

# Mitsu Chem Plast Ltd.

329, Gala Complex, Din Dayal Upadhyay Road,  
Mulund (W), Mumbai - 400 080, Maharashtra, INDIA.

T : + 91 22 25920055

E : mcpl@mitsuchem.com W : www.mitsuchem.com

CIN : L25111MH1988PLC048925



Date: August 10, 2022

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai- 400001

Script Code : 540078

Dear Sir/Madam,

## **Sub: Investor Presentation for Q1 FY 2022-23**

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for Q1 FY 2022-23 of the Company.

Kindly take the same on record.

Thanking you.

Yours truly,

**FOR MITSU CHEM PLAST LIMITED**

*Drishti Thakker*

**Drishti Thakker**  
Company Secretary



Encl: as above

### Manufacturing Units

Unit-I: N-83/84, MIDC, Tarapur,  
Boisar, Dist. Palghar - 401506.  
Maharashtra, INDIA.

Unit-II: J-237, MIDC, Tarapur,  
Boisar, Dist. Palghar - 401506.  
Maharashtra, INDIA.

Unit-III: Plot No. 24/11, 24/12, 24/15, 24/8B & 25/1,  
Village - Talavali (Lohop), Post: Majgaon,  
Opp. Birla Carbon Ind P Ltd., Tal. Khalapur,  
Dist. Raigad - 410220, Maharashtra, INDIA.

• Industrial Containers • Furniture Parts • Automotive Parts • Medical Devices etc.



## MITSUBISHI CHEM PLAST LIMITED

Q1 FY23 INVESTOR PRESENTATION

**DRIVING INNOVATION &  
GROWTH, SUSTAINABLY**



## Company Overview

# One of the most innovative plastic molded products manufacturer in India with focus on Sustainability



CUSTOMISED INNOVATION.  
INFINITE POSSIBILITIES.

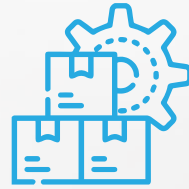
- Established in 1990 Mitsu Chem Plast Limited (Mitsu, The Company) is a Leading manufacturer of wide range of plastic blow molding, Injection Molding & customized molding products
- The Company is having more than 500 plus SKU's is today catering to more than 30 plus Fortune (India) 500 customers in India
- Mitsu is known for it's high quality products with customization as per clients requirements
- Mitsu chem is having strong R&D team which has developed many Sustainable, Unique and Import Substitute products and helped in Make in India initiative
- The Company got listed on the SME platform of BSE Ltd. in September, 2016 and migrated to the Main Board of BSE Ltd. in May, 2020



# Key Facts & Figures



FY22  
Revenue: ₹ 258.86 Cr  
EBITDA: ₹ 25.68 Cr  
PAT: ₹ 11.50 Cr



Installed Capacity  
of 22,800 + MTPA



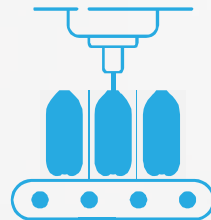
500+ clients, out of  
which more than 30  
are Fortune (India)  
500 customers



500+ SKU's



3 Manufacturing  
Facilities



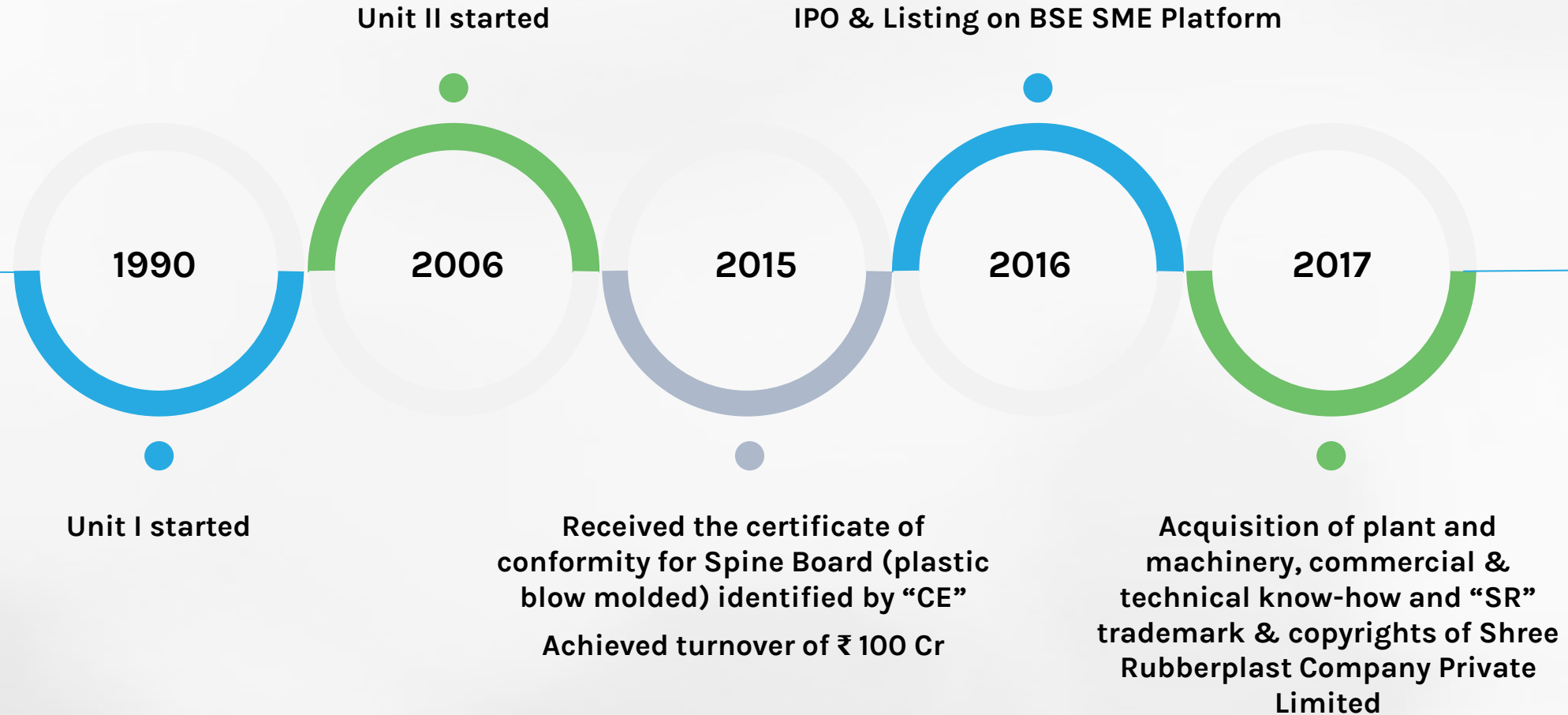
46 Blow Molding  
Machines



12 Injection Molding  
Machines

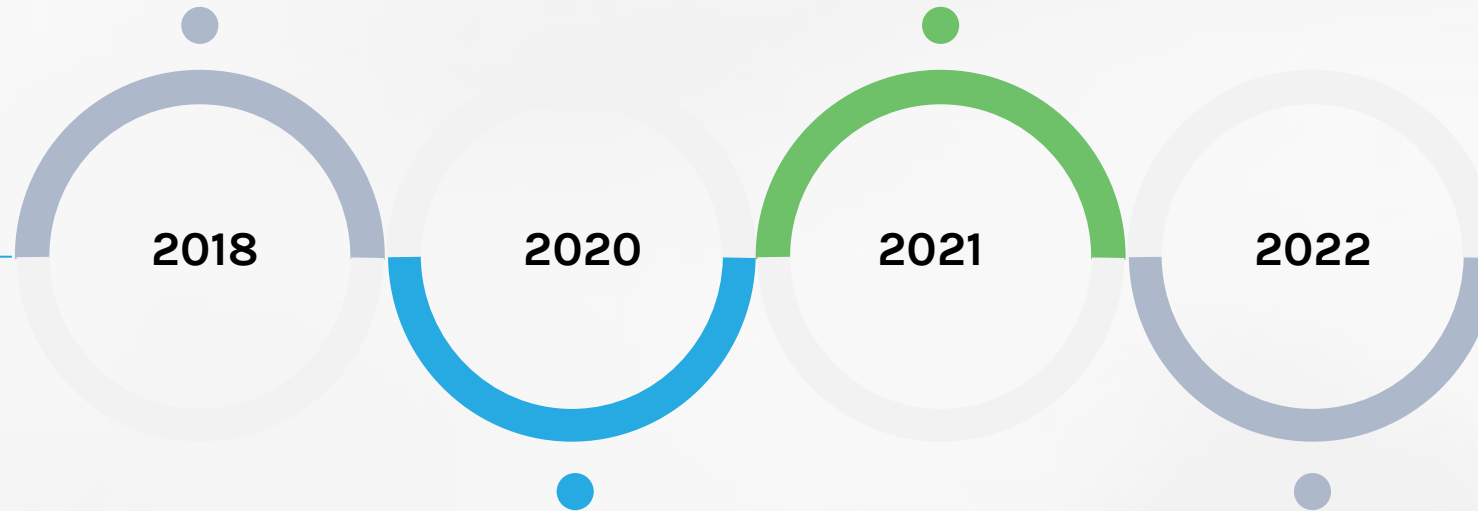


300+ Employment  
Generation



Started Expansion of Unit III at  
Khalapur

Received registration of designs for  
Side Railing for Hospital Bed  
Incorporation of Subsidiary of the  
Company, Mitsu Foundation



2018

2020

2021

2022

Migrated to Main Board of BSE  
from BSE SME

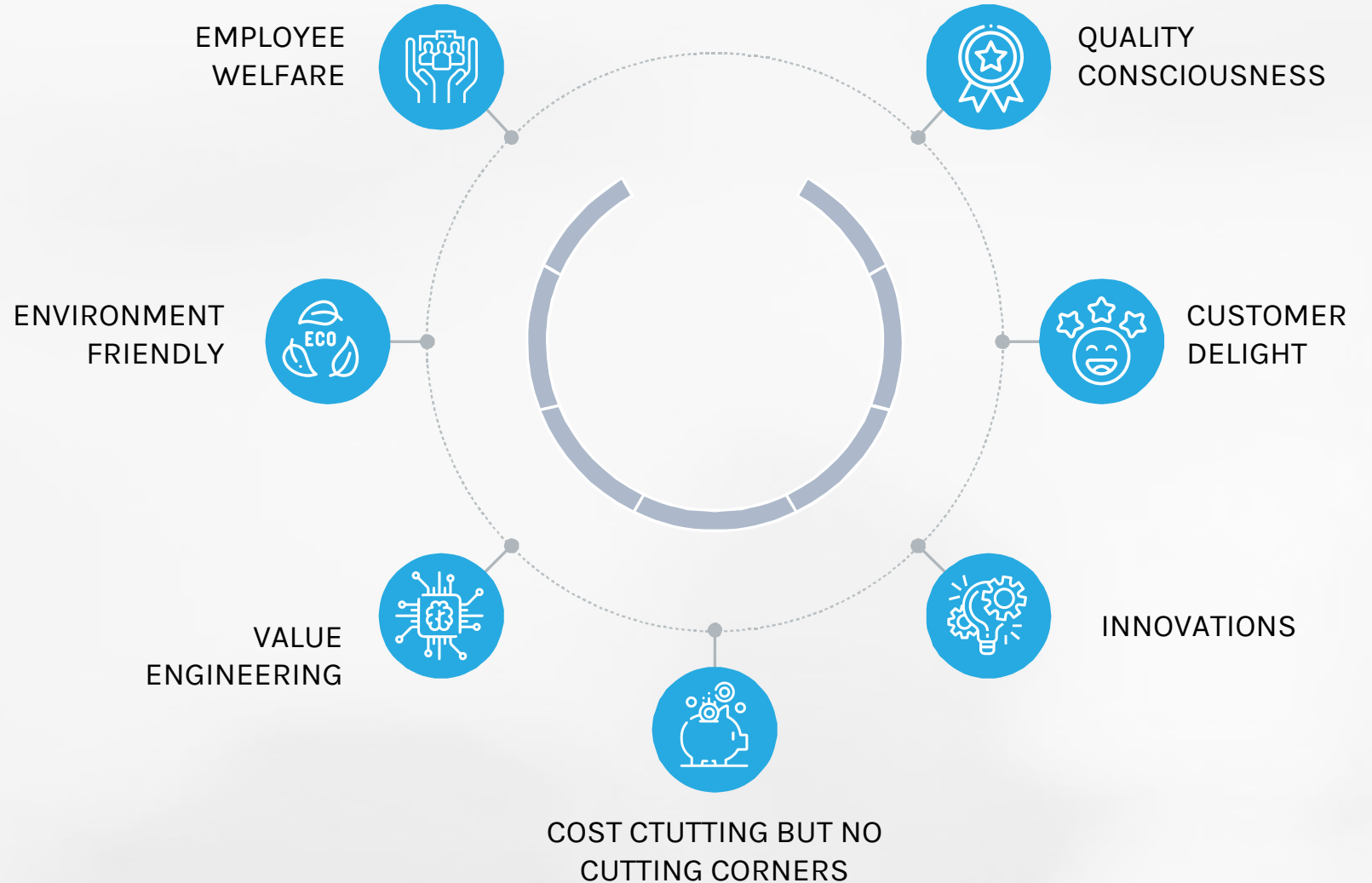
Received registration of designs for  
Head & Foot Bow for Hospital Bed  
with Cardiopulmonary  
Resuscitation Board

Increased installed capacity of  
Unit III from 10,872 MTPA to 13,179  
MTPA

Achieved turnover of ₹ 250 Cr  
Filed DRHP for Further Public  
Offering

# Core Values

The way of life at Mitsui, is inspired and guided by its seven Core Values, values that have been inculcated in every member, and today forms a performance mapping standard within the company at all levels of operations.





# Core Strengths

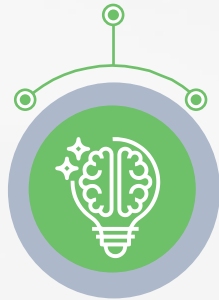
**OUT OF THE  
BOX THINKING**



**VALUE CREATION BY  
REVERSE ENGINEERING**



**CONTINUOUS  
INNOVATION**



**CONSULTATIVE  
APPROACH**



**IN HOUSE R&D  
DEPARTMENT**



**CONCEPTUALIZATION  
TO FINAL PRODUCT**



**STRONG AT DESIGN  
& PROTOTYPING**



**QUALITY  
FIRST**



## INJECTION MOLDING

HDPE, PP, Filled PP

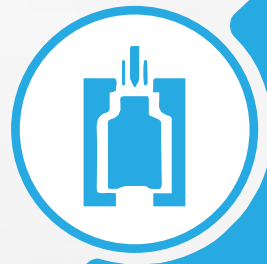
Pharma, Chemical,  
Food, Agrochemicals



## BLOW MOLDING

HDPE, PP, Filled PP

Pharma, Chemical,  
Food, Flavor &  
Fragrances,  
Automotive,  
Agrochemicals



## CUSTOM MOLDING

PE, PP, Filled PP

Pharma, Automotive,  
Hospital Bed Parts,  
Auto Filters



# More Than 30 Clients Of Fortune (India) 500 Serviced By Us



Godrej



TATA



**BASF**  
We create chemistry



Cipla



Castrol



ADITYA BIRLA  
GRASIM



AARTI INDUSTRIES LIMITED



THERMAX



PARLE



Venky's



3M



Emcure  
SUCCESS THROUGH INNOVATION



Mylan®

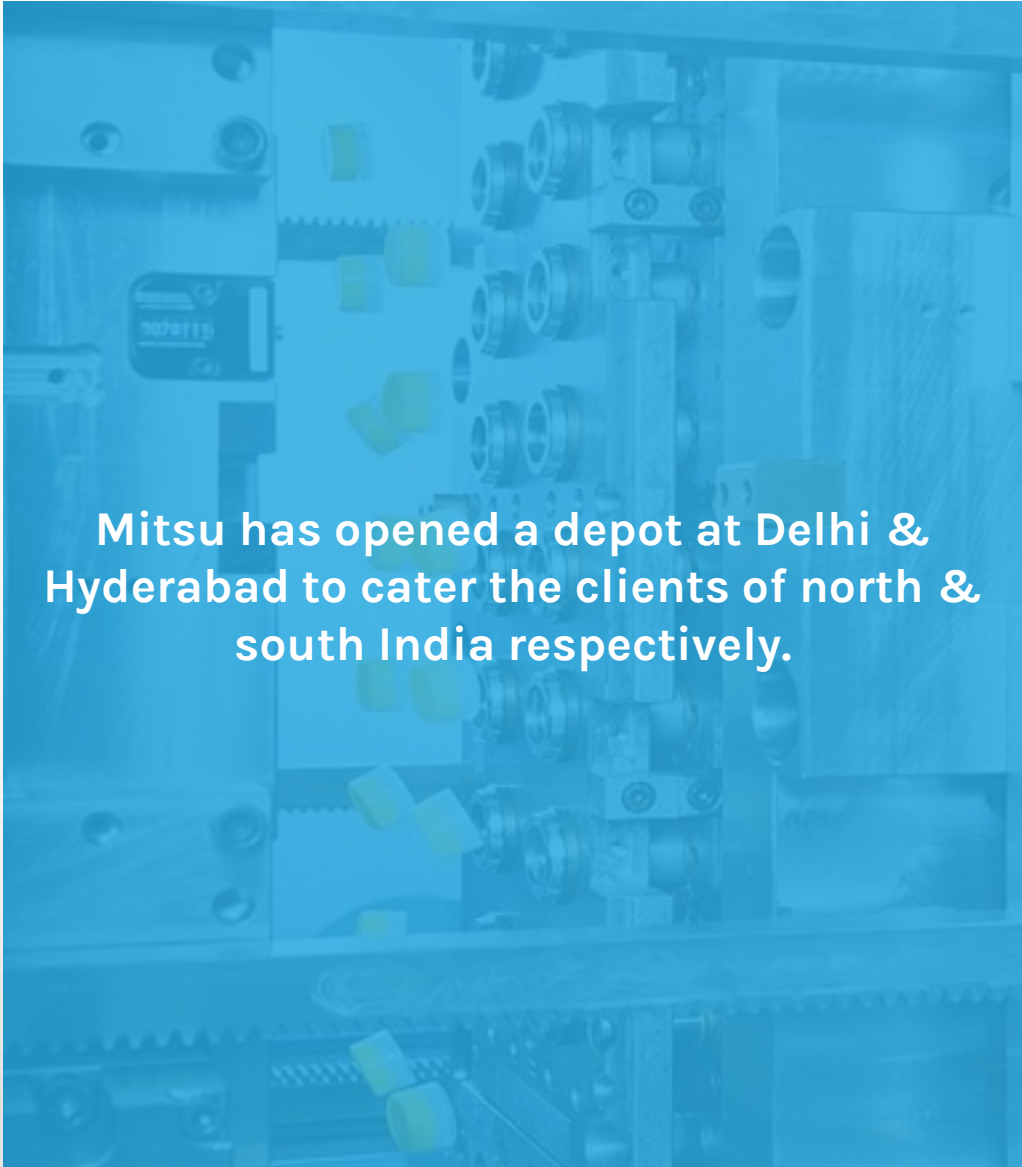


NPL

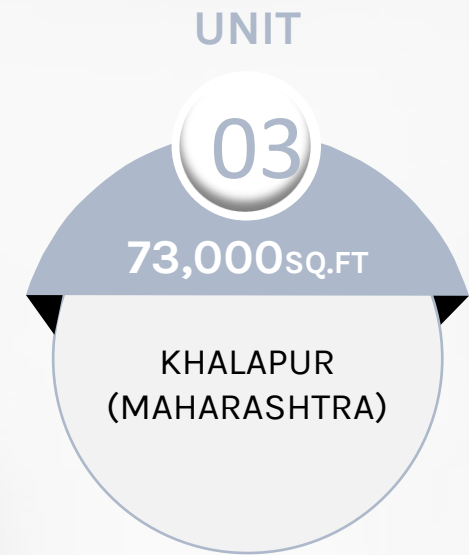
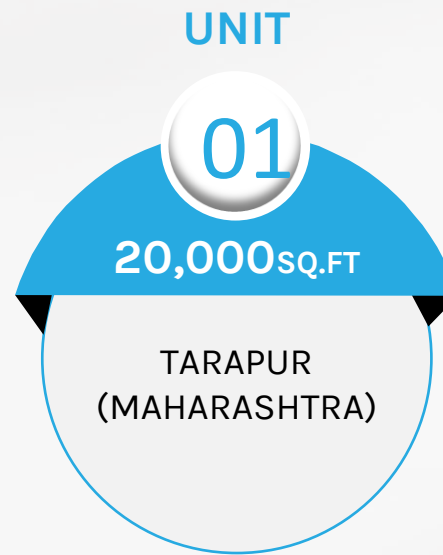


Galaxy  
Global Supplier to Global Brands

# Strategically Located Manufacturing Facilities



Mitsu has opened a depot at Delhi & Hyderabad to cater the clients of north & south India respectively.





# State Of The Art Infrastructure



46 Blow Molding  
Machines

12 Injection Molding  
Machines

Installed Capacity of  
22,800 + Metric  
Tonnes per annum

# Well Equipped & Certified Plant

ALL PLANTS ARE WELL EQUIPPED WITH ALL TYPES OF TESTING EQUIPMENT'S

Melt Flow Index

Drop Testing

Closure Leakage Testing

Dimension Test

Visual Test

Fitment Test

## CERTIFICATIONS

Petroleum And Explosives Safety Organization (PESO)

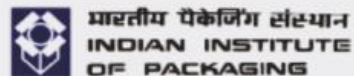
CE Certificate

5-S Implementation

QC Methodology

Online Testing/Pdi/Capa

Member Of Together For Sustainability

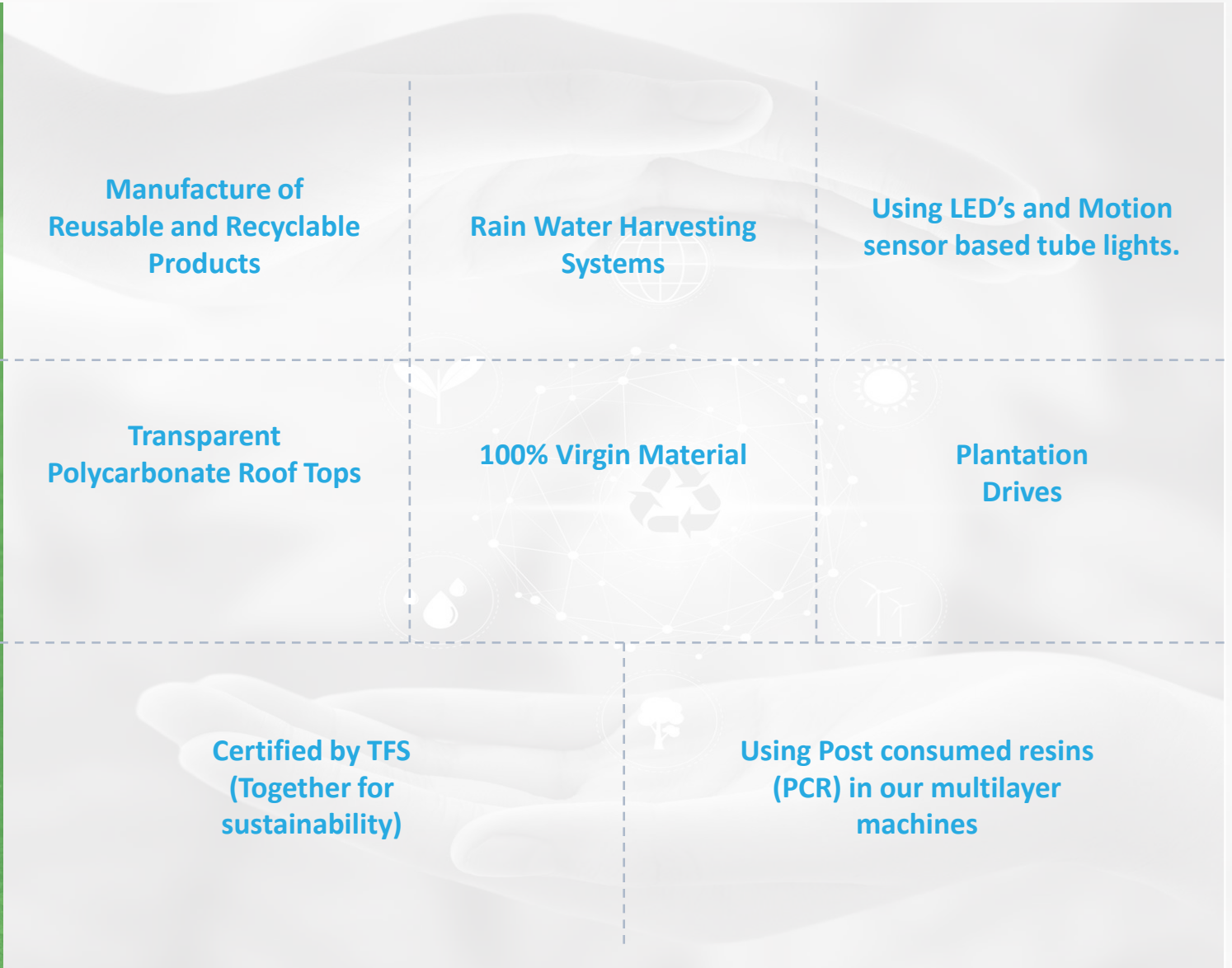


## INTERGRATED MANAGEMENT SYSTEM





# Green Initiatives For Sustainable Growth



# Successful Track Record Of Business Acquisitions

2008

**NOCIL  
(Reliance)**

Acquired Business,  
plant & machinery



2017

**Shree Rubber  
Plast Co Pvt  
Ltd.**

Acquired Business,  
Plant & machinery,  
Commercial &  
Technical Know-how,  
Trademark and  
Copyright



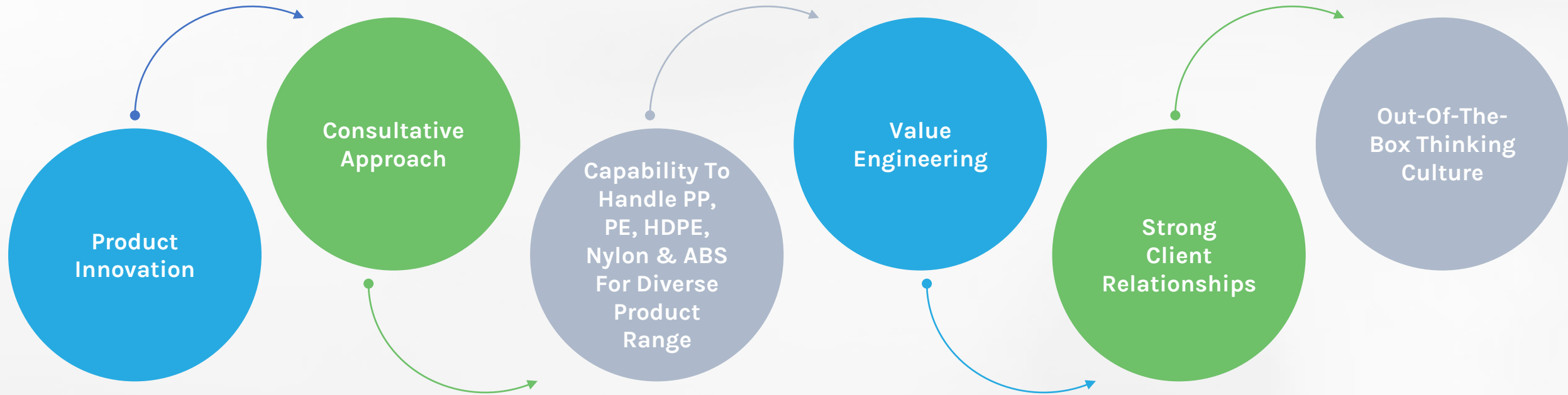
2019

**Prince Multi  
Plast Pvt Ltd.**

Acquired Plant &  
Machinery, Molds  
and Other ancillary  
equipment



# Skills That Differentiate Us From Competition





## Management Team

# Eminent Board of Directors



**MR. JAGDISH DEDHIA**  
Chairman & Whole Time  
Director



**MR. SANJAY DEDHIA**  
Joint Managing Director



**MR. MANISH DEDHIA**  
Joint Managing Director  
& Chief Financial Officer



**MR. DILIP GOSAR**  
Non-Executive  
Independent Director

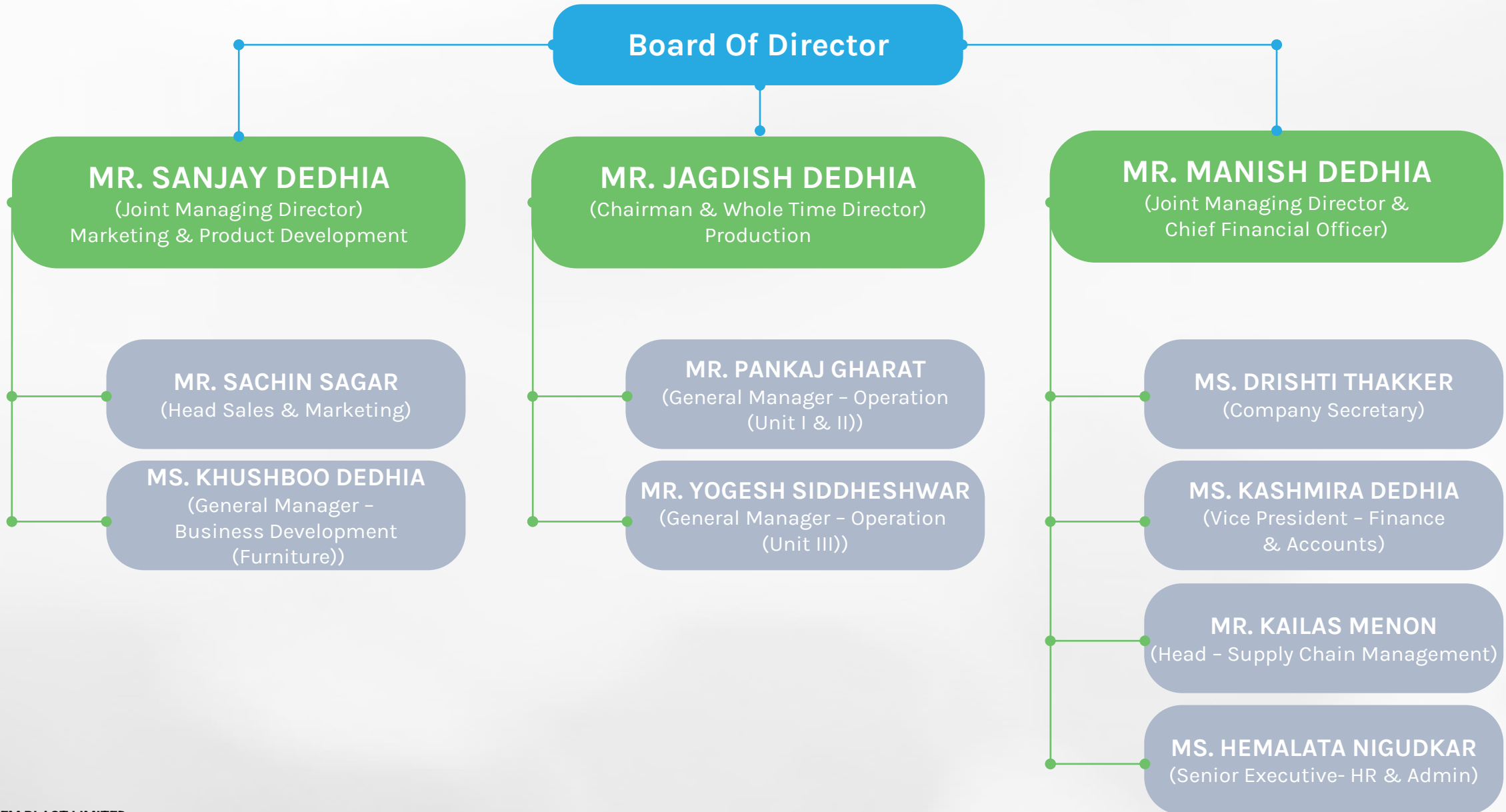


**MS. NEHA HUDDAR**  
Non-Executive  
Independent Director



**MR. HASMUKH DEDHIA**  
Non-Executive  
Independent Director

# Management Supported By Well Experienced Professional Team







## Business Overview

# Emerging as a Promising Player in Plastic Molding Industry



Blow Molded Products



Injection Molded Products



Hospital Furniture Parts



Other Products

## MITSU CHEM PLAST LTD.

posses strong capabilities in Injection Molding, Blow Molding and Custom Molding through product innovation and value engineering, the company has set new benchmarks in offering quality products and highest customer satisfaction, which has made the 'Mitsu' Brand, a name to be reckoned with.

# One Of The Widest Range Of Best In Quality Packaging Products



**Big Range of Small Containers & Industrial Containers  
100 ML to 250 LTRS**

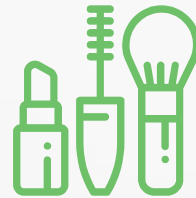
## Industries That We Cater To



Pharmaceuticals



Agrochemicals



Cosmetics



Flavor & Fragrances



FMCG



Food



Specialty Chemicals



Pesticides



Veterinary Chemicals



Chemicals

# Pioneer's In Hospital Bed & Ancillary Furniture



Hospital Bed Furniture Parts

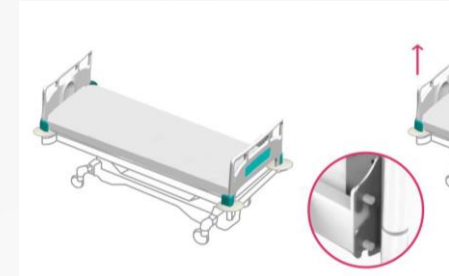
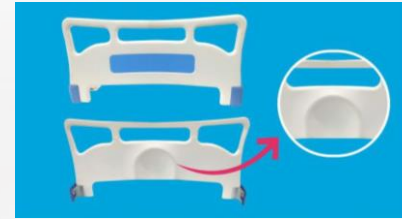


Over Bed Table Top

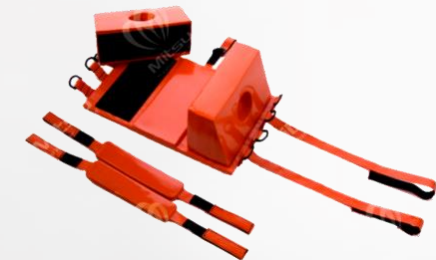


Bed Side Locker Parts

## Patented Solution For CPR Emergencies



Innovative concept of inbuilt CPR profile on the backside of the bow for CPR emergencies



Rescue & Safety Equipment

# Customized Furniture Solution Provider

Impressive aesthetics, robust design and durability has helped growth in this niche Business sections



Plastic Chair Parts



Plastic Baby Car Seat Shell



Plastic Corner Support Cap



Bus Seat



Plastic Stadium Seat



Front Cap



# Custom Molded Automotive Components & Fuel Tank Assemblies





# Injection Molding Offerings

Significant Capabilities In Injection Molding Ranging From 60 Tones To 450 Tones



CAPS



Pregnancy Test Kit



Handle & Lugs



Blue Spoon



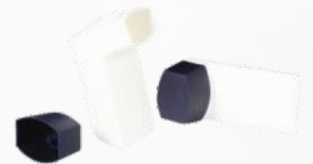
HIV Test Cassette



Bungs

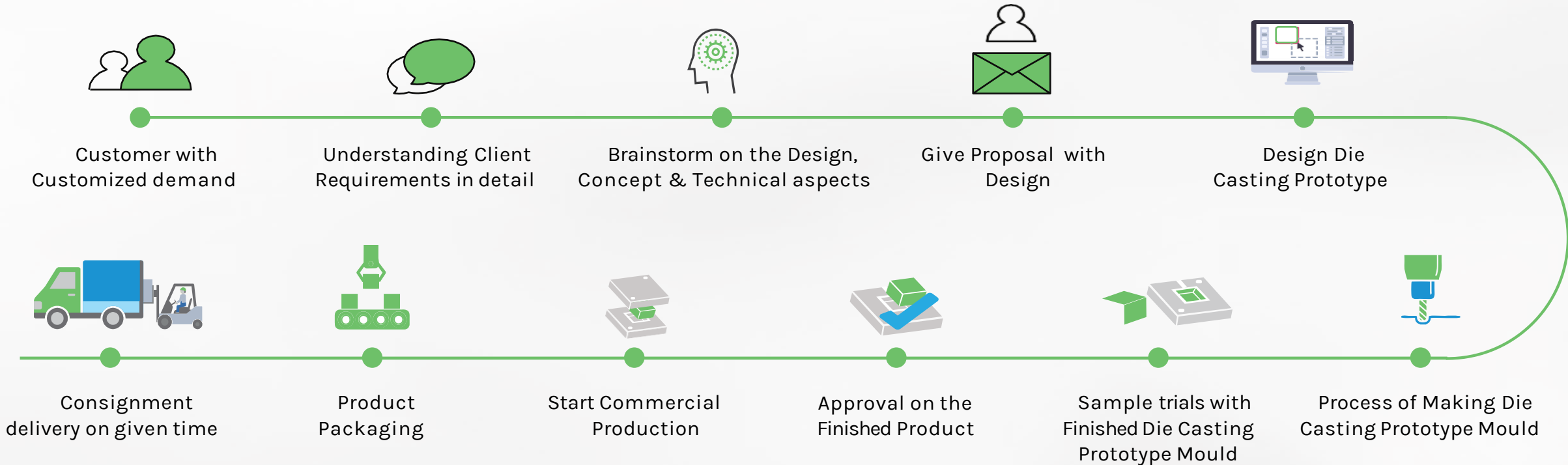


Saridon



Inhaler

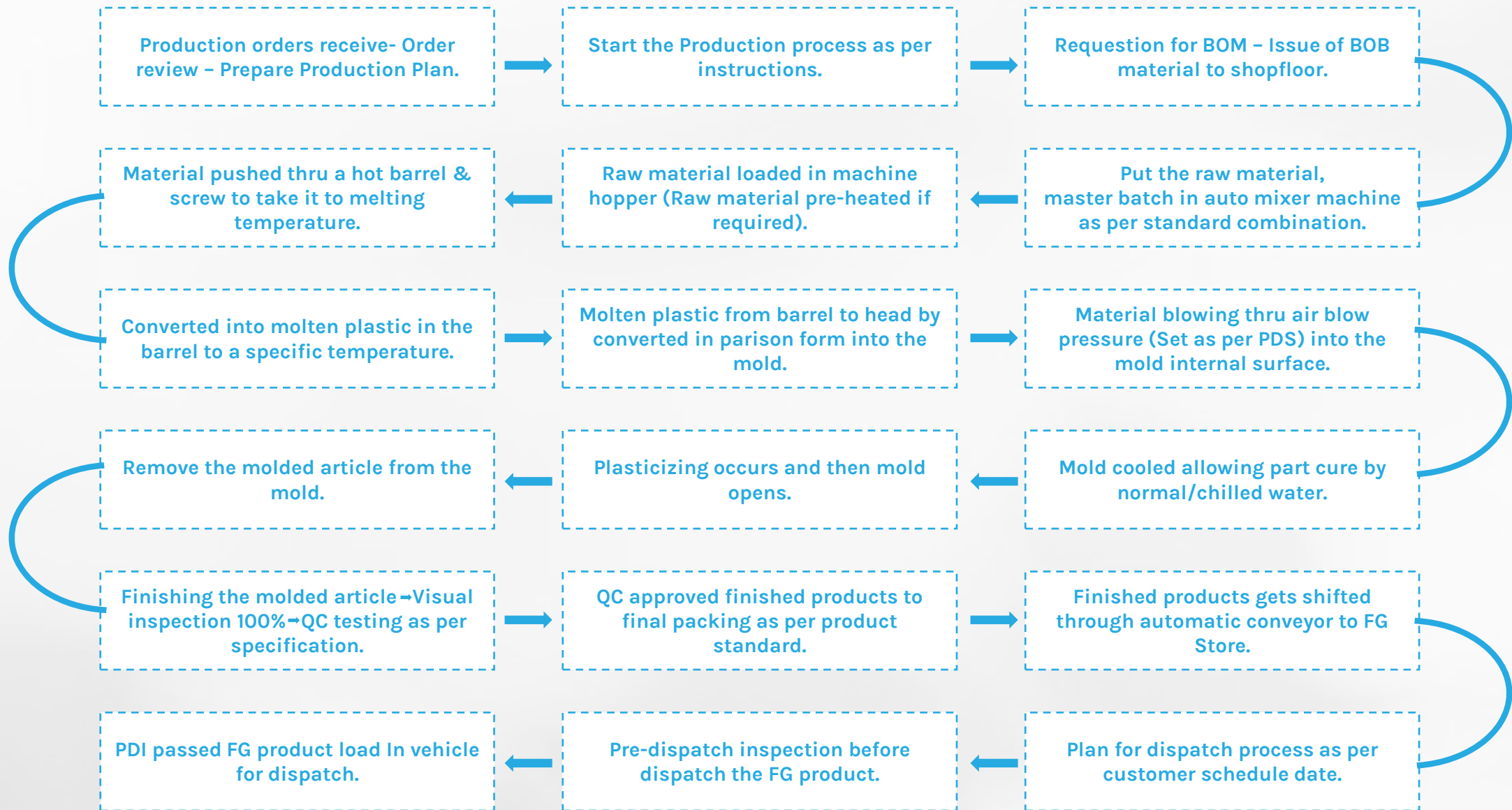
# Customized Infrastructure Furniture A Solution Provider



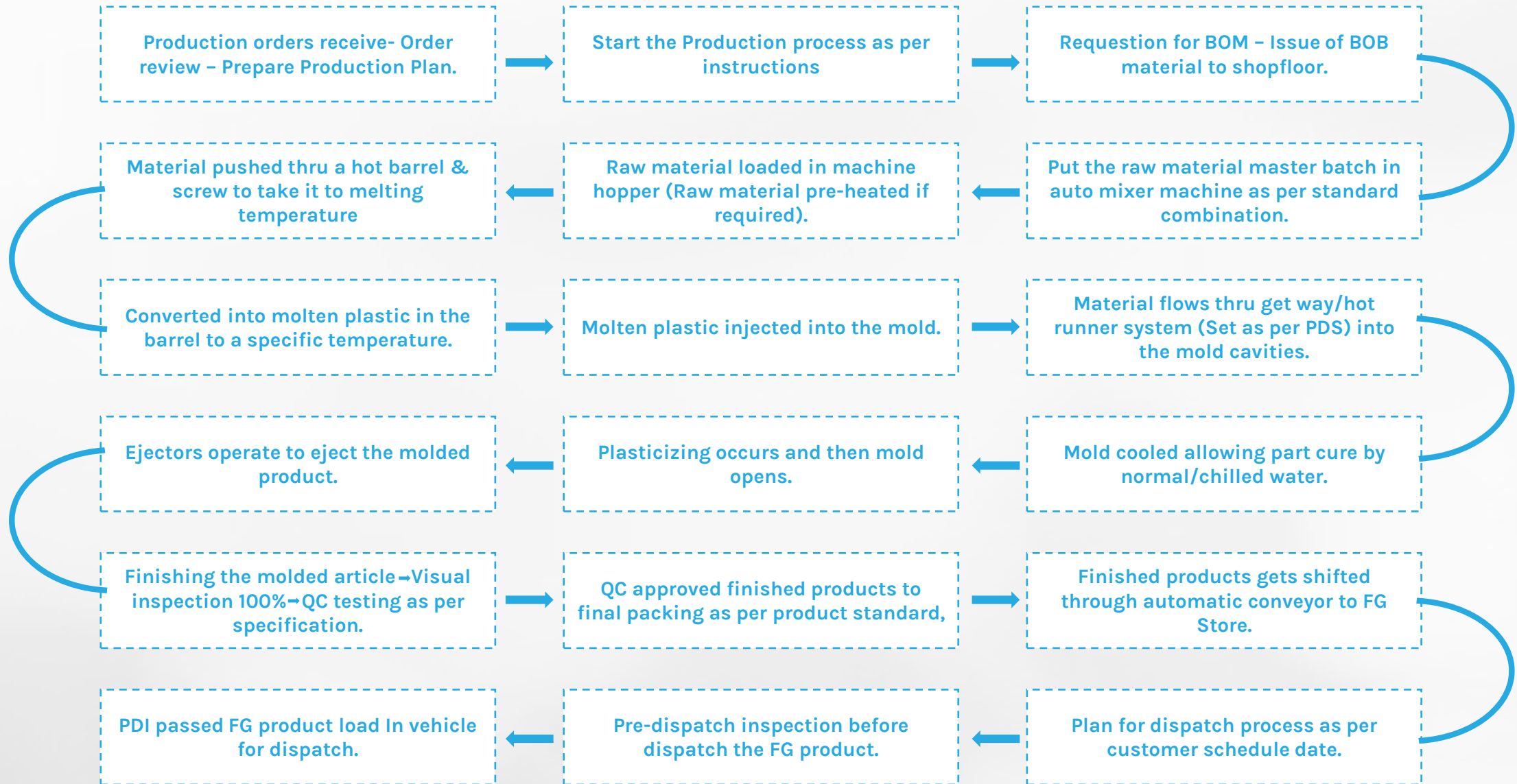
We provide custom molding solutions to our customers to specifically cater to the customer's requirements and to have an edge over competitors and as per the market trends.

We Make Sure That Your Customised Product Designs Remain Confidential & Protected From other Competitors

# Blow Molding Production Process



# Injection Molding Production Process





## Financial Overview

# Quarterly Performance Highlights YoY

In ₹ Cr

## TOTAL INCOME



In ₹ Cr

## PROFITABILITY





# Last Five Quarter Performance



In ₹ Cr

Particular	Q1 FY23	Q4 FY22	Q3 FY22	Q2 FY22	Q1 FY22
Revenues	84.56	74.61	66.38	57.27	59.46
Other Income	0.13	0.09	0.12	0.61	0.33
<b>Total Income</b>	<b>84.69</b>	<b>74.70</b>	<b>66.50</b>	<b>57.88</b>	<b>59.79</b>
Expenses	75.15	66.33	61.12	52.78	51.81
<b>EBITDA</b>	<b>9.40</b>	<b>8.27</b>	<b>5.26</b>	<b>4.49</b>	<b>7.65</b>
<b>EBITDA Margin</b>	<b>11.12%</b>	<b>11.09%</b>	<b>7.93%</b>	<b>7.83%</b>	<b>12.87%</b>
Interest	1.63	1.56	1.37	1.32	1.35
Depreciation	1.23	1.22	1.23	1.19	1.18
Profit before tax	6.68	5.58	2.78	2.59	5.46
Net Profit	5.16	3.31	2.05	2.46	3.69
EPS in Rs	4.27	2.74	1.70	2.03	3.06

# Key Financials

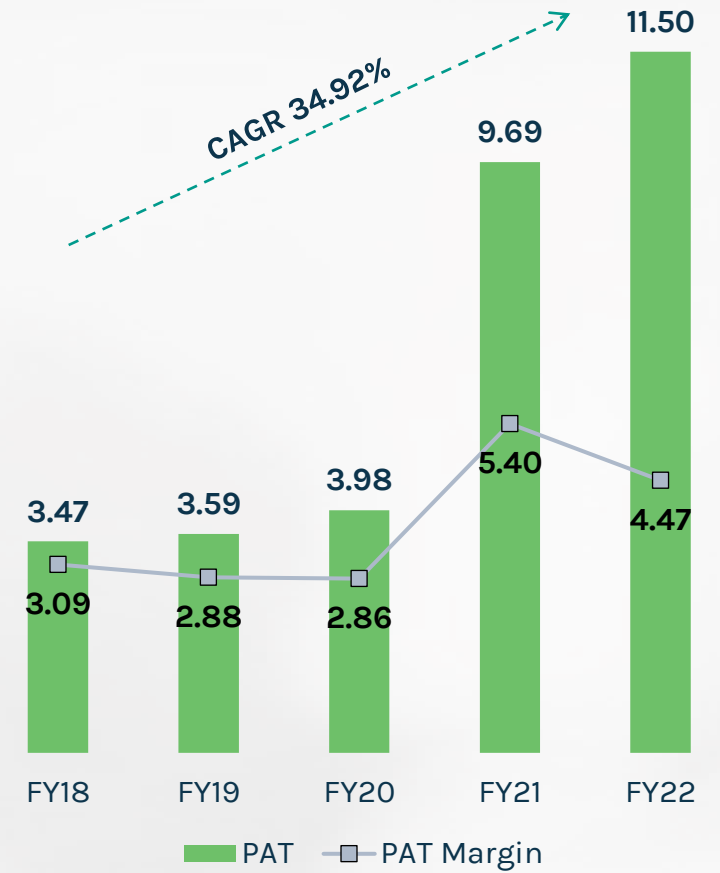
## TOTAL INCOME



## EBITDA & EBITDA MARGIN



## PAT & PAT MARGIN



# Profit & Loss Statement



In ₹ Cr

Particular	FY18	FY19	FY20	FY21	FY22
Revenues	112.27	124.76	138.55	178.33	257.72
Other Income	0.30	0.26	0.32	1.11	1.15
<b>Total Income</b>	<b>112.57</b>	<b>125.02</b>	<b>138.87</b>	<b>179.45</b>	<b>258.87</b>
Raw Material costs	70.87	79.01	76.42	104.15	164.12
Employee costs	7.91	8.65	10.68	14.24	17.27
Other expenses	23.87	26.55	35.60	36.85	50.65
Total Expenditure	102.65	114.21	122.69	155.24	232.04
<b>EBITDA</b>	<b>9.61</b>	<b>10.54</b>	<b>15.86</b>	<b>23.09</b>	<b>25.68</b>
Finance Costs	3.75	4.03	6.35	5.99	5.60
Depreciation	1.81	2.45	4.01	4.42	4.82
PBT	4.35	4.32	5.82	13.81	16.41
Tax	0.88	0.73	1.84	4.11	4.91
<b>Reported Net Profit</b>	<b>3.47</b>	<b>3.59</b>	<b>3.98</b>	<b>9.69</b>	<b>11.50</b>

# Balance Sheet



In ₹ Cr

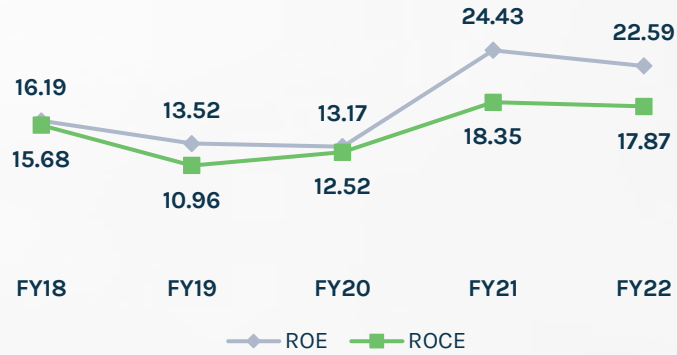
Equities & Liabilities	FY18	FY19	FY20	FY21	FY22
Equity	4.47	4.02	12.07	12.07	12.07
Reserves	16.96	22.53	18.10	27.58	38.85
<b>Net Worth</b>	<b>21.43</b>	<b>26.55</b>	<b>30.18</b>	<b>39.65</b>	<b>50.92</b>
Non-current Liabilities					
Long-term borrowing	14.30	27.54	28.45	31.96	28.55
Deferred tax Liabilities	1.88	2.76	3.83	4.61	5.54
Other long terms Liabilities	3.56	1.83	0.87	0.35	0.60
Long-term provision	0.10	0.08	0.17	0.01	0.00
<b>Total Non Current Liabilities</b>	<b>19.84</b>	<b>32.21</b>	<b>33.33</b>	<b>36.93</b>	<b>34.69</b>
Current Liabilities					
Short-term borrowings	17.96	22.09	35.22	32.06	38.60
Trade payables	3.73	9.55	5.51	10.53	14.19
Other Current Financial Liabilities	0.00	0.00	0.08	0.13	0.21
Other current liabilities	3.24	5.92	1.03	3.05	3.11
Short-term provision	1.79	2.17	1.98	2.00	2.07
Current Tax Liabilities (Net)	0.00	0.19	0.25	0.22	0.30
<b>Total Current Liabilities</b>	<b>26.72</b>	<b>39.92</b>	<b>44.07</b>	<b>47.99</b>	<b>58.48</b>
<b>Total Liabilities</b>	<b>67.99</b>	<b>98.68</b>	<b>107.57</b>	<b>124.57</b>	<b>144.09</b>

Assets	FY18	FY19	FY20	FY21	FY22
Non Current Assets					
Fixed assets	29.14	56.76	59.68	61.00	62.51
Non-current investments	0.25	0.36	0.88	0.76	0.32
Other Non-Current Financial Assets	0.00	0.00	1.00	1.73	1.30
Other non-current assets	3.03	1.84	2.16	3.04	1.33
<b>Total Non Current Assets</b>	<b>32.42</b>	<b>58.96</b>	<b>63.73</b>	<b>66.53</b>	<b>65.46</b>
Current Assets					
Inventories	10.31	10.66	12.47	22.53	29.30
Trade receivables	20.32	23.33	28.54	29.15	41.45
Cash & Bank Balance	3.07	1.98	0.12	0.74	2.14
Other Current Financial Assets	0.17	0.20	1.15	2.50	2.45
Current Tax Assets (Net)	0.04	0.00	0.00	0.00	0.00
Other current assets	1.66	3.54	1.56	3.12	3.29
<b>Total Current Assets</b>	<b>35.57</b>	<b>39.72</b>	<b>43.84</b>	<b>58.04</b>	<b>78.63</b>
<b>Total Assets</b>	<b>67.99</b>	<b>98.68</b>	<b>107.57</b>	<b>124.57</b>	<b>144.09</b>

# Key Ratios

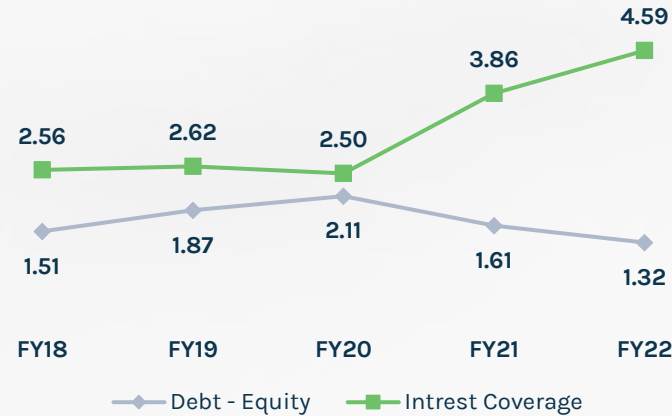
In %

## IMPROVING RETURN RATIOS



In Times

## IMPROVING LEVERAGE RATIOS



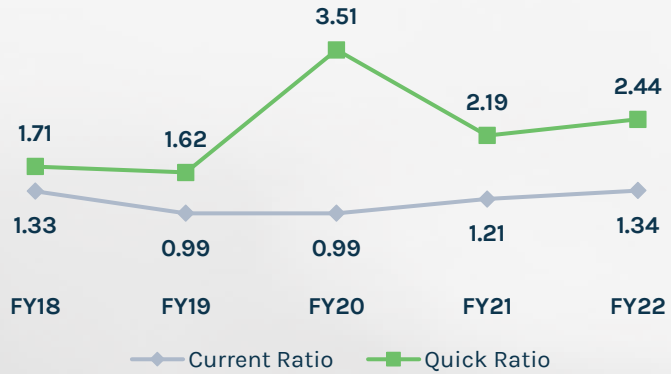
In ₹

## PER SHARE MATRIX



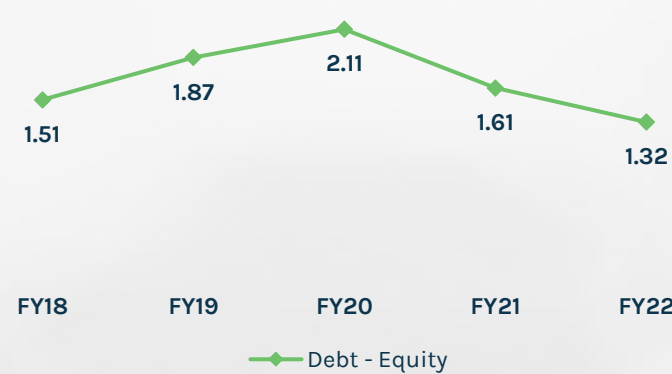
In Times

## CURRENT ASSET RATIOS



In Times

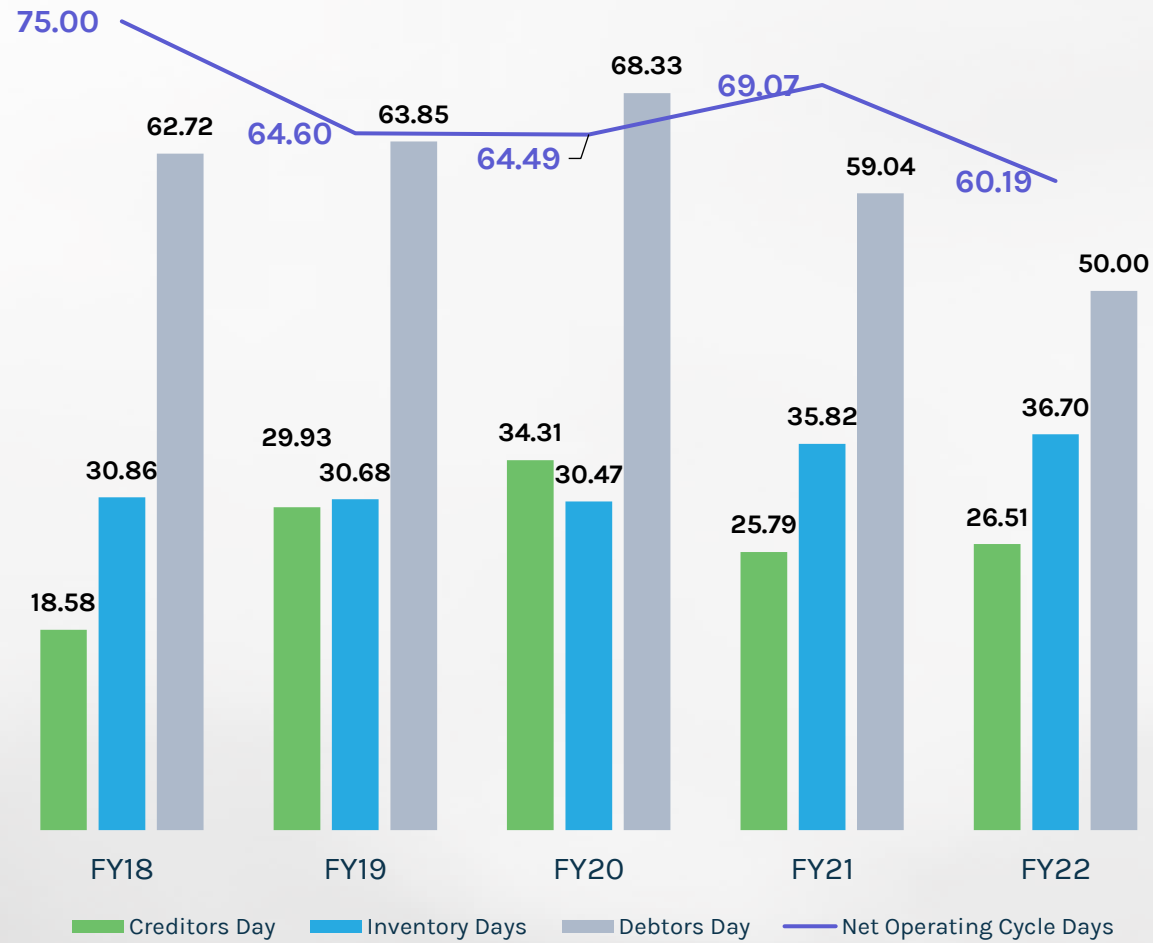
## ASSET TURNOVER RATIOS





In Days

## WORKING CAPITAL CYCLE



## OPERATING CASH FLOW

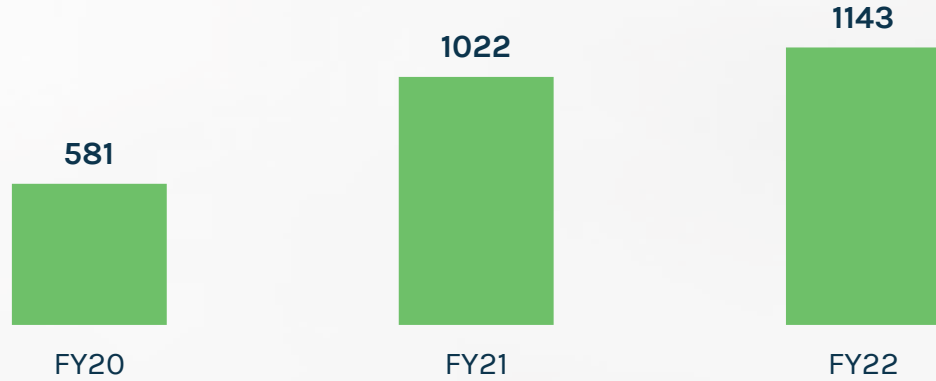


# Revenue & Production Matrix

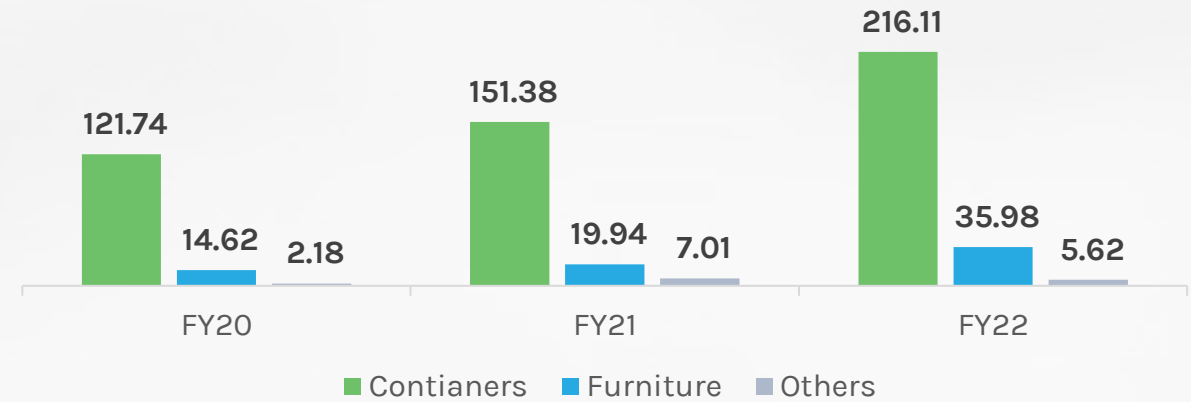
In ₹ Cr

## TOTAL NO OF CUSTOMERS

In Number

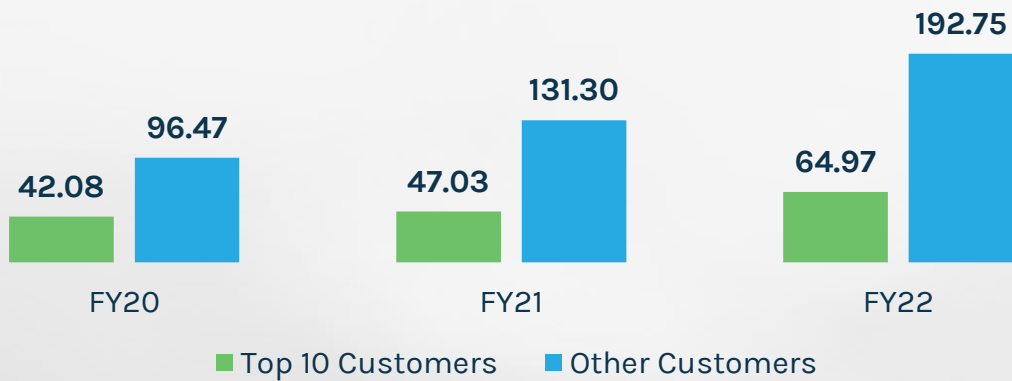


## PRODUCT CATEGORY WISE REVENUE BREAKUP



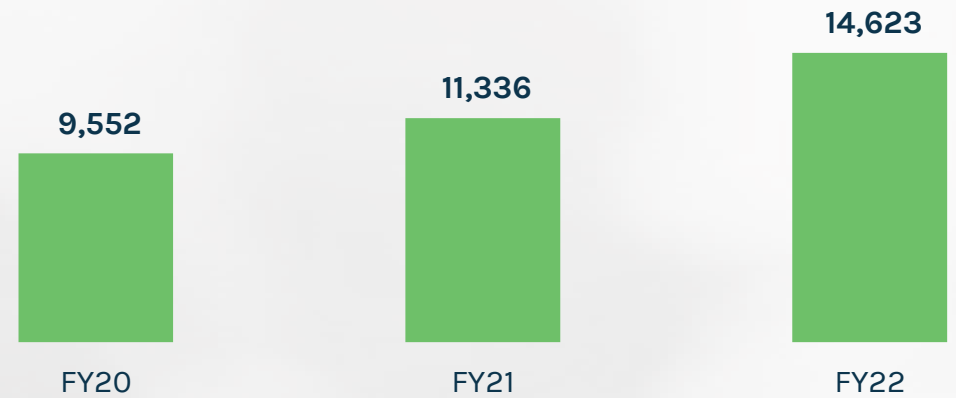
## REVENUE FROM TOP 10 CUSTOMERS

In ₹ Cr



## TOTAL PRODUCTION

In MT

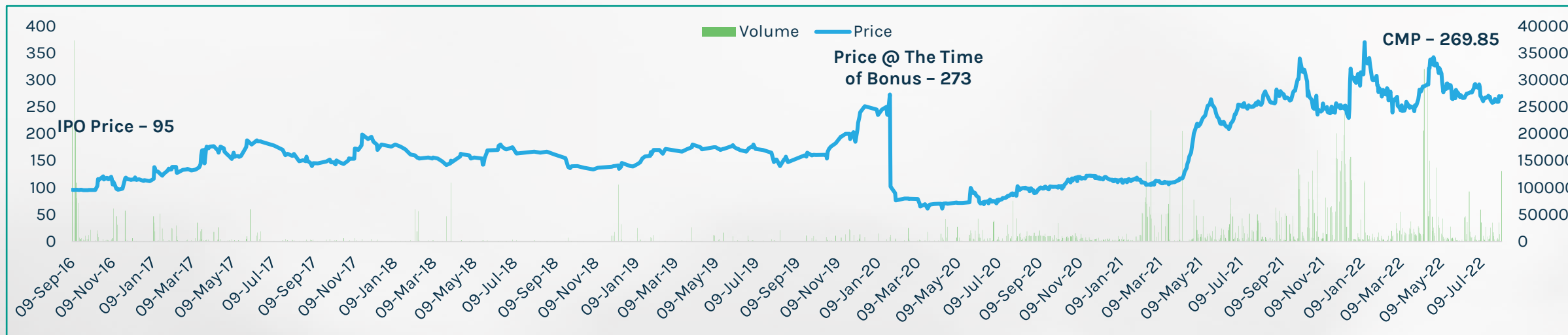




## Appendix

<b>BSE: 540078   ISIN: INE317V01016</b>	<b>As on 08-08-2022</b>
<b>Share Price (₹)</b>	<b>269.85</b>
Market Capitalization (₹ Cr)	325.78
No. of Shares Outstanding (Cr)	1.20
Face Value (₹)	10
<b>52 week High-Low (INR)</b>	<b>374.70/ 213.70</b>

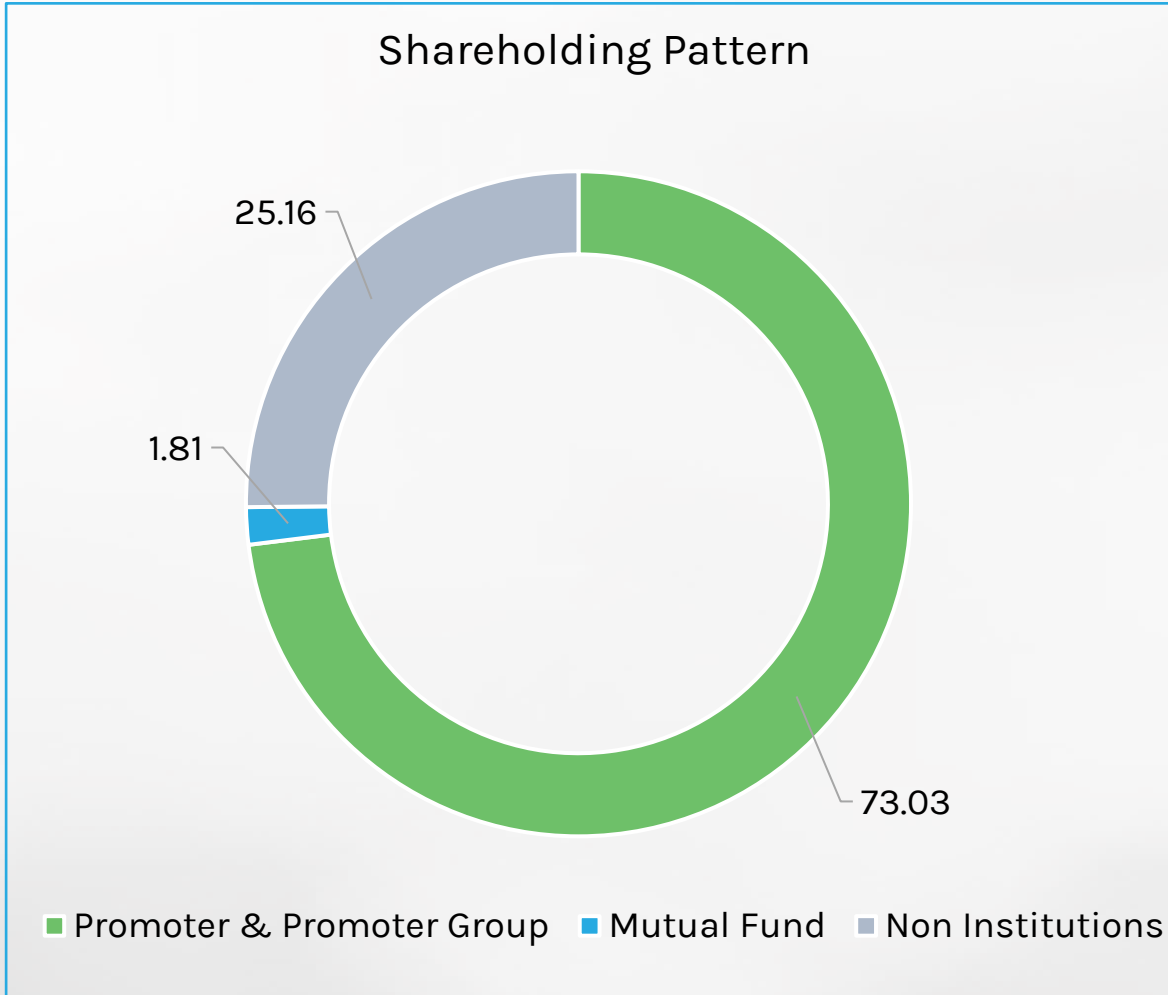
Corporate Actions			
Dividend (₹)	Ex Date	Bonus	Date
0.50	19 Sep 2017	2 : 1	28 Jan 2020
0.50	23 Aug 2018		
0.50	19 Sep 2019		
0.20	01 Sep 2020		
0.20	08 Sep 2021		



Source - BSE

# Shareholding Data

As on 30-06-2022



Source - BSE

Marquee Shareholders	
Name of Shareholder	Holding Shares
Jaya Chandrakant Gogri	4,76,200
IDBI Mutual Fund	2,17,925
Chandrakant V Gogri	1,98,000

# Awards & Accolades



India SME 100 2015  
Axis Bank



Best SME of the year 2016 for  
innovation and invention  
SME Chamber of India



Excellence in Healthcare SME  
(Hospital Equipment)  
ET Polymers 2018



India 100 SME 2019  
Axis Bank jointly with India  
SME Forum



Excellence in Healthcare (SME)  
ET Polymers 2020



Excellence in Medical Devices  
& Healthcare Equipment (SME)  
ET Polymers 2022



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