



Providing Solutions for Industrial Bulk Packaging



# Kanpur Plastipack Limited

Presentation for the Quarter  
and Financial Year ended  
31<sup>st</sup> March, 2019

Dated 27<sup>th</sup> May, 2019

Kanpur Plastipack Ltd. is engaged in the manufacturing and export of Flexible Intermediate Bulk Container (FIBC), Woven Sacks and Polypropylene (PP) high tenacity Multifilament Yarn. We have leveraged our 48 years of experience to evolve into providing end-to-end industrial bulk packaging solution to our customers globally. We have expanded our footprints in several international markets, having presence in around 40 countries.



# ▶ WHAT DO WE STAND FOR?

Kanpur Plastipack Limited is committed to produce and supply products as per customer's requirement. We ensure continual improvement of the quality management systems. We believe in increasing the value of our company and our global portfolio by exceeding customers' expectations and achieving market leadership.



# ▶ QUARTER ON QUARTER ANALYSIS

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<u>Particulars</u>	<u>Q4 FY 2019</u>	<u>Q3 FY 2019</u>	<u>Growth</u>
Net Sales	7889.53 (₹ in Lakhs)	9146.53 (₹ in Lakhs)	13.74 (in %) ▼
PBT	349.73 (₹ in Lakhs)	619.24 (₹ in Lakhs)	43.52 (in %) ▼
PAT	269.03 (₹ in Lakhs)	462.80 (₹ in Lakhs)	41.87 (in %) ▼
EBITDA Margin	9.41 (in %)	10.44 (in %)	9.87 (in %) ▼
EPS	1.90 (in ₹)	3.25 (in ₹)	41.54 (in %) ▼

# YEAR ON YEAR QUARTERLY ANALYSIS

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<u>Particulars</u>	<u>Q4 FY 2019</u>	<u>Q4 FY 2018</u>	<u>Growth</u>
<u>Net Sales</u>	<u>7889.53</u> (₹ in Lakhs)	<u>7362.42</u> (₹ in Lakhs)	<u>7.16</u> (in %) ▲
<u>PBT</u>	<u>349.73</u> (₹ in Lakhs)	<u>827.40</u> (₹ in Lakhs)	<u>57.73</u> (in %) ▼
<u>PAT</u>	<u>269.03</u> (₹ in Lakhs)	<u>584.40</u> (₹ in Lakhs)	<u>53.96</u> (in %) ▼
<u>EPS</u>	<u>1.90</u> (in ₹)	<u>4.83</u> (in ₹)	<u>60.66</u> (in %) ▼

<u>Particulars</u>	<u>FY 2018-19</u>	<u>FY 2017-18</u>	<u>Growth</u>
Net Sales	32314.47 (₹ in Lakhs)	27853.55 (₹ in Lakhs)	16.02 (in %) ▲
PBT	2166.10 (₹ in Lakhs)	2434.73 (₹ in Lakhs)	11.03 (in %) ▼
PAT	1620.12 (₹ in Lakhs)	1592.13 (₹ in Lakhs)	1.76 (in %) ▲
EBITDA Margin	10.15 (in %)	10.93 (in %)	7.14 (in %) ▼
EPS	11.65 (in ₹)	13.36 (in ₹)	12.80 (in %) ▼

Note: Figures of the previous year have been regrouped/rearranged/recasted wherever found necessary.

<u>Particulars</u>	<u>FY 2019</u>	<u>FY 2018</u>
EPS	11.65 (₹ per share)	13.36 (₹ per share)
Current Ratio	1.33 (in times)	1.33 (in times)
Debt-Equity Ratio	0.52 (in times)	0.33 (in times)
Debt Service Coverage Ratio	2.65 (in times)	3.65 (in times)
Total Outstanding Liability to EBITDA	4.48 (in times)	3.65 (in times)
EBDITA Margin	10.15 (in %)	10.93 (in %)

- Profitability of the Company was affected primarily due to increased allocation of depreciation on the new CAPEX as well as higher finance cost.
- Increased competition, global downturn and increased capacities have affected the performance and also put pressure on margins.
- During the year the Green field project was completed and the Company has inaugurated unit no. 3 at Gajner Road on 20th of July, 2018.
- Massive refurbishment exercise has also been undertaken at unit no. 1 at Registered Office of the Company to streamline the layout and enhance longevity of the building and structure.
- FY 2018-19 was a year in transition and your Company had invested for superior infrastructure and increased capacities.



- Leveraging our strong customer relationship to expand our geographical presence
- Enhanced and Superior structuring of manufacturing capabilities to meet the additional demand in the packing industry
- Technological upgradation and innovation as the key areas.
- Diversify our revenue stream by exploring new geographies and penetrate the existing markets.
- Multi-filament yarn becoming an independent strong vertical in the Company.
- Your company is now all set to utilize its improved infrastructure and increased capacities for better results in the coming years.

# THANK YOU



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