

Technocraft Industries (India) Limited

Registered Office: Plot No. 47 "Opus Centre", Second floor, Central Road, Opposite Tunga Paradise Hotel, MIDC, Andheri (East) Mumbai – 400 093, Maharashtra, India
Tel: 4098 2222/2340; Fax No. 2835 6559; **CIN:** L28120MH1992PLC069252
E-mail: investor@technocraftgroup.com ; website: www.technocraftgroup.com

February 15, 2021

To,
National Stock Exchange of India Ltd.
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East),
Mumbai – 400 051

BSE Limited
Listing Department,
P.J. Tower 1st Floor,
Dalal Street, Fort,
Mumbai – 400 001

Script Name: TIIL

Script Code: 532804

Dear Sir/Madam,

Sub: Presentation to analysts on Unaudited Financial Results for quarter ended Dec 2020

The presentation on the Unaudited Financial Results for quarter ended December 31, 2020, for the analysts is enclosed.

Thanking You,

Yours faithfully,

For Technocraft Industries (India) Limited

Neeraj Rai
Compliance Officer and
Company Secretary



Technocraft Industries (India) Ltd.

Q3 FY21 Results
Investor Presentation

Disclaimer

This presentation and the following discussion may contain “forward looking statements” by Technocraft Industries (India) Ltd (“TIIL” or “the Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future state of affairs, results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of TIIL about the business, industry and markets in which TIIL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond TIIL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not, and should not be construed, as a representation as to future performance or achievements of TIIL. In particular, such statements should not be regarded as a projection of future performance of TIIL. It should be noted that the actual performance or achievements of TIIL may vary significantly from such statements.

Index

- Financial Results – Consolidated & Segmental Performance
- Segment-wise Outlook
- Shareholding and Equity structure

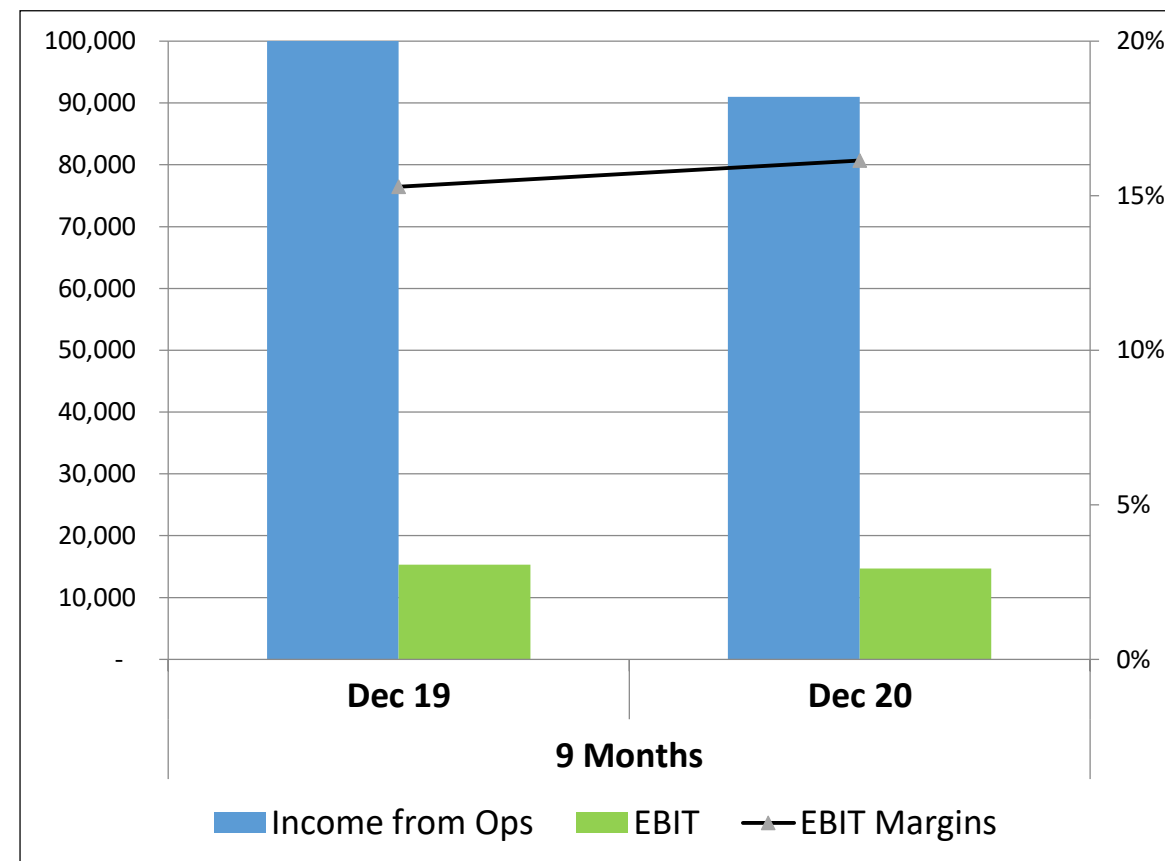
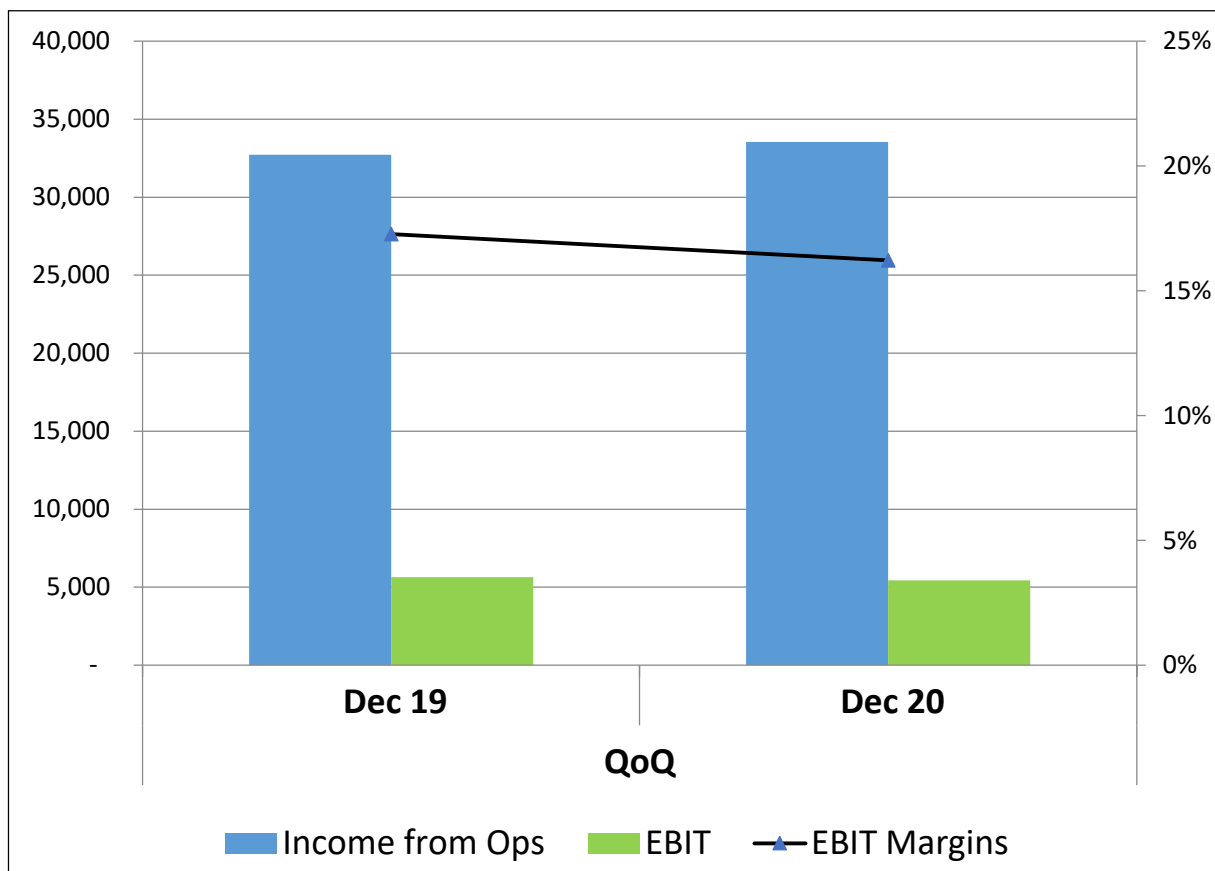
Financial Results Overview



Consolidated Financials

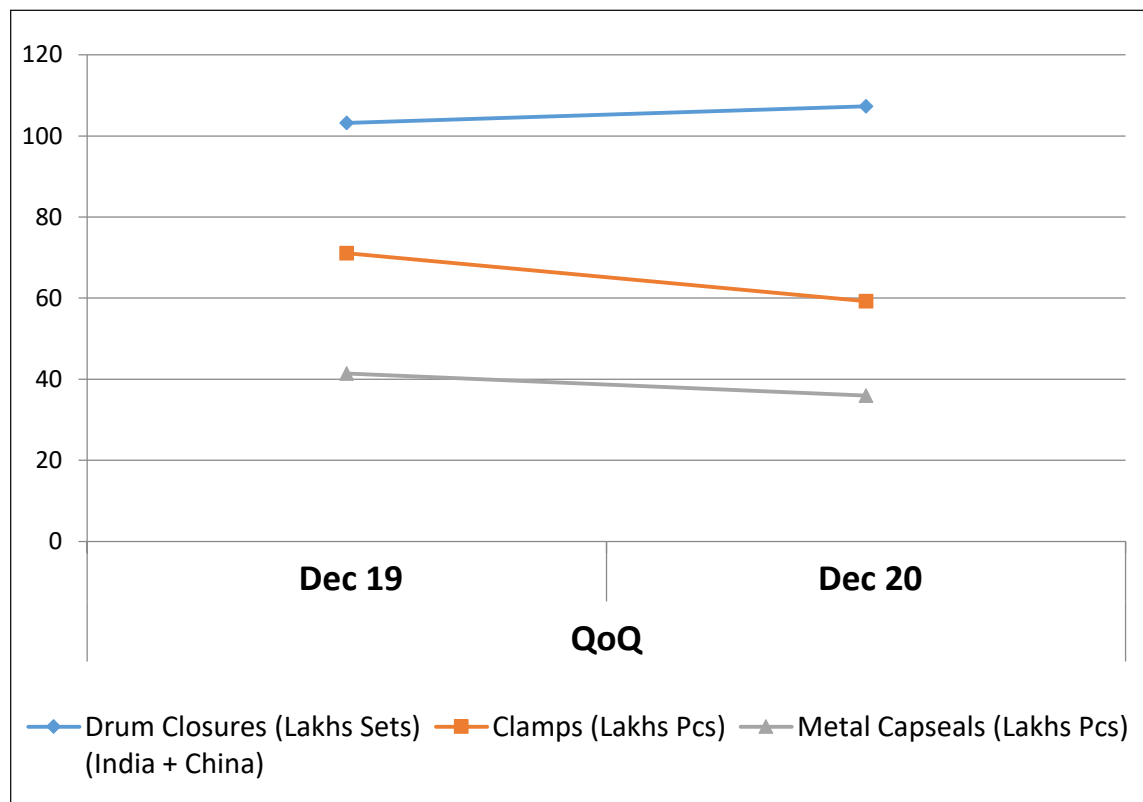
Revenues, EBIT & EBIT margin

Particulars	Amount in INR Lakhs			
	QoQ		9 Months	
	Dec 19	Dec 20	Dec 19	Dec 20
Income from Continuing Operations	32,722	33,539	100,197	90,979
EBIT (Before Exceptional Items)	5,653	5,438	15,318	14,679
EBIT Margins	17%	16%	15%	16%

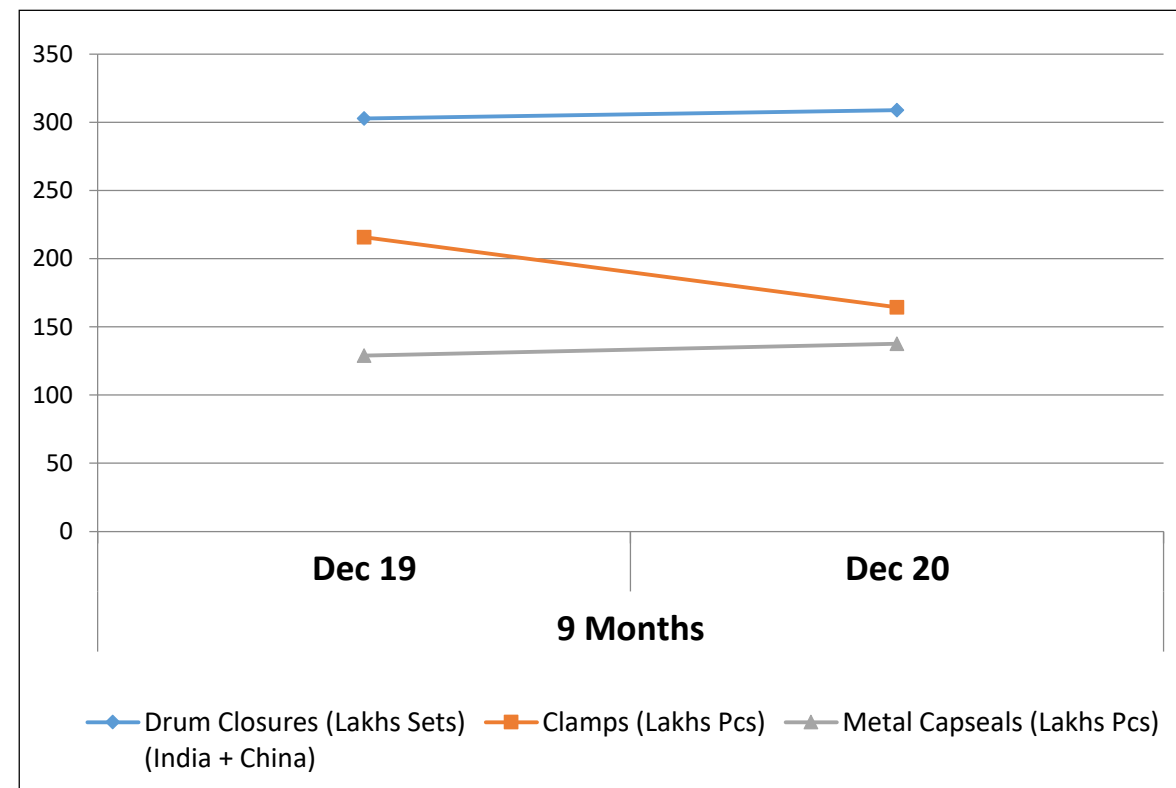


Drum Closures Business - Volume

Sales Volume	QoQ	
	Dec 19	Dec 20
Drum Closures (Lakhs Sets) (India + China)	103	107
Clamps (Lakhs Pcs)	71	59
Metal Capseals (Lakhs Pcs)	41	36



Sales Volume	9 Months	
	Dec 19	Dec 20
Drum Closures (Lakhs Sets) (India + China)	303	309
Clamps (Lakhs Pcs)	216	164
Metal Capseals (Lakhs Pcs)	129	138

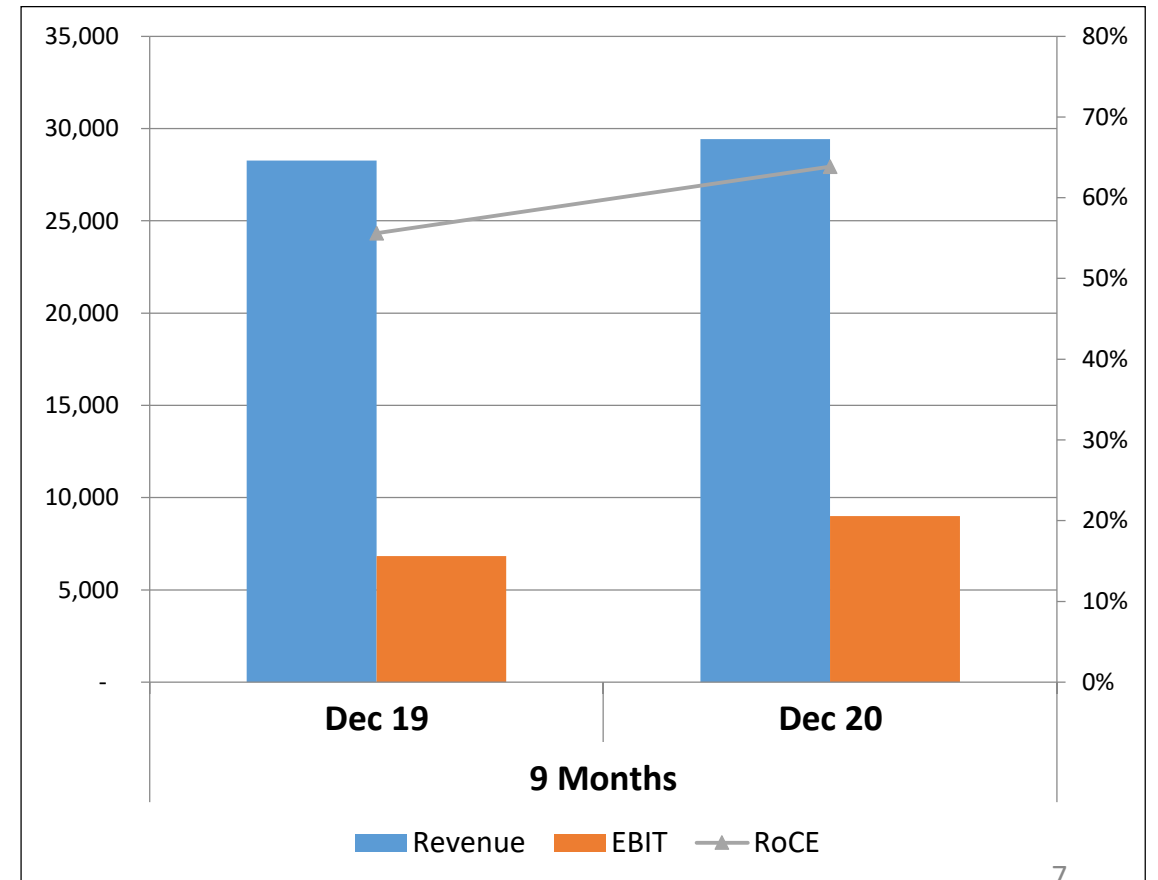
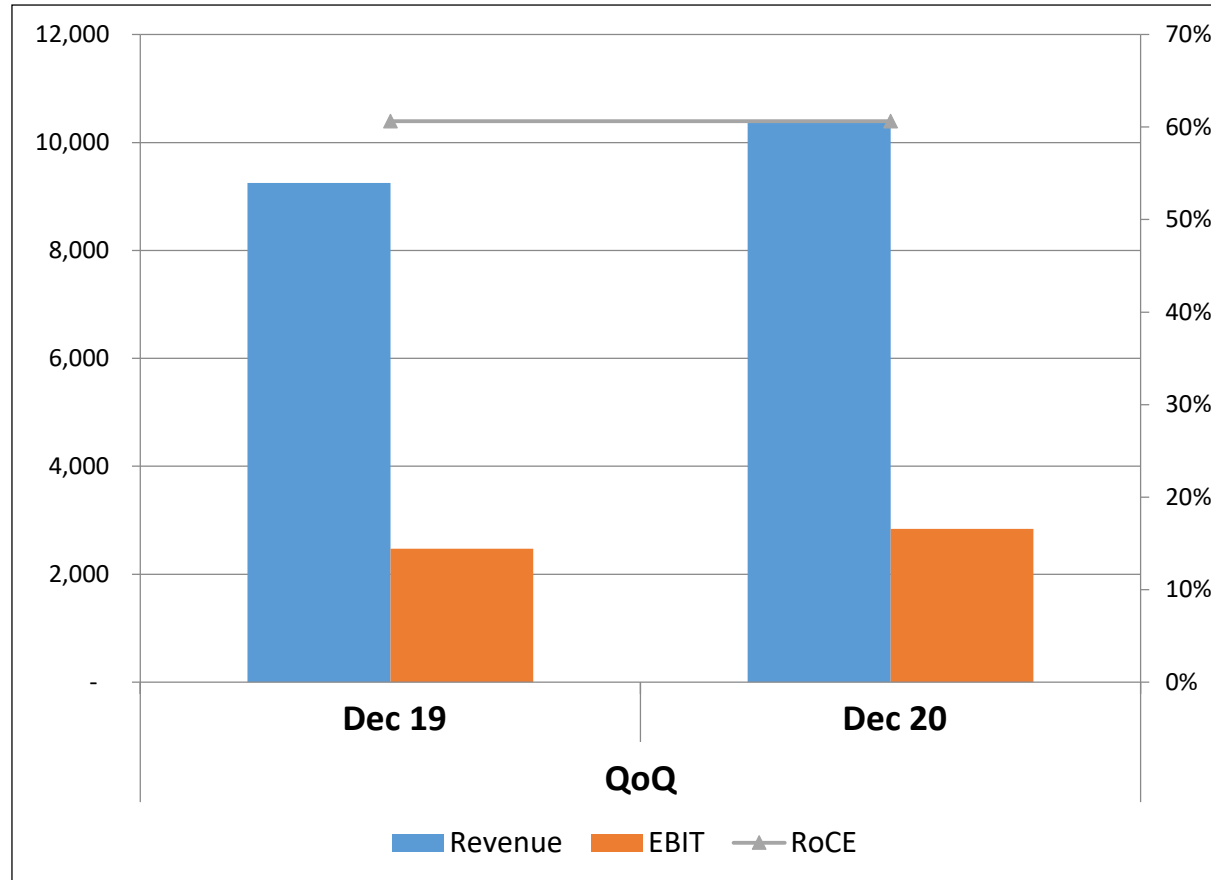


Drum Closures Business - Financials

INR Lakhs

Consolidated Financials	QoQ	
	Dec 19	Dec 20
Revenue	9,253	10,412
EBIT	2,475	2,841
RoCE	61%	61%

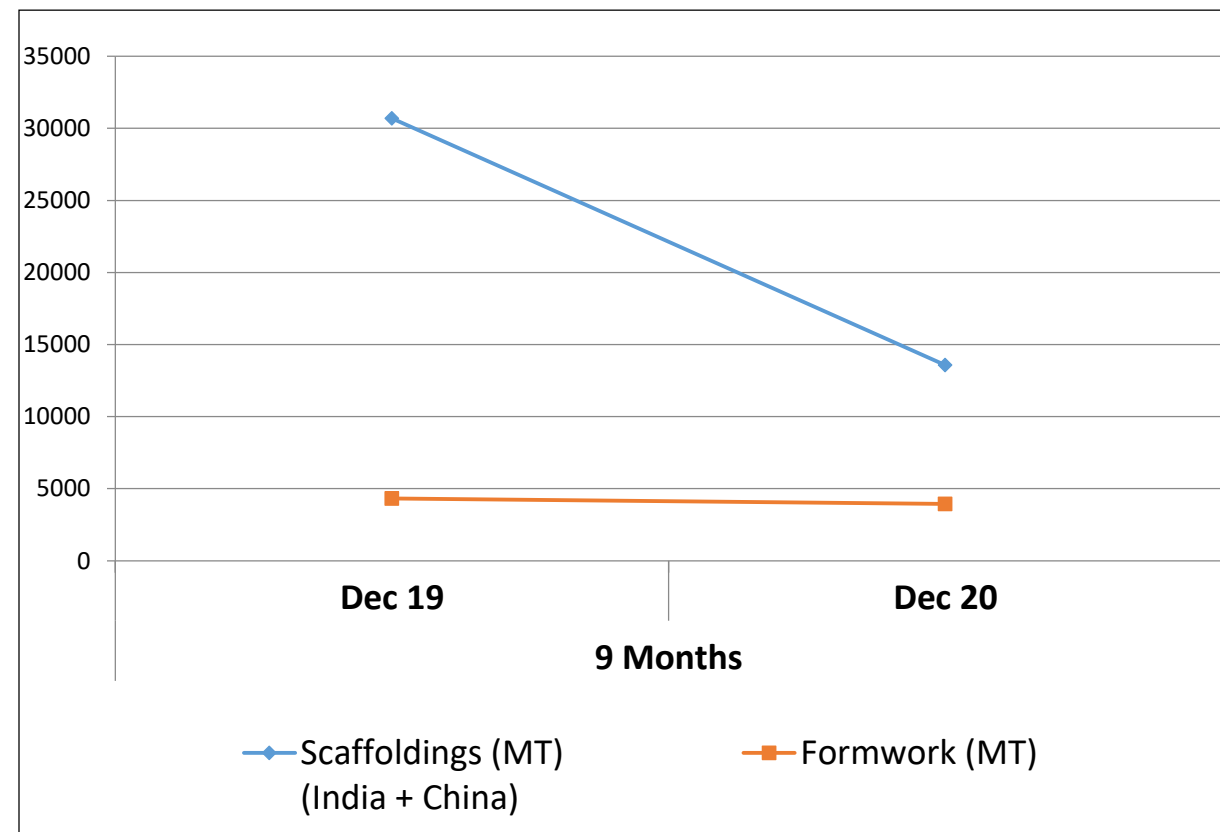
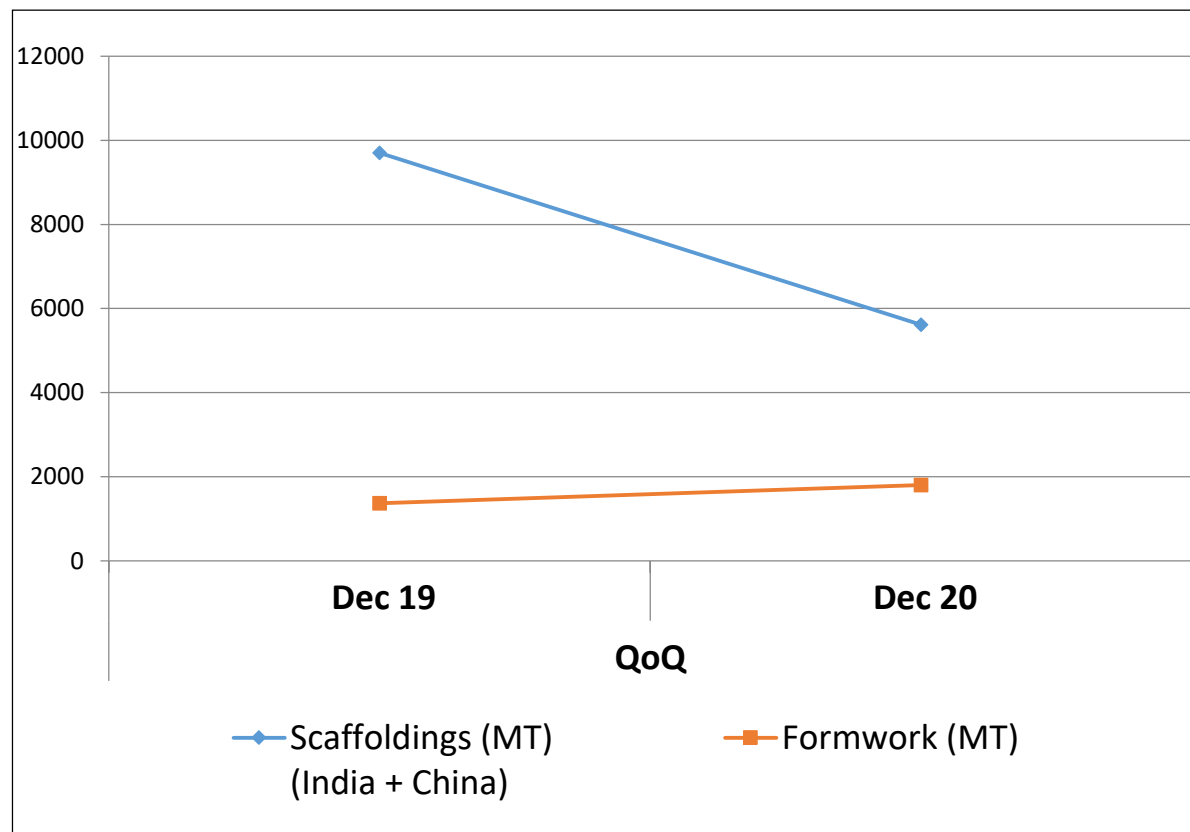
Consolidated Financials	9 Months	
	Dec 19	Dec 20
Revenue	28,258	29,436
EBIT	6,825	9,000
RoCE	56%	64%



Scaffoldings & Formworks Business - Volume

Despatch Volume	QoQ	
	Dec 19	Dec 20
Scaffoldings (MT) (India + China)	9704	5611
Formwork (MT)	1365	1803

Despatch Volume	9 Months	
	Dec 19	Dec 20
Scaffoldings (MT) (India + China)	30704	13569
Formwork (MT)	4318	3952

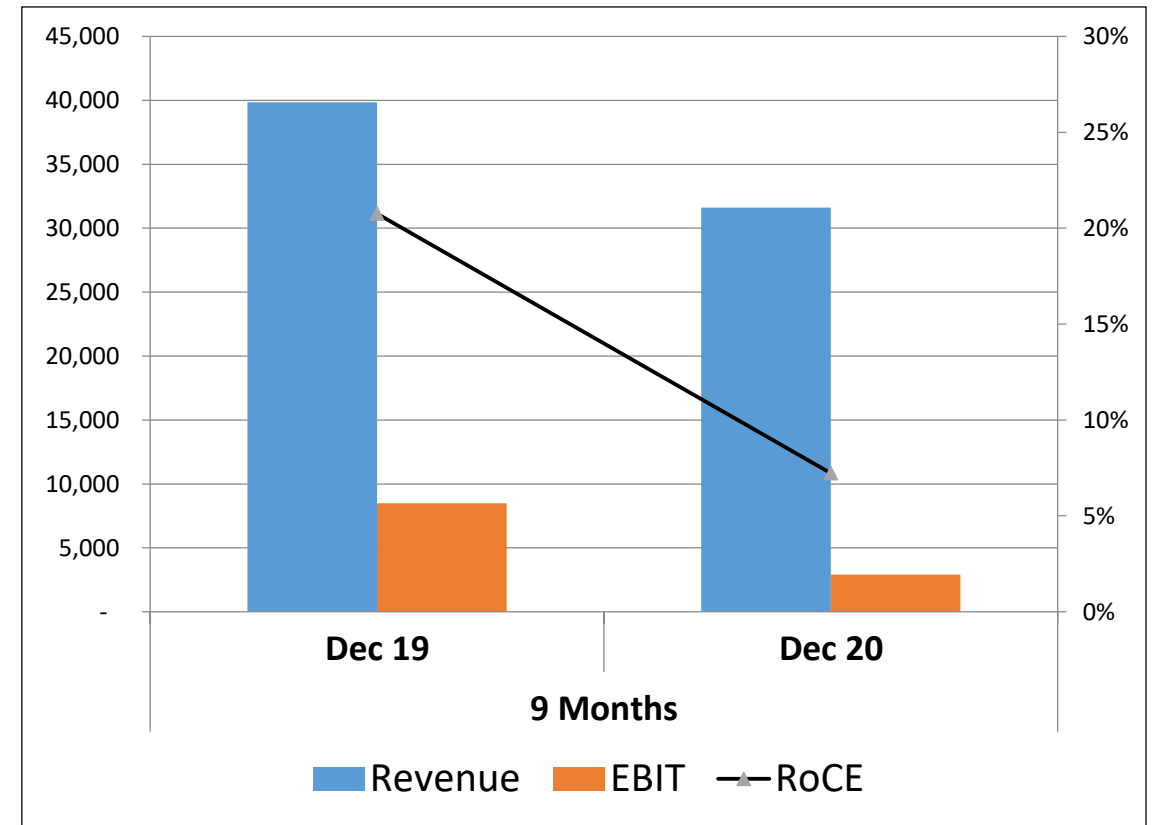
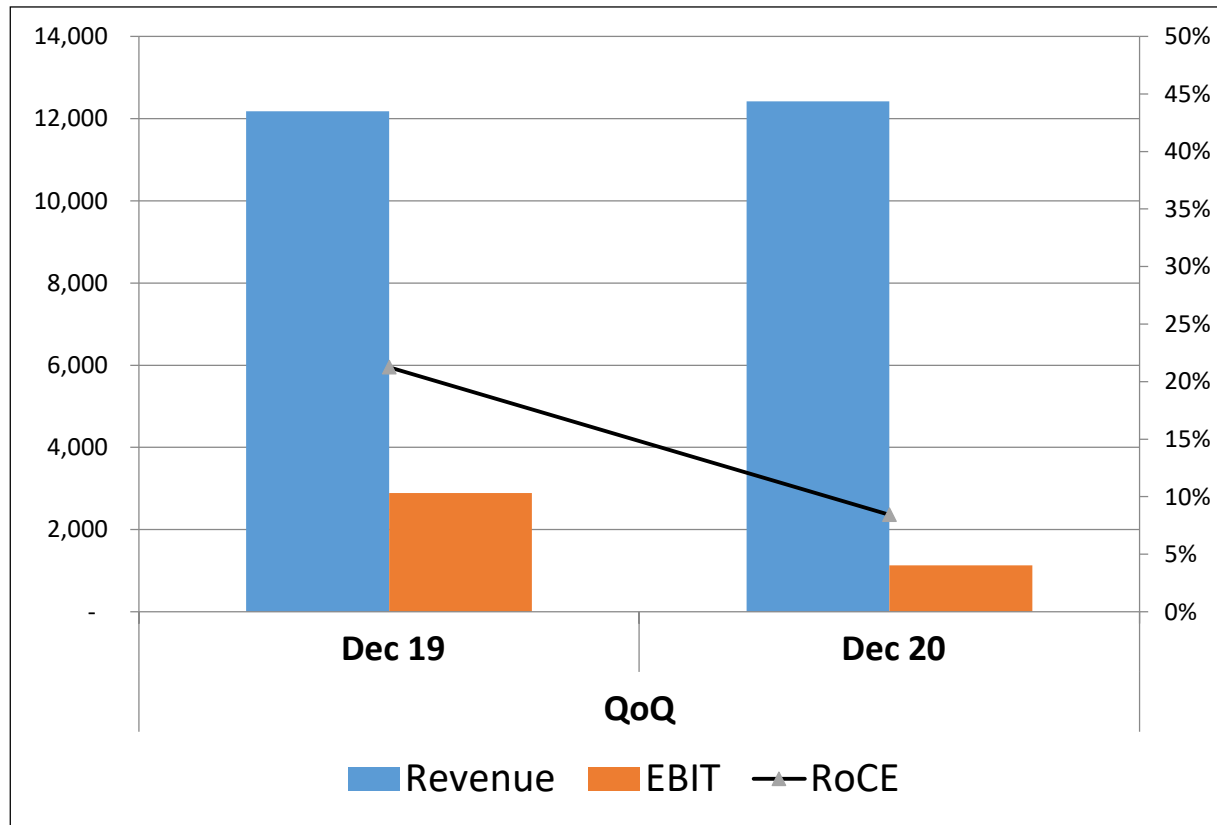


Scaffoldings & Formwork Business - Financials

INR Lakhs

Consolidated Financials	QoQ	
	Dec 19	Dec 20
Revenue	12,177	12,417
EBIT	2,891	1,130
RoCE	21%	8%

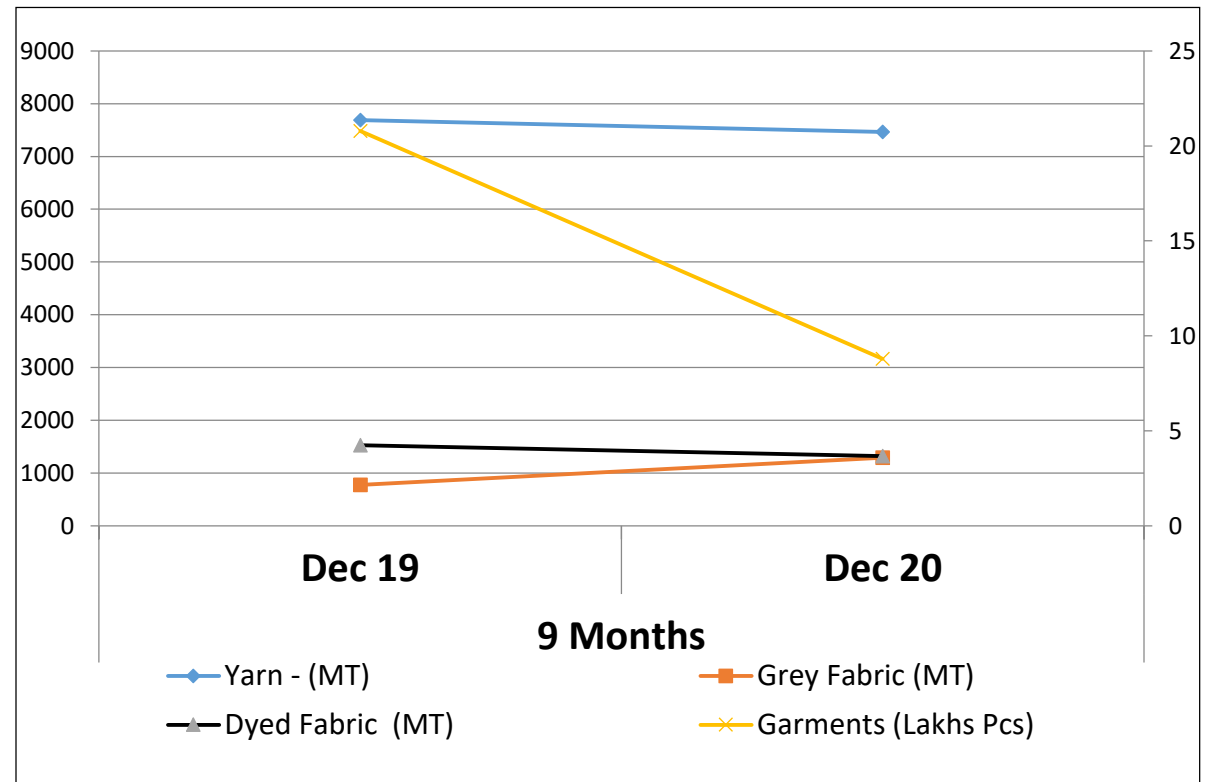
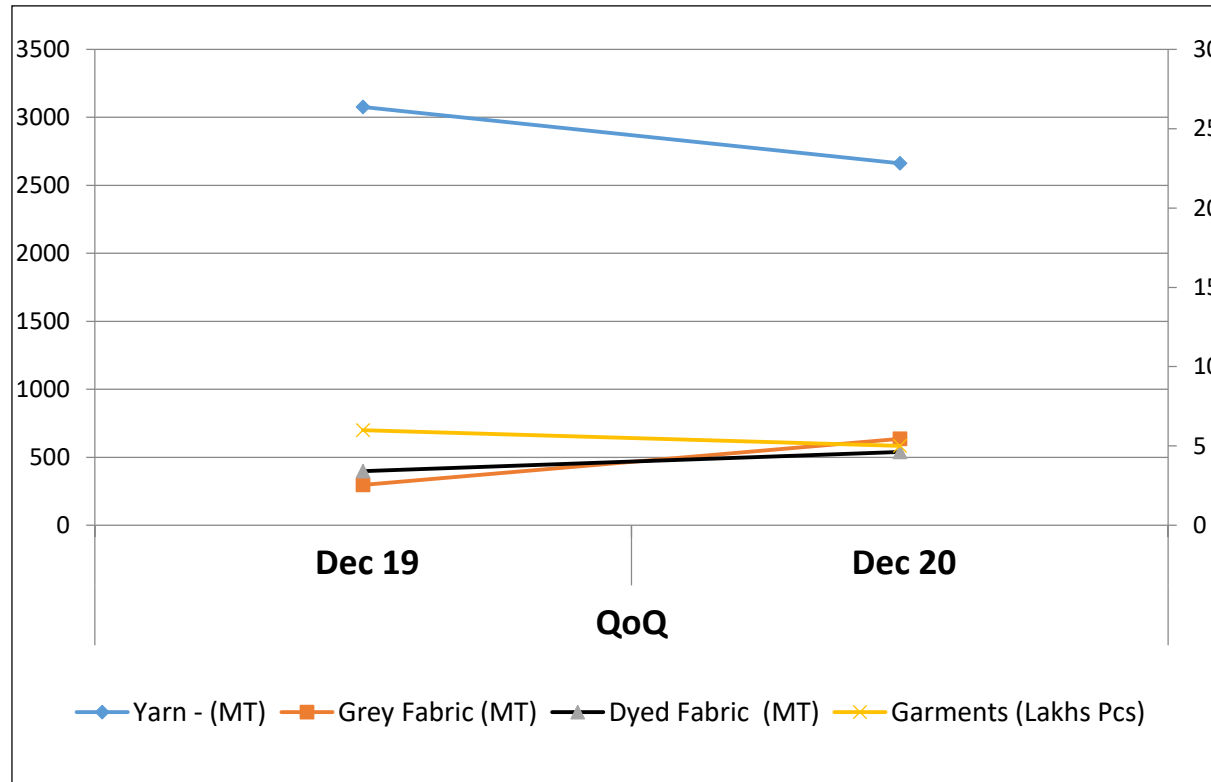
Consolidated Financials	9 Months	
	Dec 19	Dec 20
Revenue	39,845	31,603
EBIT	8,494	2,913
RoCE	21%	7%



Textile Business - Volume

Sales Volume	QoQ	
	Dec 19	Dec 20
Yarn - (MT)	3076	2662
Grey Fabric (MT)	297	636
Dyed Fabric (MT)	399	540
Garments (Lakhs Pcs)	6	5

Sales Volume	9 Months	
	Dec 19	Dec 20
Yarn - (MT)	7687	7465
Grey Fabric (MT)	778	1292
Dyed Fabric (MT)	1529	1320
Garments (Lakhs Pcs)	21	9

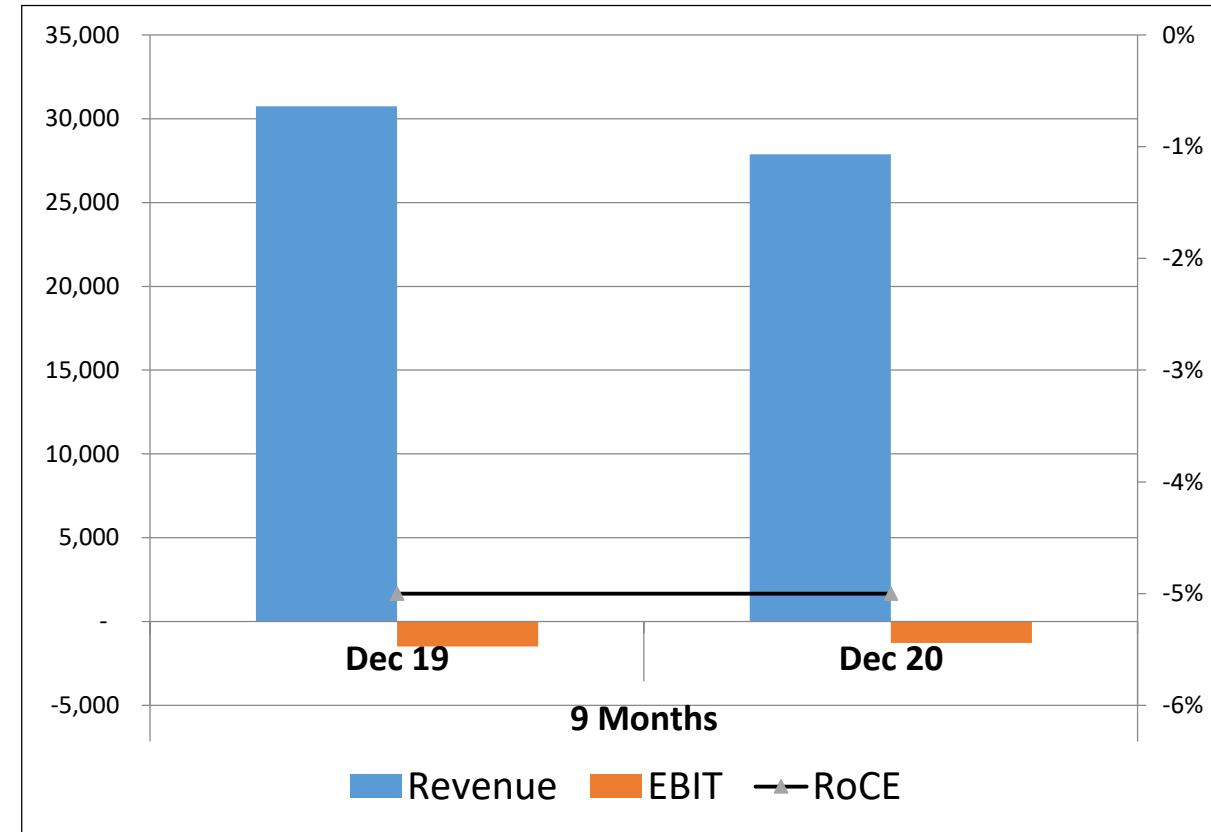
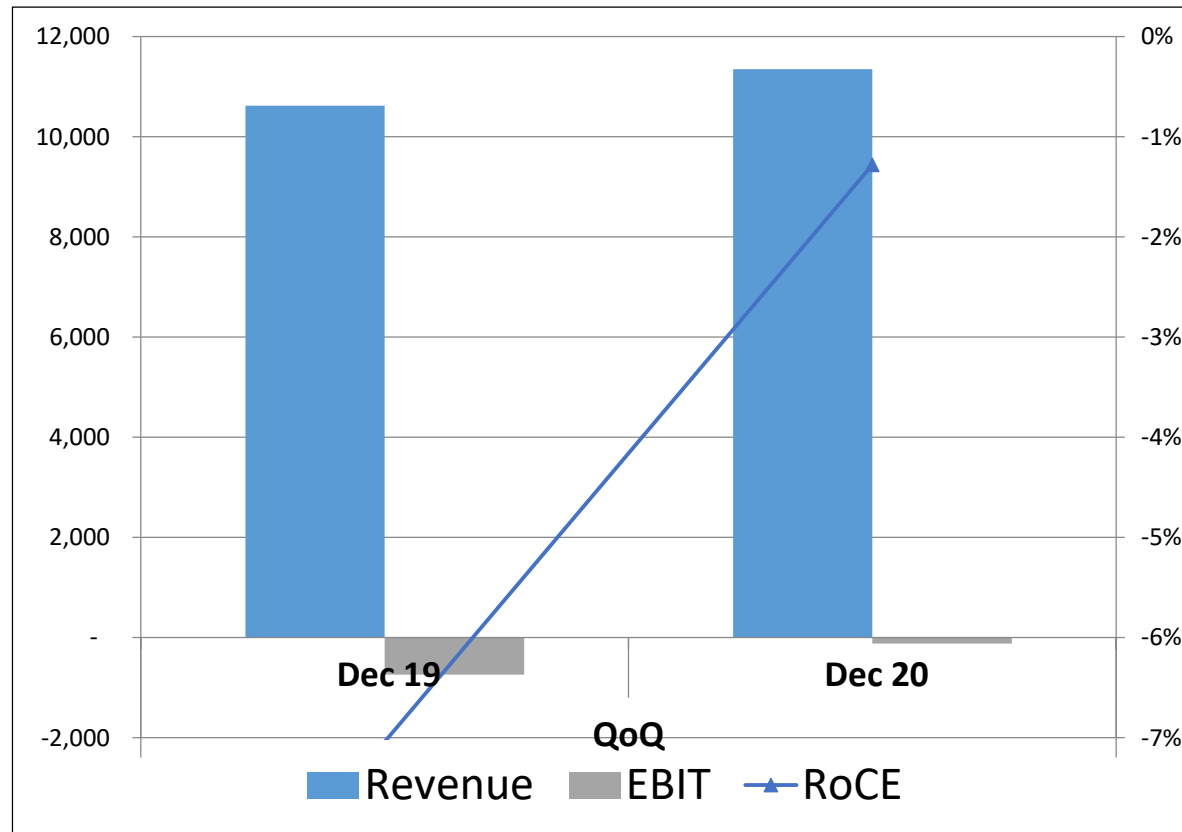


Textile Business - Financials

INR Lakhs

Consolidated Financials	QoQ	
	Dec 19	Dec 20
Revenue	10,624	11,352
EBIT	-742	-118
RoCE	-7%	-1%

Consolidated Financials	9 Months	
	Dec 19	Dec 20
Revenue	30746	27882
EBIT	-1482	-1277
RoCE	-5%	-5%

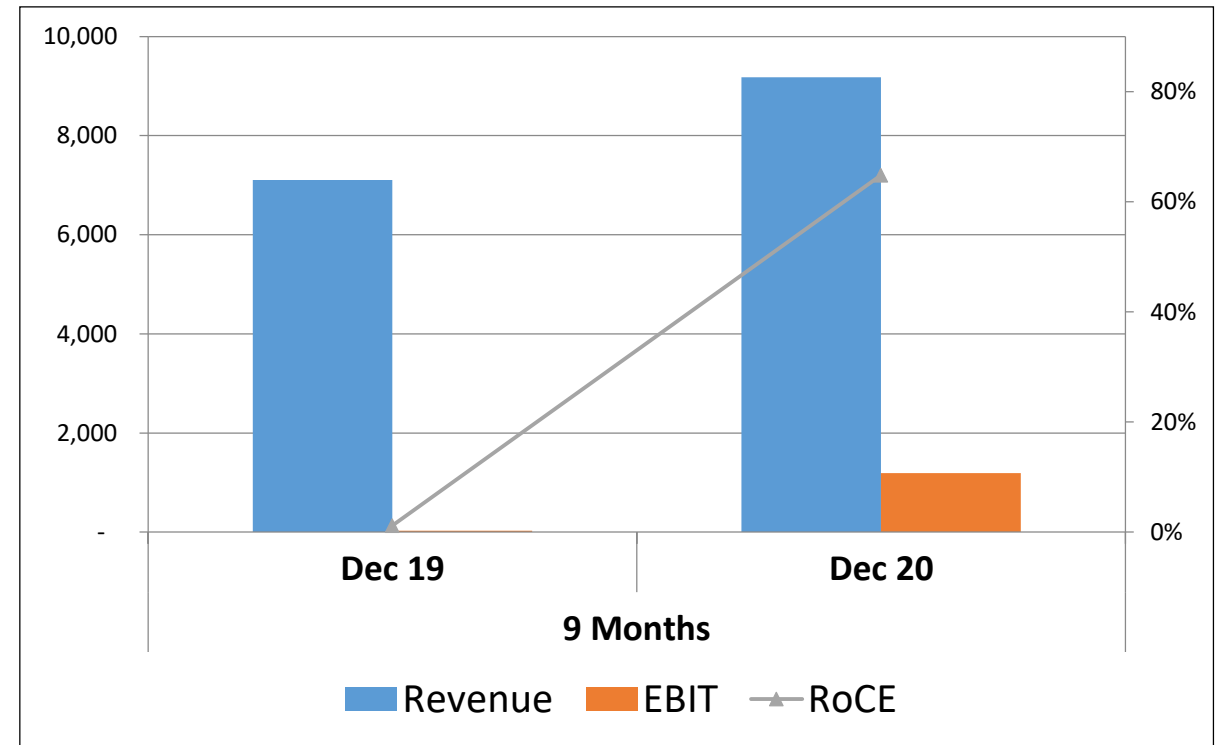
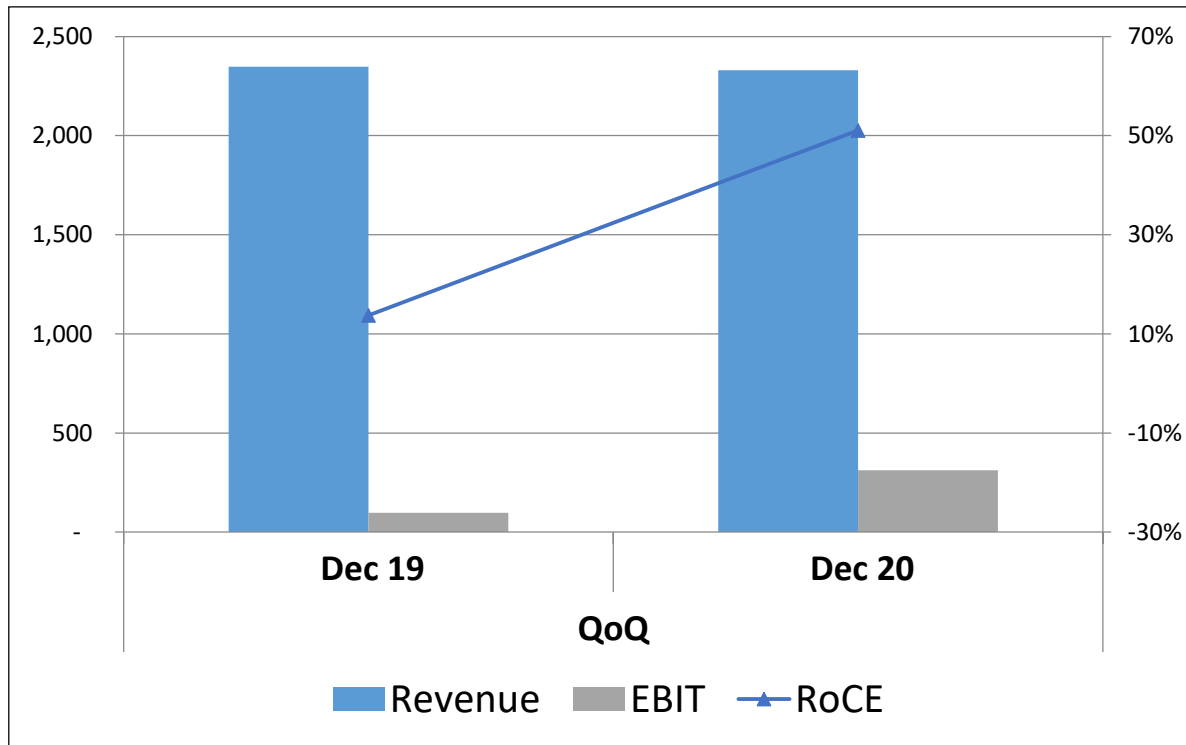


Engineering & Designing Services - Financials

INR Lakhs

Consolidated Financials	QoQ	
	Dec 19	Dec 20
Revenue	2347	2,329
EBIT	97	313
RoCE	14%	51%

Consolidated Financials	9 Months	
	Dec 19	Dec 20
Revenue	7104	9178
EBIT	24	1193
RoCE	1%	65%



Drum Closures – Segment Outlook

- In-spite of the disruption in global supply chain caused due to Covid-19, the company witnessed increase in demand for company's Drum closures during Q3- FY 2020-21 also. Demand for steel drums being essential products carrying medicines, food etc. continued to go up and this led to an increase in demand for Drum closures globally.
- Company had faced challenges due to the lockdown in India in labour, transport and port operations . In-spite of this, company has managed to post better revenue in Q3 of FY 2020-21 as compared to Q3 of FY 2019-20. Company's net profits has been substantially higher on account of various cost reduction measures taken and improvement in operational efficiencies.
- Company's China operation has been showing better results.
- Overall, this segment is expected to continue generating similar revenues and profits.
- No new capex is planned for this division in FY 2020-21 other than maintenance Capex.



Drum Closures



Nylon & Plastic Plugs



Capseal Closures



Canseal Closures



Clamps

Scaffoldings & Formworks – Segment Outlook

- Company had faced severe disruptions in demand and supply in this segment in the 3rd quarter of FY 2020-21 mainly due to worldwide lockdowns and also due to increase in prices of Steel, Zinc and ocean freights.
- By end of Q3 FY 2020-21, company has seen a recovery in US operations with the opening up of construction sites and industrial projects.
- Company is seeing a gradual recovery in India operations but this is still slow due to slackness in demand.
- Company feels that this division has strong prospects due to anticipated growth in Infrastructure and Affordable housing construction demand in India post Covid.



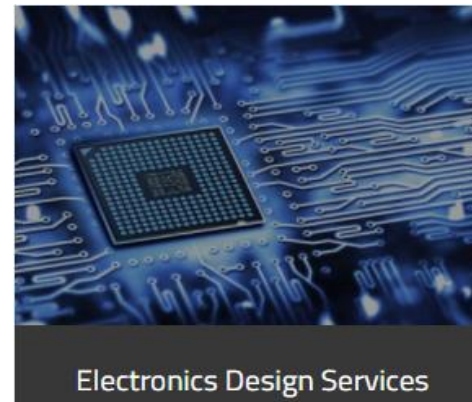
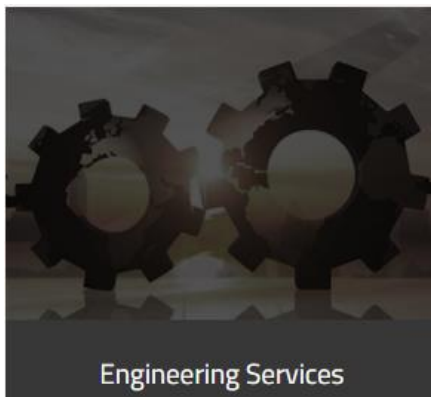
Textile products – Segment Outlook

- Company has made significant structural changes in this division.
- Company's Grey Cotton Yarn operations are now based in Amravati which is cotton growing area and has cost effective operations and has generated a positive EBITDA in FY 2020-21. In Murbad, company now produces only value added high margin products like Melange Yarn and Fabric. These are also generating a positive EBITDA in FY 2020-21.
- Overall, this division has now been re-engineered and all loss making products and locations has been plugged and going forward company expect this division to generate profits.



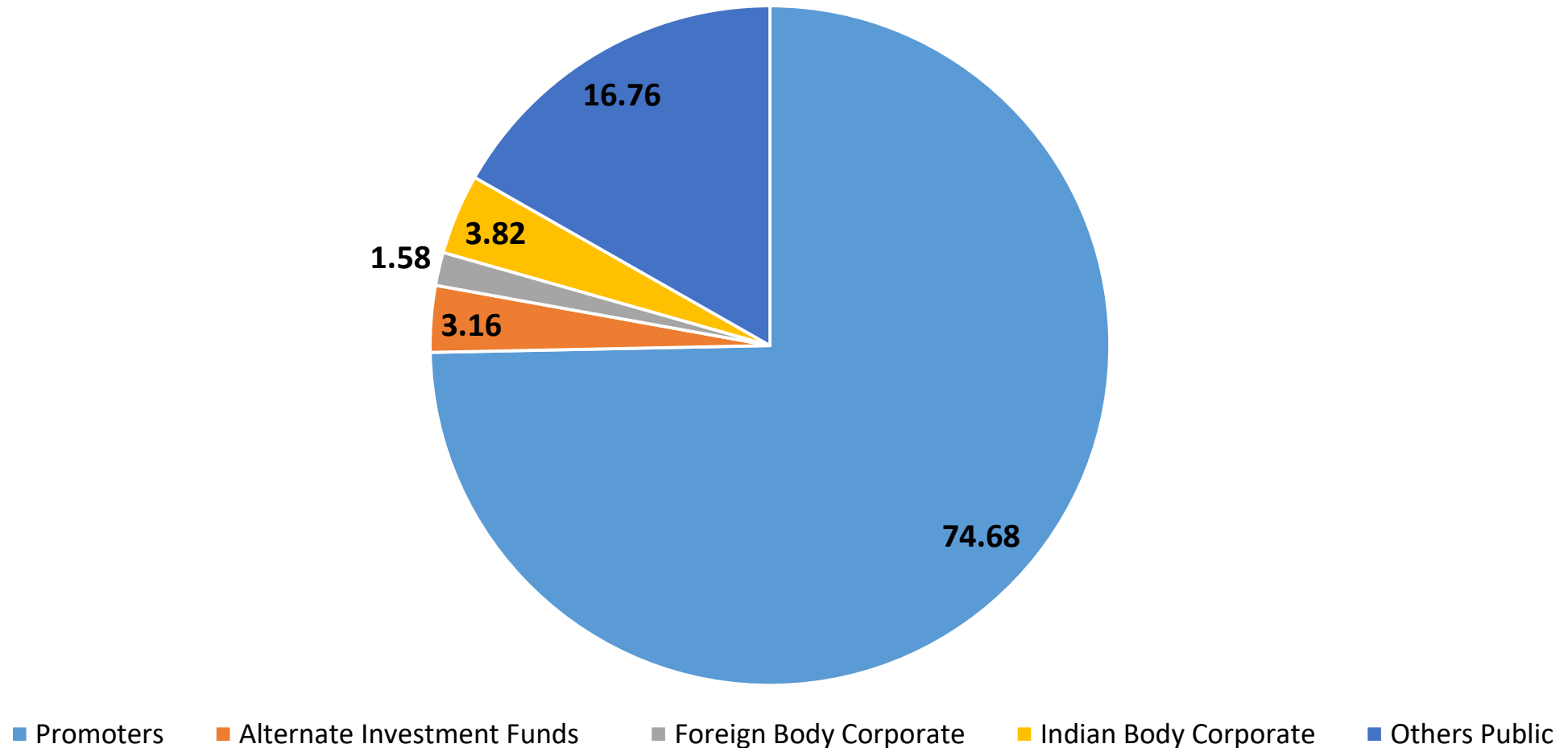
Engineering Designing Services – Segment Outlook

- *Company's Engineering design subsidiary, Technosoft has not seen any major disruption* in its operations as it have been able to shift all staff to Work From Home(WFH) since mid-March itself. Company has observed a strong revival in demand.
- Company has also been able to sustainably improve the profitability of this division due to cost restructuring .
- Going forward, company expect the demand for its services in this division to be significantly increasing due to the WFH trend globally and strong acceptance of company's offshore global delivery model.



SHAREHOLDING & EQUITY STRUCTURE

Shareholding Pattern as on 31.12.2020



SHAREHOLDING & EQUITY STRUCTURE

Graph of Share Price movement over past 12 months (Jan 20- Dec 20)



THANK YOU

For any clarifications, pls contact:

Mr Anil Gadodia. Head – Finance. anil.gadodia@technocraftgroup.com