

Date: 26th August, 2024

To The Manager, Listing Department, BSE Limited, PJ Towers, Dalal Street, Mumbai - 400 001.

Scrip Code: 543547/ ISIN: INEOHR601026

Dear Sirs

Sub: Presentation as placed at Analyst / Institutional Investor meetings held on 26.08.2024

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Obligations") read with Part A of Schedule III to the SEBI Listing Obligations, we wish to inform you that the Analyst/Investors Meeting, as intimated vide letter dated 22.08.2024, was held on 26.08.2024.

The presentation used by the Management team at the said event is enclosed herewith and the same will also be available on the website of the Company at www.ddevgroup.in.

No unpublished price sensitive information pertaining to the Company was shared with the Analysts/ Investors.

This is for your information and records.

Thanking You,

Yours faithfully,

For Ddev Plastiks Industries Limited

2B, Pretoria Street, Kol-71

Tanvi Goenka (Membership No. ACS 31176) Company Secretary

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CIN: L24290WB2020PLC241791





Ddev Plastiks Industries Limited
Leading Manufacturer Of Compounds

Earning Presentation 1QFY25



### Disclaimer



This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Ddev Plastiks Industries Ltd.'s ("Ddev Plastiks" or "DPIL" or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Ddev Plastiks Industries Ltd undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



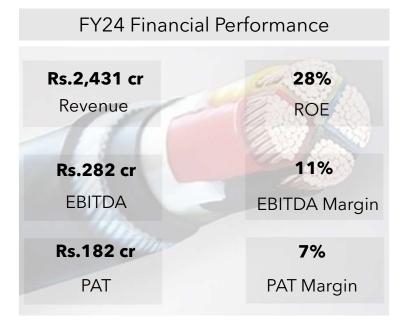


About Us 4-10

# Ddev Plastiks: India's Largest Manufacturer of Polymer Compounds



- o 4 Decade of Operations current capacity 2,33,400 MTPA (as of June, 2024).
- o **5 manufacturing units** with state-of-the art machinery, infrastructure, equipment, and R&D facilities.
- o Diverse product portfolio with more than 200+ compounds.
- Proven track record: FY20-FY24 CAGR
   Revenue 9%, EBITDA 36%, PAT-60% (Consolidated)
- India's largest and leading manufacturer of XLPE compounds, product portfolio further extended to High Voltage PE based Cable Compounds and HFFR Compounds.
- 1QFY25 financial performance
   Revenue INR625cr, EBITDA- INR65cr, PAT- INR42cr



CRISIL A/Positive & CRISIL A1	~INR 300cr	200+	400+	50+countries
Long term & Short term Credit Rating	Capex Over the next three years	Products	Employees	Geographical Presence

Note: EBITDA includes Other Income. ROCE is calculated as Earning before Interest and Tax divided by Capital Employed (i.e. Total Assets less Current Liabilities). ROE is calculated as Profit after tax divided by Total Equity (i.e. Equity Share Capital+ Reserve and Surplus+ Money Received against Share Warrants). Net Debt to Equity is calculated as Long and Short-term borrowing less Cash and Cash Equivalents divided by Total Equity.

# 1QFY25 Management Commentary



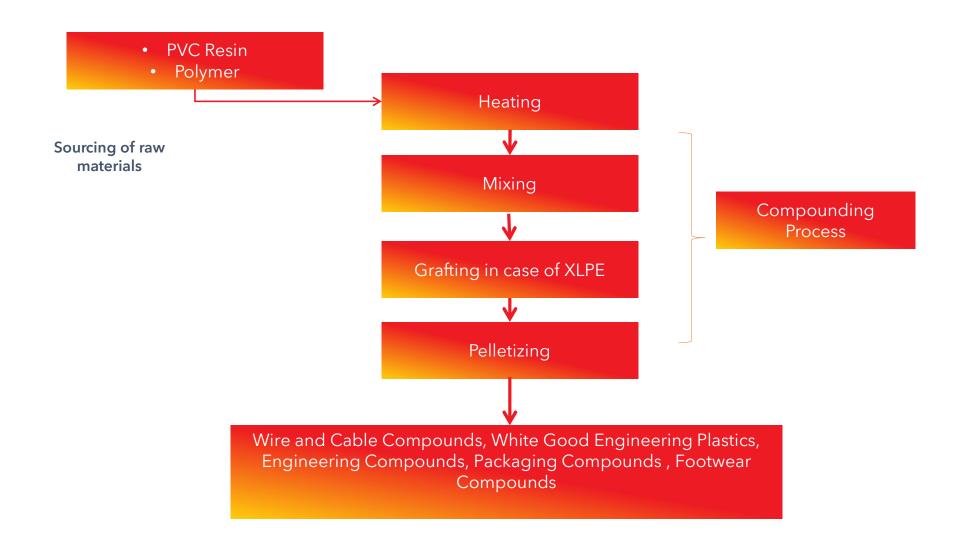
### Commenting on the Performance, Narrindra Suranna, Chairman and Managing Director said:



"I am pleased to announce that Ddev Plastiks has commenced FY25 with a strong performance. On a consolidated basis, we achieved an EBITDA of INR 65 crores, with a double digit EBITDA margin of 10%. Additionally, our PAT increased by 11% yoy, reaching INR 42 crores for the guarter. Our sustained focus on value-added niche products continues to strengthen our resilience, positioning the company for even greater success with improved margins.

Looking ahead, we remain dedicated to leveraging our operational strengths, driving innovation, and enhancing our market presence. We are committed to creating exceptional value for our stakeholders, with a clear focus on achieving our ambitious revenue target of INR 5,000 crores by FY2030."

# Our Business Model



# Key USP's



01

Operating in five high growth categories.

02

Diversified Revenue Structure; Leading supplier of cable compounds in India 03

Multi-location setup minimizing transportation costs.

04

Strong R&D Infrastructure.

05

Customisation of products with 200+SKU's.

06

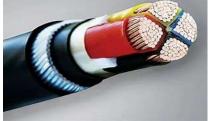
Highly competitive globally.

# Operating in 5 High Growth Categories with 200+SKU's













### Antifab/Filled Compounds/Master Batches

- Niche price industry like woven bag
- Ddev Plastiks stands as the leading organized player in the highly fragmented unorganized market.

and cement bag.

Margins- ~3-5%

### **PVC Compounds**

- Niche product with high margin business.
- Widely used in Wire & Cable Industry,
   Construction Industry.
- Global polymer compounding market is expected to reach USD115bn by FY30.
- Margins- ~4-6%

# Sioplas/XLPE Compounds/Semicons

- Global leader in XLPE and EHV compounds since 1980.
- Only player in country to offer products from the range of 66kv to 132kv.
- Major revenue contributor.
   ~50% market share in Sioplas and ~33% in XLPE compounds.
- Margins- ~8-12%

# Engineering Plastic Compounds

- Widely used in White Goods and FMEG Industry.
- High growth market with very limited players in India.
- White Goods market is estimated to cross \$21bn by 2025 expanding at a CAGR of 11%.
  - Margins- ~10-15%

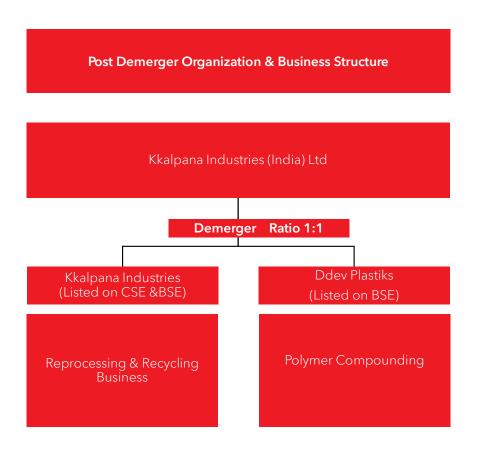
### Halogen Free Flame Retardant (HFFR)

- Amongst the two producers of HFFR in India.
- HFFR is expected to replace PVC house wiring cables and the govt mandate has come to use/replace in mall, metro stations, hospitals, schools.
  - Margins: 10-12%

# Our Organization & Business Structure



### Value unlocked by the de-merger





**Simplified Corporate Structure** 



**Maximizing Shareholders Value** 

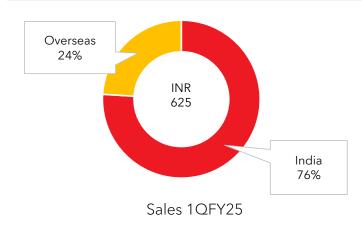


**Focused Operations** 

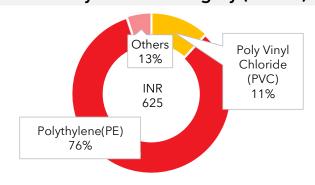
# Largest Supplier of Cable Compounds in India



### Revenue by Geography (INR Cr)

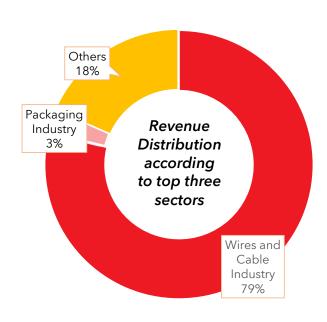


### Revenue by Product Category (INR Cr)



Sales 1QFY25

### Revenue distribution by sector (%)



Polymer compounding is a preferred material to electrical industry due to properties such as electrical insulation, corrosion inhibition, excellent heat resistance, high tensile and durability and low density.

Apar, Havells, KEC, KEI, Paramount and Polycab contribute to ~22% of Total Revenue.



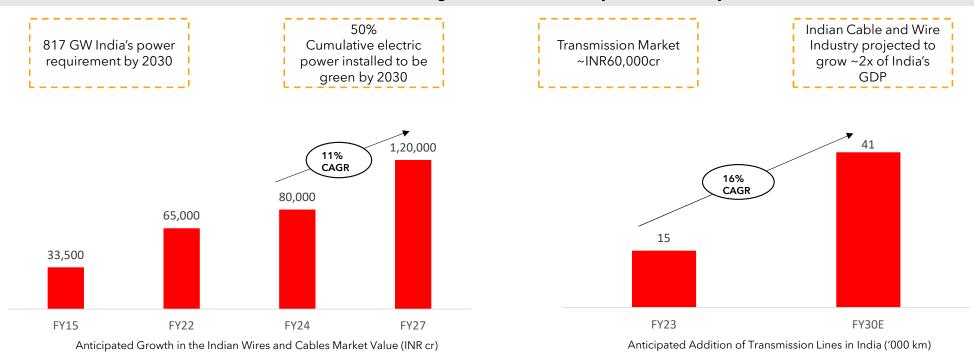


Investment Thesis 12-28

# Renewables has emerged as the new unprecedented catalyst



Polymer compounding is a preferred material to electrical industry due to properties such as electrical insulation, corrosion inhibition, excellent heat resistance, high tensile and durability and low density.



- $\sim$  2.5ltpa size of cable compounding industry in India;  $\sim$  1/3<sup>rd</sup> of market share with Ddev Plastiks.
- o Direct co-relationship cable industry growth and demand for Polymer Compounds.

# Sectoral Tailwinds to support growth



### **Demand**

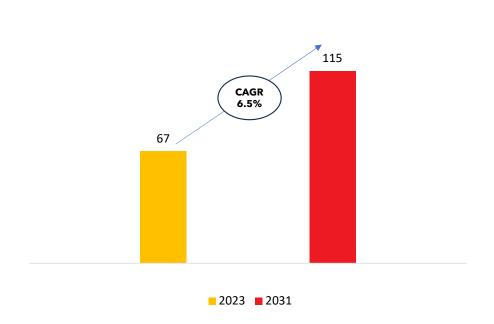
### Urbanization

- Changing consumer behavior
- Increasing per capita income
- Premiumization
- GDP growth

### Sectoral ripple effect

- Renewable Energy
- Wires and Cables
- Electric mobility
- Real Estate
- Infra push
- Furniture applications

### Global Polymer Compounding Market Growth (in USD bn)



### **Government Polices**

- National Infrastructure Pipeline
- Har Ghar Bijlee
- Capex cycle uptick
- Electrification
- Smart cities
- Plastic Parks

### **Global Trends**

- Substitution effect for natural raw materials.
- Industrial applications
- China +1

The current opportunity landscape presents a fertile ground for businesses to achieve exponential growth in the medium-to-long term

# Strategically located manufacturing capabilities





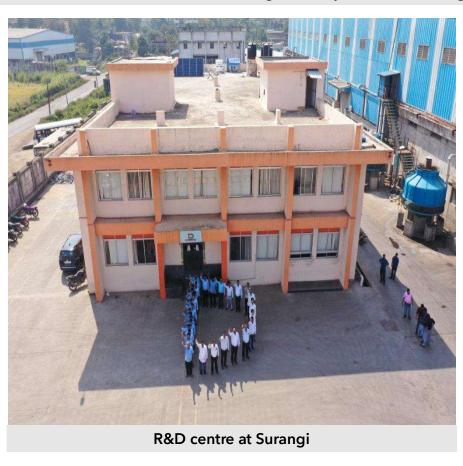
Name of the Plant	Products manufactured	Installed Capacity (MTPA)		
	Anti fibrillation Compound	12,000		
Dhulagarh - West Bengal	Sioplas & Semicon	15,000		
	PVC Compound	6,000		
Silvasa - Dadra Plant 1	PVC Compounds Cables	38,000		
Silvasa - Dadra Flant 1	HFFR	5,000		
Silvasa - Dadra Plant 2	Semicon Compounds	2,500		
	EP Compounds	2,400		
Daman, Daman & Diu	Sioplas	8,000		
	Anti fibrillation Compound	8,500		
	Semicon	8,400		
Surangi, Dadra and Daman, UT	Sioplas	92,600		
	Peroxide	35,000		
	Total	2,33,400		

- Largest manufacture of polymer compounds in India with Installed capacity of 2,33,400 MT as of June,2024
- Five modern state of art manufacturing plants situated in the state of West Bengal,
   Daman & Diu and Dadra & Nagar Haveli
- o Strategically located at both East & West coast of India results in lower freight costs
- o World class R&D set up under the supervision of highly competent professionals
- o 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.

# Strong R&D Infrastructure



### Strong R&D Capabilities enabling innovation and new products launches



### **Product Pipeline**

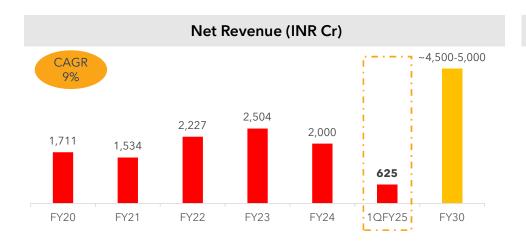
- XLPE Compound suitable for Insulation for Cables upto 132kv to be launched in the next few month.
- Next focus would be going up to 220Kv.

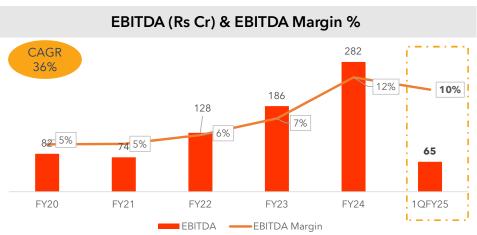
### Powered by robust R&D

- Experienced R&D Engineers.
- Certificates from Domestic and International Labs.
- Large R&D center at Surangi

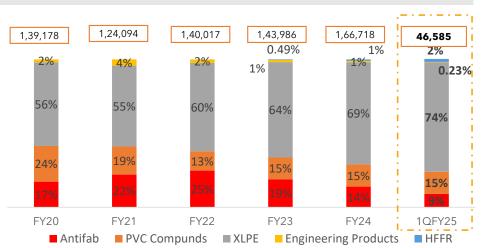
# Profit 6x in 5 years: Focus on High Margin Products







# PAT (INR Cr) & PAT Margin % CAGR 60% PAT PAT Margin (%) FY20 FY21 FY22 FY23 FY24 10FY25

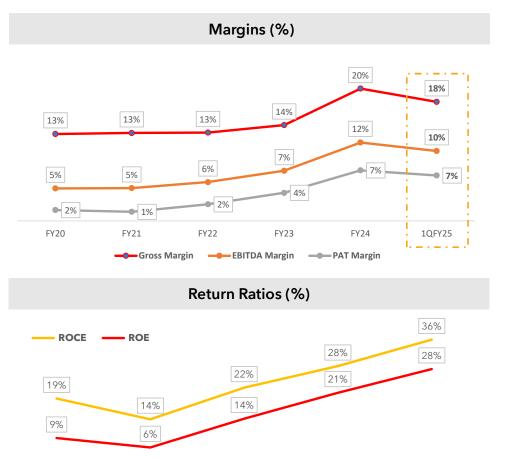


Production Volumes (in MT) & Product Wise Volume Split (%)

10

# Focus on shareholder value creation



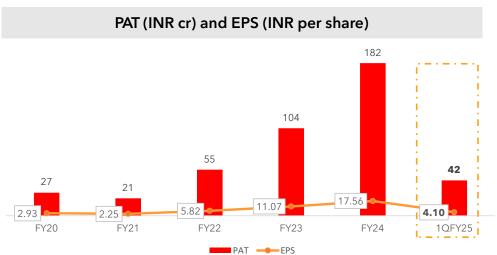


FY22

FY23

FY20

FY21



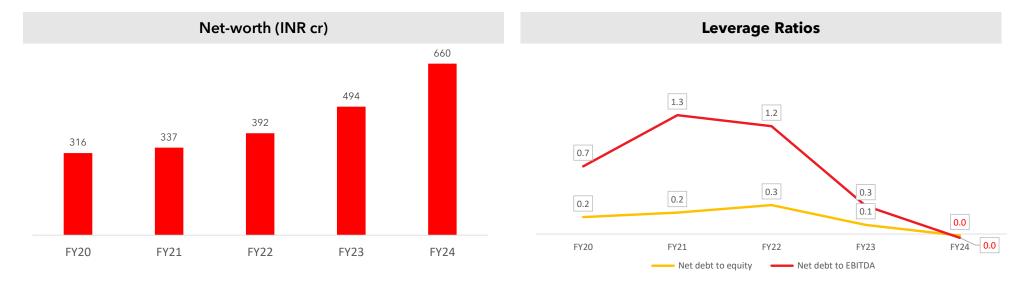
- Our margins have improved as we move towards more valueadded high growth products.
- PAT has grown at CAGR of 60% from FY20-24 and EPS has grown 5.99x
- Strong return ratios has translated into superior wealth creation.

Note: ROCE is calculated as Earning before Interest and Tax divided by Capital Employed (i.e. Total Assets less Current Liabilities). ROE is calculated as Profit after tax divided by Total Equity (i.e. Equity Share Capital+ Reserve and Surplus+ Money Received against Share Warrants). EBIT and EBITDA margin include Other income.

FY24

# Strong Balance Sheet to support future growth





- Strong Balance to support capex plans of ~INR300cr to be done in staggered manner over the next three years via brownfield expansion of existing manufacturing facilities.
- We became net debt-free in 4QFY24 and are committed to maintaining this status through FY25.

Credit Ratings		
Rating Agency  CRISIL	Long Term Rating	Short Term Rating
An S&P Global Company	A/Positive	A1

# Strategic Priorities





### 1.

# Strong focus on new product development

- Pioneering Product Launches on the back of strong R&D.
- Penetrating further in HFFR segment



### 2.

# Maximizing Operating Leverage

- Capacity and Capability enhancements.
- ~INR300cr of Capex target over the next three years.



### 3.

# Stakeholder value creation

- Profitable growth and sound Balance Sheet.
- Focus on continuing being Net debt free in FY25 and beyond.



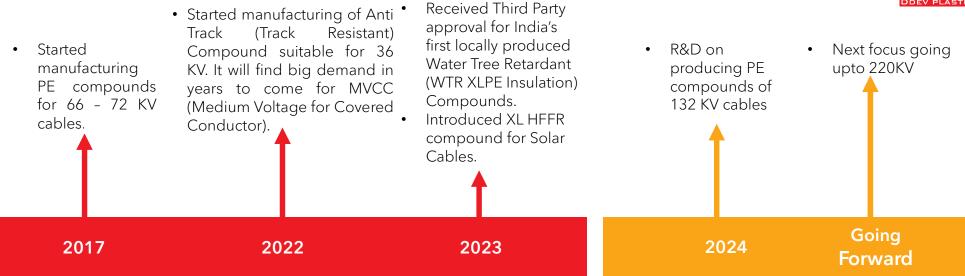
### 4

### **Market Penetration**

- Improve presence in domestic and overseas markets.
- Collaborative efforts with domestic and international customers to develop enhanced products.

# Pioneering Product Launches Powered by Extensive R&D



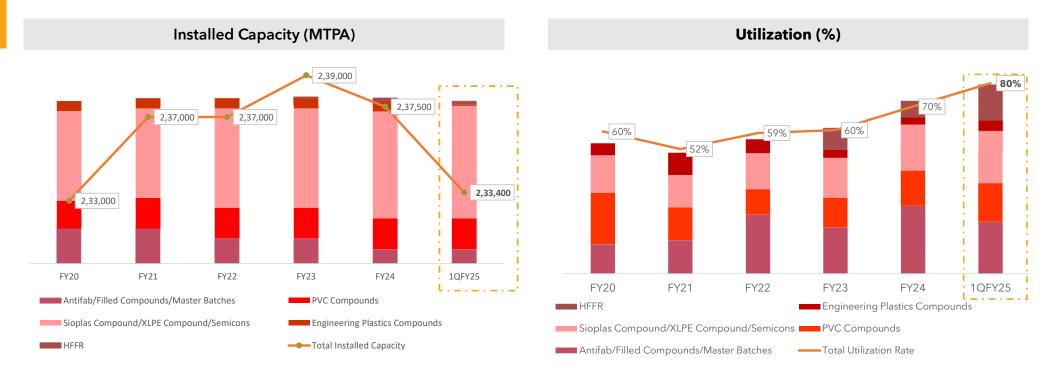


WTR XLPE (Water Tree Retardant XLPE) for the insulation of cables (72kv application) was primarily imported, however, DPIL has introduced an exceptional version that has successfully passed a long-term test at a third-party laboratory

- A **novel compound** highly effective in reducing the growth of electrical treeing caused by water, making it a superior choice for insulation purposes.
- Successfully passed a two-year test on cable at a prestigious VDE laboratory, Germany.
- Reduced treeing result in better service life of the cable resulting into better returns for electrical distribution companies.

# Higher Capacity Utilization and Addition to drive future growth





- High demand for Sioplas and XLPE/Sioplas compound from Wire and Cable Industry over the next decade.
- Full capacity utilization by FY26.
- INR300cr of capex to be incurred over the next three year.
- Decreasing utilization rates of PVC compounds and increasing utilization rates of XLPE compounds as the company reduces exposure from low margin commodity products to value added high margin products.

# Capex



2024:

Expansion of HFFR compounding capacity by 5,000 MTPA. Debottlenecking.

2025:

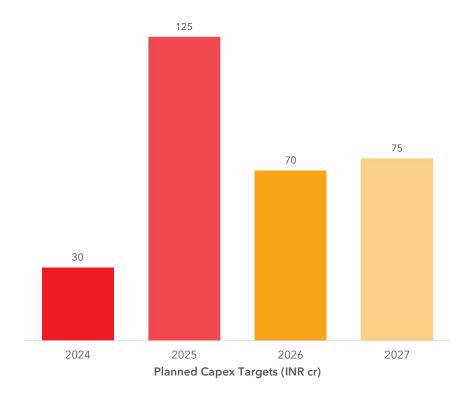
New Greenfield Site at East & West Debottlenecking.

2026:

Expansion of HFFR compounding capacity by 15,000 MTPA. Building space for further capacity for all compounds.

2027:

Expansion of PE compounding capacity by 25,000 MTPA.



# Annual Operational Performance



FYE March,	FY20	FY21	FY22	FY23	FY24
Antifab Installed Capacity	50,000	50,000	36,000	36,000	20,500
• •					
% Utilization	48%	55%	96%	76%	111%
PVC Compounds	40,000	44,000	44,000	44,000	44,000
% Utilization	84%	54%	42%	48%	57%
Sioplas/XLPE/Semicons	1,28,500	1,28,500	1,42,500	1,42,500	1,53,500
% Utilization	61%	53%	59%	65%	75%
Engineering Products	14,500	14,500	14,500	14,500	14,500
% Utilization	20%	36%	23%	13%	12%
HFFR	-			2,000	5,000
% Utilization				35%	27%
Total Installed Capacity	2,33,000	2,37,000	2,37,000	2,39,000	2,37,500
% Utilization	60%	52%	59%	60%	70%

Note- There was shift of capacity from Antifab to Sioplas/XLPE/Semicons.

# Quarterly Operational Performance Trend

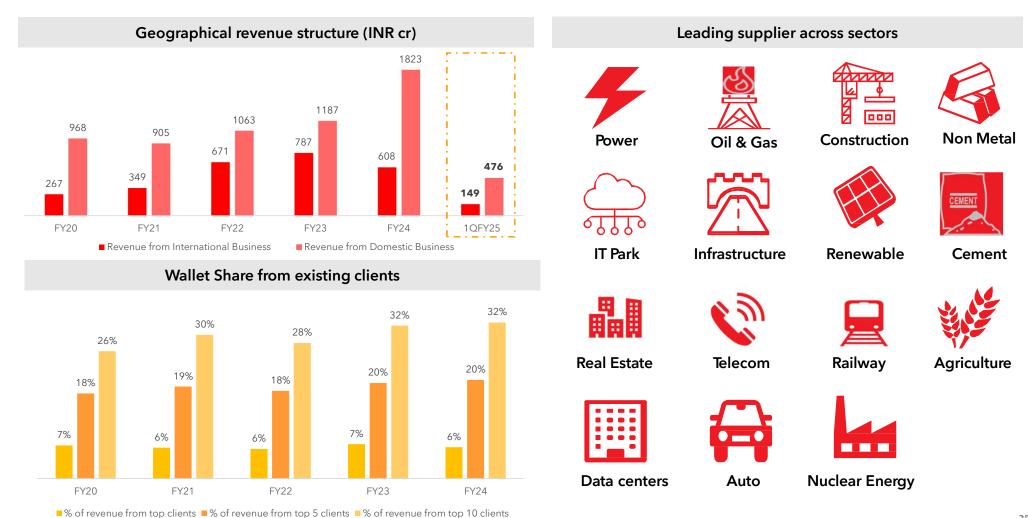


FYE March,	1QFY24	4QFY24	1QFY25	
Antifab Installed Capacity	36,000	20,500	20,500	
% Utilization	67%	98%	85%	
PVC Compounds Installed Capacity	44,000	44,000	44,000	
% Utilization	52%	63%	63%	
Sioplas/XLPE/Semicons Capacity	1,42,500	1,53,500	1,61,500	
% Utilization	74%	83%	85%	
Engineering Products Capacity	14,500	14,500	2,400	
% Utilization	15%	10%	17%	
HFFR Capacity	2,000	5000	5,000	
% Utilization	26%	48%	59%	
Total Installed Capacity	2,39,000	2,37,500	2,33,400	
% Utilization	65%	76%	80%	

Note- There was shift of capacity from Antifab to Sioplas/XLPE/Semicons.

# Penetrating in India and overseas markets





# **SWOT**



### **Strengths**



- Established market position.
- Capability of large scale operation allowing economies of scale.
- Diverse product portfolio

### Weakness



- Supply chain disruption.
- Volatility in raw material prices.
- Restricted end use market

### **Opportunity**



- Increased replacement of conventional material in various sectors.
- Surging need of Polyethylene (PE),(LDPE) (HDPE), in packaging.
- Rising demand for flameretardant materials.

### **Threats**



- Increasing wireless communication technology.
- Global economic slowdown concerns.
- Geo-political tensions

### **HFFR**



During the times of fire HFFR insulated cables considerably reduces the amount of toxic and corrosive gas emitted during combustion. A low-smoke cable is desirable because it reduces the amount and density of the smoke, which makes exiting a space easier for occupants as well as increases the safety of firefighting operations.

# 5,000MTPA FY24 20,000 MTPA FY26

- HFFR insulated wires are cleaner and greener chemistry and have received approval from BIS, under the Electro Technical Division. The HFFR market is poised to grow 7x from  $\sim 28,000$  MT as of today to  $\sim 2$  lakh MT by FY30.
- As of June, 2024 Ddev Plastiks has an installed capacity of 5,000 MTPA for HFFR. The company plans to gradually increase this capacity to 20,000 MTPA by FY26.

In India to phase out PVC cables Ministry of Consumer Affairs & Environment Ministry, have come up with initiatives for making HFFR cables a part of the National Building Code of India.

# Way Forward



Looking ahead, we remain steadfast in our commitment to maintaining a growth and target a revenue to be ~INR5,000cr by FY2030 in normal business scenario.



Overall Industry growth of double digit



Shift from unorganized to organized sector



Higher growth from recently launched products



New product launches



Entering new geographies



Capacity addition and enhancement



Improved Global market conditions

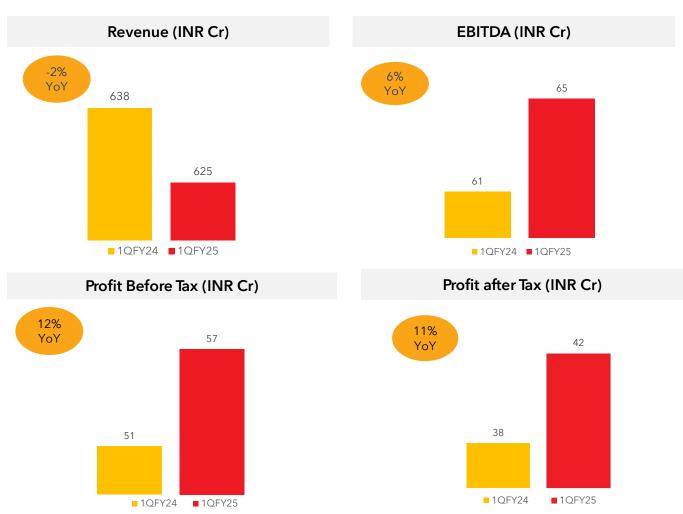




Financials 30-33

# 1QFY25 Consolidated Key Result Highlights





- In the fiscal, we experienced strong demand from the Cables segment, and our ongoing efforts to shift the product mix towards niche and high-voltage products led to better growth in volumes.
- Better Product mix, significant reduction in Finance Cost has resulted in better margins and improved bottom-line.

# Consolidated Q1FY25 Financial Performance



Particulars (INR in Cr)	Q1FY25	Q1FY24	YoY%	FY24
Revenue from Operations	625	638	-2%	2,431
EBITDA	65	61	6%	282
EBITDA Margin %	10%	10%	74bps	12%
Depreciation	3	3	4%	14
Earnings Before Interest & Tax	61	58	6%	268
Interest	4	7	-38%	23
Profit Before Tax	57	51	12%	245
Tax	15	13	14%	63
Net Profit	42	38	11%	182
PAT Margin (%)	7%	6%	79bps	7%
Earnings Per Share Basic (INR)	4.10	3.65	12%	17.56
Earnings Per Share Diluted (INR)	4.10	3.65	12%	17.56

Note- Number are rounded of to the nearest digit .EBITDA and EBIT includes Other Income.

# Historical Income Statement

				DDEV PLA
Particulars (INR in Cr)	FY 21	FY 22	FY 23	FY24
Revenue from Operations	1,534	2,227	2,504	2,431
Gross Profit	199	291	355	475
EBITDA	74	128	186	282
EBITDA Margin %	5%	6%	7%	12%
Depreciation	11	12	12	14
Earnings Before Interest & Tax	64	116	174	268
Interest	35	41	33	23
Profit Before Tax	28	76	140	245
Tax	8	21	36	63
Net Profit	21	55	104	182
PAT Margin (%)	1%	2%	4%	7%
Earnings Per Share Basic (INR)	2.25	5.82	11.07	17.56

2.25

5.82

11.07

Note- Number are rounded of to the nearest digit. EBITDA and EBIT includes Other Income

Earnings Per Share Diluted (INR)

17.56

# Historical Balance Sheet



Particulars (INR in Cr)	FY 21	FY 22	FY 23	FY24	Particulars (INR in Cr)	FY 21	FY 22	FY 23	FY24
(a) Equity Share Capital	9	9	9	10	Non-Current Assets				
(b) Other Equity	328	382	485	650	Tangible Assets	201	206	225	231
Total Equity	337	392	494	660	Other Intangible Assets	0	0	0	0
Non-current Liabilities					Capital Work in Progress	0	2	1	3
Financial Liabilities					Right of use lease	0	1	1	0
(a) Borrowing	0	0.03	0	0	Other Financial Assets	0	7	15	11
(b) Lease Liability	0	0	0.22	0.06	Other Non-Current Assets	2	2	0	1
Provisions	0	3	3	4	<b>Total Non-Current Asset</b>	203	218	241	247
Deferred Tax Liabilities (Net)	23	24	24	23	_				
Total Non-Current Liabilities	23	27	28	26	Current Assets				
Current Liabilities					Inventories	228	276	218	205
Financial Liabilities					Trade Receivables	269	349	363	398
(a) Borrowings	86	129	56	66	Cash and Cash Equivalents	7	6	7	77
(b) Lease Liabilities	0	0	0	0	Other financial assets	0	2	4	5
(c) Trade Payables	0	351	291	181	Other current assets	77	78	80	63
(d) Other Financial Liabilities	0	11	29	38	Total Current Assets	581	711	671	748
Provisions	0	2	2	4					
Other current liabilities	338	9	4	5					
Current Tax Liabilities(net)	0	7	8	15	_				
Total Current Liabilities	424	510	390	309					
Total Equity and Liabilities	784	929	912	995	Total Assets	784	929	912	995

Note- Number are rounded of to the nearest digit.

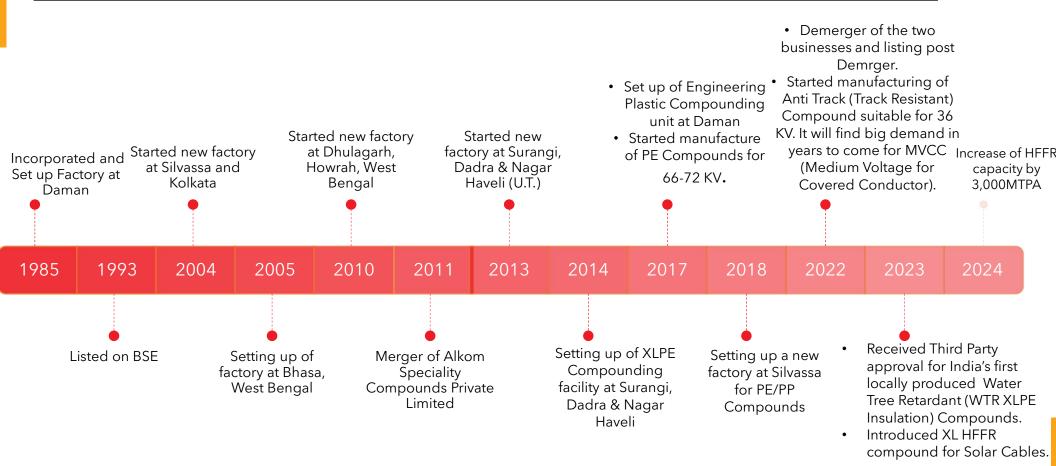




Annexures 35-43

# Major Milestones Achieved





# **Experienced Board of Directors**





### 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. Ddev Surana Whole Time Director and CEO

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



### Mr. Rajesh 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 the group since 1997.
- B.Com from Rajasthan University, Ajmer.



### Ms. 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 Itd.
- 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 **Independent 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.

# Leadership Team





### 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 12 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























# Benefits of strong Research and Development Infrastructure





# Awards & Recognitions







# Sustainability at the Core





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



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



Planted over 500 trees at manufacturing units and schools



Installed 1MW Solar Power Panels through PPA with Amplus Solar, the installed capacity now stands at 1.7MW

## Diversified Customers - Domestic



Top clientele constitutes of prominent domestic and global companies

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















































# Diversified Customers - Exports

























































































For further information, please get in touch with

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