

Kanpur Plastipack Limited

Presentation for the
Quarter Ended 30th June, 2019

Dated 1st August, 2019



Providing Solutions for Industrial Bulk Packaging

KPL at a Glance

Among the world's leading bulk packaging manufacturers, Kanpur Plastipack Limited, has established itself as a fully integrated player.



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) High Tenacity Multi Filament Yarn (MFY).

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>Q1 FY 2019-20</u>	<u>Q4 FY 2018-19</u>	<u>Change</u>
Total Income	7,800.69 (₹ in Lakhs)	8,281.97 (₹ in Lakhs)	5.81 (in %) ↓
PBT	203.67 (₹ in Lakhs)	349.73 (₹ in Lakhs)	41.76 (in %) ↓
PAT	141.47 (₹ in Lakhs)	269.03 (₹ in Lakhs)	47.41 (in %) ↓
EBITDA Margin	7.70 (in %)	9.41 (in %)	171 (bps) ↓
EPS	1.00 (in ₹)	1.90 (in ₹)	47.37 (in %) ↓

Year on Year Analysis

<u>Particulars</u>	<u>Q1 FY 2019-20</u>	<u>Q1 FY 2018-19</u>	<u>Change</u>
Total Income	7,800.69 (₹ in Lakhs)	7,314.61 (₹ in Lakhs)	6.64 (in %) 
PBT	203.67 (₹ in Lakhs)	552.87 (₹ in Lakhs)	63.16 (in %) 
PAT	141.47 (₹ in Lakhs)	388.27 (₹ in Lakhs)	63.56 (in %) 
EPS	1.00 (in ₹)	2.97 (in ₹)	66.33 (in %) 

Key Ratios

<u>Particulars</u>	<u>Q1 FY 2020</u>	<u>Q1 FY 2019</u>
<u>Current Ratio</u>	<u>1.37 (in times)</u>	<u>1.37 (in times)</u>
<u>Debt-Equity Ratio</u>	<u>0.50 (in times)</u>	<u>0.42 (in times)</u>
<u>Debt Service Coverage Ratio</u>	<u>0.58 (in times)</u>	<u>1.03 (in times)</u>
<u>Total Outstanding Liability to EBITDA</u>	<u>23.11 (in times)</u>	<u>18.93 (in times)</u>
<u>EBDITA Margin</u>	<u>7.70 (in %)</u>	<u>9.83 (in %)</u>

Key Factors

Increased allocation of depreciation on the new CAPEX as well as higher finance costs affected the bottom-line.

Downturn of Global market and increased competition has affected the performance of the Company.

Sales and production have not kept pace with increased capacities thereby increasing the burden on existing operations.





Teething troubles at the new plant are all over.



The restructuring process under way will allow for improvements as we go along.



With all the investments on capacity enhancement and improvements in the existing facilities, your company is all set to utilize the yield in the coming period.



The investment made in strengthening the facilities will also allow us to ramp up capacity quickly to meet the growing demand without significant investments.

Building a growth-oriented entity

- Sustain an unrivalled market leadership
- Strengthen our new product development eco-system
- Growing stronger in our technological partnerships
- Institutionalised quality management with global benchmarked standards
- Stronger customer focus

Driving a change

- We have made significant investments in ramping up of capacities and restructured our existing plant to ensure seamless process in our value-chain manufacturing.
- Our Greenfield project has been benchmarked to global standards which will enable us to cater to a wider 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 investment in human capital, including new management team for different functionalities, leading to improvement in productivity and efficiency.

Thank you



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