

**MOLD-TEK**  
*Technologies Limited*

**Date: 17<sup>th</sup> February, 2023**

The Secretary, Listing Department, <b>BSE Ltd.</b> , Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001. <b>Scrip Code: 526263</b>	The Manager, Listing Department, <b>National Stock Exchange of India Limited</b> , Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (E), Mumbai-400051. <b>Symbol: MOLDTECH- EQ</b>
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Dear Sir/Madam,

**Sub: Intimation of Schedule of Analyst / Institutional Investor Meeting under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.**

This has reference to Regulation 30(6) read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 (the 'Regulations').

In accordance with the said Regulation(s), please find below the details of the scheduled meeting with Fund/Broking House/Company/Analysts/Institutional Investors:

<b>Date</b>	<b>Name of Fund/Broking House/Company/Analysts/Institutional Investors</b>	<b>Venue/Mode</b>	<b>Type of Meeting</b>
17-02-2023	Seven Canyon Advisors	Microsoft Teams Meeting	one to one meeting

*Note: The schedule of the aforesaid meeting is subject to change. The changes may happen due to exigencies on the part of Fund/Broking House/Company/Analysts/Institutional Investors.*

Thanking you,

Yours faithfully,

**For Mold-Tek Technologies Limited**

**Thakur Vikram Singh**  
**Company Secretary & Compliance Officer**

**Registered Office:**

**Plot No.700, Door No.8-2-293/82/A/700, Road No.36, Jubilee Hills, Hyderabad – 500033, Telangana, India**

**Phone: +91-40-40300300/01/02/03/04, Fax: +91-40-40300328, E-mail Id: ir@moldtekindia.com**

**Website: www.moldtekindia.com CIN No: L25200TG1985PLC005631**



**MOLD-TEK**  
*Technologies Limited*

# ENGINEERING THE FUTURE TODAY

**NEW DOMAINS**  
**NEW GROWTH AVENUES**

**FEB 2023**





# MOLD-TEK

GROUP OVERVIEW

USD 500 Million Market Cap



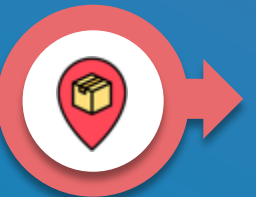
Started in 1985  
Leaders in Plastic packaging in India

**Annual Revenue**  
USD 100 Million



**Market Cap**  
USD 400 Million

**Sales Office**  
4 sales offices in India



10 Manufacturing centres



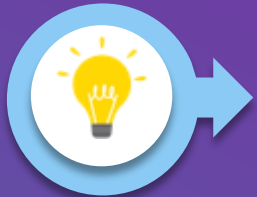
BEST QUALITY



CLIENTELE

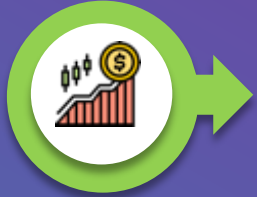


STRENGTH



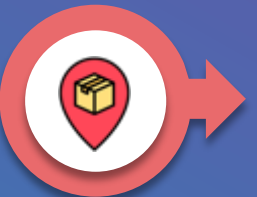
Established in the Year 2002

**Annual Revenue**  
USD 17 Million



**Market Cap**  
USD 90 Million

**Sales Office**  
United States-2  
Europe-1  
India-1



**Delivery Centres**  
United States-1  
India-5

# Core Values

## MISSION

Enable and fulfill our customers' requirements in engineering economically, by leveraging our talented resources and technologies with world class systems and procedures.



## VISION

Vision: To become the best service provider for end to end designing and drafting solutions in various fields of engineering .



## GOAL

To leverage our Domain Expertise and Focused Business Model to offer high quality engineering, Quick Turnaround Time and Making our Clients competitive in their marketplace.



## STRATEGY

- Build and maintain a strong support ecosystem
- Focus on employees
- Leverage cutting edge tools & technologies
- Expand to provide end to end engineering solutions



### Best Quality

ISO 9001:2015 Delivery Quality Systems

ISMS 27001:2013(Information Security Systems)

AS 9100 for Aerospace



### Clientele

North America: 58

Canada: 5

Europe: 31

Gulf Countries: 3

India: 26

Australia: 2



### Strength

World class hardware & software infrastructure

Regular quality audits & 3 tier quality checks

Controls & processes to adhere to schedules



**MOLD-TEK**  
OFFERINGS



**CIVIL ENGINEERING**

- Structural Steel & Miscellaneous Steel
- Connection Design
- Member design and PE stamping
- Pre-Engineered Metal Buildings
- Building Information Modelling



**MECHANICAL ENGINEERING**

- Automobile Engineering
- Poles & Towers
- Telecom
- Robotic Simulation & Automation
- Value Engineering



## DYNAMIC LEADERSHIP

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Janumahanti Lakshmana Rao is the Chairman and Managing Director of the Moldtek Technologies and Moldtek Packaging Limited.

- BE Civil – SVU, MBA – IIM, Bangalore (Distinguished Alumni status)
- 35 years of experience at the helm and creating a \$500 Million group from the inception since 1985
- Experience in Financial markets, public listing of both the companies in 1993 (MTPL) and 2007(MTTL) along with raising capital for expansions through QIP (MTPL) with top investors like White Oak, Goldman Sachs, ICICI Prudential small cap fund, Black Rock and several others.

### **Janumahanti Lakshmana Rao**

Chairman and Managing Director

# Leadership - Team



**Prasad Raju**  
President

- BE Civil with 23 Years of experience in Managing Engineering Services
- He is associated with the Parent Company Mold-Tek Technologies from its inception.



**Vamsi Prasad**  
Vice President

- BE Mech, MBA (Symbiosis, Pune) , ISB (AMPBA)
- He has worked in reputed companies like Microsoft, Tata Motors, Mahindra & GE
- Holds 15+ years of experience in Engineering design, Business Development and Planning



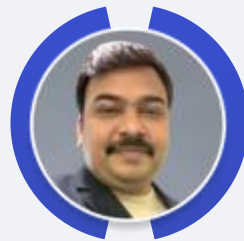
**Prasad Raju**  
Executive Vice President- Civil & Structural Engineering Services



**Satish Kalaga**  
General Manager – Mechanical Engineering & Delivery



**Srikanth Kasturi**  
Senior Manager -Techno Commercial  
Atlanta, GA



**Gajanand Deshmukh**  
Vice President of Project Management  
ATLANTA, GA



**Nethaji Muttam**  
General Manager, Project Management  
Atlanta, GA



**David Weaver, P.E**  
Vice President of Project Management  
DENVER, CO

# Customer Visits & Awards

Featured in  
**Modern**  
Steel Construction  
September 2018

Steel This Book

Architectural drawings and construction photos of various steel structures.

**MOLD-TEK TECHNOLOGIES LIMITED**

COMMERCIAL  
SECOND PLACE

PARKVIEW HEALTH CORE  
TOWER EXPANSION  
FORT WYOMING, INDIANA

**CUSTOMERS' CHOICE**

**MOLD-TEK TECHNOLOGIES, LTD.**  
Young Living Global Headquarters  
Lehi, Utah

SDS2  
**COMMERCIAL, LARGE TONNAGE GRAND PRIZE**  
MORROW HIGH SCHOOL  
ELLENWOOD, GA

SDS2  
**CUSTOMER'S CHOICE AWARD**  
TAYLORSVILLE UTAH TEMPLE



# Service Portfolio - Civil

We offer a range of Civil engineering services including Design and Detailing for Steel and Precast Concrete Structures



## Design Engineering

- Conceptual, Preliminary & Detailed Design.
- Modeling & Analysis.
- Critical stress check at Knee supports and Columns .
- Design of Platforms & Grating.
- Reports and Packages
- Stamping & Sealing of Connection Design by Licensed PE.



## Connection Design

- Connection Design & calculations (ASD/LRFD)
- Welded connections for knee brace & platform supporting columns.
- Truss Design.
- Design sketches & back-up design calculations
- Stamping & Sealing of Connecting Design by Licensed PE of USA



## Detailing & Drafting

- Anchor Bolt plans & Details
- Advanced Bill of Materials
- Shop & Field use drawings
- CNC, DXF & KSS files for Fabricator's shop use
- IFC, 3D-DXF, BIM support Files
- Bolt & Rebar reports for purchase



## In-Service Support

- Shop Standards development.
- Connection Design details Library.
- Onsite shop question support, Kick Off meetings
- BIM Models & Tekla Web viewers.

Standards & Regulations



# Service Portfolio - Mechanical



## Automotive

- Process Engineering Study for Assembly Lines – Technical Sales Support
- BIW Fixture Concept Design, 3D Finish & 2D Drawings
- Online & Offline Programming of Robotic Simulation



## Utilities & Telecom

- Light, traffic & signage structures
- Sub-station structures
- Telecom / wireless structures
- Transmission & distribution structure



## Oil and Gas

- Storage Tanks
- Pressure vessels
- Ammonia Tanks
- Underground Tanks
- Detailing and Documentation
- Vertical and Horizontal Tanks
- Heat Exchangers



## Special Purpose machine

- Process and lay-out design
- Product and tooling design
- Innovation - Design - Validation
- Installation drawings
- Documentation (Manuals)

# Future Road Map Services



Stamping Dies



Wire Harness layout & design



Interior and Plastics trims



EVs

## Civil

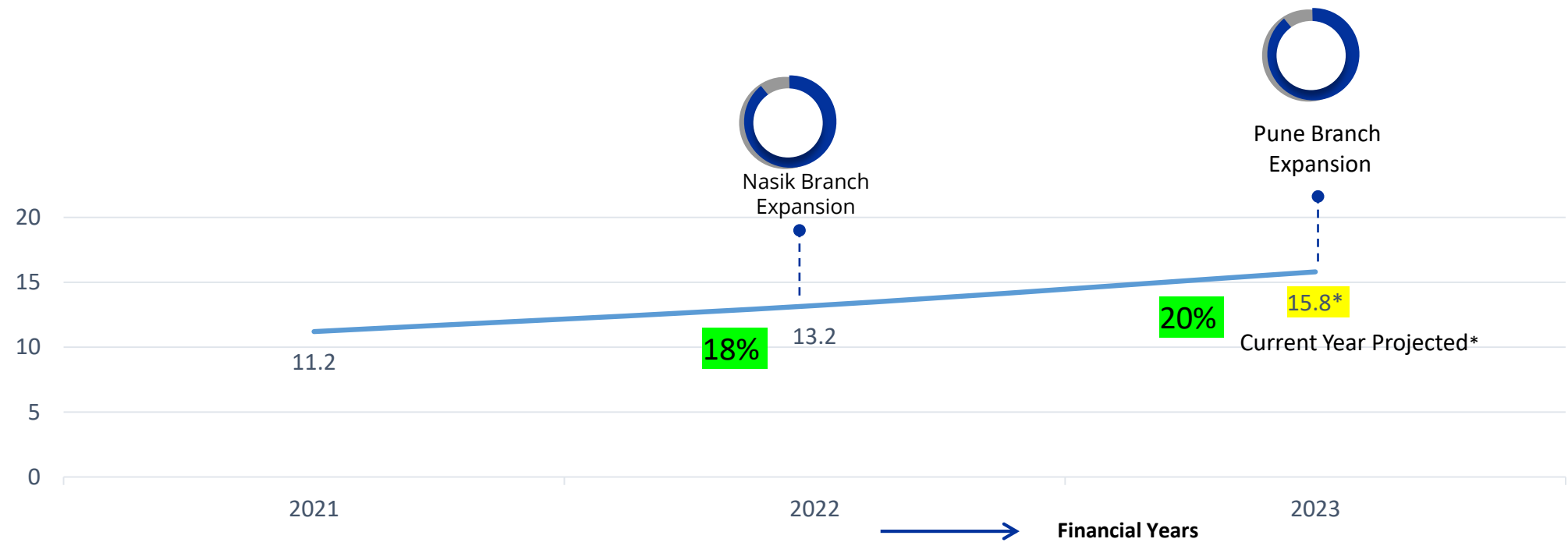
- ✓ Connection Design
- ✓ Structural design
- ✓ Acquisition for Inorganic growth

## Mechanical

- ✓ Stamping dies, Progressive dies and transfer dies
- ✓ Interiors and Plastics trims
- ✓ Wire Harness layout and design
- ✓ EV's

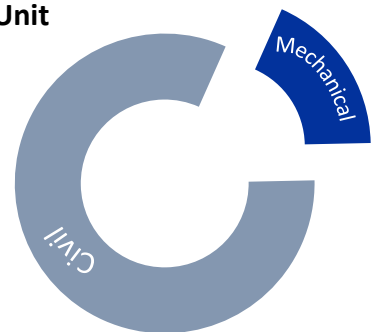
# Performance & Important Milestones

Revenue in USD Million



Revenue VS Business Unit

- Mechanical
- Civil



# Profit & Loss Statement

CONSOLIDATED			
PARTICULARS	9 MONTHS ENDED	FINANCIAL YEAR	
	2022-23	2021-22	2020-21
	Rs in Lakhs	Rs in Lakhs	Rs in Lakhs
<b>INCOME</b>			
<b>Revenue from operations</b>	<b>10,431.73</b>	<b>9,835.34</b>	<b>8,292.05</b>
<b>Other income</b>	121.32	285.15	511.82
<b>TOTAL INCOME</b>	<b>10,553.05</b>	<b>10,120.49</b>	<b>8,803.87</b>
<b>EXPENSES</b>			
<b>Employee benefits expense</b>	6,221.10	6,717.40	5,782.84
<b>Finance costs</b>	39.76	37.18	48.75
<b>Depreciation and amortisation expenses</b>	352.76	438.07	477.83
<b>Other expenses</b>	1,382.23	1,129.74	1,081.00
<b>TOTAL EXPENSES</b>	<b>7,995.85</b>	<b>8,322.39</b>	<b>7,390.42</b>
<b>PROFIT BEFORE TAX</b>	<b>2,557.20</b>	<b>1,798.10</b>	<b>1,413.45</b>
<b>Tax Expense</b>			
<b>(1) Current tax</b>	643.97	468.21	426.95
<b>(2) Deferred tax</b>	(2.37)	(0.04)	(13.90)
<b>PROFIT AFTER TAX</b>	<b>1,915.59</b>	<b>1,329.93</b>	<b>1,000.40</b>
<b>Paid up Equity Share Capital</b>	564.85	564.85	560.82
<b>Earnings per share (Face Value of ₹ 2 each)</b>			
<b>(Annualised)</b>			
<b>a) Basic</b>	<b>9.04</b>	<b>4.71</b>	<b>3.57</b>
<b>b) Diluted</b>	<b>8.9</b>	<b>4.61</b>	<b>3.57</b>

# Profit & Loss Statement

CONSOLIDATED			
PARTICULARS	NINE MONTHS ENDED		
	9MFY23 31-12-2022	9M FY22 31-12-2021	% increase/(decrease)
	Rs. In Lakhs	Rs. In Lakhs	
<b>INCOME</b>			
Revenue from operations	10,431.73	6,982.07	49%
Other income	121.32	221.92	-45%
<b>TOTAL INCOME</b>	10,553.05	7,203.99	46%
<b>EXPENSES</b>			
Employee benefits expense	6,221.10	4,848.23	28%
Finance costs	39.76	27.30	46%
Depreciation and amortisation expenses	352.76	334.41	5%
Other expenses	1,382.23	826.94	67%
<b>TOTAL EXPENSES</b>	7,995.85	6,036.88	32%
<b>PROFIT BEFORE TAX</b>	<b>2,557.20</b>	<b>1,167.11</b>	<b>119%</b>
EBIDTA	2,949.71	1,528.82	93%
EBIDTA %	28%	22%	29%
Tax Expense			
(1) Current tax	643.97	315.33	104%
(2) Deferred tax	(2.37)	(7.40)	-68%
<b>PROFIT AFTER TAX</b>	1,915.59	859.18	123%
Paid up Equity Share Capital	564.85	564.85	0%
<b>Earnings per share (Face Value of ₹ 2 each) (Not Annualised)</b>			
a) Basic	6.78	3.04	123%
b) Diluted	6.64	3.04	118%


# Opportunities & growth drivers

- **Mechanical**
  - Having prior experience in EV vehicles design since 2019, the upcoming wave of large number of EV models requiring huge design support. This will fuel growth which is very visible in last few months with increase in RFQ's and increasing new clients.
  - Entering into other related areas like Stamping, Wire harness design and Interior plastic trims which will enhance opportunities multi-fold as they are as big as the current BIW fixtures domain
- **Civil**
  - Expansion of Connection design services which will open opportunities to bid for larger projects at better rates.
  - Planning to acquire structural design firm USA, to enter into high value add structural design services.
  - Acquired 1.2 acre land in Nasik for expanding in both Civil and Mechanical division



## Key focus areas

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- Improving per employee productivity by introducing new HRMS and enhancing the internal productivity measuring tools
  - Automation of repetitive works using APIs
  - IP reuse by maintaining libraries and repositories
  - Enhancing internal IT infrastructure and security inline with organisation growth
  - Expanding to new key accounts
  - Enhancing capacities through internal hiring and onboarding of vendor “partners”
  - Acquisition of a Connection design Firm
- 



# Customer Visits & Awards



“ We take immense pleasure in announcing that **Mr Laxman Rao Janumahanthi** has been conferred with Outstanding Achievement Award by **CPMA & Elite Plus Business Services Group!** This is in recognition of his exceptional contributions to rigid plastic packaging sector in India in the last 3 decades resulting in instrumental growth of Mold-Tek Packaging Ltd.”



## GLOBAL LOCATIONS



### INDIA

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#### HYDERABAD -HQ

Plot No. 700,  
Road No-36, Jubilee Hills,  
Hyderabad 500033, Telangana, India

### BRANCHES

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PUNE  
CHENNAI  
NASHIK  
VIJAYAWADA

### EUROPE

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#### GERMANY

(Niederlassung Deutschland)  
Heinrich Lanz Ring 41A, 68519,  
Vierheim

### USA

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#### ATLANTA OFFICE

(CORPORATE HEAD QUARTER)  
1205 Peachtree PKWY  
Suite #1202,  
Cumming GA 30041

#### MIDWEST REGION

2841 Riviera Drive, Suite #306  
Akron, Ohio 44333

# THANK YOU



<https://www.linkedin.com/company/mold-tek-technologies-limited/>



<http://moldtekengineering.com/home.html>

