

# INVEST IN A SUSTAINABLE FUTURE

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# KOLSITE GROUP – AT A GLANCE

A LEGACY OF  
**60 YEARS**

Built on a solid  
foundation

**2000** SKILLED  
PROFESSIONALS

Led by expert workforce



**KOLSITE**  
SINCE 1962



**1000 CRORE**  
ANNUAL TURNOVER

Driven by growth

**8** MANUFACTURING  
LOCATIONS

State-of-the-art  
facilities

# KOLSITE GROUP COMPANIES



## EXTRUSION MACHINERY

- India's largest player in the Plastic Extrusion Machinery for manufacturing pipes, profiles and films
- Ventured into manufacturing of Lithium-ion Battery Packs for Electric Vehicles and Energy Storage Systems
- Listed on NSE and BSE



## MASTERBATCHES

- Largest manufacturer and exporter of Colour and Additive Master Batches and Thermoplastic Compounds for Plastic Processing Industry
- Annual manufacturing capacity of more than 1,00,000 MT
- Listed on NSE and BSE



# KABRA EXTRUSIONTECHNIK LIMITED

**Headquarter:**  
Mumbai

**Factories:**  
Daman & Pune

**Sales & Service Offices:**  
Delhi, Mumbai, Chennai,  
Kolkata, Bangalore,  
Ahmedabad & Hyderabad

- Incorporated in 1982
- Engaged in manufacturing of plastic extrusion machinery
- Offers a wide range of hi-tech single and twin-screw extrusion lines for pipes, profiles, pellets, compounds, sheets, and multilayer blown films
- Exports account for 30% of the total turnover
- In-house manufacturing at two state-of-the art facilities in Daman, India with a combined area of 1,00,000 square meters

# KEY HIGHLIGHTS



Two R&D facilities at Daman, both recognized by DSIR, Govt. of India



Award for Economic Times Best Brands in Plastics & Polymers – 2018 & 2019



Coveted 2 Star Export House Status by Ministry of Commerce



ISO 9001, CE, UL-CSA certified company



More than 14,000 installations worldwide





# MARQUEE CLIENTS



TIME TECHNOPLAST LTD.  
Leading through Innovations and Technology



Mexichem®



# A CULTURE OF CONTINUOUS INNOVATION

battenfeld-cincinnati 

Technical tie-up with Battenfeld-Cincinnati GmbH since 1983 for pipe and profile machinery

 **EXTRON  
MECANOR**

Joint venture with Extron Mecanor, Finland in October 2016 to provide an integrated approach to pipe producers by offering pipe socketing and bell solutions

**Penta**  
A Piovan Company

A 50:50 joint venture with Italy-based Penta SRL for auto-feeding systems for the plastics and food processing industries

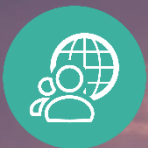
**UNICOR**

A technology partnership with Unicor GmbH in October 2016 to make corrugated pipe machines

# COMPETITIVE STRENGTHS



**60 years**  
of customer relationship



**Large global players**  
as customers



**Renowned leader**  
in extrusion market



**Over 40% market share**  
in organized extrusion market space



**91 countries**  
across the globe presence



**Continuous innovation**  
to empower business with latest technology



**Highly experienced team**  
with a proven track record



**Robust**  
Sales and Service Network



**Strong and secure**  
financial foundation



**Constant investment and development**  
in state-of-the-art infrastructure



# EXPERIENCED MANAGEMENT TEAM



**Mr. Shreevallabh G Kabra**  
(Chairman & Managing Director)

S.V. Kabra, the driving force behind the growth of Kolsite Group, incorporated the company in early 1960s and has since guided Kolsite to be the flagbearer of Plastic Extrusion in India and overseas.

He brings to the table a wealth of knowledge and experience and has been the bedrock of commitment and determination.

In 2013, he was awarded the ***Outstanding Achievement Award*** at Vinyl India 2013 Conference.



**Mr. Anand Kabra**  
(Vice Chairman & MD)

With 25 years of global experience in the plastics industry and now in the EV space Anand Kabra, sets and evolves the strategic direction for the company and its portfolio of offerings. He is a member of OPPI & Chapter Chair for YPO Mumbai Connect 2021-22.

He has also been instrumental in driving strategic partnerships, acquisitions, and setting up manufacturing units at multi locations. His innate entrepreneurial and leadership skills have taken the company to new heights.



**Ms. Ekta Kabra**  
(Director - Strategy)

Ekta leads from the forefront, with deep involvement right from macro strategies to micro management, execution, supply chain management and operations. With over 20 years of experience and a degree in Economics and Management degree from S.P. Jain, her sharp business acumen, helps her carry out multiple responsibilities with elan.

Her vision goes beyond profit making and is focused on giving back to the society by spearheading the CSR wing of the company.



**BATTRIXX**  
FUTURE ENERGY

*By Kabra ExtrusionTechnik Ltd.*



# MEGATRENDS DRIVING ELECTRIFICATION

- **Digitalization** making it convenient to order, share assets
- **Sustainability** – UN Goal, Reduction of carbon footprint, renewable energy – leading to replacement of fossil fuels
- India per capita **GDP increase** leading to more discretionary spend
- **Urbanization** with working couples changing lifestyles





# GROWTH DRIVERS

- Drop in Lithium-Ion cell prices
- Economics of Li-Ion versus ICE
- Sustainability of Li-Ion versus Lead-acid
- Government benefits
- Infrastructure investments
- EV eco-system development
- Huge addressable market: 30-40% of vehicle price is battery



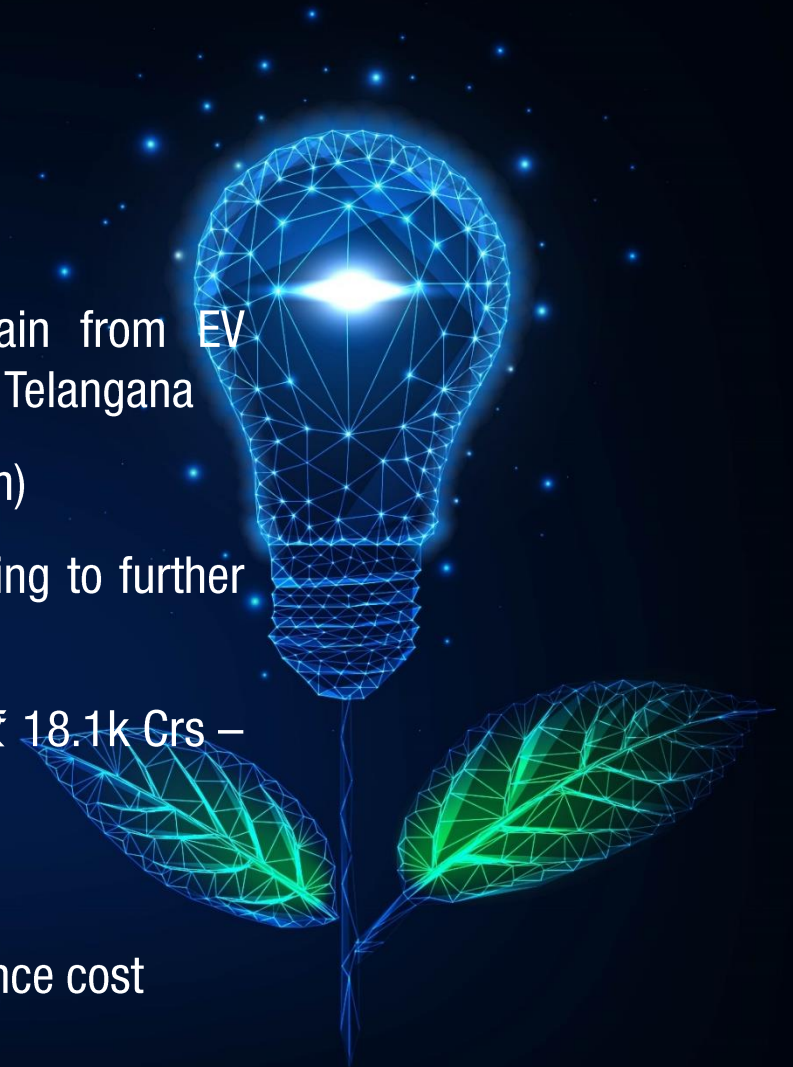
# GOVERNMENT INITIATIVES TOWARDS SUSTAINABLE ENERGY

## Central & State Government Initiatives

- FAME – subsidy of ₹ 15k/Kwh (earlier ₹ 10k/Kwh)
- State Specific EV policies offering various incentive to across value chain from EV manufacturer to end consumer | Maharashtra, Gujarat, Delhi, UP, Karnataka, TN, Telangana
- Creation of charging infrastructure (Charging Station & Battery Swapping Station)
- Creating localized manufacturing capabilities of Battery Packs and Cells, leading to further reduction in vehicle cost
- PLI Scheme on Advanced Chemistry Cell (ACC) Battery Storage with outlay of ₹ 18.1k Crs – Creating 50 Gwh manufacturing capacity
- GST @ 5% | Income Tax Exemption on loan for buying an EV
- Custom duty reduction on parts | Relaxed norms for Registration | Lower Insurance cost

## NEMMP | Niti Aayog

- Target of achieving 30% EV sales penetration by 2030 | 10% by 2025



# BATTRIXX – THE FUTURE ENERGY

Designing and manufacturing of Lithium-Ion Smart Battery Packs with Battery Management System (BMS)

Licensed with the European technology partner with patented technology

State-of-the-art facility spread across 50,000 sqft on a total land parcel of 2,50,000 sqft to design, develop and produce Lithium-Ion Battery Packs at Chakan, Pune



100+ highly skilled R&D, validation & testing professionals with experience in EV industry

- Expertise in Mechanical, Electrical, Electronics, Thermal Management & BMS.
- Proven record of bringing best of the world technology to India and customizing it

Total Capex of Phase-I @ ₹ 65-70 Crores

Commercial production began in March 2020



# BATTRIXX - EXPANSION PLANS

- To add five additional Cylindrical battery pack production lines
- To add four prismatic battery pack production lines
- To enhance its annual production capacity in phases from existing 100,000 battery packs to 700,000 packs by the end of FY24 to meet the growing demand in EV industry and other energy storage applications
- Aims to reach 2-GWh capacity over the next 12-18 month
- Total investment planned at Rs.100 Crores
- To be funded by Equity / Internal accruals



# HOW ARE WE AHEAD OF THE CURVE

## INTANGIBLES

Kolsite Group experience and brand promise | Corporate governance | Distribution | Loyalty

## LEADERSHIP

Best talent and team | Culture of innovation | Leader in 3 years | Focus ROE and Cash Flows

## TECHNOLOGY & PARTNERSHIPS

Patents, technology, continuous innovation | AI, Big Data | Co-creation with OEMs | Large OEs in pipeline | Access to financing | Strategic partnership with Charging/Swapping station operators, solar panels, charger, etc | Economies of scale | Component, battery and vehicle validation capability



# PRODUCT APPLICATIONS

***E Scooter***



***E Bike***



***E Car***



***E Bus***



***E Tractor***



***E Commercial Vehicle***



***E Rickshaw***



***E Auto***





# BEYOND EVS

- **Energy Storage Systems (ESS)** are another rapidly growing market for Lithium-ion Batteries
- **ESS** – Industrial (Grid, UPS etc.) & Residential (Inverter, Solar Lamp etc.)
- **India's target to install 450 gigawatts (GW) renewable energy by 2030** is expected to create several opportunities for India's battery energy storage systems market in the future

# OUR NUMBERS TELL OUR STORY

Stability. Growth.  
Profitability.





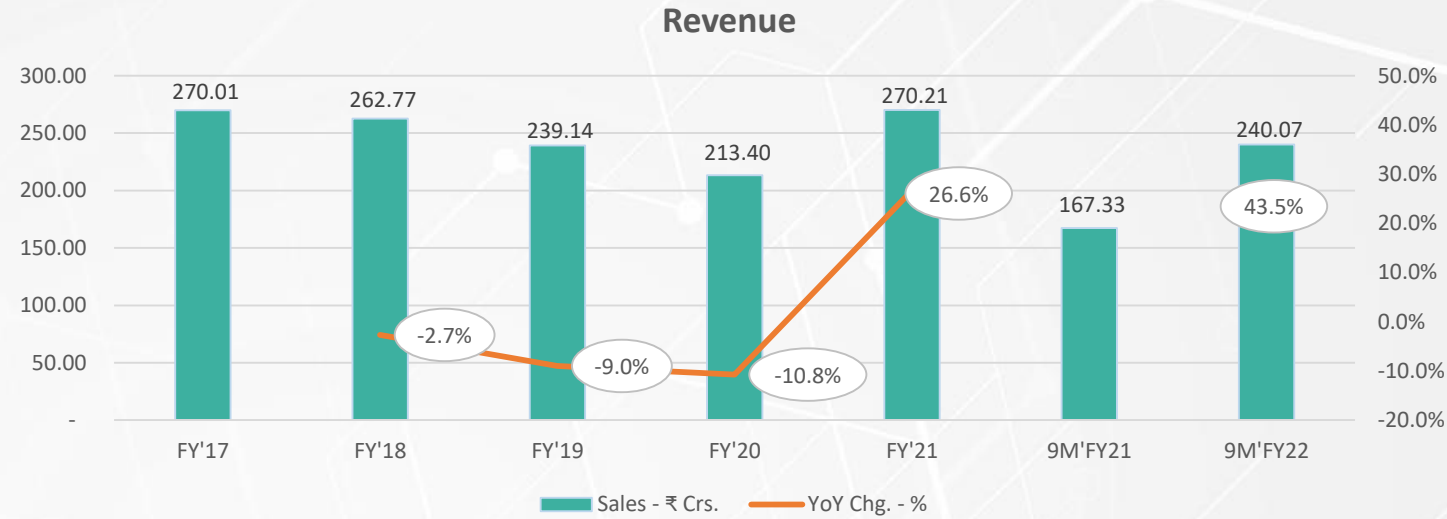
# FINANCIAL SNAPSHOT – STRONG TRACK RECORD

Particulars (₹ lakhs)	9M'FY22	FY21	FY20	FY19	FY18	FY17
<b>Revenue</b>	<b>13,844</b>	<b>27,424</b>	<b>22,019</b>	<b>24,514</b>	<b>26,838</b>	<b>27,607</b>
Extrusion	8,869	27,228	22,018	24,514	26,838	27,607
Battrixx	4,975	196	1	0	0	0
<b>Revenue from operations (excl. taxes)</b>	<b>24,380</b>	<b>27,424</b>	<b>22,019</b>	<b>24,514</b>	<b>26,838</b>	<b>27,607</b>
Material cost	15,652	17,649	13,482	14,953	16,722	17,510
Expenses	5,204	5,700	7,285	7,495	7,298	7,111
<b>EBIDTA (Op.)</b>	<b>3,524</b>	<b>4,075</b>	<b>1,252</b>	<b>2,065</b>	<b>2,818</b>	<b>2,986</b>
EBIDTA (Op.) - %	14.5%	14.9%	5.7%	8.4%	10.5%	10.8%
Other Income	201	287	294	1,994	257	222
<b>EBIDTA</b>	<b>3,725</b>	<b>4,362</b>	<b>1,546</b>	<b>4,059</b>	<b>3,075</b>	<b>3,208</b>
EBIDTA - %	15.2%	15.7%	6.9%	15.3%	11.4%	11.5%
Depreciation	827	967	772	723	793	699
<b>EBIT</b>	<b>2,898</b>	<b>3,395</b>	<b>775</b>	<b>3,336</b>	<b>2,282</b>	<b>2,509</b>
Finance Cost	168	270	146	250	148	193
<b>PBT</b>	<b>2,730</b>	<b>3,125</b>	<b>629</b>	<b>3,086</b>	<b>2,134</b>	<b>2,316</b>
PBT - %	11.1%	11.3%	2.8%	11.6%	7.9%	8.3%

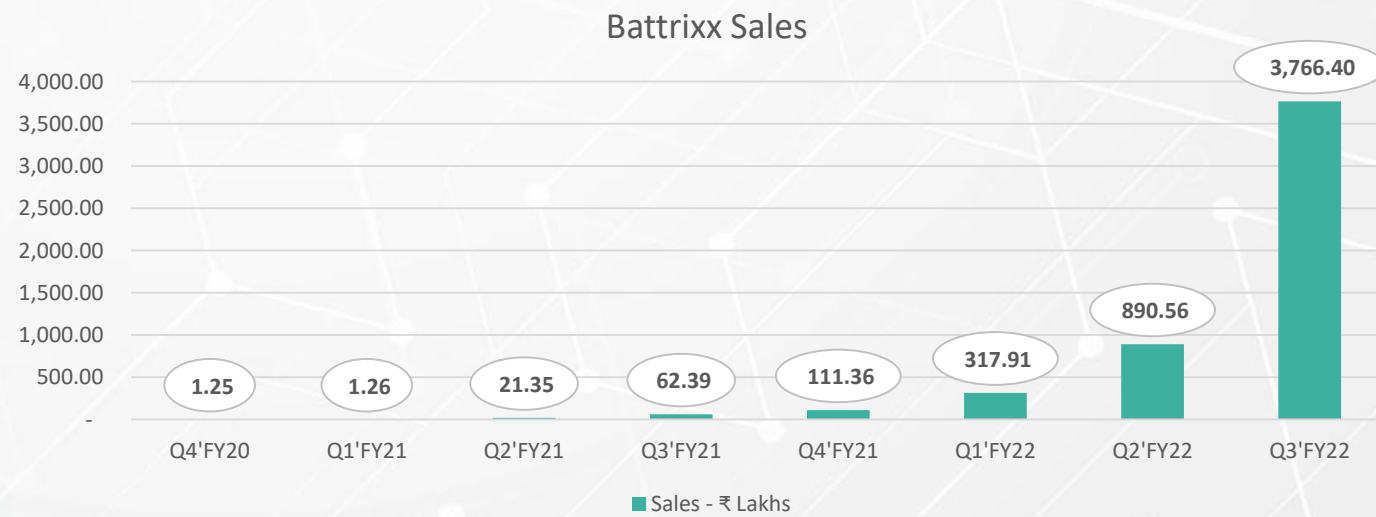


# FINANCIAL SNAPSHOT – STRONG TRACK RECORD

## REVENUE TRENDS

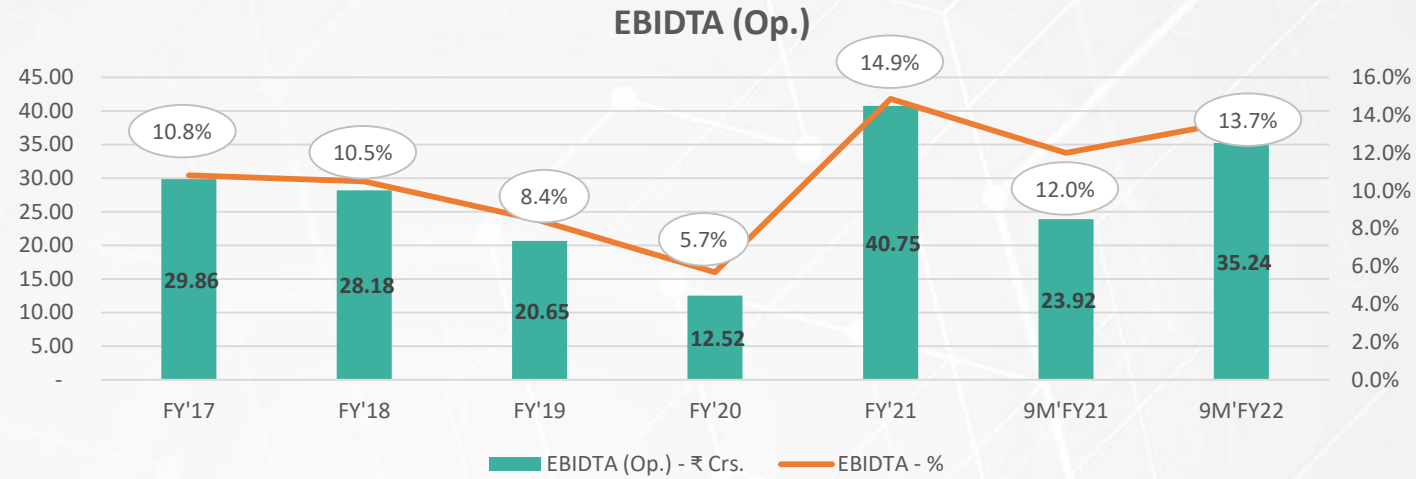


## BATTRIXX SALES

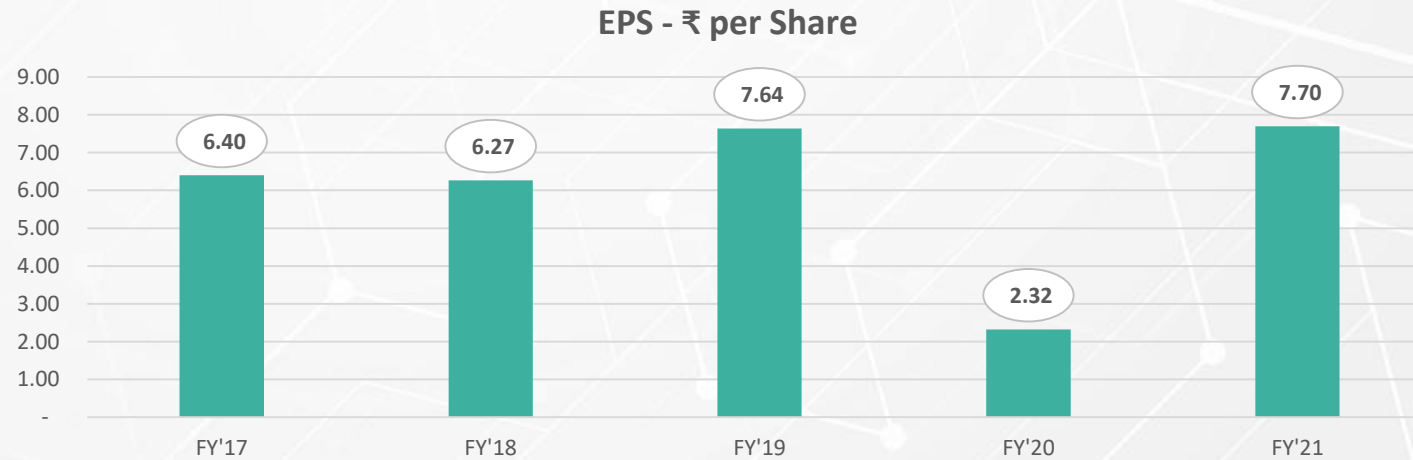


# FINANCIAL SNAPSHOT – STRONG TRACK RECORD

## EBIDTA (OP.)

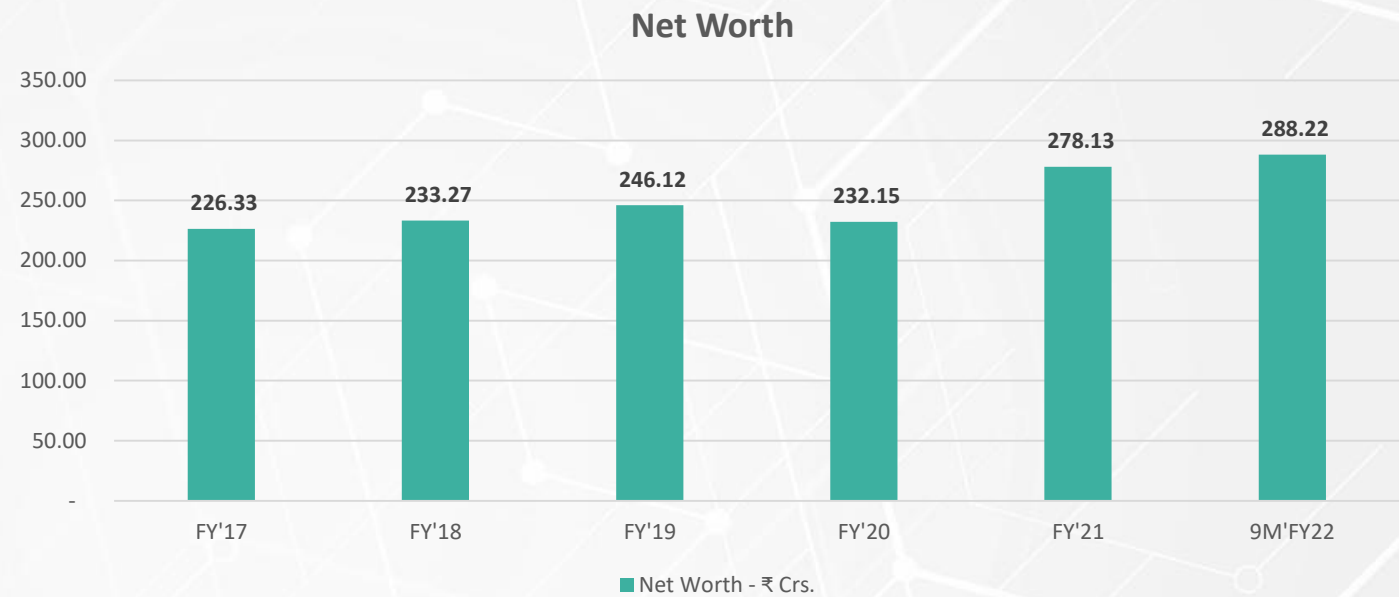


## EPS

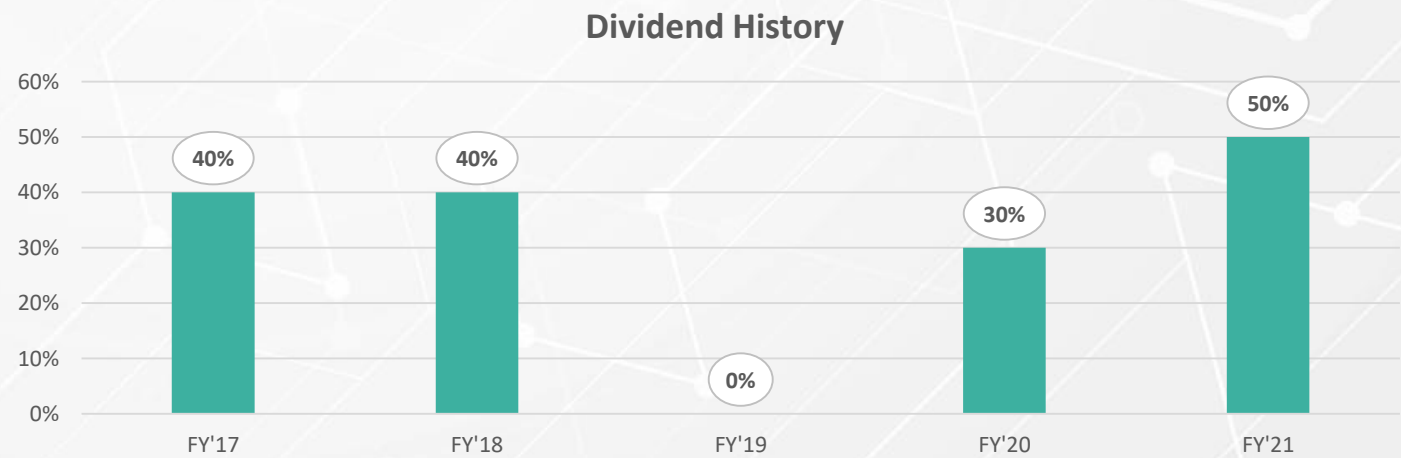


# FINANCIAL SNAPSHOT – STRONG TRACK RECORD

## NET WORTH (CONSOLIDATED)



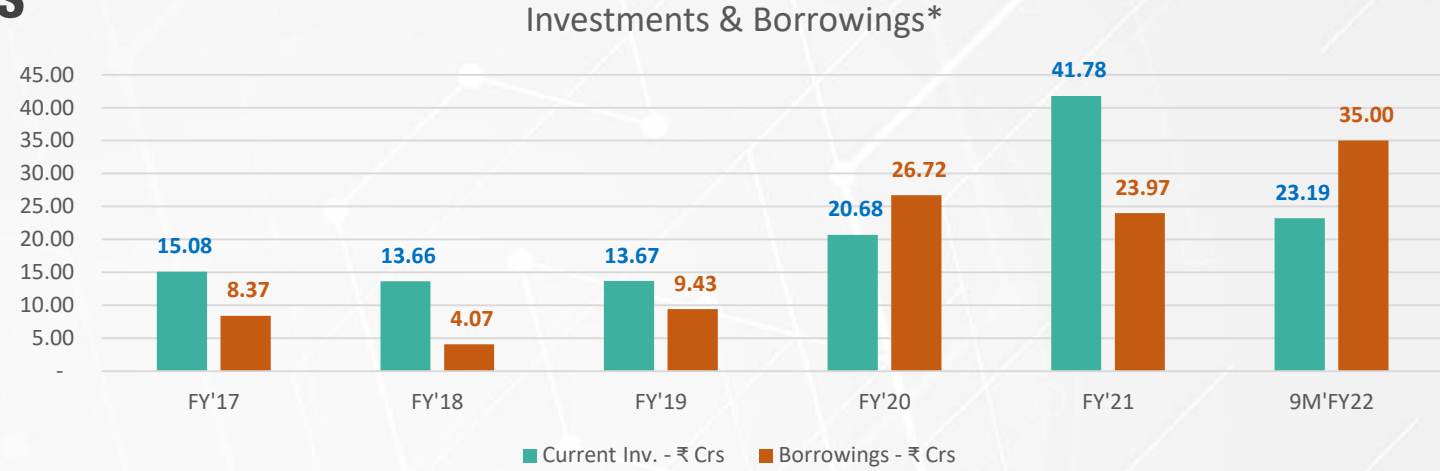
## DIVIDEND - %





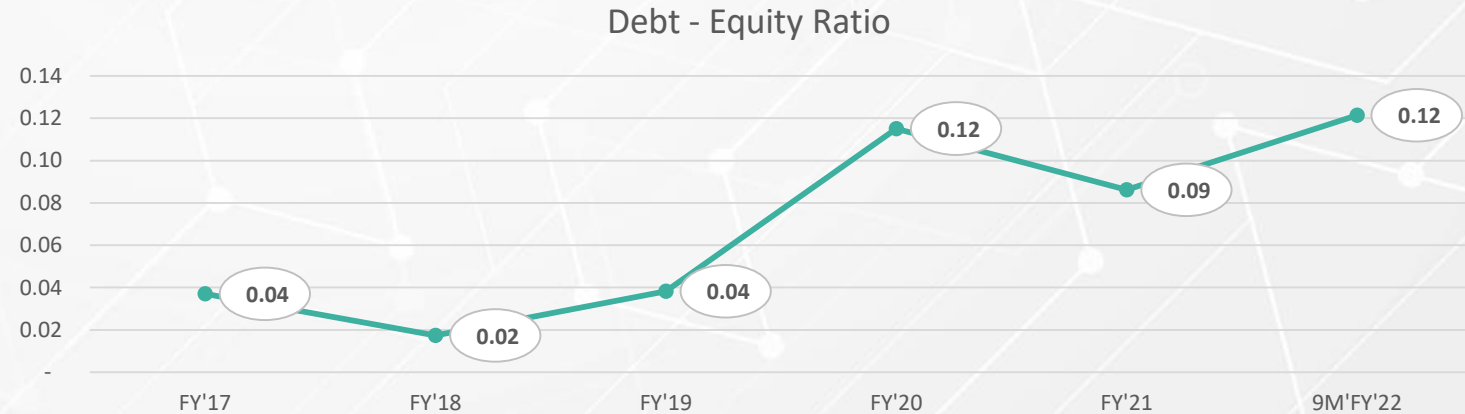
# FINANCIAL SNAPSHOT – STRONG TRACK RECORD

## INVESTMENTS & BORROWINGS



\* Borrowings includes ₹ 15 Crs of Term Loan availed in Jan'20

## DEBT EQUITY RATIO



# SAFE HARBOUR

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# TRANSFORMING FOR GROWTH...

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