

ITALICA

PIL ITALICA LIFESTYLE LIMITED

(An ISO 9001 : 2015 Certified Company)

CIN : L25207RJ1992PLC006576

+91-96 499 71111

0294-2432272

info@italica.com

Date: February 05, 2021

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| The Manager-Listing Department National Stock Exchange of India Limited, 'Exchange Plaza', C-1, Block -G Bandra Kurla Complex, Bandra -East Mumbai-400051 Scrip Symbol: PILITA | Listing Department BSE Limited Phiroze Jeejeebhoy Towers 25 th Floor, Dalal Street Mumbai- 400001 Scrip Code : 500327 |
|--|--|

Sub : Investor Presentation – February, 2021

Dear Sir/ Madam,


Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform you that the Company has appointed M/s Captive IR Strategic Advisors Private Limited, to act as Investor Relations Advisors to the Company.

Please find enclosed Investor Presentation -February 2021, and the same will also be sent to the shareholders and other investors.

Kindly take the same on your records.

Thanking you,

Yours faithfully,
For PIL ITALICA LIFESTYLE LIMITED


Aditi Parmar
(Company Secretary)
M. No.: A37301



Encl: as above



PIL Italica Lifestyle Ltd

Redefining luxury from past 28 years

Investor Presentation February 2021

Safe Harbor

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like Government Actions, Local Political or Economic Developments, Technological Risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. PIL Italice Lifestyle Ltd., will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



This is **PIL Italica Lifestyle Ltd.,**



PM's vision:

Make in India Programme &
Swachh Bharat Abhiyan

Make in India:

With 'Make in India' moment, PILL is strengthening its operational efficiency and expanding its product portfolio to mark a notable contribution in the exports of Plastic Products from India



Swachh Bharat Abhiyan:

PILL's Waste Management Products are aligned with the Government's initiative of 'Swachh Bharat Abhiyan' for spreading awareness of Manual Scavenging and Sanitation Practices across rural and urban regions

Corporate Overview

Background

- Headquarter at **Udaipur Rajasthan, PILL** commenced its operations in 1993. Further expanded presence with corporate office in Mumbai and marketing offices in Mumbai & Delhi.
- Engaged into manufacturing of Plastic Furniture, Material handling products and Waste management products.

Product Mix

1. Home Furnishings: Plastic Furniture;



2. Material Handling Products: Fruit & Vegetable Crates, Industrial Crates



3. Waste Management Products: Dustbin



- No. of manufacturing facilities: **2 [Udaipur (Owned) & Silvassa (Lease)]**
- No. of distributors & dealers: **5,979+** (177+ distributors & 5,802+ dealers network across India)
- No. of dedicated employees: **215+** (Staff – 91, workers including contractual – 124)
- No. of state & union territories (UT) present: **16 States 2UT**
- Countries exported: **UAE & South Africa**
- Brand recognition: **Italica** (home grown brand); **Kisan Crest** (lease brand)

Market Information

PIL Italica's equity shares are listed and traded on the Bombay Stock Exchange (BSE) & National Stock Exchange (NSE) with a market capitalisation of **₹2,331.20** million as on 31st december 2020.

Vision & Mission

To become the most
**renowned plastic
furniture Company**
in India

Vision:



Mission

PILL aims to become the
**market leader in the
plastic furniture**, material
handling products and
**waste management
products** in the next 5 years



Our Journey so far....

1992

Incorporation of Company

1994

Listing of shares on National Stock Exchange

1993

- Established plant at Udaipur and commenced commercial production of plastic furniture and storage bins from March 1993 onwards.
- Listing of shares on Bombay Stock Exchange in the month of June 1993

2016

- Started production of material handling products from July 2016

2017

Started manufacturing of Industrial crates from February 2017

2019

- Set-up of new marketing office in New Delhi to further expand marketing network in entire Northern India
- Launched new series known as PLASTEEL SERIES, with arm and without arm chairs

2018

- Introduced new range of dustbins and storage bins in Aug-2018 for supporting the Swachh Bharat initiative and spreading awareness in all areas including rural and urban
- In Nov-2018, for the first time in India "Spine Care – Chair Series" was launched by PILL, especially designed to support vertebral column for people facing spinal disorders

2020

- Launch of OXY SERIES, India's first fully ventilated stackable chair in Jan-2020
- Entered into an agreement with Kisan Mouldings Ltd. (KML) Silvassa, for marketing and distribution of KML's Plastic Furniture and articles under 'Kisan Crest' Brand
- New launch in waste bin segment ranging from 120 ltrs to 1,100 ltrs in the month of May 2020
- New Launches in Crates in various sizes.
- New Launches In the month of October:
 - Italice introduced its **new relaxing chair called "u RELAX"**,
 - New Launch in Table Series – **Elegant Round Dining Table**
 - New Launch in Baby Series – **Baby Rocker, for children.**

Knowledge Pool

Mr. DAUD ALI – Chairman & Managing Director

A commerce graduate and first-generation entrepreneur. His inherited business acumen and experience from his family-owned business of yarn, thread, fire-crackers, and plastic packaging, has helped him in venturing into Plastic furniture business. He has over 40+ years of vast and rich experience in the plastic industry. With his decent understanding of Capital market, PIL Italica marked a successful listing on the Bombay Stock Exchange & National Stock Exchange in 1993. He is involved in formulating and implementing the strategic decisions of the Company. His hands-on approach & entrepreneurial drive has helped PIL Italica in placing itself on the domestic & global map. His greatest strength lies in building and retaining a strong and trusted team that has turned his dreams into reality.



Awards

He has been awarded the **UDYOG PATRA award** for a self-made industrialist, by the Institute of Trade and Industrial Development, New Delhi (June 1992)

He has also been awarded the **VIKAS RATNA** award by International Society for Friendship of India (August 1992)

Knowledge Pool (contd.)



**Mr. NARENDRA
BHANAWAT**

*- Whole Time Director and
Chief Financial Officer*

A commerce graduate with 28+ years of experience in Plastic Furniture Industry and has been associated with PIL Italica since inception. He is been instrumental in implementation of both accounting & operational policies and has been advising the Company on strategic planning and accounting issues.



Mr. RAJENDRA KUMAR HEDA

- Vice President (Operations)

A qualified CA, CS, LLB and B.com gold medallist. He is associated with PIL since 1993. He is involved in making important policies and strategic decisions as well as the development and implementation of operational policies and procedures. He looks after complete operations of the company and has vast experience in all the relevant fields



Mr. AFTAB JAWAID

- Vice President (Sales & Marketing)

An M.B.A (Marketing) Degree holder, with 30+ years of working experience. He has worked with Nilkamal Ltd., Time Technoplast Ltd., Kisan Mouldings Ltd., etc. He succeeded in developing and executing expansion strategies in his past stint. He has also launched new business lines, headed various product lines, increased sales by multi-fold and has remarkably grown top line and bottom line



Mr. P. K. HUMAD

- Assistant General Manager

A Post Graduate Diploma degree in plastic processing technology with 29+ years of experience in the field of Injection moulding. Associated with PIL since the inception of company. He has expertise of handling and operating various injection moulding machines. He manages day-to-day production activity and strive to impart a 'cost-effective' arrangement for production of moulded furniture. He has earlier worked with Videocon International Ltd. in moulding division of TV cabinets and other accessories of TV.



Mr. SUNIL SARASWAT -

General Manager Marketing

A qualified B.tech (Civil Engineer) with 33+ years of working experience. He is working with Sales & Marketing department of Plastic Furniture division and has earlier worked with Nilkamal Ltd. He is involved in developing and nurturing relationships with clients, dealers and distributors.

Long term lease agreement building synergies to PIL **Italica:** Kisan Mouldings Limited (KML) – Silvassa Plant

- PIL has entered into 5 years long-term lease agreement with **Kisan Moulding Limited based at Silvassa, w.e.f October 2020.**
- Through lease agreement, **PIL secured the marketing and distribution rights** of the brand “Kisan Crest”
- Post this agreement, the manufacturing capabilities of the company would **increase considering the incremental volume of the added product lines.**
- Products manufactured at KML plant are **highly complementary to the current priorities and future focus.**
- **Readily available southern markets** for the products manufactured at this plant.
- The consolidated market share of the company would **increase appreciably, in the segment it operates and the products, it offers.**

KML plant at Silvassa



Business Strength



Plastic chairs and other plastic furniture are CE certified

State-of-art manufacturing capabilities (with capacity fungibility)

Strong customer relationship through outstanding products and services

Strong Northern India presence: Rajasthan, New Delhi, Gujrat, Madhya Pradesh, Haryana, Punjab, Uttar Pradesh, Uttarakhand

Numbers of proprietary Moulds: 150+ Moulds to manufacture Plastic Furniture, Material Handling Products, Waste Management Products, and other plastic articles

Leverage relationships through timely quality-consistent delivery

PILL is the 1st Company to launch Spine Chairs and fully ventilated oxy series chairs in India

Tight working capital control

PILL enjoys a visible presence across the value chain from production to retail

PIL Italica's **Strong Product Portfolio**

1. Plastic Furniture

Plastic furniture has brought about a revolution in the furniture industry. It acts as a substitute for wood, resulting in forest preservation.

Plastic Furniture – Product variants

| ITALICA BRAND NAME (Home grown brand) | KISAN BRAND NAME (lease Brand) |
|--|-----------------------------------|
| Oxy Series | Imperial Series |
| Plasteel Series | Goodwill Series |
| Luxury Series | Popular Series |
| Spine Care Series | Armless Series |
| Premium Series | Baby gallery |
| Comfort Series | Centre Table series |
| Without Arm Series | Dining series |
| Baby Series | Stool Series |
| Stool And Patla | |
| Table | |
| Sunlounger | |
| Trolley | |

Application – These products are widely used at Homes, restaurants, tent houses, gardens, cafeterias, Ice cream Parlors, swimming pools, offices, tuition centers, Coaching institutions etc.

2. Material Handling Products

PILL's crates provides the perfect material handling and storage solutions to various industries. These crates are lightweight, durable, suitable for food grade, weather-proof and UV resistant.

Application: Fruits & Vegetables Industry, Hotel & Catering Industry, Electronics Industry, Engineering Industry, Automotive Industry, Textile Industry, Fisheries and Food Processing Industries, e-commerce companies and in Logistics.

PILL is supplying to e-commerce companies namely Grofers, Big Basket, Ninja cart, Super Daily, Uddan, Delhivery, Kamla Pasand group etc.



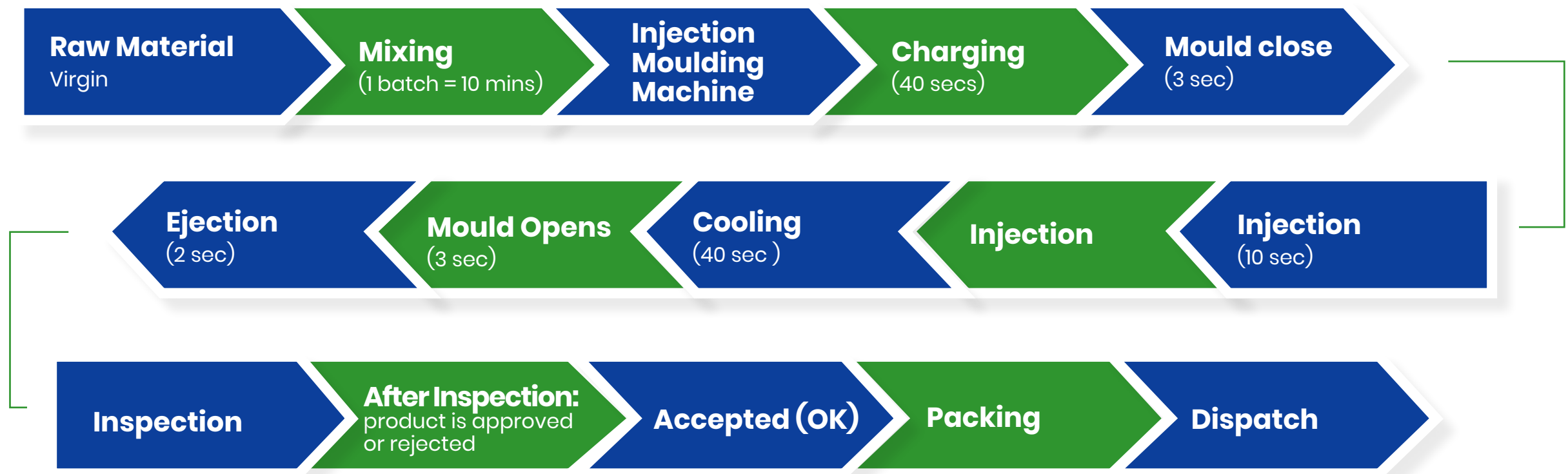
3. Waste Management Products

With the new mission of Swachh Bharat Abhiyaan launched by the Indian government, the usage of dustbins and garbage storage products has increased drastically. PILL has also supplied dustbins to various municipal corporations and government bodies.

Application: Hospitals, railway stations, bus stands, public places like malls, parks, airport, commercial complexes & housing societies.

How we **make it?**

Flowchart of the manufacturing process



Transformation **Focused**

From Regional Player to National Player

1

To add more manufacturing facilities
with locational advantage

2

To enhance distribution and marketing channels: Pan India

3

To increase fulfilment centres and efficient supply chain management

4

To enhance product mix



Business Strategy

- 1 To focus on **domestic market: Distributor and Dealers network**
- 2 To increase **market share: Deeper penetration**
- 3 To focus on **product development: New designs/pattern**
- 4 To strengthen the **product mix**
- 5 To focus **more on government tenders: waste management products**
- 6 To **add luxury & premium products** in product portfolios: Import
- 7 To increase **presence in southern India: meaningful acquisition/contract manufacturing**
- 8 To increase **fulfilment centres** near addressable market
- 9 PIL Italice will **strive for operational excellence**
- 10 To invest in **new technology of moulds and machinery**
- 11 **Focus to increase geographical footprint in the international market**
- 12 To focus on **E-Commerce: Online sales**
- 13 To increase **brand awareness & penetration: Digital marketing**
- 14 To focus on **meaningful acquisitions: brands**
- 15 To focus on **institutional sales: B2B**
- 16 To continuously **monitor the production patterns and inclusion** of new tested technology products

Growth Outlook

To launch new designs
plastic furniture
– **Chair and Tables**

Short
Term

To **add new depots** on pan
India basis.

To add **more contract
manufacturing partners**

Medium
Term

To add **new manufacturing
plants on pan India basis.**
To focus **on meaningful
acquisitions: brands**

Long
Term



On-going Marketing and Distribution **Strategy**

1

PILL is aggressively expanding its distribution network in **Gujarat, Maharashtra and Southern India** from KML's **Silvassa unit**

2

PILL focuses on expanding its distribution network by **appointing new distributors and dealers** in un presented areas

3

PILL focuses on adding new **warehouses in eastern UP and Punjab**

4

PILL focuses on enhancing brand presence through **in-shop displays and adding new products** in its product portfolios



Our Domestic Presence



| North | West | South | Central India |
|-------------------|----------------------|----------------|----------------------|
| Uttar Pradesh | Gujarat | Karnataka | Madhya Pradesh |
| Haryana | Maharashtra | Tamil Nadu | Chhatisgarh |
| Himanchal Pradesh | Goa | Andhra Pradesh | |
| Rajasthan | Dadar & Nagar Haveli | Kerala | |
| Uttarakhand | | Telangana | |
| Jammu & Kashmir | | | |
| New Delhi | | | |
| Punjab | | | |

Key Differentiator's

1

Well-recognized brand

2

Broad assortment of stylish products
- Indoor furniture
- Outdoor furniture

3

Capabilities to Market the products

4

Best-in-class service

5

Multi-channel sales strategy

6

1st Company to launch plastic sun-lounger

7

Effective water recycling system and renewable sources of energy

8

PILL is the only Company with CE certified plastic furniture

9

1st Company to launch Spine care and fully ventilated chair series.



Focus on **E-Commerce:**

1

Associating with E-commerce channels such as **Amazon, Pepperfry, Flipkart, etc**

2

Ecommerce continues to be one **of the fastest growing channels** in plastic industry

3

All our products are **actively engaged with the pure-play** ecommerce opportunities

4

Consumers **continue to gain comfort relative** to buying furniture online

5

COVID has had an accelerant effect on the growth of e-commerce

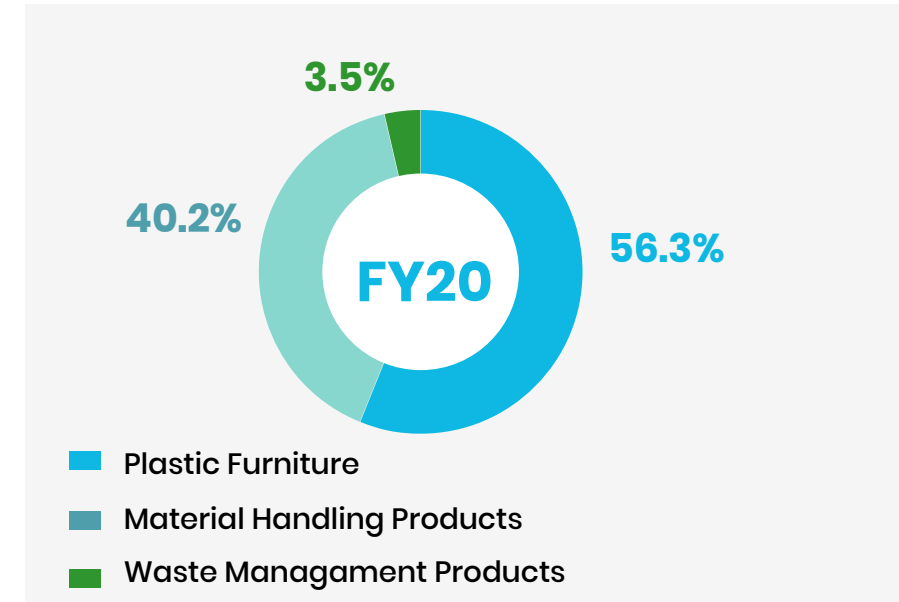
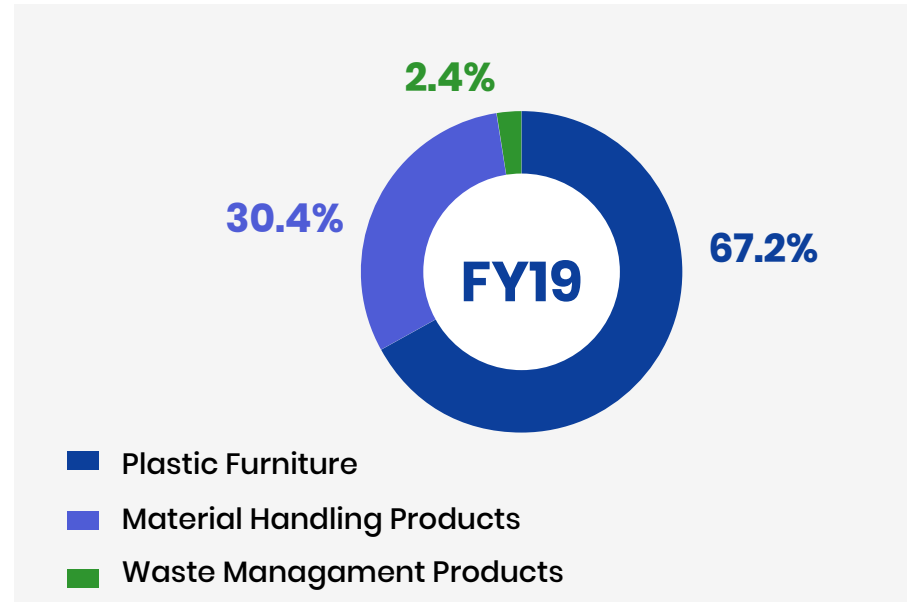
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Digital trade activities **are growing stronger**



Who **we** are today?

| Segmental Sales (No. of units) | FY20 | FY19 |
|--------------------------------|------------------|------------------|
| Plastic Furniture | 9,94,242 | 11,78,891 |
| Material Handling products | 7,09,363 | 5,33,805 |
| Waste Management products | 61,185 | 42,631 |
| Total (units) | 17,64,790 | 17,55,327 |



Industry Dynamics

- **The global plastic furniture** market size was valued at USD 11.9 billion in 2018 and is expected to expand at a CAGR of 3.9% from 2019 to 2025.
- The market growth is attributed to factors like **affordability, durability, lightweight, low or no maintenance, eco-friendly**, resistant to corrosion, no effect of termites and bugs, good weather ability, and flexibility.
- Further, rising demand for high-end and western style furniture is envisioned to bolster the growth of India furniture market by the end of 2024.
- Various furniture companies such as **Pepperfry, Urban Ladder** and others are creating huge demand from these online channels. Apart from this, the demand for low-cost plastic furniture is also increasing in commercial sector.

Sources; Grand View Research



3.9% CAGR

Global Plastic Furniture Industry

- **India furniture market** stood at USD 21 billion in 2018 and is projected to grow to over USD 31 billion by 2024, exhibiting a CAGR of around 7% during 2019-2024, on account of growing real estate and hospitality industries.
- **100 percent FDI policy** for townships and settlements development project is attracting more foreign investors, Further, rising demand for high-end and western style furniture is envisioned to bolster the growth of India furniture market by the end of 2024.

Sources; www.businesswire.co

Key Growth Drivers of Plastic Furniture Market

- The hunt for lightweight and affordable materials in the furniture industry is giving rise to the adoption of plastics in lieu of heavy-weight metals in modern furniture designs.
- Owing to the high-performance material properties of plastic, the demand for plastic furniture is likely to surge rapidly in the upcoming years.
- The growth of the e-commerce industry as a potential distribution channel, as millennial consumers are highly inclined towards purchasing furniture online.



\$15.48 Billion

Global Plastic Furniture Market Size by 2025

Product **development**

- With **28+ years of presence** in Plastic furniture and articles industry, **Mr. Daud Ali and his team** has acquired a strong understanding of customer choices and preferences for plastic furniture and articles in different regions of India.
- PILL has well equipped technical and market research team to **support new product development** as per the changing needs and comfort of different demographic and geographic set of population

Example;

1. Spine Care launched by PILL, especially designed to support vertebral column for people facing spinal disorders
2. **OXY Series** – India's 1st fully ventilated stackable chair

Spine Care Chair



OXY Series



The International designs are modified and re-developed as **per the needs and trending fashion in the Indian market**, the final design is shared with international mould suppliers for the procurement of similar moulds.

Aggregate **Installed Capacity**

1

UDAIPUR – Owned Plant
Udaipur facility is ISO
9001:2008 Certified.

- Land area – **18,000 Sq.mt**
- Building – **12,500 Sq.mt**
- Production Capacities – **6,500 MTPA**
- No. of Machines – **10**
- No. of Moulds – **150+**
- No. of product variants – **150+**
- Product Manufactured – **Plastic Furniture, Material handling products and waste management products and other articles**

2

SILVASSA
– Leased Plant

- Land area – **17,485.74 Sq.mt**
- Building area – **5,629.35 Sq.mt**
- Production Capacities – **4,200 MTPA**
- No. of Machines – **11**
- No. of Moulds – **48**
- No. of product variants – **100+**
- Product Manufactured – **Plastic Furniture, Material handling products and waste management products and other articles**



Certifications and Quality

CERTIFICATE OF COMPLIANCE


ICS

INTERNATIONAL CERTIFICATION SERVICES PVT. LTD.
This is to certify that the products of

PIL ITALICA LIFESTYLE LIMITED
Kodiyat Road, Sisarma, Udaipur – 313 001, Rajasthan, India.
CIN: L25207RJ1992PLC006576

Registered as complying with safety requirements of EC Directives 2001/95/EEC (General Safety Directive)

PRODUCT
Plastic Moulded Chairs, Tables, Trolley & Sunlounger
(Models As Per Annexure)


ITALICA

| | |
|-------------------|------------------------------------|
| Registration No. | : RP91/7970 |
| Registered Date | : 10 th September, 2012 |
| Reassessment Date | : 14 th September, 2018 |
| Issue Date | : 11 th October, 2018 |
| Expiry Date | : 09 th September, 2021 |



Technical Statement
The TCF is, in so far as is Technically Viable, based on inspection and testing Harmonized European Standards provided all safety measures are followed.

- 2001/95/EEC (General Safety Directive). European Standards EN 1022:2005
- ICS CE Assessment Report No. RP91/7970/2018/03/04 dt. 10.09.2018.
- In-House Test reports of load testing attached. 9201 DLX dt. 30/08/2018, 9210 dt. 16/08/2018, 9408 dt. 08/08/2018, 3007 dt. 03/08/2018, 9803 dt. 22.07.2018, 9201 dt. 17/07/2018
- Manufacturer Declaration of Conformity signed on 20.08.2018.

Shubh Kataria
Director
International Certification Services Pvt. Ltd.

Validity of this certificate is based on periodic audits of the EC Directive defined by the Technical statement and its contingent upon prompt, written notification of significant changes to the EC Directive and/or its components thereof shall be immediately communicated to ICS.

22/23, Goodwill Premises, Swastik Estate, 178 CST Road, Kalina, Santacruz (E), Mumbai – 400 098, Maharashtra, India. Tel : 022-42200900

CERTIFICATE OF COMPLIANCE


ICS

INTERNATIONAL CERTIFICATION SERVICES PVT. LTD.
This is to certify that the
QUALITY MANAGEMENT SYSTEM of

PIL ITALICA LIFESTYLE LIMITED
Kodiyat Road, Sisarma, Udaipur - 313031, Rajasthan, India.

has been assessed by and registered as complying with the requirements of the following International Standard

ISO 9001: 2015
The Quality Management System applicable to:

Scope : Manufacturing And Supply of Plastic Moulded Furnitures, Crates, Dust Bins/ Waste Bins/ Wheeled Mobile Containers For Solid Waste, House Hold And Industrial Products.

| | |
|-------------------|------------------------------------|
| Registration No. | : RQ91/909 |
| Registered Date | : 20 th August, 2002 |
| Reassessment Date | : 27 th August, 2020 |
| Issue Date | : 18 th September, 2020 |
| Expiry Date | : 19 th August, 2023 |


Director
International Certification Services Pvt. Ltd.

Accredited by Joint Accreditation System of Australia and New Zealand

Validity of this certificate is based on periodic audits of the management system defined by the above scope and its contingent upon prompt, written notification of significant changes to the management system and/or its components thereof shall be immediately communicated to ICS. Further clarifications regarding the scope / validity of this certificate and the applicability of ISO 9001:2015 requirements may be obtained at www.icasian.com

22/23, Goodwill Premises, Swastik Estate, 178 CST Road, Kalina, Santacruz (E), Mumbai – 400 098, Maharashtra, India

PILL's widespread presence

5,802+
Dealers
network

177+
Distributors
Network Across
India

E-Commerce Companies



Impact of COVID-19

- Due to outbreak of COVID-19 globally and in India, PIL's management has made initial assessment of likely adverse impact on business and financial risks on account of COVID-19. After the guidelines issued by the authorities regarding exemption, PILL resumed its part manufacturing operations in a phased manner from 15th April, 2020, considering the order requirements with the available workforce.
- PILL has considered the possible effects that may result from the pandemic relating to COVID-19
- Currently, no major impact on the assets of the PILL is envisaged and the PILL will comfortably be able to service its business commitments and other statutory financial obligations. At present the management does not see any medium to long term risks in the PILL's ability to continue as a going concern and meeting its liabilities as and when they fall due.

Downtime gave management opportunity to look inward and improve the business model:

1

Adding on new designs

2

Concentration on **Product Handling Material and Waste management products**

3

Concentration on **e-commerce**

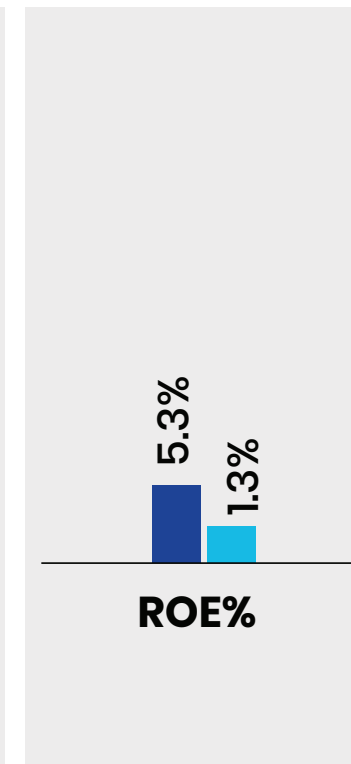
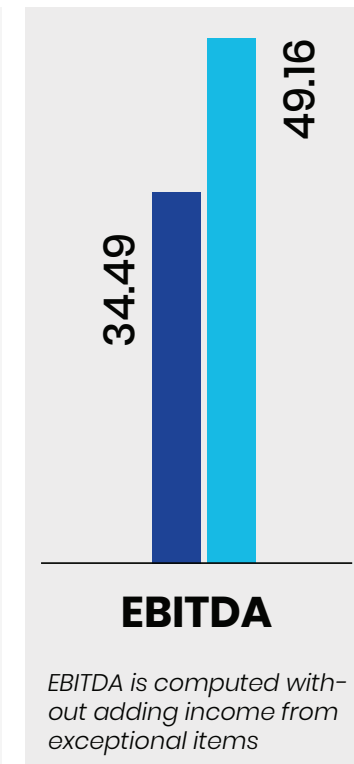
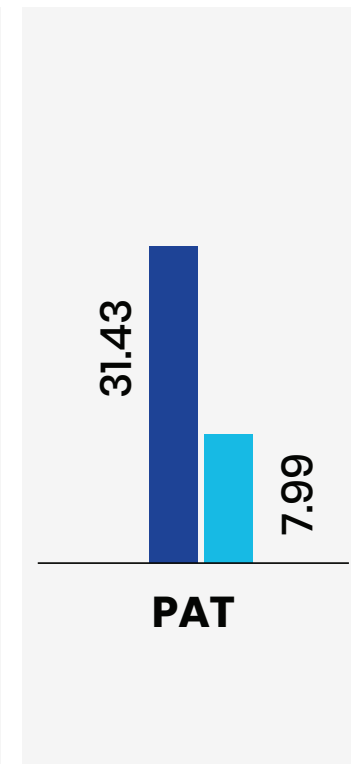
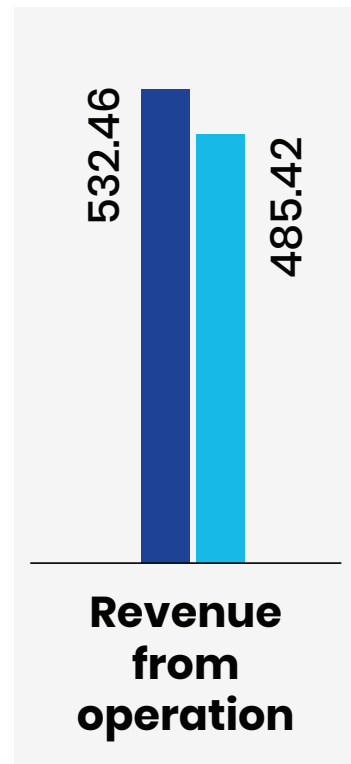
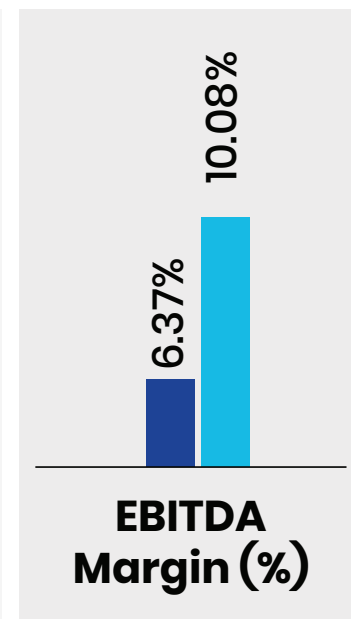
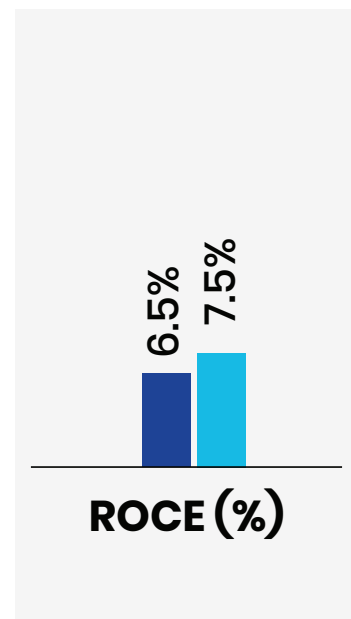
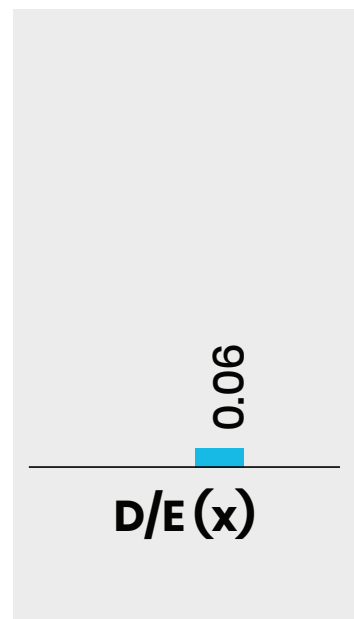
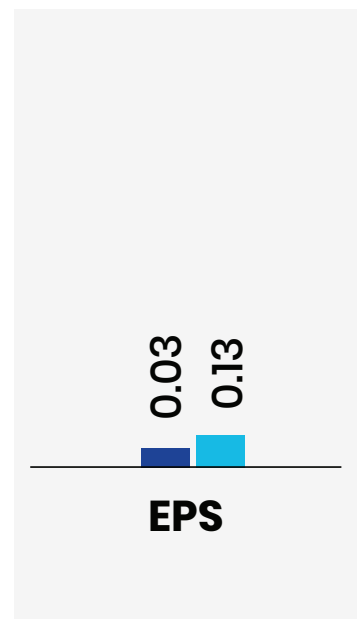
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Increased **digital engagement by collaborating with Amazon, Pepperfry and Flipkart**

5

Following stringent protocols **to protect the safety of employees and customers**

Financial Snapshot



■ FY 2019 ■ FY 2020

Financial **Highlights** of Q3 FY21 v/s Q3 FY20

| Particulars | ₹ MN | | GROWTH (%) |
|---|---------------|---------------|----------------|
| | Q3 FY21 | Q3 FY20 | |
| Value of Sales and Services (Revenue) | 219.83 | 146.89 | |
| Less: GST Recovered | 32.56 | 21.47 | |
| Revenue from Operations | 187.27 | 125.42 | 49.31% |
| Other Income | 0.15 | 0 | |
| Total Revenue | 187.42 | 125.42 | 49.43% |
| Total Expenses | 167.15 | 118.83 | |
| EBITDA | 22.57 | 7.92 | 184.97% |
| EBITDA Margin (%) | 12.04% | 6.31% | 90.80% |
| Depreciation | 1.07 | 0.92 | |
| Finance Cost | 1.23 | 0.41 | |
| PBT | 20.27 | 6.59 | |
| Tax | - | - | - |
| PAT | 20.27 | 6.59 | 207.58% |
| TOTAL Comprehensive PAT Margin % | 10.82% | 5.25% | 105.90% |

Financial Performance Comparison – Q3 FY21 v/s Q3 FY20

- The Revenue from operations increased by 49.31% from ₹125.42 in Q3 of FY20 to ₹187.27 mn in Q3 of FY21, mainly on account of product mix (i.e. Value added products). Commencement of production at Silvassa Plant has further enhanced the sales, which was buttressed by distribution channels from southern, western and northern part of the Country.
- EBITDA increased by 184.97% from ₹7.92 mn in Q3 of FY20 to ₹22.57 mn in Q3 of FY21 led by splurge in sales of value added and high margin products.
- EBITDA margins (%) expanded by 90.80% from 6.31% in Q3 of FY20 to 12.04 % in Q3 of FY21
- Net profit after tax increased by 207.58% from ₹6.59 mn in Q3 of FY20 to ₹20.27 mn in Q3 of FY21

Financial Summary of **FY19 & FY20**

Income Statement (P&L)

| Particulars (₹ MN) | FY20 | FY19 |
|------------------------------------|---------------|---------------|
| Revenue from Operations | 485.42 | 532.46 |
| Other Income | 2.47 | 8.60 |
| Total Revenue | 487.89 | 541.06 |
| Total Expenses | 444.60 | 511.33 |
| EBITDA | 49.16 | 34.49 |
| EBITDA Margin (%) | 10.08% | 6.37% |
| Depreciation | 3.98 | 3.27 |
| Finance Cost | 1.90 | 1.50 |
| PBT before Exceptional Item | 43.28 | 29.72 |
| Exceptional Items | - | 7.51 |
| PBT | 43.28 | 37.23 |
| Tax | 35.29 | 5.80 |
| PAT | 7.99 | 31.43 |
| PAT Margin % | 1.64% | 5.81% |
| Diluted EPS | 0.13 | 0.03 |

Financial **Profile** on FY20 v/s FY19 performance:

1

Total income from operation declined by **8.8% YoY from ₹532.46 mn in FY19 to ₹485.42 mn in FY20** mainly due to PILL's focus on manufacturing thereby reducing the trading activity during the year under review.

2

The EBITDA expanded by **42.5% from ₹34.49 mn in FY19 to ₹49.16 mn in FY20** led by splurge in sales of value added and high margin products.

3

Finance cost increased by **26.9% from ₹1.50 mn in FY19 to ₹1.90 mn in FY20.**

4

Net profit stood at **₹7.99 mn in FY20**, compared to ₹31.43 mn in FY19.

5

Return on Capital Employed (ROCE) **increased from 6% in FY19 to 8.5% in FY20.**

6

Total Fixed Assets grew by **42% from ₹43.59 mn in FY19 to ₹61.82 mn in FY20**

7

Total Current Assets stood at **₹603.57 mn in FY20, Compared to ₹537.02 mn in FY19**



Financial Summary of **FY19 & FY20**

Balance Sheet

| Assets (₹ MN) | FY20 | FY19 |
|---|---------------|---------------|
| Fixed Assets | | |
| Tangible Assets | 61.81 | 43.59 |
| Intangible Assets | 0.18 | 0.12 |
| Total Fixed Assets | 61.99 | 43.71 |
| Non -Current Investment & Other Financial Asset | 0.10 | 0.10 |
| Deferred Tax & Other tax Assets | 26.57 | 61.86 |
| Other Non-Currents Assets | 5.16 | 4.34 |
| Current Assets | | |
| Inventories | 111.69 | 88.30 |
| Trade Receivable | 59.46 | 47.71 |
| Cash & Cash Equivalent | 2.11 | 0.84 |
| Loans | 403.14 | 383.73 |
| Other Financial Assets | - | - |
| Other Current Assets | 27.18 | 16.44 |
| Total Current Assets | 603.58 | 537.02 |
| Total | 697.40 | 647.03 |

Financial Summary of **FY19 & FY20**

Balance Sheet contd..

| Liabilities (₹ MN) | FY20 | FY19 |
|------------------------------------|---------------|---------------|
| Shareholders Fund | | |
| Share Capital | 235.00 | 235.00 |
| Reserve and Surplus | 368.00 | 360.00 |
| Total Shareholders Fund | 603.00 | 595.00 |
| Non-Current Liabilities | | |
| Long term Borrowing | - | - |
| Other Financial Liabilities | - | - |
| Total Non-Current Liability | - | - |
| Current Liabilities | | |
| Short Term Borrowing | 37.82 | - |
| Trade Payable | 45.45 | 33.99 |
| Other Current Liabilities | 9.93 | 12.28 |
| Short Term Provision | 1.20 | 1.17 |
| Current Tax Liabilities | - | 4.59 |
| Total Current Liabilities | 94.40 | 52.03 |
| Total | 697.40 | 647.03 |

Forward looking **Strategy & Guidance**

1

PILL is evaluating assets for contract manufacturing in southern India. This will led to create our footprint in the southern part of the country.

2

New additions in our existing product portfolio is expected to mark a notable contribution in the sales with growing online and offline presence.

3

PILL aims to strengthen its relations with the State Government and Municipal Corporations for the tenders of 'Waste Handling Products' aligned with 'Clean India Movement'.

4

PILL is widening its market presence with continuous increase in the nos of dealers and distributors network across India.

5

PILL intends to grow its Revenue by 20-25% and expansion in the EBITDA margin by approximately 200 basis points on Y-o-Y basis for the next two years.

6

With the long-term lease from Kisan Mouldings, the manufacturing capabilities of PILL would increase, considering the incremental volume of the added product lines.

7

Growing geographical footprint in the international market over the next few years.

8

PILL is widening its sales through Government e-Marketplace (GEM) portal and supplying material handling equipment to e-commerce companies. With this, the pie of Material handling products are expected to increase in the total sales.



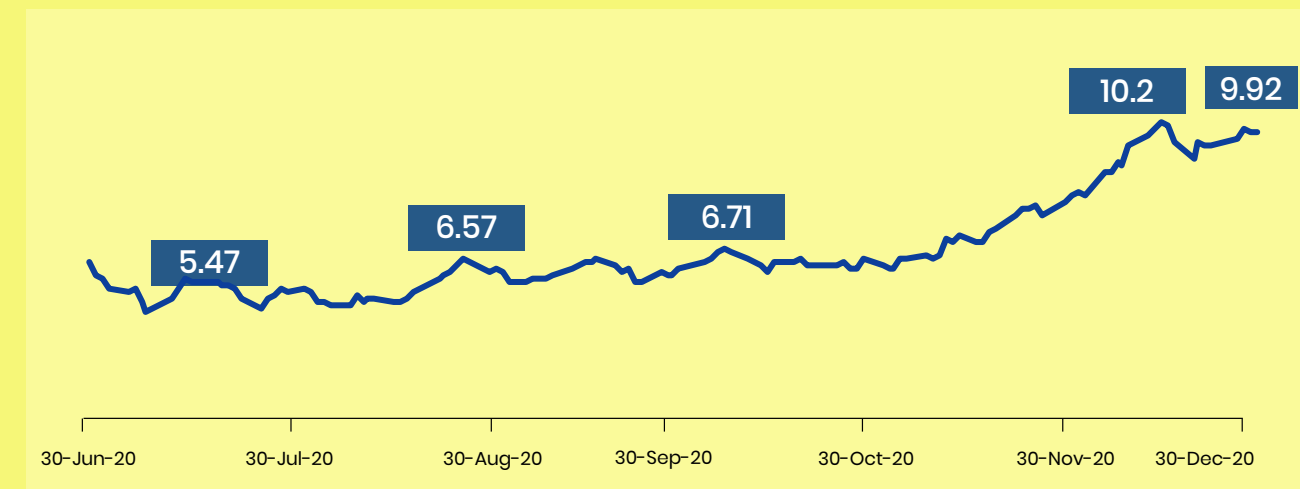
Shareholding **Pattern** as on 31st December 2020

| Category | Total no. of shares held | Shareholding as a % of total no. of shares |
|-------------------------------|--------------------------|--|
| (A) Promoter & Promoter Group | 15,53,73,378 | 66.12 |
| (B) Public | 7,96,26,622 | 33.88 |
| Total | 23,50,00,000 | 100% |

Market Indicators

| | |
|-----------------------------|--------------|
| Listed on | BSE/NSE |
| Issued Shares | 23,50,00,000 |
| Share Price (31st Dec 2020) | ₹9.92 |
| Market Capitalization | 2,331.20 Mn |
| 52 Weeks High / Low | 13/2.98 |

Stock Performance from June'20 – December'20





Thank You

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