

November 18, 2019

<p>The Manager - Listing Department, National Stock Exchange of India Limited, Exchange Plaza, NSE Building, Bandra Kurla Complex, Bandra East, Mumbai- 400 051</p> <p>SYMBOL : POLYPLEX</p>	<p>The General Manager - Listing Department, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001</p> <p>BSE Scrip Code : 524051</p>
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Dear Sir(s),

Sub: Regulation 30 of SEBI (LODR) Regulations, 2015

Ref: Presentation on Q2 Unaudited Financial Results for the Financial Year 2019-20.

We are pleased to enclose herewith our presentation on Q2 Unaudited Financial Results for the Financial Year 2019-20.

A Copy of the presentation is also being posted on Company's Website i.e. www.polyplex.com.

Thanking you,

Yours faithfully,
For Polyplex Corporation Limited



Ashok Kumar Gurnani
Company Secretary

Email : akgurnani@polyplex.com

Polyplex Corporation Limited
(CIN: L25209UR1984PLC011596)

B-37, Sector-1, Noida - 201 301, Distt. Gautam Budh Nagar (U.P.) India
Board: +91.120.2443716-19, Fax: +91.120.2443723 & 24 Website : www.polyplex.com
Registered Office: Lohia Head Road, Khatima - 262308, Distt. Udham Singh Nagar, Uttarakhand, India



Polyplex Corporation Limited (PCL)
November 18, 2019

Second Quarter FY 19-20
Financial Results & Summary



Disclaimer

- This presentation may contain forward-looking statements which are based on the Company's current expectations and estimates about the industry, management's beliefs and various other assumptions. These forward-looking statements are subject to various risks, uncertainties and other factors, some of which maybe beyond our control. No assurance is given with regard to future events or the actual results, which may differ materially from those projected herein.
- This presentation does not constitute an offer to sell or a solicitation of an offer to buy or sell PCL stock and in no event shall the Company be held responsible or liable for any damages or lost opportunities resulting from use of this material.

Polyplex: At a Glance

Q2 19-20 Highlights

H1 19-20 Highlights

1,084 Cr
Sales Revenue#

-2% QoQ **-7%** YoY

2,195 Cr
Sales Revenue#

-1% YoY

228 Cr
Normalized EBITDA*
(21% EBITDA Margin)

-5% QoQ **+3%** YoY

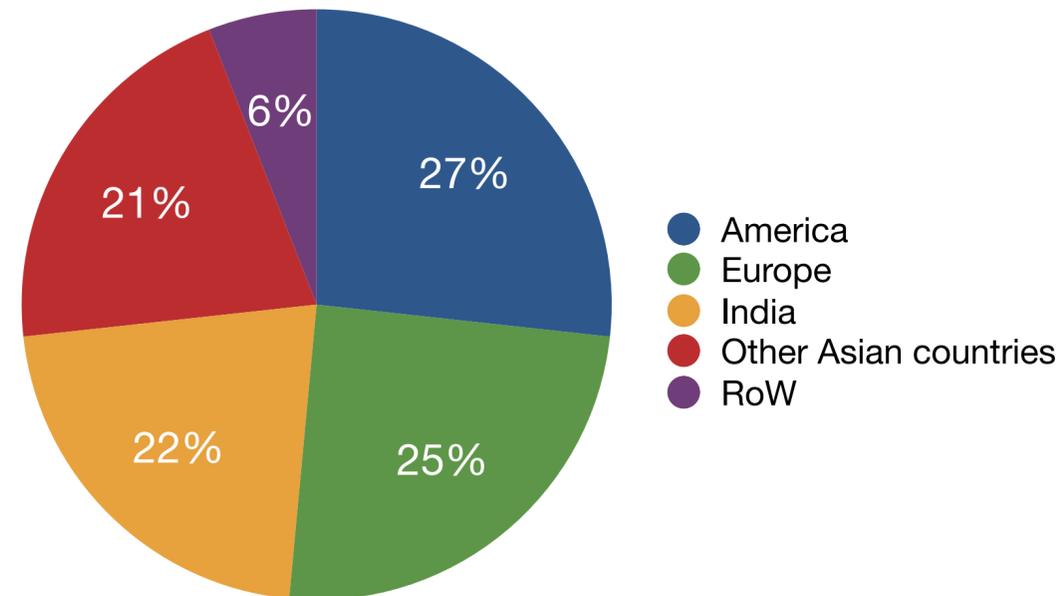
469 Cr
Normalized EBITDA*
(21% EBITDA Margin)

+14% YoY

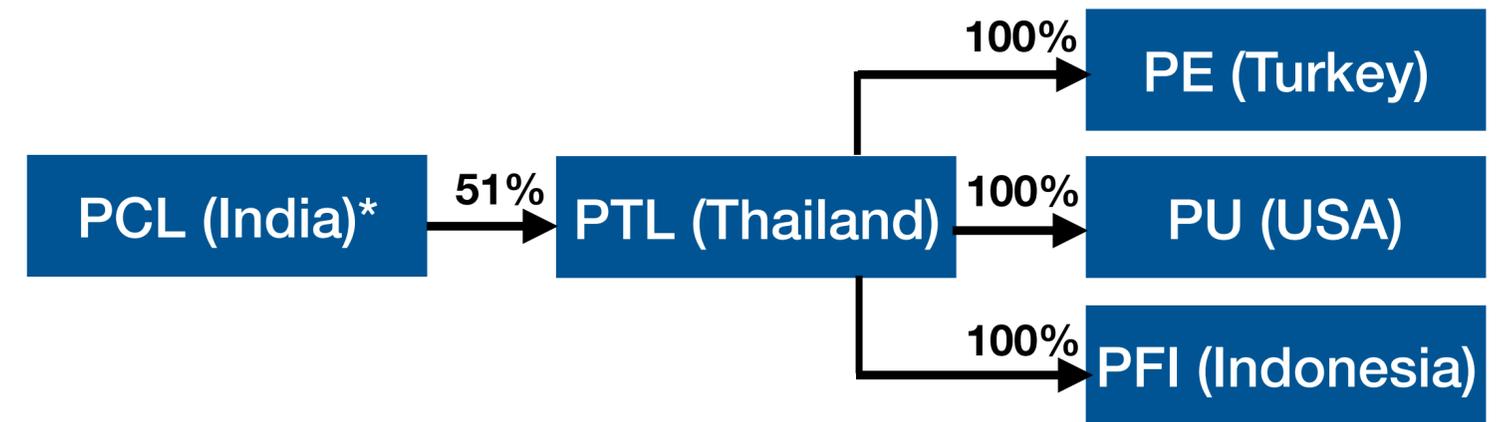
Excludes other operating revenues

* Normalised EBITDA: EBITDA excluding impact of FX gains/ losses on long term loans and other non-operational incomes

Business Mix (H1 19-20)



Polyplex Group Structure



* Including WOS

Covers only manufacturing locations

Success Enablers



Global leadership position with industry leading scale & cost



Strong financial & operational track record



Continuous and high growth in demand



Stable earning across business cycles



Stable & proven Management team

Global leadership position with industry leading scale & cost

Global Leadership

Unique model of on-shore, off-shore and near-shore manufacturing



6 Manufacturing Facilities

In **5** Countries

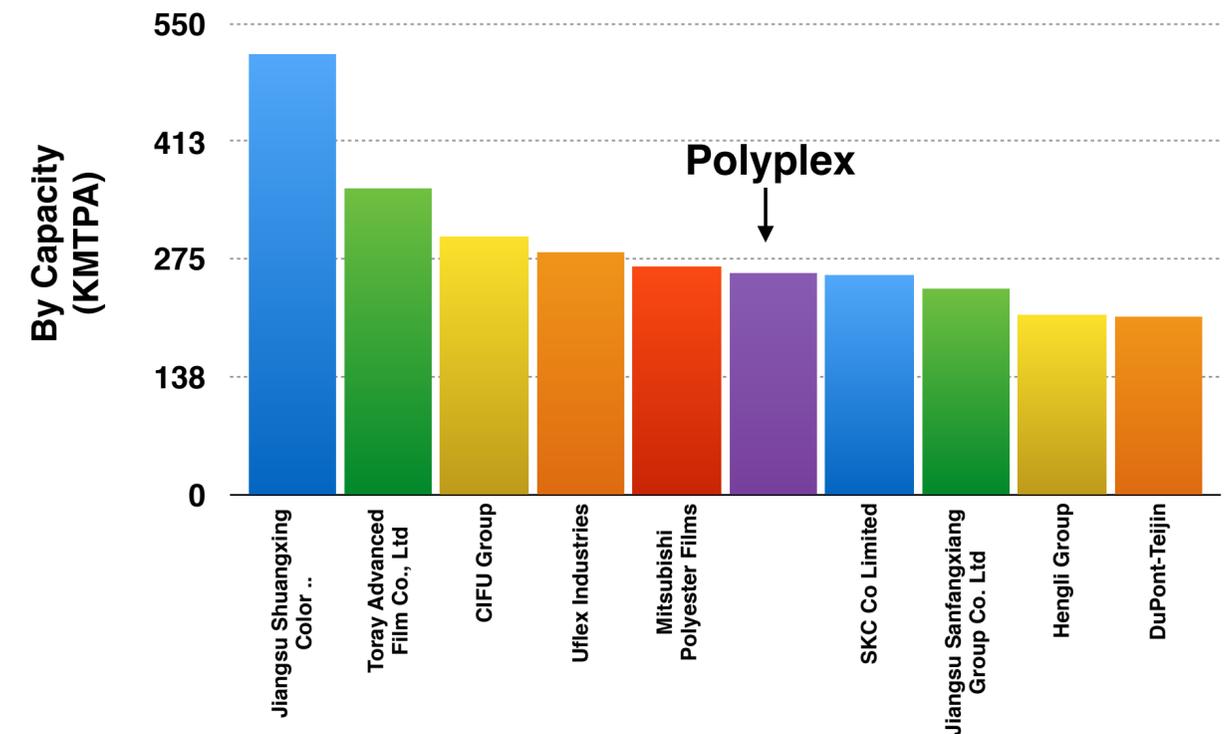
with Multiple Warehouses & Liaison Offices Worldwide

★ Group Manufacturing Locations

● Warehouses

▲ Trading Company/Representative Office

Global #6 in PET Film*

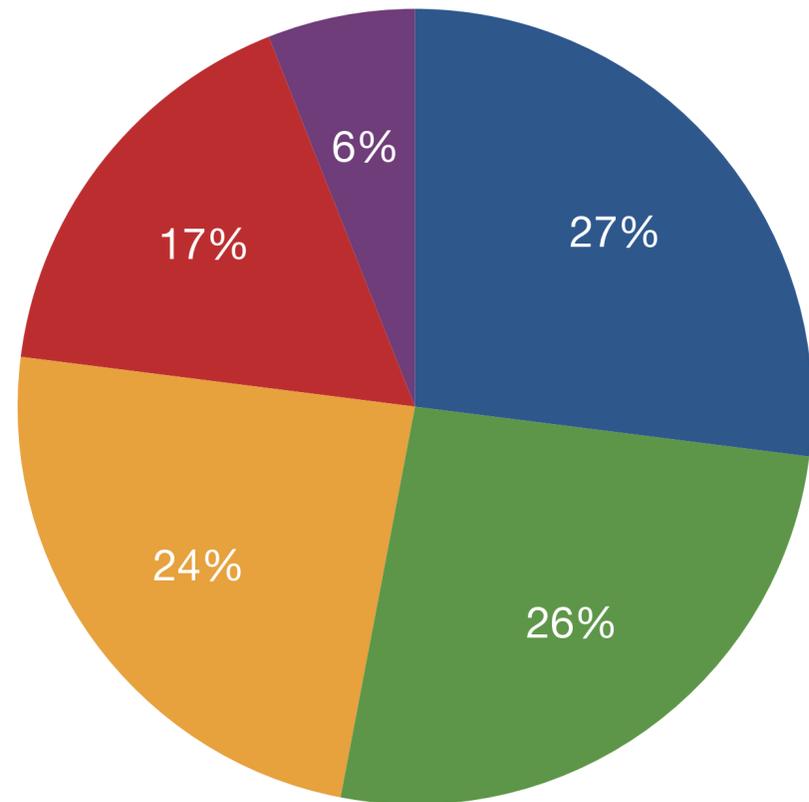


**Including all industry capacity starting within 2019*

Global footprint providing customers a low-risk, reliable and cost effective supply chain

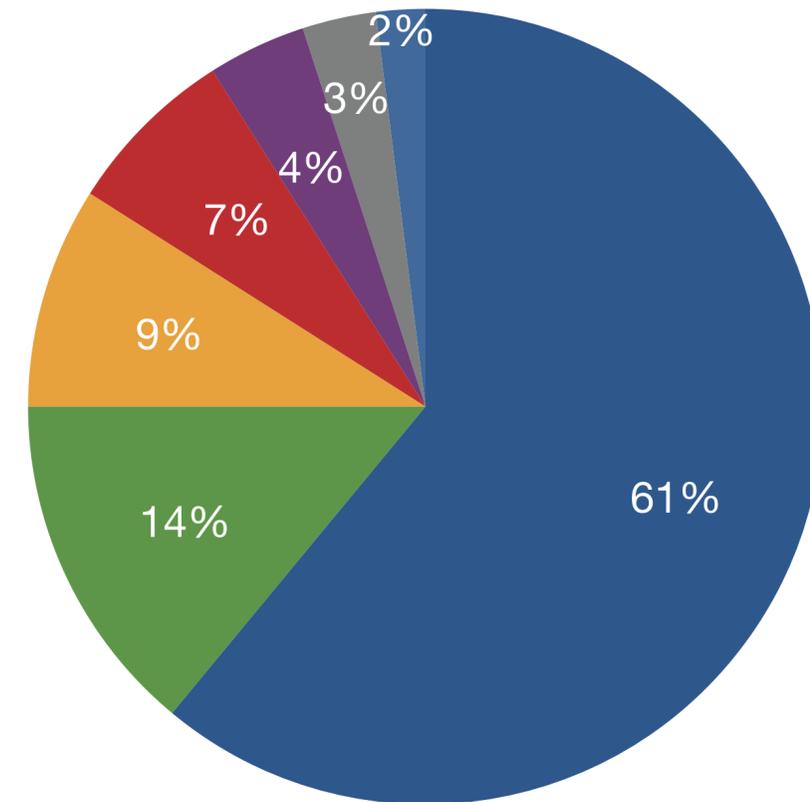
Global Presence & Portfolio

Operating company-wise breakup of sales
H1 19-20



- Polyplex India
- Polyplex Thailand
- Other operations (EB, PEBV, PP, PAPL)
- Polyplex USA
- Polyplex Europa

Business segment-wise breakup of sales
H1 19-20



- Thin PET Film
- Thick PET Film
- Other sales
- Coated Film
- CPP/Blown PP
- OPP
- Chips

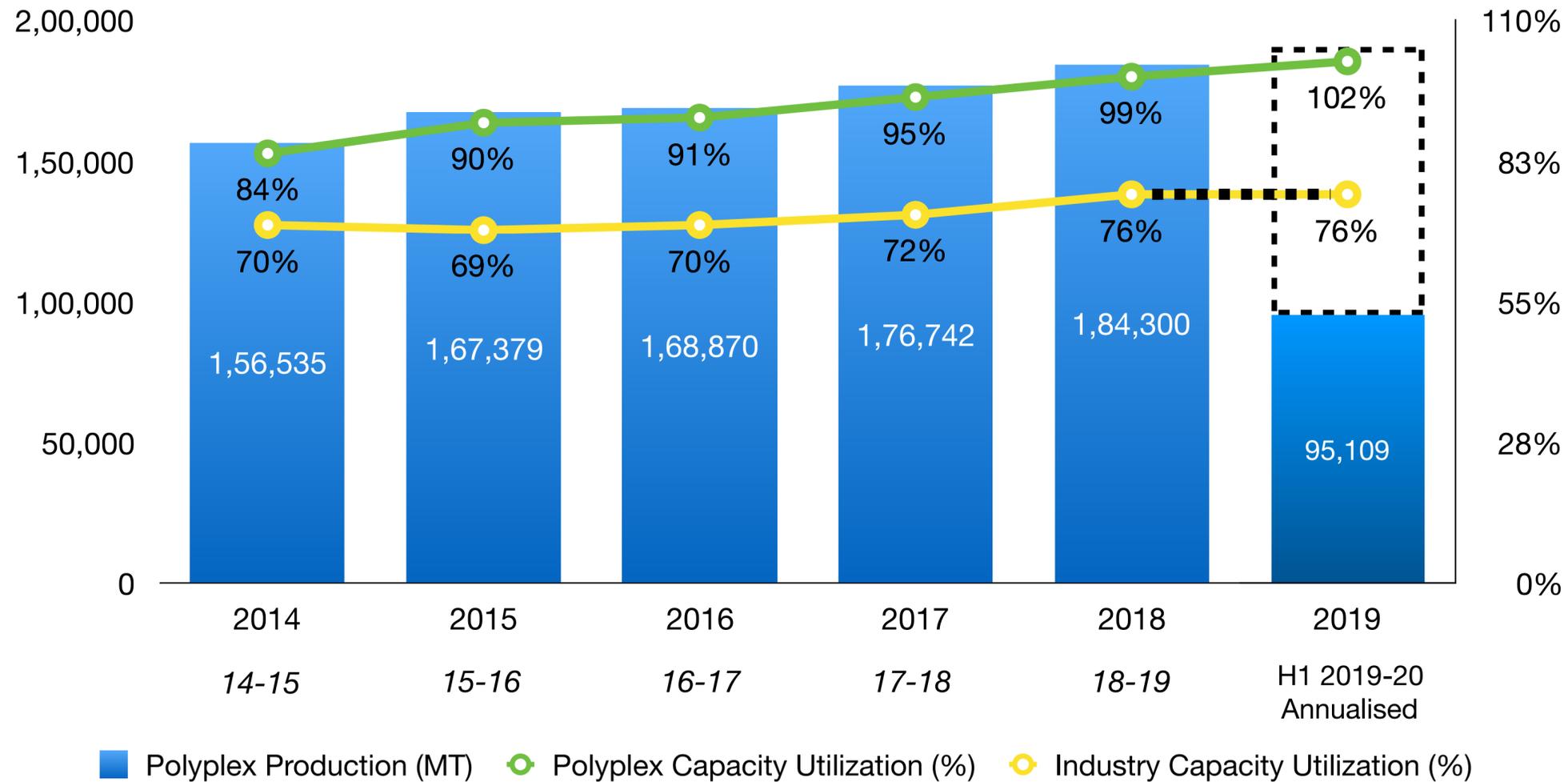
Industry leading scale & vertical integration

	PET Film Resin* (MT)	Base Films*				Coated/Value Added Films*				
		PET Thin (MT)	PET Thick (MT)	BOPP (MT)	CPP (MT)	Blown PP (MT)	Metallized (MT)	Holography (MT)	Coated (Million SQM)	TMP (Million SQM)
 India	77,600	55,000		35,000			34,613	4,080	286	83
 Thailand	106,120	42,000	28,800		10,000	13,645	21,700	480	985	
 Turkey	75,850	58,000					17,700	480	140	
 USA	57,600	31,000					9,500			
 Indonesia	73,000	44,000		60,000			6,000			
Polyplex Group	390,170	230,000	28,800	95,000	10,000	13,645	89,513	5,040	1,411	83

*Including New Upcoming Capacities

Industry leading cost structure

Polyplex CUF vs Industry (Thin PET)



Industry leader with near 100% Capacity Utilization through business cycles

- Globally one of the lowest cost manufacturers, driven by scale economies, operational excellence, vertical integration and strategic manufacturing locations.
- Favorable tax regime

Note: Industry CUF as per CY, Polyplex CUF as per FY
 Industry CUF for 2019 has been assumed to be same as that of 2018

Strong financial & operational track record

Q2 19-20 Performance Snapshot

QoQ Growth (Q2 19-20 v/s Q1 19-20)

YoY Growth (Q2 19-20 v/s Q2 18-19)

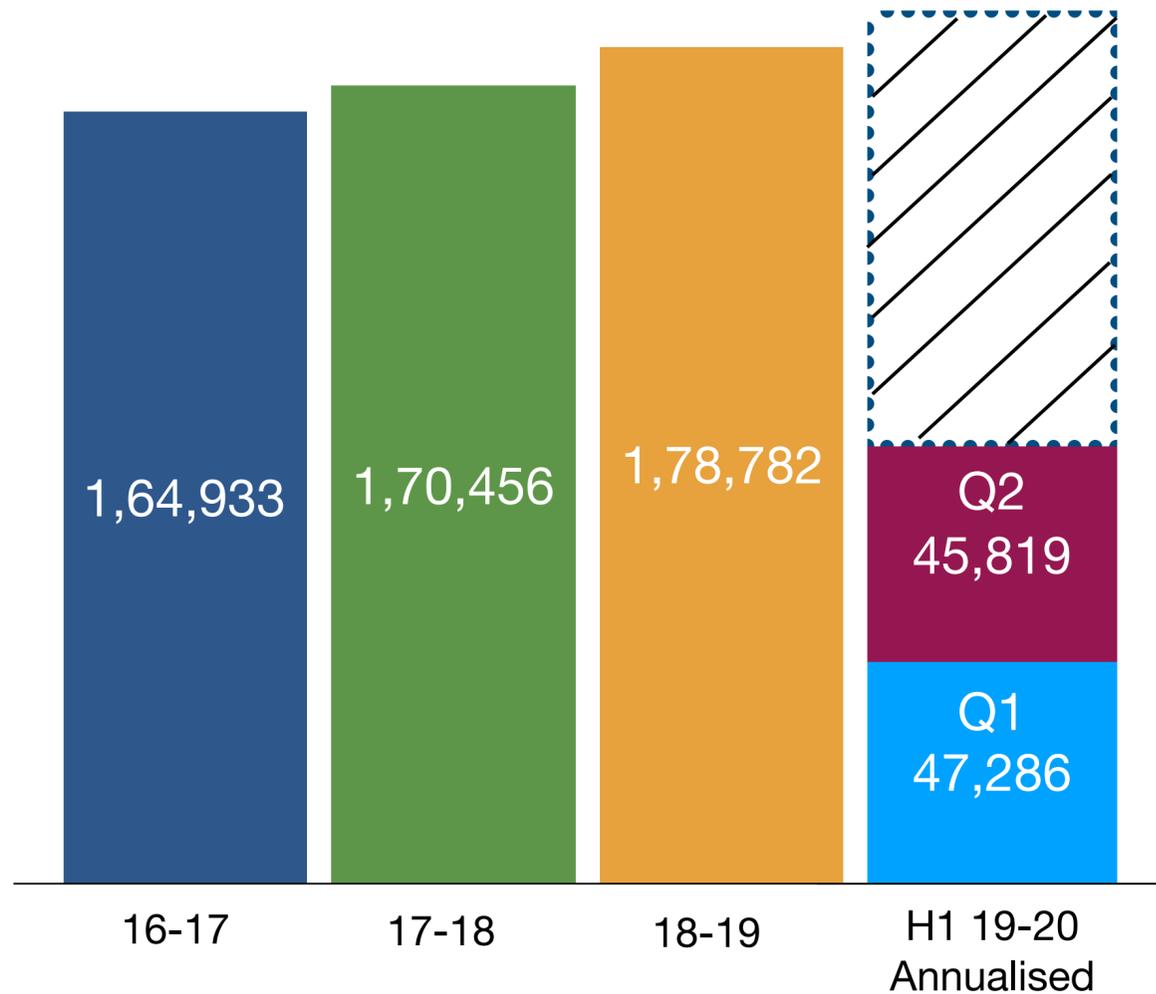
Sales Volume (All Films) 64,535 MT	-1% ↓	Flat ↔
Sales Revenue# 1,084 INR Crores	-2% ↓	-7% ↓
Normalized EBITDA 228 INR Crores	-5% ↓	3% ↑
PAT 194 INR Crores	26% ↑	22% ↑
EPS 33.48 INR/Share	32% ↑	19% ↑

H1 19-20 ROCE (Annualised) : 25%
H1 19-20 ROE (Annualised) : 24%
(Excluding Cash & Bank Balance)

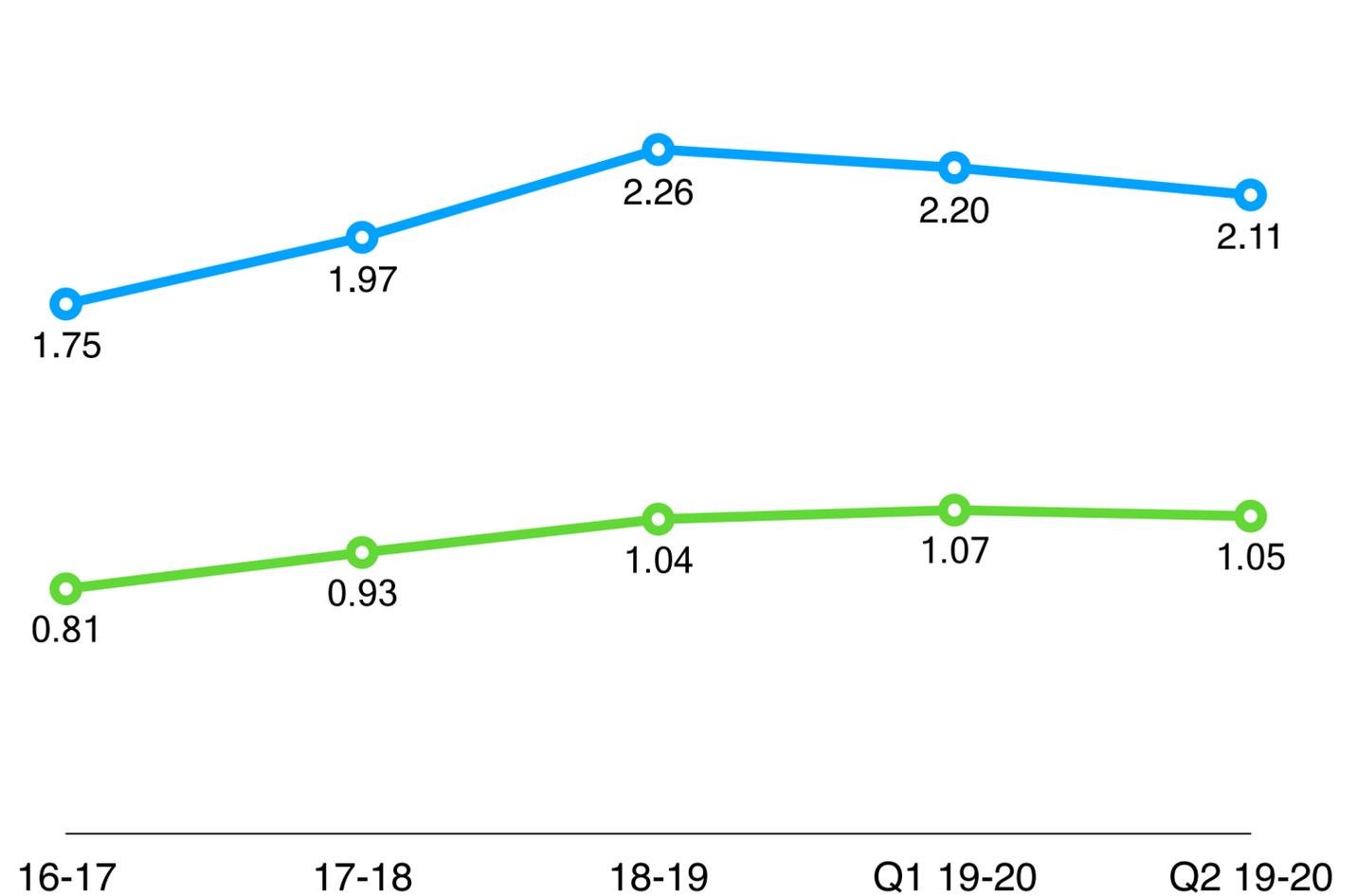
Excludes other operating revenues

Thin PET Film - Trend

Thin PET Film (Plain+Met) Sales Volume* (MT)



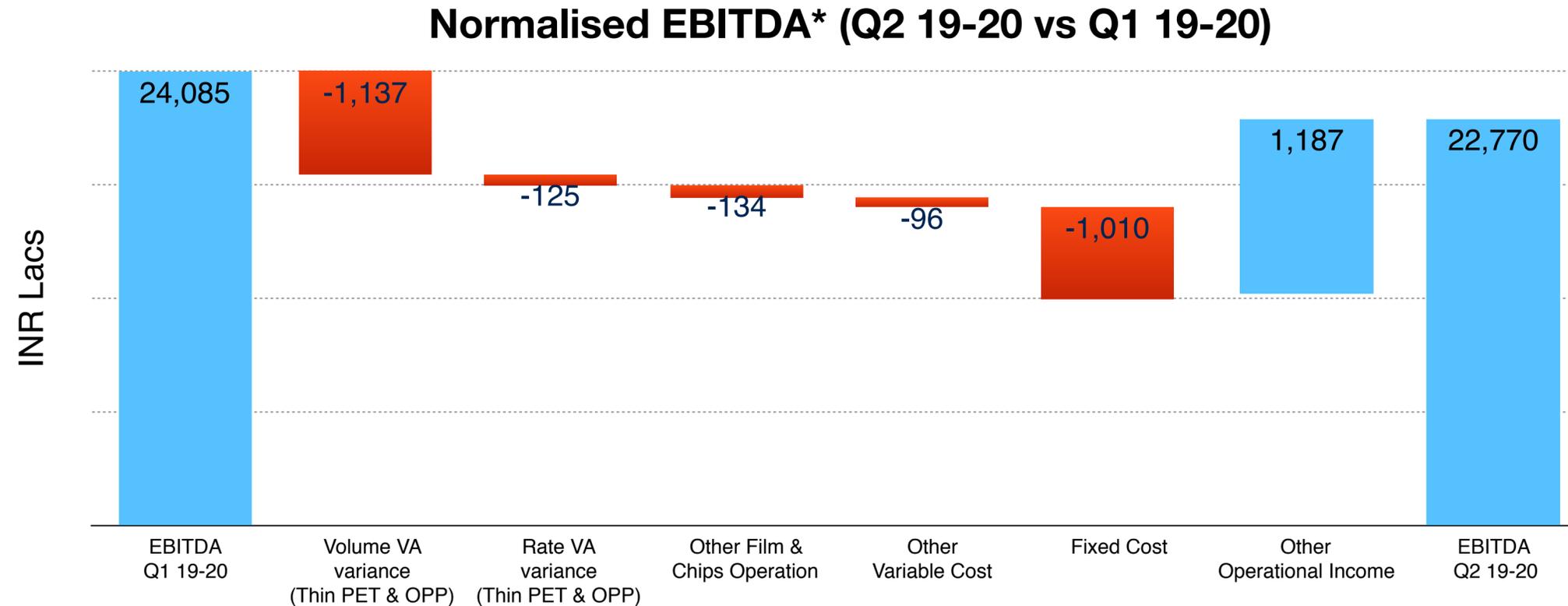
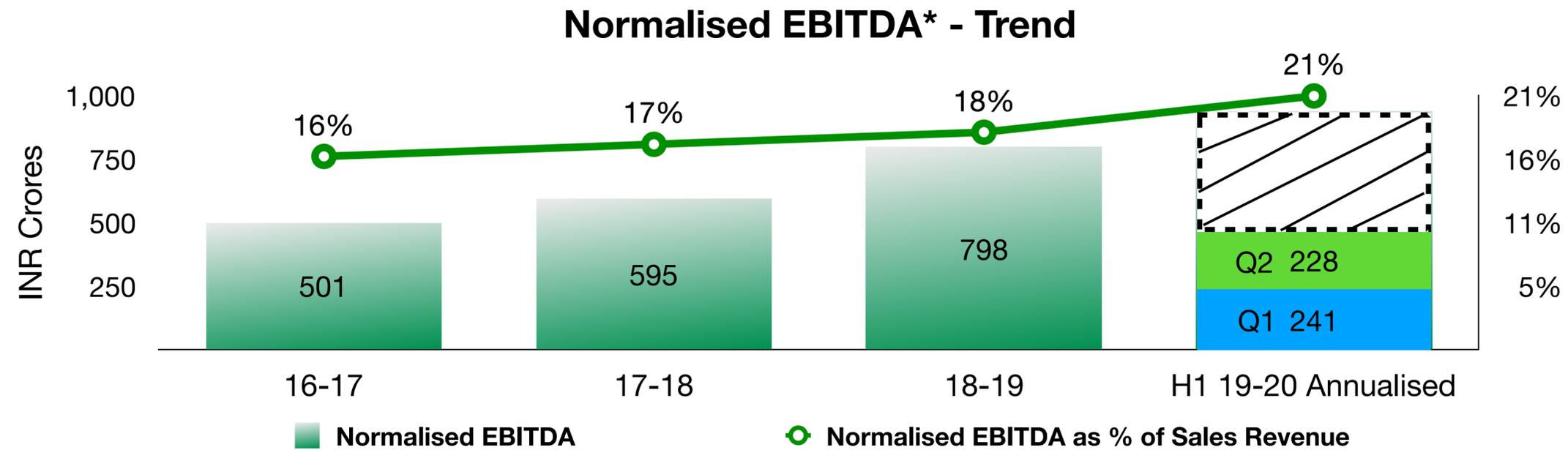
○ Ex-Factory Price - Thin PET Film (Plain+Met) USD/Kg
○ Value Addition - Thin PET Film (Plain+Met) ** USD/Kg



* Includes film transferred to Coating lines but excludes sales of final product from these lines

** Over Raw Material

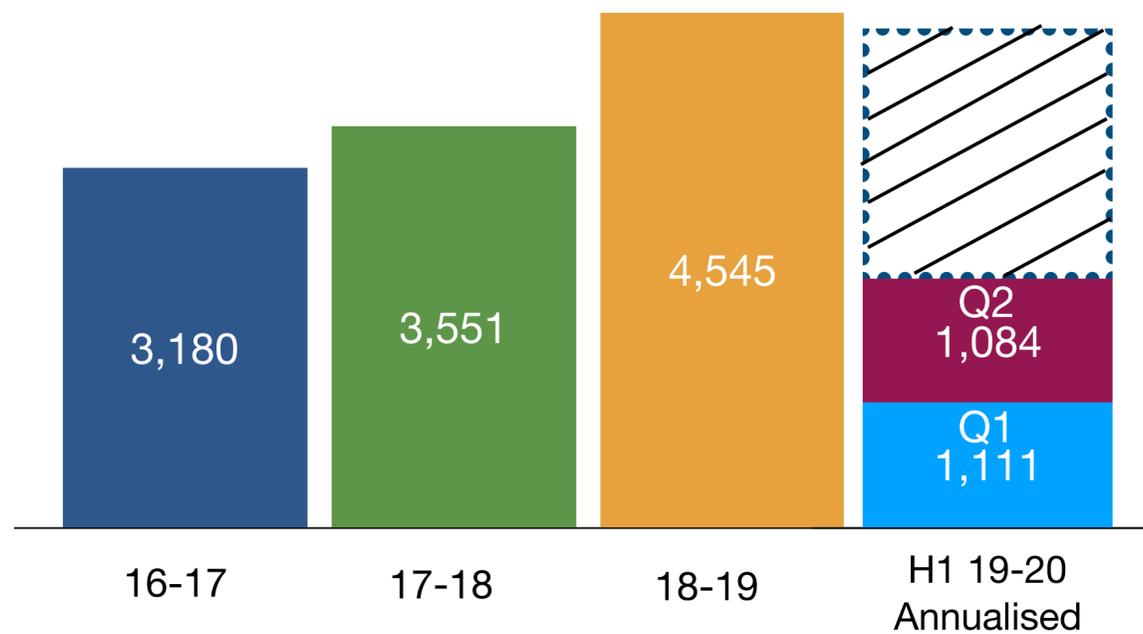
Normalised EBITDA



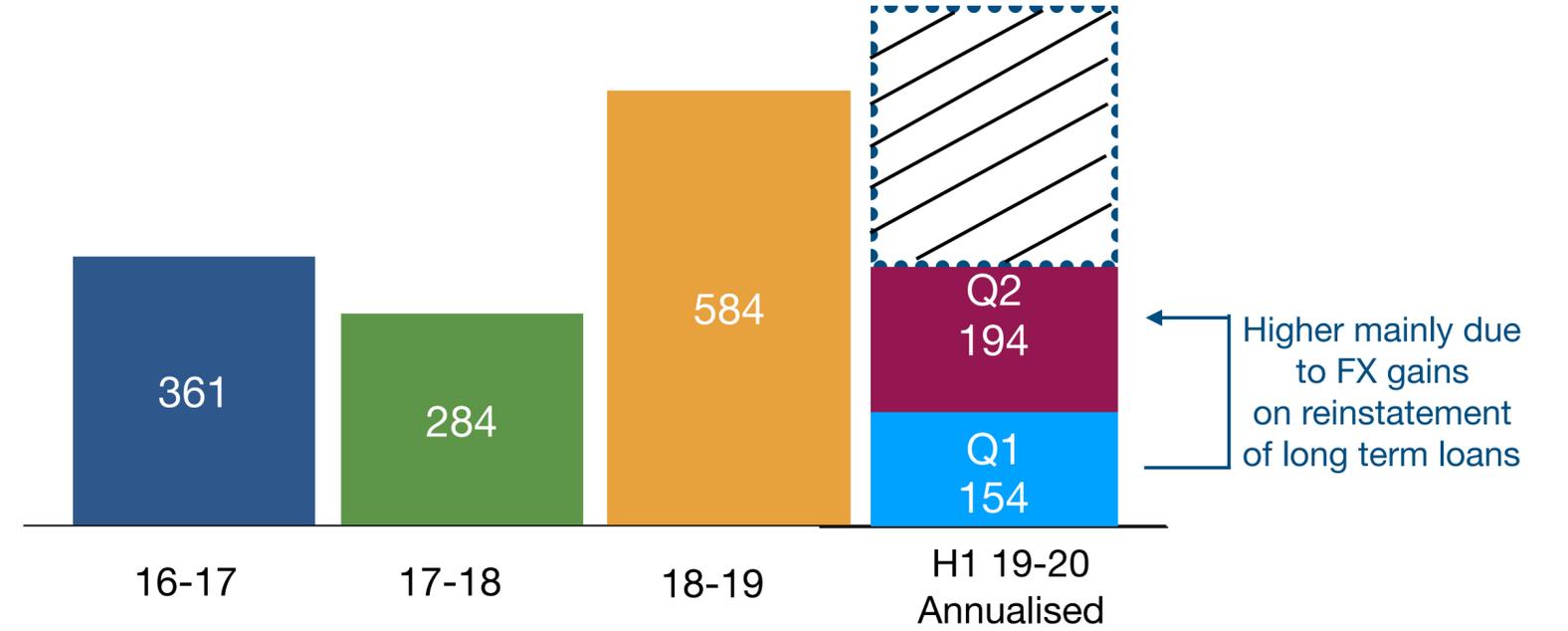
*Normalised EBITDA: EBITDA excluding impact of FX gains/ losses on long term loans and other non-operational incomes

Strong Financial Performance

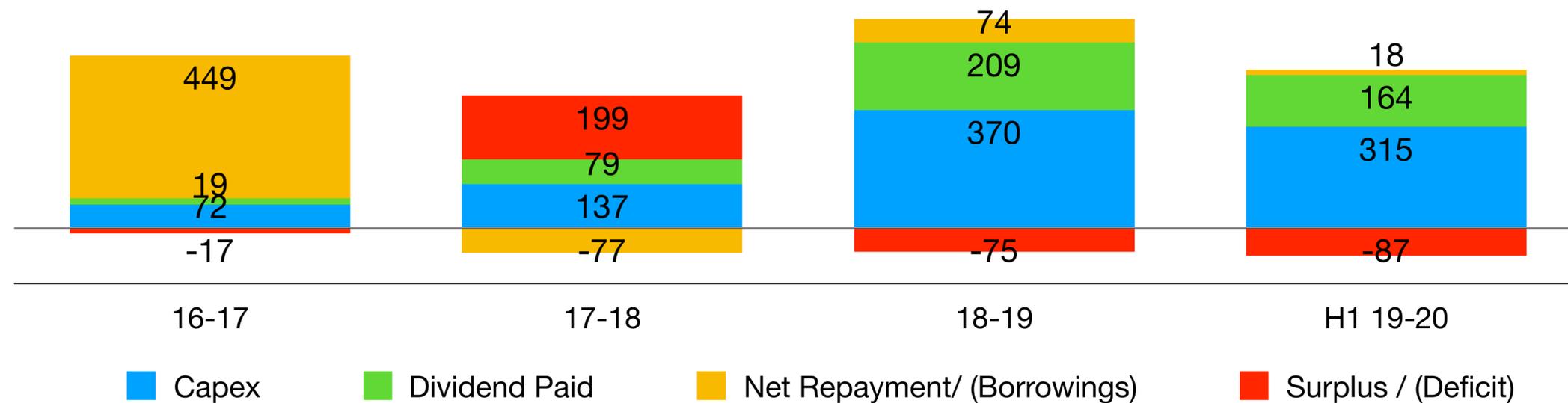
Sales Revenue* (INR Crores)



PAT (INR Crores)



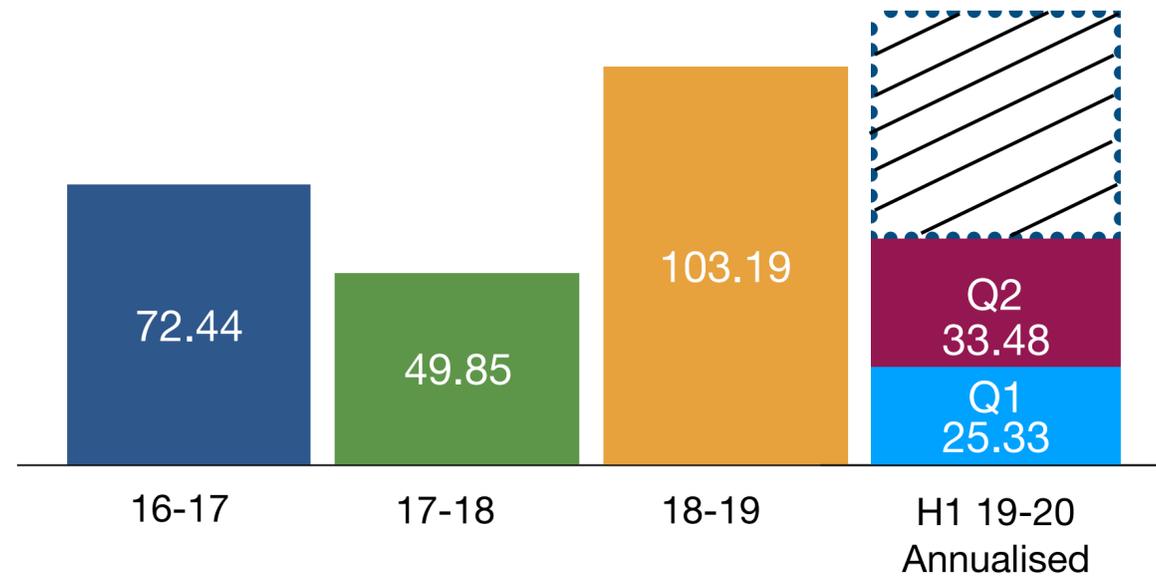
Operating Cash Flow Deployment Trend (INR Crores)



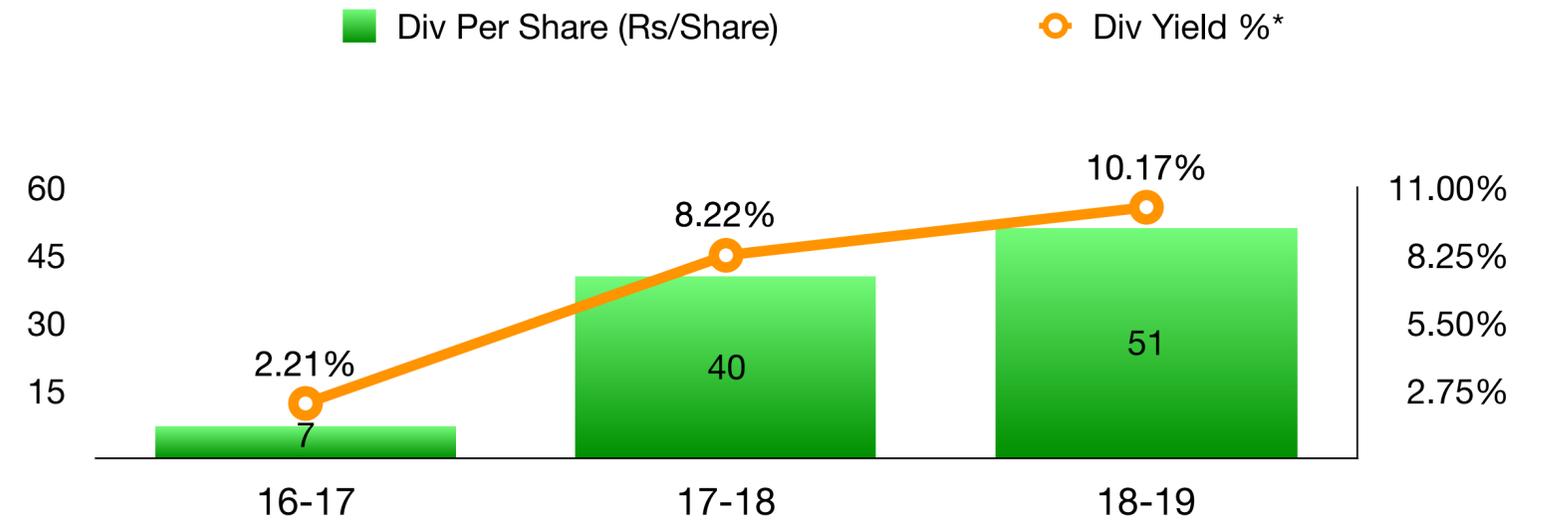
* Excludes other operating revenues

Strong Financial Performance

EPS (Rs/Share)

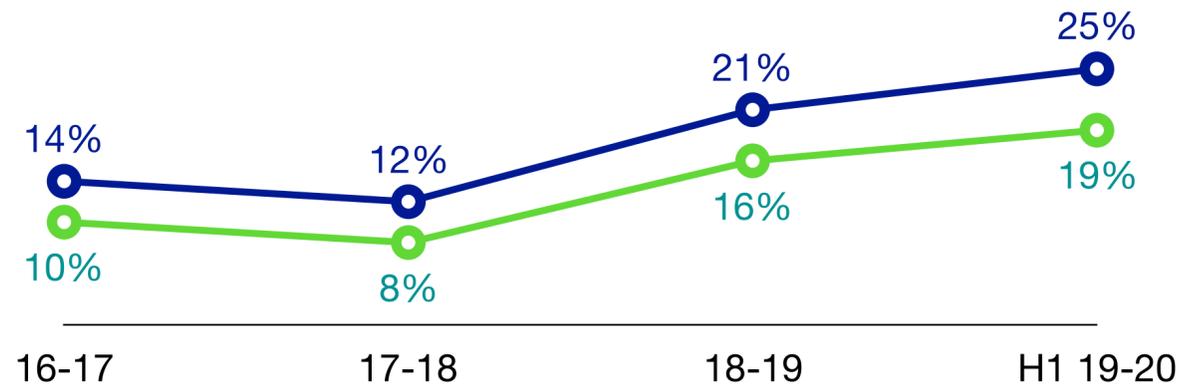


Dividend



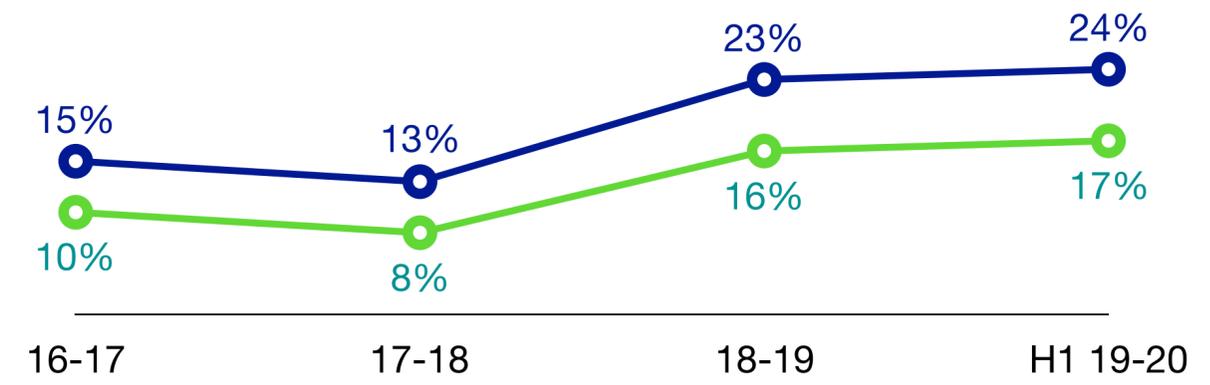
* Average stock price for the period has been considered for calculating Div Yield
Interim dividend of Rs.11 per share has been declared for the FY 19-20

ROCE



- ROCE (With Cash & Cash Equivalents)
- ROCE (Excluding Cash & Cash Equivalents)

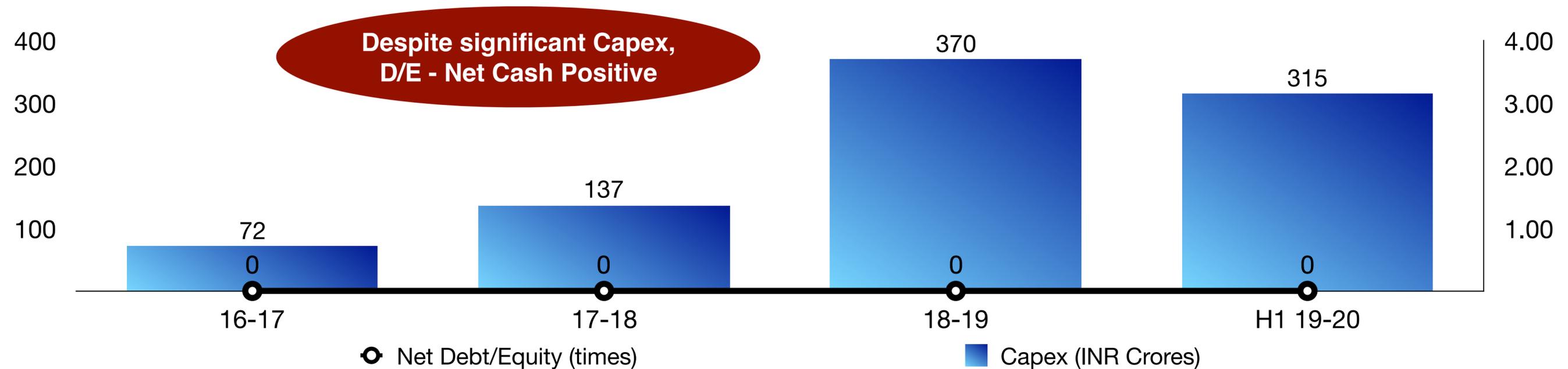
ROE



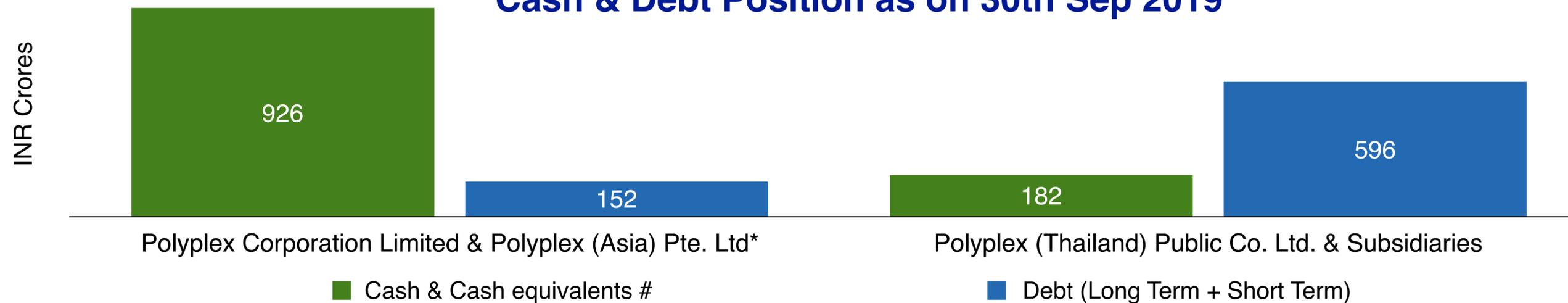
- ROE (With Cash & Cash Equivalents)
- ROE (Excluding Cash & Cash Equivalents)

- ROCE (%) = EBIT (before exceptional items) as a % to average capital employed
- ROE (%) = PAT (before exceptional items) as a % to average equity

Strong Liquidity



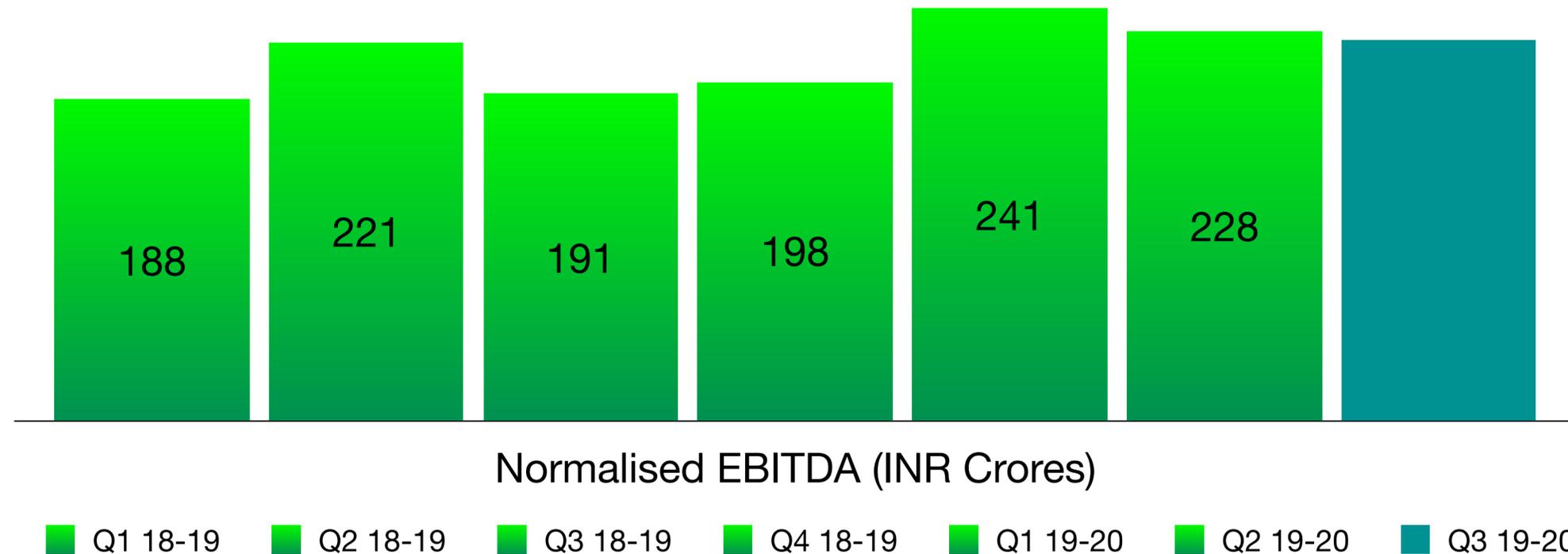
Cash & Debt Position as on 30th Sep 2019



* Polyplex (Asia) Pte. Ltd. (Singapore) is 100% owned by Polyplex Corporation Limited

Including non current Investment in FD's & Bonds

Third Quarter 19-20 Guidance

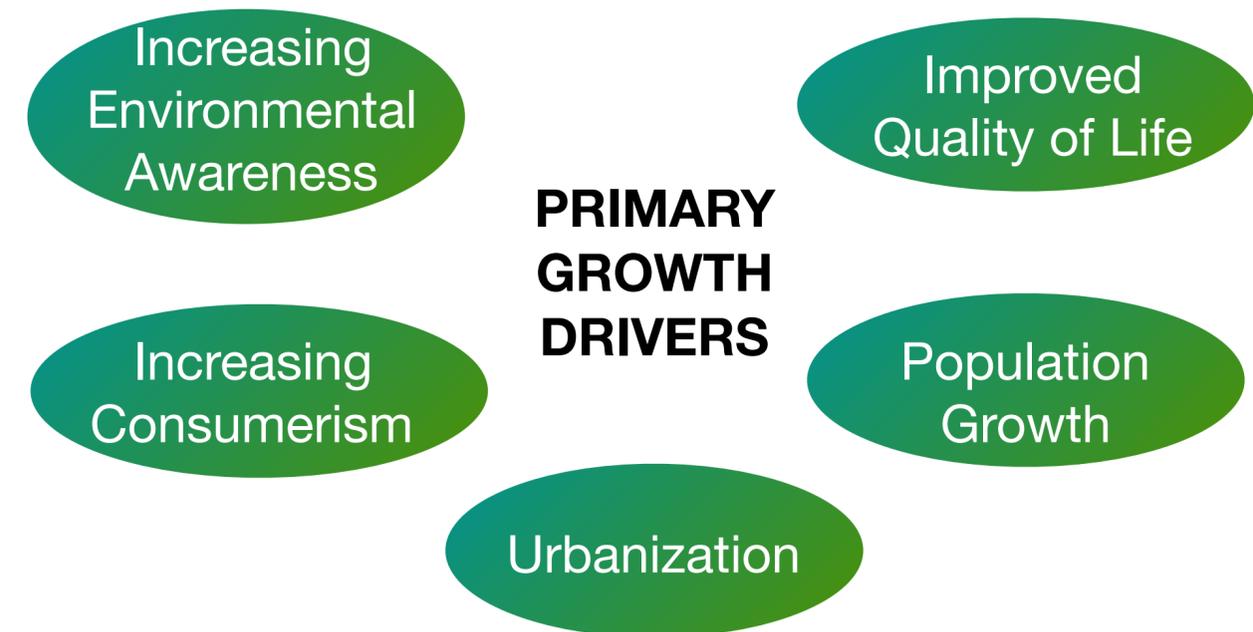
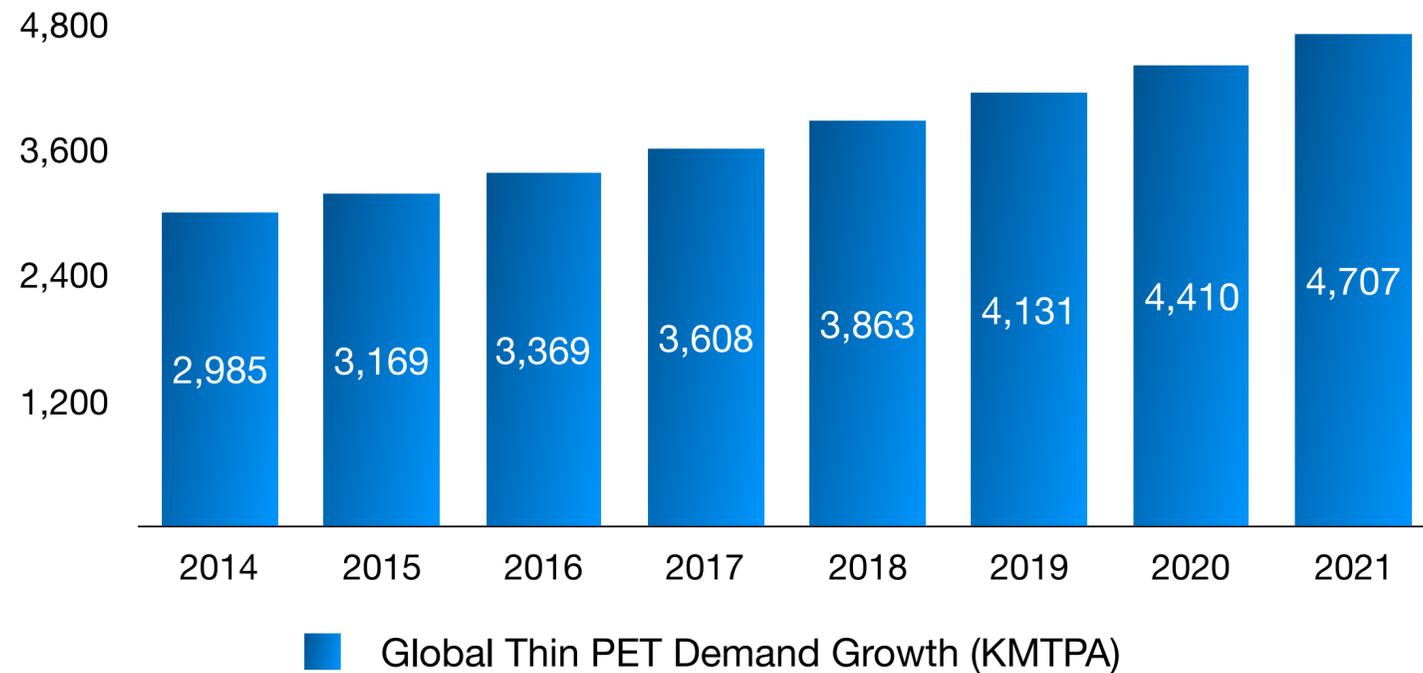


Stable profitability despite near term effect of Indonesia Operations ramping up

The forward-looking statements reflect Polyplex's expectations of its next quarter earnings. These are based on certain assumptions as on date and are subject to significant risks and uncertainties, as they could be substantially influenced by several factors which are beyond Company's control including, but not limited to, fluctuations in foreign exchange rates, changes in key raw material prices, changes in market dynamics, impact of consolidation of subsidiaries and any unexpected production down times due to machinery breakdown, unforeseen delays in project start up etc. The Company does not make any representation, warranty or prediction that the results anticipated by such forward-looking statements will actually be achieved.

Continuous and high growth in demand

Global Demand Growth

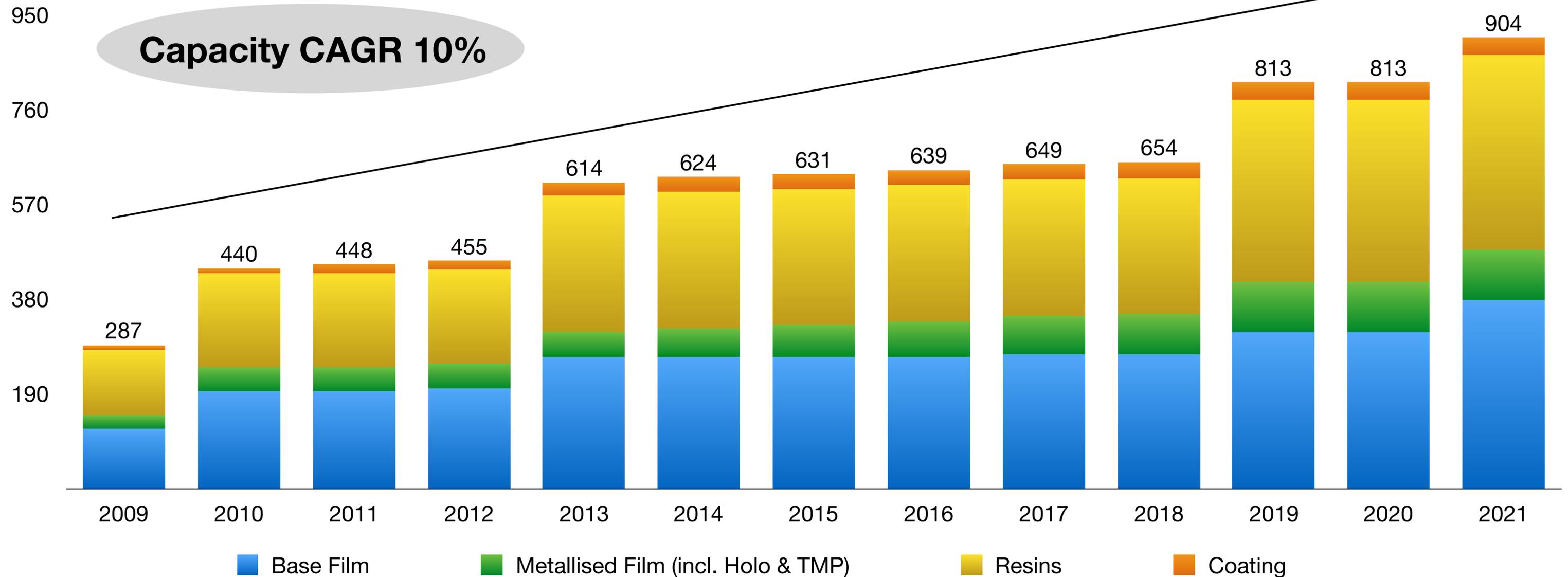


- Demand growing at 6-7% due to design versatility, cost advantage, resource economy, low carbon footprint, cost advantage and retail format/packaging innovations
- Versatility and high performance of polyester film leads itself to a wide range of 100+ applications in both industrial & consumer staples and consumer discretionary sector.

Continuous Growth

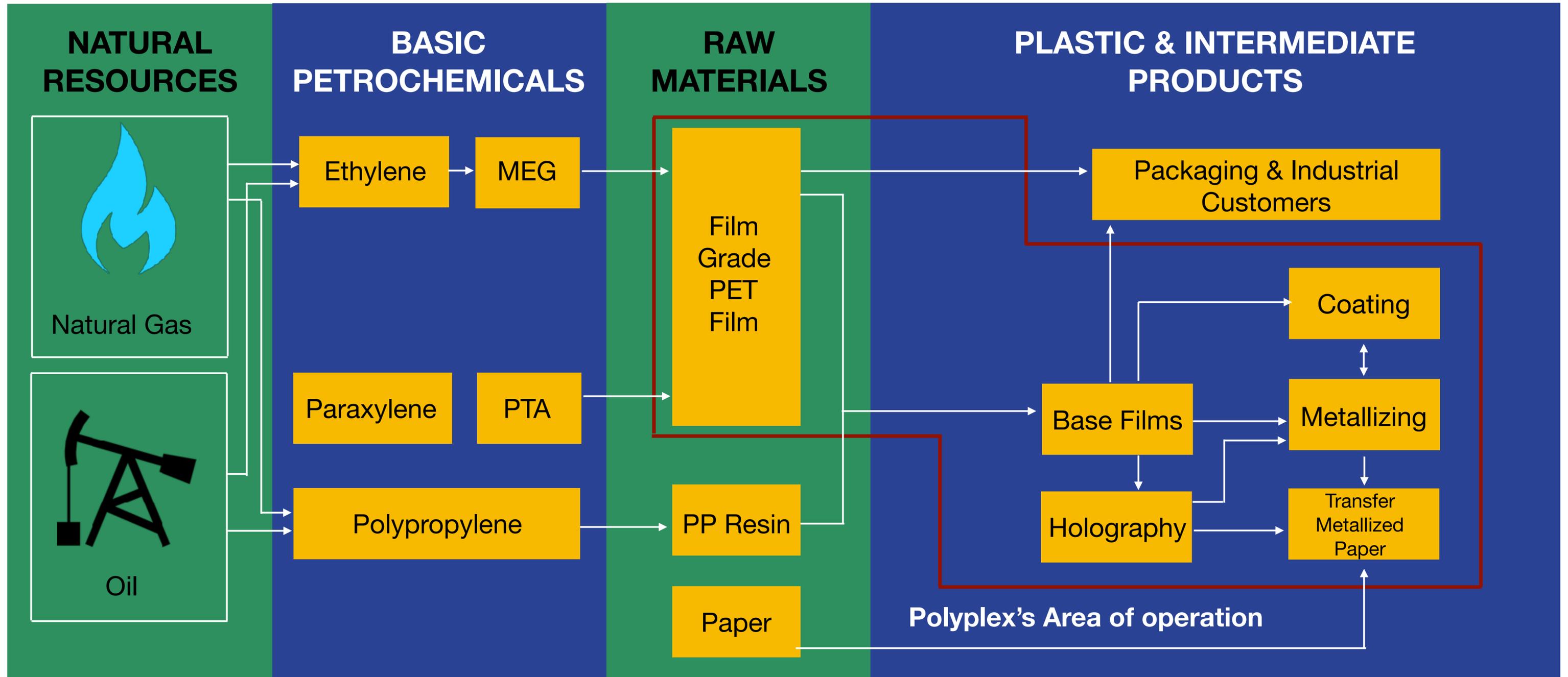
Polyplex growth more than the average market growth rate

Capacity is in '000 MT



Stable earning across business cycles

Value Chain



Product Applications & Sales Mix - H1 19-20

71%
**Packaging
Customers**

- Sachet Pack
- Susceptor Film
- Stand up Pouch
- Can Lamination
- Easy Peeling Lids
- Aroma Pack
- Spouted Pack
- Ready 2 Eat Pack

29%
**Industrial
Customers**

- PV Backsheets
- Electrical Grade
- Electronic Grade
- Window Films
- Optical Grade
- Liner Grade
- Construction
- Graphics



Diversity of the end use applications, coupled with the steady growth over time as well as the continuously evolving applications utilizing our product portfolio contributes to risk diversification and stability on the demand side

Strong R&D Capability



A separate R&D department registered with the Department of Scientific and Industrial Research (DSIR), Ministry of Science and Technology (India)



18 + dedicated personnel having significant experience in chemicals, coatings, resin, customer process and relevant fields



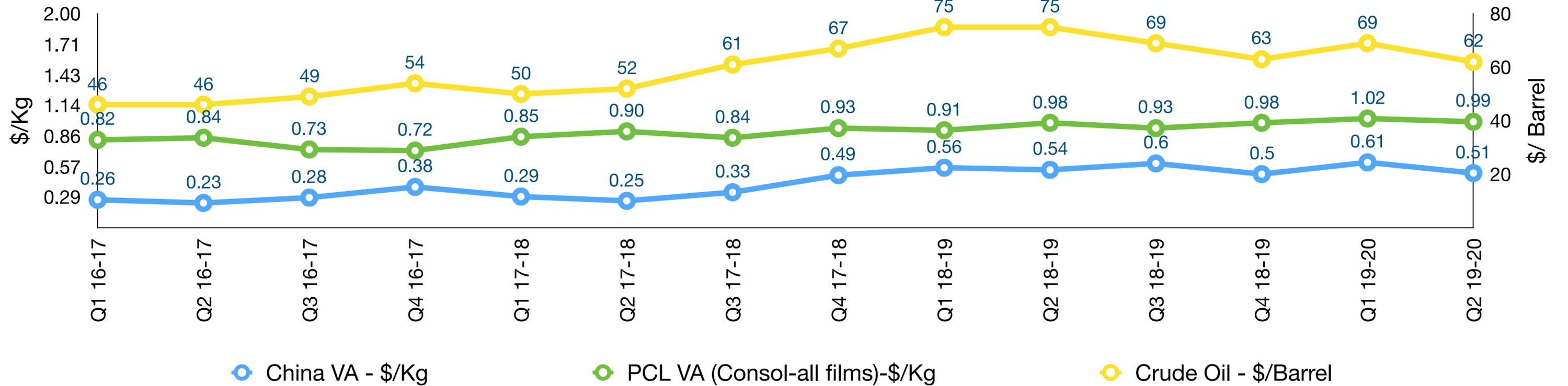
Focus on providing innovative solutions to customers. Collaborative Research with govt. labs and educational institutes

15 Patents Granted

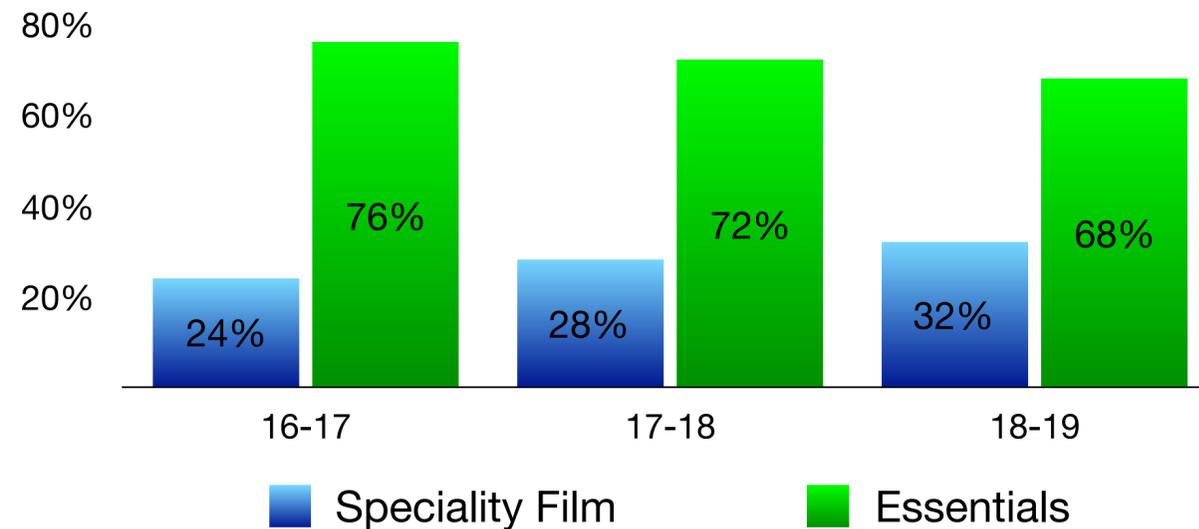
4 Trademarks Granted

VA Stability

Polyplex VA v/s China VA (SCI) v/s Crude



Speciality Film Share in Turnover



Increasing proportion of Speciality Film helps sustain superior margins

Polyplex & Sustainability

Portfolio



Minimize product impact through optimized product design:

- Down-gauging 8-10 μ
- RPET with up to 90% PCR content
- BioPET - Bio content 30%
- Biodegradable film
- Mono material (Low SIT heat sealable PET) structures to improve recyclability - Testing & Validation Stage

Target Product:

- Co-create design using principles of circular economy

Operations



- Reduce energy and water consumption
- Effective & efficient waste water treatment & water conservation
- Increase usage of renewable energy
- Recycle Post Industrial and Post Consumer Waste

- Increase Sustainable Sourcing
- Use recycled material
- Use biomaterials

Collaborations



- Support development and modernization of plastic waste management infrastructure (Collection, segregation and recycling)
- Collaborate with recyclers in Europe to recycle Multi Layer Plastics (MLPs)

- Play catalyst and leadership role in engaging the industry in sustainability efforts - both plastic waste and climate change

Industry Outlook

OUTLOOK

- Approx.0.8 Million Tons of Capacity to be added in Thin PET in next 2-3 years globally
- Changing cost dynamics may result in closure/underutilization of older lines
- Constantly upgrading technology (10.6 mtr wide line) to remain a long term threat to industry players
- RM trending towards oversupply scenario
- Growing concerns around Sustainability

POLYPLEX- STRENGTHS

- Leverage our local presence in various geographies-Quick turnaround, urgent delivery, onshore and near-shore services, customer relationship and intimacy
- Focus on speciality and high value added products thus making earnings more predictable
- Likely impact on margins to be made up by contribution from new capacities and improvement in product portfolio
- Low cost structure (on DDP basis) helps sustain competitive advantage
- Pricing is a function of demand/supply-effect of crude is limited as RM Prices are passed through to customers with a varying lag
- Tax Efficient Structure
- Ongoing Capex on various line upgrades to enable optimal utilisation of assets.

Growth Plans

Projects	Location	Capital Cost (In USD million)	Likely Start Up
GreenField - BOPET	Indonesia	80	PET Film Plant & Metallizer - Started in Nov'19 Resin Plant to start by Q4 FY 19-20
BrownField - BOPET	Indonesia	48	H1 FY 21-22
Other Projects	India	10	Upto Q1 FY 20-21
	Overseas	22	Upto Q4 FY 20-21
Total		160	

Note: In addition to the above, normal maintenance Capex is generally in the range of USD 6-8 million

Amount spent as on 30th Sep'19

- BOPET Film Project - Indonesia = USD 69 million
- Other Projects = USD 12.5 million

PET Film Line Start-up at Indonesia



Annexures

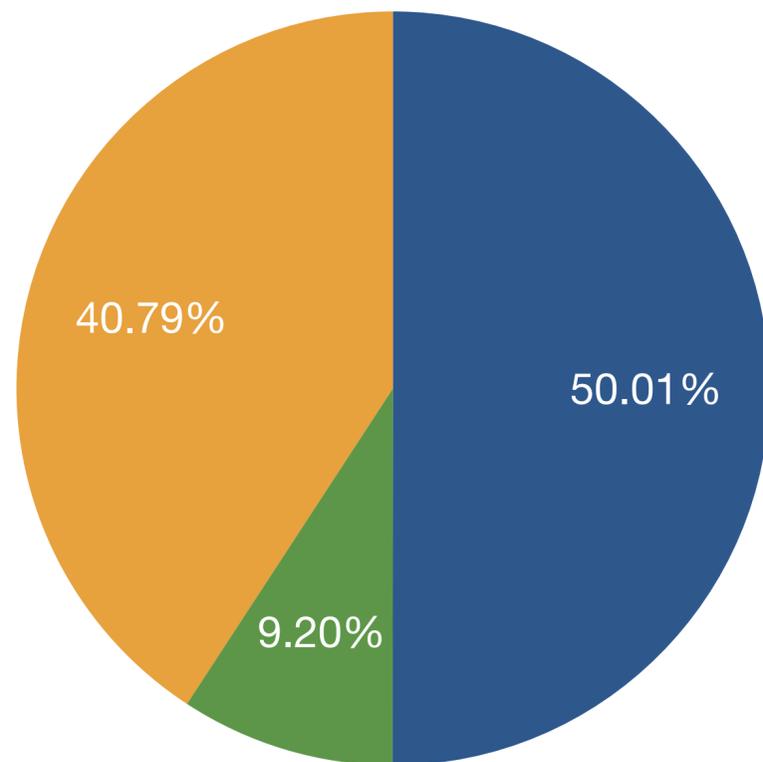
Contents

- Shareholding Pattern
- Group Structure

Shareholding Pattern

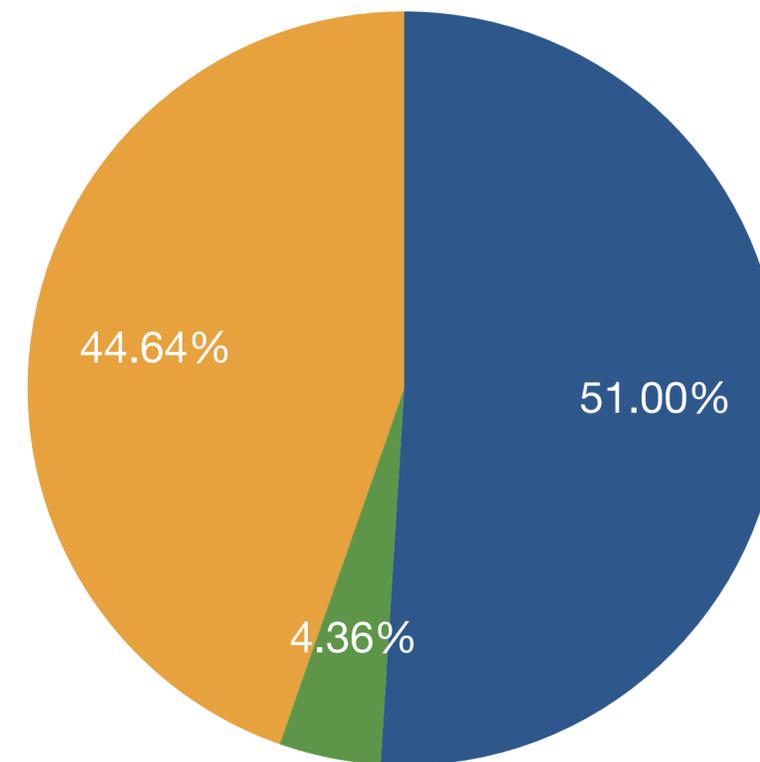
- Polyplex Corporation Limited (PCL) is the Group Holding Company
- PCL's economic interest in the overseas businesses is 51%
- PCL listed on BSE/NSE in India and the Thai subsidiary (PTL) on the Stock Exchange of Thailand (SET)
- Shareholding of the Company (as on 30th Sep'19) is as below:

PCL Shareholding



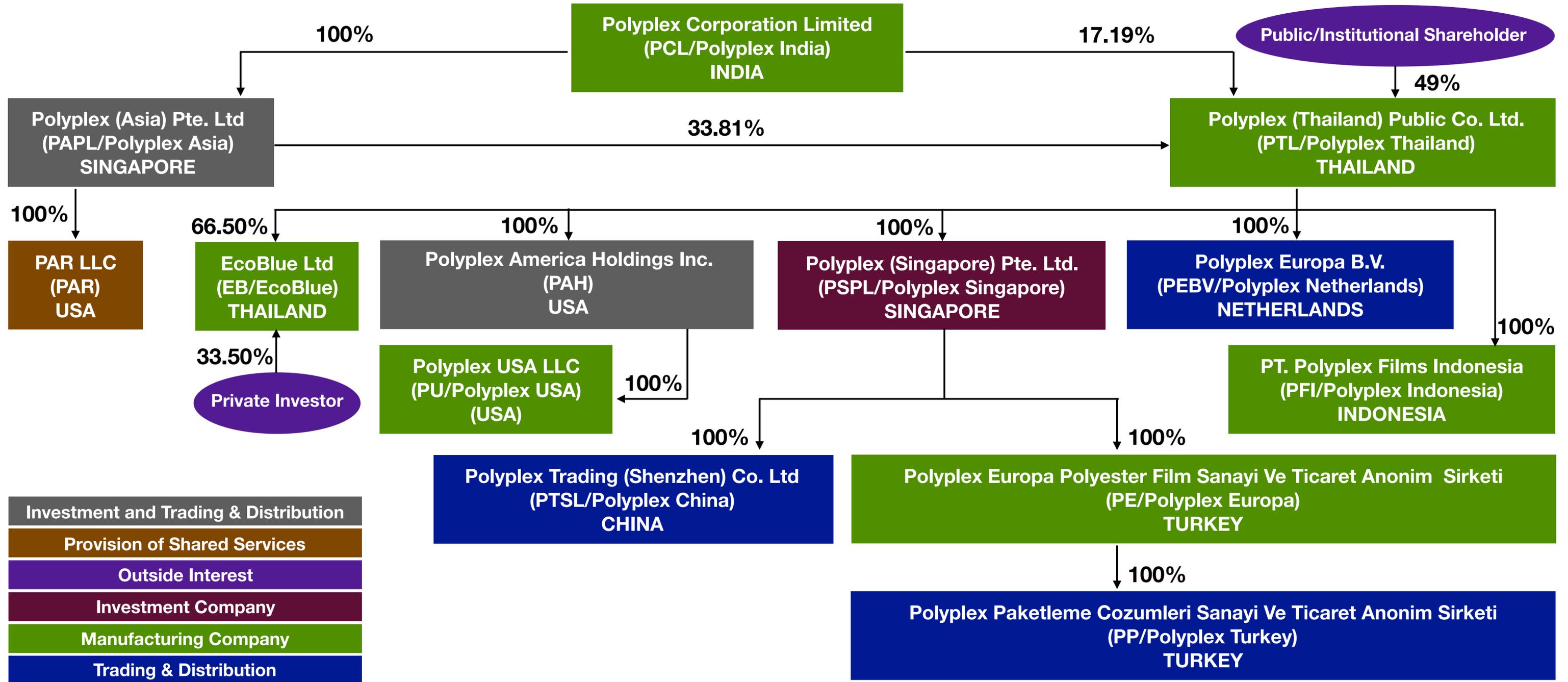
● Promotor
● Institutions
● Non-Institutions

PTL Shareholding



● Promotor
● Institutions
● Non-Institutions

Group Structure



Thank You

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