



Providing Solutions for Industrial Bulk Packaging



KANPUR PLASTIPACK LTD

Presentation for the Quarter Ended
30th September, 2018

Dated 14th November, 2018

We are a fully integrated Company providing end to end solutions for Industrial Bulk Packaging with in-house test facilities and world class ERP solutions. Founded in 1971 as a manufacturer of Raffia Flat Tapes, KPL has evolved over the years through innovation, quality product and a wide distribution network. Throughout our journey we have expanded our product portfolio to become one of the largest manufacturers of Jumbo bags or Big bags.

We believe in enhancing the value of our company as well as our global portfolio by delivering products that are in line with customers' expectations that help achieve market leadership.

- **ONE STOP SHOP**
for all bulk bag and FIBC requirements
- **FIRST**
company to receive certification to manufacture food grade FIBC
- **878**
Team Size*
- **40**
Countries we export in*
- **APPROVED**
by International Organizations

**as on 31st March, 2018*

▶ QUARTER ON QUARTER ANALYSIS

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Q2 FY 19

8158.21 (in Rs. Lakhs)
Net Sales

668.12 (in Rs. Lakhs)
PBT

523.88 (in Rs. Lakhs)
PAT

905.12 (in Rs. Lakhs)
EBIDTA

6.15 (in %)
Net Profit Margin Ratio

3.51 (in Rs. per share)
EPS Basic

Q1 FY 19

7120.20 (in Rs. Lakhs)
Net Sales

576.72 (in Rs. Lakhs)
PBT

412.12 (in Rs. Lakhs)
PAT

723.68 (in Rs. Lakhs)
EBIDTA

5.47 (in %)
Net Profit Margin Ratio

2.97 (in Rs. per share)
EPS Basic

14.58 (%) ▲
Q2 Q-o-Q change

15.85 (%) ▲
Q2 Q-o-Q change

27.12 (%) ▲
Q2 Q-o-Q change

25.07 (%) ▲
Q2 Q-o-Q change

68 (bps) ▲
Q2 Q-o-Q change

18.18 (%) ▲
Q2 Q-o-Q change

- During the quarter the Company has successfully commissioned its new Green Field project.
- Production on all machines are gradually getting stabilized.
- The weakening of the rupee against the dollar had only a marginal impact in this quarter.
- Petroleum product is one of the most important raw material for the plastic industry. A constant rise in the price of crude oil has led to an increase in the cost of raw material for the plastic industry.

YEAR ON YEAR ANALYSIS

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Q2 FY 19

8158.21 (in Rs. Lakhs)
Net Sales

668.12 (in Rs. Lakhs)
PBT

523.88 (in Rs. Lakhs)
PAT

905.12 (in Rs. Lakhs)
EBIDTA

6.15 (in %)
Net Profit Margin Ratio

3.51 (in Rs. per share)
EPS Basic

Q2 FY 18

6721.00 (in Rs. Lakhs)
Net Sales

491.91 (in Rs. Lakhs)
PBT

338.91 (in Rs. Lakhs)
PAT

645.61 (in Rs. Lakhs)
EBIDTA

4.73 (in %)
Net Profit Margin Ratio

2.42 (in Rs. per share)
EPS Basic

21.38 (%) ▲
Q2 Y-o-Y change

35.82 (%) ▲
Q2 Y-o-Y change

54.58 (%) ▲
Q2 Y-o-Y change

40.20 (%) ▲
Q2 Y-o-Y change

142 (bps) ▲
Q2 Y-o-Y change

45.04 (%) ▲
Q2 Y-o-Y change

H1 FY 19

15278.41 (in Rs. Lakhs)
Net Sales

1244.84 (in Rs. Lakhs)
PBT

936 (in Rs. Lakhs)
PAT

1628.80 (in Rs. Lakhs)
EBIDTA

6.24 (in Rs. per share)
EPS Basic

H1 FY 18

13337.98 (in Rs. Lakhs)
Net Sales

945.68 (in Rs. Lakhs)
PBT

633.68 (in Rs. Lakhs)
PAT

1252.99 (in Rs. Lakhs)
EBIDTA

4.96 (in Rs. per share)
EPS Basic

14.55 (%) ▲
H1 Y-o-Y change

31.63 (%) ▲
H1 Y-o-Y change

47.71 (%) ▲
H1 Y-o-Y change

29.99 (%) ▲
H1 Y-o-Y change

25.81 (%) ▲
H1 Y-o-Y change

KEY RATIOS AT A GLANCE

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Q2 FY 19

Liquidity Ratio

1.26 (in times)

Current Ratio

Solvency Ratios

2.23 (in times)

Debt Service Coverage Ratio

9.91 (in times)

Total Outside Liability to EBIDTA

Profitability Ratio

10.66 (in %)

EBITDA Margin

Q2 FY 18

1.18 (in times)

Current Ratio

1.58 (in times)

Debt Service Coverage Ratio

9.81 (in times)

Total Outside Liability to EBIDTA

9.31 (in %)

EBITDA Margin

6.78 (%)

Q2 Y-o-Y change

41.14 (%)

Q2 Y-o-Y change

1.02 (%)

Q2 Y-o-Y change

14.50 (%)

Q2 Y-o-Y change



Providing Solutions for Industrial Bulk Packaging

- We aim to maintain our profitability and margin levels.
- We aim to expand our capacities with continuous capital expenditure.
- The expansions that will be commissioned by FY20 are expected to help us achieve our profitability targets by FY22.

THANK YOU



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