



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

Date: 20th 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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Sir/Madam,

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

This has reference to 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').

In accordance with the said Regulation(s), please find below the details of the scheduled meeting(s) with Fund/Broking House/Company/analysts/Institutional Investors:

Date	Name of Fund/Broking House/Company/Analysts/Institutional Investors	Venue	Type of Meeting
21-11-2022	Nippon Asset Management (Offshore)	Pan Pacific Hotel, Singapore	1*1
21-11-2022	Nikko Asset Management Singapore Limited		1*1
21-11-2022	Somerset Capital Management		1*1
21-11-2022	Enam Offshore		1*1
21-11-2022	Morgan Stanley Investment Management		1*1
21-11-2022	Goldman Sachs Asset Management (India) Pvt. Ltd.		1*1
22-11-2022	Manas Capital		1*1
22-11-2022	White OAK Capital		1*1
22-11-2022	Greenfield Advisory		1*1
22-11-2022	Flowering Tree		1*1
22-11-2022	Emkay Global Financial Services Limited		1*1
22-11-2022	Phi Capital		1*1
22-11-2022	Kotak Mahindra Asset Management Company		1*1
22-11-2022	Profusion Capital		1*1

Note: The schedule of the aforesaid meeting is subject to change. The changes may happen due to exigencies on the part of Fund/Broking House/Company/Analysts/Institutional Investors.

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



Also, please find enclosed herewith below the presentation to be given in 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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MOLD-TEK
Packaging Limited

CORPORATE PRESENTATION

NOVEMBER 2022



PACKAGING INDUSTRY LANDSCAPE

Flexible

Commodity Market – Cost driven

Machine dependent

High Competition

Low output consistency

Low margins, Low entry barriers

Rigid

EBM

Relatively Easy Manufacturing

Manual Operations, High wastage

ISBM

Machine dependent

Low output consistency

Low entry barriers

Injection Molding & IBM

Technology & Engineering Dependent

High-end & Intricate Mould designs

High Output Consistency, Scalability

Complicated Manufacturing Process

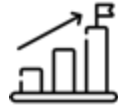
R&D on Product design, Molding, Decoration

Optimization through better techniques

High Entry Barriers

MOLDTEK'S Domain

COMPANY OVERVIEW



35 YEARS OF EXPERIENCE



10 ISO CERTIFIED UNITS



PUBLICLY LISTED WITH INR ~3000+cr M cap

Institutional Shareholders:

- DSP Small Cap Fund
- ODIN emerging markets
- K Opportunities Fund
- Sundaram MF
- Canara Robeco MF
- Edelweiss Trusteeship Co Ltd.

Recent QIP Investors

- Goldman Sachs India Equity
- White oak India Equity Fund
- Aditya Birla Sun Life Trustee Private Limited
- ICICI Prudential Small cap fund



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, FMCG & other industries



10 Manufacturing Units, 3 stock points PAN India. Injection molding capacity of over 45,000 TPA



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

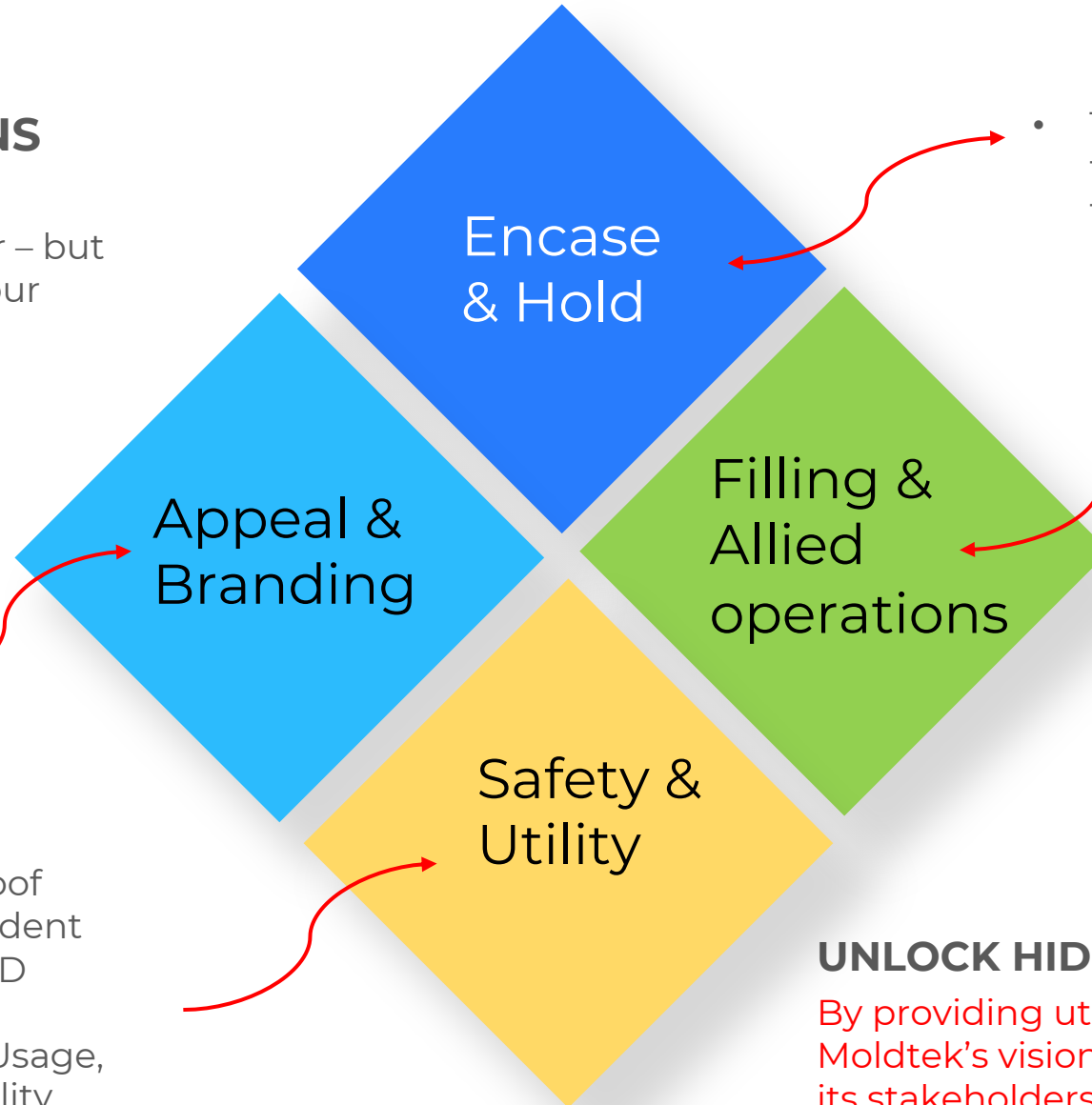
MOLDTEK PACKAGING – VISION

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



Encase & Hold

- Traditional packaging to hold and encase the products

Appeal & Branding

Filling & Allied operations

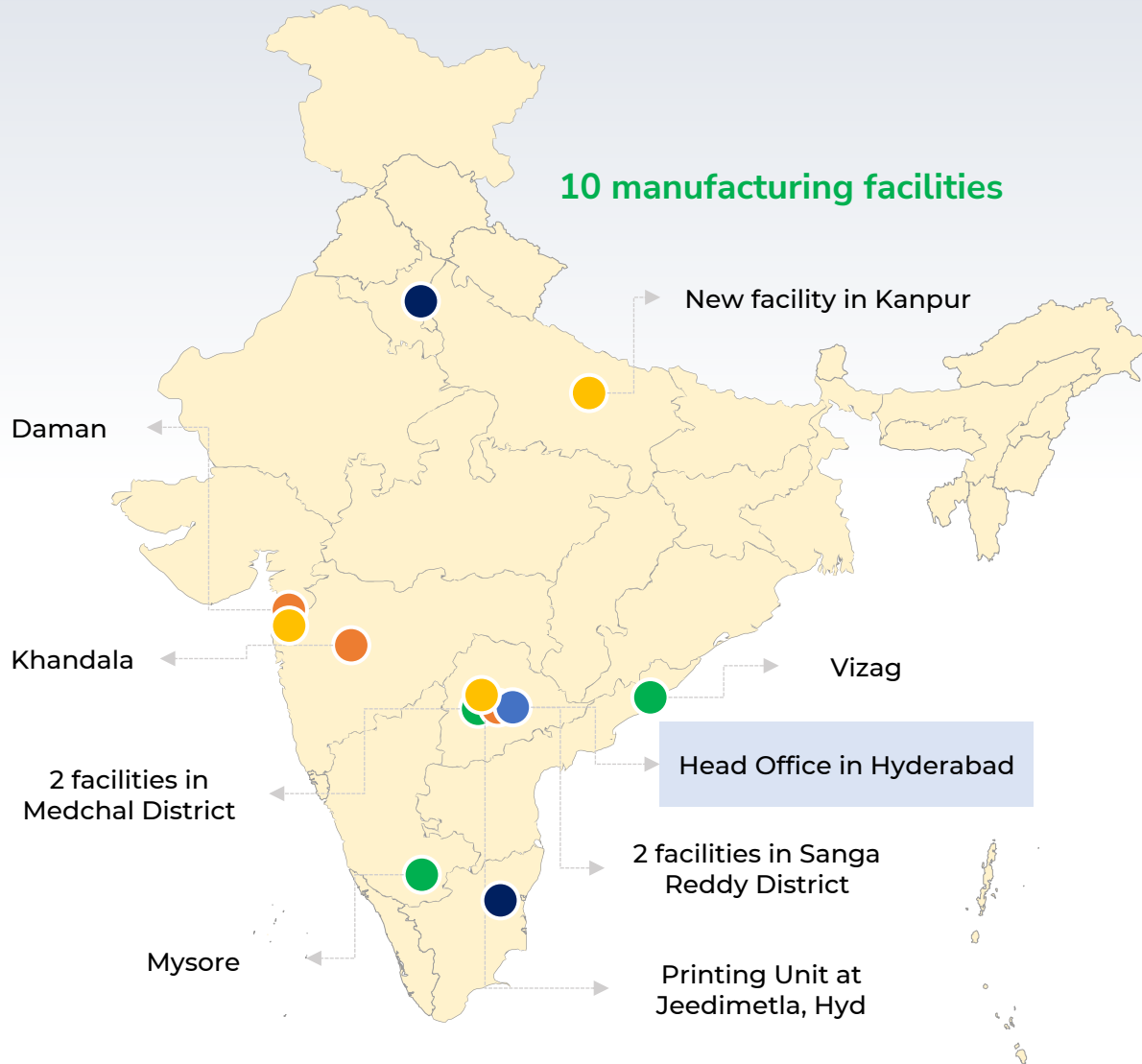
- Lid fitment
- Custom Design
- Product specific
- Eliminate secondary packaging / branding

Safety & Utility

UNLOCK HIDDEN POTENTIAL

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

MANUFACTURING PRESENCE



Current Capacity (MT)	Proj. FY'24 Capacity (MT)	Proj. FY'25 Capacity (MT)
45,290	57,000	70,000

- Thin-wall – 4700 MT to be added in Daman & Sulthanpur
- IBM – 2000 MT to be added in Sulthanpur plant
- IML Product capacity to be doubled
- Mould Making capacity to be increased by 30%

- New plants – Panipat (Grasim, TW) & Chennai (Grasim, Lube)
- New Plants – Daman II (TW); Kanpur (Bulk packs); Hyderabad (IBM, Pharma & TW)

Innovations to Surge ahead

Constant Innovation

Get the best in India. Period

Amongst the first to introduce

- Plastic pails in India (Paint & Lube)
- IML Decoration – Photo realistic & Hands-free
- In-house robots & label – Most cost effective

Flexibility

Change your design at ease

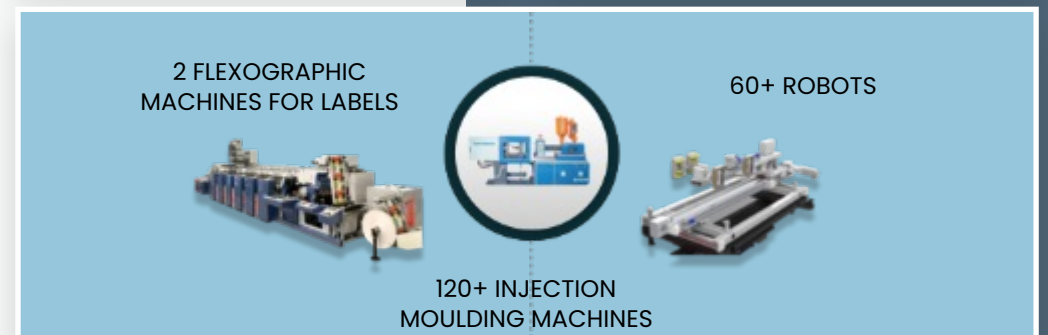
- In-house Design studio
- Rapid prototyping & 3D modelling

Faster Cycle Times

Get your products on time

Multi-cavity moulds to boost productivity

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



PAINT PACKAGING

- Paint Pails in 8th GEN molds – Better performance all round : 1 to 20 lts
- Capacity expansion for APIL at Vizag & Mysore
- New plants for Grasim in Panipat & Chennai



- 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

Added 120 new clients in FY21-22 with INR 13.5 Cr revenue

Thin-Wall

- Ice cream majors grew @ almost 100% growth rate – KW, Arun, Amul
- New pack for sweets launched, mold made for restaurants
- Expanding TW food section to West (Daman) & North

Q-Pack

- Dairy growth >50%; Agro & Supplements growth >90%
- New 2 Lt pack launched



CUSTOM PACKS

- Kick starting IBM project with a confirmed order from a Pain Balm brand
- Custom packs for Unilever (Icecream & Jam) are active and additional developments in pipeline
- Multiple discussions with top companies like ITC, P&G, Dabur – for custom packs



Brand & Images are for illustrative purpose only & are not definitive

DISPENSING PUMPS

- 24 & 28mm twist lock & Lock down pumps with fully automatic assembly
- 100% leak testing unlike competitors who do batch testing
- New additions – Ganapathy Herbals, Wow LifeSciences, Himalaya Wellness

LOCKDOWN
DISPENSING PUMPS



TWIST & LOCK
DISPENSING PUMPS

DECORATION TECHNIQUES

Screen Print



Vs

Heat Transfer Label



Vs

In-Mould Label



- Old, Traditional method
- Pixelated images
- Only 5 plain colors can be printed
- Bottom & top empty spaces are process requirement
- Only in flat / 2d colors only
- Not scratch proof
- Man power dependent

Tattoo process – Ink transferred from film on to surface of jars

- Close to photo realistic colors
- Bottom & top empty spaces are process requirement
- Fades in sunlight
- Not scratch proof
- Attract dust in outdoor display

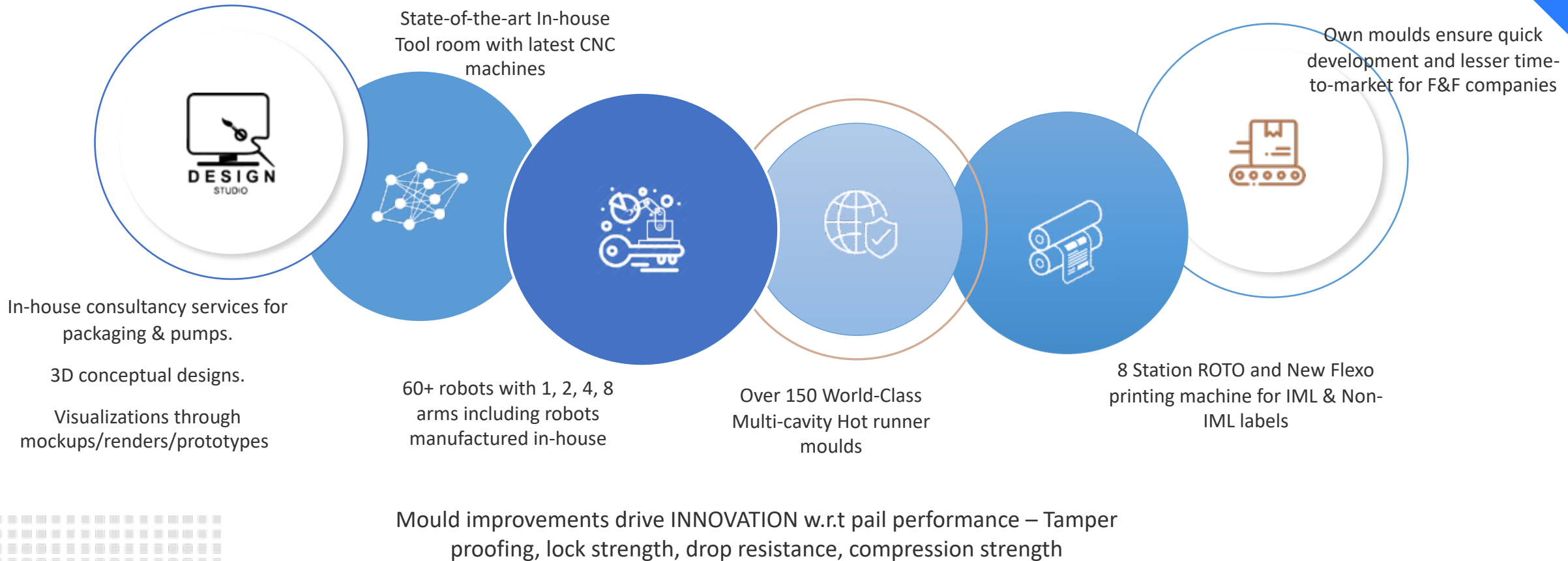
Pre-printed label is fused while the jar is being formed

- Photo realistic colors – Ultra HD
- 100% area coverage
- Scratch proof
- Dust proof
- Metallic shades
- 100% Robotic, hands free operations

BACKWARD INTEGRATION



Moldtek is one of the few companies with integrated facilities from Mould Design & Manufacturing, Robot & IML label manufacturing, hence offering cost effective IML solutions in India



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

Injection Blow Molding

IBM with clear room manufacturing
Leverage our grip in Injection Molding (Mold design, IML, productivity) and provide low weight options to customers in Pharma, FMCG & Cosmetics

Expansion

New Products, Plants & Industries
> Launch 3-4 concept products every year
> New plants in Kanpur, Hyderabad & double capacities in Vizag & Mysore
> Entering new industries like Seeds, Cheese, Fertilisers, Sweets etc.

Digital Packaging

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

Low MOQ without impacting operational efficiency

DIGITAL TRANSFORMATION TO ACHIEVE OVERALL SCALABILITY

INJECTION BLOW MOULDING



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 constructed and interiors are underway
- ❖ Molds, Machines have been ordered

❖ Compliance

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

❖ Marketing

- ❖ Approaching potential customers and response is encouraging

During the DMF approval stage (FY22-23), 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 3 unique QR codes – one on the surface and one under the peel off. Top QR provides Unique identity while beneath QR gives loyalty benefits. The third QR code will be on the Lid which can be paired with Jar



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

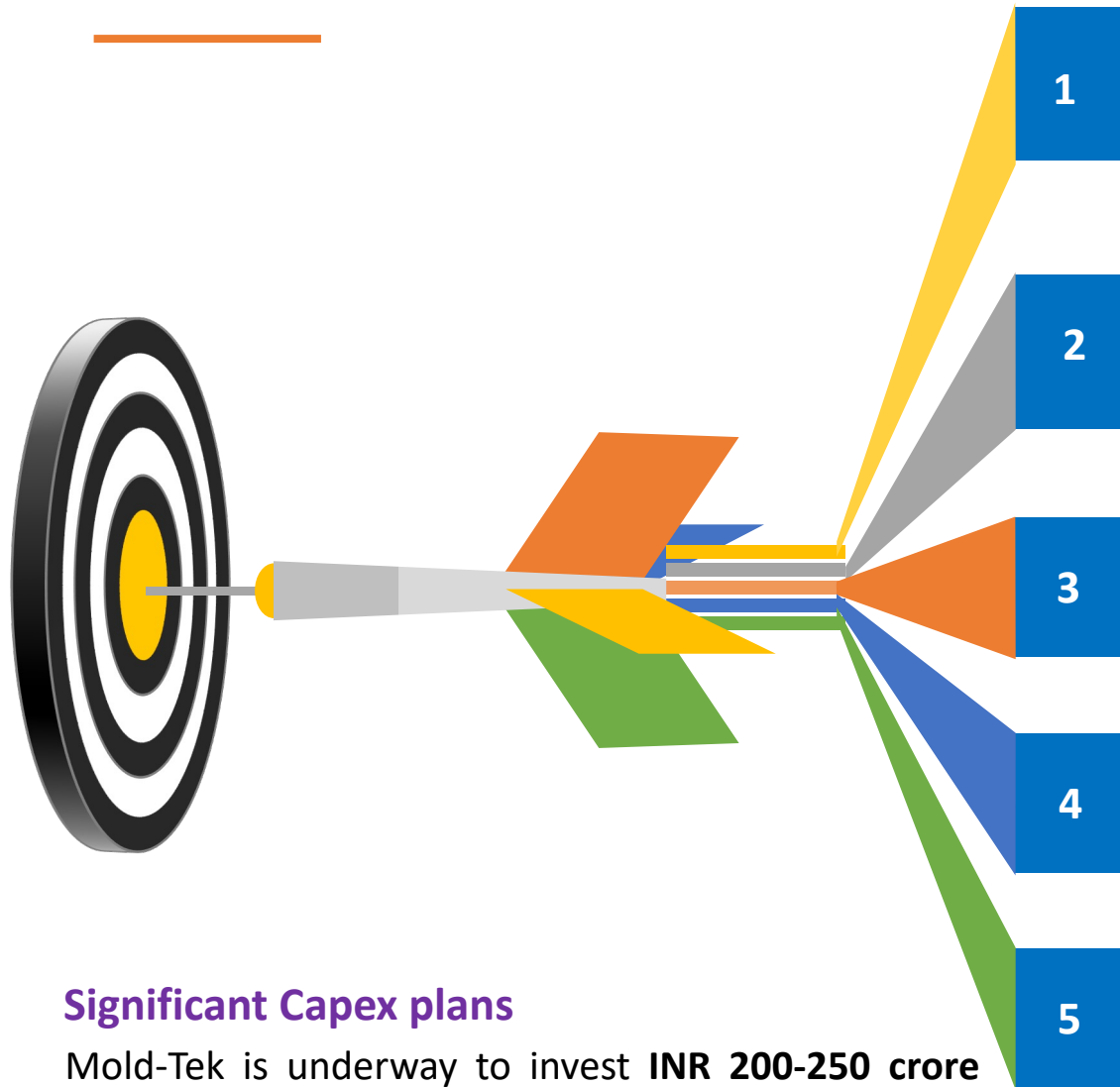
❖ Technology

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

❖ Trials

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

GROWTH PLANS



Significant Capex plans

Mold-Tek is underway to invest **INR 200-250 crore over the 2-3 years** for capacity expansion & entering IBM products.

Injection Blow Moulding (IBM) technology

IBM packaging is catching up in India
Mold-Tek is setting up a plant to manufacture IBM containers primarily for Pharma, cosmetics & FMCG products

New plants for pails & other products

New plants for Grasim & expansions focused on FOOD & FMCG focused on HUL, AMUL and others.
Acquisitions in the field of IBM or any other medical devices related products

Increasing share of IML packaging going forward

Our Food & FMCG business is majorly IML based packaging & commands better EBITDA margin than Non-IML packaging

Focusing on Digital QR coded products

Track, Trace, Digital Promotions & Anti-counterfeit solutions possible for customers
Big clients in Lubes & paints showing interest in adapting this technology

New Products, Shapes & Industries

The company plans to enter into Pharma & explore medical / pharma devices
Company is adding new products and shapes to its portfolio - 'de-seasonalize' by supplying to newer industries

KEY FINANCIALS H1 – FY22-23

Snapshot

Financial Performance & Highlights

Revenue

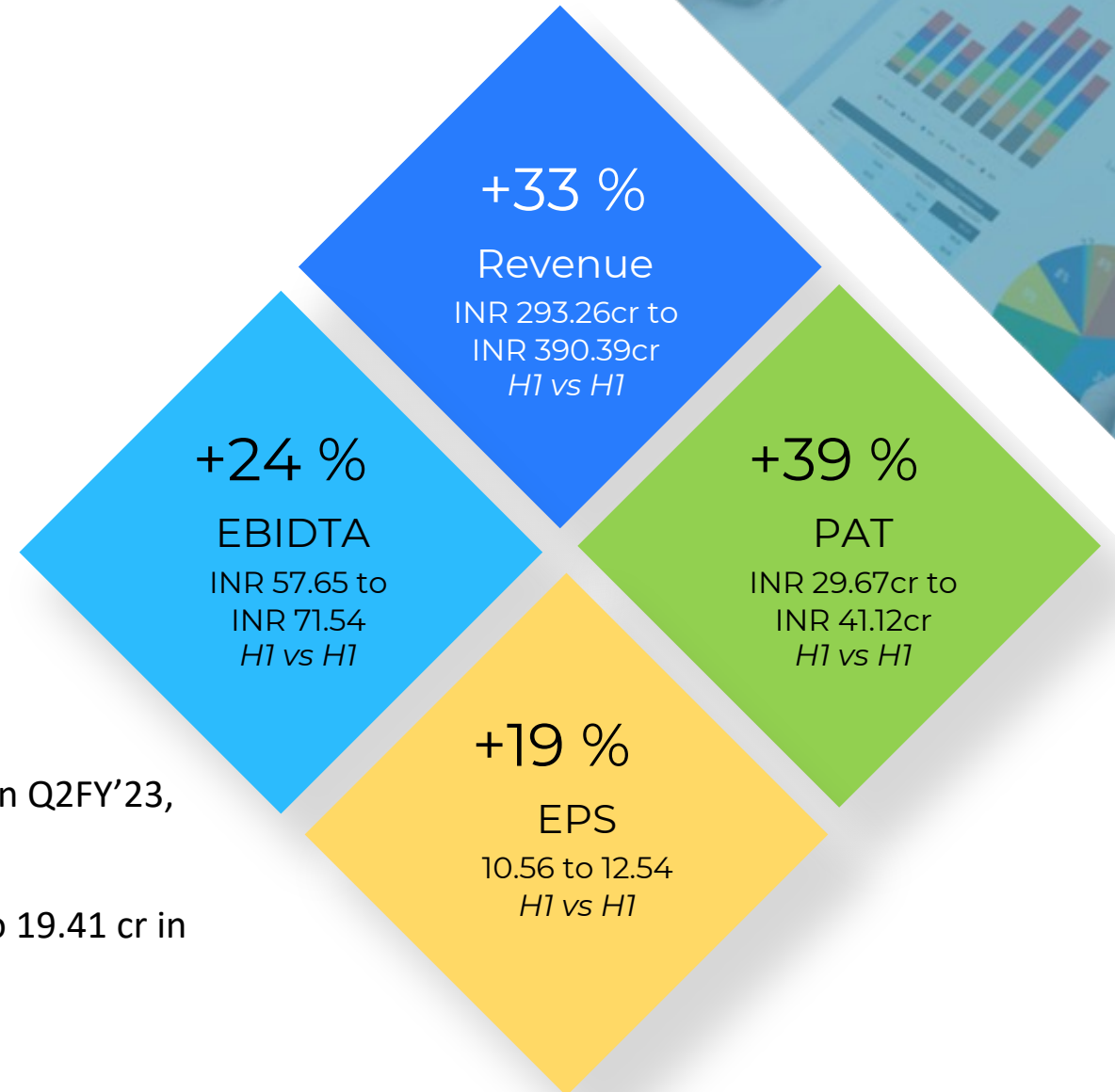
The Company recorded a total revenue of INR 182.55cr in Q2, compared to INR 159.53 cr in last year Q2 – a growth of 14%

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

Margins

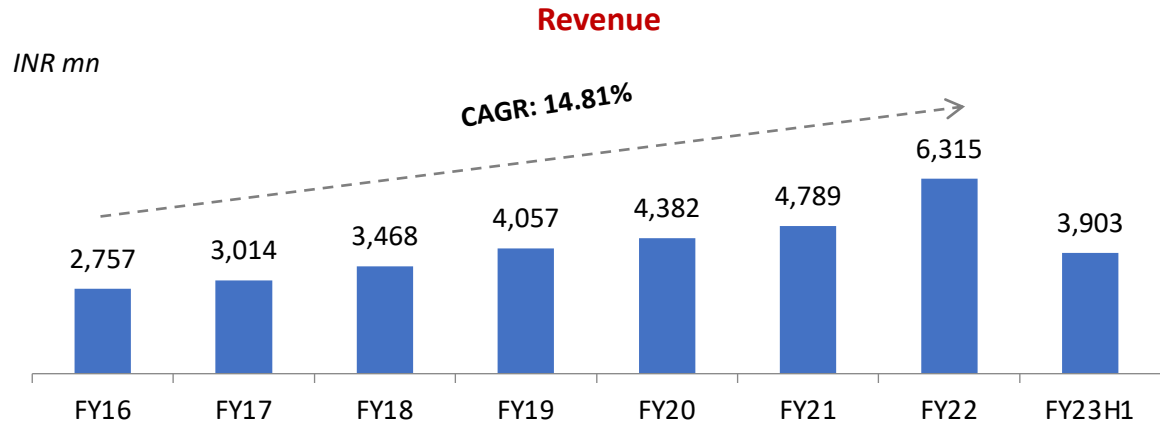
The EBIDTA increased from INR 32.25cr in Q2FY'22 to INR 34.24cr in Q2FY'23, a growth of 6%.

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

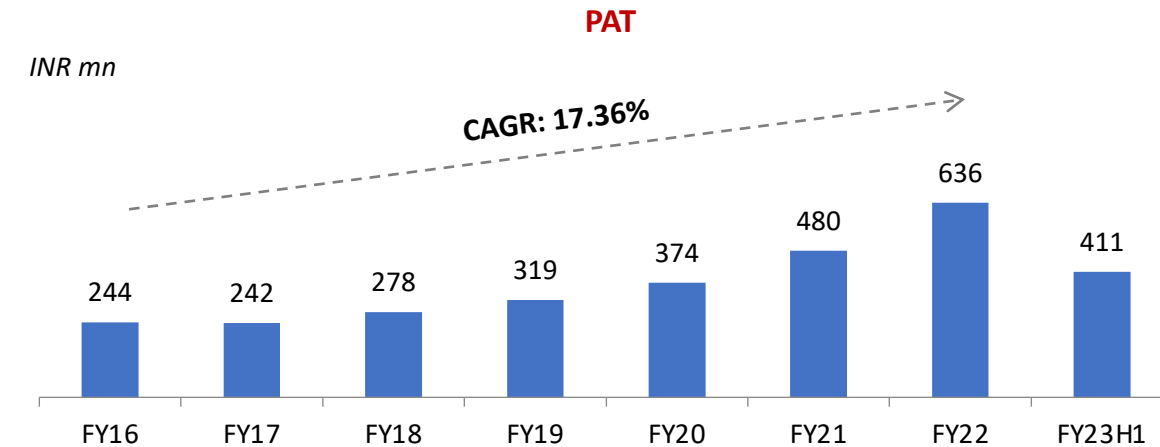


FINANCIAL METRICS

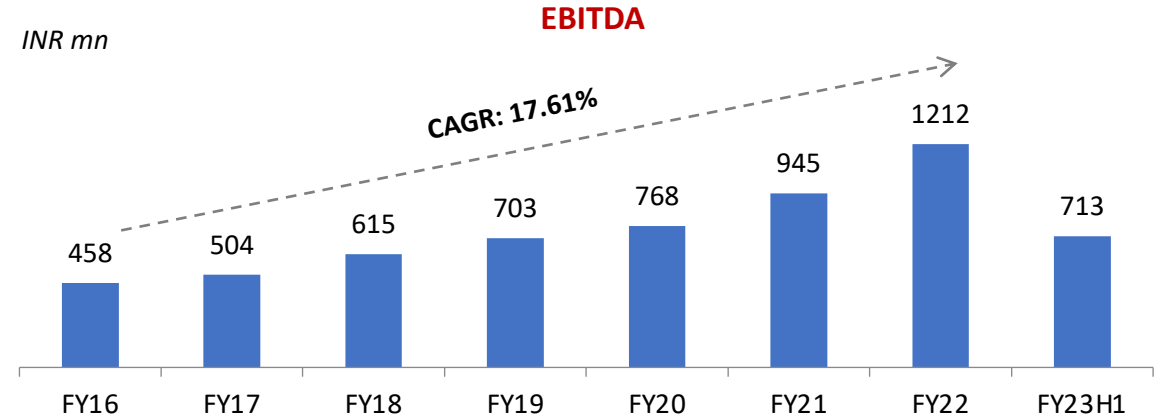
Steady revenue growth over the years...



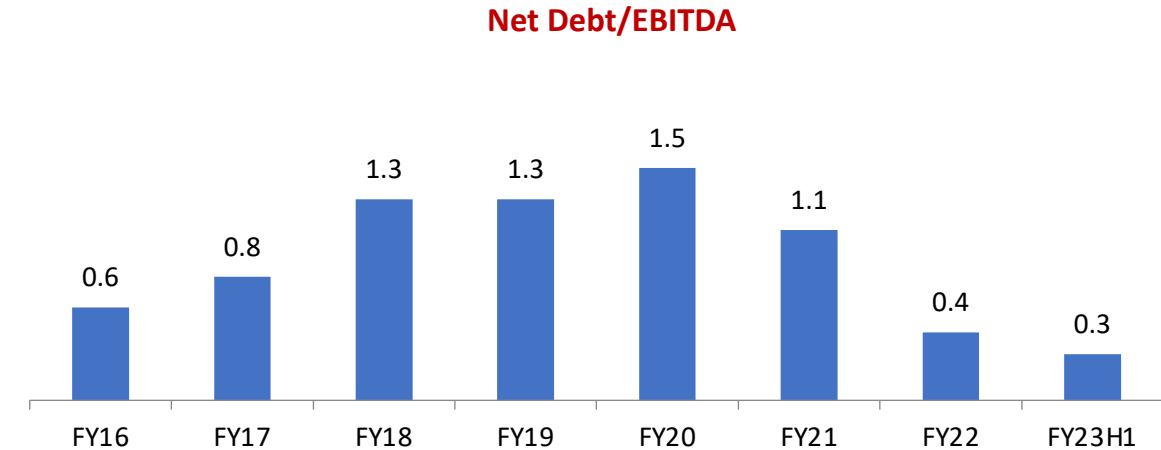
...helping the bottom line to increase as well



...resulting in steady growth in EBITDA



Debt levels well covered by growing profitability

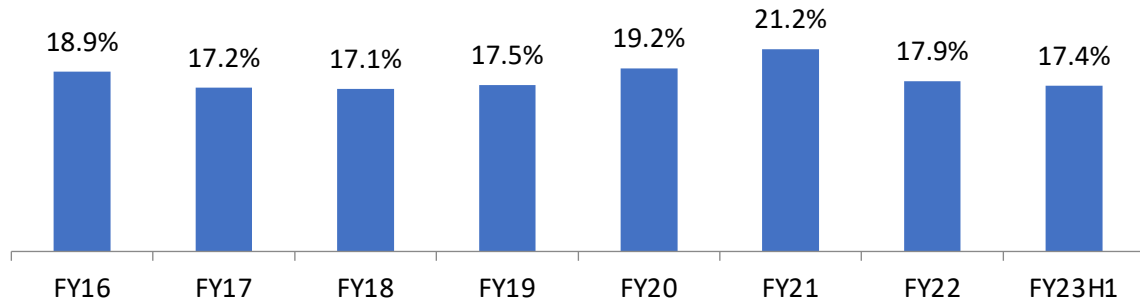


Note – Financials are on consolidated basis; Net Debt/EBITDA for H1FY23 is calculated on annualized basis

FINANCIAL METRICS

Stable returns for the equity shareholders...

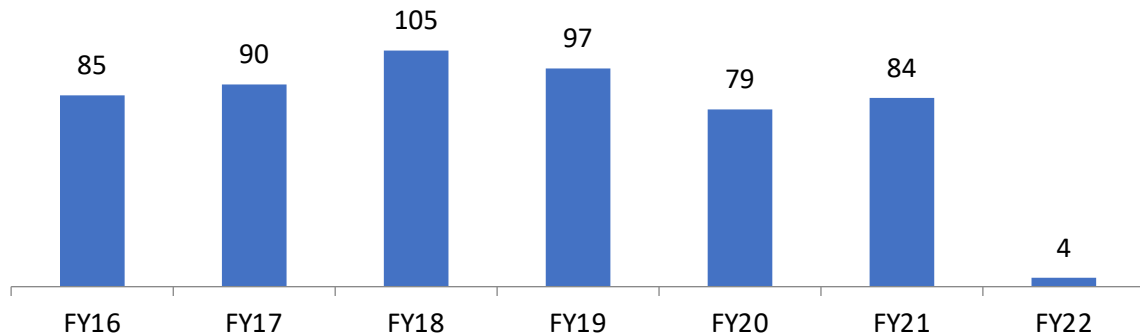
RoE



Stable working capital cycle

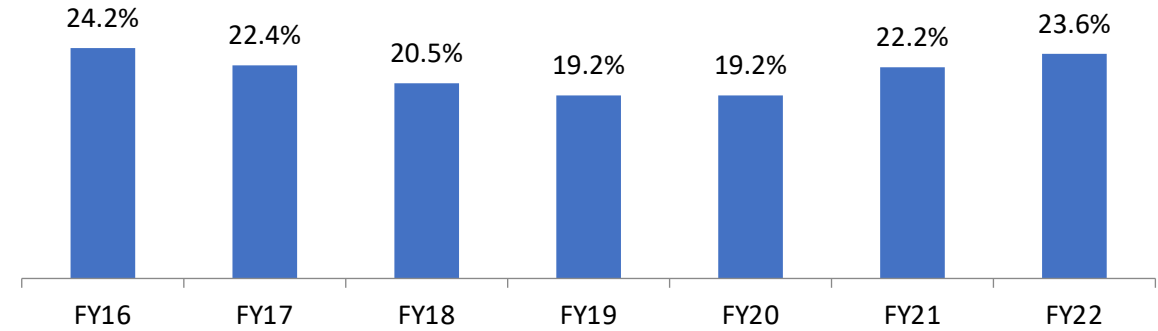
Working Capital

Days



...along with a similar trajectory on invested capital

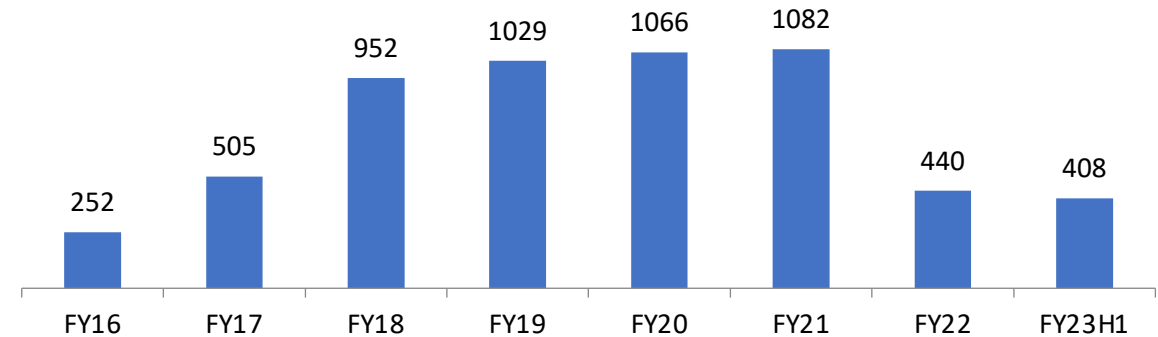
RoCE



Increasing leverage used by company to fund growth operations

Gross Debt

INR mn



Note: Financials are on consolidated basis; RoE/RoCE/Working Capital days are calculated on annualized for H1FY23

THANK YOU

Sundeep Adivishnu
Rana Pratap Janumahanti