

Investor Presentation

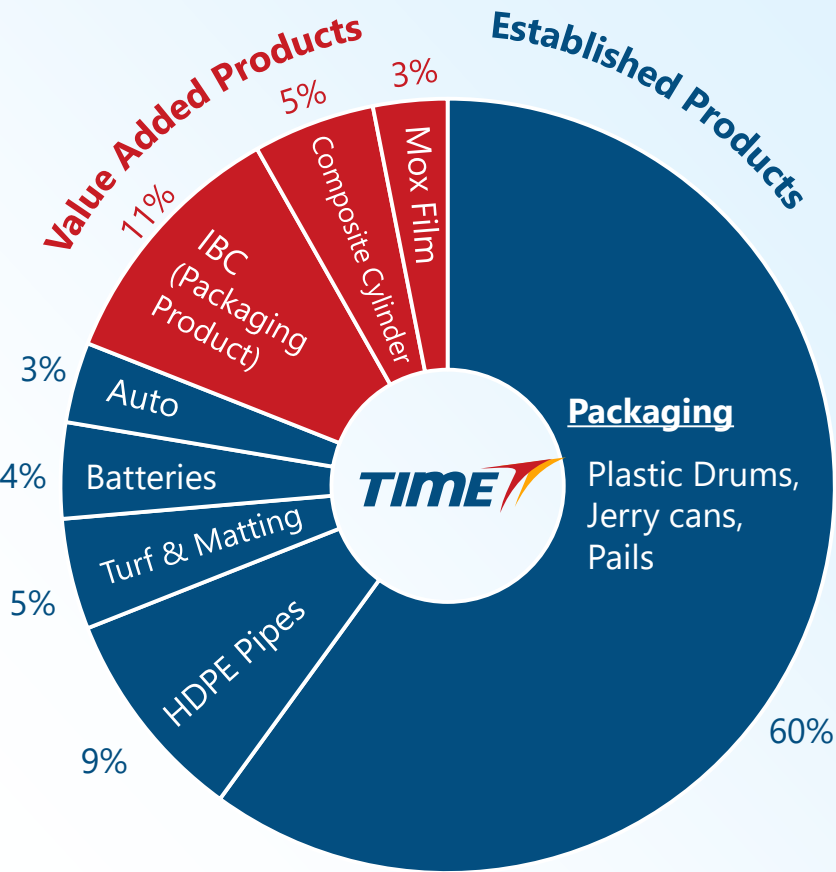
December 2020



Time Techno at a Glance



Revenues by Product Category (FY20)



Geographic Revenue Breakup (FY20)



FY20 Financial Highlights



REVENUES
₹35,803 Mn



EBITDA
₹5,012 Mn



PAT
₹1,691 Mn

Worldwide Ranking



Largest

Large size Plastic Drums
manufacturer



2nd Largest

Composite Cylinder
manufacturer



3rd Largest

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 and EBITDA in the range of 10% to 13% 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 13.4% in FY20 which is targeted to reach 20% in next 5 years by way of increasing sales of value added and high margin products.



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Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to, "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

- 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



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

Established Products

| Brand | TECHPACK® Technology driven Packaging | | | MAX M PE PIPES® Strength. Performance. Durability | MAX M DWG PIPES™ STRUCTURED WALL DRAINAGE AND SEWERAGE SYSTEM | MAX LIFE VRLA Battery Designed and manufactured for long life |
|---------|---|----------------|--------------------|---|---|--|
| Product | Drums & Containers | Jerry Cans | Conipack Pails | HDPE Pipes | DWC Pipes | Energy Storage Devices |
| Brand | 3S RAINFLAPS | | TECH TANK | Tech D A T | Duro Mats | |
| Product | Rain Flaps | | Fuel Tanks | | Mats | |

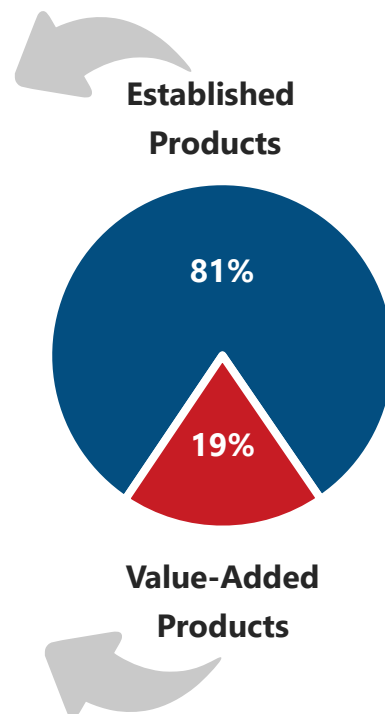
Value Added Products

| Brand | liteSafe® | BULK TAINER GNX® Next Generation IBCs | Multi layer multi axis Oriented X cross laminated film (MOX)® TECHPAOLIN BORN STRONG |
|---------|---------------------|---|---|
| Product | Composite Cylinders | Composite IBCs | MOX Films |

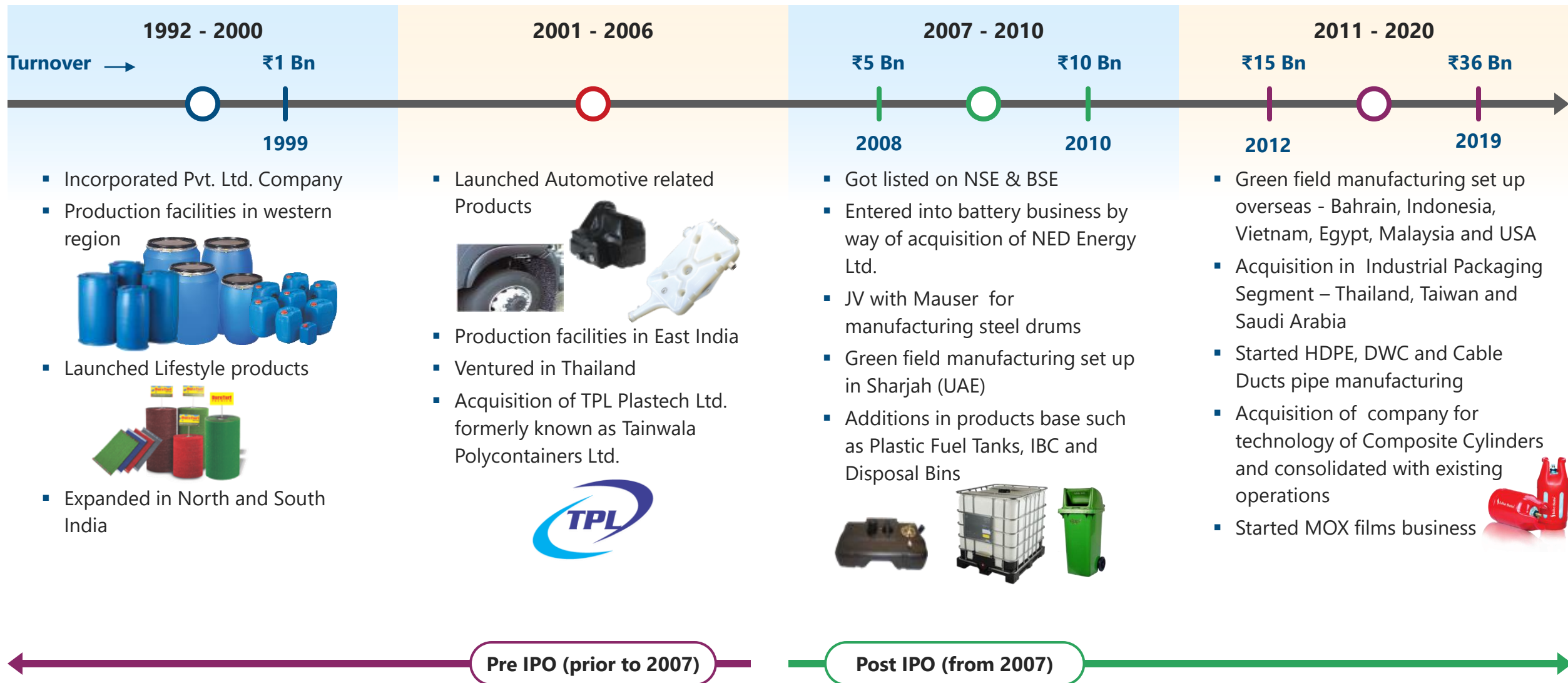
New Development

| | | | | |
|------------------|-------------|---|---------------------|-----------------------|
| DEF (Urea) Tanks | CNG Cascade | CNG Type IV Composite Cylinder for Vehicles (On Board Application) | Composite Air Tanks | Tech Pack : Smart can |
| | | | | |

Revenue Share – FY20



Key Milestones



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 & Group Company Secretary

Total exp: 13 years (Time: 2 year)

Mr. Prashant Joshi

Chief Operating Officer

Total exp: 31 years (Time: 27 years)

Mr. Rajendra Badve

Chief Technology Officer

Total exp: 30 years (Time: 10 years)

Mr. Mangesh Sarfare

Chief Project Officer

Total exp: 27 years (Time: 13 years)

Mr. Sandip Modi

SR. VP Accounts & Corp . Planning

Total exp: 25 years (Time: 24 years)

Mr. C. P. Hubert

International Business -Head

Total exp: 27 years (Time: 19 years)

Mr. Haresh Raghavan Pillay

President -Infrastructure Business

Total exp: 36 years (Time: 12 years)

Mr. L. P. Panda

VP-Marketing (Industrial Packaging)

Total exp: 26 years (Time: 25 years)

Mr. Sanjeev Sharma

President Operations

Total exp: 24 years (Time: 24 years)

Mr. Rajesh Sethi

Key Account Management

Total exp: 38 years (Time: 12 years)

Mr. Manoj .S. Hardas

General Manager - IBC

Total exp: 26 years (Time: 17 years)

Mr. Mukesh Patani

General Manager –Exports

Total exp: 31 years (Time: 13 years)

Mr. Samrat Chakraborty

Assistant General Manager -

Composite Cylinder

Total exp: 12 years (Time: 6 years)

Mr. Mayur Mathur

Business Head – Marketing MOX Film

Total exp: 20 years (Time: 3 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

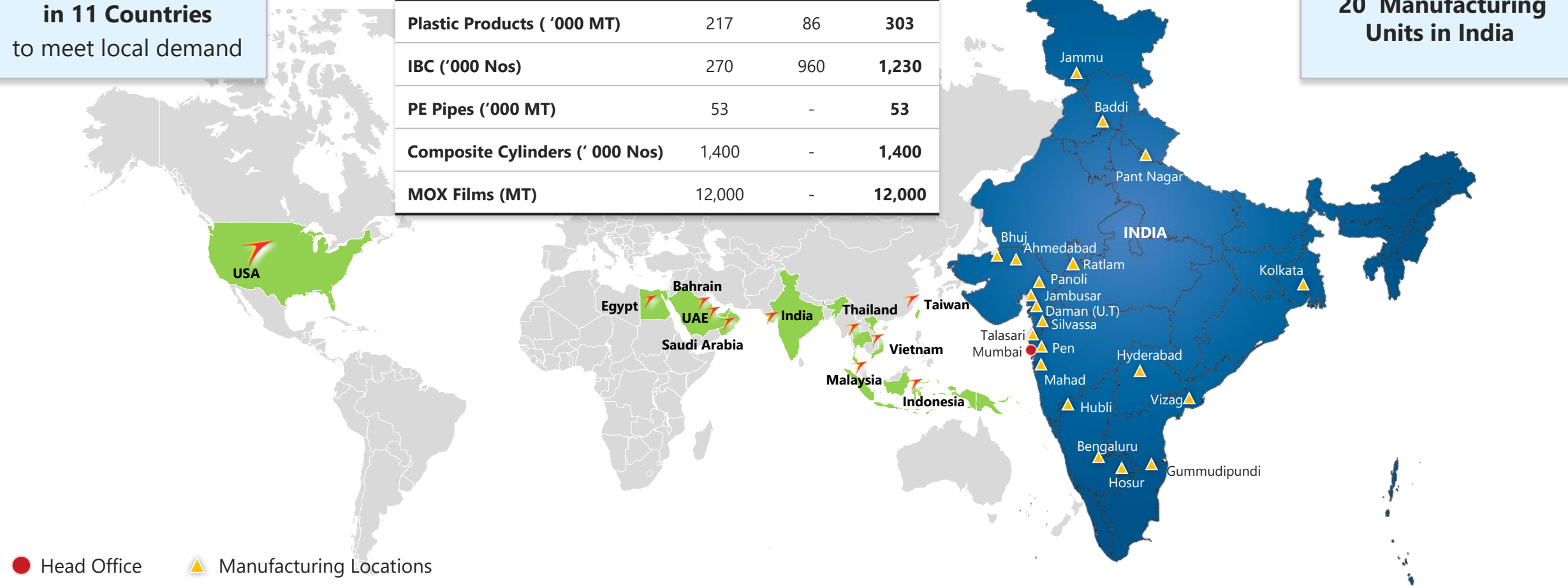
Median Age (in Years)

Geographical Presence

Manufacturing Presence in 11 Countries
to meet local demand

| Annual Installed Capacity | India | Overseas | Total |
|----------------------------------|--------|----------|--------|
| Plastic Products ('000 MT) | 217 | 86 | 303 |
| IBC ('000 Nos) | 270 | 960 | 1,230 |
| PE Pipes ('000 MT) | 53 | - | 53 |
| Composite Cylinders (' 000 Nos) | 1,400 | - | 1,400 |
| MOX Films (MT) | 12,000 | - | 12,000 |

20 Manufacturing Units in India



● Head Office ▲ Manufacturing Locations

WE are where OUR CUSTOMERS are....
Focus on high growth manufacturing geographies

Global Marquee Customers

| | | | | | | | | | |
|--|---|---|---|---|---|---|---|---|---|
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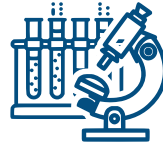
Research and Development



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.

Process Re-engineering

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

1 Product Development



- 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
- Type IV Composite Cylinder for CNG Cascades
- Many more in Pipeline

2 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

3 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 developed/ 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

Composite Cascade for CNG



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 Vehicles



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 : 5 - 10 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. |

TECHPACK[®]
Technology driven Packaging



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

| | |
|---------------------------------|--|
| Range: | 20 mm to 1400 mm in different pressure range. |
| Brand: | Max'm PE Pipes |
| Manufacturing Locations: | India(4) |
| Industry: | Water Supply , Irrigation, Sewage, Effluent Treatment, Desalination Plant, Power Plants, Cable ducting, Etc. |



- 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: | 150 mm DN to 600 mm DN |
| Brand: | Max'm DWC Pipes |
| Manufacturing Locations: | India (3) |
| Industry: | Sewage & Drainage, Effluent Treatment, Desalination ,Ducting Etc. |

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



- TimeTech manufactures valve-regulated lead-acid (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.

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

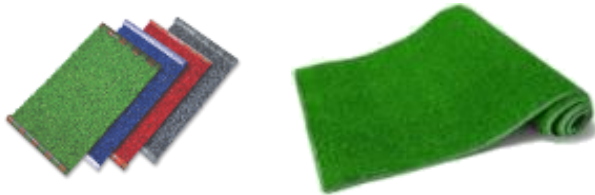
Established Products - Technical & Lifestyle

Turf & Matting

DuroTurf
PREMIUM

DuroSoft
Matting
Elegance with efficiency!

DuroWipe
ALL-PURPOSE 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 Regular
 - 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

DUMPO[®]
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

3S RAINFLAPS

TechDAT

TECHTANK



- Rain flaps consists of unique surface formed by multiple tufts / 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

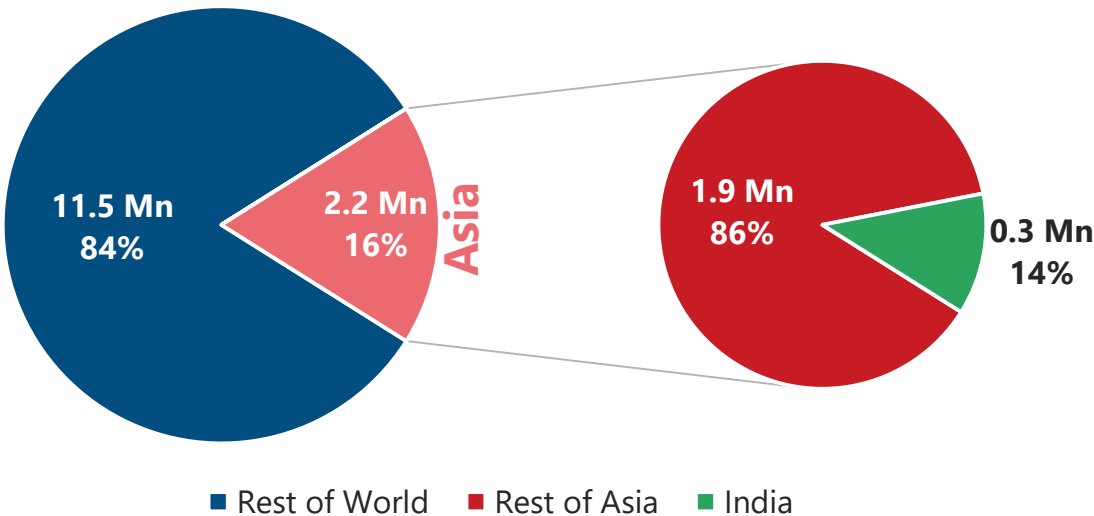
Value Added Products – Intermediate Bulk Containers - IBC



| | |
|--------------|---|
| Range: | <ul style="list-style-type: none">1,000 Ltr capacity |
| Capacity: | <ul style="list-style-type: none">2.7 Lakh units p.a. in India and8.4 Lakh units p.a. overseas |
| Users: | <ul style="list-style-type: none">Petrochemicals, Foods, Solvents, etc. |
| Features: | <ul style="list-style-type: none">Space Efficiency, Eliminate Waste, Durability and Eco-friendly. |
| Opportunity: | <ul style="list-style-type: none">Rapid growth in chemical industries across AsiaIncreasing automationMulti-fold growth in trade from Asia to the western countries |
| Position: | <ul style="list-style-type: none">3rd Largest manufacturer Worldwide. |



IBC's Market Size (Mn Units)



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: | <ul style="list-style-type: none">▪ 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: | ▪ 2 nd 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: | <ul style="list-style-type: none">▪ 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 |



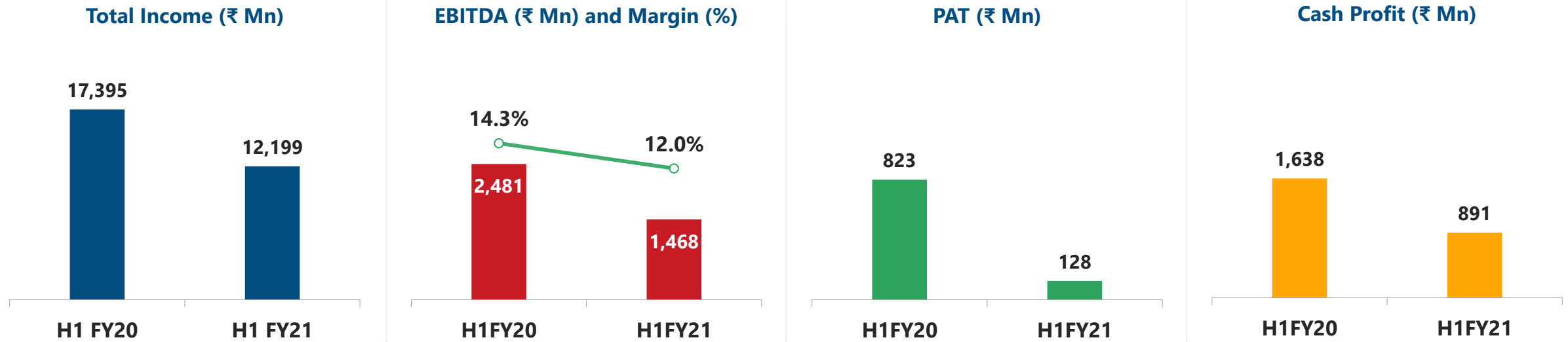
Multi layer multi axis Oriented X cross laminated film (MOX) [®]

TECHPAOLIN

BORN STRONG



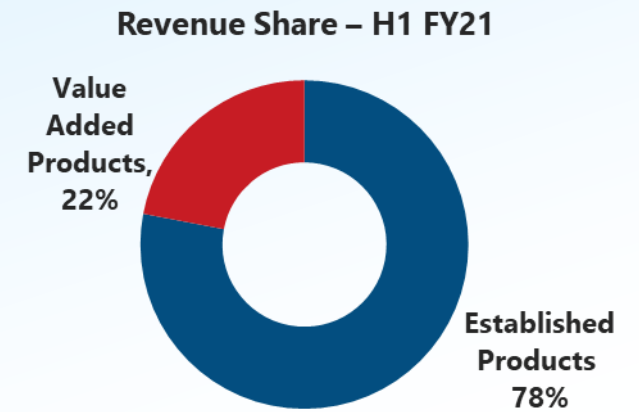
H1FY21 Financial Highlights



Note: The Half Year ended September 30, 2020 results are not comparable to the corresponding period of the previous year due to the Covid-19 impact

| Particulars | India | Overseas |
|-----------------------|-------|----------|
| Volume Growth (-28%) | -32% | -19% |
| Revenue Growth (-30%) | -34% | -21% |
| Revenue Contribution | 65% | 35% |
| EBITDA Margin | 12.0% | 12.0% |
| PAT Margin | 0.6% | 1.9% |
| Cash Profit Margin | 7.1% | 7.5% |

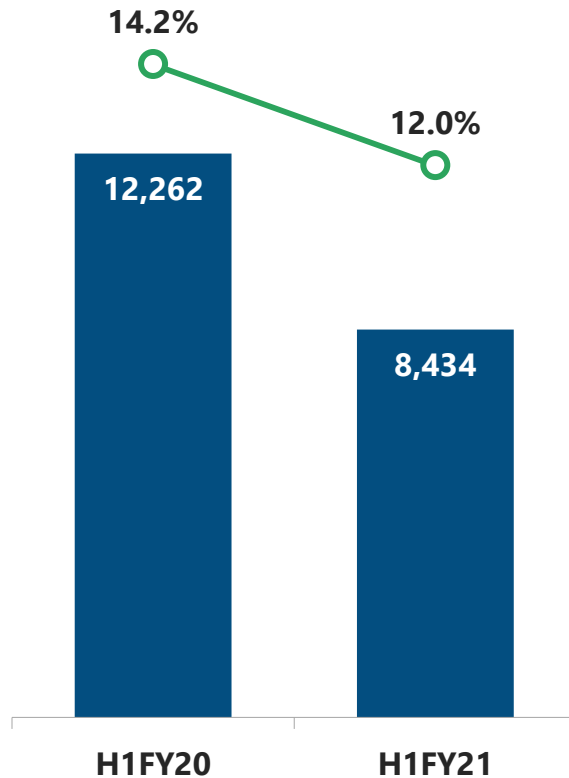
- Total Debt in H1FY21 reduced to ₹8,164 Mn as against ₹8,320 Mn in FY20
- Net cash from Operating Activities in H1FY21 is ₹556 Mn
- Value added products de-grew by 26.0% in H1FY21 as compared to H1FY20, while established products de-grew by 30.9%. The share of value added products is 21.6% of total sales in H1FY21 as against 20.5% in H1FY20. The company's focus remains to increase the share of value added products in its revenue and improve margins.



H1FY21 Segmental Performance

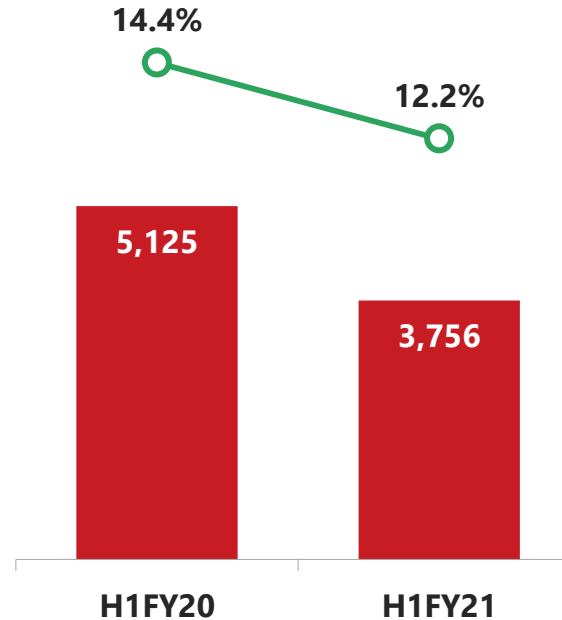
Polymer Products*

■ Revenue (₹ Mn) —○ EBITDA Margins (%)



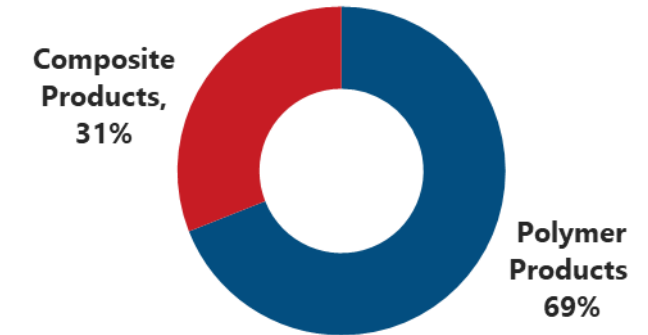
Composite Products**

■ Revenue (₹ Mn) —○ EBITDA Margins (%)

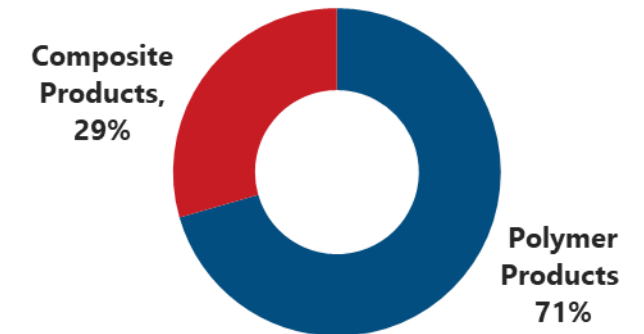


Revenue Share

Revenue Share – H1 FY21



Revenue Share – H1 FY20



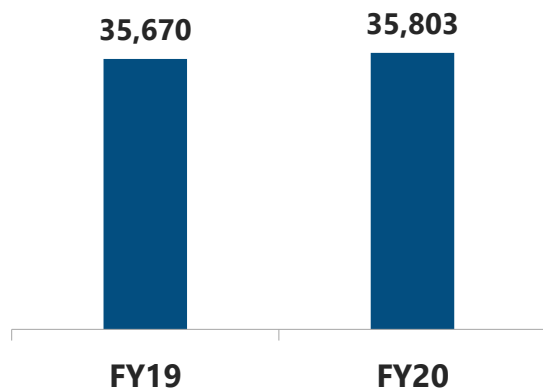
***Polymer Products:** HM-HDPE plastic Drums/Jerry Cans and Pails, Polyethylene (PE) pipes, Turf & Matting, Disposable Bins and MOX Films

****Composite Products:** Intermediate Bulk Containers (IBC), Composite Cylinders, Energy storage devices, Auto Products and Steel Drums.

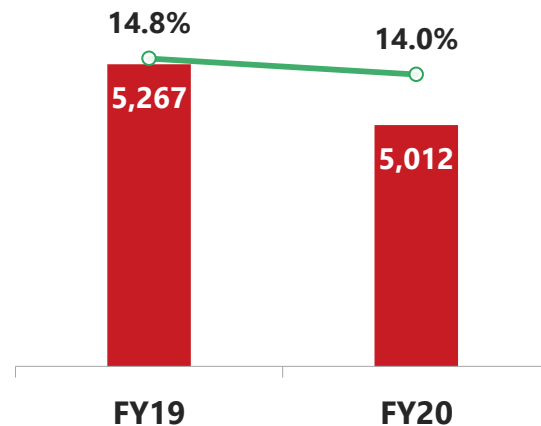
Note: The Half Year ended September 30, 2020 results are not comparable to the corresponding period of the previous year due to the Covid-19 impact

FY20 Financial Highlights

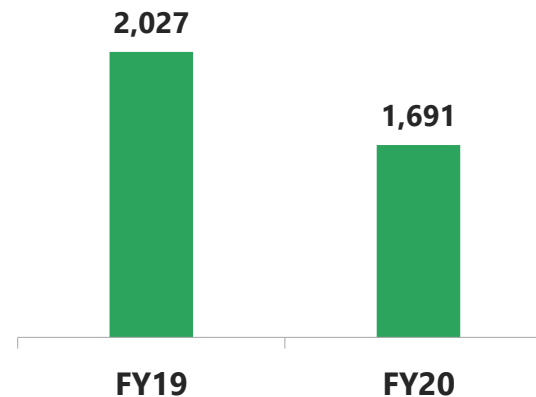
Total Income (₹ Mn)



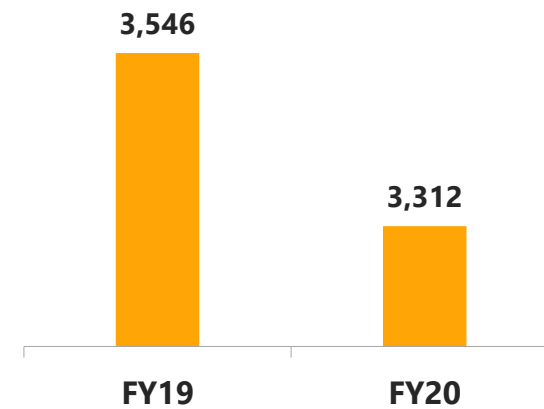
EBITDA (₹ Mn) and Margin (%)



PAT (₹ Mn)



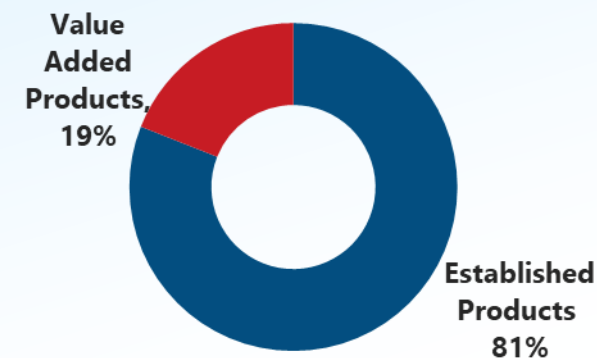
Cash Profit (₹ Mn)



| Particulars | India | Overseas |
|----------------------------|-------|----------|
| Volume Growth (4%) | 4% | 5% |
| Revenue Growth (0.4%) | -0.2% | 2% |
| Revenue Contribution | 71% | 29% |
| EBITDA Margin | 14.1% | 13.8% |
| PAT Margin | 4.5% | 5.3% |
| Effective Tax Rate (26.1%) | 29.1% | 18.6% |

- The value added products grew by 3% in FY20 as compared to the FY19. The share of value added products is 19.1% of the total sales in FY20 as against 18.6% in FY19. The company's focus remains to increase the share of value added products in its revenue and improve margins..

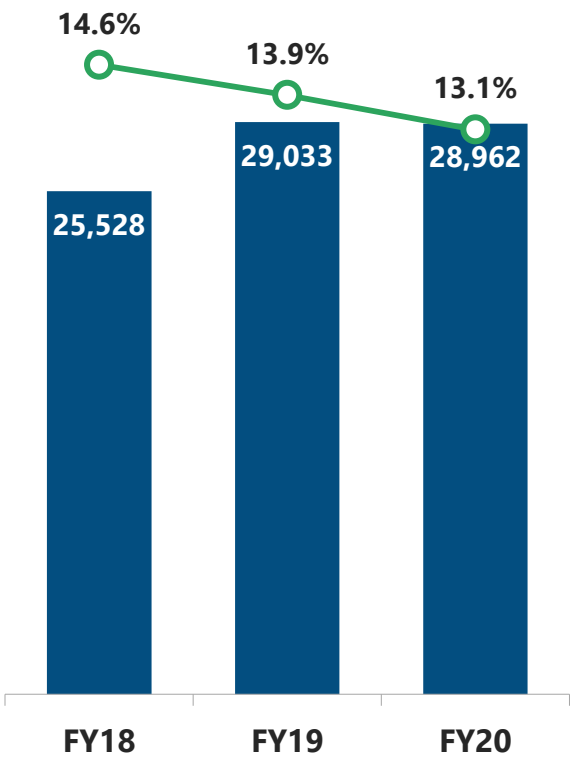
Revenue Share – FY20



Strategic Direction towards Value Added Products

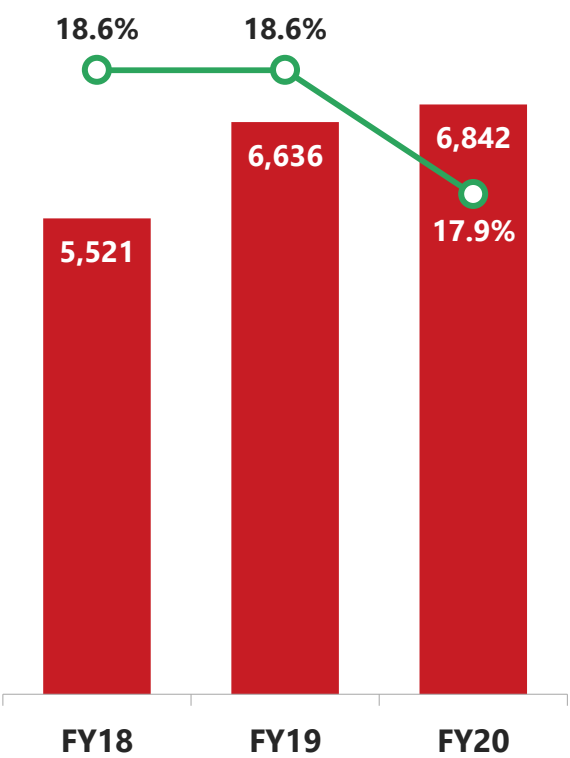
Established Products*

Revenue (₹ Mn) EBITDA Margins (%)



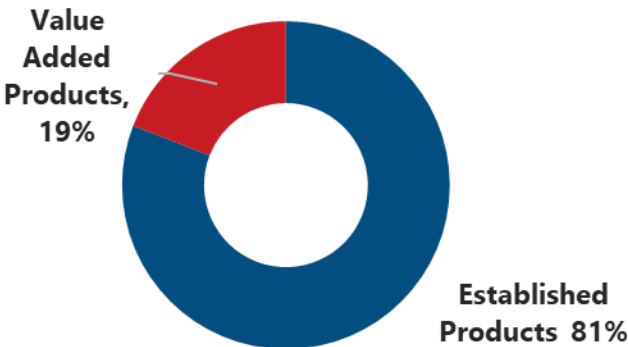
Value Added Products*

Revenue (₹ Mn) EBITDA Margins (%)

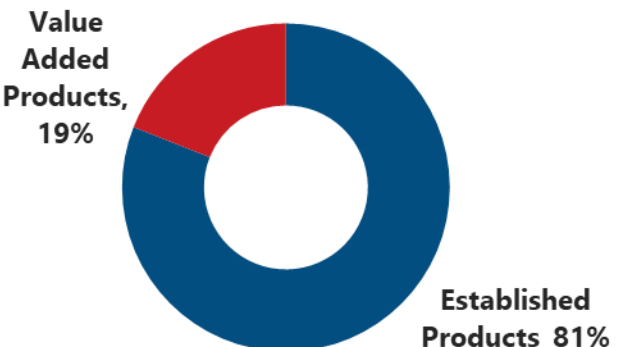


Revenue Share

Revenue Share – FY20



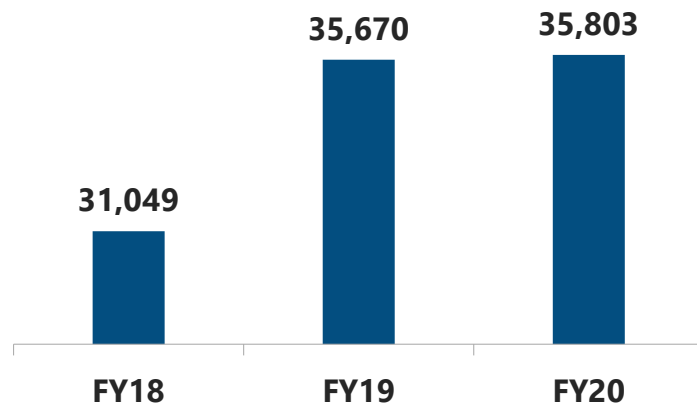
Revenue Share – FY19



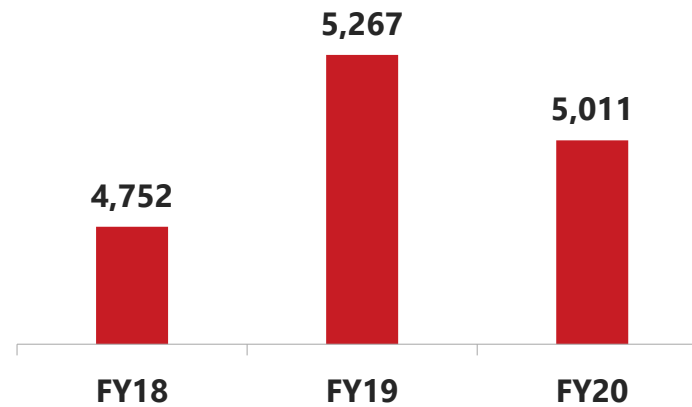
* Continued Business

Consolidated Financials Highlights

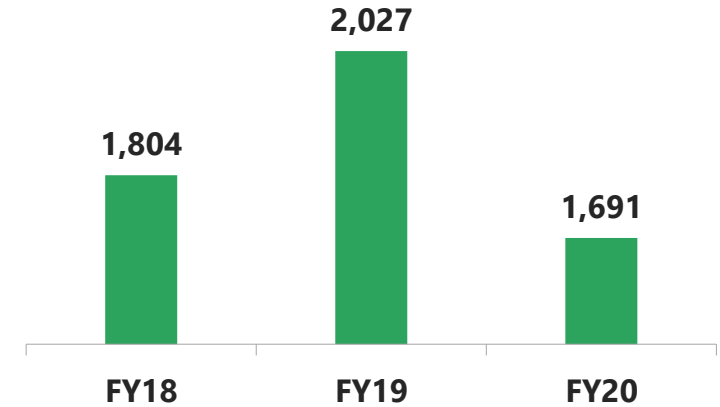
Total Income (₹ Mn)



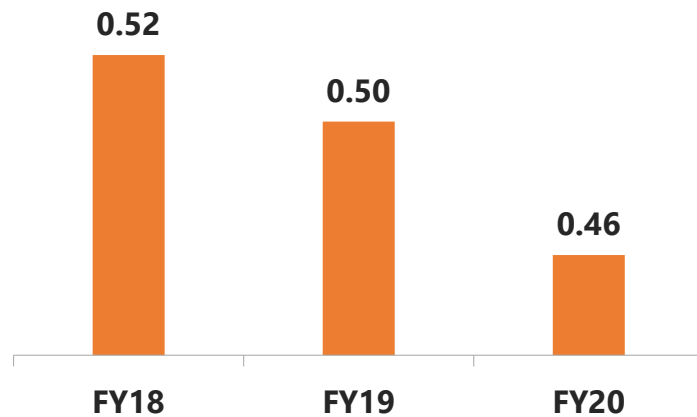
EBITDA (₹ Mn)



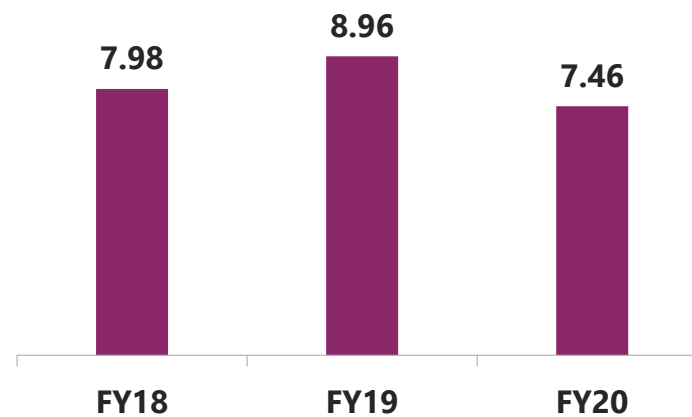
PAT (₹ Mn)



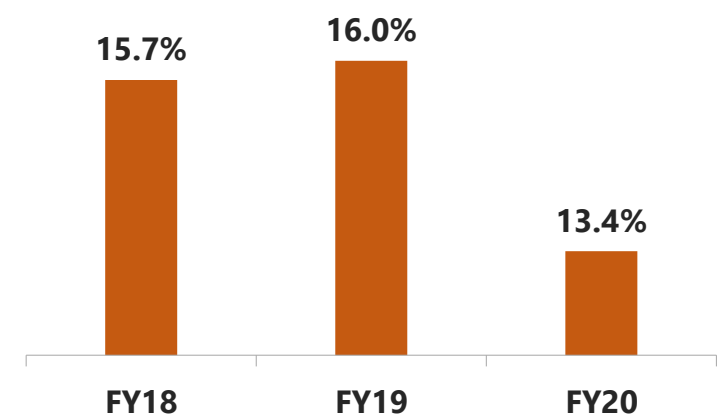
Total Debt To Equity (X)



EPS (₹)



ROCE %



Consolidated Income Statement



| Particulars (₹ Mn) | Q2FY21 | Q1FY21 | Q2FY20 | H1FY21 | H1FY20 |
|-------------------------------------|--------------|--------------|--------------|---------------|---------------|
| Total Income | 7,444 | 4,755 | 8,710 | 12,199 | 17,395 |
| Total Expenses | 6,518 | 4,213 | 7,496 | 10,731 | 14,914 |
| EBITDA | 926 | 542 | 1,214 | 1,468 | 2,481 |
| EBITDA Margin (%) | 12.4% | 11.4% | 13.9% | 12.0% | 14.3% |
| Finance Cost (Net) | 247 | 253 | 280 | 500 | 555 |
| Depreciation | 374 | 375 | 398 | 749 | 792 |
| PBT | 304 | (86) | 536 | 218 | 1,134 |
| Tax | 46 | 30 | 136 | 76 | 288 |
| PAT before Minority Interest | 258 | (116) | 400 | 142 | 846 |
| Minority Interest | 13 | 1 | 14 | 14 | 23 |
| PAT after Minority Interest | 245 | (117) | 386 | 128 | 823 |
| PAT Margins (%) | 3.3% | 2.5% | 4.4% | 1.1% | 4.7% |
| EPS (₹) | 1.08 | (0.52) | 1.70 | 0.56 | 3.64 |

Note: The Quarter and Half Year ended September 30, 2020 results are not comparable to the corresponding period of the previous year due to the Covid-19 impact

Historical Consolidated Income Statement

| Particulars (₹ Mn) | FY20 | FY19 | FY18 |
|-------------------------------------|---------------|---------------|---------------|
| Total Income | 35,803 | 35,670 | 31,049 |
| Total Expenses | 30,792 | 30,403 | 26,297 |
| EBITDA | 5,011 | 5,267 | 4,752 |
| EBITDA Margin (%) | 14.0% | 14.8% | 15.3% |
| Finance Cost(Net) | 1,082 | 986 | 875 |
| Depreciation | 1,562 | 1,461 | 1,372 |
| PBT | 2,367 | 2,820 | 2,505 |
| Tax | 617 | 735 | 652 |
| PAT before Minority Interest | 1,750 | 2,085 | 1,853 |
| Minority Interest | 59 | 58 | 49 |
| PATafter Minority Interest | 1,691 | 2,027 | 1,804 |
| PAT Margins (%) | 4.7% | 5.7% | 5.8% |
| Basic & Diluted EPS (₹) | 7.48 | 8.96 | 7.98 |

Historical Consolidated Balance Sheet

| Particulars (₹ Mn) | H1FY21 | FY20 | FY19 |
|---------------------------------------|---------------|---------------|---------------|
| Equity & Liabilities | | | |
| Shareholder's Funds | | | |
| Share Capital | 226 | 226 | 226 |
| Other Equity | 17,832 | 17,925 | 16,466 |
| Total Shareholder's Fund | 18,058 | 18,151 | 16,692 |
| Minority Interest | 536 | 521 | 463 |
| Non-Current Liabilities | | | |
| Long-Term Borrowings | 2,743 | 3,315 | 3,183 |
| Lease Liabilities* | 552 | 581 | |
| Deferred Tax Liabilities (Net) | 811 | 792 | 730 |
| Total Non Current Liabilities | 4,106 | 4,688 | 3,913 |
| Current Liabilities | | | |
| Short-Term Borrowings | 4,463 | 4,309 | 4,231 |
| Trade Payables | 4,017 | 4,435 | 4,749 |
| Other Financial Liabilities | 1,036 | 776 | 991 |
| Other Current Liabilities | 462 | 350 | 452 |
| Short-Term Provisions | 107 | 106 | 92 |
| Current Tax Liabilities | 61 | 307 | 415 |
| Total Current Liabilities | 10,146 | 10,283 | 10,930 |
| TOTAL - EQUITY AND LIABILITIES | 32,846 | 33,643 | 31,998 |

| Particulars (₹ Mn) | H1FY21 | FY20 | FY19 |
|--|---------------|---------------|---------------|
| ASSETS | | | |
| Non-Current Assets | | | |
| Fixed Assets | | | |
| Property, Plant & Equipment | 12,559 | 12,857 | 12,785 |
| Intangible Assets | 3 | 4 | 6 |
| Capital Work-in-Progress | 768 | 805 | 983 |
| Right-to-Use Assets* | 580 | 633 | |
| Others Financial Assets/Long Term Loans & Advances | 300 | 294 | 274 |
| Total Non Current Assets | 14,210 | 14,593 | 14,048 |
| Current Assets | | | |
| Inventories | 7,387 | 7,577 | 7,373 |
| Trade Receivables | 8,098 | 8,207 | 7,842 |
| Cash and Cash Equivalents & Bank Balance | 835 | 825 | 666 |
| Other Advances | 1,414 | 1,463 | 788 |
| Other Current Assets | 902 | 978 | 1,281 |
| Total Current Assets | 18,636 | 19,050 | 17,950 |
| TOTAL - ASSETS | 32,846 | 33,643 | 31,998 |

* Assets and liabilities created in compliance of IND AS – 116 effective from 1st April, 2019 for long term properties (offices and factories) taken on rental basis.

As a part of environmental responsibility

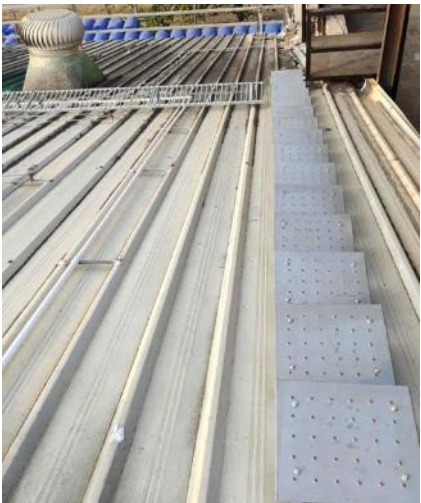
Amta Plant, Kolkata

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



Mahad Plant, Maharashtra

Installed Solar Panels at Mahad Plant with 95 KW capacity

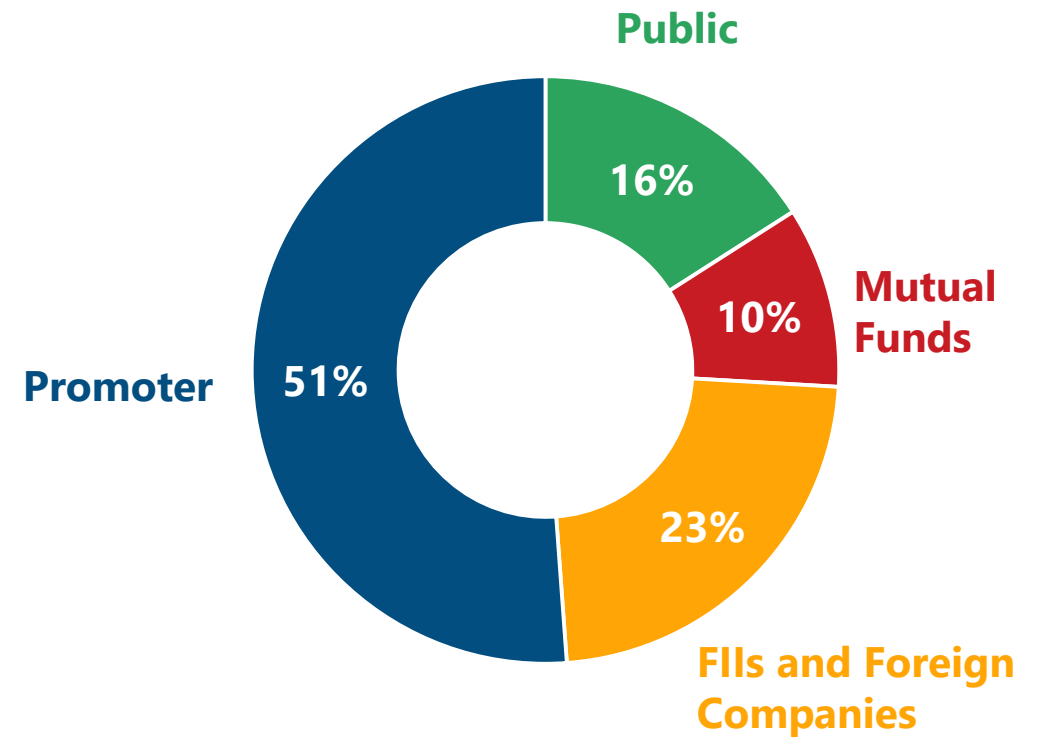


Capital Market Information

Marquee Investors as on 30th September 2020 (% of Total Equity)

| | |
|---|------|
| NT Asian Discovery Fund | 15.0 |
| HDFC Trustee | 9.0 |
| Kapitalforeningen Investin Pro - Dalton | 3.8 |
| Grandeur Peak | 2.4 |

Total Shareholders > 38,000





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