

Mitsuchem Plast Ltd.

(Formerly known as Mitsu Chem Pvt. Ltd.)

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

T : + 91 22 25920055 F : + 91 22 25920077

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

CIN : L25111MH1988PLC048925



Date: November 11, 2022

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai- 400001

Scrip Code: 540078

Dear Sir/Madam,

Sub: Investor Presentation for Q2 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 Q2 FY 2022-23 of the Company.

Kindly take the same on record.

Thanking you.

Yours truly,

FOR MITSU CHEM PLAST LIMITED

Manish Dedhia
Managing Director & CFO

Encl: as above

Manufacturing Units

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

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

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, Pin: 410220. Maharashtra, India.

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

Blow Molding | Injection Molding | Custom Molding



MITSUBISHI CHEM PLAST LIMITED

Q2 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 one of the leading manufacturer of world-class plastic Blow Molded and Injection Molded products with customer success at it's core.
- Since inception, Mitsu have grown extensively in size and ideology which has allowed The Company to deliver it's clients with superior quality solutions & Mitsu is known for it's high quality products with customization as per clients requirements
- Today 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 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



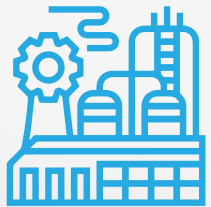
Installed Capacity
of 24,000 + MTPA



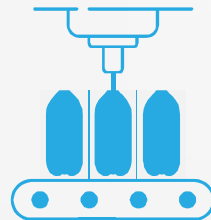
500+ clients, out of
which more than 30
are Fortune (India)
500 customers



500+ SKU's



3 Manufacturing
Facilities



46 Blow Molding
Machines

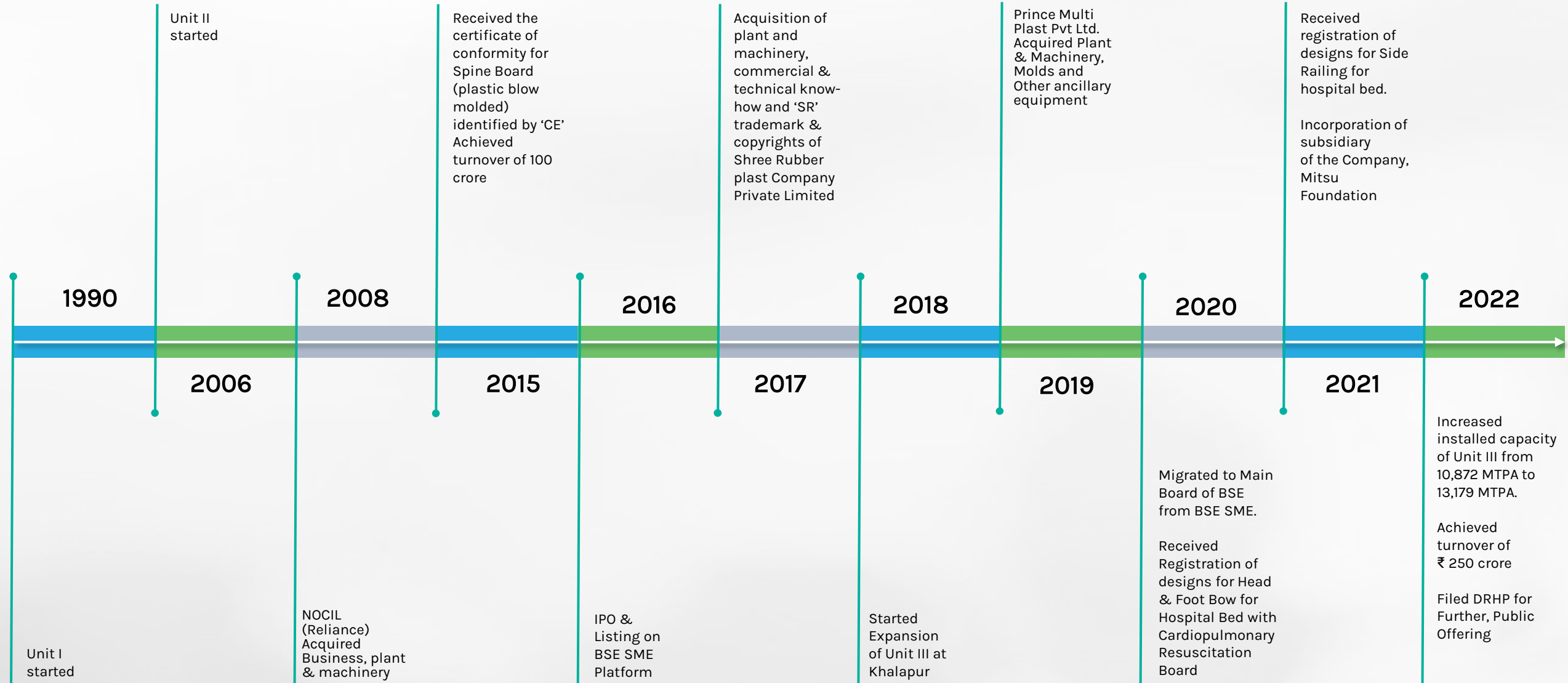


18 Injection Molding
Machines



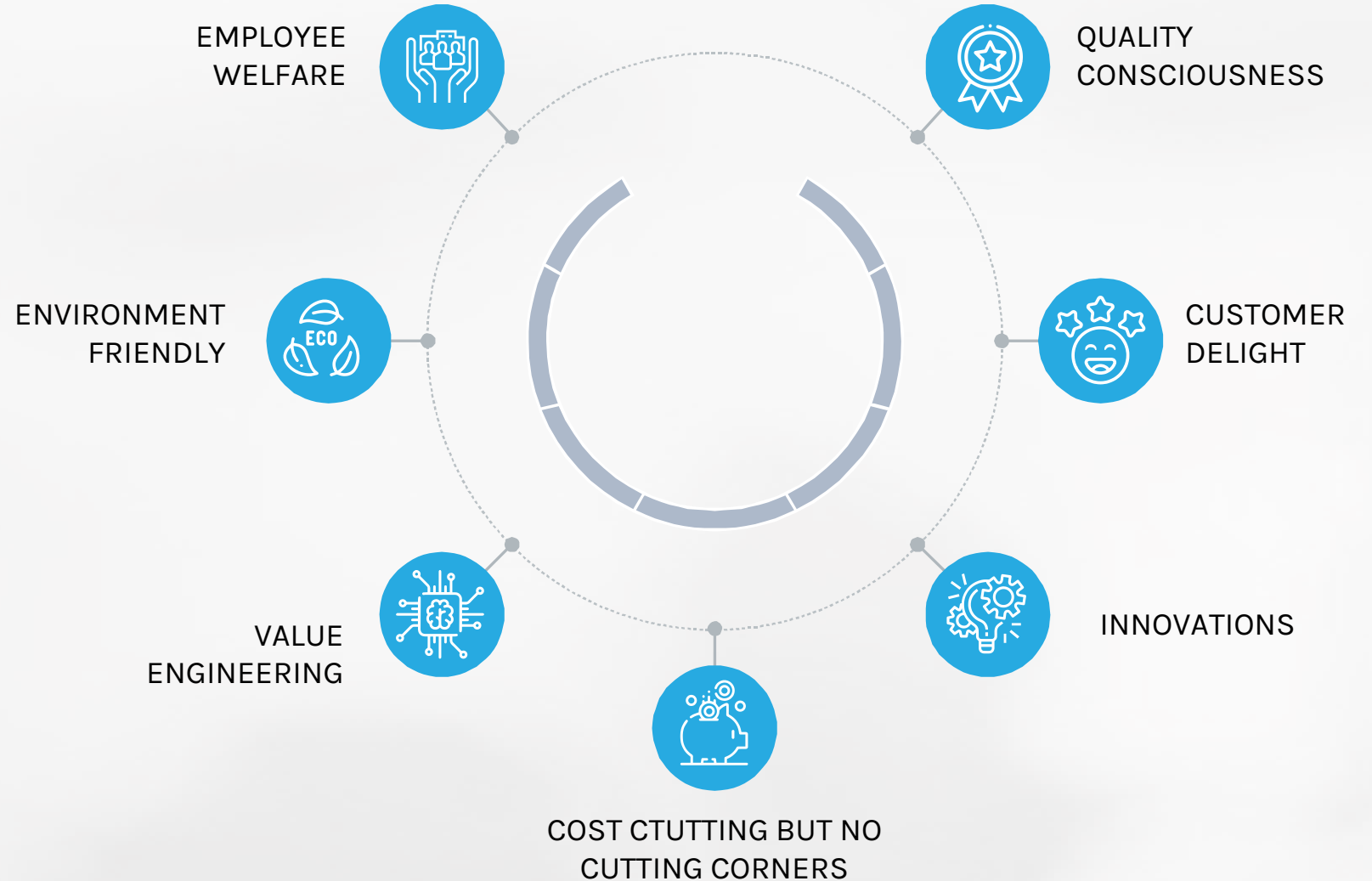
300+ Employment
Generation

Mitsu's Journey

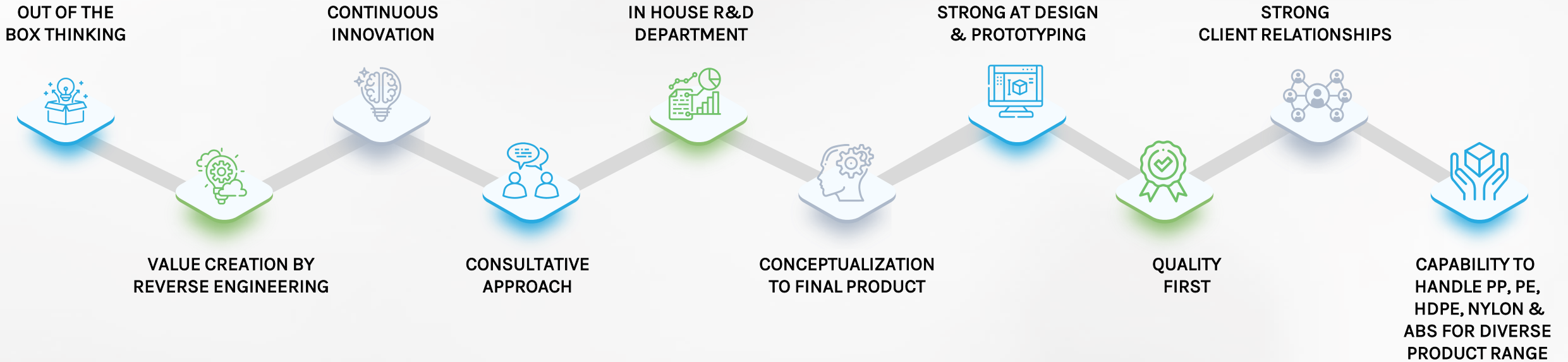


Core Values

The way of life at Mitsu, 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



Molding Capabilities

INJECTION MOLDING

HDPE, PP, Filled PP

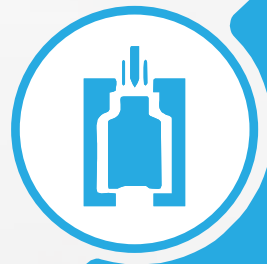
Pharma, Chemical,
Food, Agrochemicals



BLOW MOLDING

HDPE, PP, Filled PP

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



CUSTOM MOLDING

PE, PP, Filled PP

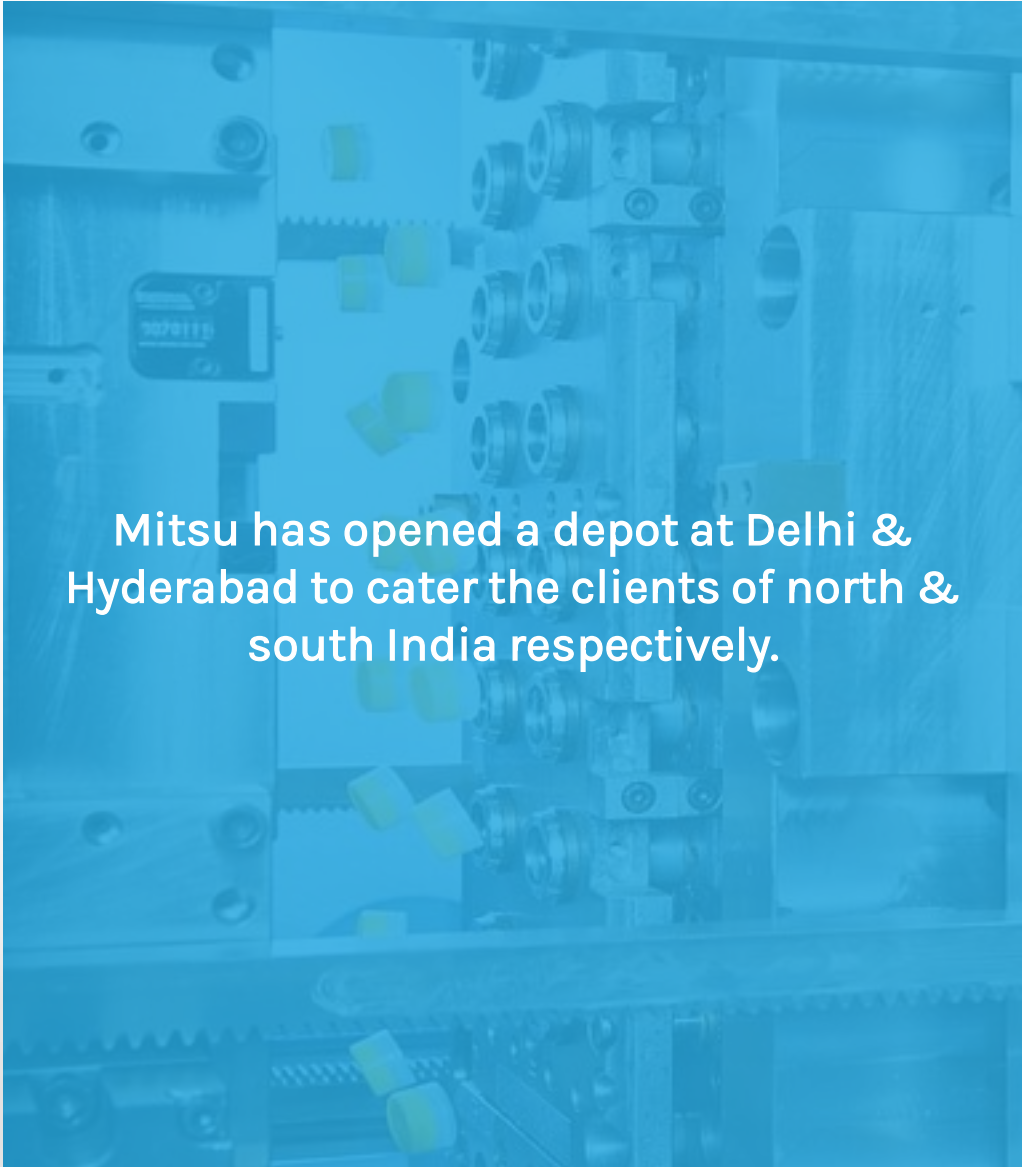
Pharma, Automotive,
Hospital Bed Parts,
Auto Filters



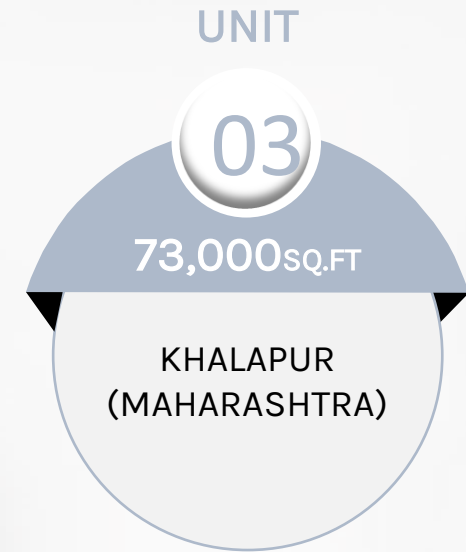
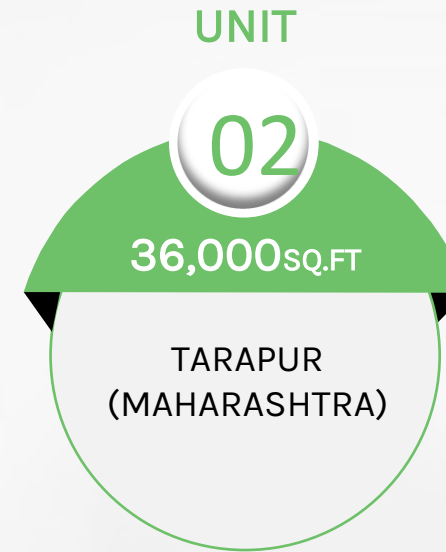
More Than 30 Clients Of Fortune (India) 500 Serviced By Us



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



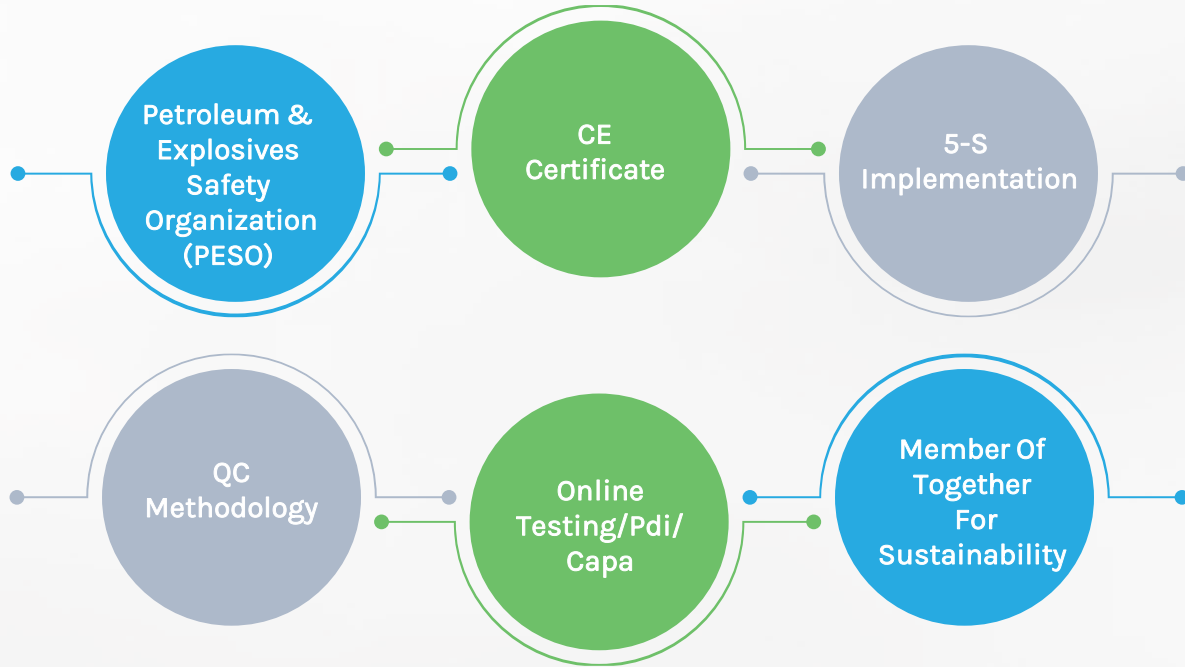
46 Blow Molding
Machines



18 Injection Molding
Machines

Installed Capacity of
24,000 + Metric
Tonnes per annum

Well Certified Plant



INTERGRATED MANAGEMENT SYSTEM



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

Melt Flow Index

Closure Leakage Testing

Visual Test

Drop Testing

Dimension Test

Fitment Test



Embedding ESG and sustainability principles throughout the operation process, and the business systems at large, is central to Mitsu's endeavors, aimed at being admirable stewards of clients'. The Company is driven by the desire to act responsibly and bring a positive change in its surroundings.

A changing economic landscape, powered by technology, has brought significant transformations around the world. It emphasized that some form of intersection between society, companies, investors, and Governments is crucial to perpetuating economic stability and success

ESG Practices @ Mitsu

ENERGY CONSERVATION:



We are committed to make a material impact on the environment and the society by reducing the business' carbon footprints. In this direction, Mitsu undertook preventive steps to identify and address areas, supporting the Company's vision. Following are some of the initiatives that the Company undertook to fulfil its organizational goals and ESG commitments.



ESG Practices @ Mitsu

ENERGY CONSERVATION INITIATIVE @ Mitsu

- ❖ Installation of energy efficient equipment and technological equipment to save energy
- ❖ Addition of controller in machine, to switch-off automatically during idle load, which saves power consumption
- ❖ Installed Harmonic Filter for reducing power factor & conversion
- ❖ Replaced all Metal Halide lights, Sodium Vapour Lights, PLC power lights with LED lights and motion sensor lights
- ❖ Used transparent Polycarbonate sheets for roofing at workplace for natural light penetration and increase in day lights for plants



POST- CONSUMER RESIN



The Company recognizes the need to transform and adapt to changes around it for a better and sustainable tomorrow. With increased focus to go green, companies are striving to choose sustainable means, offering environment-friendly products to their consumers as much as they can.

In this direction, Mitsu endeavors to reduce its overall contribution to waste generation.

The Company uses Post-Consumer Resin, a plastic that has already been recycled and is re-purposed for making it ready-to-use again.

The Company also has a reduce and reuse mechanism that helps in reusing the raw materials lost during the operations. For instance, during the Molding process, tons of pinch-off/inhouse rejection is generated which gets reused through grinding.



RAIN WATER HARVESTING:

Rain water harvesting is a step towards environmental conservation, wherein rain water is collected from surfaces of buildings, stored, and reused later for various needs. As the demand for processed water supply have increased massively with the rise in population, rainwater harvesting serves as a major source of acquiring fresh water.

Moreover, it requires lower costs and is environmentally sustainable. Even the cost for installation and maintenance of a rain water harvesting system is highly economical, given its various benefits.

We engage in promoting environmental conservation by undertaking such sustainable measures. The collected rainwater thereon, is used to meet



RAIN WATER HARVESTING:



Mitsu's secondary purposes/activities at the workplace. It can also be used for portable and non-portable purposes, for fulfilling commercial as well as industrial needs.

Besides, it contributes towards mitigating the prevailing water crises, alleviating non-point source pollutant loads and even helps in controlling the adverse effects of climate change impact. Thus, playing a crucial role in water management.

Advantages:

- ❖ Contributes in conserving/maintaining levels of underground water
- ❖ Cost of recharging subsurface aquifer is lower than surface reservoirs





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

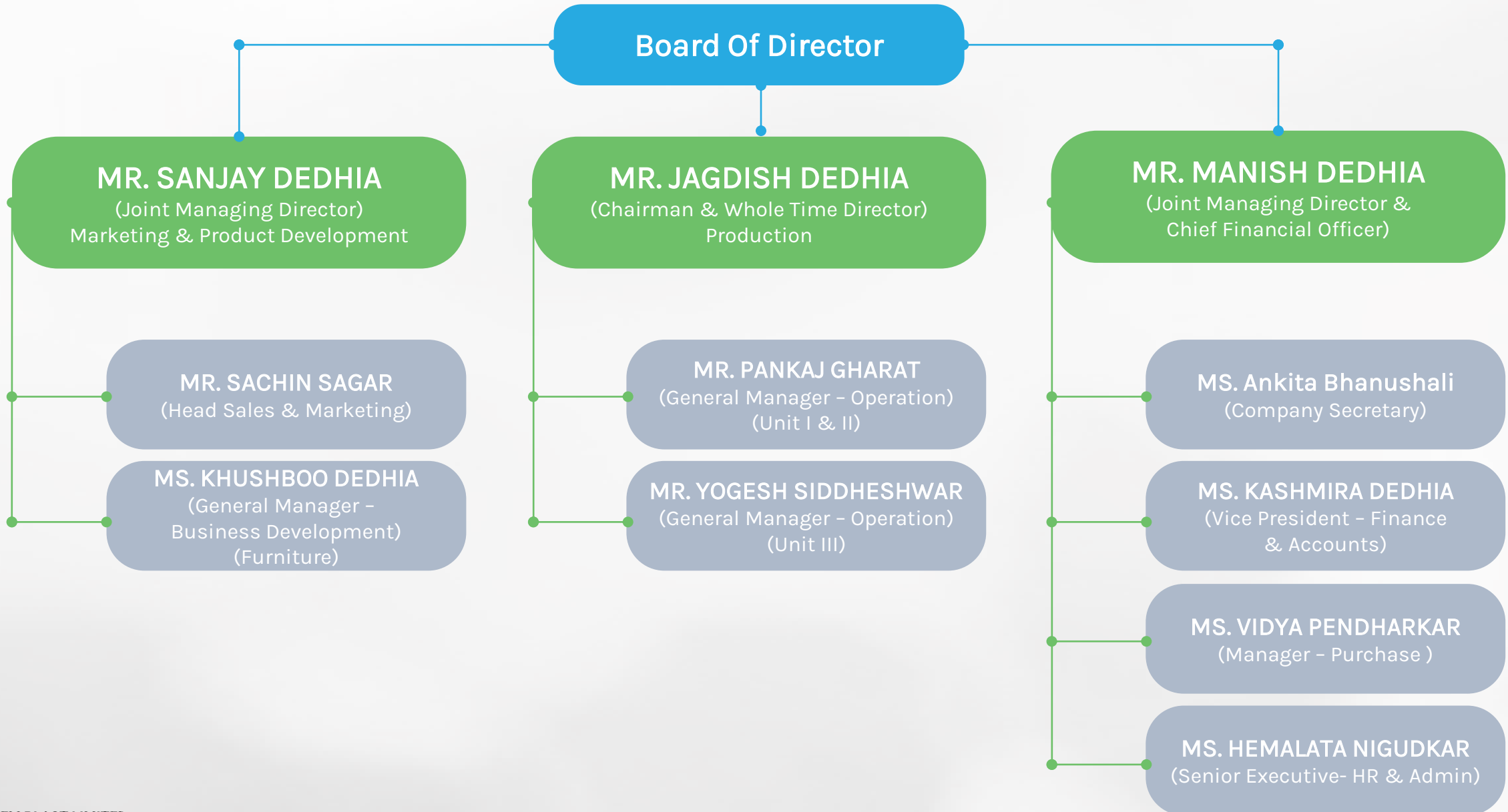


MS. NEHA HUDDAR
Non-Executive
Independent Director



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



Widest range of Industrial Containers in this industry, from 100 ML to 250 LTRS.

Pail Containers

Features:

- High-quality durable containers
- 100% recyclable
- Superior & unique design
- Excellent finish
- Stackable & nestable
- Leak-proof sealing
- Tight-fitting lid
- Corrosion-free, rust-free & no contamination
- Easy to handle

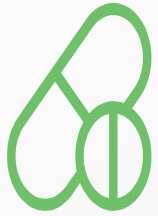
Our pail containers are available with plastic or metal handle. We provide color option as per customer requirement.

Application Area:

- Inks, Grease, Paints & Distempers
- Detergents & Chemicals
- Food & Food Products
- Edible oils & Lube Oils



Industries That We Cater To



Pharmaceuticals



Agrochemicals



Cosmetics



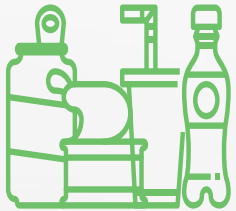
Flavor & Fragrances



FMCG



Lub Oil



Food



Specialty
Chemicals



Pesticides



Veterinary
Chemicals

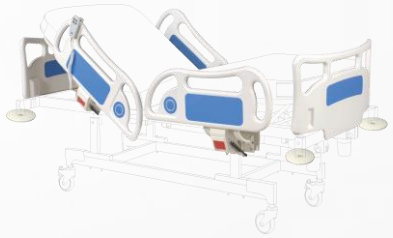


Chemicals



Edible Oil

Pioneer's In Hospital Bed & Ancillary Furniture



Hospital Bed Furniture Parts

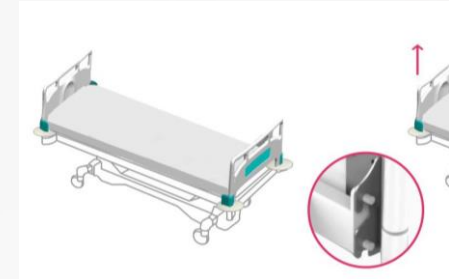
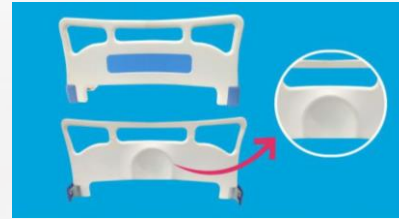


Over Bed Table Top

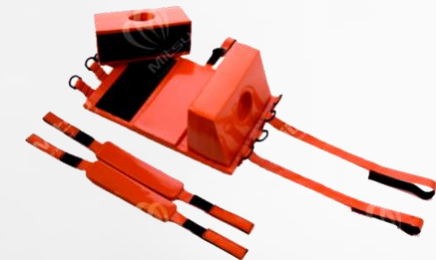


Bed Side Locker Parts

Patented Solution For CPR Emergencies



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



Rescue & Safety Equipment

Hospital Furniture Parts



MICHI-
M1 HEAD/FOOT BOW



MINI-
M2 HEAD/FOOT BOW



MISAN-
M3 HEAD/FOOT BOW



MIYON-
M4 HEAD/FOOT BOW



MIGO-
M5 HEAD/FOOT BOW



MIKU-
M6 HEAD/FOOT BOW



MIJU-
M7 HEAD/FOOT BOW



MIROKU-
MSR1 SIDE RAILINGS



MIHICHI-
MSR3 SIDE RAILINGS



MINANA-
MSR2 HEAD SIDE RAILINGS

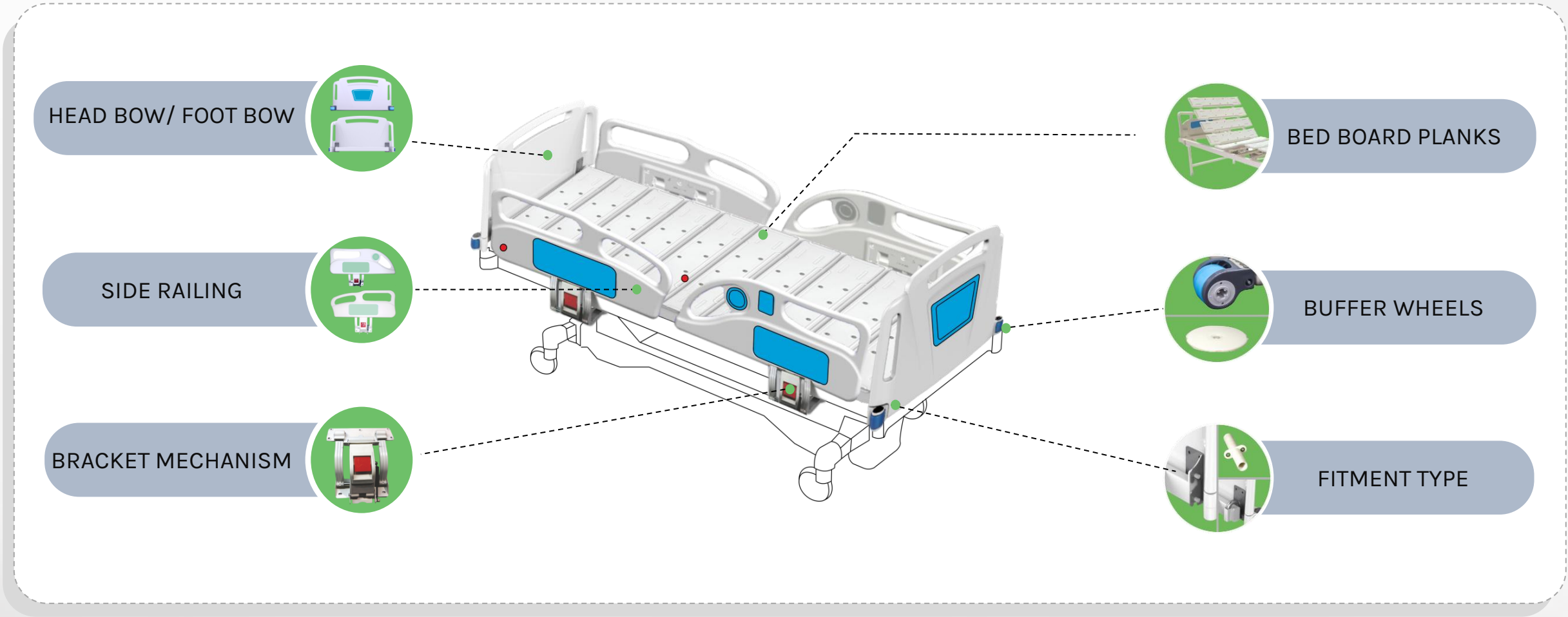


MINANA-
MSR2 LEG SIDE RAILINGS



MIJUSAN-
MSR4 SUDE RAILINGS

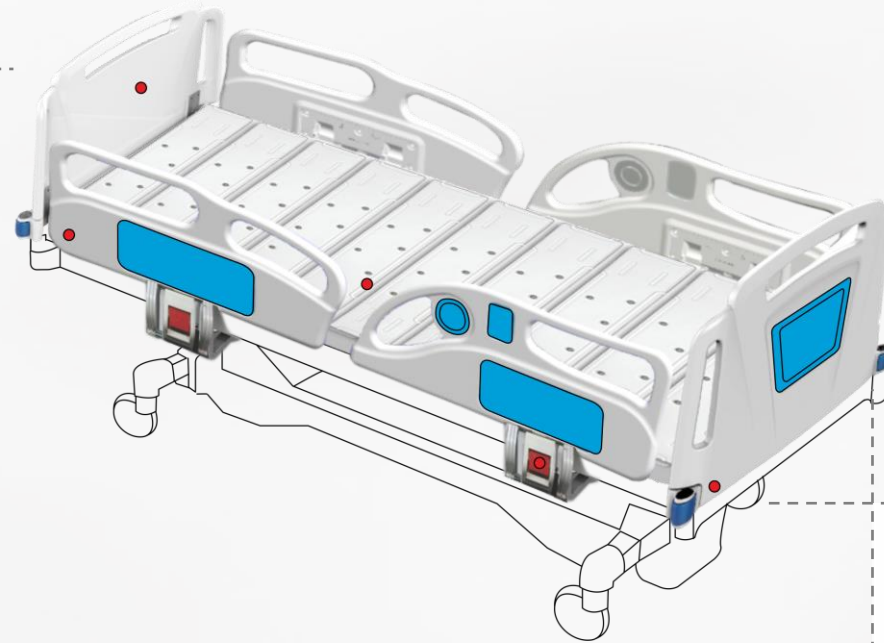
Hospital Bed Parts



Mattress Platform

Features:

- 4 section mattress platform for hospital beds
- X-ray compatible
- Easy to assemble
- Easy to clean / wash
- Lightweight but very sturdy
- Made out of ultra-high density poly ethylene
- Modular system enables time saving during bed manufacturing
- Suitable for bed size 2270*942mm



TOP VIEW



BOTTOM VIEW

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

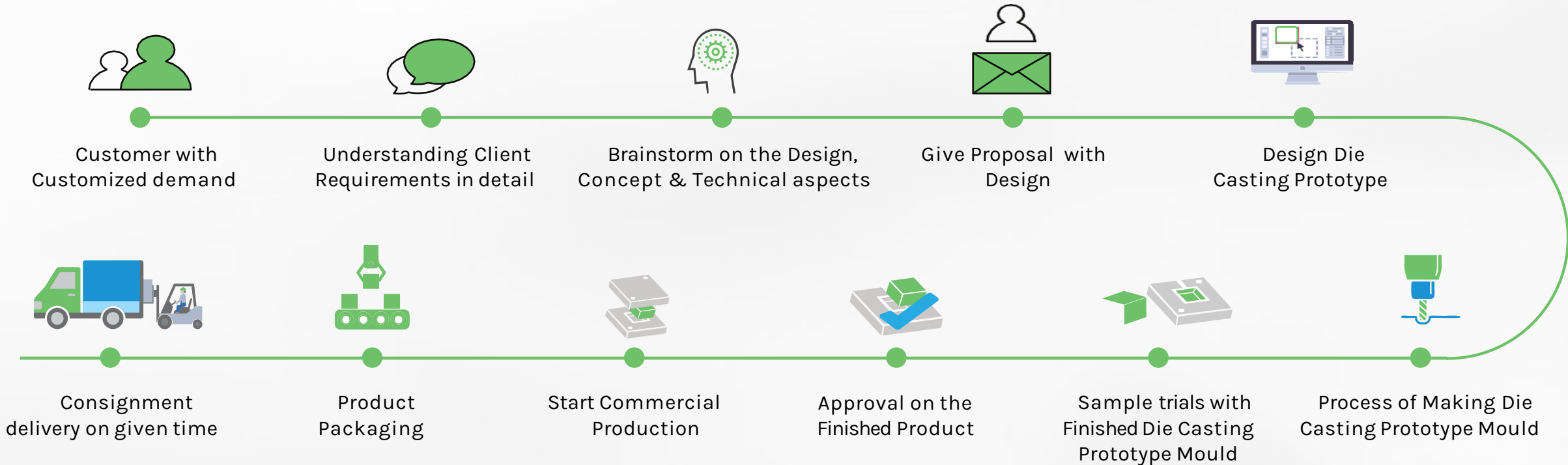


Saridon



Inhaler

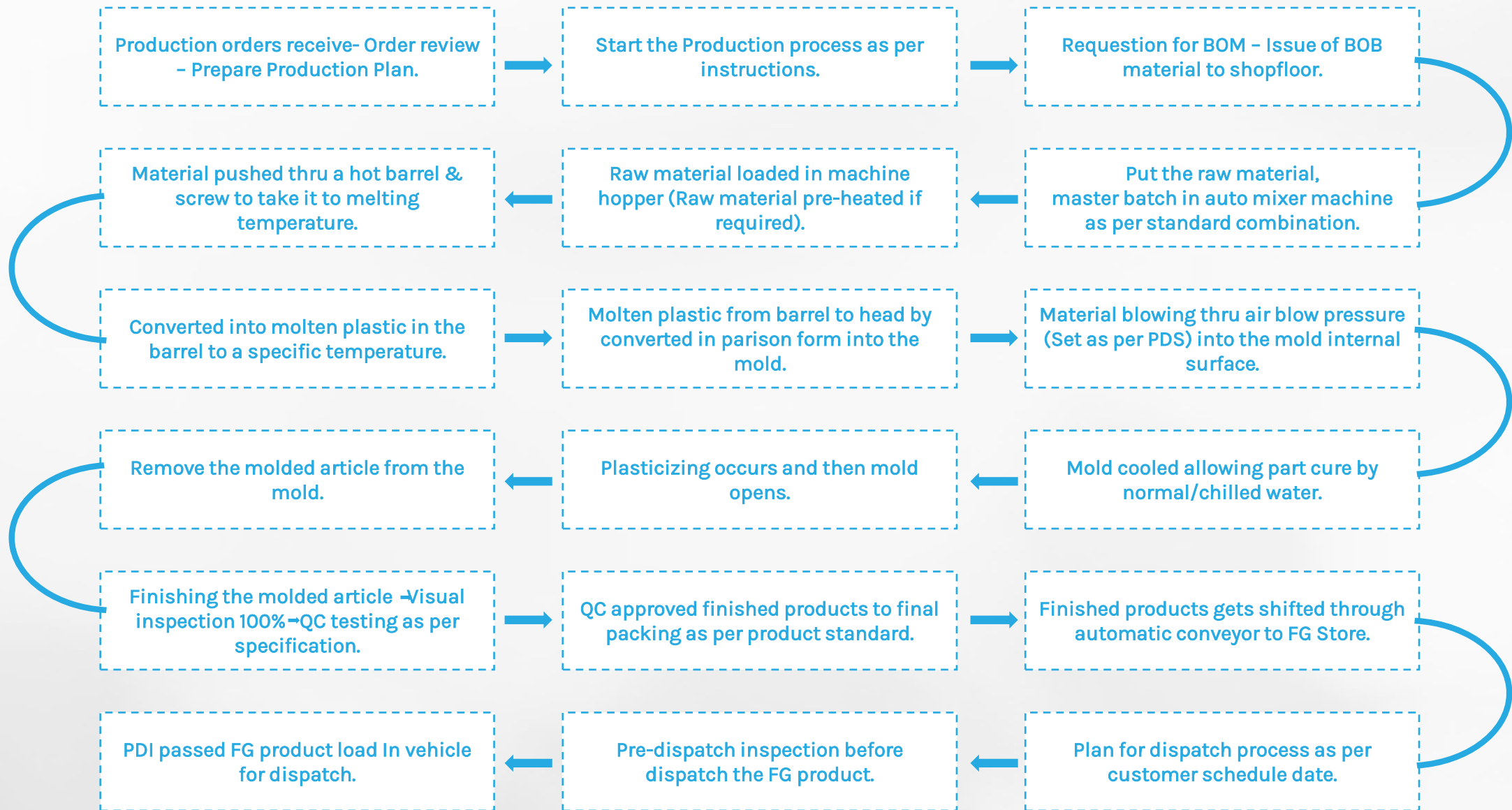
Customized Infrastructure Furniture A Solution Provider



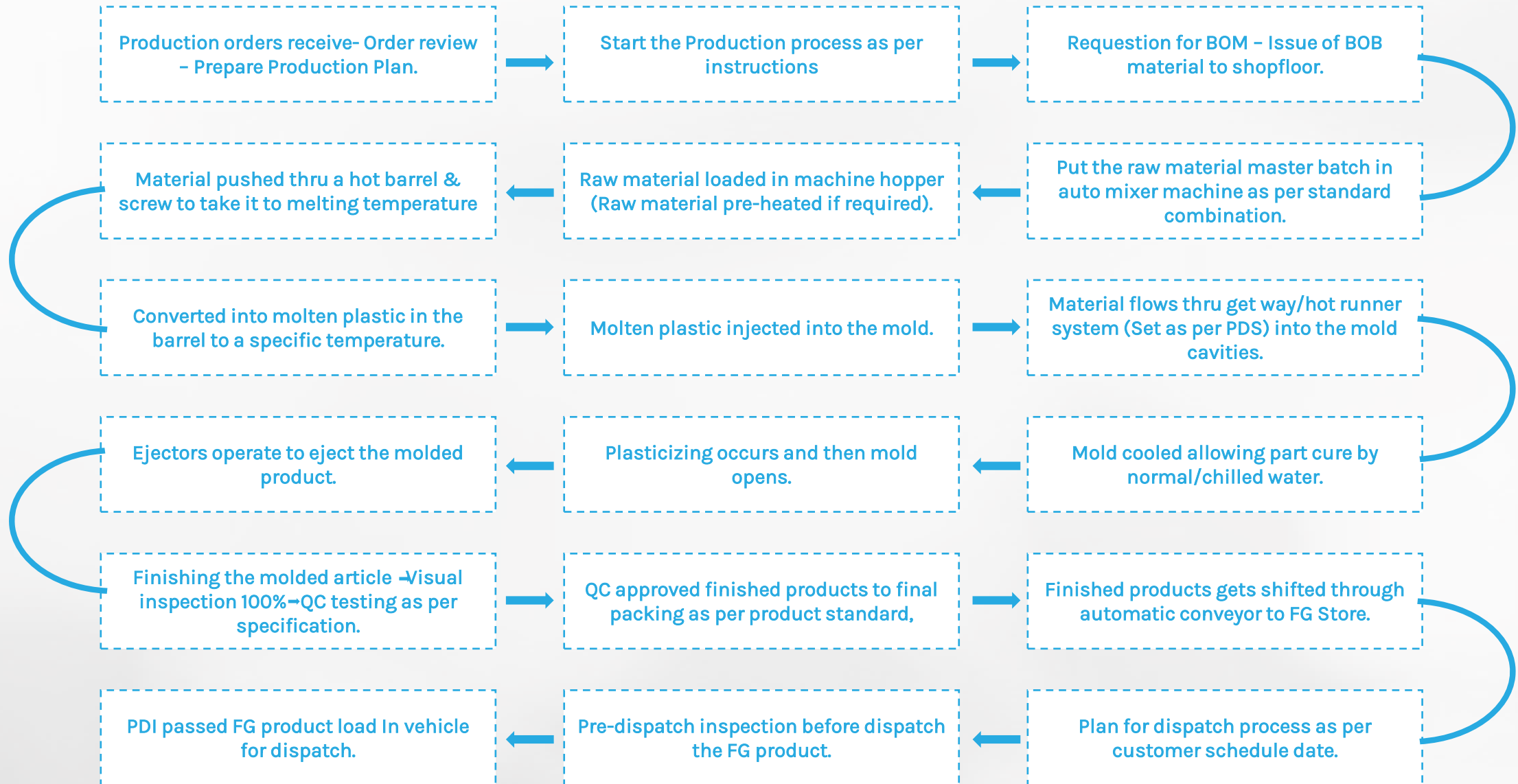
We provide custom molding solutions to our customers to specifically cater to the customer's requirements and to have an edge over competitors and as per the market trends.

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

Blow Molding Production Process



Injection Molding Production Process



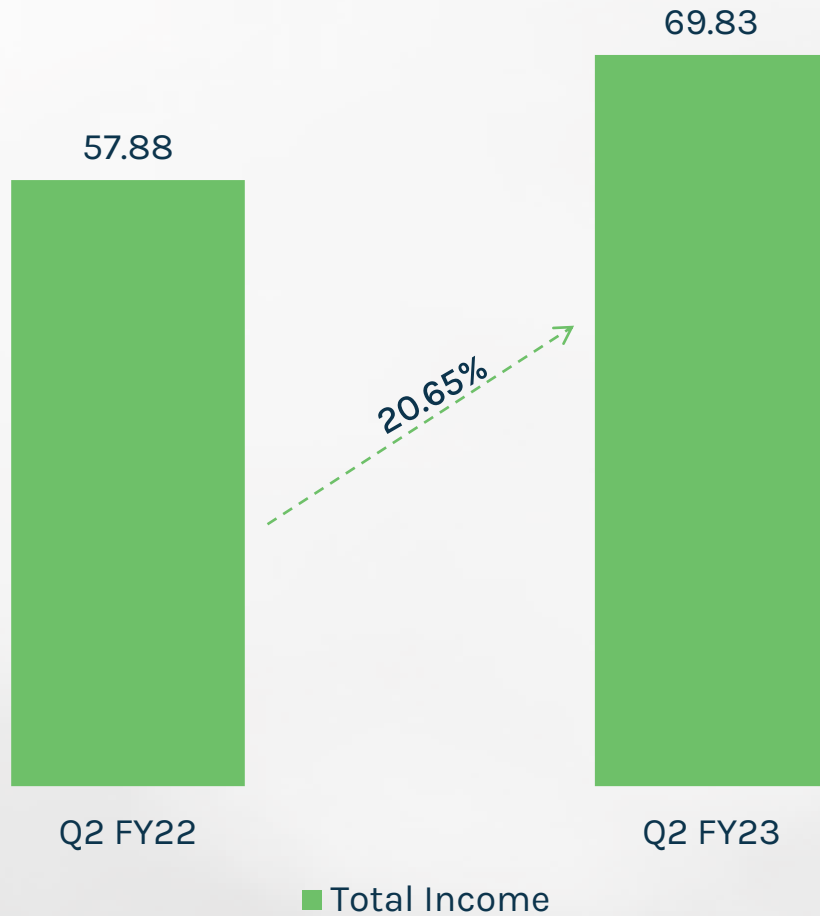


Financial Overview

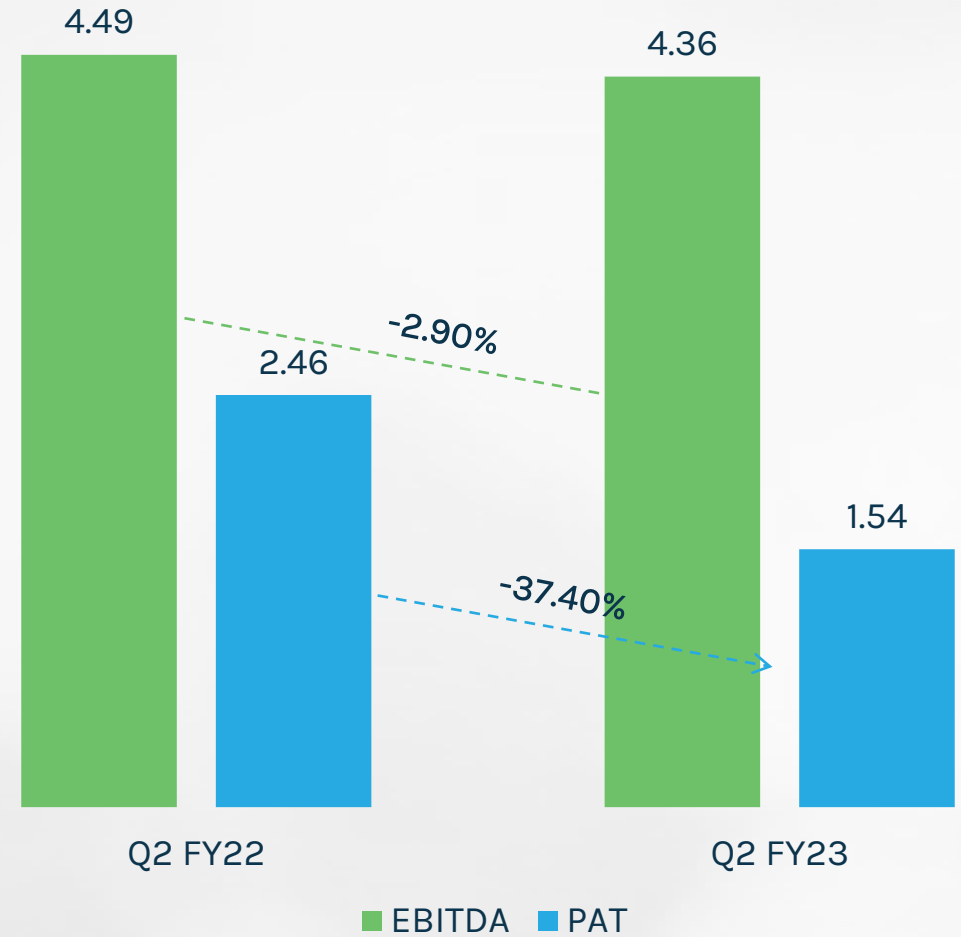
Quarterly Performance Highlights YoY

TOTAL INCOME

In ₹ Cr



PROFITABILITY



Last Five Quarter Performance



In ₹ Cr

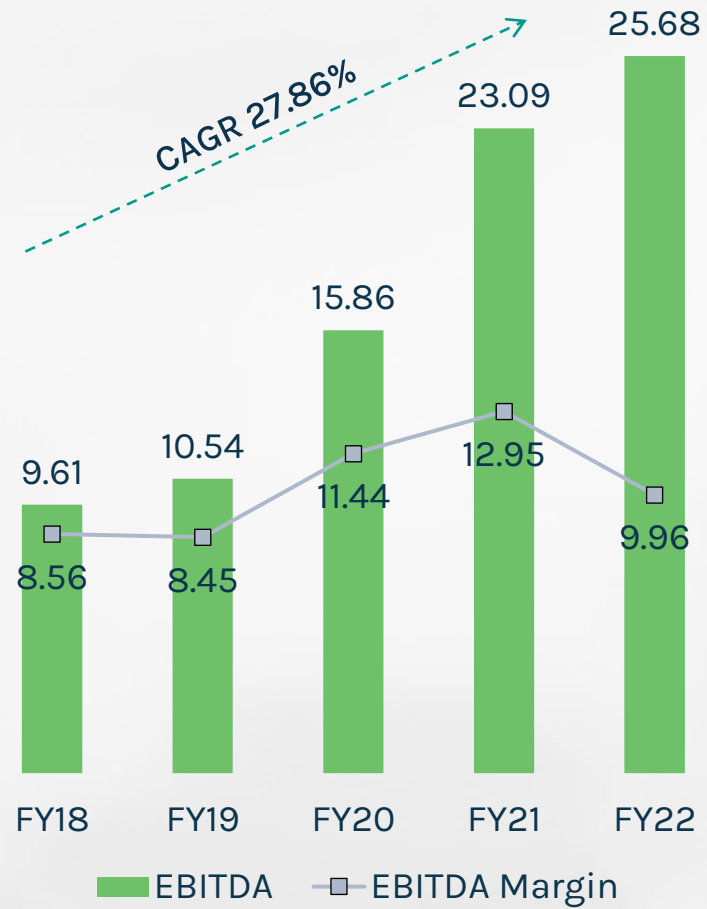
Particular	Q2 FY23	Q1 FY23	Q4 FY22	Q3 FY22	Q2 FY22
Revenues	69.58	84.56	74.61	66.38	57.27
Other Income	0.25	0.13	0.09	0.12	0.61
Total Income	69.83	84.69	74.70	66.50	57.88
Expenses	65.22	75.15	66.33	61.12	52.78
EBITDA	4.36	9.40	8.27	5.26	4.49
EBITDA Margin	6.27%	11.12%	11.09%	7.93%	7.83%
Interest	1.47	1.63	1.56	1.37	1.32
Depreciation	1.26	1.23	1.22	1.23	1.19
Profit Before Tax	1.88	6.68	5.58	2.78	2.59
Net Profit	1.54	5.16	3.31	2.05	2.46
EPS In ₹	1.27	4.27	2.74	1.70	2.03

Key Financials

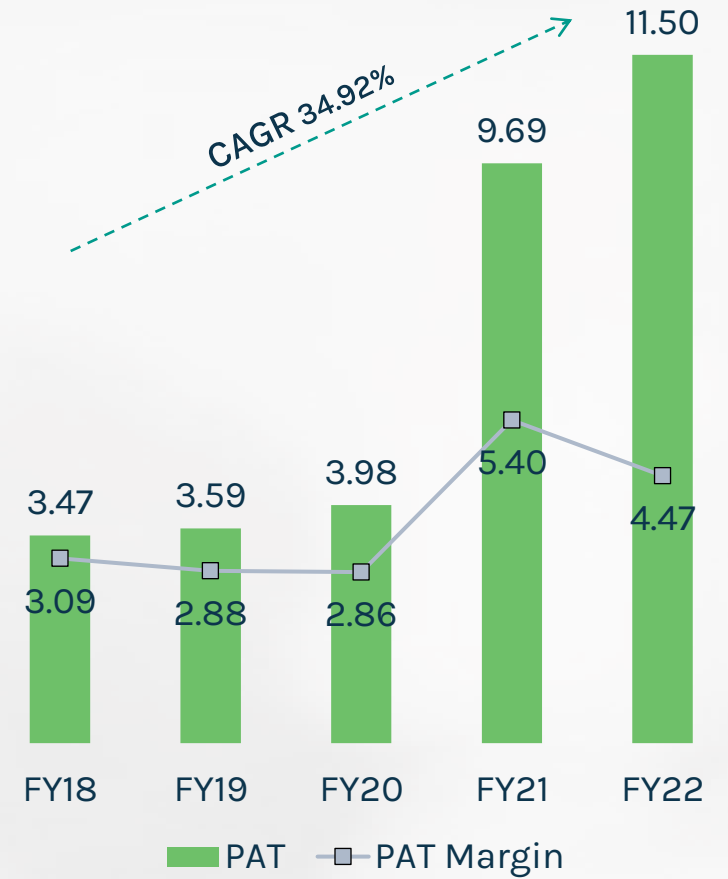
TOTAL INCOME



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
Total Income	112.57	125.02	138.87	179.45	258.87
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
EBITDA	9.61	10.54	15.86	23.09	25.68
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
Reported Net Profit	3.47	3.59	3.98	9.69	11.50

Balance Sheet

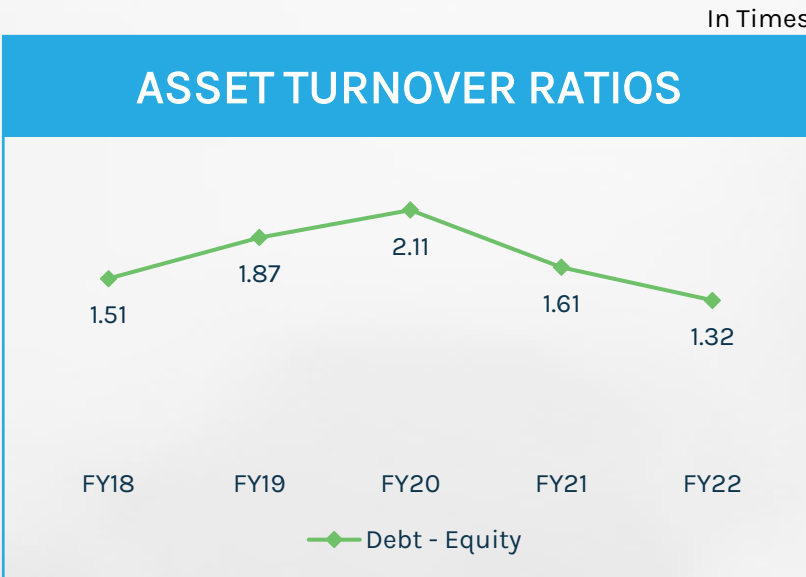
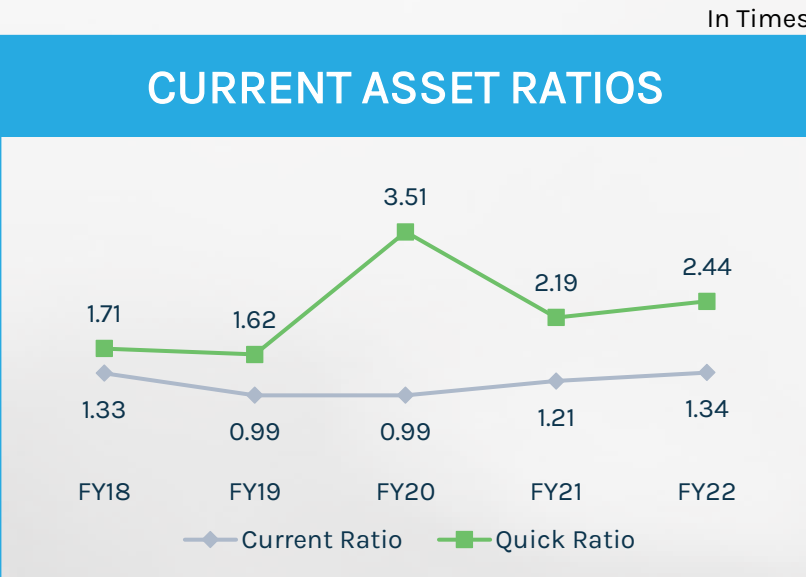
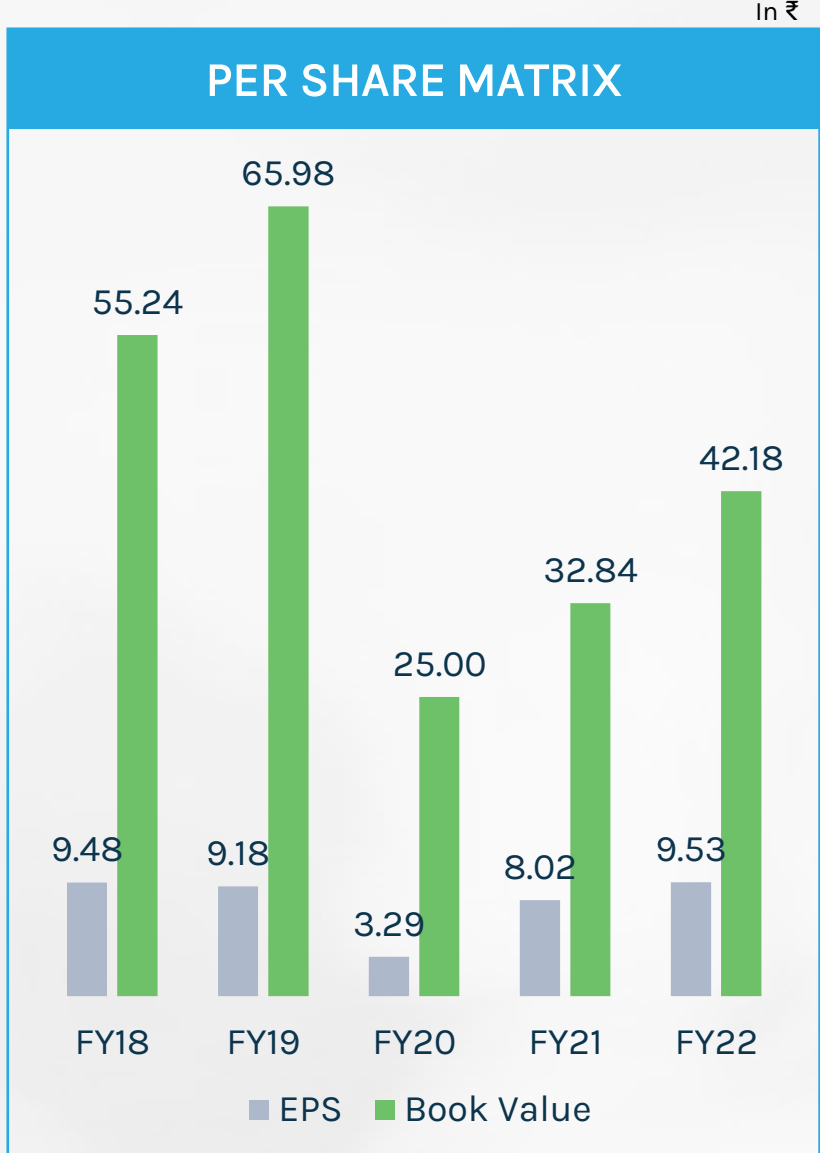
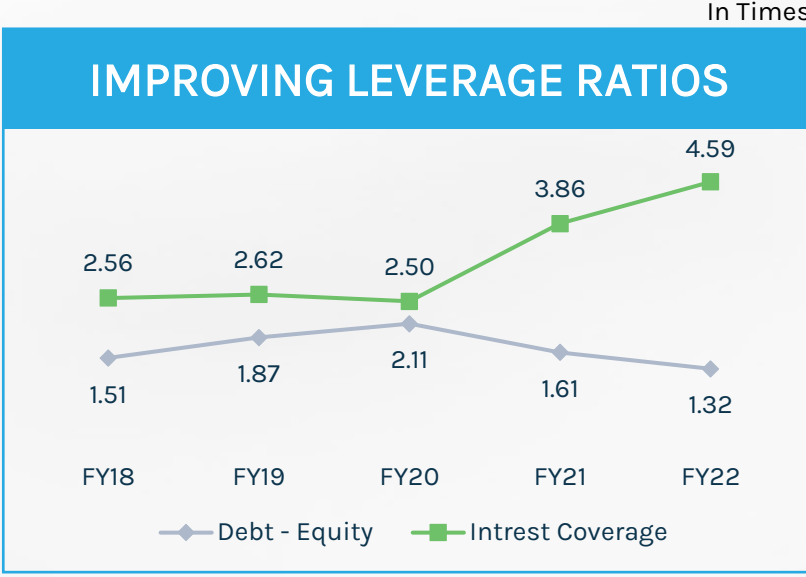
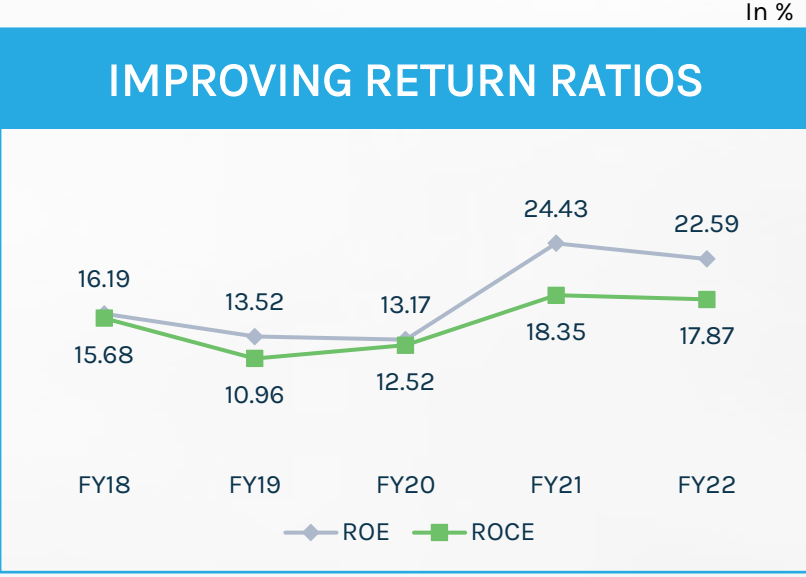


In ₹ Cr

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
Net Worth	21.43	26.55	30.18	39.65	50.92
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
Total Non Current Liabilities	19.84	32.21	33.33	36.93	34.69
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
Total Current Liabilities	26.72	39.92	44.07	47.99	58.48
Total Liabilities	67.99	98.68	107.57	124.57	144.09

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
Total Non Current Assets	32.42	58.96	63.73	66.53	65.46
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
Total Current Assets	35.57	39.72	43.84	58.04	78.63
Total Assets	67.99	98.68	107.57	124.57	144.09

Key Ratios



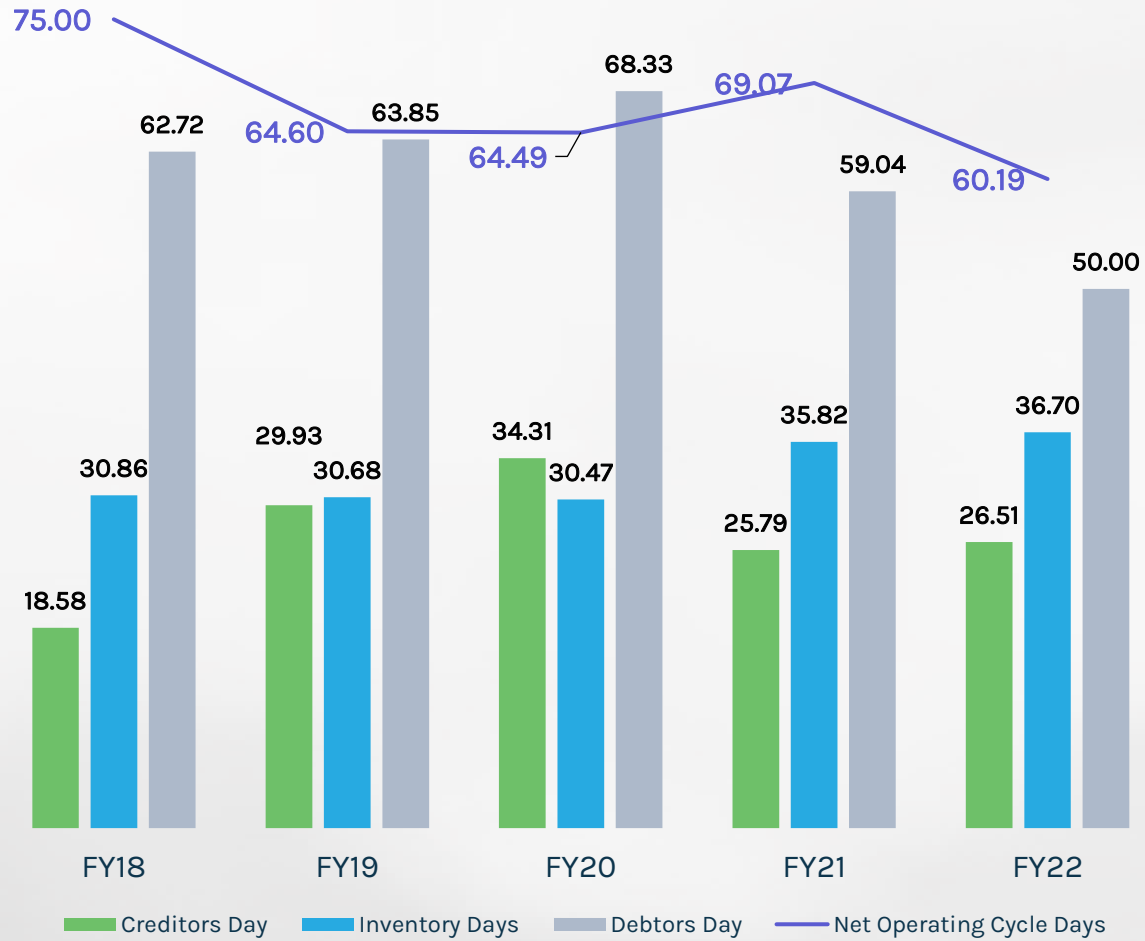
Operating Matrix



In ₹ Cr

In Days

WORKING CAPITAL CYCLE



OPERATING CASH FLOW



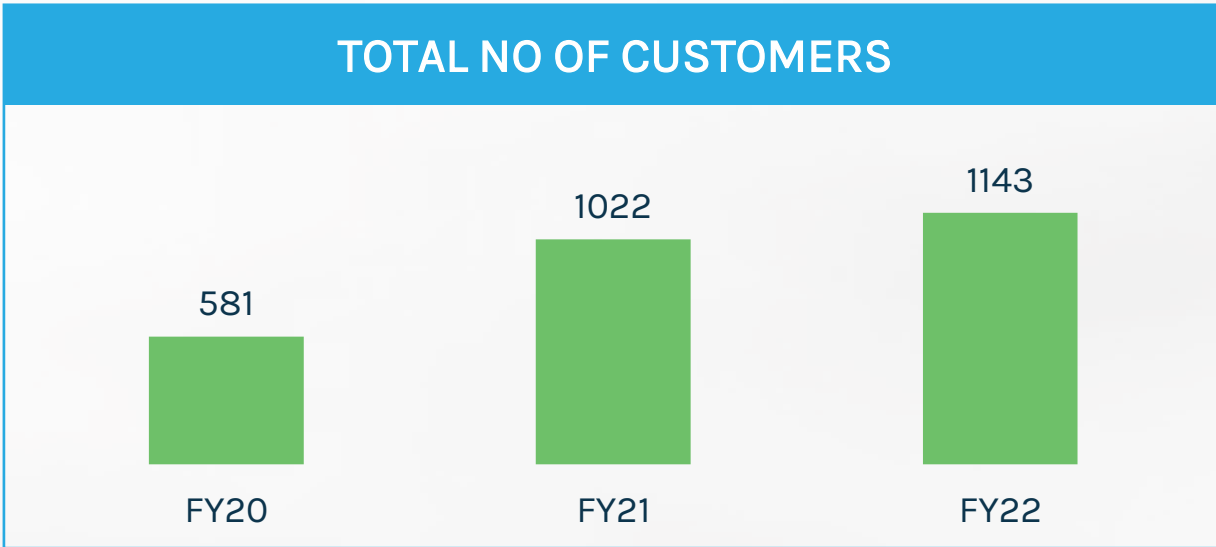
Revenue & Production Matrix



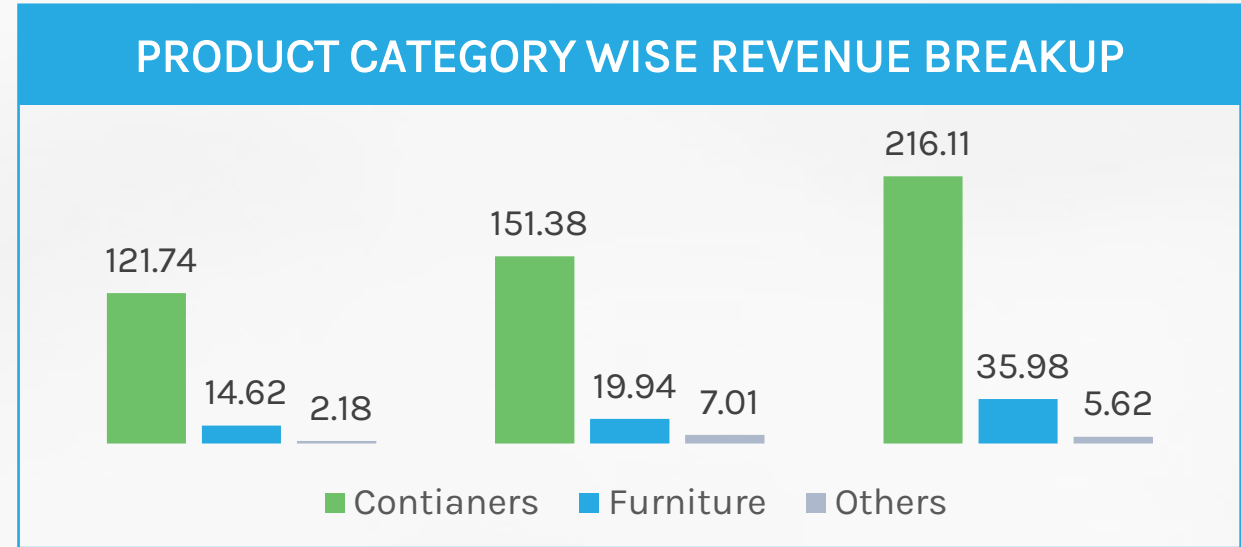
In ₹ Cr

TOTAL NO OF CUSTOMERS

In Number

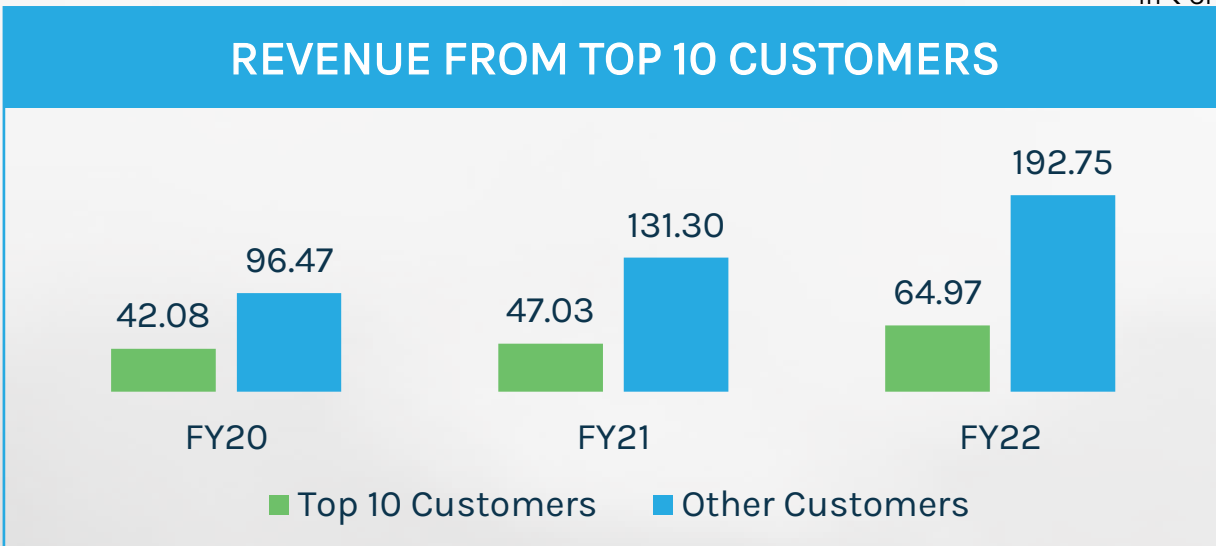


PRODUCT CATEGORY WISE REVENUE BREAKUP



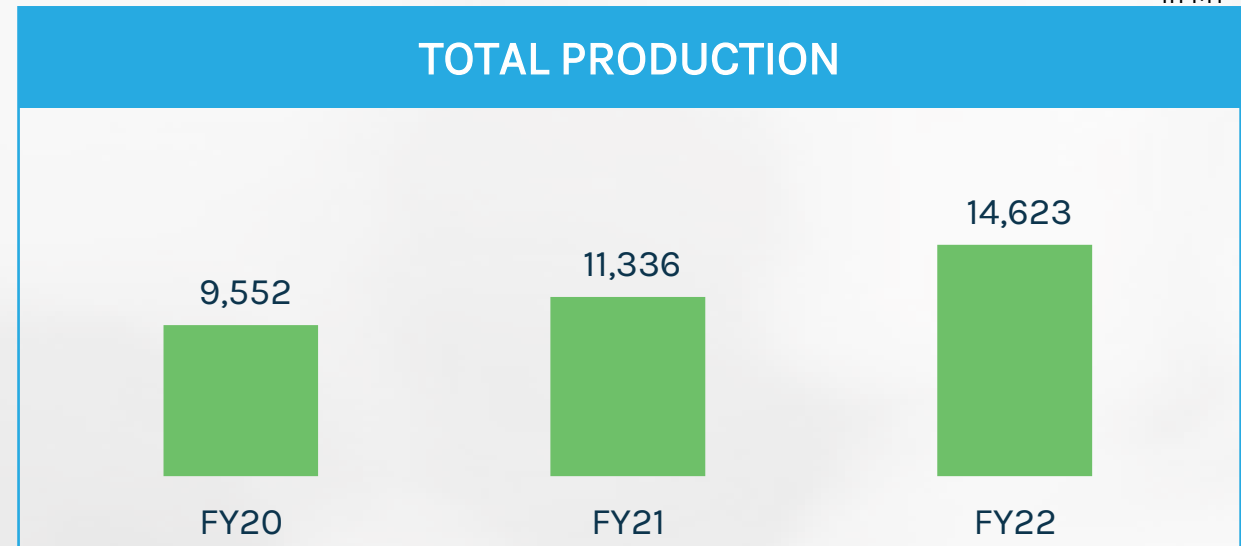
REVENUE FROM TOP 10 CUSTOMERS

In ₹ Cr



TOTAL PRODUCTION

In MT

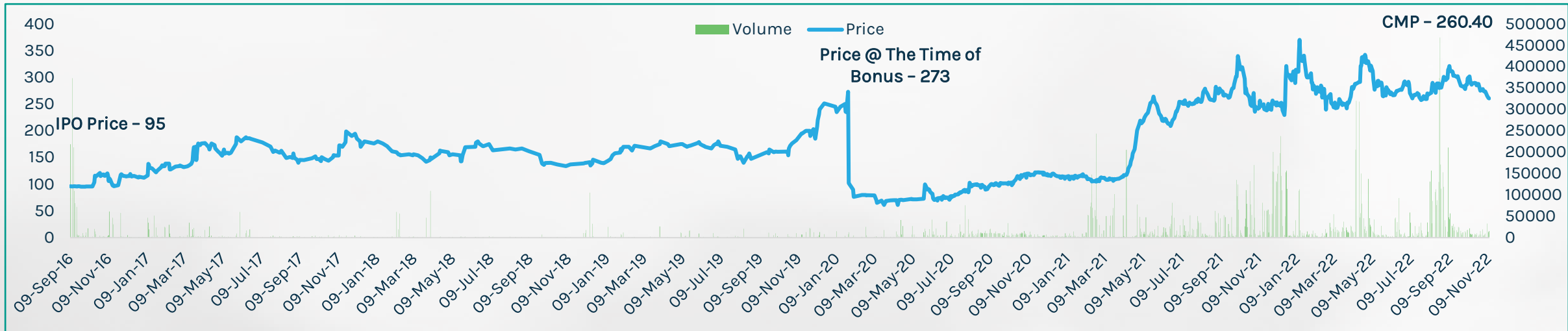




Appendix

BSE: 540078 ISIN: INE317V01016	As on 10-11-2022
Share Price (₹)	260.40
Market Capitalization (₹ Cr)	314.37
No. of Shares Outstanding (Cr)	1.20
Face Value (₹)	10
52 week High-Low (INR)	374.70/ 213.70

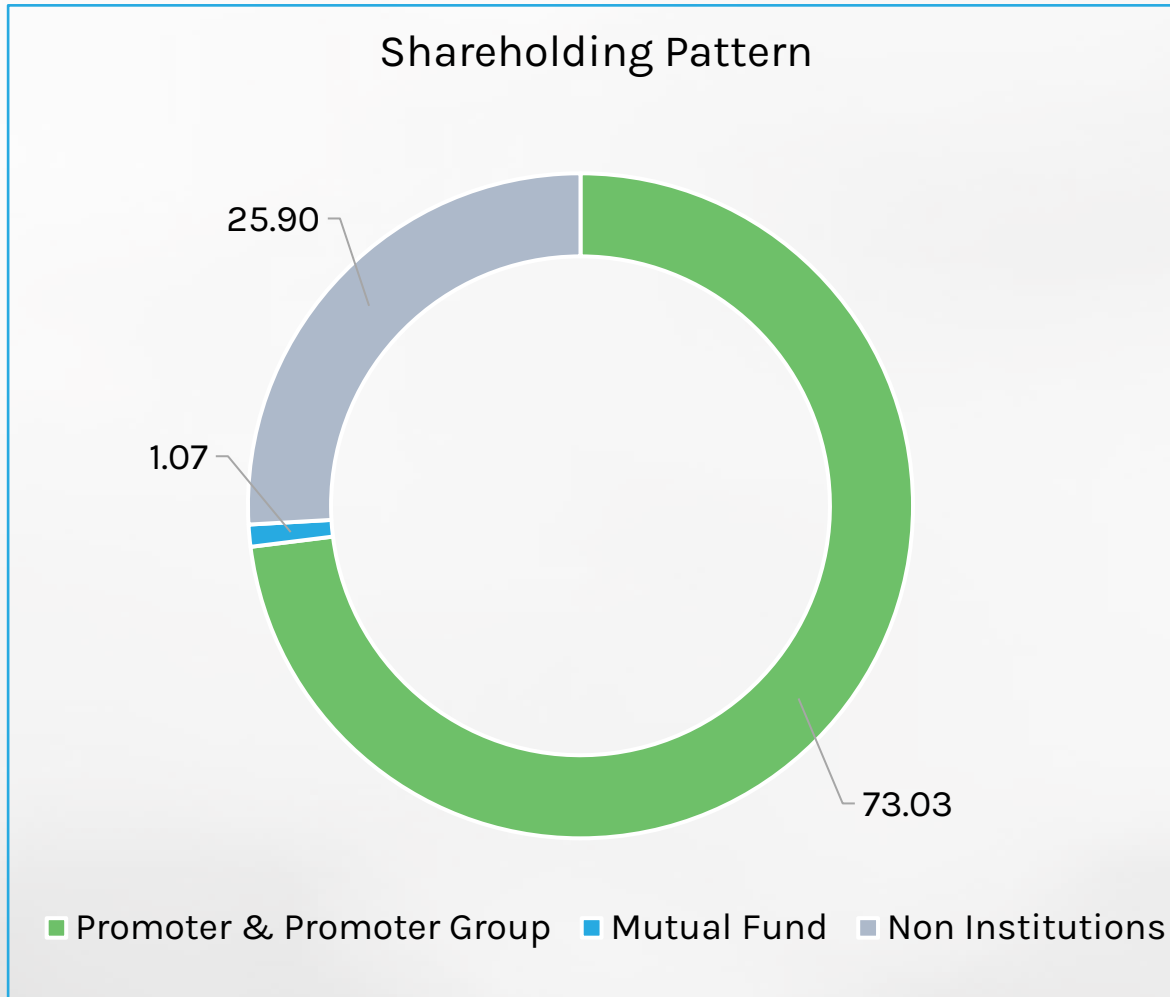
Corporate Actions			
Dividend (₹)	Ex Date	Bonus	Date
0.50	19 Sep 2017	2 : 1	28 Jan 2020
0.50	23 Aug 2018		
0.50	19 Sep 2019		
0.20	01 Sep 2020		
0.20	08 Sep 2021		



Source - BSE

Shareholding Data

As on 30-09-2022



Marquee Shareholders	
Name of Shareholder	Holding Shares
Jaya Chandrakant Gogri	4,76,200
Chandrakant V Gogri	1,98,000
IDBI Mutual Fund	1,29,211

Source - BSE

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



Excellence in Plastic Industry
2022
AIPMA-AMTEC



THANK YOU

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