





# Investor Presentation



# B&B: At A Glance

Manufacturing quality corrugated boxes is not only our passion, it is our mission too

-  Established in 2011, B&B Triplewall Containers Limited is one of the leading manufacturer of quality corrugated boxes and boards
-  We have technically advanced facility and offer a wide range of products to some of the biggest MNCs & packaging companies in the market
-  We have a very strong and efficient human resources on board
-  1st company in Indian corrugated segment to start sheet feed model

**Fully Automated Unit** -  
for smooth, fast, & error-free manufacturing process

**Location Advantage-**  
Strategically located and well connected with road



paytm



amazon.in

Leading supplier  
of sustainable  
packaging  
solutions

Manufacture  
7000 tonnes of  
corrugated  
boxes per month

We can provide  
any form of  
boxes

# Our Advanced Units

Unit I - Bangalore facility - Attibele plant



**3-acre** plot with built-up area of 90,000 sq. ft  
Installed capacity is **2000 tonnes/month**

Unit III - Hosur facility - Soolagiri plant

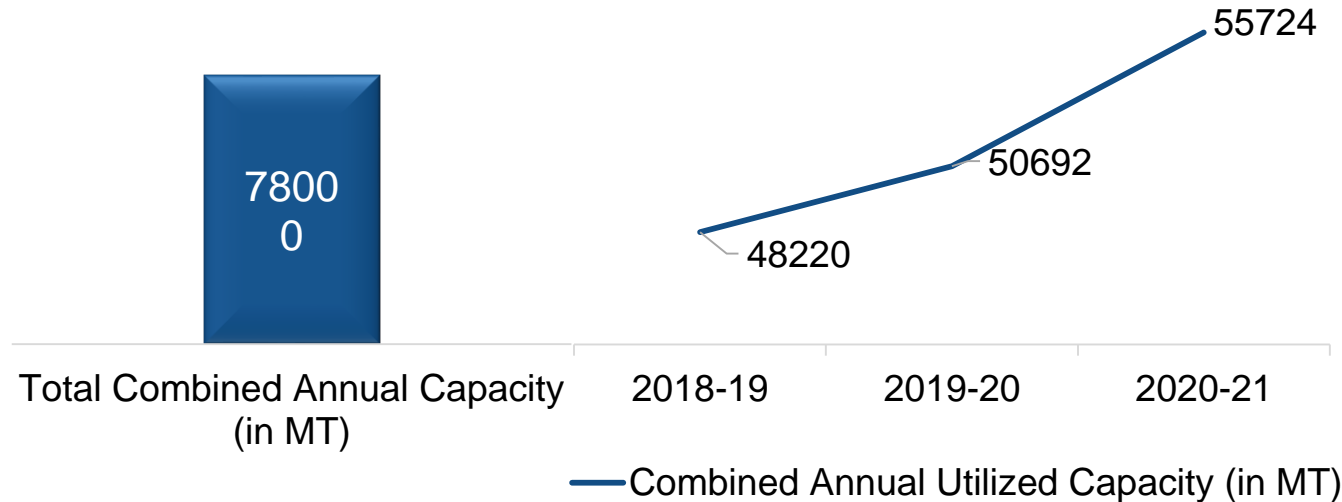


**8-acre** plot with built-up area of 2,30,000 sq. ft  
Installed capacity is **5000 tonnes/month**

Unit II is given on Lease. Our 3rd plant with an additional capacity of 2500 MT per month at Hyderabad will be operational by July 2021

# We Take Pride In Our Quality And Infrastructure

- **1st Indian company** to install both BHS (Germany) boardline and BOBST flexo folder & gluer
- **Quality Assurance-** We have our in-house testing laboratory
- **Safety Assurance-** We adhere to all the applicable safety norms
- **Highest capacity** plant among other industry players
- **Efficient Inventory Management** – All our processes and system are energized by ERP technology
- Our **State of the art** facility bring about a high degree of precision in our box making process
- 1st factory in Indian corrugated Industry to install a **100% closed loop** steam condensate recovery system
- Installed a specialized **Starch Kitchen** and equipment to reuse machine wash water



# Our Strategically Located Warehouses

After the boxes are manufactured, they get transported to the customer directly or gets delivered to the warehouses of the company. Where they are stored for Just In Time delivery



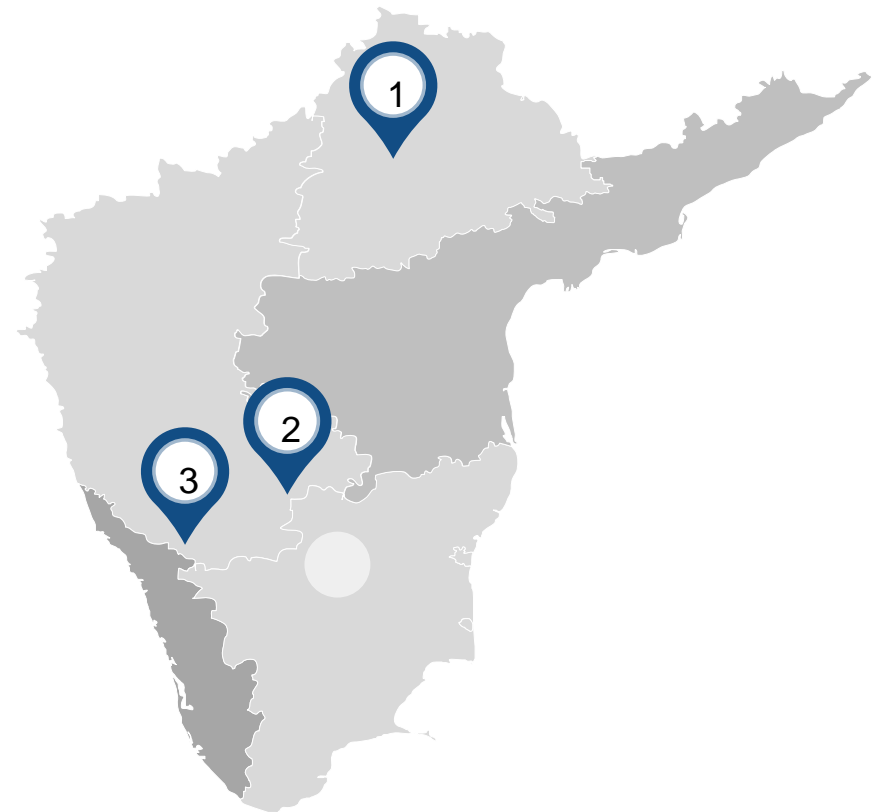
Hyderabad – 12000 sq. ft



Hosakote-Bangalore – 10,000 sq. ft



Mysore – 14000 sq. ft



# Milestones

Agarwal Family started a semi-automatic set up for manufacturing of corrugated boxes as 'Kaushik Products'

1992

Manish Kumar Gupta, Manish Kumar Bothra & Nishant Bothra commenced corrugated boxes manufacturing

1997

HMK Auto Packs Pvt Ltd was formed by Agarwal family to manufacture high quality corrugated boxes

2009

Gupta Family & Bothra Family joined hand to incorporate MNM Triplewall Containers Pvt. Ltd

2011

Amalgamation of HMK Autopacks Private Limited into MNM Triplewall Containers Private Limited

2016

Company listed on the Emerge Platform of National Stock Exchange of India

2018

Conversion of Company from Private Limited to Public Limited

2018

Name changed to B&B Triplewall Containers Private Ltd

2018

India's most technologically advanced & single largest capacity plant was setup on land of 8.17 acres

2017

Crossed Revenue of ₹100 Crore

2016

Unit III (TN) got certified with ISO 9001-2015

2019

Unit III (TN) became a SEDEX approved plant

2020

Launched 2 recyclable corrugated beds amid Covid-19 to cater the needs of Covid isolation wards

2020

Added 60000 sq feet of plant area in Unit III (TN)

2021

# Leadership Pool

Our directors who each have decades of experience, mentor our staff & workers to establish strong processes and ensure that the experience our customers gain is unparalleled



Manish Gupta  
Chairman & Managing Director



Sidharth Agarwal  
Promoter, COO



Manish Bothra  
Executive Director



Amit Agarwal  
Promoter, CEO



Nishant Bothra  
Promoter, Chief Technical Officer



Alok Agarwal  
Executive Director



Ravi Agarwal  
Executive Director, CFO

## Why B&B - *Box & Board Unboxing a Success Story*

# Over 25 years of existence



### Technology

We constantly invest in advanced technology to bring consistency in quality



### Capacity

Continuously expanding business with exceptional infrastructure to produce over 7000 tonnes/month



### Product Development

Successful track record of developing new products to make sure that every product is uniquely crafted as per customer needs



### Cash Management

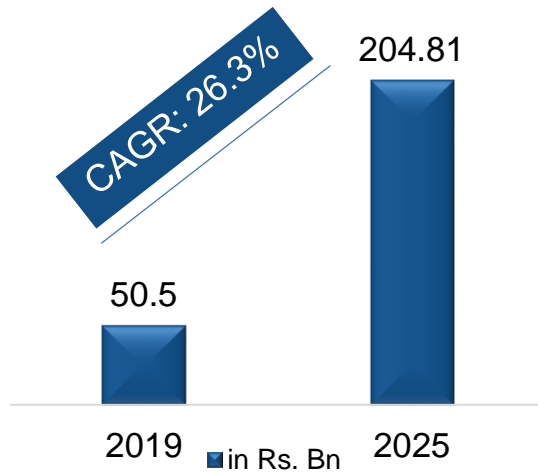
Favorable receivable days and decent inventory & payable days leading to better working capital management



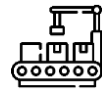
# Strong Demand For Sustainable Packaging

## Leading & Growing Market

- It is one of the strongest growing sectors in the country
- More than 49% of the paper produced in the country is used for packaging purposes



The recyclability proposition of paper as well as growing environmental consciousness among consumers towards sustainable packaging is drawing heightened industry attention to entice customers which is positively influencing the market growth



Convenient, Safe, & Cushioned Packaging demand in sectors like: Agriculture, Pharma, Retail, FMCG, & Food



Growing e-commerce market has increased demand for corrugated boxes for the shipment of products



Solid demand of Fresh Fruits and Vegetables Packaging

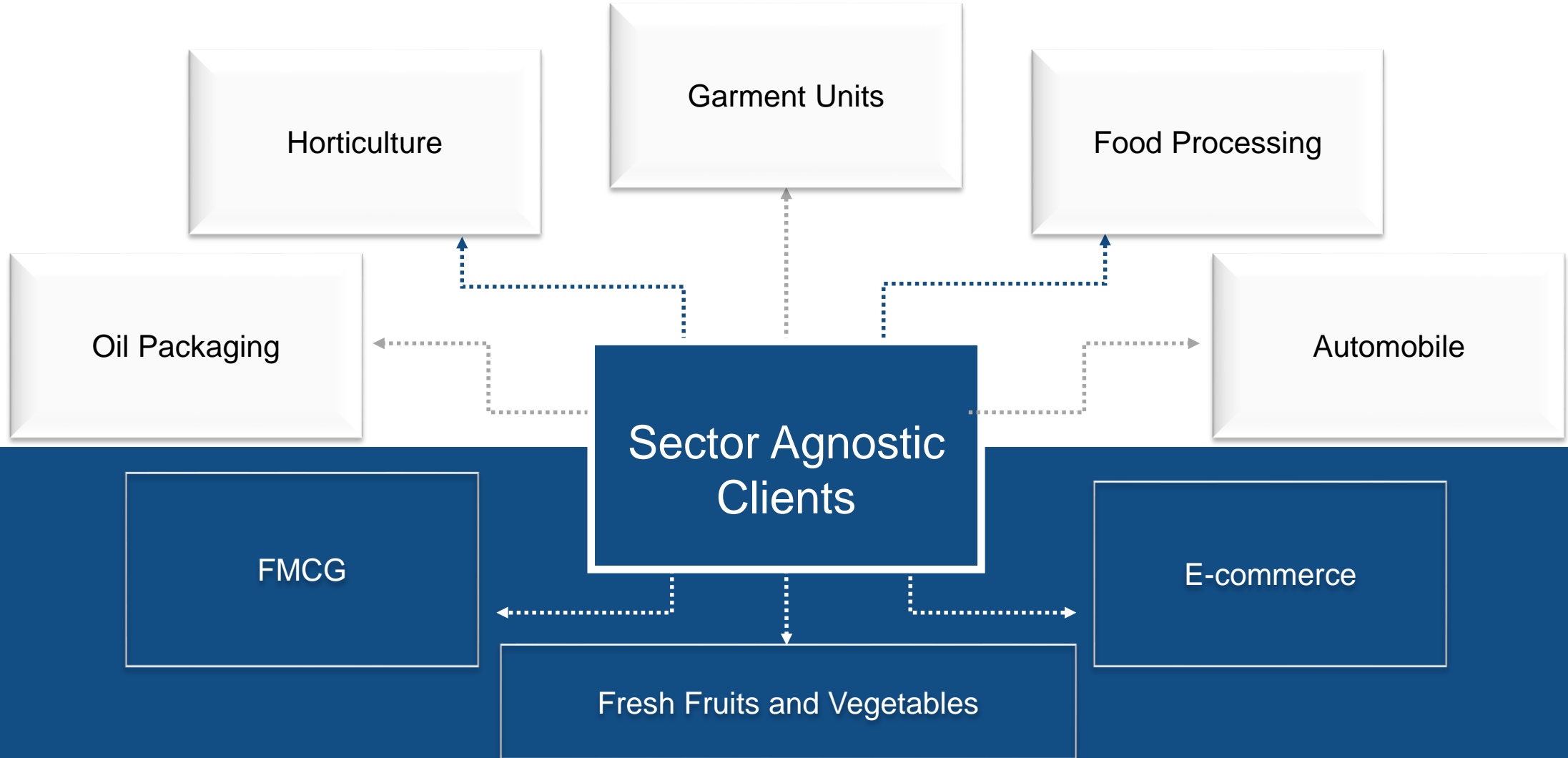


Rising Disposable Income & On-the-go Lifestyle



Increasing demand of Home, Personal Care Goods, & Electronic Goods

# We Provide Packaging Solutions To Various Industries



# Strong Values Driven Operations

Vision: To be “20 IN 27” it means to convert 20,000 metric tonnes of paper per month by the year 2027

Mission: To be the most recognized brand amongst the consumers of corrugated boxes in India



We strive to continue to enhance shareholder's value

Quality Policy Of Company:

Provide Quality Products at Competitive price & Maximum Customer Satisfaction by active participation of all employees

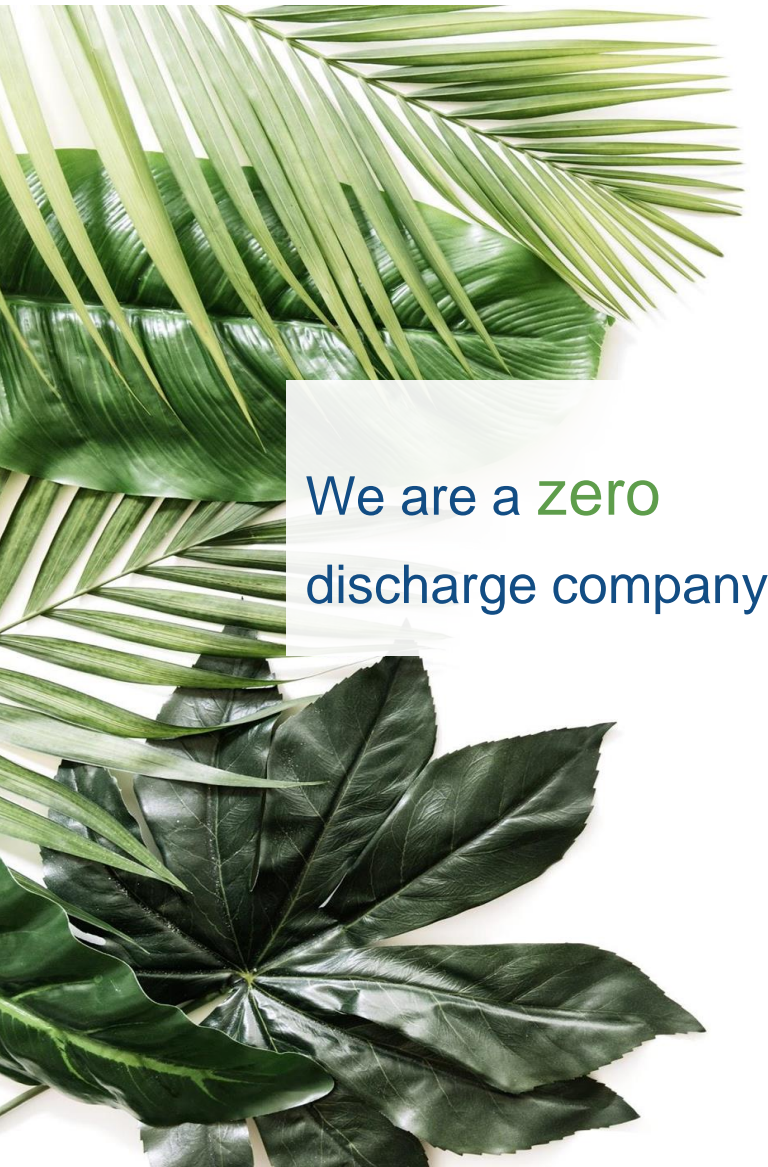
We are committed to:

- Providing consistent quality in every aspect of our work
- Continually improve product quality
- Adhere to delivery schedules
- Render prompt and effective customer service

We are Responsible for:

- Close monitoring of quality systems during manufacturing
- Ensuring quality inputs

# Environmental sustainability



We are a **zero**  
discharge company

We have installed green technology to help minimize environmental damage, as the conservation of the environment is of prime importance to us

We at B&B are committed to the environment

We adhere to the best practices at an international level

Our **closed loop steam condensate recovery system** saves about **3 Mn** liters of water per year and also saves on fuel (Coal)

Our specialized **Starch Kitchen** uses the machine wash water that comes of the Glue tray back for making fresh glue. Most manufacturers dispose this water out into the environment

We **recycle waste** generated while making the corrugated boxes, use it back to make more boxes

Our plants have been designed to accommodate roof top solar modules for generating captive power which we are proposing to install in the near future

# Launched recyclable corrugated beds amid Covid-19 Pandemic

Value Bed



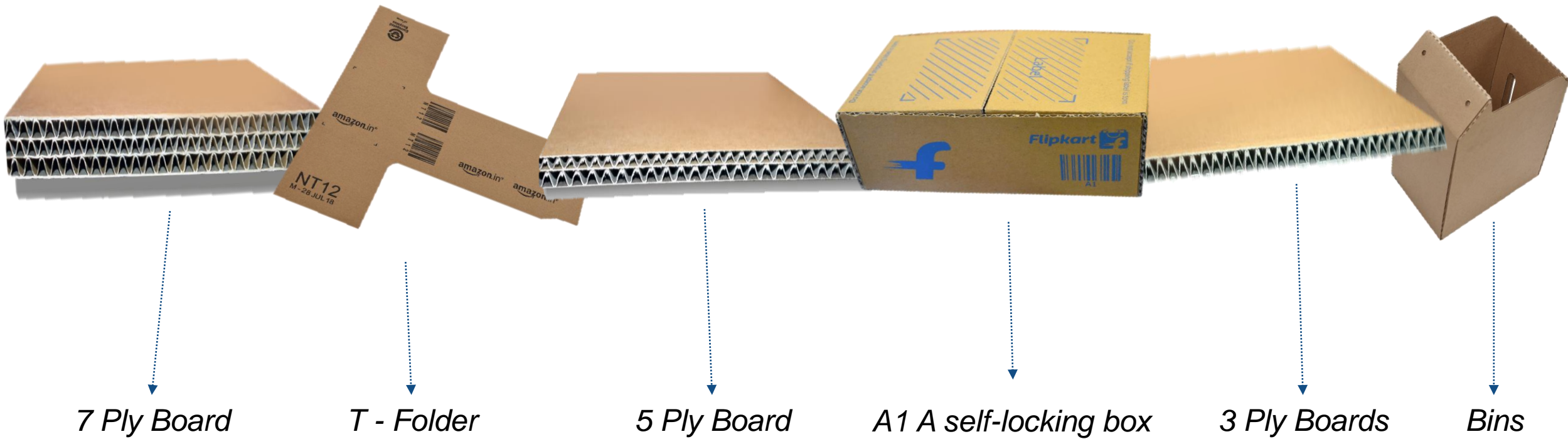
Smart bed



We have developed two designs of beds made out of 100% recycled paper. They can be easily be assembled, sturdy and a stunner. The bed is strong enough to withstand 300 kgs

# Products

We provide our customers a wide variety of products. Our product type varies from customer-to-customer. We have uniquely positioned ourselves as the prominent manufacturer of exceptional quality assortment of packaging Product



# Our Comprehensive Strategies

Retaining & enhancing our customer base focusing on geographical expansion

Improve efficiencies to achieve cost reductions and reduce wastage

Invest in high quality machineries and equipment to ensure efficient production & quality products

Deploy additional field force to aggressively penetrate in the market. Also, trying to tap into export market

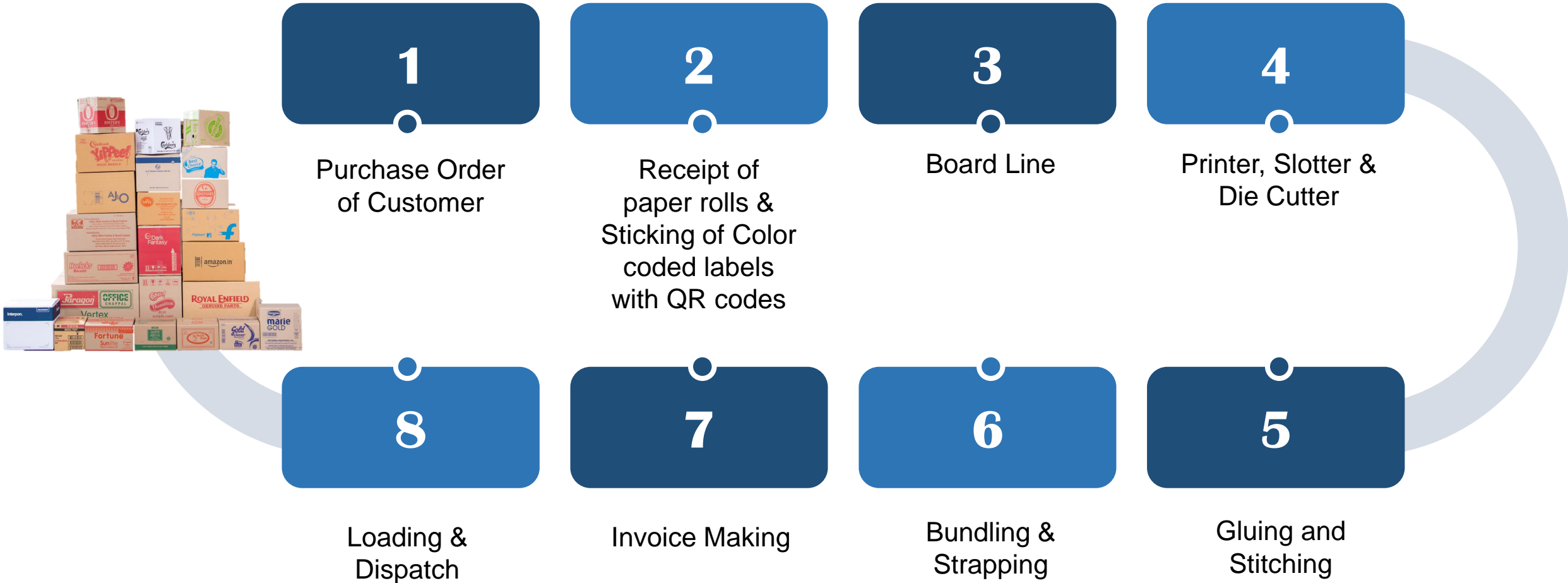
Target large corporates to improve top line.  
Target Mid size corporates to improve bottom line

Focus on new growth sectors like E- Commerce, Electronics manufacturing and Fruits & vegetables

Focus on value added products like Automobile, Heavy Engineering and Electronic Packaging

Reduce dependency on single customer by not having 10%+ exposure to a single customer by the year 2024

# Manufacturing Process





# Key Industry Leading Customers



# Stakeholders

## Customers

We focus on building trust with consumers by being responsible, transparent and maintain our focus on building long term relationships



## Society

We take utmost responsibility of keeping in view the social, economic & environmental aspects

## Suppliers

Over the years, we have built a reliable network of suppliers & distributors which enables us to overcome any supply chain bottlenecks

## Shareholders

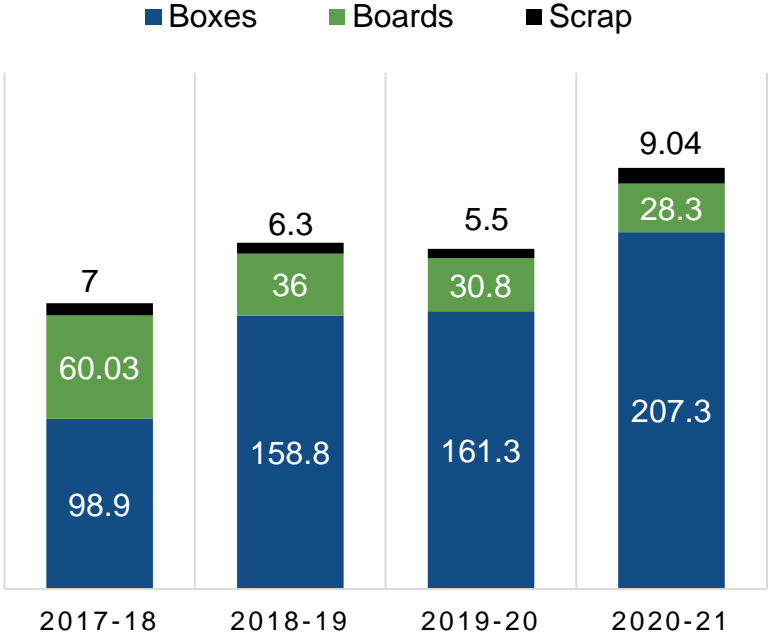
We strive to maximize our shareholder's wealth. Being in compliance with all the regulatory laws and the infusion of talented and experienced leadership, we are geared for exceptional growth

## Employees

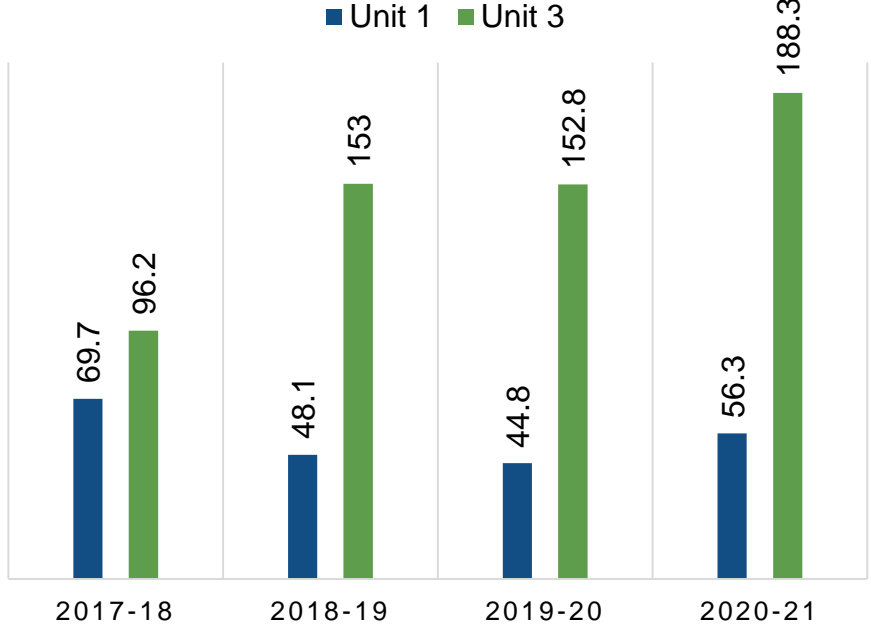
Our employees are the significant reason behind the success of the Company. We conduct webinars & workshops to keep them updated with latest trends

# Financials

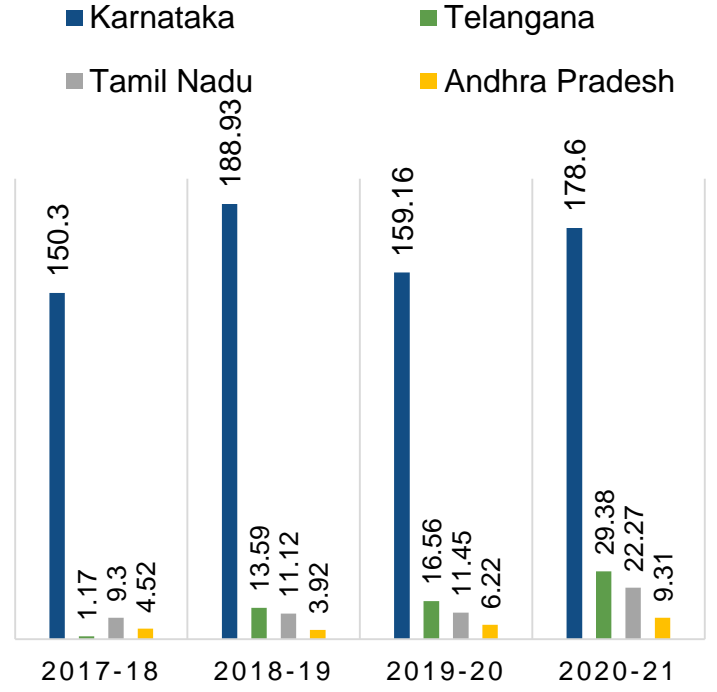
# Revenue Segmentation



Product Wise Segmentation (In Cr)



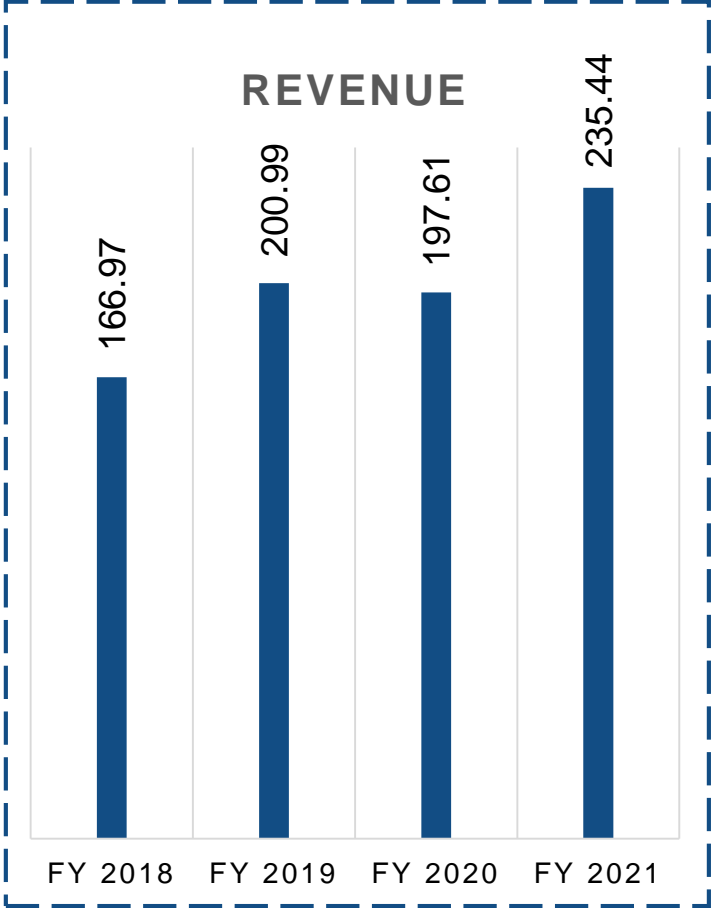
Manufacturing Unit Wise Segmentation (In Cr)



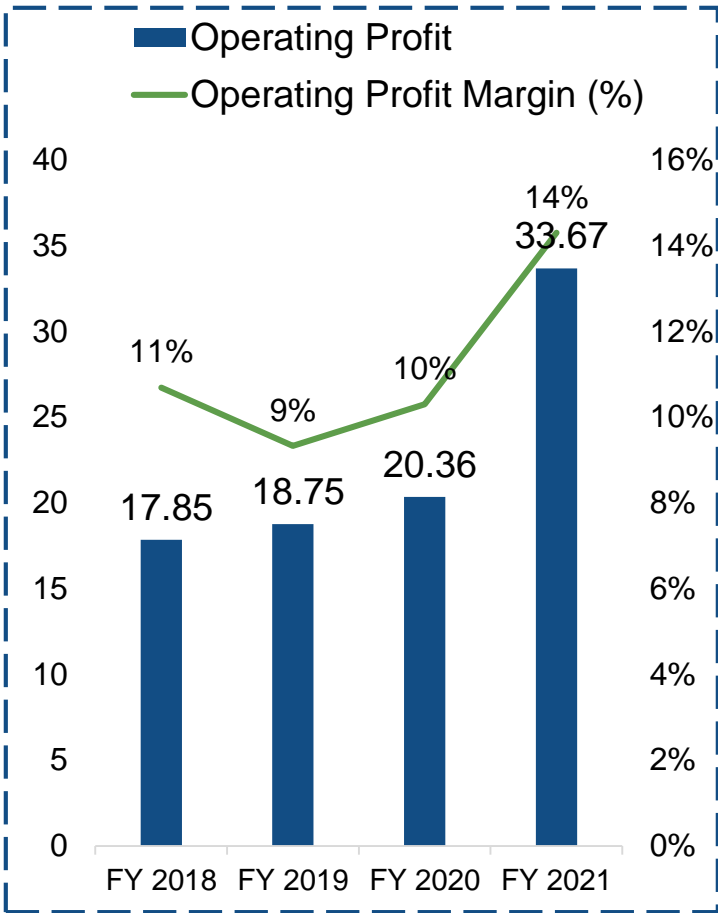
Top 4 Revenue Generating States

# Annual Financials

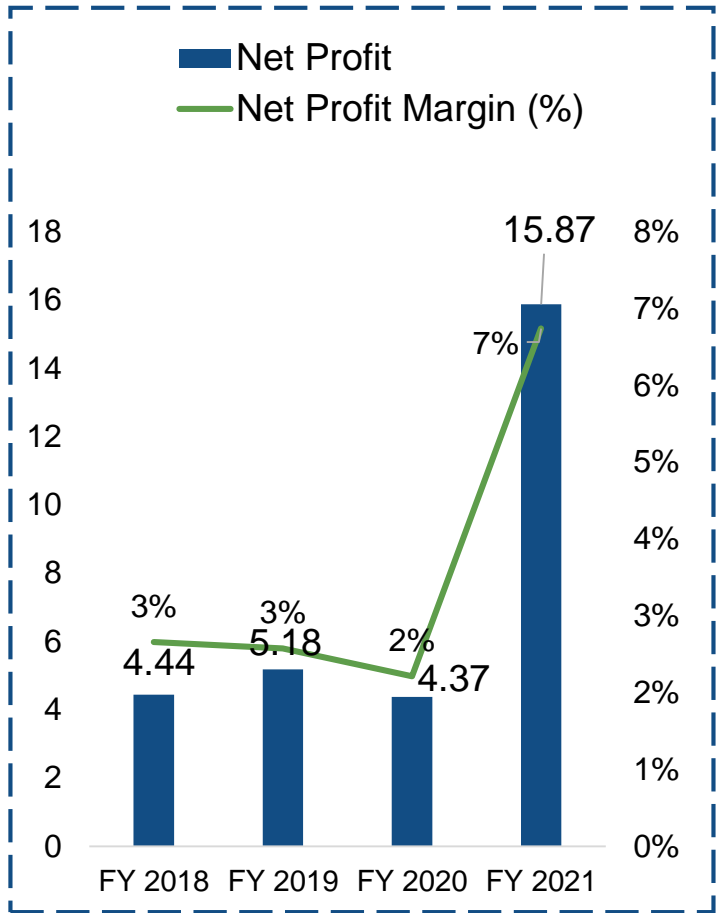
Figures in INR Cr



Figures in INR Cr

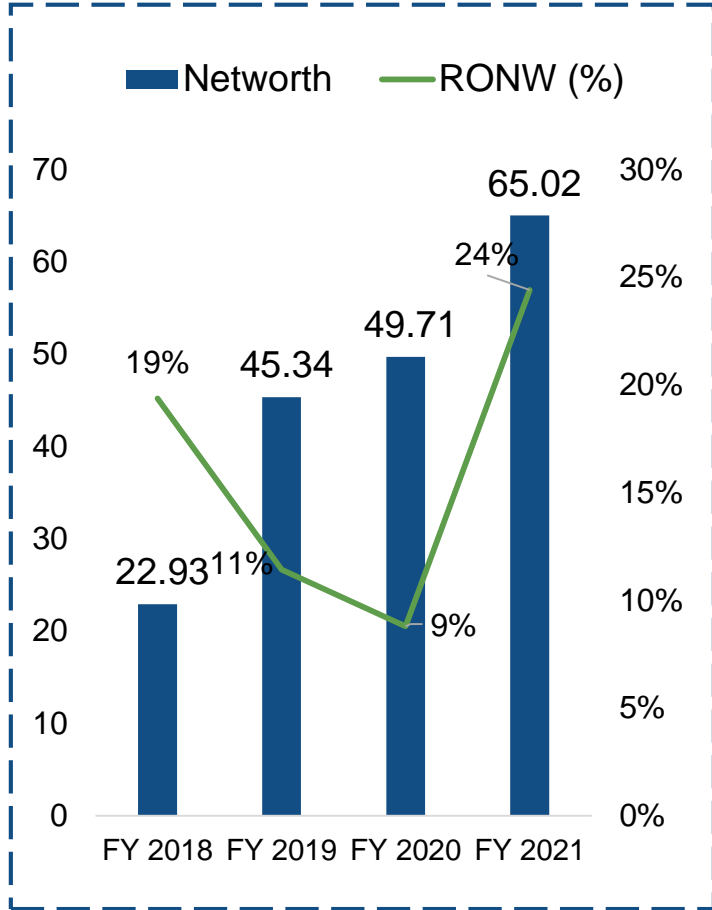


Figures in INR Cr

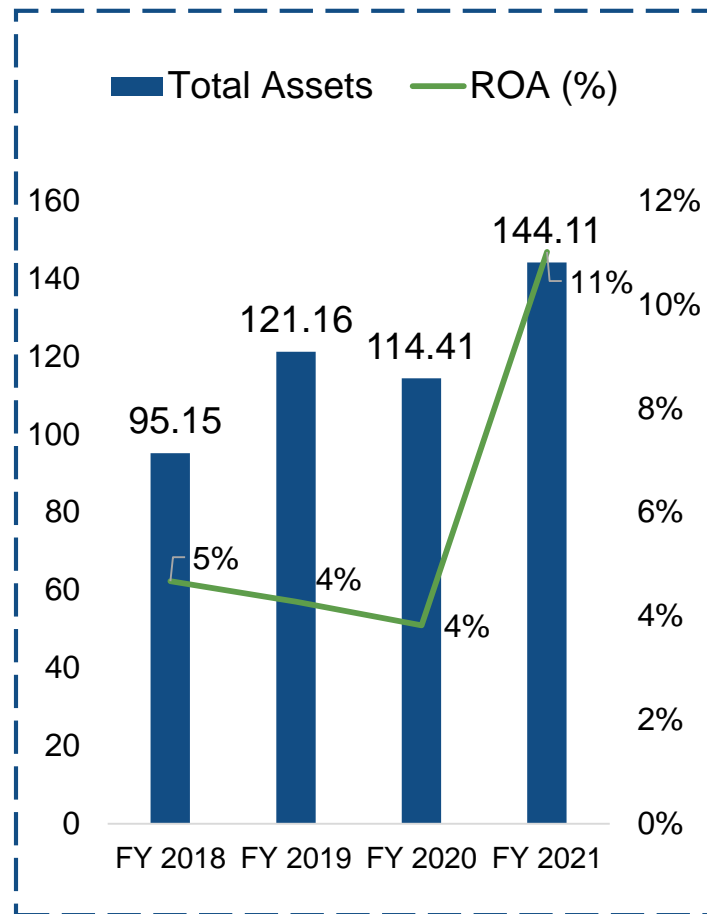


# Healthy Ratios

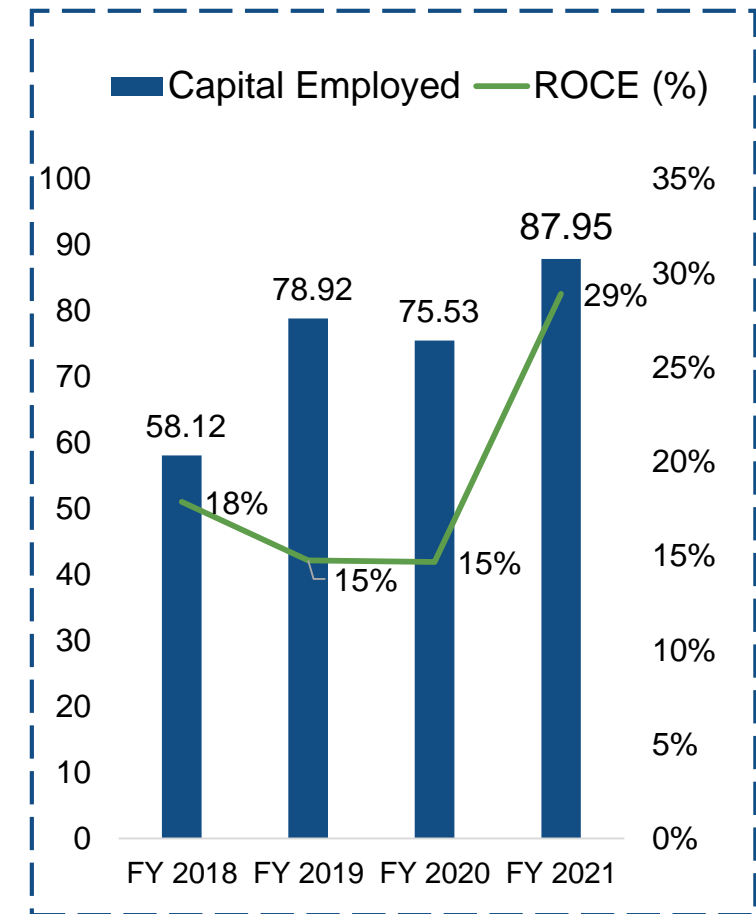
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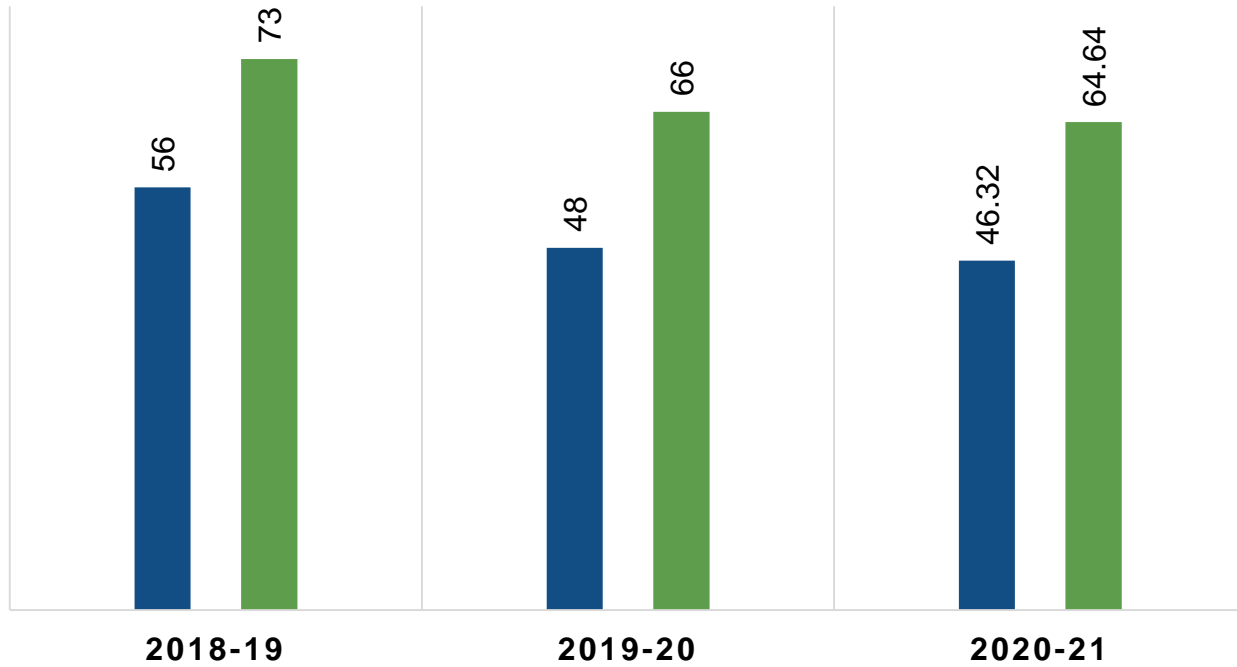


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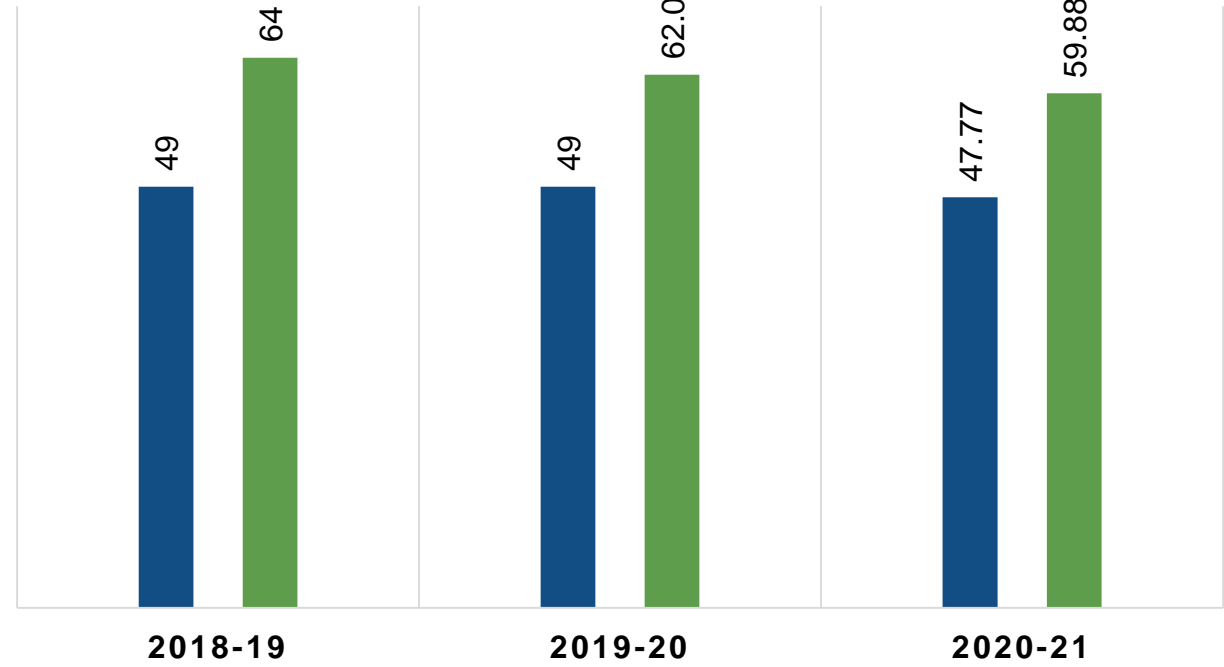
# Supplier & Customer Concentration

■ Top 5 ■ Top 10



*Supplier Concentration (In %)*

■ Top 5 ■ Top 10



*Customer Concentration (In %)*

# Income Statement

Figures in INR Cr

Particulars	FY 2018	FY 2019	FY 2020	H1 FY 2021	H2 FY 2021	FY 2021
Revenue	166.97	200.99	197.60	100.01	135.43	235.44
(Operational cost)	(149.12)	(182.25)	(177.25)	(84.42)	(117.36)	(201.77)
EBITDA	17.85	18.74	20.35	15.59	18.07	33.67
(Depreciation)	(7.46)	(7.09)	(9.27)	(4.05)	(4.17)	(8.23)
EBIT	10.39	11.65	11.08	11.54	13.90	25.44
EBIT Margin %	6.2%	5.8%	5.6%	11.6%	10.26%	10.81%
(Interest)	(5.05)	(4.85)	(5.17)	(2.35)	(2.22)	(4.57)
PBT	5.34	6.8	5.91	9.19	11.68	20.87
(Taxes)	(0.9)	(1.63)	(1.54)	(2.12)	(2.88)	(5.00)
PAT	4.44	5.17	4.37	7.07	8.80	15.87
PAT Margin%	2.7%	2.6%	2.2%	7.06%	6.5%	6.74%
EPS	2.88	2.91	2.13	3.45	4.29	7.74



# Balance Sheet

Figures in INR Cr

Particulars	FY18	FY19	FY20	H1 FY21	FY 21
Share Capital	5.28	20.51	20.51	20.51	20.51
Reserves & Surplus	17.64	24.28	28.65	35.52	44.51
<b>Total Shareholders' Equity</b>	<b>22.92</b>	<b>45.34</b>	<b>49.71</b>	<b>56.03</b>	<b>65.02</b>
Long-term borrowings	33.13	31.86	23.56	22.45	21.49
Deferred tax liabilities (Net)	1.66	1.31	1.84	1.47	1.15
Other Long term liabilities	0.40	0.4	0.4	0.23	0.28
<b>Total Non Current Liabilities</b>	<b>35.19</b>	<b>33.57</b>	<b>25.80</b>	<b>24.15</b>	<b>22.92</b>
Short-term borrowings	7.42	13.01	15.45	8.88	22.54
Trade payables	19.88	18.00	12.33	19	23.05
Other current liabilities	9.29	11.13	10.62	13.97	9.85
Short-term provisions	0.45	0.10	0.49	1.87	0.72
<b>Total Current Liabilities &amp; Provisions</b>	<b>37.04</b>	<b>42.24</b>	<b>38.89</b>	<b>43.72</b>	<b>56.16</b>
<b>Total Liabilities &amp; Shareholders' Equity</b>	<b>95.15</b>	<b>121.15</b>	<b>114.40</b>	<b>123.8</b>	<b>144.1</b>

Figures in INR Cr

Particulars	FY18	FY19	FY20	H1FY21	FY21
Fixed Assets	45.74	44.62	53.43	49.5	56.57
Capital Work in Progress	0.42	16.78	2.81	3.31	0.16
Investments	0	0	0	0.9	0.87
Deferred Tax Assets (Net)	0	0	0	0	0
Long-term Loans & Advances	1.42	1.18	1.73	1.13	1.13
Other non-current assets	0	0	0	1.64	1.91
<b>Total Non - Current Assets</b>	<b>47.58</b>	<b>62.58</b>	<b>57.97</b>	<b>56.48</b>	<b>60.64</b>
Inventories	20.62	26.53	28.19	28.02	37.45
Trade receivables	18.72	21.45	21.4	33.55	38.40
Cash and cash equivalents	0.75	0.91	0.14	0.26	0.34
Short-term loans and advances	5.9	8.51	5.89	3.55	3.39
Current investments	0	0	0	0	0
Other current assets	1.58	1.17	0.81	1.95	3.90
<b>Total Current Assets</b>	<b>47.57</b>	<b>58.57</b>	<b>56.43</b>	<b>67.33</b>	<b>83.48</b>
<b>Total Assets</b>	<b>95.15</b>	<b>121.15</b>	<b>114.40</b>	<b>123.8</b>	<b>144.1</b>

# Awards & Recognitions



ITC Award for Exceptional Performance



2<sup>nd</sup> place in World Corrugated Awards 2019



Flipkart Award – Best Supplier



World Production Record Award

# Contact Us



# Thank You



**Box and Board Triplewall Containers Limited**  
Mr. Manish Kumar Gupta  
(Chairman and Managing Director)  
[manishgupta@boxandboard.in](mailto:manishgupta@boxandboard.in)



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