



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

Date: 20th November, 2018

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,

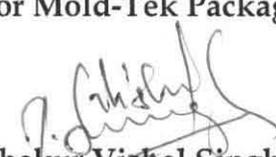
**Sub: Outcome of Investors Conference Call held on 12th November, 2018 -
(Regulation 30 of SEBI (LODR) Regulations, 2015)**

Please find enclosed outcome of the Analyst/Investors conference call of the company held on 12th November, 2018.

This is for your kind information and records.

Thanking you,

For Mold-Tek Packaging Limited


Thakur Vishal Singh
(Company Secretary)



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Moldtek Packaging-12112018

- MODERATOR

- Ladies and gentlemen good day and welcome to the Moldtek Packaging Q2 FY19 Earnings Conference call hosted by Prabhudas Lilladher Private Limited. As a reminder all participant lines will be in the listen only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call please signal an operator by pressing * then 0 on your touch tone phone. Please note that this conference is being recorded. I now hand the conference over to Ms. Shailee Parekh from Prabhudas Lilladher. Thank you and over to you ma'am.

- MS. SHAILEE PAREKH - PRABHUDAS LILLADHER PRIVATE LIMITED

- Thank you Raymond. Good afternoon ladies and gentlemen. I welcome you all to the Q2 FY19 Earnings Call of Moldtek Packaging Limited. We have with us Mr. Lakshman Rao: Chairman and Managing Director of the company. Without further ado sir I would like to request you to make your opening remarks, take us through the quarterly numbers as well as the half year results, post which we can throw the floor open for Q&A. Over to you sir. Thank you.

- MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.

- Good afternoon everybody. Thanks for your interest in our company's performance in the Q2 of '18-'19. I am glad to inform you that there is a considerable growth in sales. In value terms it's up by 27% and in terms of volume it is close to 15..... In terms of tonnage it is around 19.35%. So over the Q2 on Q2 the profitability has also gone up. The PBT that is profit before tax is up by about 9.27% for the half year and for the quarter in consideration it is about 17.89%. Sorry 14.02%. 14%. So the company continued to add new products and new features in our product range mainly in the Q Packs of edible oil and ghee. We found new traction from various companies mainly across Madhya Pradesh, Gujarat and Rajasthan. And numbers are picking up right from September and those numbers are much better even in October and November. And a new range of ghee packs retail packs are being introduced very soon probably in the early next month. And these are expected to add numbers in the coming quarters.
- I am also glad to inform you on 10th of November our first despatch in Mysore has happened. Of course the product was supplied from our Khandala plant. But the supply made to Mysore because Mysore will be going to commercial production somewhere in the middle of December. But Asian Paints has agreed to take supplies from Khandala through Mysore will be making those invoicing for the sake of GST and other benefits. So this process would start the processing I

mean the process of invoicing from Mysore. Though the commercial production might start from middle of December.

- The project in Vizag is also heading for starting in January. Commercial supplies might start from February 2019. So these are the developments and I thought it will be better we speak more on question and answers so the specific details what you are looking for can be provided. One point I will close this call with a continued trend in increasing IML sales. Currently the IML sales is touching almost 60% which were around 54 last year. More details when we talk on Q&A. Over to the moderator and then we can start the questions and answers.

- **MODERATOR**

- Sure. Thank you very much. We will now begin the question and answer session. Anyone who wishes to ask a question may press * and 1 on your touch tone telephone. If you wish to remove yourself from the question queue you may press * and 2. Participants are requested to use handsets while asking questions. Ladies and gentlemen we will wait for a moment while the question queue assembles.

- We have our first question from the line of Devang Shah from Principal India. Please go ahead.

- **MR. DEVANG SHAH – PRINCIPAL INDIA**

- Yeah good afternoon sir.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Good afternoon Devang.

- **MR. DEVANG SHAH – PRINCIPAL INDIA**

- Two or three questions. Number one apparently for the quarter under consideration somehow despite a 29% top line growth and only a 5-6% loss in gross margins, the growth in EBITDA and net profit as you mentioned which is about 14%, does not add up. So where have we lost? I mean you know there is no operating leverage so-called. And you just mentioned our IML sales have increased. Which means that you know actually the mix has also not been a deterrent. So where have we lost the entire operating leverage that's question number one. Question number 2, possibly the RAK thing has I mean you are virtually kind of reducing the capacity over there if I understand correctly to half right? And you are possibly shipping the machines here. Inter GCC is there no movement of goods allowed to even possibly ramp up in that region itself rather than getting it here? So that is question number 2. Question number 3 is to what extent do you think the new products and particularly you had shared in last quarter some innovative pack for a pharma company and now you are also

sharing with us a new pack for ghee. All those will start contributing when? So if you can just help up. And also the price rise given the polymer rise that we have seen in the recent past. How will the pass through happen if you can just help us understand all this.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Sure Devang. Yes I too find that operating leverage is less than optimal. Though the number looks like 23% on the value, the actual sales in tonnes is 19%. So a 19% top line growth should have resulted in better than 19 in PBT or at least in EBITDA. EBITDA has gone up by 19.55%. So which is just more or less equal to the sales volume growth so which is not bad. But depreciation and interest have gone up due to the projects that are on the anvil and some of them are just going into commercial production. So some of the manpower costs and other costs are taken into the P&L. So that has impacted the manpower costs. The manpower costs have gone up if you look into more detail from 11% at the beginning of the year to around 11.75%. It's almost half a crore impact. Staff cost has gone up from 9.7 to 10.3. That's what I am talking about. And consumables have gone up basically because of the dollar impact. Some of the inks and IML printing material which we import have gone up. So that has impacted the margins slightly by almost 0.7% or you can say about Re.1 per kg. And staff costs going up have impacted by say about Re. 0.7 per kg. So had this not impacted this is annual increments we give in the second quarter. Most of the staff and packaging fall in the second quarter. So the staff costs and the consumable costs due to dollar has impacted a little bit but at the end of the day again we are at Rs. 33.56 per kg as against 33.9 in Q1. And there is a cost of training these manpower, people who are getting ready to handle Mysore plant, they are already on rolls. They are in different locations in our unit 1, the main unit, learning the techniques of IML, techniques of rejection control, quality and other stuff. Of course we are mixing up some people being transferred from Hyderabad and Khandala to Mysore so that they handle the Asian Paints operations well. So the most focus today is on Asian Paints Mysore plant and then followed by Vizag plant which has to start in maximum end of Jan. So these two plants need to be powered with people with correct knowledge. So there was even recruitment last few months and those guys are also being trained in our main units in Unit 1 and Unit 3 and 4 where they are picking up the fundamentals and basics to run a unit. Some of them might be absorbed in the existing office plants and some of them might be placed in Mysore along with some senior people from these plants. So this is the reason why operating leverage is not really visible. But at the EBITDA level it's same as 19.59% similar to the sales growth and volume. Coming to your second question RAK capacity, at RAK we have reduced not fully the 50%. We did move one machine robot and it's moulds to the tune of about 2.8 crores worth of equipment has moved back. And now in the phase 2 we are planning maybe in December we will move another 2 machines along with its robots and other equipment costing close to 4.5 crores. So this way effective capacity at RAK will be brought down from 3000 tonnes to 1800 tonnes. And those whatever 1200 tonnes worth

of capacity that's been coming here to Hyderabad, will be fully absorbed with the new products that is the retail ghee packs and edible oil and ghee 5 and 15 litre packs whose demand is picking up. So this is the main reason we are planning to use the capacity which is lying idle. Basically because of the lack of demand in those countries with the economical downtrend in the last couple of years, as you said in GCC how is the outlook, the outlook in GCC continued to be not so encouraging. There is a price war. People in spite of the raw material price movement unlike in India, there the customers are not very positive about enhancing the prices. So wherever they have shifted from metal to plastic, they are insisting to hold on the pricing. So the economic situation or the demand situation there seems to be still not so encouraging. So only in lubricants, greases and some portion of dairy are showing signs of decent demand. So keeping those machine and moulds, we are shifting these three machines keeping 4 machines back there in RAK. And coming to your next question about when these new products of pharma and ghee will start contributing, the pharmaceutical thing, the pilot mould is now cleared and commercial mould will be ready only in the month of March. So probably supplies will start from April. Whereas the ghee moulds they are all coming here this week and already we have excellent enquiries from Prabhat Ghee, Amul and Britannia and many other leading ghee companies in the country. And I think these ghee packs will start contributing as early as Jan-Feb next year in decent numbers. This is – apart from this I want to make a mention of the ice cream packs which we introduced last year in Jan-Feb. They were very good positive demand in initial year. But this year we are going to get much more maybe the number last year was hardly around 3-4 crores, but this season starting from January we are anticipating that number to be at least tripled or it can be more than tripled. So ice cream will be a big contributor in this summer. And ghee might start giving numbers but those numbers will pick up from second quarter because that is the festival season but we are in time. So I see both the Asian Paints plants also contributing from Jan-Feb onwards. But big numbers can start happening from April. So we are all set for a decent rise in numbers coming from the New Year hopefully from April 2019. And then coming to the raw material prices yes raw material prices have kept on going up. In the first quarter they have really gone up. In the second quarter one month there was a dip but they were again back up, and today I think in this month of November we see some flat same price has been followed. Probably in December they may come down if the crude prices....because crude to raw material there is always couple of months of lag. So if crude falls down this month, raw material price might come down next month. So having said that the average raw material price of Q2 is same as Q1 99.1 and 99.04. So there is not much difference in the raw material prices.

- **MR. DEVANG SHAH – PRINCIPAL INDIA**

- How much time before you are able to pass on the entire rise?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- One month in most of the cases. Only in couple of cases we have three months where in spite of 3 months' understanding if the price rise is more than 5%, they generally pay up that difference also. So if the difference is 2-3% we need to absorb for 3 months. But such cases are hardly 20-25%. 75% of the case we have monthly price adjustment.
- **MR. DEVANG SHAH – PRINCIPAL INDIA**
- So which means that in the incurring quarter if nothing changes on the raw material the entire pass on would have happened.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- If the raw material stays flat you mean?
- **MR. DEVANG SHAH – PRINCIPAL INDIA**
- Yeah, yeah. The entire pass on would happen right?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Would happen. Yes.
- **MR. DEVANG SHAH – PRINCIPAL INDIA**
- Okay so that can see...which means Q3 will be much more better on pricing and volume terms even otherwise.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah Q3 started and as you said the raw material prices flattened now. This month they said same price. October also it went up by Re. 1.50, just 1.2% or 1.4%. But this month they have declared a flat. So hoping that next month if it falls down, we might at least collect back that 1.4%. As you correctly said it will have that little positive impact.
- **MR. DEVANG SHAH – PRINCIPAL INDIA**
- Great sir. I will come back in the queue. Thank you so much.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Thanks Devang.
- **MODERATOR**
- Thank you. The next question is from the line of Ravi Naredi from Naredi Investment. Please go ahead.

- **MR. RAVI NAREDI – NAREDI INVESTMENT**
- Sir how much percentage now in this quarter?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Sorry?
- **MR. RAVI NAREDI – NAREDI INVESTMENT**
- IML, IML, how much percentage?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- IML in this quarter in value terms is 59% as against 54.6% last year.
- **MR. RAVI NAREDI – NAREDI INVESTMENT**
- Okay. And sir this RAK VEP will be in quarter 3 we are going in the right direction? Or it will change something?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- No, no, no. The direction what we went was with a combination of paint, lube and dairy. What we understood is paint is not at all pulling up. That capacity immediately we are bringing back because those paint means big buckets and those big buckets we have enough demand back home in India. Whereas the anticipated demand from the paint segment is not happening. Now actually Jatin Paint is knocking at our door, asking us about the possibility of shifting to plastic. But they are very much concerned about pricing. So we don't want to do any business at a loss or at a breakeven. So we have decided to bring back those machines and moulds and robots here because we are finding a lot of demand coming up for our edible oil 15 and 17 litre packs which can also run on these same machines. So it makes sense to make use of these machines and capacities here. And if there is any really rebound in demand in those countries we can quickly add new machines there. So that is the decision board has taken recently. And that's why apart from one machine what we brought back in October, they are planning two more machines to come here in December.
- **MR. RAVI NAREDI – NAREDI INVESTMENT**
- Okay, okay. And sir after this Mysore and Vizag there is no capex sir?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Sorry after?

- **MR. RAVI NAREDI – NAREDI INVESTMENT**
- After Vizag or Mysore there will be no capex in the company? No plant?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- There will be capex going on for this new ghee packs which we are getting the moulds recently. So those machines are being added in Hyderabad. And in Mysore also we are setting up small capacity for Mondelez that is M2K product. That will be about 300 tonnes – I mean sorry 600 tonnes per annum. So a small capacity being added there for Mondelez so that we will have two locations supplying to Cadbury instead of only Hyderabad. And Hyderabad will be adding some more machines to handle the new ghee packs, retail packs. These all will be new additions. They are not substantial, probably in the tune of 7-8 crores. And there is a proposal to purchase land at Hyderabad because the area in Hyderabad is getting filled. So that could also mean another 6 crores investment in the land and maybe subsequently on the building. So apart from this on the anvil we are considering a plant in North. We are talking to couple of paint companies and couple of food industries who are asking us to come close to north for their supply points are being there, filling points. So that more clarity on north plant will come up sometime by end of this year, beginning of 2019. So the time frames look it can happen in a year's time. But I will have more clarity in December-January.
- **MR. RAVI NAREDI – NAREDI INVESTMENT**
- Okay thank you. Thank you. All the best sir.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Thank you.
- **MODERATOR**
- Thank you. The next question is from the line of Pragya Vishwakarma from Edelweiss. Please go ahead.
- **MS. PRAGYA VISHWAKARMA – EDELWEISS**
- Yeah sir can you please help me with tonnage in second quarter and console and standalone level?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- The tonnage in second quarter is 5275 in India. And 150 tonnes in RAK. So taking it to a total of 5425.

- **MS. PRAGYA VISHWAKARMA – EDELWEISS**
- Okay. And if you can please give the breakup between paint lube and FMCG on your standalone?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah I will give you for the Indian breakup. Paint is 2760 in paints, 1811 in lubes, 697 in food and FMCG.
- **MS. PRAGYA VISHWAKARMA – EDELWEISS**
- And in value terms?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Value terms 2193 crores. That is 21.93 crores. Sorry you want value terms of paint that way is it?
- **MS. PRAGYA VISHWAKARMA – EDELWEISS**
- Yes, yes.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- 48 crores, 38 crores and 18 crores of the total 97 crores.
- **MS. PRAGYA VISHWAKARMA – EDELWEISS**
- Okay. And FMCG you said 18 crores right?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah.
- **MS. PRAGYA VISHWAKARMA – EDELWEISS**
- Okay. And just wanted to know if anything on those oxygen barrier containers which we were talking about like a few quarters back. We are doing something over there as of now?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- No not really because we are completely busy with this new rise in demand in edible oil and ghee sector. And there seems to be a lot of opportunity there and the volumes have tripled in the month of October and even November looks very good. And we may have to first concentrate on building up capacities in that segment. One of the reasons why we are moving capacity from RAK is also is

that the immediate surge in demand in edible oil which we need to cater to. So as of now the more effort is on these two fronts.

- **MS. PRAGYA VISHWAKARMA – EDELWEISS**

- Okay, okay. And my last question is on oil and ghee packs. So what was the sales for this quarter?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- The oil and ghee do we have break up in September? Or we can send it to Pragma later? We can send you later but certainly it is much better than Q1.

- **MS. PRAGYA VISHWAKARMA – EDELWEISS**

- Okay, okay thank you. I will get back in the queue for further questions.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Yeah I can just tell you the number, that's about 357 tonnes as against 142 tonnes in Q1.

- **MS. PRAGYA VISHWAKARMA – EDELWEISS**

- Okay thank you.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Yeah.

- **MODERATOR**

- Thank you. The next question is from the line of Sanjeev P from Tamohara Investments. Please go ahead.

- **MR. SANJEEV P – TAMOHARA INVESTMENTS**

- Hello?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Hi!

- **MR. SANJEEV P – TAMOHARA INVESTMENTS**

- Sir you said the operating leverage didn't come because the higher depreciation because of the new capacity, at the same time new staff addition. So because the

- new capacity has not been commercialised or this has not commenced, have we started charging now or we are capitalising, you must pick up...
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
 - No we are not capitalising the manpower who are under training. So the people who are under training at various locations are also involved in the production in those units. So their costs are taken into P&L. And the increment is also another reason for going up rise in the staff costs. They have gone up from 9.78% to 10.3. That's almost 0.6% that is equal to Re. 1 per kg almost.
 - **MR. SANJEEV P – TAMOHARA INVESTMENTS**
 - Right. And same for the depreciation and interest rate?
 - **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
 - Depreciation and interest only the interest on the working capital. Of course interest and depreciation is being capitalised until the commercial production starts. But where and when we have started some of the machines that depreciation will be taken in the P&L.
 - **MR. SANJEEV P – TAMOHARA INVESTMENTS**
 - Okay. And regarding the RAK shifting of the machines...
 - **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
 - Capacity.
 - **MR. SANJEEV P – TAMOHARA INVESTMENTS**
 - Capacity that we are talking about, are we going to do some major onetime expense for that?
 - **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
 - Nothing. Actually the shipping cost for each machine would be in the region of 1.5 lakhs. And even if this requires 3 container loads it is a matter of about 5-6 lakhs and handling of another 3-4 lakhs. So about 10 lakhs will be the expenditure involved for a shifting of about 4 crores worth of equipment. Not much.
 - **MR. SANJEEV P – TAMOHARA INVESTMENTS**
 - Okay sir. And so sir with the new plant which is coming up which will be non-IML, so on a blended basis what kind of EBITDA per kg that is we are targeting at?
 - **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Both these two plants are going to have majority of their products in HCL. And now Asian paints has given us permission to produce our own HCL. So we are producing HCL in-house. So with that being added, our EBITDA margins from these two plants will also be same region of 33 to 35 per kg. So they won't affectively bring down neither they are going to add to the average.
- **MR. SANJEEV P – TAMOHARA INVESTMENTS**
- So going forward in the next year when it will start producing and maybe in 2021 when the capacity will be fully streamlined, we can improve further towards 35 in the....?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- That will come mainly through not from Asian Paints but it will rather come from the food and FMCG product which we are introducing like the ghee retail packs, ice cream packs and some of the specific products of one for a pharma company and one for a nutrition company which we are adding hopefully by March this year – next year. So those will be the drivers in improving the EBITDA per kg.
- **MR. SANJEEV P – TAMOHARA INVESTMENTS**
- And we can move it more than 35?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- It is possible to reach at least 34.5 in the next year. If couple of things happen as per plan we can see 35 also.
- **MR. SANJEEV P – TAMOHARA INVESTMENTS**
- Okay thank you sir, that's it from my side.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Thank you.
- **MODERATOR**
- Thank you. The next question is from the line of Ankit Merchant from S&P Global. Please go ahead.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- Yeah hi. I wanted to understand about the Asian Paints facility regarding the first Mysore which has already started production. Over there I understand there is a second supplier to Asian Paints, not the first supplier. Am I right on this part?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yes Hi-Tech Plast continues to be their first supplier.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- And what is their capacity compared to us?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- I think they always get a lion's share. They get almost 40% of their business. We get somewhere around 25 to 30. And there are another one or two people they are given permission at Mysore. In Vizag they have given 3 people but Mysore they have given overall 4 people. So Hi-Tech might get 40. We may get around 25-27, 28. And the rest of the two will get the remaining 32-33%.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- And I have also understood that they also are building the IML capacity. Is this right?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- IML for Asian Paints?
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- Yeah. Or it has started working on it....yeah, yeah.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yes. In the recent discussions with Asian Paints management, they have given us a go ahead to make couple of brands in IML look alike like HCL to make sure that they don't have some kind of a confusion in the market. So that is a good move but it won't really help us because IML at HCL look will certainly look ordinary. It won't give the charm of elegance of IML. But they want it that way. But there is one little change in the mind-set. So we are planning to do in one or two brands in IML look alike like HCL.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- And even Hi Plast is working on...
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Sorry? Hi-Tech?
- **MR. ANKIT MERCHANT – S&P GLOBAL**

- Yeah even Hi-Tech is working on...
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- They have been telling Hi-Tech Plast, they are telling Jockey, they are telling Parade Plast, all of them to go for IML for last 4-5 years. Because they don't want a single supplier situation in Asian Paints. So that is why they are very much focusing on other vendors to go for IML. Once they go for IML we will be much better off because their costs and our costs will be definitely to our advantage because we make our own in-house IML and our productivity with IML is much well-established than them, than the rest of the competitors. So if they really solve the problem and come out with the IML, we also benefit.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- Sure. And one question on this RAK front, we are bringing down the capacity from 3000 to 1800 tonnes.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yes.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- And that capacity will be utilised for ghee and dairy products in India. Is this right or...
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah, ghee and oil.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- Oil.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah mainly oil products. Ghee, oil and dairy.
- **MR. ANKIT MERCHANT – S&P GLOBAL**
- So in that case the remaining capacity at RAK will then be fully utilised by the new order which you have received?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- With the current orders on hand we are somewhere around 75-80 tonnes per month. Last quarter is 150 tonnes that is about 50 per month. Now currently we

are around 65-70. We are also talking with one of the another leading grease and oil company, lube company there, Chevron. And we have already taken some trial lots and volumes might start picking up in a month or two. Once that happens probably we will be reaching that capacity utilisation there in RAK. At 100 tonnes we start breaking even. So I hope we will be reaching that by – initially I expected by now we will be reaching that but now seeing that signs that is why we have decided to move this capacity back to India and utilise it better so that we bring down the BEP point there to 100 tonnes instead of 120-130 and reach that level by Jan-Feb.

- **MR. ANKIT MERCHANT – S&P GLOBAL**

- Okay so in fact even in this year we should be expecting the utilisation to be around 65%.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Yes.

- **MR. ANKIT MERCHANT – S&P GLOBAL**

- Okay thank you, that's it.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Thank you.

- **MODERATOR**

- Thank you. The next question is from the line of Akhil Parekh from Elara Capital. Please go ahead.

- **MR. AKHIL PAREKH – ELARA CAPITAL**

- Hello sir and many congratulations.

- **MODERATOR**

- I am sorry to interrupt you Akhil but we can barely hear you. Could you please speak a little louder? Maybe use the handset.

- **MR. AKHIL PAREKH – ELARA CAPITAL**

- Hello is this better now?

- **MODERATOR**

- Yes please go ahead.

- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Sir congratulations on a good set of numbers. I have a question on food and FMCG side. Last year we did almost 19-20% of the total trade and now given we are doing good in ghee and oil plus there is some incremental from ice cream, but if I see 18 crores as a total whatever 19 crores we did in the sales contribution from FMST is still 18%. So have we lost any client in food and FMCG in the last quarter?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Once second. The number has increased from 15.41% in Q2 last year to 19%. 18.92. So that is almost 19%. So there is no stagnation. It's gone up from 15.5 to 19. As you are aware ice cream is a seasonal demand. So making seasonal product. So making comparison of quarter on quarter that is yearly quarter on quarter makes sense. So for 15.4 to 18.91 is a decent rise in the food and FMCG. And in the third quarter onwards we anticipate it to go beyond 20% because edible oil and ghee packs will start contributing in these coming months.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Got it. So FNS should contribute 20% plus for FY19 as a whole.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- As a whole yes. 20 is my target. It was 18 last year. So it should at least hit 20.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Okay. But we haven't lost any clients as of now in food and FMCG.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Sorry?
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- We haven't lost any clients right in food and FMCG?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- No, in fact I forgot telling we added Hindustan Lever's recently and their production will be starting in January for their ice creams. So that is one decent addition. It is not a huge order. But it's reasonably big to add something like 4-5 crores per annum sales and gives us a good entry into Levers.
- **MR. AKHIL PAREKH – ELARA CAPITAL**

- Got it sir. Second question is on Mondelez. Would you be able to....
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Second point I wanted to tell which I forgot, there is a dip in sales of Mondelez 7% dip over the last year. So that also has not – I mean that would have otherwise contributed better and we would have touched 20% in this year itself.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Got it. But we are adding new capacities from Mondelez right? 600 tonnes.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- That is at Mysore and the capacities that are here in Hyderabad would be managed between Mondelez and ghee cups. It is interchangeable capacity so that if Mondelez picks up – because it's also again found to be a kind of seasonal product. In summer up to June-July the sales of Mondelez dropping is what is observed. And September onwards they start picking up for the festival. So that seasonality also has to be factored in. So we brought in this ice cream which will be filling in the gap of the capacity during the summer months. And they both make an excellent synergy. So the capacity at Mysore also could be utilised either ways.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Got it sir, got it. And sir Mondelez still remains our top most client right in food and FMCG?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Top most client in food and FMCG. Yeah.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Okay sir. Sir two more questions. One is on the – so on value side you said IML has contributed 59% and non-IML is 41%. Will you be able to give the break-up on volume side for this quarter?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Volume side 53% is IML. 46.7 is non-IML.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Got it. And last question is on the paints and lubricants. How much would be IML contribution? Like paints and lubricants.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- IML paint and lubricants breakup I don't have. I can send you. Contact Rambabu otherwise. Rambabu@moldtekindia.com.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Okay I will do that.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- He will send you the IML breakup of paints and lubes.
- **MR. AKHIL PAREKH – ELARA CAPITAL**
- Okay thank you so much.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Thank you.
- **MODERATOR**
- Thank you. The next question is from the line of Aksh Vora from Praj Financial. Please go ahead.
- **MR. AKSH VORA – PRAJ FINANCIAL**
- Yeah sir the breakup which you gave for paints, lubes and food and FMCG, 48 crores, 38 crores and 18 crores, adds up to 104 crores of sales. And it's not matching up to the sales number.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- No, 48, 30 and 18. Lubes is 30.
- **MR. AKSH VORA – PRAJ FINANCIAL**
- Okay. Okay alright.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- So I don't have the points here. So they are adding to 96 actually.
- **MR. AKSH VORA – PRAJ FINANCIAL**
- Okay. Sir another thing, what kind of capex have we done till now and anticipate to do in the current year?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Capex in this year is around 45 crores planned and 30 crores completed as of today. Remaining 15 crores will happen in the next 4 months, 5 months.
- **MR. AKSH VORA – PRAJ FINANCIAL**
- Sure. Also we planning to add new capacities, planning to buy land and adding ghee capacities in different locations. So what would be the capex next year we are looking at?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Without the north plant the capex what we are planning for the first half would be in the region of 15-18 crores. But if the north plant happens another additional 20 crores capex for the next year.
- **MR. AKSH VORA – PRAJ FINANCIAL**
- So around 30 to 35 crores?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- 35 it should be. And maybe there could be balancing equipment and Mysore and Vizag may have to be done in the second half of the year next year to catch up for the increased demand for the year 21-22. Sorry 20-21.
- **MR. AKSH VORA – PRAJ FINANCIAL**
- Right. So sir currently our debt levels are around 90 crores. So will we be adding debt for funding the capex or we will be doing it through internal accruals?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- If the – I mean the capex continues to be somewhere in the region of 30-35 crores, our internal accruals will be adequate to take care. If it goes beyond 35 we need to take some term loans. Other than that we don't foresee increasing of term loans.
- **MR. AKSH VORA – PRAJ FINANCIAL**
- Okay. And any status on debt levels? Are we planning to see sustained debt levels or couple of...
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- It will sustain at this level I guess because it can go up a little bit in working capital because as the sales are growing rapidly we are at a base of in terms of value it

is more than 20%. So there will be increase in the working capital levels. But that will be funded through working capital limit from the banks. If the raw material price is also on the higher side the working capital needs might go up. So there could be some increase in the working capital utilisation.

- **MR. AKSH VORA – PRAJ FINANCIAL**

- Alright, alright, that's helpful. And lastly sir on edible oil what has changed recently in the edible oil segment that we are seeing such high demand in the segment?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- One is we have improvised the pack to withstand better transport worthiness which was little bit missing earlier 2 years ago. But more than that the reason is the modern trade where this pack has been put up has found very good response. Even 2 years ago when they did so, but for some complaints of leakages and damages, as far as the consumer perception is concerned the pack has been taken as a value add. So that perception to go down to some of the recently big players has taken time and areas like Gujarat, Indore, that is Madhya Pradesh and that area where they have used it to blow mould cans, plastic cans, they have been good receivers of this concept. And now they are going in big numbers and it is spreading to Gujarat, Maharashtra and even Rajasthan now. So the numbers can only go up in the coming quarters.

- **MR. AKSH VORA – PRAJ FINANCIAL**

- Also if I recollect sir earlier 2 years back when we had introduced this edible oil packs the pricing was an issue for the players.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Exactly. What happened was when we introduced the prices for as low as Rs. 73-74 per kg raw material it shot up to 110 within a span of 4-5 months. So there was a resistance to accept that kind of a price rise. But fortunately or otherwise this time when we started the prices are around 90-95 and that is now around 105. So it's not so shocking to them and they are able to absorb it. But once the concept per se is spread, nobody will care about monthly variation in prices. I will tell you one example. Sanchi is one of the brands in Madhya Pradesh. The Government Dairy they have adopted our pack for their ghee and they found their sales shot up by 30% in 2 months, it is not because people fancied the container or anything, it is also one factor, but the main factor was their adulteration has been completely stopped. So they themselves have gone up to and spoken to their counterparts in Rajasthan and even Bangalore, Karnataka and given a very positive feedback about our product that it can effectively arrest the counterfeit market which has been really a big kind of problem for dairy industry. So this

product with its excellent tamper evidence system and user friendly features is catching up due to these two factors, anti-counterfeit and good looks or excellent attractive looks in the market place and after use.

- **MR. AKSH VORA – PRAJ FINANCIAL**

- Great, great sir. Any number you are looking on edible oil segment that we can anticipate?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- I want to go slow on making projections because I have gone wrong 2 years ago. So I want to be more cautious. But certainly the numbers will go up is a trend what I am seeing. Probably I will be in a better position to talk about this by January.

- **MR. AKSH VORA – PRAJ FINANCIAL**

- Sure. And currently what is the number in edible oil segment in say value terms?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Value terms it is – I can't say that is – I think it is about 3.5 crores for the quarter as against 1.5.

- **MR. AKSH VORA – PRAJ FINANCIAL**

- That's helpful sir.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- 4 crores. 4 crores is the sale as against 1.5 in the previous quarter.

- **MR. AKSH VORA – PRAJ FINANCIAL**

- That's helpful sir. Thanks and all the best to you sir.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Thank you.

- **MODERATOR**

- Thank you. The next question is from the line of Prem Thakkar from Unilazer Ventures. Please go ahead.

- **MR. PREM THAKKAR – UNILAZER VENTURES**

- Hi sir. Most questions are answered. I just wanted to understand the realisation for IML. They have gone up and down in the past 5 to 6 quarters if we look at them. So sir what explains that?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- There is no real up and down but the IML per se won't really add numbers in the case of edible oil packs because that is little tightly priced. So there we are aiming at our average of 33-34 or maybe Rs. 35 per kg as EBITDA. Whereas the rest of the IML packs like ice creams of food packaging or even generic packs like Mondelez and Levers, all this will contribute more than Rs. 60-70 per kg. So that's the only difference between within IML between edible oil packs and others.
- **MR. PREM THAKKAR – UNILAZER VENTURES**
- Okay. And the rest...
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- If you notice the tonnage to the sales 53% of IML sale is contributing 59% of our top line.
- **MR. PREM THAKKAR – UNILAZER VENTURES**
- Right. So that should be....
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Earlier 55.1 has contributed 60. 55.1 for the half year has contributed to 60.
- **MR. PREM THAKKAR – UNILAZER VENTURES**
- Okay.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Last year it was 52.4 has contributed to 57.5. So this 5% difference is continued. Actually now it is close to 5.5%.
- **MR. PREM THAKKAR – UNILAZER VENTURES**
- Okay, okay. Got it, got it. Sir would it be possible to share some of these quarterly numbers if I can send the mail to Mr. Rambabu?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah, yeah you can send to rambabu@moldtekindia.com and he will respond.

- **MR. PREM THAKKAR – UNILAZER VENTURES**
- Okay great, great. Thanks a lot sir.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Thank you.
- **MODERATOR**
- Thank you. The next question is from the line of Mohit Khanna from Nirmal Bang Institutional Equities. Please go ahead.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- Right, thank you sir for taking my question. I have more of a bird's eye view that I want to take over here coming from you that how do you see capacity growing up in next 3 to 4 years and how is the funding going to happen? Because I think that debt level remains slightly high as compared to the past. And what is the comfortable range of debt to equity that you see or interest coverage ratio that you see internally so that you know if there is a growth that we need to finance and how is that going to be financed?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah, going forward there will be a good growth in the next 3 years I am sure because both Mysore and Vizag have to ramp up their capacities. The capacity demand indicated in the year one that is I won't count these three months, let's say 2019-20, is somewhere around 3000-3500 tonnes between these two plants. And that is expected to ramp up to 12000-14000 tonnes in 5 years. So going forward from zero or let's say negligible numbers this year and 3500 next year, we need to reach 14000 tonnes in 5 years. So that continuous ramp up of these two plants should happen over the next 4 years. So that is a – today's 22000 tonnes or 21000 tonnes, we are talking about a 14000 addition is kind of 70% growth in next 4 years. So that itself on average comes around 14-15% CAGR or maybe 13% CAGR. And we have a lot of products in the ghee segment, we are introducing edible oil this year has proven its strength and companies are noticing what is the value of Rs. 20 or Rs. 25 they are paying more is adding to their features like anti-adulteration, or anti-counterfeit and then looks in the marketplace and other stuff. So that gives me confidence that this can also handsomely add numbers in the next 3-4 years and we need to position ourselves in different locations in India to capture those numbers. Because edible oil is a commodity which is produced everywhere. Every state produces edible oil. And they would like to have optimal pricing which is possible by being nearer to the clients. So we want to aggressively grow and setup units closer to the markets during the next 2-3 years. And in the process there could be some increase in the term loans. But we have adequate cash flows coming in. And if

you don't go for Greenfield projects the expansion won't take – it's not very expensive. As I said last time a brownfield project would approximately take 15% of the cost to add 100% capacity. So if we expand Daman we wouldn't be spending this kind of money what we spent at Mysore and Vizag. And Vizag and Mysore expansions have to happen in the next 3-4 years, wouldn't cost as much for per tonne or per 1000 tonnes. So that is a solace for me. Unless we go for a Greenfield project in north, we don't see the requirement of huge term loans. But whatever it is, even today the term loan ratio is less than 0.5 including working capital. Term loan is negligible. Including working capital we are close to 0.5, 0.55 or whatever. Up to 1 we are very comfortable. But internally we are of the opinion we want to control it below 0.75 as of now unless a very big opportunity comes knocking at the door and we need to setup plants in a hurry.

- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**

- Fair point. So just summing up the brownfield expansion you said 15-18 crores of capex that is the next year. So how much tonnes capacity that would add?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Again that depends on the product mix. Because if it is food and FMCG, that number of tonnes or per crores you can add is less. But if it is paints and lubricants it will be high. Next year I foresee more of value add, I mean sorry, capacity addition in the thin wall. Because this year we are doing maximum capacity for the paint industry which is thick wall or big containers. And some balancing equipment needed towards the end of next year for expanding the capacities at Mysore and Vizag. Other than that it will be more for thin wall. So capacity wise the 18 crores or 20 crores may not add 3000 tonnes. Probably another 1500 to 1800 tonnes for the food and FMCG industry.

- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**

- Okay thank you so much sir.

- **MODERATOR**

- Thank you. Before we take the next question a reminder to our participants that you may press * and 1 to join the question queue. The next question is from the line of Suvarna Joshi from Axis Securities. Please go ahead.

- **MS. SUVARNA JOSHI – AXIS SECURITIES**

- Sir thank you for the opportunity. Most of my questions have been answered. But if you could just throw light on two of them. One was on the cosmetics front. We had mentioned about a couple of quarters back that we are working on some product for the cosmetics packaging in tie up with if I recollect correctly it was Hindustan Unilever. So if you could just give a highlight over there, that was the

first question. And second question you mentioned that there have been some cost increases for the consumables that we are importing. So if you could just highlight what is this import content and how much as a percentage of the raw material does it form. So those are my two questions sir.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Yeah. Coming to the cosmetics yes the product concept has been approved. We are now in the process of spreading it to a couple of cosmetic companies where even talking with levers and another company I can't name it today because they are not yet our clients, for a kind of a cosmetic product again. Though it is not a curved product but it is meant for cosmetics use. So getting into cosmetics industry would take a little time to convince them and to establish contacts. But I am sure that will be another sunrise industry for us not in this year but certainly from 2019-20 onwards. So cosmetics at this stage is a breakthrough we got and that breakthrough has to be adopted by our industry. We are trying already with a couple of them and we can't try with everybody because unless the leaders adopt it you won't really get a pull from the others. So we are trying with couple of leaders and the initial discussions are going on. It is a board level decision so definitely they will take some time to decide. But the action is on and I don't see anything happening in the next 4-5 months. But this can be a product for 2019-20. Coming to your consumables percentage, the consumables of ink, film and adhesives and other stuff, out of the 11% of our overall consumables which is mainly handles - handles contribute almost 4%, films contribute 2-3.5%. So remaining 2-2.5% are inks and consumables. They are the only products that are impacted because about half of them are imported. Half of them are – now indigenised. Earlier it is used to be 100% imported. Now slowly we are indigenising with local ink and chemical manufacturers for the IML printing. And film more or less we are localised. Complete film is now India or little bit imports? Out of 3%, 0.5% is still imports. Remaining 2.5% of the film is procured in India. So most of the products are getting indigenised. Few inks and adhesives for IML are still coming from Europe.

- **MS. SUVARNA JOSHI – AXIS SECURITIES**

- Right sir, that was very helpful. Sir and one more question was on the food and FMCG. So if you can just help us, how much does Mondelez contribute to the overall food and FMCG pie today?

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**

- Mondelez as a total of food is around 25%, 30%. Around one-third you can say.

- **MS. SUVARNA JOSHI – AXIS SECURITIES**

- For the food and FMCG part of it.

- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah, yeah.
- **MS. SUVARNA JOSHI – AXIS SECURITIES**
- Right. And sir the balance then that is coming from which players if you could....
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- From dairy industry mainly.
- **MS. SUVARNA JOSHI – AXIS SECURITIES**
- In dairy is it the ghee packs or is it the other generic packs?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- No, ghee is yet to contribute. Ghee is yet to contribute. Mainly coming from yogurt, ice creams, curds, upma, the readymade foods for MTR, and curds also, dairy.
- **MS. SUVARNA JOSHI – AXIS SECURITIES**
- Right sir.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- And edible oil to some extent. Edible oil and all up till September it is hardly 2-3 crores but from October we are seeing the numbers becoming stronger.
- **MS. SUVARNA JOSHI – AXIS SECURITIES**
- Alright sir. That's it from my end for the moment. Thank you so much and wish you all the best.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Thanks Suvarna.
- **MODERATOR**
- Thank you. Before we take the next question a reminder to our participants that you press * and 1 to join the question queue. The next question is from the line of Mohit Khanna from Nirmal Bang Institutional Equities. Please go ahead.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**

- Yes sir I just want to confirm a few numbers on the volume and the pricing here. So the overall volume growth was 19%?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yes.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- So that basically means that we have a pricing growth of around 7% this quarter.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Sorry?
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- So that basically out of 27% sales growth we basically...
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- 23.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- 23.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- In terms of rupees yeah okay 27 correct.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- Right. And then the IML volume for the quarter was 53%.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Yeah.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- And the value was 59%.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Correct.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**

- And same quarter last year what was the volume for IML?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- Volume is 48.8. And value was 54.6. 54.6.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- Fair point. Right, right. And F&F the volume was?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- 697 tonnes in this quarter Q2 as against 393 last year second quarter.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- 393.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- 393 tonnes.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- Fair point. And in terms of value?
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- In terms of value 12 crores last year to 18 crores this year.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- Right.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- This is rounded.
- **MR. MOHIT KHANNA – NIRMAL BANG INSTITUTIONAL EQUITIES**
- Yes sir thank you.
- **MODERATOR**
- Thank you very much. That was the last question in queue. I would now like to hand the conference over to Ms. Shailee Parekh for closing comments.
- **MS. SHAILEE PAREKH – PRABHUDAS LILLADHER PRIVATE LIMITED**

- Thank you Lakshman sir for taking out the time to speak with all of us and answering our questions so patiently. We wish you all the best for all the upcoming projects. Thank you ladies and gentlemen for joining this call. Thank you.
- **MR. LAKSHMAN RAO – CHAIRMAN & MD, MOLDTEK PACKAGING LTD.**
- I will take this opportunity to thank all of you for the interest in our company and its progress. And wish you all the best and a New Year. Bye, thank you.

END