



Indian Toners & Developers Limited

Investor Presentation
July 2018





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India's Largest Compatible Toner Manufacturer

Single **Largest Market Share** in Domestic Market



Largest Exporter of Compatible Toners to over **20 countries**

Used in

Laser Printers, New Age Digital Machines, Multi-function printers, Analogue Copiers

Received Award for **'Excellence in Export Performance'** from Indian Government, year on year

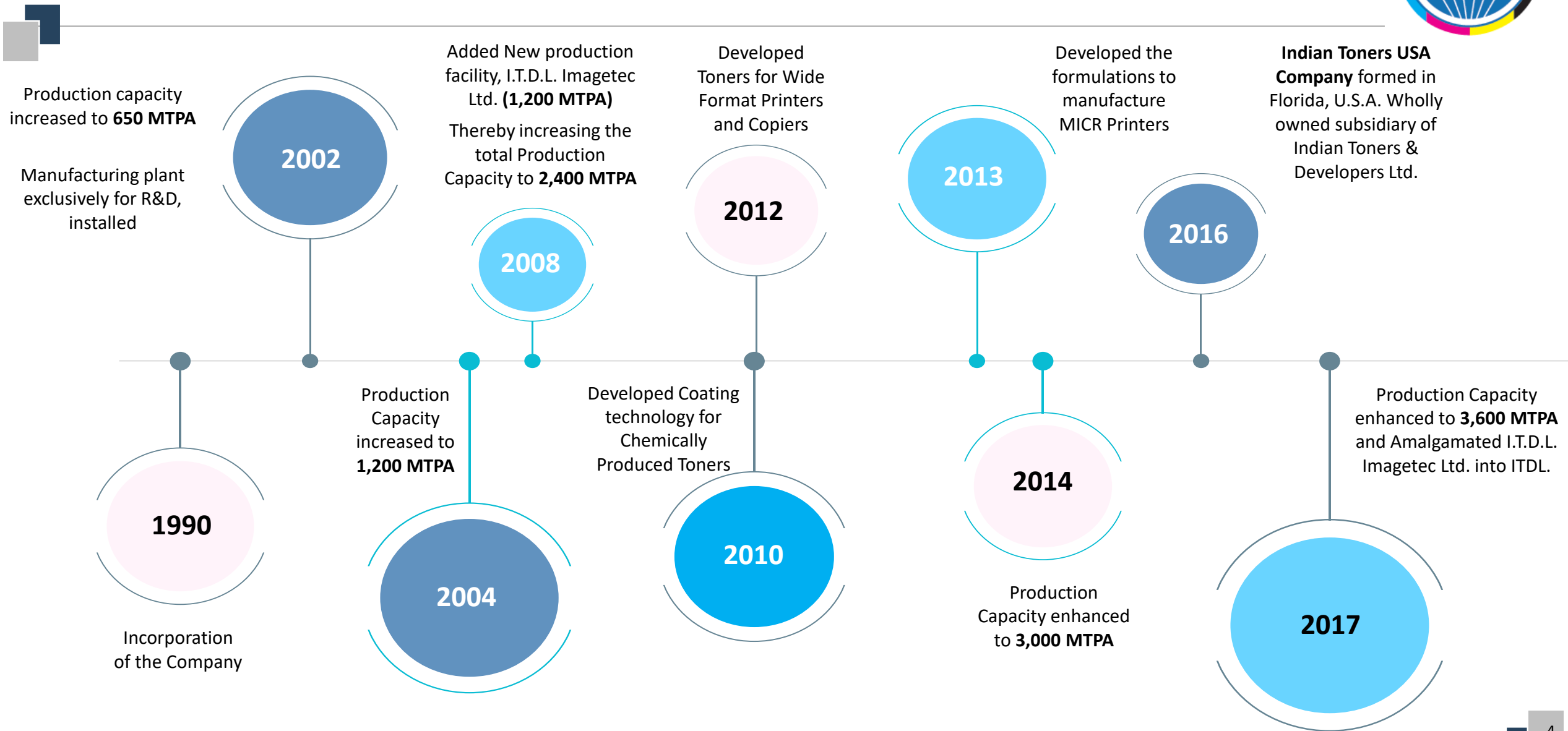
120 + Distributors with PAN India presence



Caters to more than **600 Dealers**
1,500 Refillers
44,000 Photo Copy Outlets

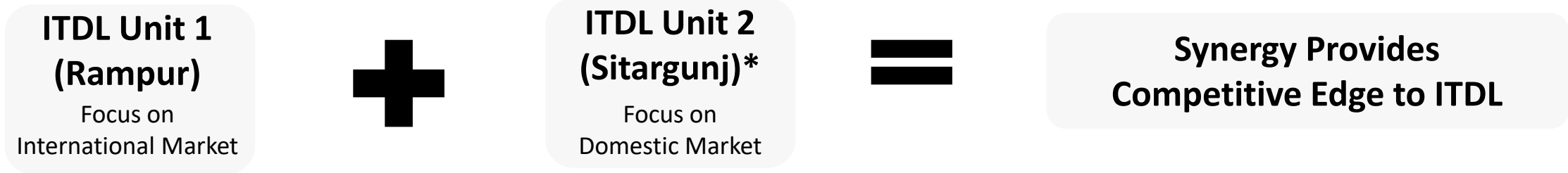


With Leadership Position in Industry





Integrated Business Structure



*On August 2017, Court approved the scheme of Arrangement for Amalgamation of I.T.D.L. Imagetec (ITDL Unit 2 Sitargunj) with ITDL



Offering a wide variety of Products



Under the Flagship Brand

SUPREMO™

FORMULA-L™
THE ULTIMATE LASER TONER

ITDL
COLOR PREMIUM
Genuine Chemical Color Toner

Manufactures

Pulverised Toners

Markets

Chemically Produced Toners (CPT)

Develops & Produces
Compatible Color Toners to meet the ever-changing needs of the market

India's Largest
Compatible Toner Powder Manufacturer

One of the largest in **South East Asia**

Used in:



Laser Printer



Analogue Copiers



MFP



MICR Printer



Wide Format Printers



Color Laser Printer



Producing Compatible Toners of Leading Brands

ITDL Wide Format Copier & Printer Toners

ITDL MICR Printer Toners

ITDL Laser Toners

ITDL Copier Toners

Hewlett-Packard (HP)

TOSHIBA

OCE

SAMSUNG

KIP

KONICA

MINOLTA

CANON

KYOCERA MITA

LEXMARK

SHARP

RICOH

BROTHER

ROWE

KONICA

MINOLTA

SAMSUNG

MULTIFUNCTION

TONERS







Recent Launches of Toners Compatible with...


BROTHER® HL-2370	BROTHER® HL-6400	SAMSUNG® ML 4510	HP® LJ M506/527	HP® LJ M402/426	HP® LJ M607/608/609
HP® LJ M604/605/606	HP® LJ M600/601/602/603	HP® M102/M130 (17A)	HP® M106W (33A)	HP® M104A (18A)	XEROX® DC C2260
KONICA MINOLTA® Biz Hub C220	KONICA MINOLTA® Biz Hub 266	SHARP® Universal	TOSHIBA® eStudio 3008A/2508A	TOSHIBA® eStudio 457	



Recognized R&D Capabilities

ITDL researches, develops, formulates and manufactures world class toners

-  R&D team assisted by scientists from Japan
-  Exclusive R&D Pilot Plant comprising broadly of Pre-mixer, Compounding, Classification and Milling machinery of German Origin
-  State of the art R&D lab, equipped with requisite scientific analytical instruments
-  State of the art “**Environmental Test Chamber**”, to test and develop products as per humidity and temperature conditions existent in various regions of the world



 R&D Lab is well equipped with scientific analytical instruments like :

- | | |
|---|---|
|  Multisizer III |  DSC |
|  Tribo Tester |  TGA |
|  Fluxmeter |  Appratuses |
|  Densitometer |  Fuse Quality |
|  TREK Instrument |  DC Resistivity |
|  Melt Flow Indexer |  Precision Electronic Balances |



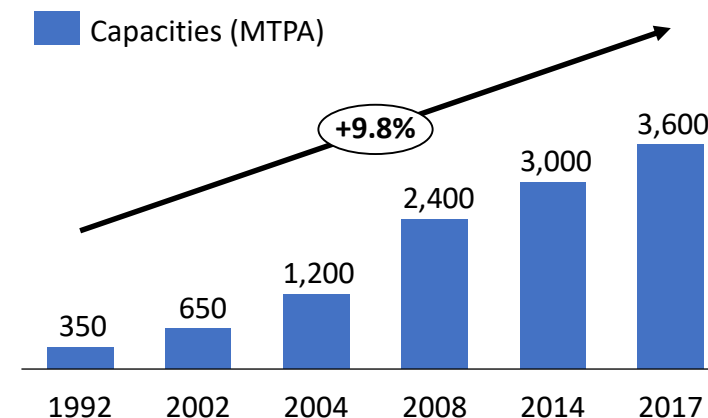
State of the Art Manufacturing Facilities

Rampur, U.P.



- ☞ 2 lines – with 600 MT Each
- ☞ Houses the R&D Plant
- ☞ Star Export House
- ☞ Since 1992
- ☞ More than 50,000 square meters of area

Best Toner Manufacturer – NCN Magazine



Sitargunj, U.K.



- ☞ 4 lines – with 600 MT Each
- ☞ Since 2008
- ☞ More than 50,000 square meters of area


- 💧 State of the Art Manufacturing Facilities
- 💧 6 lines with a total manufacturing Capacity of 3,600 MTPA
- 💧 Exclusive R&D line recognised by Government of India


Strict Quality Control Standards





Quality at par
with OEM standards



-  Employing state-of- the-art highly automated plant and machinery from Germany and Switzerland and using environmentally friendly raw materials sourced from advanced countries like Japan, Germany, Korea and USA

-  At each stage of production every batch is subjected to intensive testing before being released by the Company's quality assurance department

-  Key parameters such as P.S.D., tribo-charge, relative dielectric constant, specific DC resistivity, flow ability, M.F.I., magnetic properties etc, are evaluated and tightly controlled

-  Toners are also tested in different temperature and humidity conditions in its Environmental Test Chambers for Customers located around the World

44 different Quality Checks are performed on the Products before they leave the Factory Premises



Environment Friendly Corporate Identity



ISO 14001 management systems, are those companies who are dedicated towards continuously improving their environmental procedures by **reducing their negative impacts** on the environment

ITDL uses Plant & Equipment in its manufacturing process, which **Catches and Controls the Emission of Dust Particles into the Atmosphere**



ITDL also **plants trees** on a monthly basis in both its manufacturing facilities symbolising its dedication to the green company initiative



Company has adopted systems that provide a **safe and hazard-free working environment** for its employees



Installation of a **solar power generation plant**, for in-house power consumption - is another step towards the Green Initiative



Large Distribution Network

Domestic

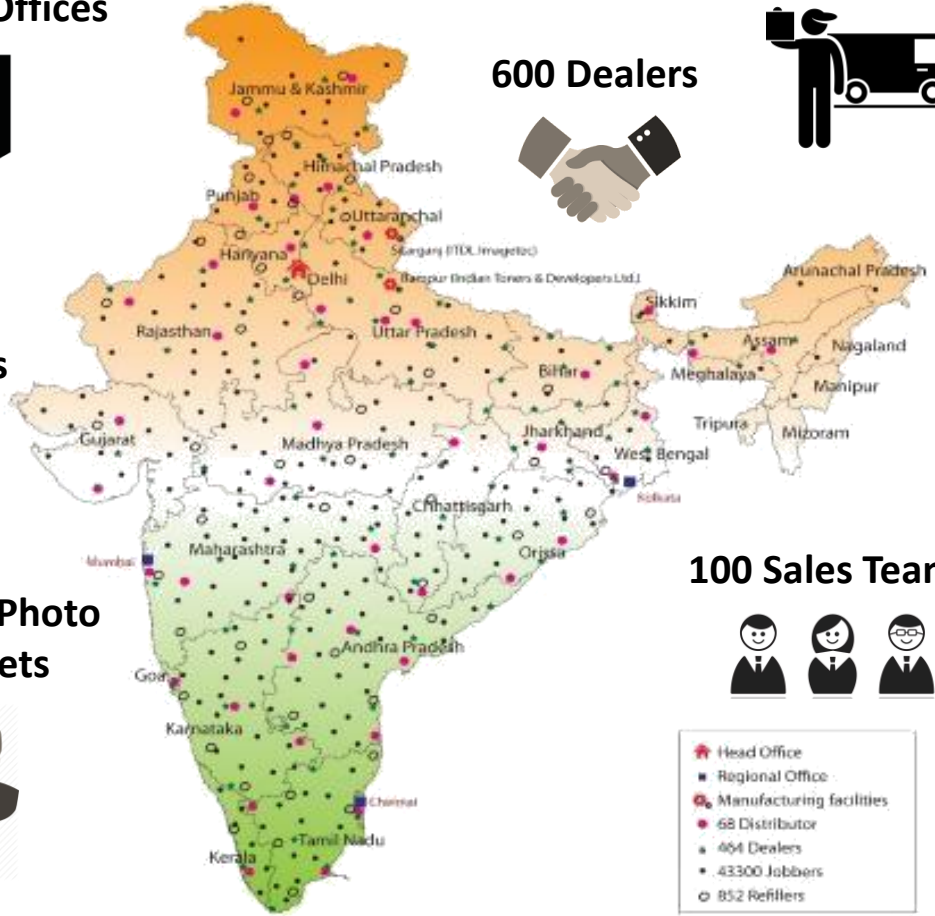
4 Regional Offices



Approx. 1500 re-fillers



Over 44,000 Photo Copy Outlets



600 Dealers



120+ Distributors



100 Sales Team



- ★ Head Office
- Regional Office
- Manufacturing facilities
- 68 Distributor
- 464 Dealers
- 43300 Jobbers
- 852 Refillers

International

25%* of total Revenue come from Exporting to more than 20 countries

Sole distributor in Singapore
Warehousing facility in Singapore as well

Wholly owned subsidiary in Florida U.S.A.
Warehousing facility in Florida as well



Proven Track Record



RT Media Global Industry Award for Outstanding Marketing, 2017
 – *RT Media*



King of Toner Award
 – *Imaging Solution*



Recharge India Lifetime Achievement Award (Sushil Jain)

Global Player Award
 – *Recharger Magazine*



NCN Editor's Choice Award
 Best Toner Manufacturer
 – *NCN Magazine*

“Excellence in Export Performance” Award every year from 2002 till date - Government of India



Achiever's Award
 - *NCN*



Highest Export Performance under miscellaneous products
 – *U.P. Government*



Export Achievement in Compatible Black Toner for Laser Printer
 – *Capexil*



An Experienced Board

Mr. Akshat Jain

Mr. Jain is a young and dynamic Qualified B.Sc in Business Administration from Pepperdine University , California (USA)

More than 12 years experience

Whole-time Director

Mr. Arun Kumar Garg

Mr. Garg is a Chartered Accountant having experience in Audit, Finance, Tax and Business Restructuring

More than 35 years experience

Independent Director

Mr. Sushil Jain

Mr. Jain is a dynamic qualified engineer from Delhi College of Engineering Under his Leadership the Company has become the Leading Toner company of the country

More than 37 years experience

Chairman & M.D.

Mr. Sanjeev Goel

Mr. Goel is a Chartered Accountant having experience in Audit, Finance, Tax and Business Restructuring

More than 36 years experience

Independent Director

Mrs. Neena Jain

Mrs. Jain is a Chartered Accountant having experience in Project Finance, Banking, Valuation and Buy Back of shares

More than 29 years experience

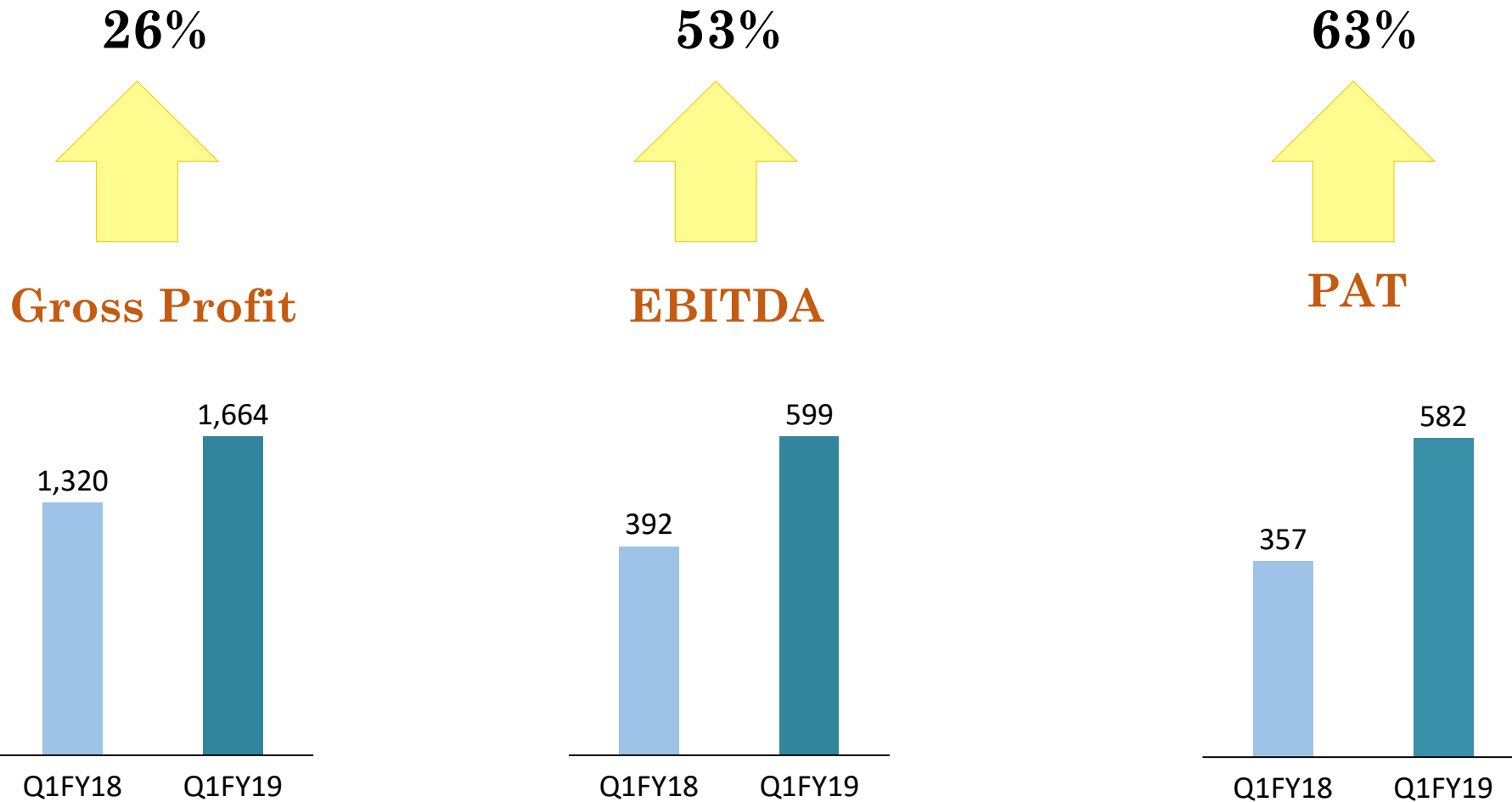
Independent Director



Financials



Q1FY19 Key Financial Highlights



Rs.in lakhs

Profit & Loss Statement



Particulars (in Rs. Lakhs)#	Q1FY19	Q1FY18	Y-o-Y	Q4 FY18	Q-o-Q	FY18	FY17	Y-o-Y
Revenue from Operations*	2,655	2,167	23%	2,774	-4%	11,048	11,450	-4%
Raw Material	991	846		925		4,493	5,040	
Power and Fuel	259	217		224		933	852	
Gross Profit	1,664	1,320	26%	1,849	-10%	6,555	6,410	2%
Gross Profit Margin	63%	61%		67%		59%	56%	
Employee Expenses	356	316		346		1,334	1,253	
Other Expenses	451	395		443		1,634	1,669	
EBITDA	599	392	53%	836	-28%	2,654	2,636	1%
EBITDA Margin	23%	18%		30%		24%	23%	
Other Income	96	158		168		722	672	
Depreciation	93	89		94		368	321	
EBIT	602	461	31%	910	-34%	3,008	2,987	1%
Finance costs	14	11		15		57	36	
PBT	588	450	31%	895		2,951	2,951	
Tax	6	93		197		546	664	
PAT	582	357	63%	699	-17%	2,405	2,287	5%
PAT Margin	22%	16%		25%		22%	20%	
Cash PAT	675	446	51%	792		2,773	2,609	

Quarterly nos. are Standalone and Full year nos. are consolidated

* Revenue from operations is net of Excise duty/GST

Financials are as per IND-AS and Post Amalgamation of its subsidiary ITDL Imagetec Ltd.

Cash PAT = PAT + Depreciation

Balance Sheet



Liabilities (in Rs. Lakhs)	Mar-18	Mar-17
Equity	16,330	14,361
Equity Share capital	1,316	1,316
Other Equity	15,014	13,045
Non-current liabilities	351	330
Financial Liabilities		
Other Financial Liabilities	77	95
Provisions	79	44
Deferred Tax Liabilities (net)	195	191
Current liabilities	2,584	2,121
Financial Liabilities		
Trade Payables	1,618	1,188
Other Financial Liabilities	12	-
Other Current Liabilities	400	352
Provisions	555	581
TOTAL	19,266	16,812

Assets (in Rs. Lakhs)	Mar-18	Mar-17
Non-current Assets	12,354	11,535
Property, Plant and Equipment	5,188	4,500
Capital Work-in-Progress	95	786
Other Intangible Assets	4	1
Financial Assets		
Investments	6,454	5,671
Other Financial Assets	531	545
Other Non-Current Assets	82	32
Current assets	6,912	5,276
Inventories	1,354	1,159
Financial Assets		
Investments	2,162	1,346
Trade Receivables	1,720	1,416
Cash and Cash Equivalents	483	555
Other Bank Balances	12	-
Loans and Advances	50	72
Other Financial Assets	202	79
Current Tax Assets (net)	567	534
Other Current Assets	363	116
TOTAL	19,266	16,812

Key Takeaways



Research & Development

- ▣ Researches, Develops, Formulates and Manufactures
- ▣ Ministry of Science & Technology, Government of India, recognizes our R&D



Huge Market Potential*

- ▣ Total Global Market - ~2,25,000 TPA with aftermarket share of about 25%
- ▣ India's Toner Production and Imports is about 7,000 MTPA growing at 6-7% P.A.



Increased share of our Brands

- ▣ Increased sales from our own brands – “Supremo”, “Formula”, “Racer” and “ITDL Colour Premium” will lead to increased Profitability



Toner Compatibility

- ▣ Toners compatible with all major brands
- ▣ Recently launched Compatible Laser Toners for HP, Samsung, Brother and Copier Toner for Toshiba and E-studio



Product Pricing to gain Market Share

- ▣ Indigenous approach towards global product helps in gaining market share
- ▣ Benefits of Economies of Scale coupled with higher Market Share



State-of-the-Art Manufacturing

- ▣ 6 lines with a total capacity of 3600 MT and 1 exclusive R&D line
- ▣ Automated plant and machinery from Germany and Switzerland



Indian Toners & Developers Limited

For further information, please contact

Company :



CIN: L74993UP1990PLC015721
Mr. S.C. Singhal - Company Secretary
investors@Indiantoners.com

www.indiantoners.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285
Mr. Shogun Jain / Mr. Shrenik Shah
shogun.jain@sgapl.net / shrenik.shah@sgapl.net
+91 77383 77756 / +91 96647 64465

www.sgapl.net