

# Kanpur Plastipack Limited

Presentation for the  
Quarter Ended 31<sup>st</sup> December, 2019

Dated 3<sup>rd</sup> February, 2020

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Providing Solutions for Industrial Bulk Packaging

# KPL at a Glance

Kanpur Plastipack Limited is one of the world's leading manufacturers of FIBCs and bulk bags offering diverse range of products to its customers globally.



We provide fully integrated industrial bulk packing solutions ranging from Flexible Intermediate Bulk Container (FIBC), Woven Sacks and Polypropylene (PP) high tenacity Multifilament Yarn(MFY). Our highly trained team with over four decades of industry experience enables us to emerge as a brand with low manufacturing cost, quality product offerings and a wide distribution network across the globe.

# Growth-Drivers



Economies  
of scale



Premium  
quality  
products



Global  
presence



Experienced  
management  
and leadership  
team



Fully  
integrated  
facility



Diverse  
product  
portfolio



State-of-the-art  
manufacturing  
facilities



Trusted  
brand



Consistent  
value-  
creation



Social  
consciousness

# Building Momentum

strengthened  
manufacturing  
capacity with new  
plant

Faster turnaround  
with multiple  
product portfolio

Delivering  
quality products  
conforming to  
international  
standards

Comfortable  
debt-equity ratio

Stronger market  
focus with a wide  
footprint

Investing in human  
capital

# Quarter on Quarter Analysis

<u>Particulars</u>	<u>Q3 FY 2020</u>	<u>Q2 FY 2020</u>	<u>Growth</u>
Total Income	7896.19 (₹ in Lakhs)	8,025.90 (₹ in Lakhs)	(1.62) (in %)
PBT	194.02 (₹ in Lakhs)	230.24 (₹ in Lakhs)	(15.73) (in %)
PAT	142.05 (₹ in Lakhs)	161.64 (₹ in Lakhs)	(12.12) (in %)
EBITDA Margin	7.43 (in %)	7.70 (in %)	(27) bps
EPS (in ₹)	0.99 (in ₹)	1.12 (in ₹)	(11.61) (in %)

# Year on Year Analysis

<u>Particulars</u>	<u>Q3 FY 2020</u>	<u>Q3 FY 2019</u>	<u>Growth</u>
Total Income	7896.19 (₹ in Lakhs)	9390.92 (₹ in Lakhs)	(15.92) (in %)
PBT	194.02 (₹ in Lakhs)	619.24 (₹ in Lakhs)	(68.67) (in %)
PAT	142.05 (₹ in Lakhs)	462.80 (₹ in Lakhs)	(69.31) (in %)
EPS (₹ per share)	0.99 (in ₹)	3.25 (in ₹)	(69.54) (in %)

# Key Ratios

<u>Particulars</u>	<u>Q3 FY 2020</u>	<u>Q3 FY 2019</u>
Current Ratio	1.35 (in times)	1.24 (in times)
Debt-Equity Ratio	0.50 (in times)	0.48 (in times)
Debt Service Coverage Ratio	1.27 (in times)	2.63 (in times)
Total Outstanding Liability to EBITDA	7.88 (in times)	6.57 (in times)
EBITDA Margin	7.43 (in %)	10.68 (in %)

# Key Highlights



The Company's performance has been impacted by a slowdown in the Indian as well as global economy, clubbed with increasing competition impacting the margins.

We continue to invest in societal benefit through conventional CSR spend and usage of eco-friendly materials.

In line with consumer demand and expectations, the Company had expanded its capacities and upgraded its facilities to strengthen the integration process.

Constantly strengthening our position in existing markets and venturing into new territories.

Innovating and improvising our product offerings to meet the changing needs of customers.

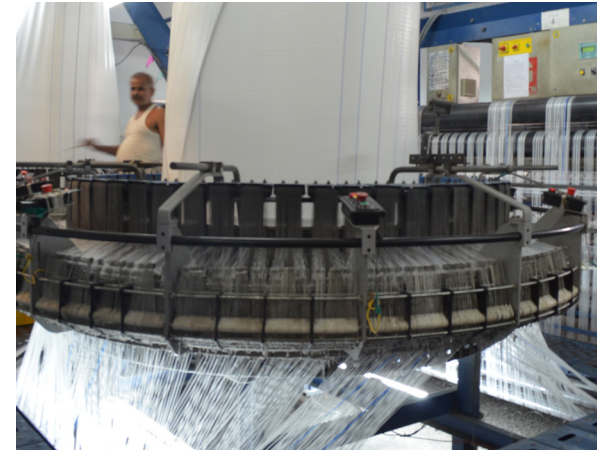
Continuous investment in human capital, including new management team for different functionalities, leading to improvement in productivity, operation and efficiency.

We are amongst very few companies globally to be certified food grade by BRC. With our new plant, we will be able to manufacture packaging material for the food industry as well.



# Going Forward

The Govt. has stopped accepting applications against the claim of incentive under Merchandise Exports from India Scheme (MEIS) on FIBCs without any notification or public notice in this regard w.e.f. 1st August, 2019 which has affected the bottom line of the Company. Various representations have been forwarded through Export Promotion Council and Associations to restore the same.



Sustaining our future position through strong brand reputation, quality offerings and a diverse product portfolio.

Productions and Sales in quantity terms have been improved, however, pricing pressure continues to put pressure on margins.

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

# Thank you



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D 19-20, Panki Industrial Area, Kanpur 208 022

Tel: +91 512 2691113 - 116

Fax: + 91 512 2691117

Email: [secretary@kanplas.com](mailto:secretary@kanplas.com)

CIN: L25209UP1971PLC003444

[www.kanplas.com](http://www.kanplas.com)