

Kanpur Plastipack Limited

Presentation for the
Quarter Ended 30th June, 2020

Dated 29th July, 2020



Providing Solutions for Industrial Bulk Packaging

KPL at a Glance

Established in 1971, Kanpur Plastipack Limited today is one of the world's leading manufacturers and exporters of FIBCs and bulk bags, delivering a diverse range of superior quality products to its global customers.

We offer fully integrated industrial bulk packaging solutions ranging from Flexible Intermediate Bulk Container (FIBC), Woven Sacks to Polypropylene (PP) high tenacity Multifilament Yarn (MFY). With our world-class facility, proven expertise and deep domain knowledge, we strive to create a differentiated standing in our segment. Our manufacturing processes conform to international standards, reaffirming our commitment to excellence across operations.



Pillars of Success



Economies
of scale



Premium
quality
products



Global
presence



Experienced
& competent
management and
leadership team



Fully
integrated
facility



Portfolio
of diverse
products



Trusted
brand



State-of-art
manufacturing
facility with modern
machinery

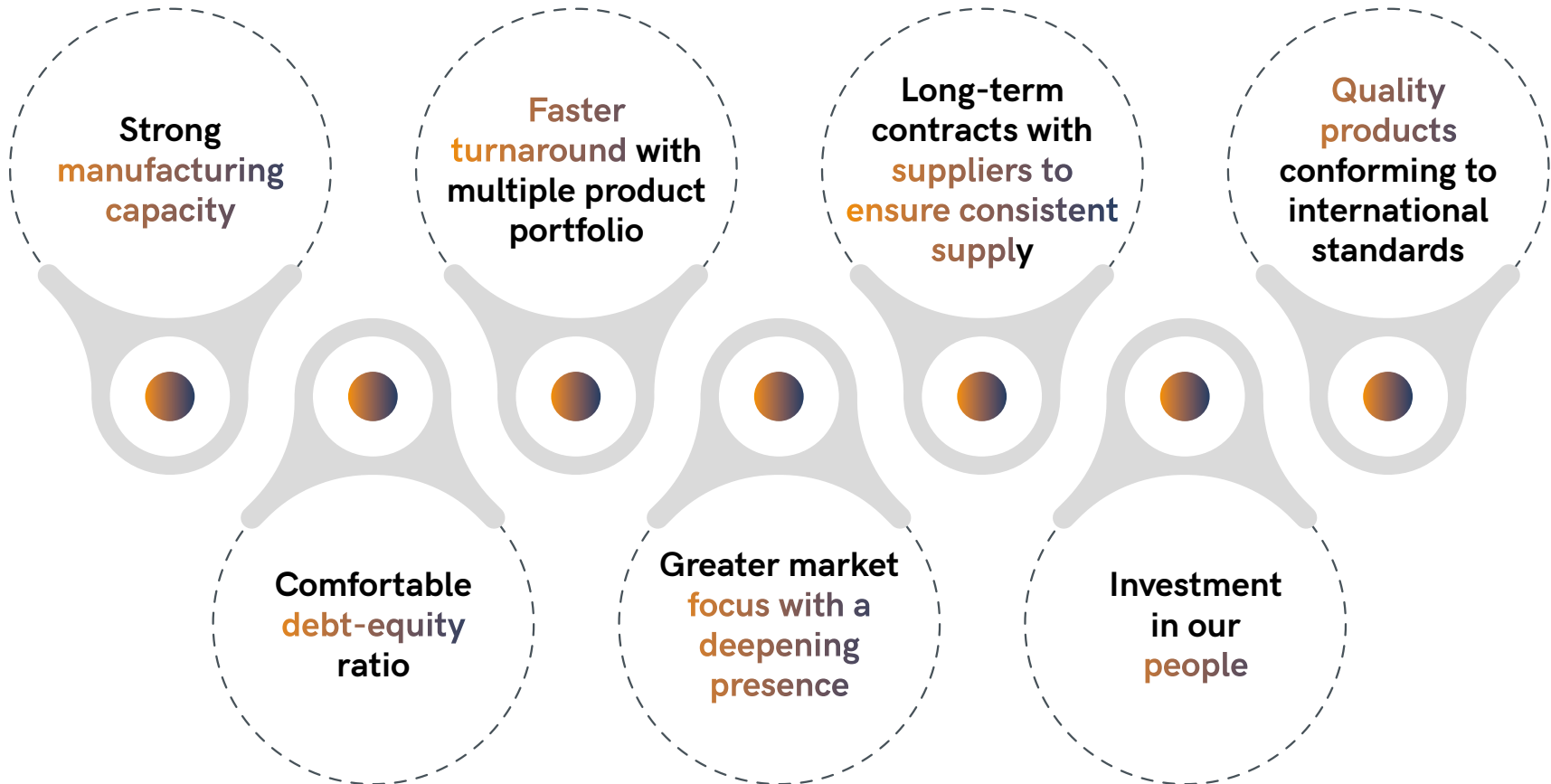


Consistent
value-
creation



Socially
conscious
brand

Growth Drivers



Quarter on Quarter Analysis

Particulars	Q1 FY 2021 (₹ in Lakhs)	Q4 FY 2020 (₹ in Lakhs)	Growth
Total Income	7,791.70	8,556.96	(8.94)%
PBT	645.61	3.50	18,346%
PAT	384.31	47.89	702.50%
EBITDA Margin	12.45	6.54	93.02%
EPS (in ₹)	2.69	0.34	691.18%

Year on Year Analysis

Particulars	Q1 FY 2021 (₹ in Lakhs)	Q1 FY 2020 (₹ in Lakhs)	Growth (in %)
Total Income	7,791.70	7,800.69	(0.12)
PBT	645.60	203.67	216.99
PAT	384.31	141.47	171.66
EPS (₹ per share)	2.69	1.00	169

Key Ratios

Particulars	Q1 FY 2021	Q4 FY 2020
Current Ratio (in times)	1.46	1.37
Debt-Equity Ratio (in times)	0.52	0.50
Debt Service Coverage Ratio (in times)	0.61	0.58
Total Outstanding Liability to EBITDA (in times)	13.13	23.11
EBITDA Margin (in %)	12.45	7.70

Key Differentiators

The Company is on track to regain its profitability helped by prudent raw material prices and cost cutting measures already undertaken

Enhanced capacities and certified state of art facilities paved way to cater growing consumer demand and expectations

By venturing into new territories and markets, we are constantly strengthening our foothold in our segment

Innovating and improving product offerings to meet changing customer requirements

With an aim to augment productivity, operation and efficiency, we continue to make investments in human capital

Received Grade A BRC certification for new unit of manufacturing food grade packaging material, enabling us to deliver certified products to the food industry as well

As a responsible business entity, we continue to invest in conventional CSR spends and promote environmental sustainability

Operational

Company resumed its operations w.e.f. 3rd of April, 2020 and since then operations are stabilizing.

An extensive protocol has been put in place for the health and safety of all the workers and Staff members.

The Company achieved nearly 90% of its capacity utilization in June and the current month of July is likely to close with an even better performance.

Improved planning and better efficiencies have led to higher production levels.

The Company carries a healthy order book.

Stepping up - our response to Covid-19

Due to the sudden outbreak of Covid-19 and the subsequent nationwide lockdown, our business operations were largely impacted due to disruptions in production and the supply chain. Lack of manpower also added to our difficulties during this period. However, we undertook efforts to resume operations partially from 3rd April, 2020 after receiving requisite permissions from the district administration. It helped us to start production and stabilize sales channels.



To ensure safety and security of the workers and other staff, we have enforced stringent health and safety protocols at all our facilities. Our efforts include:

- Regular sanitization of premises and vehicles
- Maintenance of social distancing at workplace
- Reinforcing the use of masks and sanitizers along with a strict emphasis on hand washing at regular intervals
- Receiving regular health updates from employees and their families
- Implementation of a graphical SOP to enable better understanding of safety protocols
- Encouraging employees to install Aarogya Setu App

We continue to monitor the situation closely and follow all directives from the administration to ensure safety and welfare of our employees, which remain a prime concern for us. We have also made significant attempts to extend a helping hand to community welfare programs. We engaged in the following initiatives:

- Distribution of face masks and sanitizers to administrative authorities
- Distribution of Certified PPE Kits to Central Industrial Security Force (CISF), Lucknow Airport and to Sanjay Gandhi Post Graduate Institute of Medical Science (PGI), Lucknow
- Donation of refrigerators to Medical College, Kanpur
- Donation of ₹ 5,00,000/- to the Chief Minister's Relief Fund

Looking Ahead

We strive to build mutually beneficial, long-term relationships with our stakeholders including customers and suppliers

With increased manufacturing capabilities, we aim to continue our organic growth and sustain operational excellence

Leveraging our **strong brand reputation, quality offerings and a diverse product portfolio**, we are determined to sustain our future position

Diversifying our offerings to cater to different industries and segments across the globe.

Thank you



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