



**TIME TECHNOPLAST LTD.**

Bringing Polymers To Life

Earnings Presentation – Q1-FY20

## Overview

- Time Technoplast Ltd. (TimeTech) is a Multinational conglomerate and one of the leading manufacturers of diversified range of polymer based products.
- Since its inception in 1992, the company has set itself apart from its competition by focusing on research and development, futuristic product design and superior customer service.
- The company has a strong presence in Asia & MENA regions with state-of-the-art manufacturing facilities in 11 countries.
- Company got listed on NSE & BSE in 2007, having a market capitalization of approximately INR 21,394 Mn as on 30th June, 2019.

## Business Mix

- **Established Products -**
  - **Industrial Packaging** – HM-HDPE plastic Drums/Jerry Cans and Pails
  - **Infrastructure** – Polyethylene (PE) pipes, Energy storage devices
  - **Technical & Lifestyle** – Turf & Matting, Disposable Bins, Auto Products
- **Value Added Products:** Intermediate Bulk Container (IBC), Composite Cylinders, MOX Film (Techpaulin)

## Marquee Clients

- **Chemicals** – BASF, Huntsman, Bayer, Aditya Birla Chemicals, Du Pont, Dow, Eco Lab, Solvay, Etc.
- **Petrochemicals** – Shell, Indian Oil, Gulf, ExxonMobil, Total, etc.
- **Auto:** Ashok Leyland, Tata Motors, Eicher Motors, Volvo, Etc.
- **Others** – Cargill, GE, L&T, Nestle, Wipro, LEAP India, Etc.

## FY19 Financial Highlights

- Total Income – **INR 35,670 Mn**
- EBITDA - **INR 5,267 Mn**
- PAT - **INR 2,027 Mn**



**Largest** producer of large size plastic drums worldwide



**Market leader** in 8 out of 11 countries



**3rd largest** Intermediate Bulk Container (IBC) manufacturer worldwide



**2nd largest** Composite Cylinder manufacturer worldwide



**Largest** Range of composite cylinder worldwide

**FY19**  
Total Income  
INR 35,670 Mn  
YoY – 15%  
  
10 Year CAGR  
16%

**FY19**  
EBITDA  
INR 5,267 Mn  
YoY – 11%

**FY19**  
PAT  
INR 2,027 Mn  
YoY – 12%

**900 +**  
Institutional  
customers  
globally

**3,600 +**  
Employees

**14 +**  
Recognized  
Brands

***Our Motto is “Bringing Polymers to Life”, through Innovation & Technology.***

# Product Portfolio



Established Products

<p><b>Drums &amp; Containers</b></p>	<p><b>Jerry Cans</b></p>	<p><b>Conipack Pails</b></p>	<p><b>Mats</b></p>
<p><b>DWC Pipes</b></p>	<p><b>HDPE Pipes</b></p>	<p><b>Disposal Bins</b></p>	<p><b>Energy Storage Devices</b></p>
<p><b>Fuel Tanks</b></p>	<p><b>Rain Flaps</b></p>	<p><b>Material Handling</b></p>	<p><b>DuroGel</b></p>

Value Added Products

<p><b>Composite Cylinders</b></p>	<p><b>Composite IBCs</b></p>	<p><b>MOX Films</b></p>
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Established Brands


# Q1-FY20 Key Financial Highlights (Consolidated)



Particulars (INR Mn)	Q1-FY20	Q1-FY19	Y-o-Y Growth
<b>Total Income</b>	<b>8,684</b>	<b>7,819</b>	<b>11.06%</b>
EBITDA	1,267	1,208	4.88%
<b>EBITDA Margins</b>	<b>14.59%</b>	<b>15.45%</b>	<b>(86) Bps</b>
PAT	438	433	1.15%
<b>PAT Margins</b>	<b>5.04%</b>	<b>5.54%</b>	<b>(50) Bps</b>
<b>Cash Profit</b>	<b>840</b>	<b>832</b>	<b>0.96%</b>
<b>Volume Growth</b>			<b>14%</b>

# Q1-FY20 Financial Highlights



- Revenue growth achieved: 11% (India – 12%; Overseas– 10%)
- Volume growth achieved: 14% (India – 14%; Overseas– 13%)
- India & Overseas Revenue: Q1-FY20 - 70% : 30% (Q1-FY19 - 69% : 31%)
- India & Overseas EBITDA margins Q1-FY20: India 14.69%; Overseas 14.34%
- Net Margin (PAT): India 4.77%; Overseas 5.67%. Margins are higher in Overseas due to lower tax rate.
- Effective Tax Rate: 25.28% (India 28.72%; Overseas 17.39%)
- Total Debt as of Q1-FY20 is at INR 8,381 Mn as against INR 8,399 Mn in FY19
- Net cash from Operating Activities in Q1-FY20 is INR 385 Mn
- The value added products grew by 15% in Q1-FY20 as compared to the corresponding previous quarter. The share of value added products is 20% of the total sales in Q1-FY20 as against 19% in Q1-FY19. The company's focus remains to increase the share of value added products in its revenue.

# Q1-FY20 Operational Highlights



- Capacity utilization: Overall 80% (India – 83%; Overseas – 74%)
- Total capex in Q1-FY20: INR 304 Mn
- Established Products for capacity expansion, re-engineering and automation: INR 202 Mn
- Value Added Products: INR 102 Mn

## Pipes

- Healthy Order Book continues in our PE Pipe business of INR 3,500 Mn (Approx)
- Supply of newly launched new generation multilayer PE pipes for power / communication cable duct with silicon in-lining continues to get overwhelming business. The pipes/ducts have substantial business potential specially in Smart Cities.

## Industrial Packaging

- Completed Greenfield project for manufacturing of IBC Bottle in Chicago & Houston, USA and commenced Commercial Sale for which we are receiving overwhelming response.
- Project of Greenfield manufacturing facility at Malur near Bengaluru, India for manufacturing of packaging product is completed and production started in Q1 of FY20.
- Brownfield expansion in India and overseas locations continues for future growth and leveraging of existing infrastructures.

## MOX

- Company innovating new applications of the MOX films. The Company is launching new products in the market like Truck covers, Pond Liners, Mulching Film & Poly house Films.
- Focusing on new export markets i.e. Thailand, Malaysia, Germany, UK & USA

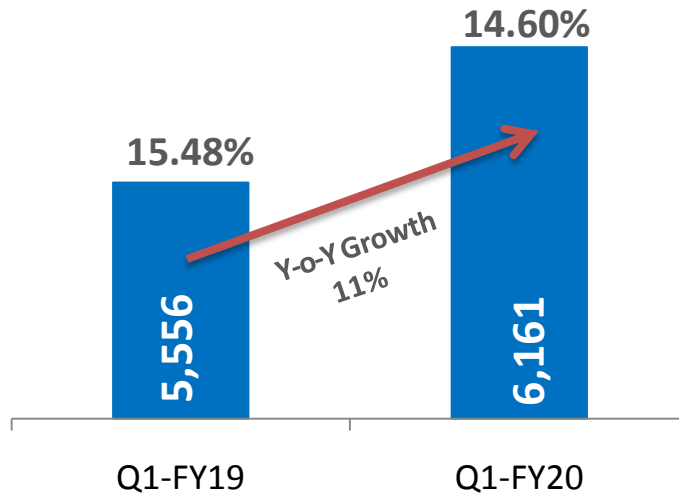
## Turf & Matting

- Launched new range of next Generation Matting products i.e. Duro Gel & Duro Comfort.

# Polymer and Composite Products

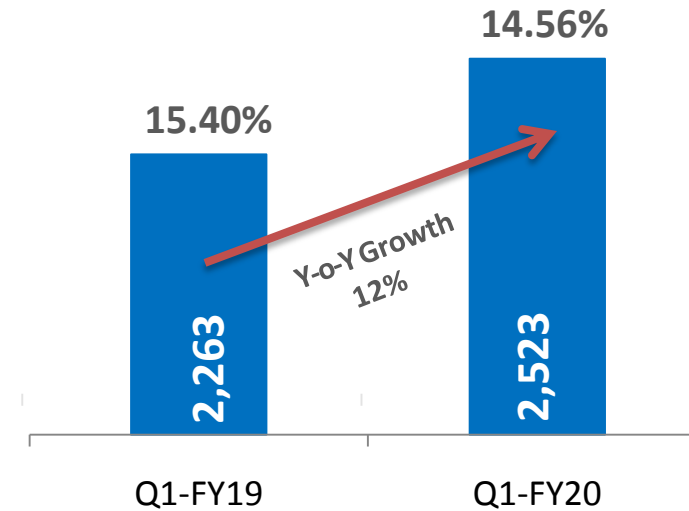
## Polymer Products\*

Revenue (INR Mn) & EBITDA Margins (%)

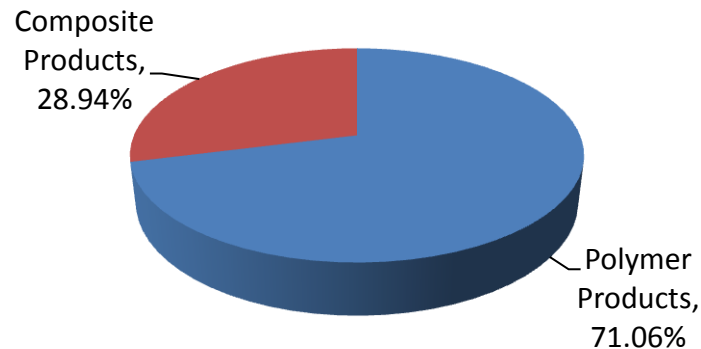


## Composite Products\*\*

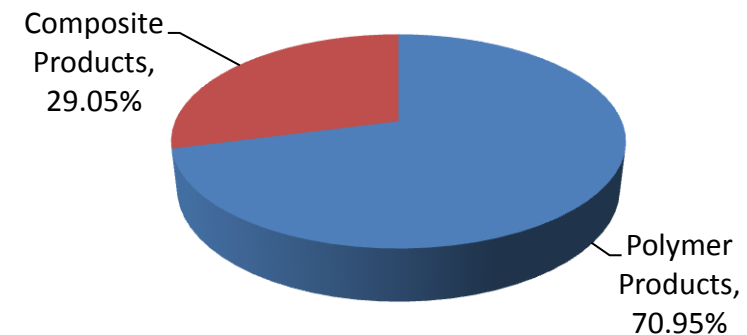
Revenue (INR Mn) & EBITDA Margins (%)



## Revenue Share – Q1-FY19



## Revenue Share – Q1-FY20



\***Polymer Products**– HM-HDPE plastic Drums/Jerry Cans and Pails, Polyethylene (PE) pipes, Turf & Mattings, Disposable Bins and MOX Films

\*\***Composite Products**: Intermediate Bulk Containers (IBC), Composite Cylinders, Energy storage devices, Auto Products and Steel Drums.



# Consolidated Quarterly Income Statement



Particulars (INR Mn)	Q1-FY20	Q1-FY19	Y-o-Y
<b>Total Income</b>	<b>8,684</b>	<b>7,819</b>	<b>11.06%</b>
Total Expenses	7,417	6,611	-
<b>EBITDA</b>	<b>1,267</b>	<b>1,208</b>	<b>4.88%</b>
<b>EBITDA Margin (%)</b>	<b>14.59%</b>	<b>15.45%</b>	<b>(86) Bps</b>
Finance Cost (Net)	275	227	-
Depreciation	394	392	-
<b>PBT</b>	<b>598</b>	<b>589</b>	<b>1.53%</b>
Tax	151	149	-
<b>PAT before Minority Interest</b>	<b>447</b>	<b>440</b>	<b>1.59%</b>
Minority Interest	9	7	-
<b>PAT after Minority Interest</b>	<b>438</b>	<b>433</b>	<b>1.15%</b>
<b>PAT Margins (%)</b>	<b>5.04%</b>	<b>5.54%</b>	<b>(50) Bps</b>
EPS (INR)	1.94	1.91	1.57%

# Historical Consolidated Income Statement



Particulars (INR Mn)	FY17	FY18	FY19
<b>Total Income</b>	<b>27,568</b>	<b>31,049</b>	<b>35,670</b>
Total Expenses	23,504	26,297	30,403
<b>EBITDA</b>	<b>4,064</b>	<b>4,752</b>	<b>5,267</b>
<b>EBITDA Margin (%)</b>	<b>14.74%</b>	<b>15.30%</b>	<b>14.77%</b>
Finance Cost(Net)	901	875	986
Depreciation	1,155	1,372	1,461
<b>PBT</b>	<b>2,008</b>	<b>2,505</b>	<b>2,820</b>
Tax	494	652	735
<b>PAT before Minority Interest</b>	<b>1,514</b>	<b>1,853</b>	<b>2,085</b>
Minority Interest	43	49	58
<b>PAT after Minority Interest</b>	<b>1,471</b>	<b>1,804</b>	<b>2,027</b>
<b>PAT Margins (%)</b>	<b>5.33%</b>	<b>5.81%</b>	<b>5.68%</b>
Basic & Diluted EPS [INR]	6.90	7.98	8.96

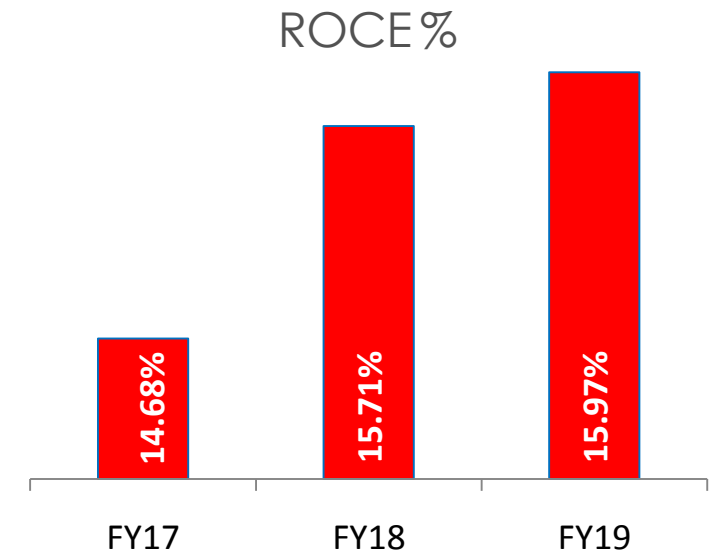
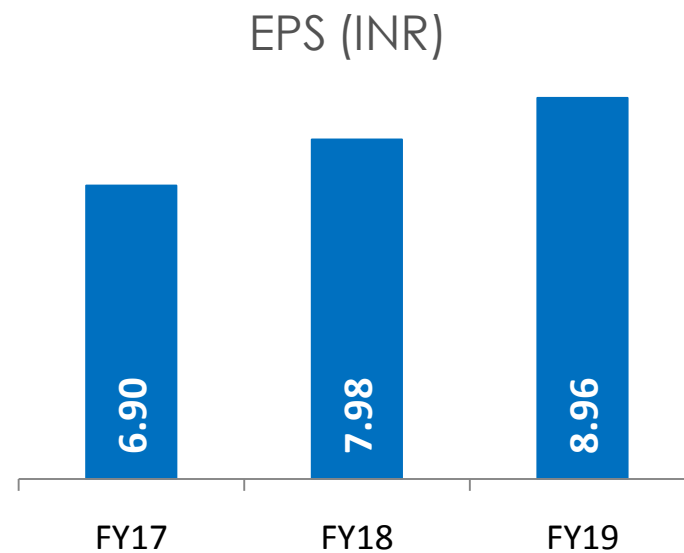
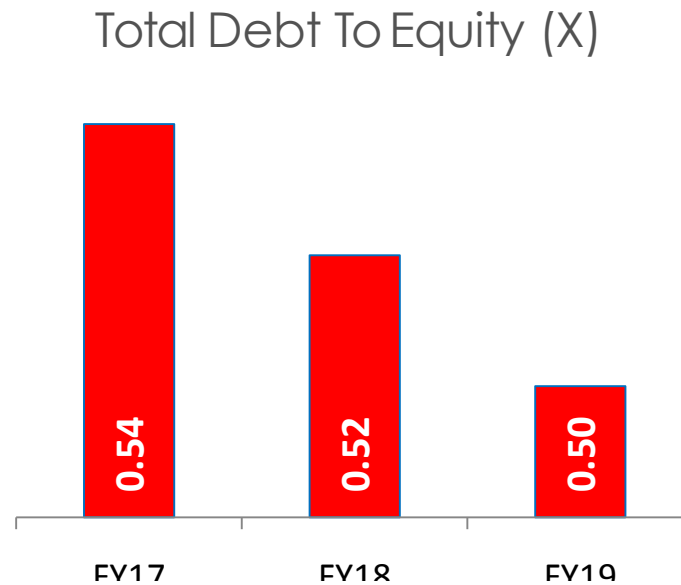
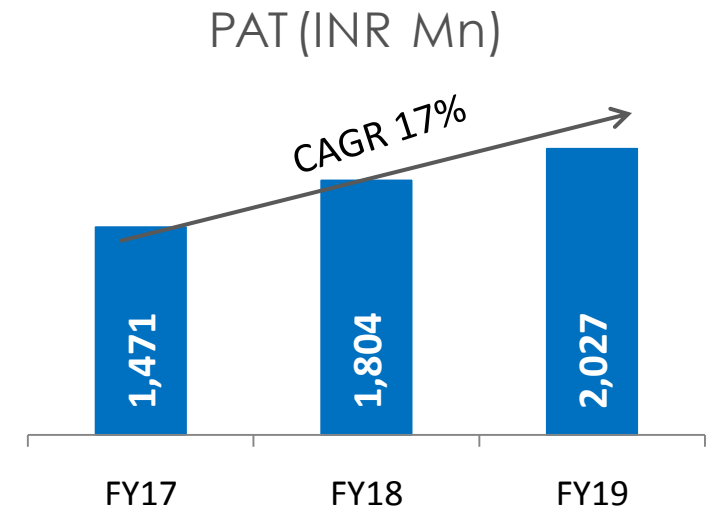
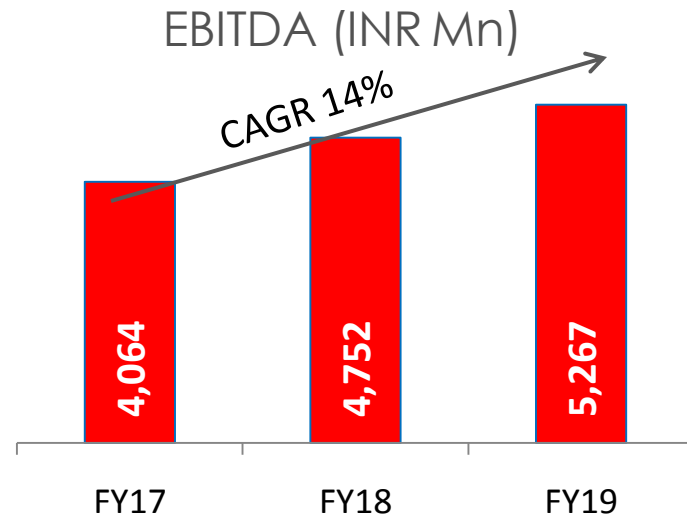
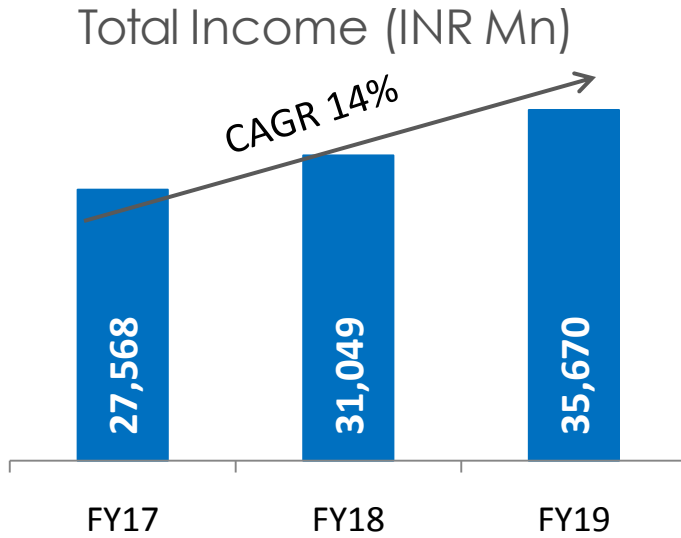
# Consolidated Balance Sheet



Particulars (INR Mn)	FY18	FY19
<b>Equity &amp; Liabilities</b>		
<b>Shareholder's Funds</b>		
Share Capital	226	226
Other Equity	14,605	16,466
<b>Total Shareholder's Fund</b>	<b>14,831</b>	<b>16,692</b>
Minority Interest	405	463
<b>Non-Current Liabilities</b>		
Long-Term Borrowings	3,302	3,183
Deferred Tax Liabilities (Net)	581	730
<b>Total Non Current Liabilities</b>	<b>3,883</b>	<b>3,913</b>
<b>Current Liabilities</b>		
Short-Term Borrowings	3,549	4,231
Trade Payables	4,370	4,749
Other Financial Liabilities	925	991
Other Current Liabilities	419	452
Short-Term Provisions	83	92
Current Tax Liabilities	454	415
<b>Total Current Liabilities</b>	<b>9,800</b>	<b>10,930</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>28,919</b>	<b>31,998</b>

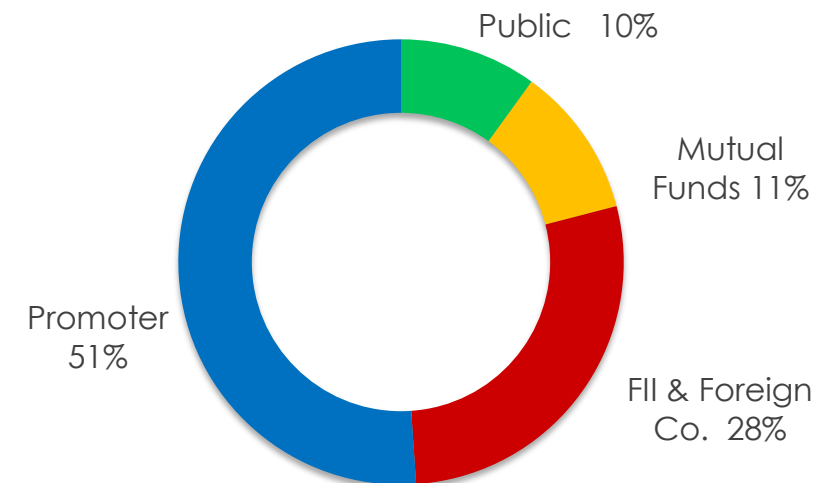
Particulars (INR Mn)	FY18	FY19
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Fixed Assets		
Property, Plant & Equipment	11,991	12,785
Intangible Assets	6	6
Capital Work-in-Progress	941	983
Others Financial Assets / Long Term Loans & Advances	220	274
<b>Total Non Current Assets</b>	<b>13,158</b>	<b>14,048</b>
<b>Current Assets</b>		
Inventories	6,409	7,373
Trade Receivables	6,703	7,842
Cash and Cash Equivalents & Bank Balance	740	666
Other Advances	771	788
Other Current Assets	1,138	1,281
<b>Total Current Assets</b>	<b>15,761</b>	<b>17,950</b>
<b>TOTAL - ASSETS</b>	<b>28,919</b>	<b>31,998</b>

# Consolidated Financials Highlights



Price Data As Per BSE (30 <sup>th</sup> June, 2019)	
Face Value (INR)	1.0
Market Price (INR)	94.6
52 Week H/L (INR)	165.0/73.7
Market Cap (INR Mn)	21,393.5
Equity Shares Outstanding (Mn)	226.1
1 Year Avg. trading volume ('000)	230.0

Shareholding Pattern as on 30<sup>th</sup> June, 2019



Marquee Investors as on 30 <sup>th</sup> June, 2019	(% of Total Equity)
NT ASIAN DISCOVERY FUND	14.9
HDFC TRUSTEE	9.0
GRANDEUR PEAK	3.4
KAPITAL FORENINGEN INVESTIN PRO, (DALTON )	3.2
RELIANCE CAPITAL TRUSTEE CO. LTD. – A/C RELIANCE TAX SAVER (ELSS) FUND	1.8
MORGAN STANLEY	1.0
ASHISH KACHOLIA	1.0

## Time Technoplast Ltd.

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THANK YOU