

Earnings
Presentation
Q1 FY2024

Leading Manufacturer of Compounds

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



- A leading manufacturer of polymer compounds in India with a capacity of 2,39,000 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:



“FY23 was an exceptional year and has motivated us to strive harder to achieve higher growth for the coming years. The new financial year has started well for us. We successfully navigated through challenges posed by the volatile economic environment, including supply chain disruptions and escalating commodity and energy prices.

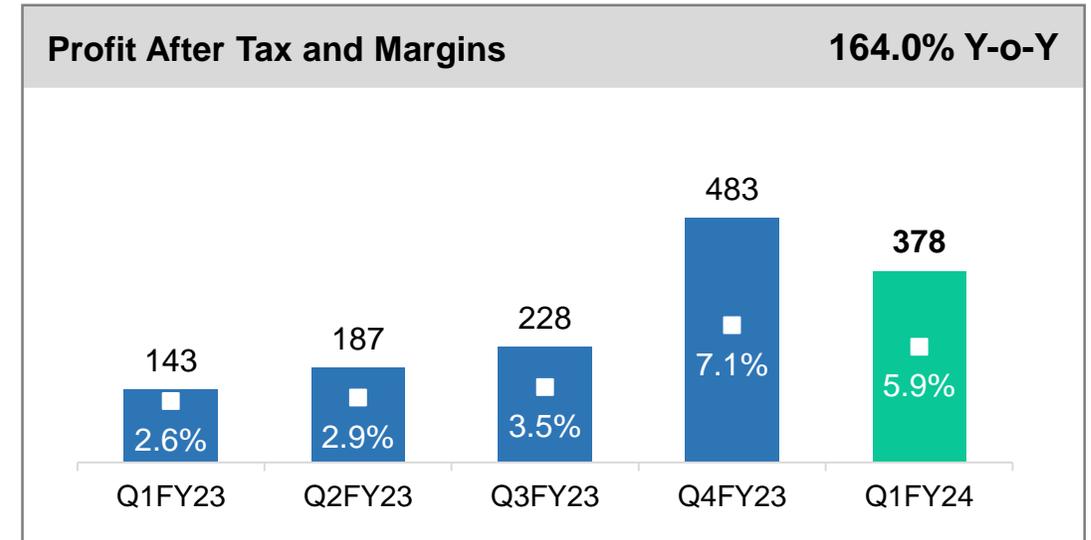
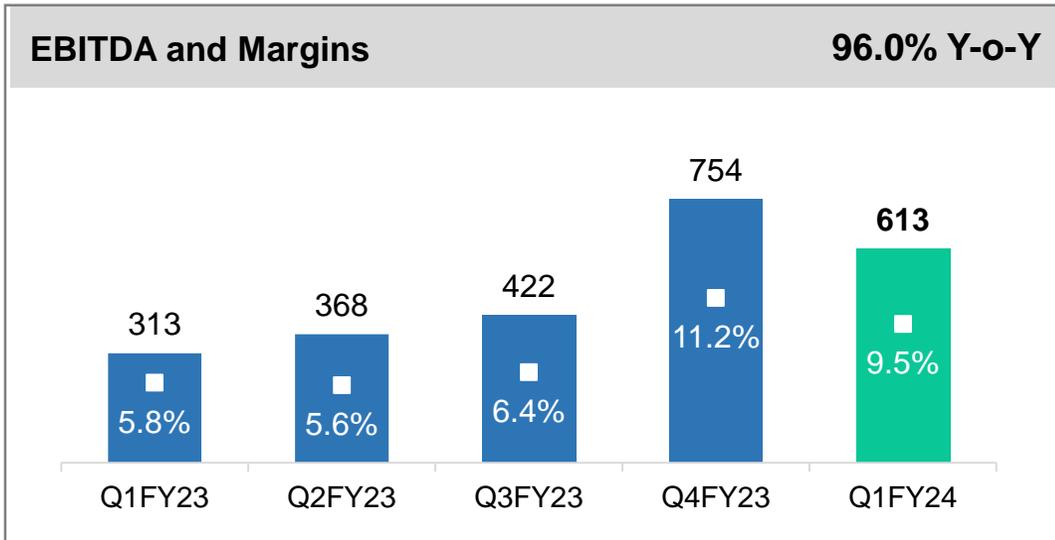
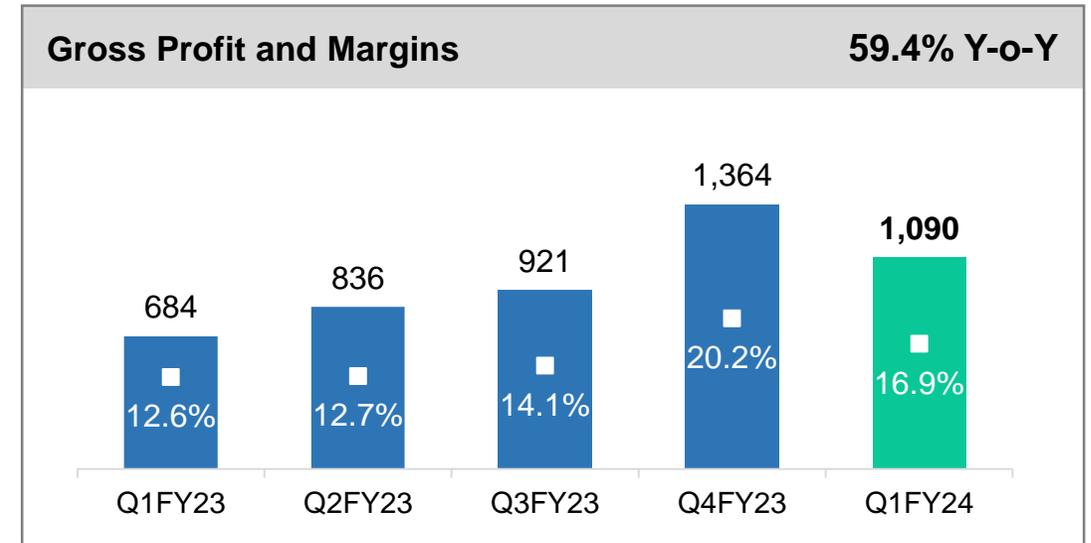
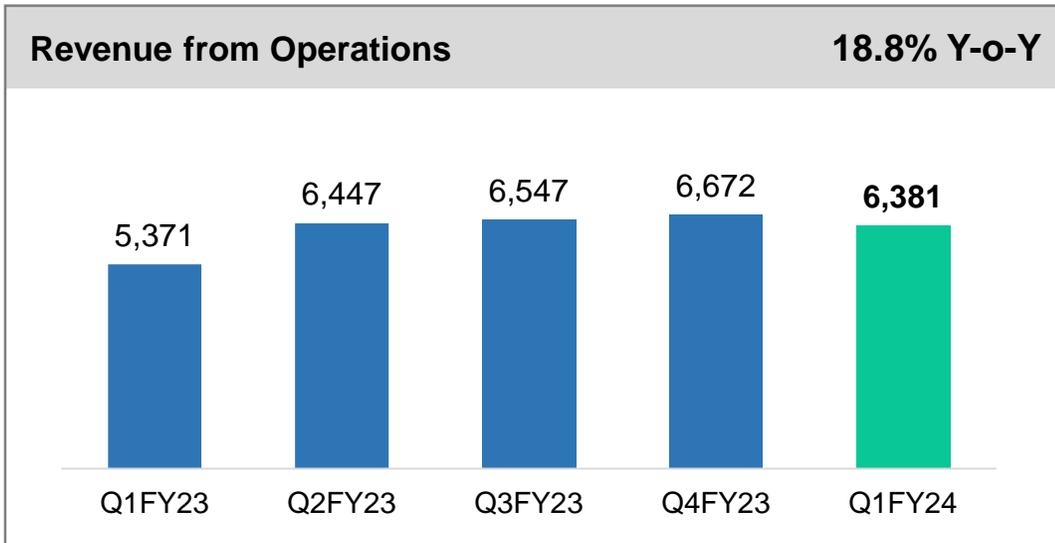
In Q1 FY24, the Company has delivered Revenue from Operations of Rs. 6,381 Mn with a growth of 18.8% on YOY basis. EBITDA of Rs. 613 Mn, a growth of 96% on YOY basis with margin of 9.5%, owing to higher operational efficiencies. PAT of Rs. 378 Mn, a growth of 164% on YOY basis with margin of 5.9%. The growth was primarily driven by high demand from cable industries. This performance boosts our confidence and assures that we are on track to achieve our strategic and financial goals.

Domestic operations accounted for 72% of our Company's revenue in the quarter, exhibiting a growth of 19% compared to the same period last year. Whereas exports contributed 28% to our revenue. We are dedicated to expanding our global exports, which will further enhance our top-line growth.

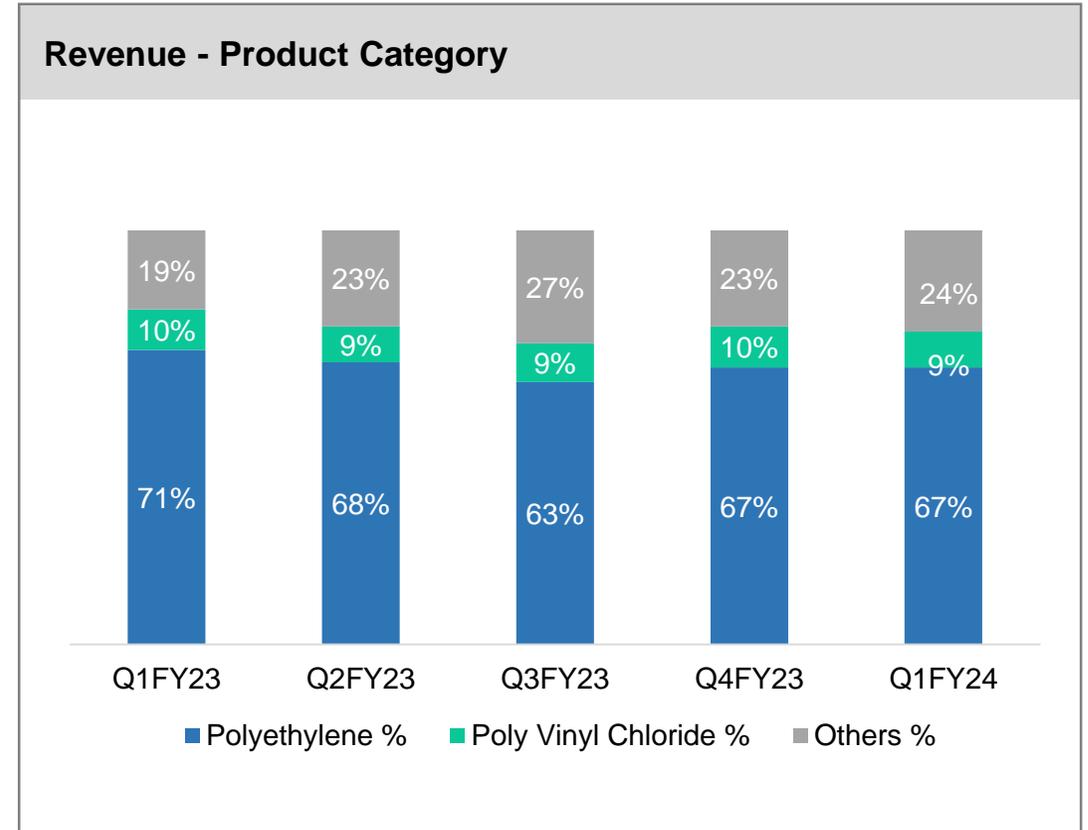
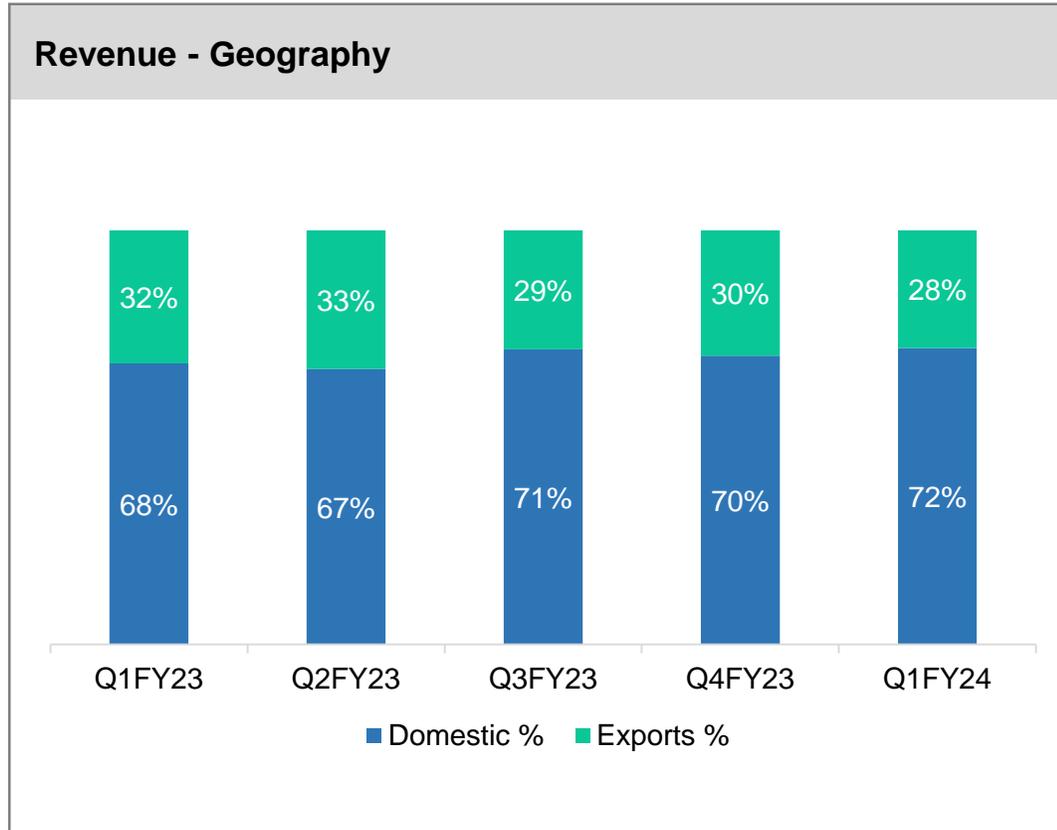
*We are pleased and proud to inform you that the Company, has been felicitated and awarded by Federation of Indian Chambers of Commerce and Industry (FICCI) with **“Excellence in Exports-Petrochemicals”** and **“Excellence in Sub-Sector-Plastics Polymers & Polymer processing/ compounding chemicals,”***

As we move forward, we remain committed to building a sustainable business with a strong clientele, cutting-edge technologies and diversified product offerings. Our focus on serving diversified end markets, achieving product leadership, and making continuous financial progress will further drive our growth and success.

Q1 FY2024 Performance Highlights



Note:
 • Gross Profit and EBITDA margins calculated on Total Income. Figures are in Rs. Million



Financial Performance

	Q1		Y-o-Y	Q4	Q-o-Q	Full Year		Y-o-Y
(Rs. Million)	FY2024	FY2023	Growth(%)	FY2023	Growth(%)	FY2023	FY2022	Growth(%)
Revenue from Operations	6,381	5,371	18.8%	6,672	(4.4)%	25,037	22,269	12.4%
Other Income	74	51	46.4%	89	(16.8)%	258	223	15.5%
Total Income	6,455	5,422	19.1%	6,761	(4.5)%	25,295	22,492	12.5%
Gross Profit	1,090	684	59.4%	1,364	(20.0)%	3,804	3,130	21.5%
<i>Margin (%)</i>	16.9%	12.6%		20.4%		15.0%	13.9%	
EBITDA	613	313	96.0%	754	(18.7)%	1,857	1,279	45.2%
<i>Margin (%)</i>	9.5%	5.8%		11.2%		7.3%	5.7%	
EBIT	581	284	104.8%	723	(19.7)%	1,736	1,164	49.2%
<i>Margin (%)</i>	9.0%	5.2%		10.7%		6.9%	5.2%	
Profit After Tax	378	143	164.0%	483	(21.7)%	1,041	548	90.0%
<i>Margin (%)</i>	5.9%	2.6%		7.1%		4.1%	2.4%	
EPS	4.02	1.52	164.5%	5.13	(21.6)%	11.07	5.82	90.1%

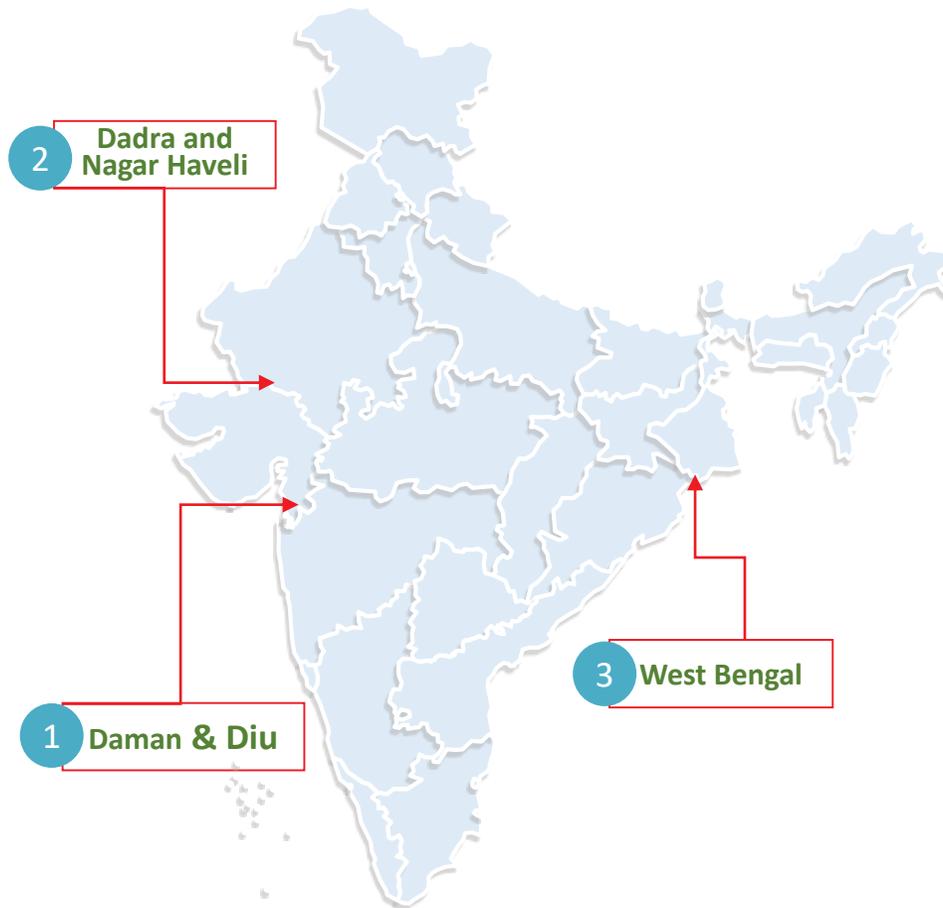
Notes:

- 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	Q1 FY24
Antifab/ Filled Compounds/ Master Batches	Packaging Goods	36,000	45,758*	33,776	24,154	27,435	34,684	27,244	6,021
PVC Compounds	Wire & Cable Industry. Construction Industry	44,000	31,941	31,518	33,570	23,602	18,282	21,276	5,730
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	26,274
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	547
HFFR	Power distribution with safety against fire hazards	2,000	-	-	-	-	-	710	130
Total		2,39,000	1,42,621	1,47,674	1,39,178	1,24,095	1,40,018	1,43,985	38,702

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	2,000
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
TOTAL		2,39,000

- **Largest manufacture of polymer compounds in India with Installed capacity of 2,39,000 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.

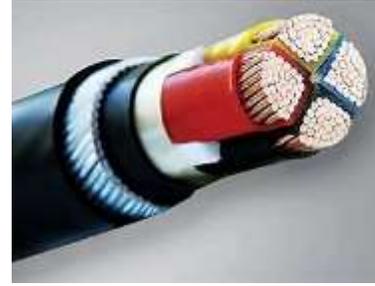
Antifab / Filled Compounds/ Master Batches



PVC Compounds



Sioplas Compound / XLPE Compound / Semicons



Engineering Plastics Compounds



HFFR



Diversified Customers - Domestic

Top clientele constitutes of prominent domestic and global companies

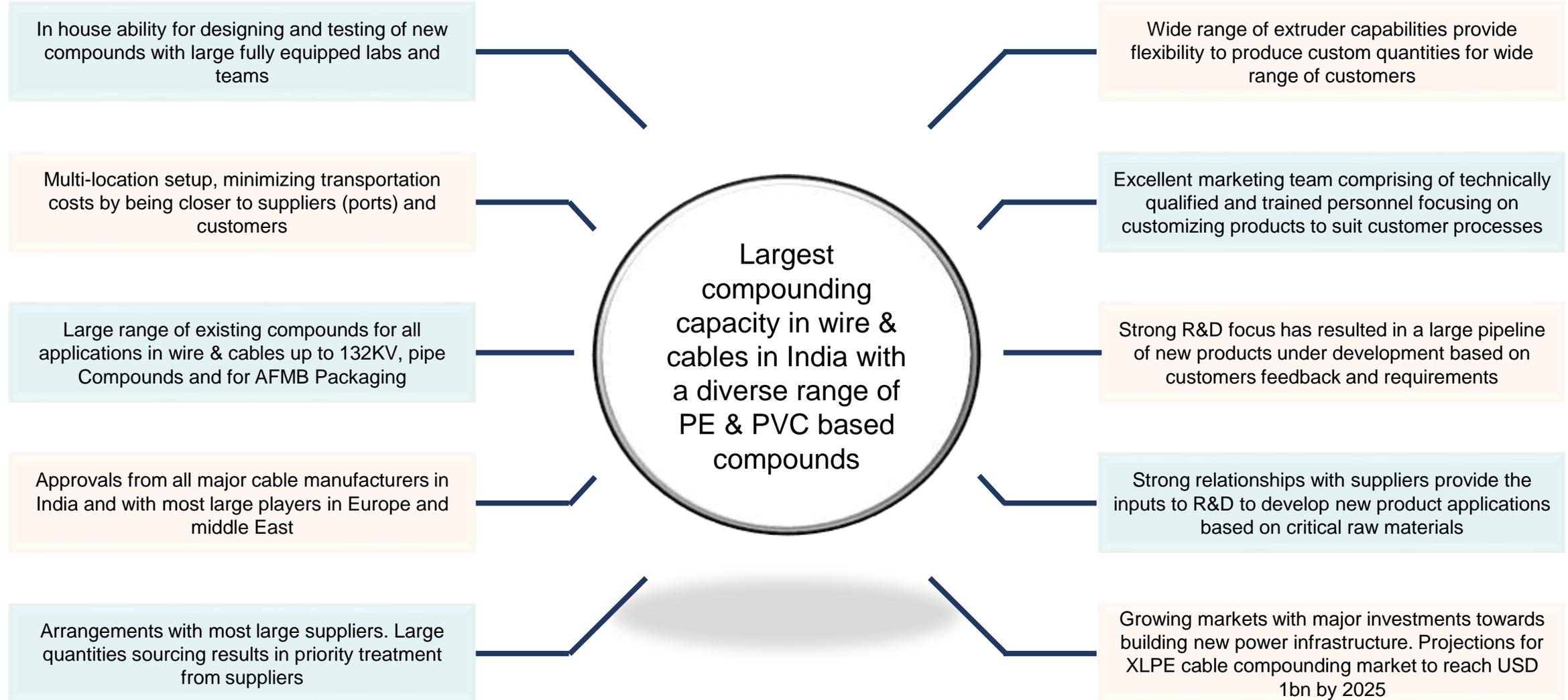
Diversified customer base across cable, footwear, pipe and packaging industry mitigates industry-specific downturn impact

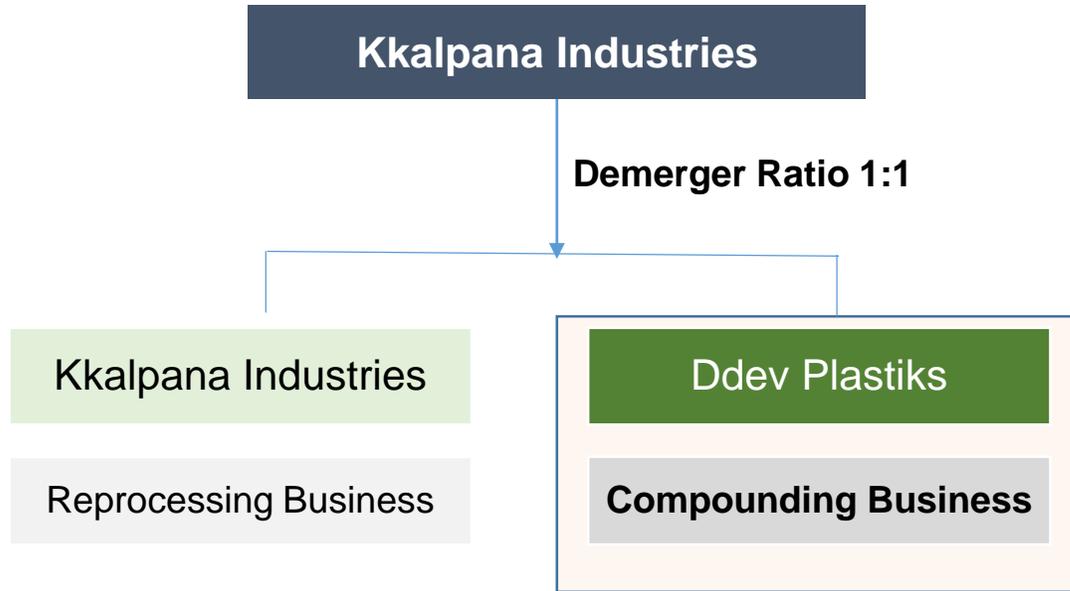
Well established relationships with renowned clientele provide stability to revenues and drive business going forward



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

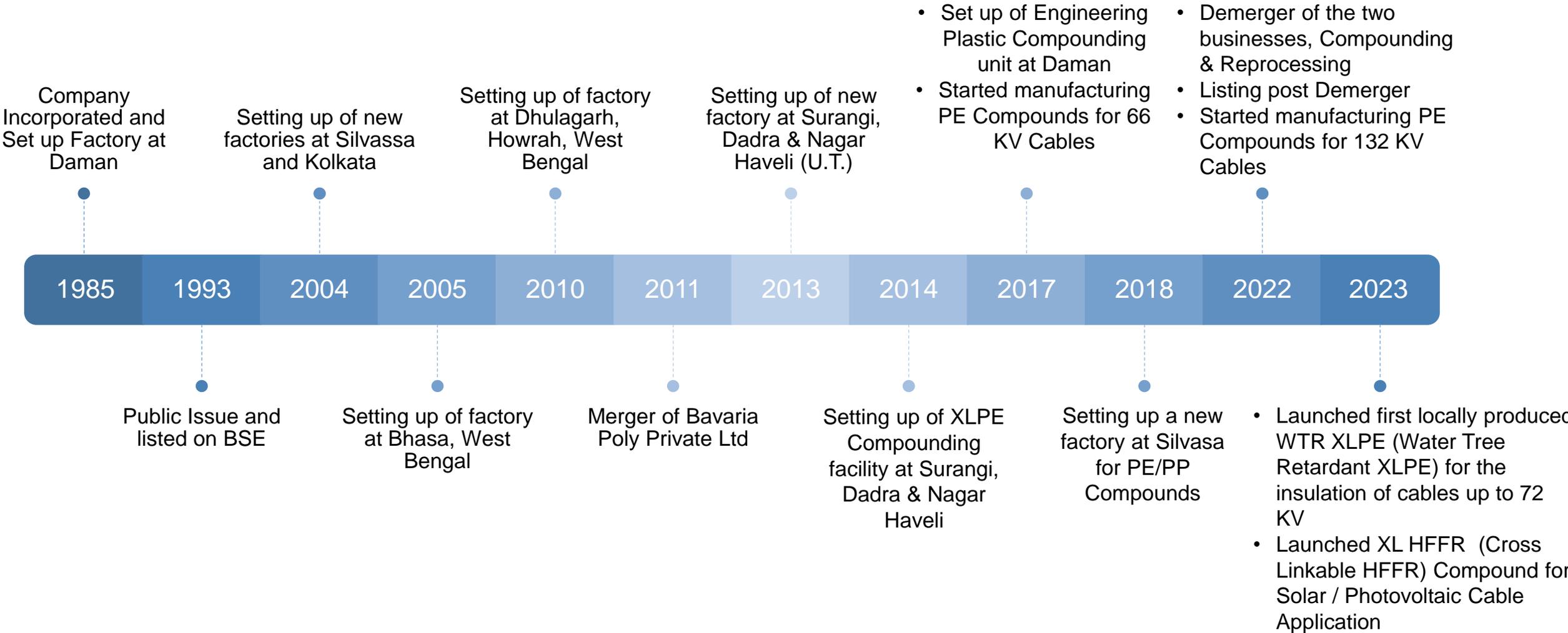
Manage different business independently and be fully focused on exploring respective growth opportunities

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. Ddev Surana
Director

Dynamic business leader and key driving force of Company. He have 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 the group since 1997.

B.Com from Rajasthan University, Ajmer



Ms. Mamta Binani
Independent Director

21+ years of experience in corporate consultation & advisory. She is President-MSME Development Forum-WB; VP-NCLT Kolkata Bar Council; Chairperson-Legal Affairs & Governance Council-MCCI and Secretary-All India Insolvency Professionals Association.

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. On the board of various listed and unlisted companies. Founder of Citadel Law Chambers.

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 Alumini. 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 involved in 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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For further information please contact:

Ddev Plastiks Industries Limited

Tanvi Goenka

Company Secretary and Compliance Officer

tanvi.goenka@ddevgroup.in

Contact: +91 6292242145

Churchgate Partners

Anvita Raghuram / Atul Modi

Investor Relations Advisor

ddev@churchgatepartners.com

Contact: +91 22 6169 5988

Registered Office

2B, Pretoria Street,
Kolkata - 700 071

Phone: +91 33 22823744/45/8818

Fax: +91 33 22823739

Email: kolkata@ddevgroup.in

Mumbai Office

106, Laxmi Plaza, Laxmi Industrial Estate,
New Link Road, Andheri (West), Mumbai - 400 053

Phone: +91 22 67021470/71/72

Fax: +91 22 6702 1473

Email: mumbai@ddevgroup.in



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