

SEC: 12/2025-26

Date: May 27, 2025

National Stock Exchange of India Ltd.

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra- Kurla Complex,
Bandra (East), Mumbai – 400 051

BSE Limited

1st Floor, New Trading Ring,
Rotunda Bldg., P. J. Towers,
Dalal Street, Fort,
Mumbai 400 001

Symbol: PYRAMID

Scrip Code: 543969

Through: NEAPS

Through: BSE Listing Centre

Dear Sir/Madam,

Sub: Investor presentation of earnings call with analysts/ investors.

In compliance with Regulation 30 read with Para A of Part A of Schedule III and other applicable provisions of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our announcements dated May 21, 2025, on earnings conference to be held on May 27, 2025, we enclose herewith a copy of the investor presentation.

The intimation is simultaneously uploaded on the Company's website at <https://pyramidtechnoplast.com/disclosures-under-regulation-46-of-sebi-lodr/>

You are requested to take the same on record.

Thanking you,

Yours faithfully,

For Pyramid Technoplast Limited,

Jaiprakash Bijaykumar Agarwal

Wholetime Director & CFO

DIN: 01490093

Encl: As above

PYRAMID TECHNOPLAST LIMITED

(Formerly - Pyramid Technoplast Pvt. Ltd.)

CIN : L28129MH1997PLC112723

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PYRAMID TECHNOPLAST LTD.

Q4 FY25 Investor Presentation May, 2025





Safe Harbor

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Business Overview & Strategic Highlights

Financial Overview

Annexure

Pyramid Technoplast : At a glance

26 Years of
Excellence in bulk
Industrial Packaging
Solutions



8
Manufacturing
facilities at Strategic
locations



Pan-India
Presence



500+
Satisfied customer



63,293 MTPA
Production
Capacity



84
Fleet of Trucks



500+
Workforce

We Offer:

- **Polymer Drums**
- **IBCs**
- **Metal Drums**



34%
Revenue from Value
Added Product
(FY25)



17%
Revenue CAGR
(FY21-FY25)



0.20x
Net Debt/ Equity
(as on Mar'25)

Company Overview

01

Founded in 1997, Pyramid is a prominent industrial packaging company known for our polymer-based molded products

02

Specialize in rigid Intermediate Bulk Containers (IBCs), Polymer Drums and Mild Steel Drums used by the chemical, agrochemical, specialty chemical, and pharmaceutical industries

03

Pyramid operates across 7 manufacturing units with capacities of 27,203 MTPA for Polymer Drums, 420,000 Units of IBC, and 10,800 MTPA for MS Drums. Unit 8 under commissioning at Wada, Maharashtra.

04

Robust network of domestic and international distributors and vendors, with a commitment to customer satisfaction

05

Fully automated machines with advanced blow molding technologies are utilized in the manufacturing process

PYRAMID
Technoplast Ltd.
Strong • Safe • Superior



Scalable Business Model

Focused on operational efficiency and modular capacity additions, the company is well-positioned to scale profitably.



Expanding Production Capacity

With a strong presence in Gujarat, the company now aims to expand production capacity across all drum categories in Maharashtra.



Backward Integration

In house manufacturing of caps , lids, handles for cost control and quality efficiency



Logistics Advantage & Reach

Strategic location near industrial hubs combined with an in-house fleet of 84 trucks ensures timely deliveries, cost efficiency, and stronger customer connect.

Progress on all fronts: Shareholder returns, Expansion and Sustainability



Shareholder Rewards

Announced maiden dividend of Rs. 0.50/share in FY25. A step toward long-term value creation and progressive shareholder returns.

Wada expansion

Phase 1 completed, unlocking new growth avenue across each drum category.

Recycling Plant (Unit 9):

Set to begin operations from Jul-Aug'25, with a capex of ₹8-10 crores, the plant will recycle 5,000 metric tons of plastic annually, reducing raw material costs and dependency on imports.

A Growth Milestone: Operations commenced at Wada, Maharashtra

Background

Wada opens a new avenue of growth for the company, Taps new customer base in Maharashtra. Wada unit has large land bank of 10acres. First Phase is nearing completion with revenue potential of around Rs200cr. Full potential revenue to exceed Rs400cr, to be realized over next 2 phases in next 3-4years.

Strategic Rationale

1. Capacity-Led Growth

Expanding production across Polymer Drums, IBCs , and MS Drums to tap INR 400 Cr revenue potential in 3-4 years at full utilization.

2. Geographic Diversification

With a strong base in Gujarat, the company expands into Maharashtra and new states to widen reach and reduce dependency.

3. Client-Centric Location

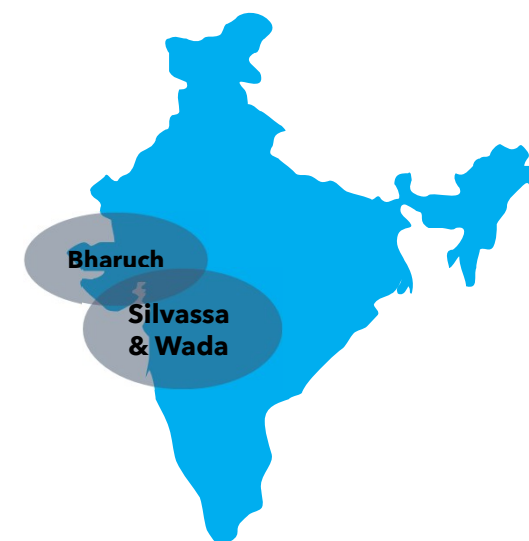
Proximity to key clients ensures faster deliveries, better service, and improved cost efficiency.

Update

Operations are set to commence with Phase 1.

1. HDPE Drum 50L and 200L (2 lines each): Trials are on and commercial supplies from end of May'25.
 2. IBC - 1 line: under installation, commercial supplies from End of June'25.
 3. Metal Drum - 1 line: commissioning from July'25.
- Overall, for FY26, these capacities are likely to average 30% capacity utilization

State Wise Production



Strong Foothold in Gujarat (Bharuch)

- HDPE: 12,354 MTPA
- IBC: 259,466 units
- MS: 7,452 MTPA

Expanding in Maharashtra

(Silvassa)

- HDPE- 8,140 MTPA

Strategic Roadmap: Revenue Growth

	As on FY25	FY26	
HDPE Drums	27,203 MTPA	32,530 MTPA (+20%)	Topline growth 15%-20%
IBC	4,20,000 Units	5,40,000 Units (+29%)	
MS Drums	10,800 MTPA	16,720 MTPA (+55%)	

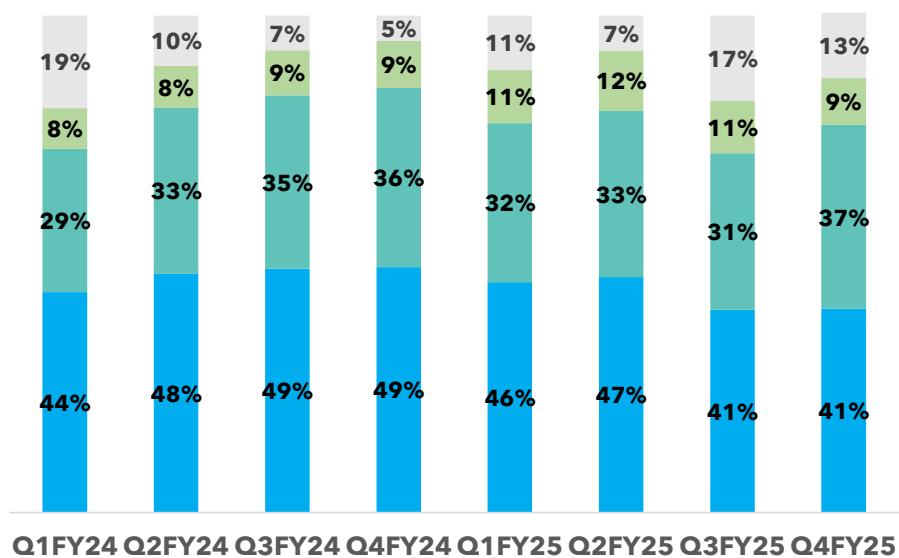
Note: All capacities mentioned above are provided as the total capacity for the full year

Strategic Roadmap: Margin Expansion

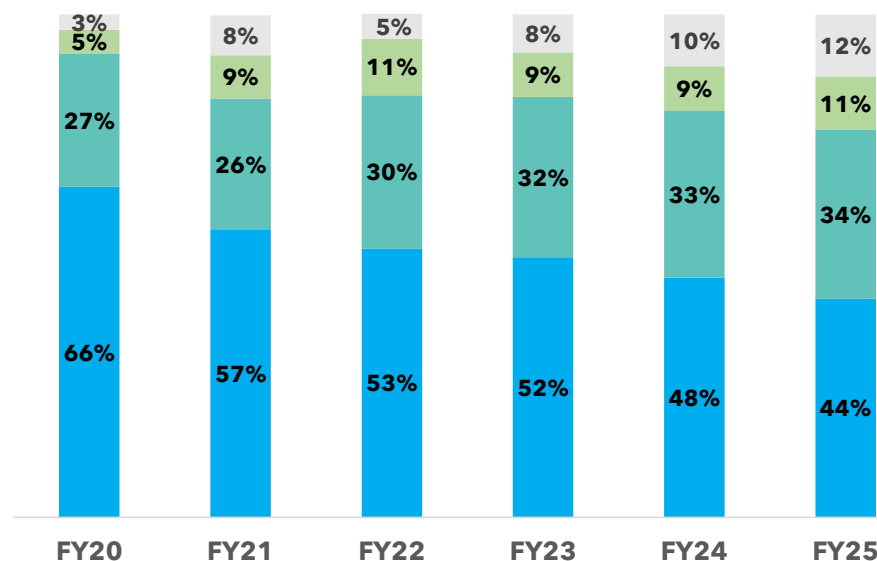
As on FY24		FY25 Updates and Action Plan FY26	Expected Outcome	
Power Cost (Rs.19.1 Cr i.e. 30% of Other Exp)	Green Energy Initiatives	15.25 MW (Cost reduction- Rs.10cr/yr.) Set to begin operations from Jul'25.	Improved cost efficiency	
Raw Material Cost (Rs. 404 Cr i.e. 80% of Total Exp)	Recycling Plant (Unit 9)	5,000 tons recycled plastic for in-house use/sale; 30,000 tons of HDPE currently used for production Set to begin operations from Jul-Aug'25	Operational Cost Reduction	
Low Margins in MS Drum	Economies of Scale	90% automation accomplished by replacing manual processes with process control systems in existing and upcoming facilities	Reduction in manpower , improved production efficiency, MS Drum margin expansion to 8-9%	
				EBITDA Margin 11%-12%

Improving Product Mix

Quarterly Trend



Annual Trend

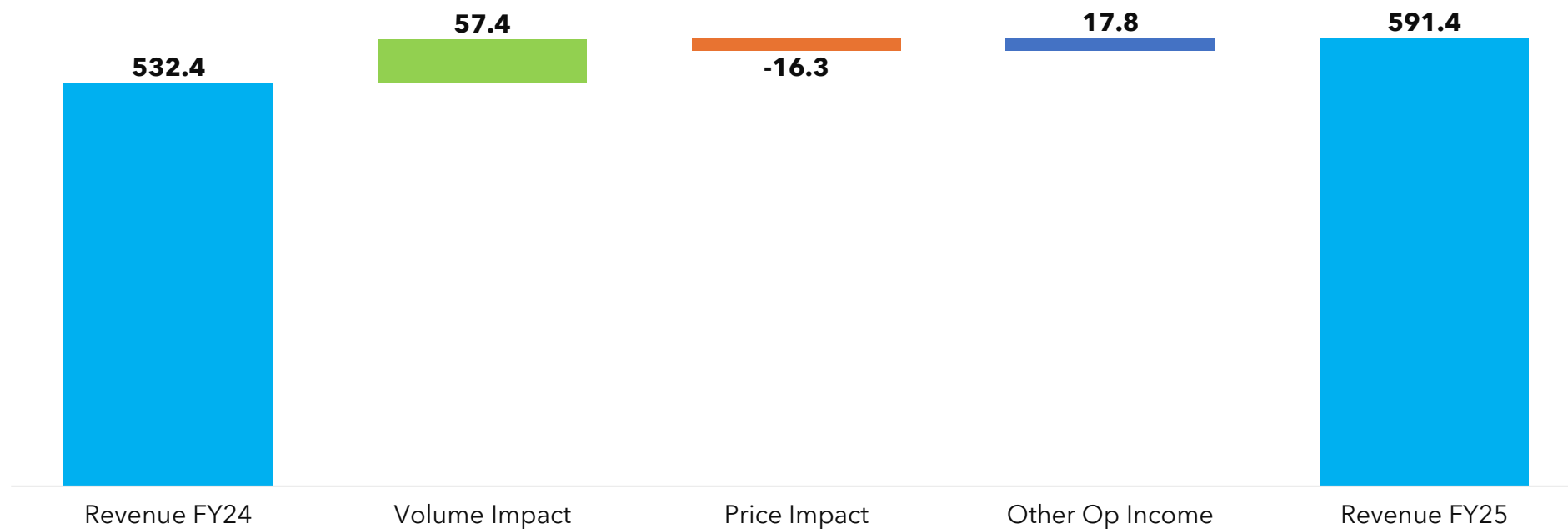


■ Polymer Drums
 ■ IBC
 ■ MS Drums
 ■ Other Operating Income*

*Other Operating Income includes trading, sale of raw material, scrap and accessories connected to our products.

FY25 Revenue Bridge

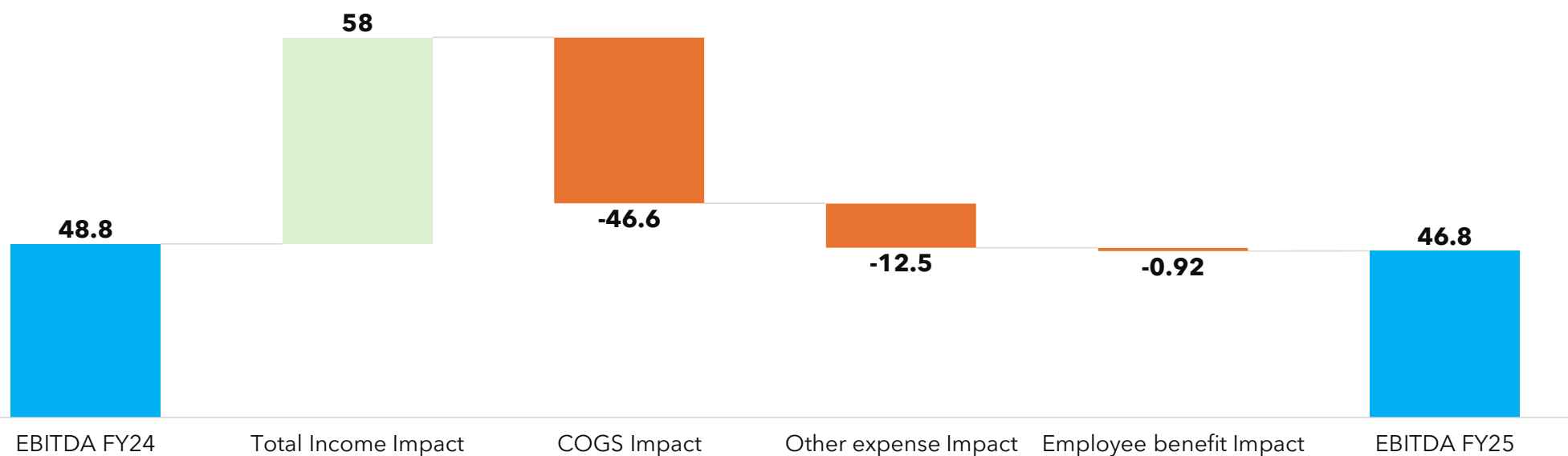
All amounts in Rs. Cr



Overall volume growth continues to remain strong in FY25, increasing by 11% YoY . However, fluctuating raw material prices, which are passed on with a lag, are temporarily impacting revenue

FY25 EBITDA Bridge

All amounts in Rs. Cr



Other Expenses grew by 19% driven by increase in Volume by 16% and EPR cost of Rs. 1.5 Cr. Expecting gross margin to recover in FY26, EPR cost to reduce to Rs. 0.75 Cr., power cost to reduce by Rs. 8-10 Cr.

Capex Update



- Capacity expansion from 50K to 90K units/month completed; trial runs ongoing till Jun'25 with commercial output by Sep'25.
- Margins to benefit from operating leverage

UNIT 6 Bharuch

(MS Drums)

UNIT 7 Bharuch

(IBC & HDPE Drums)

- IBC: 2nd IBC line commissioned; 1st line (commissioned Sep'23) at 60% utilization.
- HDPE: Civil expansion completed (Dec'24); production started across 4 HDPE drum lines, 3x200L & 1x50L.

- Phase 1 operations commenced with one IBC line, 2 HDPE drum lines, and 30K/month MS drum capacity.
- Trial runs completed; commercial production set for Q1FY26.

UNIT 8 Maharashtra

(HDPE Drums, IBC & MS Drums)

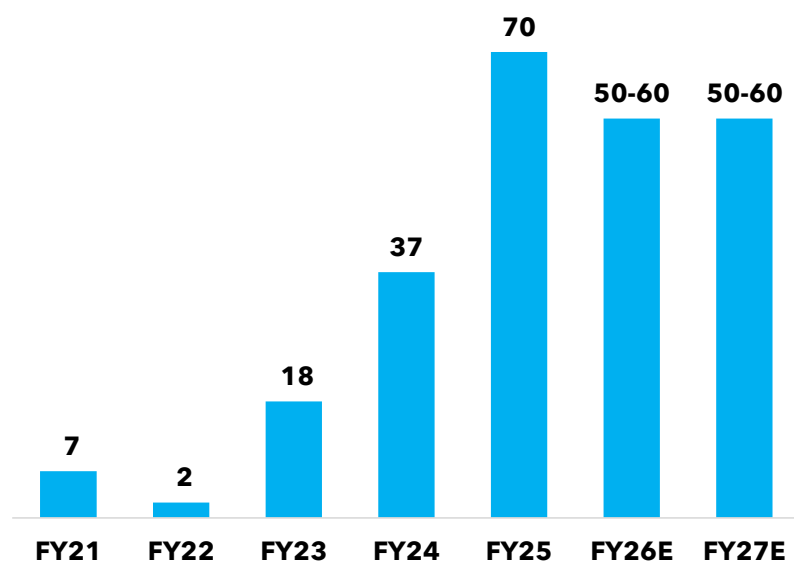
UNIT 9 Bharuch

(Recycling Unit)

- Land adjacent to Unit 6 has been acquired for establishing a plastic and plastic products recycling plant.
- Construction completed and operations are expected to commence from July-Aug'25 . Total capital expenditure, including the land acquisition, is estimated at Rs. 8-10 crore. The expected payback period is 2.5 to 3 years.

Capex Trend and Outlook

Capex* (Rs. Cr)



*for incremental capacity & operational efficiency

Strategic Priorities

Organic Growth & Green Energy Initiatives

As of FY25, ₹69.8 Cr has been deployed toward capex. The planned outlay for FY26 and FY27 stands at ~₹50-60 Cr, each.

These investments will support the upcoming Maharashtra unit, expansion of Unit 6 and Unit 7, and the development of a ₹50 Cr captive solar power facility.

Balance Sheet Strength

To fund capex from internal accruals and cash balance. Marginal increase in debt due to captive solar power plant capex.

Strengthening Portfolio

Greater revenue share of high-margin product like IBC. Increasing automation and capacity in metal drums production. Optimizing production at each site.

FINANCIAL OVERVIEW

Key Highlights: Q4FY25

Performance by each drum category

- IBC recorded 44% YoY volume growth and 30% YoY revenue growth. Gaining market share despite increased competition.
- HDPE drums saw a 11% YoY volume growth with 6% YoY revenue growth.
- MS Drums recorded 35% YoY volume growth and 27% YoY revenue growth. With the ongoing trial runs for the increased capacity of 90k/month, commercial o/p will be received by Sep'25.
- Automation in manual processes to further improve the MS drums margins.

Improving Product Mix

With the ongoing capacity expansion, the product mix has shifted over the quarter towards higher-margin segments, IBCs contributing 37% to the revenue and expanding growth observed in other drum categories as well.

Margins

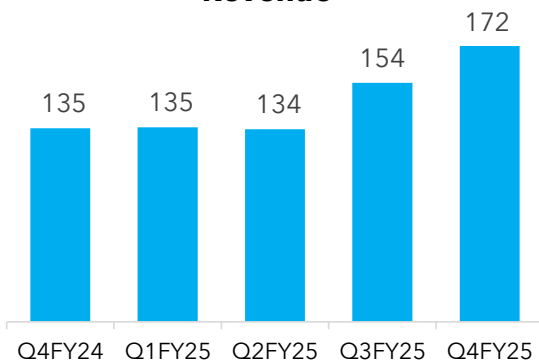
Margin contraction in Q4FY25 due to bunching of costs. EPR liability of Rs. 1.5 Cr. for the full year was booked for this quarter, going forward it will be reduced to Rs. 0.75 Cr and will be booked on a quarterly basis. Some of the transportation costs for the previous quarter also got booked here.

Financial Highlights

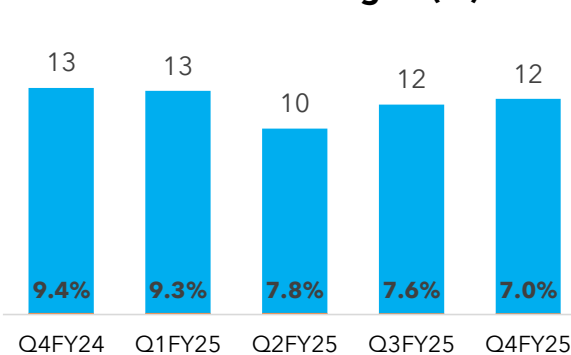
All amounts in Rs. Cr

Quarterly Performance

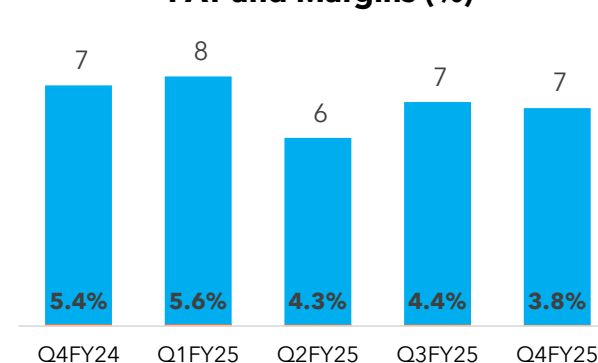
Revenue



EBITDA and Margins (%)

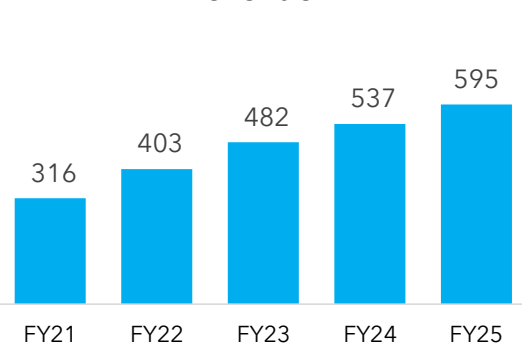


PAT and Margins (%)

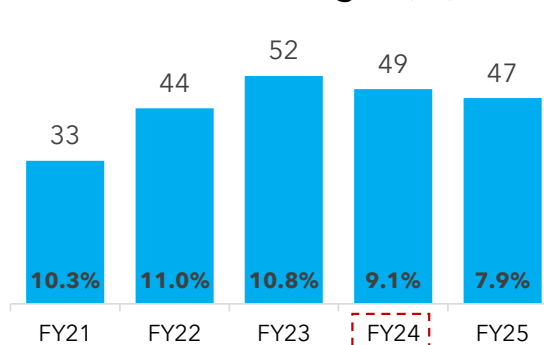


Annual Performance

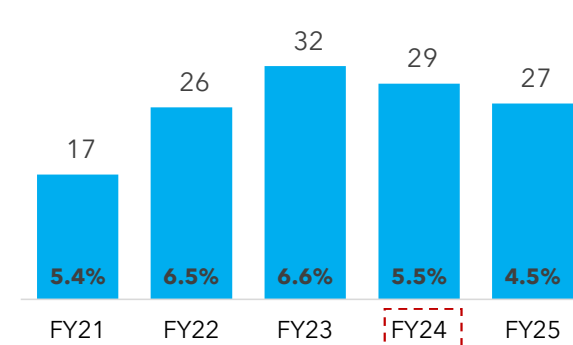
Revenue



EBITDA and Margins (%)



PAT and Margins (%)



*Note Revenue, EBITDA and margin calculations include other income

Impacted due to sharp and continuous fall in raw material prices while cost lagged selling price. Also increase in costs due to Unit 7 commissioning

Operational Performance

	Value						Volume					
Particulars	UoM	FY21	FY22	FY23	FY24	FY25	UoM	FY21	FY22	FY23	FY24	FY25
<u>Turnover</u>												
<u>Regular Business:</u>												
Polymer Drums	Rs. Cr	179	214	248	254	258	MTPA	15,930	16,636	16,811	18,934	20,385
MS Drums	Rs. Cr	27	45	43	46	63	MTPA	1,717	2,359	4,726	5,332	7,427
Sub Total	Rs. Cr	206	259	290	300	320	MTPA	17,647	18,995	21,536	24,266	27,811
 <u>Value Added Product:</u>												
IBC Business	Rs. Cr	82	122	153	177	198	Units	1,13,701	1,36,448	1,66,737	211,332	255,502
 <u>*Other Operating Income</u>	Rs. Cr	25	20	36	55	73						
Total Revenue	Rs. Cr	313	400	480	532	591	MTPA	26,448	27,950	29,843	37,643	43,993
Capacity Utilization	%	69.1%	74.5%	75.3%	73.1%	69.5%						

*Operating Income includes sale of raw material, scrap and accessories connected to our products.
Note: Total Revenue does not include Other Income

Quarterly Performance



All amounts in Rs. Cr

Particulars	Q4FY25	Q3FY25	QoQ %	Q4FY24	YoY %
Revenue from Operations	171.2	153.3	11.7%	133.7	28.1%
Other Income	0.7	0.9	-26.3%	0.9	-19.9%
Total Income	171.9	154.3	11.4%	134.5	27.8%
Raw Material costs	129.9	118.5	9.6%	99.3	30.8%
Gross Profit	42.1	35.8	17.5%	35.2	19.4%
Gross Profit (%)	24.5%	23.2%	130 bps	26.2%	-170 bps
Employee Cost	6.1	5.7	7.0%	5.3	15.3%
Other Expenses	23.9	18.4	30.2%	17.3	38.5%
Total Expenditure	29.9	24.0	24.7%	22.5	33.1%
EBITDA	12.1	11.8	2.6%	12.7	-4.9%
EBITDA (%)	7.0%	7.6%	-60 bps	9.4%	-240 bps
Interest	0.7	0.7	-9.3%	0.4	59.7%
Depreciation	2.1	2.0	5.5%	1.8	17.6%
PBT	9.3	9.0	3.0%	10.5	-11.4%
Tax Expense (Including Deferred Tax)	2.7	2.2	20.4%	3.2	-16.0%
PAT	6.7	6.8	-2.7%	7.3	-9.4%
NPM (%)	3.8%	4.4%	-56 bps	5.4%	-160 bps

*Note Gross Profit, EBITDA and margin calculations include other income

Annual Performance



All amounts in Rs. Cr

Particulars	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	313.5	400.4	480.0	532.4	591.3
Other Income	2.7	2.2	2.0	4.7	3.8
Total Income	316.2	402.6	482.0	537.2	595.1
Raw Material costs	229.8	298.7	362.9	402.8	449.5
Gross Profit	86.4	103.9	119.1	134.3	145.7
Gross Profit (%)	27.3%	25.8%	24.7%	25.0%	24.5%
Employee Cost	14.8	15.7	17.6	21.3	22.3
Other Expenses	39.1	43.8	49.8	64.2	76.7
Total Expenditure	53.9	59.5	67.3	85.5	98.9
EBITDA	32.5	44.4	51.8	48.8	46.8
EBITDA(%)	10.3%	11.0%	10.7%	9.1%	7.9%
Interest	5.2	4.9	4.1	2.3	2.7
Depreciation	4.4	4.4	4.9	6.4	8.0
PBT	22.9	35.2	42.8	40.1	36.1
Tax Expense (Including Deferred Tax)	5.9	9.0	11.1	10.8	9.5
PAT	17	26.2	31.8	29.3	26.7
NPM (%)	5.4%	6.5%	6.6%	5.5%	4.5%

*Note Gross Profit, EBITDA and margin calculations include other income

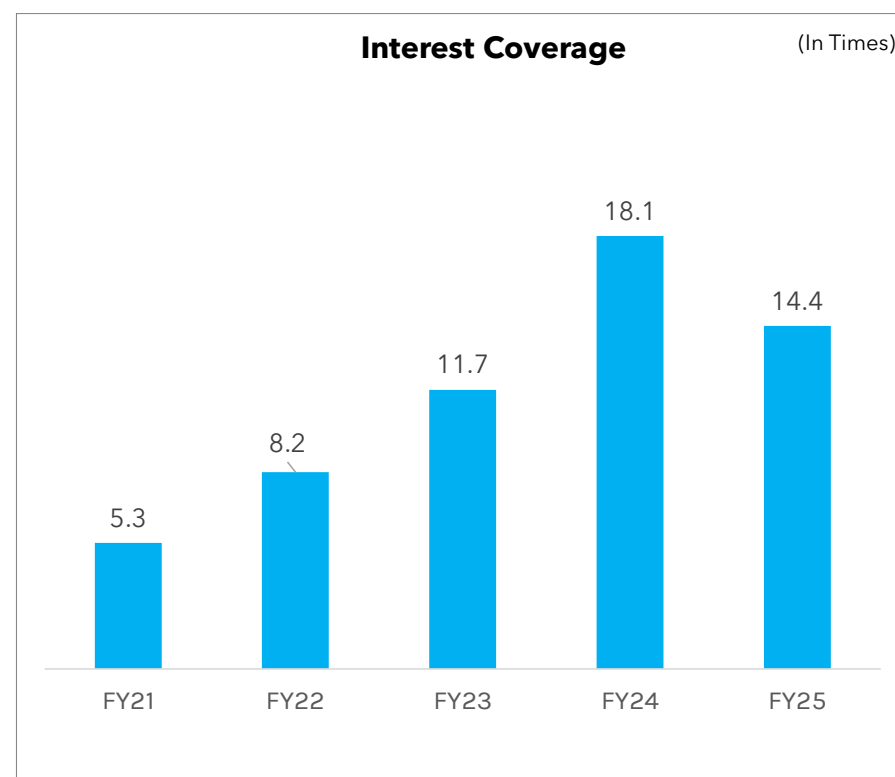
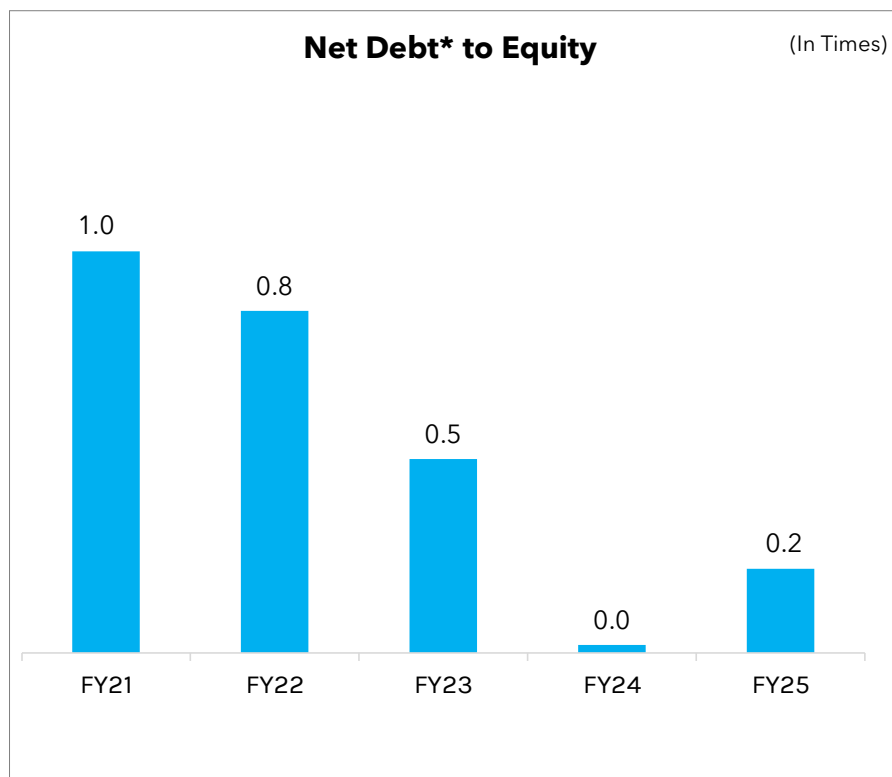
Balance Sheet

All amounts in Rs. Cr

Equity & Liabilities	FY21	FY22	FY23	FY24	FY25
Equity	3.9	3.9	31.3	36.8	36.8
Reserves	44.9	71.3	76.0	185.4	212.5
Net Worth	48.9	75.2	107.3	222.2	249.3
Non-Current Liabilities					
Long-Term Borrowing	21.6	11.3	17.5	1.5	27.6
Lease Liabilities	0.8	0.4	0.1	-	0.6
Deferred Tax Liabilities	4	4.2	4.6	5.7	7.0
Long-Term provision	1.6	1.8	2.0	2.5	2.8
Total Non-Current Liabilities	28	17.8	24.3	9.7	37.9
Current Liabilities					
Short-Term Borrowings	29.7	53.5	37.8	18.4	26.8
Lease Liabilities	0.3	0.3	0.3	-	0.2
Trade Payables	41.5	31.6	49.4	45.0	42.9
Current Tax Liabilities (Net)	0.7	0.2	2.3	-	0.00
Short-Term Provisions	0.2	0.2	0.3	0.4	0.3
Other Current Liabilities	4.2	4.9	4.1	7.6	11.2
Total Current Liabilities	76.7	90.8	94.3	71.4	81.4
Total Equity & Liabilities	153.5	183.8	225.8	303.3	368.6

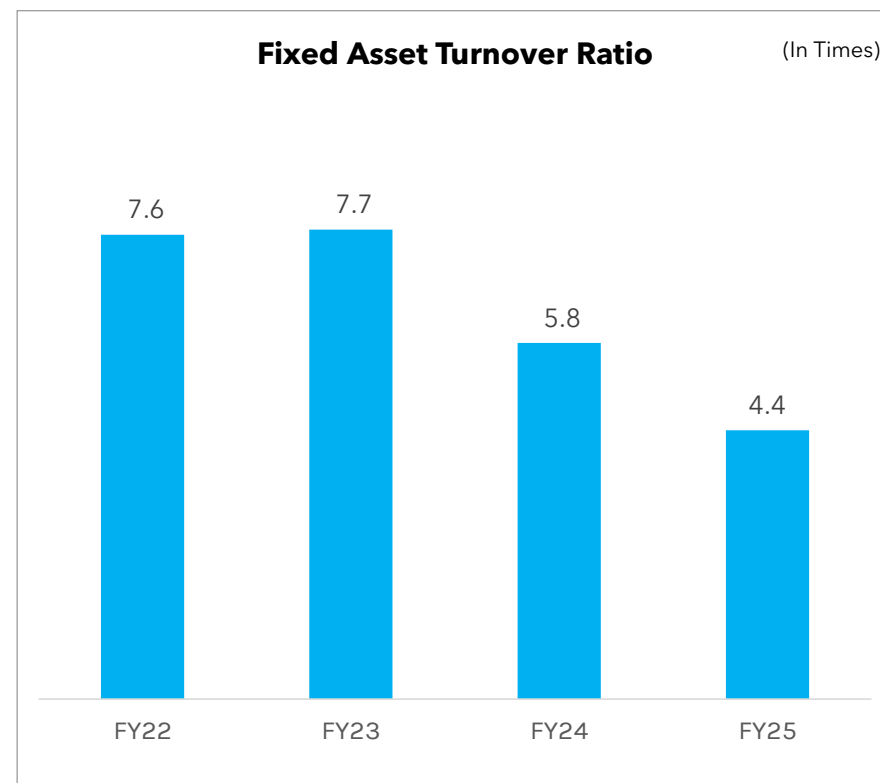
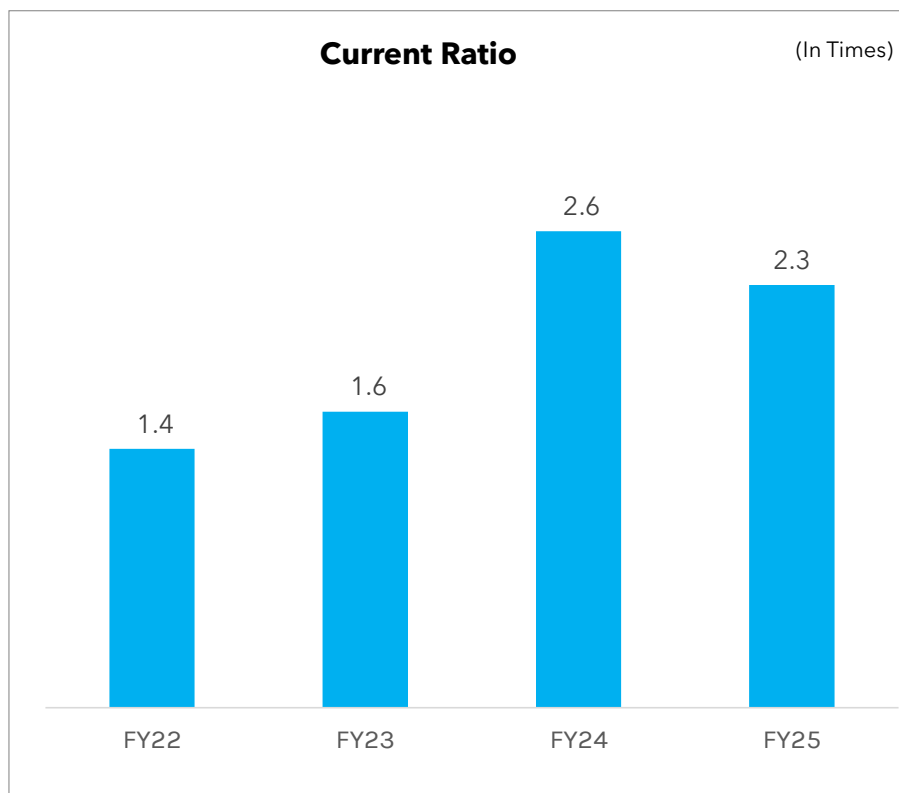
Assets	FY21	FY22	FY23	FY24	FY25
Non-Current Assets					
Fixed Assets	51.4	51.8	69.2	106.5	160.2
Non-Current Investment	1.1	1.0	2.9	4.0	-
Other Non-Current Financial Assets	-	-	-	-	-
Deferred Tax Assets	-	-	-	-	-
Other Non-Current Assets	4.6	3.0	2.2	7.6	18.2
Total Non-Current Assets	57.1	55.9	74.3	118.1	178.4
Current Assets					
Inventories	21.6	37.5	45.5	58.8	61.0
Trade Receivables	64.4	75.1	77.0	99.3	115.3
Cash & Bank Balance	4.6	3.5	5.8	6.5	5.7
Investments	-	-	-	9.3	0.0
Other Current Financial Assets	0.2	0.5	0.4	0.6	0.0
Current Tax Assets (Net)	-	-	-	-	7.7
Other Current Assets	5.7	11.4	22.8	10.8	-
Total Current Assets	96.4	127.9	151.5	185.2	190.3
Total Assets	153.5	183.8	225.8	303.3	368.6

Key Ratios (1/1)



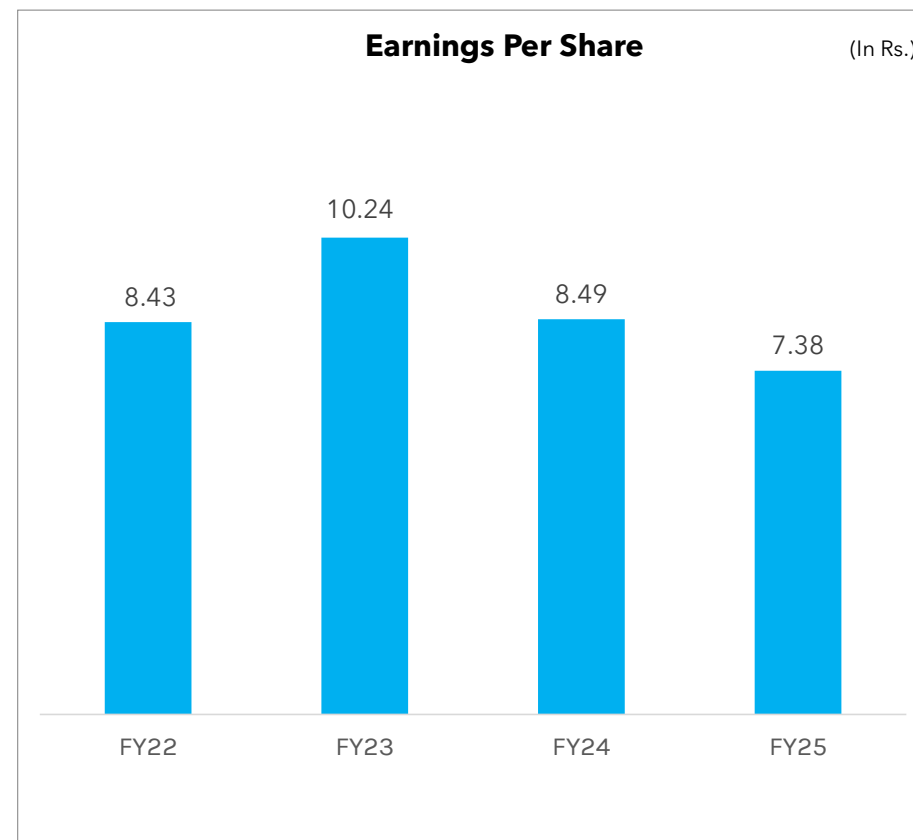
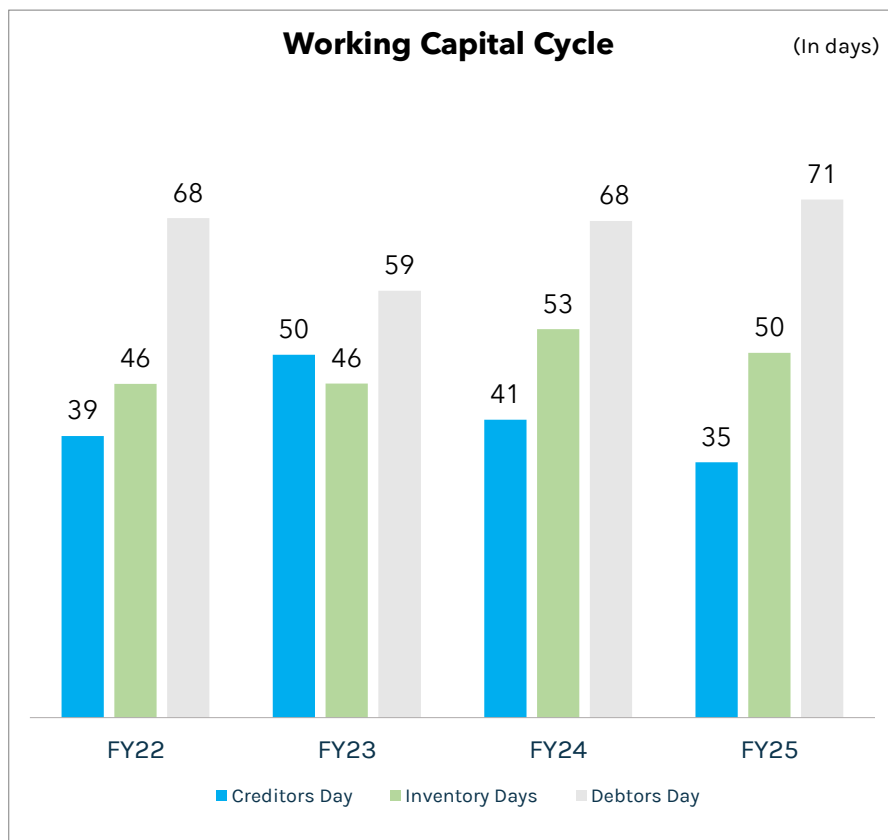
Note: *Cash and cash equivalents consists of cash, bank and current investments

Key Ratios (1/2)



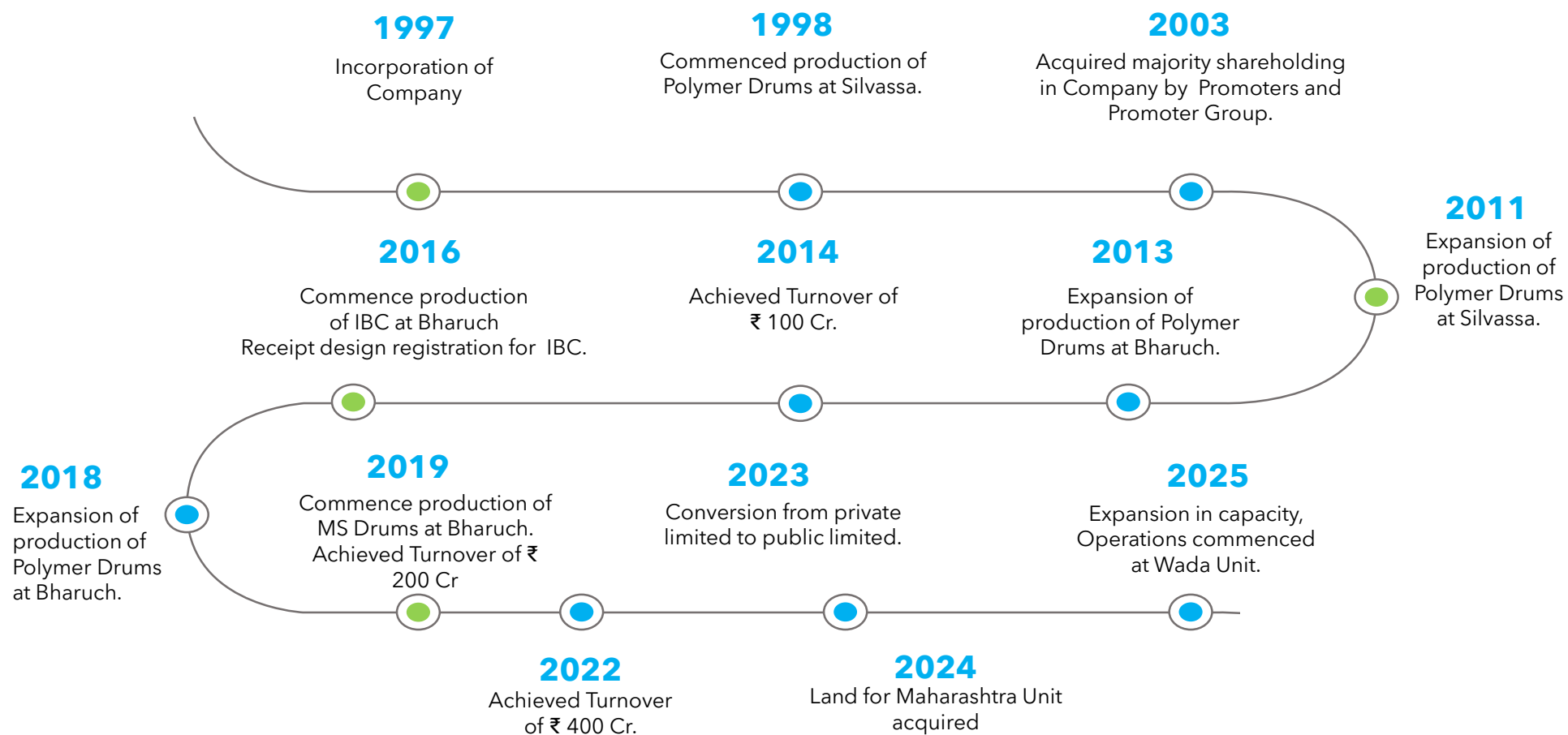
Fixed Asset Turnover Ratio= Revenue from Operations/ Average Total Fixed Assets

Key Ratios (1/3)

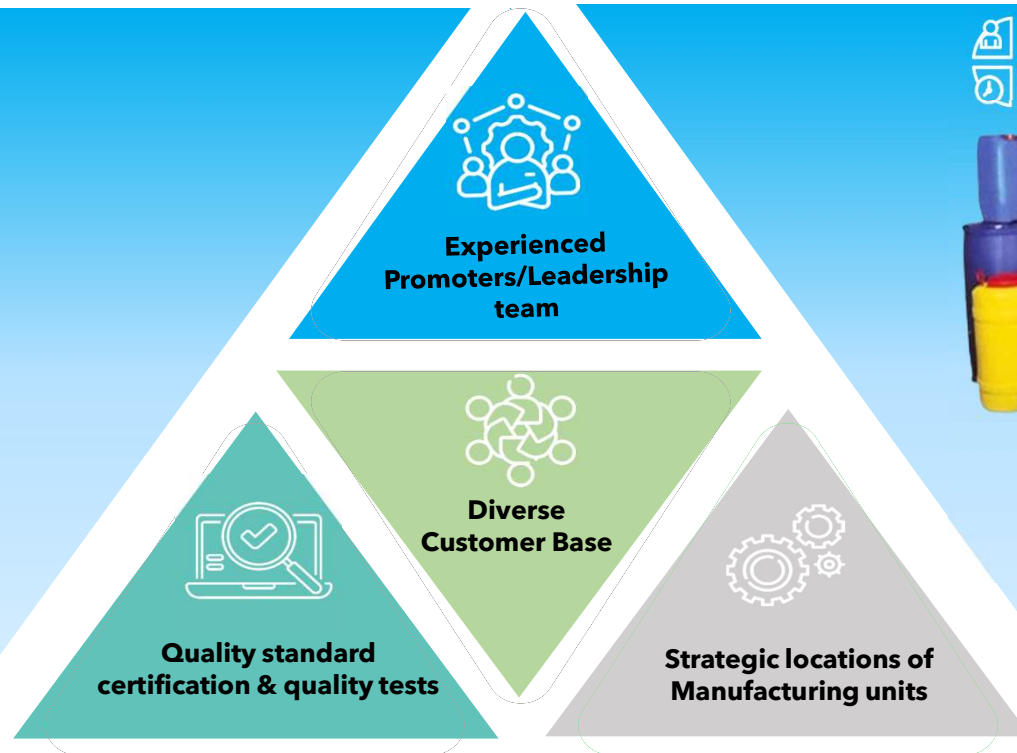


ANNEXURE

Our Journey



Our Key Strengths...



Comprehensive Product portfolio



Offering complete bulk industrial packaging solutions

IBC Containers - *Streamlining Logistics and Enhancing Efficiency*

- Pyramid Technoplast is a leading manufacturer of rigid Intermediate Bulk Containers (IBCs), specializing in the production of 1000-liter capacity IBCs.
- With a strong focus on organization, mobility, and integration capabilities, our IBC containers offer numerous benefits.
- They significantly enhance logistic and handling timelines, improve efficiencies, and increase capacity by enabling the filling, moving, loading, transit, and dispensing of materials in a single container.
- IBCs provide a reliable and consistent solution for the safe handling and storage of various substances, offering convenience to the customers.



Steel Pallet IBC

**L-1,200MM
W- 1,000MM
H- 1,153 MM
Capacity- 1,000L**



Composite Pallet IBC

**L-1,200MM
W- 1,000MM
H- 1,153 MM
Capacity- 1,000L**



Wooden Pallet IBC

**L-1,200MM
W- 1,000MM
H- 1,175 MM
Capacity- 1,000L**



Plastic Pallet IBC

**L- 1,200MM
W- 1,000MM
H- 1,173 MM
Capacity- 1,000L**

Plastic Barrels - *Versatile Solutions For Industrial Packaging*

- Pyramid Technoplast is engaged in the manufacturing of all types of plastic barrels, containers, and HDPE drums that are widely used for industrial and commercial applications. Their plastic drums and containers are supplied to chemical, agrochemical, specialty chemical and pharmaceutical companies.
- The Company manufactures drums with capacities ranging from 20 LTR to 250 LTR and even higher according to the clients' specifications
- Key Features of Plastic Barrel: Easy to handle, Tamper proof design, Leak proof, Easy to fill, Easy to transport, Easy to unload.



Full Open Top Drums

Height : 530 mm
Diameter : 330 mm
Mouth : 250 mm
Weight : 1.8 kgs



Narrow Mouth Drums

Height : 560mm
Diameter : 385 mm
Mouth : 50 mm & 25 mm
Weight : 2.5 kgs



Wide Mouth Drums

Height: 740 mm
Diameter: 485 mm
Opening: 8" And 10"
Weight: 5 kgs



Jerry Cans

Height : 470 mm
Width : 290 mm
Length : 325 mm
Mouth : 45 mm
Weight : 1.8 kgs

MS Drums - *Meeting Diverse Packaging Needs*

- Pyramid Technoplast serves as a one-stop shop for all your packaging needs, offering a wide range of drum options such as General-Purpose Metal drums, Epoxy Coated/Lacquered drums, Composite drums, Galvanized drums, and Open top drums.
- The Company's IBCs and MS Drums have received UN certification, meeting the safety levels outlined by the United Nations Recommendations and conforming to the quality standards of IS 1783:2014.
- MS Drums are capable of storing and transporting both liquid and solid raw/finished goods of 18 gauge to 20 gauges with storage capacity of 200 L to 210 L.
- With the diverse selection, customers can find the perfect drum solution for their specific requirements, including various shapes, sizes, & dimensions.



Close Mouth Barrel

Height - 883 + 3mm
Diameter - 584 mm (max)
Opening - 50mm & 20mm



Composite Barrel

Height - 890+ 3mm
Diameter - 584 mm (max)
Opening- 2 openings of 50mm



W-Bead GI

Height - 883 + 3mm
Diameter - 584 mm (max)
Opening - 50mm & 20mm



Goose neck Epoxy Coated Barrels

Outer Diameter - 563mm
Outer Height - 891mm
Inner Diameter - 559mm

State Of The Art Manufacturing Facilities

Powering Innovation & Production Excellence

Unit 1



Located in Silvassa.
Installed capacity 7,488 MTPA.
Area 4,018 Sq. M.

Unit 2



Located in Silvassa.
Installed capacity 4,083 MTPA.
Area 1,750 Sq. M.

Unit 3



Located in Vilayat Vagra GIDC Bharuch.
Installed capacity 6,694 MTPA.
Area 4,447.80 Sq. M.

Unit 4



Located in Vilayat Vagra GIDC
Bharuch
Installed capacity 6,942 MTPA.
Area 4,447.80 Sq. M.

Unit 5



Located in Vilayat Vagra GIDC
Bharuch
Installed capacity 2,10,000 units
Area 7,133.92 Sq. M.

Unit 6



Located in Vilayat Vagra GIDC
Bharuch
Installed capacity 10,800 MTPA.
Area 4,447.80 Sq. M.

Unit 7



Located in Vilayat Vagra GIDC Bharuch
Installed capacity
IBC: 210,000 Units
HDPE: 5,499 MTPA
Area 15,265.11 Sq. M.

New units in Maharashtra and Bharuch to get operational soon

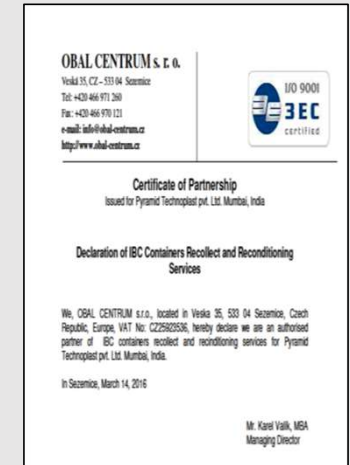
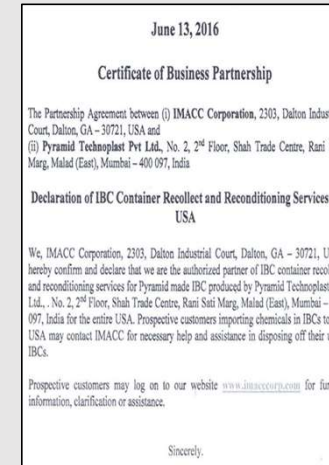


**Precision, Quality,
Innovation**
Empowering
Manufacturing
Excellence with
Advanced Technologies

PYRAMID TECHNOPLAST LIMITED

- Fully automated machines with advanced blow molding technologies are utilized in the manufacturing process.
- National and international standard molds and dyes are used to ensure high-quality production.
- Air Dryers to eliminate the moisture in the plastic material before processing it.
- Injection Molding Machine that facilitates manufacturing of a wide range of products.

Certifications - Recognitions Of Quality & Global Compliance



Quality Certification Approved
and certified
by IIP Govt of India
Organization - UN Approved
IBCs

International TUV Certification of IBC
From TUV Singapore

International TUV Certification of IBC
From TUV Singapore

Pyramid Technoplast
IBC - Collection
Service in USA

Pyramid Technoplast
IBC - Collection
Service in Europe



Diverse and Superior Customer Base



**Over
500+
Customers**

Experienced Leadership Team



Mr. Bijaykumar Agarwal
Managing Director & Chairman

With over three decades of experience in the packaging industry, Mr. Agarwal oversees finance, raw material procurement, customer servicing, and business development.



Mr. Jaiprakash Agarwal
Whole Time Director & CFO

Master's degree holder from ICFAI University, Dehradun, Mr. Agarwal has over 19 years of experience in the packaging industry. He looks after manufacturing, finance, accounts, sales, marketing, and business development.

Experienced and Accomplished Board of Directors



Mrs. Madhu Agarwal
Whole Time Director

With a Bachelor's degree in commerce from Calcutta University, Mrs. Agarwal has over 16 years of experience in human resources, compliance, and administration.



Mrs. Vandana Agarwal
Independent Director

A members with ICAI, Mrs. Agarwal has over 10 years of experience in financial management and advisory services.



Mr. Sunil Yadav
Independent Director

Law Graduate from Mumbai University. Over 11 years of experience in legal practice and advisory.



Mr. Venugopal Rao Kudipudi
Independent Director

Mr. Kudipudi is a member of ICSI and has over 9 years of experience in corporate law advisory and company secretarial compliances.



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Thank You

