Juice and Beverage packing<br>○ Ready to eat meals<br>○ Sweets and snacks packing<br>○ Bakery, Chocolates and confectionaries<br>○ Barrier trays and containers for shelf life enhancement | FFS Packaging<br>Fabrication and Boxes for Display<br>Industrial Packaging |

# Our Esteemed Customers

# Financial Analysis

## Profit & Loss Statement

(Rs. in Lakhs)

| Fiscals | H1FY20 | H1FY19 | Y-o-Y | H2FY19 | H1FY20 vs. H2FY19 | FY19 | FY18 | Y-o-Y |
|---|---|---|---|---|---|---|---|---|
| Revenue from operations | 6,772.32 | 6,712.21 | *0.90%* | 5,789.15 | *16.98%* | 12,501.36 | 11,232.73 | *11.29%* |
| Operating Profit | 1,561.94 | 1,516.21 | *3.01%* | 1,333.64 | 17.11% | 2,832.00 | 2,753.25 | 2.86% |
| *Operating Profit Margin %* | *23.06%* | *22.58%* | | *23.04%* | | *22.65%* | *24.51%* | |
| EBIDTA | 1,191.88 | 1,102.65 | *8.09%* | 1,014.33 | *17.50%* | 2,116.98 | 2,119.00 | *-0.09%* |
| *EBIDTA Margin %* | *17.60%* | *16.43%* | | *17.52%* | | *16.93%* | *18.86%* | |
| PAT | 559.68 | 508.94 | *9.96%* | 542.00 | *3.26%* | 1,050.93 | 955.77 | *9.96%* |
| *PAT Margin %* | *8.26%* | *7.58%* | | *9.36%* | | *8.41%* | *8.51%* | |
| *Earning Per Shares (EPS) (Rs)* | *4.98* | *5.24* | | | | *10.83* | *11.98* | |

# Financial Analysis

## Balance Sheet

(Rs. in Lakhs)

| Fiscals | H1FY20 | H1FY19 | FY19 | FY18 |
|---|---|---|---|---|
| Shareholders' Funds | 9,678.11 | 8,890.66 | 9,186.14 | 4,698.44 |
| Long-term borrowings | 407.60 | 1073.44 | 730.81 | 1,384.88 |
| Non-current Liabilities | 737.53 | 1,529.33 | 1,091.87 | 1,820.60 |
| Fixed Assets (Gross) | 8,237.74 | 7,251.85 | 7,395.68 | 6,868.24 |
| Fixed Assets (Net) | 4,982.89 | 4,573.63 | 4,454.96 | 4,462.80 |
| Other Non-current Assets | 335.57 | 299.35 | 764.05 | 395.97 |
| Net working capital (Without cash and bank balance) | 1,694.69 | 1,612.63 | 1,562.32 | 1,331.00 |
| Cash and Bank Balance | 3,402.49 | 3,934.38 | 3,496.70 | 329.26 |

## Shareholding Pattern

| Particular | % of holding |
|---|---|
| Promoters | 51.18% |
| Wifag polytype | 19.82% |
| Institutional Investors | 11.37% |
| Public/Other Investors | 17.63% |
| Total | 100.00% |

# Operational Analysis

## Sales

| Fiscals | H1FY20 | H1FY19 | FY19 | FY18 |
|---|---|---|---|---|
| Domestic sales | 87.06% | 83.09% | 85.31% | 90.11% |
| Export sales | 12.94% | 16.91% | 14.69% | 9.89% |
| **Total** | **100.00%** | **100.00%** | **100.00%** | **100.00%** |

## Sales Mix

(Rs. in Lakhs)

| Fiscals | H1FY20 | H1FY19 | FY19 | FY18 |
|---|---|---|---|---|
| Packaging Products | 4,685.35 | 4,408.77 | 7,913.95 | 6,807.78 |
| Growth % | 6.27% | | 16.25% | |
| Plastic Rigid Sheets | 2,017.53 | 2,202.40 | 4,233.24 | 3,987.75 |
| Growth % | -8.39% | | 6.16% | |
| Others | 69.42 | 101.03 | 354.17 | 437.20 |
| **Total** | **6,772.31** | **6,712.21** | **12,501.36** | **11,232.73** |
| Growth % | 0.90% | | 11.29% | |

## Ratio Analysis

| Fiscals | H1FY20 | H1FY19 | FY19 | FY18 |
|---|---|---|---|---|
| Debtors Turnover (Days) | 59.66 | 60.54 | 60.65 | 66.44 |
| Creditors Turnover (Days) | 51.48 | 39.57 | 52.62 | 65.70 |
| Fixed Assets To Turnover (X) | 2.72 | 2.94 | 2.82 | 2.52 |
| Raw Material Inventory Turnover (Days) | 31.40 | 32.70 | 37.12 | 33.56 |
| WIP/FG Inventory Turnover (Days) | 12.44 | 13.37 | 15.51 | 17.26 |
| Debt Equity Ratio | 0.05 | 0.15 | 0.10 | 0.32 |

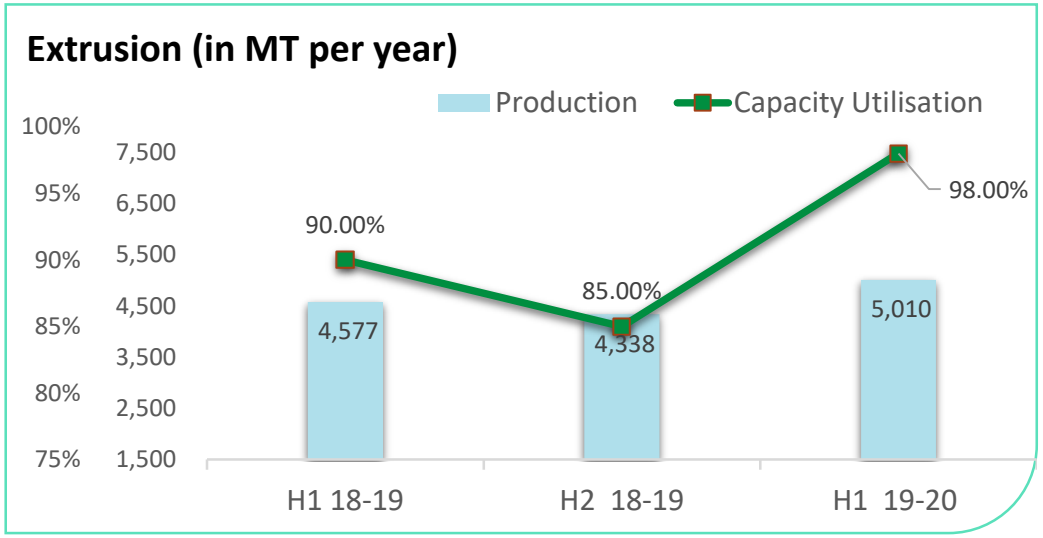
## EBITDA Per Tonne

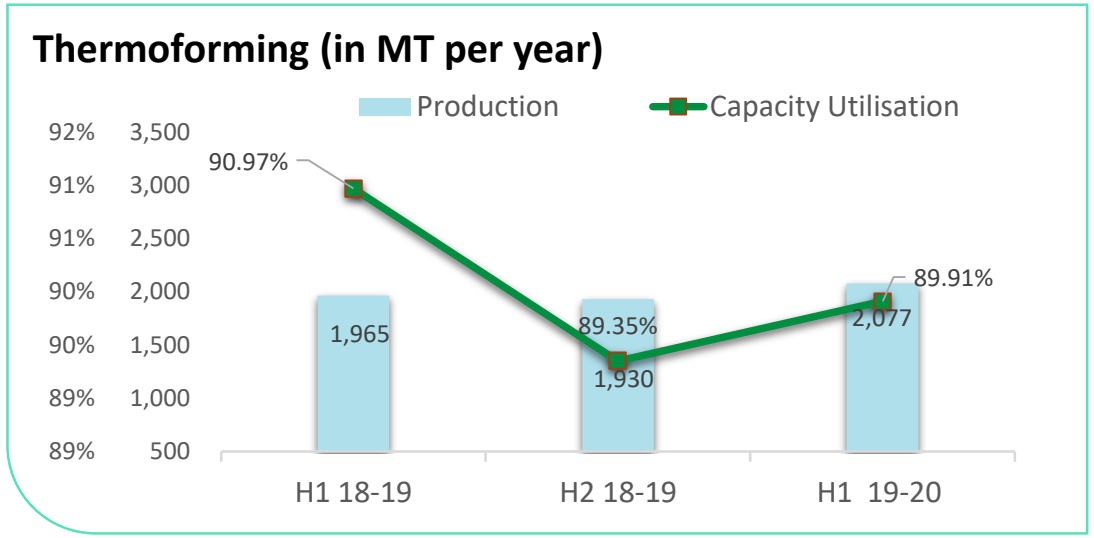
(Rs)

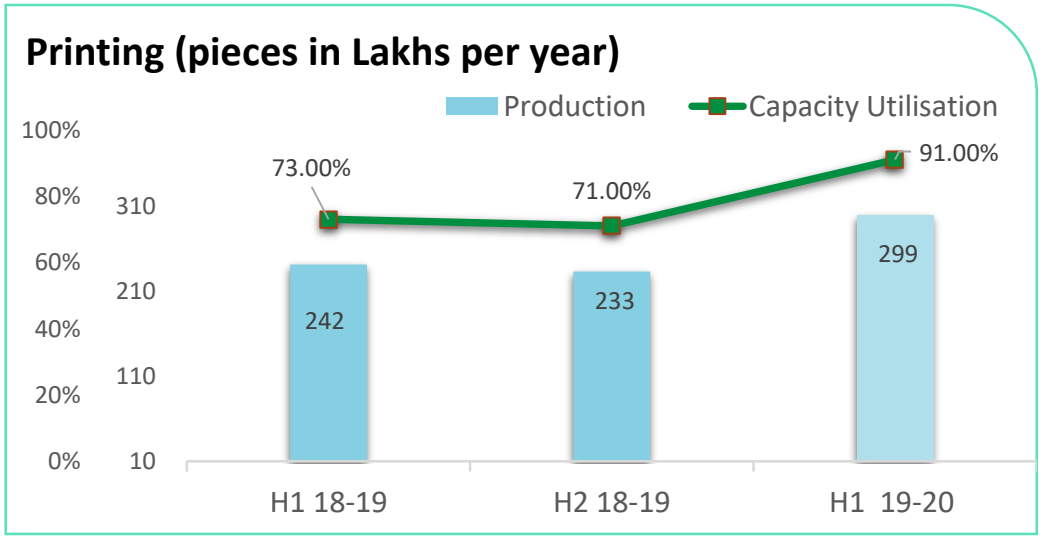
| Fiscals | H1FY20 | H1FY19 | FY19 | FY18 |
|---|---|---|---|---|
| Plastic Rigid Sheets | 41,500 | 42,000 | 42,000 | 44,000 |
| Packaging Products | 33,838 | 30,500 | 30,500 | 33,500 |

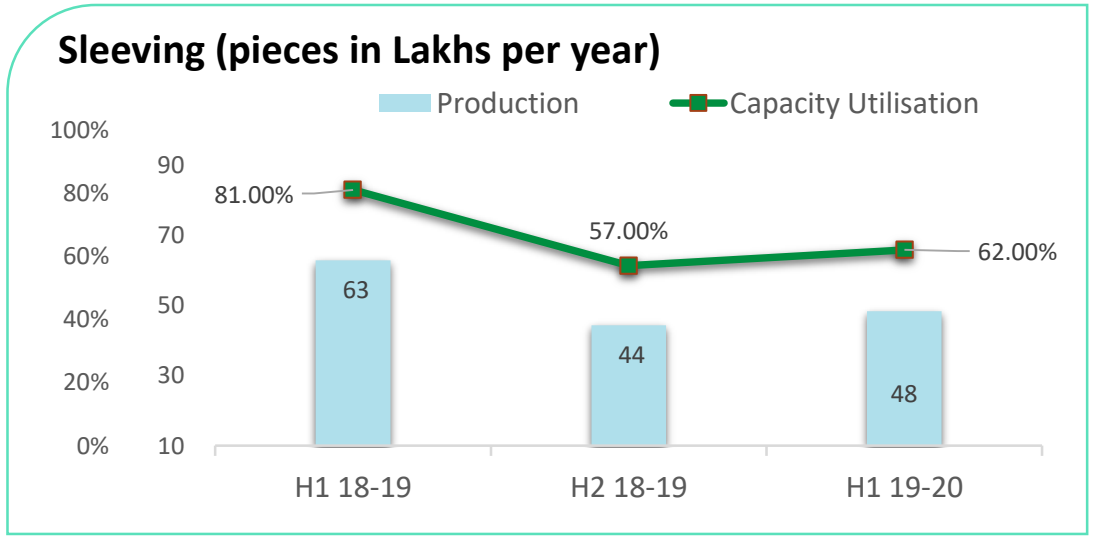
# Operational Analysis

## Capacity Utilization



# Latest Developments

**Design & Development**

- Developed packaging for Cheesy Dip for a multi-national dairy

**Talent Acquisition**

- Advisor – Strategy & Planning to the Managing Director with experience of 38 years in the Packaging Industry having international & domestic exposure
- Vice President (Sales) with experience of 35 years in the field of packaging

**Business Development**

- Added one of the largest food QSR chain of India to customer list

**Infrastructural Development**

- Installed Fully Automatic 4-station Thermoforming Machine as part of Unit-IV
- Installed new multi-colour printing machine at Unit – I while replacing old machines

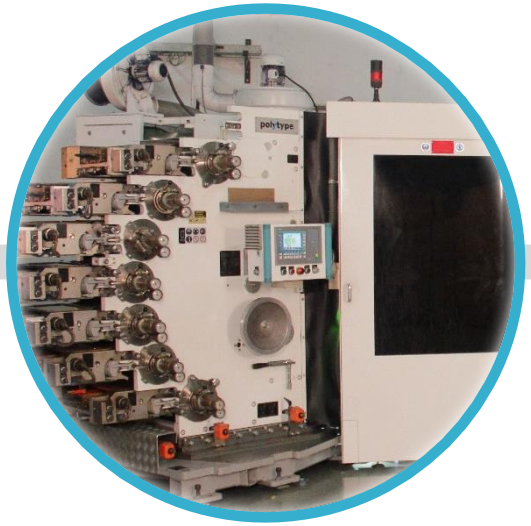
# Infrastructure

## 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.

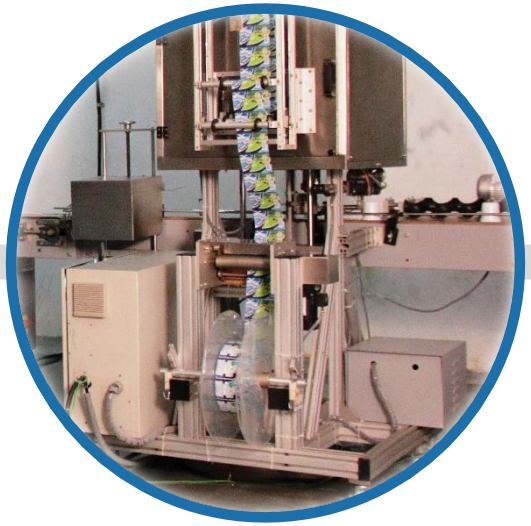
## THERMOFORMING

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.

# 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

# Growth Plans

## Expansion Project

- New manufacturing facility to focus on manufacturing of multi layer plastic rigid sheets & packaging products with latest technology
- Obtained land on long term lease of 16.9 years for constructing & setting up Factory Unit IV
- Already Installed one Thermoforming machine
- Placed order for other Plant & Machinery
- Construction of Building & civil works are in advance stage

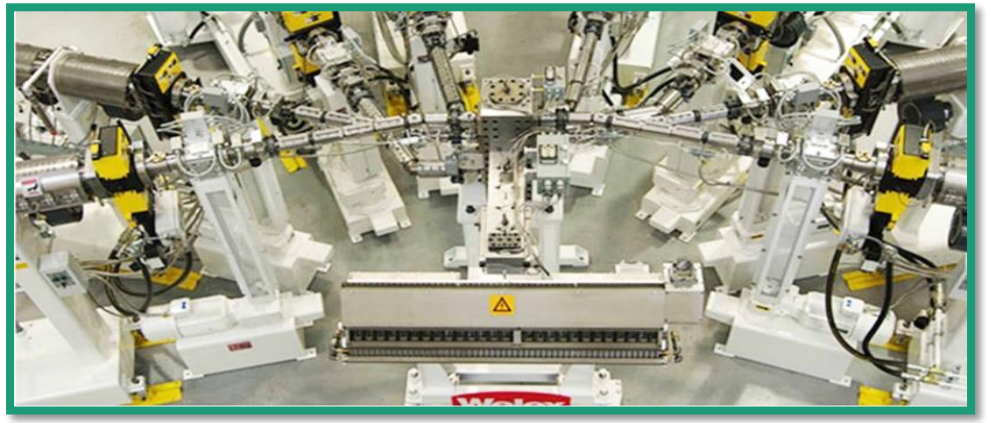
(Rs. in Lakhs)

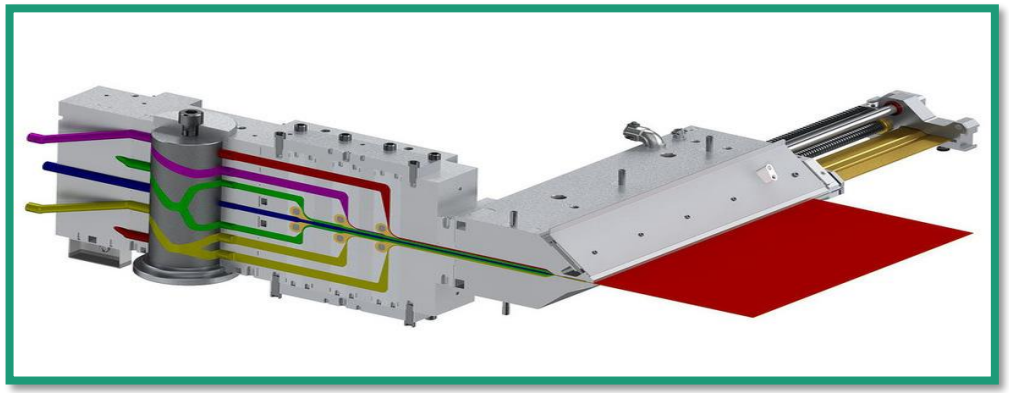
**Utilization of Pre IPO and IPO proceeds**

| Particulars | Estimated cost | Actual cost up to 30th September 2019 |
|---|---|---|
| Capital Expenditure for Setting up of Factory (Unit IV at Daman) | 3,624.04 | 621.40 |
| General Corporate purpose | 64.05 | 55.40 |
| Issue related expenses | 221.44 | 221.44 |
| **Total** | **3,909.53** | **898.24** |

# Factory Under Construction

# About Barrier Packaging





## Multi layer Extrusion

- We will be introducing multi layer plastic packaging which can offer effective barrier against oxygen ingress & provides necessary strength to allow hot filling, pasteurisation, sterilisation & aseptic filling.
- The new extrusion machine will have the most advanced technology with features.
- The barrier packaging protects foods and increases the shelf life, it helps preventing the nutrients and functional properties like taste, aroma, texture and colour.

# About Barrier Packaging

## Industry Overview

- Global barrier packaging market expected to generate around USD 13.78 billion by 2025, at a CAGR of around 5.4% between 2019 and 2025. Plastic packaging is among the most familiar forms of packaging. There is a rising need for products that can provide a high protection level to products, particularly for the food and beverage industry. **(Source:Zion market research)**

## Application Analysis

- Food Industry
- Healthcare
- Consumer Goods
- Cosmetics
- Pharma
- Others

## Market Drivers

- Due to increase in the demand for the packaged good products the demand for the barrier packaging is also increasing and this is one of the important factor for the growth of the barrier packaging market. The highly demanded product segment of barrier packaging market is Stand-up pouches followed by trays, lidding films and forming webs. Also baby food market is transiting to plastic container, Nestle is using barrier packaging for it baby food and such steps by the leading company's leads to increase the demand of the barrier packaging.

# 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

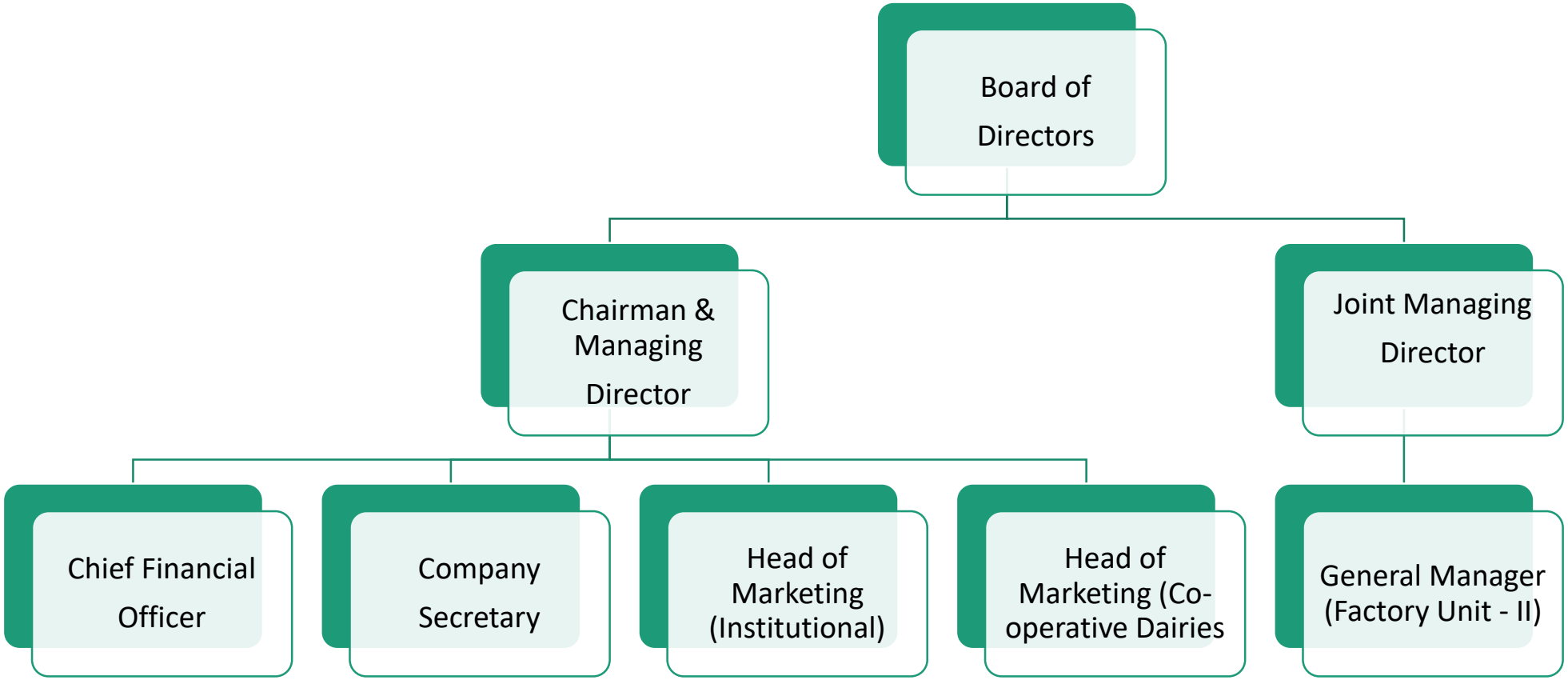
### Mr. Pradeep Gupta- Non-Executive, Independent Director

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

### 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

# Management Organization Structure



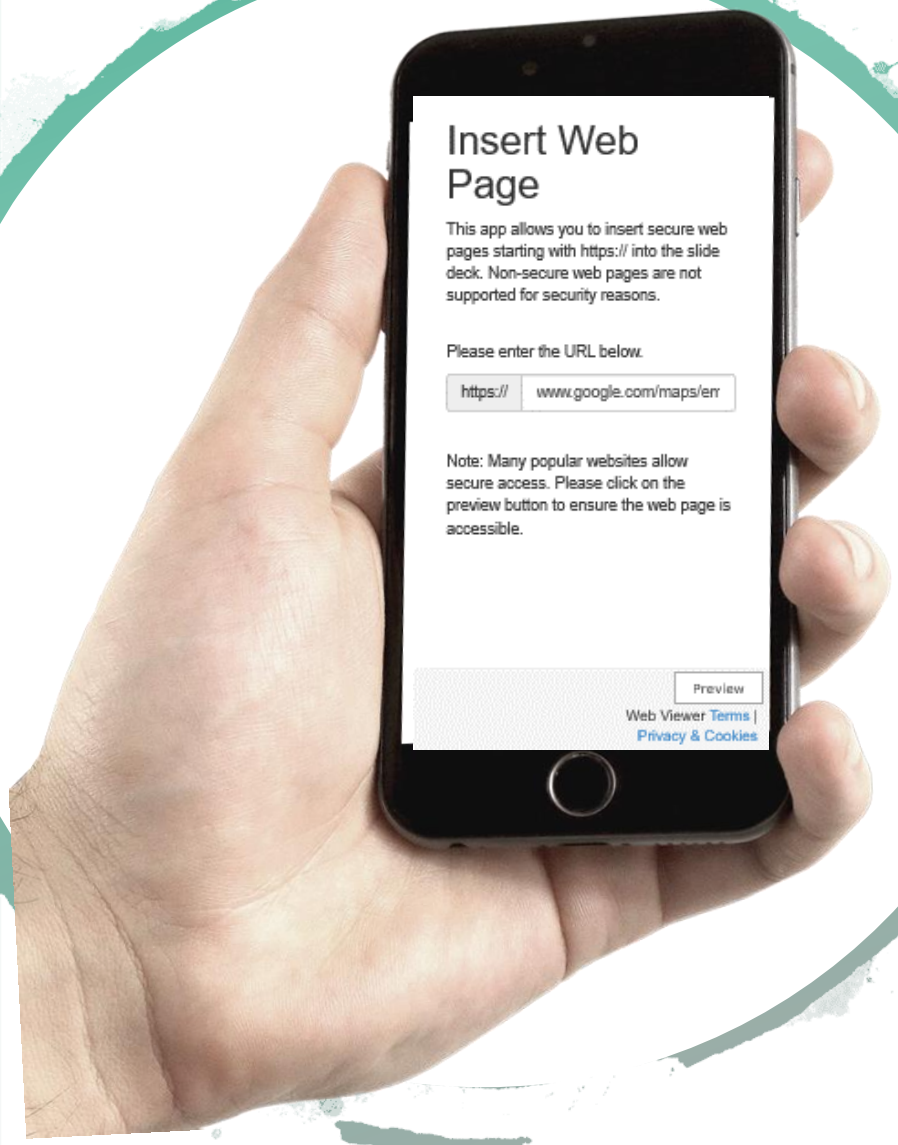

**The in-charge of Factory Unit - I and Factory Unit - III report directly to the Joint Managing Director*

# Our Strengths

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

# Industry Overview

- Global Rigid Packaging Market size was valued at $496.72 billion in 2016. The rigid packaging market is projected to grow at a CAGR of 5.8% and is forecast to reach $729.14 billion by 2023.
- Food & beverage segment dominated the market in 2016 and is expected to grow at a CAGR of 5.4% and is forecast to reach $439.49 billion by 2023. Rigid packaging plays a key role in food and beverage industry as these packaging materials provide longer shelf life to the food items.
- Market size of the country's packaging industry is expected to touch USD 72.6 billion by FY20 on account of rising population and income levels.
- India rigid plastic packaging market stood at around $ 7.7 billion in 2018 and is projected to grow at CAGR of 10.8% to reach $ 14.4 billion by 2024
- Sub segments of the food industry- dairy, bakery & confectionery, and ready to meals are expected to develop in market size at an impressive growth rate.




# Contact Info


**Rajshree Polypack Limited**

**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

**Corporate Address:**
#212, Lodha Supremus, Building No.1
2nd 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
**Email:** info@formpack.co.in
marketing@formpack.co.in