



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

Date: 6<sup>th</sup> February, 2023

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

**Sub: Outcome of the Meeting of the Board of Directors held on 6<sup>th</sup> February, 2023**

**Ref: Regulation 30 of SEBI (LODR) Regulations, 2015.**

**Financial Highlights: Q3 FY'23.**

- ❖ Volume up by 19.64% for 9M and up by 2.95% Q3 on Q3
- ❖ PAT up by 23.95% for 9M and dip by 2.12% Q3 on Q3
- ❖ Net Revenue up by 20.21% for 9M and dip by 3.4% Q3 on Q3
- ❖ EBIDTA up by 12.26% for 9M and dip by 9.19% Q3 on Q3
- ❖ Basic EPS up by 6.33% for 9M and dip by 15.12% Q3 on Q3

We wish to inform that, the Board of Directors at their meeting held today i.e. Monday, the 6<sup>th</sup> day of February, 2023, from 11:30 A.M. (IST) till 3:30 P.M (IST), inter-alia;

- a) Approved the Un-Audited Financial Results of the Company for the third quarter ended on 31<sup>st</sup> December, 2022. (Enclosed);
- b) Took note of Limited Review Report as issued by the Statutory Auditors of the Company. (Enclosed);



Corporate Office :

Plot # 700, Road No. 36, Jubilee Hills, Hyderabad - 500 033, Telangana, INDIA.  
Phone : +91-40-40300300, Fax : +91-40-40300328, E-mail : ir@moldtekindia.com  
Website : www.moldtekgroup.com CIN No: L21022TG1997PLC026542



**MOLD-TEK**  
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The detailed press release pertaining to the financial results is also enclosed herewith for your record.

Thanking you,

**FOR MOLD-TEK PACKAGING LIMITED**

A handwritten signature in blue ink is written over a circular blue stamp. The stamp contains the text "Mold-Tek Packaging Limited" around the perimeter and "Hyderabad" in the center.

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

**Encl: a/a**

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# MOLD-TEK PACKAGING LIMITED

Registered Office: Plot No.700, 8-2-293/82/A/700  
Road No.36, Jubilee Hills, Hyderabad - 500033, Telangana.  
CIN : L21022TG1997PLC026542

## STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31 DECEMBER, 2022

₹ In lakhs except for EPS

Sl No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-Dec-2022	30-Sep-2022	31-Dec-2021	31-Dec-2022	31-Dec-2021	31-Mar-2022
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	<b>Income</b>						
	a) Revenue from operations	15483.33	18255.22	16028.49	54522.00	45354.70	63146.97
	b) Other income	42.35	18.65	16.82	71.97	50.98	156.23
	<b>Total Income</b>	<b>15525.68</b>	<b>18273.87</b>	<b>16045.31</b>	<b>54593.97</b>	<b>45405.68</b>	<b>63303.20</b>
2	<b>Expenses</b>						
	a) Cost of materials consumed	8947.54	11168.90	9979.10	32780.23	27465.03	38481.57
	b) Changes in inventories of finished goods and work-in progress	117.01	(373.29)	(521.00)	(22.99)	(687.29)	(822.71)
	c) Employee benefits expense	1063.96	1098.73	981.21	3250.11	2805.98	3868.15
	d) Finance costs	77.61	78.24	275.30	256.62	819.41	932.33
	e) Depreciation and amortization expenses	749.46	738.49	685.90	2201.18	1954.92	2642.29
	f) Other expenses	2512.38	2955.57	2429.31	8548.19	6879.68	9550.56
	<b>Total Expenses</b>	<b>13467.96</b>	<b>15666.64</b>	<b>13829.82</b>	<b>47013.34</b>	<b>39237.73</b>	<b>54652.19</b>
3	<b>Profit before Exceptional items and tax (1-2)</b>	<b>2057.72</b>	<b>2607.23</b>	<b>2215.49</b>	<b>7580.63</b>	<b>6167.95</b>	<b>8651.01</b>
4	Exceptional items	-	-	-	-	-	-
5	<b>Profit before tax (3-4)</b>	<b>2057.72</b>	<b>2607.23</b>	<b>2215.49</b>	<b>7580.63</b>	<b>6167.95</b>	<b>8651.01</b>
6	<b>Tax expense</b>						
	a) Current tax	368.70	640.16	491.41	1735.93	1383.81	2032.07
	b) Earlier year tax	-	-	(0.18)	-	(0.18)	(0.18)
	c) Deferred tax	57.91	25.44	57.83	101.13	150.45	253.59
7	<b>Profit for the period (5-6)</b>	<b>1631.11</b>	<b>1941.63</b>	<b>1666.43</b>	<b>5743.57</b>	<b>4633.87</b>	<b>6365.53</b>
8	<b>Other Comprehensive Income (net of tax)</b>						
	a) Items that will not be reclassified to Profit or Loss						
	i) Remeasurement of defined benefit plans	(4.12)	(4.12)	(5.61)	(12.36)	(16.84)	(15.97)
	ii) Fair value changes in Equity instruments	1004.98	(124.68)	110.44	1147.49	914.97	823.58
9	<b>Total Comprehensive Income for the period (7+8)</b>	<b>2631.97</b>	<b>1812.83</b>	<b>1771.26</b>	<b>6878.70</b>	<b>5532.00</b>	<b>7173.14</b>
10	Paid up Equity share capital	1656.18	1656.18	1510.69	1656.18	1510.69	1562.80
11	Other Equity						44147.80
12	<b>Earnings per equity share (Face value of ₹5) (not Annualised)</b>						
	- Basic	4.92	5.86	5.80	17.46	16.42	22.12
	- Diluted	4.91	5.85	5.39	17.42	15.29	21.14

### Notes:

- The above results for the quarter and nine months ended 31 December, 2022 were reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meeting held on 6 February, 2023.
- The Company has only one reportable segment as per the requirements of Ind AS 108 "Operating Segments".
- This statement is as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- During the period, the Company has issued 18,67,518 rights equity shares at an exercise price of ₹184 upon conversion of share warrants to equity shares. Further the Company has forfeited 26,239 number of detachable warrants which are not exercised/tendered to be converted into equity shares of the Company at the completion of the warrant exercise period as per the terms of Letter of Offer dated October 17, 2020.
- Comparative figures have been regrouped/reclassified to conform to the current period's/year's presentation.

Hyderabad  
6 February, 2023



for MOLD-TEK PACKAGING LIMITED

J.Lakshmana Rao  
Chairman & Managing Director  
DIN: 00649702



# **M.ANANDAM & CO.,**

## **CHARTERED ACCOUNTANTS**

### **Independent Auditor's Review Report on the Quarterly Unaudited Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Review Report to  
The Board of Directors  
Mold-Tek Packaging Limited**

1. We have reviewed the accompanying statement of unaudited financial results of Mold-Tek Packaging Limited (the "Company") for the quarter ended 31<sup>st</sup> December, 2022 and year to date results for the period 1<sup>st</sup> April, 2022 to 31<sup>st</sup> December, 2022 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For M. Anandam & Co.,  
Chartered Accountants  
(Firm Regn.No.000125S)

Venkata Suresh Kumar  
Beesa  
Date: 2023.02.06  
13:12:10 +05'30'

B.V.Suresh Kumar

Partner

Membership Number: 212187

UDIN: 23212187BGWONV7212

Place: Secunderabad

Date: 6<sup>th</sup> February, 2023

**7 'A', SURYA TOWERS, SARDAR PATEL ROAD, SECUNDERABAD – 500003.**

**PHONE: 2781 2377, 2781 2034, FAX:2781 2091**



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

Press Release

Date: 06.02.2023

**VOLUME UP BY 19.64% & PAT UP BY 23.95% FOR 9M**

**Financial Highlights: Q3 FY'23**

- ❖ Volume up by 19.64% for 9M and up by 2.95% Q3 on Q3
- ❖ PAT up by 23.95% for 9M and dip by 2.12% Q3 on Q3
- ❖ Net Revenue up by 20.21% for 9M and dip by 3.4% Q3 on Q3
- ❖ EBITDA up by 12.26% for 9M and dip by 9.19% Q3 on Q3
- ❖ Basic EPS up by 6.33% for 9M and dip by 15.12% Q3 on Q3

**Mold-Tek Packaging Limited Standalone Results, 9M FY'23**

- Revenue from operations increased by 20.21% to ₹545.22 crores from ₹453.55 crores
- EBDIT increased by 12.26% to ₹100.38 crores from ₹89.42 crores.
- Profit before tax increased by 22.90% to ₹ 75.81 crores from ₹ 61.68 crores
- Net Profit increased by 23.95% to ₹57.43 crores as compared to ₹46.34 crores in the previous corresponding period.

**Mold-Tek Packaging Limited Standalone Results, Q3-FY'23**

- Volume up by 3% Q3 on Q3.
- Revenue from operations decreased by 3.4% to ₹154.83 crores from ₹160.28 crores.
- EBDIT for the quarter decreased by 9.19% to ₹28.84 crores from ₹31.77 crores.
- Profit before Tax decreased by 7.12% to ₹20.5 crores as compared to ₹22.15 crores.
- Net Profit decreased by 2.12% to ₹16.31 crores from ₹16.66 crores

**Company's performance for FY2023:** Hyderabad, 6<sup>th</sup> February 2023: "Mold-Tek Packaging Limited today announced their financial results for the quarter and 9 months ended December 31, 2022. Overall, on a 9 month basis "the Lube-Pack business continued to grow at ahead on its high volume growth trajectory 39.04% and Food and FMCG-pack business recorded 35.62% volume growth however Paint-pack business registered a drop in volume.

During the Q3 Paint-pail volumes shrunk by 10% which has dipped the growth to around 3% only (Paint Pails constitute 50% share of our Company sales). Lessor capacity utilization and new projects implementation affected margins in Q3. This resulted in short term stress on the margin. The revenues from new projects are expected to flow from next financial year. The Paint and Lubes volumes should start picking up from Q4 as the busy season starts from January onwards.

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### **DIGITAL IML:**

The Company successfully established & started supplies of this new-age, unique code based IML Packaging to M/s Shell for one of their brands.. This QR-IML offer complete trace-ability, anti-counterfeiting, dynamic promotions, channel based deals, customer engagement and social media marketing options.

Supplies have been made to Be-legend, Shell, Aquazyme. Creamstone, Walko-orders are about to more in to QR coded packs. Already trial supplies started to multiple companies across industries.

We expect this feature to bring in considerable interest from major players in Paint, Lubes, Ice Cream and Other FMCG in the next few quarters

### **Other Developments.**

- Customer Packs- 3 packs – Kisaan & Horlicks established and trial supplies made in January.
- Pharma - Iodex samples approved; commercial mold development started.
- New Plants- Sulthanpur- Food and FMCG commercial production from Feb/march
- Land acquired in Daman, Panipat, Cheyyur for new plants

### **IML/HTL Label Capacity:**

In view of upcoming busy season (Feb to June) and based on the constraints faced by the Company last year, we have installed additional printing capacity to meet the demand for IML and HTL labels. New Flexo machine has been added January, 2023. Further the Company is adding new technology Digital printing machine by March, 2023 that will enable us to service Low Volume, high margin customers with “zero development time”.

### **Capex Planned for next 12 months:**

The company has planned for Rs 127 crores capex and spent Rs 79 crores and balance of Rs 48 crores to be spent in the next few months on the following projects:

- 1) Sultanpur-Pharma
- 2) Daman-Unit-2 for Food& FMCG
- 3) Printing Expansion
- 4) Toolroom Expansion
- 5) Panipat Plant for Aditya Birla Group
- 6) Cheyyur Plant for Aditya Birla Group



**New customers:**

During this quarter, the Company bagged new orders from the reputed Companies like Red Bucket Biryani, Pidilite Paints, Aayu International, libero enterprises, Gemini Edibles, Sai Triveni Diary, Jal Acqua. etc.

**New Plants – received ABG LOI:**

Company has received LOI from Aditya Birla Group for setting up 2 new plants one at Panipat and another at Cheyyar on a longterm procurement basis with an outlay of Rs 55 crores.

**About Moldtek Packaging Limited**

Moldtek Packaging Limited is the leader in manufacturing injection moulded rigid plastic packaging containers (BSE Code: 533080). Established in 1986, one of the leading players in rigid plastic packaging in India. Publicly listed in 1993. 10 Manufacturing Units, 2 stock points PAN India. Current installed Injection molding capacity of over 45,000 TPA. Mold-tek has been the innovator and torch bearer in introducing many world class packaging products in India for Lubes, Paints, Food and FMCG products. Mold-tek is the first Company in India to introduce "In-Mold Labeling (IML)" concept for decorating plastic containers using ROBOTS. IML enables photographic quality decoration with complete hygienic and hands free production of containers suitable for food and FMCG products. Mold-Tek is the only packaging Company in the world to design and manufacture in house ROBOTS for the IML decoration apart from manufacturing IML Labels in-house.

**J Lakshmana Rao**



**Chairman and Managing Director**  
**DIN: 00649702**





# QUARTERLY BUSINESS REPORT Q3 & 9M FY 22-23

(BSE: 533080; NSE:MOLDTKPAC)

**FEBRUARY 06, 2023**

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



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Business Overview



Future Roadmap



Project Updates



Client Updates



Financial Performance



CSR Activities

Moldtek Packaging Limited Business Report  
for Quarter 3, FY2022-2023



# Moldtek Snapshot



35 YEARS OF EXPERIENCE



10 ISO CERTIFIED U N I T S



PUBLICLY LISTED WITH INR ~2,281cr 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

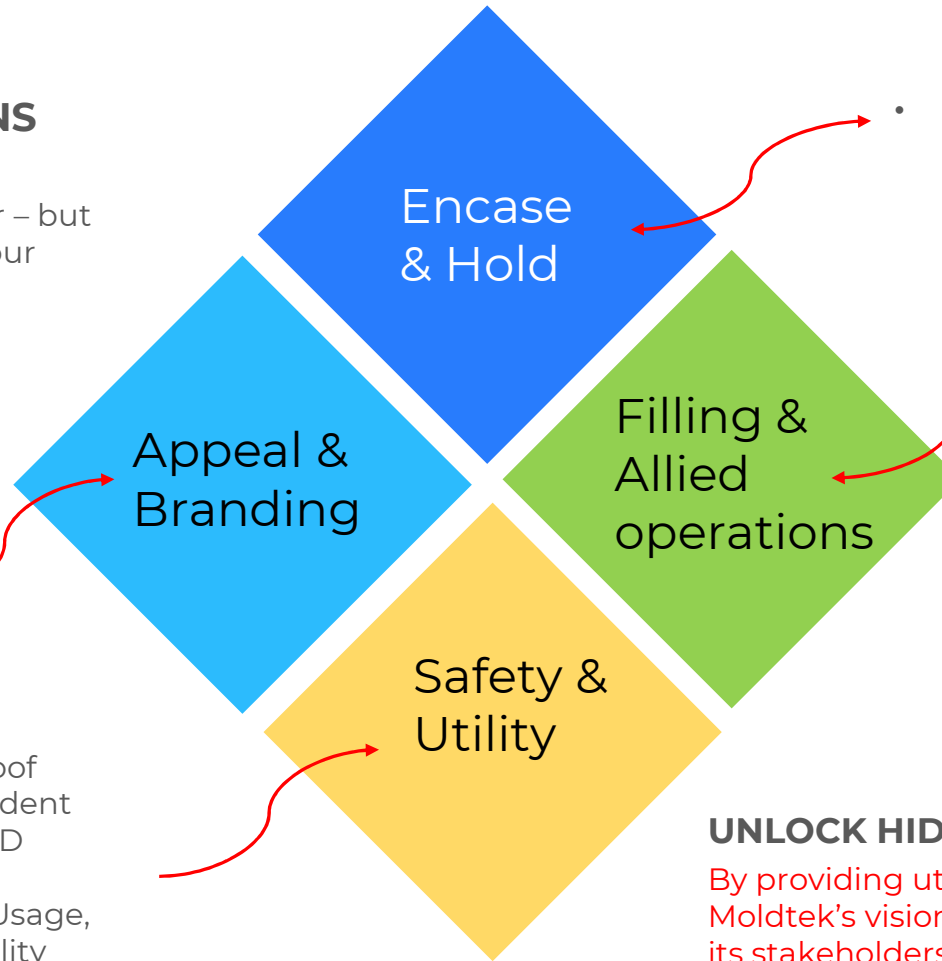
# MOLDTEK PACKAGING

## 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



## – VISION

- Traditional packaging to hold and encase the products

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

## UNLOCK HIDDEN POTENTIAL

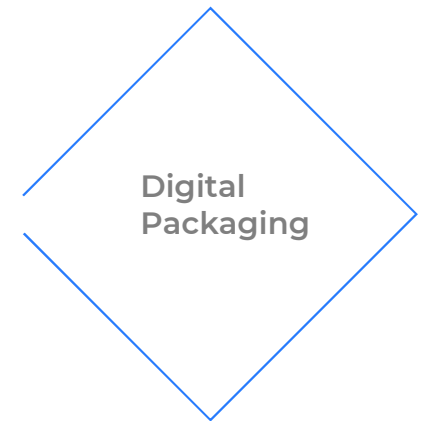
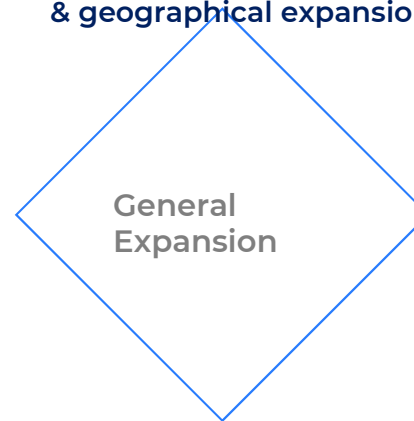
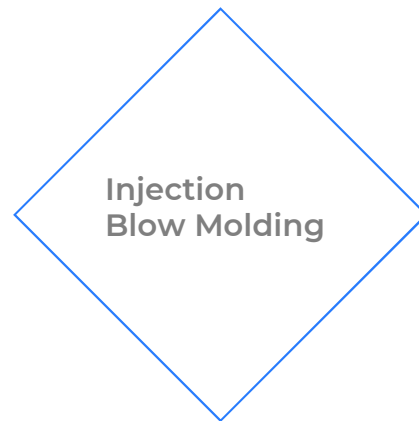
By providing utility based “Solutions” to our customers, Moldtek’s vision is to unlock the underlying value for all its stakeholders





# Future Roadmap

The company has significant growth plans in the next 2-3 years with focus on high value adding products through both product & geographical expansion



## 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**

# Key Financial Highlights – 9 Months

## Snapshot

Financial Performance & Highlights

### Revenue

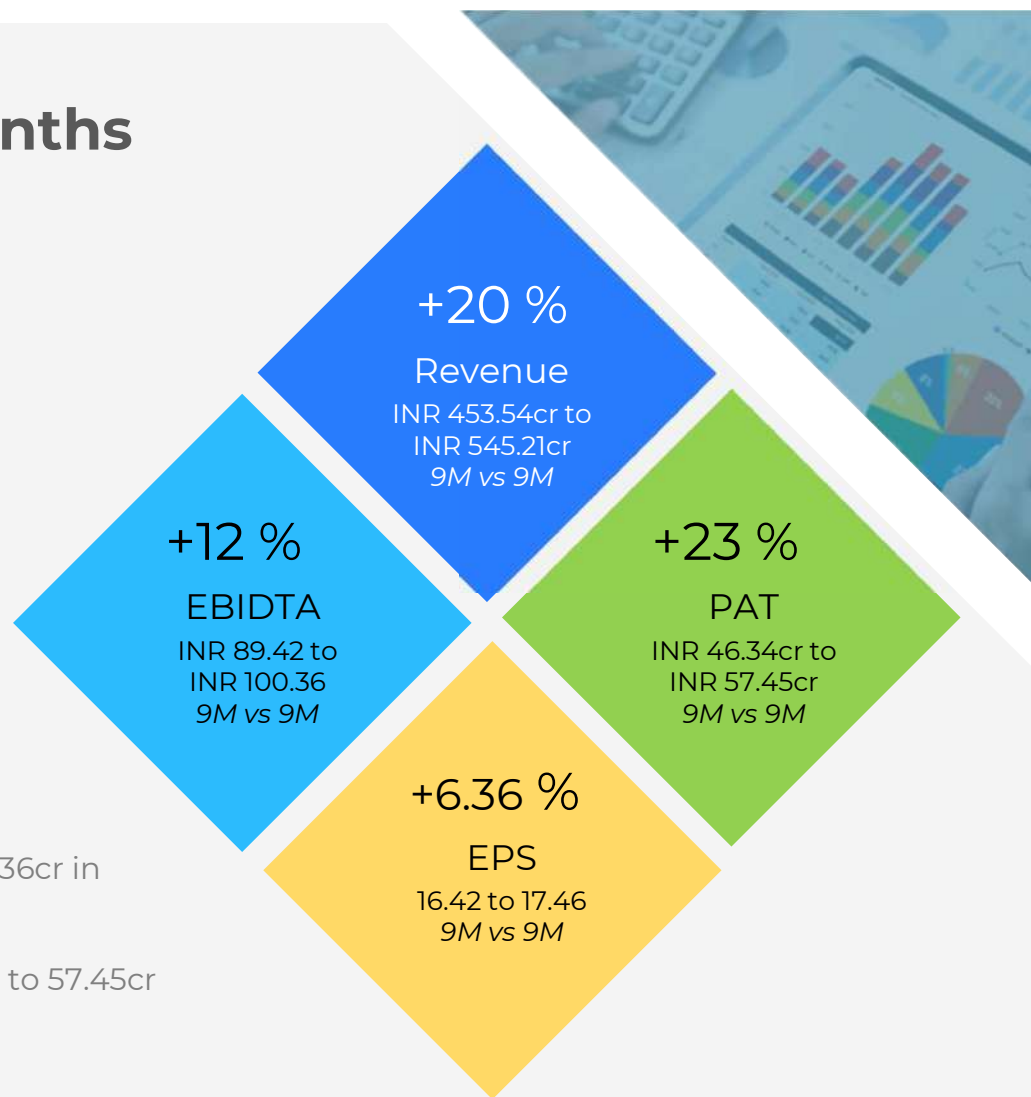
The Company recorded a total revenue of INR 545.21 cr in 9M FY23, compared to INR 453.54cr in last year 9M – **Growth of 20%**.

In Volume Terms 24947MT in 9MFY23 as against 20855MT in 9MFY22- Growth 20%

### Margins

The EBIDTA increased from INR 89.42cr in 9MFY'22 to INR 100.36cr in 9MFY'23, a growth of 12%.

During the same period, PAT **growth is 23%** from INR 46.34 cr to 57.45cr in 9MFY'23



# Key Financial Highlights – Q3

## Snapshot

Q3 is historically a slow quarter due to post-festival trends, further impacted by drop in Paints demand

## Revenue

The Company recorded a revenue of INR 154.83cr in Q3, compared to INR 160.28 cr in last year Q3 – a **dip of 3.41%**.

*Q3 vs Q3 – The Paint sales volume reduced by 10%. Paint is 50% of the company's sales. This impacted the total sales in this Quarter*

*However, the sales trend in paints is back on trend since end of December, and we hope it continues through the new year*

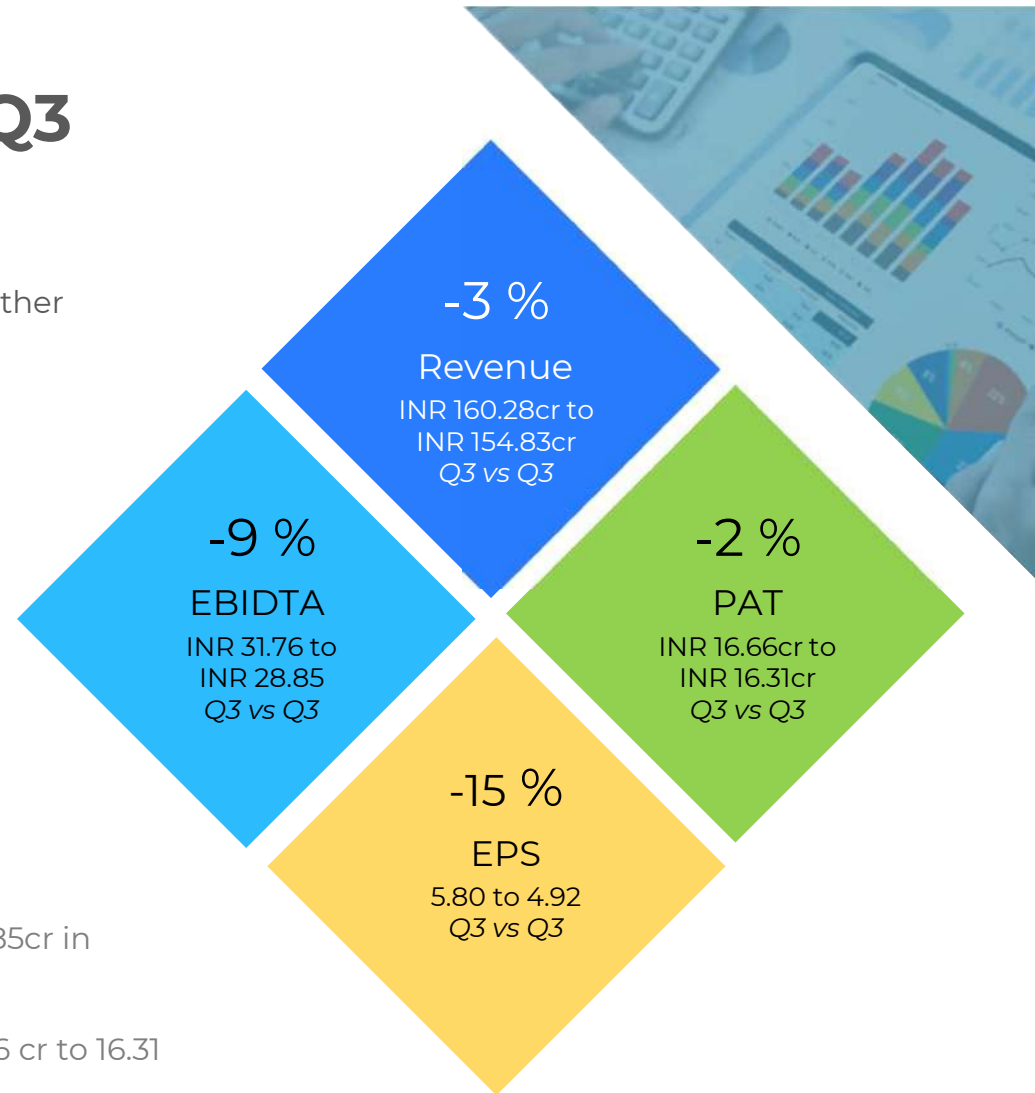
In Volume terms total tonnage of 7550MT in Q3 of FY23 as against 7335MT in Q3 of FY22 **growth of 3%**

## Margins

The EBIDTA decreased from INR 31.76cr in Q3FY'22 to INR 28.85cr in Q3FY'23, a de-growth of 9%

During the same period, PAT **de-growth by 2%** from INR 16.66 cr to 16.31 cr in Q3FY'23

*Several new projects in implementation stage adding to Overheads. Revenue expected from next FY*





## New-Age Developments



The company is excited about multiple new projects, products and opportunities

### Digital IML

- Major lubricant customer Shell adopted for one brand

### Custom Packs

- 3 packs – Kisaan & Horlicks established

### Pharma

- Iodex samples approved; commercial mold development

### New Plants

- Sulthanpur commercial production from Feb/march
- Land acquired in Daman, Panipat, Cheyyar

# DIGITAL IML Project Update

**First Major Lubricant Brand – Shell launched Digital IML for one brand**

**Order received in December, Supplies already made**

## ACTIVE CUSTOMERS

Customers across industries are adopting Digital IML



## EVOLVING USE CASES

Customers across industries are adopting Digital IML for multiple use cases.



Traceability



Dynamic Promos  
Unique ID



Counterfeit Check  
(Pairing)



Social Media  
Engagement



Gather End-Customer  
Data & Preferences



Push DIY Videos &  
Wall Design Ideas

# CUSTOM PACKS

Two major custom packs established

**Every custom pack resulted in a significant jump in sales & continuous business for the company**



Year 1: INR 2+ Cr



Year 1: INR 5+ Cr



- Kissan new jam pack for Unilever
- Horlicks new 1kg & 2kg SKUs molds developed & to start within few months



Year 1: INR 7+ Cr



Moldtek Packaging Limited





# NEW PLANTS

The company is working on multiple new projects & plants

## Sulthanpur

FMCG (Feb)  
PHARMA (Q2'24)

Block 1 – FMCG  
building ready.  
Machines  
coming in

## Daman II

FMCG (Q2 '24)

Land Procured,  
Awaiting  
building  
permissions

## Panipat

PAILS (Q4 '24)  
FMCG (Q4 '24)

LOI obtained  
from Grasim  
Strong interest  
from FMCG

## Cheyvar

PAILS (Q1 '25)

LOI obtained  
from Grasim  
Interest from  
Lubricant

## Sandila

PAILS (Q1 '25)

Land allotted.  
Awaiting  
customer  
trends

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



P&G

Cadbury

Himalaya



Nestle



Heinz



PARLE



Milky Mist



Sil



NK Proteins



Madhuri

Pista House



apollo paints

KANSAL NEROLAC

ep asianpaints



SHIRAZI PAINTS

MYK LATICRETE

SCHOMBURG



Valvoline



Castrol



PETRONAS



Reliance Industries Limited

# Customers Added in Q3

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**



32

New Food & FMCG customers added in Q3



460

New designs processed for our customers in Q3



260

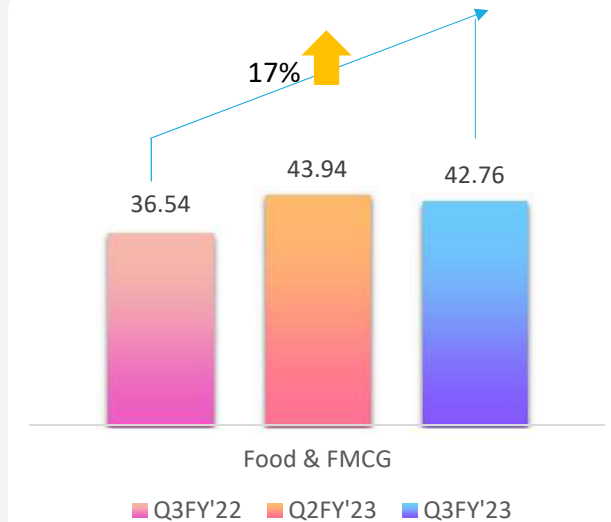
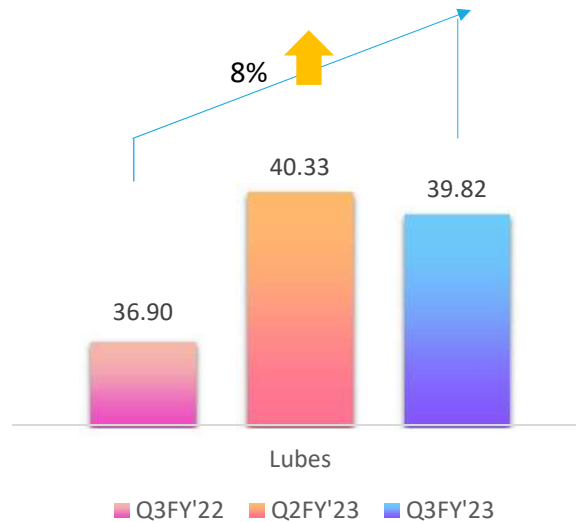
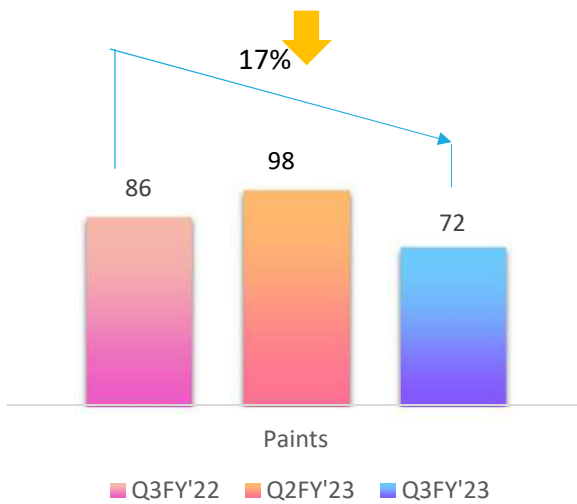
New SKUs processed in Q3



# Profit & Loss Statement

PARTICULARS IN (RS. CRORE)	Q3 FY23	Q2 FY23	Q3 FY22	YoY %	Q3oQ2 %	9M FY23	9M FY22	YoY %	12M FY22
<b>Revenue</b>	<b>154.83</b>	182.55	160.28	<b>-3%</b>	-15%	<b>545.22</b>	453.55	<b>20%</b>	<b>631.47</b>
Other Income	<b>0.42</b>	0.18	0.17	<b>147%</b>	133%	<b>0.72</b>	0.5	<b>44%</b>	<b>1.56</b>
Total Expenditure	<b>126.41</b>	148.50	128.69	<b>-2%</b>	-15%	<b>445.56</b>	364.64	<b>22%</b>	<b>510.78</b>
Material Cost	<b>89.47</b>	111.69	99.79	<b>-10%</b>	-20%	<b>327.80</b>	274.65	<b>19%</b>	<b>384.82</b>
Changes in FG & WIP	<b>1.17</b>	-3.73	-5.21	<b>-122%</b>	-131%	<b>-0.23</b>	-6.87	<b>-97%</b>	<b>-8.23</b>
Employee Benefit Expense	<b>10.64</b>	10.99	9.81	<b>8%</b>	-3%	<b>32.50</b>	28.06	<b>16%</b>	<b>38.68</b>
Other Expense	<b>25.13</b>	29.55	24.3	<b>3%</b>	-15%	<b>85.49</b>	68.80	<b>24%</b>	<b>95.51</b>
<b>EBITDA</b>	<b>28.84</b>	34.23	31.76	<b>-9%</b>	-16%	<b>100.38</b>	89.41	<b>12%</b>	<b>122.25</b>
<b>EBITDA Margin(%)</b>	<b>18.58%</b>	18.73%	19.79%	<b>-121bps</b>	-15 bps	<b>18.39%</b>	19.69%	<b>-130 bps</b>	<b>19.31%</b>
<b>EBITDA per KG</b>	<b>38.21</b>	40.96	43.31	<b>-12%</b>	-7%	<b>40.24</b>	42.88	<b>-6%</b>	<b>41.80</b>
<b>Finance Costs</b>	<b>0.78</b>	0.78	2.75	<b>-72%</b>	0%	<b>2.57</b>	8.19	<b>-69%</b>	<b>9.32</b>
<b>Depreciation and Amortisation</b>	<b>7.49</b>	7.38	6.86	<b>9%</b>	1%	<b>22.01</b>	19.55	<b>13%</b>	<b>26.42</b>
<b>PBT</b>	<b>20.57</b>	26.07	22.15	<b>-7%</b>	-21%	<b>75.80</b>	61.67	<b>23%</b>	<b>86.51</b>
<b>Tax Expense</b>	<b>4.26</b>	6.66	5.49	<b>-22%</b>	-36%	<b>18.37</b>	15.33	<b>20%</b>	<b>22.85</b>
<b>PAT</b>	<b>16.31</b>	19.41	16.66	<b>-2.10%</b>	-16%	<b>57.43</b>	46.34	<b>24%</b>	<b>63.66</b>
<b>PAT Margin(%)</b>	<b>10.51%</b>	10.62%	10.38%	<b>13 bps</b>	-11 bps	<b>10.52%</b>	10.21%	<b>31 bps</b>	<b>10.08%</b>
<b>EPS Basic (Rs.)</b>	<b>4.92</b>	5.86	5.8	<b>-15%</b>	-16%	<b>17.46</b>	16.42	<b>6%</b>	<b>22.12</b>

## Customer Segment Analysis Q3 on Q3



## Revenue breakdown for major segments

# Capacity Utilisation

UNIT	Capacity in MT 12m	Capacity in MT in 9M	Production	Utilisation (%)
Unit I	13850	10388	8239	79%
Unit II	3750	2813	2045	73%
Unit III	9700	7275	5406	74%
Unit IV	1250	938	651	69%
Unit VII	5040	3780	2368	63%
Unit VIII	5400	4050	3689	91%
Unit IX	4800	3600	3081	86%
Unit XI	1500	1125	477	42%
<b>TOTAL</b>	<b>45290</b>	<b>33968</b>	<b>25955</b>	<b>76%</b>
VI (Film)	750	563	409	73%

# Capacity Expansion

## THIN-WALL

- 4700 MT will be added Sulthanpur, Daman
- Sulthanpur construction of Block 1 is in Final Stage. Daman Land acquired awaiting for construction approvals

## BULK PACKS

- 2600MT will be added Daman, Vizag, Hyderabad, Kanpur.
- Few Machines are in Transit and some are in Installation.

## IBM

- 2000MT will be setup Sulthanpur, Hyderabad
- Sulthanpur under construction and In Unit1 2 IBM Machines and Moulds are under trails.

## IML LABELS

- Doubling capacity to 4.5 cr labels per month
- Machines are in Installation Stage

## TOOL ROOM

- Per month capacity will increase from 4 in 2021 to 8 in 2023
- Orders released for New Machines.

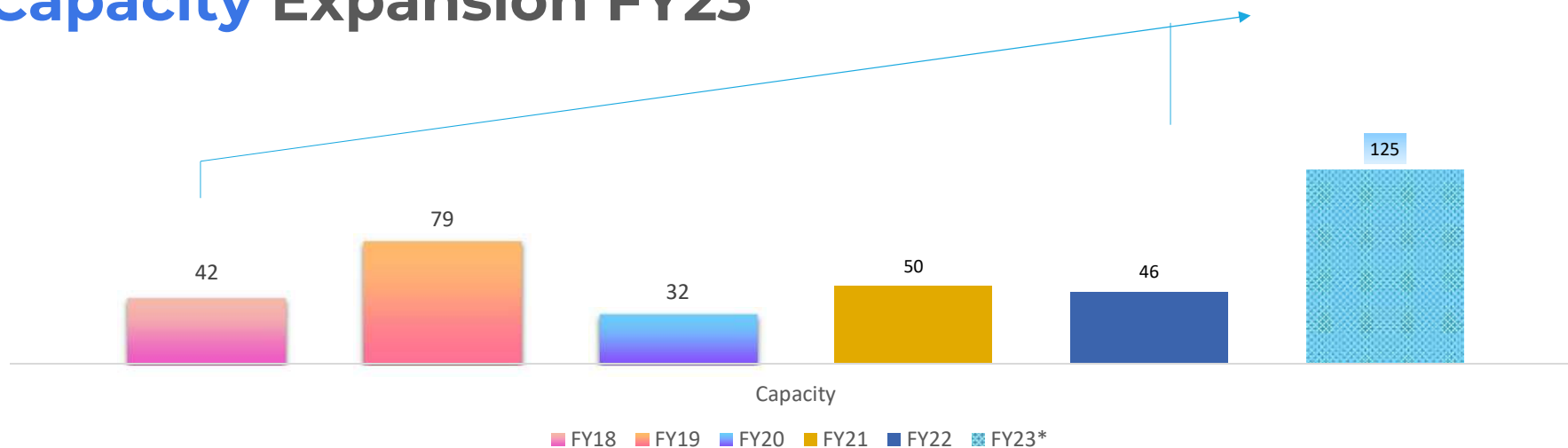
In addition to this, the company is planning to add new designs & shapes for Food, FMCG & Lubricant industry



# LEVERAGE POSITION

Particulars in Cr.	Dec-22	Mar-22
Short term Debt	4.59	7.32
Long Term Debt	16.37	25.37
Current Maturities	12.60	11.32
Total Debt	33.56	44.01
Cash & Cash Equivalents	2.12	4.12
Net Debt	31.44	39.89
Equity	515.63	457.1
Net Debt/ Equity	0.06	0.09

# Capacity Expansion FY23



9MFY23 SPENT ON FIXED ASSETS OVER Rs.79 CRORES ON VARIOUS PROJECTS

PROJECT	AMOUNT IN CR.	SPENT IN CR.
SULTANPUR (PHARMA & TW)	50	35
DAMAN NEW PLANT	30	6
LABEL (PRINTING & CUTTING)	17	13
TOOL ROOM	5	5
ADDING CAPACITY TO EXISTING PLANTS	23	20
TOTAL	125	79

**THANK YOU**