

Kanpur Plastipack Limited

Presentation for the
Quarter Ended 30th September, 2019

Dated 11th November 2019



Providing Solutions for Industrial Bulk Packaging

KPL at a Glance

Kanpur Plastipack Limited is one of the world's leading manufacturer of FIBCs and bulk bags providing fully integrated industrial bulk packing solutions to customers across the globe.



With over four decades of experience in the Industry, we have diversified our offerings into Flexible Intermediate Bulk Container (FIBC), Woven Sacks and Polypropylene (PP) and high tenacity Multifilament Yarn.

Building blocks of excellence



Economies
of scale



Premium
quality
products



Global
presence



Experience
management
and leadership
team



Fully
integrated
facility



Diverse
product
portfolio



State-of-
the-art
machinery



Trusted
brand



Consistent
value-
creation



Social
consciousness

Shaping a future-ready blueprint

Expanded manufacturing capacity with newly set up plant

Faster turnaround with multiple product portfolio

Long-term contracts with suppliers to ensure consistent supply

Delivering quality excellence with major certifications

Comfortable debt-equity ratio

Stronger market focus with deepening presence

Building a stronger people force

Quarter on Quarter Analysis

<u>Particulars</u>	<u>Q2 FY 2020</u>	<u>Q1 FY 2020</u>	<u>Growth</u>
Total Income	8,025.90 (₹ in Lakhs)	7,800.69 (₹ in Lakhs)	2.89 (in %) ↑
PBT	230.24 (₹ in Lakhs)	203.67 (₹ in Lakhs)	13.05 (in %) ↑
PAT	161.64 (₹ in Lakhs)	141.47 (₹ in Lakhs)	14.26 (in %) ↑
EBITDA Margin	7.70 (in %)	7.70 (in %)	-
EPS (in ₹)	1.12 (in ₹)	1.00 (in ₹)	12 (in %) ↑

Year on Year Analysis

<u>Particulars</u>	<u>Q2 FY 2020</u>	<u>Q2 FY 2019</u>	<u>Growth</u>
<u>Total Income</u>	<u>8,025.90</u> (₹ in Lakhs)	<u>8,432.88</u> (₹ in Lakhs)	<u>(4.83)</u> (in %) ↓
<u>PBT</u>	<u>230.24</u> (₹ in Lakhs)	<u>644.27</u> (₹ in Lakhs)	<u>(64.26)</u> (in %) ↓
<u>PAT</u>	<u>161.64</u> (₹ in Lakhs)	<u>500.03</u> (₹ in Lakhs)	<u>(67.67)</u> (in %) ↓
<u>EPS (₹ per share)</u>	<u>1.12</u> (in ₹)	<u>3.51</u> (in ₹)	<u>(68.09)</u> (in %) ↓

Half Yearly Analysis

<u>Particulars</u>	<u>H1 FY 2020</u>	<u>H1 FY 2019</u>	<u>Growth</u>
<u>Total Income</u>	<u>15,826.59</u> (₹ in Lakhs)	<u>15,747.49</u> (₹ in Lakhs)	<u>0.50</u> (in %) ↑
<u>PBT</u>	<u>433.91</u> (₹ in Lakhs)	<u>1,197.14</u> (₹ in Lakhs)	<u>(63.75)</u> (in %) ↓
<u>PAT</u>	<u>303.10</u> (₹ in Lakhs)	<u>888.30</u> (₹ in Lakhs)	<u>(65.88)</u> (in %) ↓
<u>EPS (₹ per share)</u>	<u>2.12</u> (in ₹)	<u>6.24</u> (in ₹)	<u>(66.03)</u> (in %) ↓

Key Ratios

<u>Particulars</u>	<u>Q2 FY 2020</u>	<u>Q2 FY 2019</u>
<u>Current Ratio</u>	<u>1.34 (in times)</u>	<u>1.26 (in times)</u>
<u>Debt-Equity Ratio</u>	<u>0.48 (in times)</u>	<u>0.48 (in times)</u>
<u>Debt Service Coverage Ratio</u>	<u>1.16 (in times)</u>	<u>2.23 (in times)</u>
<u>Total Outstanding Liability to EBITDA</u>	<u>11.44 (in times)</u>	<u>9.91 (in times)</u>
<u>EBDITA Margin</u>	<u>7.70 (in %)</u>	<u>10.66 (in %)</u>

Key Highlights



Profitability of the Company was impacted primarily due to increased allocation of depreciation on the new CAPEX as well as higher finance cost

The Global market has experienced a down turn and increased competition has affected the performance of the Company by putting pressure on margins

Improvement in Revenue and profitability on quarter on quarter basis on account of improved demand from downstream industry

We Continue to invest in societal benefit through conventional CSR spend and usage of eco-friendly materials.

Diversify our presence into new geographies and penetrate the existing ones.

Expanding our product portfolio to serve diverse need of customers across the Globe

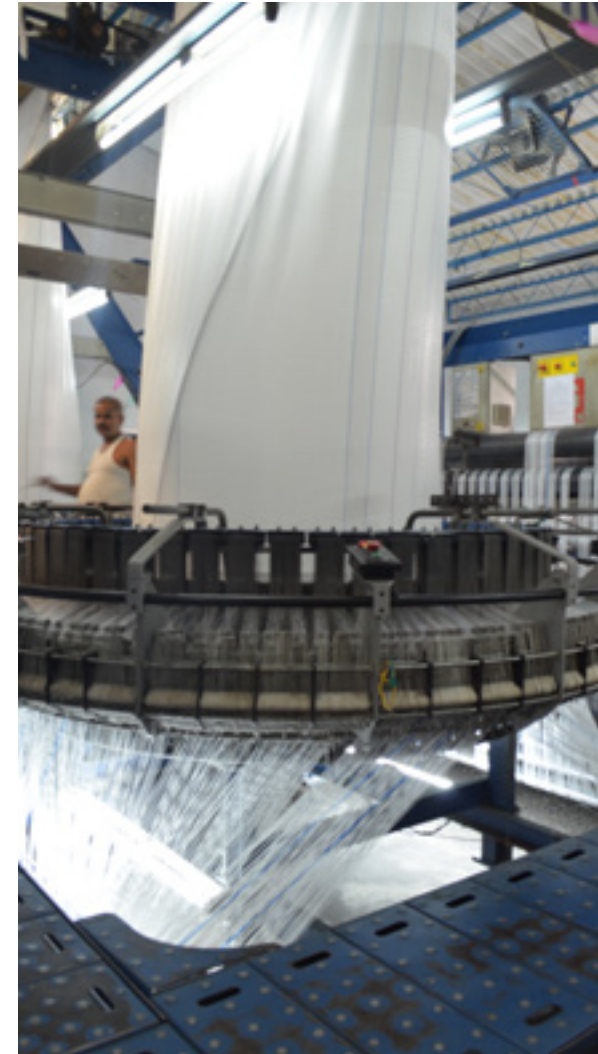
Strategic Review

We have made significant investment in ramping up of capacities and restructuring our existing plant to ensure seamless process in our value-chain manufacturing.

Our Greenfield project has been benchmarked to global standard which will enable us to cater a wide global customer base

Through our new plant, which is certified for food grade by BRC, we will be able to manufacture packaging material for food industry. We are amongst the very few companies globally to be certified to do the same.

Continuous invest in humancapitalincluding new management team for different functionalities leading to improvement in productivity, operational and efficiency



Thank you



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