



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

30<sup>th</sup> September, 2021

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 of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai-400051. Ref: MOLDTKPAC - EQ
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Dear Sir,

**Sub: Outcome of the 24<sup>th</sup> Annual General Meeting held on 30<sup>th</sup> September, 2021.**

The 24<sup>th</sup> Annual General Meeting of the Members of the company was held on 30<sup>th</sup> September, 2021 at 11:00 a.m. through Video Conferencing/ Other Audio-Visual means as per the guidelines issued by the Ministry of Corporate Affairs (MCA) vide Circular No. 14/2020 dated April 8, 2020, Circular No.17/2020 dated April 13, 2020 and Circular No. 20/2020 dated May 05, 2020, Circular No. SEBI/ HO/CFD/ CMD1/CIR/P/2020/79 dated 12 May, 2020 and SEBI/HO/CFD/CMD2/CIR/P/2021/11 dated January 15, 2021 issued by SEBI.

The Requisite quorum was present at the meeting.

Mr. J Lakshmana Rao, Chairman and Managing Director, gave an overview of the financial performance of the company for the financial year ended 31<sup>st</sup> March, 2021 and its future outlook.

The Company Secretary informed members that pursuant to the provisions of the Companies Act, 2013 and rules framed there under and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the company had extended the remote e-voting facility to the members of the company in respect of the resolutions to be passed at the meeting. The remote e-voting Commenced at 9.00 a.m. on 26<sup>th</sup> September, 2021 and ended at 5.00 p.m. on 29<sup>th</sup> September, 2021.

He further informed that the Board of Directors has engaged the services of CDSL as the agency to provide remote e-voting facility, e-voting in Annual General Meeting and have appointed Mr. Ashish Gaggar, Practicing Company Secretary as the scrutinizer for the purpose of scrutinizing remote e-voting process and e-voting in Annual General Meeting.

**Thereafter, the following resolutions proposed in the notice calling the 24<sup>th</sup> Annual General Meeting:**

Item No.	Business
	<b>Ordinary Business:</b>
1.	To receive, consider and adopt the audited financial statements (including audited consolidated financial statements) for the financial year ended 31 <sup>st</sup> March, 2021 and the Reports of the Directors and Auditors thereon.
2.	To confirm the payment of interim dividend paid during the year and to declare final dividend on equity shares for the financial year ended 31 <sup>st</sup> March, 2021.

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Website : www.moldtekgroup.com CIN No: L21022TG1997PLC026542





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3.	To appoint a Director in place of Mr. Madireddy Srinivas, Whole Time Director (DIN: 01311417) who retires by rotation and being eligible, offers himself for re-appointment
4.	To appoint a Director in place of Mrs. J. Mytraeyi, Non-Executive Promoter Director (DIN: 01770112) who retires by rotation and being eligible, offers herself for re-appointment
	<b>Special Business:</b>
5.	To Increase/Revise the remuneration of Mr. Lakshmana Rao Janumahanti, Managing Director of the Company
6.	To Increase/Revise the remuneration of Mr. Subramanyam Adivishnu, Deputy Managing Director
7.	To Increase/Revise the remuneration of Mr. P. Venkateswara Rao, Deputy Managing Director
8.	To Increase/Revise the remuneration of Mr. Srinivas Madireddy, Whole-time Director of the Company
9.	To Approve revision in remuneration payable to A. Seshu Kumari, Chief Financial Officer for holding office or place of profit
10.	To approve revision in remuneration payable to Mr. J. Rana Pratap, holding office or place of profit
11.	To approve revision in remuneration payable to Mr. A Durga Sundeeep, holding office or place of profit
12.	Reclassification of certain members of Promoter Group from "Promoter and Promoter Group" category to "Public shareholding" category.

The Chairman announced that the consolidated scrutinizers report shall be placed on the website of the company, the website of CDSL and the same shall also be informed to the Stock Exchanges.

The results of voting as per Regulation 44 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (along with consolidated scrutinizers report) and proceedings of the Annual General Meeting will be sent to you separately.

*Further, a press release and a Power Point Presentation was presented to all the shareholders attending the 24<sup>th</sup> Annual General Meeting of the Company relating to business expansion and new plants, the same is enclosed herewith for your ready reference and for dissemination to public on your websites.*

This is for your information and records.

Thanking you,

**For MOLD-TEK PACKAGING LIMITED**

  
**J. Lakshmana Rao**  
(Chairman & Managing Director)  
DIN: 00649702



## PRESS RELEASE

30<sup>th</sup> September, 2021

# **MOLD-TEK PACKAGING FORAYING INTO INJECTION BLOW MOULDING (IBM) PACKAGING PRODUCTS WITH IN-MOLD LABELLING (IML) FOR PHARMA & COSMETICS**

- To set up 50000-sft plant for IBM packaging products with Rs 50 crore in Telangana in two phases
- IBM packaging products market size is more than Rs 5,000 cr
- To set up another plant in Uttar Pradesh with Rs 20 crore
- To make total investment of Rs 200 crore in next three years
- Targets more than Rs. 600 crore turnover in FY22, 25% growth from previous financial year, subject to control of COVID pandemic.
- Targets Rs 1,000 crore turnover in next 3-4 years

Hyderabad: Hyderabad-based Mold-Tek Packaging Limited is the leader in Injection molded plastic containers in India. Mold-tek has been the innovator and torch bearer in introducing many world class packaging features for Lubricants, Paints, Food and FMCG products.

Mold-tek is the first Company in India to introduce "*In-Mold Labelling (IML)*" concept for decorating plastic containers using **ROBOTS**. IML enables photographic quality decoration, maintaining complete hygiene and hands free production. Mold-Tek *is the only packaging company in the world to design and manufacture ROBOTS in-house* for IML decoration at 1/3<sup>rd</sup> the cost of imported ones apart from manufacturing IML labels in-house. Thus, Mold-Tek is a fully backward integrated packaging company, right from Product design, Mould making, Label printing & Robot manufacturing along with injection molding all under one roof. Recently, we have started manufacturing pumps for health care and personal care products as well.

### **IBM with IML**

#### **Entering high value added IBM products – Pharma & Cosmetics**

For the first time, Mold-Tek Packaging is entering Injection Blow Moulding (IBM) technology, which opens up vast opportunities in the Pharma, Cosmetics and FMCG industries. Indian IBM packaging market size is more than Rs. 5000 Crore, growing at a rate of 8-9% per annum. Our USP in this area would be IBM packs decorated with IML, a Novel Concept in India merging top-class hygiene and world class decoration. We hope to achieve around 5-6% market share in the next 4-5 years.

#### **Applications of IBM Containers**

- 1) Pharma – HDPE tablet containers & CRC Caps
- 2) Containers for FMCG& Cosmetics sector



The image shows a handwritten signature in blue ink over a circular blue stamp. The stamp contains the text "Mold-Tek Packaging Limited" around the top edge, "Hyderabad" in the center, and a small star at the bottom. A horizontal line extends from the right side of the signature.

We represent CHANGE. Our plan is to bring AGILITY in IBM space by partnering with top-class firms and innovate with them. Moldtek redefined client expectations and introduced numerous innovations to improve aesthetics, locking systems, drop resistance, sustainability and tamper-evidence across industries like paints, food, FMCG, cosmetics etc. Now, we plan to approach pharma and FMCG/Cosmetics space for these new IBM packs.

**Pharma regulatory market**, for which DMF filing & USFDA certified premises are required, is growing rapidly and Hyderabad being the hub of Indian Pharma industry, we have a significant locational advantage. Our in-house design studio, in collaboration with cutting edge pharmaceutical research and consulting organizations, came up with smart designs that make our packs more sustainable, user-friendly and cost-effective. Our tool-room's expertise in light weighting packs ranging from 100 ml to 20 ltrs, while maintaining pack performance, enables us to commercialize these packs easily. While these sleek packs cater to their current needs, our main vision is to partner with these premier Pharma & Biotechnology organizations, to co-develop new packs with improved utility, tamper evidence, aesthetics; in order to help them be more competitive in the global markets.

**In FMCG/Cosmetics sector, IBM products** are used over prolonged period of time resulting in wear and tear. IML ensures premium durable label decoration thus keeping label intact even over years together. This will be a fantastic combination for potential clients, who have been using primitive labelling techniques like shrink sleeve, paper labelling, even for luxury products. As clients like HUL, P&G, Mondelez, Wipro, etc find Mold-Tek's name synonymous to high quality, product design and service, tapping into this market is an obvious logical extension for us. Our design studio won 3 India Star awards and many accolades for co-developing innovative packs for MNCs like Mondelez, HUL, MTR, etc. and is poised to add great value in IBM packs as well.

We plan to quickly set up clean room facilities to start catering to this business, which is a Rs. 5000 Cr P.A. market. Initially we plan to set up a 10000 sq ft facility by April 2022, with an investment of Rs. 10 Cr. The goal is to expand this progressively to a 50000 sq ft facility at our land at IDA Sulthanpur, Ranga Reddy district, which can house 30 IBM machines and IM machines for caps, with a total outlay of another Rs 50 Cr in the period 2022-2024.

**New Plant at Uttar Pradesh:**

We are glad to inform that Company is setting up a new plant in Uttar Pradesh to cater to the demand in North region and in particular demand from KNP and Berger paints. Company has acquired 2.61 acres of land from UPSIDC in this regard. Pilot project is starting in October 2021 in leased premises at Unnao, Kanpur. We hope to establish the new plant fully functional by end of 2022, with an investment of Rs 20 Cr.

**New Products developments for Food & FMCG:**

By increasing the product range, the company expanded footprint into new segments like – restaurants, dates, growth enhancers, seeds, cosmetics, fertilizers, etc. Some of these segments will be our growth drivers over the next 2-3 years. Company has launched a range of products for sweets, confectionery and online food delivery. We already see excellent response from restaurants, who understand the need for leak-proof reusable packs. These are tamper evident and recyclable too.



Signature: [Handwritten Signature]  
Circular Stamp: Mold-Tek Packaging Limited, Hyderabad

### **Commercial supply of New & Improved dispensing pumps**

Identifying the right opportunity to build India's need gap for dispenser pumps, the company has successfully started commercial production and supplies of pumps. Mold-Tek being market leader analysed and developed superior quality pumps (with 100% online inspection) in terms of leak-proofness, durability and ease-of-use. Initially, we are focusing on Sanitizers, Lotions, Shampoos and later plan to enter cosmetics and premium oils. We are already supplying pumps to esteemed clients like Wipro, Godrej Consumer Products and many other FMCG players.

### **Variable Printing and QR codes: DIGITAL PACKAGING**

Mold-tek is the 1<sup>st</sup> company in India to successfully launch Variable printing to provide unique codes for products. This futuristic QR code technique provides complete traceability all across the supply chain. This smart packaging concept also revolutionizes consumer-brand interaction and promotional schemes. This is most critical for brands in this digital age where more purchases are being made online than in person. Commercial trials by some of our customers will be initiated soon.

### **Recycling:**

The company is planning to expand in-house recycling capacity to evaluate the possibility of using reprocessed plastic from our operations (mostly set up wastage). We also plan to increase recycled PP in all packaging containers with non-edible items like paints, lubricants, etc.

### **Aggressive Capex between 2016-21 and more to follow:**

Since beginning, Mold-Tek has been investing on innovative product range, capacity enhancement, setting up new manufacturing plants near to client's location to reap transport cost benefits.

While the gross investments is Rs.140 Cr till 2016 i.e 30 years from inception, the new investments in last 5 years are Rs 210 Cr, i.e **150% of 30 YEARS INVESTMENTS ARE MADE IN LAST 5 YEARS.**

Going forward with above diversification into IBM products and various geographical expansions, company hopes to invest Rs 200 crs in next three years, subject to market conditions.

Mr J Laxman Rao, Chairman and Managing Director, Mold-Tek Group, said: "Our entry into IBM products for Pharma and Cosmetics is a logical extension to exploit better value addition and enhancing shareholders wealth using our immense technological / innovative skills and backward integrated IML facilities and long standing business relations with major MNCs in India. Our company is all set for better growth in future as we have taken many market friendly initiatives at a time when Indian companies started perceiving packaging as a value add to their end products"



Mold-Tek Packaging Limited  
Hyderabad

**Expected growth in FUTURE...**

During the Current Financial Year in spite of COVID second wave, Mold-Tek is expecting to reach a net turnover of Rs.600+ Cr. with a growth rate of 25% over last financial year, subject to control of COVID pandemic. Introduction of QR coded IML, expansions at Mysuru and Vizag and new plant in Kanpur our Pails business will grow consistently in next few years.

Pumps and Diversification into IBM will add further boost to growth for next 5-6 years. Company hopes to reach Rs. 1000 Cr revenues in next 3-4 years.

**EBIDTA and Dividend**

Over the last 10 years, EBIDTA per KG has shot up from Rs 16.8 to Rs.36.5, with addition of high margin products like Pumps and IBM containers this is expected to grow further in next 4-5 years. Mold-Tek is a continuously high dividend paying Company; details of the same are given below.

Particulars	FY17	FY18	FY19	FY20	FY21
Dividend %	72	80	80	100	140
Payout in Rs. Cr.	11.99	13.35	13.35	16.71	19.54

**Recent Awards and Recognitions:**

- Mold-Tek has bagged SIES SOP STAR AWARD 2020 for its 5 ltr Square Packs for sanitizers
- Also received SIES SOP STAR Award 2019 in product packaging for design and development of Twist Packs ranging from 50 ml to 1000 ml. The Catchy packs are with Square shape at the bottom and round shape on the top.





POWER OF PACKAGING  
**UNLEASHED!**



# MOLD-TEK

Packaging Limited

35 YEARS OF  
EXPERIENCE

9 ISO CERTIFIED  
UNITS

BSE PUBLICLY  
NSE LISTED



[www.moldtekpackaging.com](http://www.moldtekpackaging.com)

# About MOLD-TEK

34 YEARS OF EXPERIENCE

9 ISO CERTIFIED UNITS

BSE PUBLICLY LISTED

70 MILLION USD IN REVENUE

AWARDS



**DUN & BRADSTREET**  
BEST PACKAGING COMPANY AWARD



**BEST SME & MOST TECH SAVVY**  
Among 150k Companies by **CNBC, TV18 & CRISIL**

Now Entering Injection Blow molding

Pharma Regulated – Light weight High Utility



Cosmetics & FMCG – 360 deg IML with IBM for first time in India



Injection Moulding



Modern Tool Room



Design Studio



Label Making



Develop Robots



# Injection Blow Molding (IBM) Market size

## Target Industries



**2200 Cr+** market with very high profitability. Requires DMF filing & USFDA approvals

Regulated  
Pharmaceutical  
Market



**2000 Cr+** market with immense growth potential. Requires Hygiene and best decoration

FMCG & Cosmetics



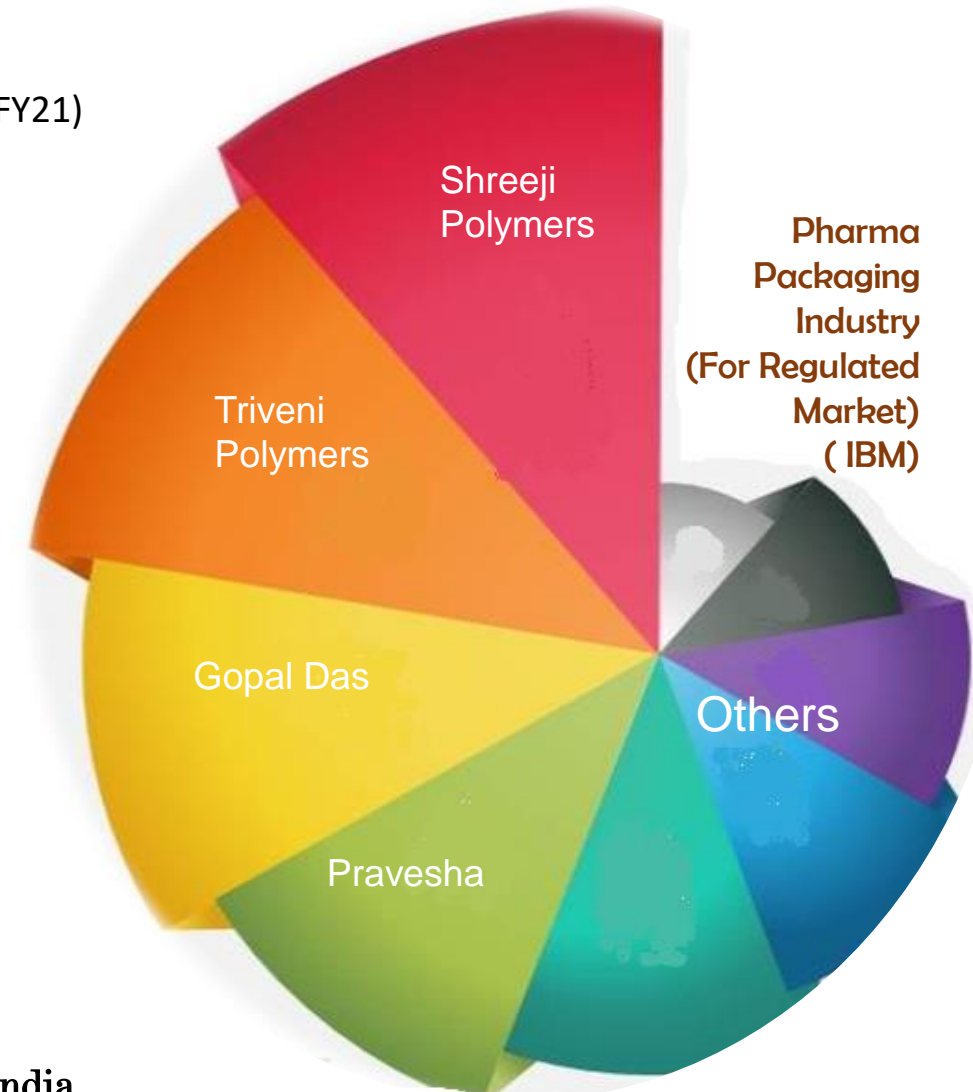
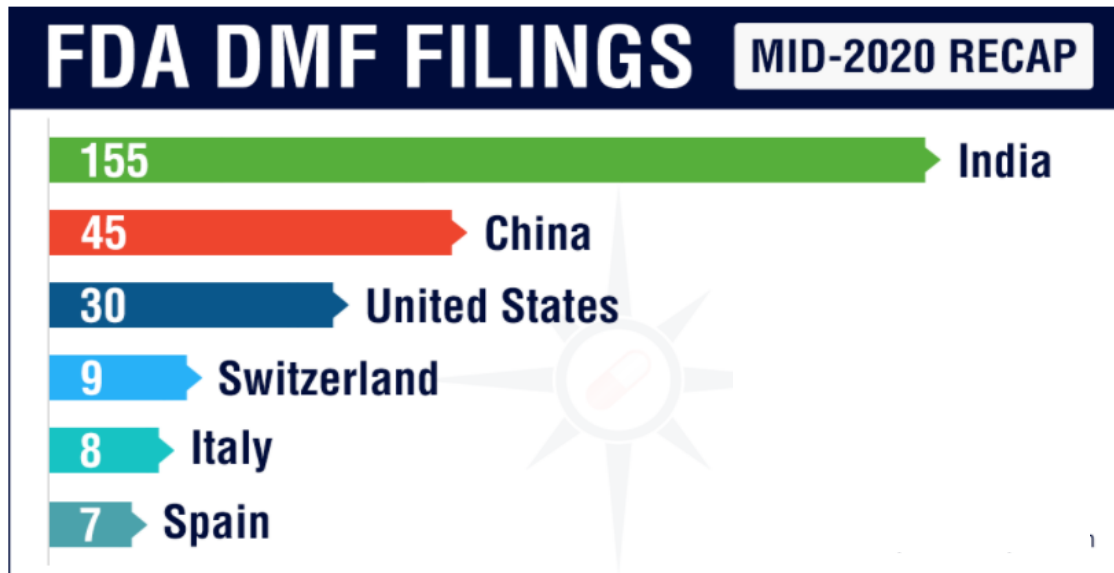
**800 Cr+** market growing rapidly. Requires Hygiene and innovative concepts

Domestic Pharma &  
Nutraceutical market

# Indian Regulatory Pharma Industry

- ❖ Indian Pharma - Total Industry to surpass \$60 Bn in 2 years ( currently at \$45 Bn)
- ❖ Globally ranks 3rd in terms of volume and 13<sup>th</sup> in terms of value
- ❖ Pharma Exports ( Regulated Market ) CAGR growth 10% ( \$17 Bn in FY17 → \$ 24 Bn in FY21)
- ❖ CARE Ratings expects better prospects in regulated and semi-regulated markets,

Numerous new US FDA approvals for our Indian Pharma companies



58 + Pharma Companies in Regulatory Market in India

# Product Profile in Pharma – CRCs and Tablet Bottles



- ❖ Working with premier research institutes and Pharma design consultants to establish low weight high-utility designs
- ❖ Sizes Ranging from 30 cc to 950 cc with 33, 38 and 53 mm neck diameters
- ❖ Each size having variants in terms of weights / utility / shelf life
- ❖ Caps are of 2 major category CT (Continuous threading) and CRC (Child resistant closures)

# Product Profile in Pharma – Next steps



- ❖ Can use same shapes for entry into Nutraceuticals market & domestic pharma market
- ❖ Once supplies start, partner with Pharma companies to co-develop better concepts using design studio
- ❖ IML can enable pharma companies to shift to better drug dispensing and delivery systems

# Cosmetics & FMCG Sector



- ❖ Already approached by companies like Unilever, P&G, Mondelez etc for IBM packs
- ❖ Need for world class decoration and unique shapes is driving shift towards IBM
- ❖ 360 degree IML on IBM packs for ultra HD branding - 1<sup>st</sup> time in India
- ❖ Leverage Design studio for new concepts



# Project IBM – 5 Year Action Plan

Initial Investment – 10 Cr

April 2022

- Establish Pilot Unit at U1
- 10,000 Sft Clean Room - Regulatory market ready
- 10-12 SKUs

Projected Investment – 20 Cr

Year 1

- Establish Pharma Production
- Complete DMF Filing for US FDA supplies
- Sampling & Stabilization with customers
- Parallely plan to on-board couple of FMCG / Cosmetics customer to book capacities

Projected Investment – 30 Cr

Jan - April 2023

- Complete new facility construction in Sulthanpur, Hyderabad
- 50,000 Sft Clean Room manufacturing space

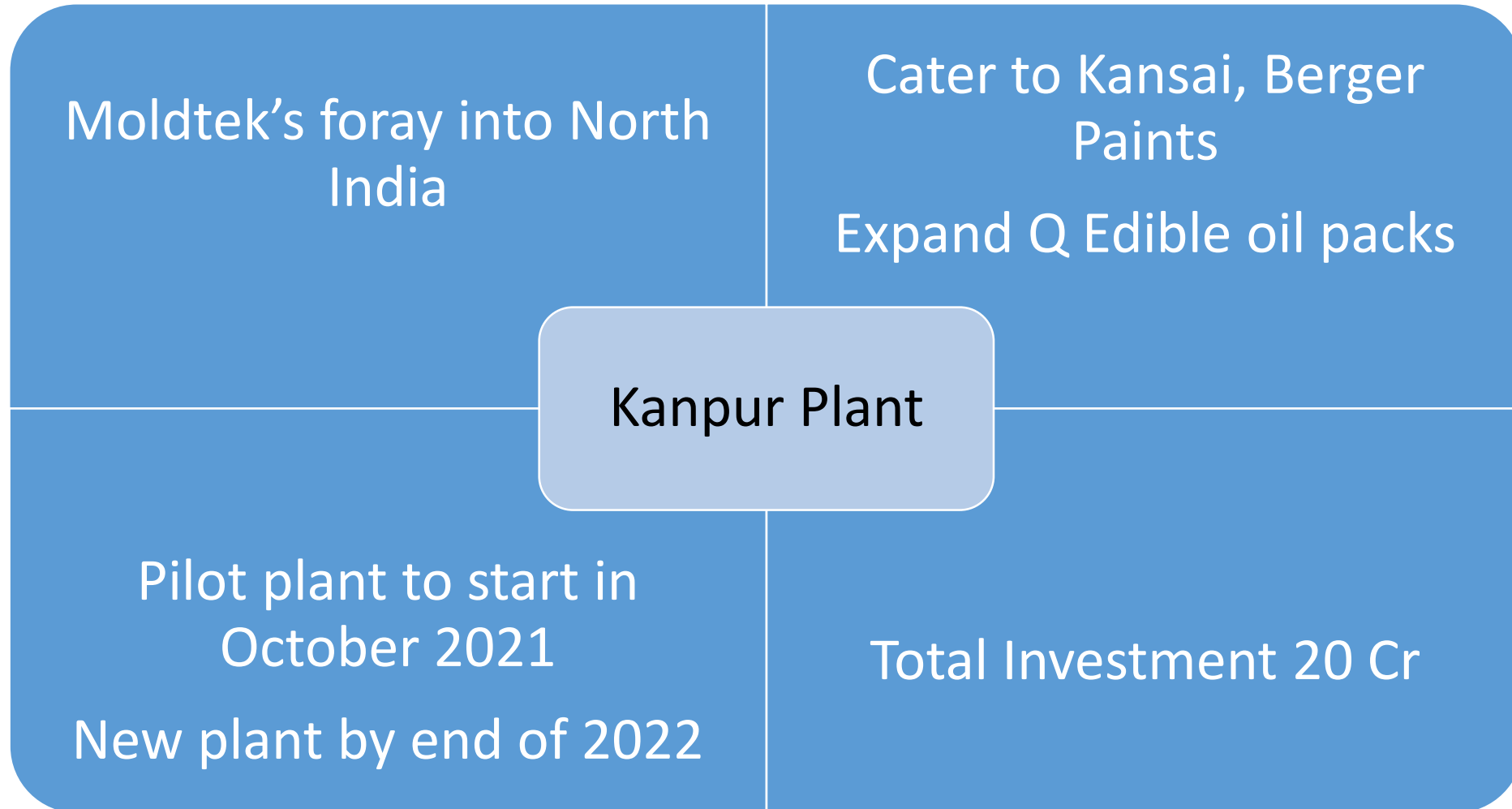
Further Investments – as required

Year 2,3

- Focus on capacity expansion
- New products in Pharma
- New Products & Concepts in FMCG & Cosmetics

**This will give access to a new market of ~8000-10,000 crores by 2026 where capturing 1% would mean additional revenue of 100 Cr at much higher margins**

# Growth Areas - Kanpur



# Growth Areas – Digital IML

Introducing for the first time in India - giving our customers complete control on their supply chain



## Digital IML

- Better trace-ability
- Dynamic Promotions
- Anti-Counterfeiting

Under commercial trials across sectors – Paints, Lubricants, FMCG



# New Product Launch & Focus areas

Launching Sweet Box range from  
250gm – 1000gm

Improved Dispensing Pumps –  
signed up customers like Wipro,  
Godrej and others

New packs for online food  
segment & diary

Sustainability - All our products  
are 100% recyclable

Working on using reprocessed  
plastic for non-edible packaging



# Thank you

## Contact

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