

# Mitsuchem Plast Ltd.

(Formerly known as Mitsu Chem Pvt. Ltd.)

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

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

CIN : L25111MH1988PLC048925



Date: November 6, 2020

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai- 400001

Script Code : 540078

Dear Sir/Madam,

## **Sub: Investor Presentation for Q2 FY 2020-21**

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 2020-21 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.

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**  
*You visualise...we mold*

Investors Presentation  
Q1F21

# Safe Harbor Statement

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Mitsu Chem Plast Limited ('Mitsu Chem/Mitsu,' the "Company") solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# Company Overview

- Established in 1990
- Leading manufacturer wide range of products in plastic blow molding, Injection Molding & customized molding catering to specific customer needs

1

## Leading Manufacturer

The company with more than 500 plus SKU's is today catering to more than 30 plus fortune 500 customers in India.

2

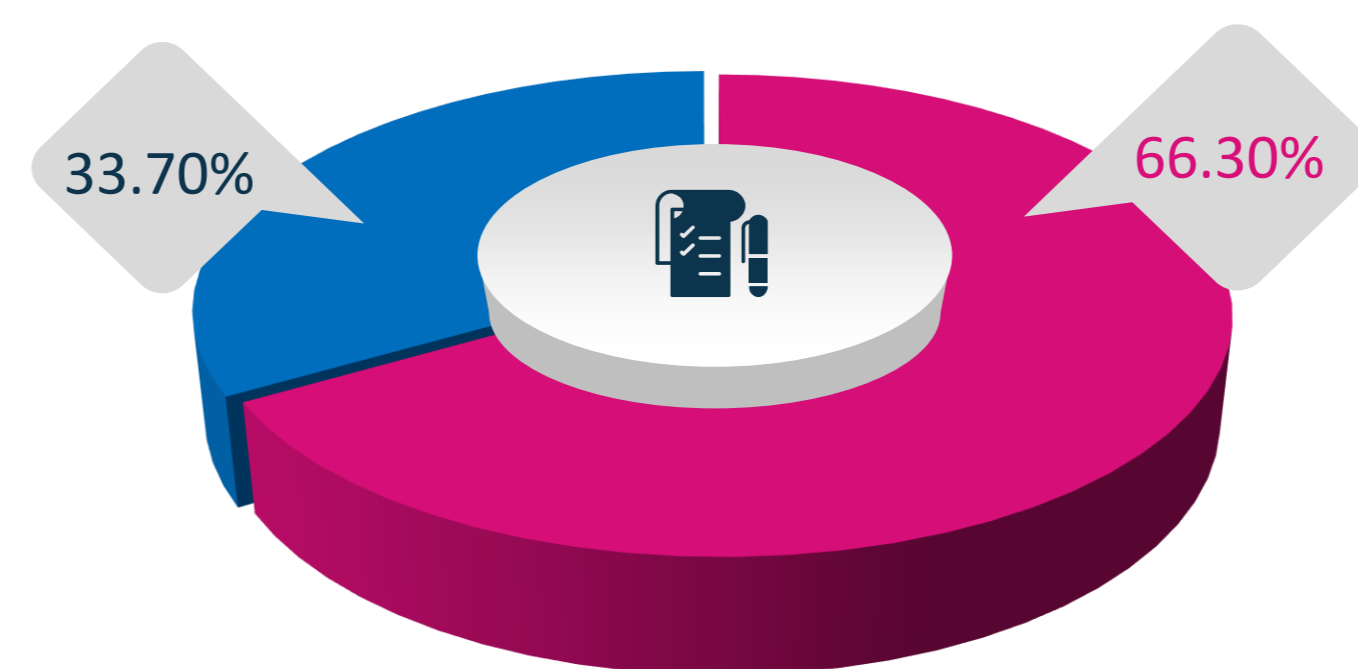
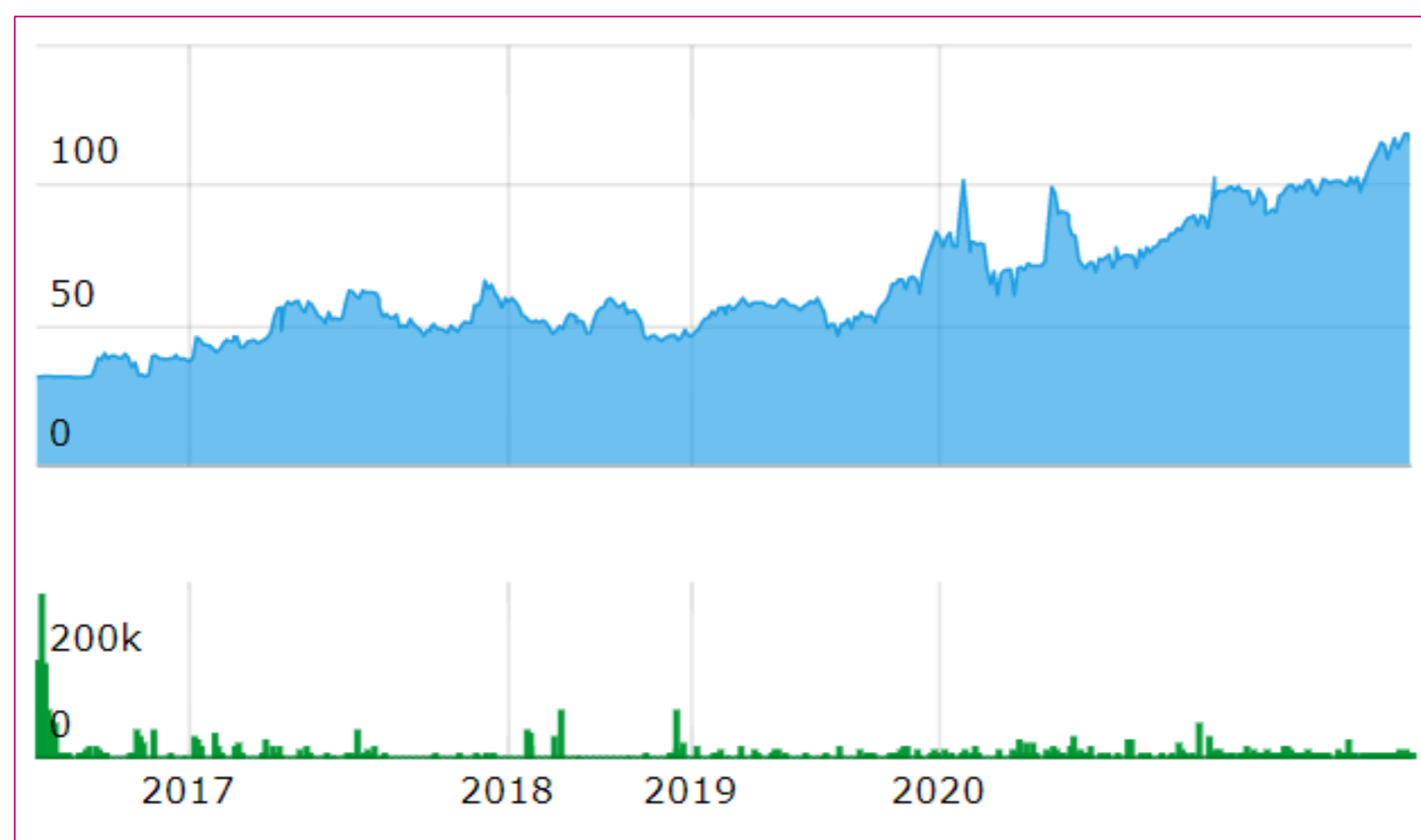
## Listed In BSE Mainboard

The Company has emerged as the promising player & today company has migrated from Maiden IPO (2016) to Mainboard of BSE in (2020) Code - 540078

# Stock Data

<b>Share Price (INR)</b>	<b>112.00</b>
Market Capitalization (INR Cr)	135.21
No. of Shares Outstanding (Cr)	1.20
Face Value (INR)	10
<b>52 week High-Low (INR)</b>	<b>131/59.77</b>

As on 05-11-2020



◆ Pramotor & Pramotor Group      ◆ Public  
 As on 30-09-2020

# Mitsu Chem Journey



1st Manufacturing unit at Tarapur,  
Maharashtra

1990

Acquired additional land for  
expansion at Tarapur unit

1999

2nd Manufacturing unit at  
Tarapur, Maharashtra

2007

2008

Acquired plant & machinery  
of NOCIL from Reliance  
Ventured in Automotive  
component segment

2010

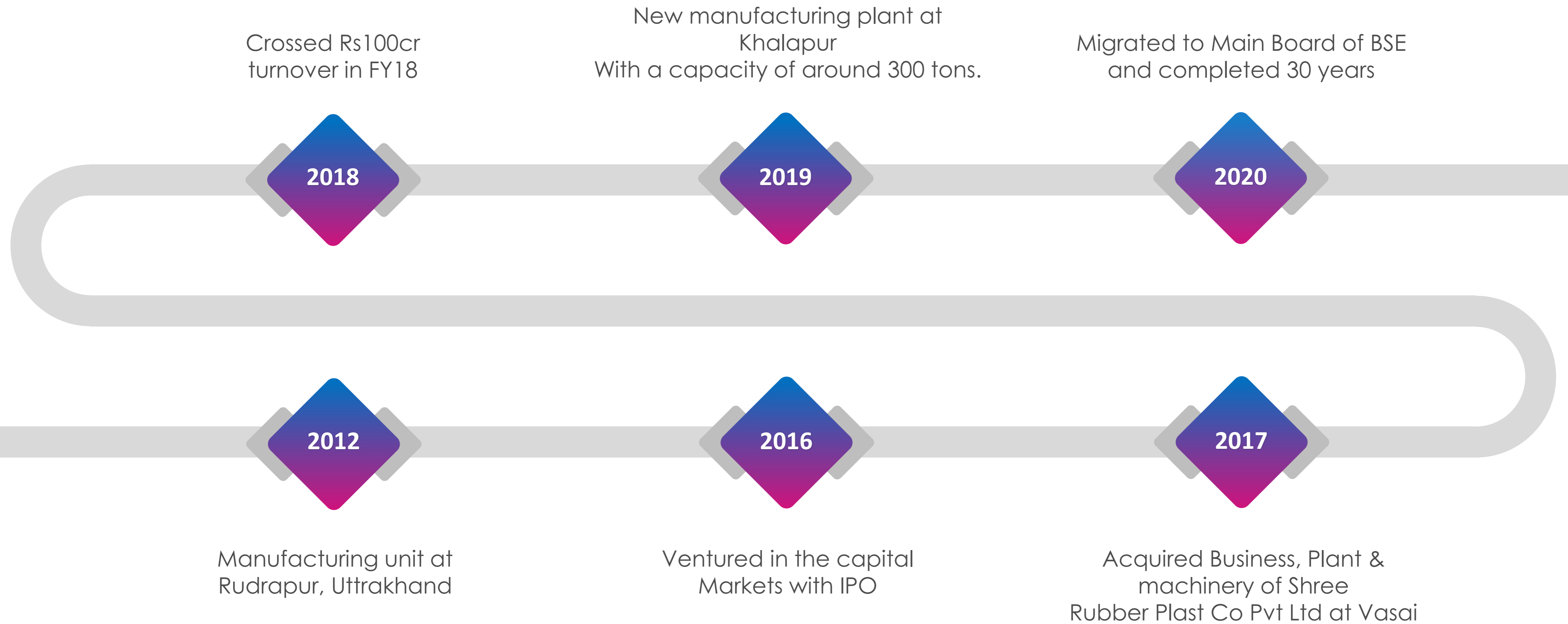
Pioneer's of Hospital Bed parts  
an import substitute

2011

Entered the markets with  
Infrastructure chairs



# Mitsu Chem Journey



## MOLDED INDUSTRIAL PACKAGING



## BLOW MOLDED AUTOMOBILE PARTS



## HOSPITAL FURNITURE PARTS



## INFRASTRUCTURE FURNITURE



# Emerging as a Promising Player in Plastic Moulding Industry

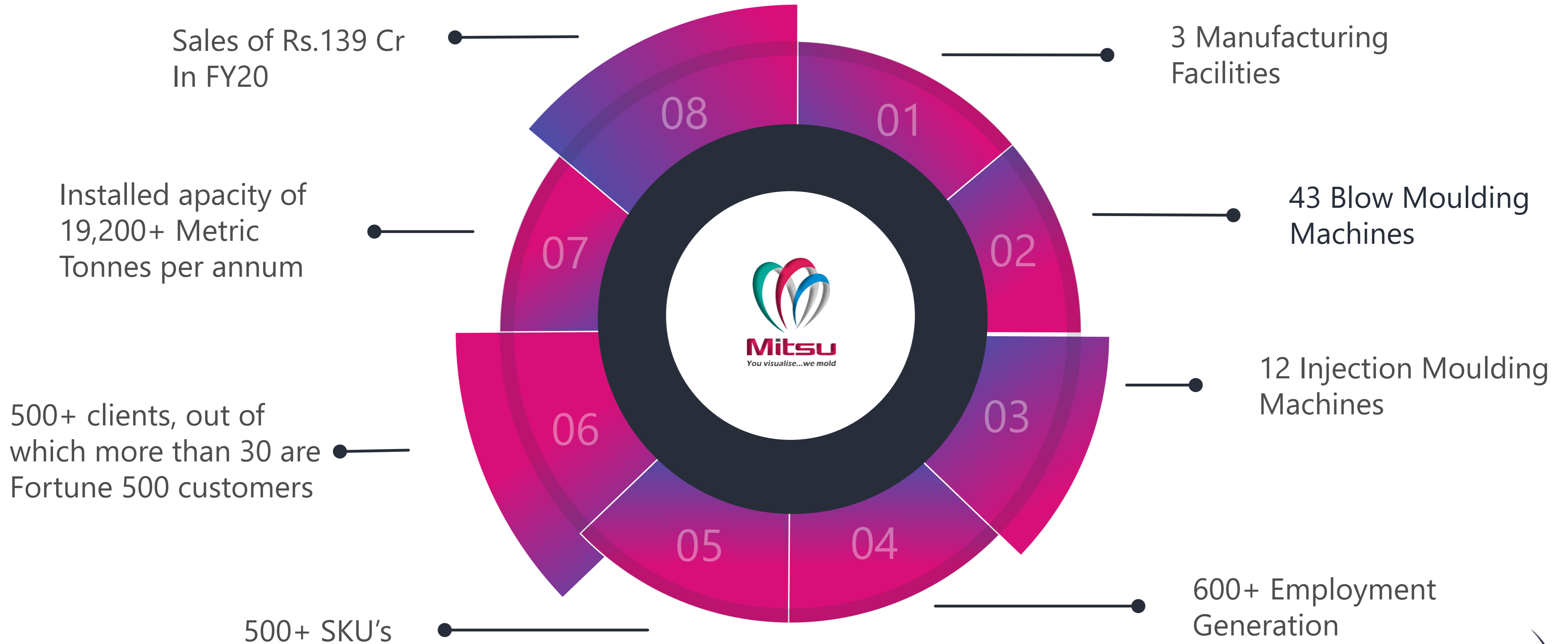
## **MITSU CHEM PLAST LTD,**

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.





# Key Highlights



# Strategically located Manufacturing units

UNIT  
01

20,000 SQ.FT  
TARAPUR (MAHARASHTRA)

UNIT  
02

36,000 SQ.FT  
TARAPUR (MAHARASHTRA)

UNIT  
03

73,000 SQ.FT  
KHALAPUR (MAHARASHTRA)

# Molding Capabilities



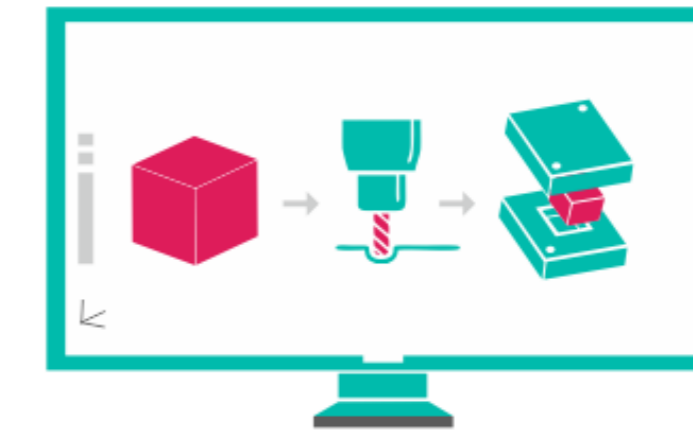
## BLOW MOLDING

- HDPE, PP, Filled PP
- Pharma, Chemical, Food, Flavor & Fragrances, Automotive, Agrochemicals



## INJECTION MOLDING

- HDPE, PP, Filled PP
- Pharma, Chemical, Food, Agrochemicals



## CUSTOM MOLDING

- PE, PP, Filled PP
- Pharma, Automotive, Hospital Bed Parts, Auto Filters

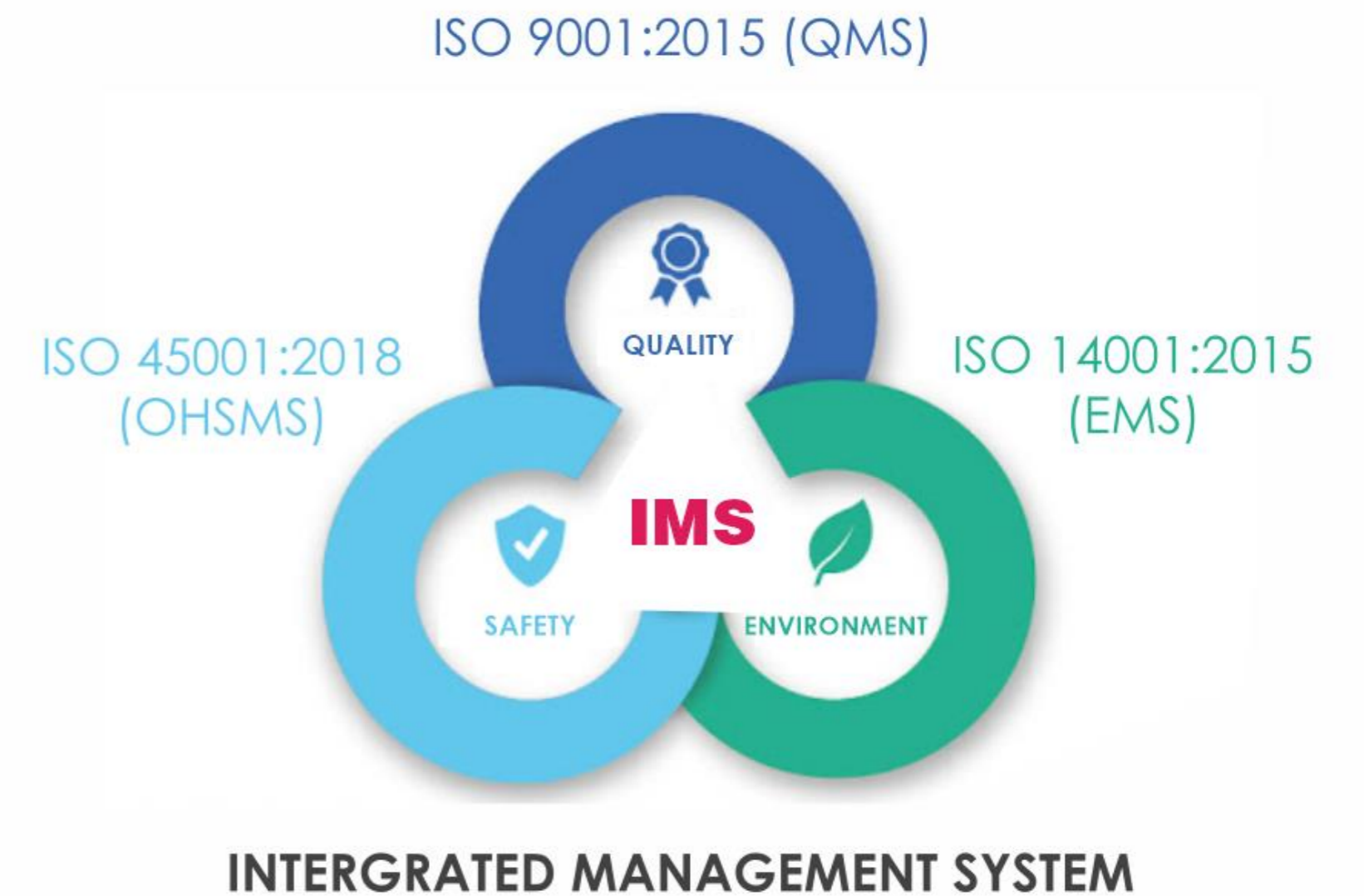
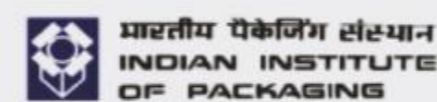
# Well Equipped & Certified Plant

All plants are well equipped with all types testing equipment's

- Drop Tester
- Hydraulic Pump
- Pneumatic Pump
- Digital Weighing Balance
- Melt Flow Screw Gauge
- Digital Vernier Caliper
- Megasonic Thickness Gauge

- 21 CFR AS PER US FDA
- CE CERTIFICATE
- 5-S IMPLEMENTATION
- QC METHODOLOGY
- ONLINE TESTING/PDI/CAPA
- MEMBER OF TOGETHER FOR SUSTAINABILITY

Manufacturing with 100% Virgin Quality Raw Material.



# Green Initiatives for Sustainable Growth

- Manufacture of Reusable and Recyclable Products
- Rain Water Harvesting Systems
- Using LED's and Motion sensor based tube lights.
- Transparent Polycarbonate Roof Tops
- 100% Virgin Material
- Certified by TFS (Together for sustainability)
- Plantation drives
- Using Post consumed resins (PCR) in our multilayer machines

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

Big Range Of Small Containers & Industrial Containers  
100 ML to 250 LTRS



# BLOW MOLDED AUTOMOBILE PARTS

## Automotive Components & Fuel Tank Assemblies



# Pioneer's in Hospital bed & Ancillary Furniture

Import substitute product with universally approved designs





# INFRASTRUCTURAL FURNITURE

## Customized Infrastructure Furniture a solution provider

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



PLASTIC CHAIR  
PARTS (C INFC)



BUS SEAT (AC-10)



PLASTIC BABY  
CAR SEAT SHELL (C BSS)



PLASTIC STADIUM  
SEAT (C STOL)

More than 30 clients of  
Fortune 500 serviced by us





# Eminent Board of Directors



**Mr. Jagdish Dedhia**  
Chairman

Mr. Jagdish, aged 58 years, is the Chairman & Whole-time Director of MITSU CHEM. He has completed B. Sc. from Mumbai University in the year 1982. Prior to joining MITSU CHEM, he had obtained an experience of 9 years as a Shift In-charge, Production Chemist, Shift Chemist and Chemist with different entities. He has played a pivotal role in MITSU CHEM by identifying, negotiating and implementing new business opportunities. As the Chairman and Whole time Director, he looks after the product activities and also plays an important role in team building, infrastructure setup and client acquisition.



**Mr. Sanjay Dedhia**  
Jt.MD

Mr. Sanjay is aged 48 years, he is the Jt. Managing Director of MITSU CHEM. He has completed Diploma in Chemical Engineer from the Board of Technical Examination, from Maharashtra State Board of Technical Education in the year 1992. He has an overall experience of approximately 23 years in the Sales & Marketing domain and has developed excellent analytical skills and market strategies to capture industrial packaging business. As the Jt. Managing Director he is responsible for the marketing and new product development verticals at MITSU CHEM.



**Mr. Manish Dedhia**  
Jt.MD & CFO

Mr. Manish, aged 42 years, is also the Jt. Managing Director and CFO of MITSU CHEM. He has obtained a Bachelors degree in Commerce from Commercial University, Delhi in the year 1996. Mr. Manish has an overall experience of approximately 19 years and has independently handled accounts & finance along with purchase and admin departments of MITSU CHEM. He is also an office bearer and managing committee member of AIPMA since 2001. As the Jt. Managing Director and CFO, he is responsible for the financial and procurement functions of MITSU CHEM.

# Eminent Board of Directors



**Mr. Dilip Gosar**  
Non-Executive Independent Director

Mr. Gosar aged 52 years, is the Non-Executive Independent Director of MITSU CHEM. He is a Fellow Member of Institute of Chartered Accountants of India and started his own CA firm in the year 1989 by the name of M/s. Gosar & Gosar. He has amassed more than 25 years of experience in the areas of accounting, auditing, advisory, taxation, business consultancy and a host of other value added financial and legal consultancy. As the Independent Director of MITSU, he is responsible for providing his expertise & inputs and for ensuring the Board adheres to the required corporate governance requirements



**Mr. Ashish Doshi**  
Non-Executive Independent Director

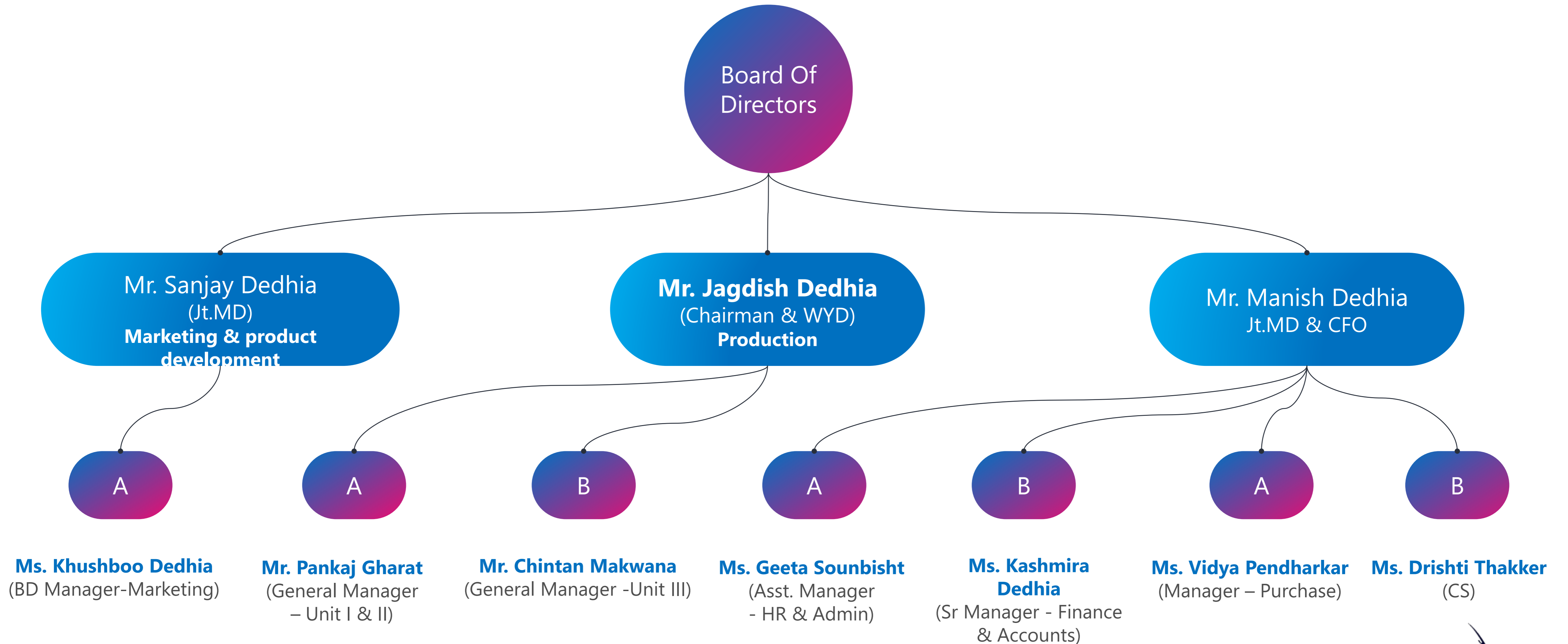
Mr. Doshi aged 41 years, is the Non-Executive Independent Director of MITSU. He has completed the "Award in Financial Planning – India" from The Chartered Insurance Institute, UK and is also authorized as a Certified Financial Planner by the Financial Planning Standards Board India ("FPSB"). He has wide experience in Insurance, Tax Consultancy, Financial Advisory Services, Claim Settlement Advisory, etc. He is the Proprietor of Hasmukh Doshi & Sons and it is a service provider with all encompassing services like Insurance, Tax Consultancy, Financial Advisory Services, Claims Settlement Advisory Services, etc., providing services to individuals, corporate clients and societies, among others



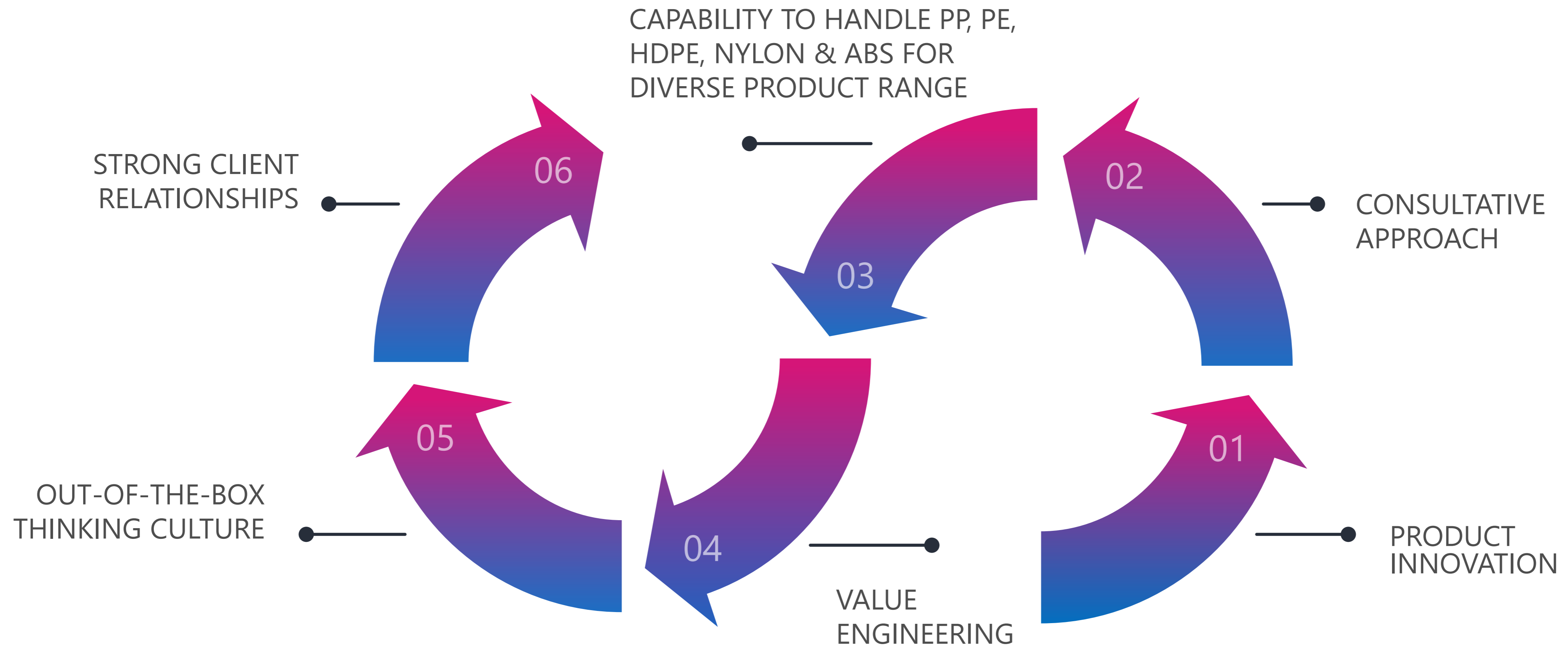
**Ms. Neha Huddar**  
Non-Executive Independent Director

Ms. Huddar, aged 58 years is a qualified Chartered Accountant from the Institute of Chartered Accountants of India. She has an experience of more than 35 years in the fields of Accounts, Taxation, Audit and Internal controls. She has worked for renowned organizations such as Reliance Industries Limited, Reliance foundation and Thirumalai Chemicals Limited.

# Management Supported By Well Experienced Professional Team



# Skills that Differentiate us from Competition



# Plastic Industry offers Opportunities Galore



## Domestic Plastic Industry

The total plastic consumption in India is around 15 million tonnes and is expected to go up to 25 million tonnes in the next seven years. India's plastics exports posted a growth of 31.6% at USD 4.59 billion during the period Apr 18-Sep 18 (H1 2018-19) as against USD 3.48 billion in same period during H1 2017-18. Industry expected to Grow at CAGR of 10-12%. The per capita consumption is expected to double, with an investment of \$80bn over the next five years.

## Shift from Unorganized to Organized

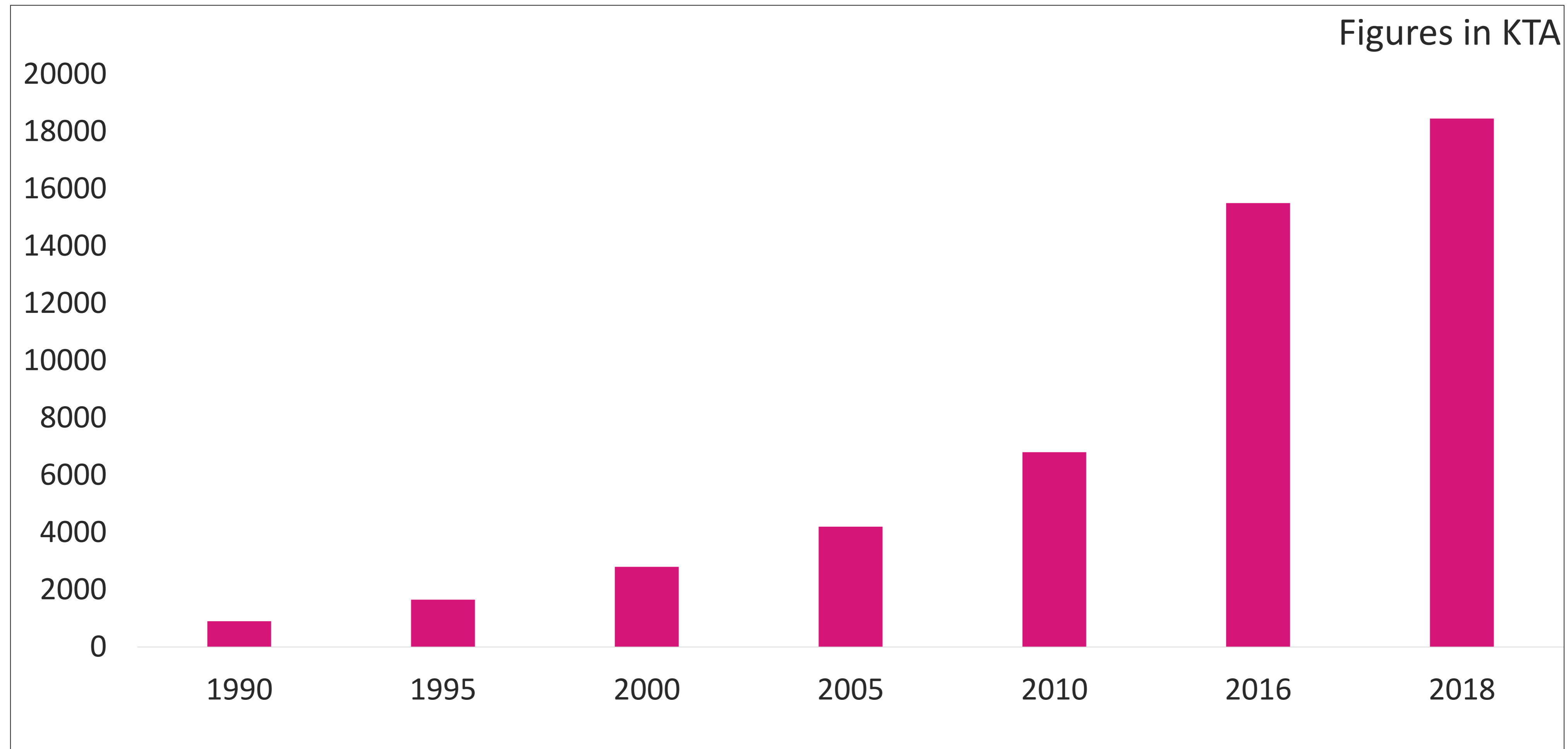
With the implementation of GST and rationalization of tax rates we anticipate the shift from unorganized to organized to be faster, currently 40-45% of plastic industry is still dominated by small and unorganised players in India.

## Availability of Raw material & Investments in lateral Industries driving growth

Availability of polymers has become very easy in the domestic market, also investments in lateral industries such as food processing, cold storage & material handling, infrastructure & housing, agriculture, water management and retailing are acting as drivers for the growth of the Plastic Industry.

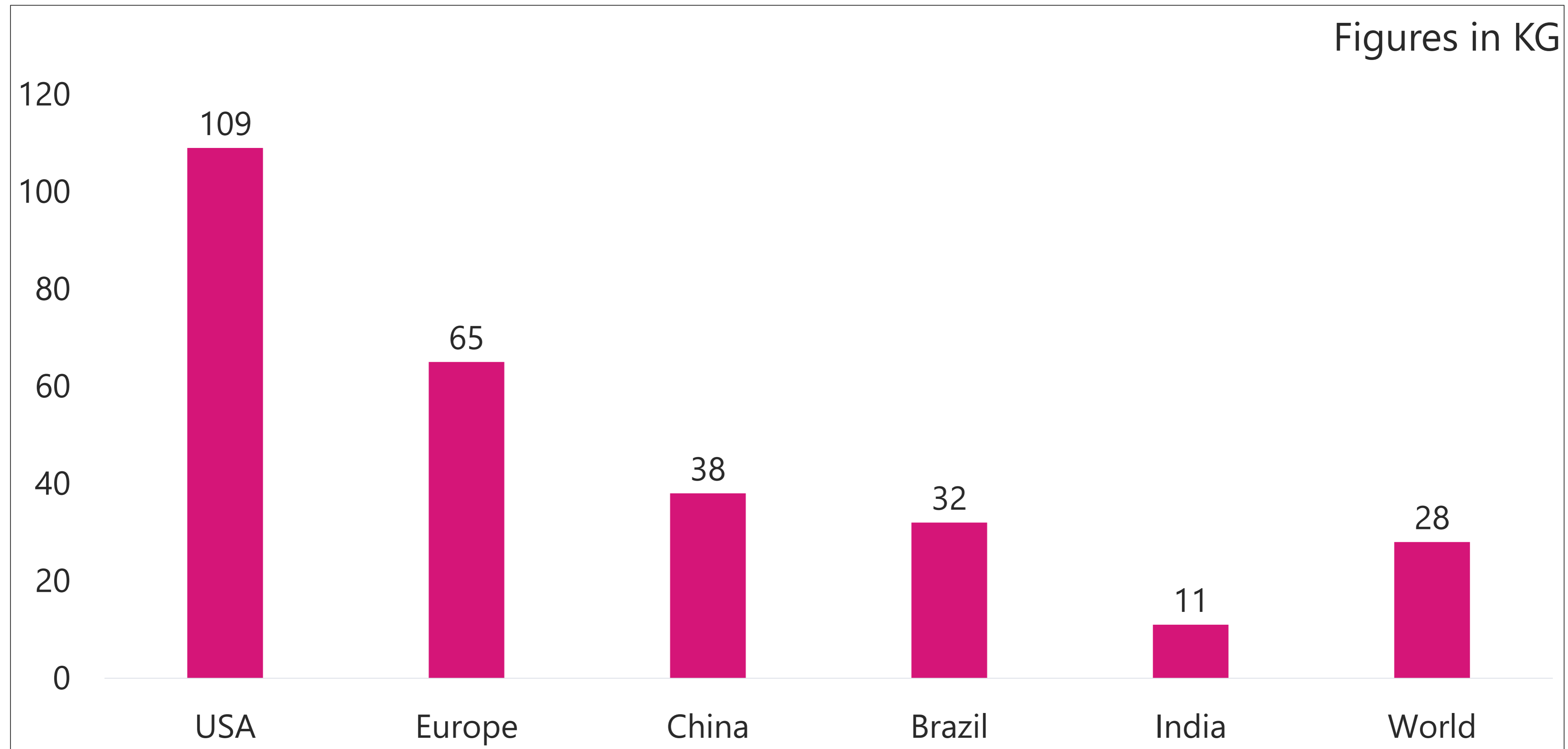


# Consumption of Plastics has been Increasing Consistently



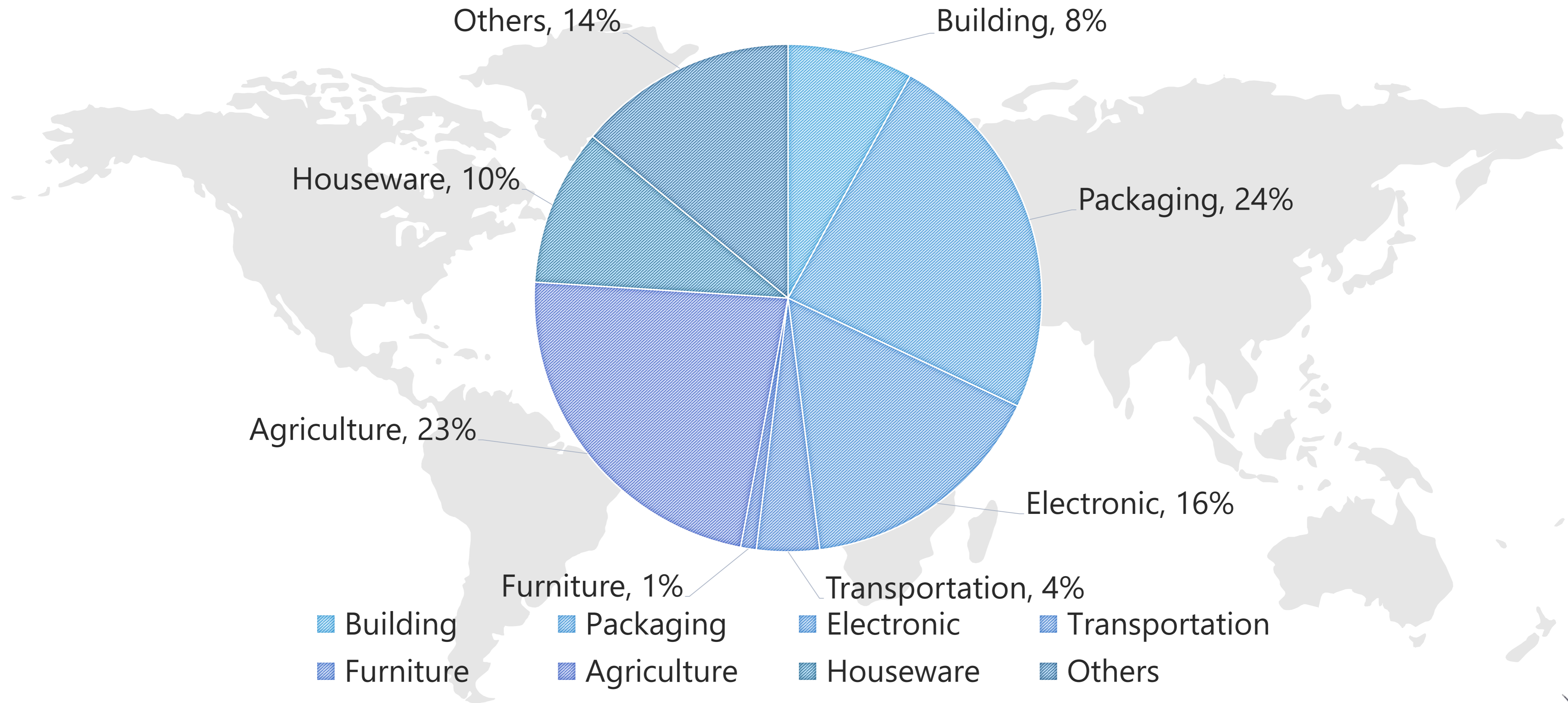
Source: PLASTINDIA FOUNDATION /Industry Estimate

# Enough scope for per capita usage of Plastics to grow in India



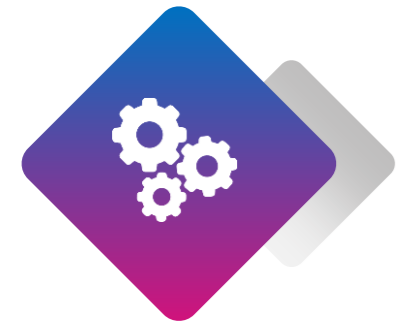
Source: PLASTINDIA FOUNDATION /Industry Estimate

# End Usage of Plastics in India Quite Similar to Global Trends

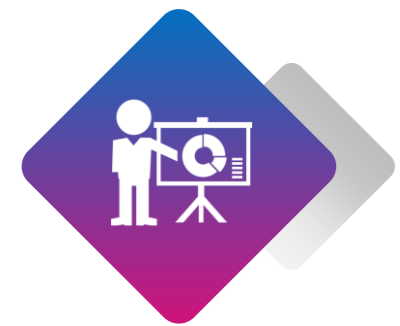


Source: PLASTINDIA FOUNDATION /Industry Estimate

# Our Future Growth Strategy



Step 1  
New Products



Step 2  
Higher Capacity Utilization



Step 3  
Margin Improvement Higher ROCE  
New Customers Expanded foot print



# Focus Areas For Future Growth



## Hospital Furniture

As per industry reports the health care sector will need investments of \$245 bn over the next two decade. Indicating addition of to 3.5million beds over this period.

Apart from this there is also high demand from conventional markets for replacement.



## Auto Components

The auto component Industry has been growing at 10-12%, India has also become a major export hub growing at 8-10% in FY19 we exported \$15bn worth of components.

Cost effective manufacturing has kept the costs lower by 20-25% as compared to developed countries in US & Europe.

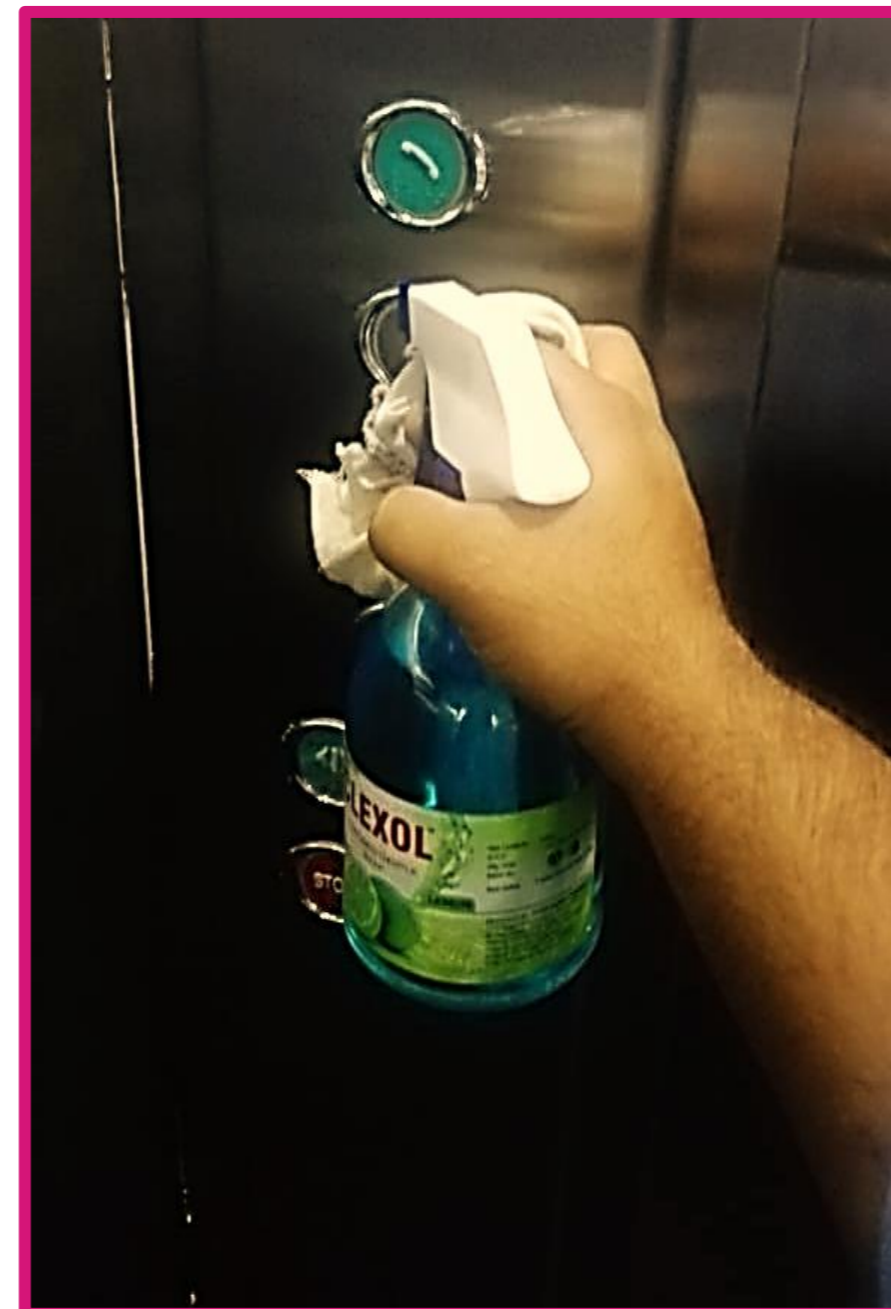


## Customised Moulding

Customized plastic moulding allows for great design flexibility and any type of plastic part can be produced using this manufacturing process, and the molds allow the finished product to be extremely precise.

Plastic parts are typically upto 50% lighter in weight than metal parts and converting from metal to plastic can significantly reduce total manufacturing costs.

# Precautions Taken At Factory For Sanitization



# COVID - 19 Supplies Range



Strong Demand for the Liquid Containers



**d nTOUch**

**DONTOUCH CORONA SWORD**

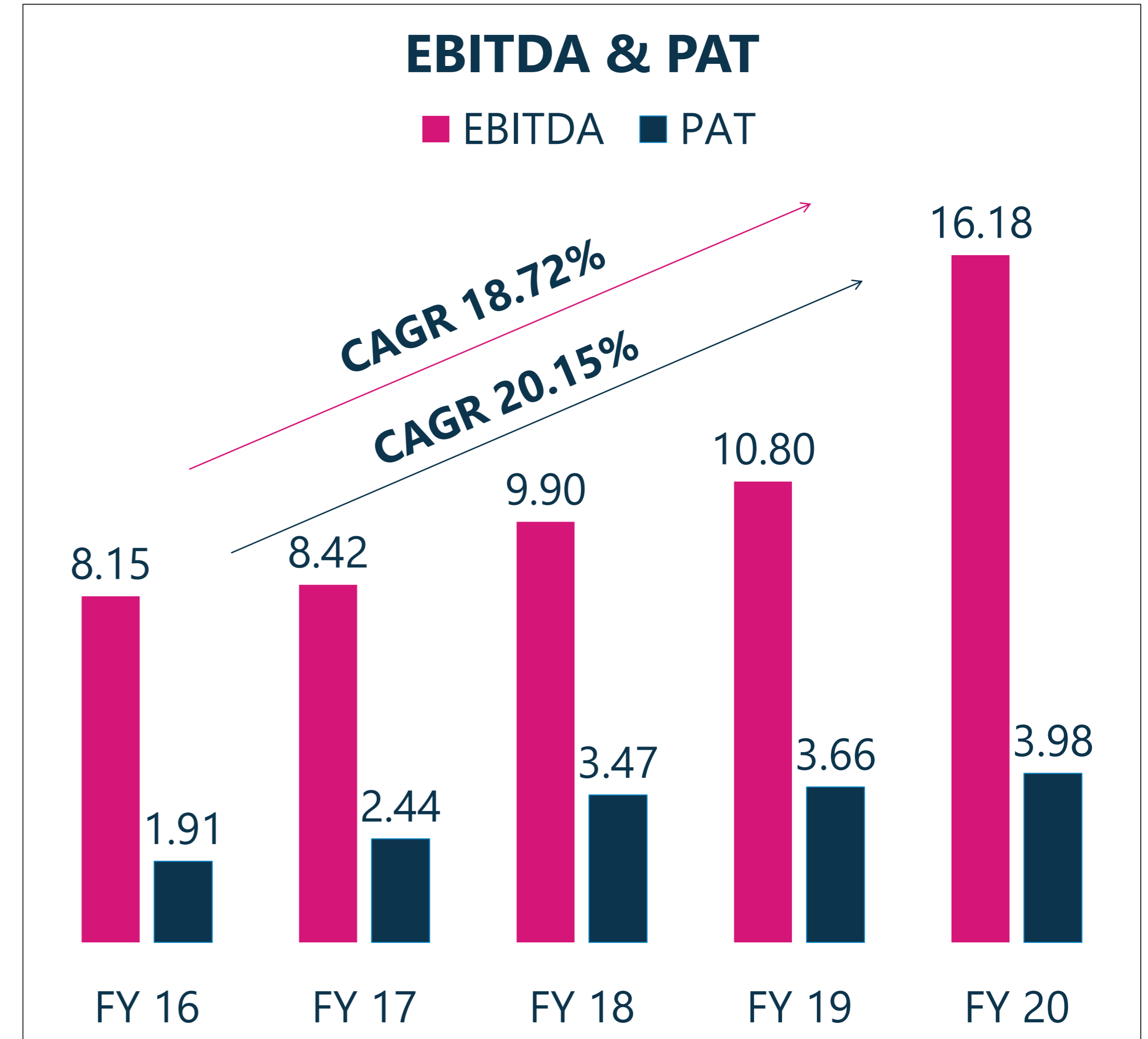
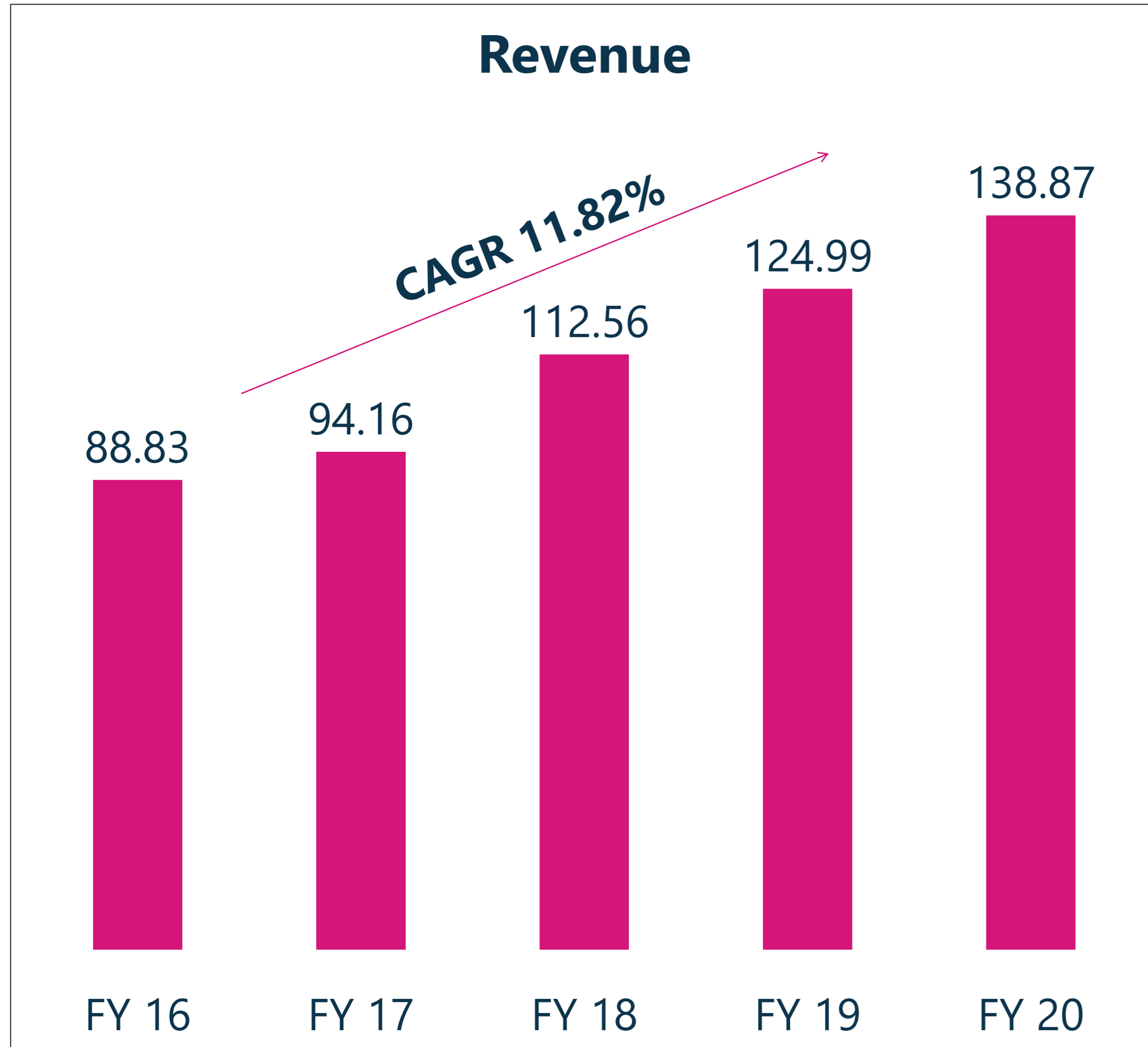
allows user to hygienically go about their day-to-day activities without touching contaminated surfaces

New Way Of Handshake

- Lift Buttons
- Card Payment
- ATM PIN
- Switch On/Off
- Toilet Flush
- Lifting Bags
- Bus/ Train Handle
- Door Opening
- Car Steering

Dontouch Corona Sword

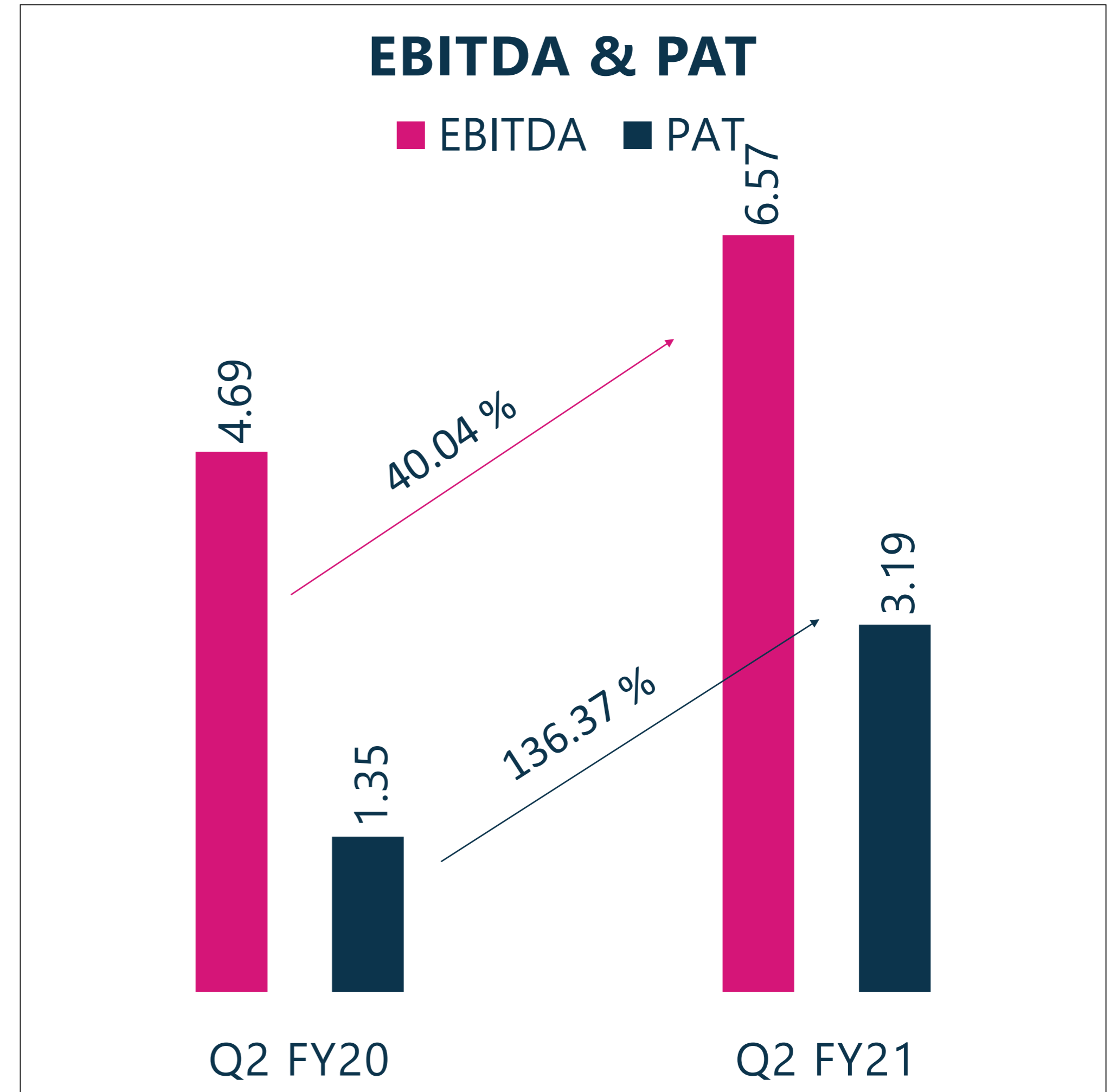
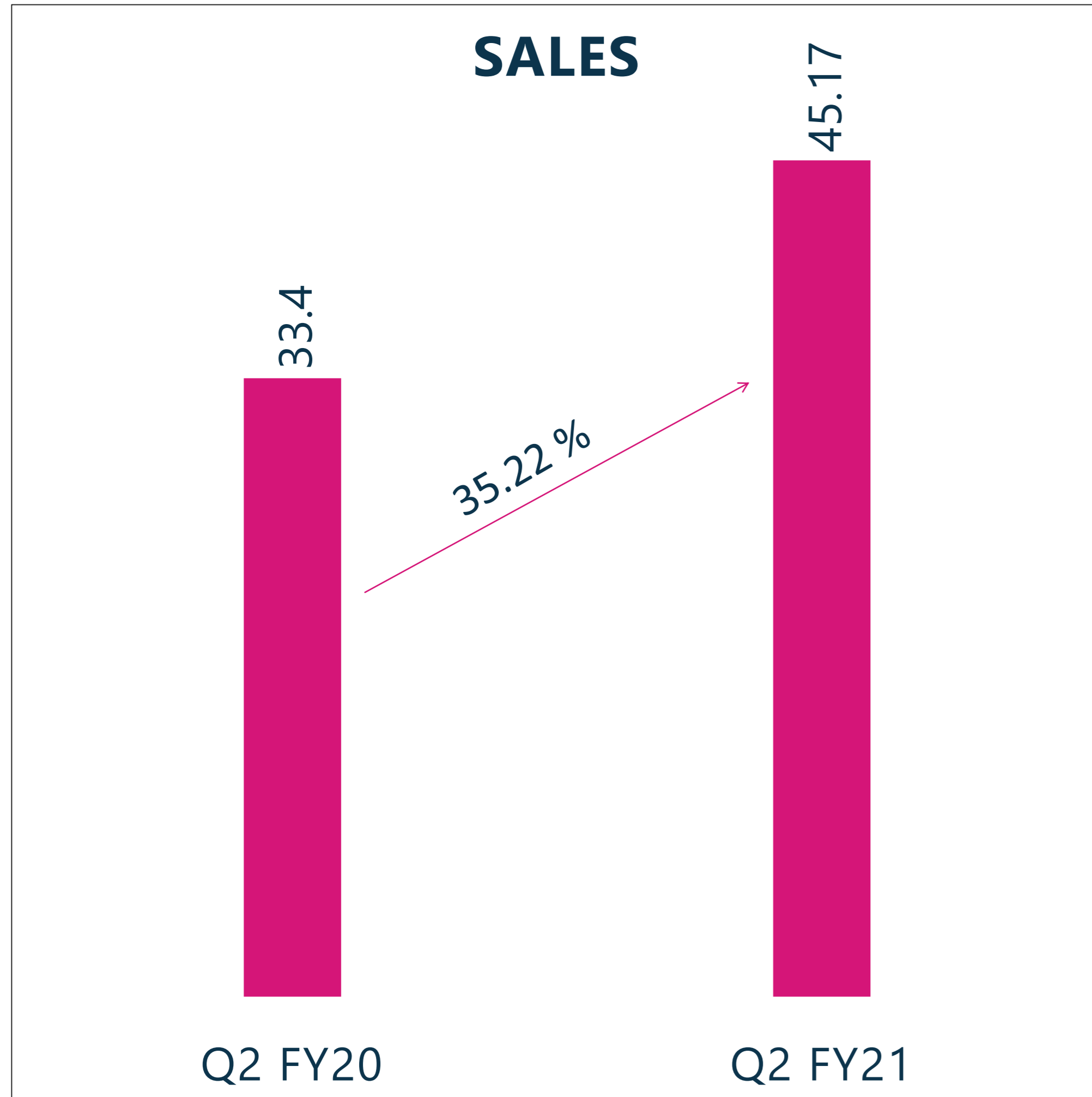
# Last 5 Years Financial Performance Highlights



In Rs Cr.



# Quarterly Performance Highlights YoY



In Rs Cr.

# Profit & Loss Statement

Rs In Cr.	Mar - 16	Mar - 17	Mar - 18	Mar - 19	Mar - 20
Sales	88.83	94.16	112.27	124.76	138.55
Expenses	80.68	85.74	104.00	114.21	122.69
<b>EBIDTA</b>	<b>8.15</b>	<b>8.42</b>	<b>8.27</b>	<b>10.54</b>	<b>15.86</b>
<b>EBIDTA( %)</b>	<b>9.17%</b>	<b>8.94%</b>	<b>7.37%</b>	<b>8.45%</b>	<b>11.45%</b>
Other Income	0.37	0.64	0.42	0.26	0.32
Interest	4.07	3.84	3.74	4.03	6.35
Depreciation	1.84	1.97	1.90	2.45	4.01
Profit before tax	2.60	3.25	3.05	4.32	5.82
Net Profit	1.91	2.44	<b>2.54</b>	3.59	3.98
EPS in Rs(diluted)	4.89	6.87	6.67	3.00	3.29*

\* Company has allotted Bonus shares in the ratio 2:1 on 30th January, 2020

# Balance Sheet

Rs In Cr.	Mar - 16	Mar - 17	Mar - 18	Mar - 19	Mar - 20
Share Capital	2.96	3.53	3.88	4.02	12.07
Reserves	8.85	9.15	18.44	22.53	18.10
Borrowings	35.31	34.45	32.26	49.63	57.26
Other Liabilities	10.54	8.99	14.66	22.50	20.13
Total Liabilities	56.11	56.12	69.24	98.68	107.57
Fixed Assets	21.83	23.76	25.53	56.55	59.17
CWIP	0.00	0.00	3.75	0.21	0.01
Investments	0.07	0.08	0.12	0.36	0.88
Other Assets	34.21	32.28	39.84	41.56	47.51
Total Assets	56.11	56.12	69.24	98.68	107.57

# Quarterly Performance

Rs In Cr.	September - 20	June - 20	March - 20	September - 19
Sales	44.73	32.56	36.59	33.26
Other Income	0.44	0.28	0.14	0.14
Expenses	41.10	30.28	35.05	31.18
<b>EBITDA</b>	<b>6.57</b>	<b>5.21</b>	<b>4.41</b>	<b>4.69</b>
<b>EBITDA (%)</b>	<b>14.54</b>	<b>15.86</b>	<b>12.01</b>	<b>14.04</b>
Interest	1.41	1.58	1.66	1.52
Depreciation	1.09	1.07	1.08	0.95
Profit before tax	4.06	2.56	1.67	2.22
Net Profit	3.19	1.81	1.13	1.35
EPS in Rs	2.64	1.50	0.94	1.12

# Awards & Accolades



Top 100  
SME **2014**



Best Supplier Award **2015**  
Tata Ficosa Automotive System Ltd



Top 100  
SME **2016**



Best Innovator  
ET Polymers **2017**



Best Innovator  
ET Polymers **2018**



Top 100  
SME **2019**



Excellence  
In Healthcare **2020**



Excellence in  
Compliance SME **2020**



# Thank You

For further details please contact



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