



**TIME TECHNOPLAST LTD.**  
Bringing Polymers To Life

Earnings Presentation – Q1-FY19

## 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 26,595 Mn as on 30<sup>th</sup> June, 2018.

## 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, Solvay, 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, LEAP India, 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 4,752 Mn  
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.***

# Product Portfolio



Established Products

|                               |                   |                          |                               |
|-------------------------------|-------------------|--------------------------|-------------------------------|
| <p>Drums &amp; Containers</p> | <p>Jerry Cans</p> | <p>Conipack Pails</p>    | <p>Mats</p>                   |
| <p>DWC Pipes</p>              | <p>HDPE Pipes</p> | <p>Disposal Bins</p>     | <p>Energy Storage Devices</p> |
| <p>Fuel Tanks</p>             | <p>Rain Flaps</p> | <p>Material Handling</p> | <p>Duro Gel</p>               |

Value Added Products

|                            |                       |                  |
|----------------------------|-----------------------|------------------|
| <p>Composite Cylinders</p> | <p>Composite IBCs</p> | <p>MOX Films</p> |
|----------------------------|-----------------------|------------------|

Established Brands

|  |  |  |
|--|--|--|
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

# Q1-FY19 Key Financial Highlights (Consolidated)



| Particulars (INR Mn) | Q1-FY19 | Q1-FY18 | Y-o-Y Growth |
|----------------------|---------|---------|--------------|
| Total Income         | 7,819   | 6,809   | 14.83%       |
| EBITDA               | 1,208   | 1,018   | 18.66%       |
| EBITDA Margins       | 15.45%  | 14.95%  | 50 Bps       |
| PAT                  | 433     | 363     | 19.28%       |
| PAT Margins          | 5.54%   | 5.33%   | 21 Bps       |
| Volume Growth        |         |         | 14%          |

- Revenue growth achieved 15% (India – 16%; Overseas– 12%)
- Volume growth achieved 14% (India – 15%; Overseas– 11%)
- India & Overseas Revenue: Q1-FY19 - 69% : 31% (FY18 - 70% :30%)
- India & Overseas EBITDA margins: India 15.52%; Overseas 15.31%
- Net Margin (PAT) was more for overseas (due to lower tax rate): India 5.29%; Overseas 6.08%
- Effective Tax Rate: 25.32 % (India 28.16%; Overseas 18.93%)
- Cash profit grew by 20%
- Total Debt in Q1-FY19 is at INR 7,695 Mn as against INR 7,770 Mn in FY18
- Net cash from Operating Activities is INR 431 Mn
- The value added products grew by 31% in Q1-FY19 as compared to the corresponding previous quarter. The share of value added products is 19% of the total sales in Q1-FY19 as against 17% in Q1-FY18. The company's focus remains to increase the share of value added products in its turnover.

- Capacity utilization: Overall 80% (India – 82%; Overseas – 73%)
- Total capex in Q1-FY19: INR 355 Mn
  - Established Products for capacity expansion, re-engineering and automation: INR 255 Mn
  - Value Added Products: INR 100 Mn
- CRISIL (an S&P Global company) has improved ratings of the company considering more than anticipated improvement in operating performance in terms of revenue, margin and RoCE which is as follows:
  - Long Term Rating: CRISIL AA- / Stable (Upgraded from CRISIL A+ / Positive)
  - Short Term Rating: CRISIL A1+ (Upgraded from CRISIL A1)

## Pipes

- Healthy Order Book continues in our PE Pipe business of ~17,000 MT (INR 2,250 Mn)
- Healthy Order Book continues in DWC Pipes : ~1,500 MT ( INR 180 Mn)
- Launched new generation multilayer pipes for power / communication cable ducts with silicon in-lining. The pipes / ducts have substantial business potential specially in development of Smart Cities

## Industrial Packaging

- Greenfield expansion at Silvassa , India (IBCs, Drum & Jerry Cans)
- Brownfield expansion in overseas locations continues for future growth and leveraging of existing infrastructure

## Turf & Matting

- Launched next generation Matting : Duro Gel, Duro Comfort, Duro Carpet & Duro Mat

## Composite Cylinders

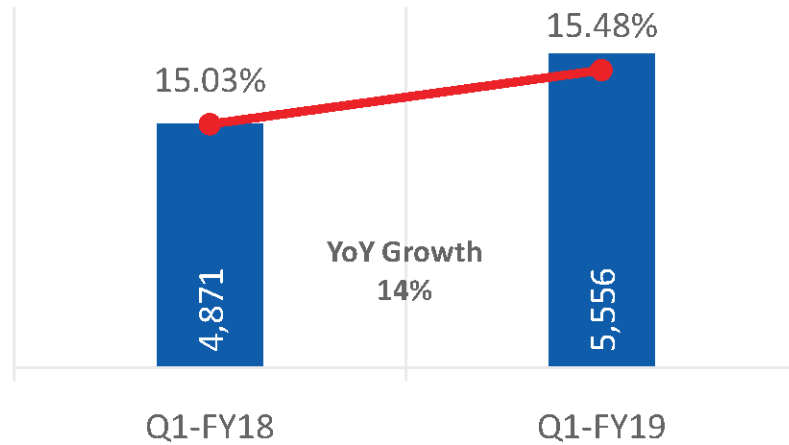
- Private gas distribution companies are aggressively promoting & distributing cylinders across PAN India - Maharashtra, Karnataka, Tamil Nadu, West Bengal, Madhya Pradesh, Rajasthan and will be launched in Hyderabad & New Delhi very soon.
- The Company is in the process of getting approvals from Chile, Taiwan and Kenya. In addition to that the company is exploring South American and Caribbean markets which have large requirements of composite cylinders.

## MOX

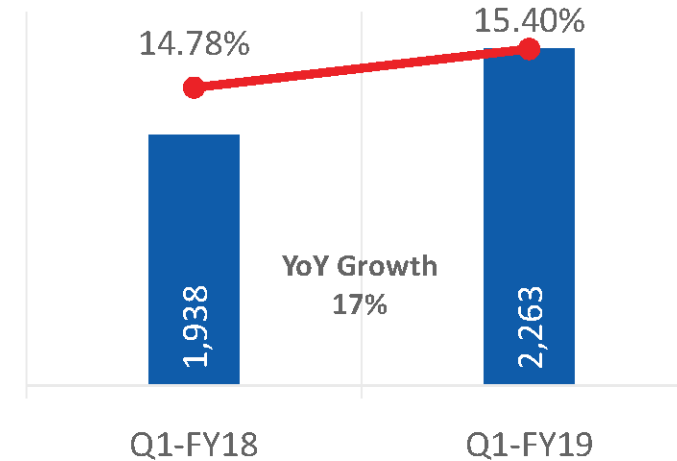
- The Company is innovating new applications of MOX films.
- Also launching new products in the market like Truck covers, Pond Liners, Mulching Films & Poly house Films.



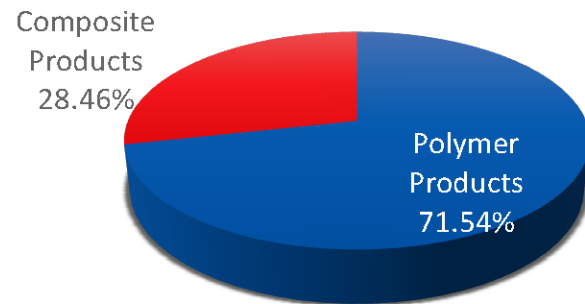
**Polymer Products\***  
Revenue (INR Mn) & EBITDA Margins (%)



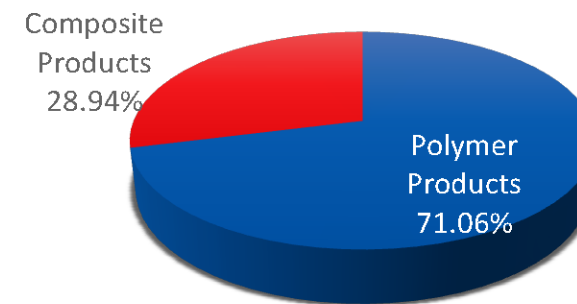
**Composite Products\*\***  
Revenue (INR Mn) & EBITDA Margins (%)



**Revenue Share - Q1-FY18**



**Revenue Share - Q1-FY19**



\***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 Quarterly Financial Statement



| Particulars (INR Mn)                | Q1-FY19       | Q1-FY18       | Y-o-Y         | Q4-FY18       |
|-------------------------------------|---------------|---------------|---------------|---------------|
| <b>Total Income</b>                 | <b>7,819</b>  | <b>6,809</b>  | <b>14.83%</b> | <b>9,438</b>  |
| Total Expenses                      | 6,611         | 5,791         | -             | 7,968         |
| <b>EBITDA</b>                       | <b>1,208</b>  | <b>1,018</b>  | <b>18.66%</b> | <b>1,470</b>  |
| <b>EBITDA Margin (%)</b>            | <b>15.45%</b> | <b>14.95%</b> | <b>50 Bps</b> | <b>15.58%</b> |
| Finance Cost (Net)                  | 227           | 210           | -             | 247           |
| Depreciation                        | 392           | 328           | -             | 386           |
| <b>PBT</b>                          | <b>589</b>    | <b>480</b>    | <b>22.71%</b> | <b>837</b>    |
| Tax                                 | 149           | 111           | -             | 266           |
| <b>PAT before Minority Interest</b> | <b>440</b>    | <b>369</b>    | <b>19.24%</b> | <b>571</b>    |
| Minority Interest                   | 7             | 6             | -             | 17            |
| <b>PAT after Minority Interest</b>  | <b>433</b>    | <b>363</b>    | <b>19.28%</b> | <b>554</b>    |
| <b>PAT Margins (%)</b>              | <b>5.54%</b>  | <b>5.33%</b>  | <b>21 Bps</b> | <b>5.87%</b>  |
| EPS (INR)                           | 1.91          | 1.61          | 18.63%        | 2.45          |

# Historical Consolidated Income Statement



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

# Consolidated Balance Sheet



| Particulars (INR Mn)                  | FY17          | FY18          |
|---------------------------------------|---------------|---------------|
| <b>Equity &amp; Liabilities</b>       |               |               |
| <b>Shareholder's Funds</b>            |               |               |
| Share Capital                         | 226           | 226           |
| Reserves and Surplus                  | 13,039        | 14,605        |
| Total Shareholder's Fund              | 13,265        | 14,831        |
| Minority Interest                     | 384           | 405           |
| <b>Non-Current Liabilities</b>        |               |               |
| Long-Term Borrowings                  | 2,582         | 3,302         |
| Deferred Tax Liabilities (Net)        | 471           | 581           |
| <b>Total Non Current Liabilities</b>  | <b>3,053</b>  | <b>3,883</b>  |
| <b>Current Liabilities</b>            |               |               |
| 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           |
| <b>Total Current Liabilities</b>      | <b>9,011</b>  | <b>9,800</b>  |
| <b>TOTAL - EQUITY AND LIABILITIES</b> | <b>25,713</b> | <b>28,919</b> |

| Particulars (INR Mn)                                 | FY17          | FY18          |
|--|---------------|---------------|
| <b>ASSETS</b>  |               |               |
| <b>Non-Current Assets</b>                            |               |               |
| Fixed Assets   |               |               |
| Tangible Assets                                      | 10,999        | 11,991        |
| Intangible Assets                                    | 6             | 6             |
| Capital Work-in-Progress                             | 869           | 941           |
| Long-Term Loans and Advances                         | -             | -             |
| Others Financial Assets / Long Term Loans & Advances | 168           | 220           |
| <b>Total Non Current Assets</b>                      | <b>12,042</b> | <b>13,158</b> |
|  |               |               |
| 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         |
| <b>Total Current Assets</b>                          | <b>13,671</b> | <b>15,761</b> |
|  |               |               |
| <b>TOTAL - ASSETS</b>                                | <b>25,713</b> | <b>28,919</b> |