



TPL Plastech Limited

Investor Presentation

December 2020

BSE: 526582 | NSE: TPLPLASTE | ISIN: INE413G01014 | CIN: L25209DD1992PLC004656

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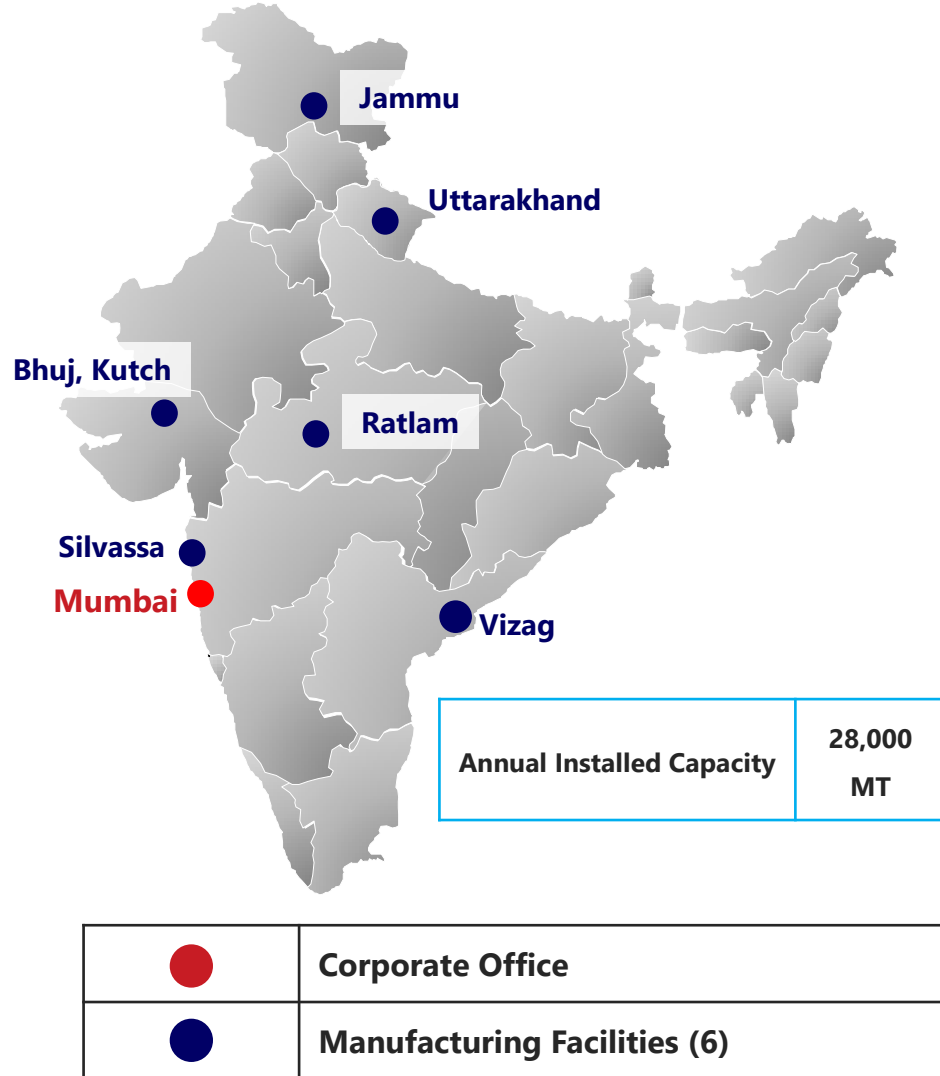
TPL Plastech Limited



Company Overview

TPL Plastech

Geographical Presence



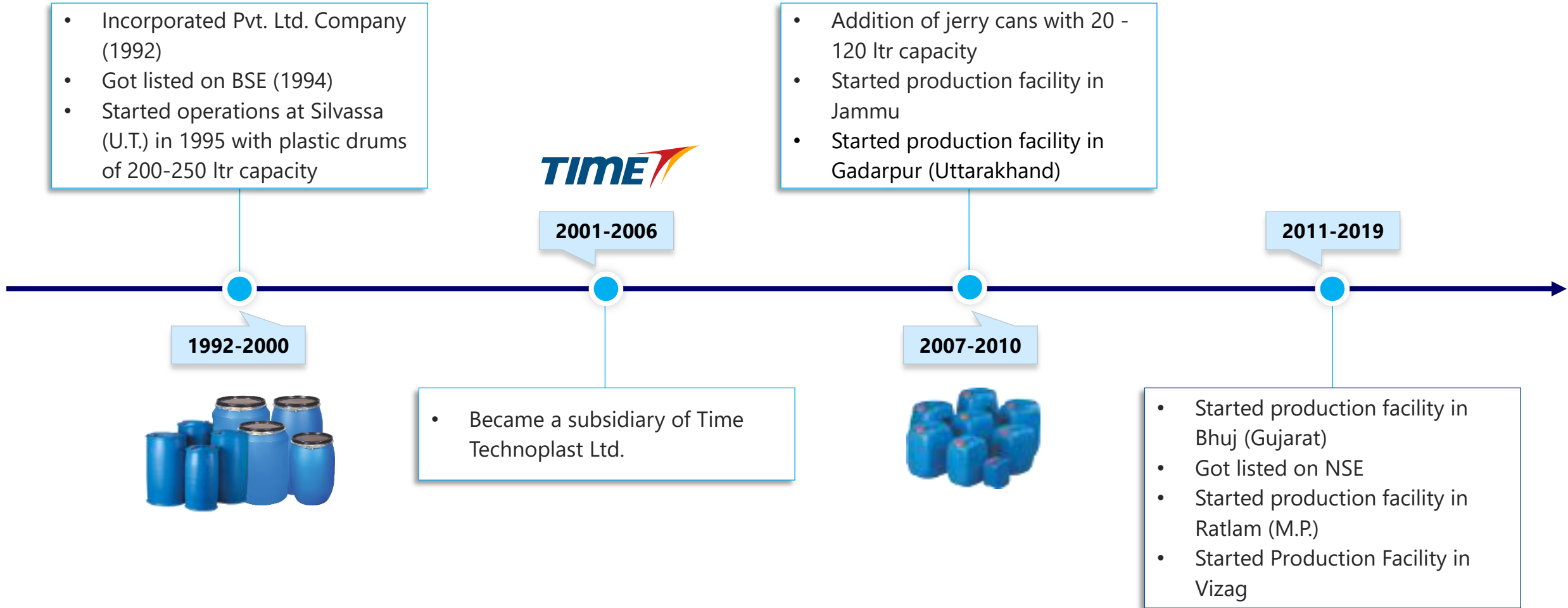
Overview

- TPL Plastech Ltd. (TPL), a subsidiary of Time Technoplast Limited, is a professionally managed company and one of the leading manufacturer of polymer packaging products like drums and jerry cans.
- TPL's products are manufactured from special grade of High Molecular - High Density Polyethylene. This makes drums lightweight, durable, chemically inert, stable, with a high Environmental Stress Cracking Resistance (ESCR) quotient
- The Company has a large client base and caters to more than 250 customers in various industries like chemical & petrochemicals, specialty chemicals, pharmaceutical, FMCG, etc.
- Consistent dividend paying company post acquisition by Time Technoplast Limited.
- Rated 'A+' from renowned global credit rating company (CRISIL Ltd) for banking facilities.

Financial Highlights



Journey



Board of Directors

Mr. Sanjaya Kulkarni

Chairman & Independent Director

- Engineering degree from IIT Mumbai & MBA from IIM Ahmedabad
- Over 40 years of experience associating with the Indian financial industry.
- Independent Director of Time Technoplast Ltd. for more than 15 years

Mr. Anil Jain

Non-Executive Director

- Degrees in Science, Engineering from Punjab University and Business Management from Delhi University.
- Over 40 years in the field of polymer technology and products and founder of TTL.

Mr. M. K. Wadhwa

Non-Executive & Independent Director

- CA with an experience of over 35 years in accounts and related areas.
- A Science graduate Served in the past as a professional in NTC in a senior position.
- Independent Director of Time Technoplast

Mrs. Monika Srivastava

Non – Executive Director

- 27 years of work experience spanning various sectors including development sector with Oxfam America and CRY. Consulting with management consultancy group Global Synergies. Over 15 years experience with Broadcast media houses like Zee television and Sahara Television. Headed the Sales and Marketing function

Mr. Deepak Bakshi

Non Executive & Independent Director

- Bachelor's Degree In Electrical Engineering and PGDM in Management from AIMA.
- He carries more than 35 years of Experience at various positions with Oil and Natural Gas Corporation Limited, In his Last Assignment, he was designated as Executive Director.
- Chief of Engineering Services onshore and headed a team of around 600 Officials.

Mr. Mangesh Sarfare

Non-Executive Director

- More than 20 years of diverse experience in different industries.
- Engineering degree from University of Mumbai & MBA from IIMM
- Diverse experience across different industries and areas such as project management, procurement/supply chain management and general administration control.

Mr. S. P. Gupta

Non-Executive & Independent Director

- B. Sc (Hon), Diploma in Business Management, M. A. (Public Administration) and LLB.
- He was an IPS Officer with more than three and half decades in leadership roles, strategizing law and order policies, controlling crime (including economic offences), fraud and misconduct etc.

Mr. Akshay Chandan

Chief Executive Officer

- Bachelor's degree in Chemistry from University of Mumbai and Masters in Management Studies (MMS) from NMIMS specializing in Marketing.
- Over 28 years of experience in Marketing / Business development and Product Management. His major experience has been in B2B Sales & Marketing Strategy, Planning, Budgeting & Cost Control, Business Process Improvement and Logistics Management.

Marquee Customers





TPL Plastech Limited



Industry/Business Overview

Drums & Jerry cans

Narrow Mouth Drums



- Narrow mouth drums are manufactured out of fully automatic blow molding machine and are designed to withstand high drop impact resistance and having dimensions which helps in optimum stuffing of drums in FCL containers for export.
- These Drums are corrosion free and has long shelf life.
- High after use resale value after compared to steel drums.
- **Range:** 210 to 250 Ltr capacity
- **Manufacturing Plants:** Silvassa, Ratlam, Jammu, Kutch & Vizag.
- **Industry:** Chemicals, Petrochemicals, pharmaceutical, Food and many more.

Open Top Drums



- Open top drums are tapered in shape and useful for packing powder, paste type and semi liquid / solid products. It is easier to handle and has rust free metal rings and pilfer proof leads.
- These drums are rust free and durable.
- **Range:** 30 to 235 Ltr capacity
- **Manufacturing Plant:** : Silvassa, Ratlam, Jammu, Kutch & Vizag.
- **Industry:** Dyestuff, Food, pharma and many more.

Narrow & Wide Mouth Jerry cans



- Narrow mouth & Wide mouth type has got wide acceptance in the market in both Liquid / Semi Liquid, powder and Paste type of product.
- These carboys are high drop impact resistant and has pilfer proof packing.
- **Range:** 20 to 120 Ltr capacity
- **Manufacturing Plants:** Silvassa, Jammu, Ratlam & Vizag.
- **Industry:** Specialty Chemicals, Pharma and many more.

Industrial Packaging

Market

- The global market for industrial packaging is estimated to reach \$92 Bn by 2024, at a CAGR of over 5% during 2014-2024 owing to increasing trends in end-use industries such as automotive, food & beverages, chemical, construction and oil & lubricant

Dependent on

- Globally, Industrial packaging industry is largely dependent on four key user industries:
 - Chemicals and pharmaceuticals
 - Lubricants
 - Bulk food and beverages
 - Building and construction

Drivers

- Underlying end customer industry growth
- Standardization across packaging segments
- Substitution effects
- Industry consolidation
- Competition by alternative packaging and sustainability

Business Environment

Packaging Product (Market Size)	Asia (Mn Units)			Global (Mn Units)		
	India	Rest of Asia	Total	Asia	RoW	Total
Steel Drum	11 (42%)	131 (88%)	142 (81%)	142 (81%)	127 (82%)	269 (82%)
Polymer Drums	15 (58%)	18 (12%)	33 (19%)	33 (19%)	28 (18%)	61 (18%)
Total	26 (100%)	149 (100%)	175 (100%)	175 (100%)	155 (100%)	330 (100%)



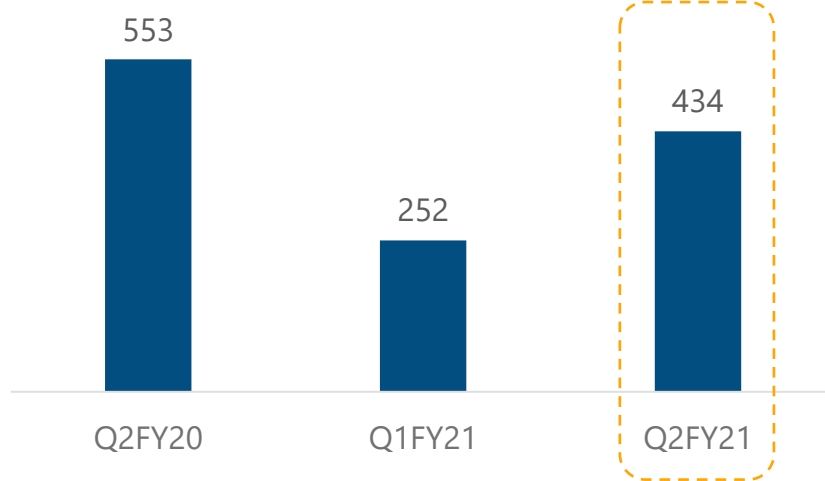
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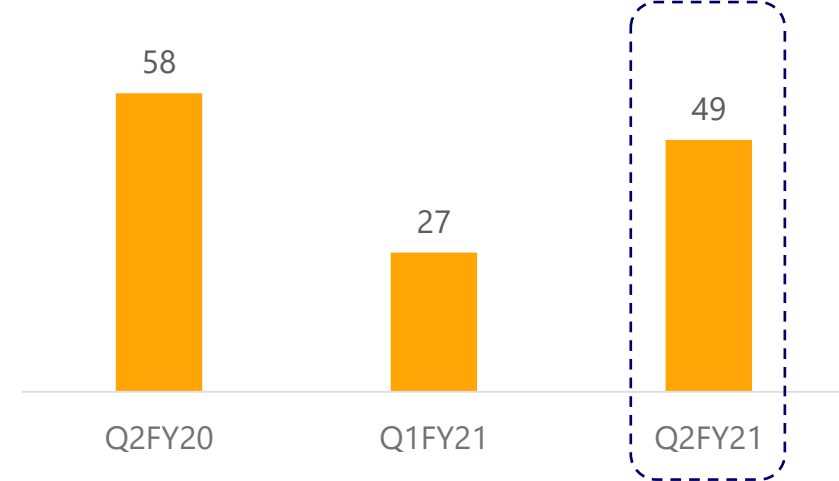
Financial Overview

Consolidated Financial Highlights – Q2FY21

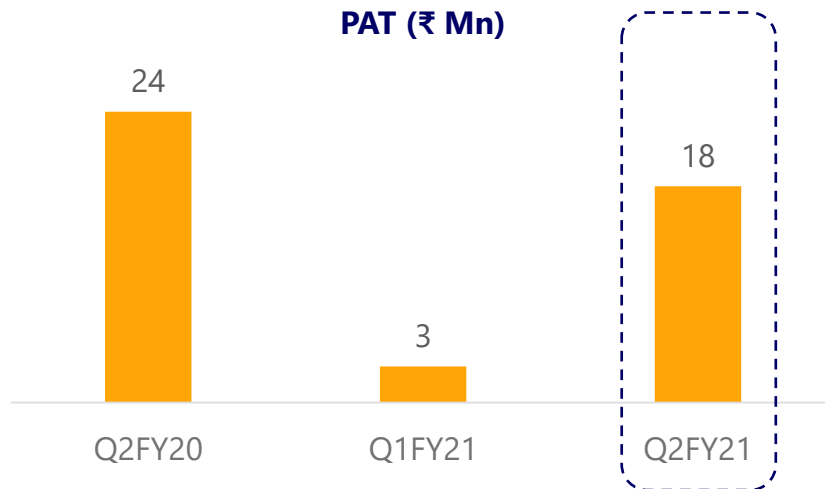
Total Income (₹ Mn)



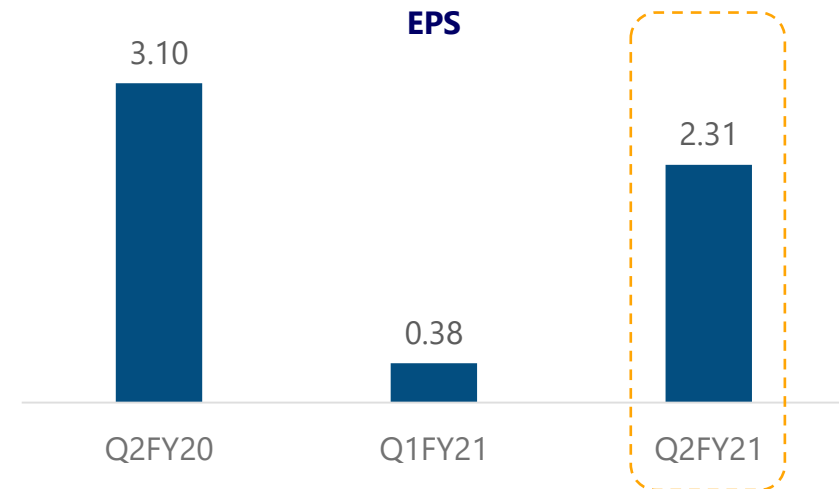
EBITDA (₹ Mn)



PAT (₹ Mn)



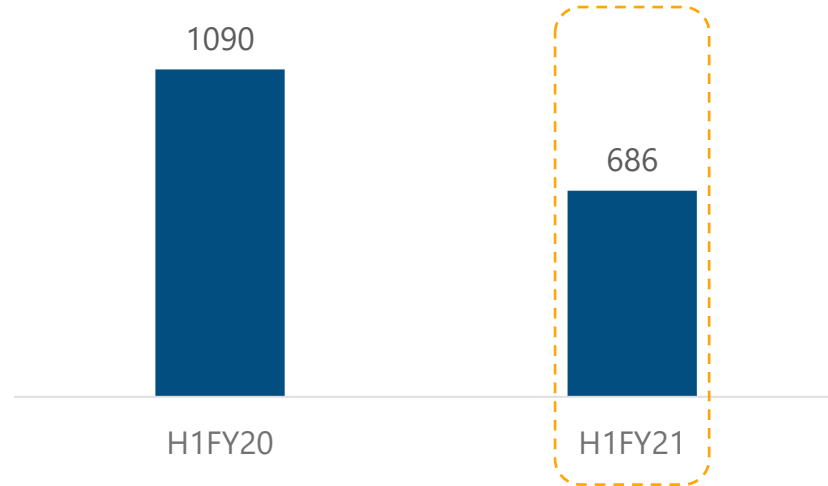
EPS



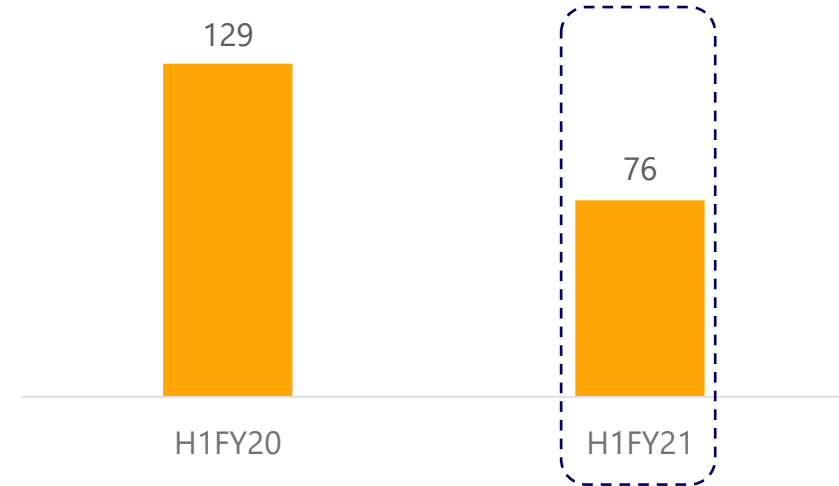
Note: The Quarter ended September 30, 2020 results are not comparable to the corresponding period of the previous year due to the Covid-19 impact

Consolidated Financial Highlights – H1FY21

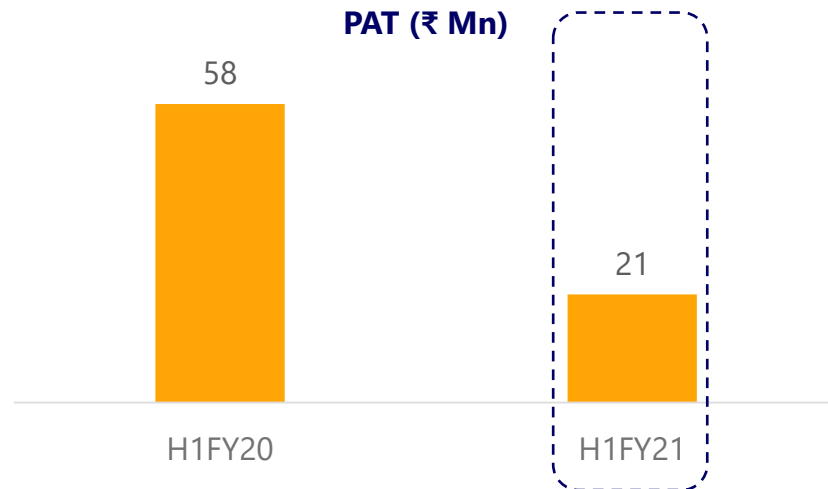
Total Income (₹ Mn)



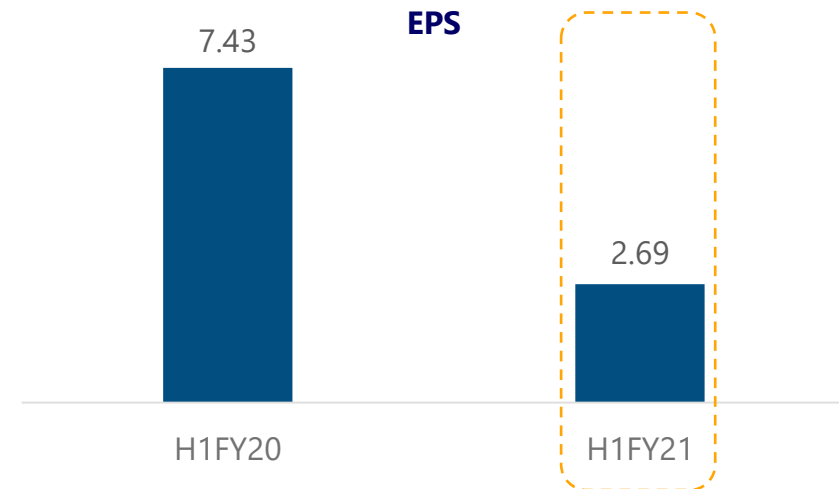
EBITDA (₹ Mn)



PAT (₹ Mn)



EPS



Note: The Half Year ended September 30, 2020 results are not comparable to the corresponding period of the previous year due to the Covid-19 impact

Consolidated Quarterly/Half Yearly Income Statement

(As per IND-AS)

Particulars (₹ Mn)	Q2FY21	Q1FY21	Q2FY20	H1FY21	H1FY20
Total Revenue(including other income)	434	252	553	686	1,090
Total Expenses	385	225	495	610	961
EBITDA	49	27	58	76	129
EBITDA Margin (%)	11.3%	10.9%	10.5%	11.1%	11.9%
Depreciation	9	9	9	19	18
Finance Cost	15	14	15	28	30
PBT	25	4	34	29	81
Tax	7	1	10	8	23
PAT	18	3	24	21	58
PAT Margins (%)	4.2%	1.2%	4.4%	3.1%	5.3%
Other Comprehensive Income	-	-	-	-	-
Total Comprehensive Income	18	3	24	21	58
Diluted EPS	2.31	0.38	3.10	2.69	7.43

Note: The Quarter and Half Year ended September 30, 2020 results are not comparable to the corresponding period of the previous year due to the Covid-19 impact.

Historical Consolidated Income Statement

(As per IND-AS)

Particulars (₹ Mn)	FY20	FY19	FY18
Total Revenue(including other income)	2,163	2,263	1,927
Total Expenses	1919	2,003	1,685
EBITDA	244	260	242
EBITDA Margin (%)	11.3%	11.5%	12.6%
Depreciation	37	39	32
Finance Cost	58	64	45
PBT	149	157	165
Tax	42	43	43
PAT	107	114	122
PAT Margins (%)	5.0%	5.0%	6.3%
Other Comprehensive Income	-	-	-
Total Comprehensive Income	107	114	122
Diluted EPS	13.78	14.65	15.59

Historical Consolidated Balance Sheet

(As per IND-AS)

Particulars (₹ Mn)	H1FY21	FY20	FY19
Equity & Liabilities			
Shareholder's Funds			
Share Capital	78	78	78
Other Equity	781	787	713
Total Equity	859	865	791
Non-current Liabilities			
Long-Term Borrowings	51	71	101
Deferred Tax Liabilities(Net)	88	88	85
Total Non-current Liabilities	139	159	186
Current Liabilities			
Short-Term Borrowings	282	288	422
Trade Payables	488	611	557
Other Financial Liabilities	98	64	92
Other Current Liabilities	7	4	9
Current Tax Liabilities (Net)	10	10	16
Short-Term Provisions	1	1	3
Total - Current Liabilities	886	977	1,099
TOTAL - EQUITY AND LIABILITIES	1,884	2,001	2,076

Particulars (₹ Mn)	H1FY21	FY20	FY19
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	643	657	673
Capital Work-in-Progress	73	72	69
Deposits and Other Financial Assets	14	14	13
Current Tax Assets	10	10	15
Other Non-Current Assets	12	12	13
Total - Non-current Assets	752	766	783
Current Assets			
Inventories	563	571	590
Trade Receivables	416	461	535
Cash and Cash Equivalents	15	20	11
Other Bank Balances	40	32	21
Other Current Assets	98	152	136
Total - Current Assets	1,132	1,235	1,293
TOTAL - ASSETS	1,884	2,001	2,076

Investment Rationale

- Access to latest technology platform for polymer processing and product development
- Strong customer base, independent of Time Technoplast Limited and positioning as alternate supplier to customers
- Highly efficient lean organization structure with low operating costs
- ISO 9001 accredited company qualified to service multi-nationals
- Leveraging the pedigree of Time Technoplast in integrating and upgrading its operations to rationalize cost and streamline operations



TPL Plastech Limited

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