



MOLD-TEK
Packaging Limited
(Formerly known as Moldtek Plastics Ltd.)

Date: 27th January, 2022

To, The Manager, Department of Corporate Services, BSE Ltd., Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001. Scrip Code : 533080	To, The Manager, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai-400051. Ref: MOLDTKPAC - EQ
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Dear Sir,

Sub: Outcome of the Board Meeting dated 27th January, 2022

Q3 FY 2021-22 Financial Results

9M PAT up by 54.14% and 9M Revenue up by 42.68%

Q3 Revenue up by 20.05% & PAT up by 11.13%

Standalone Performance Highlights

- Net Revenue up by 20.05% Q3 on Q3 and up by 42.68% 9M on 9M
- EBIDTA up by 14.03% Q3 on Q3 and up by 41.66% 9M on 9M
- PAT up by 11.13% Q3 on Q3 and up by 54.14% 9M on 9M
- Basic EPS up by 9.93% Q3 on Q3 and up by 56.95% 9M on 9M

Consolidated Performance Highlights

- Net Revenue up by 20.05% Q3 on Q3 and up by 42.68% 9M on 9M
- EBIDTA up by 14.24% Q3 on Q3 and up by 41.97% 9M on 9M
- PAT up by 11.55% Q3 on Q3 and up by 54.93% 9M on 9M
- Basic EPS up by 10.35% Q3 on Q3 and up by 57.75% 9M on 9M

We wish to inform that Board of Directors at its meeting held on Thursday, 27th January, 2022 from 11:30 a.m. till 1:55 pm, inter-alia;

- 1) Approved the un-audited Standalone and Consolidated financial results of the company for the quarter ended on 31st December, 2021. (Enclosed)
- 2) Took note of Limited review report as issued by statutory auditors. (Enclosed)
- 3) Detailed press note. (Enclosed)

Kindly take the above information on record.

Thanking you,

For MOLD-TEK PACKAGING LIMITED


J. Lakshmana Rao
(Chairman & Managing Director)
DIN: 00649702



Corporate Office :

Plot # 700, Road No. 36, Jubilee Hills, Hyderabad - 500 033, Telangana, INDIA.
Phone : +91-40-40300300, Fax : +91-40-40300328, E-mai l: ir@moldtekindia.com
Website : www.moldtekgroup.com CIN No: L21022TG1997PLC026542



MOLD-TEK PACKAGING LIMITED

Registered Office: Plot No.700, 8-2-293/82/A/700
Road No.36, Jubilee Hills, Hyderabad - 500033, Telangana.
CIN : L21022TG1997PLC026542

STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31 DECEMBER, 2021

₹ In lakhs except for EPS

Sl No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-Dec-2021	30-Sep-2021	31-Dec-2020	31-Dec-2021	31-Dec-2020	31-Mar-2021
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	a) Revenue from operations	16028.49	15953.17	13351.93	45354.70	31787.67	47892.54
	b) Other income	15.14	22.90	7.66	46.72	41.26	60.00
	Total Income	16043.63	15976.07	13359.59	45401.42	31828.93	47952.54
2	Expenses						
	a) Cost of materials consumed	9979.10	9286.63	7560.21	27465.03	18296.86	27776.78
	b) Changes in inventories of finished goods and work-in progress	(521.00)	185.51	84.85	(687.29)	(235.74)	(536.70)
	c) Employee benefits expense	981.21	935.04	798.54	2805.98	2252.98	3269.12
	d) Finance costs	275.30	275.42	248.14	819.41	706.96	994.43
	e) Depreciation and amortization expense	685.90	652.89	526.10	1954.92	1564.90	2148.80
	f) Other expenses	2427.63	2343.35	2130.08	6875.42	5202.38	7787.35
	Total Expenses	13828.14	13678.84	11347.92	39233.47	27788.34	41439.78
3	Profit before Exceptional items and tax (1-2)	2215.49	2297.23	2011.67	6167.95	4040.59	6512.76
4	Exceptional items	-	-	-	-	-	107.74
5	Profit before tax (3-4)	2215.49	2297.23	2011.67	6167.95	4040.59	6405.02
6	Tax expense						
	a) Current tax	491.41	485.82	498.62	1383.81	986.43	1564.18
	b) Earlier year tax	(0.18)	-	-	(0.18)	-	(17.46)
	c) Deferred tax	57.83	52.12	13.51	150.45	47.91	50.80
7	Profit for the period (5-6)	1666.43	1759.29	1499.54	4633.87	3006.25	4807.50
8	Other Comprehensive Income (net of tax)						
	a) Items that will not be reclassified to Profit or Loss						
	i) Remeasurement of defined benefit plans	(5.61)	(5.61)	(11.60)	(16.84)	(34.80)	(21.74)
	ii) Fair value changes in Equity instruments	110.44	156.67	269.94	914.97	395.91	131.26
9	Total Comprehensive Income for the period (7+8)	1771.26	1910.35	1757.88	5532.00	3367.36	4917.02
10	Paid up Equity share capital	1510.69	1416.15	1388.33	1510.69	1388.33	1395.52
11	Other Equity						24188.12
12	Earnings per equity share (Face value of ₹5) (not Annualised)						
	- Basic	5.80*	6.23	5.28	16.42*	10.46	16.86
	- Diluted	5.39	5.81	5.07	15.29	10.23	16.18

*on enlarged equity as per notes 5 to 8 below.

Notes:

- The above results for the quarter and nine months ended 31 December, 2021 were reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on 27 January, 2022.
- The Company has only one reportable segment as per the requirements of Ind AS 108 "Operating Segments".
- This statement is as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- The Statutory Auditors of the Company have carried out Limited Review of the aforesaid results.
- During the period, the Company has issued 4,28,533 rights equity shares at an exercise price of ₹184 upon conversion of share warrants to equity shares.
- Pursuant to MTPL ESOS-2016 Scheme, during the period, the Company has issued 41,910 & 25,230 equity shares at an exercise price of ₹208 & ₹234 respectively.
- During the quarter, the Company has received ₹7.34 crore against 5,43,663 partly paid-up equity shares towards first and final call at ₹135 per rights equity share (including premium of ₹131.25 per equity share). Accordingly, these equity shares are converted into fully paid-up equity shares. Further, the Company has not received the first and final call amount against 11,667 partly paid-up equity shares and the same are forfeited by the Company vide its Board meeting held on 12 January, 2022. As on 31 December, 2021 the Company has received ₹31.15 crore in aggregate under the rights issue and an amount of ₹40.15 crore is receivable towards conversion of share warrants and first and final call money on rights equity shares. There is no deviation in use of proceeds from the objects stated in the Offer document for rights issue.
- During the quarter ended 31 December, 2021, the Company has issued 14,00,000 equity shares of face value of ₹5 each at an issue price of ₹740 per equity share (including premium of ₹735 per equity share), which is at a premium on ₹17.60 per Equity Share (i.e. 2.44% premium on the floor price of ₹722.40 per Equity Share, determined according to the formula prescribed under Regulation 176 of the SEBI ICDR Regulations). aggregating to ₹103.60 crore. The issue was made through eligible Qualified Institutional Placement ("QIP") in terms of chapter VI of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 as amended, Section 42 & 62 and other relevant provisions of the Companies Act, 2013. Goldman sachs funds, Aditya Birla sunlife, White Oak india and ICICI prudential are allottees of QIP.
- Comparative figures have been regrouped/reclassified to conform to the current period's/year's presentation.

for MOLD-TEK PACKAGING LIMITED



J. Lakshmana Rao

J. Lakshmana Rao
Chairman & Managing Director
DIN: 00649702

Hyderabad
27 January, 2022

M.ANANDAM & CO.,

CHARTERED ACCOUNTANTS

Independent Auditor's Review Report on the Quarterly Unaudited Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

**Review Report to
The Board of Directors
Mold-Tek Packaging Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Mold-Tek Packaging Limited (the "Company") for the quarter ended 31st December, 2021 and year to date results for the period 1st April, 2021 to 31st December, 2021 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For M. Anandam & Co.,
Chartered Accountants
(Firm Regn.No.000125S)

Venkata Suresh Kumar Beesa Digitally signed by Venkata Suresh Kumar Beesa
Date: 2022.01.27 12:35:07
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B.V.Suresh Kumar
Partner
Membership Number: 212187
UDIN: 22212187AAAAAW3332

Place: Hyderabad
Date: 27th January, 2022

**7 'A', SURYA TOWERS, SARDAR PATEL ROAD, SECUNDERABAD – 500003.
PHONE: 2781 2377, 2781 2034, FAX:2781 2091**



MOLD-TEK PACKAGING LIMITED

Registered Office: Plot No.700, 8-2-293/82/A/700
Road No.36, Jubilee Hills, Hyderabad - 500033, Telangana.
CIN : L21022TG1997PLCO26542

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31 DECEMBER, 2021

₹ In lakhs except for EPS

Sl No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-Dec-2021	30-Sep-2021	31-Dec-2020	31-Dec-2021	31-Dec-2020	31-Mar-2021
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	a) Revenue from operations	16028.49	15953.17	13351.93	45354.70	31787.67	47892.54
	b) Other income	15.14	22.90	13.61	47.07	47.21	88.50
	Total Income	16043.63	15976.07	13365.54	45401.77	31834.88	47981.04
2	Expenses						
	a) Cost of materials consumed	9979.10	9286.63	7560.21	27465.03	18296.86	27776.78
	b) Changes in inventories of finished goods and work-in-progress	(521.00)	185.51	84.85	(687.29)	(235.75)	(536.70)
	c) Employee benefits expense	981.21	935.04	806.59	2805.98	2261.03	3289.34
	d) Finance costs	275.30	275.42	248.14	819.41	706.96	994.43
	e) Depreciation and amortization expense	685.90	652.89	526.54	1954.92	1566.26	2150.48
	f) Other expenses	2427.63	2343.55	2133.23	6875.97	5214.35	7913.57
	Total expenses	13828.14	13679.04	11359.56	39234.02	27809.71	41587.90
3	Profit before exceptional items and tax (1-2)	2215.49	2297.03	2005.98	6167.75	4025.17	6393.14
4	Exceptional items	-	-	-	-	-	-
5	Profit before tax (3-4)	2215.49	2297.03	2005.98	6167.75	4025.17	6393.14
6	Tax expense						
	a) Current tax	491.41	485.82	498.62	1383.81	986.43	1564.18
	b) Earlier year tax	(0.18)	-	-	(0.18)	-	(17.46)
	c) Deferred tax	57.83	52.12	13.51	150.45	47.91	50.80
7	Profit for the period (5-6)	1666.43	1759.09	1493.85	4633.67	2990.83	4795.62
8	Other Comprehensive Income (net of tax)						
	a) Items that will not be reclassified to Profit or Loss						
	i) Remeasurement of defined benefit plans	(5.61)	(5.61)	(11.60)	(16.84)	(34.80)	(21.74)
	ii) Fair value changes in Equity instruments	110.44	156.67	269.94	914.97	395.91	131.26
	b) Items that will be reclassified to Profit or Loss						
	i) Exchange differences in translating the financial statements of a foreign operation	-	(0.02)	(6.68)	0.04	(9.42)	(10.75)
9	Total Comprehensive Income for the period (7+8)	1771.26	1910.13	1745.51	5531.84	3342.52	4894.39
	Profit for the period attributable to:						
	Owners of the parent	1666.43	1759.09	1493.85	4633.67	2990.83	4795.62
	Non-controlling interests	-	-	-	-	-	-
	Total comprehensive income for the period attributable to:						
	Owners of the parent	1771.26	1910.13	1745.51	5531.84	3342.52	4894.39
	Non-controlling interests	-	-	-	-	-	-
10	Paid up Equity share capital	1510.69	1416.15	1388.33	1510.69	1388.33	1395.52
11	Other Equity						24200.10
12	Earnings per equity share (Face value of ₹5) (not Annualised)						
	- Basic	5.80*	6.23	5.26	16.42*	10.41	16.82
	- Diluted	5.39	5.81	5.05	15.29	10.18	16.14

*on enlarged equity as per notes 7 to 10 below.

Notes:

- The above results for the quarter and nine months ended 31 December, 2021 were reviewed by the Audit Committee and approved by the Board of Directors of the group at the meeting held on 27 January, 2022.
- The above results include results of wholly owned subsidiary, Mold-Tek Packaging FZE, UAE.
- The Group has only one reportable segment as per the requirements of Ind AS 108 "Operating Segments".
- The Consolidated financial results are prepared based on Ind AS 110 "Consolidated Financial Statements".
- This statement is as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- The Statutory Auditors of the Parent Company have carried out Limited Review of the aforesaid results.
- During the period, the group has issued 4,28,533 rights equity shares at an exercise price of ₹184, upon conversion of share warrants to equity shares.
- Pursuant to MTPS ESOS-2016 Scheme, during the period, the group has issued 41,910 & 25,230 equity shares at an exercise price of ₹208 & ₹234 respectively.
- During the quarter, the Parent Company has received ₹7.34 crore against 5,43,663 partly paid-up equity shares towards first and final call at ₹135 per rights equity share (including premium of ₹131.25 per equity share). Accordingly, these equity shares are converted into fully paid-up equity shares. Further, the Company has not received the first and final call amount against 11,667 partly paid-up equity shares and the same are forfeited by the Company vide its Board meeting held on 12 January, 2022. As on 31 December, 2021 the Parent Company has received ₹31.15 crore in aggregate under the rights issue and an amount of ₹40.15 crore is receivable towards conversion of share warrants and first and final call money on rights equity shares. There is no deviation in use of proceeds from the objects stated in the Offer document for rights issue.
- During the quarter ended 31 December, 2021, the Parent Company has issued 14,00,000 equity shares of face value of ₹5 each at an issue price of ₹740 per equity share (including premium of ₹735 per equity share), which is at a premium on ₹17.60 per Equity Share (i.e. 2.44% premium on the floor price of ₹722.40 per Equity Share, determined according to the formula prescribed under Regulation 176 of the SEBI ICDR Regulations). aggregating to ₹103.60 crore. The issue was made through eligible Qualified Institutional Placement ("QIP") in terms of chapter VI of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 as amended, Section 42 & 62 and other relevant provisions of the Companies Act, 2013. Goldman sachs funds, Aditya Birla sunlife, White Oak india and ICICI prudential are allottees of QIP.
- Comparative figures have been regrouped/reclassified to conform to the current period's/year's presentation.

for MOLD-TEK PACKAGING LIMITED

J. Lakshmana Rao

Chairman & Managing Director

DIN: 00649702

Hyderabad
27 January, 2022



M.ANANDAM & CO.,

CHARTERED ACCOUNTANTS

Independent Auditor's Review Report on the Quarterly Consolidated Unaudited Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

**Review Report to
The Board of Directors
Mold-Tek Packaging Limited**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of Mold-Tek Packaging Limited ("the Holding Company") and its subsidiary (the Holding Company and its subsidiary together referred to as "the Group") for the quarter ended 31st December, 2021 and year to date from 1st April, 2021 to 31st December, 2021 ("the Statement"), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 March 29, 2019 issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the subsidiary Mold-Tek Packaging FZE, UAE
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the financial results of the subsidiary referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of

the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

6. We did not review the interim financial results of the subsidiary included in the consolidated unaudited financial results, whose interim financial results reflect total revenues of Rs. Nil and Rs. Nil, total net loss after tax of Rs. Nil and Rs. Nil and total comprehensive loss of Rs. Nil and Rs. Nil for the quarter ended 31st December, 2021 and for the period from 1st April, 2021 to 31st December, 2021 as considered in the consolidated unaudited financial results. These interim financial results have been furnished to us by the Board of Directors and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of the subsidiary is based solely on such financial information. According to the information and explanations given to us by the Board of Directors, the financial results of the subsidiary are not material to the Group.

Our conclusion on the Statement is not modified in respect of the above matter.

For M.Anandam & Co.,
Chartered Accountants
(Firm Regn.No.000125S)

Venkata
Suresh Kumar
Beesa

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Venkata Suresh Kumar
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B.V.Suresh Kumar

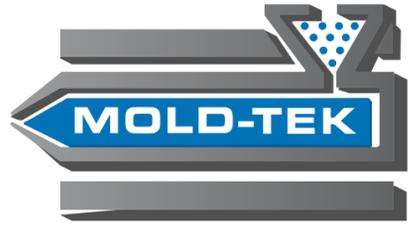
Partner

Membership Number: 212187

UDIN: 22212187AAAAAX6811

Place: Hyderabad

Date: 27th January, 2022



MOLD-TEK
Packaging Limited

PRESS RELEASE

Date: 27.01.2022



Q3 OF FY 2021-22 Financial Results

MOLDTEK PACKAGING LIMITED

9M PAT UP BY 54.14% AND 9M REVENUE UP BY 42.68%

Q3 Revenue up by 20.05% & PAT up by 11.13%

Consolidated Performance Highlights:

	Q3 ON Q3	9M ON 9M
PAT ↑	11.55%	54.93%
BASIC EPS ↑	10.35%	57.75%
EBIDTA ↑	14.24%	41.97%
NET REVENUE ↑	20.05%	42.68%

Standalone Performance Highlights:

	Q3 ON Q3	9M ON 9M
PAT ↑	11.13%	54.14%
BASIC EPS ↑	9.93%	56.95%
EBIDTA ↑	14.03%	41.66%
NET REVENUE ↑	20.05%	42.68%

Hyderabad, January 27, 2022: MoldTek today announced their financial results for the quarter and nine months ended December 31, 2021.

In Q3 the Food and FMCG business registered stronger performance with 26% growth, on a solid base of the previous year. The Lubricants packaging business also saw a robust revenue growth of 22%. However, the Paint Segment business was impacted by seasonality and price hike implemented in November, 2021. Historically always 3rd quarter is low for Paint industry. However, in this quarter, sequential growth of 4% has been registered.

On future prospects of company, Mr. Lakshmana Rao, Chairman & Managing Director, said

“Company launched DIGITAL packaging in the country with the first order received for its unique **DYNAMIC QR CODED IML containers**, the commercial supplies for which are expected to start in February. This paves the way to excellent growth opportunities as dynamic QR coding offers traceability, marketing promos and safeguard against counterfeiting. Brands are looking for ways to connect personally with consumers and the future of digital packaging is here”

“In spite of steep and unprecedented inflationary trend in raw material prices and other consumables, Company could maintain healthy EBIDTA of ₹43.07 per kg as against ₹36.46 per kg in Q3 of last financial year. We continue to work strongly in enhancing the value proposition for our customers across all business segments and focus on high value added products thereby delivering sustained value creation for all our stakeholders”

Moldtek Packaging Ltd Results, Q3-FY'22:

For the quarter ended December 31, 2021, Mold-Tek Packaging Limited Revenue from operations has increased by 20.05% to ₹160.28 crores from ₹133.52 crores. Earnings before interest, depreciation, tax and other income (EBIDTA) increased by 14.03 % to ₹31.62 crores from ₹27.78 crores. PAT increased by 11 % to ₹16.66 crores as compared to ₹15 crores in the previous corresponding period.

Moldtek Packaging Ltd Results, 9M-FY'22:

For the nine months ended December 31, 2021, Mold-Tek Packaging Limited Revenue from operations has increased by 42.68% to ₹453.55 crores from ₹317.88 crores. PBDIT has increased by 41.66 % to ₹88.96 crores from ₹62.71 crores. PAT increased by 54 % to ₹46.34 crores as compared to ₹30.06 crores in the previous corresponding period.



Successful QIP issue at premium price:

During the quarter ended 31st December, 2021, the Company has issued 14,00,000 equity shares to Qualified Institutional Buyers mainly, 1) Goldman Sachs Group, Inc 2) White Oak India Equity Fund 3) ICICI Prudential Small Cap fund and 4) Aditya Birla Sunlife Trustee Pvt Ltd, of face value of ₹5 each at an issue price of ₹740 per equity share (including premium of ₹735 per equity share), which is at a premium on ₹17.60 per Equity Share i.e. 2.44% premium on the floor price of ₹722.40 per Equity Share for an aggregate value of ₹103.60 crores



New developments:

Moldtek has progressed considerably in the last few years with new products, technological and engineering capabilities, keeping in mind the evolving needs of the packaging industry, along with environmental concerns. In spite of Covid we continue to invest in new technologies and products to ensure that we are future-ready and have a better outreach of sustainable packaging solutions to our esteemed clients.

Moldek has recently bagged high value adding orders from prestigious clients like Amul, PVR cinemas, Biostadt, Skyline labs Paints, Belegend, Vital Pharma, etc



Pumps:

Company received orders for pumps from HUL and trials are underway for Reckitt Benkiser, Himalaya and Apollo. Export orders are also being pursued for growth in this segment



Entry into IBM Products:

Company placed orders for supply of machines and moulds which are expected to be received by April/May, 2022 for manufacturing of various Pharma Packing, OTC & FMCG products in IBM. At Unit-1, Hyderabad, construction of RCC building is underway to house IBM products manufacture, to be completed by March, 22



QR-CODED IML:

The company has launched innovative, unique QR coded IML packaging containers for UDP Pvt Ltd and also expecting to receive sizeable orders from prestigious lubricant, food and paint customers.



Construction at Sultanpur, Hyderabad:

Company has commenced construction of 40,000 sft RCC building to manufacture Healthcare, Pharma and FMCG products, expected to be completed before December, 2022.

ABOUT MOLDTEK PACKAGING LIMITED

Moldtek Packaging Limited is 35-year old listed Company & the leader in manufacturing injection moulded rigid plastic packaging containers (BSE Code: 533080) with a market capitalization of more than 2000cr. It has 10 ISO certified plants across India, and 40,000 MT/annum processing capacity and is one of the key suppliers for Paints, Lubricants, Edible oil, Food & FMCG segments with clientele like Asian Paints, Berger, Kansai Neroloc, Castrol, Shell, Gulf oil, Mondelez, Amul, ITC, P&G, HUL among many others. The company is an R&D focused player which paved way for many technological advancements and new product solutions – CCD, Gasket, low-weight, In Mold Labeling, Heat Transfer Labeling, Tamper proof, leak proof designs etc Mold-tek has been the innovator and torch bearer in introducing many world class packaging products in India for Lubes, Paints, Food and FMCG products.



J LAKSHMANA RAO

CHAIRMAN AND MANAGING DIRECTOR
DIN: 00649702

The company has an In-house tool room, design studio, robot manufacturing, label making to enable faster innovations and new product designs. MoldTek is the first company to introduce the most advanced decoration technique - IML in India. Recently, it has launched digital packs allowing customers to track, trace, digitize promotions and to prevent counterfeiting Mold-tek is the first Company in India to introduce “In-Mold Labeling (IML)” concept for decorating plastic containers using ROBOTS. IML enables photographic quality decoration with complete hygienic and hands free production of containers suitable for food and FMCG products. Mold-Tek is the only packaging Company in the world to design and manufacture in house ROBOTS for the IML decoration apart from manufacturing IML Labels in-house.



MOLDTEK PACKAGING LIMITED

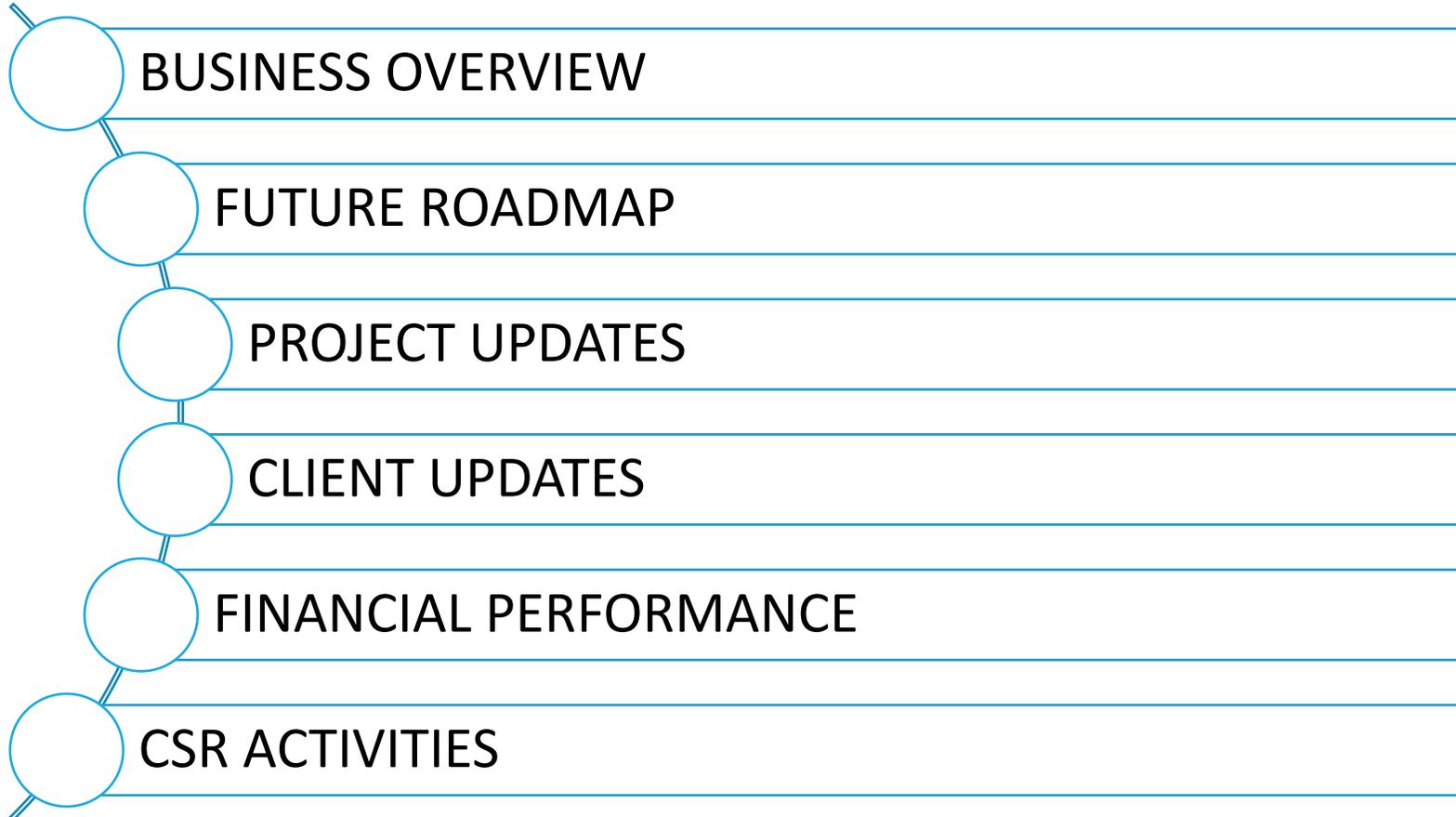
QUARTERLY BUSINESS REPORT
Q3 FY 21-22

(BSE: 533080; NSE:MOLDTKPAC)

January 27, 2022

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Moldtek Packaging Limited Business Report for Quarter 3, FY2021-2022



- BUSINESS OVERVIEW
- FUTURE ROADMAP
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- FINANCIAL PERFORMANCE
- CSR ACTIVITIES

Moldtek Snapshot



35 YEARS OF EXPERIENCE



10 ISO CERTIFIED UNITS



PUBLICLY LISTED WITH
INR ~2,200cr Market cap

Major FIIs & Institutional Investors:

- DSP Blackrock
- Goldman Sachs
- White Oak
- ICIC Prudential
- Aditya Birla Sunlife



Established in 1986, one of the leading players in rigid plastic packaging in India. Publicly listed in 1993



Manufactures injection molded containers for lubes, paints, food & other products



10 Manufacturing Units, 3 stock points PAN India.
Current installed Injection molding capacity of over 41,400 TPA



Pioneers in the field of In-Mold labelling (IML) in India. HD photographic labels, produced by 100% hands-free operation & are 100% recyclable.



MTPL commands strong presence across all major customers like Asian Paints, Castrol, Shell, Mondelez, Hindustan Unilever, etc.



Superior margins in the packaging industry due to the cost advantage emanating from backward integration

PRODUCTS

PAINT PACKAGING



LUBE PACKAGING



Constant Innovation

Get the best in India. Period

Amongst the first to introduce

- Plastic pails in India
- IML Decoration – Photo realistic & Hands-free
- In-house robots & label – Most cost effective

Flexibility

Change your design at ease

- In-house Design studio
- Rapid prototyping & 3D modelling

Quick Cycle Times

Get your products on time

Multi-cavity moulds to boost productivity

- Automated hopper mechanism for RM & MB
- Umbrella™ cooling mechanism in moulds
- Quick maintenance & mould development

FOOD & FMCG PACKAGING



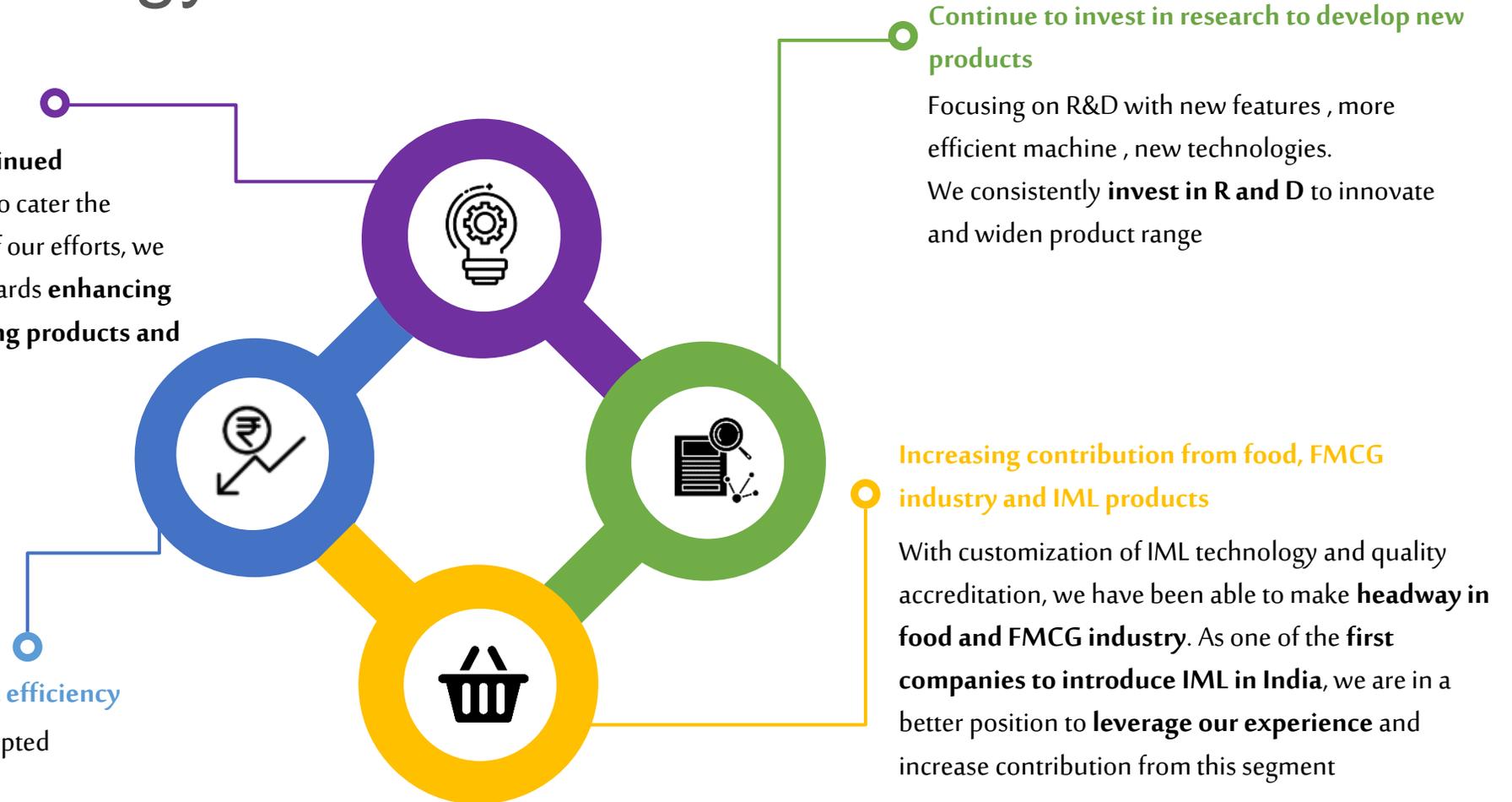
Business Strategy

Continuous Focus on Innovation

We recognize the importance of **continued innovation in packaging products** to cater the needs of various customers. As part of our efforts, we have been continuously working towards **enhancing the utility and feature of our existing products and create new packaging products**

Focus on cost reduction and improving cost efficiency

Through our research and innovation, we adopted various **cost reduction** measures including installation of high speed machines, low cycle times, backward integration- **EBIDTA has increased considerably during the last few years**



Future Roadmap & Plans

The company has significant growth plans in the next 2-3 years with focus on high value adding products through both product & geographical expansion

Injection Blow Molding

IBM with clear room manufacturing

Leverage our grip in Injection Molding (Mold design, IML, productivity) and provide low weight options to customers in Pharma, FMCG & Cosmetics

Expansion

New Products, Plants & Industries

*> Launch 3-4 concept products every year
> New plants in Kanpur, Hyderabad & double capacities in Vizag & Mysore
> Entering new industries like Seeds, Cheese, Fertilisers, Sweets etc.*

Digital Packaging

Variable QR coded IML

Receiving good response across industries. Expecting growth in IML share from existing customers and entry into new industries through this feature

In addition to these, the company is:

- Confident of increasing IML adoption even in traditional industries.
- Gearing up to continue considerable growth in Food & FMCG sales.

Injection Blow Molding — Project update (expected to start May'22)



Regulated Pharma

Significant market size and business opportunity
Requires DFM & USFDA approved manufacturing processes



FMCG & Cosmetics

Huge market with immense growth potential.
Requires Hygiene and best decoration



Domestic Pharma

Rapidly growing market. Requires Hygiene and innovative concepts

PROJECT PROGRESS

Implementation is in full swing and on target with all departments involved

- Infrastructure:
 - Building for phase 1 is constructed and interiors are underway
 - Molds, Machines have been ordered
- Compliance
 - Clean room manufacturing process training underway
 - Standards being implemented
- Marketing
 - Approaching potential customers and response is encouraging

On Track to start the pilot plant by May'22.
Future expansion facility construction started

During the DMF approval stage (FY22-23), plans to start supplies to FMCG & Cosmetics – encouraging discussions with potential customers

Digital IML Already received first commercial Order



Moldtek supplies each container with 2 unique QR codes – one on the surface and another under the peel off. Top QR provides Unique identity while beneath QR gives loyalty benefits



The surface QR code will be used for Trace & Track / pushing information content



After purchase, the Buyer peel off & Scan the QR code on the reverse of the label.



Peeled => Used once
Replace coupons & manage promotions

PROJECT PROGRESS

Customer's response is encouraging.

- ❑ Infrastructure:
 - ❑ Already in place; samples for customer trials underway
- ❑ Technology
 - ❑ Entered into MOU with IT service provider to provide track & trace & promotions platforms.
- ❑ Trials
 - ❑ Active trials at Paint (1), Lubricant (3) & FMCG (4) companies



One time peel off feature will provide Authenticity – Anticounterfeit



Track & Trace through the distribution supply chain



Embed new-age Promotions through QR code scans



Push Information & Training content on the dynamic QR code

SOME OF OUR
CUSTOMERS IN FOOD,
FMCG &
PHARMACEUTICAL,
PAINT & LUBRICANT
INDUSTRIES



Customers Added in Q3

Encouraging customer additions

Moving towards seasonal immunity

This quarter, in addition to multiple new customers across industries, the company was able to re-connect with in-active customers

Digital IML with variable QR code – first order received and will be executed in this february'22

NUMBERS

79

New Food & FMCG customers

14

Customers for our new products

357

New SKUs processed

MAJOR CUSTOMER WINS

☐ PVR

☐ AMUL

☐ BIOSTADT

☐ BE LEGEND

Key Financial Highlights – Quarter

Snapshot

Financial Performance & Highlights

INR 103.60 crores raised through QIP

The QIP committee on 17th Dec 2021 has issued and allotted 14,00,000 equity shares to eligible qualified institutional buyers at a price of INR 740 per equity share (INR 5 rupees) Institutions: Goldman Sachs India Equity, White Oak India Equity Fund, Aditya Birla Sun Life Trustee Private Limited Pic, ICICI Prudential Smallcap Fund

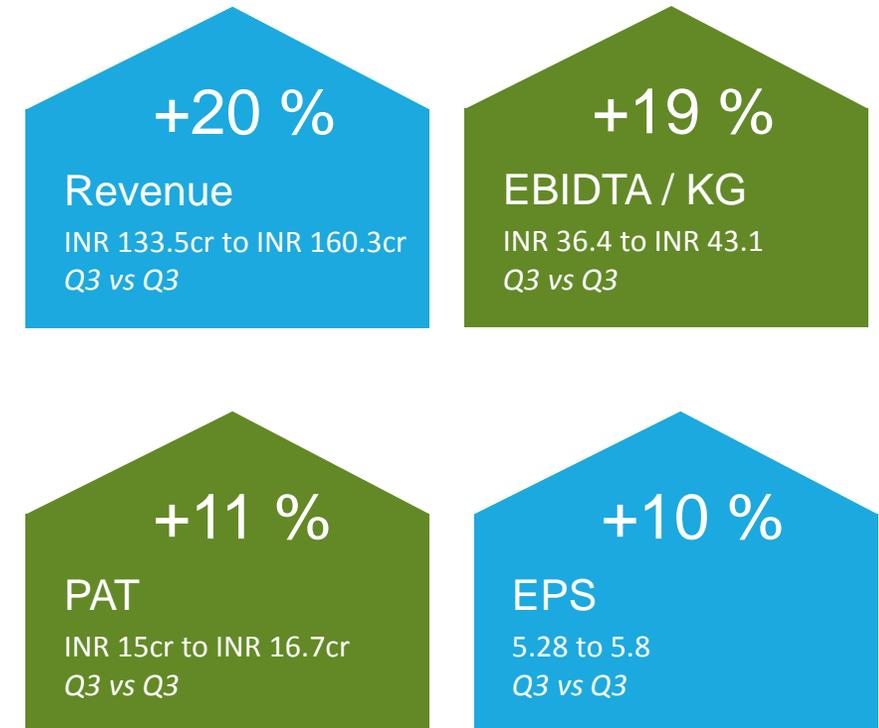
Revenue

The Company recorded a total revenue of INR 160.28 cr in Q3, compared to INR 133.52 cr in last year Q3 – a growth of 20%

Margins

The EBIDTA increased from INR 27.78cr in Q3FY'21 to INR 31.62cr in Q3FY'22, a growth of 14%. (Per KG EBIDTA increased 19% from INR 36.4 to 43.1)

During the same period, PAT increased by 11% from INR 15 cr to 16.66 cr in Q3FY'22

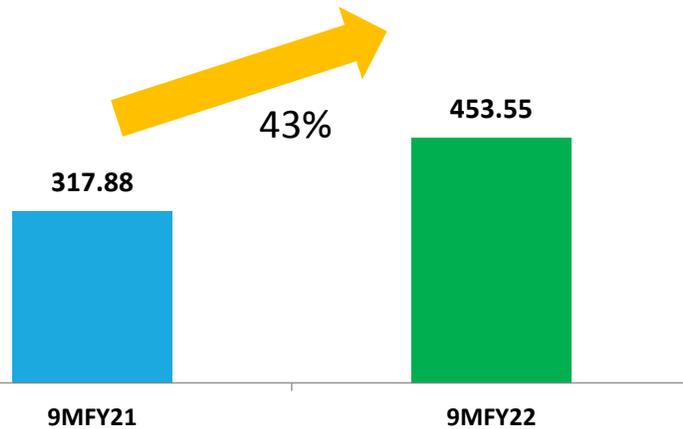


Key Financial Highlights – 9 months

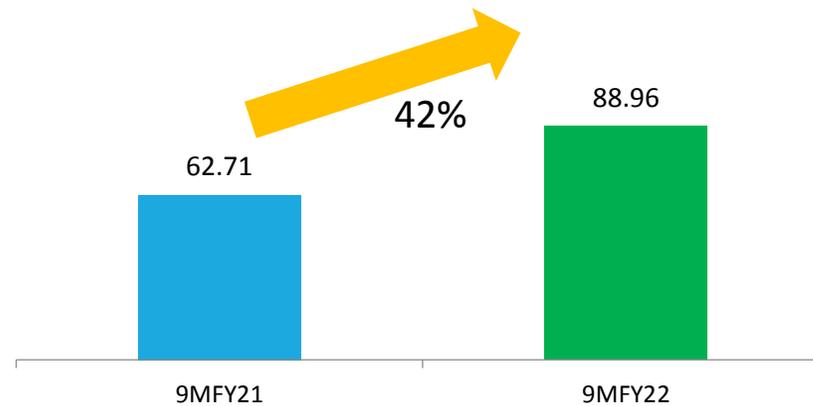
Snapshot

The company was able to completely overcome the Covid related disruptions and show strong growth

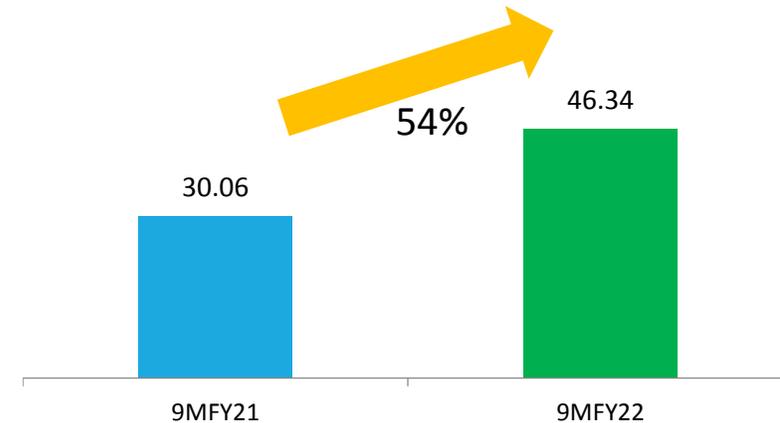
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.)



PAT (Rs. Cr.)



Earnings per share increased from 10.46 (9mFY'21) to 16.42 (9mFY'22)

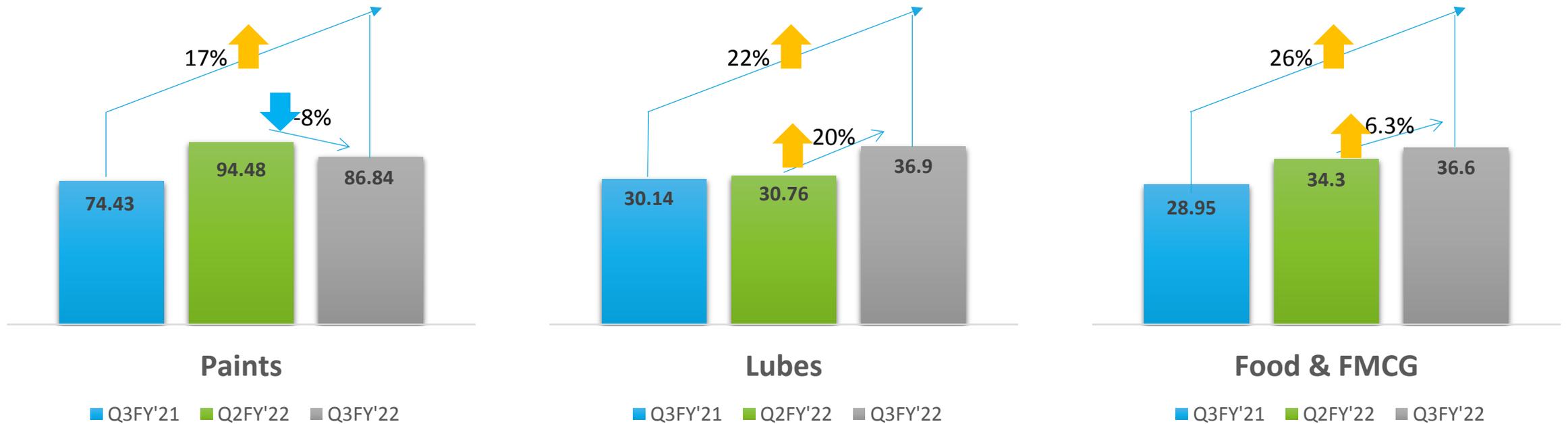
↑ 57%

Profit & Loss Statement Comparative

Particulars in (Rs. Crore)	Q3 FY22	Q2 FY22	Q3 FY21	YoY %	Q3oQ2 %	9M FY22	9M FY21	YoY %
Revenue	160.28	159.53	133.52	20%	0%	453.55	317.88	43%
Other Income	0.15	0.21	0.08	98%	-29%	0.47	0.41	13%
Total Expenditure	128.67	127.49	105.74	22%	1%	364.59	255.16	43%
Material Cost	99.79	92.87	75.60	32%	7%	274.65	182.97	50%
Changes in FG & WIP	-5.21	1.86	0.85	-714%	-381%	-6.87	-2.36	192%
Employee Benefit Expense	9.81	9.35	7.99	23%	5%	28.06	22.53	25%
Other Expense	24.28	23.42	21.30	14%	4%	68.75	52.02	32%
EBITDA	31.62	32.04	27.78	14%	-1%	88.96	62.71	42%
EBITDA Margin(%)	19.72%	20.09%	20.81%	-108bps	-37 bps	19.61%	19.73%	-12 bps
EBITDA per KG	43.10	42.48	36.36	19%	1%	42.65	34.25	25%
Finance Costs	2.75	2.75	2.48	11%	0%	8.19	7.07	16%
Depreciation and Amortisation	6.86	6.53	5.26	30%	5%	19.55	15.65	25%
PBT	22.15	22.97	20.12	10%	-4%	61.68	40.41	53%
Tax Expense	5.49	5.38	5.12	7%	2%	15.34	10.34	48%
PAT	16.66	17.59	15.00	11%	-5%	46.34	30.06	54%
PAT Margin(%)	10%	11%	11%	-81 bps	-63 bps	10%	9%	77 bps
EPS Diluted (Rs.)	5.80	6.23	5.28	10%	-7%	16.42	10.46	57%

Segment Analysis

Revenue breakdown for major segments



Capital Expenditure – 9 months

Invested on Fixed Assets worth Rs.36 crores

Unit-11 (Kanpur), Started production in Oct'21 – INR 4cr capitalised

Construction activity for 40,000 sft started in U10 (sulthanpur)

Tool Room capacity enhanced: facility (3cr) & machines (4.5cr)

Facility for IBM under construction in U1

Equity Updates – 9 months

Issued 4,28,533 right equity shares at an exercise price of ₹184, upon conversion of share warrants to Equity shares

Received ₹31.15 crore in aggregate under the rights issue as on December 31, 2021, an amount of ₹40.15 crore is still receivable towards warrants and call money

ESOS-2016 Scheme, during the period, the group has issued 41,910 & 25,230 equity shares at an exercise price of ₹208 & 234 respectively

Issued 14,00,000 equity shares for INR 740 per share for QIP placement

Corporate Social Responsibility (CSR)

Construction of 2 Floors 3850SFT School Building to Gagilapur Tanda near Unit-1 with an outflow of Rs.60 lakhs.



Contribution made to Orphan Children's of Arunodaya Foundation for Food and other necessities.



Ambulance to Govt. Hospital Nanjangud at Unit-8 with an outflow of Rs.17 Lakhs



Constructed School Building at Ventrapragada, Andhra pradesh.



Covid -19 Contribution Ration to needy people at all the Plant Locations



Constructed Multi utility Community hall for mentally and physically handicapped persons through Sri Dakshinya bhava Samithi





THANK YOU FOR WATCHING