



# G M Polyplast Limited

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inquiry@gmpolyplast.com  
GST No. 26AACCG0610R1ZL

CIN No.: L25200MH2003PLC143288  
ISO 9001:2015 & 22000:2018 CERTIFIED  
Manufacturers of : HIPS, ABS, PET, PP, HDPE  
Sheets and Premium Quality Granules

To,  
The Manager,  
Listing Department  
BSE Limited,  
P.J. Tower, Dalal Street,  
Mumbai - 400 001.

Dear Sir/Madam,

Ref: Scrip code: 543239, G M Polyplast Limited.

Subject: Investor Presentation for H1 FY 2024-25

Dear Sir/Madam,

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for H1 FY 2024-25 of the Company.

Kindly take the same on record.

For and on behalf of the Board of Directors  
G M Polyplast Limited

Dimple Parmar  
Company Secretary and Compliance Officer  
Date: November 15, 2024  
Place Mumbai

**Office**

A/66, New Empire Industrial Estate, Kondivita Road, Near J.B Nagar, Andheri East- Mumbai 400059

**Factory**

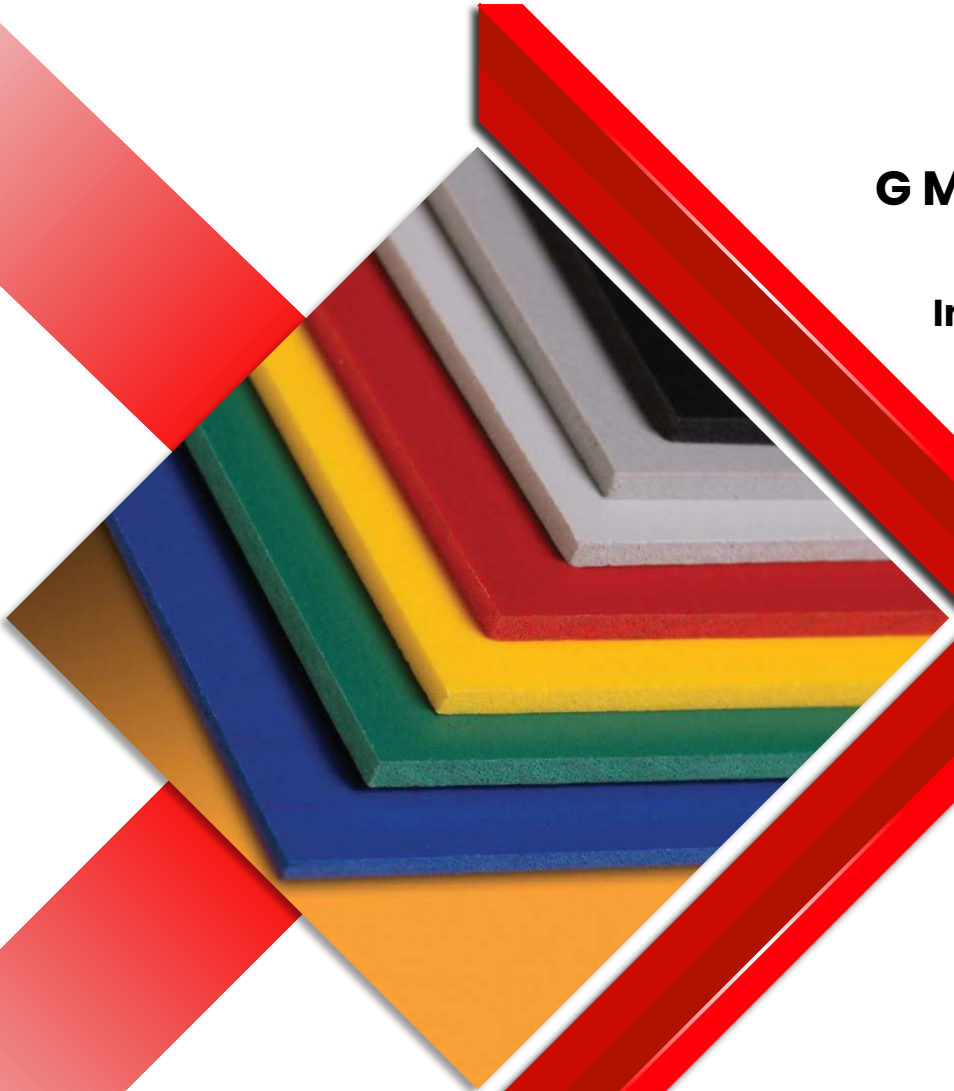
Plot No. 15,16 &17, Survey No. 217, Dadra Village, Silvassa, Dadra Nagar Haveli - 396230. (U.T.D.N.&H.)

Ph No. +91 82919 71685



**G M Polyplast Limited**

**Investor Presentation**



# Safe Harbour Statement

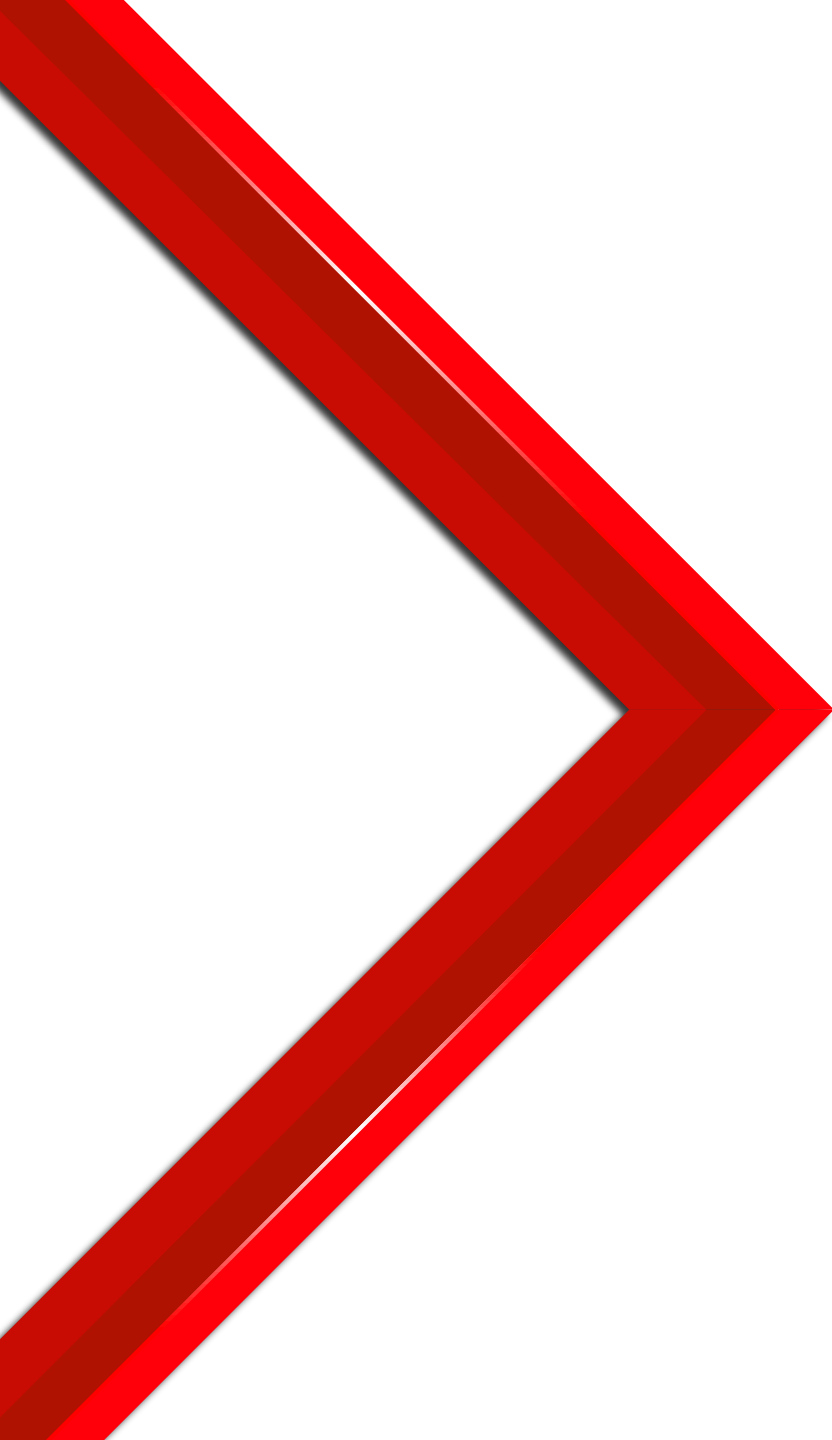
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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

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# **Company Overview**

# GM Polyplast

GM Polyplast Limited, established in 2003, has emerged as a prominent manufacturer and exporter of high-quality plastic sheets and granules, including HIPS, ABS, PET, PP, and HDPE. Listed on the Bombay Stock Exchange, GM Polyplast is renowned for its commitment to quality and its customer-centric approach. With ISO 9001 and ISO 22000 certifications, GM Polyplast upholds stringent quality standards, ensuring its products meet the diverse needs of industries such as pharmaceuticals, food packaging, automotive, and interior design.

GM Polyplast expanding into advanced materials such as ABS PMMA, ASA, and PC, GM Polyplast is positioning itself to meet the demands of premium segments, enhancing its market leadership. This move underscores the company's focus on innovation and quality, cementing its reputation as a reliable player in the competitive thermoplastics sector.

# Core Facts



**20**  
Years Of Experience



**125+**  
Team Size



**2**  
Business Verticals



**In House**  
Testing Facility



**ISO**  
Certified



**1,200**  
Clients

**18,000 MT**  
Total Capacity



**15+**  
Global Countries  
Customer Reach



**Pan India**  
Customer Reach



**10+**  
Industries Catered



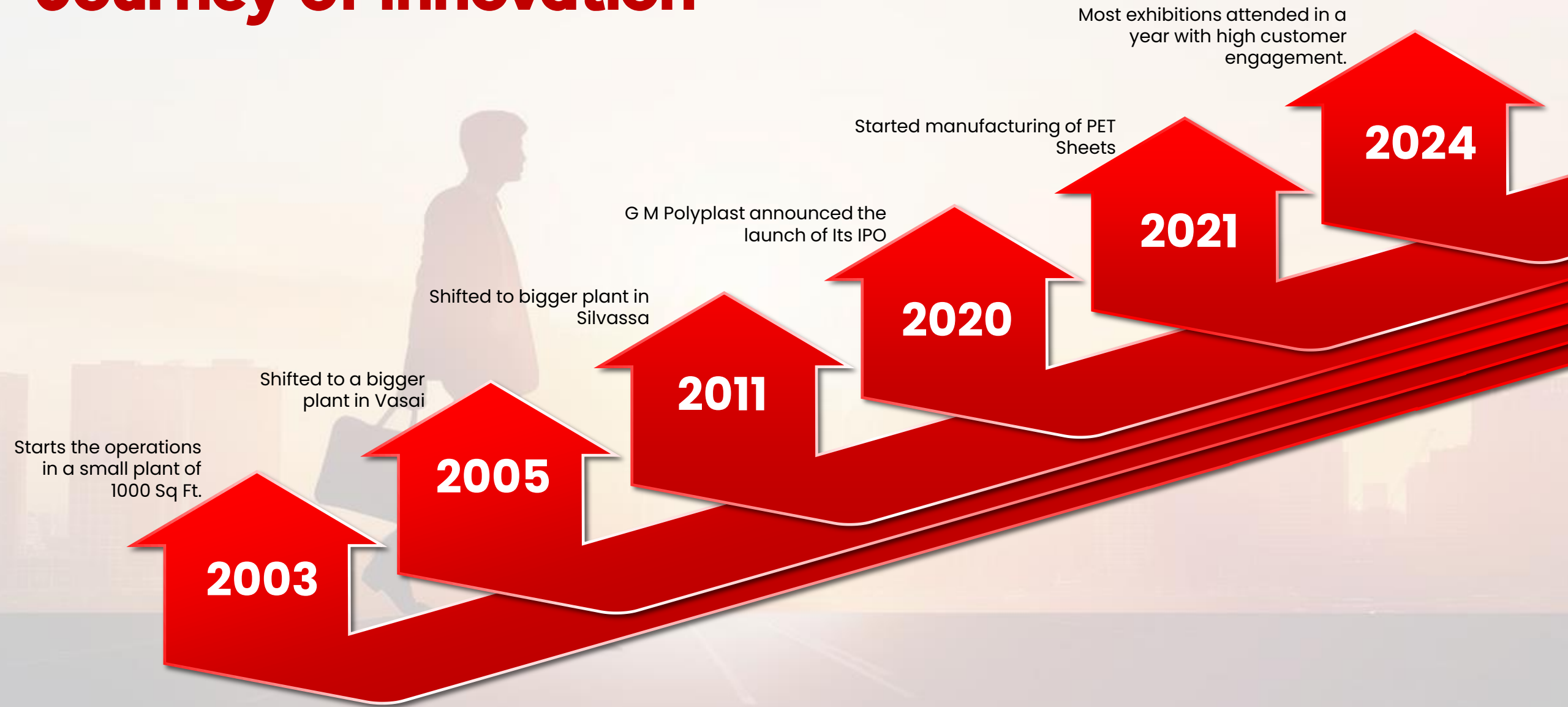
**FY24** (In ₹ '000)  
Revenue: 9,20,191  
EBITDA: 1,15,290  
PAT: 70,865



**FY24**  
ROE: 24.82%  
ROCE: 31.11%



# Journey of Innovation



# Certificates

## ISO 9001-2015

Certificado • Sertifika • प्रमाण पत्र • Zertifikat • شهادة

**G M POLYPLAST LIMITED**  
 Plot No. 15,16 & 17, Survey No. 217, Dadra Village,  
 Silvassa, Dadra Nagar Haveli- 396230, India

This certificate verifies that the above Organisation has been audited on the above address for scope as under and found to be in accordance with the requirements of Management system.

### ISO 9001:2015

Quality Management Systems

Manufacturing & Supply of Polyethylene Terephthalate (PET),  
 Recycled Polyethylene Terephthalate (R-PET), High Impact Polystyrene (HIPS),  
 Acrylonitrile Butadiene Styrene (ABS), Polypropylene (P.P), HDPE Sheets & Rolls

IAF:14

Certificate No. : Q-21101901

Date of initial registration	19-10-2021
Date of this certificate/ Issue No.	19-10-2023/03
Certificate Expiry	18-10-2024
Recertification Due	19-10-2024

This Certificate is valid for period of 3 years & also for period of 12 months after that once a year to check the certificate validity please visit our website [www.theequal.com](http://www.theequal.com) or contact [info@theequal.com](mailto:info@theequal.com)

**Equalitas Certifications Limited**  
Accreditation by International Accreditation Service, 3900 Saturn Street Suite 100 Brea, California 92821-1732, USA  
 512, DDA-1, District Center, Janakpuri, New Delhi-110005, India. Ph: +91 11 46601431, 3346701944  
 Email : [info@theequal.com](mailto:info@theequal.com), Website: [www.theequal.com](http://www.theequal.com)

## ISO 22000-2018

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This certificate verifies that the above Organisation has been audited on the above address for scope as under and found to be in accordance with the requirements of Management system.

### ISO 22000:2018

Food Safety Management Systems

Manufacturing and Supply of Food Grade Plastic Sheets and Rolls

Category I

Certificate No. : F-21101901

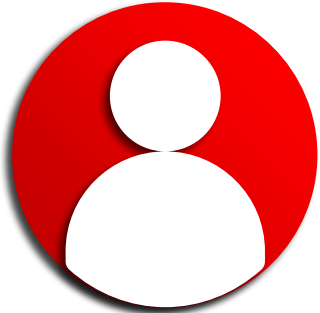
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This Certificate is valid for period of 3 years & also for period of 12 months after that once a year to check the certificate validity please visit our website [www.theequal.com](http://www.theequal.com) or contact [info@theequal.com](mailto:info@theequal.com)

**Equalitas Certifications Limited**  
Accreditation by International Accreditation Service, 3900 Saturn Street Suite 100 Brea, California 92821-1732, USA  
 512, DDA-1, District Center, Janakpuri, New Delhi-110005, India. Ph: +91 11 46601431, 3346701944  
 Email : [info@theequal.com](mailto:info@theequal.com), Website: [www.theequal.com](http://www.theequal.com)



# The Visionary Management Team



**Mr. Dinesh Sharma**  
Managing Director  
20+ Years of Experience in  
Plastic Industry



**Ms. Sarita Sharma**  
Executive Director  
17+ Years of Experience in  
Plastic Industry



**Mr. Balbirsingh Sharma**  
Non Executive Director  
30+ Years of Experience in  
Plastic Industry



**Mr. Suhas Rane**  
Independent Director  
30+ Years of Experience in  
Supply Chain Management



**Mr. Subramanian  
Vaidya**  
Independent Director  
30+ Years of Experience in  
Pharmaceuticals



**Ms. Anjali Patil**  
Independent Director  
22+ Years of Experience in  
Various Industries

# Major Companies Targeted



# Manufacturing Facility



**Total Area:** 51,237 Sq Ft.



**Additional Area:** 25,000 Sq Ft.



**Manpower:** 125+



**Capacity:** Sheet Plant-5,800 MTPA  
Granule Plant-4,200 MTPA



**Additional Capacity:** 8,000 MTPA



**Power Capacity:** 750 KVA



**Solar Power:** 35 KVA

# Testing



# Countries Traded



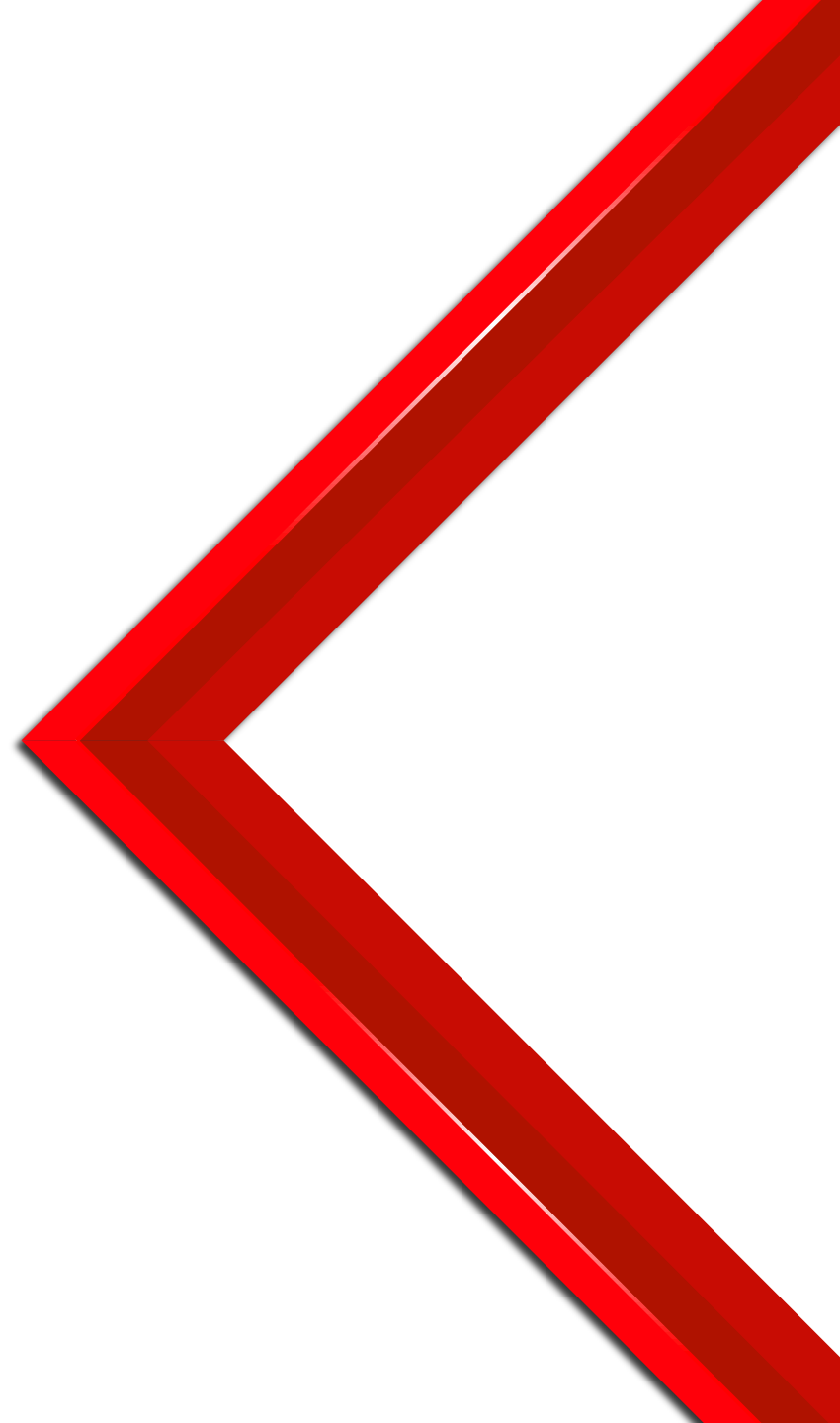
**Delivering  
Excellence Across  
16 Countries**

# Extensive Customer Base Across India



**15 States,  
Empowering India's  
Future**

# **Business Overview**



# Diverse Business Verticals

**Sheet Extrusion**



**Compounding**



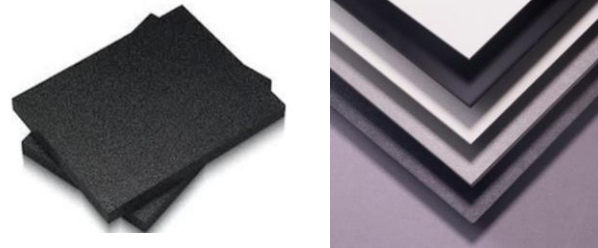


# Sheet Extrusion

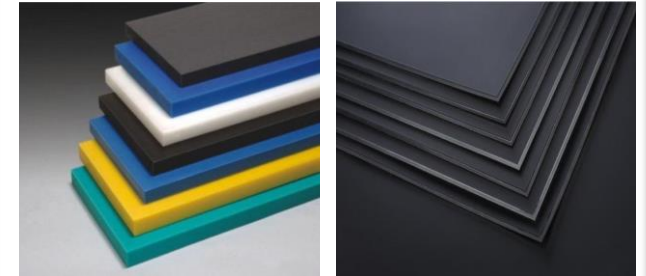
**HIPS Sheets**



**ABS Sheets**



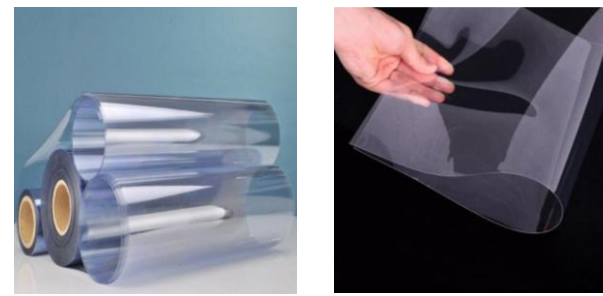
**HDPE Sheets**



**PP Sheets**

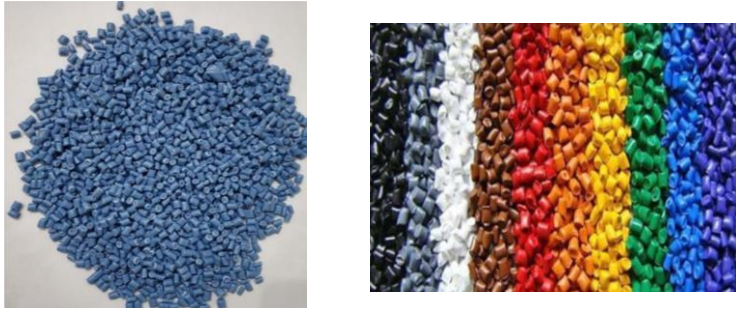


**PET Sheets**



# Compounding

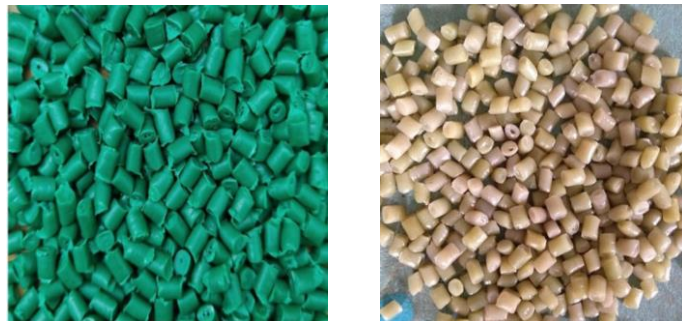
**HIPS Granules**



**ABS Granules**



**HDPE Granules**



**PP Granules**



# Industries Engaged with G M Polyplast



**Automobile Industry**



**Packaging Industry**



**Agriculture Seedling Trays**



**POP and POS Materials**



**Advertising**



**White Goods Industries**



**Electronics**



**Bathroom Cabinets**



**Food Processing and Packaging**



**Luggage Industries**



**Leisure and Gym Equipment**



**Heavy Machinery Industries Casing**



**Semiconductor & Cristal Cell Mfg. Packing**



**Medical Devices packing**



**Super Market and Malls Sector**



**Petrol Pumps and Electric Charging stations**



**Fuel Pumps**

# Niche Market Segment Targeted

Semiconductor &  
Cristal Cell Mfg. Packing

Medical Devices Packing

Super Market and Malls Sector

Petrol Pumps and Electric  
Charging Stations

Fuel Pumps



# Sustainability

Approximately 1.9 million tons of PET bottles are consumed annually, but only 0.99 million tons are recycled. Among the recyclers, GM Polyplast Ltd, an ISO 22000-certified company for food and safety management, recycles 2,000 tons of PET plastic waste each year.

## Collection



PET bottle recycling begins with waste collectors or rag pickers who gather discarded bottles from bins and bring them to waste yards. At the yards, 'kabadiwalas' (waste traders) manually sort the PET bottles from other plastics and waste materials, after which the bottles are compressed using baling machines for further processing.

## Washing



The dirty PET bottle bales are transported to the washing line, where they are unbaled, and the bottle caps and labels are removed. The bottles are then crushed into flakes, which are thoroughly cleaned by washing in both hot and cold water to ensure optimal cleanliness. After washing, the flakes are dried and stored. To maintain the highest quality standards, GM Polyplast Ltd has partnered with a PET washing company that supplies them with clear, high-quality flakes for further processing.

# Sustainability

## Manufacturing

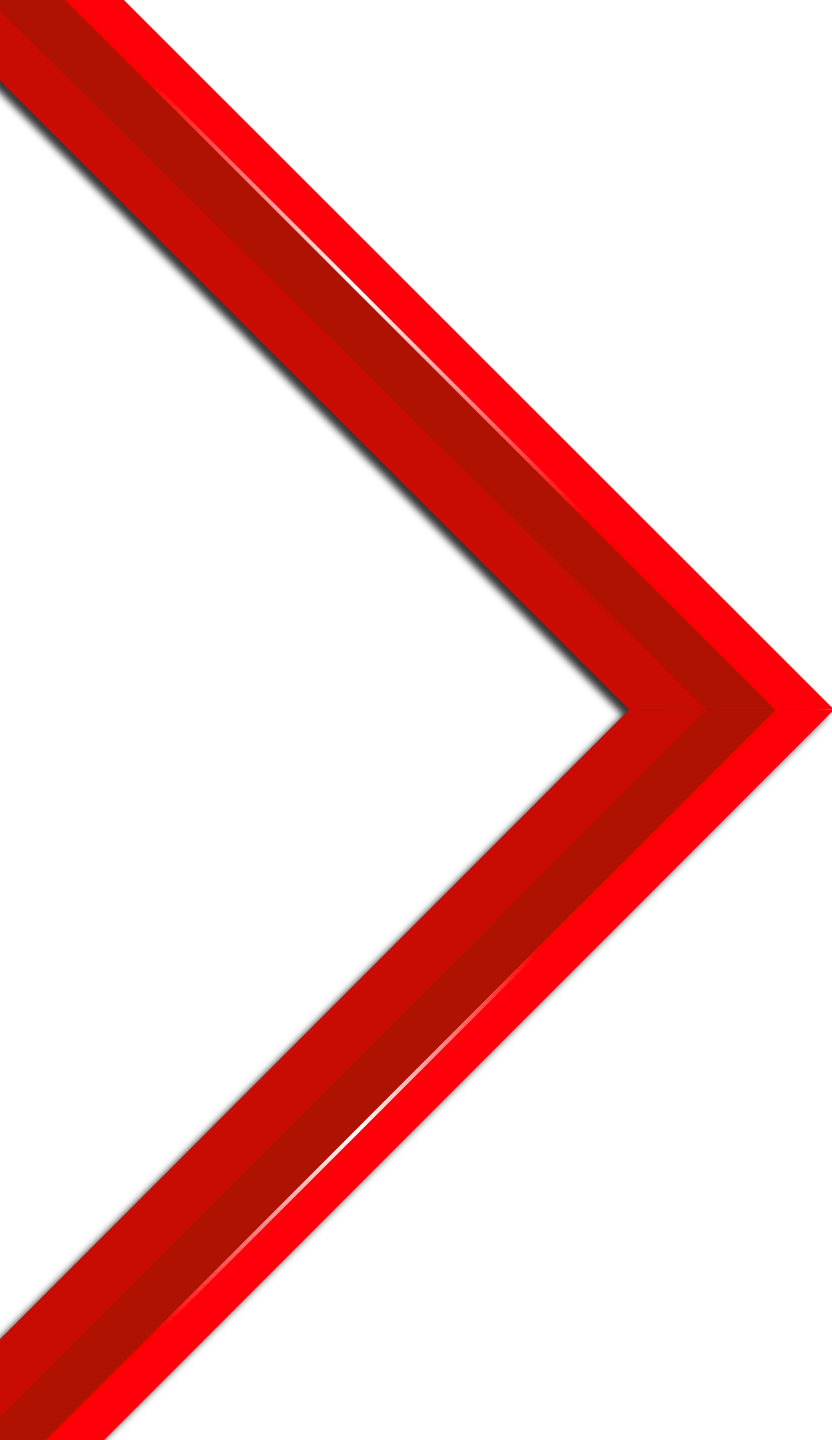


The high-quality PET flakes are supplied to GM Polyplast, where they are further processed by combining them with virgin materials and additives. This process results in the production of high-grade, clear PET sheets, commonly known as R-PET, which are 100% food-grade. These R-PET sheets are then distributed to thermoforming companies for use in various packaging applications.

## Forming



Thermoformers use the R-PET sheets to manufacture PET containers, punnets, trays, and other products. The leftover trim waste from this process is collected and sent back to G M Polyplast, promoting a sustainable recycling loop.



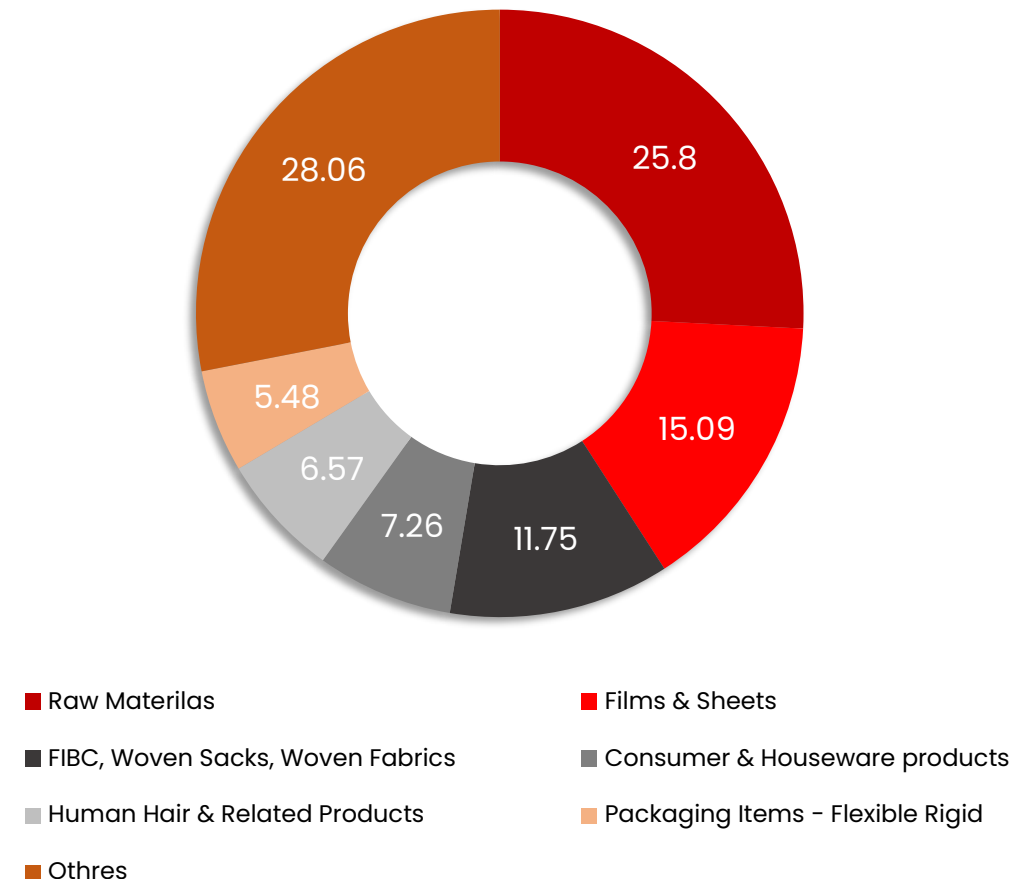
# Industry Overview

# India's Booming Plastic Industry

- The Indian plastic industry, established in 1957 with the production of polystyrene, has grown rapidly and is a key sector in the economy.
- With over 2,500 exporters and employing more than 4 million people, the industry consists of around 30,000 processing units, primarily small and medium enterprises (85-90%).
- India manufactures a wide range of plastic products, including houseware, medical items, packaging, and raw materials, and is a major exporter of plastic raw materials, films, sheets, and fabrics.
- The government aims to boost the industry from Rs. 3 lakh crore (US\$ 37.8 billion) to Rs. 10 lakh crore (US\$ 126 billion) in 4-5 years.
- The Department of Chemicals and Petrochemicals has approved 10 Plastic Parks in India, with six receiving final approval in Madhya Pradesh (two parks), Assam, Tamil Nadu, Odisha, and Jharkhand. These parks aim to boost employment and promote environmentally sustainable growth.

<https://www.ibef.org/exports/plastic-industry-india>

**India's Product wise Share of Plastics Exports(2023-24)**



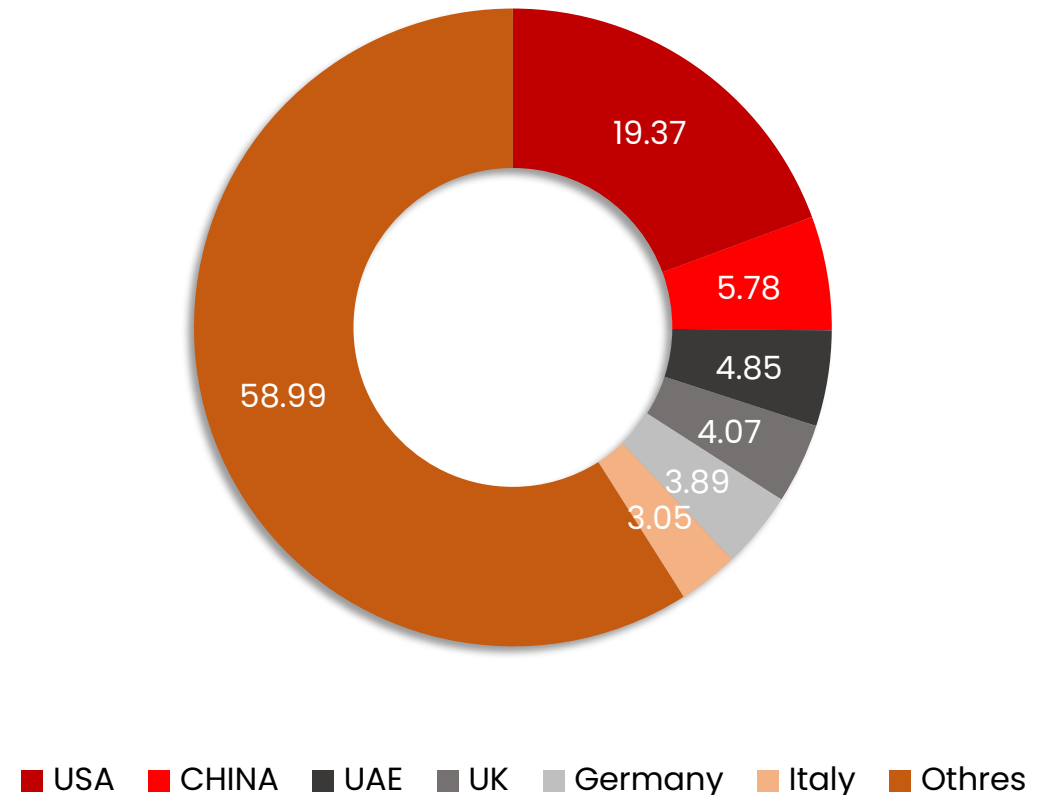


# India's Plastic Exports: Key Markets & Performance Trends

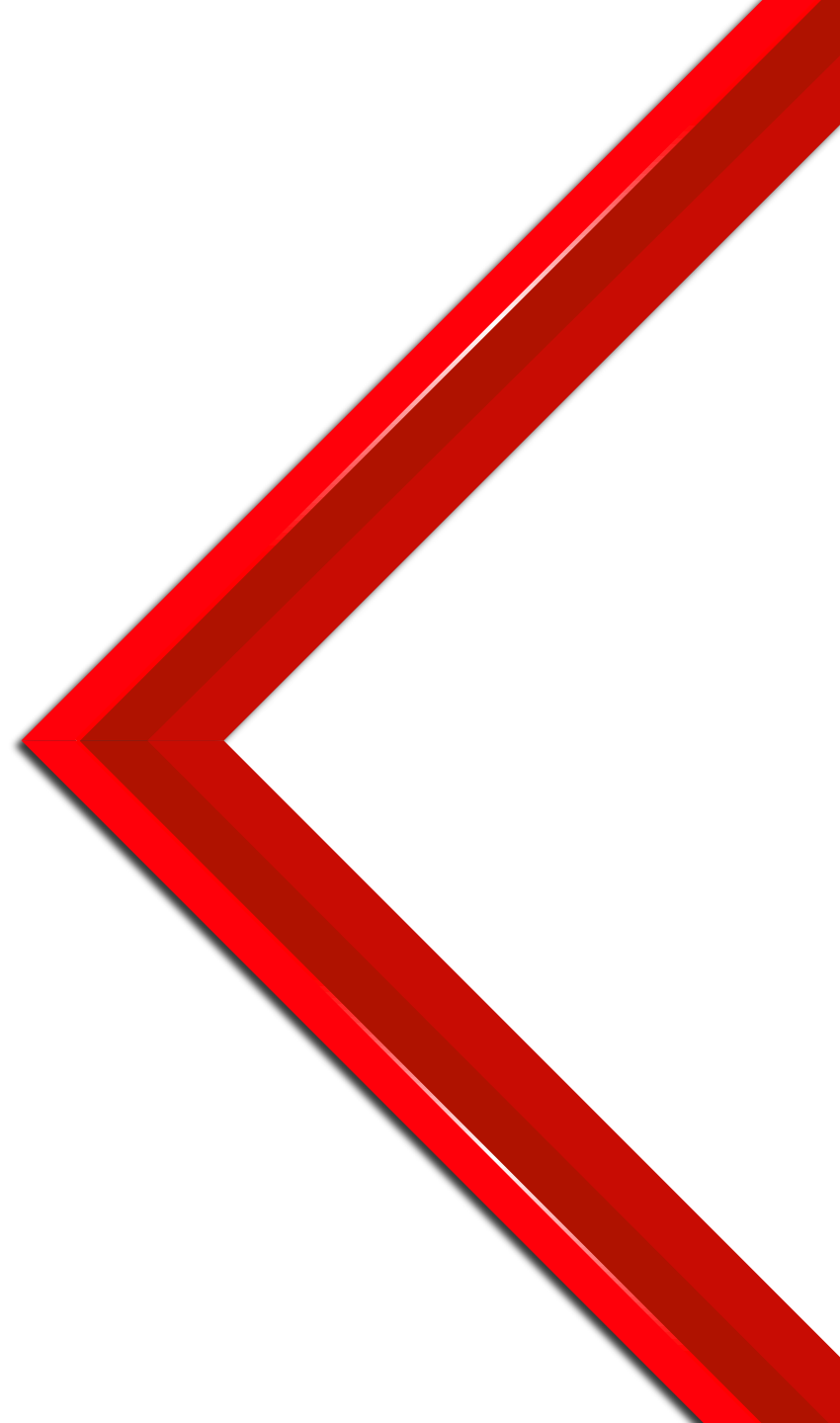
- India exports plastic products to over 200 countries, with the USA, Germany, Japan, the UK, and France being the top five importers.
- In 2022-23, plastic exports to the USA, the largest market, totaled \$2.31 billion, a 4.71% decrease year-on-year, while exports to China reached \$690.95 million.
- Together, the USA and China accounted for 19.37% and 5.78% of total plastic exports, respectively. Exports to France were approximately \$211.4 million during the same period.
- To boost exports to France and Europe, PLEXCONCIL partnered with the Indo-French Chamber in early 2021-22. Additionally, Commerce and Industry Minister Piyush Goyal encouraged industries to adopt international standards for global expansion. Recent free trade agreements with the UAE and Australia are expected to create new opportunities for the plastics sector.

<https://www.ibef.org/exports/plastic-industry-india>

**Country wise Share in exports of Plastic Products during (2023-24)**



**The Path Ahead**



# Investment Rationale

Investing in state-of-the-art manufacturing facilities will boost company's capacity, enhance efficiency, and strengthen our market competitiveness.

Modernizing the lab to international standards will significantly enhance research capabilities and drive innovation.

Participating in niche events will effectively promote G M Polyplast and enhance brand visibility in targeted markets.

Engaging with all end users to highlight G M Polyplast's products will increase awareness and drive demand.

Organizing regular webinars with vacuum formers and end users will effectively showcase G M Polyplast's products' capabilities and foster stronger relationships.



# Way Forward

Pro-activeness in reaching to customers in order to generate enquiries

Reaching more corporate customers, ensuring the customers Specify G M

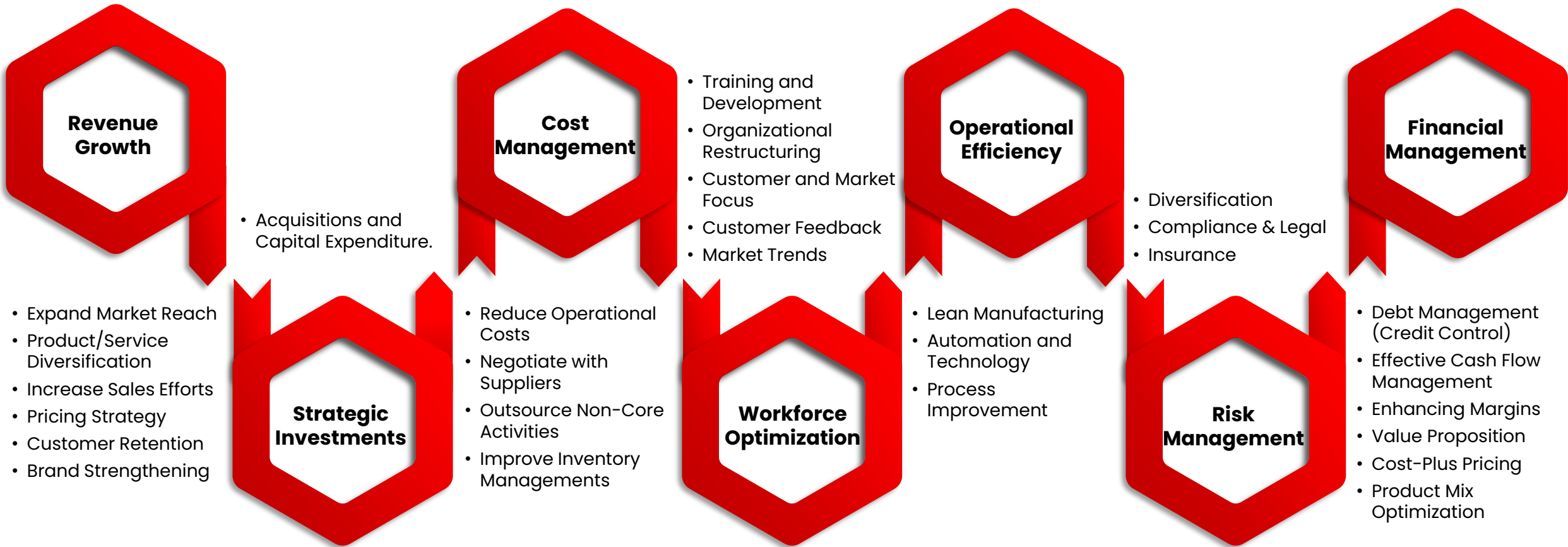
Better customer relationship management

To replicate on business opportunities from one customers to another.

Increase customer visits in order to retain good customers and get continues feedback and update customer quality requirements

Give customized solutions to customers.

# Business Strategies



# SWOT Analysis

## Strengths

- Produces high-quality Post Consumer and Post Industrial Recycled materials, helping corporate clients meet their Extended Producer Responsibility (EPR) commitments.
- Excels in customizing products to meet specific requirements.
- A full-fledged lab tests materials post-production to ensure high-quality products for customers

- The expansion of large-scale industries is opening up broader market opportunities
- End users seek reliable manufacturers who can deliver quality products on time.
- Government EPR regulations drive corporate customers to seek manufacturers for their PCR and PIR needs.

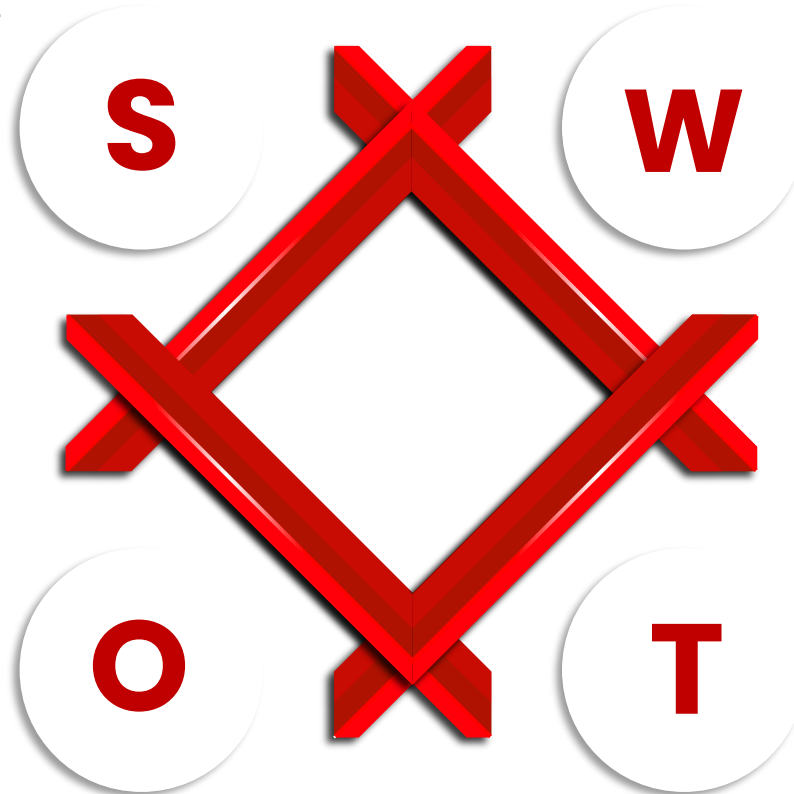
## Opportunity

## Weakness

- Relying solely on traders and vacuum formers for product promotion limits control over end-user quantity and quality requirements.

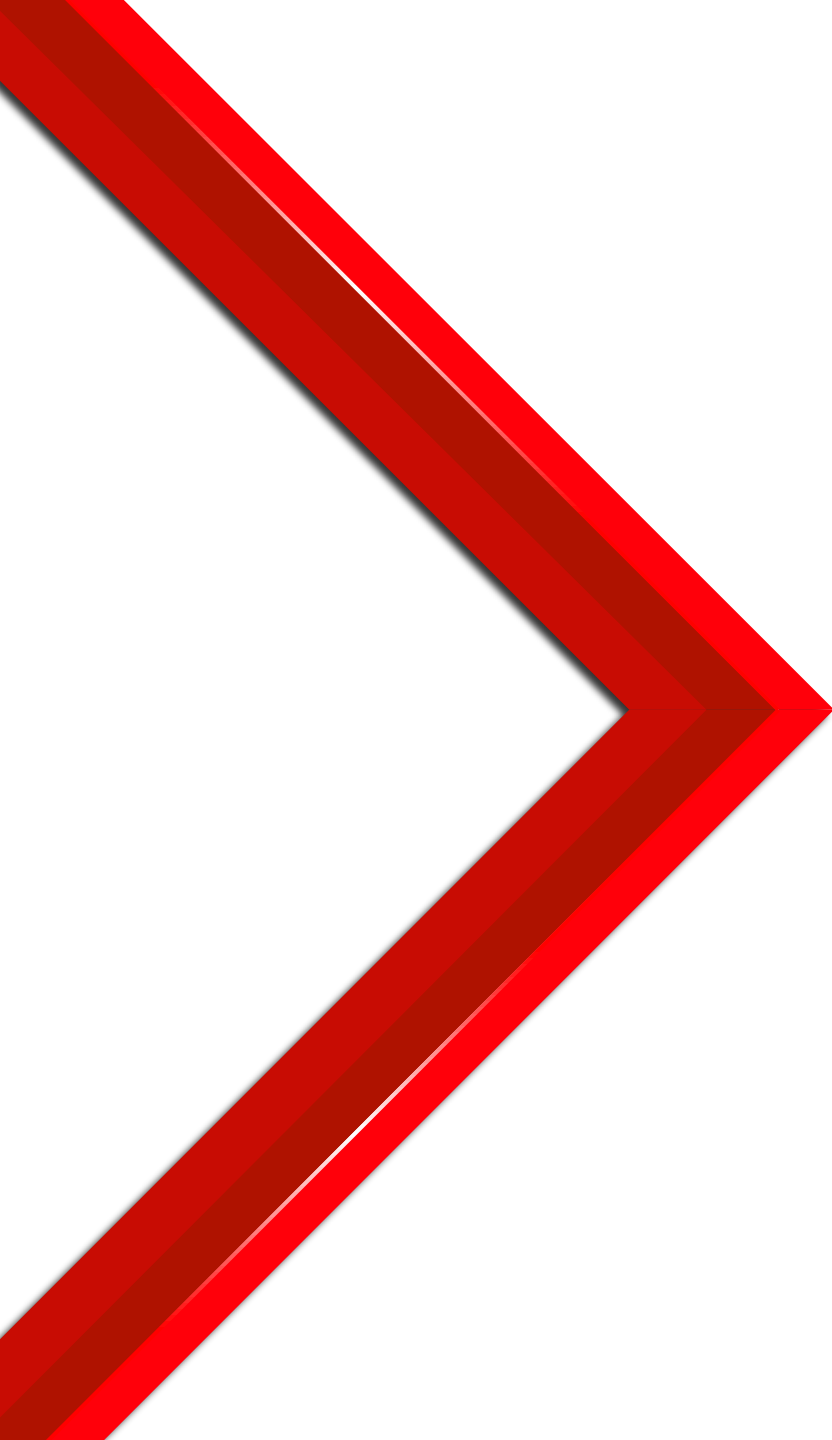
- New competitors are entering the market, and government rules and bans on certain plastics are creating challenges for businesses.

## Threats



# Expected Business Volume

Sector	Potential Customers	Expected to crack in this financial year	Potential	Probable	Expected Volume	Value in Cr
	Numbers	Numbers	M Tons	%	M Tons	INR
<b>Automobile</b>	150	25	2,500	20	500	₹ 6.38
<b>Advertising</b>	850	175	3,500	25	875	₹ 11.16
<b>Luggage</b>	150	25	2,000	23	460	₹ 5.87
<b>Consumer Durable</b>	350	25	7,600	20	1,520	₹ 19.38
<b>Electric and Electronics</b>	450	25	8,500	15	1,275	₹ 16.26
<b>Kitchen and Bathroom</b>	250	20	3,100	20	620	₹ 7.91
<b>Total Sheets</b>					5,250	₹ 66.94
<b>Granules</b>					4,750	₹ 43.23
		Total			10,000	₹ 110.16



# **Financial Overview**

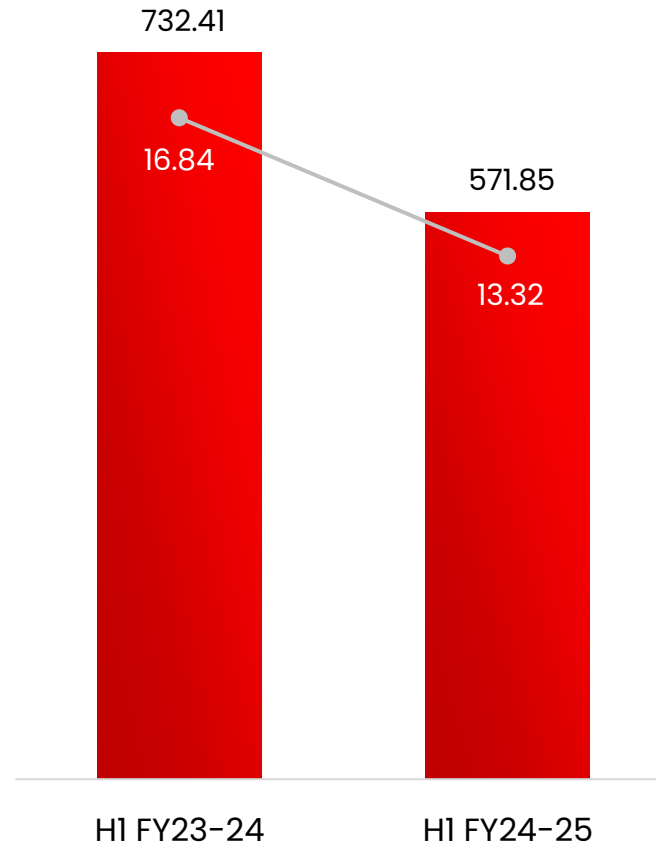


# H1 FY25 Highlights

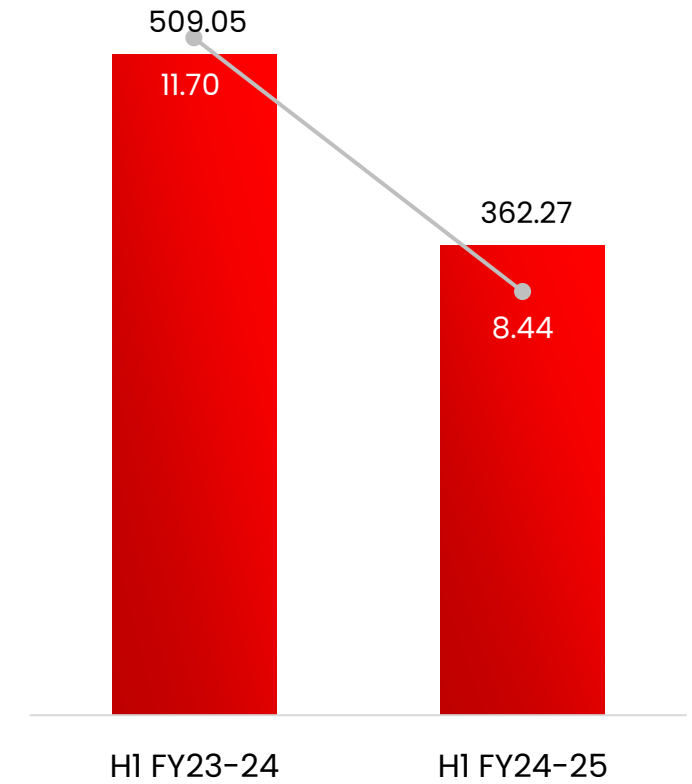
**Total Income**



**EBITDA** — **EBITDA Margin**



**PAT** — **PAT Margin**



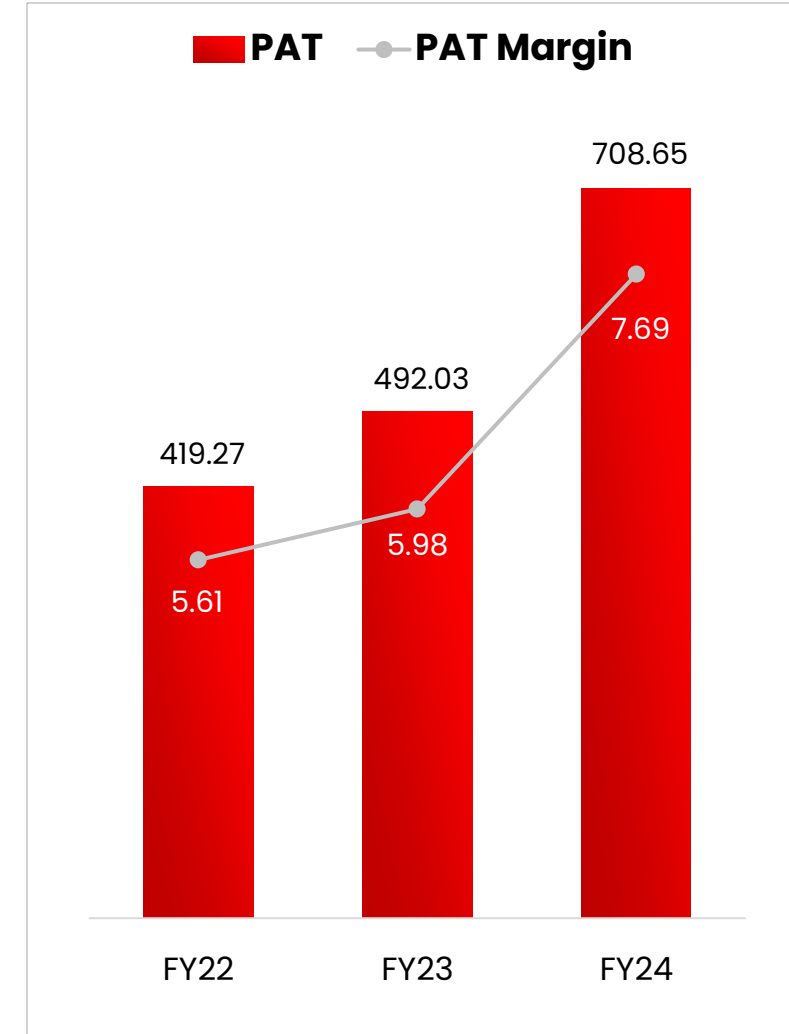
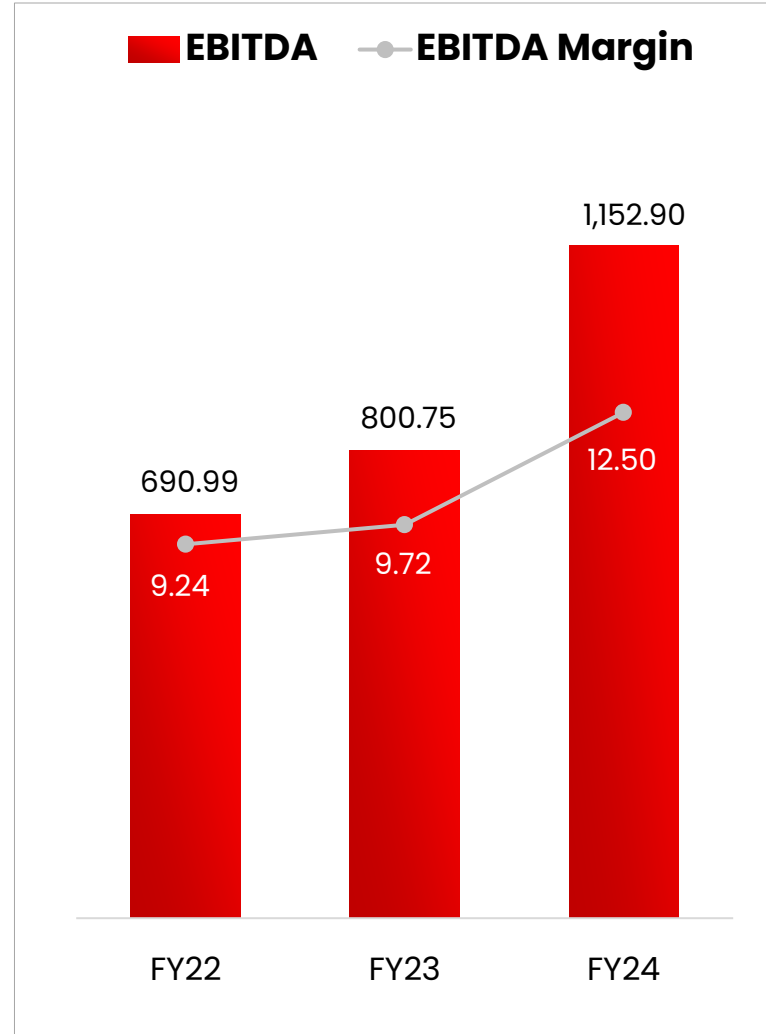
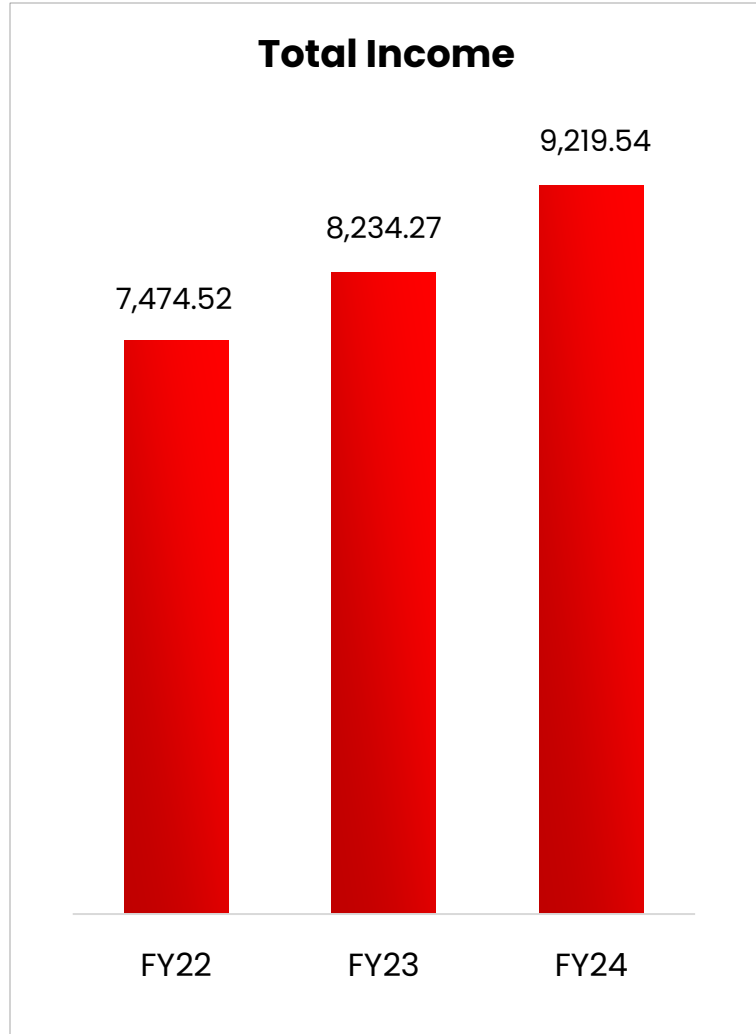
All Amount In ₹ Lakhs & Margins In %

# H1 FY25 Profit & Loss Statement

₹ In Lakhs

Particulars	H1 FY25	H1 FY24
Revenues	4,286.20	4,334.05
Other Income	6.18	15.43
<b>Total Income</b>	<b>4,292.38</b>	<b>4,349.48</b>
Raw Materials	3127.52	3033.68
Changes in inventories of finished goods, WIP and stock-in-trade	26.15	87.93
Employee benefit Expenses	157.30	120.29
Other expenses	409.56	375.17
Total Expenditure	3,720.53	3,617.07
<b>EBITDA</b>	<b>571.85</b>	<b>732.41</b>
<b>EBITDA Margin %</b>	<b>13.32</b>	<b>16.84</b>
Finance Costs	21.18	18.21
Depreciation	58.85	56.87
<b>PBT</b>	<b>491.82</b>	<b>657.33</b>
Tax	129.55	148.28
<b>PAT</b>	<b>362.27</b>	<b>509.05</b>
<b>PAT Margin %</b>	<b>8.44</b>	<b>11.70</b>

# Financial Highlights



All Amount ₹ In Lakhs & Margins In %

# Profit & Loss Statement

₹ In Lakhs

Particulars	FY24	FY23	FY22
Revenues	9,201.91	8,225.74	7,386.82
Other Income	17.63	8.53	87.70
<b>Total Income</b>	<b>9,219.54</b>	<b>8,234.27</b>	<b>7,474.52</b>
Raw Materials	6,987.61	6,393.74	6,026.70
Changes in inventories of finished goods, WIP and stock-in-trade	(73.54)	87.94	(68.80)
Other Manufacturing Expenses	0.00	0.00	234.75
Employee benefit Expenses	302.38	222.43	168.36
Other expenses	850.19	729.41	422.52
Total Expenditure	8,066.64	7,433.52	6,783.53
<b>EBITDA</b>	<b>1,152.90</b>	<b>800.75</b>	<b>690.99</b>
Finance Costs	37.47	31.02	46.10
Depreciation	128.62	122.05	96.19
<b>PBT</b>	<b>986.81</b>	<b>647.68</b>	<b>548.70</b>
Tax	278.16	155.64	129.43
<b>PAT</b>	<b>708.65</b>	<b>492.03</b>	<b>419.27</b>

# Balance Sheet

₹ In Lakhs

Equities & Liabilities	FY24	FY23	FY22
Equity	1,345.96	1,345.96	192.28
Reserves	1,829.68	1,188.33	1,849.98
<b>Net Worth</b>	<b>3,175.64</b>	<b>2,534.29</b>	<b>2,042.26</b>
Non Current Liabilities			
Long Term Borrowings	80.98	33.95	18.14
Long Term Provision	35.70	32.46	-
<b>Total Non Current Liabilities</b>	<b>116.68</b>	<b>66.41</b>	<b>18.14</b>
Current Liabilities			
Short Term Borrowings	37.82	162.59	69.68
Trade Payables	446.93	714.27	1,269.54
Other Current Liabilities	89.47	35.15	135.53
Short Term Provisions	277.64	173.78	399.45
<b>Total Current Liabilities</b>	<b>851.86</b>	<b>1,085.79</b>	<b>1,874.20</b>
<b>Total Equites &amp; Liabilities</b>	<b>4,144.18</b>	<b>3,686.49</b>	<b>3,934.60</b>

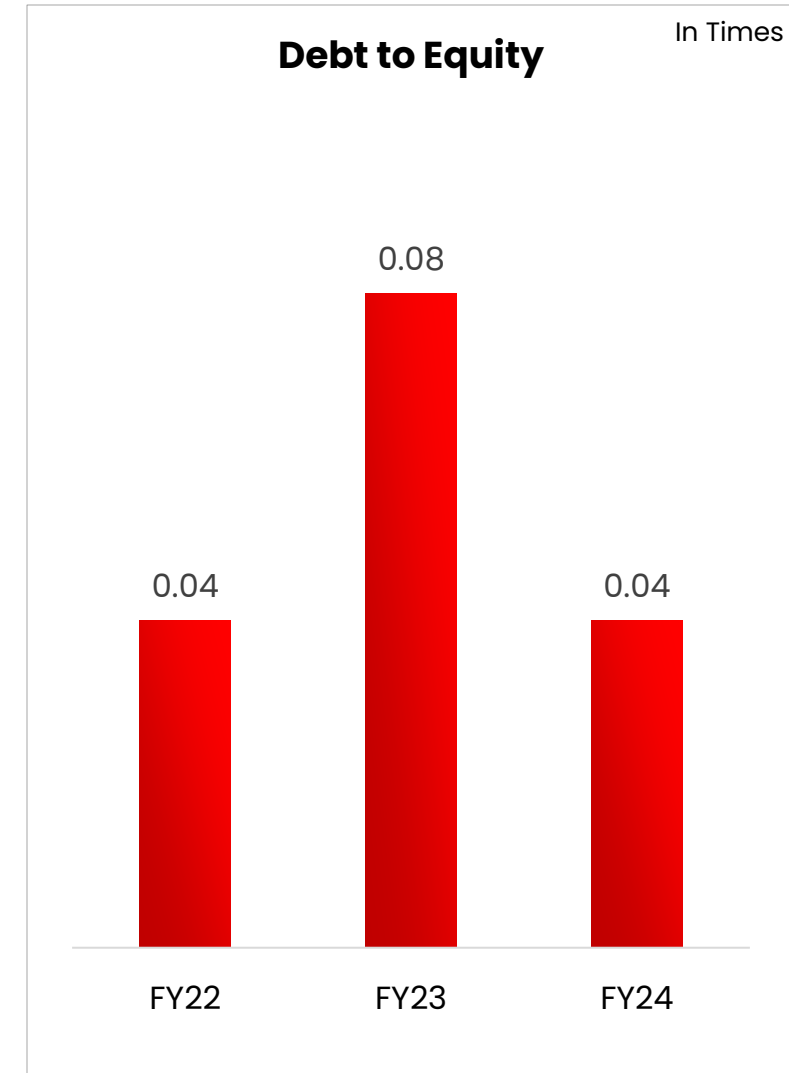
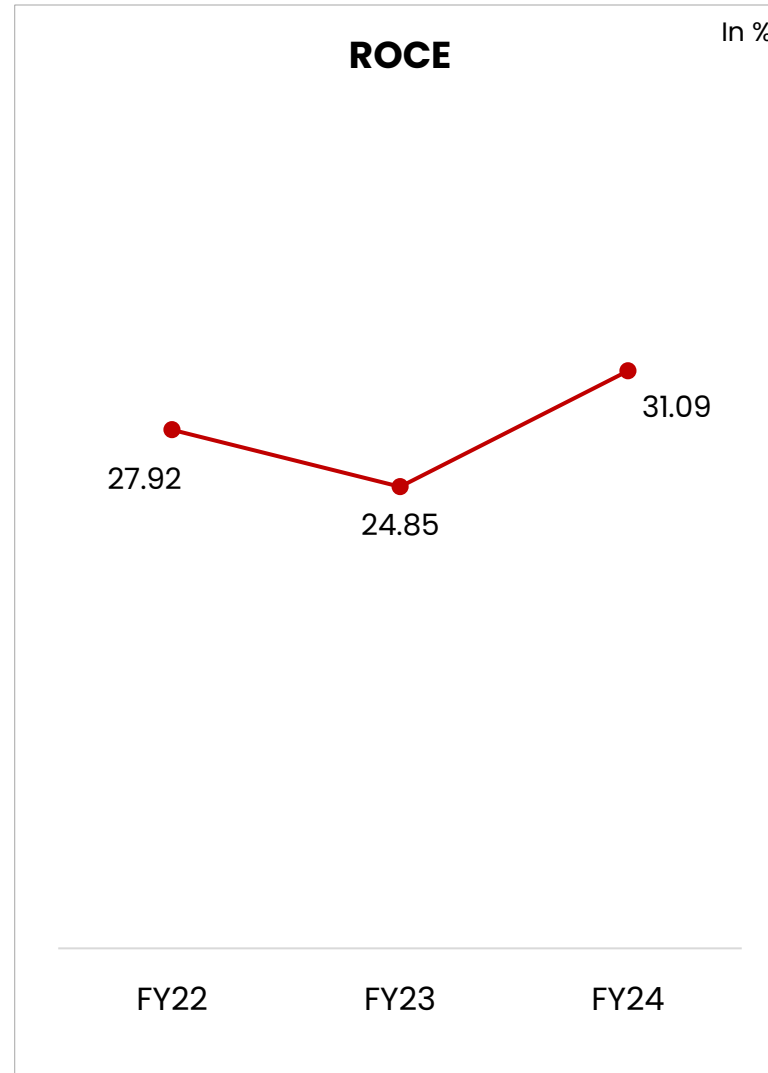
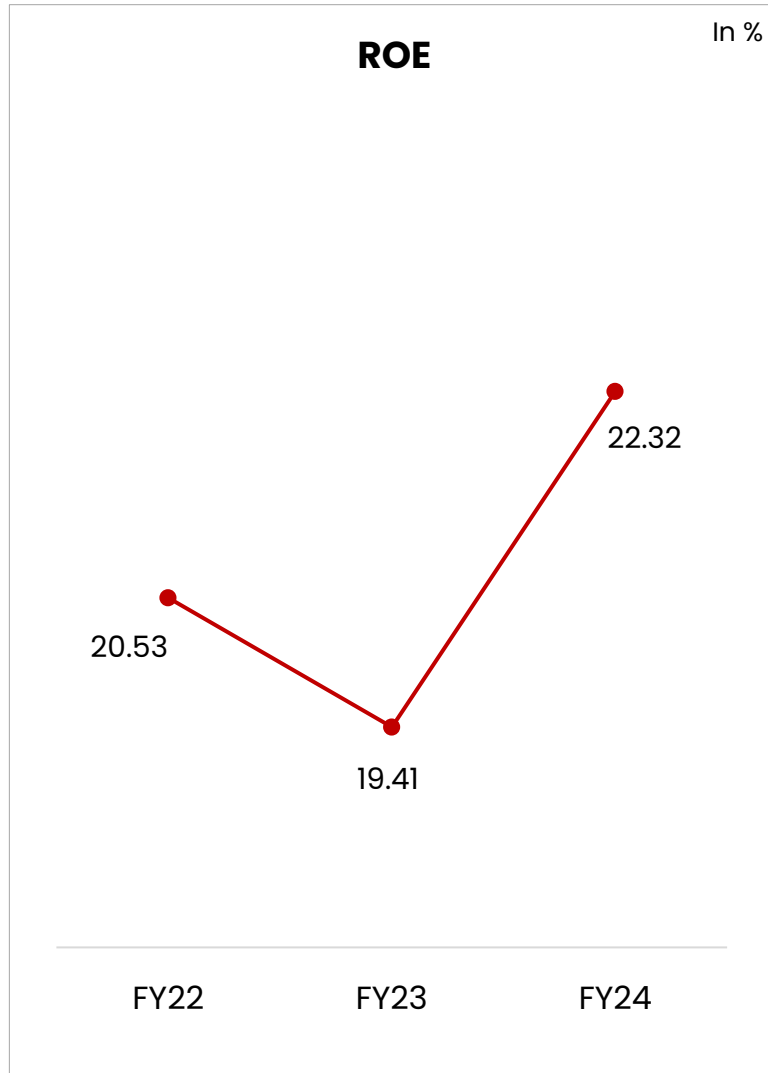
Assets	FY24	FY23	FY22
Non Current Assets			
Fixed Assets	607.84	548.12	595.41
Long-term loans and advances	10.11	22.68	15.62
Other non-Current Assets	103.75	112.80	112.69
Deferred Tax asset	26.81	42.08	29.71
<b>Total Non Current Assets</b>	<b>748.51</b>	<b>725.68</b>	<b>753.43</b>
Current Assets			
Inventories	935.97	1,001.11	794.88
Trade Receivables	1,895.25	1,540.65	1,709.60
Cash & Bank Balance	224.67	93.68	134.26
Short Term Loans & Advances	333.12	325.37	542.43
Other Current Assets	6.66	-	-
<b>Total Current Assets</b>	<b>3,395.67</b>	<b>2,960.81</b>	<b>3,181.17</b>
<b>Total Assets</b>	<b>4,144.18</b>	<b>3,686.49</b>	<b>3,934.60</b>

# Cash Flow Statement

₹ In Lakhs

Particulars	FY24	FY23	FY22
Cash from Operation	496.32	(46.47)	540.94
Cash from Investments	(182.83)	(71.81)	(431.09)
Cash from Financing	(182.51)	77.70	(174.01)
Net Cash Flow	<b>130.99</b>	<b>(40.58)</b>	<b>(64.16)</b>

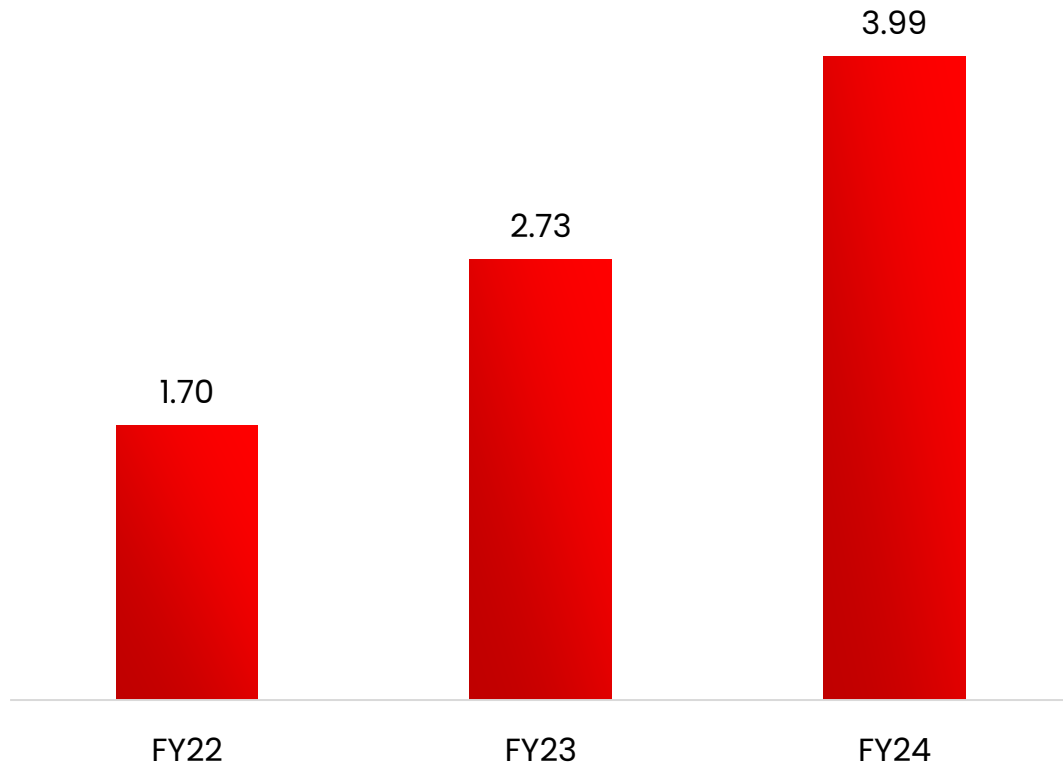
# Key Ratios



# Key Ratios

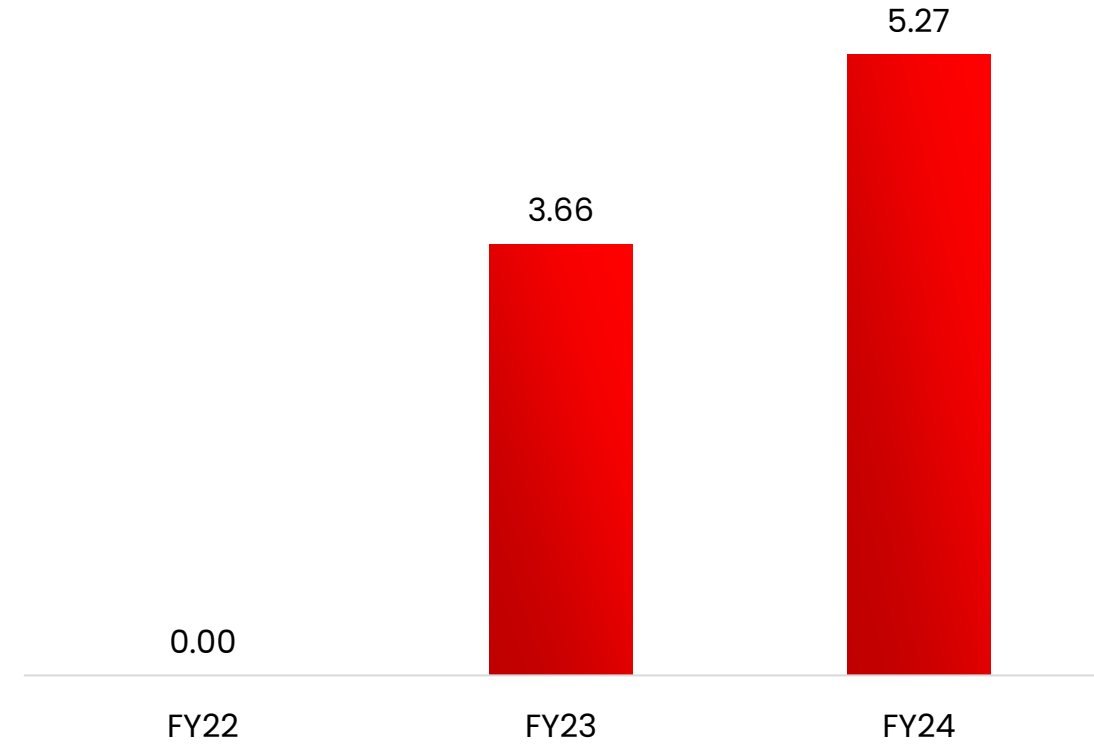
## Current Ratio

In Times



## Earnings Per Share

In Times





# Stock Data

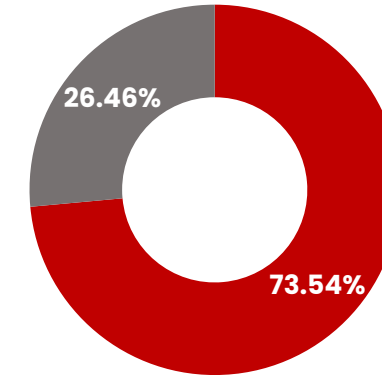
**BSE CODE: 543239 | ISIN: INE0E2801015**

As on 14-11-2024

<b>Share Price (₹)</b>	143.00
<b>Market Capitalization (₹ Cr)</b>	194.02
<b>No. of Shares Outstanding</b>	1,34,59,600
<b>Face Value (₹)</b>	10
<b>52 week High-Low (₹)</b>	215.50 – 138.00

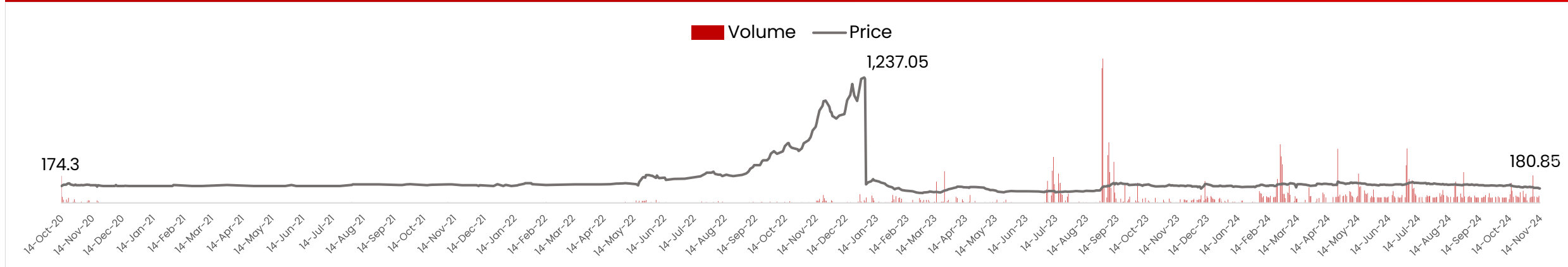
## Share Holding Pattern

As on 15-10-2024



■ Promoter & Promoter Group ■ Public

## Share Performance From 15<sup>th</sup> October 2020 Till Date



Source - NSE

# Thank You



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