

# Mitsuchem Plast Ltd.

(Formerly known as Mitsu Chem Pvt. Ltd.)

329, Gala Complex, Din Dayal Upadhyay Road,  
Mulund (W), Mumbai - 400 080, Maharashtra, INDIA.

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E : mcpl@mitsuchem.com W : www.mitsuchem.com

CIN : L25111MH1988PLC048925



Date: February 1, 2022

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai- 400001

Script Code : 540078

Dear Sir/Madam,

## **Sub: Investor Presentation for Q3 FY 2021-22**

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for Q3 FY 2021-22 of the Company.

Kindly take the same on record.

Thanking you.

Yours truly,

**FOR MITSU CHEM PLAST LIMITED**

*Drishti Thakker*

**Drishti Thakker**  
**Company Secretary**

*Encl: as above*

### Manufacturing Units

Unit-I: N-83/84, MIDC, Tarapur,  
Boisar, Dist. Palghar -401506.  
Maharashtra.

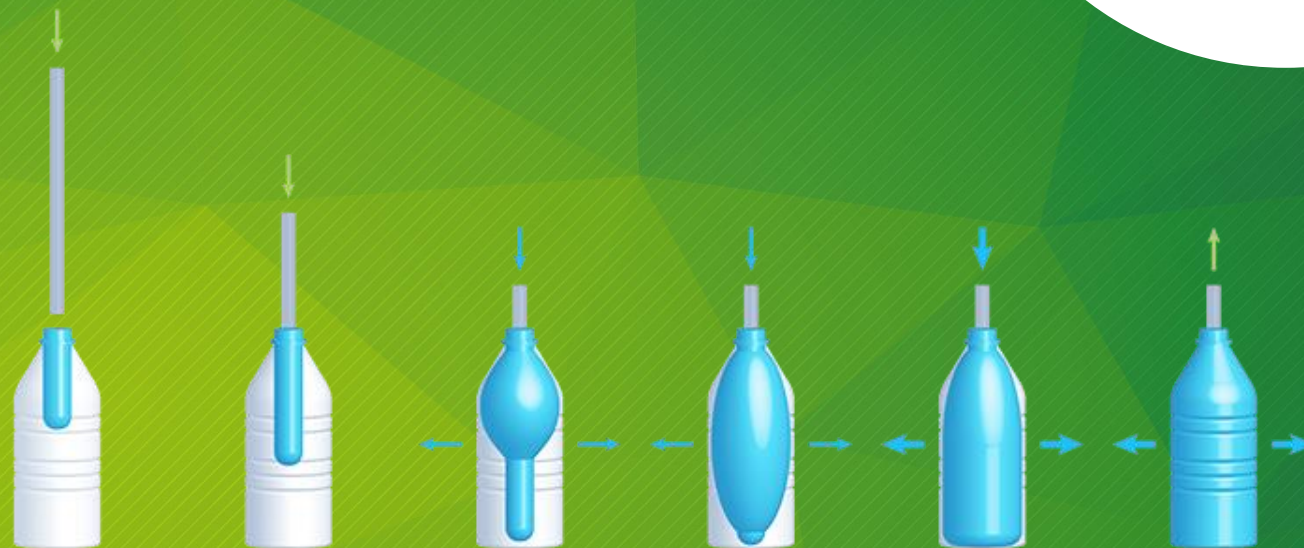
Unit-II: J-237, MIDC, Tarapur,  
Boisar, Dist. Palghar -401506.  
Maharashtra.

Unit-III: Plot No. 24/11, 24/12, 24/15, 24/8B & 25/1,  
Village-Talavali ( Lohop ) , Post: Majgaon,  
Opp. Birla Carbon Ind-P Ltd., Tal. Khalapur,  
Dist: Raigad, Pin: 410220. Maharashtra, India.

• Industrial Containers • Furniture Parts • Automotive Parts • Medical Devices etc.

**Blow Molding | Injection Molding | Custom Molding**

# MAXIMISING VALUE GROWING SUSTAINABLY



MITSUBISHI CHEM PLAST LIMITED

Investor Presentation | Q3 FY22



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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# Company Overview



## Established in 1990

Leading manufacturer of wide range of products in plastic blow molding, Injection Molding & customized molding catering to specific customer needs



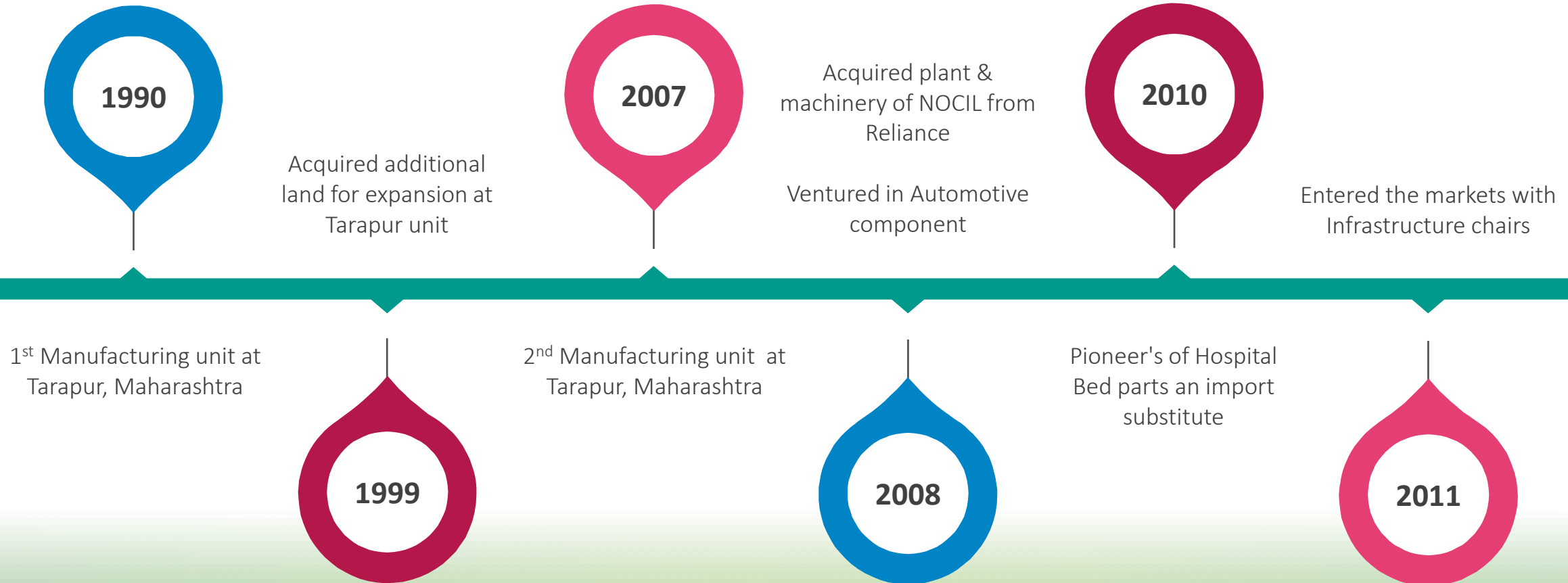
## Leading Manufacturer

The company with more than 500 plus SKU's is today catering to more than 30 plus fortune 500 customers in India.

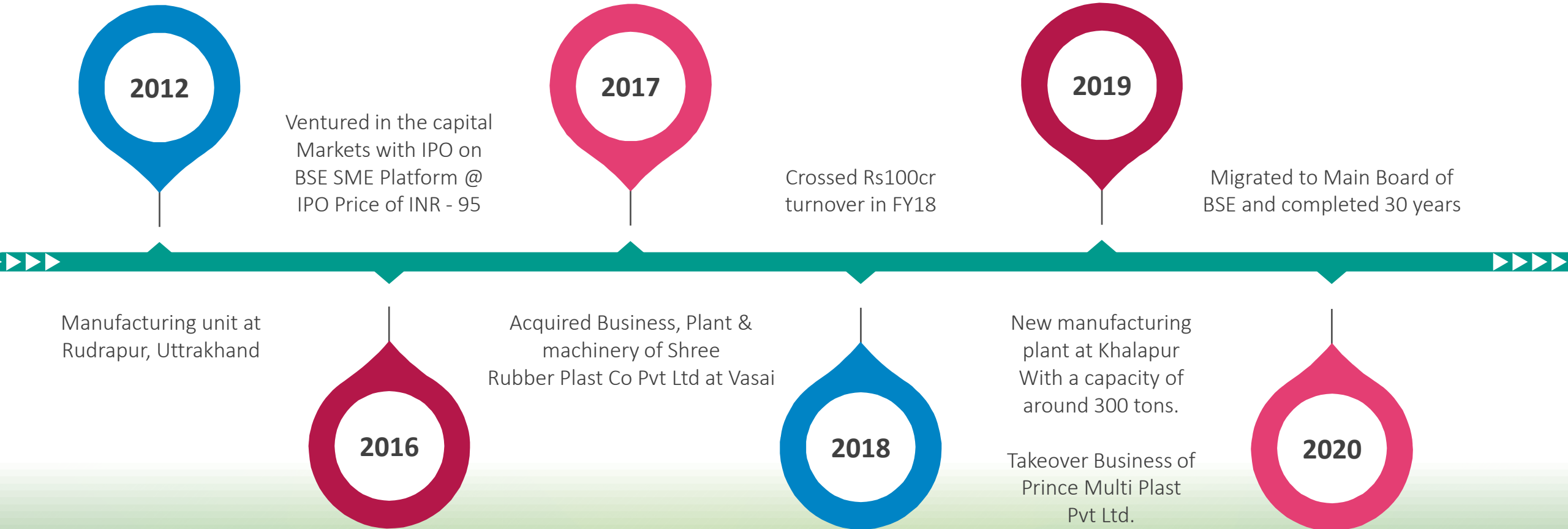


## Listed On BSE Mainboard

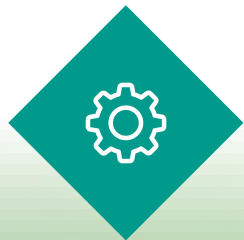
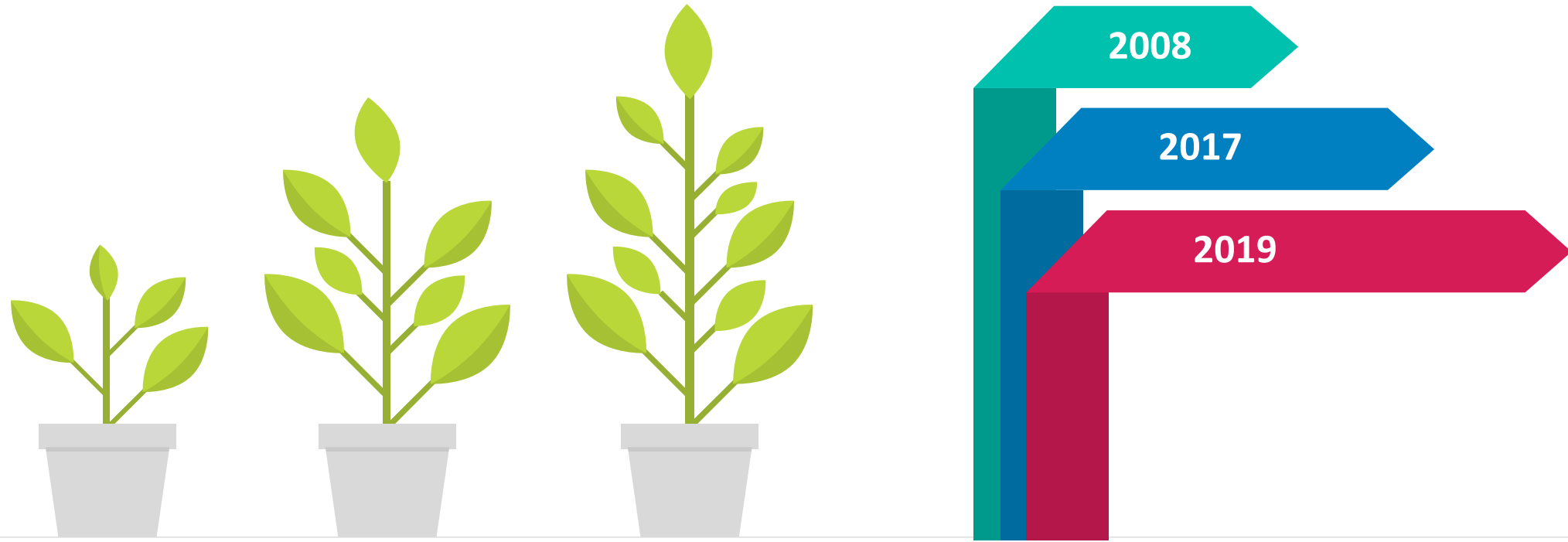
The Company has emerged as the promising player & has migrated from Maiden IPO (year 2016) to Mainboard of BSE (year 2020) Code - 540078





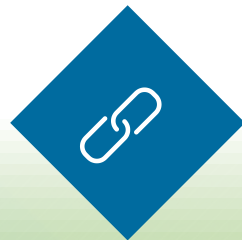


# Successful Track Record For Business Acquisitions



## **NOCIL (Reliance )**

Acquired Business plant & machinery



## **Shree Rubber Plast Co Pvt Ltd.**

Acquired Business, Plant & machinery



## **Prince Multi Plast Pvt Ltd.**

Takeover LBM Business Along with Plant & Machinery





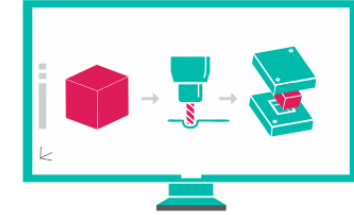
## BLOW MOLDING

- HDPE, PP, Filled PP
- Pharma, Chemical, Food, Flavor & Fragrances, Automotive, Agrochemicals



## INJECTION MOLDING

- HDPE, PP, Filled PP
- Pharma, Chemical, Food, Agrochemicals



## CUSTOM MOLDING

- PE, PP, Filled PP
- Pharma, Automotive, Hospital Bed Parts, Auto Filters

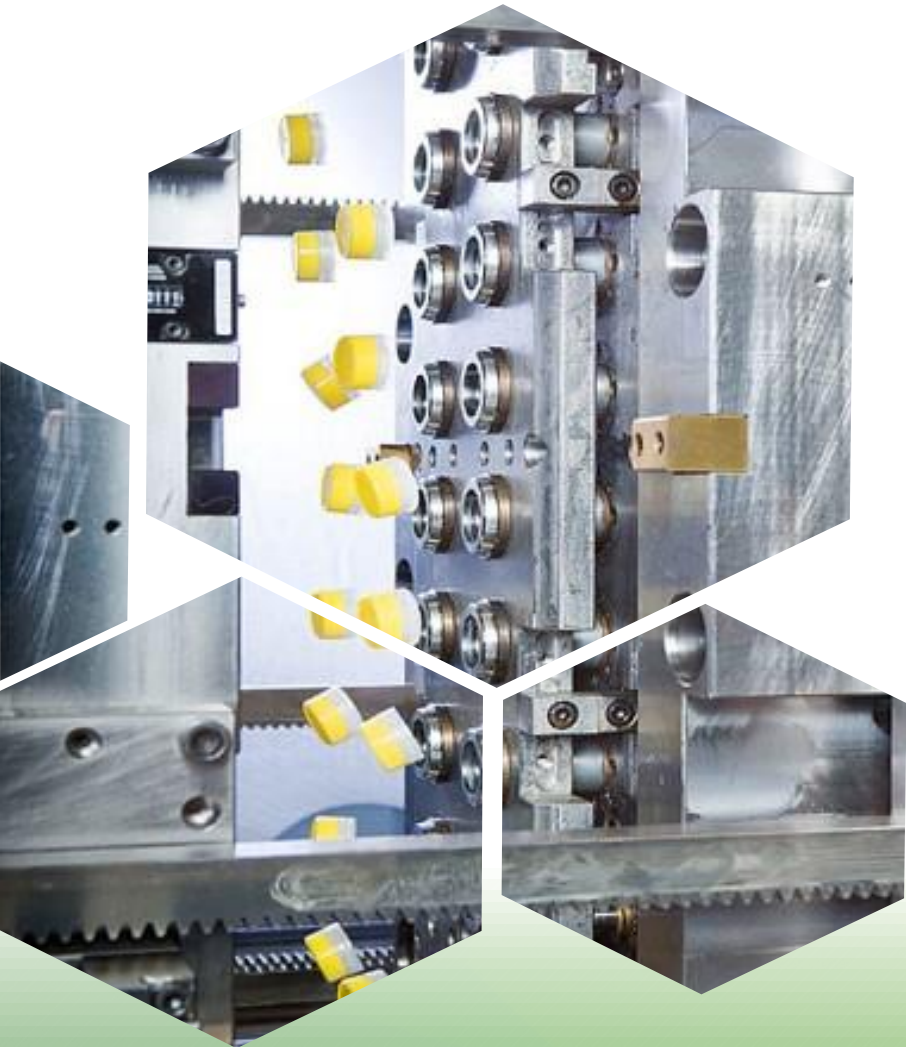


- Manufacture of Reusable and Recyclable Products
- Rain Water Harvesting Systems
- Using LED's and Motion sensor based tube lights.
- Transparent Polycarbonate Roof Tops
- 100% Virgin Material
- Certified by TFS (Together for sustainability)
- Plantation drives
- Using Post consumed resins (PCR) in our multilayer machines





# Strategically Located Manufacturing Units



UNIT  
01

**20,000 SQ.FT**  
Tarapur (Maharashtra)

UNIT  
02

**36,000 SQ.FT**  
Tarapur (Maharashtra)

UNIT  
03

**73,000 SQ.FT**  
Khalapur (Maharashtra)

Mitsubishi Chem has opened a depot at Delhi to cater the clients of north India.

## All plants are well equipped with all types testing equipment's

- Drop Tester
- Hydraulic Pump
- Pneumatic Pump
- Digital Weighing Balance
- Melt Flow Screw Gauge
- Digital Vernier Caliper
- Megasonic Thickness Gauge

### CERTIFICATIONS

- CE CERTIFICATE
- 5-S IMPLEMENTATION
- QC METHODOLOGY
- ONLINE TESTING/PDI/CAPA
- MEMBER OF TOGETHER FOR SUSTAINABILITY

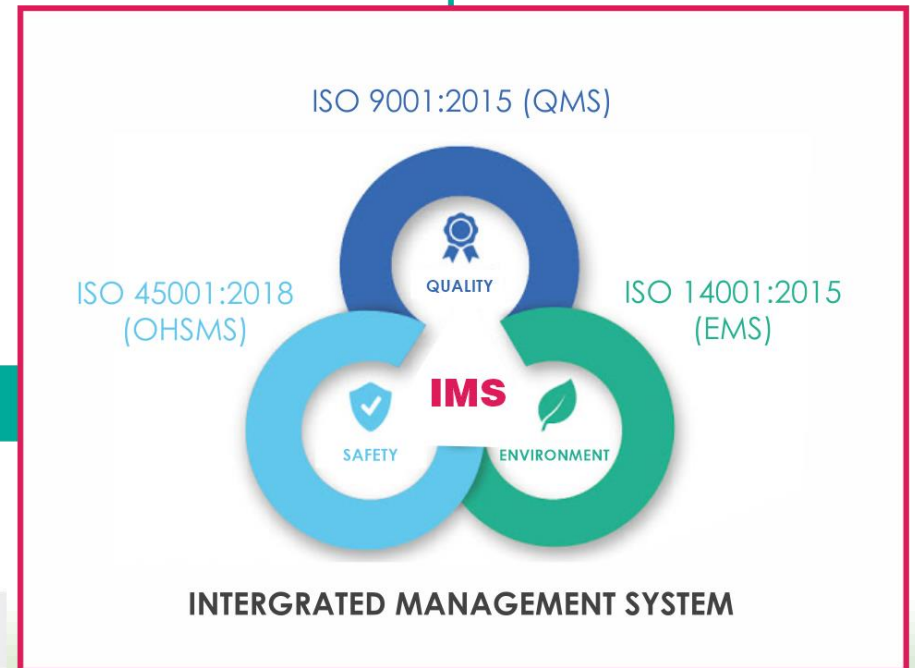
Manufacturing with 100% Virgin Quality Raw Material.



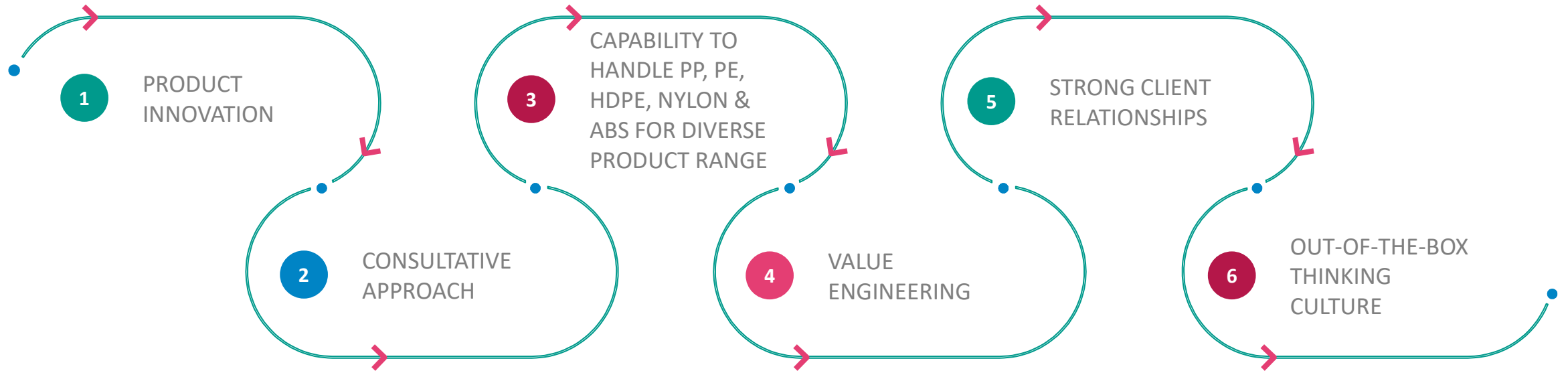
भारतीय पैकेजिंग संस्थान  
INDIAN INSTITUTE  
OF PACKAGING



IATA



# Skills that Differentiate us from Competition





# Business Overview

# Emerging as a Promising Player in Plastic Molding Industry



◀ **MOLDED INDUSTRIAL PACKAGING**



◀ **BLOW MOLDED AUTOMOBILE PARTS**

**HOSPITAL FURNITURE PARTS** ▶



**INFRASTRUCTURE FURNITURE** ▶



## **MITSU CHEM PLAST LTD.**

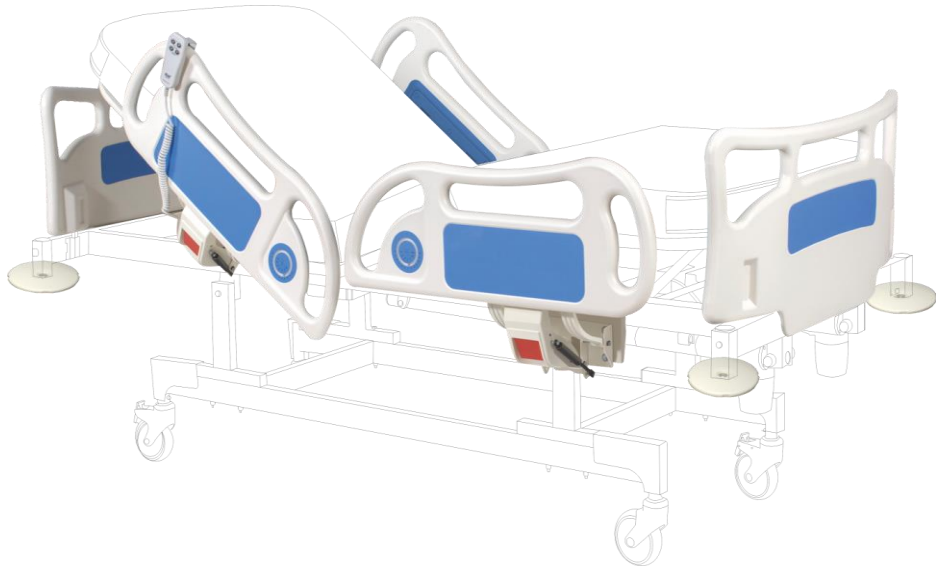
posses strong capabilities in Injection Molding, Blow Molding and Custom Molding. Through product innovation and value engineering, the company has set new benchmarks in offering quality products and highest customer satisfaction, which has made the 'Mitsu' Brand, a name to be reckoned with.



Big Range of Small Containers & Industrial Containers  
100 ML to 250 LTRS



### Hospital Bed Furniture Parts



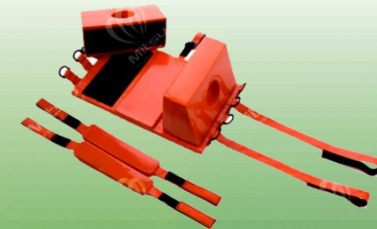
### Over Bed Table Top

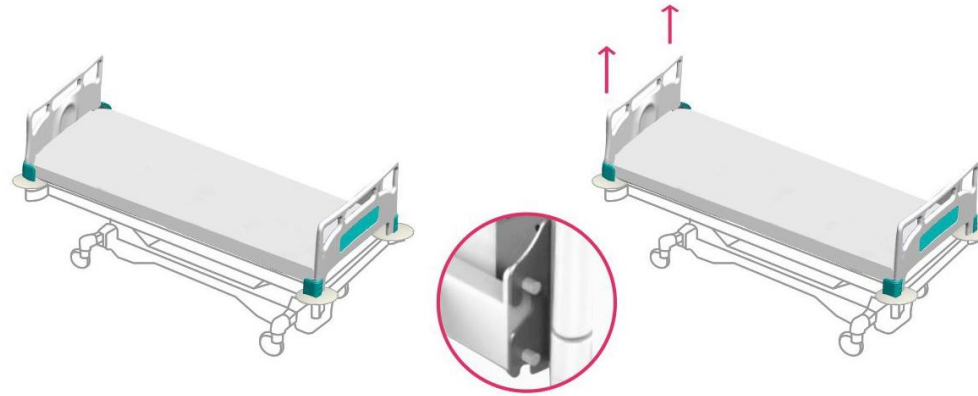
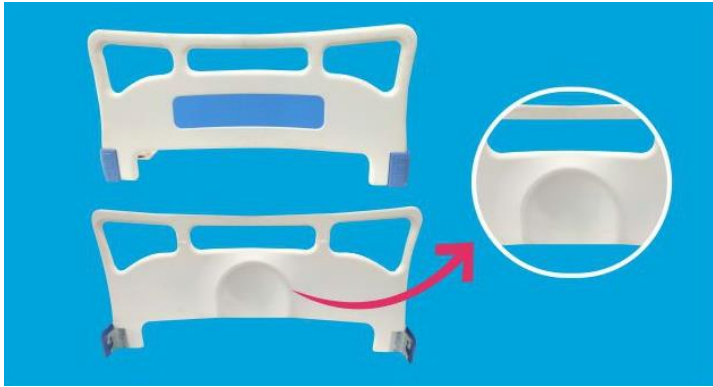


### Bed Side Locker Parts



### Rescue & Safety Equipment





Innovative concept of inbuilt CPR profile on the backside of the bow for CPR emergencies

Impressive aesthetics, robust design and durability has helped growth in this niche Business sections



Plastic Chair Parts



Plastic Baby Car Seat Shell



Plastic Corner Support Cap



Bus Seat



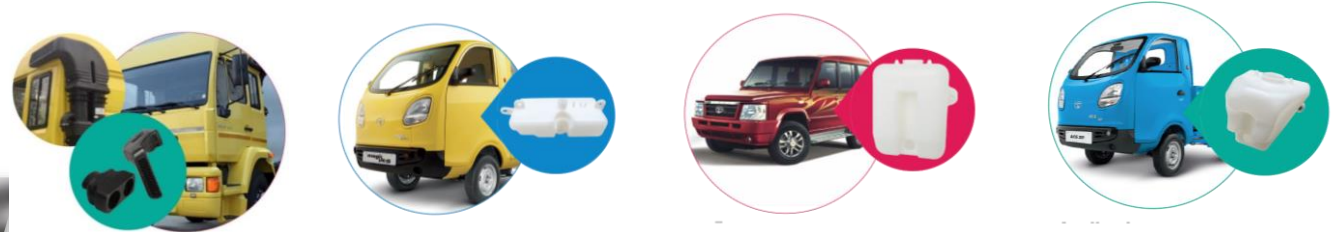
Plastic Stadium Seat



Front Cap



## Injection & Blow Molding Custom Automotive Parts





## Significant Capabilities In Injection Molding Ranging From 60 Tones To 200 Tones



Caps



Pregnancy Test Kit



Handle & Lugs



Blue Spoon



HIV Test Cassette



Bungs

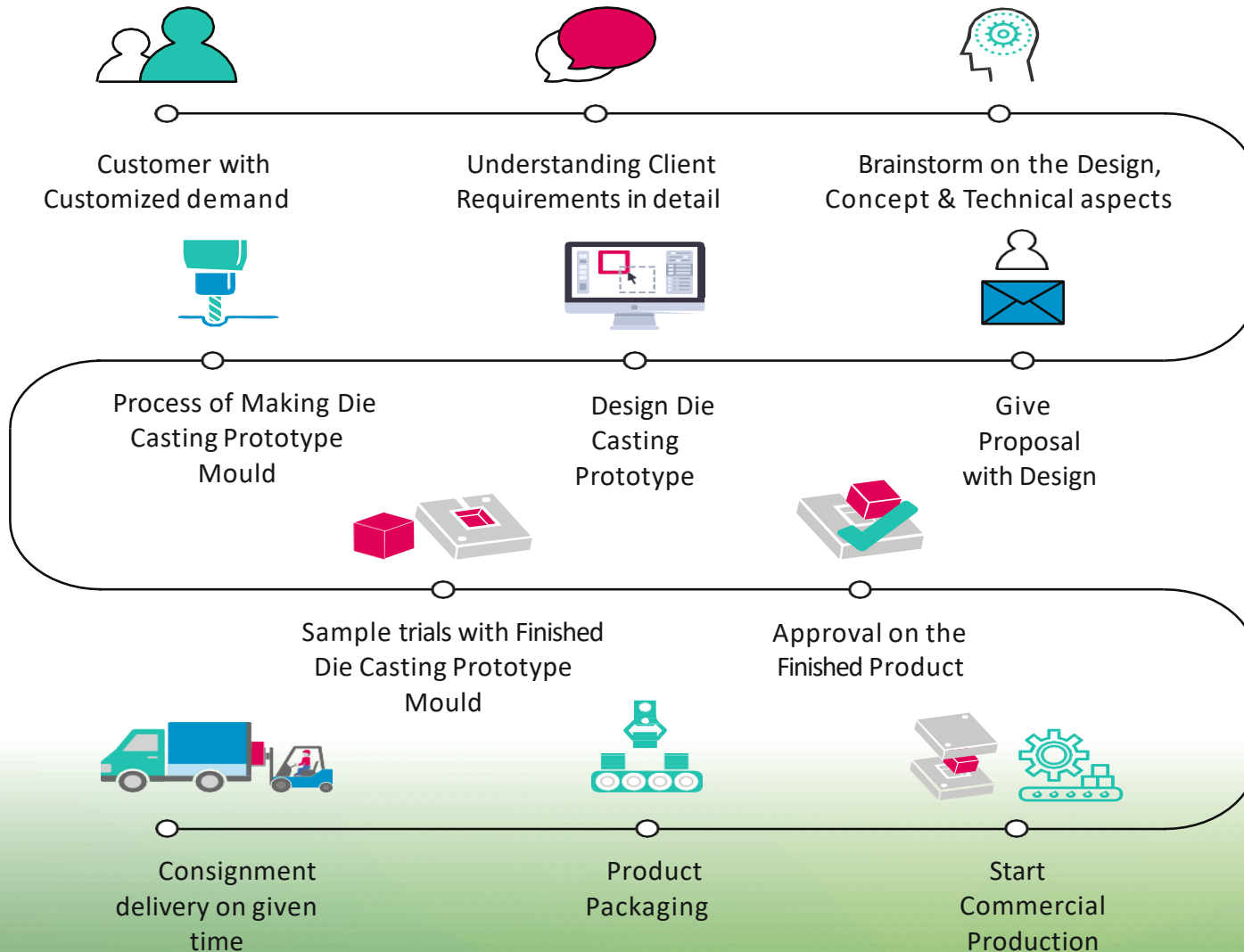


Saridon



Inhaler

# Customised Molding Solutions As Per Client Requirements



We provide custom molding solutions to our customers to specifically cater to the customer's requirements and to have an edge over competitors and as per the market trends.

We Make Sure That Your Customised Product Designs Remain Confidential & Protected From other Competitors





**STRONG DEMAND FOR THE LIQUID CONTAINERS**

**dontouch**

**DONTOUCH CORONA SWORD**

allows user to hygienically go about their day-to-day activities without touching contaminated surfaces

New Way Of Handshake

- Lift Buttons
- Bus/ Train Handle
- Card Payment
- Door Opening
- ATM PIN
- Car Steering
- Switch On/Off
- Toilet Flush
- Lifting Bags

**DONTOUCH CORONA SWORD**

# More Than 30 Clients Of Fortune 500 Serviced By Us



# Management Team



# Eminent Board of Directors



**Mr. Jagdish Dedhia**  
Chairman & Whole Time  
Director



**Mr. Sanjay Dedhia**  
Jt.MD



**Mr. Manish Dedhia**  
Jt.MD & CFO



**Mr. Dilip Gosar**  
Non-Executive Independent  
Director

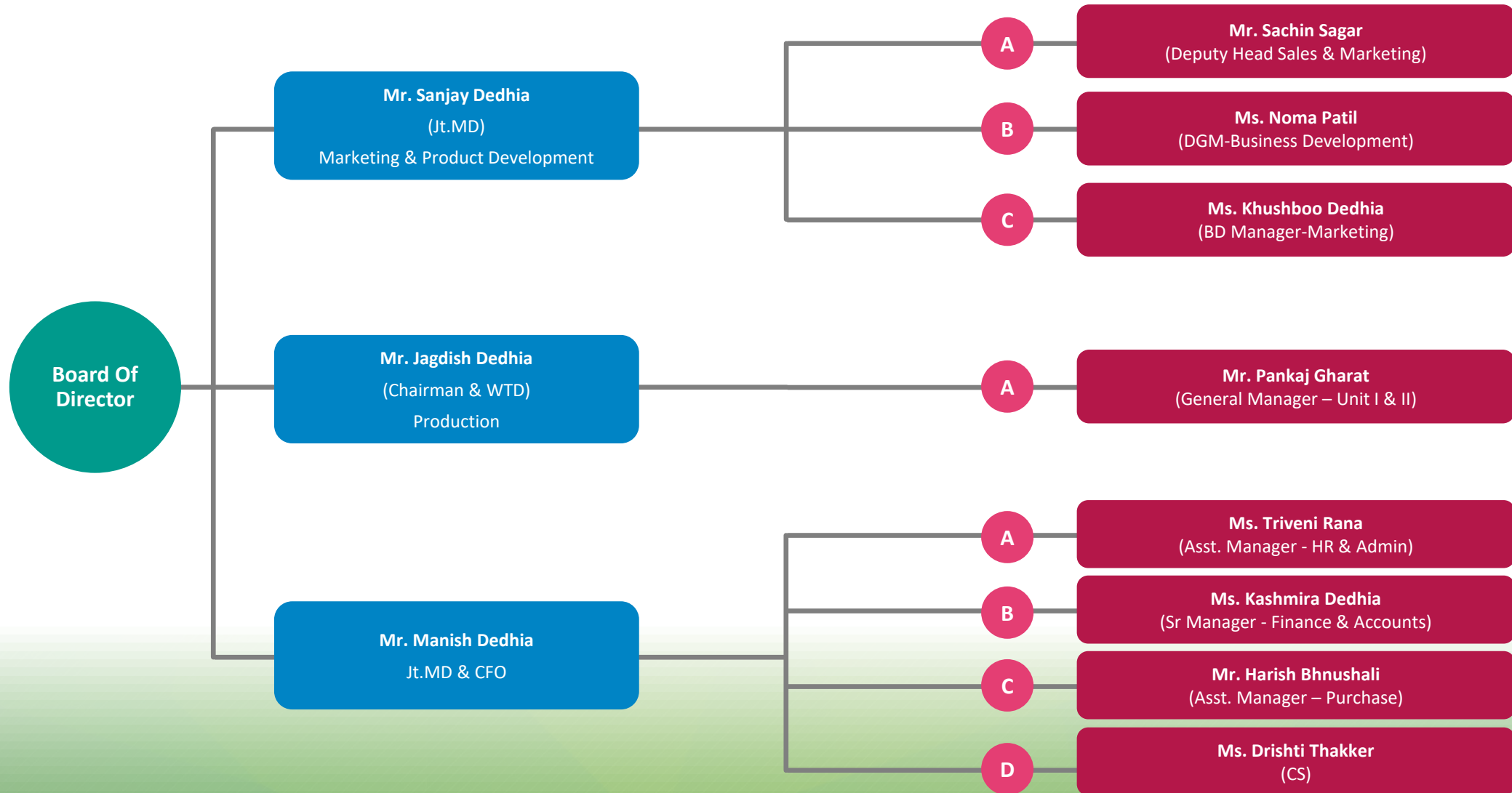


**Ms. Neha Huddar**  
Non-Executive Independent  
Director



**Mr. Hasmukh Dedhia**  
Non-Executive Independent  
Director

# Management Supported By Well Experienced Professional Team





## Domestic Plastic Industry

The total plastic consumption in India is around 15 million tonnes and is expected to go up to 25 million tonnes in the next seven years. India's plastics exports posted a growth of 31.6% at USD 4.59 billion during the period Apr 18-Sep 18 (H1 2018-19) as against USD 3.48 billion in same period during H1 2017-18. Industry expected to Grow at CAGR of 10-12%. The per capita consumption is expected to double, with an investment of \$80bn over the next five years.



## Shift from Unorganized to Organized

With the implementation of GST and rationalization of tax rates we anticipate the shift from unorganized to organized to be faster, currently 40-45% of plastic industry is still dominated by small and unorganised players in India.

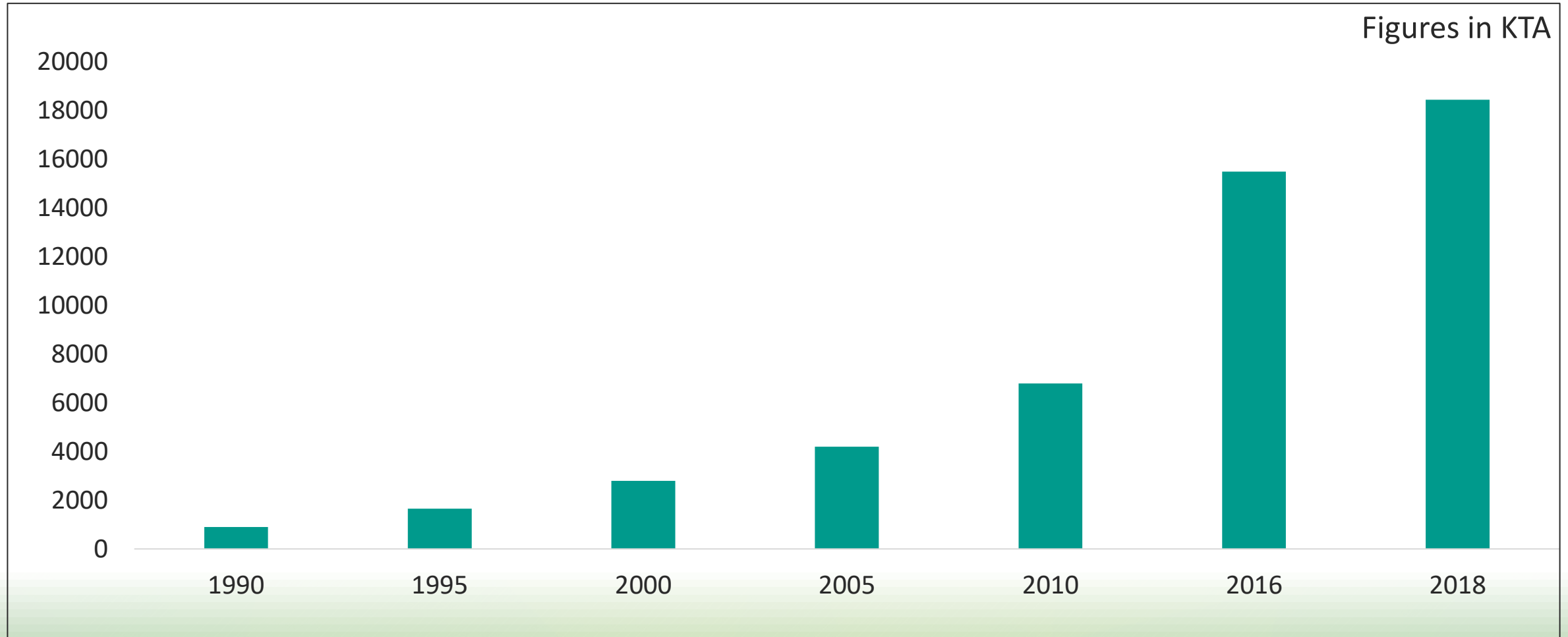


## Availability of Raw material & Investments in lateral Industries driving growth

Availability of polymers has become very easy in the domestic market, also investments in lateral industries such as food processing, cold storage & material handling, infrastructure & housing, agriculture, water management and retailing are acting as drivers for the growth of the Plastic Industry.

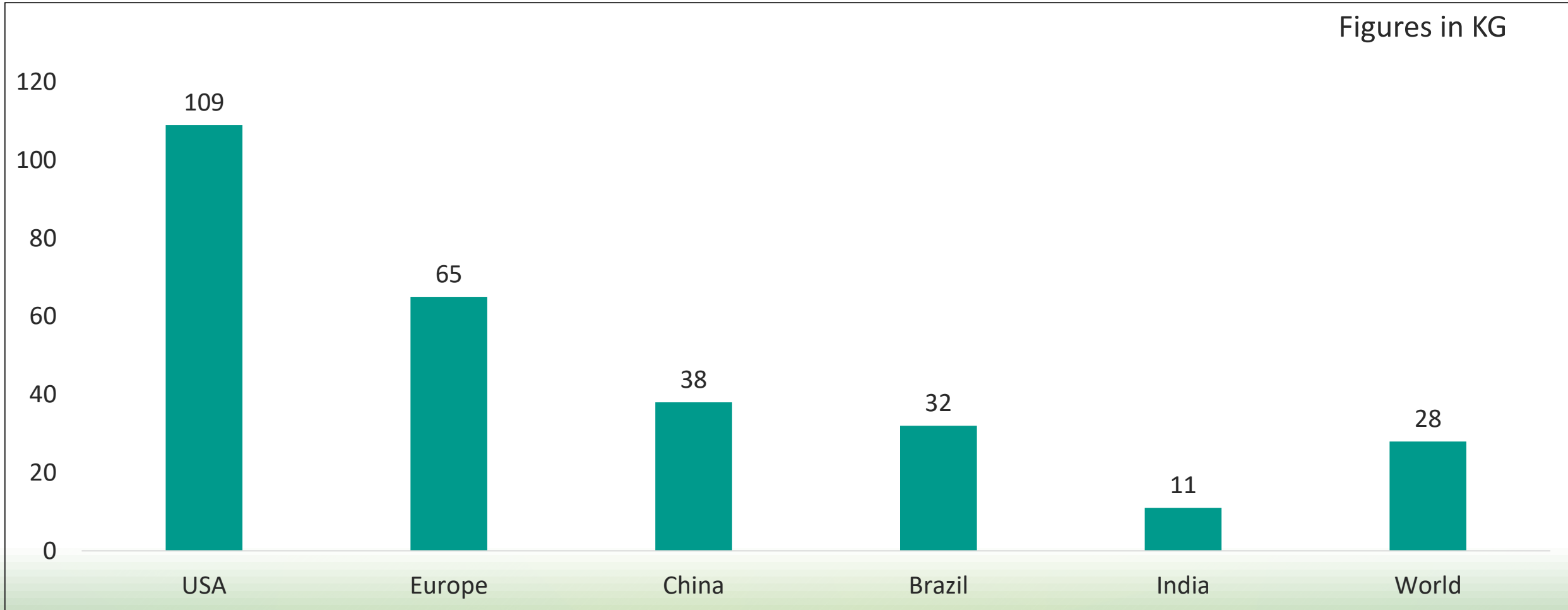


# Consumption of Plastics has been Increasing Consistently



SOURCE: PLASTINDIA FOUNDATION /INDUSTRY ESTIMATE

# Enough scope for per capita usage of Plastics to grow in India



SOURCE: PLASTINDIA FOUNDATION /INDUSTRY ESTIMATE

# The Way Ahead



# Our Future Growth Strategy



**New Products**



**Higher Capacity Utilization**

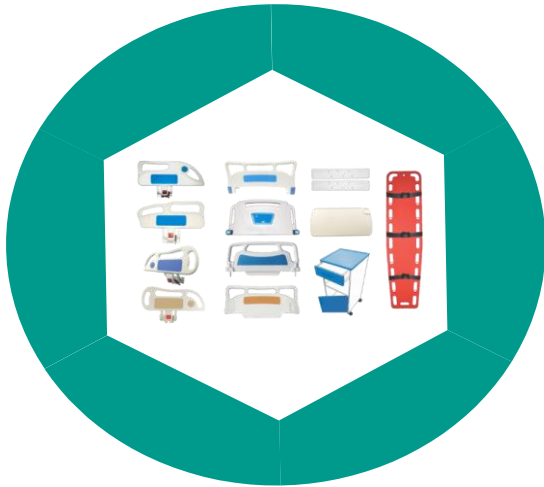


**Margin Improvement Higher ROCE New Customers Expanded foot print**



**Inorganic Growth Opportunities**

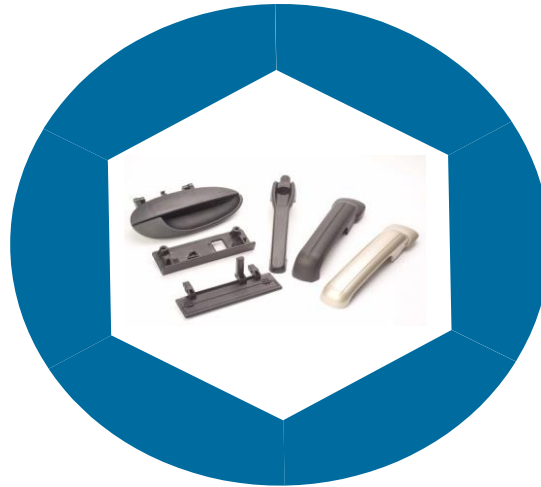




## Hospital Furniture

As per industry reports the health care sector will need investments of \$245 bn over the next two decade. Indicating addition of to 3.5million beds over this period.

Apart from this there is also high demand from conventional markets for replacement.



## Auto Components

The auto component Industry has been growing at 10-12%, India has also become a major export hub growing at 8-10% in FY19 we exported \$15bn worth of components.

Cost effective manufacturing has kept the costs lower by 20-25% as compared to developed countries in US & Europe.



## Customised Molding

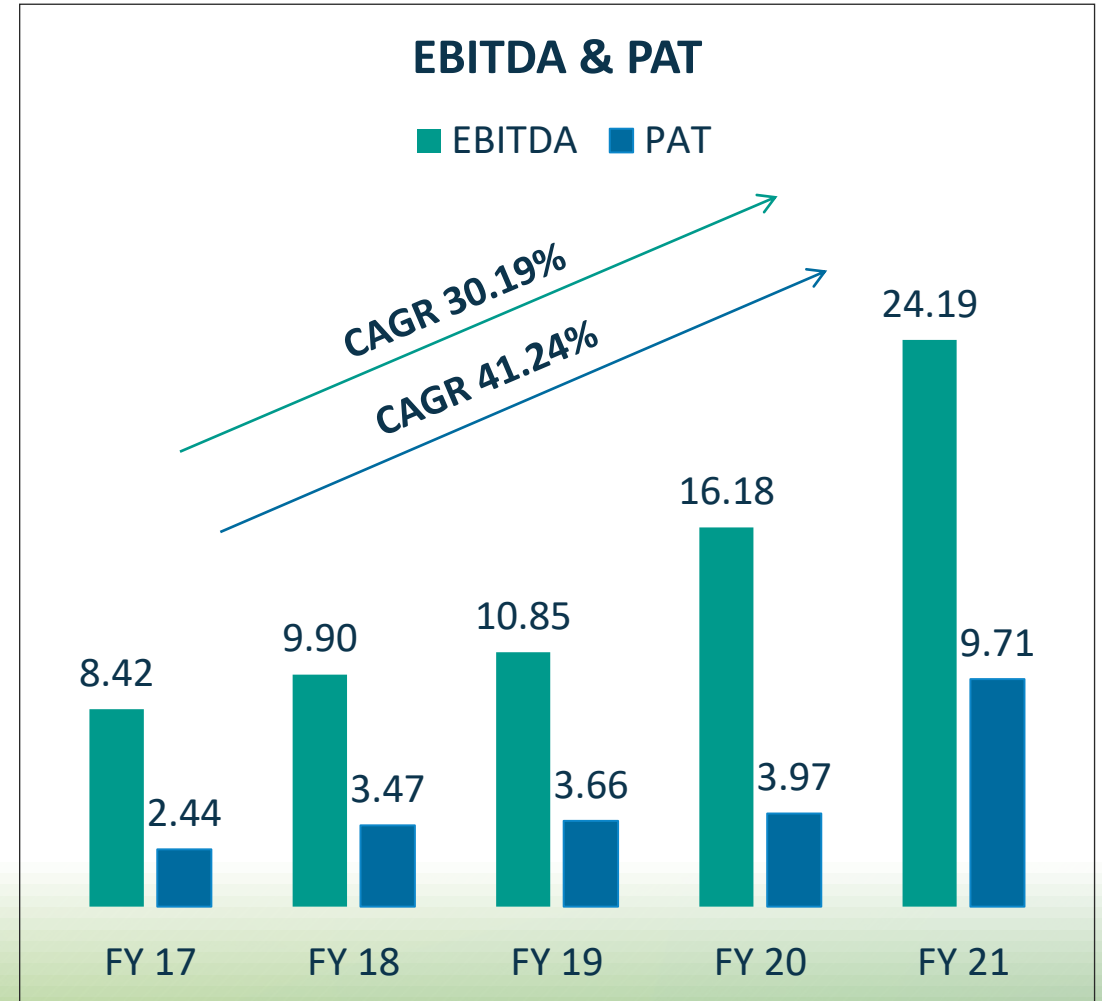
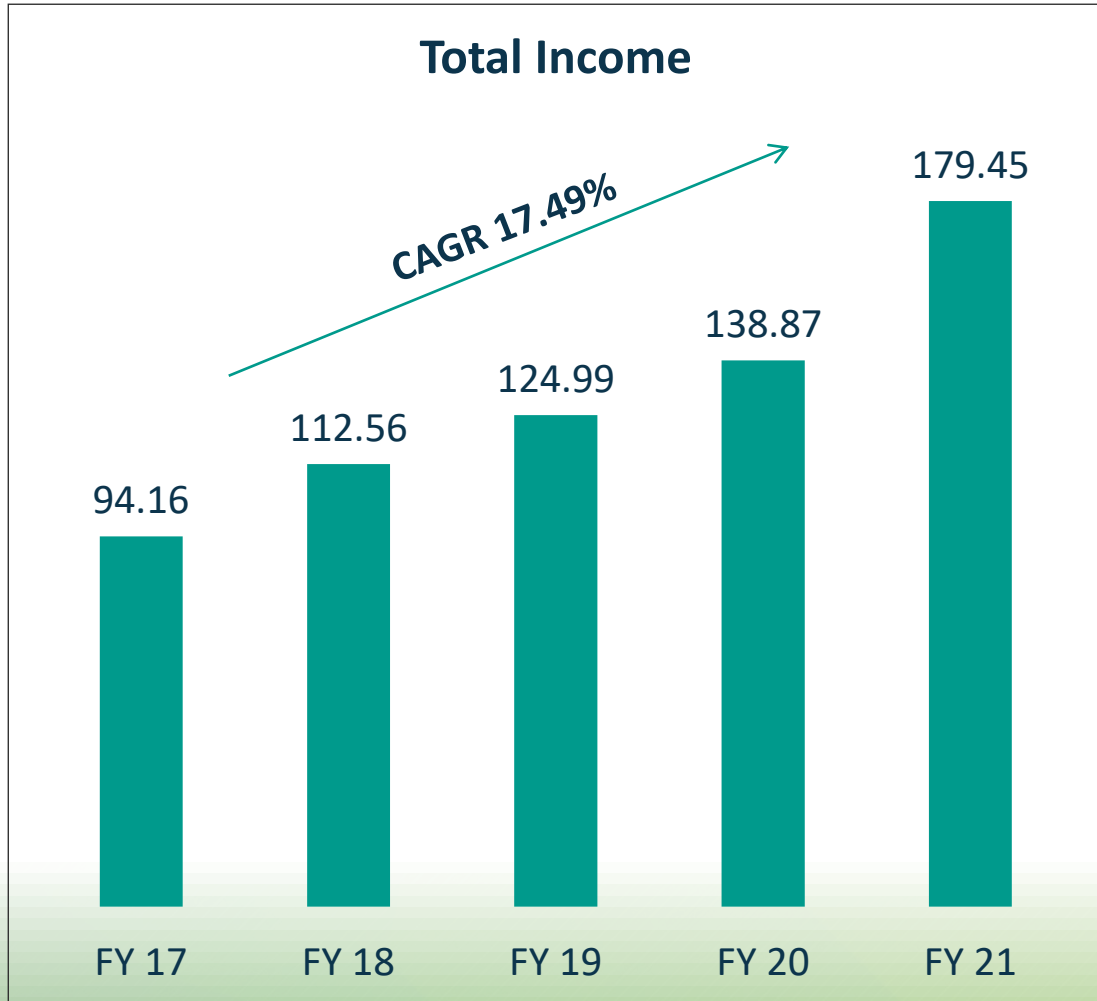
Customized plastic molding allows for great design flexibility and any type of plastic part can be produced using this manufacturing process, and the molds allow the finished product to be extremely precise.

Plastic parts are typically upto 50% lighter in weight than metal parts and converting from metal to plastic can significantly reduce total manufacturing costs.

# Financial Overview



# Last 5 Years Financial Performance Highlights



In ₹ Cr.

# Profit & Loss Statement



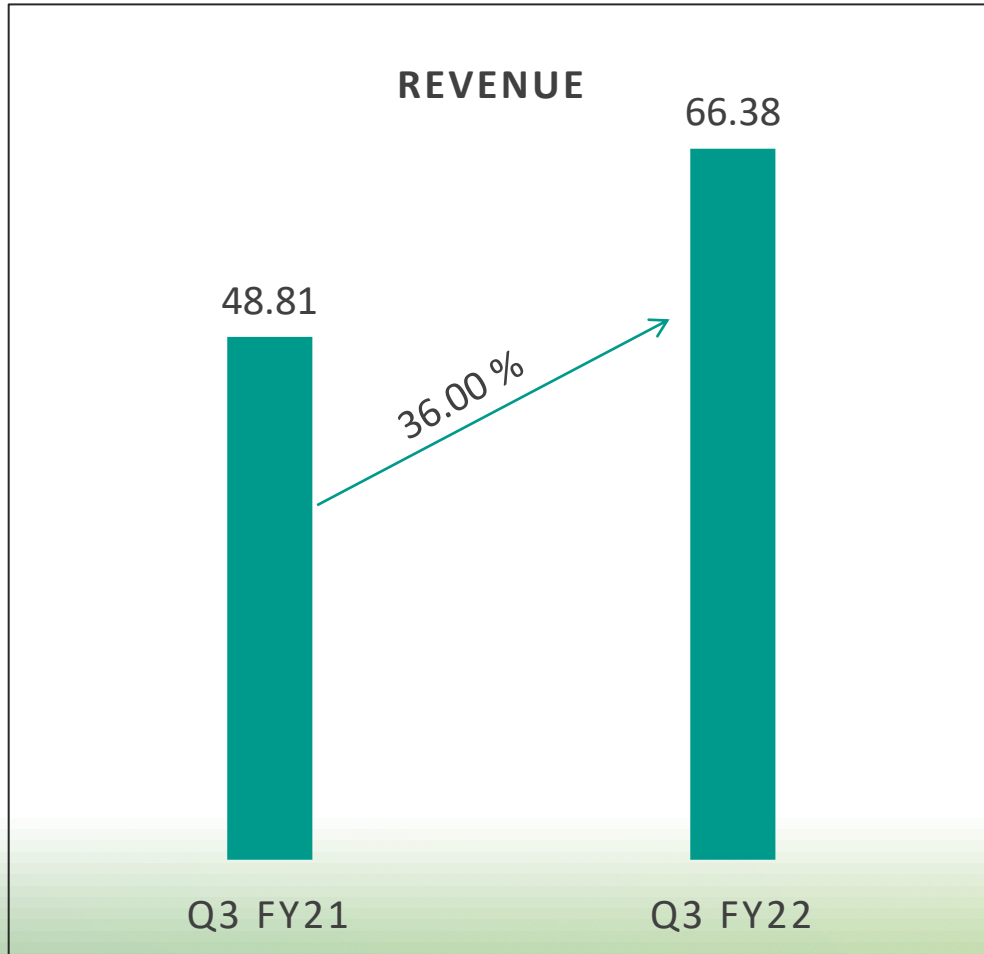
₹ In Cr.	Mar – 17	Mar – 18	Mar – 19	Mar – 20	Mar – 21
Sales	94.16	112.27	124.76	138.55	178.33
Other Income	0.64	0.42	0.26	0.32	1.11
Expenses	85.74	104.00	114.21	122.69	155.29
<b>EBIDTA</b>	<b>9.06</b>	<b>8.69</b>	<b>10.81</b>	<b>16.18</b>	<b>24.19</b>
<b>EBIDTA( %)</b>	<b>9.56</b>	<b>7.71</b>	<b>8.65</b>	<b>11.65</b>	<b>13.48</b>
Interest	3.84	3.74	4.03	6.35	5.99
Depreciation	1.97	1.90	2.45	4.01	4.42
Profit before tax	3.25	3.05	4.32	5.82	13.83
Net Profit	2.44	<b>2.54</b>	3.59	3.97	9.71
EPS in Rs(diluted)	6.87	6.67	3.00	3.29*	8.02

\* Company has allotted Bonus Shares In the ratio 2:1 on 30th January, 2020

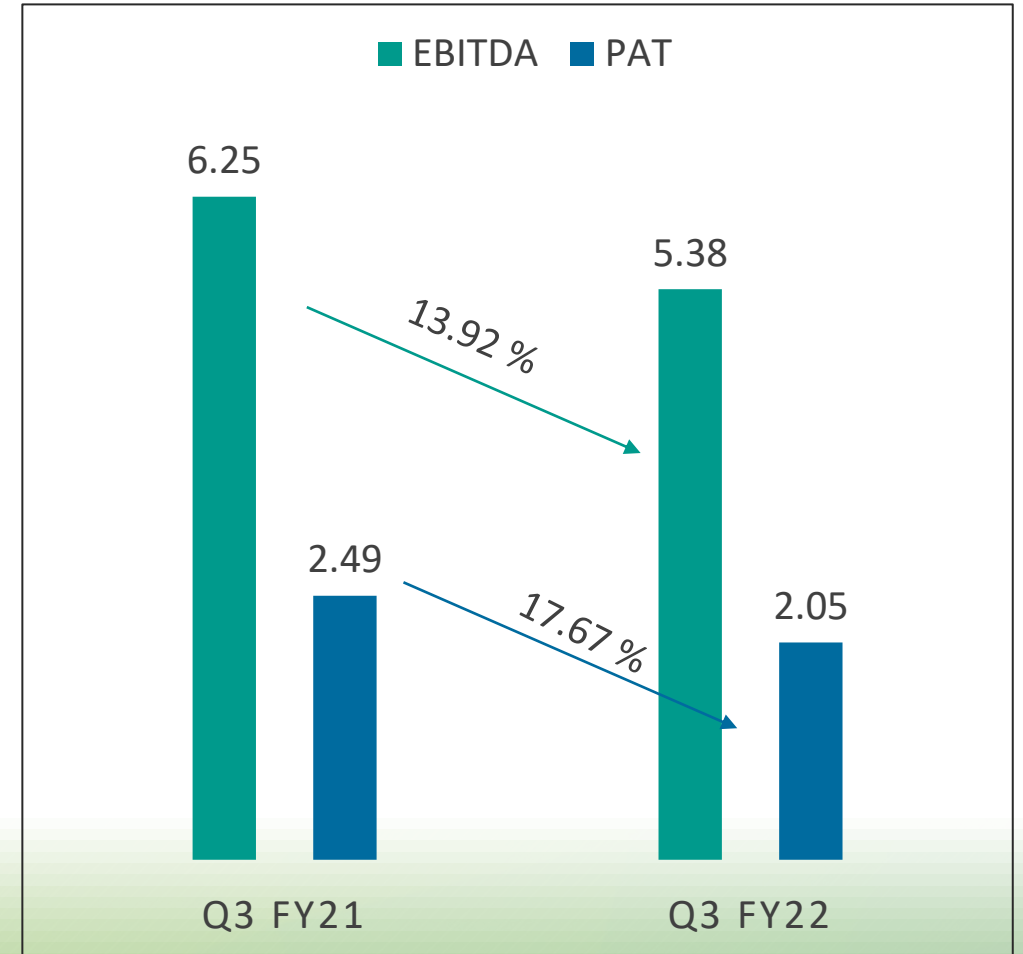
Rs In Cr.	Mar – 17	Mar – 18	Mar – 19	Mar – 20	Mar – 21
Share Capital	3.53	3.88	4.02	12.07	12.07
Reserves	9.15	18.44	22.53	18.10	27.58
Borrowings	34.45	32.26	49.63	57.26	54.33
Other Liabilities	8.99	14.66	22.50	20.13	30.46
<b>Total Liabilities</b>	<b>56.12</b>	<b>69.24</b>	<b>98.68</b>	<b>107.57</b>	<b>124.57</b>
Fixed Assets	23.76	25.53	56.55	59.17	60.31
CWIP	0.00	3.75	0.21	0.01	0.69
Investments	0.08	0.12	0.36	0.88	0.76
Other Assets	32.28	39.84	41.56	47.51	62.81
<b>Total Assets</b>	<b>56.12</b>	<b>69.24</b>	<b>98.68</b>	<b>107.57</b>	<b>124.57</b>



# Quarterly Performance Highlights YoY



↑  
In ₹ Cr.



Note – During the period profitability was impacted by the rise in crude oil price which impacted our raw material prices  
Also very high global logistic cost for our key customers have held them back from exports

Rs In Cr.	December – 21	September – 21	June – 21	March – 21	December – 20
Sales	66.38	57.27	59.46	52.23	48.81
Other Income	0.12	0.61	0.33	0.14	0.26
Expenses	61.12	52.78	51.81	46.20	42.82
<b>EBITDA</b>	<b>5.38</b>	<b>5.10</b>	<b>7.89</b>	<b>6.17</b>	<b>6.25</b>
<b>EBITDA (%)</b>	<b>8.09%</b>	<b>8.81%</b>	<b>13.26</b>	<b>11.78</b>	<b>12.74</b>
Interest	1.37	1.32	1.35	1.59	1.41
Depreciation	1.23	1.19	1.18	1.13	1.12
Profit before tax	2.78	2.59	5.46	3.50	3.72
Net Profit	2.05	2.46	3.69	2.23	2.49
EPS in Rs	1.70	2.03	3.06	1.82	2.06

# Appendix





Top 100  
SME **2014**



Best Supplier Award **2015**  
Tata Fico Automotive System Ltd



Top 100  
SME **2016**



Best Innovator  
ET Polymers **2017**



Best Innovator  
ET Polymers **2018**



Top 100  
SME **2019**



Excellence  
In Healthcare **2020**



Excellence in  
Compliance SME **2020**

Source - BSE

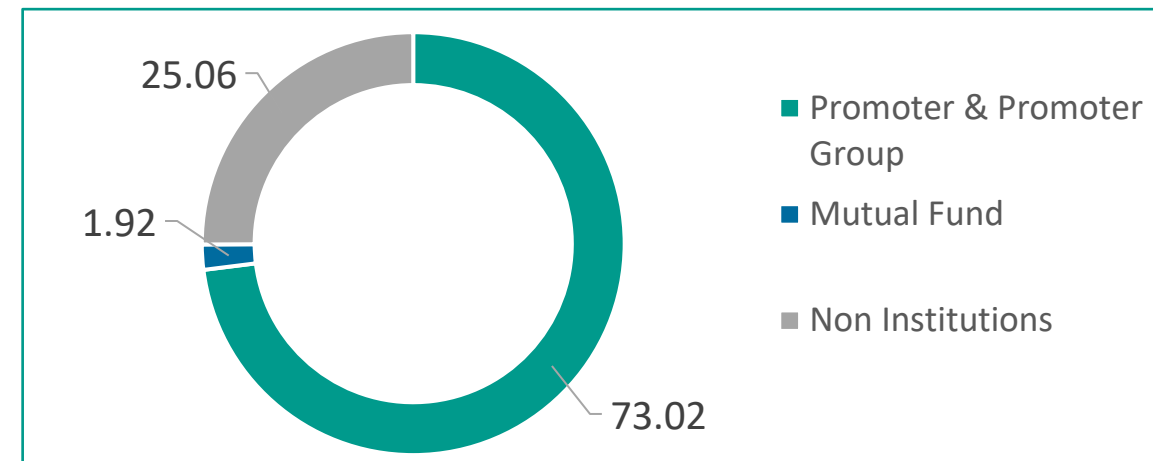
as on 01-02-2022

Share Price (INR)	290.05
Market Capitalization (INR Cr)	350.17
No. of Shares Outstanding (Cr)	1.20
Face Value (INR)	10
52 week High-Low (INR)	374.70/ 100.00



## Shareholding Pattern

as on 31-12-2021



## Corporate Actions

Dividend	Ex Date	Bonus	Date
0.50	19 Sep 2017	2 : 1	28 Jan 2020
0.50	23 Aug 2018		
0.50	19 Sep 2019		
0.20	01 Sep 2020		





FOR FURTHER DETAILS PLEASE CONTACT



# Thank You

**Drishti Thakker**

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Phone: 022 - 2592 00 55



**Vastupal Shah**

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Phone: 022 4100 2455