



TIME TECHNOPLAST LTD.
Bringing Polymers To Life

Earnings Presentation

FY20/ Q4-FY20

June 2020

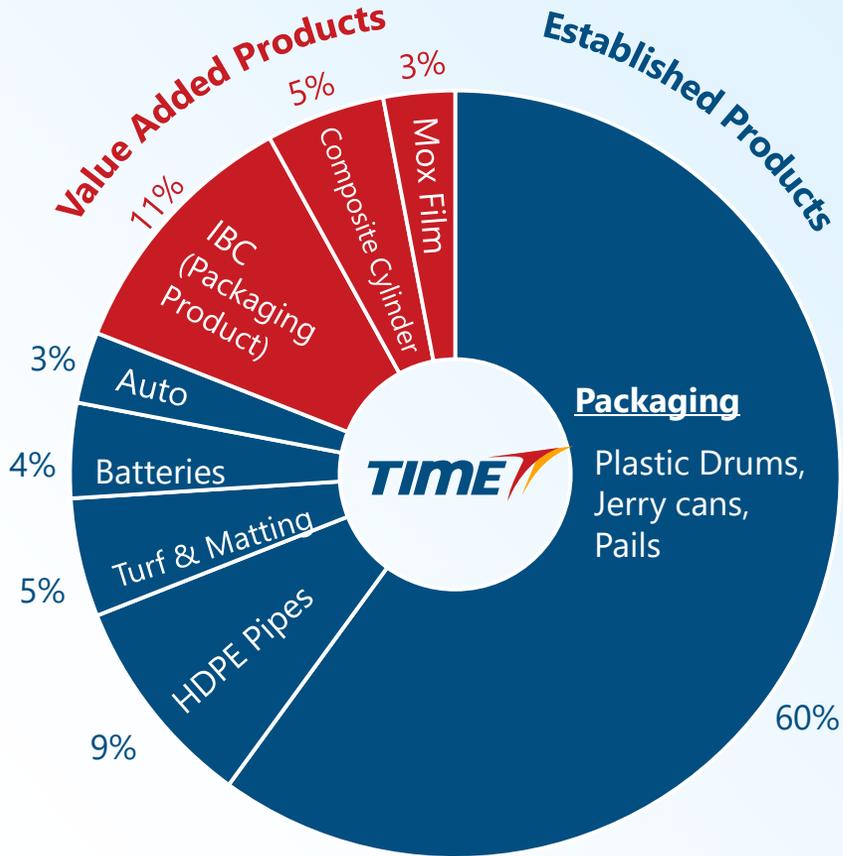


BSE: 532856 | NSE: TIMETECHNO | ISIN: INE508G01029 | CIN: L27203DD1989PLC003240

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Time Techno at a Glance

Revenues by Product Category (FY20)



Geographic Revenue Breakup (FY20)



FY20 Financial Highlights



REVENUES
₹35,803Mn



EBITDA
₹5,011 Mn



PAT
₹1,691Mn

Worldwide Ranking



Largest

Large size Plastic Drums manufacturer



2nd Largest

Composite Cylinder manufacturer



3rd Largest

Intermediate Bulk Container (IBC) manufacturer



Consistent dividend paying company

- 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.



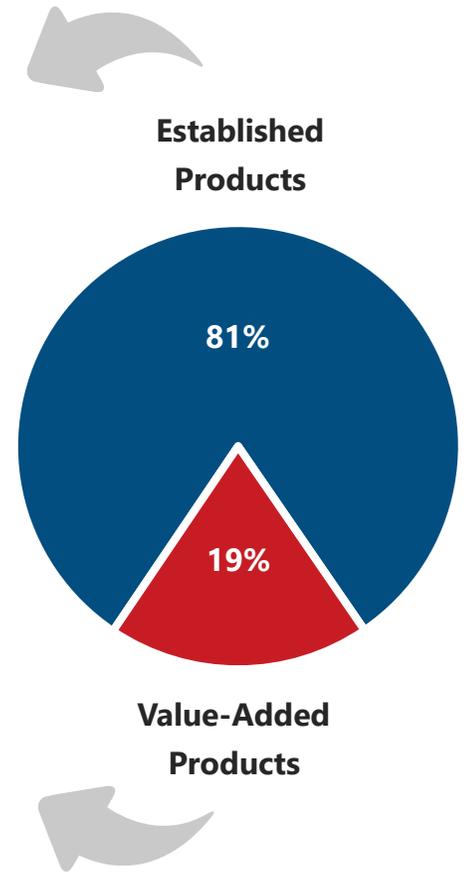
Others

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
Value-Added Products	Brand	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	TECHPAOLIN Multi layer multi axis Oriented X cross laminated film (MOX) BORN STRONG	
	Product	Composite Cylinders 		Composite IBCs 	MOX Films 	

Revenue Share – FY20



Q4-FY20 Key Financial Highlights (Consolidated)



Particulars (INR Mn)	Q4-FY20	Q4-FY19	Y-o-Y Growth
Total Income	9,171	10,844	(15.4) %
EBITDA	1,191	1,720	(30.8) %
EBITDA Margins(%)	12.99%	15.86%	(287) Bps
PAT	383	737	(48.0) %
PAT Margins(%)	4.18%	6.79%	(261) Bps
Cash Profit	773	1,142	(32.3) %
Volume Growth			(11) %

Note:

There is a shortfall in revenues and margin in Q4-FY20 due to lockdown on account of Covid-19 in India and Overseas

FY20 Key Financial Highlights (Consolidated)

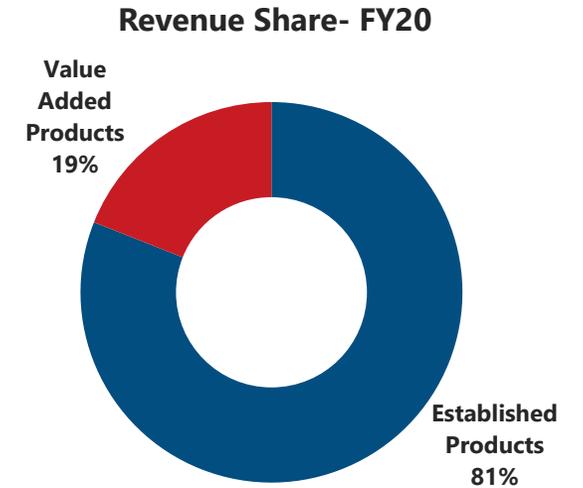
Particulars (INR Mn)	FY20	FY19	Y-o-Y Growth
Total Income	35,803	35,670	0.4 %
EBITDA	5,011	5,267	(4.9) %
EBITDA Margins(%)	14.00%	14.77%	(77) Bps
PAT	1,691	2,027	(16.6) %
PAT Margins(%)	4.72%	5.68%	(96) Bps
Cash Profit	3,312	3,546	(6.6) %
Volume Growth			4 %

Notes:

1) There is a shortfall in revenues and margin in Q4-FY20 due to lockdown on account of Covid-19 in India and Overseas

2) The Board of Directors have recommended dividend of 95% i.e. Rs 0.95 (P.Y. Rs 0.90) per equity share of Rs 1/- each of the Company for the year ended 31st March, 2020, subject to approval of Shareholders

FY20 Highlights



- Revenue growth achieved: 0.4 % (**India: (0.2)%**; **Overseas: 2%**)
- Volume growth achieved: 4% (**India: 4%**; **Overseas: 5%**)
- In FY20 **India contributed 71%** and **Overseas contributed 29%** towards total revenue
- The value added products **grew by 3%** in FY20 as compared to the FY19. The share of **value added products is 19.10%** 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.

FY20 Operational Highlights

- Capacity utilization: Overall 80% (India – 82%; Overseas – 75%)
- Total capex in FY20: INR 1,454 Mn
- Established Products for capacity expansion, re-engineering and automation: INR 944 Mn
- Value Added Products: INR 510 Mn

Pipes

- Healthy Order Book continues in our PE Pipe business of ~INR 3,250 Mn
- Supply of newly launched new generation multilayer PE pipes for power / communication cable duct with silicon in-lining continues to get overwhelming business. The pipes/ducts have substantial business potential specially in Smart Cities.

Industrial Packaging

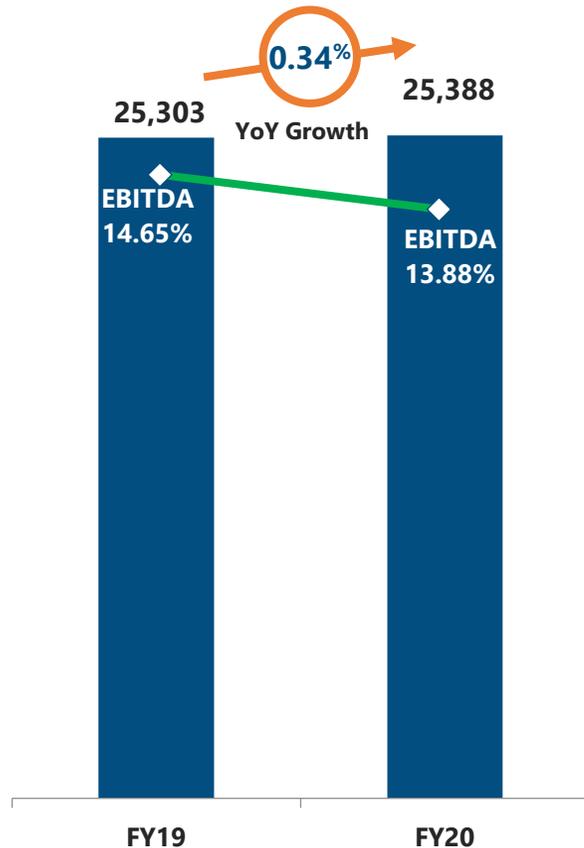
- Completed Greenfield project for manufacturing of IBC Bottle in Chicago & Houston, USA and commenced Commercial Sale for which we are receiving overwhelming response.
- Greenfield expansion at Iowa, USA is under progress and to be completed by Q2-FY21
- Project of Greenfield manufacturing facility at Malur near Bengaluru, India for manufacturing of packaging product is completed and production started in Q1 of FY20.
- Brownfield expansion in India and overseas locations continues for future growth and leveraging of existing infrastructures.

MOX

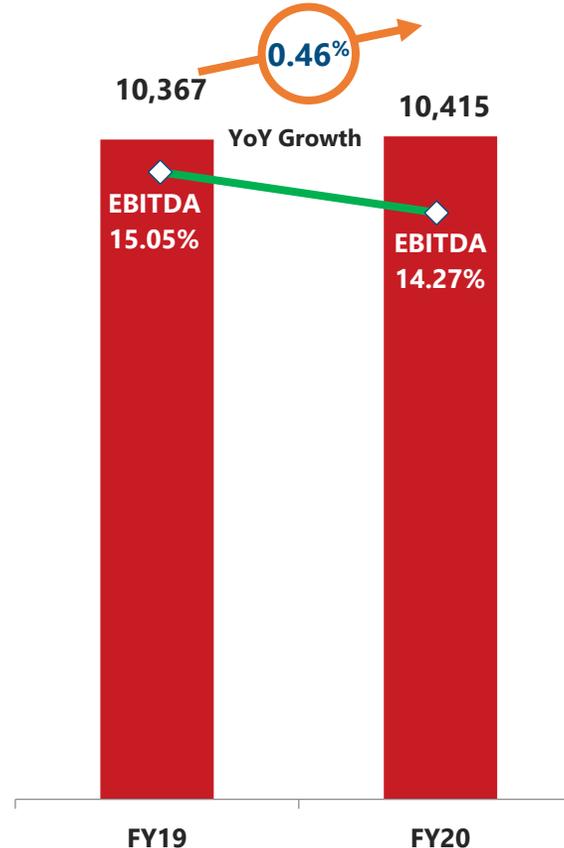
- Company innovating new applications of the MOX films. The Company is launching new products in the market like Truck covers, Pond Liners, Mulching Film & Poly house Films.
- Focusing on new export markets i.e. Thailand, Malaysia, Germany, UK & USA

Polymer and Composite Products

Polymer Products*

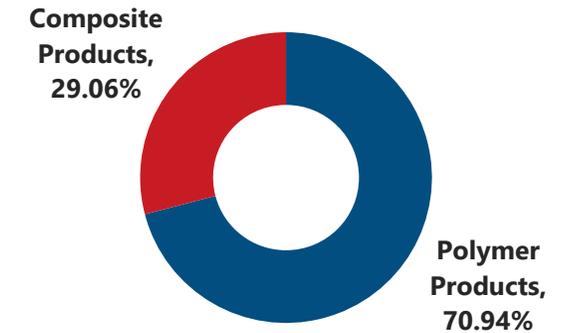


Composite Products**

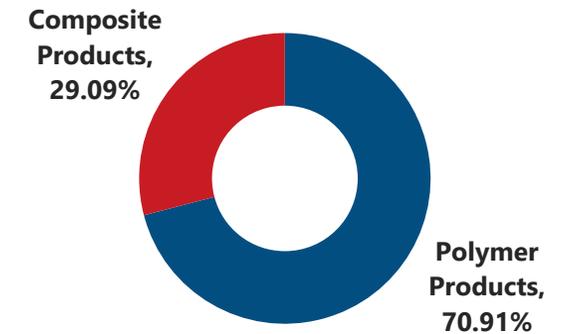


Revenue Share

Revenue Share- FY19



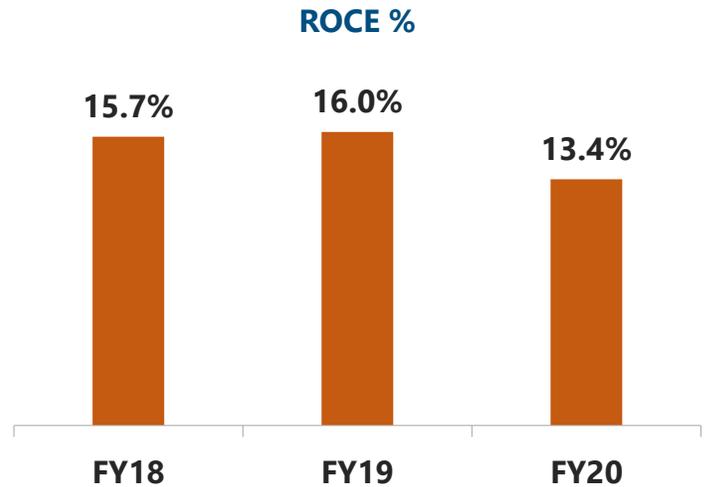
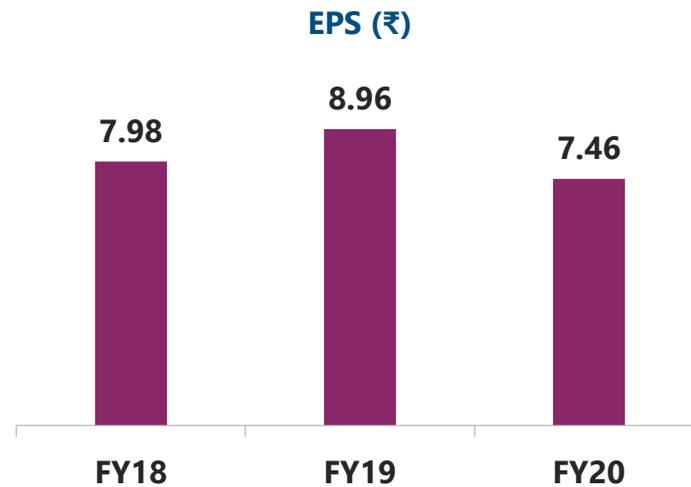
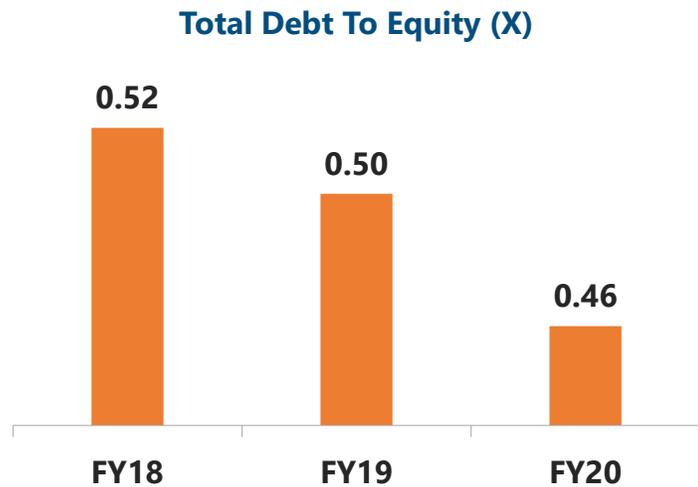
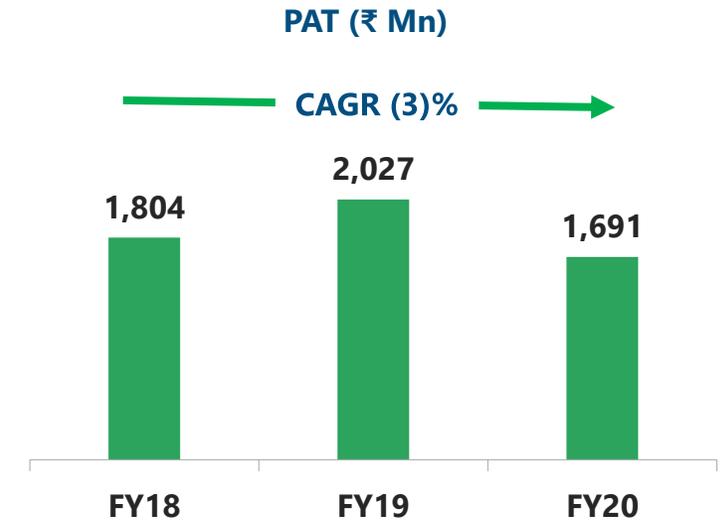
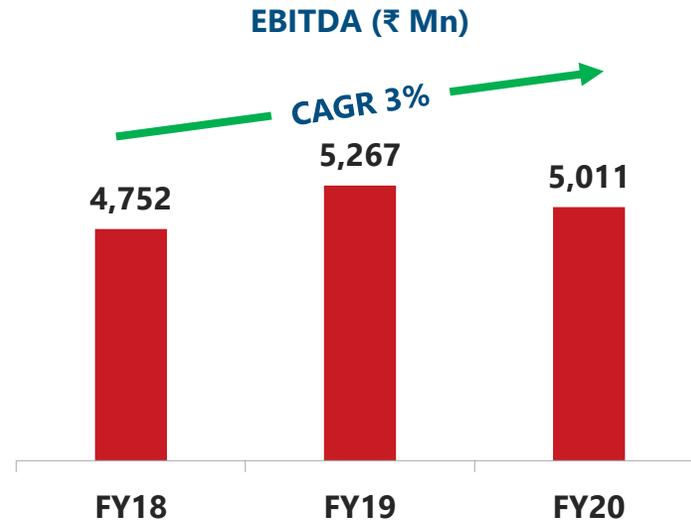
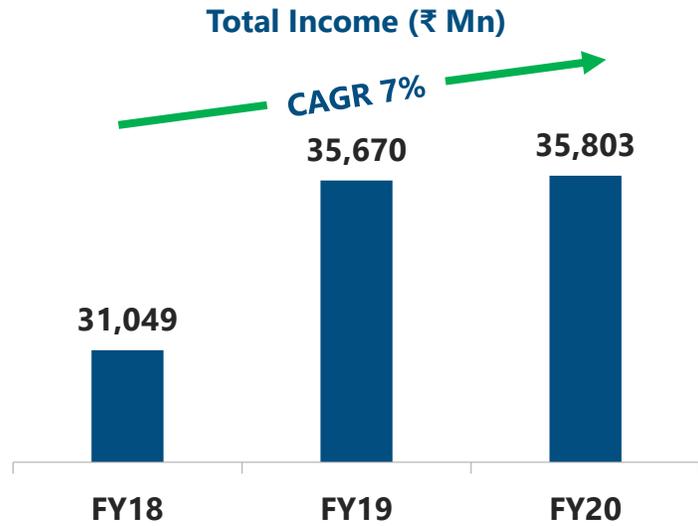
Revenue Share- FY20



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

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

Consolidated Financials Highlights



Historical Consolidated Income Statement

Particulars (INR 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 (%)	14.00%	14.77%	15.30%
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
PAT after Minority Interest	1,691	2,027	1,804
PAT Margins (%)	4.72%	5.68%	5.81%
Basic & Diluted EPS [INR]	7.46	8.96	7.98

Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY19
Equity & Liabilities		
Shareholder's Funds		
Share Capital	226	226
Other Equity	17,925	16,466
Total Shareholder's Fund	18,151	16,692
Minority Interest	521	463
Non-Current Liabilities		
Long-Term Borrowings	3,315	3,183
Lease Liabilities*	581	
Deferred Tax Liabilities (Net)	792	730
Total Non Current Liabilities	4,688	3,913
Current Liabilities		
Short-Term Borrowings	4,309	4,231
Trade Payables	4,435	4,749
Other Financial Liabilities	776	991
Other Current Liabilities	350	452
Short-Term Provisions	106	92
Current Tax Liabilities	307	415
Total Current Liabilities	10,283	10,930
TOTAL - EQUITY AND LIABILITIES	33,643	31,998

Particulars (INR Mn)	FY20	FY19
ASSETS		
Non-Current Assets		
Fixed Assets		
Property, Plant & Equipment	12,857	12,785
Intangible Assets	4	6
Capital Work-in-Progress	805	983
Right-to-Use Assets*	633	
Others Financial Assets/Long Term Loans & Advances	294	274
Total Non Current Assets	14,593	14,048
Current Assets		
Inventories	7,577	7,373
Trade Receivables	8,207	7,842
Cash and Cash Equivalents & Bank Balance	825	666
Other Advances	1,677	788
Other Current Assets	764	1,281
Total Current Assets	19,050	17,950
TOTAL - ASSETS	33,643	31,998

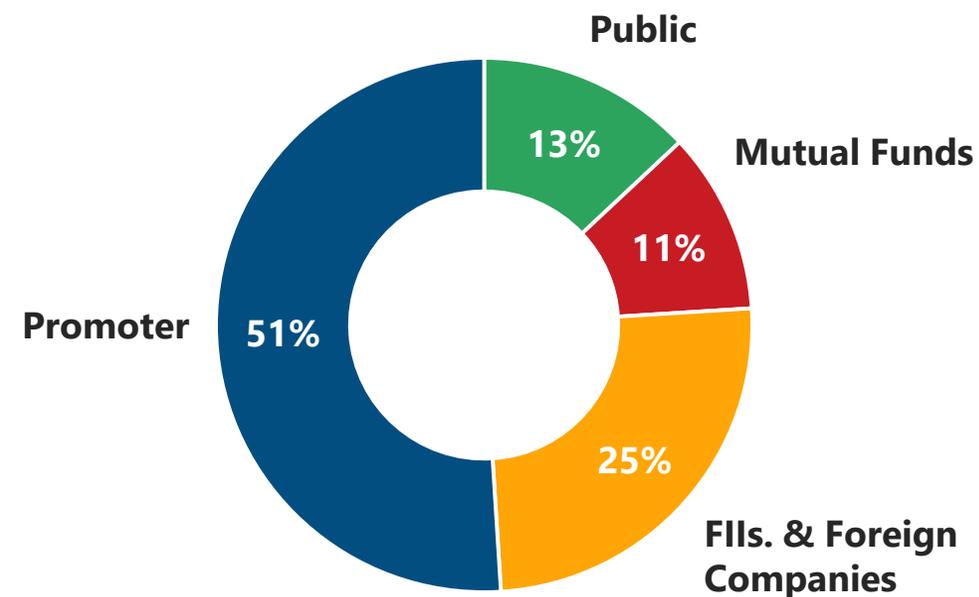
* Assets and liabilities created in compliance of IND AS – 116 effective from 1st April, 2019 for long term properties (offices and factories) taken on rental basis.

Capital Market Information

Marquee Investors as on 31st March, 2020 (% of Total Equity)

NT Asian Discovery Fund	15.1
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	1.1

Total Shareholders > 30,000





TIME TECHNOPLAST LTD.

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