RUCHIRA PAPERS

COMMITTED TO THE EARTH www.ruchirapapers.com

RPL/CS/BSE/NSE/2019-20/

Date: 12.02.2020

The General Manager,
Department of Corporate Service,
BSE Limited,
P. J. Tower, Dalal Street, Fort,
Mumbai-400 023
Scrip Code: **532785**

National Stock Exchange of India Limited,
Exchange Plaza, Plot No. C/1
G. Block , Bandra Kurla Complex,
Bandra (E),
Mumbai 400051
Trading Symbol: **RUCHIRA EQ**

SUB: SUBMISSION OF INVESTOR PRESENTATION OF THE COMPANY.

Dear Sir/Madam,

Please find attached copy of the Investor Presentation of Ruchira Papers Limited.

This is for your information, records and action please.

Thanking You,
For Ruchira Papers Limited

RUCHIRA PAPERS LTD. ★ KALA AMB ★

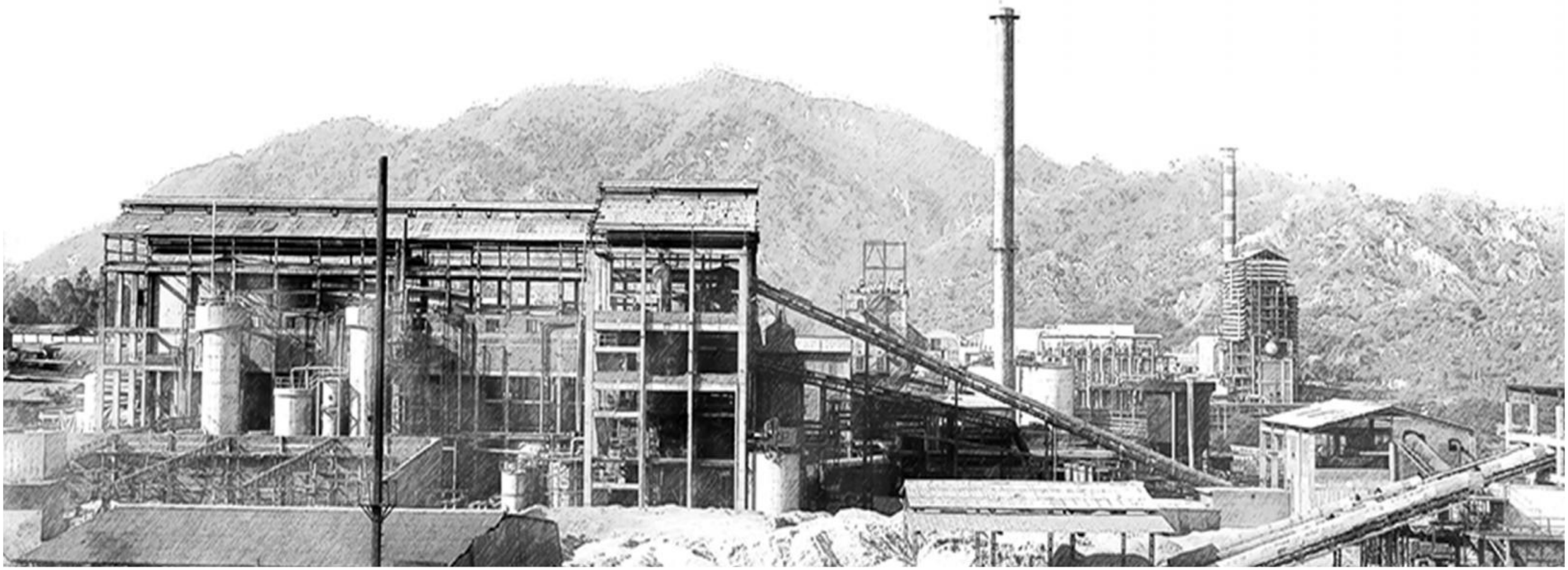
Vishav Sethi
Company Secretary
FCS-9300

Encl: As above

RUCHIRA PAPERS LIMITED

Presentation of the financial results

for Q3/9M of FY 20

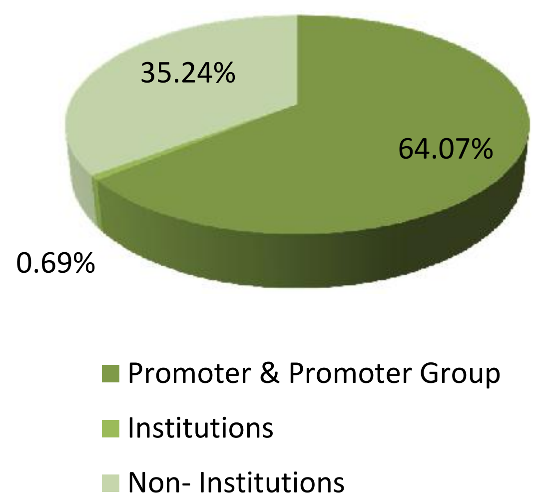


An Introduction

- Incorporated in 1980. We take great pride in creating a quality range of 'Tree-Free' papers for writing, high-volume print and packaging.
- Facilities located in Himachal Pradesh for manufacturing of Kraft Paper and Writing and Printing Paper
- Pan India presence through strong network of distributors and dealers
- WPP contributed 61%, while Kraft paper contributed 39% to revenues in 2018-19
- A low debt company with Debt to Equity ratio at 0.11x
- Total Income growing at CAGR of 5.34% and Profits growing at CAGR of 25.69% over previous 5 years.

Key Statistics	As on 10th Feb, 2020
CMP (Rs.)	66.20
Market Cap (Rs. In crore)	160.55
No. of outstanding shares (Crore)	2.42
Face Value	10.00
BSE Code	532785
NSE Code	RUCHIRA

Shareholding Dec - 2019 (%)



Management Team

Mr. Subhash Chander Garg (Chairman & Whole Time Director)	Subhash Chander Garg, aged 77 years, is Law graduate and has expertise in field of taxation and marketing. He is one of the Promoters of Ruchira Papers Limited and has been looking after the affairs of the company as a Whole Time Director. He has been looking after the Taxation, Marketing and Sales functions of Ruchira Papers Limited since its inception and has acquired rich marketing experience.
Mr. Jatinder Singh (Co-Chairman & Whole Time Director)	Jatinder Singh, aged 65 years, is an Engineering Graduate from Punjab University. He is one of the Promoters of Ruchira Papers Limited and has been looking after the affairs of the company as a Whole Time Director. Over the years, he has acquired deep insight into the working of Paper Industry. He has been looking after the Finance, Administration and Raw Material Procurement of the company.
Mr. Umesh Chander Garg (Managing Director)	Umesh Chander Garg, aged 70 years is a Graduate and has been associated with Ruchira Papers Limited right from the conceptual stage. He is controlling day-to-day affairs of the Company as the Managing Director. He has been the key man in the selection of various machineries and all expansion projects were executed under his guidance. He has been looking after the Production, Maintenance and Technical aspects of the company.
Mr. Vipin Gupta (CFO & Whole Time Director)	Mr. Vipin Gupta, aged 50 Years is working as professional Whole Time Director with the Company. He is heading the Finance and Accounts of the Company. He is associated with the Company for the past 26 Years. He is a Post Graduate in Commerce.

Competitive Advantage

Diversified Product Portfolio	Dedicated Workforce	Strong relations with Customers and suppliers	Strategic Location & PAN India Presence	Robust Balance sheet
Ruchira Papers has diversified into better product mix across Kraft Paper and Writing & Printing Paper	The Company has a highly dedicated , skilled and efficient employee base.	Understanding customer needs, emerging trends and accordingly providing products to customers is the prime responsibility	Plant is located in Himachal Pradesh and well connected to state and national highways	Ruchira's debt to equity ratio is the modest in the industry
Diversification helps de-risking of business in the event of any volatility in demand and prices	Ruchira Papers provides extensive training to its employees on skill building	Strong relations with suppliers keeps the flow of operations smooth	The Company has a PAN India distribution network to market its products	Ruchira is comfortably placed in terms of short term liquidity

Awards & Recognitions

Udyog Ratna Award by Himachal Pradesh in 2005

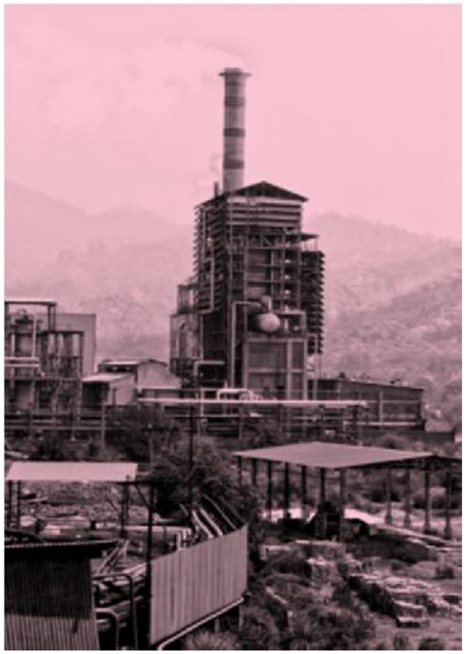
FSC Certificate (Forest Stewardship Council) from Rain Forest Alliance, New York, USA

ISO 9001 : 2015

Appreciation Award from Himachal Pradesh Corrugated Box Manufactures Association in the year 2009

Certificate of Excellence from INC 500 in 2013

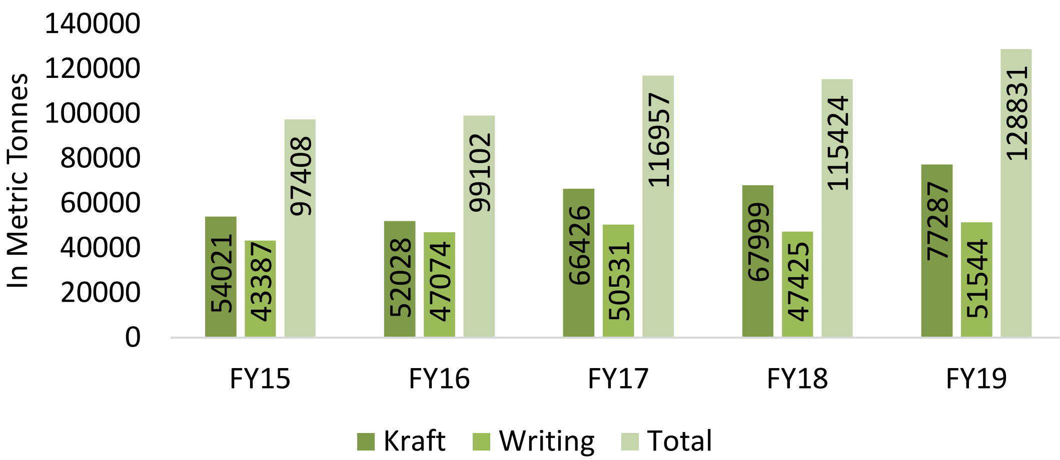
Plant Location & Capabilities





- Plant is located at Kala Amb, in District **Sirmaur of Himachal Pradesh** and well connected to state and national highways
- For Writing & Printing Paper unit the Company has set up **8.1 MW** Power Co-generation plant for captive purpose to get uninterrupted power supply for its operations.
- The Company has set up **'Chemical Recovery Plant'** for processing of black liquor generated during the process.
- The Company's water requirement is sourced from ground water through tube-wells.
- Raw materials for writing and printing paper comprises agriculture residue i.e. wheat straw, baggase and sarkanda, imported softwood pulp and other fillers.
- Raw materials for kraft paper comprise waste paper (Indian and Imported) and agriculture residue like bagasse, wheat straw and sarkanda.

Our Products



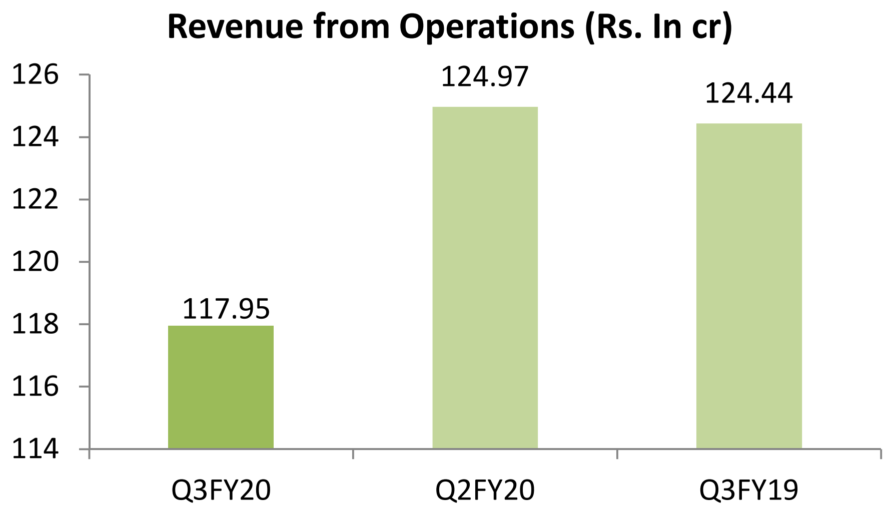
Kraft Paper

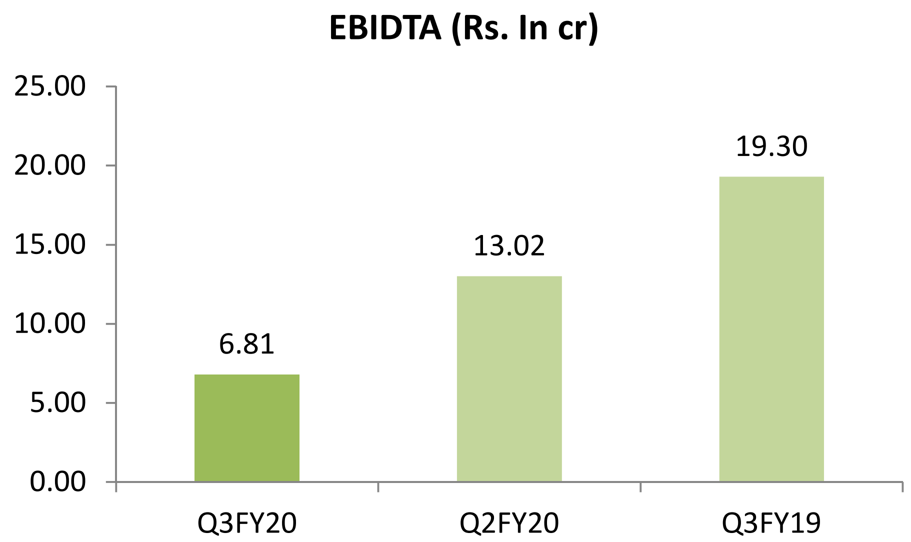
- Manufactured by using waste paper and agriculture residues, such as Bagasse, wheat straw, sarkanda. The Company also uses some quantity of Imported Waste paper to produce value added products.
- Used in the packaging industry especially in making corrugated boxes/ cartons and other packaging requirements
- Special features of the Company's Kraft Paper are the load bearing capacity and tensile strength, which make it suitable for corrugated packing applications.
- Contributed 39% to the revenue in FY2019
- Kraft paper brands include **'Multani',** '**Maati**', **'Khadi'.**
- Also manufactures special tube grade paper known as **DTY** and **POY.**

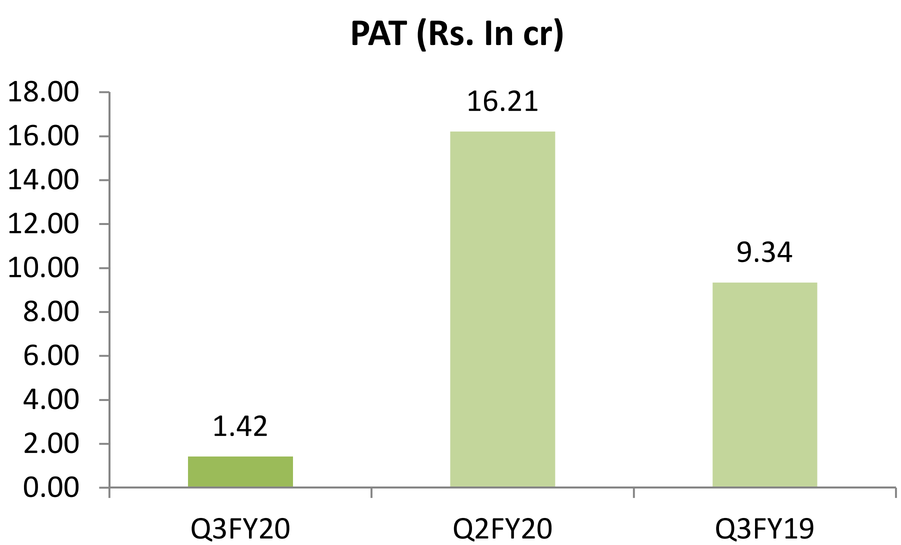
Writing & Printing Paper

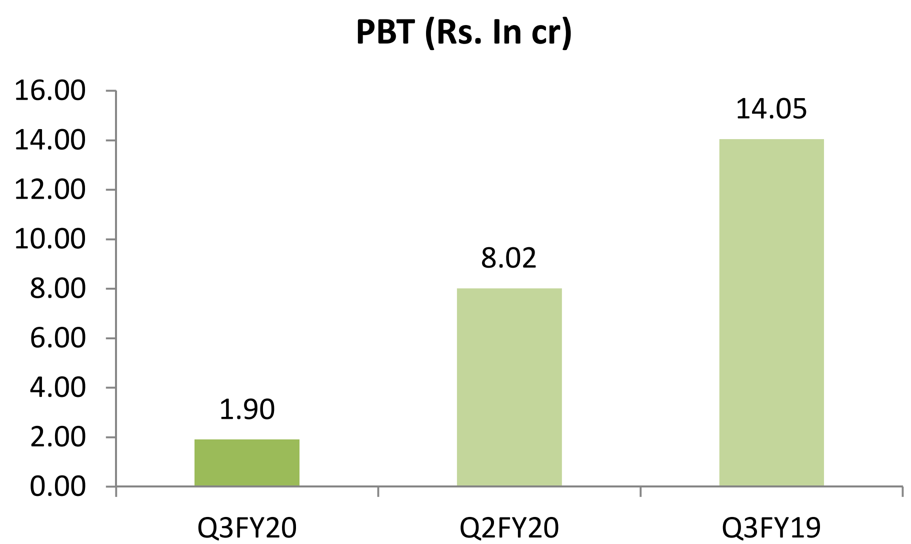
- Manufactured by using agricultural residues, such as wheat straw, Baggase, sarkanda, Softwood Pulp and other materials
- Writing and Printing paper is used in the fabrication of note books and writing & publishing material; coloured paper is used in the fabrication of spiral notebooks, wedding cards, shade cards, children's colouring books, coloured copier paper and bill books
- Contributed 61% of total revenues generated in FY2019
- Writing and Printing paper brands are '**Tarang**'. '**Safeda**', '**Kora**', '**Savera**', '**Karigar**', '**Gehua**', '**Mela**', '**Pahari**

Quarterly Highlights









Q3 & 9months FY20 Performance Highlights

Q3FY20 Performance Overview:

- Revenue from operations stood at Rs. 117.95 cr.
- EBIDTA at Rs. 6.81 cr; EBIDTA margins stood at 5.78 %
- PAT at Rs 1.42 cr; PAT margins stood at 1.20 %
- EPS stood at Rs. 0.58 per share

9months FY20 Performance Overview:

- Revenue from operations stood at Rs. 373.56 cr.
- EBIDTA at Rs. 38.69cr; EBIDTA margins stood at 10.36%
- PAT at Rs 26.75 cr; PAT margins stood at 7.16%
- EPS stood at Rs. 11.03 per share

Production highlights:

WPP: Production during Q3FY20 was 13299 MT & 9mFY20 was 39794 MT.

Kraft Paper: Production during Q3FY20 was 20379 MT & 9mFY20 was 63290MT.

Net Sales Realization:

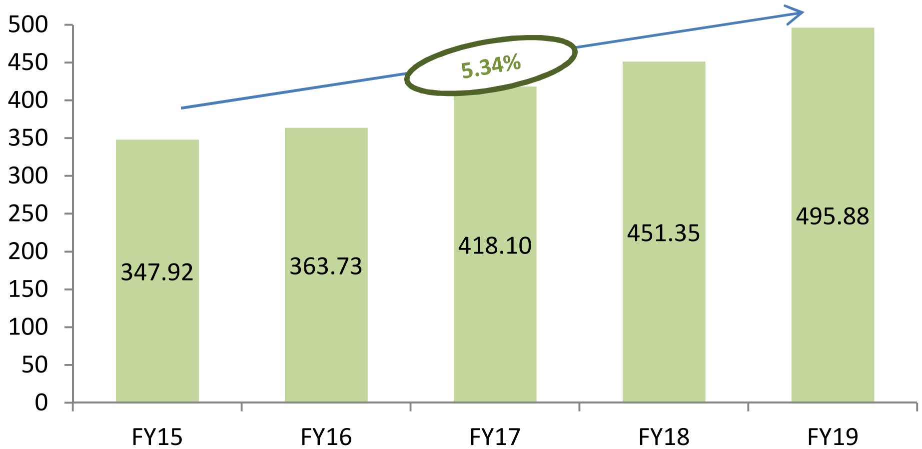
WPP: NSR for Q3FY20 was Rs. 51,178/- PMT & for 9mFY20 was Rs. 54,716/-

Kraft Paper: NSR for Q3FY20 was Rs. 22,571/- PMT & for 9mFY20 was Rs 23,788/- PMT.

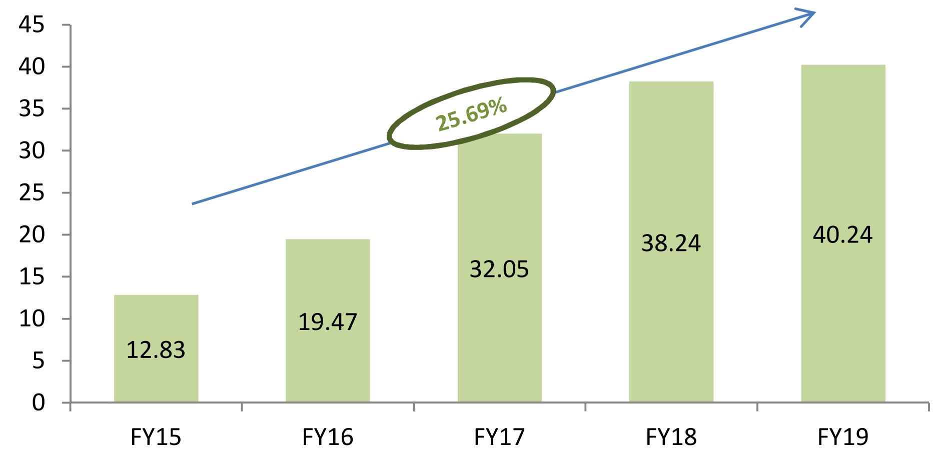
Commenting on the financial performance of the company **Mr. Jatinder Singh, Co-Chairman & Whole Time Director, Ruchira Papers Limited, said,** " During the quarter under review, we have been able to utilize our production capabilities at optimum level. Sharp decline in NSR affected the topline and bottom line of Company adversely. "

Financial Performance

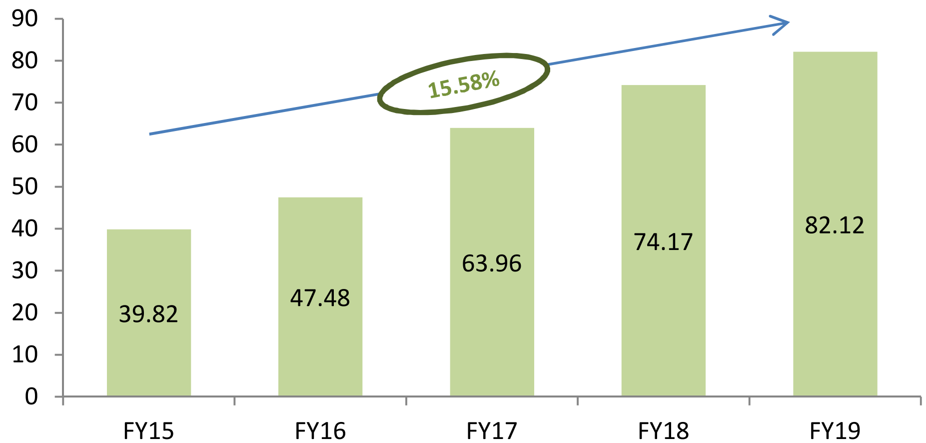
Total Income (Rs. In cr)



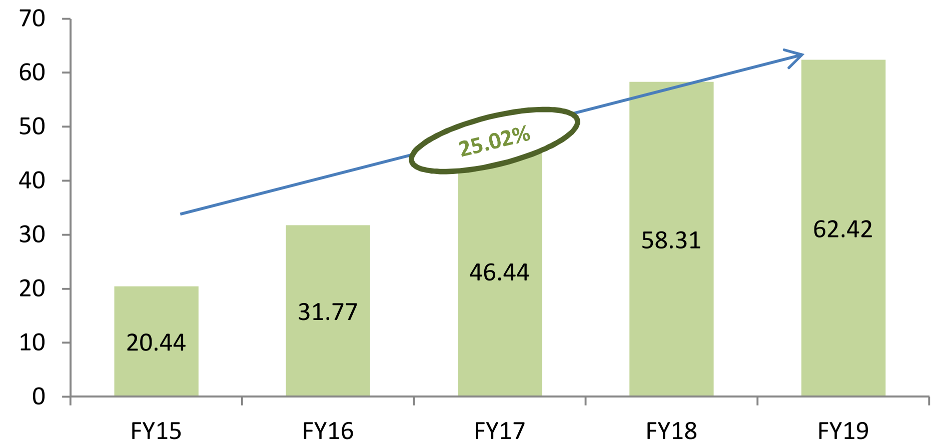
PAT (Rs. In cr)



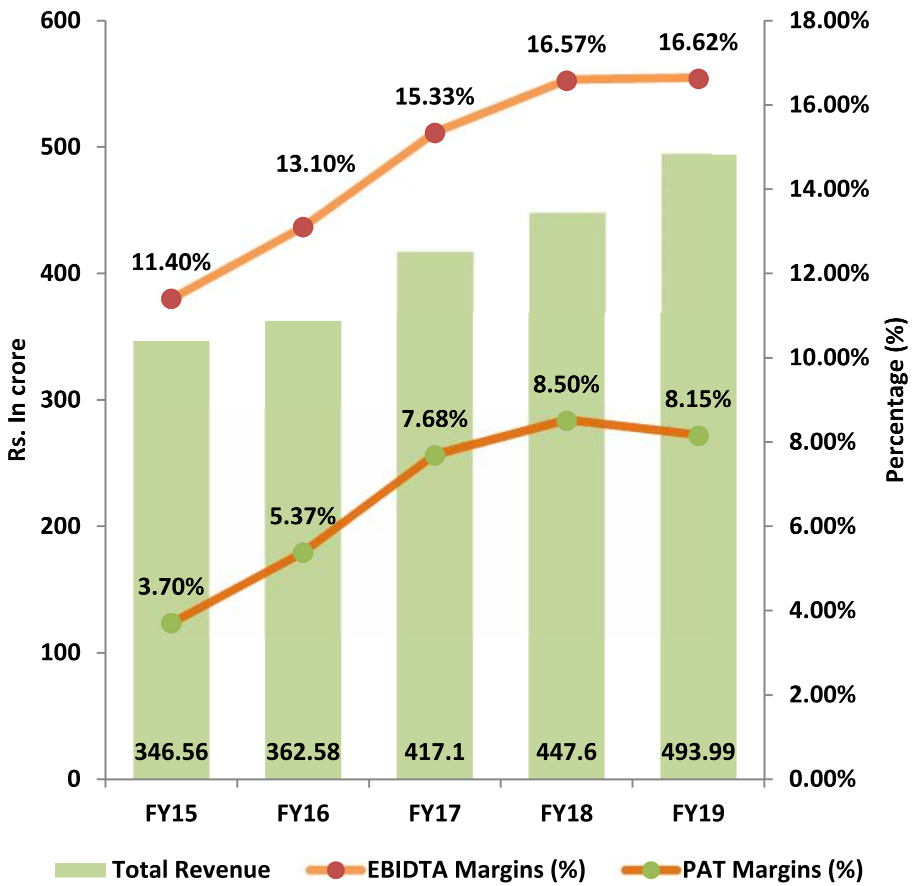
EBIDTA (Rs. In cr)

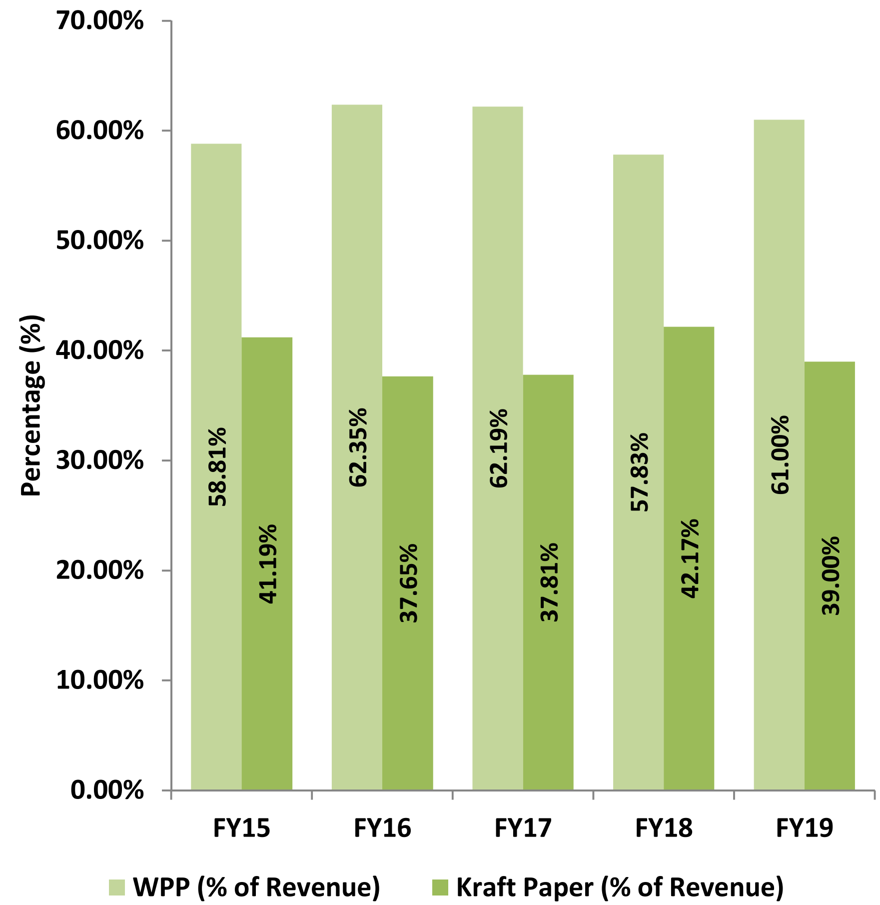


PBT (Rs. In cr)

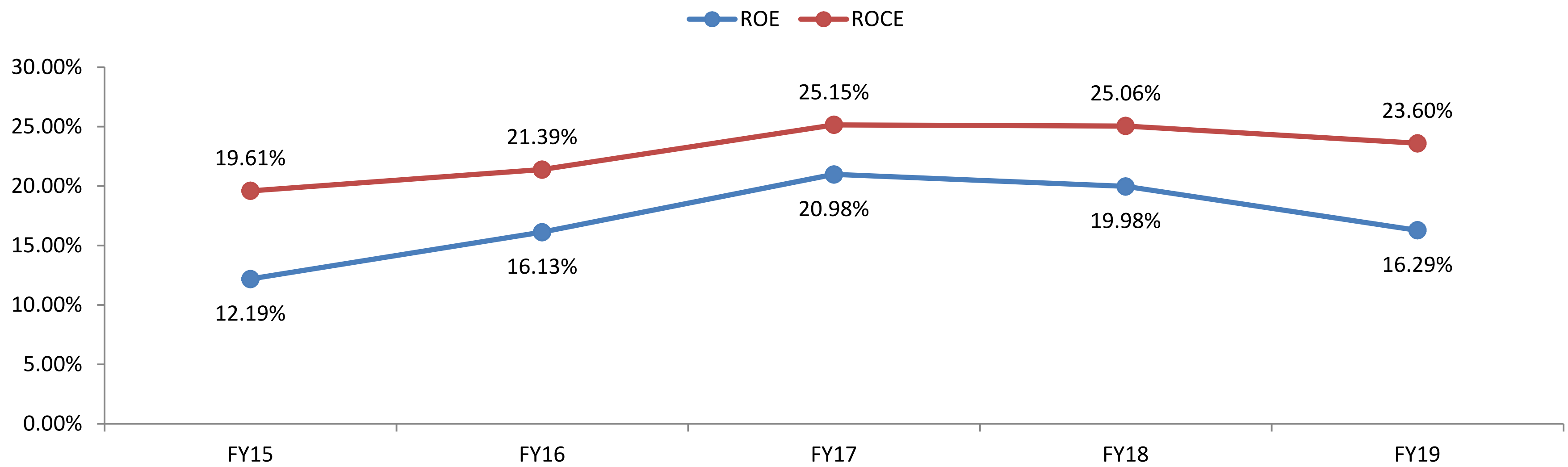


Revenue Break-up & Margins

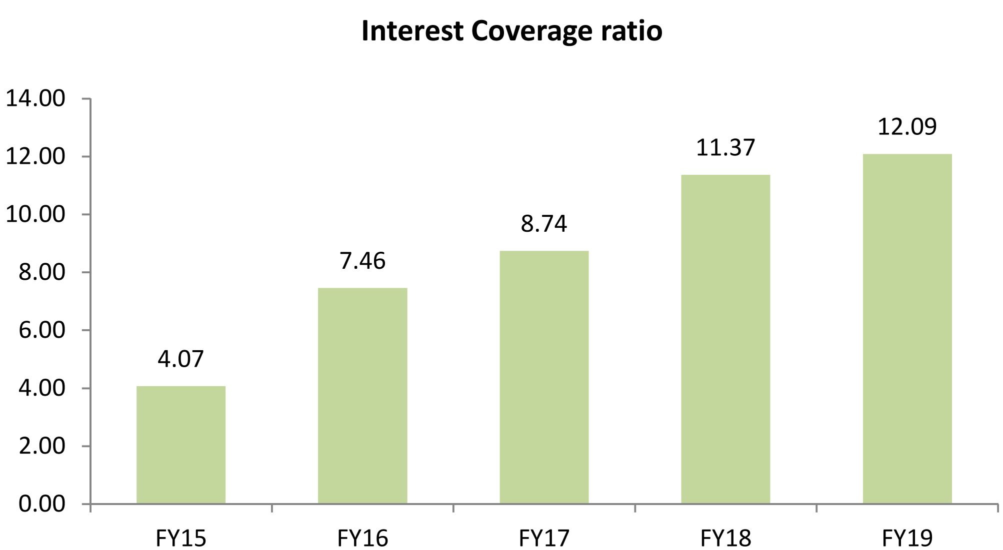




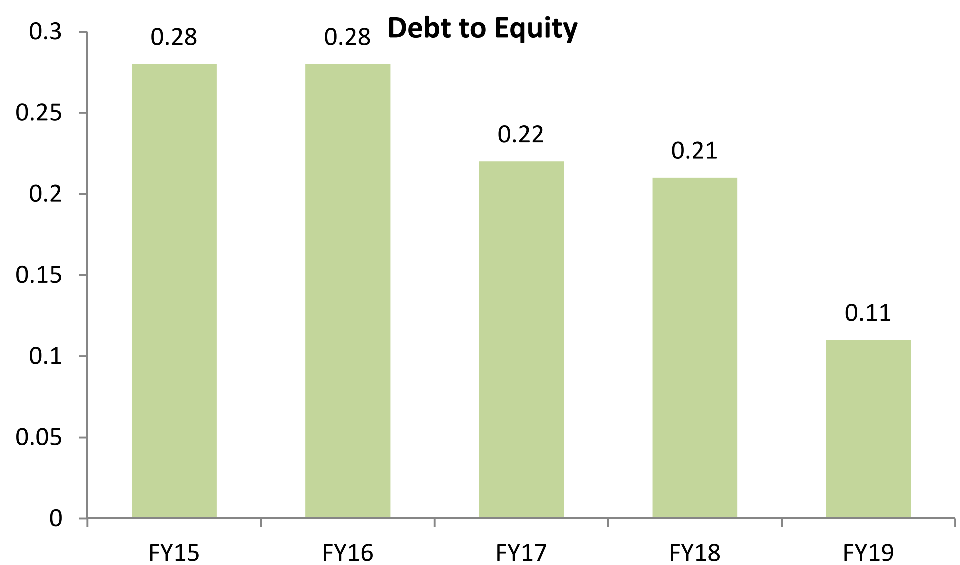
Key Ratios



ROE
ROCE
30.00%
25.00%
20.00%
15.00%
10.00%
5.00%
0.00%
19.61%
21.39%
25.15%
25.06%
23.60%
12.19%
16.13%
20.98%
19.98%
16.29%
FY15
FY16
FY17
FY18
FY19

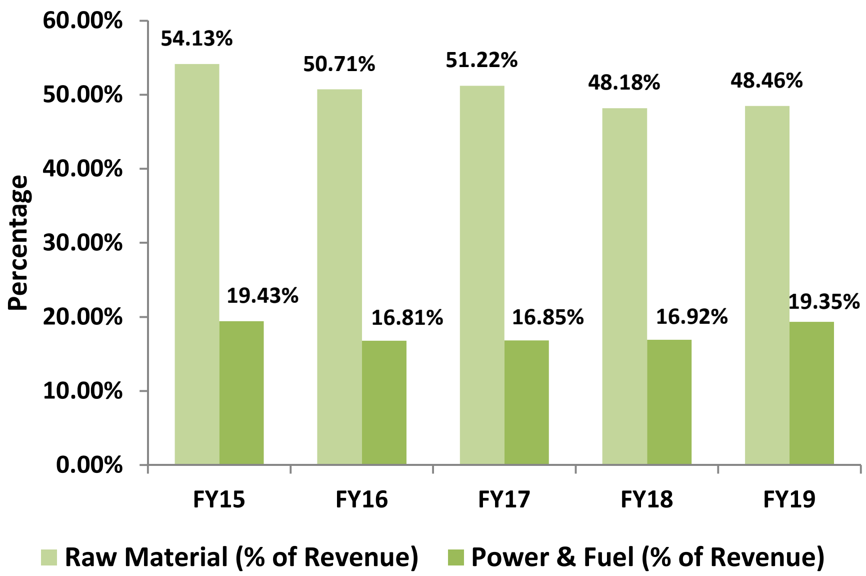


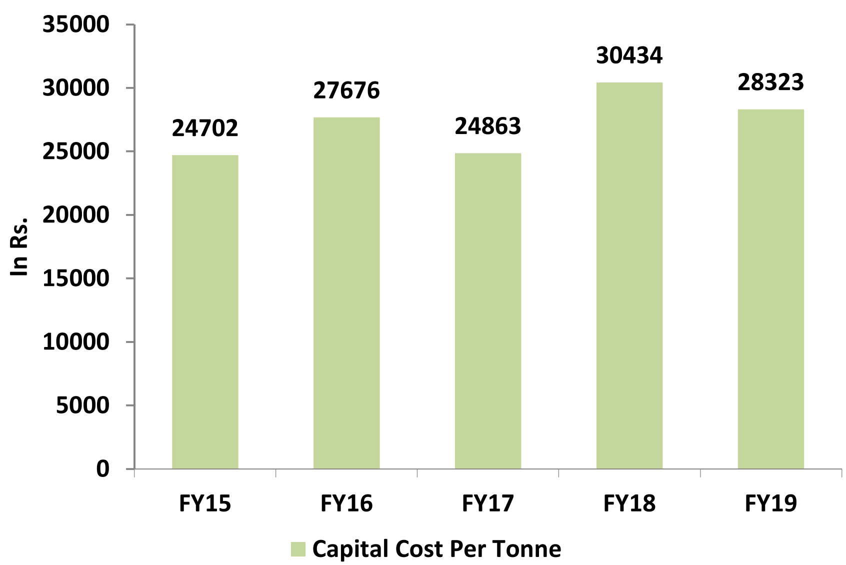
Interest Coverage ratio
14.00
12.00
10.00
8.00
6.00
4.00
2.00
0.00
4.07
7.46
8.74
11.37
12.09
FY15
FY16
FY17
FY18
FY19

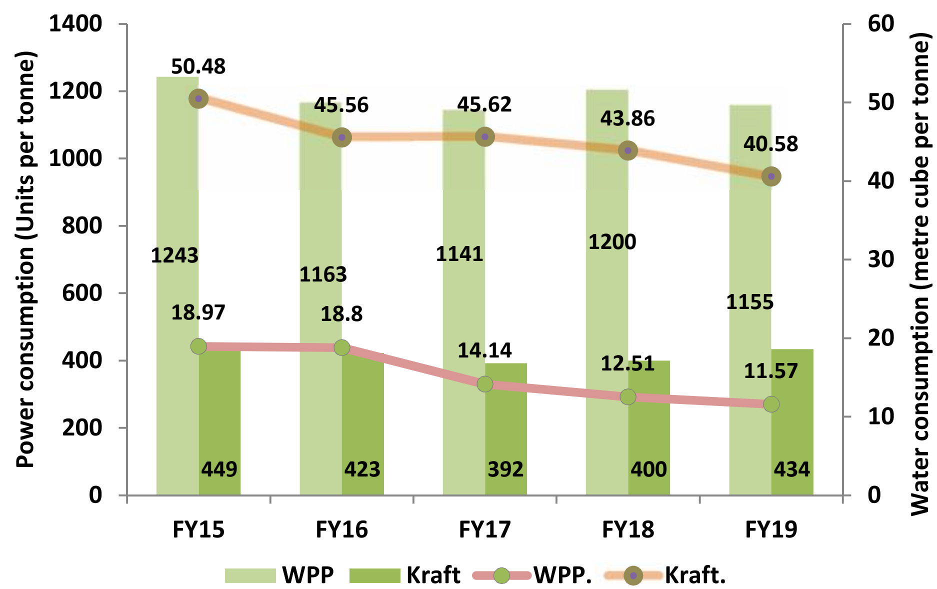


Debt to Equity
0.3
0.25
0.2
0.15
0.1
0.05
0
0.28
0.28
0.22
0.21
0.11
FY15
FY16
FY17
FY18
FY19

Production Highlights







Disclaimer

This presentation and the following discussion may contain "forward looking statements" by Ruchira Papers Limited ("Ruchira" or "RPL" or the "Company") that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of RPL about the business, industry and markets in which RPL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond RPL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of RPL. In particular, such statements should not be regarded as a projection of future performance of RPL. It should be noted that the actual performance or achievements of RPL may vary significantly from such statements.

Thank You

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