



Mitsu Chem Plast Limited
Investors Presentation
Q2 FY21



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Company Overview

- Established in 1990
- Leading manufacturer of wide range of products in plastic blow molding, Injection Molding & customized molding catering to specific customer needs

1

Leading Manufacturer

The company with more than 500 plus SKU's is today catering to more than 30 plus fortune 500 customers in India.

2

Listed In BSE Mainboard

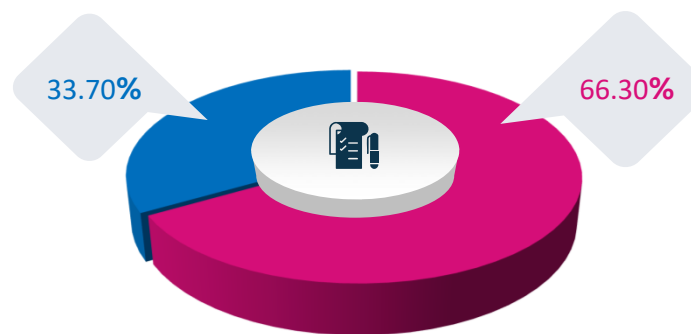
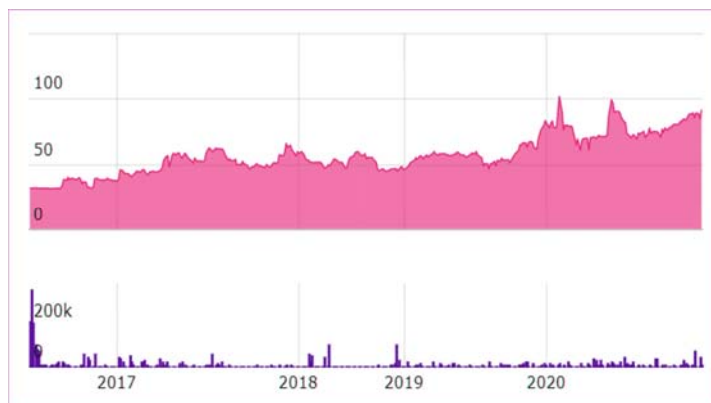
The Company has emerged as the promising player & has migrated from Maiden IPO (year 2016) to Mainboard of BSE (year 2020) Code - 540078



Stock Data

Share Price (INR)	112.00
Market Capitalization (INR Cr)	135.21
No. of Shares Outstanding (Cr)	1.20
Face Value (INR)	10
52 week High-Low (INR)	131/59.77

as on 05-11-2020



Promotor & Promotor Group



Public



Mitsu Chem Journey



1st Manufacturing unit at Tarapur,
Maharashtra

1990

Acquired additional land for
expansion at Tarapur unit

1999

2nd Manufacturing unit at
Tarapur, Maharashtra

2007

2008

Acquired plant & machinery
of NOCIL from Reliance
Ventured in Automotive
component

2010

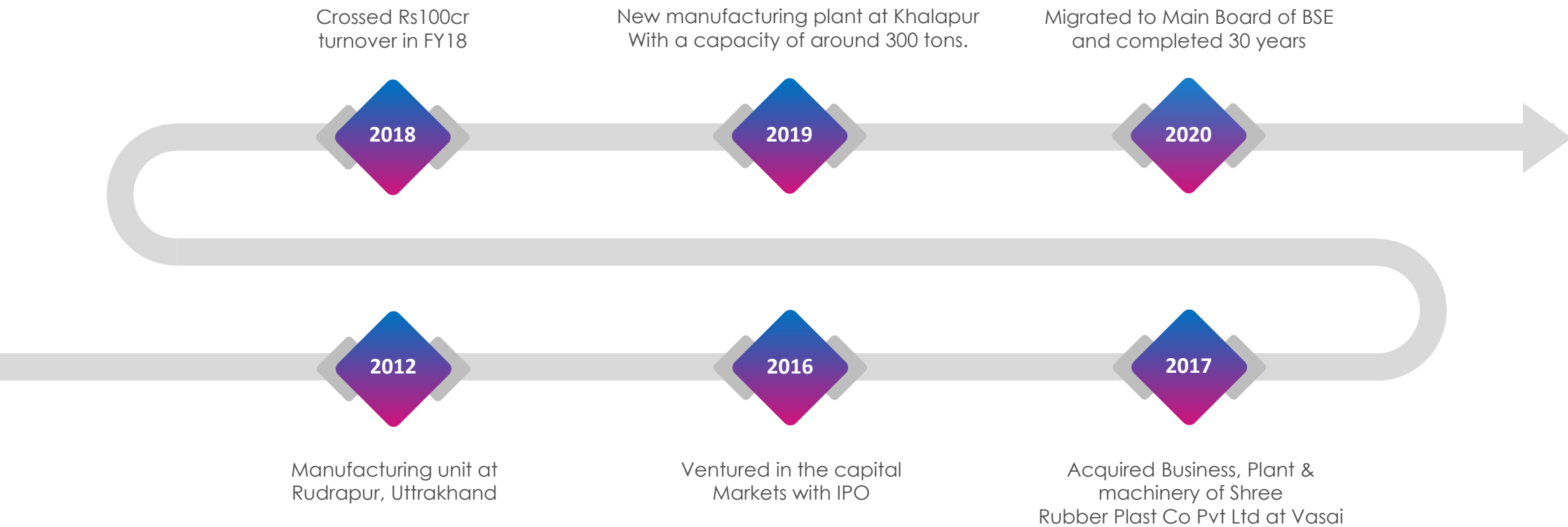
Pioneer's of Hospital Bed parts
an import substitute

2011

Entered the markets with
Infrastructure chairs



Mitsu Chem Journey



MOLDED INDUSTRIAL PACKAGING



BLOW MOLDED AUTOMOBILE PARTS



HOSPITAL FURNITURE PARTS



INFRASTRUCTURE FURNITURE



6



Emerging as a Promising Player in Plastic Moulding Industry

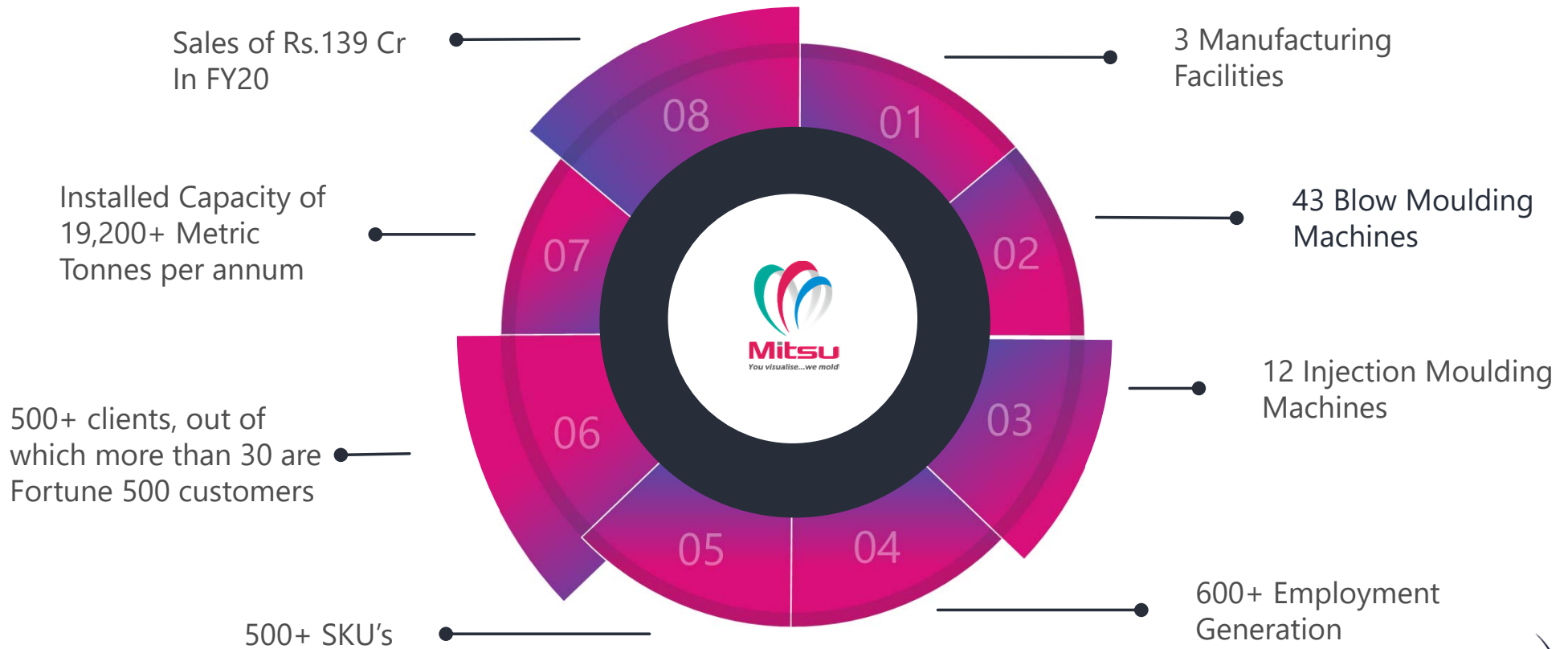
MITSU CHEM PLAST LTD.

posses strong capabilities in Injection Molding, Blow Molding and Custom Molding. Through product innovation and value engineering, the company has set new benchmarks in offering quality products and highest customer satisfaction, which has made the 'Mitsu' Brand, a name to be reckoned with.





Key Highlights





Strategically located Manufacturing units

UNIT
01

20,000 SQ.FT
TARAPUR (MAHARASHTRA)

UNIT
02

36,000 SQ.FT
TARAPUR (MAHARASHTRA)

UNIT
03

73,000 SQ.FT
KHALAPUR (MAHARASHTRA)



Molding Capabilities



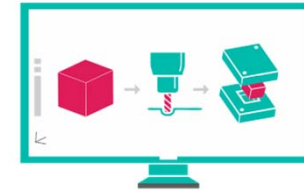
BLOW MOLDING

- HDPE, PP, Filled PP
- Pharma, Chemical, Food, Flavor & Fragrances, Automotive, Agrochemicals



INJECTION MOLDING

- HDPE, PP, Filled PP
- Pharma, Chemical, Food, Agrochemicals



CUSTOM MOLDING

- PE, PP, Filled PP
- Pharma, Automotive, Hospital Bed Parts, Auto Filters



Well Equipped & Certified Plant

All plants are well equipped with all types testing equipment's

- Drop Tester
- Hydraulic Pump
- Pneumatic Pump
- Digital Weighing Balance
- Melt Flow Screw Gauge
- Digital Vernier Caliper
- Megasonic Thickness Gauge

CERTIFICATIONS

- 21 CFR AS PER US FDA
- CE CERTIFICATE
- 5-S IMPLEMENTION
- QC METHODOLOGY
- ONLINE TESTING/PDI/CAPA
- MEMBER OF TOGETHER FOR SUSTAINABILITY

Manufacturing with 100% Virgin Quality Raw Material.





Green Initiatives for Sustainable Growth

- Manufacture of Reusable and Recyclable Products
- Rain Water Harvesting Systems
- Using LED's and Motion sensor based tube lights.
- Transparent Polycarbonate Roof Tops
- 100% Virgin Material
- Certified by TFS (Together for sustainability)
- Plantation drives
- Using Post consumed resins (PCR) in our multilayer machines



One of the Biggest Range of best in Quality Packaging Products

Big Range of Small Containers & Industrial Containers
100 ML to 250 LTRS



INJECTION & BLOW MOLDED CUSTOM AUTOMOTIVE PARTS

Custom Molded Automotive Components & Fuel Tank Assemblies



Pioneer's in Hospital bed & Ancillary Furniture

Import substitute product with universally approved designs



INFRASTRUCTURAL FURNITURE

Customized Infrastructure Furniture a solution provider

Impressive aesthetics, robust design and durability
has helped growth in this niche Business sections

PLASTIC CORNER
SUPPORT CAP



BUS SEAT (AC-10)



PLASTIC CHAIR
PARTS (C INFC)



PLASTIC BABY
CAR SEAT SHELL (C BSS)



PLASTIC STADIUM
SEAT (C STOL)



FRONT CAP

More than 30 clients of
Fortune 500 serviced by us







Eminent Board of Directors



Mr. Jagdish Dedhia
Chairman

Mr. Jagdish, aged 59 years, is the Chairman & Whole-time Director of MITSU CHEM. He has completed B. Sc. from Mumbai University in the year 1982. Prior to joining MITSU CHEM, he had obtained an experience of 9 years as a Shift In-charge, Production Chemist, Shift Chemist and Chemist with different entities. He has played a pivotal role in MITSU CHEM by identifying, negotiating and implementing new business opportunities. As the Chairman and Whole time Director, he looks after the product activities and also plays an important role in team building, infrastructure setup and client acquisition.



Mr. Sanjay Dedhia
Jt.MD

Mr. Sanjay is aged 50 years, he is the Jt. Managing Director of MITSU CHEM. He has completed Diploma in Chemical Engineer from the Board of Technical Examination, from Maharashtra State Board of Technical Education in the year 1992. He has an overall experience of approximately 23 years in the Sales & Marketing domain and has developed excellent analytical skills and market strategies to capture industrial packaging business. As the Jt. Managing Director he is responsible for the marketing and new product development verticals at MITSU CHEM.



Mr. Manish Dedhia
Jt.MD & CFO

Mr. Manish, aged 44 years, is also the Jt. Managing Director and CFO of MITSU CHEM. He has obtained a Bachelors degree in Commerce from Commercial University, Delhi in the year 1996. Mr. Manish has an overall experience of approximately 19 years and has independently handled accounts & finance along with purchase and admin departments of MITSU CHEM. He is also an office bearer and managing committee member of AIPMA since 2001. As the Jt. Managing Director and CFO, he is responsible for the financial and procurement functions of MITSU CHEM.



Eminent Board of Directors



Mr. Dilip Gosar
Non-Executive Independent Director

Mr. Gosar aged 53 years, is the Non-Executive Independent Director of MITSU CHEM. He is a Fellow Member of Institute of Chartered Accountants of India and started his own CA firm in the year 1989 by the name of M/s. Gosar & Gosar. He has amassed more than 25 years of experience in the areas of accounting, auditing, advisory, taxation, business consultancy and a host of other value added financial and legal consultancy. As the Independent Director of MITSU, he is responsible for providing his expertise & inputs and for ensuring the Board adheres to the required corporate governance requirements



Mr. Ashish Doshi
Non-Executive Independent Director

Mr. Doshi aged 42 years, is the Non-Executive Independent Director of MITSU. He has completed the "Award in Financial Planning – India" from The Chartered Insurance Institute, UK and is also authorized as a Certified Financial Planner by the Financial Planning Standards Board India ("FPSB"). He has wide experience in Insurance, Tax Consultancy, Financial Advisory Services, Claim Settlement Advisory, etc. He is the Proprietor of Hasmukh Doshi & Sons and it is a service provider with all encompassing services like Insurance, Tax Consultancy, Financial Advisory Services, Claims Settlement Advisory Services, etc., providing services to individuals, corporate clients and societies, among others

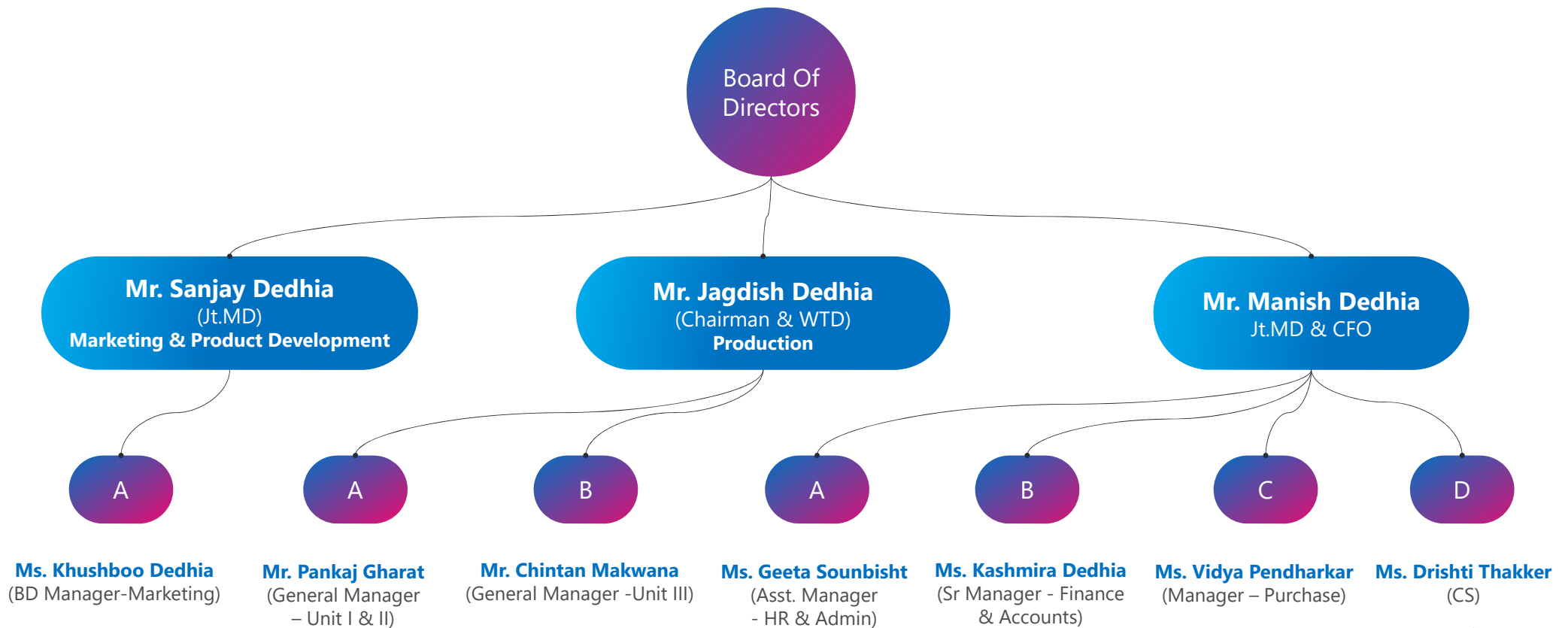


Ms. Neha Huddar
Non-Executive Independent Director

Ms. Huddar, aged 59 years is a qualified Chartered Accountant from the Institute of Chartered Accountants of India. She has an experience of more than 35 years in the fields of Accounts, Taxation, Audit and Internal controls. She has worked for renowned organizations such as Reliance Industries Limited, Reliance foundation and Thirumalai Chemicals Limited.

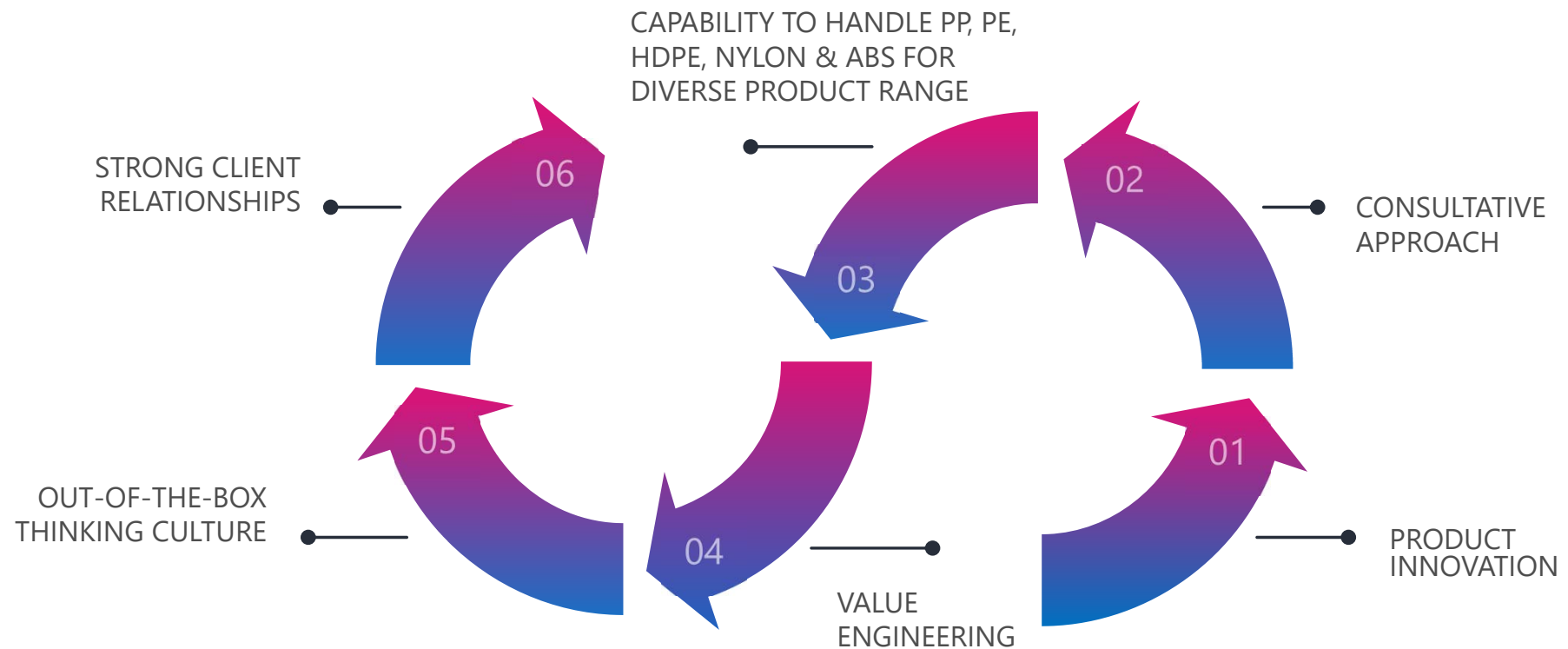


Management Supported By Well Experienced Professional Team





Skills that Differentiate us from Competition





Plastic Industry offers Opportunities Galore



Domestic Plastic Industry

The total plastic consumption in India is around 15 million tonnes and is expected to go up to 25 million tonnes in the next seven years. India's plastics exports posted a growth of 31.6% at USD 4.59 billion during the period Apr 18-Sep 18 (H1 2018-19) as against USD 3.48 billion in same period during H1 2017-18. Industry expected to Grow at CAGR of 10-12%. The per capita consumption is expected to double, with an investment of \$80bn over the next five years.

Shift from Unorganized to Organized

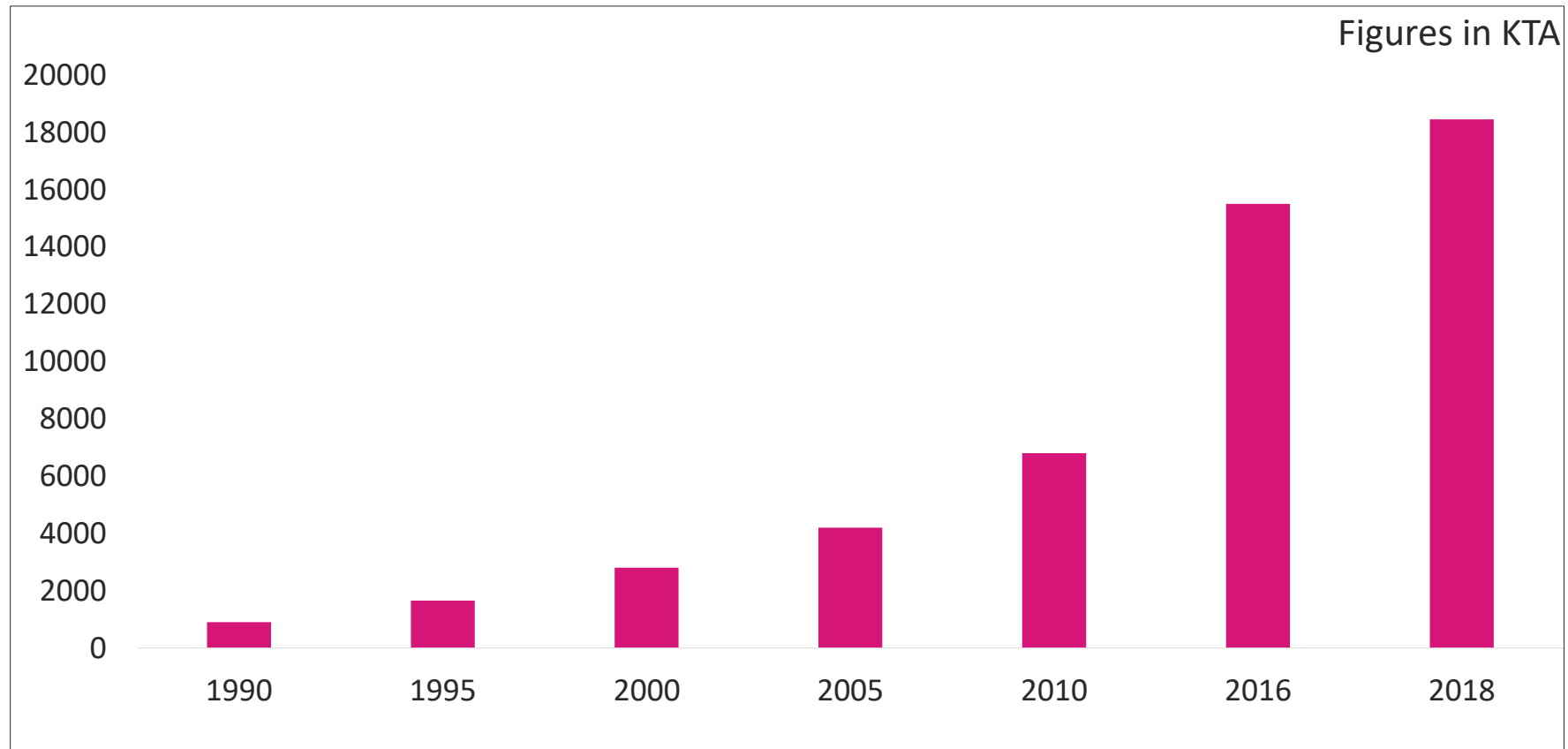
With the implementation of GST and rationalization of tax rates we anticipate the shift from unorganized to organized to be faster, currently 40-45% of plastic industry is still dominated by small and unorganised players in India.

Availability of Raw material & Investments in lateral Industries driving growth

Availability of polymers has become very easy in the domestic market, also investments in lateral industries such as food processing, cold storage & material handling, infrastructure & housing, agriculture, water management and retailing are acting as drivers for the growth of the Plastic Industry.



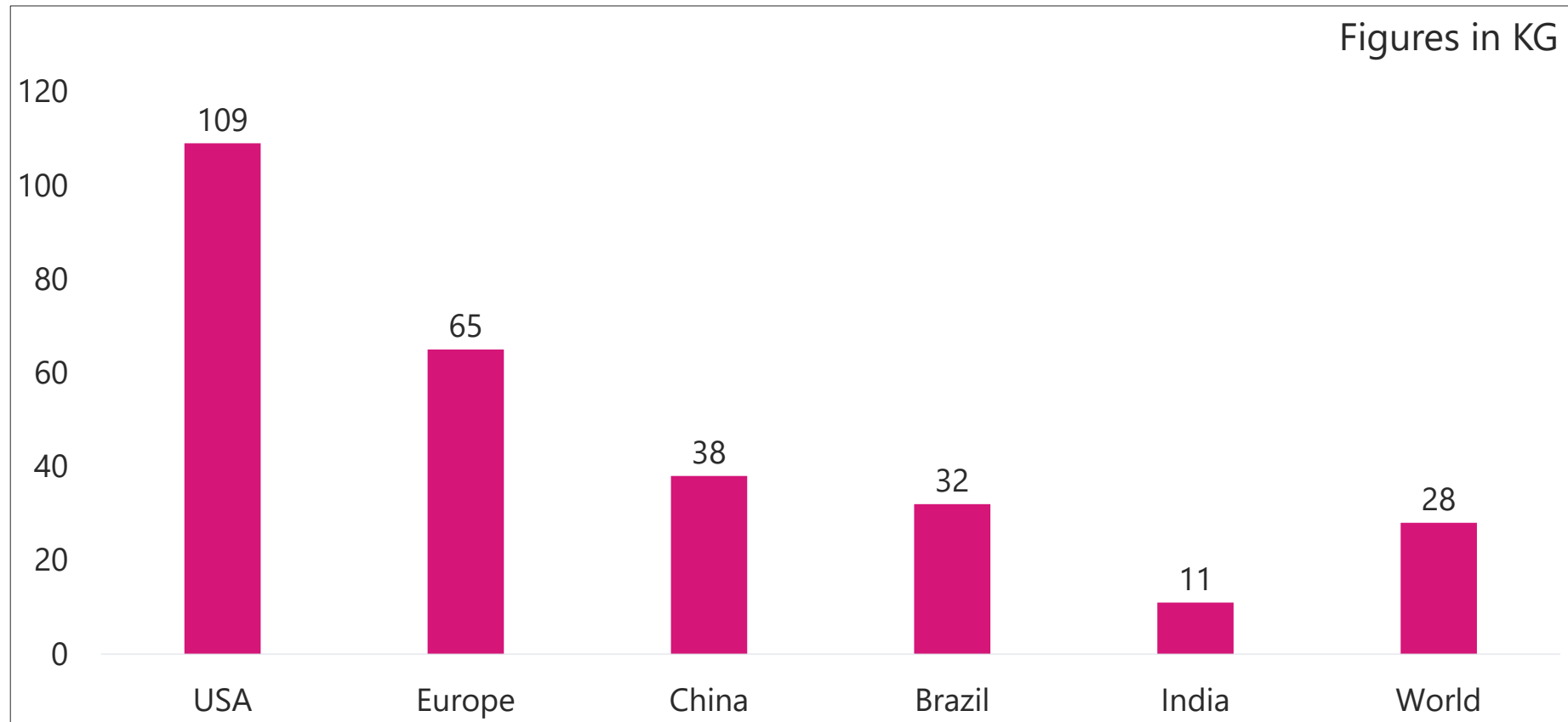
Consumption of Plastics has been Increasing Consistently



SOURCE: PLASTINDIA FOUNDATION /INDUSTRY ESTIMATE



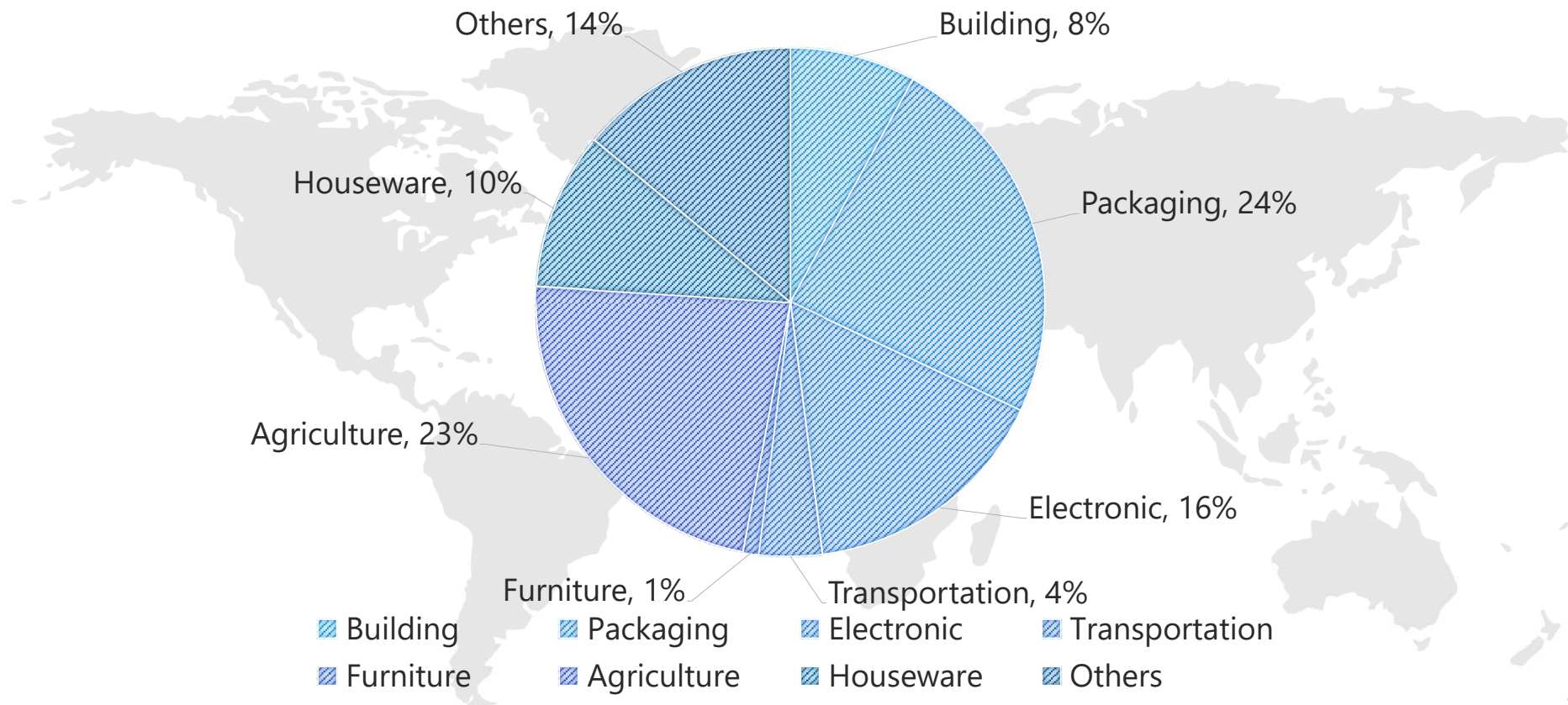
Enough scope for per capita usage of Plastics to grow in India



SOURCE: PLASTINDIA FOUNDATION /INDUSTRY ESTIMATE



End Usage of Plastics in India Quite Similar to Global Trends



SOURCE: PLASTINDIA FOUNDATION /INDUSTRY ESTIMATE



Our Future Growth Strategy



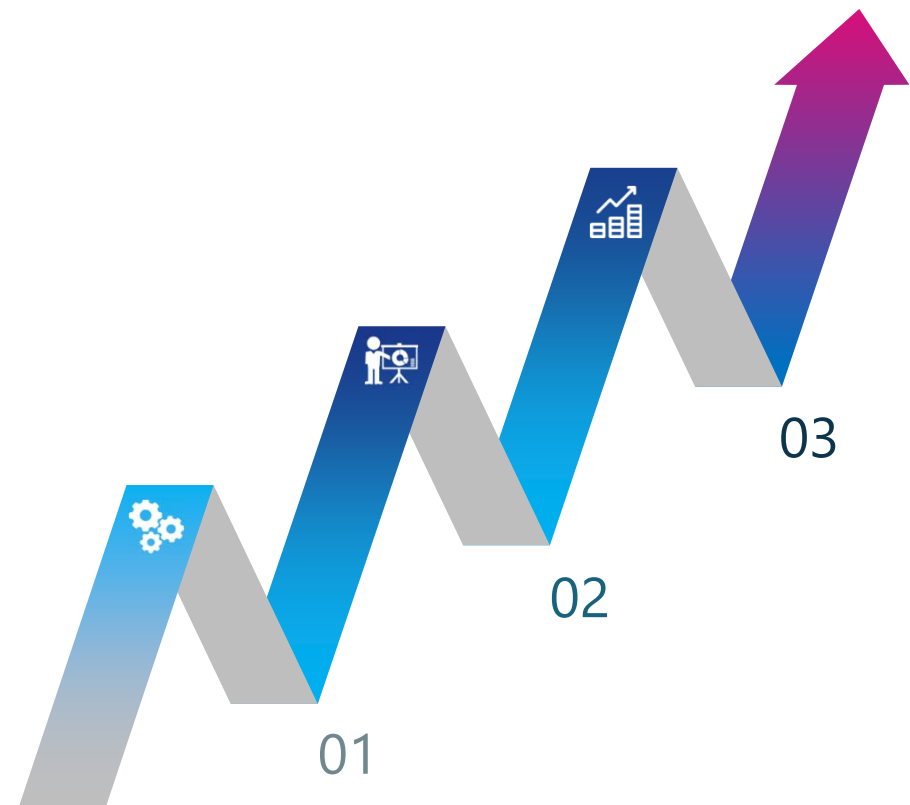
Step 1
New Products



Step 2
Higher Capacity Utilization



Step 3
Margin Improvement Higher ROCE
New Customers Expanded foot print





Focus Areas For Future Growth



Hospital Furniture

As per industry reports the health care sector will need investments of \$245 bn over the next two decade. Indicating addition of to 3.5million beds over this period.

Apart from this there is also high demand from conventional markets for replacement.



Auto Components

The auto component Industry has been growing at 10-12%, India has also become a major export hub growing at 8-10% in FY19 we exported \$15bn worth of components.

Cost effective manufacturing has kept the costs lower by 20-25% as compared to developed countries in US & Europe.



Customised Moulding

Customized plastic moulding allows for great design flexibility and any type of plastic part can be produced using this manufacturing process, and the molds allow the finished product to be extremely precise.

Plastic parts are typically upto 50% lighter in weight than metal parts and converting from metal to plastic can significantly reduce total manufacturing costs.



Precautions Taken At Factory For Sanitization





COVID - 19 Supplies Range



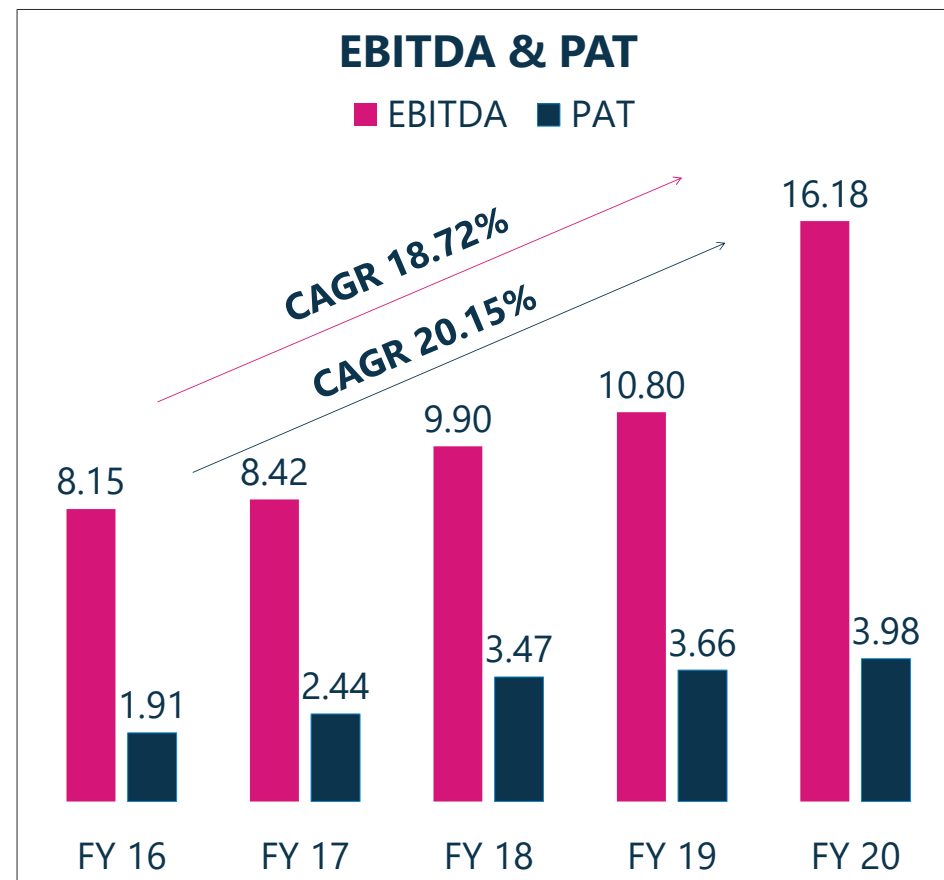
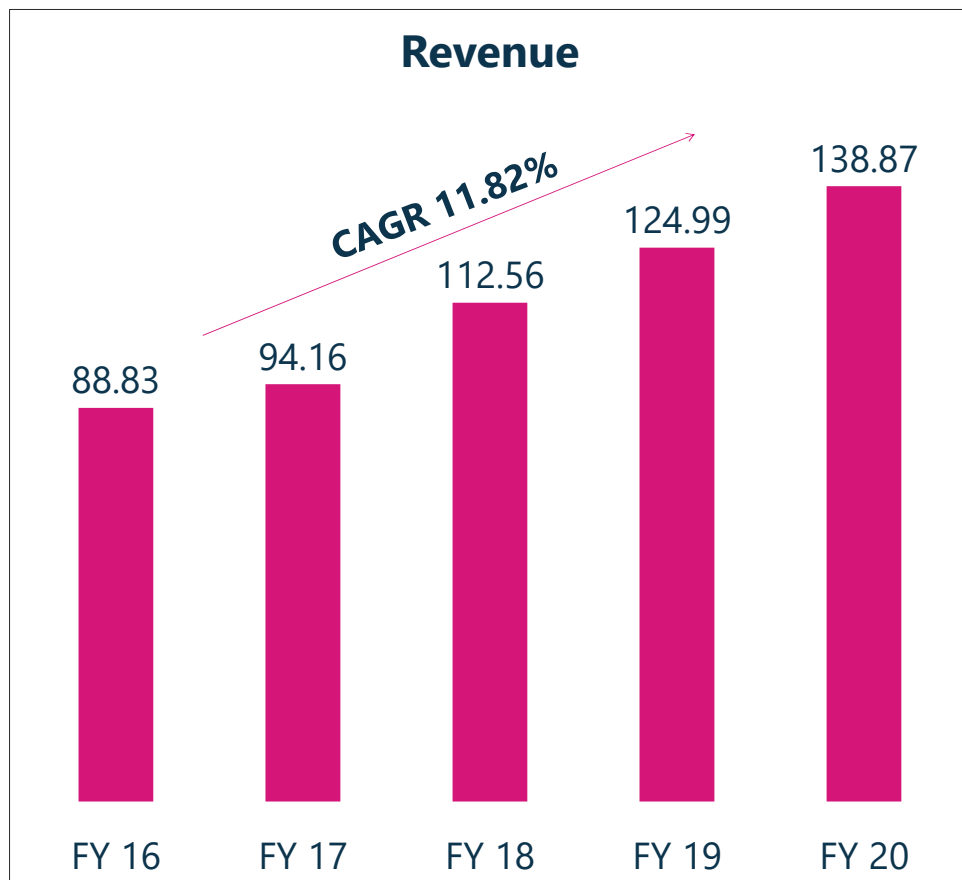
STRONG DEMAND FOR THE LIQUID CONTAINERS



DONTouch CORONA SWORD



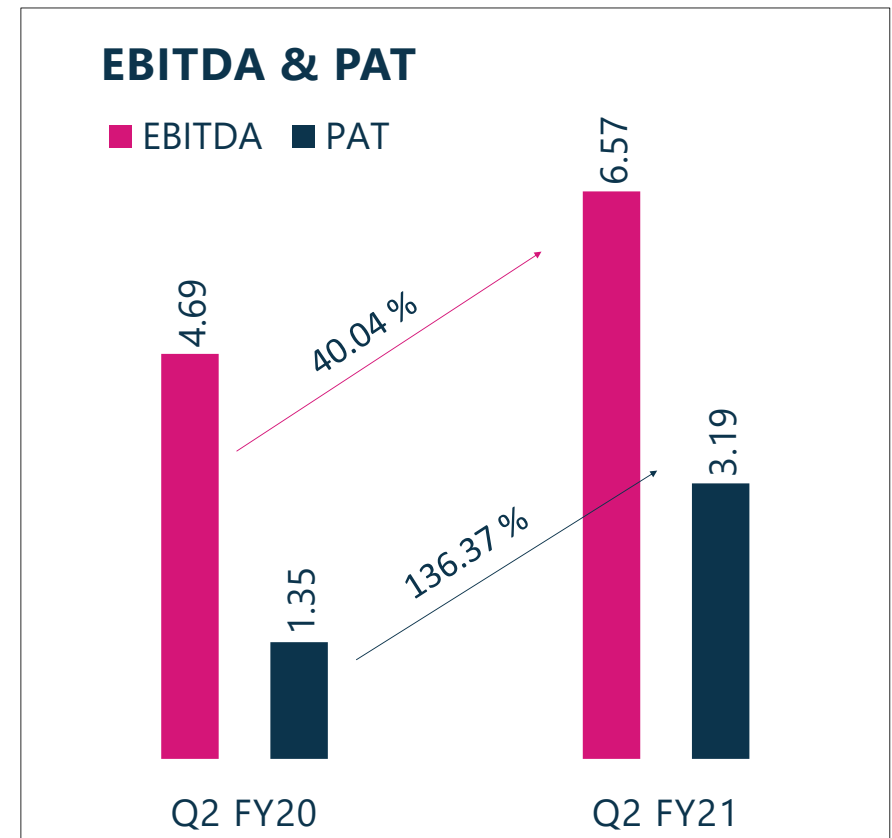
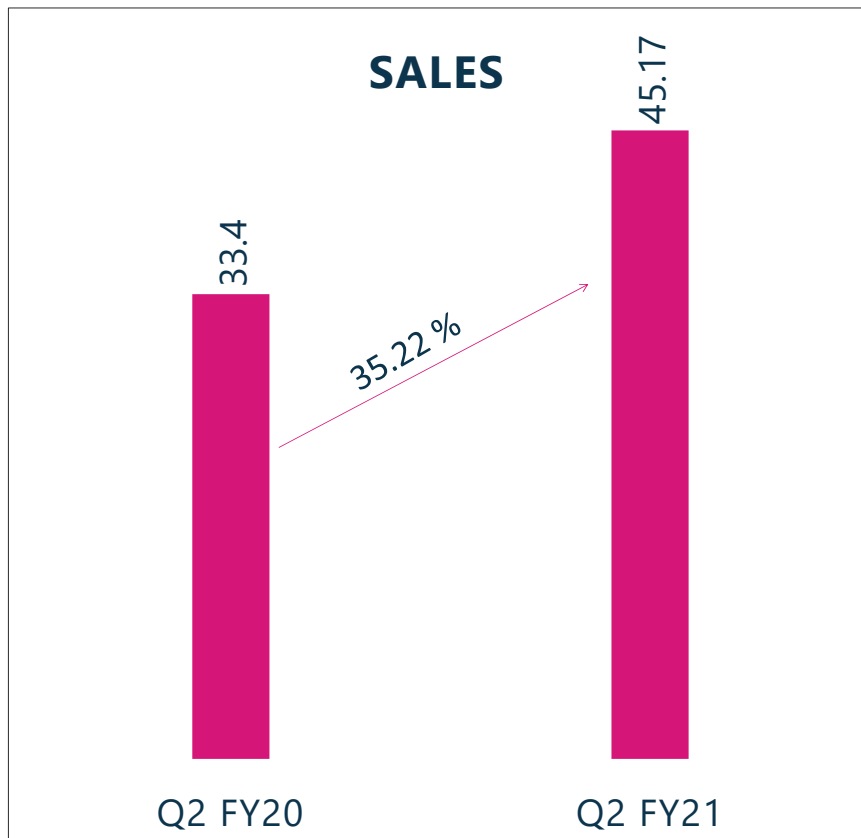
Last 5 Years Financial Performance Highlights



In Rs Cr.



Quarterly Performance Highlights YoY



In Rs Cr.



Profit & Loss Statement

Rs In Cr.	Mar - 16	Mar - 17	Mar - 18	Mar - 19	Mar - 20
Sales	88.83	94.16	112.27	124.76	138.55
Expenses	80.68	85.74	104.00	114.21	122.69
EBIDTA	8.15	8.42	8.27	10.54	15.86
EBIDTA(%)	9.17%	8.94%	7.37%	8.45%	11.45%
Other Income	0.37	0.64	0.42	0.26	0.32
Interest	4.07	3.84	3.74	4.03	6.35
Depreciation	1.84	1.97	1.90	2.45	4.01
Profit before tax	2.60	3.25	3.05	4.32	5.82
Net Profit	1.91	2.44	2.54	3.59	3.98
EPS in Rs(diluted)	4.89	6.87	6.67	3.00	3.29*

* Company has allotted Bonus Shares In the ratio 2:1 on 30th January, 2020



Balance Sheet



Rs In Cr.	Mar - 16	Mar - 17	Mar - 18	Mar - 19	Mar - 20
Share Capital	2.96	3.53	3.88	4.02	12.07
Reserves	8.85	9.15	18.44	22.53	18.10
Borrowings	35.31	34.45	32.26	49.63	57.26
Other Liabilities	10.54	8.99	14.66	22.50	20.13
Total Liabilities	56.11	56.12	69.24	98.68	107.57
Fixed Assets	21.83	23.76	25.53	56.55	59.17
CWIP	0.00	0.00	3.75	0.21	0.01
Investments	0.07	0.08	0.12	0.36	0.88
Other Assets	34.21	32.28	39.84	41.56	47.51
Total Assets	56.11	56.12	69.24	98.68	107.57



Quarterly Performance

Rs In Cr.	September - 20	June - 20	March - 20	September - 19
Sales	44.73	32.56	36.59	33.26
Other Income	0.44	0.28	0.14	0.14
Expenses	41.10	30.28	35.05	31.18
EBITDA	6.57	5.21	4.41	4.69
EBITDA (%)	14.54	15.86	12.01	14.04
Interest	1.41	1.58	1.66	1.52
Depreciation	1.09	1.07	1.08	0.95
Profit before tax	4.06	2.56	1.67	2.22
Net Profit	3.19	1.81	1.13	1.35
EPS in Rs	2.64	1.50	0.94	1.12



Awards & Accolades



Top 100
SME **2014**



Best Supplier Award **2015**
Tata Ficosa Automotive System Ltd



Top 100
SME **2016**



Best Innovator
ET Polymers **2017**



Best Innovator
ET Polymers **2018**



Top 100
SME **2019**



Excellence
In Healthcare **2020**



Excellence in
Compliance SME **2020**

Thank You

FOR FURTHER DETAILS PLEASE CONTACT



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