

COMSYN/BSE/2021-22

Date: 05th March 2022

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To,
The General Manager,
DCS-CRD
BSE Limited
PhirozeJeejeebhoy Towers,
Dalal Street Mumbai- 400001(MH)

BSE Scrip ID: COMSYN BSE Scrip Code: 539986

Subject: Submission of Investor Presentation-March 2022 pursuant to Regulation 30(4) read with Part A of Schedule III of the SEBI (LODR) Regulations, 2015 as amended from time to time.

Dear Sir/Madam,

Pursuant to Regulation 30(4) read with Part A of Schedule III of the SEBI (LODR) Regulations, 2015 as amended from time to time, please find enclosed herewith '**Commercial Syn Bags Limited- Investor Presentation-March 2022.**

A copy of aforesaid Investor Presentation is also hosted on the website of company www.comsyn.com.

You are requested to please take on record the above said document for your reference and further needful.

Thanking you.

Yours Faithfully,

For, **COMMERCIAL SYN BAGS LIMITED**



**CS SANDEEP PATEL
COMPANY SECRETARY &
COMPLIANCE OFFICER**



Encl: a/a

Commercial Syn Bags Limited

CIN : L25202MP1984PLC002669

Registered Office : Commercial House, 3-4, Jaora Compound, M.Y.H. Road, INDORE - 452 001, M.P. INDIA

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COMMERCIAL SYN BAGS LIMITED

Investor Presentation – March 2022

COMSYN

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EXECUTIVE SUMMARY

COMSYN

Company Overview

- Commercial Syn Bags Limited (COMSYN), one of the oldest players in the packaging industry, manufactures bulk flexible packaging products and industrial traps and covers.
- It mainly caters to the B2B segment and its products cater to various industries like bulk packaging, agriculture, chemical, cement, food, construction, etc.
- The company offers a huge product portfolio and a wide range within each product category to best suit their client needs.

Revenue Mix

- FIBC (Flexible Intermediate Bulk Container) constitutes more than 70% of the revenue and is mainly used for bulk packaging in chemicals, agriculture, food, cement, construction industries, etc.
- Other products include Tarpaulin, BOPP Bags, Woven Sacks/Bags, PP Fabric, Garden Bags, Waste Bags, Box Bag, Ground covers, Pond Liners, Mulch Films, Spiral Tubing, Laminates, Vermi Beds, Flexible Pipes and Melt Blown Non-Woven Fabric.

Manufacturing and Distribution Network

- The company's manufacturing units are located at Pithampur near Indore, India.
- The company produces 6 – 7 Mn Big Bags annually.
- The company have a strong clientele across all the 6 continents.

Financial Highlights (FY21)

OP. REVENUE



INR 2,137 Mn
increased by
11.9% YoY
5 Year CAGR
12.8%

EBITDA



INR 247 Mn
increased by
3.8% YoY
5 Year CAGR
12.2%

PAT



INR 120 Mn
up 5.3% YoY
5 Year CAGR
26.4%

COMSYN



TARPAULIN

EXPORTS TO



Over 25 countries

MTPA



23,730

EMPLOYEES



Over 2,200

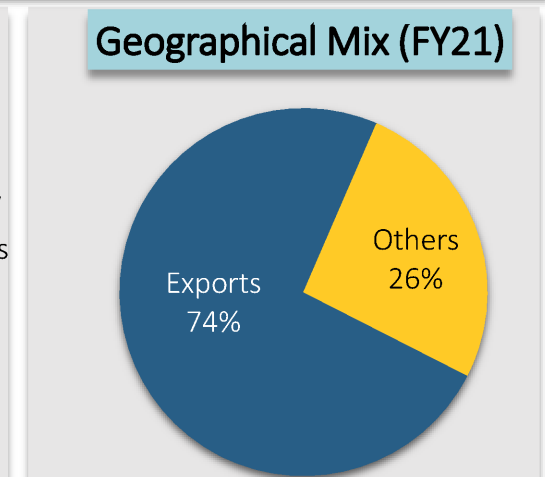
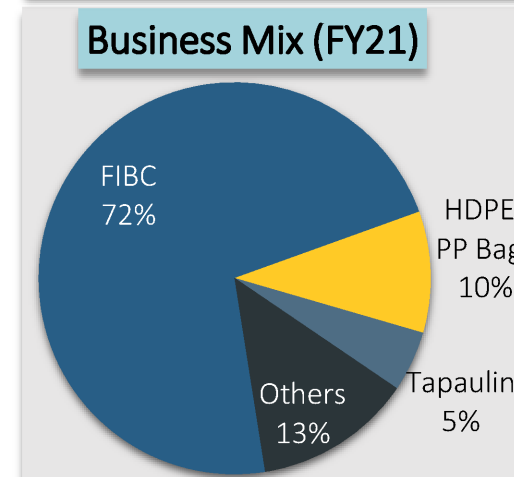
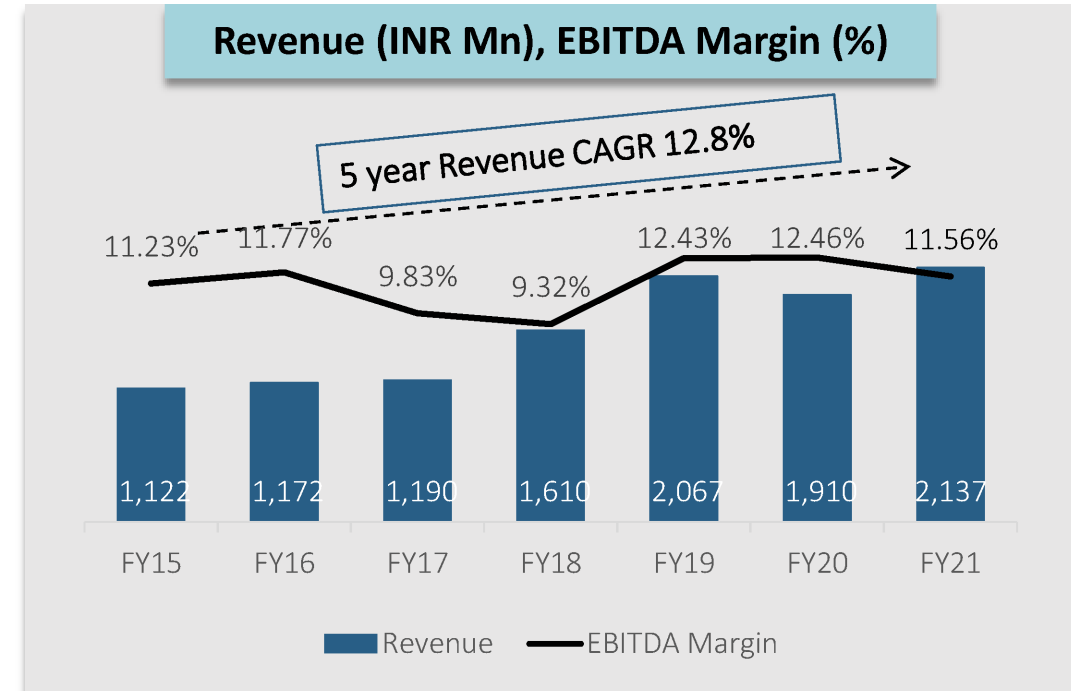
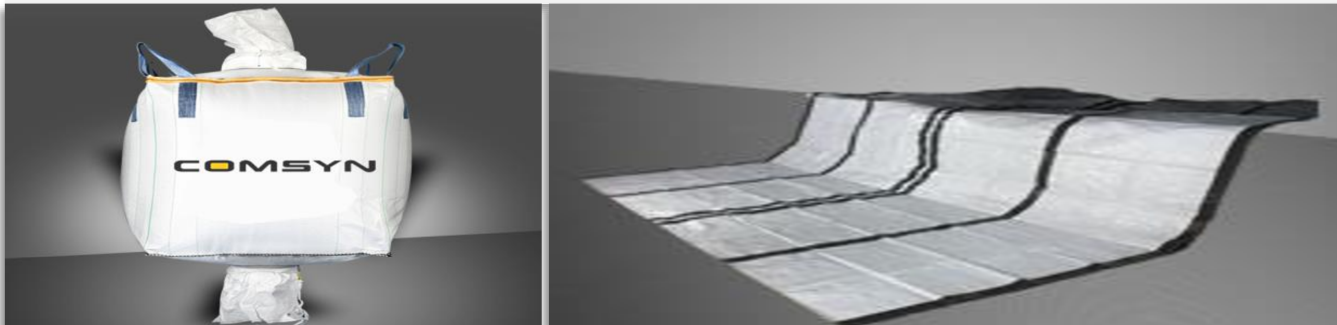
COMSYN



COMPANY OVERVIEW



1. Commercial Syn Bags Limited (COMSYN), incorporated in 1984 in Indore, Madhya Pradesh has over three decades of experience in the packaging industry and has a presence in over 25 countries worldwide.
2. The Company is into manufacturing of Flexible Intermediate Bulk Container Bags (FIBC) which are also called as Jumbo Bags, HDPE/PP Tarpaulin, Asbestos Bags, Container Bags, Garden Bags, Box Bags, HDPE/PP Bags, BOPP Bags, Ground Covers, Pond Liners, Mulch Film, Spiral Tubings, PP/HDPE Fabric, Laminates, Vermi Beds, Flexible Pipes and Melt Blown Non-Woven Fabric.
3. It is also carrying trading business of granules as DCA cum CS of ONGC Petro additions Limited (OPaL).
4. Exports contribute more than 70% of the total revenue of the company.
5. The company is a B2B player and caters to various industries like cement, sugar, chemical, construction, agriculture, food packaging, etc.
6. It has four manufacturing facilities at Pithampur near Indore, India and has a current manufacturing capacity of 23,730 MTPA.
7. The company came out with a maiden IPO of INR 76.608 Mn in 2016. The issue was made at an issue price of INR 24 per share including the premium of INR 14 per share which was oversubscribed by 6.76 times. The company has migrated to BSE Mainboard from 13th May, 2019.
8. The company has also formed 'Comsyn India Private Limited' as its wholly owned subsidiary.
9. Promoter's strong relations with the end users and seizing the opportunity at the right time has made COMSYN's penetration in the world market very successful.



KEY MILESTONES

1984

- Incorporation of the company

1986

- Commencement of commercial production
- Unit I – Tarpaulin and PP woven sacks facility

1993

- Conversion of the company from Private Limited to a Public Limited entity.

2002

- Received ISO 9001:2008 certification

2008

- AIFTMA Award for Export excellence 2006-2007 in woven sacks and fabric SSI Sector at 33rd Annual Session

2011

- Set up UNIT II
- AIFTMA Export Promotion Award (medium sector) 2009-2010 & 2010-2011 at 35th Annual Session

2013

- Setting up of a manufacturing facility at SEZ Unit

2014

- Setting up of a manufacturing facility at Unit III
- AIFTMA Award for Export Excellence for winner in medium scale jumbo bags category for the year 2012-2013 at the 36th Annual Session

2016

- Introduction of a new product category - printed laminates for flexible packaging
- Initial Public Offer of the company's Equity Shares and Listing on BSE SME Platform
- Initiated expansion of the company's SEZ Unit
- Awarded as one of the top performers in the BSE SME Segment (2015-16)

2017

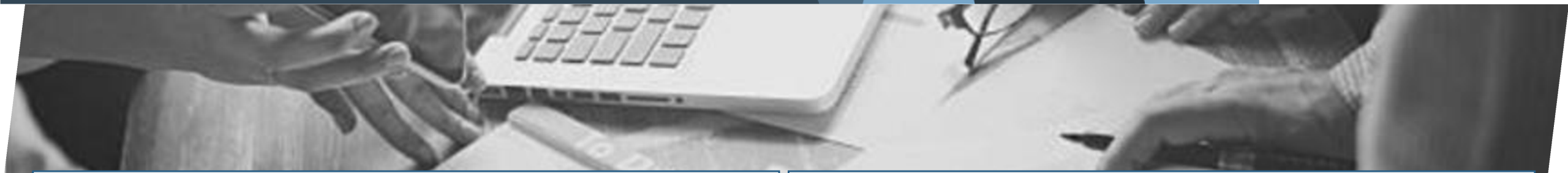
- Installation of 1.0 MW [1.2 MW peak (p)] Solar Power Generation System at Ujaas Solar Park, Sitamau, Madhya Pradesh
- Appointed as DCA-cum-CS of OPaL for Polymers (PE/ PP) for 3 years
- Honoured for having a long-term standing association with ECGC
- Receipt of Certificate for recognition as "Two Star Export House" under Foreign Trade Policy 2015-2020
- Company's Unit-I achieved "BRC Certification" for separate cleanroom facilities.

2018

- Appointed as Training Partner/PIA under DDU-GKY for Skill Development, Training and Placement Programme of MoRD (Govt. of India)
- Commercial production at Company's SEZ Unit situated at Pithampur (MP) successfully commenced w.e.f. 22nd April, 2018
- Total Production/Installed Capacity (All Units) increased from 13,100 MT to 17,000 MT after expansion activities by the installation of Tape Line and Looms with cleanroom facilities for manufacturing of Food Grade FIBC Bags.

2020

- Commercial production of expansion at company's Unit – II successfully commenced w.e.f. 27th September, 2020.
- Total production/installed capacity (all units) increased from 17000 MT to 20630 MT after expansion by the installation of Multifilament Plant, Lamination Plant, Twisting Machine and Automatic Bag Cutting Machine.
- Appointed as Implementing Partner for undertaking upskilling/ reskilling of persons under 'Samarth Programme Ministry of Textiles' for Government of India.
- Incorporation of WoS named 'Comsyn India Private Limited'



Mr. Anil Choudhary - Chairman & Managing Director, Promoter

- Post Graduate in Economics, Graduate in Science and Diploma in Marketing Management from the University of Indore.
- Managing Director since incorporation, has an experience of over three decades in the plastic packaging industry.

Mr. Virendra Singh Pamecha - Whole Time Director

- WTD since March 26, 2016 and acts as an occupier of the company's factories and is entrusted with the control of the company's factories' affairs at Pithampur and has an experience of more than 20 years.

Mr. Mohanlal Choudhary - Promoter

- An experience of over three decades in the plastic packaging industry and is the guiding force behind the strategic decisions of the company.

Mr. Pramal Choudhary - Chief Operating Officer (COO)

- Master in Business Administration from The ICFAI University, Dehradun.
- COO since May 12, 2016 and is entrusted with the responsibility of operational and overseas activities of the company and has an experience of more than 9 years.

Mr. Ravindra Choudhary - Chief Executive Officer (CEO)

- Graduate in Commerce and having a Diploma in Finance & Tax Management and Diploma in Import Export Management.
- CEO since May 12, 2016 and looks after the strategic growth of the company and has an experience of more than 20 years.

Mr. Abhishek Jain - Chief Financial Officer (CFO)

- Masters in Commerce, Business Administration (Finance), Law and is an Associate Member of ICSI.
- CFO since May 12, 2016 and looks after the administration and financial operations of the Company and has an experience of more than 12 years.

Ms. Ranjana Choudhary - Whole Time Director

- Masters in Computer Management from the North Maharashtra University, Jalgaon.
- Director since June 05, 2011 and has an experience of more than five years in the plastic packaging industry.

Mr. Ashok Gupta – Director Technical

- Bachelor of Engineering from BITS, Pilani.
- Director Technical since January 2016 and looks after production activities of the company and has an experience of more than 30 years in the field of technical textile.

AIFTMA Award for Export Excellence for winner in medium scale jumbo bags category for the year 2011-2012 at 36th Annual Session

Recognized by Government of India as Two Star Export House

AIFTMA Award for Export Excellence for winner in medium scale jumbo bags category for the year 2012-2013 at 36th Annual Session

One of the Top Performers in BSE SME Segment (FY16)



Honoured for having a long-term association with ECGC.



AIFTMA Export Promotion Award (medium sector) 2009-2010 & 2010-2011 at 35th Annual Session

AIFTMA Award for Export excellence 2006-2007 in woven sacks and fabric SSI Sector at 33rd Annual Session

AIFTMA Award for Export excellence 2006-2007 in FIBC Jumbo Bags SSI Sector at 33rd Annual Session

AIFTMA Award for Export excellence 2006-2007 in Tarpaulins SSI Sector at 33rd Annual Session

Chemical Industry



Agriculture Industry



Construction Industry



Food Industry

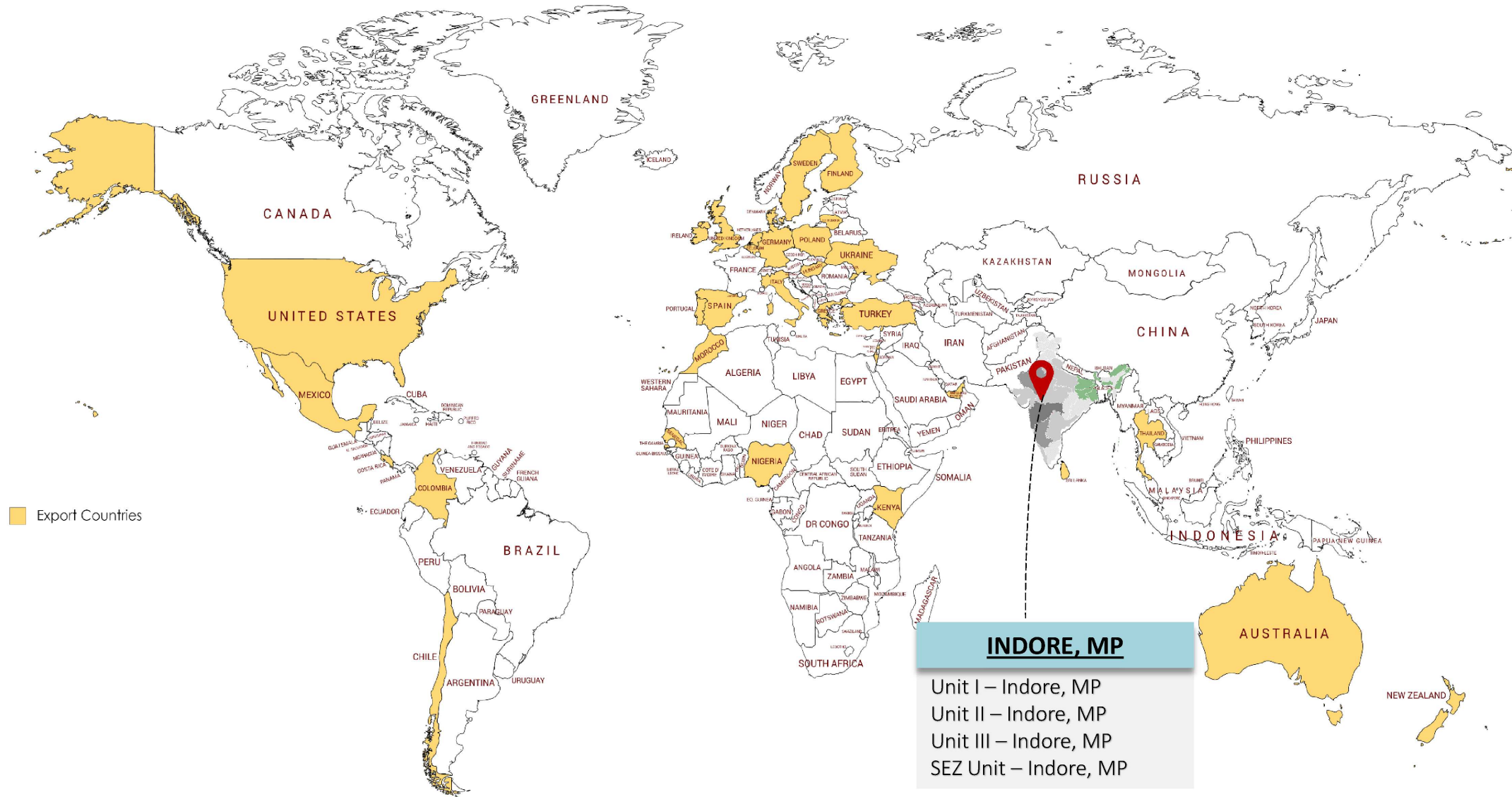


Pharma Industry



Waste Management







The plants are well facilitated with modern machineries and technologies to get a higher output and better quality of finished products.

Unit I – Indore, MP

Established immediately after incorporation and has manufacturing machines like:

- Tape manufacturing machines
- Circular looms
- Stitching machines
- Tensile Testing machines
- Fully Power Back Up
- Electric and diesel forklift for handling material
- Bale press

Unit II – Indore, MP

Started in the year 2011, the manufacturing facility has machines such as:

- Gusseting machine
- Rotogravure printing machine
- Automatic Woven Bag Cutting and Sewing (Conversion line)
- Three layer blown film plant
- Stitching Machine
- Roll to roll flexographic printing machine
- Lamination plant
- Tarpaulin sealing machines
- Bale press
- Stitching machines

SEZ Unit – Indore, MP

Started in the year 2013, the company has the following major machines situated at the SEZ unit:

- Cutting machine
- Stitching machine
- Balling machine

Expansion of SEZ Unit

Recently expanded operations at SEZ Unit by the installation of Tape Line and Looms with Clean Room Facilities for the manufacturing of Food Grade FIBC Bags.

Unit III – Indore, MP

Started in the year 2014, the company has an imported machine and an Indian-made machine for recycling of granules.

Manufacturing Capacity and Utilisation

Capacity Utilisation(%)

