

# 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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CIN : L25111MH1988PLC048925



Date: July 8, 2020

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai- 400001

Script Code : 540078

Dear Sir/Madam,

## **Sub: Investor Presentation**

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 of the Company.

Kindly take the same on record.

Thanking you.

Yours truly,

**FOR MITSU CHEM PLAST LIMITED**

*Drishti Thakker*

**Drishti Thakker  
Compliance Officer**

*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 LTD.**  
**Investor Presentation**  
**June 2020**

# 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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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

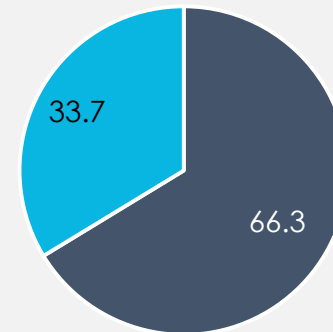
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- Established in the year 1990, Mitsu Chem Plast Limited (BSE Code - 540078) has emerged as the promising player growing by leaps and bounds.
- The modest beginning years back with a very small working place, limited production capacity, and a very few resources at hand, has transformed at an enormous pace, positioning us as the leading manufacturer of a wide range of products in the blow moulding, injection moulding and also customized moulding (combination of processes) catering to specific customer needs.
- The company with more than 500 plus SKU's is today catering to more than 30 plus fortune 500 customers in India. We have received many recognitions for innovative solutions for customers,
- In 2016 we came out with maiden IPO and are now listed on the BSE, In 2020 company migrated to Mainboard of BSE

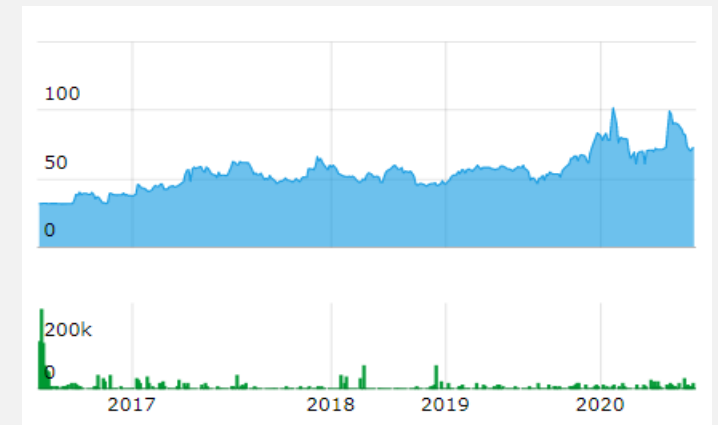
# Stock Data

As on 29-06-2020

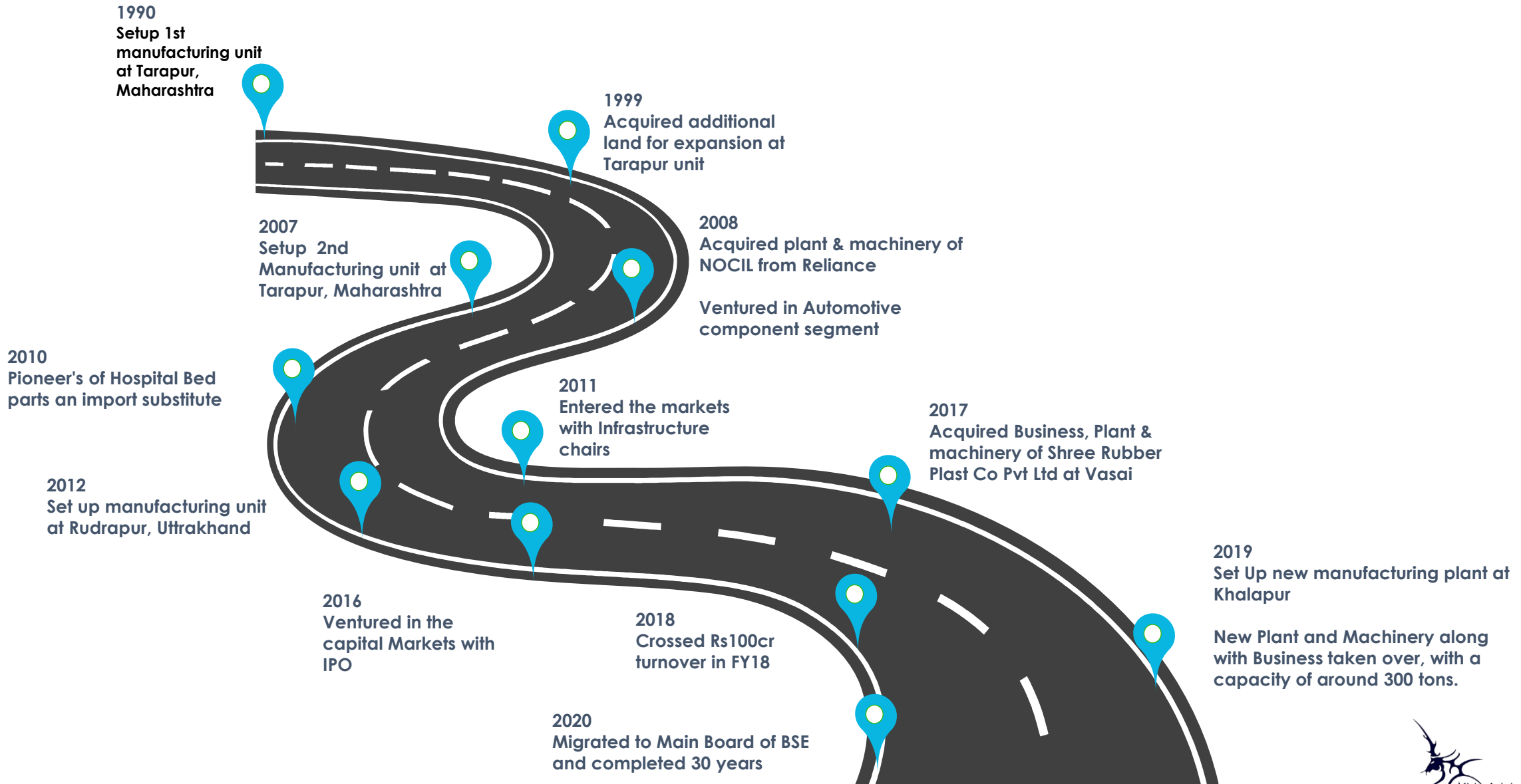
Share Price (INR)	<b>73.85</b>
Market Capitalization (INR Cr)	89.16
No. of Shares Outstanding (Cr)	1.20
Face Value (INR)	10
52 week High-Low (INR)	115.95/44.31



- Promoter & Promoter Group
- Public



# The Journey So Far...





# Emerging as a Promising Player in Plastic Moulding Industry

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**Moulded Industrial Packaging**



**Hospital Furniture**



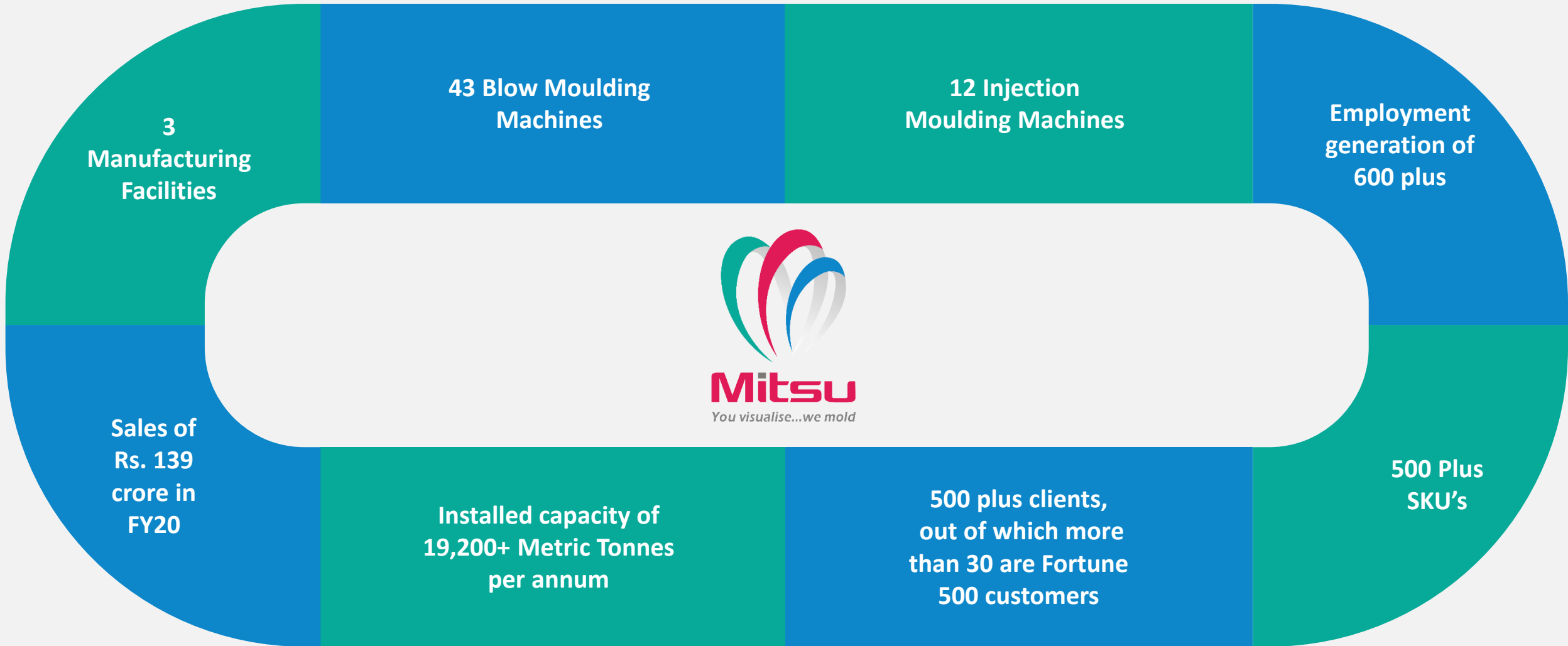
**Automotive Components**



**Infrastructure Furniture**

Mitsu Chem Plast Ltd, possesses strong capabilities in Injection Moulding, Blow Moulding and Custom Moulding. 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





# Manufacturing Process –Strategically located units

**Unit I**

Tarapur, Maharashtra  
20,000 Sq. Ft

**Unit II**

Tarapur, Maharashtra  
36,000 Sq. Ft

**Unit III**

Khalapur, Maharashtra  
79,000 Sq. Ft

## Process Used

Blow Moulding

Injection Moulding

Custom Moulding

## Raw Material

HDPE, PE, Nylon, PP, ABS

## Product Usage Segment

Pharmaceutical, Chemicals, Food, Flavor & Fragrances, Automotive, Agrochemicals, Hospital Bed Parts, Auto Filters

# Well Equipped and Certified Plant



## Testing Equipment's

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

## INTEGRATED MANagementsystem (IMS)

- ISO 9001-2015 (QMS)
- ISO 14001:2015 (EMS)
- ISO 45001:2018 (OHSMS)

## CERTIFICATIONS

- 21 CFR as per USFDA
- 5-S Implementation
- UN Certification for DG
- QC Methodology
- Online Testing | PDI | CAPA
- Member of TfS (Together for Sustainability)
- CE certificate (Spine Board)



# One of the biggest range of Best in Quality Packaging products

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*Offering 100ml  
to 250 litres  
packaging  
solutions, un-  
comparable  
and complete  
range offered  
by none*





# Automotive Components & Fuel Tank Assemblies

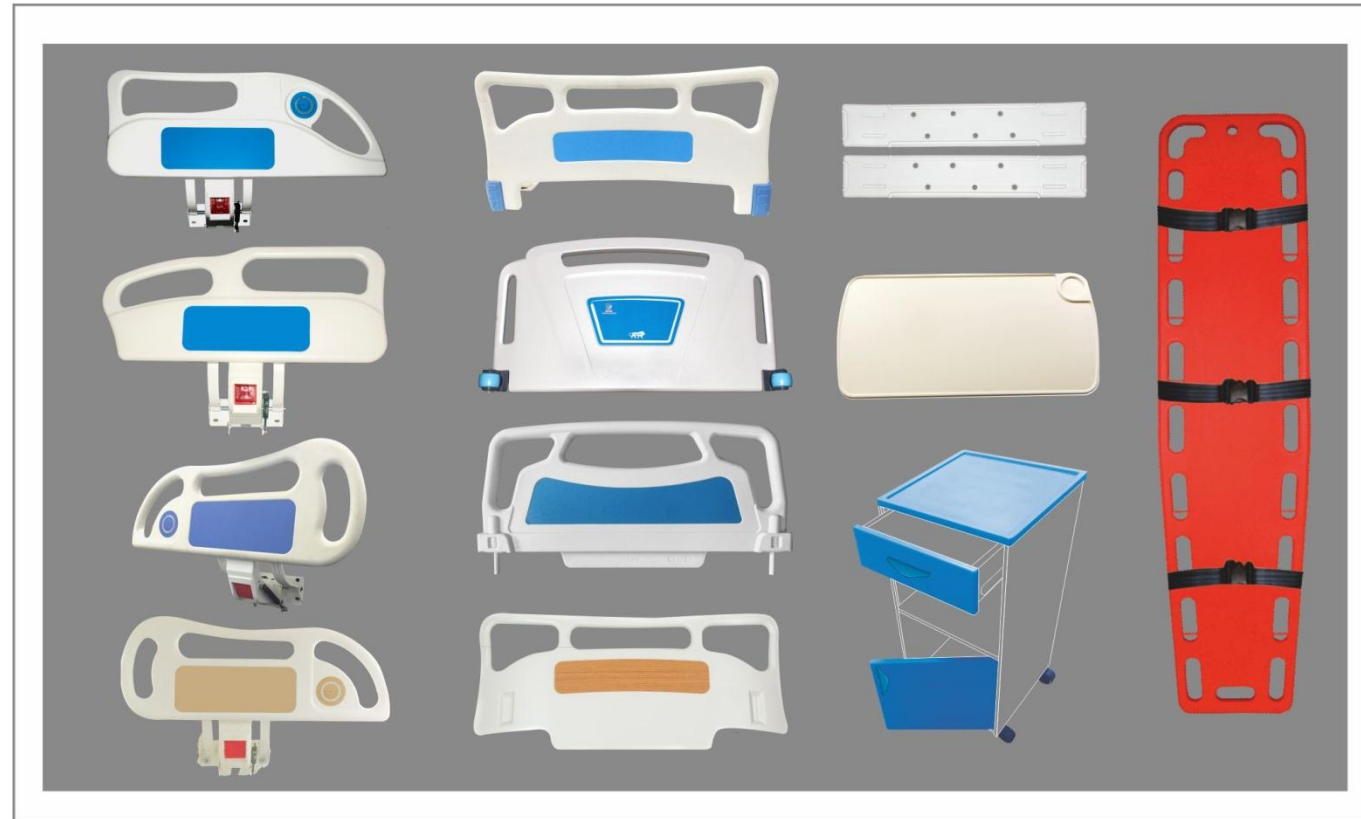
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*Wide range of products and, well equipped assembly unit to provide JIT deliveries*

# Pioneer's in Hospital bed & Ancillary Furniture

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*Import substitute product with universally approved designs*



## Customized Molding Products



PLASTIC CHAIR PARTS (C INFC)



PLASTIC BABY CAR SEAT SHELL (C BSS)



BUS SEAT (AC - 10)



PLASTIC STADIUM SEAT (C STOL)

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

# 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**

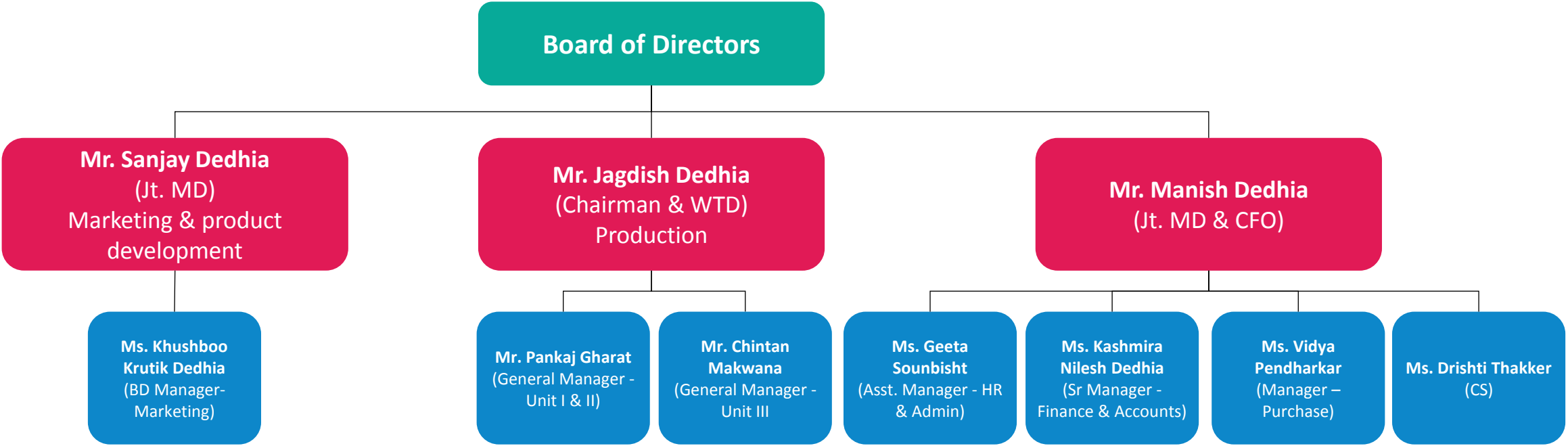
Mr. Doshi aged 41 years, is the Non-Executive Independent Director of MITSU. He has completed the “Award in Financial Planning – India” from The Chartered Insurance Institute, UK and is also authorized as a Certified Financial Planner by the Financial Planning Standards Board India (“FPSB”). He has wide 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 18





# Skills that Differentiate us from Competition

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1

Product Innovation

2

Consultative Approach

3

Capability to handle PP, PE, HDPE, Nylon & ABS for diverse product range

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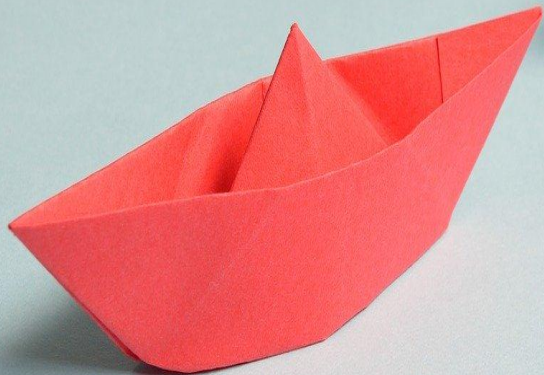
Value Engineering

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Out-Of-the-box Thinking culture

6

Strong client relationships





# Plastic Industry offers Opportunities Galore



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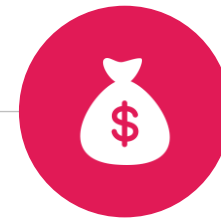
## Domestic Plastic Industry

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.

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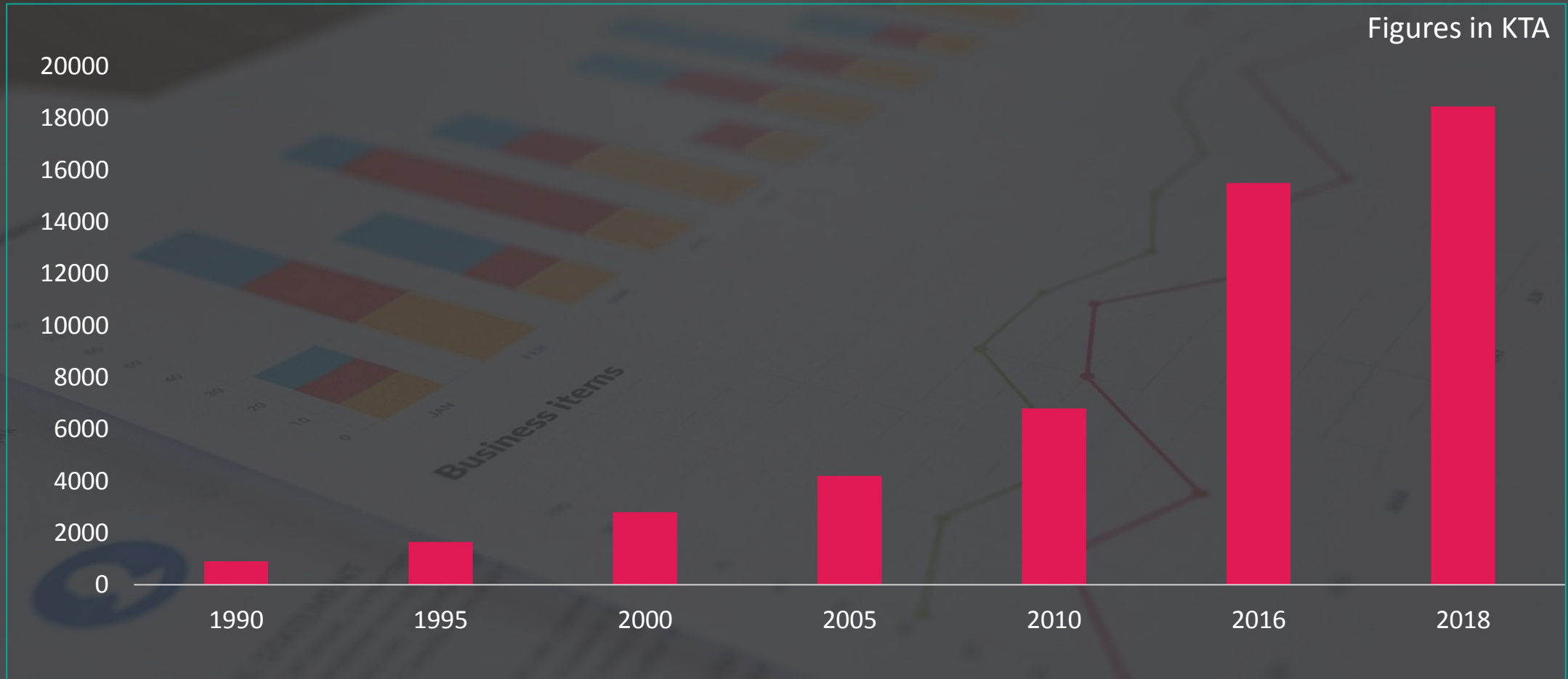
## Availability of Raw material and Investments in lateral Industries driving growth

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.



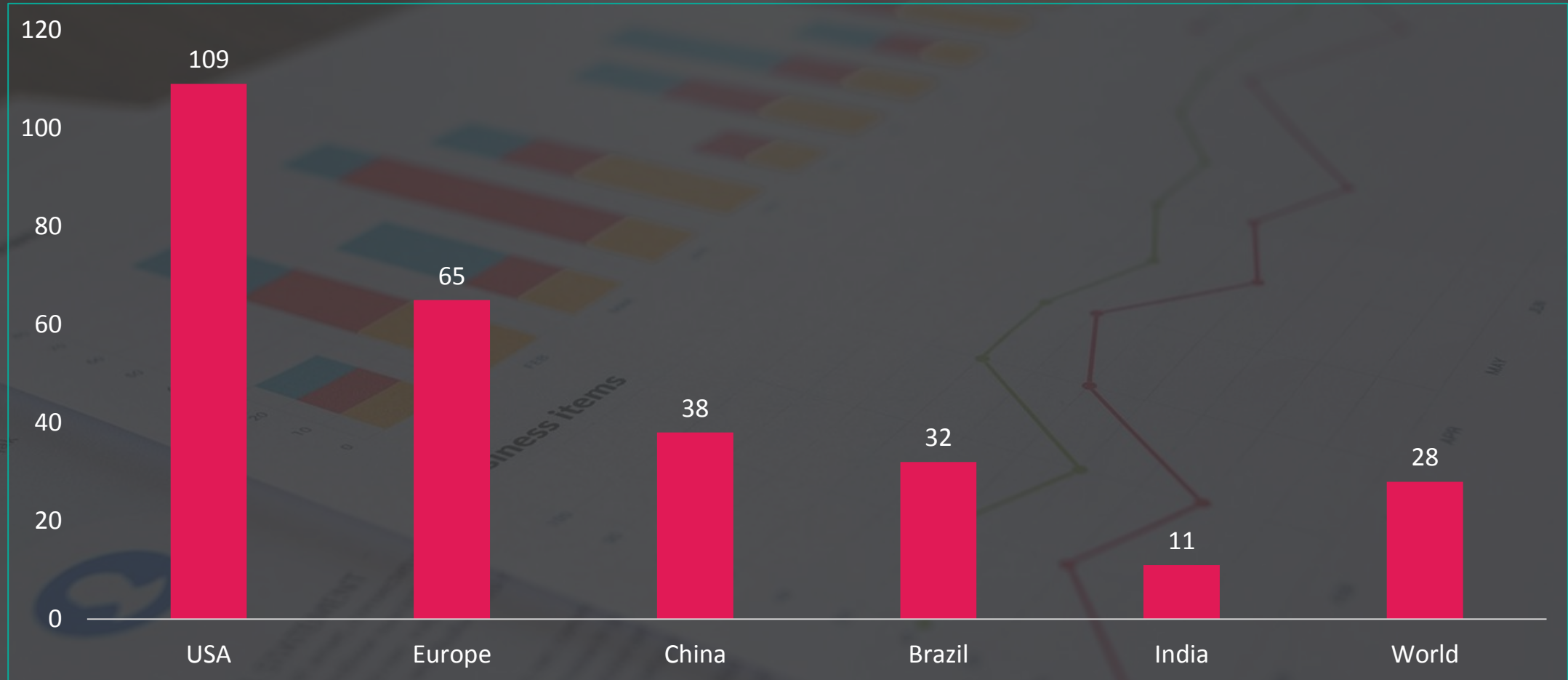
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# Consumption of Plastics has been Increasing Consistently



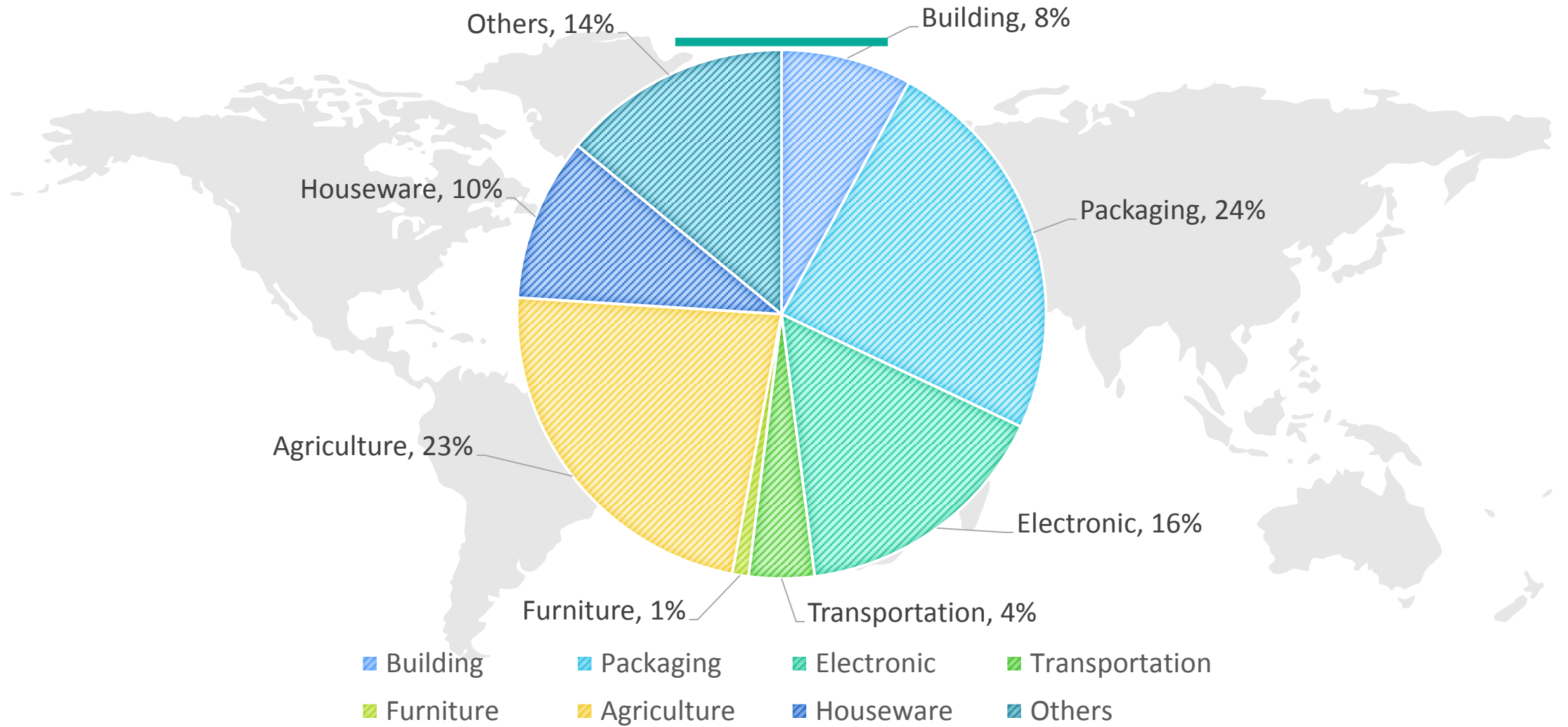
Source: PLASTINDIA FOUNDATION /Industry Estimate

# Enough scope for per capita usage of Plastics to grow in India <sup>22</sup>



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

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**New Products**



**Higher Capacity  
Utilization**



**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

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# COVID - 19 Supplies Range

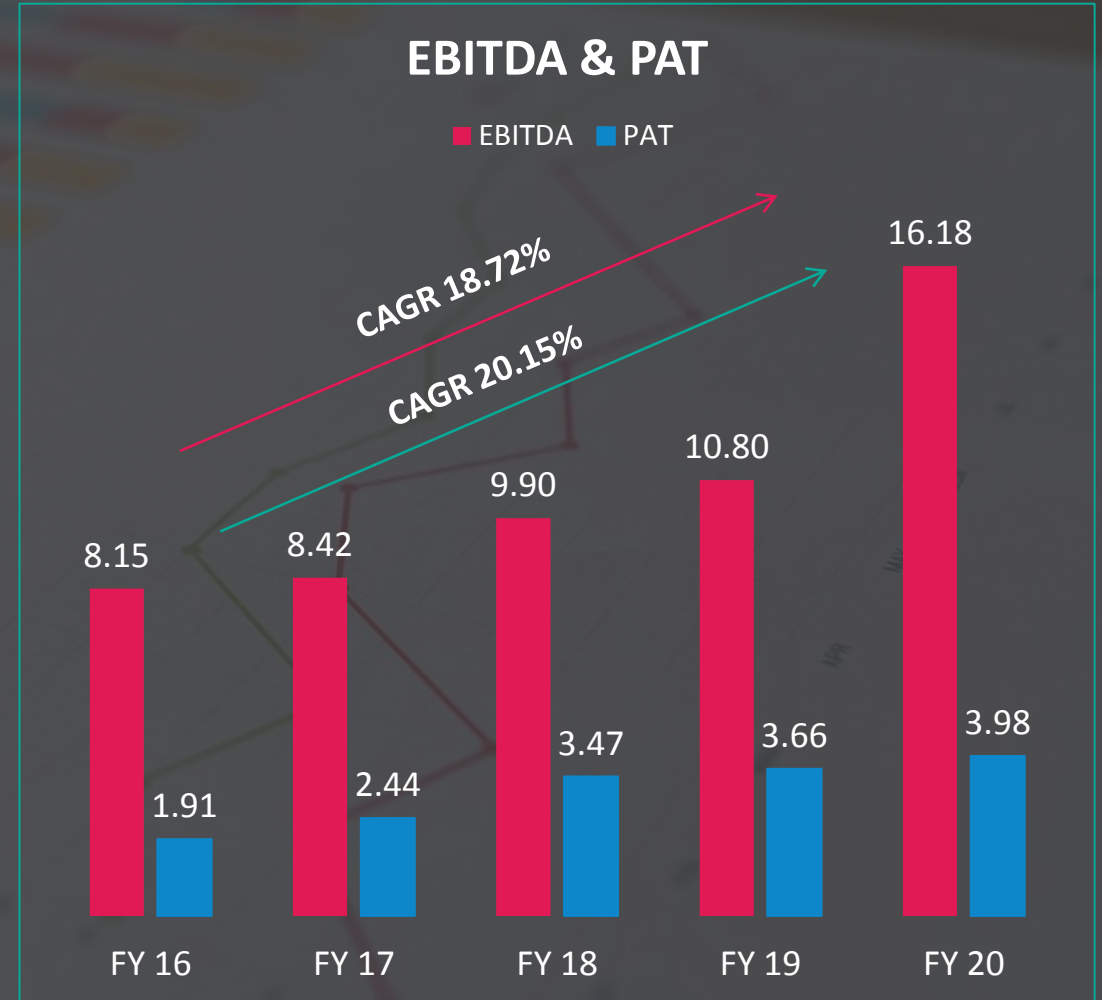
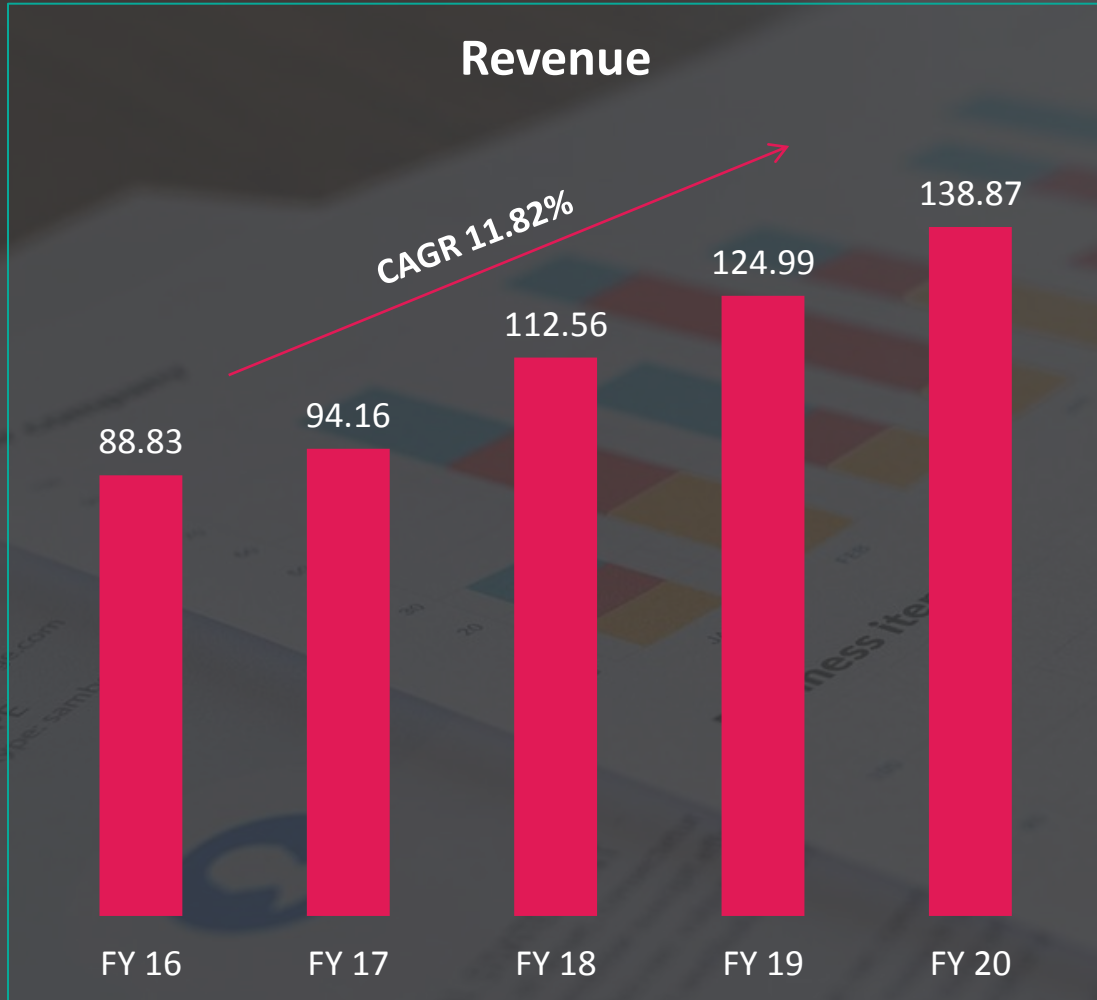


**Strong Demand for the Liquid Containers**



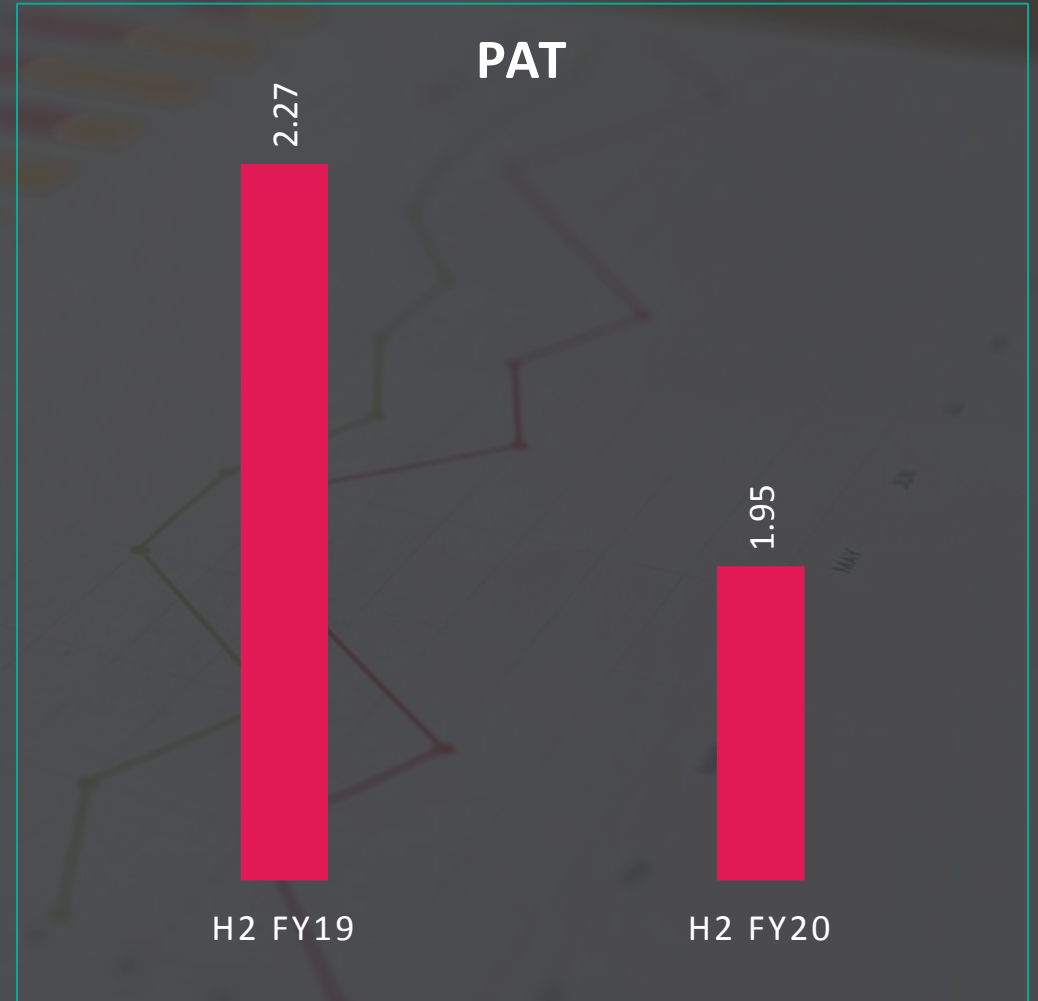
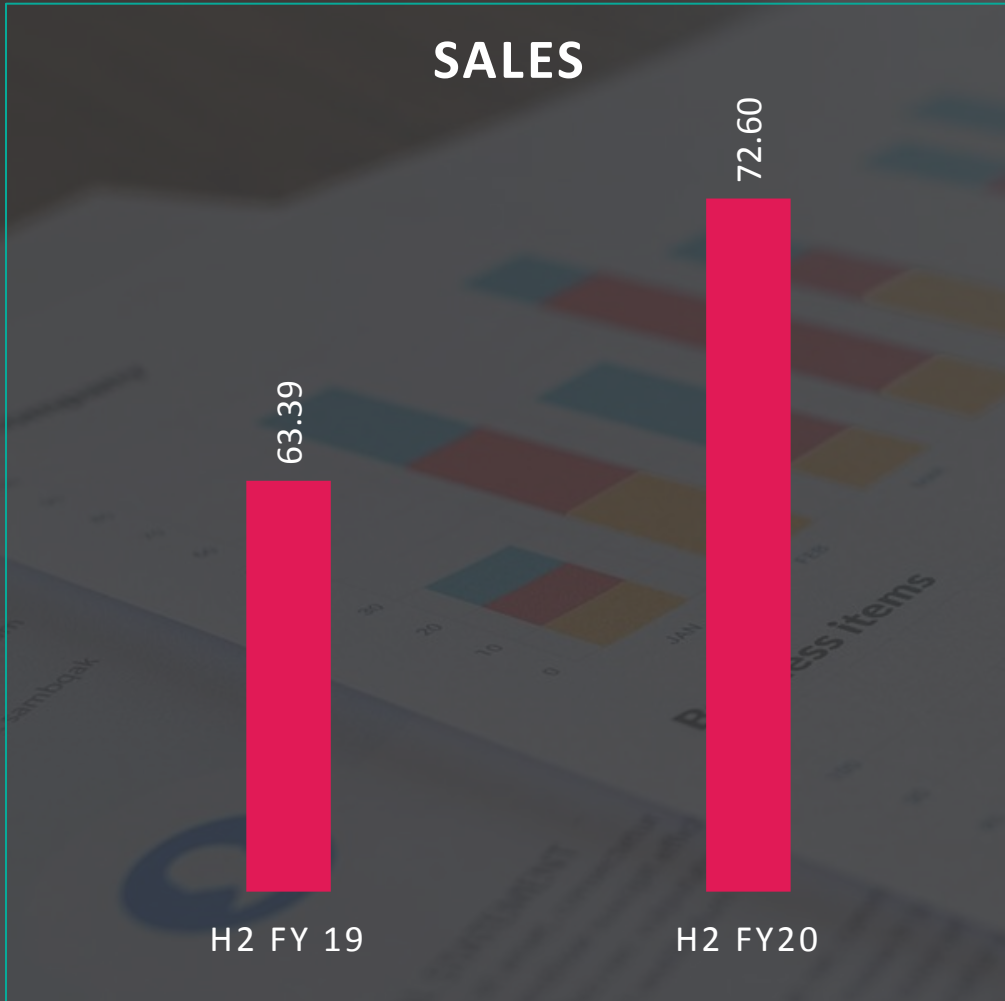
**Dontouch Corona Sword**

# Last 5 Years Financial Performance Highlights



In Rs Cr.

# Half Year 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



# Half Yearly Performance

Rs In Cr.	Mar-18	Sep-18	Mar-19	Sep-19	Mar-20
Sales	59.21	61.35	63.39	65.95	72.60
Expenses	54.22	56.95	57.20	63.21	69.84
Operating Profit	4.99	4.40	6.19	2.74	2.76
OPM (%)	8.43%	7.17%	9.76%	4.15%	3.80%
Other Income	0.18	0.12	0.14	0.20	0.12
Interest	-1.85	-1.67	-2.35	-2.98	-3.37
Depreciation	-0.87	-0.97	-1.49	-1.88	-2.13
Profit before tax	2.45	1.88	2.50	2.94	2.88
Net Profit	2.04	1.39	2.27	2.02	1.95
EPS in Rs	5.37	3.53	4.85	1.68	1.61

# Awards & Accolades



Mr. Sanjay Dedhia Jt MD & Mr. Manish Dedhia, Jt MD & CFO of Mitsu Chem Plast Ltd receiving the 'ET Polymers Award' – 2020



Mr. Manish Dedhia, Jt MD & CFO of Mitsu Chem Plast Ltd receiving the 'Top100 SME Award' – 2019 from Mr Nitin Gadkari, Union Minister of MSME



Excellence In Plastic  
ET Polymers 2020



Best Innovation  
- ET Polymers 2018



Best Innovator  
ET Polymers 2017



Top100  
SME 2016



Best Supplier Award 2015  
Tata Ficosa  
Automotive Systems Ltd



Top 100  
SME 2014-15





# Thank You

For further details please contact



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