



Date: 17th November, 2022

The Secretary, Listing Department, BSE Ltd. , Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001. Scrip Code: 533080	The Manager, Listing Department, National Stock Exchange of India Limited , Exchange Plaza, 5 th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (E), Mumbai-400051. Symbol: MOLDTKPAC - EQ
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Dear Sir/Madam,

Sub: Disclosure on Analyst / Institutional Investor Meeting under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Further to our letters dated 16th and 17th November, 2022, where-in the Company has given the schedule of meetings with different Fund/Broking House/Company/Analysts/Institutional Investors in terms of Regulation 30(6) read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 (the 'Regulations'), please find enclosed below the presentation given on the said meetings.

Thanking you,

Yours faithfully,

For Mold-Tek Packaging Limited

Subhojeet Bhattacharjee
Company Secretary & Compliance Officer

Encl: A/a

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Website : www.moldtekgroup.com CIN No: L21022TG1997PLC026542



QUARTERLY BUSINESS REPORT Q2 & H1 FY 22-23

(BSE: 533080; NSE:MOLDTKPAC)

NOVEMBER 07, 2022

www.moldtekpackaging.com

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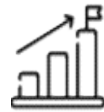


CSR Activities

Moldtek Packaging Limited Business Report
for Quarter 1, FY2022-2023



Moldtek Snapshot



35 YEARS OF
EXPERIENCE



10 ISO CERTIFIED
U N I T S



PUBLICLY LISTED WITH
MORE THAN INR -
3,000 Cr. MARKET
CAP.



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, 2 stock points PAN India.
Current installed Injection molding capacity of over 45,000 TPA



Pioneers in the field of In-Mold labelling (IML) in India. HD photographic labels, 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

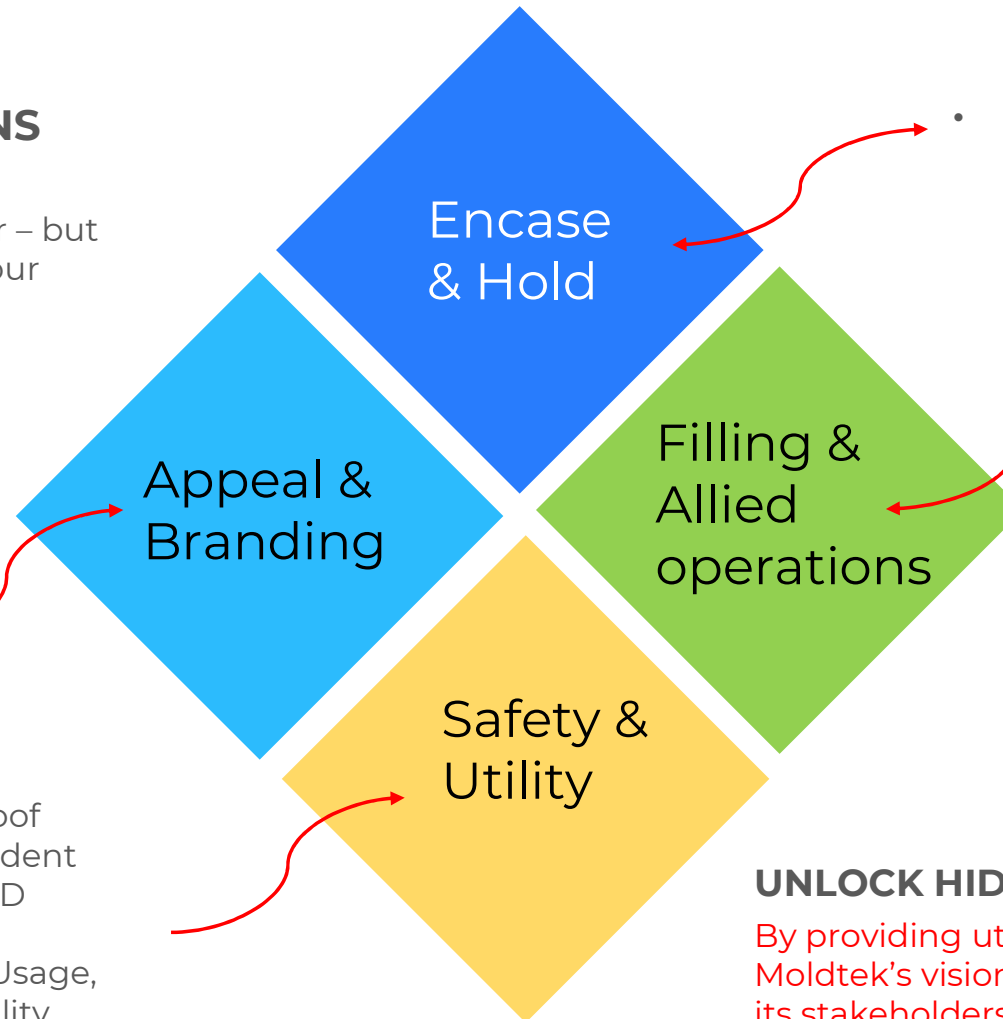
MOLDTEK PACKAGING – VISION

BECOME A RELIABLE PACKAGING SOLUTIONS PROVIDER

Not just a supplier or converter – but give end-to-end solutions for our customers

- Superior Decoration
- Custom Designs
- Digital IML
- Flexibility

- Tamper Proof
- Tamper Evident
- Spout & CCD
- Digital IML
- Customer Usage,
- Post life Utility



- Traditional packaging to hold and encase the products

- Lid fitment
- Custom Design
- Product specific
- Eliminate secondary packaging / branding

UNLOCK HIDDEN POTENTIAL

By providing utility based “Solutions” to our customers, Moldtek’s vision is to unlock the underlying value for all its stakeholders

Key Financial Highlights – First Half

Snapshot

Financial Performance & Highlights

Revenue

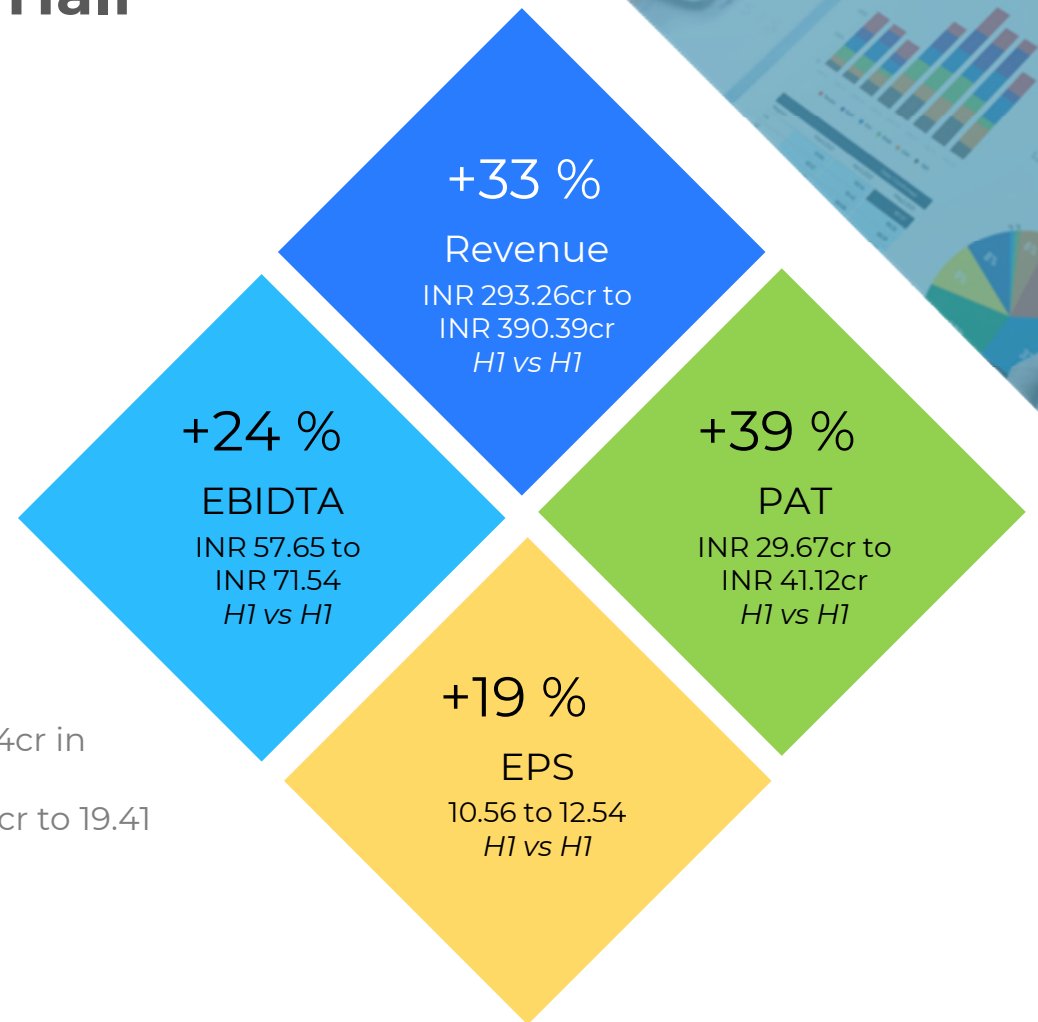
The Company recorded a total revenue of INR 182.55cr in Q2, compared to INR 159.53 cr in last year Q2 – a growth of 14%

During the same period, in volume terms the sales increase from 7542MT to 8360MT by 10.85%

Margins

The EBIDTA increased from INR 32.25cr in Q2FY'22 to INR 34.24cr in Q2FY'23, a growth of 6%.

During the same period, PAT increased by 10% from INR 17.59 cr to 19.41 cr in Q2FY'23



Profit & Loss Statement

PARTICULARS IN (RS. CRORE)	Q2 FY23	Q1 FY23	Q2 FY22	YoY %	Q2oQ1 %	H1 FY23	H1 FY22	YoY %	12M FY22
Revenue	182.55	207.83	159.53	14%	-12%	390.39	293.26	33%	631.47
Other Income	0.13	0.13	0.23	-43%	0%	0.24	0.34	-29%	1.56
Total Expenditure	148.44	170.66	127.51	16%	-13%	319.09	235.95	35%	510.78
Material Cost	111.69	126.64	92.87	20%	-12%	238.33	174.86	36%	384.82
Changes in FG & WIP	-3.73	2.33	1.86	-301%	-260%	-1.40	-1.66	-16%	-8.23
Employee Benefit Expense	10.98	10.87	9.35	17%	1%	21.86	18.25	20%	38.68
Other Expense	29.50	30.82	23.43	26%	-4%	60.30	44.5	36%	95.51
EBITDA	34.24	37.3	32.25	6%	-8%	71.54	57.65	24%	122.25
EBITDA Margin(%)	18.76%	17.95%	20.22%	-146bps	81 bps	18.33%	19.66%	-133 bps	19.36%
EBITDA per KG	41.00	41.27	42.76	-4%	-1%	41.14	42.64	-4%	41.80
Finance Costs	0.78	1.01	2.75	-72%	-23%	1.79	5.44	-67%	9.32
Depreciation and Amortisation	7.38	7.13	6.53	13%	4%	14.52	12.69	14%	26.42
PBT	26.08	29.16	22.97	14%	-11%	55.23	39.52	40%	86.51
Tax Expense & Exceptional item	6.67	7.45	5.38	24%	-10%	14.11	9.85	43%	22.85
PAT	19.41	21.71	17.59	10%	-11%	41.12	29.67	39%	63.66
PAT Margin(%)	10.63%	10.45%	11.03%	-39 bps	18 bps	10.53%	10.12%	41 bps	10.00%
EPS Basic (Rs.)	5.86	6.69	6.23	-6%	-12%	12.54	10.56	19%	22.12

Impact on Costs – Our Action Plan

FACTOR	IMPACT	OUR ACTION PLAN
SEMI CONDCUTOR SHORTAGE	<ul style="list-style-type: none">• Maintenance downtime of printing machines increased• New machines delivery delayed by 4-5 months• Forced to procure labels (IML & HTL) at higher costs & more delays -> Loss of sales & margins	<ul style="list-style-type: none">• New machines arriving in Dec.• Will have double label capacity by Feb'23
POWER COSTS	<ul style="list-style-type: none">• Power increased by 13% in TG & AP• Around 7% of our inputs is power resulting in cost increase• Increased diesel costs	<ul style="list-style-type: none">• Installing Solar energy in Hyderabad & Daman (done).• Exploring private power purchase
TRANSPORT	<ul style="list-style-type: none">• Spike in transport costs and fuels costs• This is gradually being passed on to customers	<ul style="list-style-type: none">• Further optimizing & combining dispatches• Passing on to customers

Future Roadmap

Injection
Blow Molding

General
Expansion

Digital
Packaging

COMPANY'S UNDERLYING FOCUS

High Value Adding Products

- EBIDTA per KG - a critical driving factor
- FMCG, Pharma, Food, Custom segments
- Traceability
- Anti-counterfeit

Flexibility & Utility

- Low MOQ without impacting operational efficiency
- Quick design changes
- New packs, concepts & designs

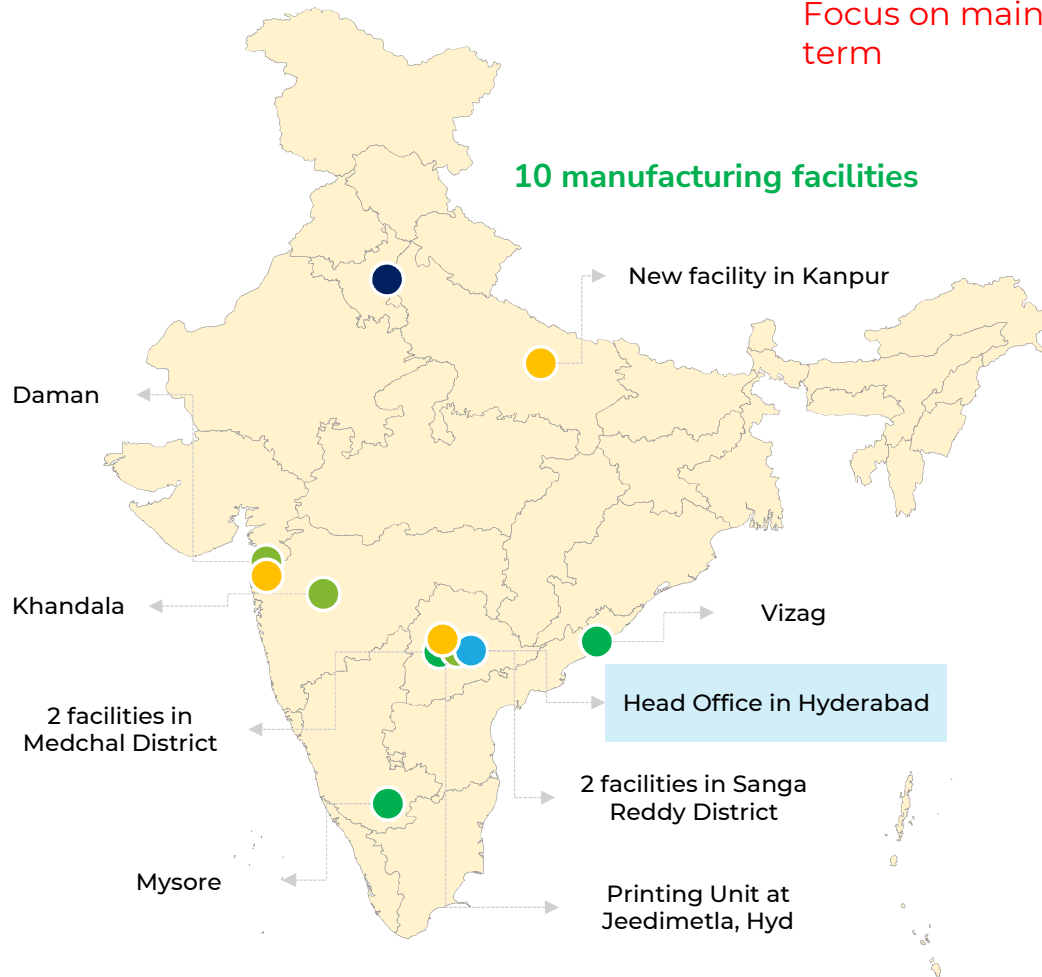
'Un'-Seasonalize

- Understand utility & add new industries
- Identify new applications
- Export potential

DIGITAL TRANSFORMATION TO ACHIEVE OVERALL SCALABILITY

Projects & Plans : 250 Cr expansion in 2 years

Focus on maintaining ROCE & further improving in long-term



NEW PLANTS

- North:** Received LOI from Grasim
Applied for land for a plant in Haryana focusing on Paints (GRASIM), Food & FMCG.
Expandable to IBM.
- Sulthanpur, Hyderabad:** State of art facility for Pharma, Food & FMCG
- Daman:** New FSSC 22000 facility focusing on Food & FMCG for the Western region [~9000 SQM land acquired]
- Sandoli:** New facility for Bulk packs focusing on Paints.
Our entry into North, further product range expansion

EXPANSION OF EXISTING PLANTS

- Mysore:** Increasing capacity in line with customer plans
- Vizag:** Increasing capacity in line with customer plans and also adding Lubricant packs
- U1, Hyderabad:** Pilot IBM plant, Die cutting
- U6, Hyderabad:** Adding New Flexo & RG machines & considering additional advanced Printing

EXISTING PLANTS

Customers Added in Q2

Encouraging customer additions

Moving towards seasonal immunity

This quarter, in addition to multiple new customers across industries, the company was able to re-connect with inactive customers

ExxonMobil



mogliX



86

New Food & FMCG customers added in Q2



580+

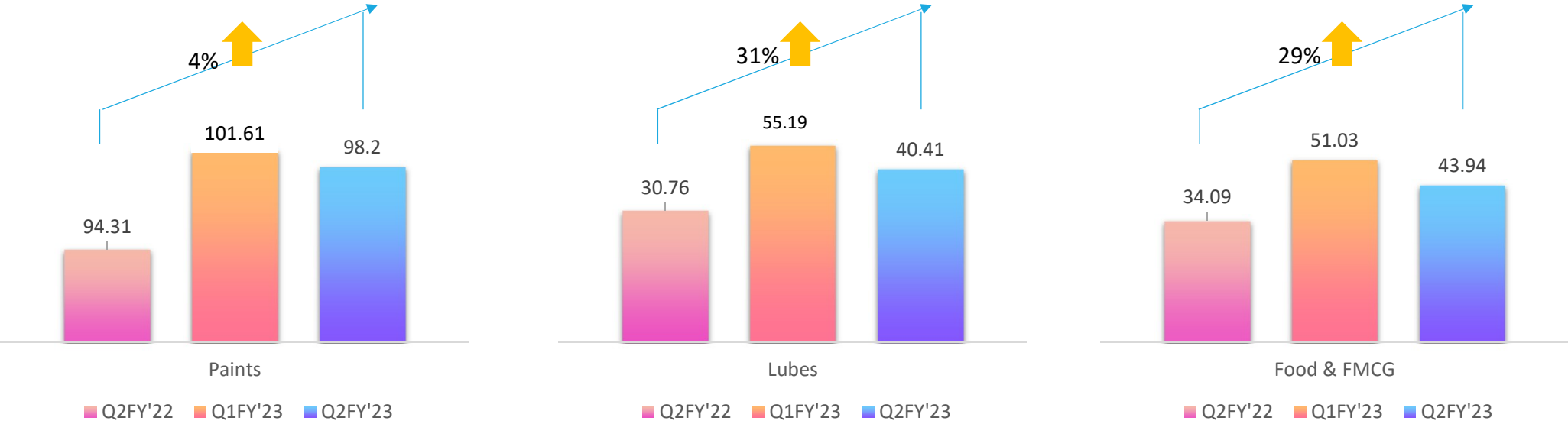
New designs processed for our customers in Q2



640

New SKUs processed in Q2

Customer Segment Analysis



Revenue breakdown for major segments

Capacity Expansion

THIN-WALL

4700 MT will be added
Sulthanpur,
Daman

BULK PACKS

2600MT will be added
Daman,
Vizag,
Hyderabad,
Kanpur

IBM

2000MT will be setup
Sulthanpur,
Hyderabad

LABELS

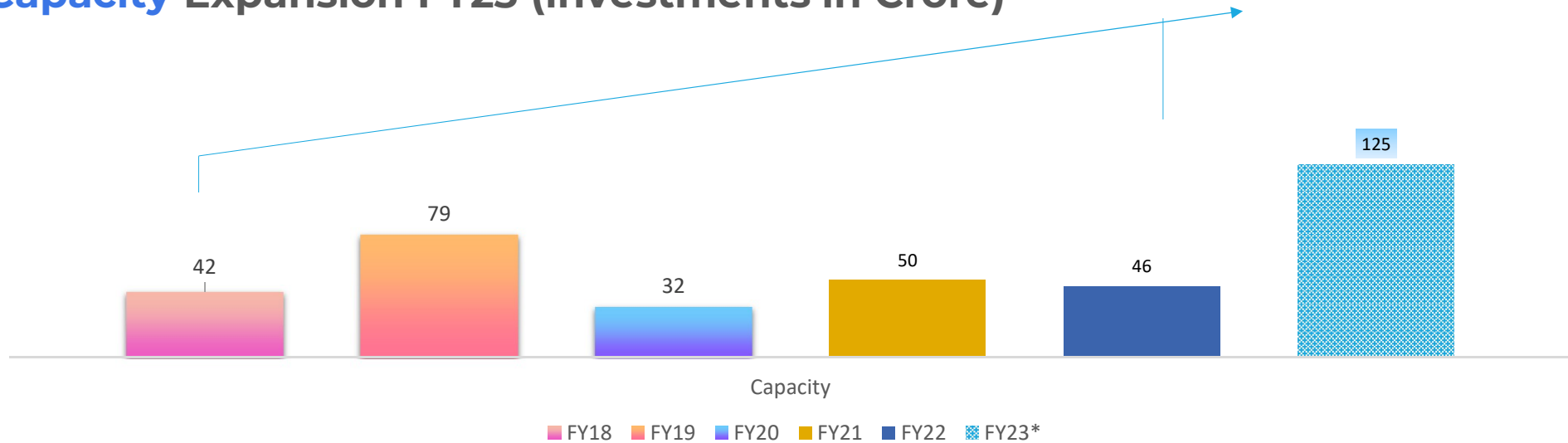
Doubling capacity of
IML & HTL–
4.5 cr
labels/PM

TOOL ROOM

Per month capacity will increase from 4 in 2021 to 8 in 2023

- COMPANY RECENTLY ACQUIRED LAND IN DAMAN FOR PLANNED EXPANDED
- SULTHANPUR PLANT WILL START INITIAL COMMERCIAL OPERATIONS FROM DECEMBER 2022
- APPLIED FOR LAND IN PANIPAT INDUSTRIAL ZONE

Capacity Expansion FY23 (investments in Crore)



PROJECT	AMOUNT IN CR.
SULTANPUR (PHARMA & TW)	50
DAMAN NEW PLANT	30
LABEL (PRINTING & CUTTING)	17
TOOL ROOM	5
ADDING CAPACITY TO EXISTING PLANTS	23
TOTAL	125

CUSTOM PACKS

- Kick starting IBM project with a P.O in hand from IODEX (GSK)
- Kissan new jam pack for Unilever to be supplied from Daman TW section
- Horlicks new 1kg & 2kg SKUs molds developed & to start within few months



Worlepar Packaging Limited



SOME OF OUR
CUSTOMERS IN
FOOD, FMCG &
PHARMACEUTICAL,
PAINT &
LUBRICANT
INDUSTRIES



THANK YOU