

Email: akgurnani@polyplex.com

August 13, 2025

The Manager - Listing Department, National Stock Exchange of India Limited, Exchange Plaza, NSE Building, Bandra Kurla Complex, Bandra East,

Mumbai- 400 051

**SYMBOL: POLYPLEX** 

The General Manager - Listing Department,

**BSE Limited** 

Phiroze Jeejeebhoy Towers,

Dalal Street, Mumbai- 400 001

BSE Scrip Code: 524051

Dear Sir(s),

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

Ref: Presentation on Unaudited financial results for the Quarter ended June 30, 2025.

We are pleased to enclose herewith our presentation on Unaudited financial results for the Quarter ended June 30, 2025.

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 Encl: as above

Polyplex Corporation Limited CIN: L25209UR1984PLC011596

# Polyplex Corporation Limited August 13, 2025

# First Quarter 25-26 Financial Results & Business Profile

















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# **Company Overview**



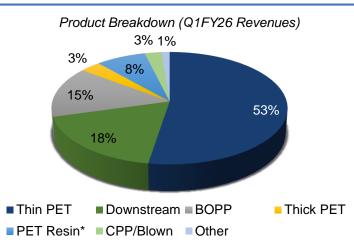
## Polyplex at a Glance

- Integrated and diversified manufacturer of plastic film substrates including BOPET (thin & thick), BOPP, CPP and Blown PP / PE
- Wide offering of specialty, innovative and differentiated products across a variety of packaging, electrical & electronic and other industrial applications
- Unique value proposition of on-shoring, off-shoring and near-shoring for a global customer base, while maintaining cost leadership
- Superior sales & distribution network and strong technical support in key demand centers driving deep customer relationships

## Fully Integrated Strong R&D and Upstream and **Application Development** Downstream Capability Capabilities **POLYPLEX**. 37 Years of Operation 7 State-of-the-Art At the Forefront Manufacturing of Sustainability Facilities in 5 and Circular Countries Economy Exceptional Onshore Sales and Distribution Network in Asia. ~2,735 Customers, **Europe and North** ~86 Countries America

**Unique Global Business Model...** 

### ...With a Diverse Product Profile...



Across a Wide Range of Applications				
Packaging	Industrials			
Food & Beverage	Electrical & Electronic			
Textile Bags	Building & Construction			
Beauty, Personal & Home Care	Film for Liners, Labels, PV and LiB			
Healthcare & Pharma	for EV  Digital			



## Polyplex Journey so far: Ability to identify & capitalize on opportunities

## Trend-Setter With Many 'Firsts' in the Industry

First Indian manufacturer to set up overseas operations

Among the first to introduce chemical recycling based rPET films First in the industry to operate 10.6-meter line @ 675 mpm

Only multinational player integrated with resin at all locations

First in the industry to invest in post-consumer and post-industrial plastic waste recycling

First in the industry to foray into Digital Printing Films First Indian producer to undertake Direct Melt Casting for BOPET film manufacturing

First in the industry to forward integrate into metallizing

### 1988

- Public listing of PCL
- First Thin BOPET film line in Khatima, India

### 1996/1997

First Resin plant and expansion of Thin BOPET film line capacity in Khatima, India

### 2002

 First Metallizer in Khatima, India

### 2003

 First & second Thin BOPET film line in Thailand

### 2004

- Public listing of PTL
- Added resin capacity in Thailand

### 2010

- First BOPP & new BOPET film line in Bazpur, India
- · CPP line in Thailand

### 2008

- First extrusion coating line in Thailand
- Expanded Thin BOPET film line in Turkey

### 2006/2007

- Acquisition of Spectrum Marketing for warehousing & distribution of Polyplex products in USA
- First silicone coating line in Khatima, India
- Added resin capacity in Turkey

### 2005

First Thin BOPET film line in Turkey

### 2012

 First silicone coating line in Thailand

### 2013

- Started manufacturing in Decatur, USA
- Thick BOPET film line along with resin capacity & Blown film line in Thailand
- Recycling plant in Thailand EcoBlue
- Second extrusion coating line in Thailand

### 2014

 Started offline coaters (OLC) in Turkey & India

### 2018

- Started holography operations in India
- Expansion of Blown film line in Thailand

### 2019/2020

- · TMP in Bazpur, India
- Started manufacturing in Indonesia
- Expansion of OLC and holography business in Khatima, India
- Expansion of coating in Thailand (OLC & Silicone)
- Started holography in Turkey

### 2021

- New BOPP film line Indonesia
- Expansion of Blown film line in Thailand
- Batch resin in Turkey
- New metallizer in India and Indonesia
- Started holography in Thailand

### 2022

- Expansion of recycling unit in Thailand
- · Batch resin Thailand
- OLC-2 and Blown line in Turkey

### 2025

- New PET film line and OLC in USA
- Expansion of Blown film capacity in Thailand
- Expansion of OLC and TMP capacity in India

### 2026

- Silicon coating capacity in Turkey
- New PET Film line in India



## Pioneer in Sustainable Products and Processes in the Industry

## Strong Commitment Towards Sustainability Focused Innovative Solutions

- Spearheading post-consumer and post-industrial waste (PIW) recycling in the industry towards achieving the goal of circular economy
- Has taken various initiatives to recycle waste, save energy and use clean technology to assert environmental commitment



Ecoblue, a subsidiary of Polyplex is a pioneer in mechanical recycling and is amongst the leading recycling companies in the region

Optimized "chemical recycling" process for manufacturing Sarafil rPET film with Post-**Consumer Recycled** (PCR) content up to 100% and increased product applications in both packaging and industrial end uses

Investments in renewable energy projects like Solar power. Implemented at Thailand, Turkey, Indonesia, Bazpur & Khatima

Increasing presence in high potential sustainability related applications (Solar PV, Lithium-Ion Batteries, Transfer Metallized film/paper)



Developed monomeric PET structures for circularity; Promotes use of biobased raw materials and renewable energy sources



Follows best practices relating to the **environment** and health & safety of its employees and the community

**Partnering with Leading Brands to Develop Sustainable Products** 

**Active Participation in Several Industry Groups** 











# Quarter under review



## **Financial Performance – Snapshot**

India Rating & Research IND AA- with Stable

**Superior Value Creation Over the Years...** 

(Q1 FY 25-26)

(FY 24-25)



\$203mn Revenue#



\$22mn Normalized EBITDA\*



\$812mn Revenue#



\$89mn Normalized EBITDA\*



11% Normalized EBITDA\* Margin



**7%** *ROCE*<sup>1</sup>



11% Normalized EBITDA\* Margin



8% ROCE<sup>1</sup>

...Driven by Strong, Sustainable Profitability



Widening of the Product Portfolio



Increasing Share of D-PAC Sales



**Operational Efficiencies** and Cost Optimization



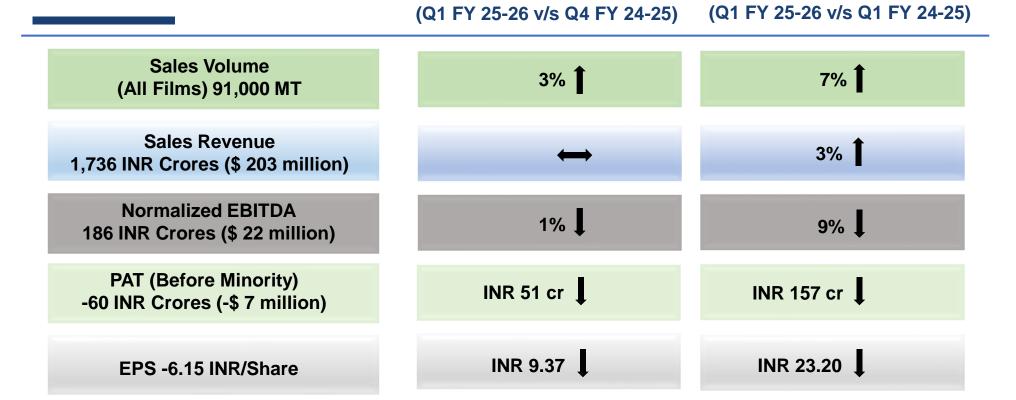
**Market Positioning** 



\* Normalized EBITDA: EBITDA excluding impact of unrealized FX gains/(losses) on long term loans; # Reported sales excluding other operating revenues; 

1Normalized ROCE = Normalized EBIT [excluding impact of unrealized FX gains/(losses)] as % of Average Capital Employed; Capital Employed excludes Cash & Cash Equivalents

## **Q1 FY 25-26 Performance Snapshot**



**QoQ Growth** 

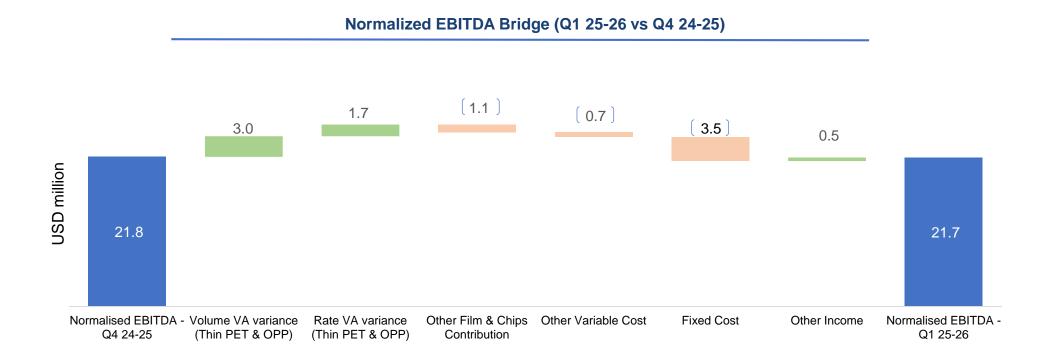
## Factors impacting the quarterly performance:

- Increased volume resulting from start up of new film line in USA offset by fall in the selling prices
- Increased value addition is offset by higher fixed cost which is mainly due to increased headcount and higher maintenance activities on account of expanded scale of operations in the US
- In Q1 25-26, there is an **unrealized** FX loss (due to sharp EUR appreciation) of INR 156.42 crores (\$ 18.28 million) as against the FX loss of INR 105.13 crores (\$ 12.14 million) in Q4 24-25 and FX loss of INR 14.31 crores (\$ 1.72 million) in Q1 24-25, on account of restatement of foreign currency long term loans, a large part of which relates to Inter-company loans, thus resulting in negative PAT.



**YoY Growth** 

## **EBITDA Evolution**



## Normalized EBITDA has slightly improved as compared to Q4 FY25 due to:

- Higher Volume (expanded scale of operations) and VA rate variance including the impact of inventory changes and consolidation Above is offset by:
- Lower contribution from other film & chips mainly on account of unfavorable market conditions coupled with uncertainty arising from reciprocal tariffs
- Higher fixed cost
- Higher variable cost due to higher production



## **Shareholders' Return**

## **Sustained Longer Term Shareholders' Return**



Shareholders' Fund (after adjusting for minority) - INR Crores ——Book Value/Share (excluding minority interest) - INR

Shareholders' Return (CAGR)	Last 1 year	Last 3 years	Last 5 years	Since IPO (1988)
(A) Total Returns*				
> Polyplex	6%	-20%	20%	22%
> Nifty 500-TRI	2%	16%	21%	-
➤ BSE Small Cap-TRI	2%	25%	33%	-
(B) Stock Price Movement				
> Polyplex	5%	-22%	12%	14%
> Nifty 500	1%	15%	20%	11%
> BSE Small Cap	1%	24%	31%	14%

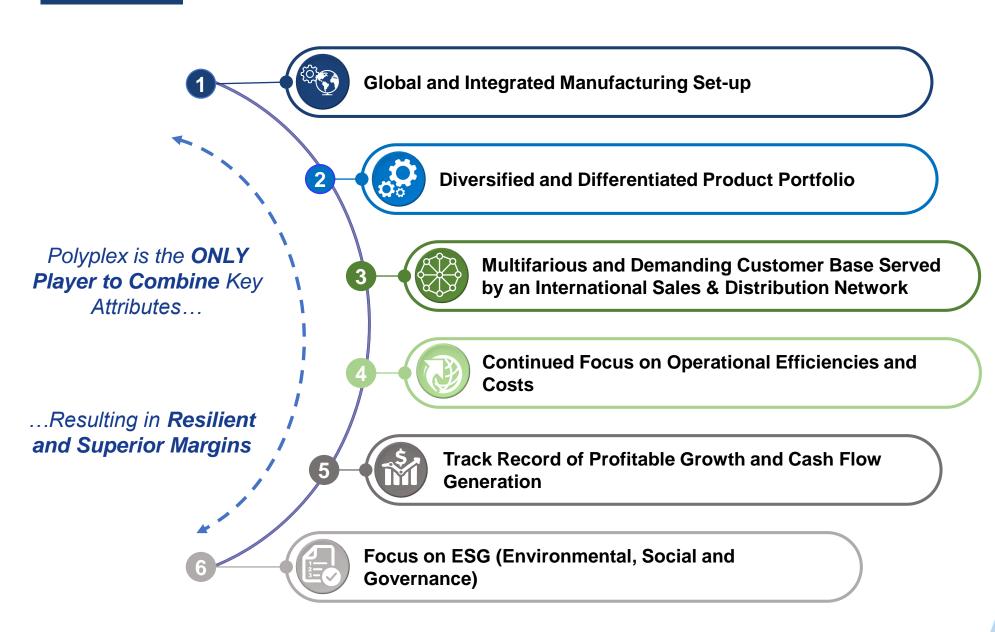


<sup>\*</sup> Dividend Reinvestment Method; Dividend considered based on the pay-out dates; The returns have been calculated based on the stock price data as on 05 Aug'25

# **Success Enablers**



## **Success Enablers**

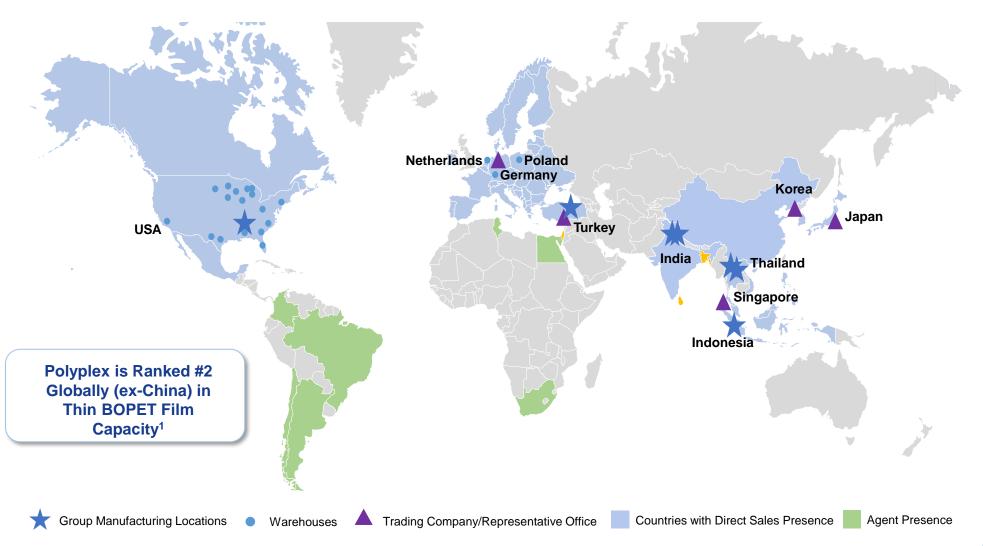


## 1

## A Self-Contained Manufacturing & Sales Capability in Each Region

Manufacturing Proximity and an Entrenched Sales & Distribution Network in Major Demand Centers Ensure a Reliable Supply Chain for Customers

7 Manufacturing Facilities In 5 Countries with Multiple Warehouses & Liaison Offices Worldwide with Total Base Films
Capacity<sup>1</sup> of 492k MTPA (BOPET Films: 365k MTPA)

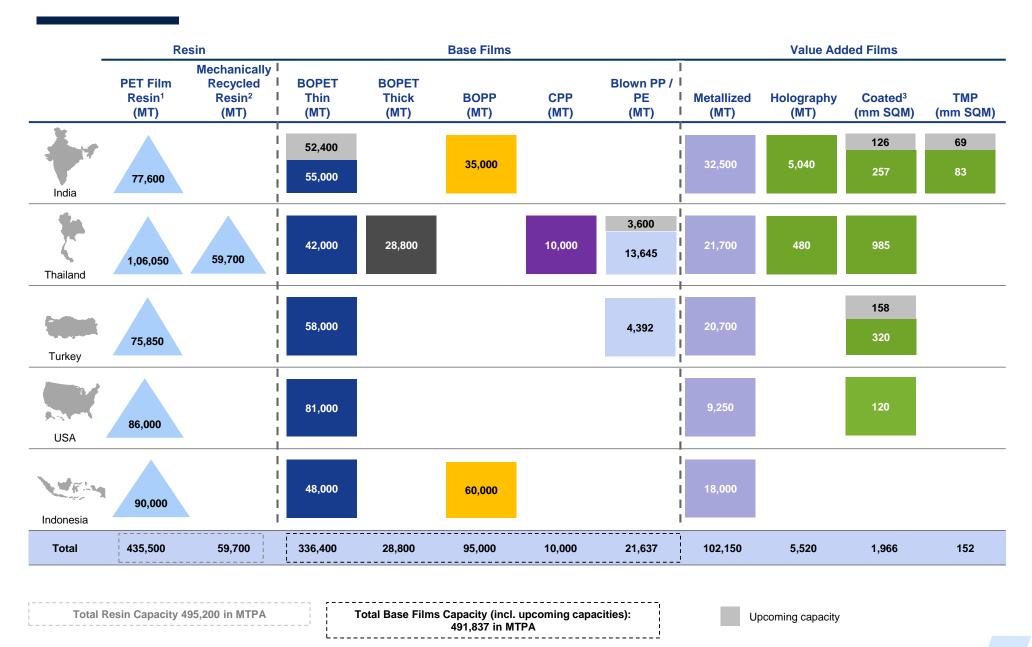






# **Integrated Manufacturing Capacities Across Geographies**

Ability to Provide a Comprehensive Suite of Products in Each Manufacturing Location



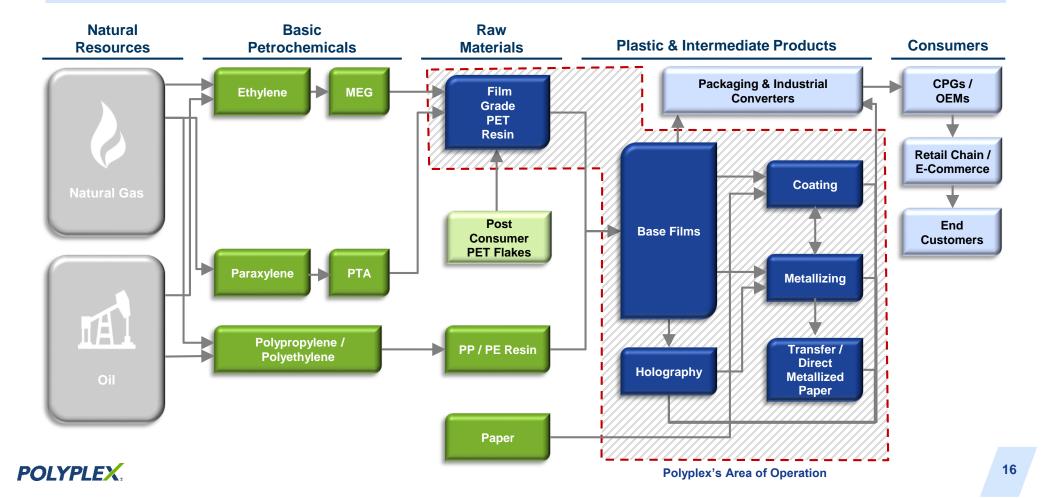




## **Integrated Manufacturing Has Broadened Product Portfolio**

Base Film Lines with Upstream PET Resin Plants and Downstream Capabilities

- The only global player with resin plants at all manufacturing locations
- Forward integration provides ability to undertake one or more downstream processes on the Base film, leading to higher innovation and value addition, while ensuring cost effectiveness and reduced volatility
- Backward integration is vital to developing resins required for specialty products, apart from enhancing cost competitiveness and ensuring supply security
- In-house mechanical and chemical recycling furthers Polyplex's sustainability goals, by replacing virgin PET resins (made from PTA and MEG) with Post consumer PET bales / flakes



# **Integrated Manufacturing Across Geographies**

Ensures Supply Chain Efficiency, Cost Optimization & Lower Time to Access and Market New Products and Applications



Backward integration into captive PET resin production at all film manufacturing locations is unique to Polyplex in this industry



Forward integration to downstream capabilities results in superior market positioning and higher returns



Assured and consistent availability of quality raw material



Wider product and application range



Reduced costs with adequate and secured return on incremental investment



Diversified customer base



Protects proprietary composition and helps in film product development, especially for D-PAC portfolio



Increase customer and market penetration



Significant premium saved in buy v/s make for specialty resin



Increased ability to provide customized and more technical products



Direct Melt Casting (DMC) ensures better quality and energy management, while being cost competitive



Increasing proportion of value-added films with corresponding reduction in standard film sales



Chemical recycling of post consumer & post-industrial waste



Substantial savings including freight, packing costs, wastage, fixed costs and technical development



Opens merchandizing opportunities



Provides platform for future growth



## Polyplex – A Respected Plastic Film Manufacturer

In addition to Sarafil range of standard and specialty base films, Polyplex has diversified into several value-added downstream products under Saracote, Saralam and Saraprint brands over the last 10-15 years







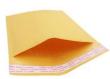












# Sarafil®

Sarafil Base Films are suitable for a range of applications with their inherent properties of being clear, transparent, flexible, sealable, chemical inertness, high barrier, superior mechanical properties and high heat resistance



# Saracote®

The Saracote range of silicone coated films (PET/PP) is designed to provide an excellent carrier to pressure sensitive material. The typical applications are in labels, tapes, roofing shingles and "peel & stick" underlayment













# Saralam

The Saralam range of extrusion coated film products cater to a variety of end uses such as thermal lamination products including documents, identity cards, carton lamination and wide format commercial films

# Saraprint Coloring Digitally with Innovation

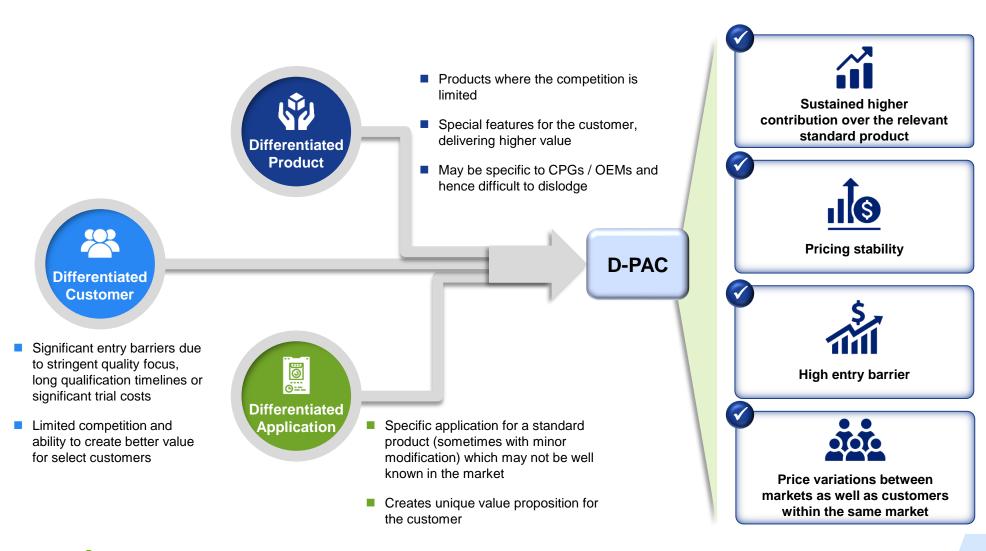
Saraprint is an innovative non-tearable polyester film designed for digital print media segment for photo album, general printing, promotional & customized digital printing, mini-offset printing and labels



# Focus on Highly Differentiated Specialty Film Sales

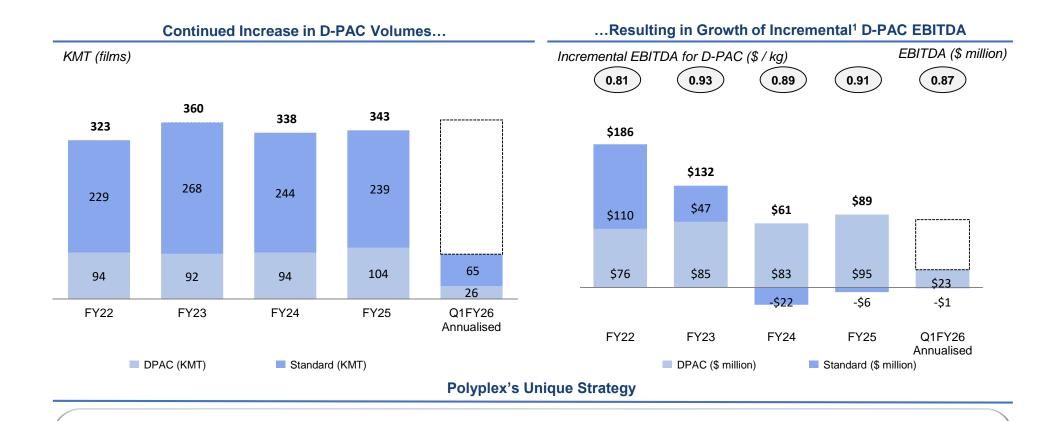
Differentiated Product, Application or Customer (D-PAC): Drives Polyplex's Right to Win in a Competitive Industry

Unique value proposition of differentiated products, applications and customers has led to a healthy growth in specialty portfolio





# **Increasing Contribution of D-PAC Sales**



Constant addition of new products to the differentiated portfolio, effectively "replacing" older and standard products

Sustained investments in projects in Turkey, US, India and Thailand expected to drive growth in D-PAC sales

Strong relationships and continued engagement with anchor customers for an iterative product development process



# **Product and Application Penetration (1/6)**

Flexible Packaging - Food<sup>1</sup>



# **Product and Application Penetration (2/6)**

Flexible Packaging – Non Food<sup>1</sup>



# **Product and Application Penetration (3/6)**

CPP & Blown PP/ PE













**Blown PP** 

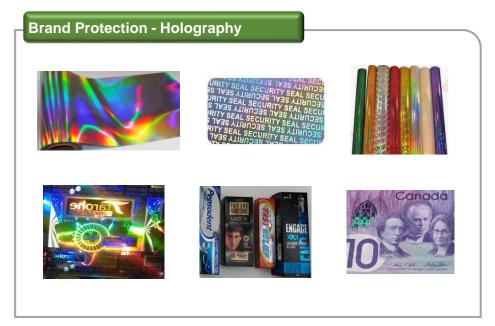
# **Product and Application Penetration (4/6)**

Labels, Carton, Holography<sup>1</sup> and Paper









# **Product and Application Penetration (5/6)**

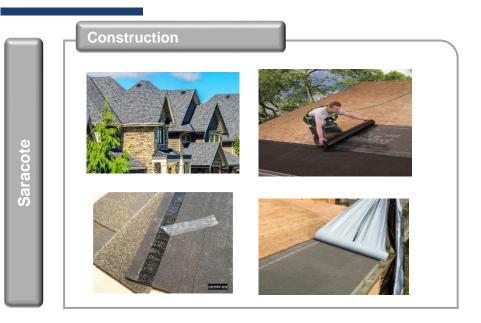
Industrial<sup>1,2</sup>

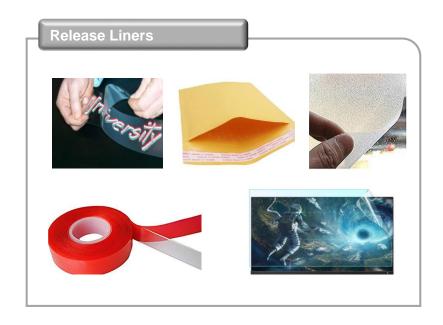




# **Product and Application Penetration (6/6)**

## Downstream













## Constantly Innovating to Ensure Sustained Differentiation

## Dedicated R&D Ecosystem in India

Demonstrated ability to partner with customers for joint product development and co-innovation due to strong technical capabilities, thereby deepening customer relationships



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



13 dedicated personnel in corporate R&D supplemented by local technical service and R&D team with significant experience in chemicals, coatings, resin, converting process and other relevant fields



Growing IPR\* portfolio (32 patents and 14 trademarks granted, 6 patents applied for)

Focus on innovation and collaborative application development to become a preferred supplier/partner of several large multinational customers

Better technical services and new products are being facilitated by leveraging inhouse R&D capabilities and experience

Collaborative research with government labs and educational institutions to drive innovation and new sustainable products

Enhanced cross-learning and sharing best practices/benchmarking across various units to increase efficiency and synergy



## **Global and Well-Diversified Customer Base**

## Deep-Rooted Relationships with Key Customers Spanning Over 15+ Years

- Tier I supplier to leading global and regional converters who cater to global CPGs / OEMs
- Strong manufacturing and distribution capabilities helps capitalize on the increasing preference of customers to source locally



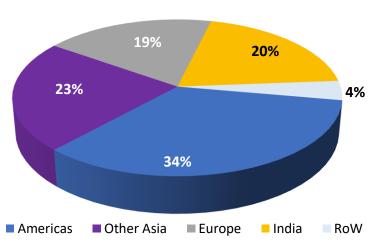






## Access to Global Customer Base...

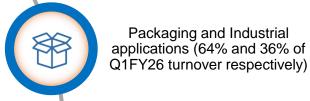
Geographic Business Mix (Q1FY26 Revenue)





- Domestic availability helps in improving supply chain reliability and optimizing inventory
- Changing needs of CPGs/ OEMs requiring quick turnaround
- Flexibility in small order deliveries and responding to unplanned requirements
- Domestic purchase reduces risk from pricing and foreign exchange movements
- Limited financial capability of small customers







Diversified end-use across several industries



Low customer concentration risk with top 10 film customers accounting for 29% of total FY25 turnover



## **Continued Focus on Operational Efficiencies and Costs**



## Business process continuous improvement and excellence programs

- Undertaking several initiatives to improve business processes and optimize costs through continuous improvement in the areas of productivity, wastage, freight, packing, energy conservation, inventory management and other processes
- Benefits from these programs have been accruing over the last several years and incremental benefits are expected in the future as well



## Structure new investments to build on leadership in delivered cost

- Near-shore and on-shore manufacturing strategy
- Benefit from logistics and trade duty differentials



## Capacity utilization

- Ensuring ~100% CUF across all manufacturing plants even in the context of global over-capacity:
  - Swift ramp up in capacity utilization of BOPET, BOPP and other downstream assets
- Debottlenecking existing assets



## Asset configuration

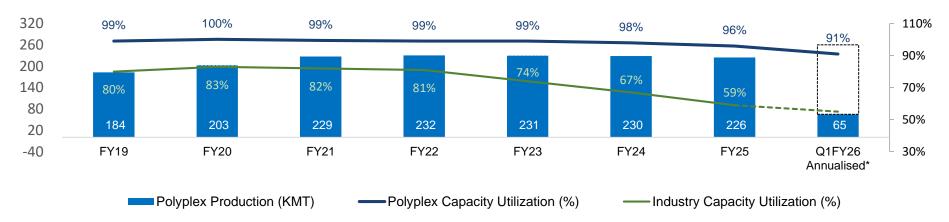
- Cost efficiency through large contemporary assets being used for standard products
- Continue to repurpose older lines for producing specialty films efficiently
- Economies of scale through minimum asset base of two base film lines, resin plant and downstream capabilities at each manufacturing location



## **Superior Utilization Relative to Industry**

## Polyplex has consistently improved capacity utilization through debottlenecking and outperformed the industry

### (Thin BOPET Film utilization)



<sup>\*</sup>Reduction in Polyplex Capacity utilization in Q1FY26 is due to the start up of new film line in USA – under ramp up

## **Key Drivers for Strong Capacity Utilization**

Deep customer access and higher market penetration in key demand centers due to multi location manufacturing

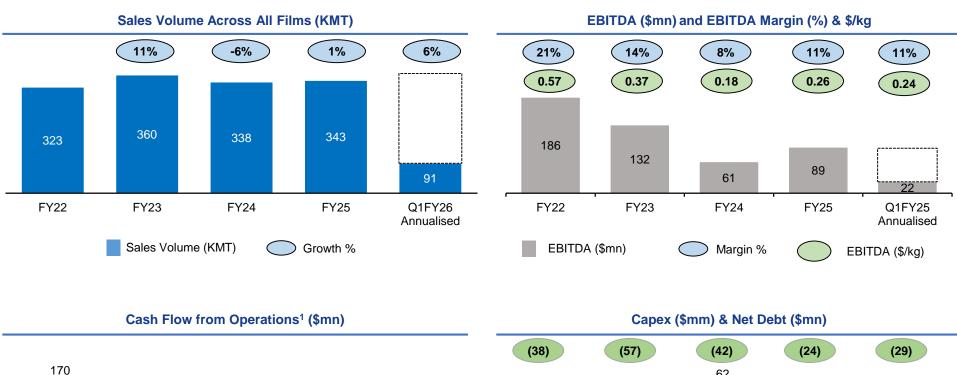
Higher and increasing proportion of specialty films

Extensive sales and distribution network with local warehousing Ability to move material between different regions depending on local market conditions Diversification
across packaging
and industrial
segment and inhouse
downstream
businesses with
varying market
conditions

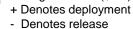
Consistent improvement in productivity and cost competitiveness

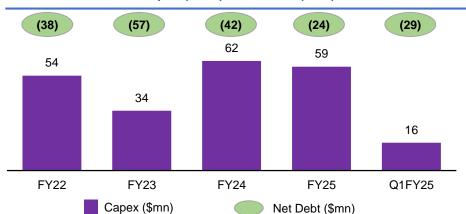


# **Sustained and Profitable Growth (1/3)**



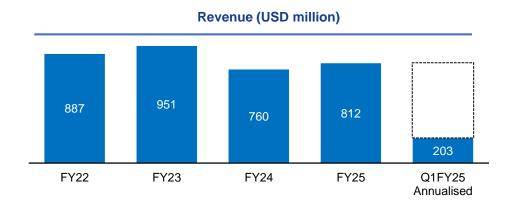
#### 110 87 59 103 21 77 67 56 20 FY22 FY23 FY25 Q1FY26 FY24 Cash Flow after change in NWC (\$mn) Change in NWC (\$mn)

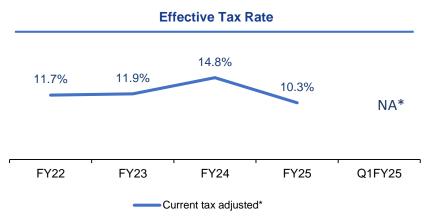






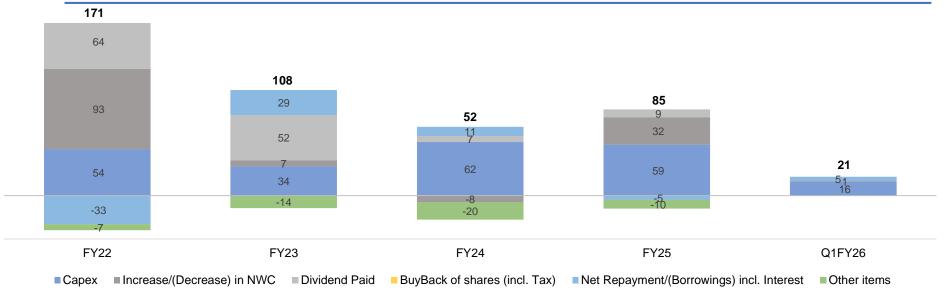
# **Sustained and Profitable Growth (2/3)**





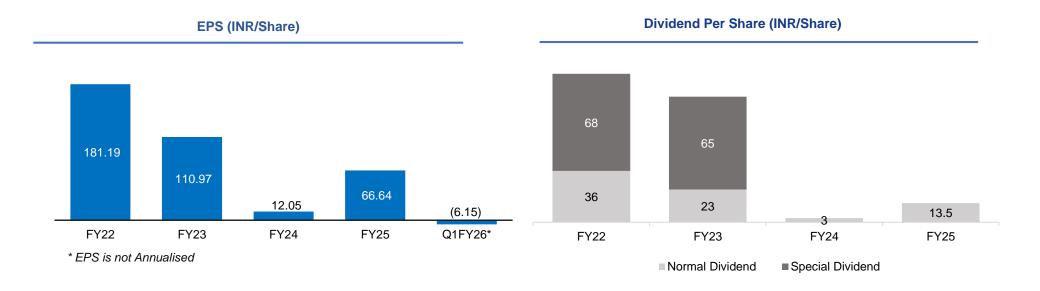
\*NA as reported PBT is negative

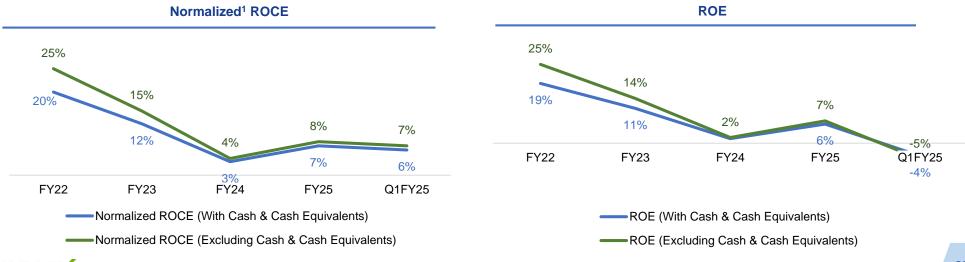
## Free Cash Flow Deployment Trend (\$ mn)#





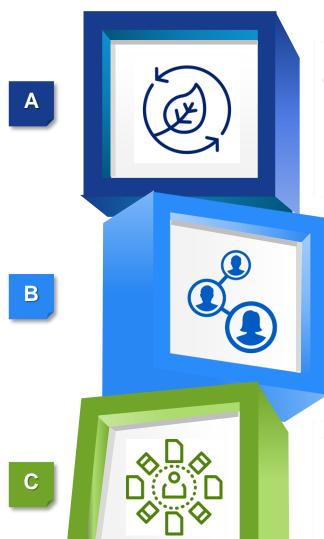
# **Sustained and Profitable Growth (3/3)**







# Polyplex's Commitment to Sustainable Development & Growth



### **Commitment Towards Sustainable Environment**

- Strive to work on sustainable products and processes
- Continue to make multiple and substantial investments in recycling operations to provide solutions for post industrial as well as post-consumer plastic waste

## **Meaningful Social Impact**

- Focused on the health and safety of employees
- Makes monetary contributions to NGOs, hospitals and Government relief funds and helped support the infrastructure in hospitals
- Has undertaken various initiatives to help communities in areas adjoining its plants

### **Strong Governance And Accountability**

- Promoting fundamental values of honesty, integrity, and ethical conduct among all stakeholders
- Ensuring strict adherence to laws and regulations across all jurisdictions where it functions
- Operates with a strong governance and accountability framework

## **Continued Focus and Thrust on Sustainability**

5

### **■** Industry Collaboration

 Working in close collaboration with industry associations, CPGs/OEM, Converters and research organizations to develop viable solutions

 Increase in Post-consumer / Post-industrial Recycling Capacity

1

### Ecoblue Initiative

- New facility uses postconsumer bottle / container waste (PET and Olefin) as input with wash lines
- Most countries now permit the use of recycled PET in food contact applications which provides strong growth opportunity

■ Eliminate Scrap Sales

- Recycle BOPP / EVA thermal films and sell as resin
- Planned to chemically recycle and reuse BOPET film line lumps in film line
- Considering delaminating BOPET / EVA thermal films and recycling separated layers to produce resin

2

### ■ New Product Development

- Promoting use of rPET in different end applications in both packaging & industrial end uses
- Develop and promote products to enable conversion to mono-PET structures



## **Recent Initiatives Undertaken by Polyplex (1/2)**

Sustainable Products That Have Already Been Delivered

### Polyplex has successfully executed several sustainability initiatives till date



Post-Consumer Recycled PET Film -30% - 100% PCR



Mono PET structures



Foil Replacement (High Barrier Metallized films)



Eco Friendly BOPET Film (Heavy Metal Free)



Transfer Metallized Films, Paper, Board (Plastic Free Cartons)



PVC Replacement (Formable, Dead Fold, Twist Properties)



Digital Printable – Solvent Free



PVDC Replacement (Transparent Barrier Chlorine Free)



Source Reduction – Down Gauging, Internal Recycling



## Recent Initiatives Undertaken by Polyplex (2/2)

Sustainable Products That Have Already Been Delivered

### Polyplex RPET solutions - Sarafil rPET Films













Sarafil RPET Film have the same properties as Virgin PET



## **Ecoblue - A Recycling Initiative of Polyplex**



### Ecoblue is helping brands meet their sustainability goals

#### **About Ecoblue**

- Starting operations in 2013, Ecoblue provides sustainable solutions for film-based process waste as well as postconsumer plastic waste for varied applications
- Only recycler in the region to develop food grade products across different polymers including rPET, rHDPE and rPP spanning several applications
- Has been working with different post-consumer and industrial wastes (both PET and Polyolefin based) over the years
- Focused on developing and producing high quality recycled materials which can replace virgin resin in high end applications such as Bottles, BOPET Film and Filament Yarn
- First in Thailand to produce food grade rPET resin for bottle application
- Recycling of Ocean-bound plastics
  - Working with Ocean-bound plastics marketplace platforms
  - Ocean bound plastics certified



Key Products
rPET resin
rPP resin
rHDPE resin



### Certifications

US FDA, EFSA & Thai FDA approvals and GRS certification for rPET, rPP, rPE



### **Current Capacity**

rPET – 49,200 TPA Polyolefin –10,500 TPA Manufacturing in Thailand



## **Promoting Sustainability Through Ecoblue**

Engaged in Adopting Innovative Recycling Solutions



### Ecoblue is a specialist in recycling a wide spectrum of materials

**Recycling Unrecyclable Materials** 



Recycled Polyolefin for Virgin Replacement



Ecoblue Strap2Strap Solution



Bottles

**US FDA approved** 





Metallized BOPET Film Recycling (Patented)



**BOPET Film** 

**US FDA approved** 



rPP COPO with High Impact



Solution





**Filaments** 





## **Meaningful Social Impact**

### Conscientious Approach to Contribute to the Community



## Safety & Security

Ensures safety and security of staff members

- A robust health monitoring mechanism has been in place including handling of emergency situations
- Proactive communication and prevention has been the hallmark of these initiatives
- Monetary contributions to NGOs, hospitals and Government relief funds across all its locations
  - Donates medical equipment, supplies and protective gear for healthcare workers
  - Supports various NGOs by providing necessary food supplies to the communities around Polyplex's locations
  - Provides infrastructure facilities to Government hospitals at the plant locations in India



### Job Creation

- Committed to hiring and promoting local talent in each of the geographies
- Equal opportunity employer across geographies





- Has been **running a school** at its Khatima plant for the past three decades
  - The school provides over 2,100 students with best-in-class educational facilities
  - Under a PPP model at Bazpur and Khatima, Polyplex has adopted two local schools and provides them with the necessary infrastructure
- Contributes to the **Rekhta Foundation**, which is a non-profit organization established to promote and disseminate literature and culture
- Offers a slew of sports and educational sponsorships as well as full scholarships to the school-going children of deceased employees
- Regular contributions to various other schools/educational institutes in order to promote education and help contributing to a better society







## **Focus on SCORE**

### Core Values Binding the Employees





We leverage synergies across hierarchies, functions and locations



- We value our people and are committed to their development
- We are sensitive to and respect diversity
- We take a long-term approach to all our relationships

Ownership and Responsibility

- We display ownership and feel responsible for the organization's performance
- We trust in the capabilities of our people and believe in delegation while adopting a hands-on approach

**Excellence** 

- We exhibit a passion to excel and strive to continuously improve the way we work
- We constantly pursue newer and better ideas, processes, products and practices



Professional, highly qualified and experienced leadership team



Stable management team with almost zero attrition over the last several years



Strong and institutionalized employee engagement schemes/programs



Holistic development with opportunities for cross-learning & growth



## **Creating Impact Through Strong Governance**

### Continuously Strives to Follow Best Practices



✓ Committed to promoting fundamental values of honesty, integrity, and ethical conduct among all stakeholders



### ✓ Strong compliance orientation

- Adheres to all applicable laws, regulations and guidelines across all jurisdictions
- Undertakes a wide variety of steps to keep employees informed about current and proposed laws, regulations, and guidelines



### ✓ Strong governance and accountability framework

- Accomplished and experienced Board of Directors in India and Thailand
- Board of Directors have constituted various committees in India
  - Audit Committee, Nomination and Remuneration Committee, Stakeholder's Relationship Committee, Corporate Social Responsibility
     Committee and Risk Management Committee



### ✓ Unwavering commitment towards occupational health and safety performance

- Best practices relating to the health and safety standards by continuously improving working conditions, minimizing workplace hazards and raising awareness through involvement, participation and continuous training of the shop floor workforce
  - Focus is on ensuring that the health and safety standards are adhered to as per the local legislations and standards
  - The approach is reflected in the Environmental, Health and Safety (EHS) policy that emphasizes continuous improvement
- All the manufacturing facilities are certified on occupational health and safety management system



## **Recipient of Prestigious Awards and Accolades Globally**

Polyplex has been a recipient of some of the most prestigious awards in the industry, demonstrating its commitment towards becoming a global leader in the industry













Best Public Company of 2020 - Industrial Group at Money & Banking Awards



Green Innovation Award 2021 at ACES



Prime Minister's
Award for
Innovation 2021 –
Chemical
Recycling in
Thailand



Best Public Company of 2021 - Industrial Group at Money & Banking Awards



Prime Minister's Industry Award 2022 for Quality Management



Corporate Social Responsibility Award - 2023 from Department of Industrial work



Zero Accident Award &
Safety Committee Award
from Ministry of
Manpower, Indonesia April 2025





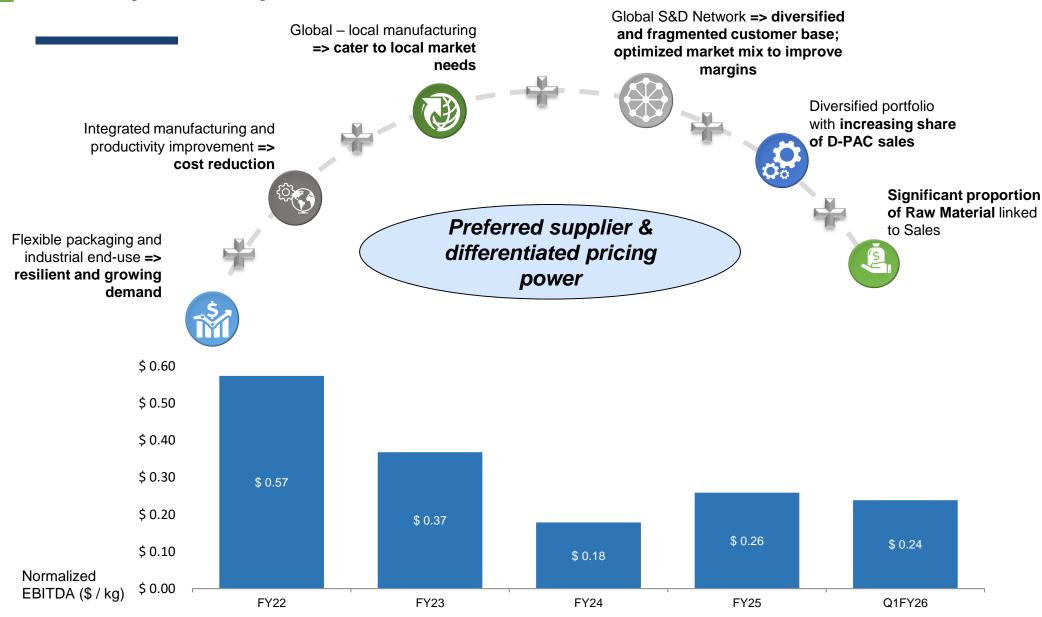
Environmental
Management Awards
(PROPER) with Category
Blue Rating from Ministry
of Environment,
Indonesia – June 2025



# Stability in Earnings



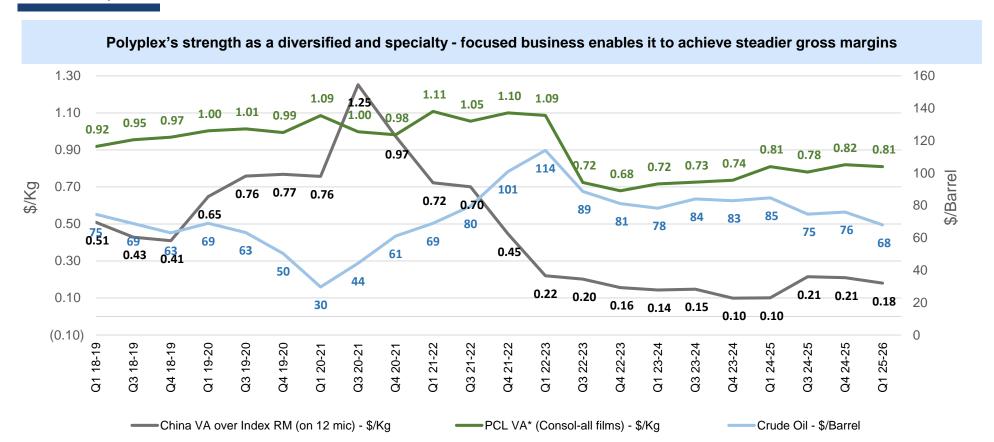
## **Key Attributes of the Business Model Creates a Natural Hedge Against Industry Volatility**





## Polyplex Has Consistently Generated Superior and Stable Gross Margins Relative to the Industry

**VA Stability** 



- Raw Material (PTA/MEG melt cost) tracks crude oil
- Raw material movements tend to be 'pass through' in film prices
- Value Addition (VA/material margin) is dependent on industry CUF
- The gap between Polyplex and Chinese players' gross margin increases significantly during the trough of industry cycle
- Chinese players achieved a higher margin for a short period in second half of 2021 owing to supply constraints resulting from logistic disruption / energy crisis

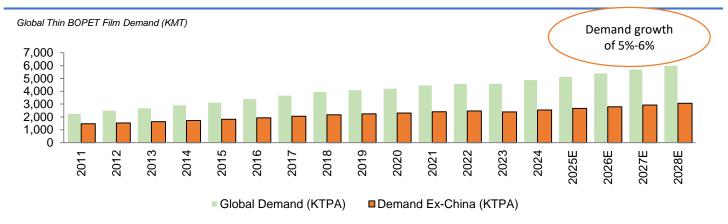
# **Industry Outlook**



### Thin BOPET Demand

### Thin BOPET Film Demand Expected to Stay Resilient and Accounts for 80% of Global BOPET Film Demand





**Key Trends - Demand** 



Global thin film growth has been resilient and expected to grow at more than 5%. Due to recessionary pressures across the globe, there was some short-term impact on demand which has been largely reversed



Ageing population, evolving retail formats and penetration of e-commerce, together with focus on safety and hygiene has led to rise in per capita packaging material consumption. There is a continued shift from rigid to flexible packaging, and from loose to packaged products



Growth drivers include population growth, increasing urbanization, changing demographics, trend towards nuclear families and increase in purchasing power in developing countries



Demand driven by **higher disposable income**. Technological developments are leading to accelerated demand in **electrical**, **electronics and other industrial applications**, along with **new applications** which is expected to further increase demand



The demand may be accelerated with growth in energy transition end-uses, such as solar panel backsheet, battery, electric vehicle and MLCC applications. The drive for sustainable packaging and evolving regulatory mandates may create additional opportunities as well as raise concerns on usage of certain substrates of plastics in flexible packaging

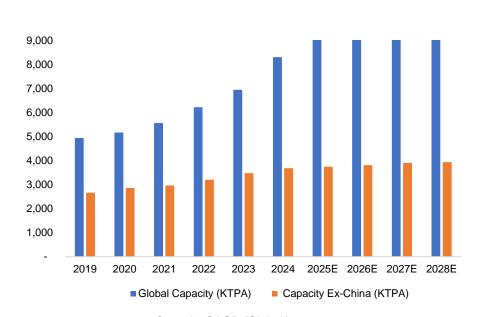


## Thin BOPET Industry Outlook

#### **Upcoming Capacity Additions**

- The vast majority of capacity set to come online 2025 onwards is in China. Market conditions and overcapacity could incentivize much of this to be postponed or cancelled.
- Based on the latest information, several of the recently announced lines (primarily in China) are expected to be in non-packaging segment with focus on optical applications, release liners etc.
- The impact of capacity additions may be significant in China with moderate influence in other regions, as Chinese players have typically focused only on the domestic market and select SEA markets with standard products due to variety of reasons. Among other reasons, trade barriers, established relationships with incumbent suppliers and a distrust around the quality of imported material by some buyers are major barriers
- Excluding impact of China, the capacity utilization (CUF) rates are steadier with lower variance in peaks and troughs
- The expected closure / underutilization of older lines due to changing cost dynamics are expected to positively impact the outlook on utilization rates
- Trend towards Deglobalization, Protectionism and preference for local and regional supplies

#### **Expected Capacity Additions - Thin PET Film**



Capacity CAGR (Global ) – 7.88% Capacity CAGR (Ex-China) – 4.43%

### **Polyplex Strengths**



- Players with global footprint can better withstand the regional imbalances, industry volatility and trade barriers (recent reciprocal tariffs in the US)
- With its global manufacturing presence in key demand centers, Polyplex can cater to all geographies, thereby maintaining ~100% CUF levels and superior margin profile over the years
- Focus on speciality and high value-added products thus making earnings more predictable
- Competitive 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
- Supply chain disruptions mainly caused by Red Sea crisis and container shortages are generally positive due to our business model of distributed manufacturing and sales
- Tax efficient structure
- Recent and ongoing capex on various line upgrades to enable optimal utilization of assets



# **Growth Capex**

## **Investment Under Implementation**

### Key Investment Rationale

Projects	Location	Capital Cost (In USD million)	Likely Start Up
New BOPET Film Line	India	58	H2 FY 26-27
Other Projects	India	4.5	Upto Q3 FY 25-26
Other Projects	Overseas	14	Upto Q4 FY 25-26
Total		76.5	

#### Investment rationale:

### **India Project:**

- PET Film Demand expected to grow at 10%+, making it the fastest-growing market in the world
- Cost Structure Optimization

### **Other Projects:**

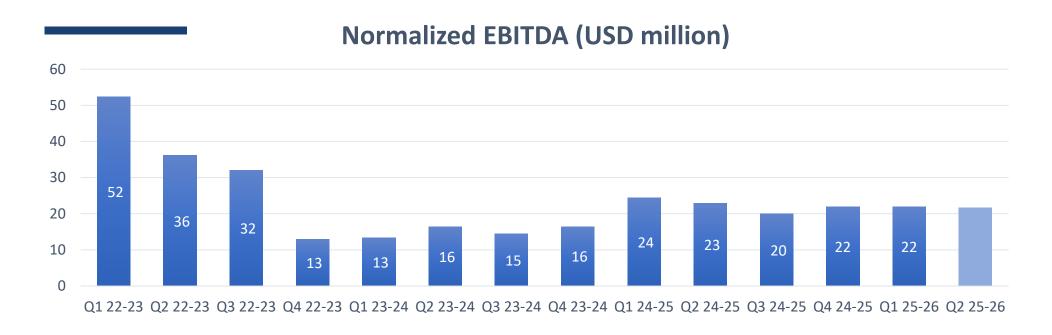
- Expansion of product portfolio
- Increasing the share of speciality films
- Growing focus on industrial applications



## Guidance



## Second Quarter 25-26 Guidance



### Short to Medium term outlook

- Normalized demand/growth in both Industrial and Packaging segments
- Uncertainty due to reciprocal tariffs expected to continue for at least one to two quarters
- Additional volumes from US ramp up and continued efforts on portfolio expansion, increase in DPAC sales will help support gradual improvement in profitability

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.

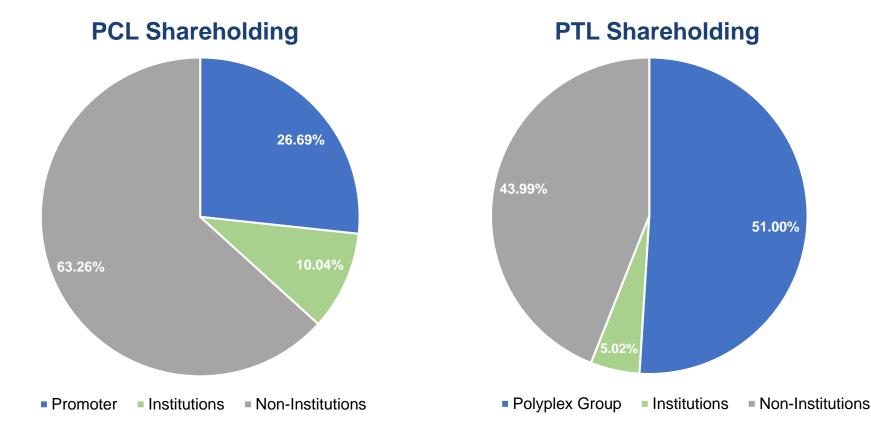


## Annexures



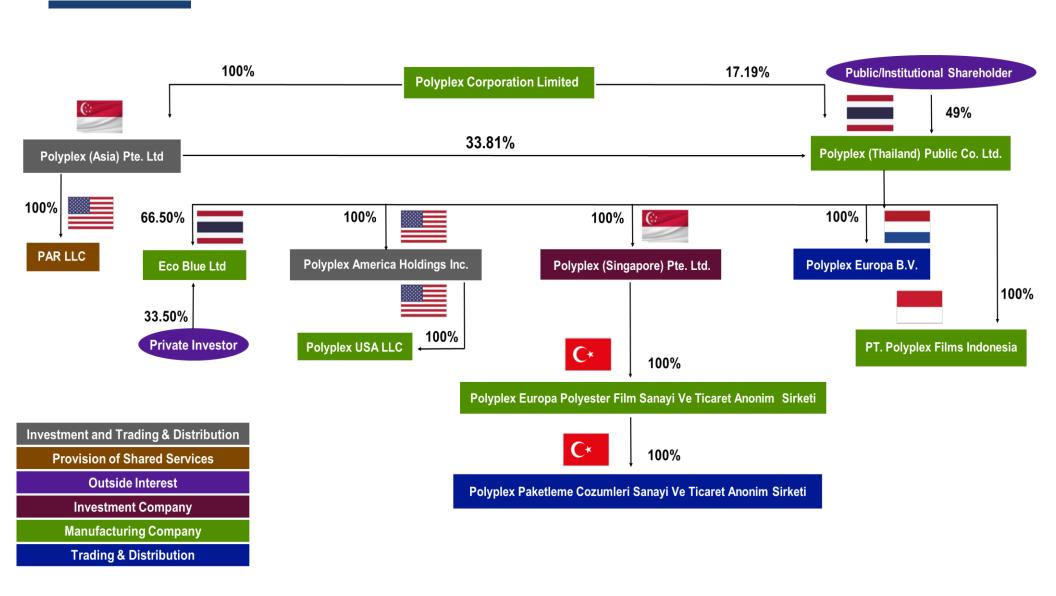
## **Shareholder Pattern**

- 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 June'25) is as below:





## **Group Structure**





### **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.
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- Numbers for previous periods may have been regrouped/rearranged/reworked for comparison purpose and for better analysis.
- Financial information provided in US Dollars have been illustratively translated from reported financial information in Indian Rupees to US Dollars using simple average of monthly exchange rates for the respective applicable period(s) for the P&L related items and respective period ending exchange rate(s) for the Balance Sheet related items.
- Growth rates have been calculated based on reported INR financial information.



## **Glossary**

- EBITDA: Reported Earning before interest, tax, depreciation and amortisation
- Normalized EBITDA: EBITDA excluding impact of unrealized FX gains/(losses) on long term loans
- Revenue: Reported sales excluding other operating revenues
- Net debt: Long-term debt + short term debt + current maturities of long-term debt cash & cash equivalents
- Cash & Cash Equivalent: Cash & bank balance + other bank balances + fixed deposits with bank + other investments in bonds and liquid funds
- RoW: Rest of the World
- PET: Polyethylene Terephthalate
- BOPP: Biaxially Oriented Polypropylene
- CPP: Cast Polypropylene
- TMP: Transfer Metallized Paper
- TRI: Total Return Index
- VA: Value Addition
- MEG: Mono Ethylene Glycol
- PTA: Purified Terephthalic Acid
- RM: Raw Material



# Thank You

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BSE (scrip code): 524051 NSE (symbol): POLYPLEX

ISIN: INE633B01018

Polyplex India



Symbol: PTL

Polyplex Thailand

