



Providing Solutions for Industrial Bulk Packaging



KANPUR PLASTIPACK LTD

Presentation for the Quarter Ended
30th June, 2018

Dated 13th August, 2018

We are among the world's leading manufacturer of FIBCs*, bulk bags and Multi Filament Yarn (MFY), serving clients across 40 countries and in India as well.

**Flexible Intermediate Bulk Container (FIBC)*

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.

▶ KEY DEVELOPMENTS DURING THE QUARTER

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- Construction of the new factory moved at a faster pace.
- Higher Sales Turnover.
- Sustained profitability levels and margins in a challenging macro-economic environment



By registering growth in financial performance



By continuing the path of operational excellence



By improving our realization



By enhancing customer satisfaction



By sustaining our market share



By increasing our team size



By increasing our share capital



By giving back to the society

▶ QUARTERLY PERFORMANCE

6

Q1 FY 19

72.70 (in Rs. Crore)

Net Sales

5.77 (in Rs. Crore)

PBT

4.12 (in Rs. Crore)

PAT

8.31 (in Rs. Crore)

EBIDTA

Q1 FY 18

66.75 (in Rs. Crore)

Net Sales

4.13 (in Rs. Crore)

PBT

2.60 (in Rs. Crore)

PAT

7.09 (in Rs. Crore)

EBIDTA

8.91 (%) ▲

Q1 Y-o-Y change

39.70 (%) ▲

Q1 Y-o-Y change

58.46 (%) ▲

Q1 Y-o-Y change

17.21 (%) ▲

Q1 Y-o-Y change

KEY RATIOS AT A GLANCE

7

Q1 FY 19

Profitability Ratios

5.67 (in %)

Net Profit Margin Ratio

7.93 (in %)

PBT Margin

9.95 (in %)

EBIDTA Margin

Valuation Ratio

2.97 (in Rs. per share)

EPS Basic

Q1 FY 18

3.89 (in %)

Net Profit Margin Ratio

6.19 (in %)

PBT Margin

8.47 (in %)

EBIDTA Margin

1.82 (in Rs. per share)

EPS Basic

178 (bps) ▲

Q1 Y-o-Y change

174 (bps) ▲

Q1 Y-o-Y change

148 (bps) ▲

Q1 Y-o-Y change

63.19 (in %) ▲

Q1 Y-o-Y change

KEY RATIOS AT A GLANCE

8

Q1 FY 19

Liquidity Ratio

1.37 (in times)

Current Ratio

Q1 FY 18

1.29 (in times)

Current Ratio

6.20 (%) ▲

Q1 Y-o-Y change

Solvency Ratios

1.06 (in times)

Debt Service Coverage
Ratio

0.74 (in times)

Debt Service Coverage
Ratio

43.24 (%) ▲

Q1 Y-o-Y change

18.30 (in times)

Total Outside Liability
to EBIDTA

19.59 (in times)

Total Outside Liability
to EBIDTA

6.58 (%) ▼

Q1 Y-o-Y change

- We plan to fully implement phase-I of the Greenfield project in the FY19.
- We aim to stabilize operations and consolidate production activity.
- We aim to continue building our market portfolio and work towards customer satisfaction.

THANK YOU



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