



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

MTPL/SECT/028/23-24

Date: 26th May, 2023

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 letter dated 25th May, 2023, with Ref. No. MTPL/SECT/026/23-24 on the captioned subject and 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 below the details of the meetings held with Fund/Broking House/Company/analysts/Institutional Investors:

Date	Name of Fund/Broking House/Company/Analysts/Institutional Investors	Venue	Type of Meeting
26.05.2023	Ambit Asset Management	Registered Office	Group
26.05.2023	Ambit Capital	Registered Office	Group
26.05.2023	BOI AXA Investments Managers	Registered Office	Group
26.05.2023	Dalmus Capital Management	Registered Office	Group
26.05.2023	Emkay Investment Managers	Registered Office	Group
26.05.2023	ICICI Prudential Mutual Fund	Registered Office	Group
26.05.2023	Monarch AIF	Registered Office	Group
26.05.2023	Multi-Act Equity PMS	Registered Office	Group
26.05.2023	Omkara Capital	Registered Office	Group
26.05.2023	Quantum Asset Management	Registered Office	Group
26.05.2023	Vallum Capital	Registered Office	Group
26.05.2023	ValueQuest Investment Advisors	Registered Office	Group

The presentation made on the said meeting is enclosed herewith.

Kindly take the above on record.

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



MOLD-TEK
Packaging Limited

FY 2022-23 BUSINESS REPORT

(BSE: 533080; NSE:MOLDTKPAC)

MAY 03, 2023

www.moldtekpackaging.com

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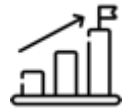


CSR Activities

Moldtek Packaging Limited Business Report
for Quarter 4 & FY2022-23



Moldtek Snapshot



35 YEARS OF EXPERIENCE



10 ISO CERTIFIED UNITS



PUBLICLY LISTED WITH
INR ~2,994cr 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 50,000 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

Innovations to Surge ahead

Constant Innovation

Pioneers in launching newer & better designs

First to introduce

- Plastic pails for paints & lubes in India
- IML Decoration – Photo realistic & Hands-free
- In-house robots & label – Most cost effective

Flexibility

Change your design at ease

- In-house mould design, mould making, IML making, Robot making
- In-house Design studio
- Rapid prototyping & 3D modelling

Quick Cycle Times

Better Productivity & Asset utilisation

Multi-cavity moulds to boost productivity

- Automated hopper mechanism for RM & MB
- Umbrella™ cooling mechanism in moulds
- Quick maintenance & mould development

FOOD PACKAGING



PAINT PACKAGING



Continuous Focus on Innovation

We recognize the importance of **continued innovation in packaging products** to cater the needs of various customers. As part of our efforts, we have been continuously working towards **enhancing the utility and feature of our existing products and create new packaging products**

Focus on cost reduction and improving cost efficiency

Through our research and innovation, we adopted various **cost reduction** measures including installation of high speed machines, low cycle times, backward integration- **EBIDTA has increased considerably during the last few years**



Continue to invest in research to develop new products

Focusing on R&D with new features , more efficient machine , new technologies.

We consistently **invest in R & D** to innovate and widen product range

Increasing contribution from food, FMCG industry and Pharma Industry.

With customization of IML technology and quality accreditation, we have been able to make **headway in food and FMCG industry**. As one of the **first companies to introduce IML in India**. With a slew of products, Moldtek is entering into Pharma packaging by the end of H1 FY24.

PAINT PACKAGING

- Paint Pails in 8th GEN molds – Better performance all round from 1 to 20 lts
- Capacity expansion for APIL at Vizag & Mysore
- New Paint company considering us preferred partner status for pails



Flat Lid



Spout Lid

- Amongst the few companies which has got a **'green channel clearance'** from **Asian Paints** for all plants

LUBES PACKAGING

- Range of lubricant pails over various quantity levels ranging from 5ltr-25ltr
- DEF new pack drives good growth over last quarter
- Long term contracts with giants like Gulf, Shell & many others



CCD Lid



Flat Lid



FOOD PACKAGING

- The company added many major customers in Food & FMCG
- Plans to add customers in new geographies – especially around Panipat & Daman
- Both our plants in Panipat & Daman will have F&F capacities



DISPENSING PUMPS

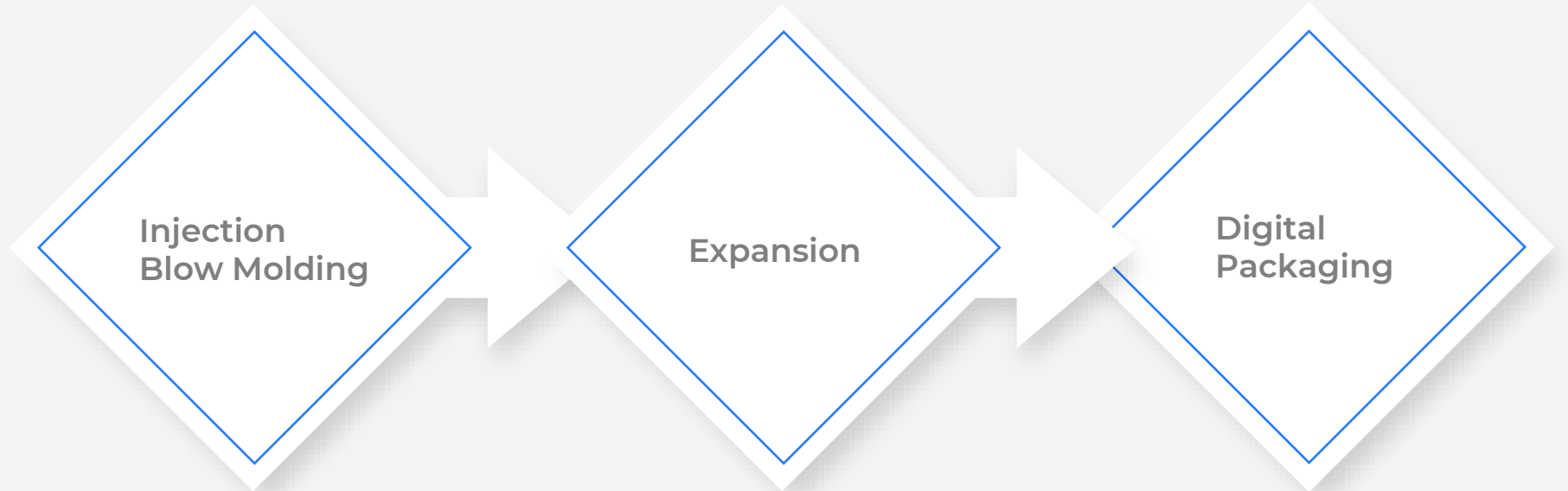
LOCKDOWN
DISPENSING PUMPS



TWIST & LOCK
DISPENSING PUMPS

Future Roadmap & Plans

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



IBM with clean room manufacturing

Leverage our grip in Injection Molding (Mold design, IML, productivity) and provide innovative options to customers in Pharma, FMCG & Cosmetics

New Products, Plants & Industries

- Launch 2-3 concept products every year
- 5 New plants – 2 Plants in Daman and Sandila. 3 Plants in Panipat, Cheyyur and Mahad for ABG.
- 2nd Phase of Sultanpur, Hyderabad for Pharma packaging products.
- Entering new industries like Seeds, Cheese, Fertilizers, Sweets, Pharma etc.

Variable QR coded IML

Receiving good response across industries. Expecting growth in IML share from existing customers and entry into new industries through this feature

In addition to these, the company is

- Confident of increasing IML adoption even in traditional industries.
- Gearing up to continue 30-40% YOY growth in Food & FMCG sales.

Injection Blow Molding Project Update



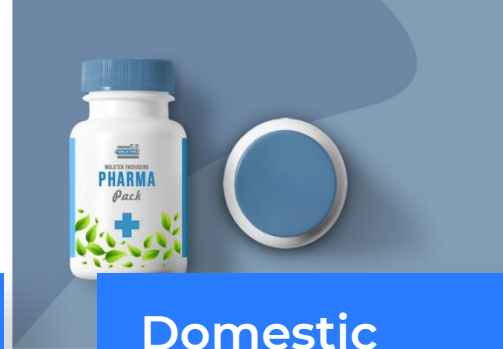
Regulated Pharma

Significant market size
and business opportunity
Requires DFM & USFDA
approved manufacturing
processes



FMCG & Cosmetics

Huge market with
immense growth
potential. Requires
Hygiene and best
decoration



Domestic Pharma

Rapidly growing
market. Requires
Hygiene and
innovative concepts

PROJECT PROGRESS

Implementation is in full swing
and on target with all
departments involved

❖ Infrastructure

- ❖ Building for phase 1 is completed. Food and FMCG commercial production has started.
- ❖ Molds, Machines for Pharma Packaging have ordered, expected to start by Sep' 23.

❖ Compliance

- ❖ Clean room manufacturing process training underway
- ❖ Standards being implemented

❖ Marketing

- ❖ Approaching potential customers and response is encouraging

During the DMF approval stage (**H1** of FY 24), plans to start supplies to FMCG & Cosmetics – encouraging discussions with potential customers

Digital IML

Unique QR coded IML with partially peel-able feature gives tremendous scope to customers

Moldtek supplies each container with 2 unique QR codes – one on the surface and another under the peel off. Top QR provides Unique identity while beneath QR gives loyalty benefits



The surface QR code will be used for Trace & Track / pushing information content



After purchase, the Buyer peel off & Scan the QR code on the reverse of the label.



Peeled => Used once
Replace coupons & manage promotions



One time peel off feature will provide Authenticity – Anticounterfeit



Track & Trace through the distribution supply chain



Embed new-age Promotions through QR code scans



Push Information & Training content on the dynamic QR code

PROJECT PROGRESS

Customer's response is encouraging. Already received first confirmed Order

❖ Infrastructure

- ❖ Already in place; samples for customer trials underway

❖ Technology

- ❖ Entered into MOU with IT service provider to provide track & trace & promotions platforms.

❖ Trials

- ❖ Active trials at Paint (1), Lubricant (3) & FMCG (4) companies

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



Customers Added in Q4

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



82
New Food &
FMCG customers
added in Q4



930
New designs
processed for our
customers in Q4



800
New SKUs
processed in Q4

Key Financial Highlights – FY2023

Snapshot

- Excellent annual volume growth of 16.3% achieved
- Highest profit achieved

Revenue

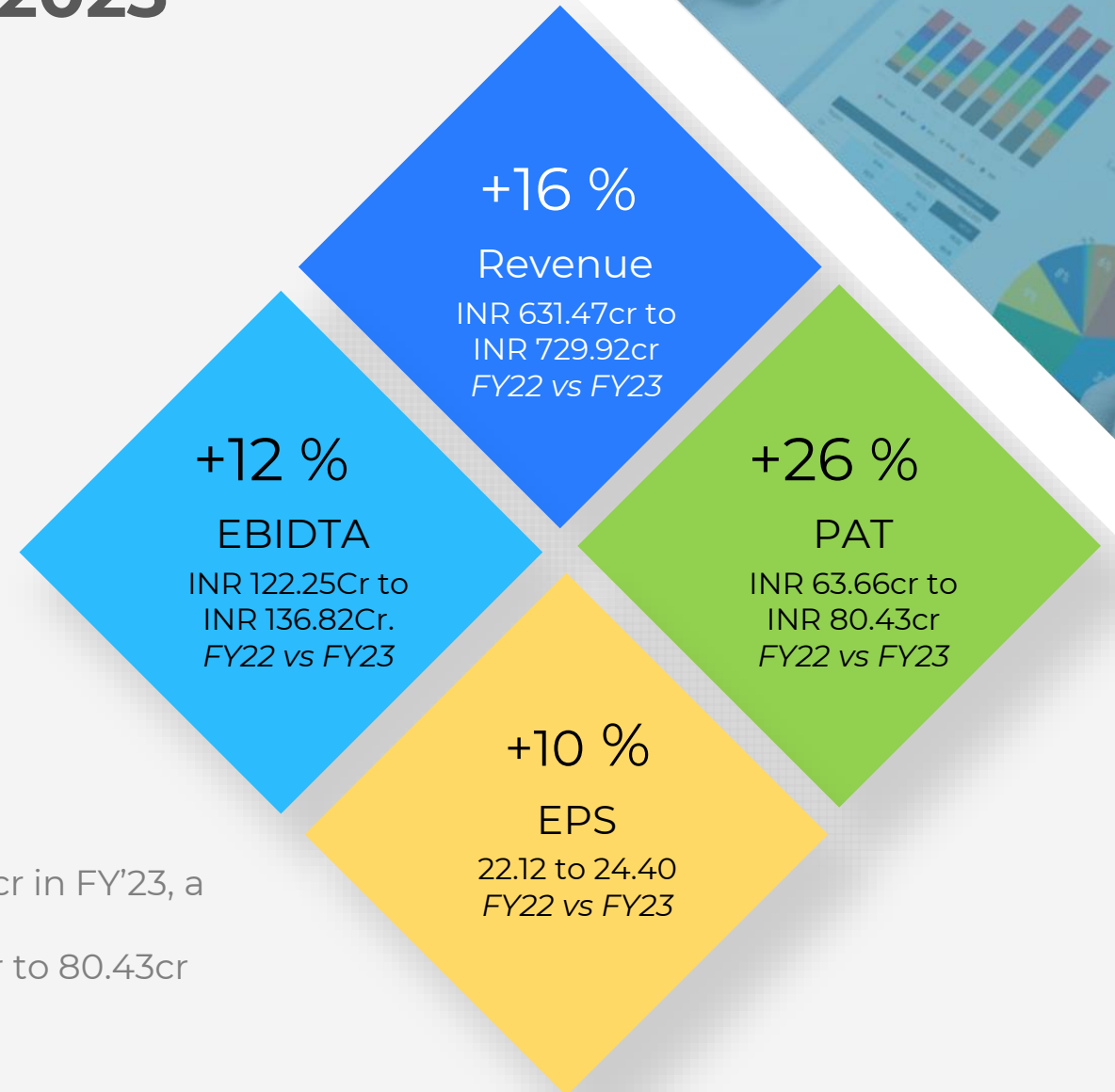
The Company recorded a total revenue of INR 729.92 Cr. in FY23, compared to INR 631.47 cr in FY22 – **Growth 16%**.

In Volume Terms 34014 MT in FY23 as against 29250MT in FY22- Growth 16%

Margins

The EBIDTA increased from INR 122.25cr in FY'22 to INR 136.82cr in FY'23, a growth of 12%.

During the same period, PAT growth by 26% from INR 63.66 cr to 80.43cr in FY'23



Key Financial Highlights – Q4

Snapshot

Financial Performance & Highlights

Revenue

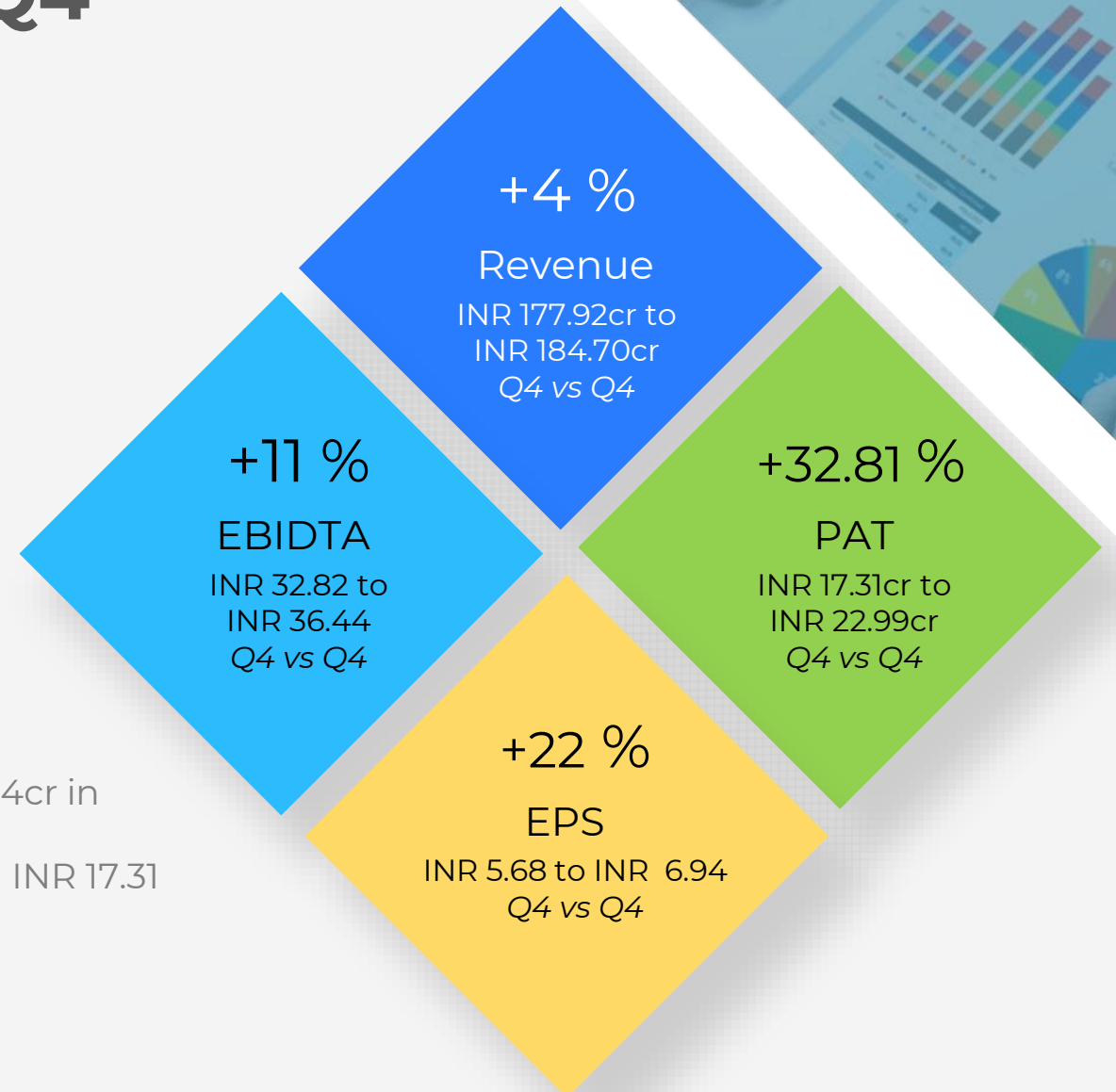
The Company recorded a total revenue of INR 184.70cr in Q4, compared to INR 177.92 cr in last year Q4 – **Growth of 4%**.

In Volume terms total tonnage of 9067MT in Q4 of FY23 as against 8395MT in Q4 of FY22 **growth of 8%** and 7550MT in Q3 of FY23 – **Growth of 20%**.

Margins

The EBIDTA increased from INR 32.82cr in Q4FY'22 to INR 36.44cr in Q4FY'23, a **Growth of 11%**.

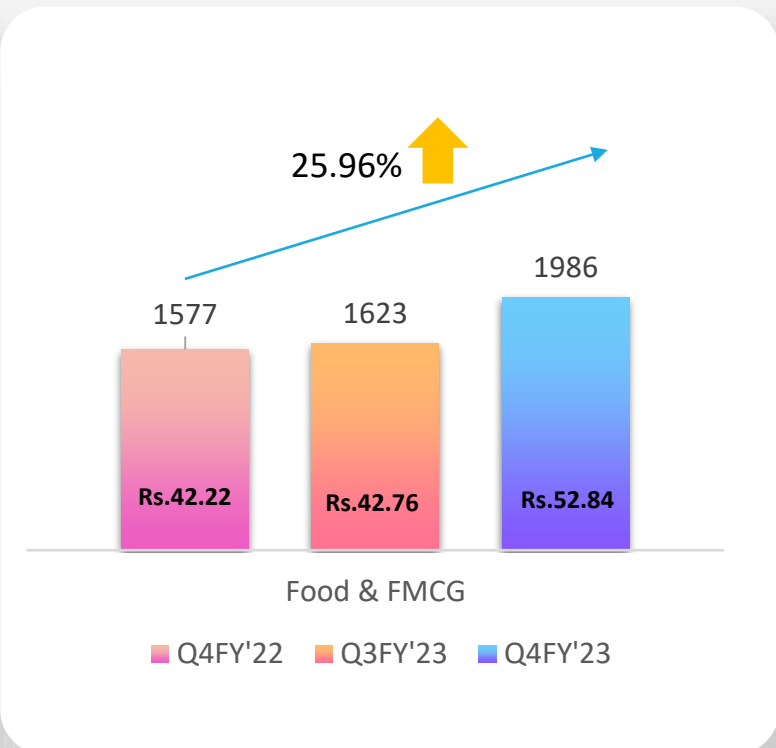
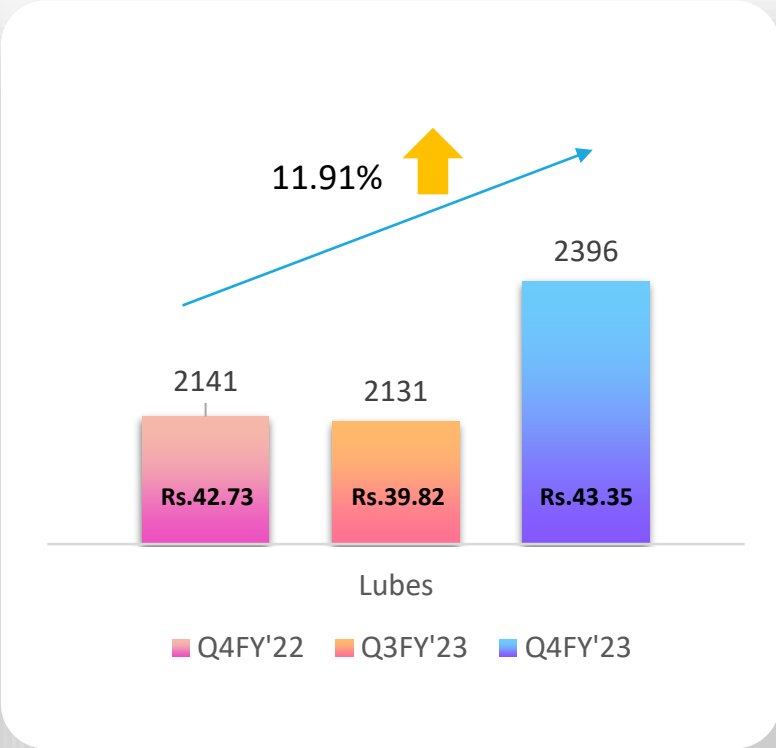
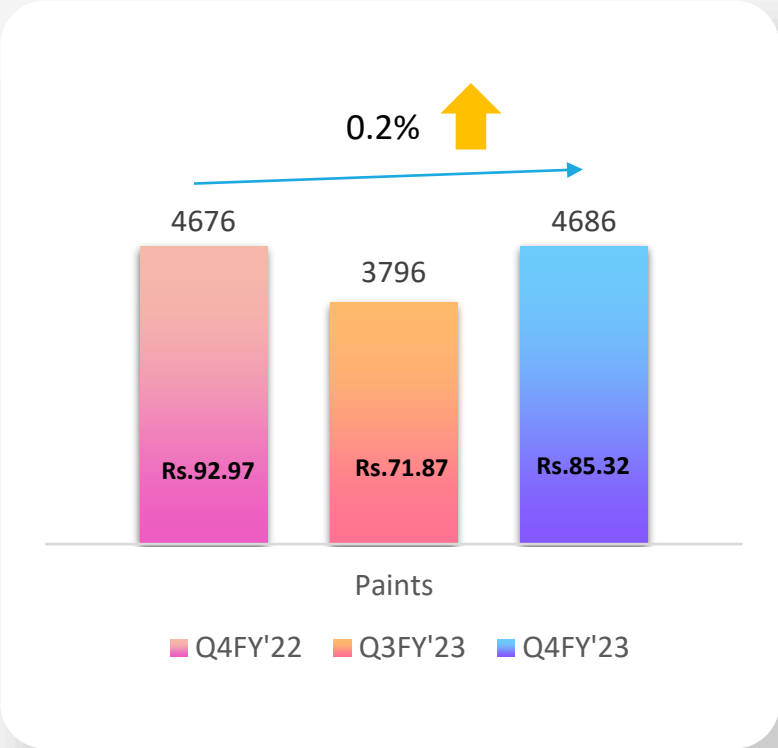
During the Corresponding period, **PAT grown by 32.81%** from INR 17.31 cr to 22.99 cr in Q4 FY'23



Profit & Loss Statement

PARTICULARS IN (RS. CRORE)	Q4 FY23	Q4 FY22	Q4oQ4 %	Q3 FY23	Q4oQ3 %	FY23	FY22	YoY %
Revenue	184.70	177.92	4%	154.83	19%	729.92	631.47	16%
Other Income	0.82	1.05	-22%	0.42	95%	1.38	1.56	-12%
Total Expenditure	149.08	146.15	2%	126.41	18%	594.48	510.78	16%
Material Cost	107.52	110.17	-2%	89.47	20%	435.32	384.82	13%
Changes in FG & WIP	0.87	-1.35	-164%	1.17	-26%	0.64	-8.23	-108%
Employee Benefit Expense	11.1	10.62	5%	10.64	4%	43.60	38.68	13%
Other Expense	29.59	26.71	11%	25.13	18%	114.92	95.51	20%
EBITDA	36.44	32.82	11%	28.84	26%	136.82	122.25	12%
EBITDA Margin(%)	19.64%	18.34%	130bps	18.58%	106 bps	18.71%	19.31%	-60 bps
EBITDA per KG	40.19	39.11	3%	38.21	5%	40.24	41.80	-4%
Finance Costs	1.31	1.13	16%	0.78	68%	3.87	9.32	-58%
Depreciation and Amortisation	8.22	6.87	20%	7.49	10%	30.23	26.42	14%
PBT	26.91	24.82	8%	20.57	31%	102.72	86.51	19%
Tax Expense	3.92	7.51	-48%	4.26	-8%	22.29	22.85	-2%
PAT	22.99	17.31	32.81%	16.31	41%	80.43	63.66	26%
PAT Margin(%)	12.39%	9.67%	272 bps	10.51%	188 bps	11.00%	10.06%	94 bps
EPS Basic (Rs.)	6.94	5.68	22%	4.92	41%	24.40	22.12	10%

Customer Segment Analysis



Revenue breakdown for major segments

Capacity Utilisation

UNIT	Capacity in MT	Production	Utilisation (%)
Unit I	13850	10864	78%
Unit II	3750	2604	69%
Unit III	9700	7188	74%
Unit IV	1250	832	67%
Unit VII	5040	3088	61%
Unit VIII	5400	4990	92%
Unit IX	4800	4668	97%
Unit XI	1500	617	41%
TOTAL	45290	34851	77%
VI (Film)	750	579	77%

Capacity Expansion

THIN-WALL

- 2000 MT added in sulthanpur and commercial production commenced in March
- Daman Land acquired awaiting for construction approvals

BULK PACKS

- Panipat, Cheyyur plants in planning stage.
- Land acquisition completed. Awaiting construction approvals

IBM+Pharma

- 2000MT will be setup Sulthanpur, Hyderabad
- Machines, Molds, assembly lines ordered
- Civil works completed, internal work started

IML LABELS

- IML capacity doubled to 4.5 cr labels per month
- 2 new machines installed
- 1 machine by October

TOOL ROOM

- Per month capacity increased to 7 molds
- New facility is completely operational

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

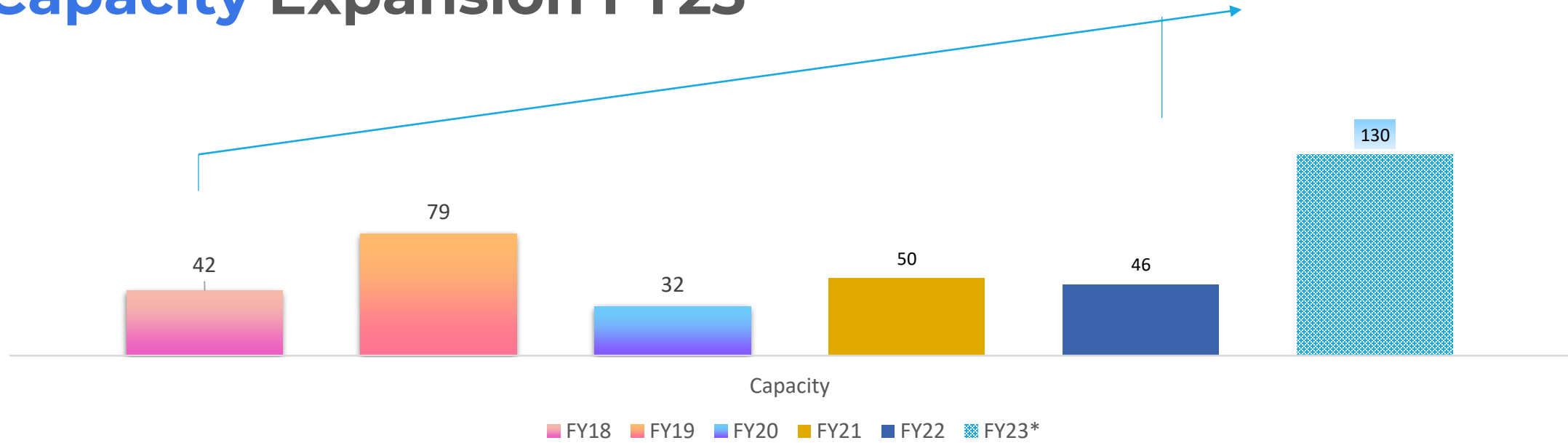
LEVERAGE POSITION

Particulars in Cr.	Mar-23	Mar-22
Short term Debt	21.90	7.32
Long Term Debt	13.46	25.37
Current Maturities	11.91	11.32
Total Debt	47.27	44.01
Cash & Cash Equivalents	4.88	4.12
Net Debt	42.39	39.89
Equity	558.69	457.10
Net Debt/ Equity	0.07	0.09

RATIOS – LAST 5 YEARS

	FY2023	FY2022	FY2021	FY2020	FY2019
AVG RM Price	110.06	119.41	93.24	85.57	94.62
Sale Tonnage	34014	29250	26293	24262	21544
Growth %	16.29	11.25	8.37	12.62	11.52
EBITDA In Cr.	136.82	122.92	96.56	81.2	73.04
EBITDA Per KG	40.24	41.78	36.72	33.47	33.90
EBITDA Margin (%)	18.75	19.35	20.16	18.56	18.53
NP Margin (%)	11.02	9.70	10.04	9.38	9.03
CP Margin (%)	15.14	14.25	14.52	13.74	12.77

Capacity Expansion FY23



PROJECT	SPENT AMOUNT IN CR.
SULTANPUR (PHARMA & TW)	51
Land (Daman-2, Cheyyar)	08
LABEL (PRINTING & CUTTING)	11
TOOL ROOM	5
ADDING CAPACITY TO EXISTING PLANTS	55
TOTAL	130

THANK YOU