



TIME

BRINGING POLYMERS TO LIFE
EARNINGS PRESENTATION – Q4 & FY18



Overview

- Time Technoplast Ltd. (TimeTech) is a Multinational conglomerate and one of the leading manufacturers of diversified range of polymer based products.
- Since its inception in 1992, the company has set itself apart from its competition by focusing on research and development, futuristic product design and superior customer service.
- The company has a strong presence in Asia & MENA regions with state-of-the-art manufacturing facilities in 10 countries.
- Company got listed on NSE & BSE in 2007, having a market capitalization of approximately INR 36,082 Mn as on 31st Mar, 18.



Business Mix

- **Established Products -**
 - **Industrial Packaging** – HM-HDPE plastic Drums/Jerry Cans and Pails
 - **Infrastructure** – Polyethylene (PE) pipes,, Energy storage devices
 - **Technical & Lifestyle** – Turf & Matting , Disposable Bins, Auto Products
- **Value Added Products:** Intermediate Bulk Container (IBC), Composite Cylinders, MOX Film (Techpaulin)



Marquee Clients

- **Chemicals** – BASF, Huntsman, Bayer , Aditya Birla Chemicals, Du Pont, Dow, Eco Lab, Etc.
- **Petrochemicals** – Shell, Indian Oil, Gulf, ExxonMobil, Total, etc.
- **Auto:** Ashok Leyland, Tata Motors, Eicher Motors, Volvo, Etc.
- **Others** – Cargill, GE, L&T, Nestle, Wipro, Etc.



FY18 Financial Highlights

- Total Income - **INR 31,049 Mn**
- EBITDA - **INR 4,752 Mn**
- PAT - **INR 1,804 Mn**



Largest producer of large size plastic drums worldwide



Market leader in 8 out of 10 countries



3rd largest Intermediate Bulk Container (IBC) manufacturer worldwide



2nd largest Composite Cylinder manufacturer worldwide



Largest Range of composite cylinder worldwide

FY18
Total Income
INR 31,049 Mn
YoY – 13%

10 Year CAGR
17%

FY18
EBITDA
INR 4,752Mn
YoY – 17%













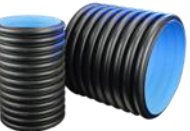


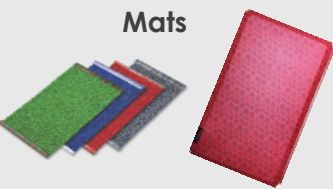







FY18
PAT
INR 1,804 Mn
YoY – 23%

900 +
Institutional
customers
globally

3,600 +
Employees

14 +
Recognized
Brands

Our Motto is “Bringing Polymers to Life”, through Innovation & Technology.

Segment	Product range				Our Brands
ESTABLISHED PRODUCTS	Drums & Containers 	Jerry Cans 	Conipack Pails 		        
	HDPE Pipes 	DWC Pipes 	Energy Storage Devices 	Material Handling 	
	Mats 	Fuel Tanks 	Rain Flaps 	Disposal Bins 	
VALUE ADDED PRODUCTS	Composite Cylinders 		Composite IBCs 	MOX Films 	  <p>Multi layer multi axis Oriented X cross laminated film (MOX)</p> 

Q4-FY18 Key Financial Highlights (Consolidated)



Particulars (INR Mn)	Q4-FY18	Q4-FY17	Y-o-Y Growth
Revenues	9,438	8,115	16.3%
EBITDA	1,470	1,140	28.9%
EBITDA Margins	15.58%	14.05%	153 Bps
PAT	554	431	28.5%
PAT Margins	5.86%	5.31%	55 Bps
Volume Growth			19%

FY18 Key Financial Highlights (Consolidated)



Particulars (INR Mn)	FY18	FY17	Y-o-Y Growth
Revenues	31,049	27,568	12.6%
EBITDA	4,752	4,064	16.9%
EBITDA Margins	15.30%	14.74%	56 Bps
PAT	1,804	1,471	22.6%
PAT Margins	5.81%	5.34%	47 Bps
Volume Growth			16%

- The Board of Directors have recommended dividend of 80% i.e. Rs. 0.80 (P.Y. Rs. 0.65) per equity share of Rs. 1/- each of the Company for the year ended 31st March 2018, subject to approval of Shareholders.

FY18 Financial Highlights



- Revenue growth achieved 13% (India – 12%; Overseas– 14%)
- Volume growth achieved 16% (India – 14%; Overseas– 17%)
- India & Overseas Revenue: FY18 - 70% : 30% (FY'17 - 71% :29%)
- India & Overseas EBITDA margins: FY18 – India 15.48% & Overseas 14.87% (FY'17 – 14.92% & 14.30%)
- Finance cost reduced by 45 bps (3.27% to 2.82%)
- Cash profit grew by 21%
- Total Debt in FY18 at INR 7,770 Mn as against INR 7,221 Mn in FY'17
- Net cash from Operating Activities in FY18 is INR 2,133 Mn.

FY18 Financial Highlights

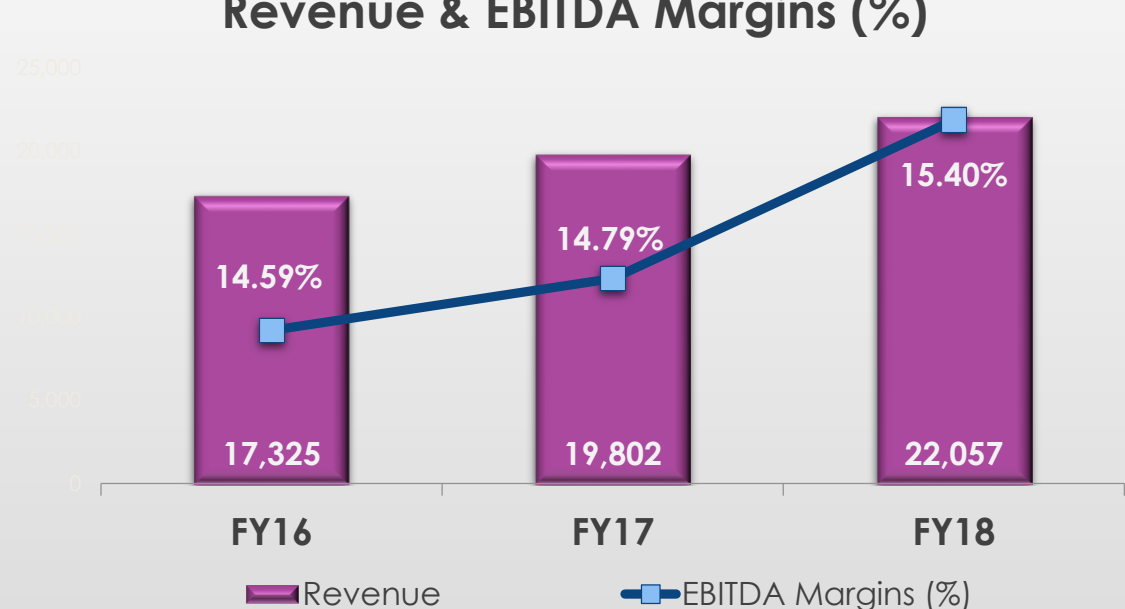


- The value added products grew by 51% in FY'18 as compared to previous year. The share of value added products has been 18% of the total sales in the year ended 31st March,2018 as against 12% in the corresponding previous year. The company's focus remains to increase the share of value added products in it's turnover.
- Capex in FY18: INR 2,416 Mn
 - Regular & Maintenance Capex : INR 1,189 Mn
 - Value Added Products : INR 1,227 Mn
- During the year
 - completed brownfield expansion of composite cylinder to double the capacity from 700K to 1.4 Mn
 - completed brownfield expansion of MOX films to double the capacity from 6000 T to 12,000 T
 - completed brownfield expansion of manufacturing of Intermediate Bulk containers (IBC) at three overseas locations Malaysia, Vietnam and Sharjah (UAE). Now the company have manufacturing facilities of IBC at all overseas locations.
 - Company's subsidiary TPL Plastech Ltd. has set up greenfield manufacturing facility for Industrial Packaging products at Vizag (A.P.).
 - In addition to above the company has increased polymer processing capacity by 24,000 T at various existing locations.

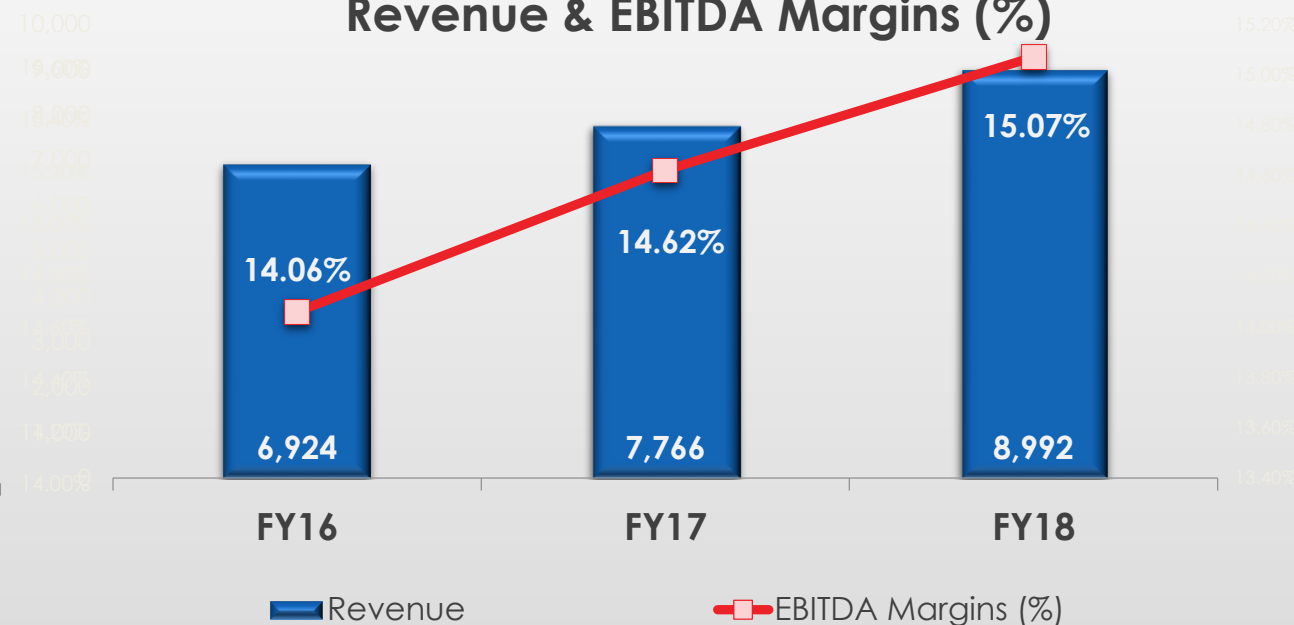
- **Capacity utilization:** Overall 83% (India – 86%; Overseas – 71%)
- **PE Pipes :** Healthy Order Book continues in PE Pipe business Aprox. 16,000 MT (Rs. 1900 Mn)
- **DWC Pipes:** Increasing demand of Double Walled Corrugated (DWC) pipes. order in Hand for Aprox. 1500 MT (Rs. 180 Mn)
- **Mats:** Introducing new range of next generation Matting : DURO Gel, Duro Comfort, Duro Carpat & Duro Mat
- **MOX:**
 - Appointed more 25 Super distributors across the country.
 - Organize Dealer Meet in more than 15 states to build brand 'Techpaulin'
- **Composite Cylinder:** Supplying Composite Cylinder to Private LPG Distributor in India and creating more and more awareness to penetrate the market. HPCL has made a soft launch of Litesafe cylinders in Mumbai, Pune and Ahmadabad recently. BPCL & IOCL are also planning to come up with a tender for composite.

Polymer and Composite Products

Polymer Products*
Revenue & EBITDA Margins (%)



Composite Products**
Revenue & EBITDA Margins (%)



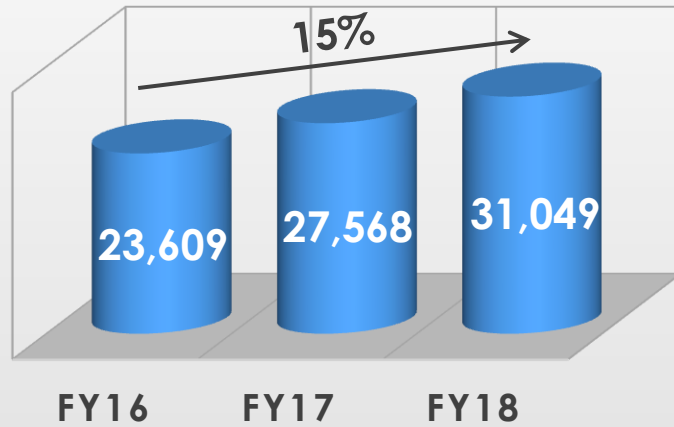
***Polymer Products**– HM-HDPE plastic Drums/Jerry Cans and Pails, Polyethylene (PE) pipes, Turf & Matting, Disposable Bins, MOX Film

****Composite Products:** Intermediate Bulk Container (IBC), Composite Cylinders, Energy storage devices, Auto Products, Steel Drum

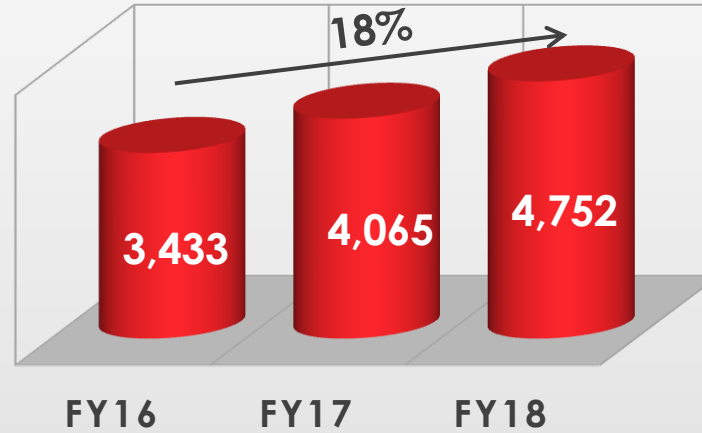
Consolidated Financials



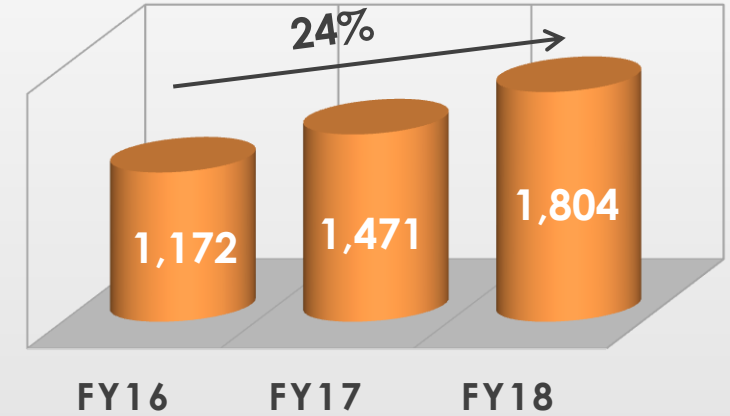
Revenue (INR Mn)



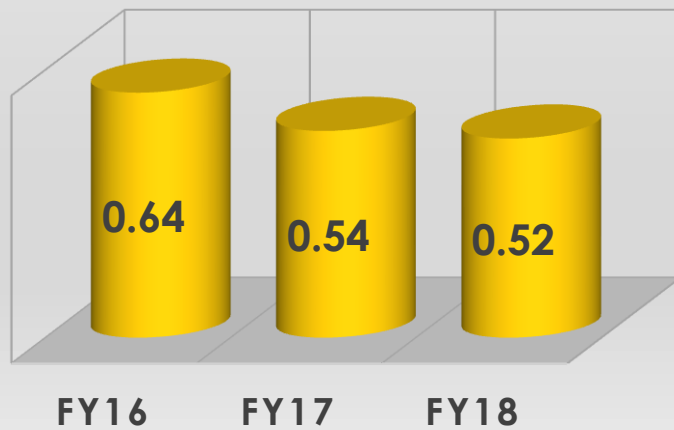
EBITDA (INR Mn)



PAT (INR Mn)



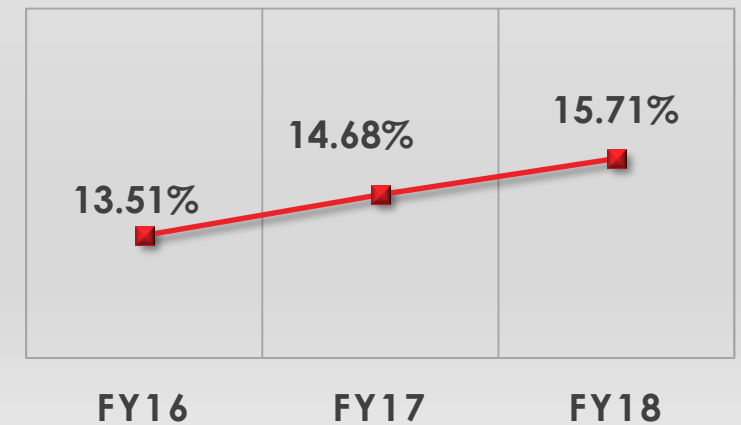
Total Debt to Equity (x)



EPS (INR)



ROCE %



Historical Consolidated Income Statement



Particulars (INR Mn)	FY16	FY17	FY18
Total Revenue	24,248	27,568	31,049
Total Expenses	20,748	23,504	26,297
EBITDA	3,500	4,064	4,752
EBITDA Margin (%)	14.43%	14.74%	15.30%
Finance Cost	962	901	875
Depreciation	988	1,155	1,372
PBT	1,550	2,008	2,505
Tax	325	494	652
PAT before Minority Interest	1,225	1,514	1,853
Minority Interest	37	43	49
PAT after Minority Interest	1,188	1,471	1,804
PAT Margins (%)	4.90%	5.33%	5.81%
Extraordinary Item	195	-	-
PAT after Extraordinary Income	1,383	1,471	1,804
EPS (Before Extraordinary Income)	5.64	6.90	7.98

Consolidated Balance Sheet



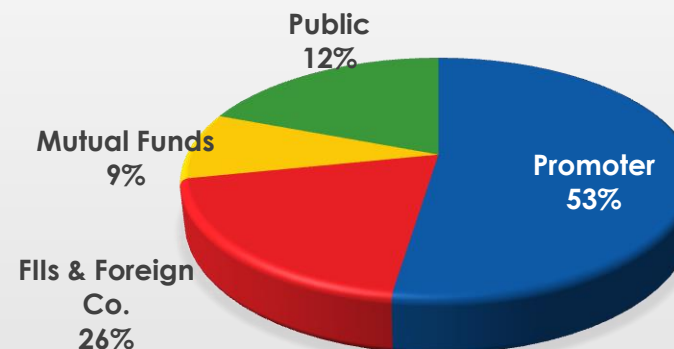
Particulars (INR Mn)	FY17	FY18
Equity & Liabilities		
Shareholder's Funds		
Share Capital	226	226
Reserves and Surplus	13,039	14,605
Total Shareholder's Fund	13,265	14,831
Minority Interest	384	405
Non-Current Liabilities		
Long-Term Borrowings	2,582	3,302
Deferred Tax Liabilities (Net)	471	581
Total Non Current Liabilities	3,053	3,883
Current Liabilities		
Short-Term Borrowings	3,728	3,549
Trade Payables	3,457	4,370
Other Financial Liabilities	917	925
Other Current Liabilities	398	419
Short-Term Provisions	170	83
Current Tax Liabilities	341	454
Total Current Liabilities	9,011	9,800
TOTAL - EQUITY AND LIABILITIES	25,713	28,919

Particulars (INR Mn)	FY17	FY18
ASSETS		
Non-Current Assets		
Fixed Assets		
Tangible Assets	10,999	11,991
Intangible Assets	6	6
Capital Work-in-Progress	869	941
Long-Term Loans and Advances	0	0
Others Financial Assets / Long Term Loans & Advances	168	220
Total Non Current Assets	12,042	13,158
Inventories	5,473	6,409
Trade Receivables	5,782	6,703
Cash and Cash Equivalents & Bank Balance	656	740
Other Advances	610	772
Other Current Assets	1,150	1,138
Total Current Assets	13,671	15,761
TOTAL - ASSETS	25,713	28,919

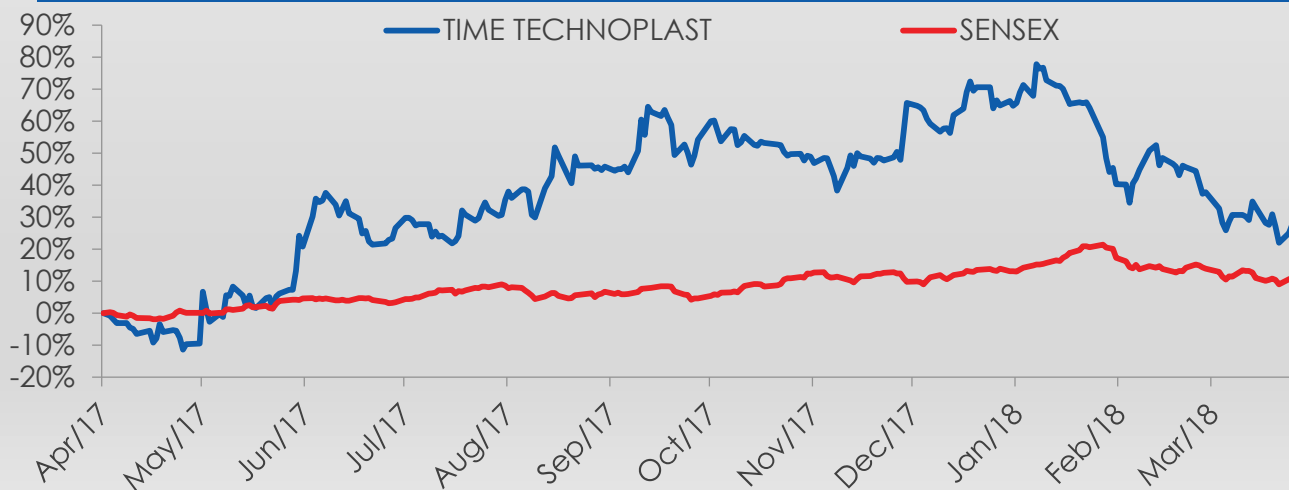
Price Data (31st March - 2018)

Face Value (INR)	1
Market Price (INR)	159.5
52 Week H/L (INR)	232.6/111.0
Market Cap (INR Mn)	36,082
Equity Shares Outstanding (Mn)	226.1
1 Year Avg. trading volume ('000)	597

SHAREHOLDING PATTERN AS ON 31ST MARCH 2018



Share Market Performance



Marquee Investors as on 31st March 2018

NT ASIAN DISCOVERY FUND	12.32%
HDFC TRUSTEE	9.01%
KAPITALFORENINGEN INVESTIN PRO, (DALTON)	4.28%
GRANDEUR PEAK	3.43%
ABU DHABI INVESTMENT AUTHORITY	1.87%
ASHISH KACHOLIA	1.05%

DISCLAIMER



Time Technoplast Ltd.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Time Technoplast Ltd. ("Company" or "TimeTech"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.



For further details please contact our Investor Relations Representatives:

VALOREM ADVISORS

Anuj Sonpal

Tel: +91-22-4903-9500

Email: anuj@valoremadvisors.com

THANK YOU