



Shri Pharma Pack

A leading Manufacturer of Rigid Plastic Packaging, Specializing in Products manufactured through Injection Moulding Process.



Shri Pharma Pack

Manufacturers of Plastic Pails and Customized Products



Rated
NSIC-CRISIL SME 2

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Survey No. 482/11 & 15, Near Dabhel Check Post, Dabhel, Nani Daman - 396 210



WHAT WE DO

- We Manufacture the Highest Quality Packaging Support for B2B Industries (Sizes Ranging from 10 ml to 26 Ltrs containers)
- State of the Art In-house Manufacturing Facility Located at Daman (U.T.)

TEAM	Role	Function	Qualification	Past Experience	Equity Held %
Amit Kiran Mehta	Partner	Head - Finance & Marketing	B.Com, DBM	Founding Team Member 18 years Experience in Shri Pharma Packs	50% Stakeholder
Kiran J Mehta	Technical Support and Supervision	Advisory to Business in Technical & Future Aspects	Mechanical Engineer	Total Work Experience of 45 years. Worked with Windsor machines till 1979 Worked with Karamu PLASTICS in Lagos, Nigeria, West Africa - 12 years. Worked with Jolly Containers - 6 years	
Bhanu Kiran Mehta	Partner	-	Bachelor of Arts	Founding Team Member	50% Stakeholder
Kailas Yadav	Employee	Marketing	Undergraduate	Has been with the Company since last 2 Years. Has handled Vodafone Marketing for 6 years	
Sanjay Kumar	Employee	Marketing	B.S.C.	Working with the Company Since last 4 years with Industry Experience in Sales & Marketing at Krishna Pails for 20 years	
Deepak Ghatkar	Employee	Production and Q.C.	Undergraduate	Has been with the Company Since Last 12 years. Has Industry Experience in Prince Plastotech for 1.5 years	
Prashant Pandey	Employee	Administration	Bachelor of Arts	With Shree Pharma since last 9 years. Has Industry Experience in Ratan Plastics as Dispatch Supervisor for 1.5 years Amol Garment Production as Supervisor for 1.5 years	
Dhanesh Lad	Employee	Accounts	B.COM.	Working with the Company Since last 6 years. Has worked with RJ Paper Mill for 1.5 years.	

RENOWNED PLASTIC MOULDERS

Catering to vivid Packaging Requirements of various industries

**LUBRICANTS
INDUSTRY**
100 MI – 26 Ltrs.



PAINTS INDUSTRY
250 MI – 20 Ltrs.



PRINTING INK CONTAINERS
500 Gms – 20 Kgs.



Air Tight, Impact Resistance and Leak Proof Containers for Industries Such as:
Grease | Food Colors | Bio Fertilizers | Chemicals

These Industries Require Packaging Containers from sizes 10ml to 26 Ltrs

HOW WE DO IT

Injection Moulding Machine with flexibility to Manufacture Plastic Containers from 10ml to 20 Litres or as per **Customer Specifications**.



We are Equipped to handle all **Engineering and Commodity Plastics**.



We are Experts in Injection Moulded, Unbreakable, Dent proof, Customised Plastic Containers and Presently has **200 Metric Tonnes monthly capacity**.



We Use **Robotics Labelling Process** – Latest Technology in Printing.



Dedicated areas of:

MANUFACTURING

TESTING

LABELLING

PACKAGING

STORAGE

PRINTING

IN-MOULD LABELING (IML)

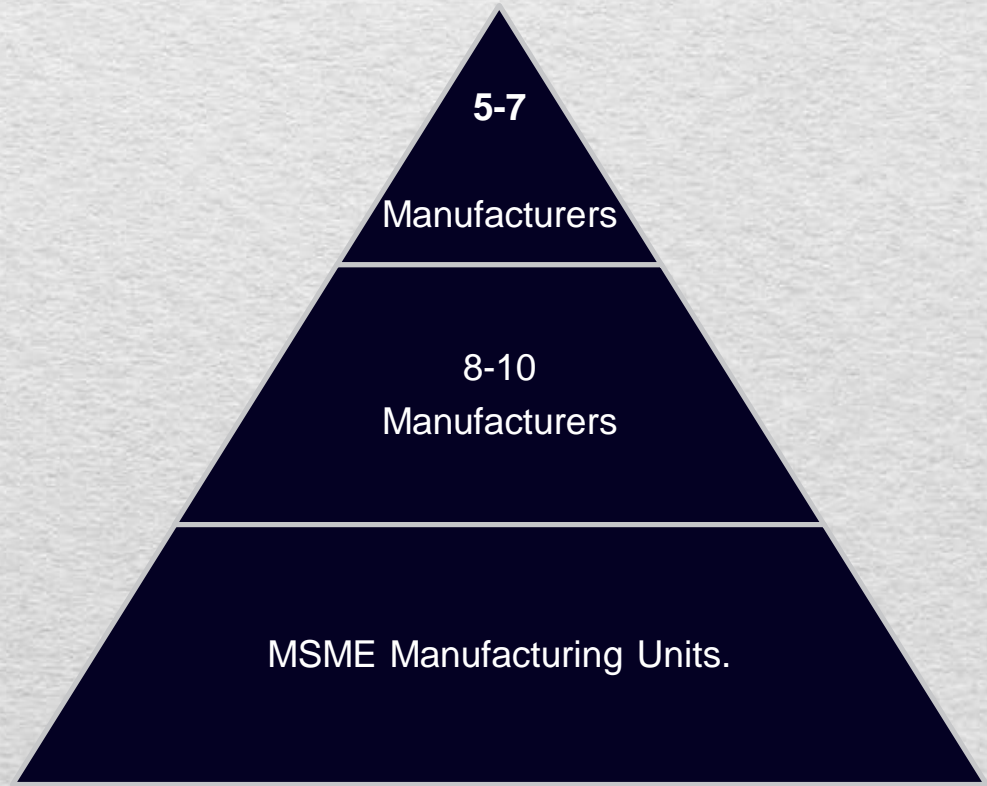
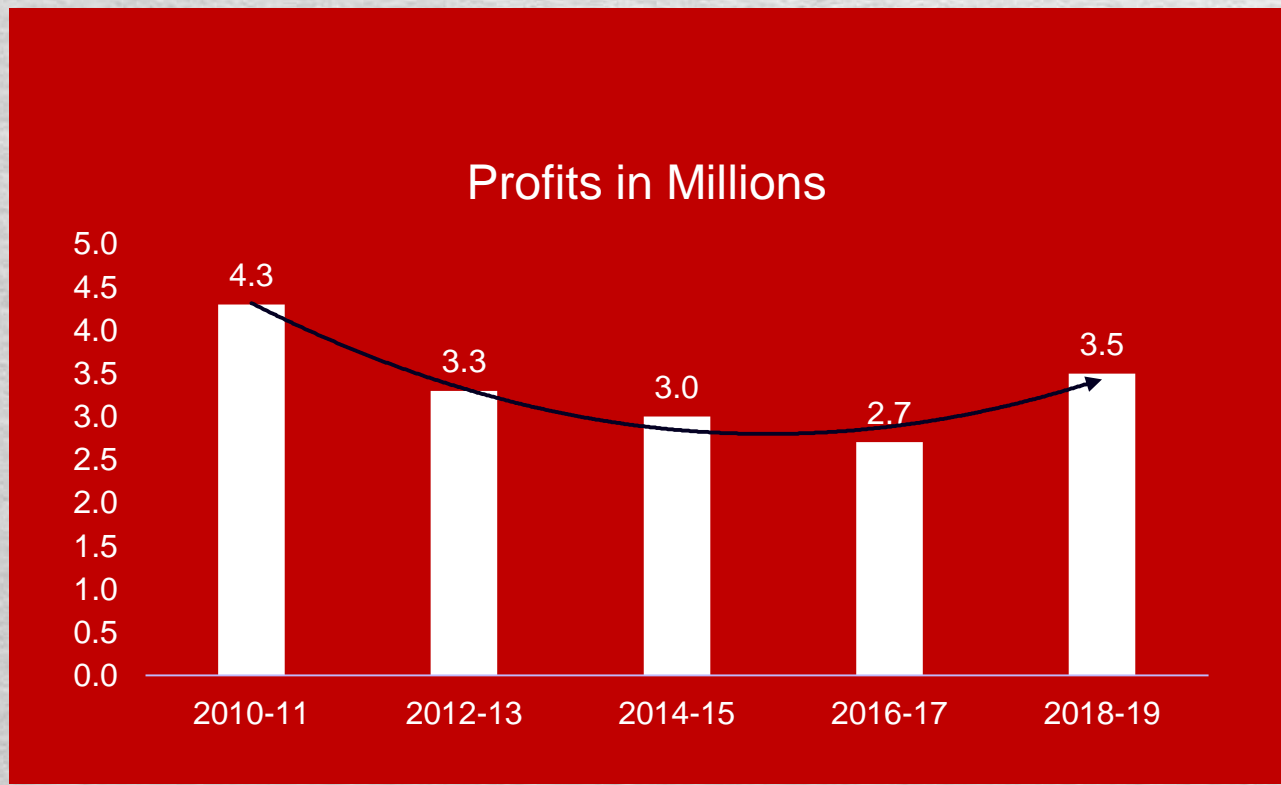
BUSINESS MODEL

Top 15
We are among Top 15 Plastic Containers Manufacturers in India

30 Crores
Turnover of Shri Pharma Pack has touched 30 Crores by FY March 2019.

Goal
We are in Transition to move in the cadre of Top 7 players in the Market by 2022 with appropriate Funding support.

150/- Kg
Average price of purchase by Paints & Lubes Manufacturers from us is Rs.150/Kg



MARKET SCENARIO

Market Size

- Nearly 120,000 MT of plastic containers will be sold across the globe by 2026-end
- A recently collated research report by Fact.MR projects, the global market for plastic containers to record a CAGR of 5.4% in the duration between 2017 and 2026

Our Differentiation

- As Manufacturers we are focusing on making Plastic Containers more durable so as to avoid getting damaged after prolonged utilization
- Reusing Plastic containers has become one of the most affordable and effective ways in reducing the environmental impact of Plastic
- Dealers & End Customers get good price for reselling Empty Containers

A Few Market Leaders in Similar Categories

Turnover

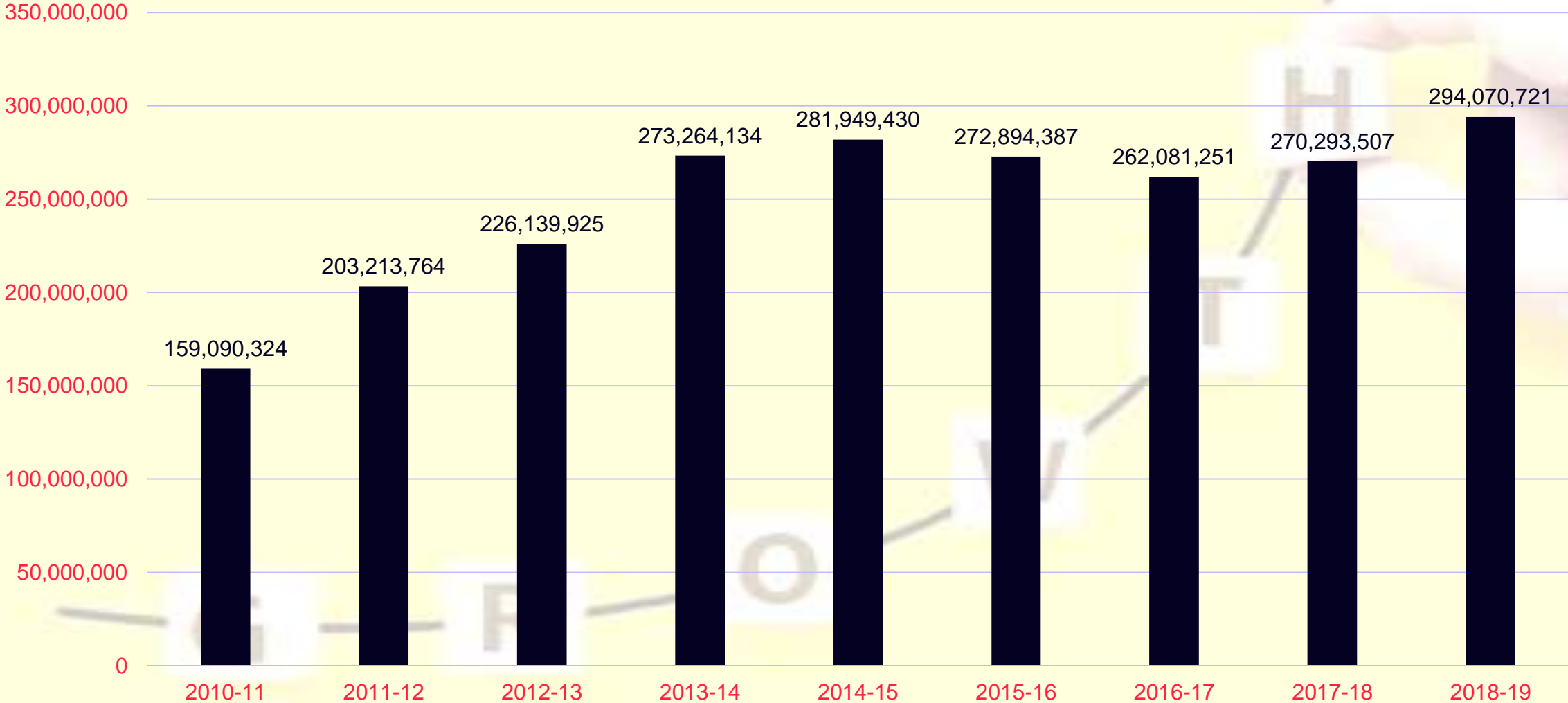
Mold-tek	400 Cr.
Baba Containers	650 Cr.
Jolly Containers	270 Cr.

Rising Demand

- Demand for plastic containers is on a rise as they facilitate storage, transportation, and disposition of delicate increasing number of Non Food and Food items
- All the industries whom we supply (Predominantly Paints & Lubricants) are on a constant rise due to Urbanisation and smart cities initiatives of Govt.

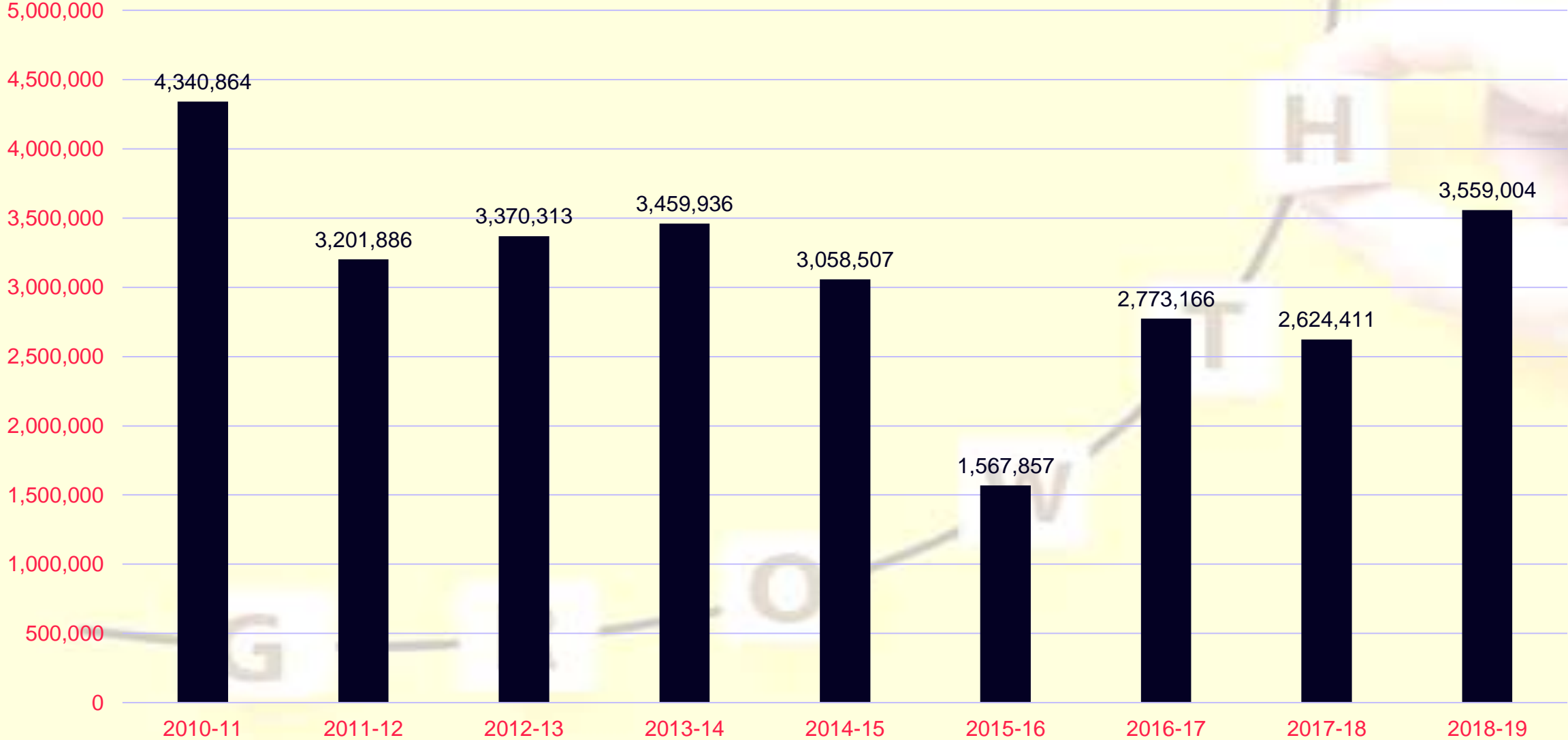
OUR GROWTH

Turnover



OUR GROWTH

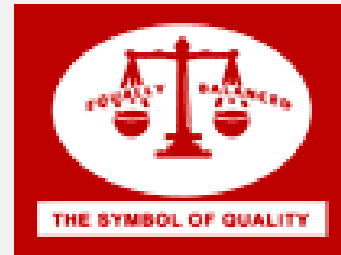
Profit



KEY CLIENTELE MANAGED

Our experienced professional have worked towards fulfilling the requirements of our clients..

- Manufacturers of Paints, Lubricants, Grease, Food Colours, Bio Fertilizers, Chemicals are our Clients
- They require Packaging Containers from sizes 10ml to 26 Ltrs.



SIEGWARK

**SHALIMAR
PAINTS**



INDIGO
Be surprised!



Nandan Petrochem Limited

SAKATA INX...



बामर लॉरी एण्ड कं. लिमिटेड
(भारत सरकार का एक उद्योग)
Balmer Lawrie & Co. Ltd.
(A Government of India Enterprise)

Atul



British Paints

TOYO INK GROUP



Flint Group

COMPETITIVE LANDSCAPE

Competition Perspective for Us:

- Currently other Plastic Containers Manufacturers are the only competition we have
- With Funding, We would Upscale the Production Capacities (Construction of New Factory – Phase 1) and Introduce more Automation to become much stronger than our competitors

Our Edge over Competition

1. Long Standing Since 1998 hence Experience of 2 Decades
2. Proven Manufacturing Track Record since 1998
3. Two Generations working in Business have gathered expertise and have established Monopoly in Capacities & Production Facilities of Plastic Containers



GROWTH POTENTIAL

- Per capita Consumption of Plastic in India is 11 Kg while in America its 109 Kg
- Plastic Packaging Industry in India is growing at 15-20% YOY.

BUSINESS PLAN

Year →	2019-20	2020-21	2021-22
Turnover Targets (in INR)	40 Cr	45 Cr	50 Cr
Operational Objectives	Set up New Factory shed and Merge entire Manufacturing activities at one Place to get benefit of Economics of Scale.		Expansion of business with New Factory Setup will enable entry into new sectors like Blow Moulding and PET.
Capex	10 Cr		Additional 5 Cr for Phase 2 of Factory Set Up Plan.
Opex	Salaries – 3.50 Cr	Salaries – 3.75 Cr	Salaries - 4.0 Cr

FUNDING: REQUIREMENT & USAGE

Funds Required	INR 10 Cr
Funds Utilisation	<ol style="list-style-type: none">1. For Construction of New Factory Premises (Construction planned in 2 phases. Land has already been Purchased)2. Machinery & Ancillaries3. Working Capital Requirements
Investments will last	For 24 months
Additional Revenue as a Result of Investment	Sales Turnover to reach 45 Crores with 5 new Customers
Co Investors	Not approached yet
Follow On Capital Requirement	Yes, After 2 Years for 2nd Phase Factory Construction, additional Machinery, Diversification in Blow & PET moulding

CURRENT EQUITY STRUCTURE

Description

Total Capital invested as of Date

3.50 Cr

Current Equity Stake

Mr. Amit Kiran Mehta	50%
Mrs. Bhanu Kiran Mehta	50%

Organization Type

Currently its Partnership Firm Set Up

Investment History

Since 1998 (Inception) the business has been Family Funded and Debt through Bank. In 2019, this will be the first round of Funding.

EXIT PLAN

1. Investor can Exit as after Business Turnover reaches 100 Cr as the Valuation of the Company will increase. Companies in the same Industry have come up with IPO (Mold-Tek Technologies Ltd)
2. Recently one of our Competitor Parekh Plast Pvt Ltd sold its entire stake to Mr. Abhay Vakil director of Asian Paints Ltd.
3. As Turnover of the Company reaches or nears 100 Cr IPO can be planned

Exit strategy not Firmed up until now, This is Open for Discussion

