



12th November, 2021

To, BSE Limited P. J. Towers, Dalal Street, Fort, Mumbai — 400 001. Scrip Code: 533080	To, National Stock Exchange of India Limited Listing Department Exchange Plaza, 5th Floor, Plot no. C/1, G- Block, Bandra- Kurla Complex, Mumbai — 400 051. NSE Scrip: MOLDTKPAC
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Dear Sir / Madam

Sub: Intimation of Schedule of the Analyst/Investor Meeting.

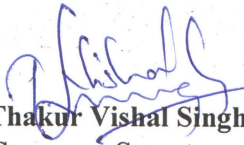
Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith providing the details of Virtual Meeting scheduled on 15th November, 2021.

Date	Investor	Mode	Meeting Type
15 th November, 2021	Fidelity International Represented by Mr.Madhav Marda	Virtual Meeting	One on One-Investor Meeting

Note: The above schedule is tentative and subject to changes. The presentation during the meeting is annexed herewith.

This is for your kind information and records.

For MOLD-TEK PACKAGING LIMITED


Thakur Vishal Singh
Company Secretary



Corporate Office :

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Phone : +91-40-40300300, Fax : +91-40-40300328, E-mai l: ir@moldtekindia.com
Website : www.moldtekgroup.com CIN No: L21022TG1997PLC026542



CORPORATE PRESENTATION

NOVEMBER 2021





Nov' 21



INDUSTRY OVERVIEW



COMPANY OVERVIEW



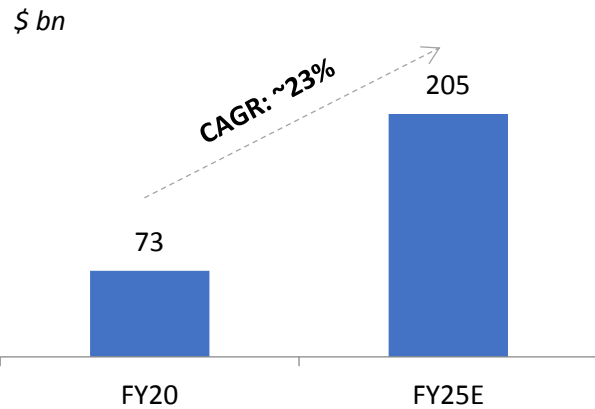
FINANCIAL PERFORMANCE

Indian Plastics Industry – An Overview

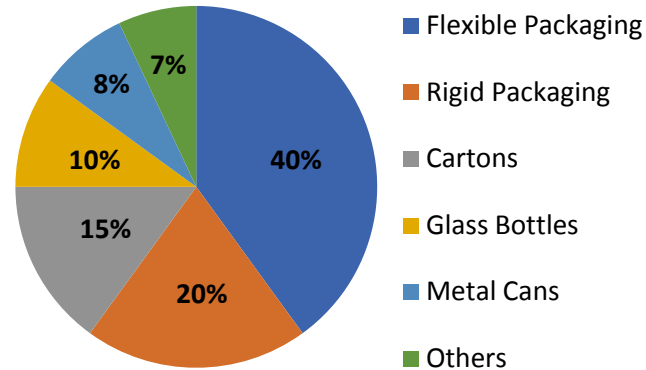
Indian Packaging will see robust growth on back of lower per capita plastic consumption

GROWTH DRIVERS

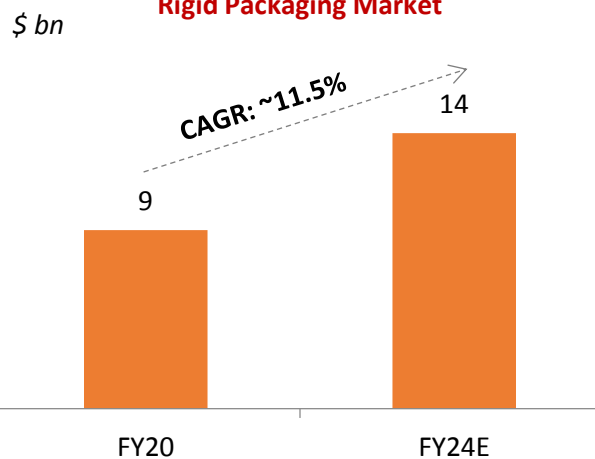
Indian Packaging Industry



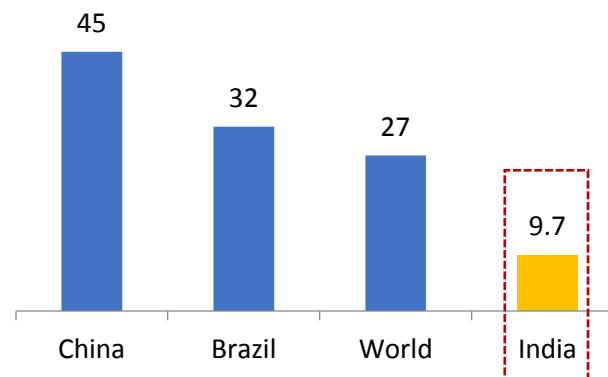
Share of Packaging Market (FY20)



Rigid Packaging Market



Per Capita Plastic Consumption



Source: Industry Reports



Growth in smaller packages due to nuclear family and increasing rural penetration



Demand for better packaging resulting from e-commerce & FMCG boom



Growing trend of packed foods to increase shelf life of food products



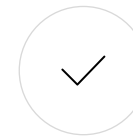
Increasing health consciousness seen especially after Covid, contributing towards growing trend of well packed, branded products



Approximately one-third of all food produced is disposed-off before it is consumed. Packaging helps reduce food waste



Increase in digitalization has helped increase online Retail Market, Food Ordering, e-commerce, etc.. thereby indirectly creating packaging demand



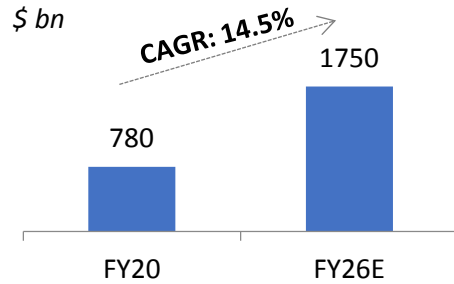
Packaging being used as a branding tool

Growth to be bolstered by growth in end user industries

Retail Industry



Indian Retail Market

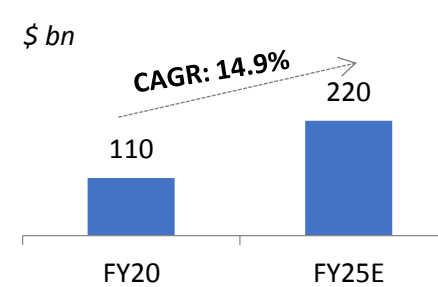


- Retail is India's largest industry and accounts for over **10% of the country's GDP & ~8% of the employment**
- The Household consumption in India has increased from INR 35-45 Trillion in CY2010 to **INR 130-135 Trillion** in CY 2020
- India is largely an unorganized retail market that contributes nearly **88%** of the total retail sector
- The organized retail market therefore has the potential to reach approx. **US\$ 140-160 billion**

FMCG Industry



Indian FMCG Market

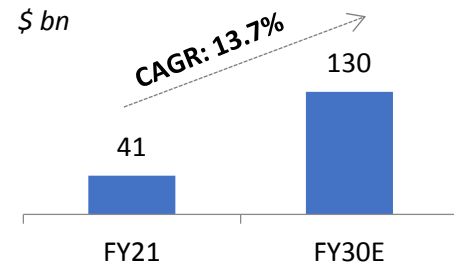


- FMCG is the **4th largest** sector in the Indian economy
- The FMCG Market in Rural India is expected to show a considerable growth at a CAGR of **37.5%** & is forecasted to reach **US\$ 220 billion** by 2025
- The utility of packaging arises from properties of aroma retention, sealing and heat insulation, barrier against moisture and strength for FMCG products

Pharmaceutical Industry



Indian Pharma Market

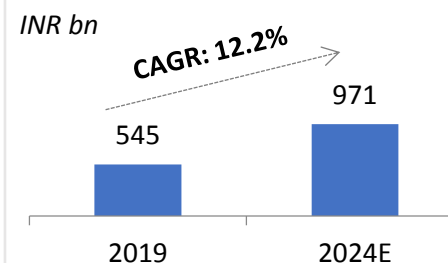


- India ranks **3rd** in terms of Pharmaceutical production by volume and **14th** by value
- The domestic Pharmaceutical industry includes a network of **3000** drug companies and nearly **14000** manufacturing units
- **Pharmaceutical Packaging** is now becoming the major part of the drug delivery system

Paints Industry



Indian Paints Market



- The Paints industry will be mainly **driven by growth in branded paints popularity, shortening of re-painting cycle, infrastructure initiatives by the Government & increasing housing demand & construction activity**
- **Asian Paints** has registered a CAGR of approximately 11% during FY11-20, **1.8x growth rate of India's GDP during the period.**

Source: Industry Reports



Nov' 21



INDUSTRY OVERVIEW

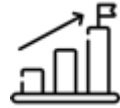


COMPANY OVERVIEW



FINANCIAL PERFORMANCE

Company Overview



35 YEARS OF EXPERIENCE

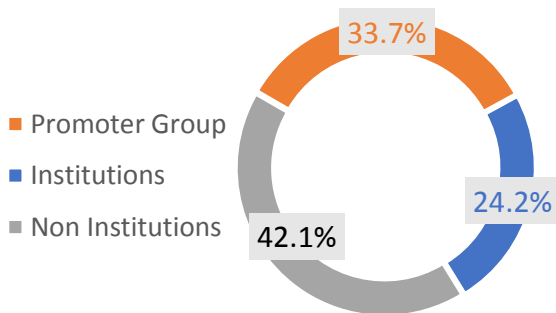


10 ISO CERTIFIED UNITS



PUBLICLY LISTED WITH INR ~2,000cr M cap

Shareholding as on 30th Sep'21



Shareholding >1%

- DSP Small Cap Fund (6.70%)
- ODIN Emerging Markets (3.70%)
- Principal Small Cap Fund (4.22%)
- Madhulika Agarwal (3.55%)
- Ashish Kacholia (3.30%)
- K Opportunities Fund (3.03%)
- Edelweiss Trusteeship Co Ltd. (1.92%)
- Canara Robeco MF (1.62%)



Established in 1986, Leader in rigid plastic packaging in India. Publicly listed in 1993



Manufactures injection molded containers for lubes, paints, food & other products



10 Manufacturing Units, 3 stock points PAN India. Injection molding capacity of over 40,000 TPA



Pioneers in the field of In-Mold labelling (IML) in India. HD photographic labels. IMLed products, produced by 100% hands-free operation & are 100% recyclable.

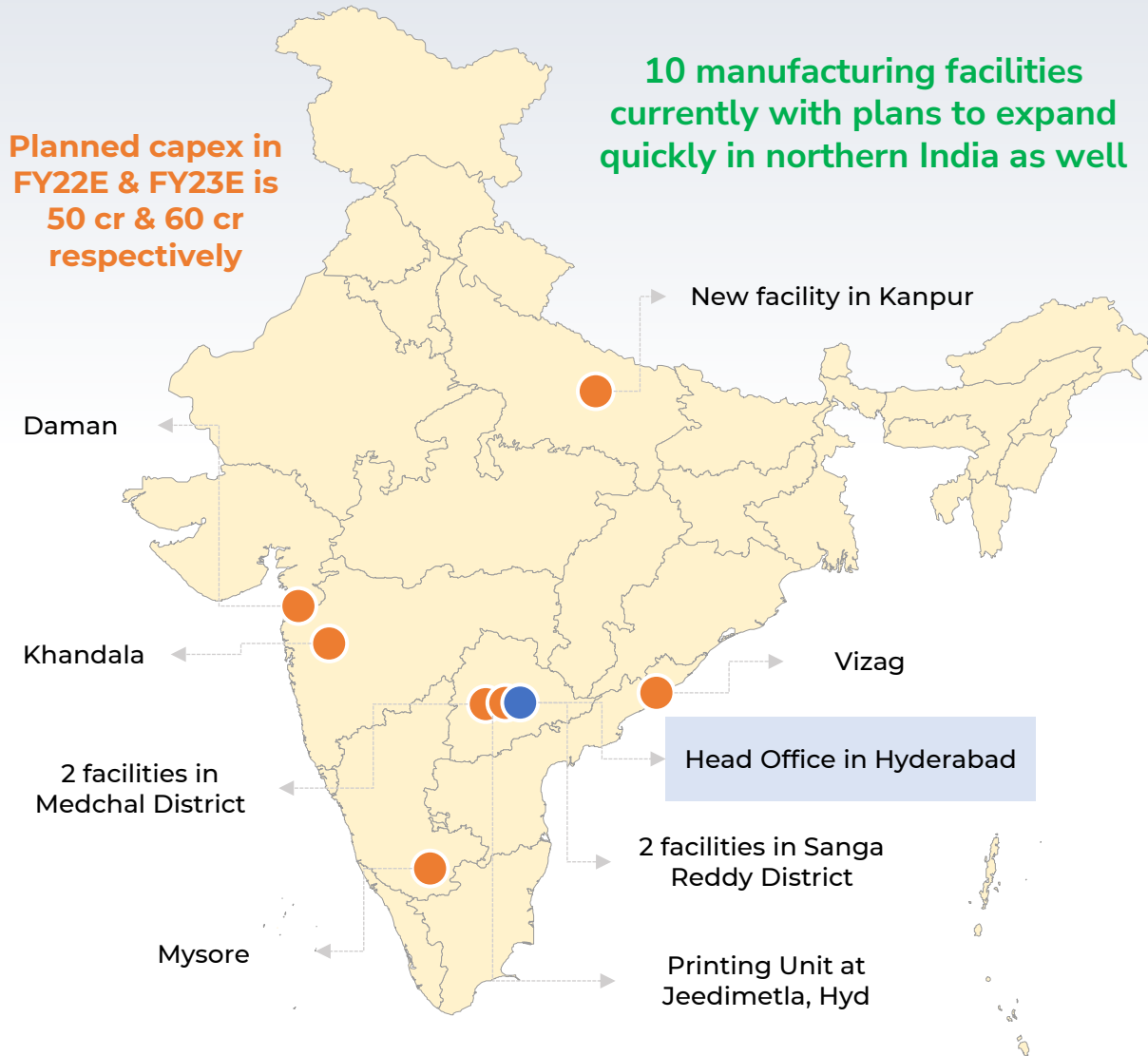


MTPL commands strong presence across all major customers like Asian Paints, Castrol, Shell, Mondelez, Hindustan Unilever, etc.



Superior margins in the packaging industry due to the cost advantage emanating from backward integration

MANUFACTURING PRESENCE



Steady increase in the capacity especially for FMCG segment

Segment	FY20 Capacity (MT)	FY21 Capacity (MT)
Paints	18,250	18,400
Lubes	9,500	9,500
FMCG	9,250	12,500
Total	37,000	40,400

By FY22 end, total installed capacity to reach 44,000MT

- **Has acquired 2.7 acres of land in UP for greenfield expansion**, next to Berger Paints plants which will be commercialized by FY23
- **Aims to serve edible oil clients, Kansai Nerolac**, and some other clients around the **UP and North region**

Our Capabilities



Injection Molding

- Mold-Tek uses hot runners and Beryllium - Copper inserts to make **world class molds at a fraction of costs** enabling company to **innovate and manufacture products with better features**
- **Has more than 130 Injection Molding machinery up to 650 ton** including Cincinnati, Engel, Demag, Krauss-Maffei, and Niigata, Haitan



Tool Room

- **State-of-the-art in-house tool room equipped with 5- Dimensional CNC machines from Switzerland, Germany & USA, supported by latest CAD/CAM facilities**
- **Designs and manufactures molds in house for rapid development** of new products which gives it a **significant cost advantage over peers**
- State-of-the art tool room enables Mold-Tek to be **self sufficient & not rely on imports. Zero downtime and no supply blackouts**



Robot Manufacturing

- Mold-Tek **installed Robots from Taiwan in 2010-11 and mastered the IML Decoration Technology**. By 2011-12, it installed In house printing facilities to **manufacture IML labels for the first time in the country**
- Has achieved a major milestone by **making robots in-house with more features than imported ones**
- Has proved its capability in engineering Robots for production of **IML decorated small containers (100-1000 ml) for food and FMCG applications**



3D Rendering

- Mold-Tek's team **works closely with clients' to understand their requirements and suggests innovative packaging ideas** with respect to design, decoration and consumer friendly features
- **3D animated videos of the proposed designs and prototypes** are submitted to make decision making easier for the clients

FOOD PACKAGING



FLAT PACKS

TWIST PACKS

ROUND PACKS

SQUARE PACKS

OVAL PACKS

NUTRITION POWDER PACK

COFFEE / HOT LIQUID CUP

PAINT PACKAGING

- Paint Pails available for emulsions & distempers over various quantity levels ranging from 1ltr-20ltr
- Pails originally made for Paints, have been widely accepted in other segments including Adhesives, chemicals, Pharma etc.



Flat Lid



Spout Lid

LUBES PACKAGING

- Range of lubricant pails over various quantity levels ranging from 5ltr-25ltr
- Long lasting molds with superior product quality
- Wide choices of decoration from Screen Printing to HTL to high quality IML



CCD Lid



Flat Lid



DISPENSING PUMPS



LOCKDOWN
DISPENSING PUMPS



TWIST & LOCK
DISPENSING PUMPS



Backward Integration

“Moldtek Is the ONLY COMPANY with integrated facilities from Mould Design & Manufacturing, Robot & IML label manufacturing, hence offering cost effective IML solutions in India.” – IIP Indian Institute of Packaging



State-of-the-art In-house Tool room with latest CNC machines

Own moulds ensure quick development and lesser time-to-market for F&F companies

In-house consultancy services for packaging & pumps.

3D conceptual designs.

Visualizations through mockups/renders/prototypes

60 robots with 1, 2, 4, 8 arms manufactured in-house at 40% of the cost

Over 150 World-Class Multi-cavity Hot runner moulds at ½ the cost

8 Station ROTO and New Flexo printing machine for IML & Non-IML labels (~30% lesser on VARIABLE)

Mould improvements drive INNOVATION w.r.t pail performance – Tamper proofing, lock strength, drop resistance, compression strength



Innovations to Surge ahead

Constant Innovation

Get the best in India. Period

First to introduce

- Plastic pails in India
- 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

Quick Cycle Times

Get your products on time

Multi-cavity moulds to boost productivity

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



2 FLEXOGRAPHIC
MACHINES FOR LABELS



60+ ROBOTS



120+ INJECTION
MOULDING MACHINES

DIVERSIFIED PRODUCT OFFERINGS FUELING GROWTH OPPORTUNITIES FROM MULTIPLE INDUSTRIES



Pails

- Berger Paints introduced new IML packs for their premium brands
- New Plant in North – Land has already been procured in Sandila Industrial Area Kanpur, Uttar Pradesh & construction work is being commenced
- Initiated Unique QR codes for top Paints & Lubes companies to track goods & avoid duplications



Thin-Walled Packs

- Garnered [155] clients mainly across Food & FMCG segments
- Diversifying into newer categories – Dates (New Pack), Peanut Butter, Jaggery Packaging, Confectionery, Agricultural products, etc



Q Packs

- Introduced SanQ – 5 ltr Square packs for sanitizers which bagged SIES SOP STAR AWARD
- New markets tapped by the company include – Consumer Products, Supplement Powders, Chemicals, Confectionery etc



Pumps

- Developed capacity of over 8 million pumps per month in lockdown opening up larger growth avenues for the company
- Started supplying products to Wipro, Godrej, Biotique and many more marquee clients



Innovation in packaging and Widening product range

- **Replacing tin containers with plastic pails** - Mold-Tek was also granted a patent for the innovation related to pull-up spout with tamper proof seal
- **Staying Ahead in the market** - Launching new, innovative, value-added products to both existing industries and new industries, (products like ice-cream containers, square shaped edible oil packs, ghee packs, cups etc)
- **Design Studio - In house** - Collaborate with customers to make product designs with best functionality
- **Pioneer of IML technology in India** Provides (a) superior aesthetics and high durability, (b) Better hygiene due to minimal human contact.
- **Introducing - Injection-Blow-Moulding** (IBM) technology primarily for pharma, cosmetics & FMCG clients

Backward Integration

- **One of the few Indian packaging company to develop in-house moulds, robots, and labels** giving it a significant cost advantage over its competitors who mainly rely on imports
- **Mold-Tek has developed 40+ in-house robots at 60% cheaper cost vs the market price.** IML technology has high reliance on automation including robots
- Mold-Tek's backward integration capabilities is a result of the **technical background of promoters**

Deep-rooted customer relationships

- Proven track record of quality and reliability of supply which has helped it become **one of preferred suppliers for leading companies in Paints, Lubes and Food & FMCG**
- **Amongst the few companies which has got a 'green channel clearance' from Asian Paints** i.e., pails supplied by Mold-Tek go straight to the filling line without quality checks
- Adoption of IML technology by major players will further increase the market share of Mold-Tek

OUR decoration TECHNOLOGIES

- Screen Printing – Labour intensive & low quality print compared to other technologies
- HTL – Heat Transfer Labeling – Better quality but is not completely hands-free operation & not 100% recyclable
- IML – In Mould Labelling – HD Photographic label with provisions of giving glossy finish
 - 100% HYGIENIC OPERATION
 - 100% RECYCLABLE PRODUCTS

Advantages of In-mould Labelling (IML) over HTL

In-mould Labelling (IML)

- ⊕ Photorealistic quality
- ⊕ Nearly 100% coverage (358 degrees)
- ⊕ Hands-free & hygienic Robotic operation & no SOLVENTS
- ⊕ All materials used are eco-friendly hence 100% Recyclable
- ⊕ Anti-counterfeit process

Heat Transfer Label (HTL)

- ⊕ Surface Printing, so easily removable with solvents
- ⊕ Only 80% coverage
- ⊕ Post molding operation involves multi-stage process
- ⊕ Film used for the process not eco-friendly
- ⊕ Easy to duplicate

OUR SUPERIOR TECHNOLOGY

IN-MOULD LABELLING

World's Most Advanced Printing Technology



LABELS MADE OF THE SAME MATERIAL AS CONTAINER



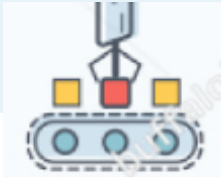
ROBOTS PLACE LABEL INSIDE THE MOULD



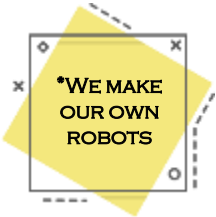
PLASTIC MATERIAL FLOWS BELOW THE LABEL



LABEL BECOMES AN INTEGRAL PART OF THE CONTAINER



NO POST-MOULDING OPERATION & HANDLING



IML Applications



FOOD & RESTAURANTS



DAIRY PRODUCTS



EDIBLE OIL & GHEE



SWEETS, NAMKEEN & DRYFRUTS



DETERGENTS



SANITIZERS



PAINTS



LUBRICANTS

Business Strategy

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**



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 and D** to innovate and widen product range

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 increased from less than rs 20/ kg to above Rs 40/kg in last 6years**

Increasing contribution from food, FMCG industry and IML products

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**, we are in a better position to **leverage our experience** and increase contribution from this segment

MAJOR CLIENTELE ACROSS PRODUCT SEGMENTS

Food, FMCG & Pharmaceutical Industries



Paint Industry



Lubricant & Grease Industry



Now Entering Injection Blow Moulding

Pharma Regulated – Light weight High Utility

Cosmetics & FMCG – 360 deg IML with IBM for first time in India



Regulated Pharmaceutical Market

2500 Cr+ market with very high profitability. Requires DMF filing & USFDA approvals



FMCG & COSMETICS

2000 Cr+ market with immense growth potential. Requires Hygiene and best decoration



Domestic Pharma & Nutraceutical Market

1000 Cr+ market growing rapidly. Requires Hygiene and innovative concepts

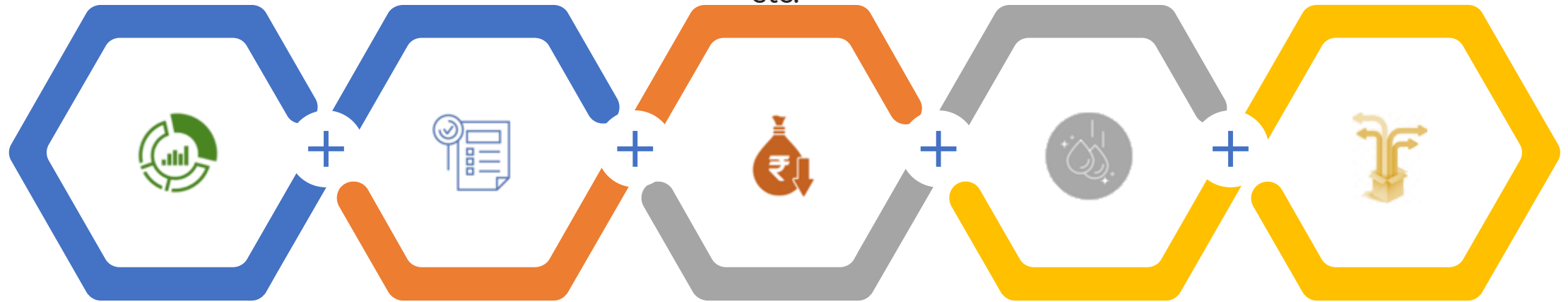
IBM MARKET SIZE

IN-MOLD LABELLING (IML) & INJECTION BLOW MOULDING (IBM) WILL AUGMENT HIGHER GROWTH

Delivering end-to-end services to its customers



Upgrading to IML by clients will result in additional features of QR code printing, Anti-counterfeit, long lasting brand image etc.



IML market potential ~INR 5000 cr where Mold-Tek has a significant first mover advantage

IML products have higher durability & minimal manual labor requirement

Significant cost optimization in IML driving higher margins & profitability

IML products are made by automation process improving the hygiene standards required by FMCGs

Already in discussions with top players in pharma, FMCG & cosmetics for its IBM technology

Digital Packaging - First time in India through Dynamic QR coded IML: Containers

How it works?

Mold-Tek 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, encourage the Buyer to peel off Scan the QR code on the reverse of Peel label



Once Peeled off => the pack has been used already



Embed one-time Scan ability & Promotions for the QR code



Unique Dynamic QR Codes on packaging provides our clients with



Modes of tracking their products during distribution process



Enable them to use various methods for promotion such as free vouchers, coupons, etc.



Provide information to the end users on the history of manufacturer and products



Prove authenticity of the products

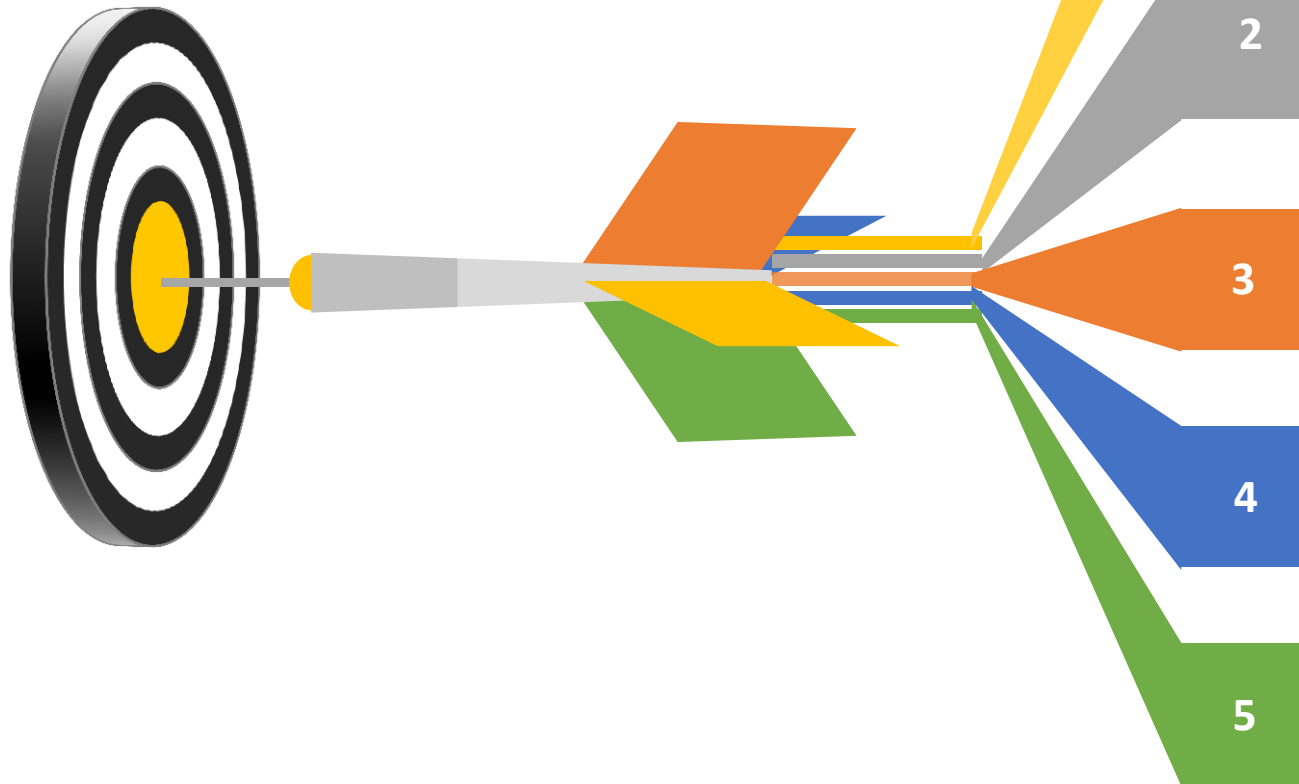


Safeguard against duplication of products

Growth Drivers

Significant Capex plans

Mold-Tek is looking to invest **INR 200-250 crore over the next 2-3 years** for capacity expansion and entering IBM products



Injection Blow Moulding (IBM) technology

Indian IBM packaging market size ~ INR. 8000 Cr.

Mold-Tek is setting up 50,000 sq ft plant with 50 Cr. for Project IBM. Catering primarily to Pharma, cosmetics & FMCG market

New plants for pails & other products

Company starting a plant near Kanpur

Has proposals to start plants for some key clients

Increasing share of IML packaging going forward

FMCG business is 100% IML based packaging & commands EBITDA margin of ~30% higher than margin in Non-IML packaging

Focusing on Digital QR coded products

Enables better transparency & improves Supply chain efficiency of customers and prevents duplicate markets

Commands much **higher margin** than non-IML products.

Big giants in Lubes & paints showing interest in adapting this technology

Huge opportunity in health & hygiene segment & Exports

INR 70-80 crore revenue from this segment in the next 3 years with better **gross margins** than existing levels. Has already incurred a **capex of INR 15-16 cr for capacity of ~96 million pumps annually**

As **“CHINA + 1” concept** is catching up exploring export opportunities

Our Team



J. Lakshmana Rao
Chairman & MD

- Mr. Rao holds a bachelor's degree in civil engineering & is a management graduate from IIM Bangalore with over 30 years of work experience in the packaging industry
- Promoted Mold-Tek in 1985 with an overall project cost of USD 5.5 mn
- Under his leadership, Mold-Tek went for public issue in 1993 and has now grown to become a leader in pail packaging industry in India



P. Venkateswara Rao
Deputy MD

- Holds a PG Diploma in Material Management & has over 27 years of Industrial experience
- He has been associated with the Company since its inception



M. Srinivas Rao
Director -Operations

- Responsible for managing all the manufacturing plants. His expertise lies in plastic processing and Engineering
- With over 25 years of association, he handles the Planning, Production, Maintenance, Delivery and Product Development.



Tata Sai Baba
GM- Operations

- Has over 20 years of work experience & in charge of the operations of Daman unit
- Holds a bachelors degree in Arts from Andhra University, Visakhapatnam and has been conferred with the award of annual associate membership of the Institute of Marketing Management, New Delhi



Rana Pratap
Vice President

- Holds an MBA in Marketing & Operations from IIM Lucknow and a bachelor's degree in Engineering from IIT, Delhi
- At Mold-Tek, he manages Strategic initiatives & Business development while identifying new areas of growth in packaging space



A. Subramanyam
Deputy MD

- With three decades of experience, he oversees in-house research and development division and in-house tool-room for designing and development of new products
- He has developed in- house Robots and introduced IML with Robotic Technology, which has given the company a platform to develop IML products for the first time in India



A. Seshu Kumari CFO

- Over 25 years of experience in Financial and Accounting matters
- Responsible for the company's financial planning and analysis, including accounting, treasury, and budgetary functions. Support functions like legal, and administration also come under her purview



Rakesh Marupaka
Head – National Sales

- Heads the National Sales and Marketing team & is highly passionate about bringing positive change to the organizations and clients he deals with, resulting in value creation
- He has steered successful strategies and programs that have multiplied business operations and revenues, adding reputation to the brands



Sundeep Adivishnu
Vice President

- MBA from Purdue and Btech –NIT, Has over 10+ years of experience in driving successful teams through system driven processes and implementing technology solutions to real business problems.
- Operations optimization, strategic exports growth, digitisation of entire planning & manufacturing process to ensure scalability is his focus area



Kavya Sarraju
Chief Manager - NBD

- Holds an MBA in Sales and Marketing from SIBM, Pune and manages Sales and Marketing Division at Mold-Tek
- With over 5 years of core sales experience and knowledge in digital marketing as well as lead generation, she is instrumental in engaging clients through various channels and managing the inside sales division



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INDUSTRY OVERVIEW



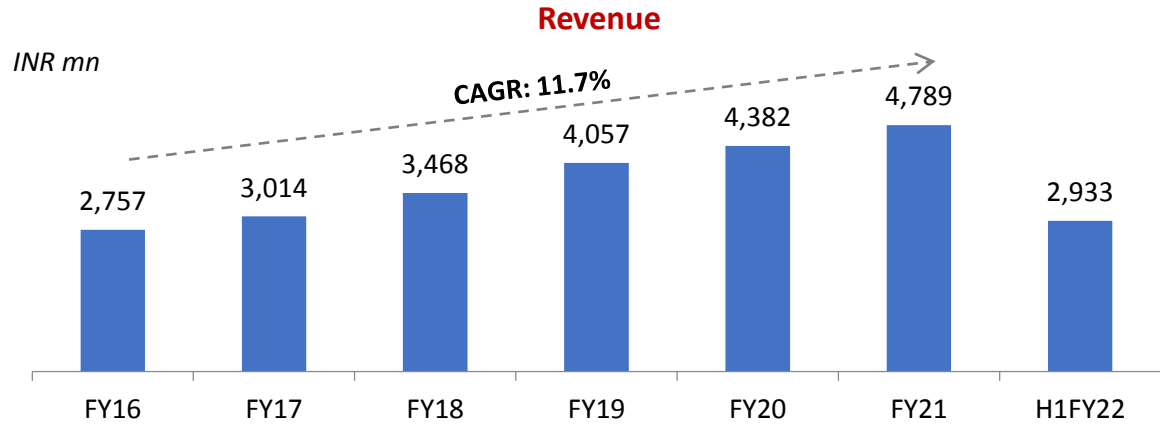
COMPANY OVERVIEW



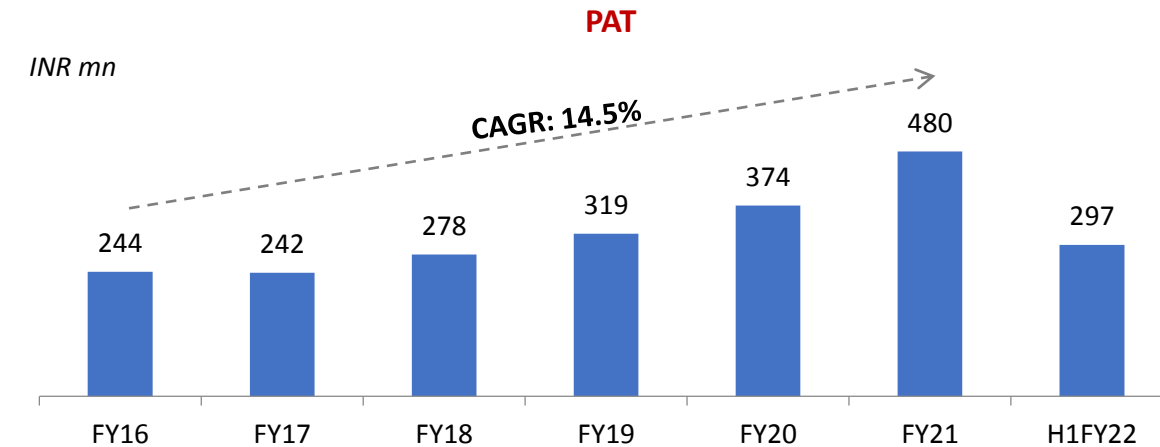
FINANCIAL PERFORMANCE

Financial Performance (1/2)

Steady revenue growth over the years...

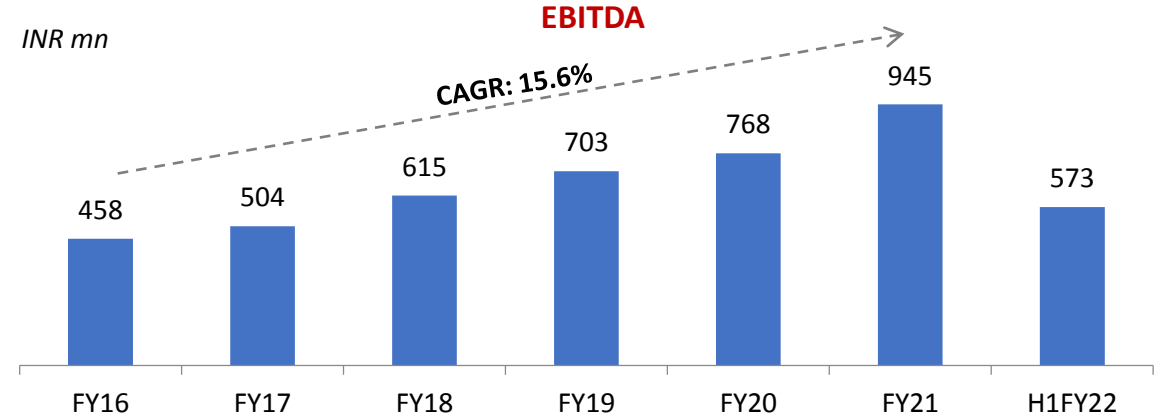


...helping the bottom line to increase as well

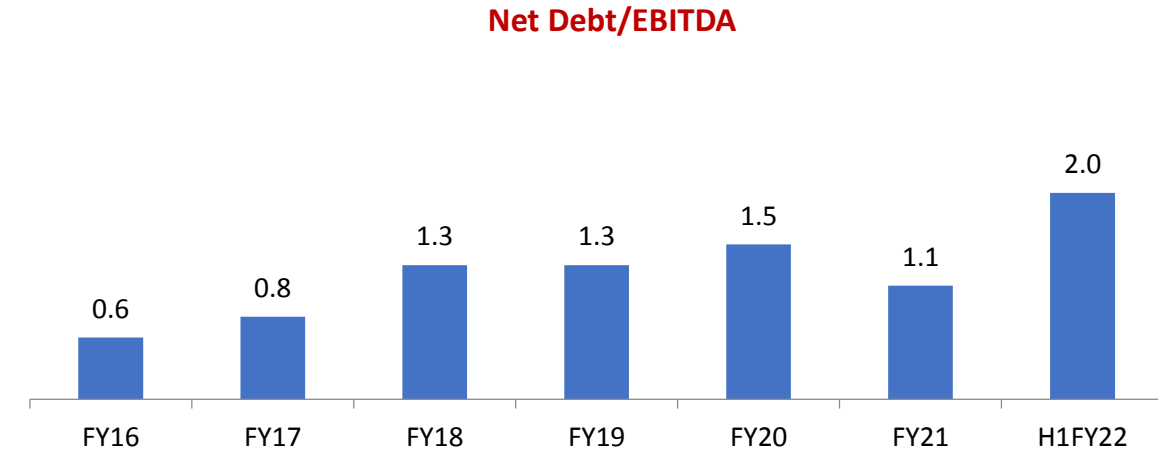


Note – Financials are on consolidated basis; Net Debt/EBITDA for H1FY22 is calculated on annualized basis

...resulting in steady growth in EBITDA



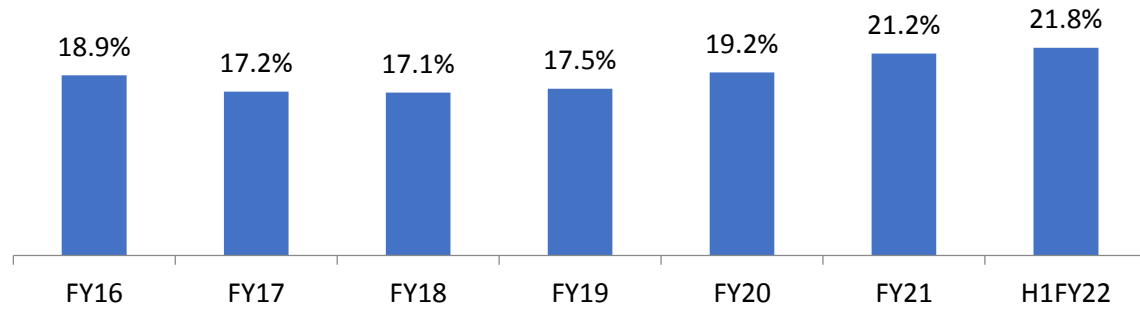
Debt levels well covered by growing profitability



Financial Performance (2/2)

Stable returns for the equity shareholders...

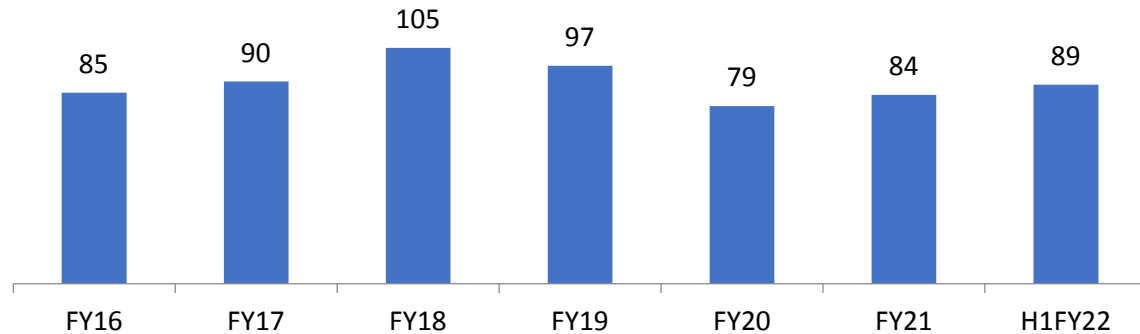
RoE



Stable working capital cycle

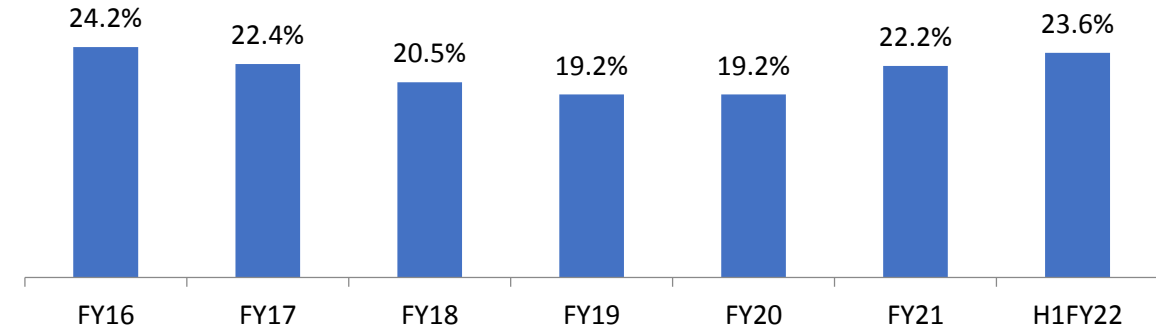
Working Capital

Days



...along with a similar trajectory on invested capital

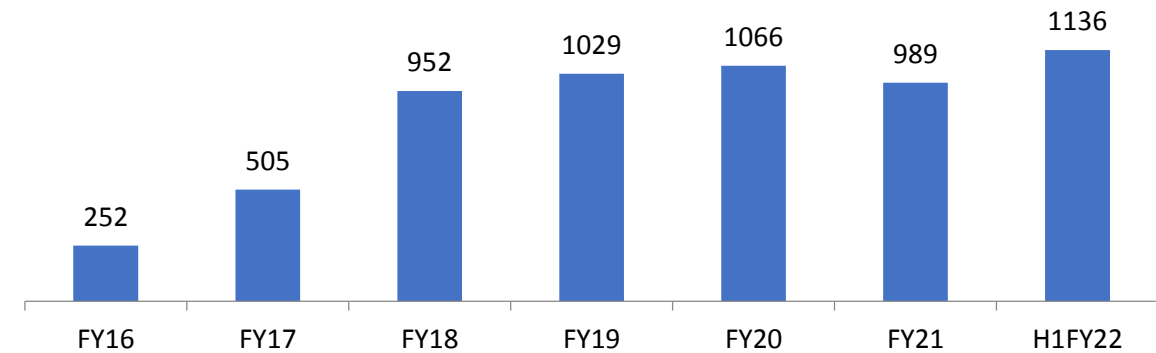
RoCE



Increasing leverage used by company to fund growth operations

Gross Debt

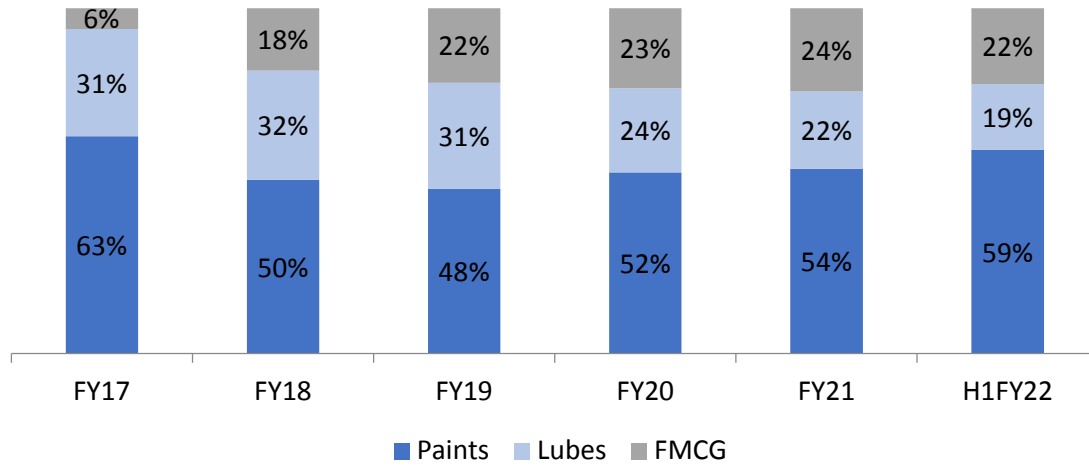
INR mn



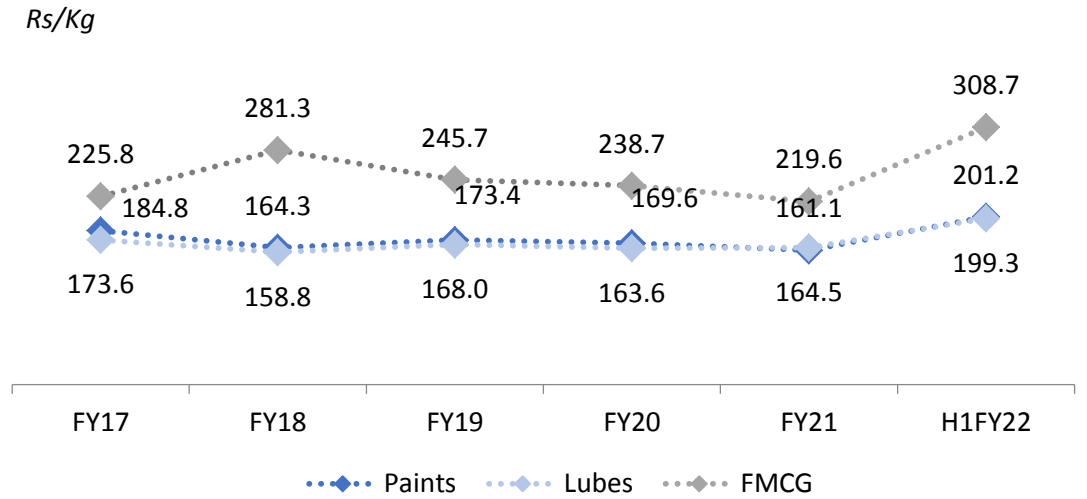
Note: Financials are on consolidated basis; RoE/RoCE/Working Capital days are calculated on annualized for H1FY22

Operational Parameters

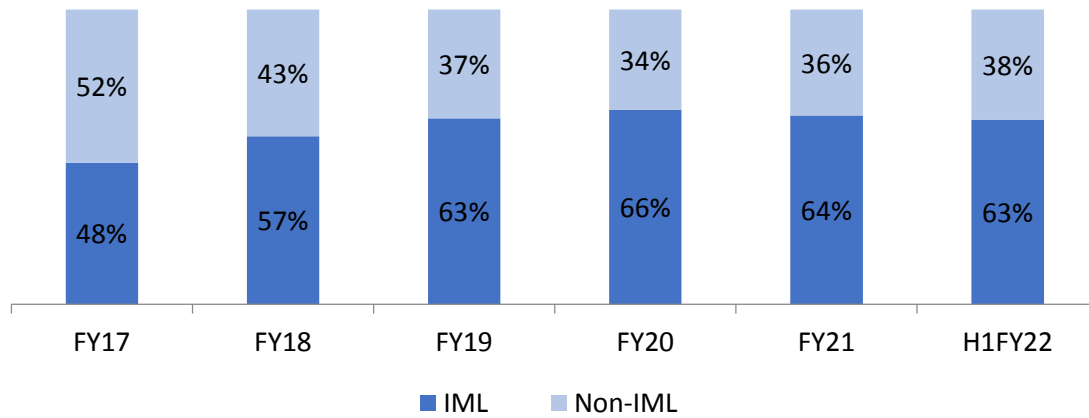
Sales Mix



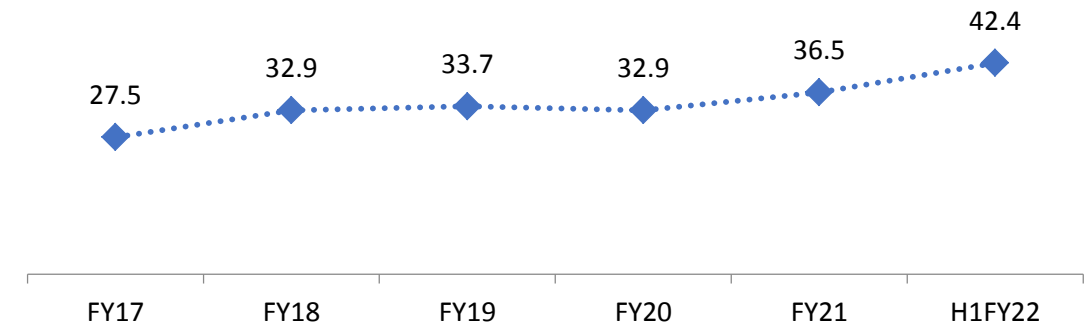
Realisations



Sales Mix



EBITDA/Kg (Rs)





THANK YOU