

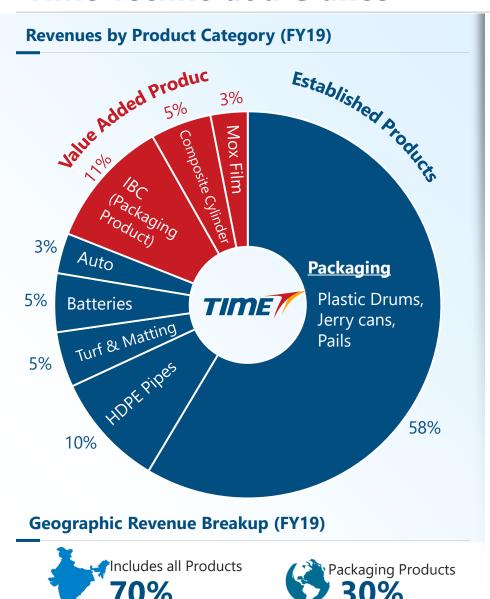
Investor Presentation

January 2020



Time Techno at a Glance





FY19 Financial Highlights



REVENUES ₹35,670 Mn



EBITDA ₹5,267 Mn



PAT ₹2,027 Mn

Worldwide Ranking



Large size Plastic Drums manufacturer



Composite Cylinder manufacturer



Intermediate Bulk Container (IBC) manufacturer



Consistent dividend paying company

Investment Rationale



Enjoys Rating of "AA-"from renowned global rating company (CRISIL Ltd) for banking facilities

Extensive R&D facility enabling the Company to develop new innovative products as a replacement for metal products by using polymers and employing technologies of plastic processing (blow, injection & extrusion)





New products under development and approval process with approving authority such as CNG, Composite Cylinders, Leaf Springs, Smart Cans, Propeller Shaft, etc. should provide additional growth momentum

State of the art manufacturing facilities across globe with wide range of technology-based polymer products catering to various industry segments







CAGR growth in Revenue, EBITDA and PAT in the range of 12% to 15% in the last 10 years





Professionally managed Company with experienced promoters having
more than 25 years in the field of
polymers manufacturing activity

Steady operating profitability with ROCE of 16% in FY19 which is targeted to reach 20% in next 3 years by way of increasing sales of value added and high margin products.

Time Technoplast



- Time Technoplast Limited (Time Tech) is a multinational company and one of the leading manufacturer of technology based polymer and composite products
- Strong presence in Asia & MENA
 regions with presence in 10 different
 countries outside India
- Has 14+ recognized brands and works with >900 institutional customers globally
- Well established inhouse R&D team of around 30 people having experience of more than 15 years for upgrading existing and developing futuristic products by using latest processing technology

Business Mix



Polymer Drums,
Jerry Cans,
Pails

Established Products



Polyethylene (PE) Pipes, Energy storage devices

Infrastructure



Technical & Lifestyle
Turf & Matting,
Disposable Bins,
Auto Products



Intermediate Bulk Container (IBC)



Value-Added Products

Composite
Cylinders (1



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.

Product Portfolio



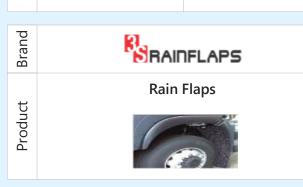
Brand

Product

Drums & Containers Jerry Cans Conipack Pails







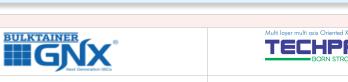
LiteSafe®

Composite

Cylinders

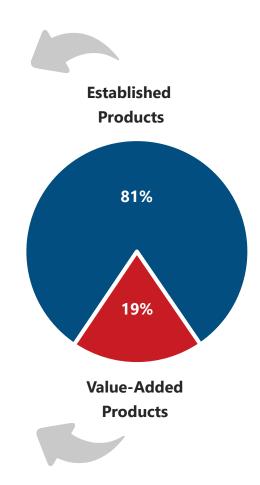






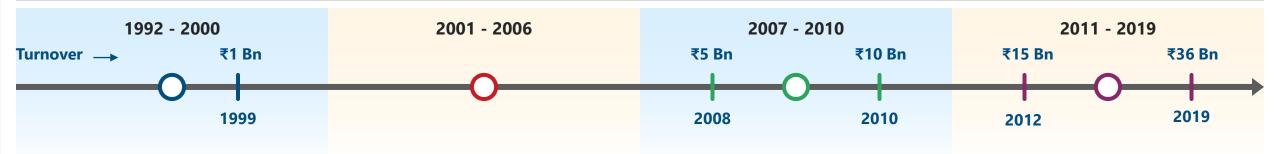






Key Milestones





- Incorporated Pvt. Ltd. Company
- Production facilities in western region



Launched Lifestyle products



Expanded in North and South India

 Launched Automotive related **Products**



- Production facilities in East India
- Ventured in Thailand
- Acquisition of TPL Plastech Ltd. formerly known as Tainwala Polycontainers Ltd.



- Got listed on NSE & BSE
- Entered into battery business by way of acquisition of NED Energy Ltd.
- JV with Mauser for manufacturing steel drums
- Green field manufacturing set up in Sharjah (UAE)
- Additions in products base such as Plastic Fuel Tanks, IBC and **Disposal Bins**







- Green field manufacturing set up overseas - Bahrain, Indonesia, Vietnam, Egypt, Malaysia and USA
- Acquisition in Industrial Packaging Segment - Thailand, Taiwan and Saudi Arabia
- Started HDPE, DWC and Cable Ducts pipe manufacturing
- Acquisition of company for technology of Composite Cylinders and consolidated with existing operations
- Started MOX films business

Pre IPO (prior to 2007)

Post IPO (from 2007)

Board of Directors



Mr. Anil Jain

Managing Director

 Degrees in Science, Engineering from Punjab University and Business Management from Delhi University with over 40 years in the field of Polymer Technology and Products.

Mr. Bharat Vageria

Whole Time Director, Finance

 Degree in Commerce and a Fellow of Institute of Chartered Accountants (FCA) with over 35 years of experience in the Polymer Industry.

Mr. Raghupathy Thyagarajan

Whole Time Director, Marketing

 Degree in Science and Masters in Business Administration from Mumbai University with over 30 years of industrial experience in Polymer Products

Mr. Naveen Jain

Whole Time Director, Technical

Degree in Engineering from IIT
Delhi with over 30 years
experience in Production, Quality
Management and Projects
Management.

Mr. K. N. Venkatasubramanian

Chairman - (Non-Executive & Independent)

 Degrees in Engineering (Instrumentation) and Business Management with over 56 years of experience

Mr. Sanjaya Kulkarni

Director (Non- Executive & Independent)

 Degree in Engineering from IIT and Business Management with over 40 years of experience in Finance Industry

Mr. Mahinder Kumar Wadhwa

Director (Non- Executive & Independent)

 Degree in Science and a Fellow of Institute of Chartered Accountants (FCA) with over 35 years of experience in Accounts and Audits

Mr. Praveen Kumar Agarwal

Director (Non- Executive & Independent)

 Degree in Engineering and Post Graduation in Business Administration with over 40 years of experience in Government Organisation

Ms. Triveni Makhijani

Director (Non- Executive & Independent)

 Degree in Bachelor of Arts with over 30 years of experience in Media and Communication

Meet The Team



Key Management Personnel

Mr. Hemant Soni

Head-Legal & Company Secretary

Total exp: 13 years (Time: 1 year)

Mr. Sandip Modi

SR. VP Accounts & Corp . Planning

Total exp: 25 years (Time: 24 years)

Mr. Sanjeev Sharma

President Operations

Total exp: 24 years (Time: 24 years)

Mr. Prashant Joshi

Chief Operating Officer

Total exp: 31 years (Time: 27 years)

Mr. C. P. Hubert

International Business -Head

Total exp: 27 years (Time: 19 years)

Mr. Rajesh Sethi

Key Account Management

Total exp: 38 years (Time: 12 years)

Mr. Samrat Chakraborty

Assistant General Manager - Composite Cylinder

Total exp: 12 years (Time: 6 years)

Mr. Rajendra Badve

Chief Technology Officer

Total exp: 30 years (Time: 10 years)

Mr. Haresh Raghavan Pillay

President -Infrastructure Business

Total exp: 36 years (Time: 12 years)

Mr. Manoj .S. Hardas

General Manager - IBC

Total exp: 26 years (Time: 17 years)

Mr. Mayur Mathur

Business Head - Marketing MOX Film

Total exp: 20 years (Time: 3 years)

Mr. Mangesh Sarfare

Chief Project Officer

Total exp: 27 years (Time: 13 years)

Mr. L. P. Panda

VP-Marketing (Industrial Packaging)

Total exp: 26 years (Time: 25 years)

Mr. Mukesh Patani

President-Exports

Total exp: 31 years (Time: 13 years)



3,850
Total Number of Employees

442

No. of foreign nationals

455

No. Professionals Engineers, CAs, MBAs 30

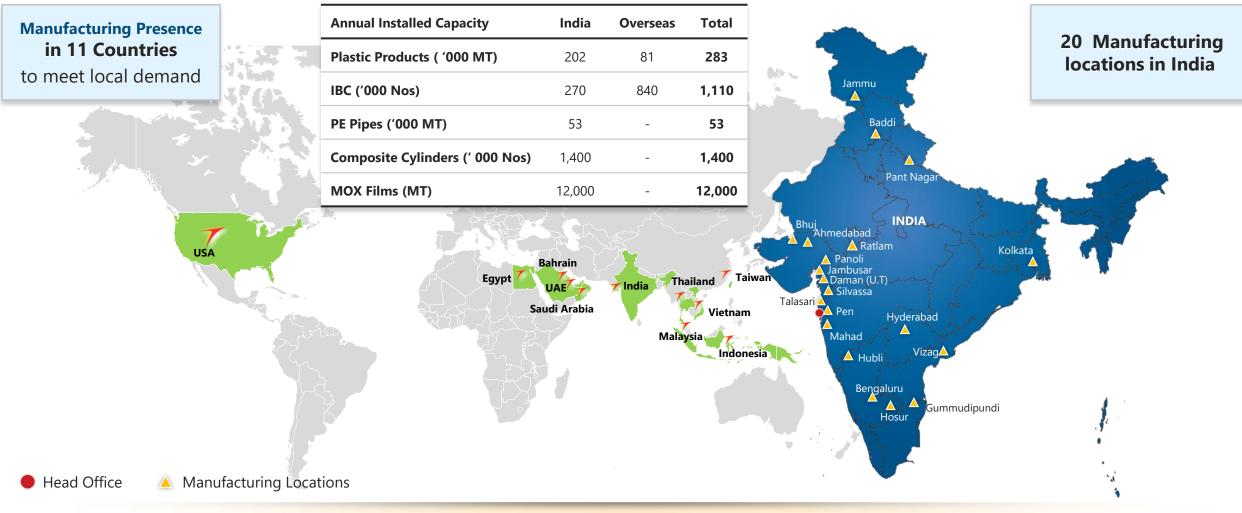
Research & Development (R&D)

32.5

Median Age (in Years)

Geographical Presence





WE are where OUR CUSTOMERS are....

Focus on high growth manufacturing geographies

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Global Marquee Customers







































































































Research and Development





Dedicated team of more than 30 people for Research and development.



1% of the total turnover spending on research and development activities.



Dedicated lab with state of the art incubation centre at Daman for prototype development and testing.

Product Re-engineering

Continuous efforts towards reduction in material and energy consumption.



Making processes more energy efficient and using optimized manpower. Further automation is being introduced wherever necessary





- Composite cylinders
- MOX films
- Antistatic Drums and IBC's
- Polymer Fuel Tanks and De-aeration tanks for commercial vehicles
- Anti Spray Mats
- GNX IBCs
- Multilayer IBCs/Drums/Tanks
- Many more in Pipeline



Process Development



- Gas assisted injection moulding for foldable crates
- Auto de-flashing and unloaders for blow moulding machines.
- Continuous optimization in cycle times and product weights
- Continuous injection molding
- Multilayer blow molding
- Multilayer Extrusion
- Non permeating polymers



Machine & Moulds Development



- Indigenously developed blow moulding machines including Multi layer machine
- Assembly line for composite cylinders and IBCs
- Designing blow/injection moulds with reduced cycle time and proprietary ejection systems for auto fall feature
- Machine for MOX films

Value added products under development



New Generation PU Cylinders



The new LPG Cylinder is TYPE IV composite cylinder with PU (Polyurethane) casing. With a brand-new compact design, the LiteSafe Elite Cylinder is known for its reliability & durability.

Capacity: 5 Kg, 6 Kg & 10 Kg

Application:

- Barbeque (BBQ)
- Camping
- Caravans
- Generators

- Room Heaters
- Lawn Mowers
- Adventure Sports

UREA / AdBlue Tanks



One of the latest techniques used to clean up diesel emissions is known as Selective Catalytic Reduction (SCR) which requires UREA container. We have developed this container with special filler neck, cap & mounting bracket suitable for Diesel Vehicles

Capacity: 33 – 50 litres

Application: Diesel vehicles for Car and Bus

CNG Type IV Composite Cylinder for Cascade



Multi Element Gas Containers for the transportation of CNG. The use of ultra lightweight composite Type IV tanks allows the transportation of CNG on trucks, trailers, semi-trailers with a higher capacity.

Capacity:75 litres & 156 litres

Application: Storage & Transportation of CNG from

mother station to daughter station

CNG Type IV Composite Cylinder for Automotive



Carbon Fiber based Composite Cylinders for CNG for automotive applications.

Capacity : 30 liters, 60 litres, 65 litres, 75 litres

& 156 litres

Application: Auto ,Car ,Bus

Tech Pack: Smart can



Smart Can is an innovative technology that enables the transition from larger traditional rigid containers to flexible packaging options.

Capacity: Up to 20 litres

Application: Used for Edibles and

Non-Edibles packaging

Established Products - Industrial Packaging



- TimeTech produces Polymer drums / barrels, Jerry cans and Pails for varied packaging requirements.
- The Company uses technologies of polymer processing such as blow moulding, injection moulding and extrusion to produce a wide range of products.
- These are made through a fully automated continuous process without any welds or joints. They are fitted with special stoppers, plugs, bungs, inserts, caps, handles to meet specific design & requirements.
- The Company caters to varied sectors like chemicals, paints and pigments, food and beverage, petroleum, industrial coatings, agricultural, pharmaceutical, mineral, packaging, automotive and building products.

Range:	5 Ltr to 250 Ltr capacity
Brand:	Techpack
Manufacturing Locations:	India(16) & Overseas(11)
Industry:	Chemicals, Petrochemicals, Paints, Etc.





Key Highlights

- Over 900 institutional customers
- Largest manufacturer of Industrial Packaging in Asia and MENA Region
- Increasing strategic tie-ups with MNCs across different countries due to significant presence in the Asia and MENA Region
- Market Leader in 8 out of 11 countries in Industrial Packaging

Industrial Packaging Industry – Market & Development



Market

The global market for industrial packaging is estimated to reach \$92 Bn by 2024, at a CAGR of over 5% during 2014-2024 owing to increasing trends in end-use industries such as automotive, food & beverages, chemical, construction and oil & lubricant

Drivers

- Shift from metal to polymer packaging due to technical and operational advantages and lower costs.
- A clear trend towards IBC is visible, which is correlated with a growing demand for reconditioning solutions mainly in developed regions.
- Given the presence of strong domestic demand for specialty chemicals, low cost of production and availability of skilled labour, large foreign players are increasingly looking at India as an alternative investment destination due to implementation of strict environmental norms in China.

Emerging Packaging Scenario

- Multinational companies looking east for lower cost of production.
- Bringing in Good Manufacturing practices and improved handling systems.
- Improvement in transportation and handling facilities.
- Bulk transportation reducing logistic and shipping costs

Packaging Product		Asia (Mn Units)		C	Global (Mn Units)
(Market Size)	India	Rest of Asia	Total	Asia	RoW	Total
Steel Drum	11	131	142	142	127	269
	(42%)	(88%)	(81%)	(81%)	(82%)	(82%)
Polymer Drums	15	18	33	33	28	61
	(58%)	(12%)	(19%)	(19%)	(18%)	(18%)
Total	26	149	175	175	155	330
	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)
IBCs	0.3	1.9	2.2	2.2	11.5	13.7
	(14%)	(86%)	(100%)	(16%)	(84%)	(100%)

Global Industrial Packaging Ranking (Polymer)

Company	Polymer Drums	IBC
Mauser	2	2
Schutz	3	1
Greif	4	4
TimeTech	1	3

Established Products - Infrastructure



High Density Polyethylene (HDPE) Pipes & Double Wall Corrugated (DWC) Pipes





- HDPE pipes are capable of handling semi-solid & gaseous effluents and has unmatched resistance to corrosive chemicals. They are lighter, easy to handle & install compared to heavier metallic or concrete pipes.
- These pipes are 100% leak proof therefore they are preferred over Galvanized, Ductile iron, Cement and conventional piping systems.





- Double layer Pipe with outer layer having corrugation and inner layer with a smooth surface.
- Technically superior and cost effective solution for drainage & sewerage systems over conventional RCC pipes.
- These pipes are available in longer length (6m/12m),
 Smooth inner surface, Light in Weight, Low installation cost,
 Long service life.

Range:	20 mm to 1400 mm in different pressure range.	Range:	150 mm DN to 600 mm DN	
Brand:	Max'm PE Pipes	Brand:	Max'm DWC Pipes	
Manufacturing Locations:	India(4)	Manufacturing Locations:	India (3)	
Industry:	Water Supply , Irrigation, Sewage, Effluent Treatment, Desalination Plant, Power	Industry:	Sewage & Drainage, Effluent Treatment, Desalination ,Ducting Etc.	
	Plants, Cable ducting, Etc.			





- TimeTech manufactures valve-regulated leadacid (VRLA) Batteries conforming to National and International Standards by adopting internationally proven Eco-Friendly processes.
- These batteries has a proprietary Grid alloy composition with high tin composition which improves the positive grid corrosion resistance and battery life.

Brand: MAX Life, MAX Pro, Sun Qualita & MAX Qualita Manufacturing Locations: India(2)	Range:	Up to 3000 Ah
india(2)	Brand:	
Locations.		
Industry: Solar power, UPS, invertors, Telecom, Railway Etc.	Industry:	•

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

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Established Products - Technical & Lifestyle

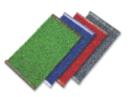


Turf & Matting











- TimeTech is one of the leading players in the matting segment. TTL has been delivering value for money solutions across industries and customers.
- These Lifestyle Products are not only functional but also add to the aesthetics
- Brands:
 - Duro Turf/Soft: Matts used to scrape off dirt
 - Duro Wipe: Matts for wiping water
 - Duro Mat Regullar
 - Duro Active: Mats for application in industrial outlets
 - Duro Comfort: For professionals demanding long standing hours
- Manufacturing Locations: India(2)
- Industry: Household, Hotels, Hospital, Multiplex, Etc.

Disposal Bins



- Disposal Bins a necessity for hygienic life and made from recyclable material. These Bins adhere to stringent international quality standards. It's superior design ensures easy handling
- Offers high resistance to UV Radiation & Decay.
- **Range:** 120 & 240 Ltr capacity
- Brand: Dumpo Bins
- Manufacturing Location: India(1)
- Industry: Household, Commercial, Industrial, Municipal Corporation, Etc.

Auto Components













- Rain flaps consists of unique surface formed by multiple tuffs / grass blades with a strong and sturdy backing.
- The company offers a range of high performance, dependable & long lasting De-aeration & Fuel Tanks., which are stronger, lighter in weight, corrosion resistant and more efficient to transfer the coolant.
- The Air Ducts manufactured by the Company meets the high performance requirement needed by the automobile industry.
- Brand: 3S RainFlaps, TechDAT & TechTANK
- Manufacturing Locations: India(3)
- Industry: Automotive

Value Added Products - Intermediate Bulk Containers - IBC



Range:	■ 1,000 Ltr capacity
Capacity:	2.7 Lakh units p.a. in India and8.4 Lakh units p.a. overseas
Users:	Petrochemicals, Foods, Solvents, etc.
Features:	 Space Efficiency, Eliminate Waste, Durability and Eco-friendly.
Opportunity:	 Rapid growth in chemical industries across Asia Increasing automation Multi-fold growth in trade from Asia to the western countries
Position:	 3rd Largest manufacturer Worldwide.



Value Added Products - Composite Cylinders







Range:	 2kg – 22 kg capacity (largest in the world) 	
Capacity:	■ 1.4 Mn units p.a.	
Users:	 Household, Industrial, Trawlers, Caravans, BBQ, Street Cooking, etc. 	
Features:	 Explosion Proof, Non-Corrosive, Light and Efficient, and Low Maintenance. 	
Opportunity:	 Received approvals in over 48 countries LPG consumption has grown at robust 7% CAGR over last 10 years and LPG is the preferred cooking fuel in over 200 Mn households in India There are 2.5 bn metal cylinders in circulation worldwide implying significant addressable opportunity 240 Mn replace per annum – close to USD 6.7 Bn market size 	
Position:	 2nd Largest Manufacturer Worldwide 	

Value Added Products – MOX Film



Range:	35 to 320 GSM thickness
Capacity:	■ 12,000 MT p.a.
Users:	 Agriculture, Infrastructure, Packaging, Commercial Vehicles and many more
Features:	 Tear/Puncture Resistant, 100% Waterproof, Weathering Resistant, UV Resistant, and Chemical Resistant.
Opportunity:	 The size of agricultural films market was USD 8.6 Bn in 2015 and is projected to grow at a CAGR of 6.5% to reach USD 12.5 Bn by 2021 Asia Pacific is likely to see robust growth in these films and TIME would be leveraging its wide distribution network in domestic as well as overseas market









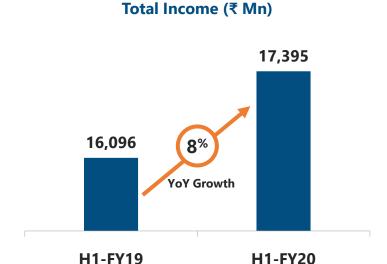




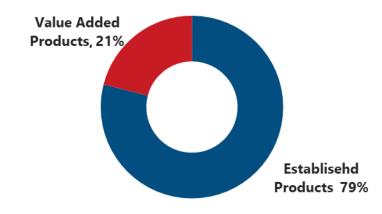


H1-FY20 Highlights



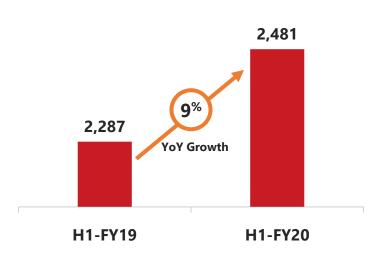




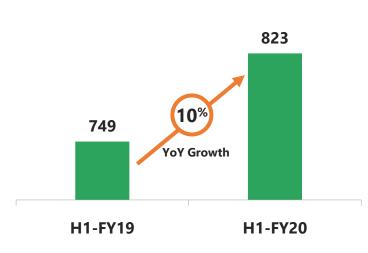


Business / Industry Overview

EBITDA (₹ Mn)



PAT (₹ Mn)



- Revenue growth achieved: 8% (India: 8%; Overseas: 7%)
- Volume growth achieved: 12% (India: 13%; Overseas: 12%)
- In H1-FY20 India contributed 69% and Overseas contributed 31% towards total revenue
- The value added products grew by 12% in H1-FY20 as compared to the H1-FY19. The share of value added products is 21% of the total sales in H1-FY20 as against 20% in H1-FY19. The company's focus remains to increase the share of value added products in its revenue.

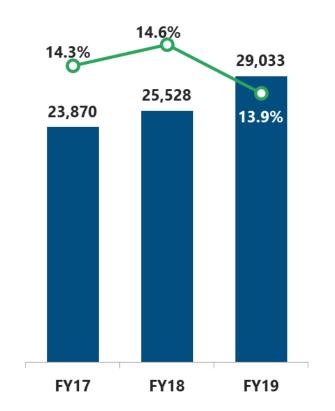
Financial Overview

Strategic Direction towards Value Added Products

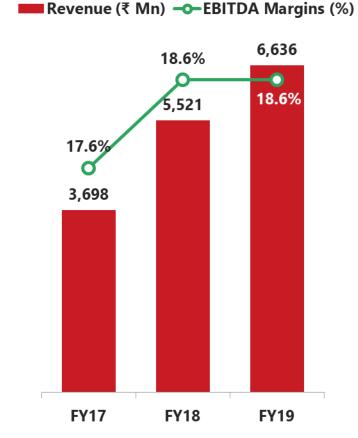




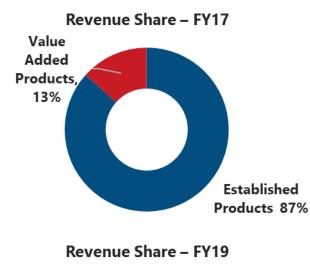
Revenue (₹ Mn) - EBITDA Margins (%)

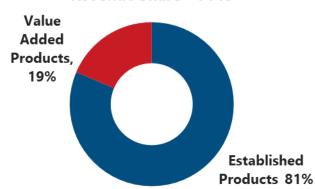


Value Added Products*



Revenue Share

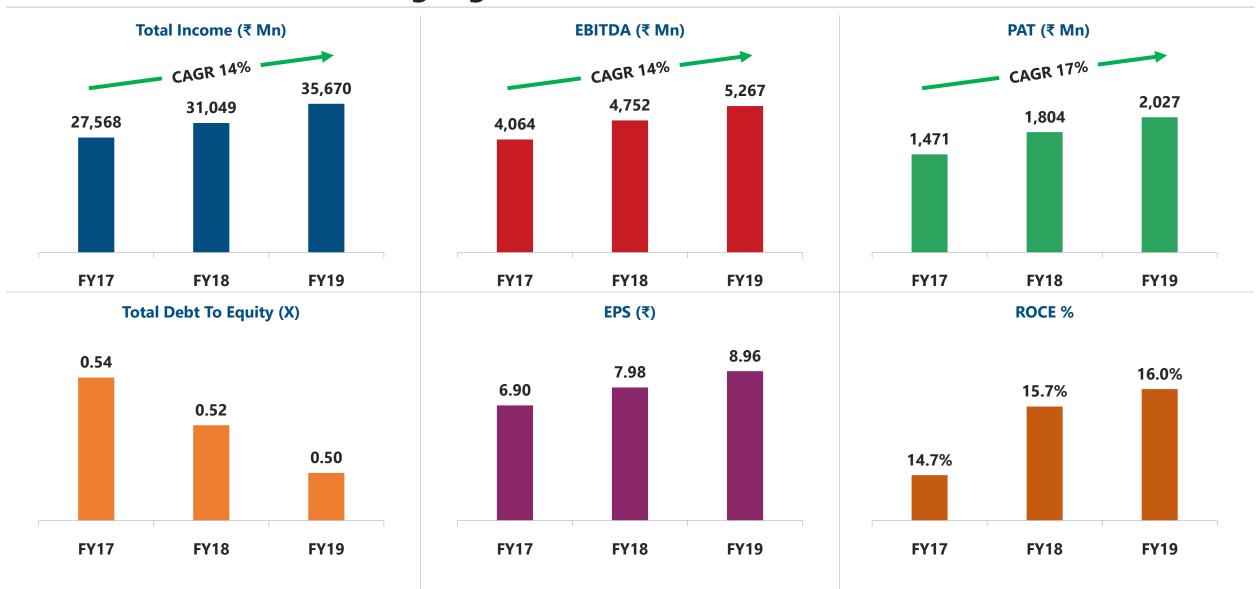




^{*} Continued Business

Consolidated Financials Highlights





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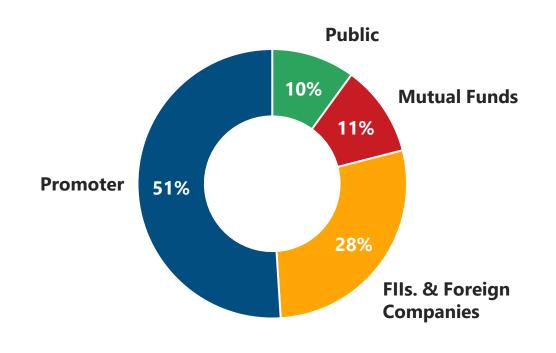
Appendix

Capital Market Information



Marquee Investors as on 30 th September, 2019	(% of Total Equity)
NT Asian Discovery Fund	14.9
HDFC Trustee	9.0
Kapitalforeningen Investin Pro - Dalton	3.8
Grandeur Peak	3.6
Reliance Capital Trustee Co. Ltd. A/c Reliance Tax Saver (ELSS) Fund	1.5

Total Shareholders > 30,000



As a part of environmental responsibility



Amta Plant, Kolkata

Installed Solar Panels at Amta, Kolkata plant with 531 KW capacity







Mahad Plant, Maharashtra

Installed Solar Panels at Mahad Plant with 95 KW capacity











Particulars (INR Mn)	Q2-FY20	Q2-FY19	Y-o-Y	H1-FY20	H1-FY19	Y-o-Y
Total Income	8,710	8,277	5.2%	17,395	16,096	8.1%
Total Expenses	7,496	7,200		14,914	13,809	
EBITDA	1,214	1,077	12.7%	2,481	2,287	8.5%
EBITDA Margin (%)	13.94%	13.02%	92 Bps	14.26%	14.21%	5 Bps
Finance Cost (Net)	280	239		555	466	
Depreciation	398	397		792	790	
РВТ	536	441	21.5%	1,134	1,031	10.0%
Tax	136	112		288	262	
PAT before Minority Interest	400	329		846	769	
Minority Interest	14	13		23	20	
PAT after Minority Interest	386	316	22.1%	823	749	9.9%
PAT Margins (%)	4.43%	3.82%	61 Bps	4.73%	4.65%	8 Bps
EPS (INR)	1.70	1.40		3.64	3.31	

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Particulars (INR Mn)	FY19	FY18	FY17
Total Income	35,670	31,049	27,568
Total Expenses	30,403	26,297	23,504
EBITDA	5,267	4,752	4,064
EBITDA Margin (%)	14.77%	15.30%	14.74%
Finance Cost(Net)	986	875	901
Depreciation	1,461	1,372	1,155
PBT	2,820	2,505	2,008
Tax	735	652	494
PAT before Minority Interest	2,085	1,853	1,514
Minority Interest	58	49	43
PAT after Minority Interest	2,027	1,804	1,471
PAT Margins (%)	5.68%	5.81%	5.33%
Basic & Diluted EPS [INR]	8.96	7.98	6.90

Appendix





Particulars (INR Mn)	H1-FY20	FY19	FY18	Particulars (INR Mn)	H1-FY20	FY19	FY
Equity & Liabilities				ASSETS			
Shareholder's Funds							
Share Capital	226	226	226	Non-Current Assets			
Other Equity	17,046	16,466	14,605	Fixed Assets			
Total Shareholder's Fund	17,272	16,692	14,831	Property, Plant & Equipment	12,562	12,785	11,
Minority Interest	485	463	405	Intangible Assets	4	6	
Non-Current Liabilities				Capital Work-in-Progress	1,015	983	g
Long-Term Borrowings	3,376	3,183	3,302	Right-of-Use Assets*	426		
Lease Liabilities*	383			Others Financial Assets/Long Term Loans & Advances	287	274	,
Deferred Tax Liabilities (Net)	781	730	581				
Total Non Current Liabilities	4,540	3,913	3,883	Total Non Current Assets	14,294	14,048	13,1
Current Liabilities							
Short-Term Borrowings	4,101	4,231	3,549	Inventories	7,276	7,373	6,4
Trade Payables	3,991	4,749	4,370	Trade Receivables	7,743	7,842	6,7
Other Financial Liabilities	1,022	991	925	Cash and Cash Equivalents & Bank Balance	774	666	7
Other Current Liabilities	539	452	419	Other Advances	963	788	-
Short-Term Provisions	102	92	83	Other Current Assets	1,274	1,281	1,
Current TaxLiabilities	272	415	454	Total Current Assets	18,030	17,950	15,7
Total Current Liabilities	10,027	10,930	9,800				
TOTAL - EQUITY AND LIABILITIES	32,324	31,998	28,919	TOTAL - ASSETS	32,324	31,998	28,9

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