

Earnings  
Presentation

Q3 FY2024

# Leading Manufacturer of Compounds

[www.ddevgroup.in](http://www.ddevgroup.in)



Ddev Plastiks Industries Limited



Filler Compounds

Color Masterbatch

66KV XLPE Cable

XLPE Cable

Engineering Plastics

PVC Compounds

# Business Overview – A Leading Manufacturer of Polymer Compounds



## Q3 FY2024

Q3

**INR 5,535 Mn**  
Total Revenue

↑ 49.3%  
YoY

Q3

**INR 630 Mn**  
EBITDA

Margin | 11.3%

↑ 75.9%  
YoY

Q3

**INR 401 Mn**  
PAT

Margin | 7.2%

## 9M FY2024

9M

**INR 18,340 Mn**  
Total Revenue

↑ 72.4%  
YoY

9M

**INR 1,901 Mn**  
EBITDA

Margin | 10.3%

↑ 115.3%  
YoY

9M

**INR 1,201 Mn**  
PAT

Margin | 6.5%

- A leading manufacturer of polymer compounds in India with a capacity of 2,42,000 MTPA
- 5 manufacturing units with state-of-the art machinery, infrastructure, equipment, and R&D facilities
- Diverse product portfolio consisting of PE compounds, PVC compounds, Filled compounds, Master Batches, Footwear compounds, Pipe compounds, Peroxide compounds, Engineering Plastic Compounds for White Goods, Automotive and Electrical Appliances.
- Product portfolio now expanded to High Voltage PE based Cable Compounds and HFFR Compounds

**50+ Countries**  
Geographical Presence

**400+**  
Employees

**Rs. 25,037 Mn**  
FY23 Revenue

**200+**  
Products

**CRISIL A /Stable & CRISIL A1**  
Long-term & Short-term Credit Rating



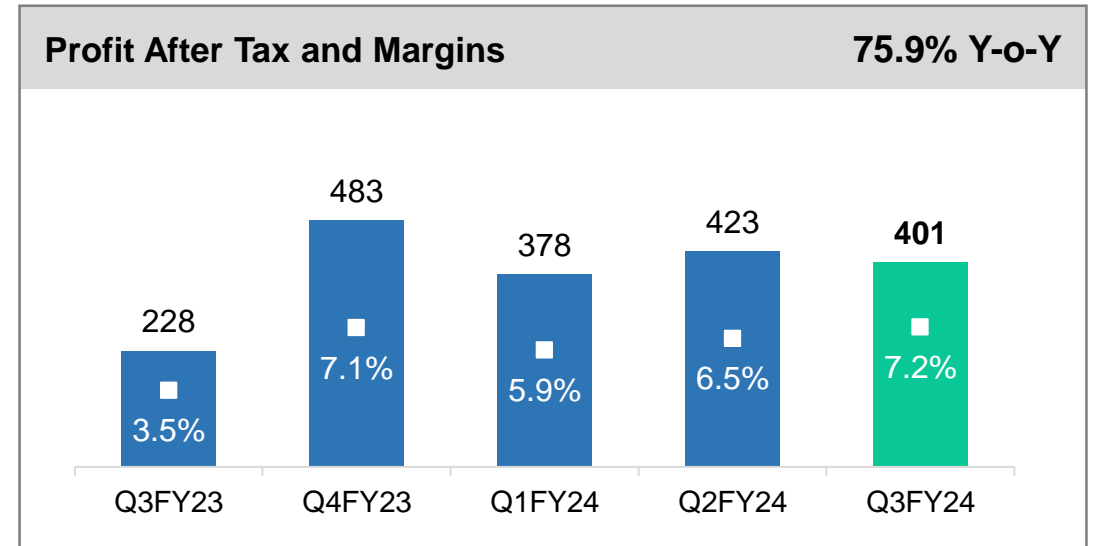
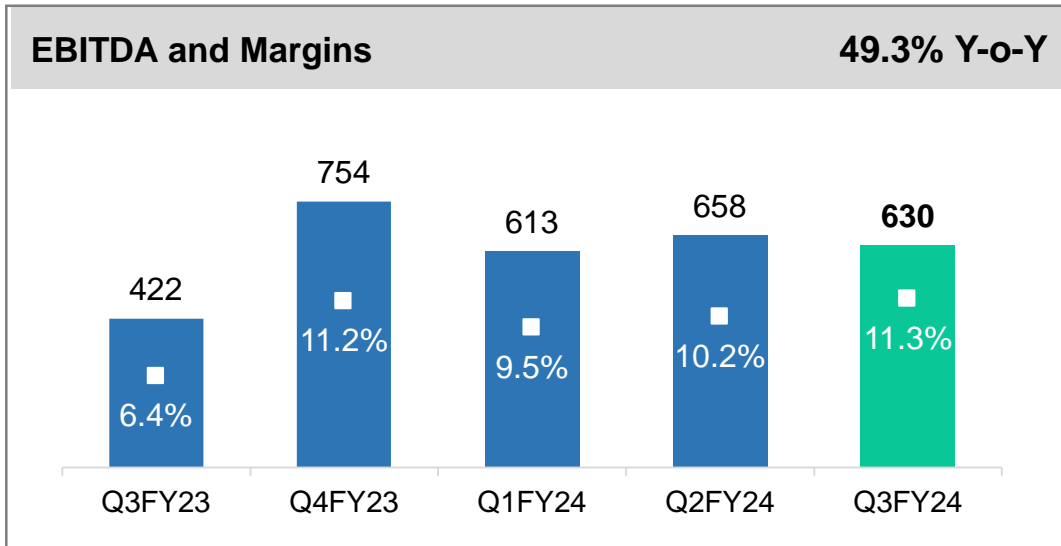
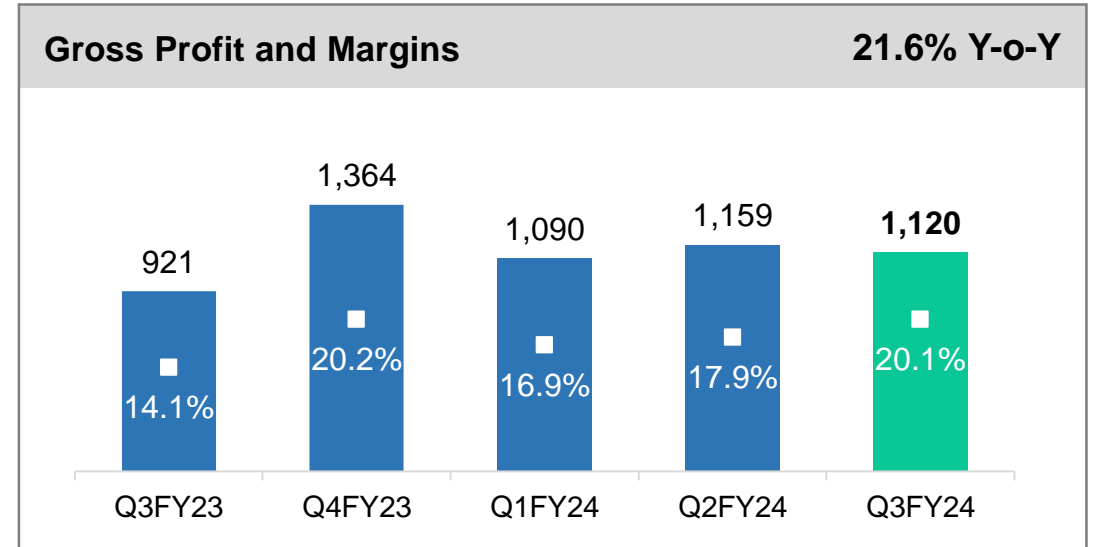
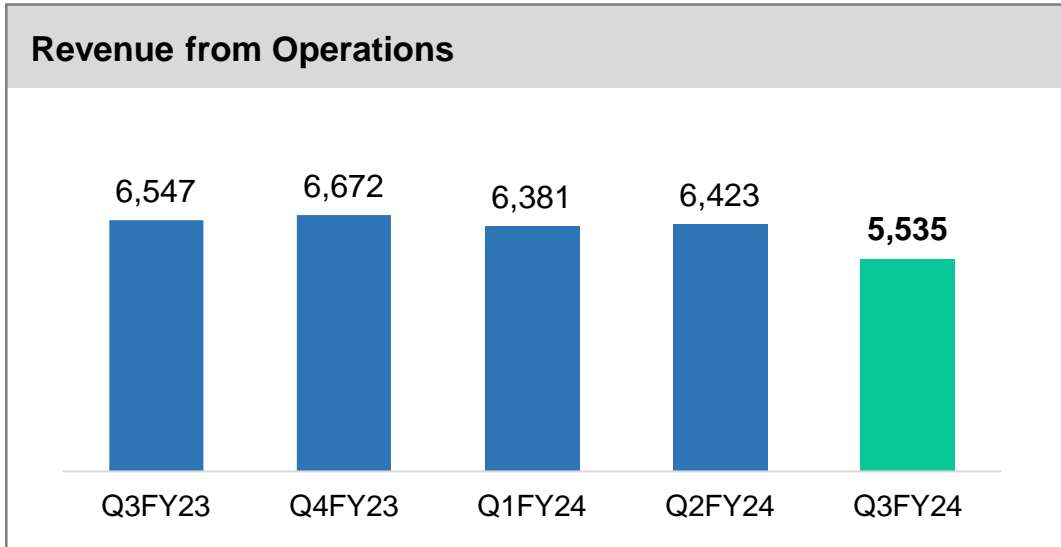
**Commenting on the Performance, Narrindra Suranna, Chairman and Managing Director said:**

*“Amidst a challenging quarter characterized by notable market corrections and subdued festive season demand, we stand resilient and delivered strong performance. This accomplishment underscores our ability to adapt and thrive despite fluctuating market conditions by optimizing efficiencies and managing costs effectively.*

*In Q3 FY24, our domestic operations accounted for 77% of our company's revenue, with exports contributing 23%. Our steadfast commitment to enhancing global exports remains a cornerstone of our strategy to strengthen and enhance our revenue growth. We continue to prioritize customer engagement and adapt dynamically to meet their evolving needs.*

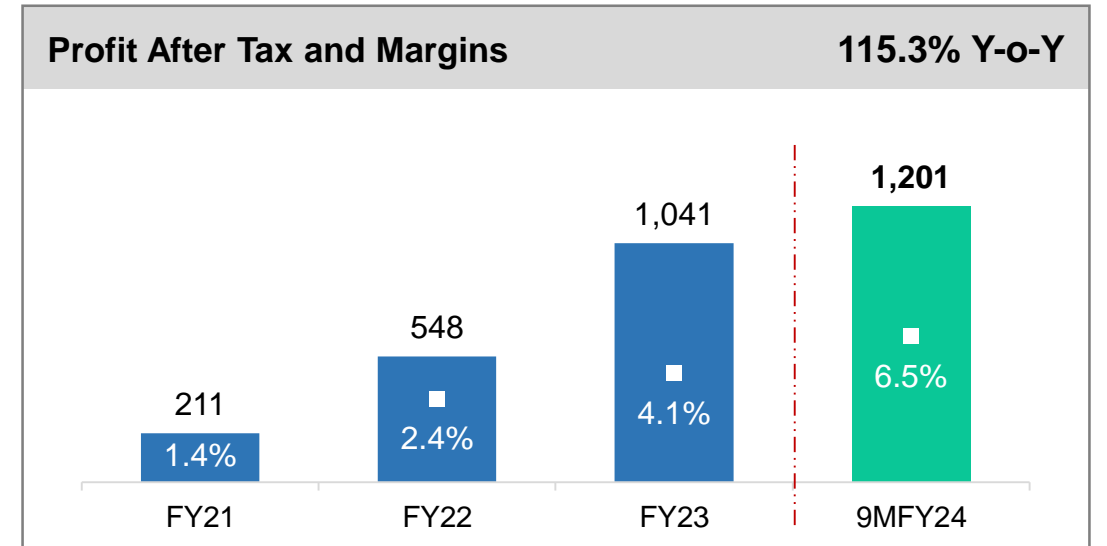
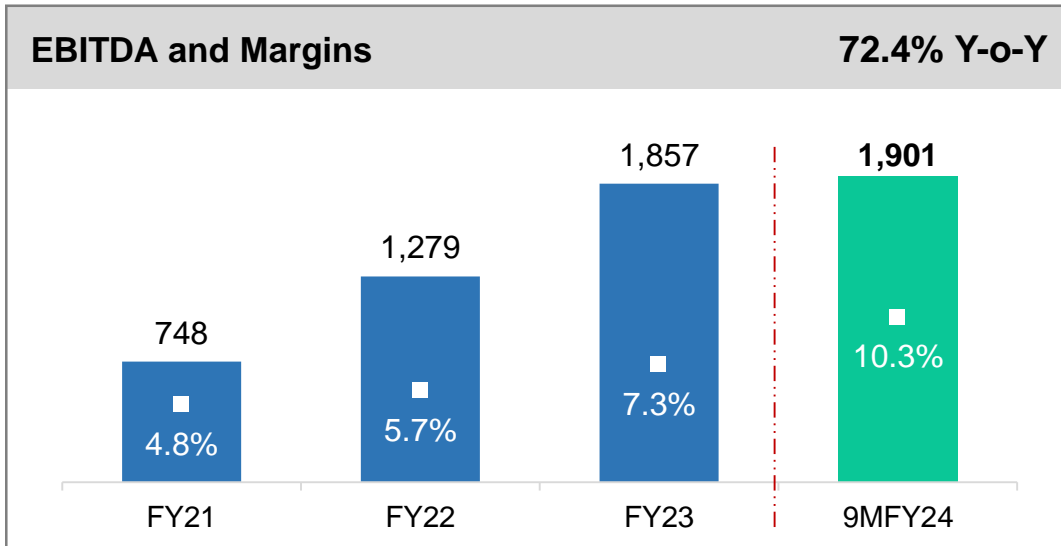
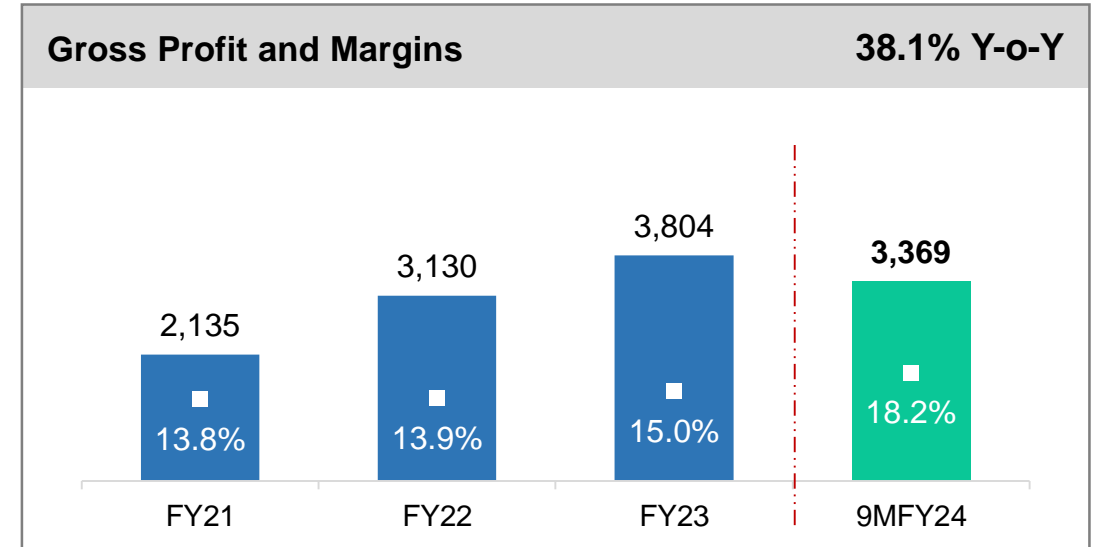
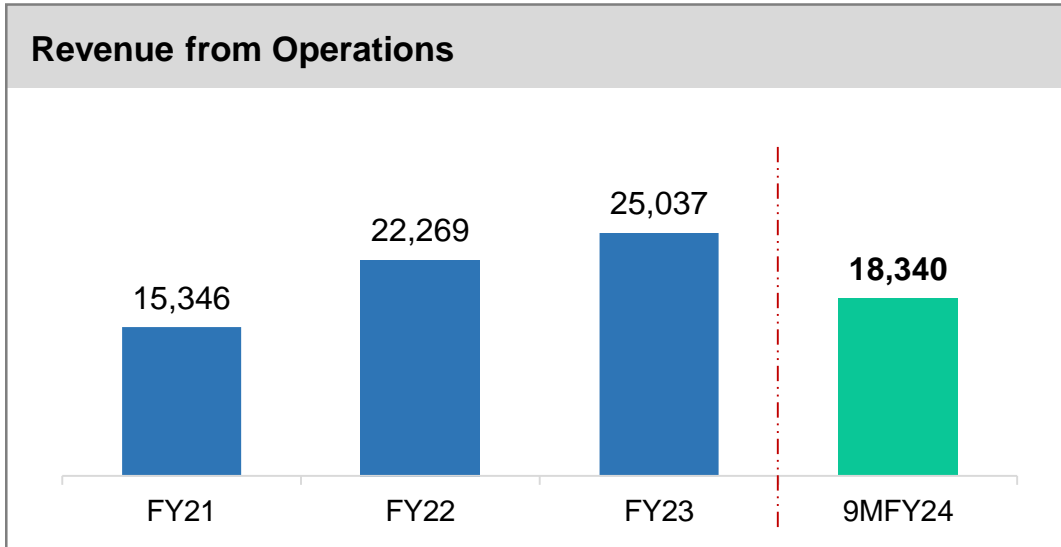
*As we move forward, our strategic focus remains unwavering. We are dedicated to leveraging our operational strengths, fostering innovation, and fortifying our market presence to navigate challenges effectively. Our commitment to delivering value to stakeholders remains resolute, underpinned by a relentless pursuit of excellence and unwavering integrity. We are confident in our ability to overcome challenges and unlock new avenues for growth and prosperity.”*

# Q3 FY2024 Performance Highlights

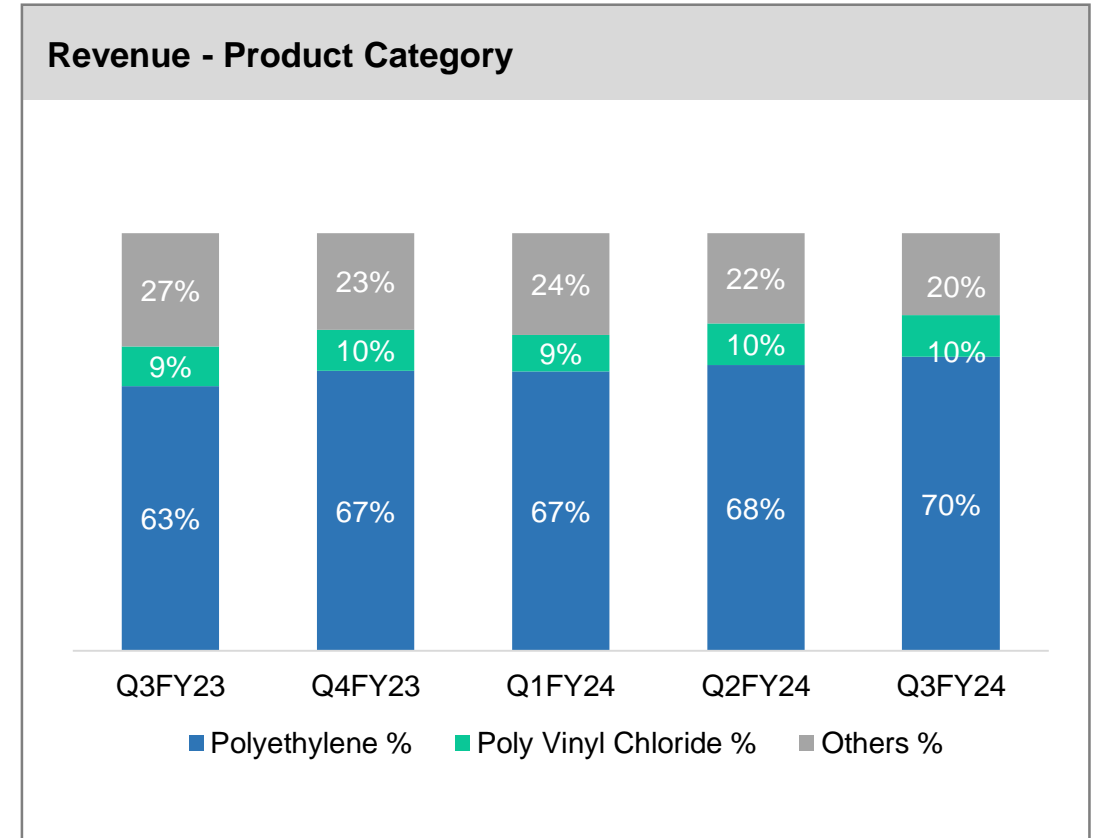
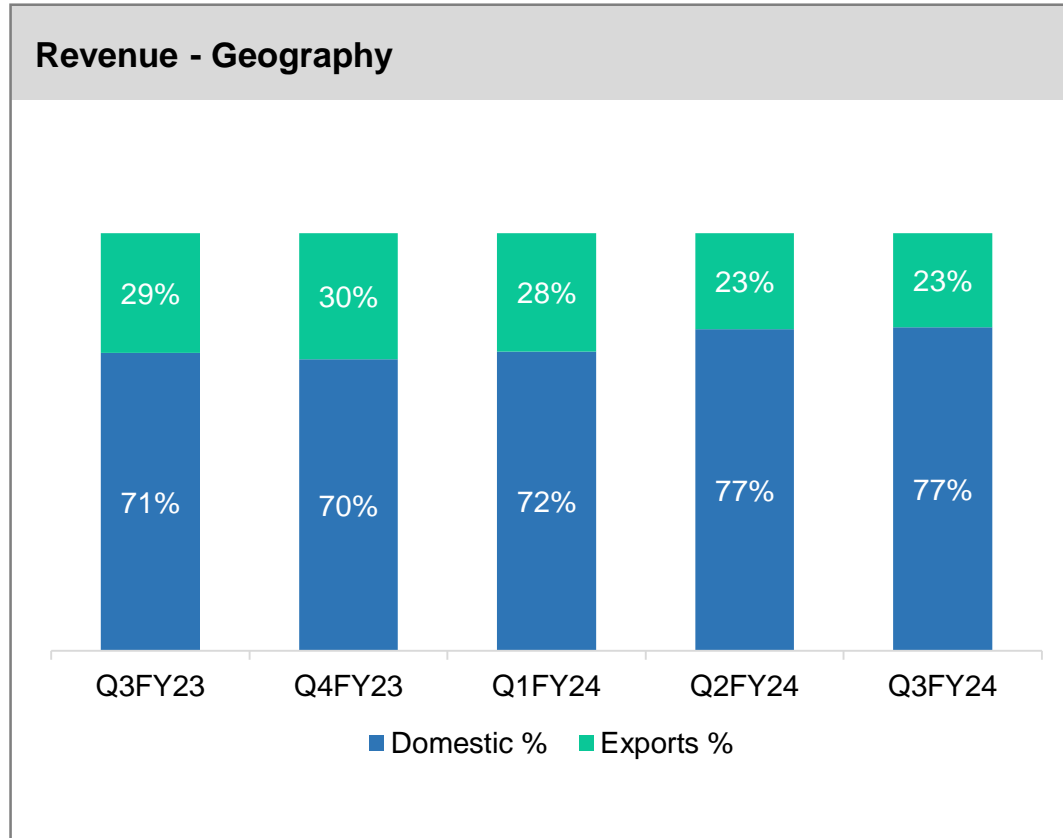


Note:  
 • Gross Profit and EBITDA margins calculated on Total Income

# 9M FY2024 Performance Highlights



Note:  
 • Gross Profit and EBITDA margins calculated on Total Income



# Financial Performance

	Q3		Y-o-Y	Q2	Q-o-Q	9M		Y-o-Y
(Rs. Million)	FY2024	FY2023	Growth(%)	FY2024	Growth(%)	FY2024	FY2023	Growth(%)
Revenue from Operations	5,535	6,547	(15.5)%	6,423	(13.8)%	18,340	18,365	(0.1)%
Other Income	28	5	494.0%	55	(47.9)%	157	169	(6.9)%
<b>Total Income</b>	<b>5,564</b>	<b>6,552</b>	<b>(15.1)%</b>	<b>6,478</b>	<b>(14.1)%</b>	<b>18,497</b>	<b>18,534</b>	<b>(0.2)%</b>
Gross Profit	1,120	921	21.6%	1,159	(3.4)%	3,369	2,440	38.1%
<i>Margin (%)</i>	20.1%	14.1%		18.0%		18.2%	13.2%	
<b>EBITDA</b>	<b>630</b>	<b>422</b>	<b>49.3%</b>	<b>658</b>	<b>(4.3)%</b>	<b>1,901</b>	<b>1,103</b>	<b>72.4%</b>
<i>Margin (%)</i>	11.3%	6.4%		10.2%		10.3%	5.9%	
EBIT	596	391	52.4%	626	(4.7)%	1,803	1,013	78.0%
<i>Margin (%)</i>	10.7%	6.0%		9.7%		9.7%	5.5%	
<b>Profit After Tax</b>	<b>401</b>	<b>228</b>	<b>75.9%</b>	<b>423</b>	<b>(5.2)%</b>	<b>1,201</b>	<b>558</b>	<b>115.3%</b>
<i>Margin (%)</i>	7.2%	3.5%		6.5%		6.5%	3.0%	
EPS	3.87	2.42	59.9%	4.08	(5.1)%	11.61	5.93	95.8%

Notes:

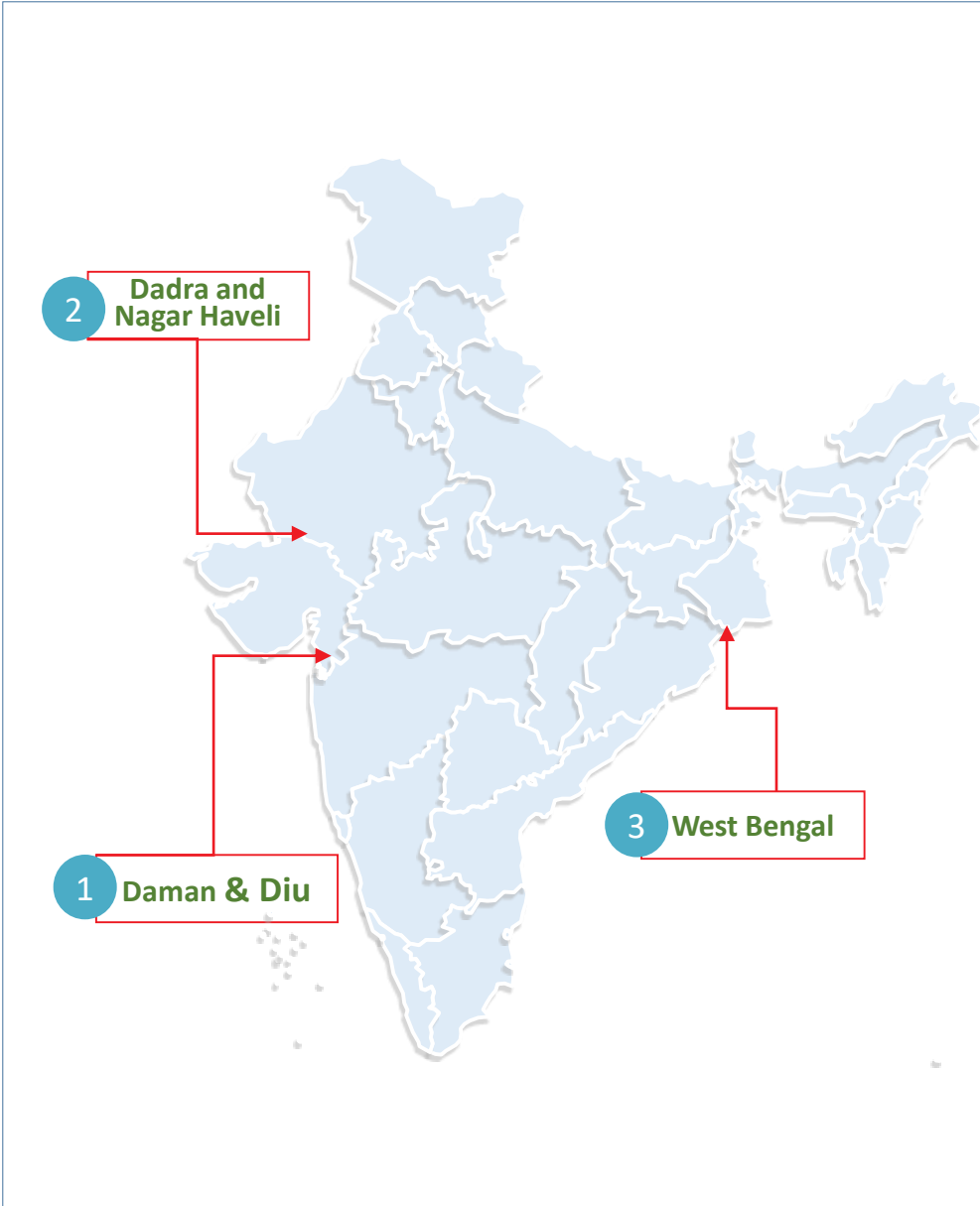
- EBITDA is including Other Income
- Margins are calculated on Total Income

# Operational Performance

Products	User Industry	Installed Capacity (TPA)	Utilization						
			FY18	FY19	FY20	FY21	FY22	FY23	9M FY24
Antifab/ Filled Compounds/ Master Batches	Packaging Goods	36,000	45,758*	33,776	24,154	27,435	34,684	27,244	17,659
PVC Compounds	Wire & Cable Industry. Construction Industry	44,000	31,941	31,518	33,570	23,602	18,282	21,276	18.363
Sioplas Compound / XLPE Compound/ Semicons	Power Distribution Industry / Capital Goods Industry	1,42,500	60,077*	75,166	78,623	67,785	83,729	92,818	83,738
Engineering Plastics Compounds	White Goods and Consumer durable Industry. FMEG Industry	14,500	4,845	7,213	2,831	5,273	3,323	1,938	1,332
HFFR	Power distribution with safety against fire hazards	5,000	-	-	-	-	-	710	756
<b>Total</b>		<b>2,42,000</b>	<b>1,42,621</b>	<b>1,47,674</b>	<b>1,39,178</b>	<b>1,24,095</b>	<b>1,40,018</b>	<b>1,43,985</b>	<b>1,21,848</b>

Note: \*Capacity for FY18 for AF was 50,000 MT and Sioplas Compound was 1,28,500 MT





Name of the Plant	Products manufactured	Installed Capacity (MTPA)
Dhulagarh – West Bengal	Anti fibrillation Compound-PE & PP	27,500
	Sioplas	4,000
	PVC Compound	6,000
Silvasa - Dadra Plant 1	PVC Compounds Cables	38,000
	HFFR	5,000
Silvasa - Dadra Plant 2	Semicon Compounds	2,500
Daman, Daman & Diu	EP Compounds	14,500
	Anti fibrillation Compound	8,500
Surangi, Dadra and Daman, UT	Semicon	8,400
	Sioplas	92,600
	Peroxide	35,000
<b>Total</b>		<b>2,42,000</b>

- **Largest manufacture of polymer compounds in India with Installed capacity of 2,42,000 MT**
- **Five modern state of art manufacturing plants** situated in the state of West Bengal, Daman & Diu and Dadra & Nagar Haveli
- Strategically located at both East & West coast of India results in lower freight costs
- **World class R&D** set up under the supervision of highly competent professionals
- **Science & technology collaboration with leading institutes** like IIT Kharagpur, University Institute of Chemical Technology (Mumbai) etc.
- Judicious choice of equipment from Germany, Switzerland, Italy, Taiwan etc.

## Antifab / Filled Compounds/ Master Batches



## PVC Compounds



## Sioplas Compound / XLPE Compound / Semicons



## Engineering Plastics Compounds



## HFFR



# Diversified Customers - Domestic

Top clientele constitutes of prominent domestic and global companies

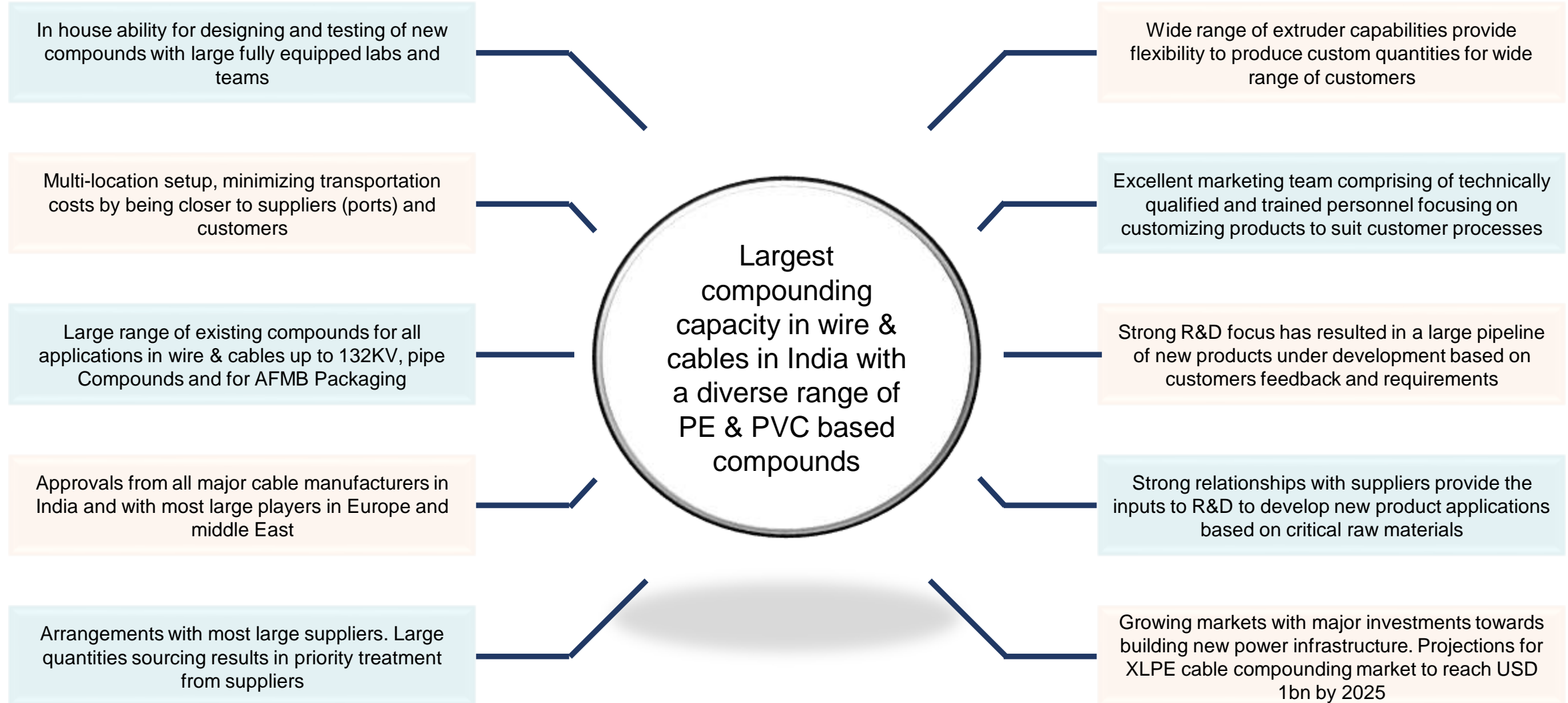
Diversified customer base across cable, footwear, pipe and packaging industry mitigates industry-specific downturn impact

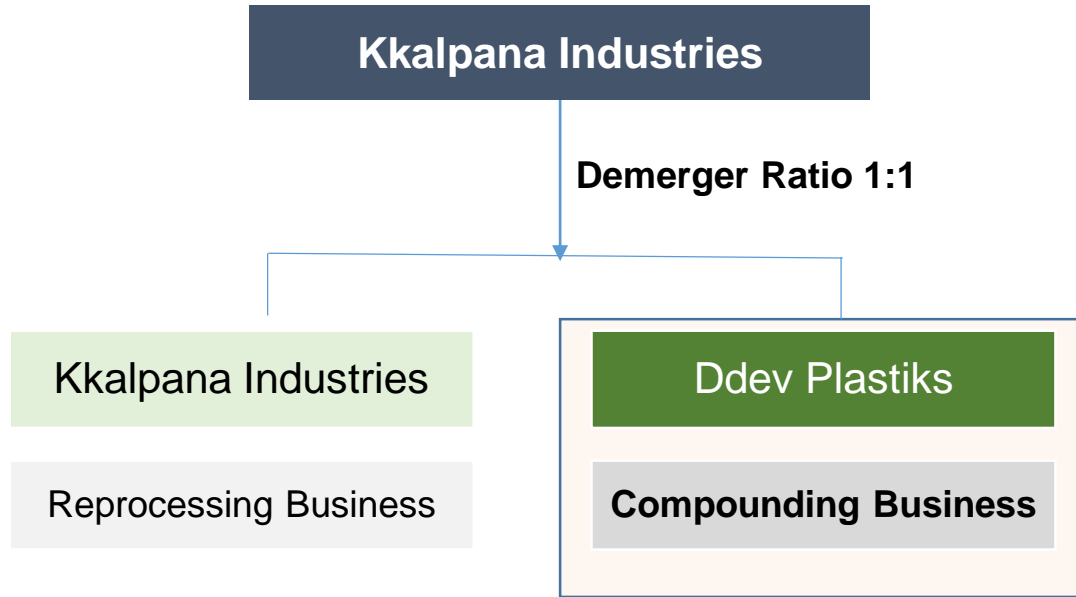
Well established relationships with renowned clientele provide stability to revenues and drive business going forward



# Diversified Customers - Exports







Shares issued by Ddev Plastiks in the same proportion in which the shareholders hold the shares in Kkalpana Industries protecting overall economic interest of the equity shareholder

## Strategic Rationale

Simplification of business structure

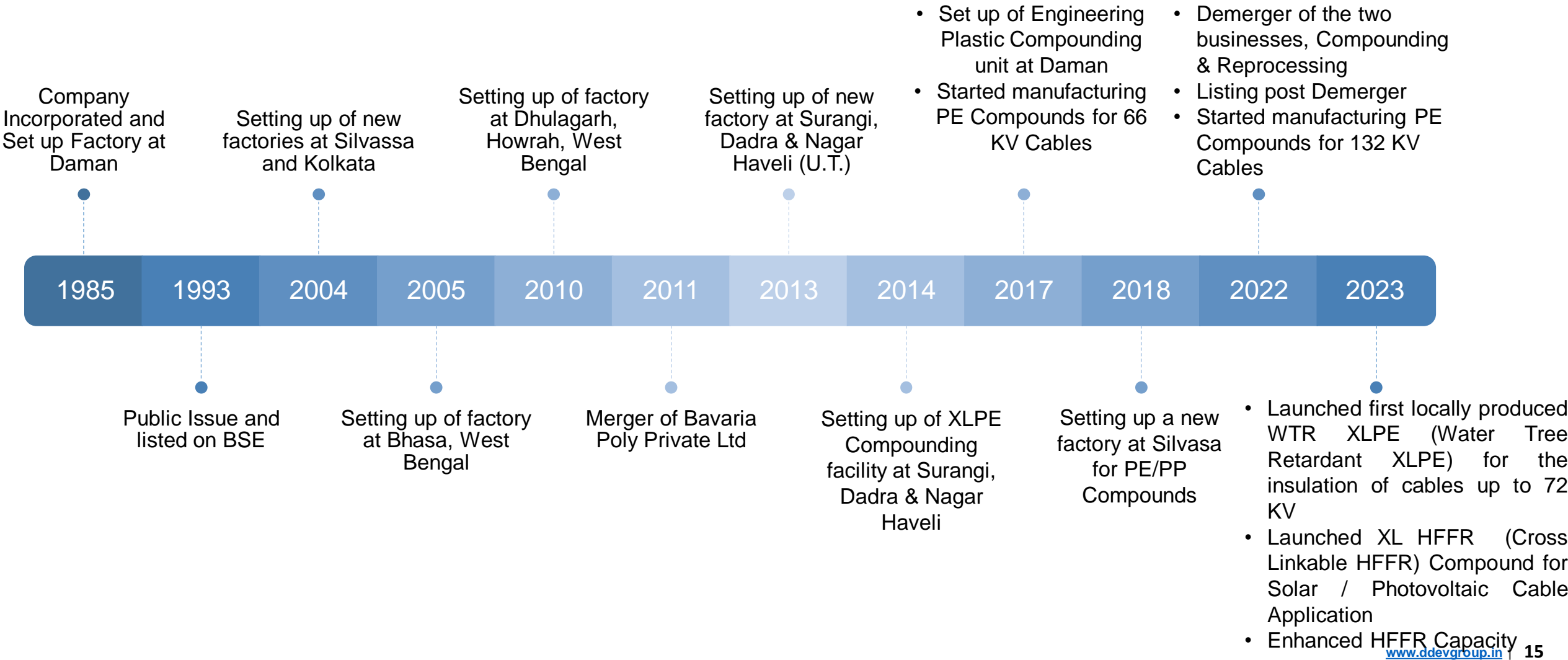
Manage different business independently and be fully focused on exploring respective growth opportunities

Enhanced operational efficiency and optimized profitability

Provides shareholder more investment choice and help companies target and attract new investors

**Higher strategic focus, will enable a more efficient capital allocation, which in turn will create value for all stakeholders**

# Major Milestones Achieved





**Mr Narrindra Suranna**  
**Chairman & Managing Director**

Associated with Company since inception. Wide experience in Plastic Industry, Company has reached its present height under his leadership

B.Com (Hons.) and L.L.B from Calcutta University



**Mr. Dev Krishna Surana**  
**Director**

Dynamic business leader and key driving force of Company. He has done B.Com (Hons.) from St. Xaviers, Kolkata, MSc from University of Warwick, UK and MBA from Babson University, USA



**Mr Rajesh Kumar Kothari**  
**Whole-Time-Director**

25+ years of experience in the areas of marketing, after sale service and market research. He started his career at Kanoria Chemicals & Industries and been associated with Kkalpana since 1997

B.Com from Rajasthan University, Ajmer



**Mrs. Mamta Binani**  
**Independent Director**

21+ years of experience in corporate consultation & advisory, on Board of several companies like GPT Infrastructure Ltd, Century Plyboards (India) Ltd, Anmol Biscuits Ltd

B.Com, Law graduate and Fellow member of the ICSI



**Mr. Samir Kumar Datta**  
**Independent Director**

Served on multiple industries during his service tenure of 4 decades and started his practice as a Cost accountant since 2007.

Science graduate from Calcutta University and Fellow Cost Accountant



**Ms Ramya Hariharan**  
**Director**

In past, worked with Amarchand Mangaldas and Argus Partners. Founder of Citadel Law Chambers. On the board of various listed and unlisted companies.

Qualified Company Secretary and LLB from Calcutta University





**Mr Arihant Bothra**  
**Chief Financial Officer**

He is an Associate member of Institute of Chartered Accountants of India and an IIM Calcutta Alumni. Vast working experience for more than a decade in the areas of Finance, Accounting, Insurance, Information System and Project Financing.

Graduated from Calcutta University in 2010



**Ms. Tanvi Goenka**  
**Company Secretary**

She is a graduate in commerce and has received her membership of Institute of Company Secretaries of India in 2012. She holds working experience of over 10 years on mergers and acquisitions compliances involving listed as well as unlisted companies. She also has experience in all forms of restructuring including by way of scheme of arrangement

# Accreditations and Industry Recognition



ISO Certificates



KEMA Approval



CPRI Approval



CACT Approval



VDE Approval

NFC 33209 Approval  
French Lab



POWERGRID Approval



UL Approval



XLPE ROHS TESTS



PVC ROHS REACH TESTS



ERDA





**Distributed balanced nutrition food to School Students at Surangi Govt. High School**



**Undertaken the CSR Initiative of providing Nutrition Supplement to TB patients in Surangi Village.**



**Planted over 500 trees at manufacturing units and schools**



**Eye check ups of 600 persons and distributed 300 eye drops and 100 specs**



**Installed Solar Panels at Surangi Unit, reducing 80 MT carbon emissions per month**

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