



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

12th November, 2021

To, BSE Limited P. J. Towers, Dalal Street, Fort, Mumbai — 400 001. Scrip Code: 533080	To, National Stock Exchange of India Limited Listing Department Exchange Plaza, 5th Floor, Plot no. C/1, G- Block, Bandra- Kurla Complex, Mumbai — 400 051. NSE Scrip: MOLDTKPAC
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Dear Sir / Madam

Sub: Revised Presentation of Schedule of the Analyst/Investor Meeting.

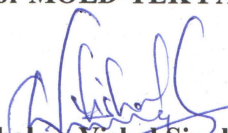
With reference to our intimation filed dated 12th November, 2021, pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith filing the Revised Version of the Investors Presentation.

We had erroneously uploaded the unedited version of our Investors Presentation, earlier in the morning. Kindly ignore the previous version and treat the revised version of Investors Presentation as Final.

There is no other change in the Virtual Meeting details filed earlier.

This is for your kind information and records.

For MOLD-TEK PACKAGING LIMITED


Thakur Vishal Singh
Company Secretary



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CORPORATE PRESENTATION

NOVEMBER 2021





Nov' 21

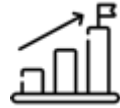


COMPANY OVERVIEW



FINANCIAL PERFORMANCE

Company Overview



35 YEARS OF EXPERIENCE

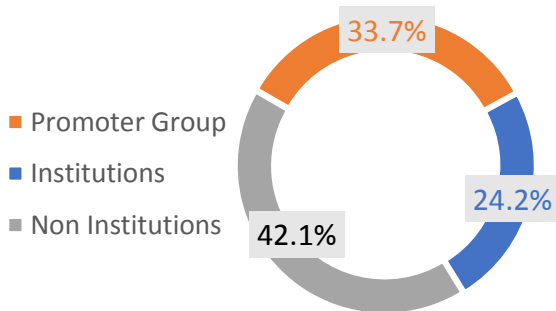


10 ISO CERTIFIED UNITS



PUBLICLY LISTED WITH INR ~2,000cr M cap

Shareholding as on 30th Sep'21



Shareholding >1%

- DSP Small Cap Fund (6.70%)
- ODIN Emerging Markets (3.70%)
- Principal Small Cap Fund (4.22%)
- Madhulika Agarwal (3.55%)
- Ashish Kacholia (3.30%)
- K Opportunities Fund (3.03%)
- Edelweiss Trusteeship Co Ltd. (1.92%)
- Canara Robeco MF (1.62%)



Established in 1986, one of the leading players in rigid plastic packaging in India. Publicly listed in 1993



Manufactures injection molded containers for lubes, paints, food & other products



10 Manufacturing Units, 3 stock points PAN India. Injection molding capacity of over 40,000 TPA



Pioneers in the field of In-Mold labelling (IML) in India. HD photographic labels. IMLed products, produced by 100% hands-free operation & are 100% recyclable.



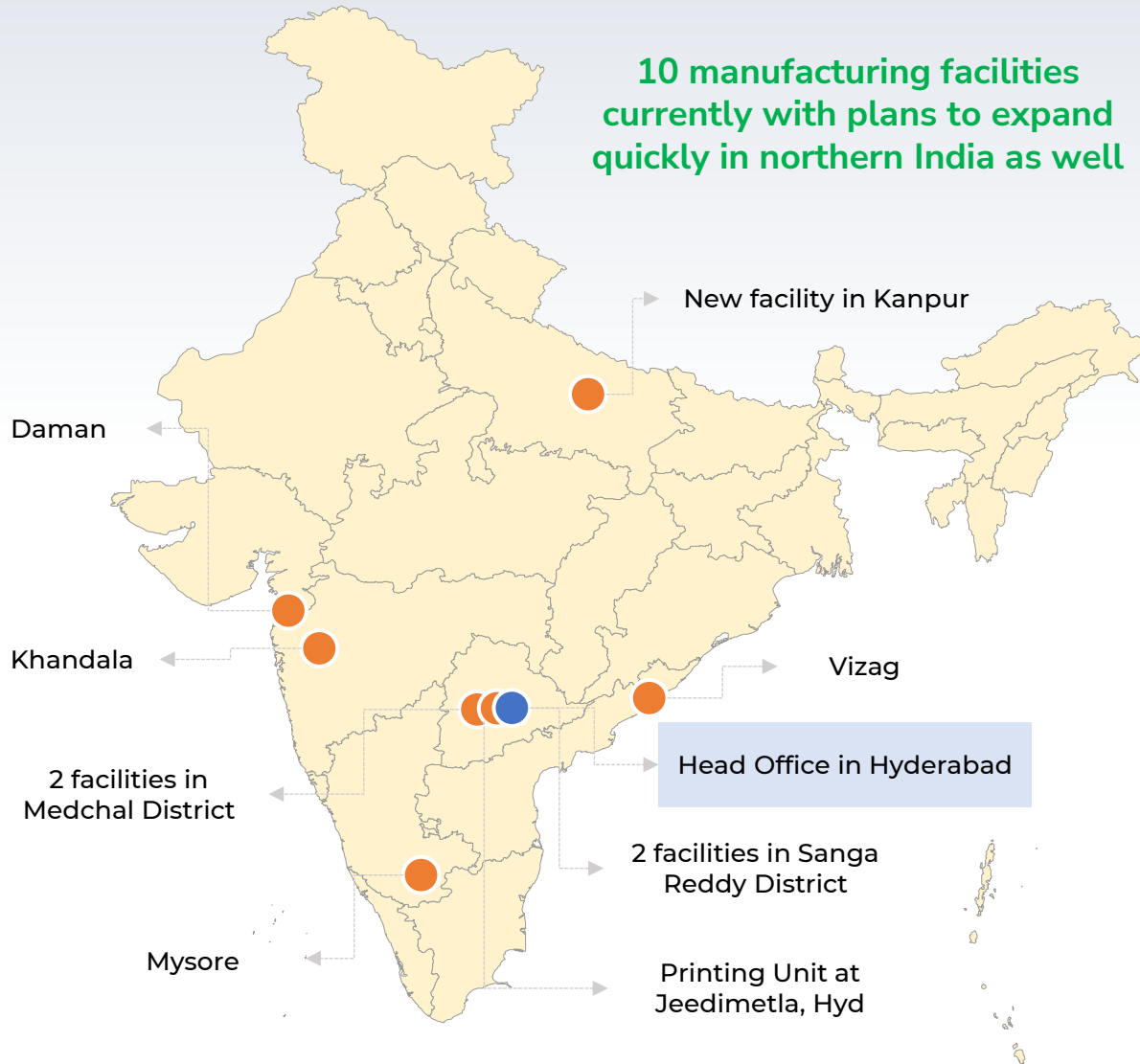
MTPL commands strong presence across all major customers like Asian Paints, Castrol, Shell, Mondelez, Hindustan Unilever, etc.



Superior margins in the packaging industry due to the cost advantage emanating from backward integration

MANUFACTURING PRESENCE

10 manufacturing facilities currently with plans to expand quickly in northern India as well



Steady increase in the capacity especially for FMCG segment

Segment	FY20 Capacity (MT)	FY21 Capacity (MT)
Paints	18,250	18,400
Lubes	9,500	9,500
FMCG	9,250	12,500
Total	37,000	40,400

- **Has acquired 2.7 acres of land in UP for greenfield expansion**, next to Berger Paints plants which is expected to be commercialized by FY23
- **Aims to serve edible oil clients, Kansai Nerolac**, and some other clients around the **UP and North region**

Our Capabilities



Injection Molding

- Mold-Tek uses hot runners and Beryllium - Copper inserts to make **world class molds at a fraction of costs** enabling company to **innovate and manufacture products with better features**
- **Has 120+ Injection Molding machinery up to 550 ton** from well known suppliers including Cincinnati, Engel, Demag, Niigata, Haitan etc.



Tool Room

- **State-of-the-art in-house tool room equipped with 5- Dimensional CNC machines from Switzerland, Germany & Czechoslovakia, supported by latest CAD/CAM facilities**
- **Designs and manufactures molds in house for rapid development** of new products which gives it a **significant cost advantage over peers**
- State-of-the art tool room enables Mold-Tek to have **zero downtime and no supply blackouts**



Robot Manufacturing

- Mold-Tek **installed Robots in 2010-11 and mastered the IML Decoration Technology**. By 2011-12, it installed In house printing facilities to **manufacture IML labels for the first time in the country**
- Has achieved a major milestone by **making robots in-house**
- Has proved its capability in engineering Robots for production of **IML decorated small containers (100-1000 ml) for food and FMCG applications**



3D Rendering

- Mold-Tek's team **works closely with clients' to understand their requirements and suggests innovative packaging ideas** with respect to design, decoration and consumer friendly features
- **3D animated videos of the proposed designs and prototypes** are submitted to make decision making easier for the clients

FOOD PACKAGING



FLAT PACKS

TWIST PACKS

ROUND PACKS

OVAL PACKS

SQUARE PACKS

NUTRITION POWDER PACK

COFFEE / HOT LIQUID CUP

PAINT PACKAGING

- Paint Pails available for emulsions & distempers over various quantity levels ranging from 1ltr-20ltr
- Pails originally made for Paints, have been widely accepted in other segments including Adhesives, chemicals, Pharma etc.



Flat Lid



Spout Lid

LUBES PACKAGING

- Range of lubricant pails over various quantity levels ranging from 5ltr-25ltr
- Long lasting molds with superior product quality
- Wide choices of decoration from Screen Printing to HTL to high quality IML



CCD Lid



Flat Lid



DISPENSING PUMPS



LOCKDOWN
DISPENSING PUMPS

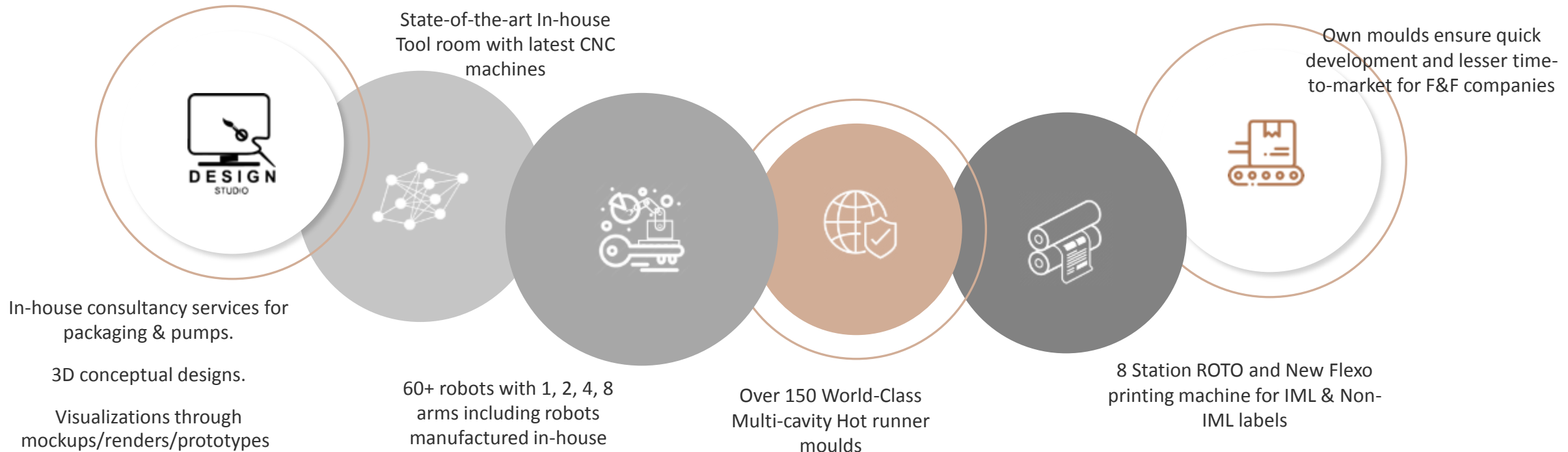


TWIST & LOCK
DISPENSING PUMPS



Backward Integration

Moldtek is one of the few companies with integrated facilities from Mould Design & Manufacturing, Robot & IML label manufacturing, hence offering cost effective IML solutions in India



Mould improvements drive INNOVATION w.r.t pail performance – Tamper proofing, lock strength, drop resistance, compression strength



Innovations to Surge ahead

Constant Innovation

Get the best in India. Period

Amongst the first to introduce

- Plastic pails in India
- IML Decoration – Photo realistic & Hands-free
- In-house robots & label – Most cost effective

Flexibility

Change your design at ease

- In-house Design studio
- Rapid prototyping & 3D modelling

Quick Cycle Times

Get your products on time

Multi-cavity moulds to boost productivity

- Automated hopper mechanism for RM & MB
- Umbrella™ cooling mechanism in moulds
- Quick maintenance & mould development



2 FLEXOGRAPHIC MACHINES FOR LABELS

60+ ROBOTS

120+ INJECTION MOULDING MACHINES

A diagram showing three types of industrial machinery: two flexographic machines for labels, 60+ robots, and 120+ injection moulding machines. The machines are arranged in a circular pattern around a central point.

DIVERSIFIED PRODUCT OFFERINGS FUELING GROWTH OPPORTUNITIES FROM MULTIPLE INDUSTRIES



Pails

- Berger Paints introduced new IML packs for their premium brands
- New Plant in North – Land has already been procured in Sandila Industrial Area Kanpur, Uttar Pradesh & construction work is being commenced
- Initiated Unique QR codes for top Paints & Lubes companies to track goods & avoid duplications



Thin-Walled Packs

- Added numerous clients mainly across Food & FMCG segments
- Diversifying into newer categories – Dates (New Pack), Peanut Butter, Jaggery Packaging, Confectionery, Agricultural products, etc



Q Packs

- Introduced SanQ – 5 ltr Square packs for sanitizers which bagged SIES SOP STAR AWARD
- New markets tapped by the company include – Consumer Products, Supplement Powders, Chemicals, Confectionery etc



Pumps

- Developed capacity of ~8 million pumps per month in lockdown and twist & lock models
- Started supplying products to various clients in the health & hygiene segment

KEY USPs



Innovation in packaging and Widening product range

- **Replacing tin containers with plastic pails** - Mold-Tek was also granted a patent for the innovation related to pull-up spout with tamper proof seal
- **Staying Ahead in the market** - Launching new, innovative, value-added products to both existing industries and new industries, (products like ice-cream containers, square shaped edible oil packs, ghee packs, cups etc)
- **Design Studio - In house** - Collaborate with customers to make product designs with best functionality
- **One of the first companies to start IML technology in India** Provides (a) superior aesthetics and high durability, (b) Better hygiene due to minimal human contact.
- **Entering - Injection-Blow-Moulding** (IBM) technology primarily for pharma, cosmetics & FMCG clients

Backward Integration

- **One of the few Indian packaging company to develop in-house moulds, robots, and labels** giving it a significant cost advantage over its competitors who mainly rely on imports
- **Mold-Tek has developed 20+ in-house robots at lower cost than market.** IML technology has high reliance on automation including robots
- Mold-Tek's backward integration capabilities is a result of the **technical background of promoters**

Deep-rooted customer relationships

- Track record of quality and reliability of supply which has helped it become **one of preferred suppliers for leading companies in Paints, Lubes and Food & FMCG**
- **Amongst the few companies which has got a 'green channel clearance' from Asian Paints**
- Adoption of IML technology by major players will further increase the market share of Mold-Tek

OUR decoration TECHNOLOGIES

- Screen Printing – Labour intensive & low quality print compared to other technologies
- HTL – Heat Transfer Labeling – Better quality but is not completely hands-free operation & not 100% recyclable
- IML – In Mould Labelling – HD Photographic label with provisions of giving glossy finish
 - 100% HYGIENIC OPERATION
 - 100% RECYCLABLE PRODUCTS

Advantages of In-mould Labelling (IML) over HTL

In-mould Labelling (IML)

- ⊕ Photorealistic quality
- ⊕ Nearly 100% coverage (358 degrees)
- ⊕ Hands-free & hygienic Robotic operation & no SOLVENTS
- ⊕ 100% Recyclable
- ⊕ Helps in Anti-counterfeit

Heat Transfer Label (HTL)

- ⊕ Surface Printing, so easily removable with solvents
- ⊕ Only 80% coverage
- ⊕ Post molding operation involves multi-stage process
- ⊕ Film used for the process not eco-friendly
- ⊕ Easy to duplicate

OUR SUPERIOR TECHNOLOGY

IN-MOULD LABELLING

ADVANCED PRINTING TECHNOLOGY



LABELS MADE OF THE SAME MATERIAL AS CONTAINER



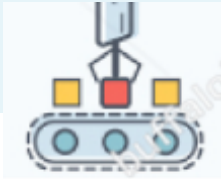
ROBOTS PLACE LABEL INSIDE THE MOULD



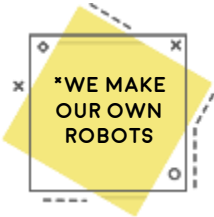
PLASTIC MATERIAL FLOWS BELOW THE LABEL



LABEL BECOMES AN INTEGRAL PART OF THE CONTAINER



NO POST-MOULDING OPERATION & HANDLING



IML APPLICATIONS



FOOD & RESTAURANTS



DAIRY PRODUCTS



EDIBLE OIL & GHEE



SWEETS, NAMKEEN & DRYFURITS



DETERGENTS



SANITIZERS



PAINTS



LUBRICANTS

Business Strategy

Continuous Focus on Innovation

We recognize the importance of **continued innovation in packaging products** to cater the needs of various customers. As part of our efforts, we have been continuously working towards **enhancing the utility and feature of our existing products and create new packaging products**



Continue to invest in research to develop new products

Focusing on R&D with new features , more efficient machine , new technologies. We consistently **invest in R and D** to innovate and widen product range

Focus on cost reduction and improving cost efficiency

Through our research and innovation, we adopted various **cost reduction** measures including installation of high speed machines, low cycle times, backward integration- **EBIDTA has increased considerably during the last few years**

Increasing contribution from food, FMCG industry and IML products

With customization of IML technology and quality accreditation, we have been able to make **headway in food and FMCG industry**. As one of the **first companies to introduce IML in India**, we are in a better position to **leverage our experience** and increase contribution from this segment

Now Entering Injection Blow Moulding

Pharma Regulated – Light weight High Utility

Cosmetics & FMCG with IML decoration



Regulated Pharmaceutical Market

Significant market opportunity.
Requires DMF filing & USFDA
approvals



FMCG & COSMETICS

Huge market with immense growth
potential. Requires Hygiene and best
decoration



Domestic Pharma & Nutraceutical Market

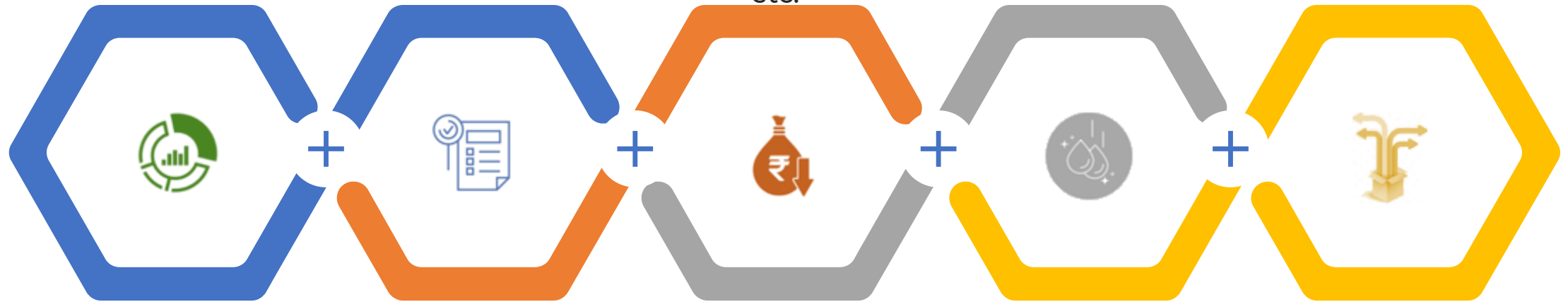
Rapidly growing market. Requires
Hygiene and innovative concepts

IN-MOLD LABELLING (IML) & INJECTION BLOW MOULDING (IBM) WILL AUGMENT HIGHER GROWTH

Delivering end-to-end services to its customers



Upgrading to IML by clients will result in additional features of QR code printing, Anti-counterfeit, long lasting brand image etc.



IML has a huge market potential where Mold-Tek has a significant first mover advantage

IML products have higher durability & minimal manual labor requirement

Significant cost optimization in IML driving higher margins & profitability

IML products are made by automation process improving the hygiene standards required by FMCGs

Already in discussions with top players in pharma, FMCG & cosmetics for its IBM technology

Digital Packaging - First time in India through Dynamic QR coded IML: Containers

How it works?

Mold-Tek supplies each container with 2 unique QR codes- one on the surface and another under the peel off. Top QR provides Unique identity while beneath QR gives loyalty benefits



The surface QR code will be used for Trace & Track/ pushing information content



After purchase, encourage the Buyer to peel off Scan the QR code on the reverse of Peel label



Once Peeled off => the pack has been used already



Embed one-time Scan ability & Promotions for the QR code



Unique Dynamic QR Codes on packaging provides our clients with



Modes of tracking their products during distribution process



Enable them to use various methods for promotion such as free vouchers, coupons, etc.



Provide information to the end users on the history of manufacturer and products



Prove authenticity of the products

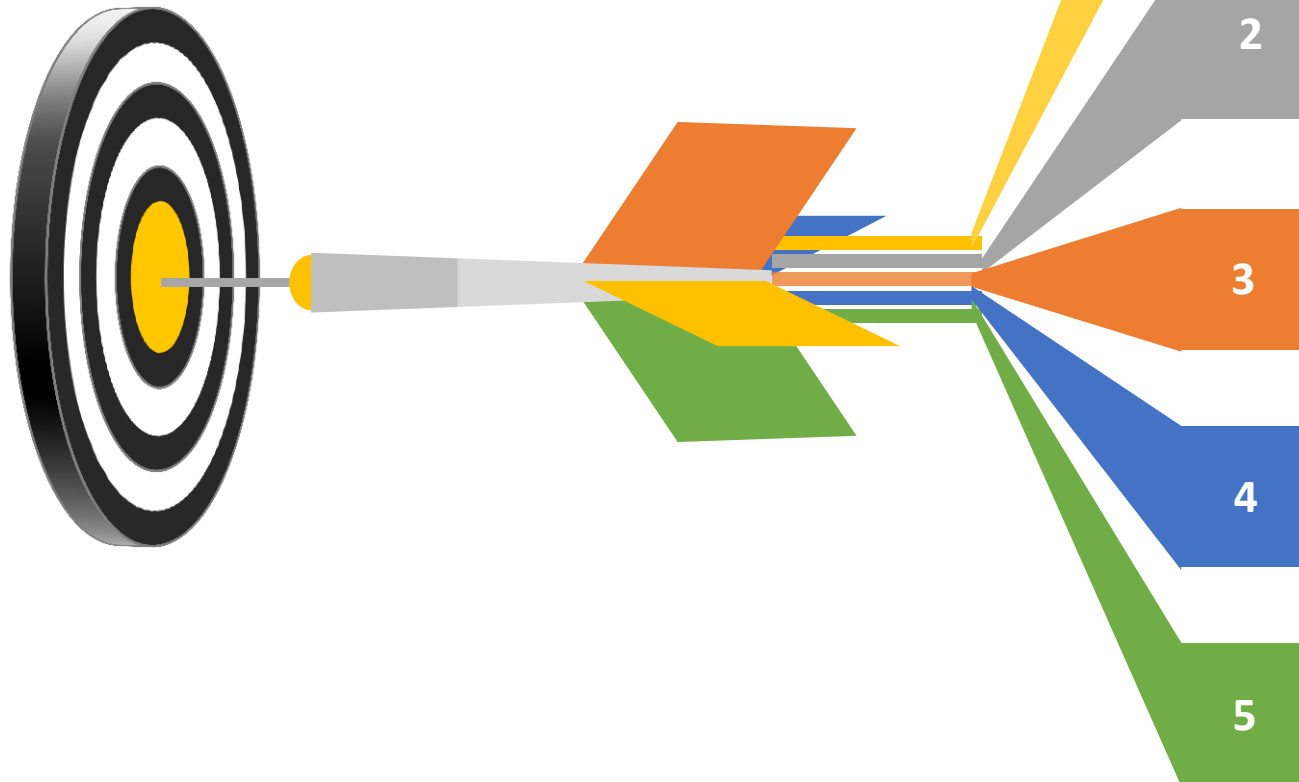


Safeguard against duplication of products

Growth Drivers

Significant Capex plans

Mold-Tek is looking to invest **INR 200-250 crore over the next 2-3 years** for capacity expansion and entering IBM products



Injection Blow Moulding (IBM) technology

IBM packaging is catching up in India
Mold-Tek is setting up a plant to manufacture IBM containers primarily for Pharma, cosmetics & FMCG products

New plants for pails & other products

Company starting a plant near Kanpur
Has proposals to start plants for some key clients

Increasing share of IML packaging going forward

Our Food & FMCG business is majorly IML based packaging & commands better EBITDA margin than Non-IML packaging

Focusing on Digital QR coded products

Enables better transparency & improves Supply chain efficiency of customers and prevents duplicate markets
Commands **higher margin** than non-IML products.
Big clients in Lubes & paints showing interest in adapting this technology

Pumps- Huge opportunity in health & hygiene segment

Company expects to achieve better revenues from this segment in the next 3 years with better **gross margins**. Has already setup a plant for capacity of **~90 million pumps annually**
As **“CHINA + 1” concept** is catching up exploring export opportunities

Our Team



J. Lakshmana Rao
Chairman & MD

- Mr. Rao holds a bachelor's degree in civil engineering & is a management graduate from IIM Bangalore with over 30 years of work experience in the packaging industry
- Promoted Mold-Tek in 1985 with an overall project cost of INR 5.5 mn
- Under his leadership, Mold-Tek went public in 1993 and has now grown to become a leading player in rigid packaging industry in India



A. Subramanyam
Deputy MD

- With three decades of experience, he oversees in-house research and development division and in-house tool-room for designing and development of new products
- He has developed in-house Robots and introduced IML with Robotic Technology, which has given the company a platform to develop IML products for the first time in India



P. Venkateswara Rao
Deputy MD

- Holds a PG Diploma in Material Management & has over 27 years of Industrial experience
- He has been associated with the Company since its inception



A. Seshu Kumari CFO

- Over 25 years of experience in Financial and Accounting matters
- Responsible for the company's financial planning and analysis, including accounting, treasury, and budgetary functions. Support functions like legal, and administration also come under her purview



M. Srinivas Rao
Director -Operations

- Responsible for managing all the manufacturing plants. His expertise lies in plastic processing and Engineering
- With over 25 years of association, he handles the Planning, Production, Maintenance, Delivery and Product Development.



Rakesh Marupaka
Head – National Sales

- Heads the National Sales and Marketing team & is highly passionate about bringing positive change to the organizations and clients he deals with, resulting in value creation
- He has steered successful strategies and programs that have multiplied business operations and revenues, adding reputation to the brands



Tata Sai Baba
GM- Operations

- Has over 20 years of work experience & in charge of the operations of IML printing
- Holds a bachelors degree in Arts from Andhra University, Visakhapatnam and has been conferred with the award of annual associate membership of the Institute of Marketing Management, New Delhi



Sundeep Adivishnu
Vice President

- MBA from Purdue and Btech –NIT, Has over 10+ years of experience in driving successful teams through system driven processes and implementing technology solutions to real business problems.
- Operations optimization, strategic exports growth, digitisation of entire planning & manufacturing process to ensure scalability is his focus area



Rana Pratap
Vice President

- Holds an MBA in Marketing & Operations from IIM Lucknow and a bachelor's degree in Engineering from IIT, Delhi
- At Mold-Tek, he manages Strategic initiatives & Business development while identifying new areas of growth in packaging space



Kavya Sarraju
Chief Manager - NBD

- Holds an MBA in Sales and Marketing from SIBM, Pune and manages Sales and Marketing Division at Mold-Tek
- With over 5 years of core sales experience and knowledge in digital marketing as well as lead generation, she is instrumental in engaging clients through various channels and managing the inside sales division

Nov' 21



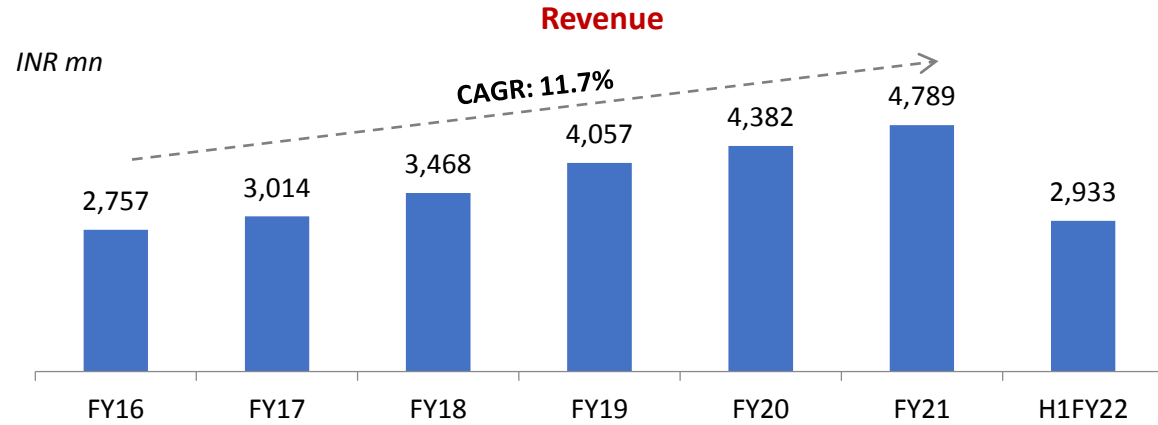
COMPANY OVERVIEW



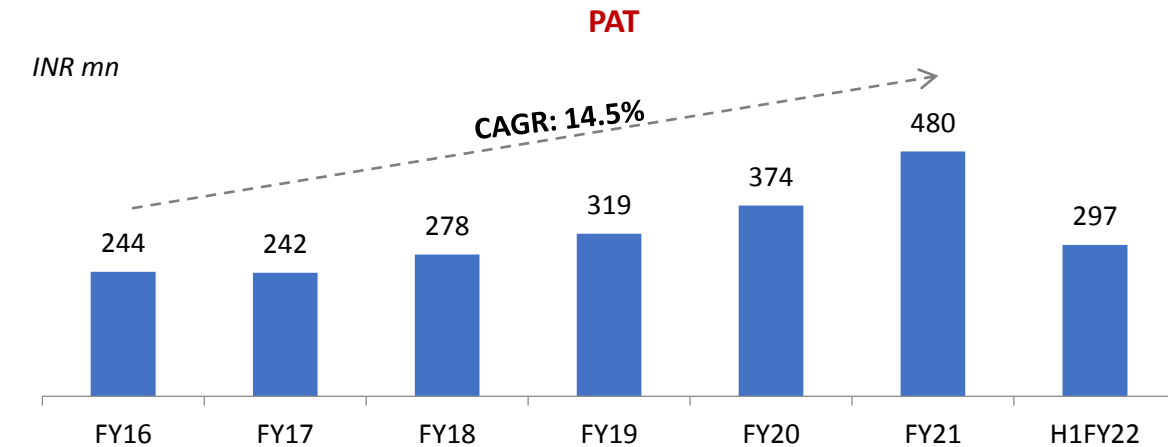
FINANCIAL PERFORMANCE

Financial Performance (1/2)

Steady revenue growth over the years...

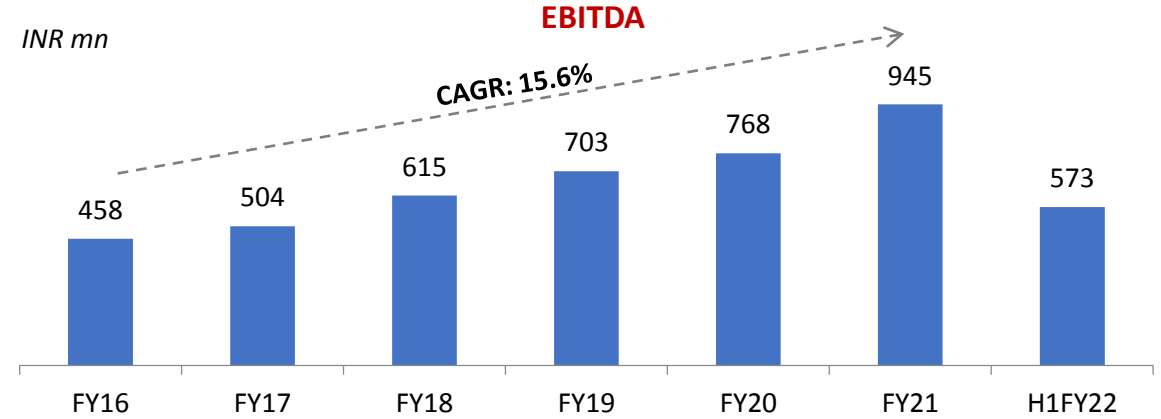


...helping the bottom line to increase as well

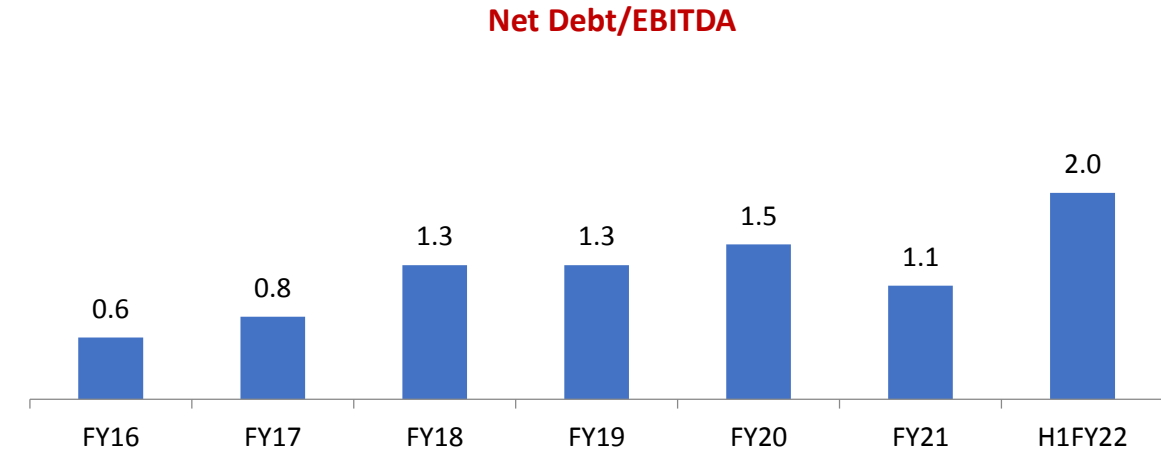


Note – Financials are on consolidated basis; Net Debt/EBITDA for H1FY22 is calculated on annualized basis

...resulting in steady growth in EBITDA



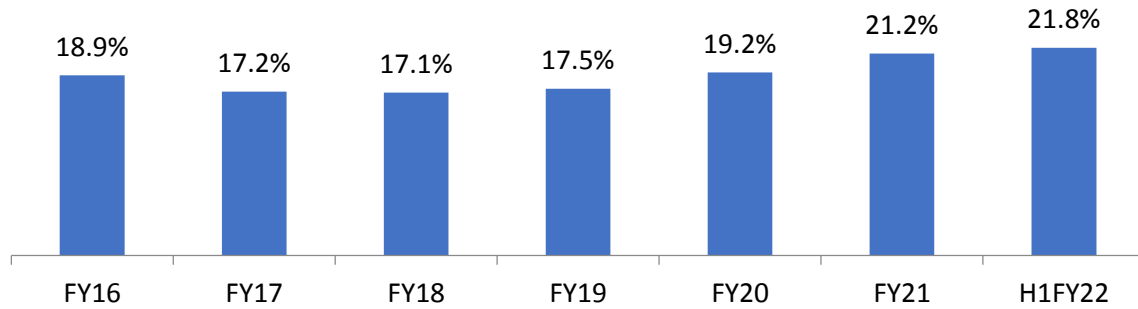
Debt levels well covered by growing profitability



Financial Performance (2/2)

Stable returns for the equity shareholders...

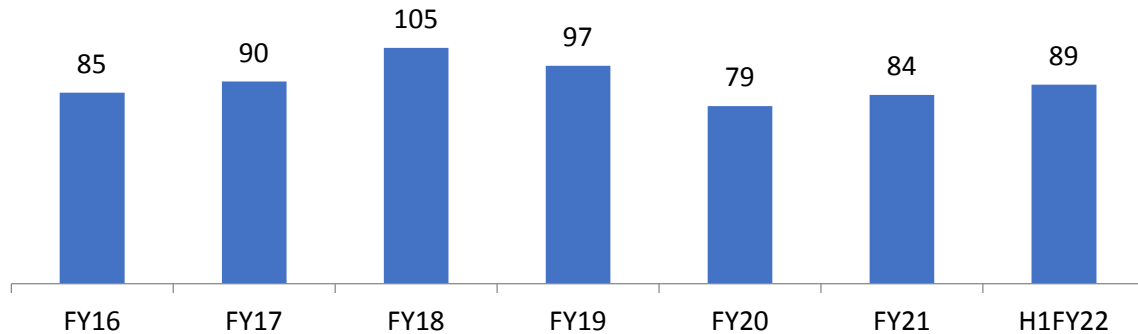
RoE



Stable working capital cycle

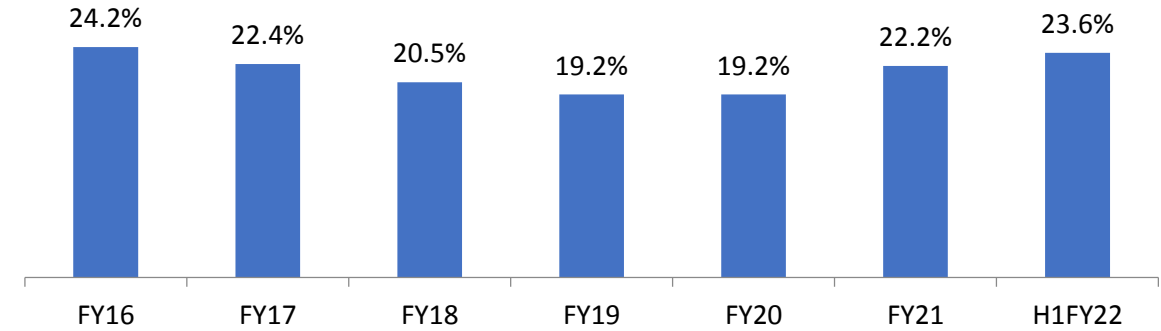
Working Capital

Days



...along with a similar trajectory on invested capital

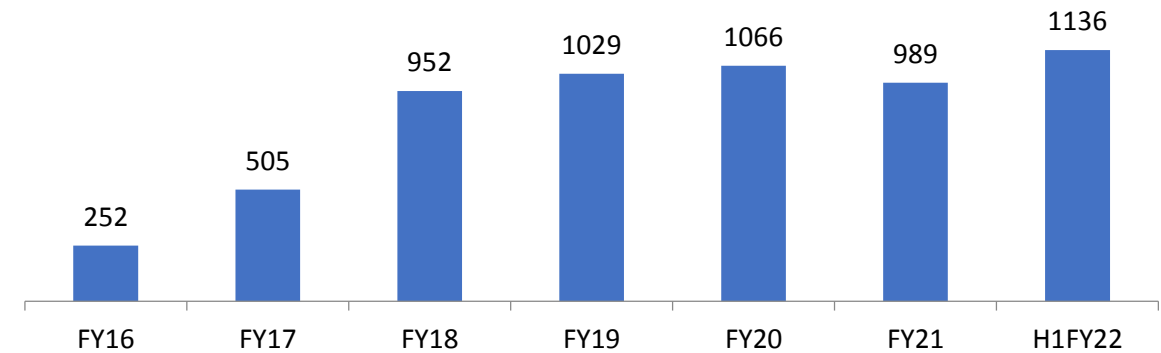
RoCE



Increasing leverage used by company to fund growth operations

Gross Debt

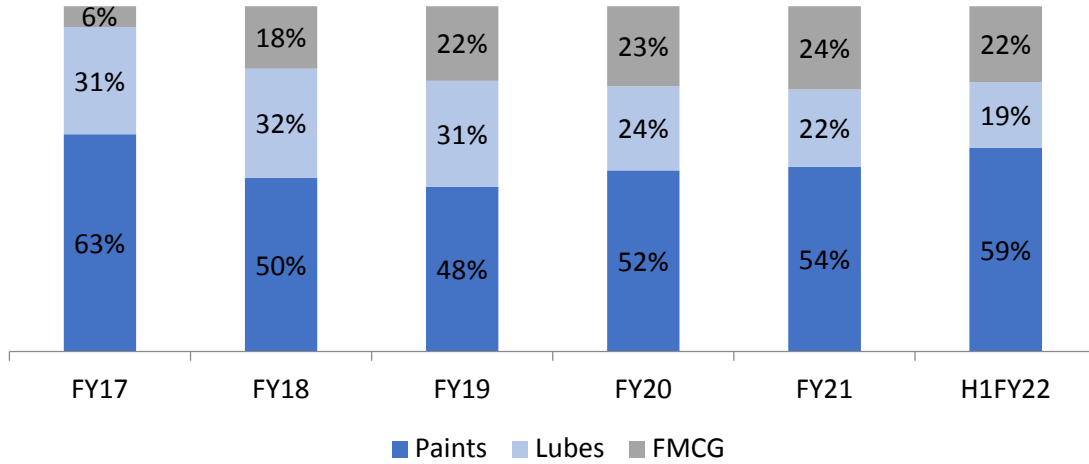
INR mn



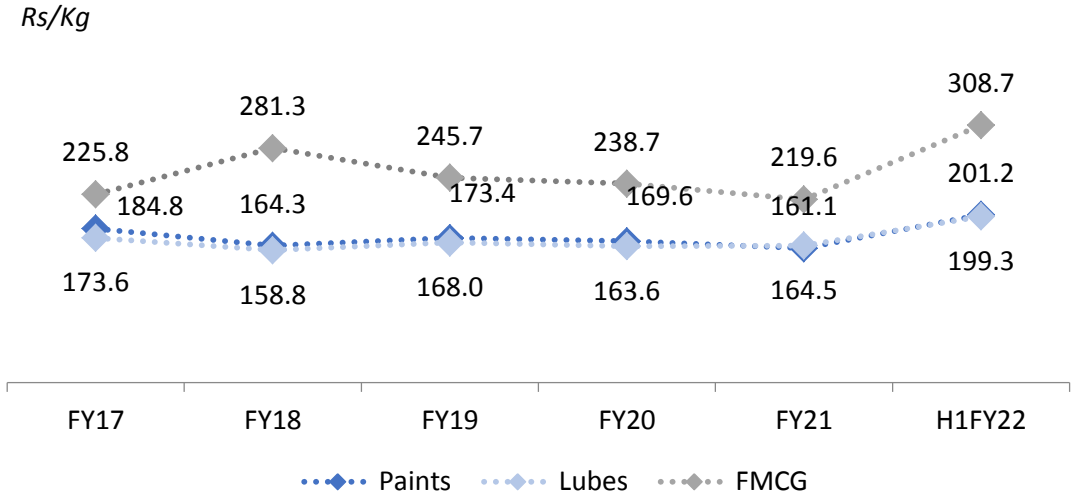
Note: Financials are on consolidated basis; RoE/RoCE/Working Capital days are calculated on annualized for H1FY22

Operational Parameters

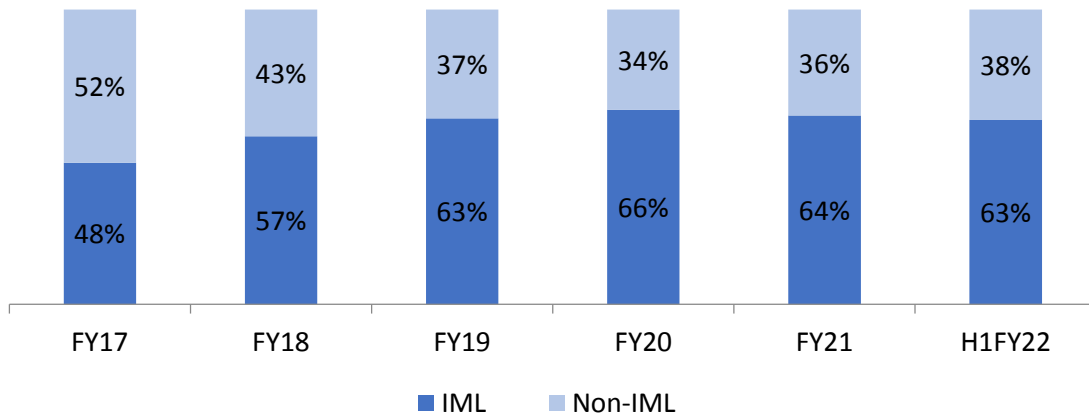
Sales Mix



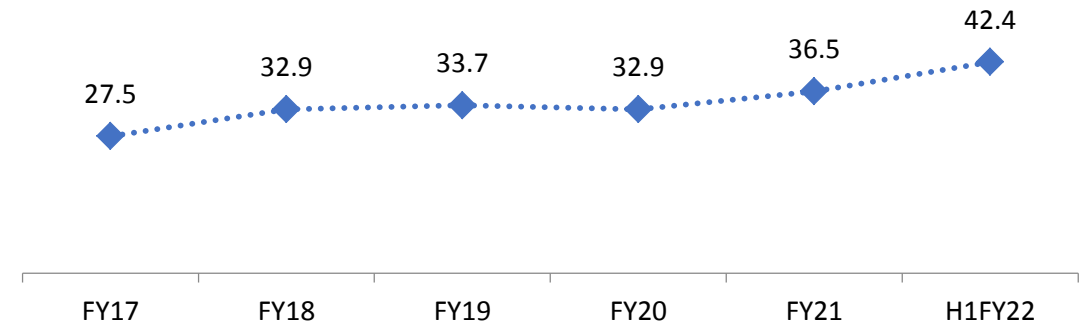
Realisations



Sales Mix



EBITDA/Kg (Rs)





THANK YOU