1. Packaging will keep growing, all players are growing
2. Withing any radius we can serve a customer in flexo business, we courier if it is too far it is more of Deepanshu ji concept to stay close to customer to get more orders but for us it is not like that
3. It is not necessary you will have to be close to the customer to win business, Maybe this can be one of the way to win order but not the only way
4. Creative already has a pan India presence and have covered lot of location don't know how much they would grow form here
5. I have heard may be they are going to dubai
6. Wahren business I am not aware much but in flexo the capex is very high with atlest 4 years of ROI. Margins are also pretty thin due to intense competition
7. Creative spoiled the market, they slashed the prices (broke the rate). This is a capital + labour intensive segment. You need good guys who are good in flexo
8. Our end customers are printing shop and their end customer are majorly FMGC companies. We are growing at 7-8%
9. In short run jobs there is a shift from gravuer to flexo but in the long run gravuer is still economical. Slowly we are seeing a shift to medium run jobs form gravuer to flexo. The EPR norms are still not very strictly implemented
10. Generally u cannot operate more than 70-75% capacity utilization in flexo business, we work on peak load basis
11. Numex and VP graphics (banglore) are large players
12. Difficult to make more than 10-15% operating margins due to intense competition as most of the RM gets imported only .
13. It is very difficult for a new player to enter this industry, on top of it the low margins doesn't make a lucrative industry.
14. Client sickness is there, small players cannot give great services + tech is also continuously upgrading. Some of the small players are shutting shop. Like in Mumbai there was bajaj flexo they shut shop no orders no margin
15. Deepanshu ji is an entrepreneur not a technology person
16. That's a advantage as well as a disadvantage
17. Advantage- you will be doing biz in a proper manner what and where to put his resources. But for tech he has to depend on his team
18. If u would ask him on tech may be he wont be able to answer and I think they have scope of improvement on their tech it is not latest but their service is extremely good and that is why they win business
19. The TAT is not extremely low even for the printing guy jobs are lined up so he might not even put your plates for 3 days so min is 2hrs and maximum is 48hrs not 24hrs
20. Withing same printer you can get different quality hence finger print is important also digital printing is the biggest threat to us maybe in 10yrs but people have been talking about this for almost 10+ years now
21. Few short runs customers do it via digital only that the ink of digital is very expensive hence people avoid excess usage. Flexo ink is very cheap with higher productivity and good quality as well
22. For flexo the wastage is 50-60meter may be 150 to 200meter for gravuer but if u want to run a 20k meter plate 100-200m of wastage does not matter hence longer runs the cost efficiency depletes
23. Printer guys give us money in 4-6months, we get a 30 day of credit and 2 months of inventory is what we keep

24. To make decent money you will need 8-9cr of machines + working capital and labour. With 1 machine you can do 2000meter of work
25. But you will survive on bare minimum on this. So 15-16cr on machines and will need 2 units at lest to be slightly better off
26. We are in this business for more than 28yrs, pricing is done on per sq cm basis, very difficult to onboard customers. It sometimes takes even a year to get a customer. Difficult to build trust.
27. Smaller printer shop generally has only 1 vendor not more than that