

ISO 9001:2008

BUREAU VERITAS
Certification



MOLD-TEK
Packaging Limited
(Formerly known as Moldtek Plastics Ltd.)

Date: 19th August, 2016

To The Manager Department of Corporate Services, BSE Ltd., Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001. Scrip Code : 533080	To The Manager National Stock Exchange India of Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai-400051. Ref: MOLDTKPAC - EQ
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Dear Sir,

SUB: PRESENTATION AT INVESTOR CONFERENCE

Please find the attached presentation made at Investors' conference of Emkay Confluence by Emkay Global Financial Services Ltd. on 19th August 2016.

This is for your information and records.

For M/s.Mold-Tek Packaging Limited

Priyanka

Priyanka Rajora
(Company Secretary & Compliance Officer)



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MOLD-TEK
Packaging Limited
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MOLD-TEK
Technologies Limited

MOLDTEK GROUP

MOLDTEK PACKAGING LIMITED
MOLDTEK TECHNOLOGIES LIMITED

MOLD-TEK
Group

MOLDTEK



A \$ 70 million revenue group of companies, listed on the Bombay Stock Exchange & on the National Stock Exchange
The group is is broadly diversified into Mold-Tek Packaging Limited, which is the market leader for packaging solutions in India and Mold-Tek technologies, which is steering its way to become one of the reliable engineering services provider

AT A GLANCE

- Total Market CAP: USD 100 million
- Publicly traded on BSE & NSE
- 2000+ employees, 600+ Engineers
- ISO 9001 : 2008 certified processes
- Design & Engineering is the back bone of the group

MOLDTEK TECHNOLOGIES LIMITED



Providing customers high quality, reliable services in Civil, Mechanical and IT Engineering



Civil Engineering Services

Leaders in providing structural detailing & connection design services



IT Enabled Services

Consulting & Implementation of Cloud & Mobile services



Mechanical Engineering Services

Design, detailing & modeling for automobiles & fixtures

- ✓ Offers wide range of services – better stability
- ✓ Successful foray into cloud and mobile technology services
- ✓ Acquired 2 American structural detailing companies
- ✓ Global presence – USA, India, Germany, Ireland, Spain

Clientele



MOLDTEK PACKAGING LIMITED – AGENDA

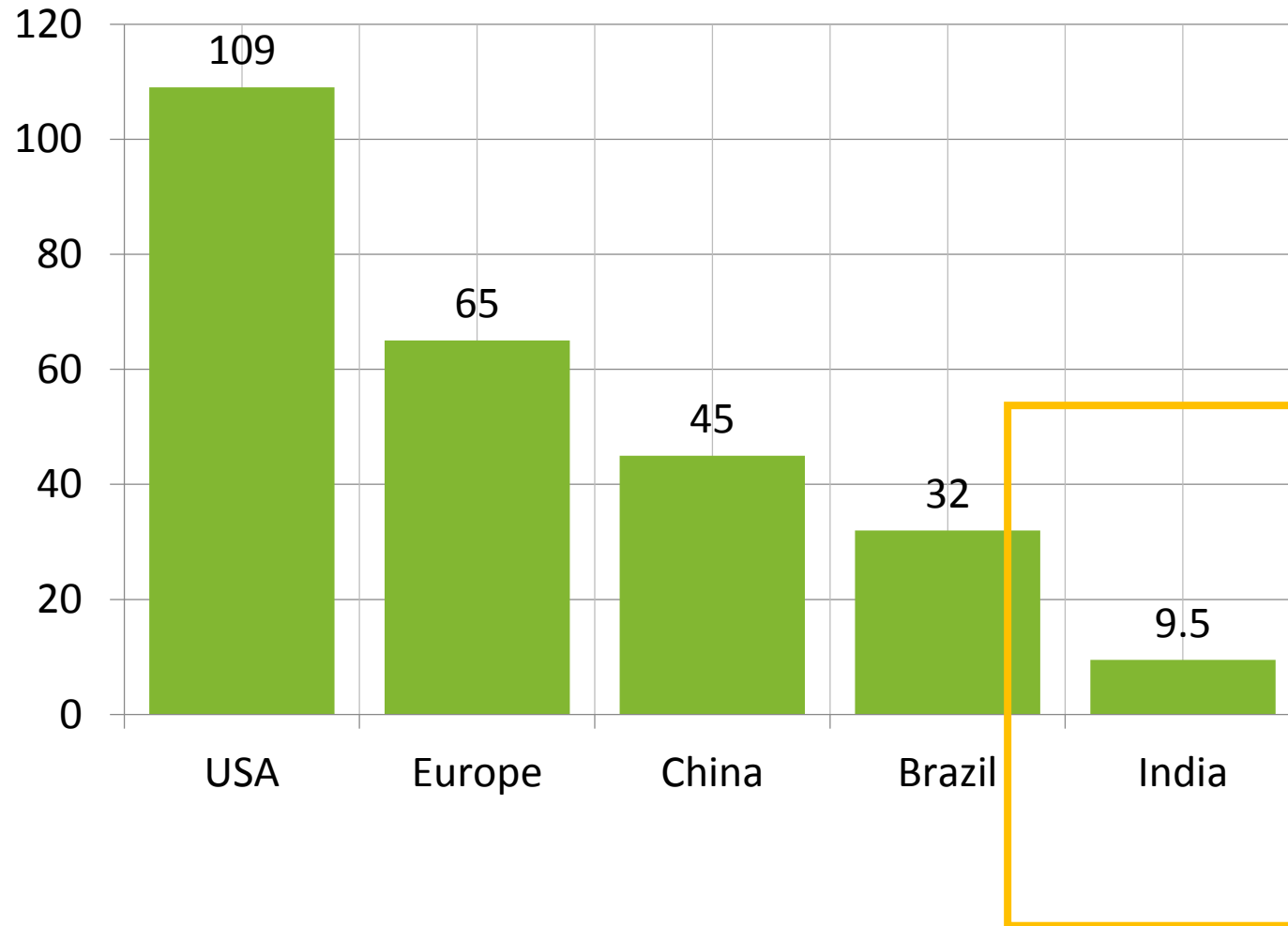
Packaging Industry

About Us

How & Why we are the best

SHIFTING GEARS - Potential of Packaging

Global Per capita plastic consumption (Kg)

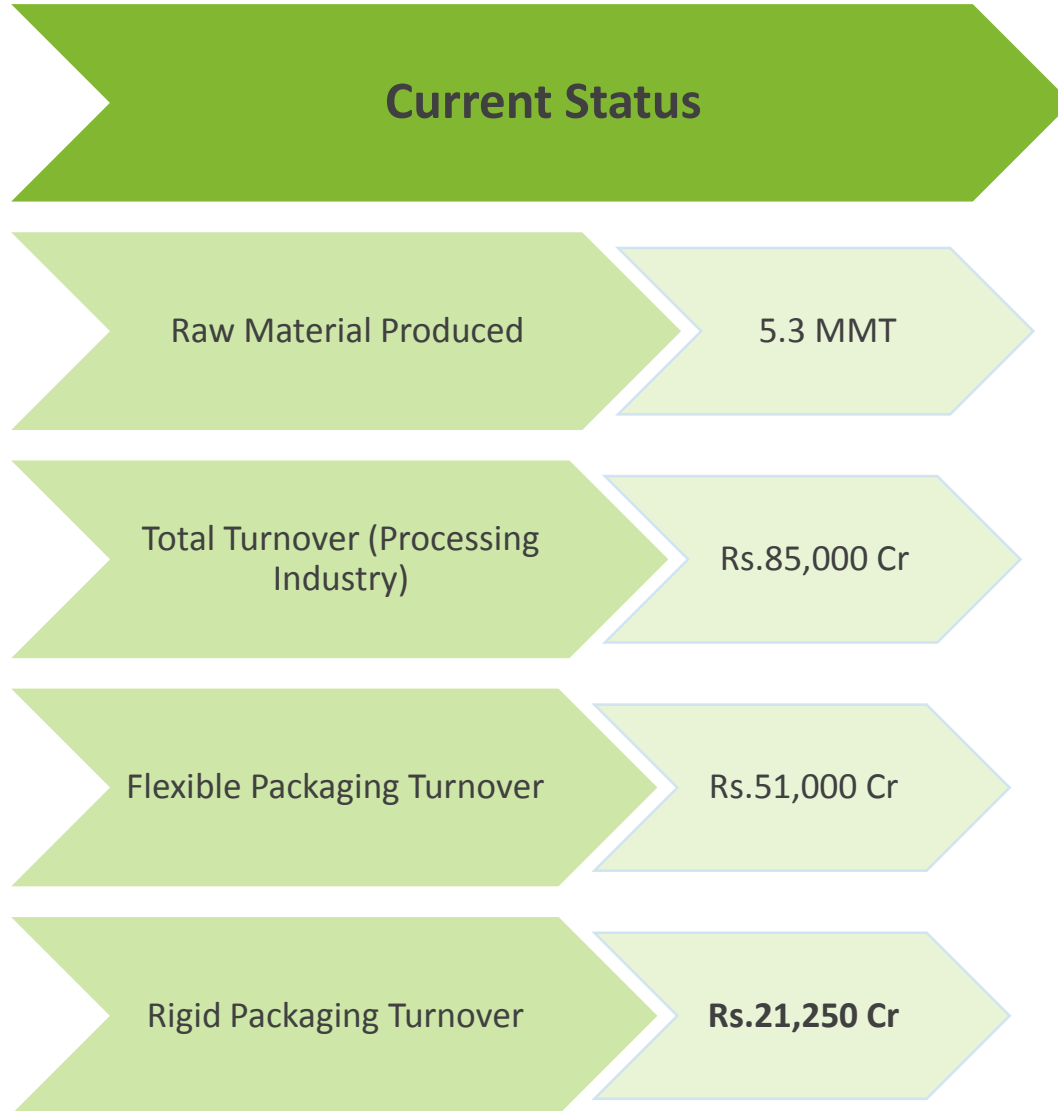


Per capita consumption in **India** - 9.5 kg

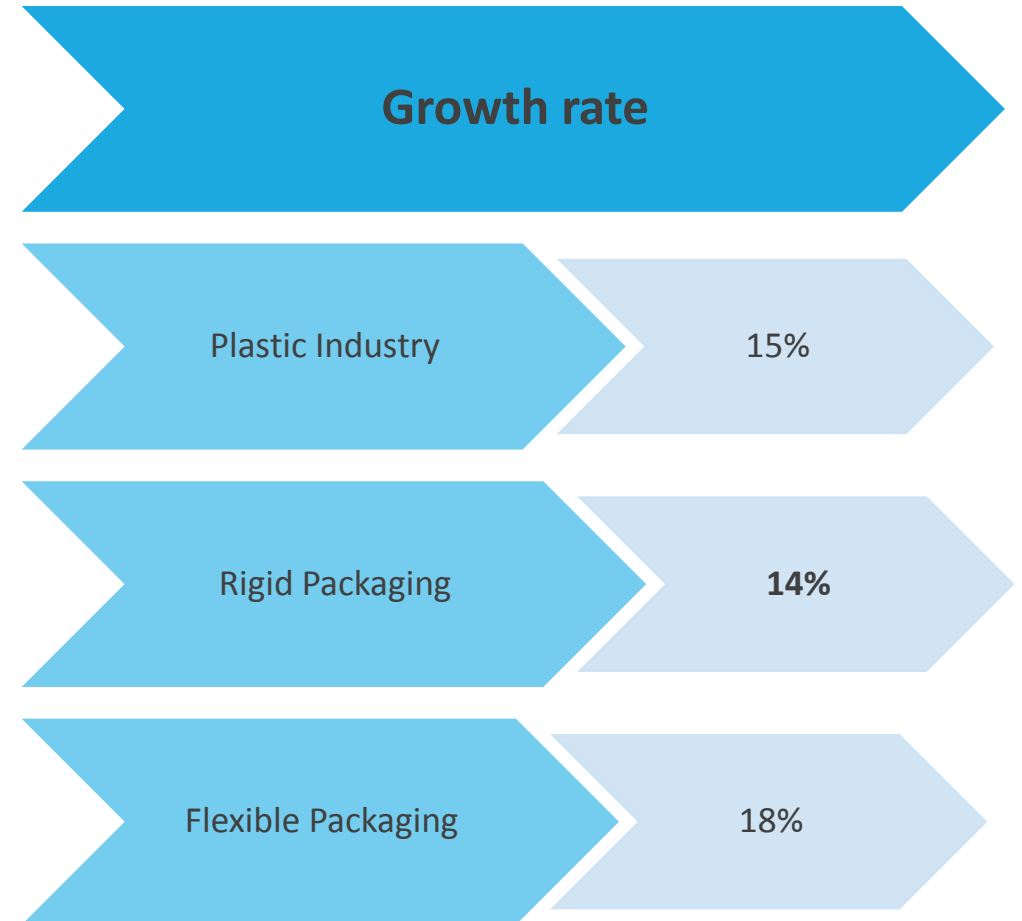
Rapid growth expected in near future

Plastic Industry in India

Current Status



Growth rate



Growth – Indian Rigid Packaging Industry to grow @14%

Retail – Modern Trade

- Modern trade is expected to grow three times to \$180 billion in 2020 from \$60 billion in 2015
- Modern trade will grow twice as fast at 20% per annum, compared to traditional trade at 10%, said the Boston Consulting Group and Retailers Association of India
- Retail in developed countries staggers around 2-3%

FMCG Industry

- An additional \$15 billion in the hands of consumers, starting 2016 – Disposable Income Increases RAPIDLY
- FMCG sector to reach US\$ 74 billion in 2018 - 50% from Rural 50% from Urban
- Food & Personal Care account to 65%



Paint & Lube Industry

- The paint industry is to grow at 12% annually over the next few years from its current size of Rs 350 bn. The per capita paint consumption is 4kgs which is very low compared to developed nations. (USA-25. EU – 15)
- India is now the world's third largest lubricants market, behind only America and China, with a market size of 2.5 billion litres.
- India & Africa are the FASTEST growing lubricant markets in the World

Packaged Food Industry

- India's packaged food industry is projected to **grow by 56%** from \$32 to \$50 billion by 2017
- Per capita consumption on ready-to-eat food & packaged quick-foods/beverages steadily growing at 35% from 2010 to 2016
- Urban demand is around 80% in this segment

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Growth Drivers & Financials

MARKET LEADERS IN INDIAN PLASTIC PACKAGING 25% MARKET SHARE

Who we are

- **Established in 1986** and listed in Bombay Stock exchange since 1993
- **65 Million USD** company with 7 ISO certified plants in India and 1 upcoming in Dubai
- **BEST SME of 2013 & Most Tech-Savvy SME** of 2013 among 1,50,000 companies in India
- Experts in molding & decoration with employee strength of 1700

Our USP

- **Only Packaging company in the World with an In-House Tool room capable of making ROBOTS**
- **Constant Innovation** - Technological Superiority & Technical Excellence
- **Backward integration** - State-of-the-art In-house tool room with in-house molds and Robots

Our Clients

- Leading Lubricant, Paint, Food & FMCG firms
- Blue chip clientele includes – Castrol, British Petroleum, Exxon Mobil, Shell, Valvoline, Petronas, Asian Paints, Kansai Nerolac Paints, Akzonobel, Cadbury, Heinz, Hindustan Unilever
- Foreign exports to UAE, Singapore, Malaysia, Nepal and Bangladesh

KEY CLIENTELE



Mold-Tek is a monopoly supplier to Castrol/BP for almost 3 decades

Recently, Mold-Tek bagged prestigious contracts of Shell & Exxon Mobil for 5 years of exclusive supply

Factories in India and UAE



LOCATION
Annaram (near Hyderabad)
Quthbullapur (near Hyderabad)
Daman
Alinagar (near Hyderabad)
Hosur
Satara
Quthbullapur

PIONEERS IN IN MOULD LABEL TECHNOLOGY

- In Mould label decoration is the most advanced technique in the world : Photographic glossy labels set first brand impression in packaging
- In House manufacturing of Robots at half the cost of imported ones with better performance
- In-house IML Label manufacture for the First time in INDIA



Most Tech –Savvy company - 2015
Best SME of the year - 2015



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Innovations to surge ahead



Constant Innovations
Get the best in India. Period.

First to introduce Plastic pails in India

First to introduce AFL containers – Tamper evidence

First to introduce IML Decoration – Photo-realistic & hands-free

First to create in-house robots & labels – Most cost-effective



Flexibility
Change your Designs at ease

In-house Tool room, printing & labeling machines

Quick maintenance & Mold development

Rapid prototyping & 3 D modeling

Design Collaborations to market better



Quick Cycle times
Get your products on time

Multi-cavity molds to boost productivity

Near Zero down time – Preventive Maint

Umbrella cooling mechanism in molds

Microsoft ERP governs all processes

2 Patents & **15** Registered Designs

MOLD-TEK
Group

2012 INDIA STAR AWARD WINNER

Highest recognition for excellence in packaging

MOLD-TEK
Group

World Class Tool Room

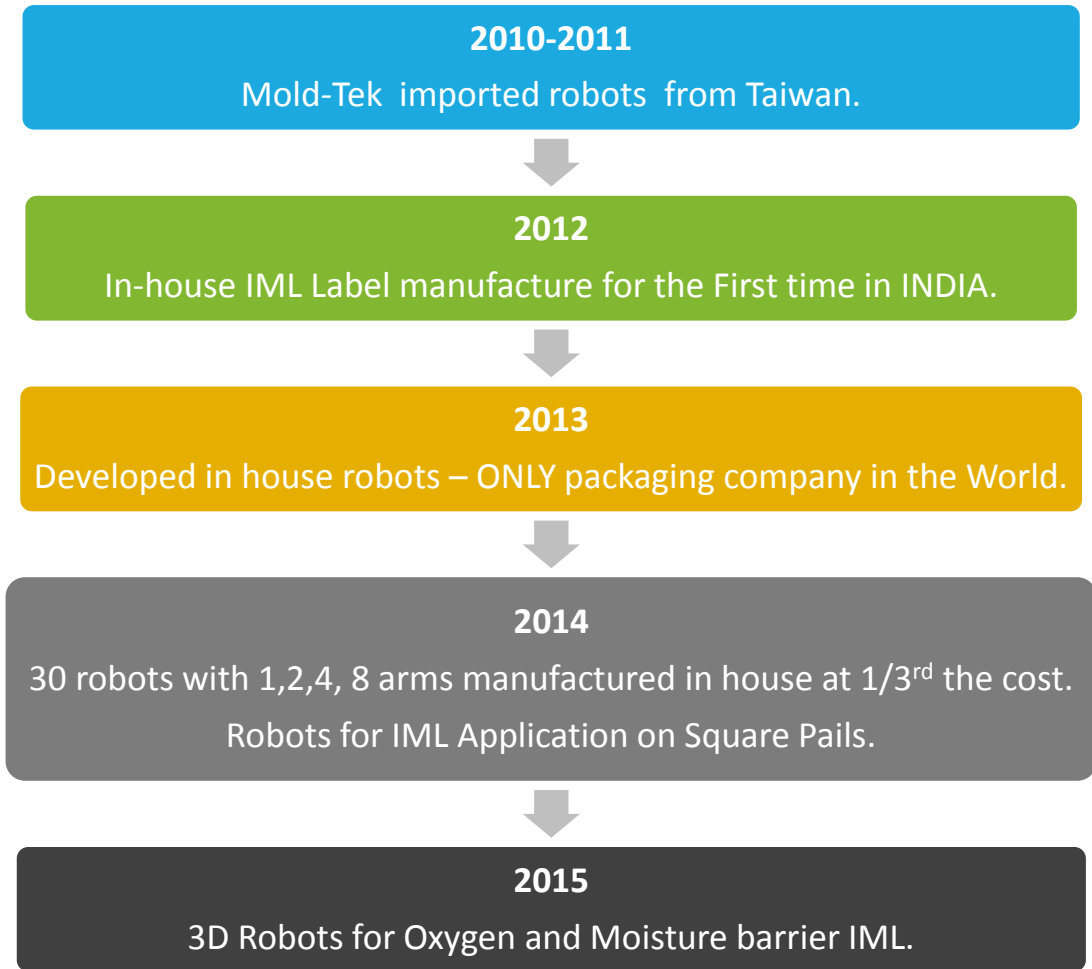


The mold is the core of the injection molding process

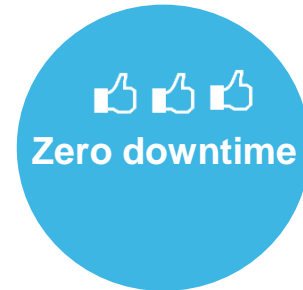
- The fact that we design, maintain & manufacture our own molds as well as robots GIVES us the greatest process control & edge over competitors

- State of the art tool room
- Manufacture in-house multi-cavity 2D & 3D Robots
- World Class Multi-cavity Hot runner Molds
- Latest CNCs, Milling, Jig boring & Sparking machines
- 3D CAD / CAM Support
- In house manufacture- No dependency on imports
- Zero downtime & No supply blackouts

Journey into robotics



In house robots cost 65% less than imported ones.



In-house maintenance of Robots & molds enable uninterrupted production & supply



8 cavity label feeding robots with new innovations to improve efficiency

IML – Internal process & external benefits



Injection Molding

Screen Printing

Shrink Wrapping

HTL Wrapping

- IML eliminates the cumbersome decoration step by clubbing it with the production of pail.
- This results in better efficiencies (50% better lead time) and ZERO HUMAN CONTACT

“MTPL is the ONLY COMPANY with integrated facilities right from Mold Design & Manufacturing, Robot & IML Label Manufacturing, hence offering cost effective IML solutions in India.”
– IIP, Indian Institute of Packaging



Years ahead of competition in IML Decoration – Sustainable Competitive edge



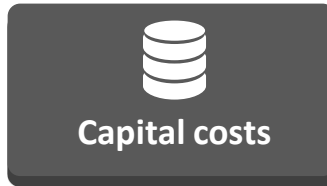
- **In-house Label printing**
- Inks, lacquers & adhesives
- Die cutting machines



- State of the art tool room
- R&D for IML mold manufacture



- Reduced labor dependency
- Runner-less molding manufacture



- **Efficient In-house Robots** at half the cost of imported ones
- **In-house hot runner molds** with vacuumization for IML

End
to
End

>

Mold design -> Mold manufacture-> Robot manufacture->IML Label manufacture-> Container production ->Final product

Years
Ahead

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Competitors still struggling in R&D phase and MTPL remains the sole supplier of IML containers to all major Paint, Lube & FMCG companies

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New Marketing Approach – Packaging Solutions



- Ice creams
- Butter
- Cheese
- Chocolates
- Biscuits
- Dry Fruits
- Yoghurt
- Beverages
- Oleo resins
- Milk Powders
- Toiletries
- FMCG
- Paints
- Supplements
- Pickles
- Gherkins
- Coffee
- Honey
- Fast foods
- Lubricants
- Cosmetics



Growth - Multidimensional

Geographic

- Establishing a new plant near Gwalior to capture demand from North India
- UAE plant to cater to MENA region – Our products are comparably better than local suppliers!

Existing Clients

- **2 New plants dedicated for ASAIN paints in A.P – Around 300Cr in 5 years**
- Paints & Lube Industries are growing rapidly – A steady 10% rise of existing demand of MTPL is seen year-by-year

A shift from traditional decoration to IML from any customer means shifting his entire volume into IML at once.



New Verticals due to IML

- HIGH potential & Brand-driven fields like FMCG, Food packaging require photorealistic hands-free tamper evident containers
- Retail & Modern Trade has excellent plastic packaging applications

Future Verticals

- Tool room working on further innovations like Oxygen barrier IML to replace glass
- Customer-based designs for food & FMCG



THANK YOU FOR WATCHING



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