

06<sup>th</sup> February, 2025

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400 001

**National Stock Exchange of India Limited**

Exchange Plaza, Plot No. C/1,  
G Block, Bandra – Kurla Complex,  
Bandra (East), Mumbai 400 051

Scrip Code: **507779**

Trading Symbol: **KANPRPLA**

**Sub:- Investor Presentation on Financial Results for the Quarter Ended December 31, 2024**

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for the Quarter / period ended December 31, 2024

The aforesaid Investor Presentation shall also be available on the website of the Company at [www.kanplas.com](http://www.kanplas.com)

Please take this on record and oblige.

Thanking You.

Yours Faithfully,  
For **Kanpur Plastipack Limited**

**(Ankur Srivastava)**  
**Company Secretary**

**Encl: A/a**

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Manufacturers & Exporters:

Flexible Intermediate Bulk Container (FIBC) | PP Multifilament Yarn | UV Master Batches | Fabrics | CPP Films  
CIN: L25209UP1971PLC003444



# Kanpur Plastipack Limited

## Investor Presentation

Q3 & 9M FY 2024-25





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## Disclaimer

This presentation is prepared by Kanpur Plastipack Limited (the "Company") for general information purposes only, without regard to specific objectives, suitability, financial situations and needs of any particular person and does not constitute any recommendation or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution or offer form the basis of, or be relied on in connection with, any contract or commitment therefor. This presentation does not solicit any action based on the material contained herein. Nothing in this presentation is intended by the Company to be construed as investment, legal, accounting or tax advice.

This presentation may contain certain forward-looking statements relating to the business, financial performance, strategy and results of the Company and/or the industry in which it operates. These forward-looking statements are based on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as "believe," "plan," "anticipate," "continue," "estimate," "expect," "may," "will" or other similar words.

A forward-looking statement may include a statement of the assumptions or basis underlying the forward-looking statement. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects. However, we caution you that forward-looking statements and assumed facts or bases may vary from actual results, and the differences between the results implied by the forward-looking statements and assumed facts or basis and actual results can be material, depending on the circumstances.

# Company Overview

## Who We Are

Kanpur Plastipack Limited (KPL) is well known for its expertise in designing top-tier bulk packaging solutions that are tailored to the specific demands of its global clientele. The Company consistently monitors customer demand to ensure the timely delivery of quality products.

## Corporate Ethos



### Vision

Our vision is to enhance the lives of business communities through technologically advanced packaging solutions and a value-driven partnership.



### Mission

Our mission is to inspire, innovate and bring forth a tangible change in market leadership through customer satisfaction and global partnerships.



### Values

- Deliver what is Promised
- Embrace Challenges
- Process Oriented
- Agility
- Committed

**50+**

Years of experience

**60+**

Countries

**30+**

Years of export experience

**250+ Cr.**

Market Cap

**4**

Manufacturing units



# KPL At a Glance

- Established in 1971, KPL is a fully integrated end-to-end industrial bulk packaging solution provider.
- Legacy of three generations in the business.
- Diversified product offering including Flexible Intermediate Bulk Containers (FIBCs), PP Fabrics, Woven sacks to Polypropylene (PP) High Tenacity Multifilament Yarn (MFY), UV Master Batch and Cast Polypropylene Film (CPP).
- One of the world's leading manufacturers and exporters of FIBCs, bulk bags and MFY delivering a diverse range of superior quality products to its global customer.
- World-class facilities, proven expertise and deep technical knowledge enable the Company's manufacturing processes to match international standards, reaffirming its commitment to excellence.
- The oldest company surviving in the Raffia Industry.





# Product Portfolio

Kanpur Plastipack Limited is a distinguished name in the Industrial Bulk Packaging sector. Renowned for its high quality Flexible Intermediate Bulk Containers (FIBCs), PP Multifilament Yarn (MFY), PP Woven Fabrics, UV Masterbatches, Kanpur Plastipack is steadily expanding its product portfolio. Its recent addition, Cast Polypropylene (CPP) Films, is further expected to meet consumer needs.

## FIBCs/ Jumbo bags



Type A



Type B



Type C



UN-certified FIBC



Food-grade Bag



rPP FIBC

## Webbing



MFY webbing



PP Fabrilated webbing



PP monofilament webbing



Multifilament webbings

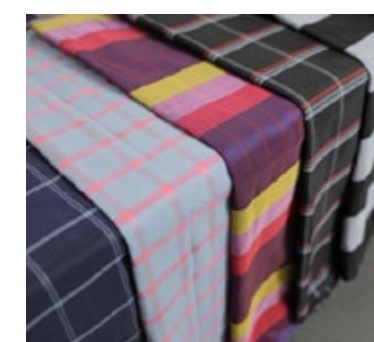
## UV masterbatch



## Yarns



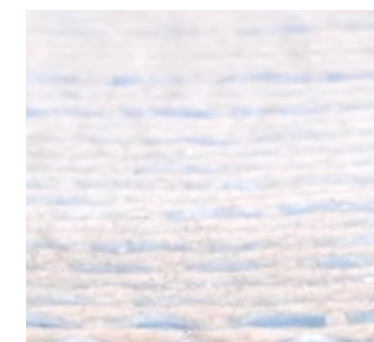
PP multifilament yarn



Crimp yarn



Taslan Yarn



Monofilament yarn

## Body bags



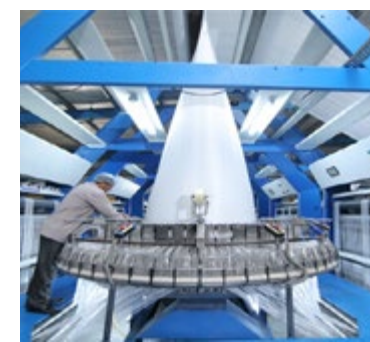
## Fabrics



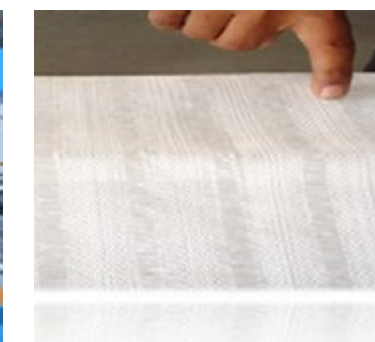
PP woven fabric



Sulzer fabric



Circular fabric



Ventilated fabric

## PP woven sacks



## CPP



Enhanced CPP



Polypropylene filler cord

## Net- Baffle

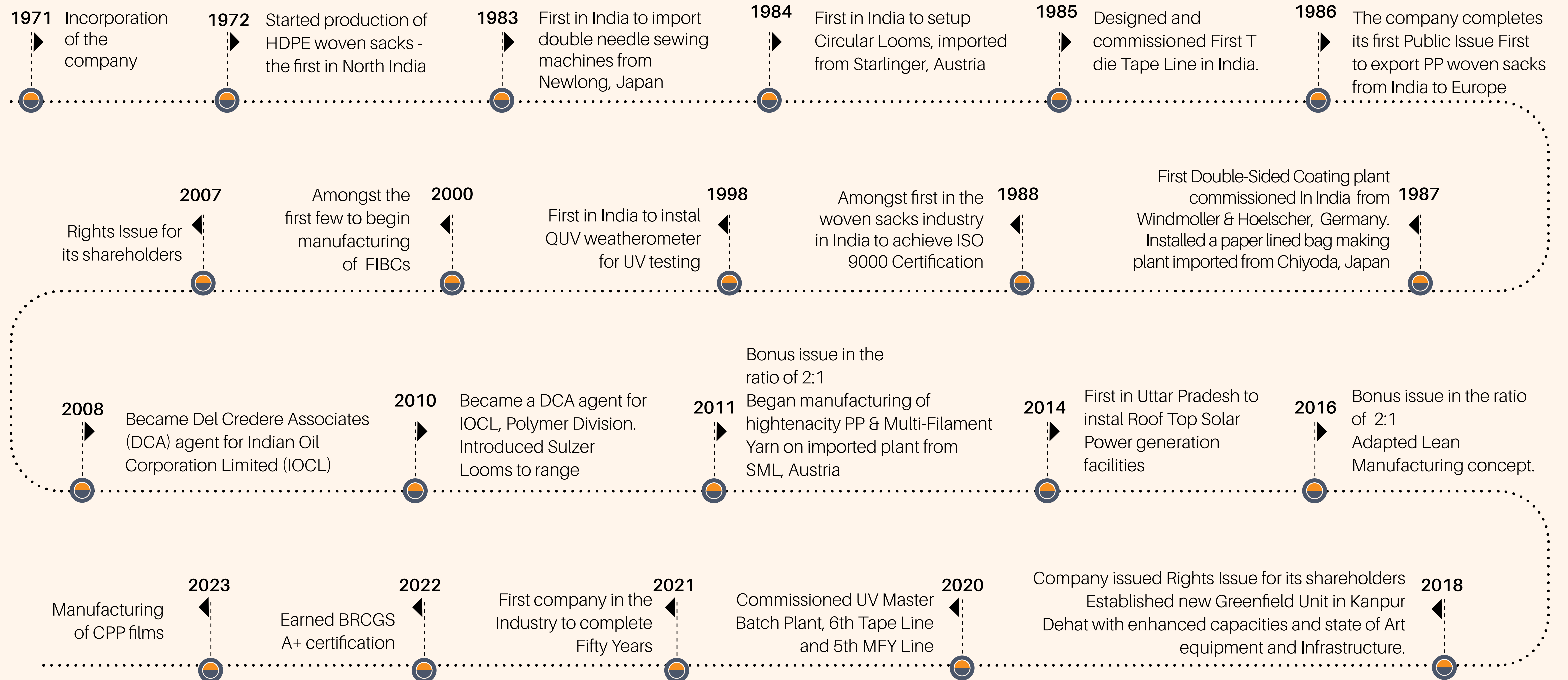


## Liners

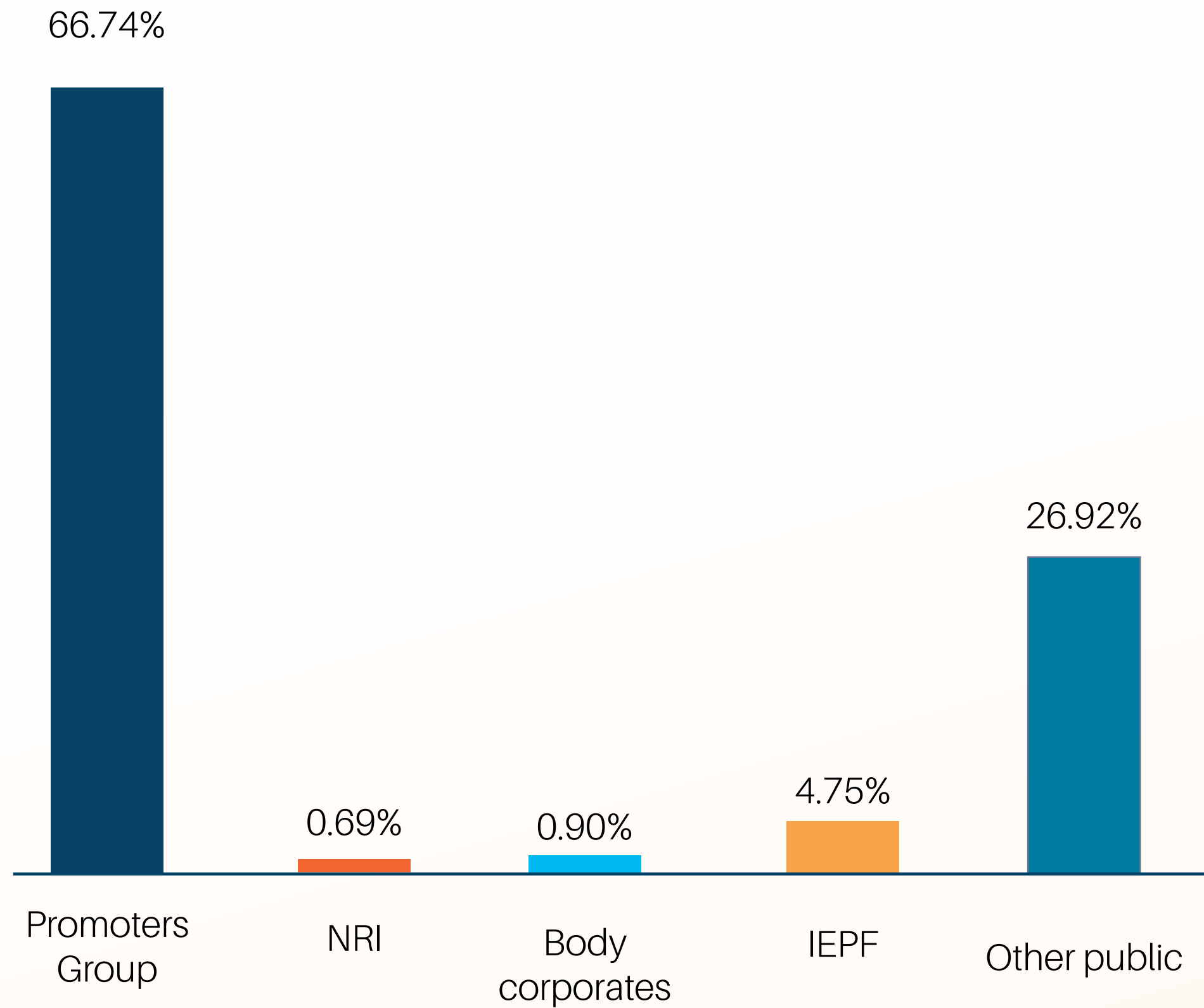




# History and Heritage



# Shareholding pattern



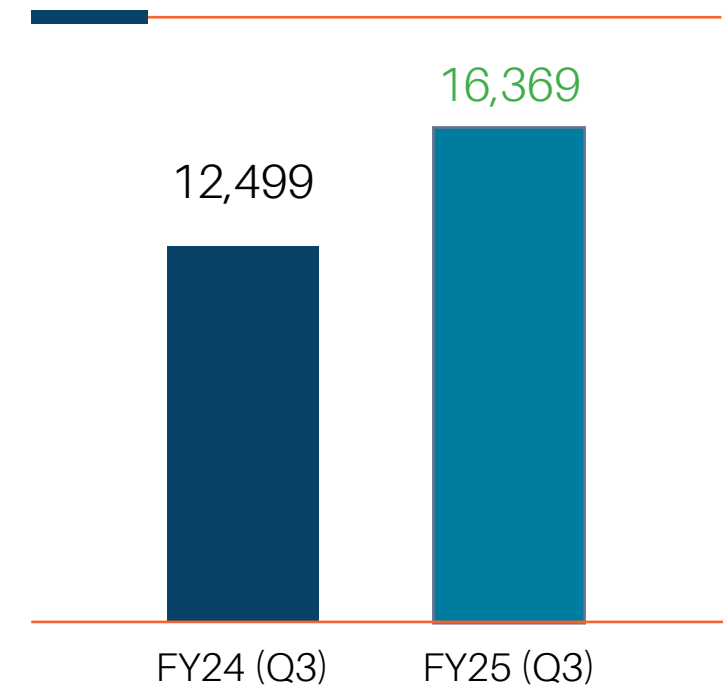
- Body corporates
- Promoters Group
- IEPF
- NRI
- Other public

✦ The Company had issued 17,60,000 warrants to promoters and non-promoters on 17.10.2024, at an issue price of ₹116.50 per warrant amounting to ₹20.50 crore. Upto 31<sup>st</sup> December, 2024 the Company has realised ₹14.38 crore from the above issue and converted 10,08,000 warrants into equity shares.

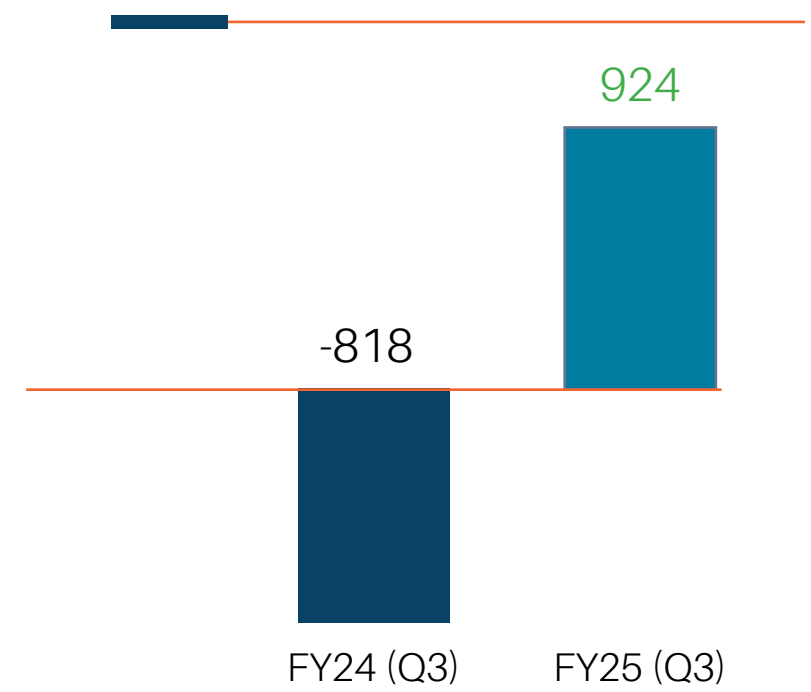


# Quarterly performance highlight (Y-o-Y)

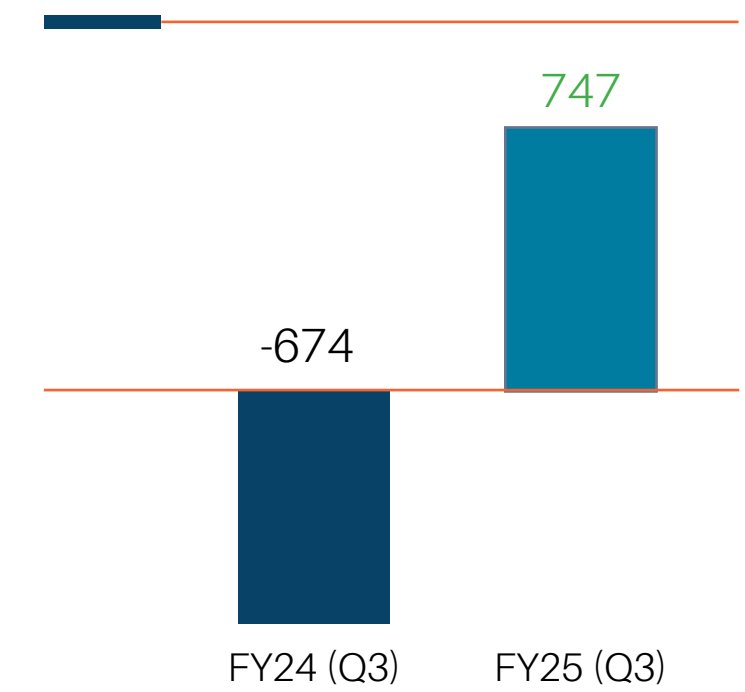
Revenue (in ₹ Lacs)



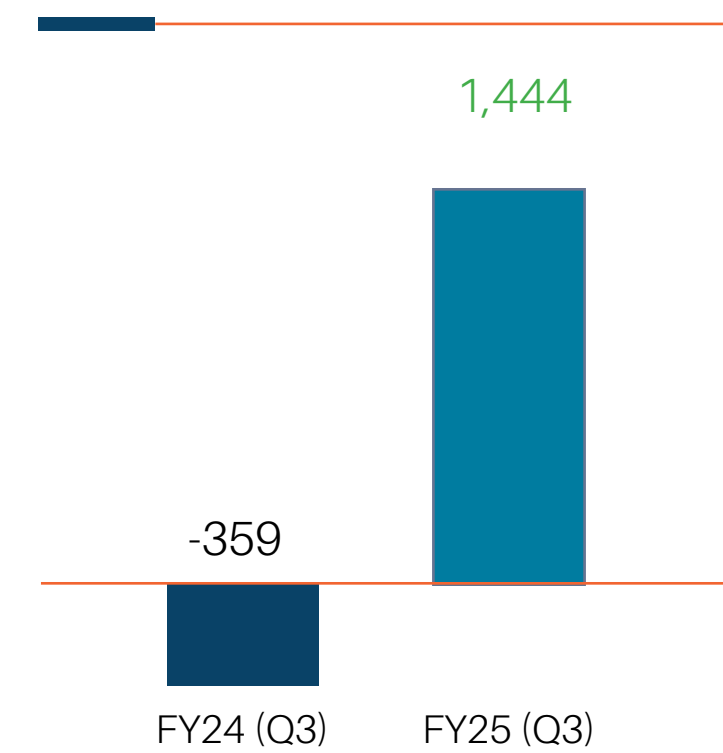
PBT (in ₹ Lacs)



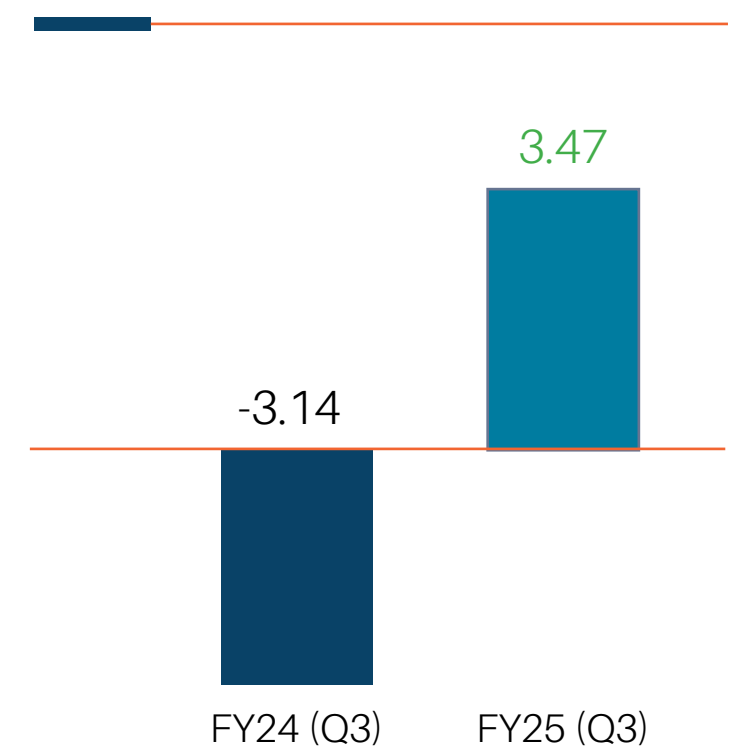
Net Profit (in ₹ Lacs)



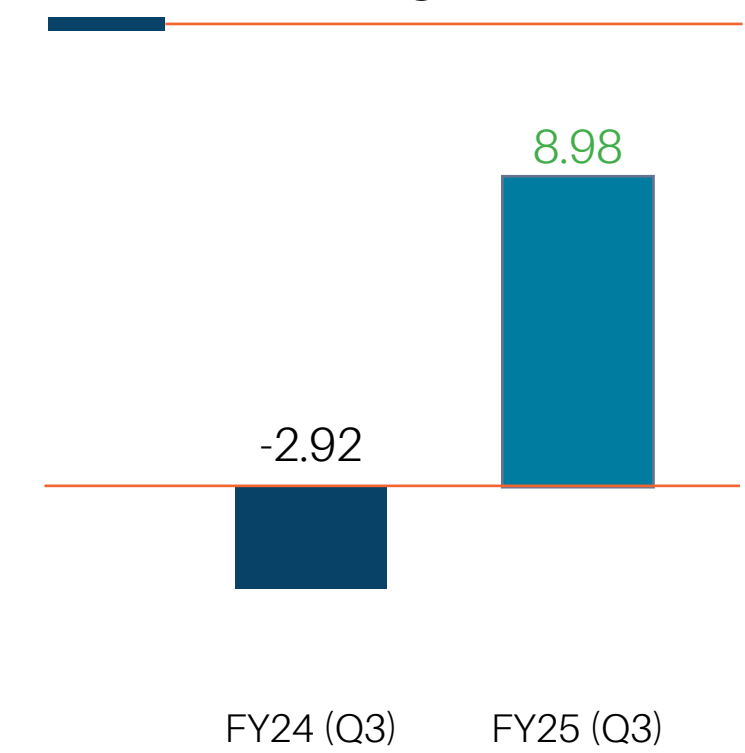
EBITDA (in ₹ Lacs)



EPS (in ₹)

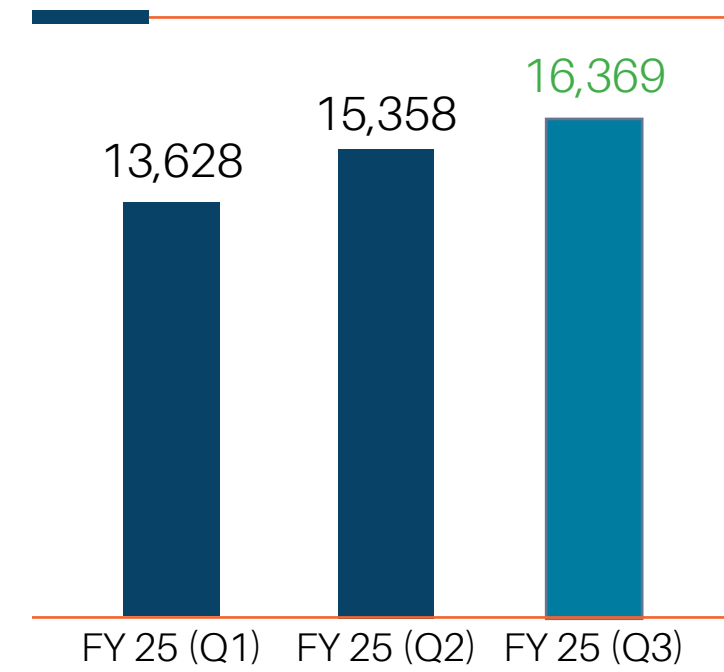


EBIDTA Margin (%)

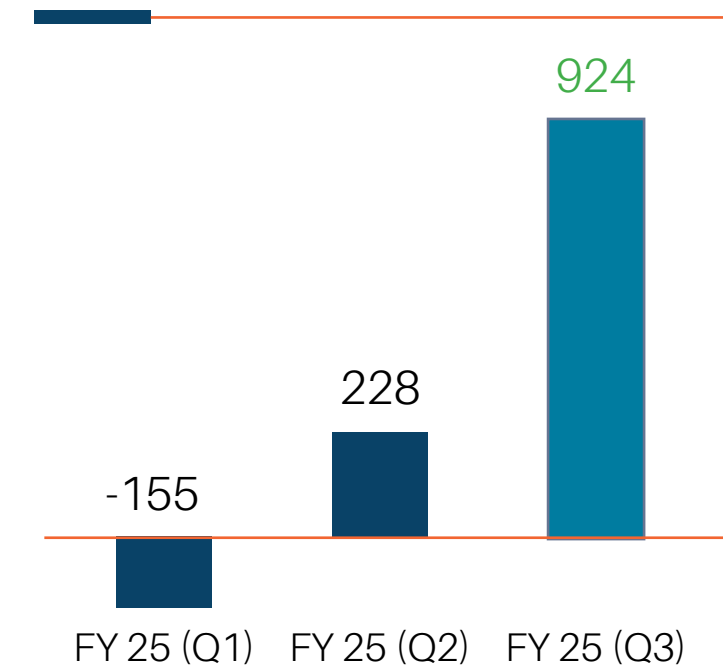


# Quarterly performance highlight (Q-o-Q)

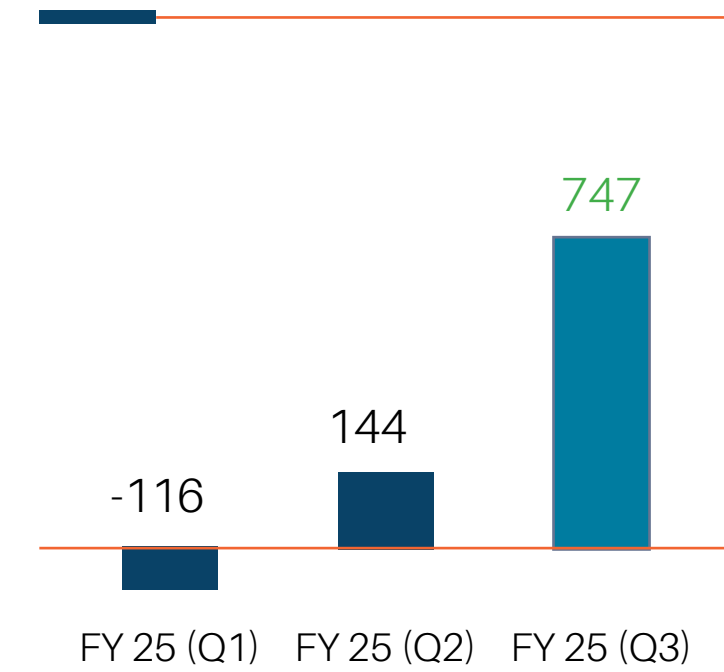
Revenue (in ₹ Lacs)



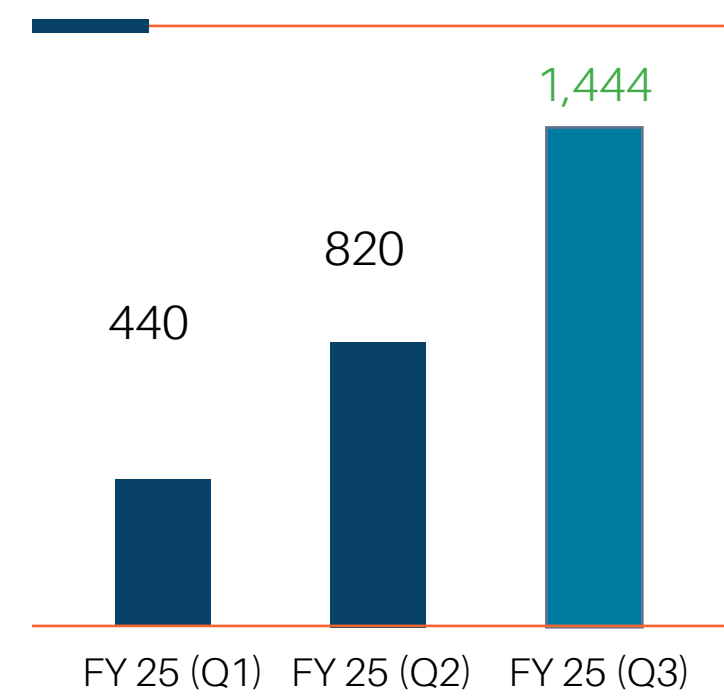
PBT (in ₹ Lacs)



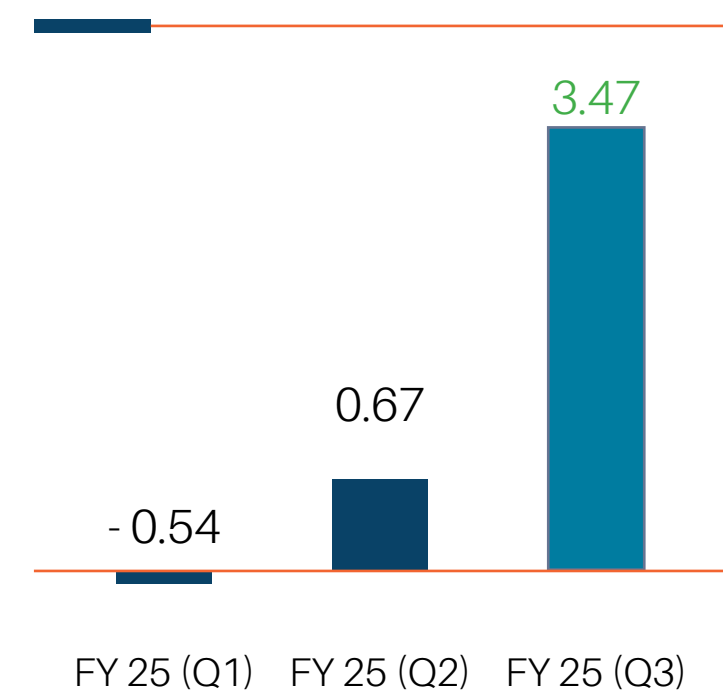
Net Profit (in ₹ Lacs)



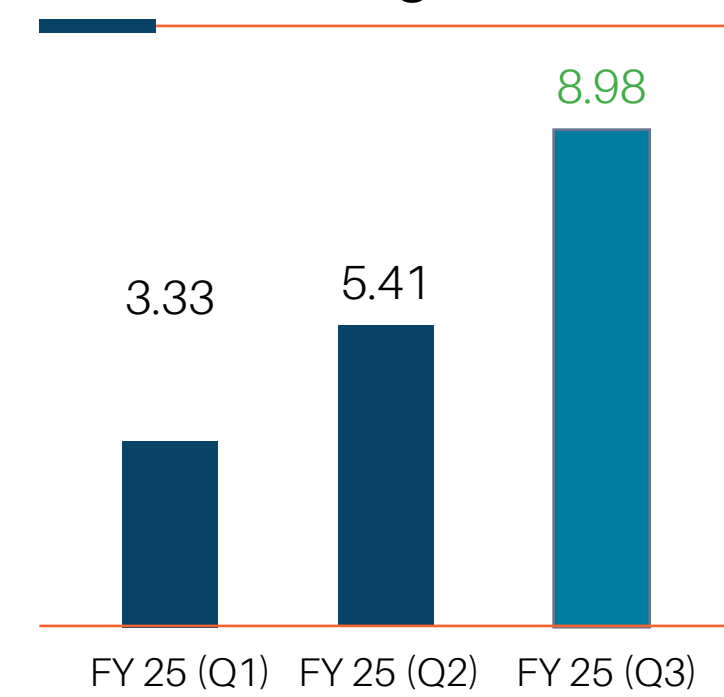
EBITDA (in ₹ Lacs)



EPS (in ₹)



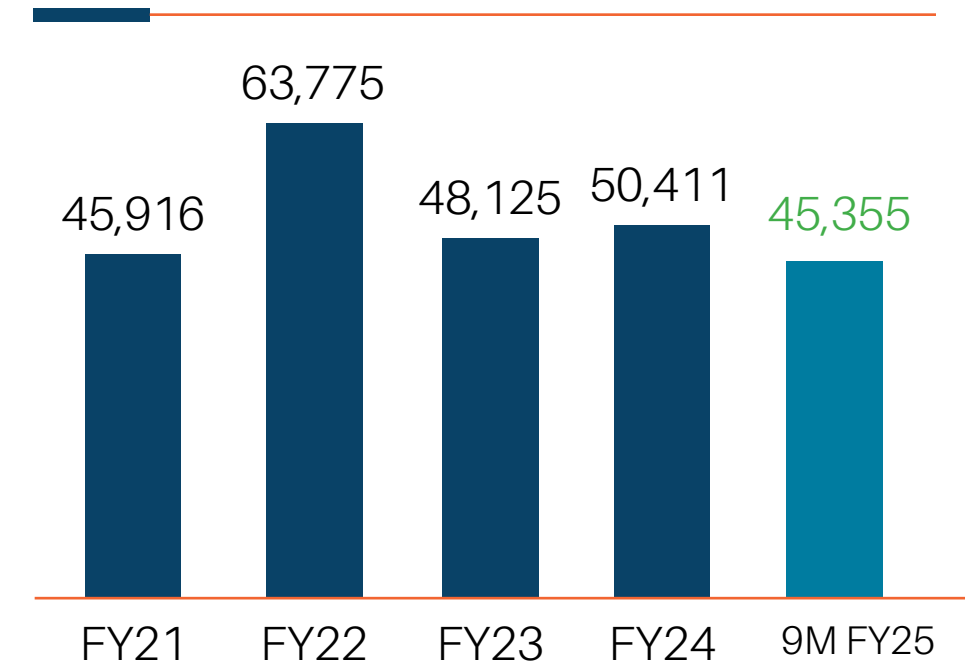
EBIDTA Margin (%)



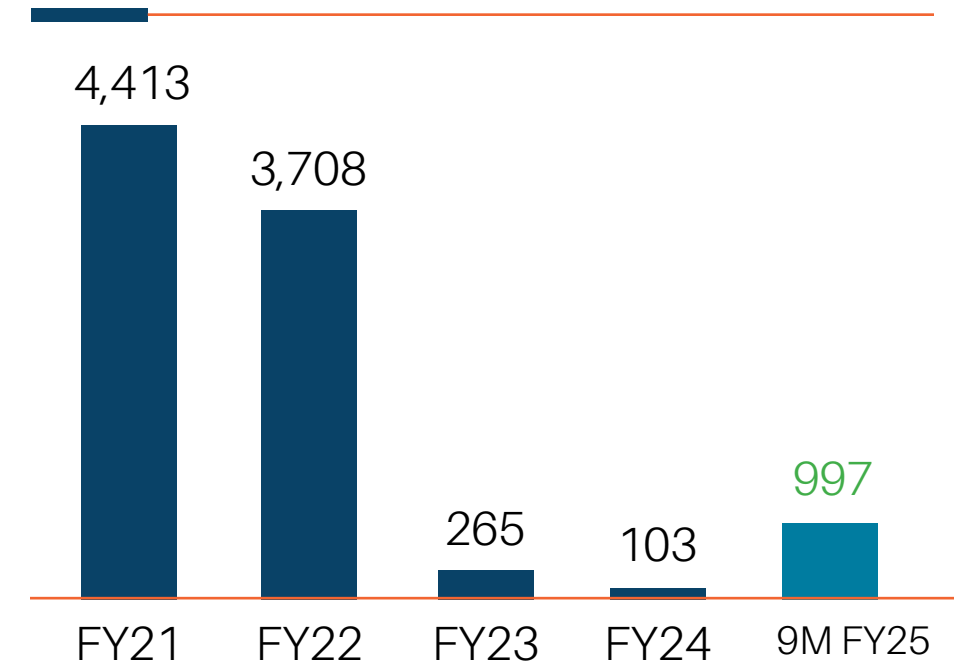


# Performance Highlights

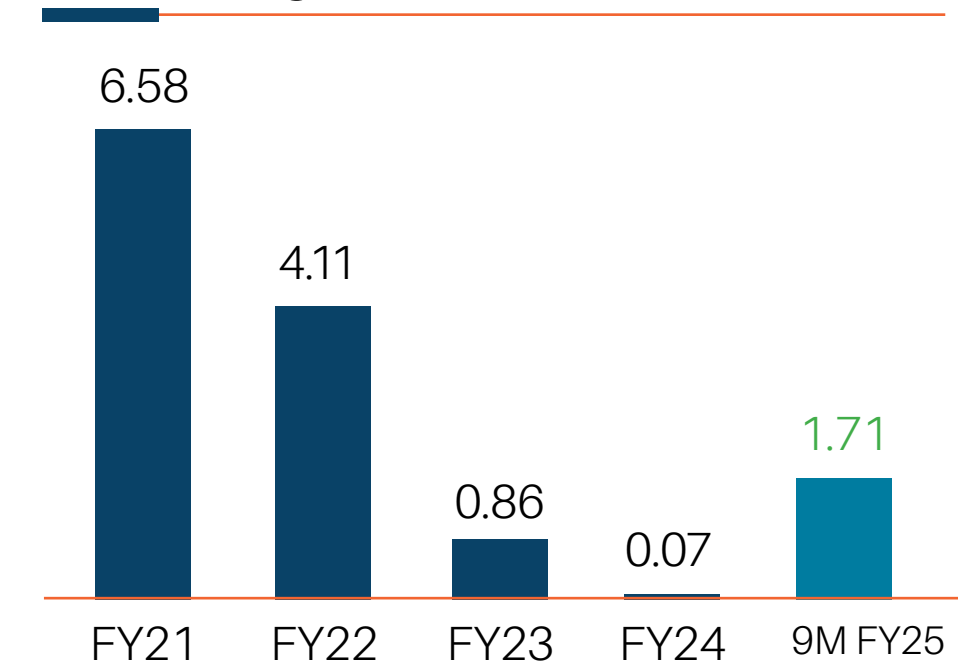
Revenue (in ₹ Lacs)



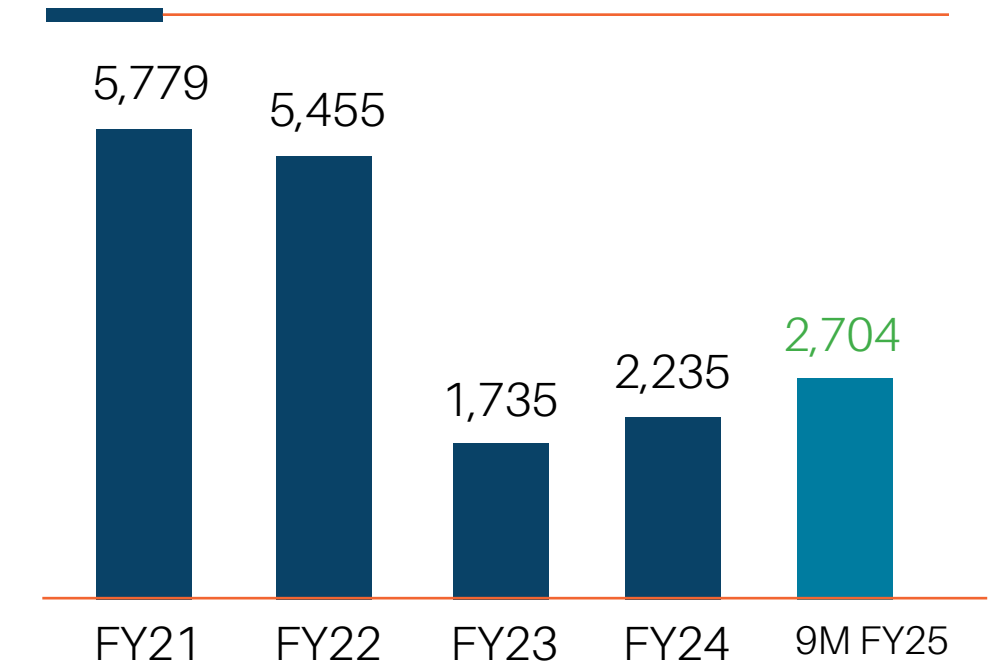
Profit Before Tax (PBT) (in ₹ Lacs)



PAT Margin (%)

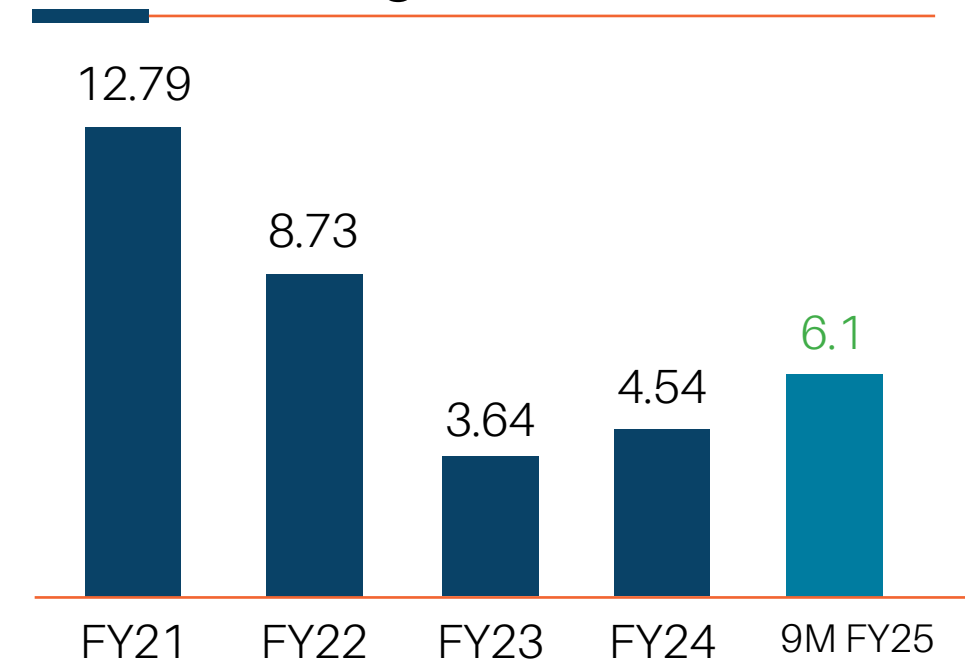


EBITDA\* (in ₹ Lacs)

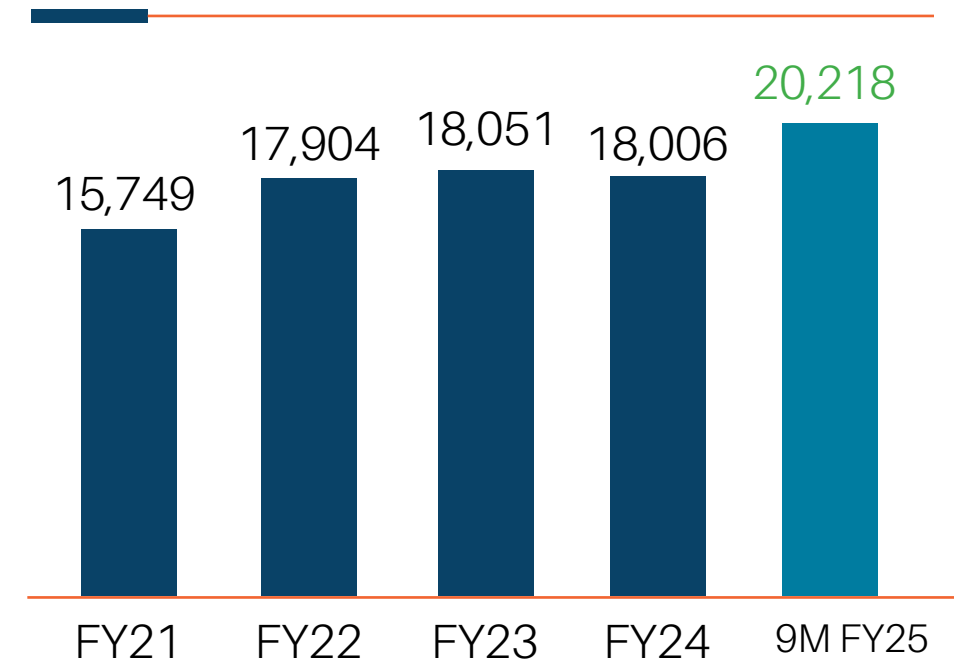


\*As per finance reducing part of the interest 3.56%

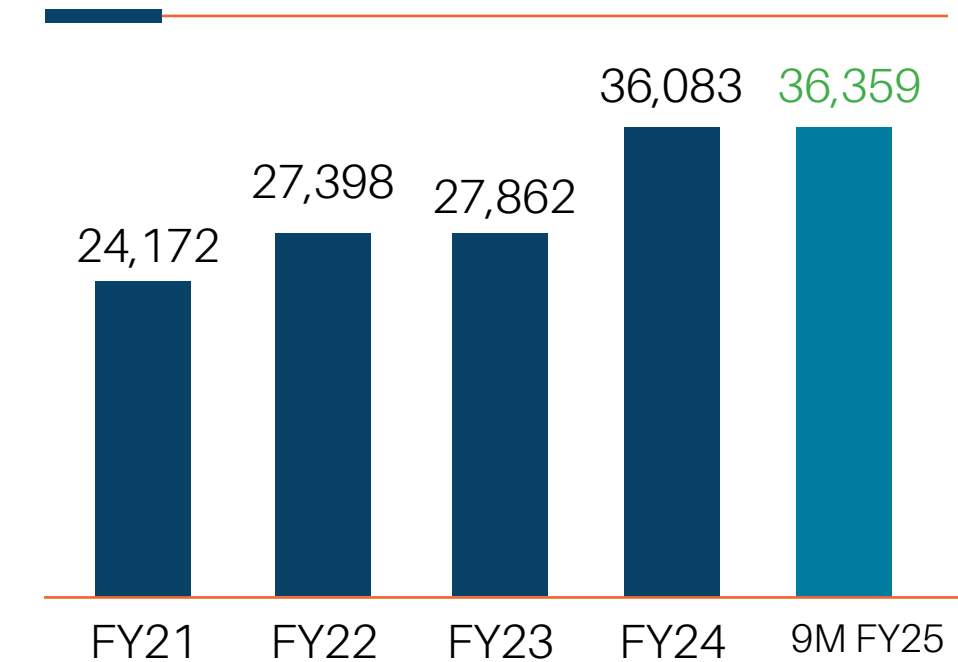
EBITDA Margin (%)



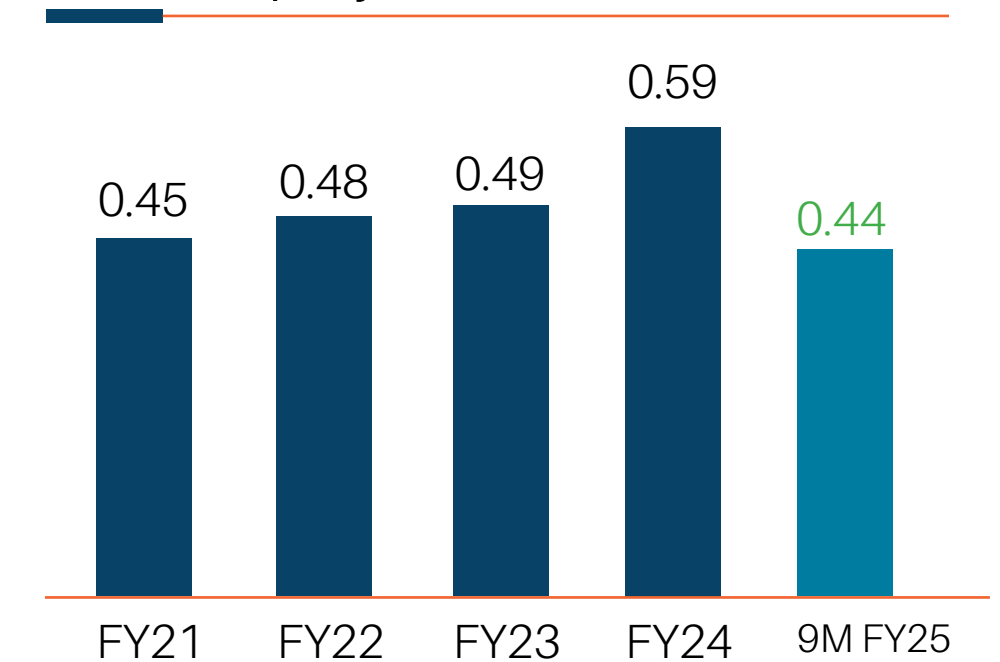
Net worth (in ₹ Lacs)



Gross Block (in ₹ Lacs)

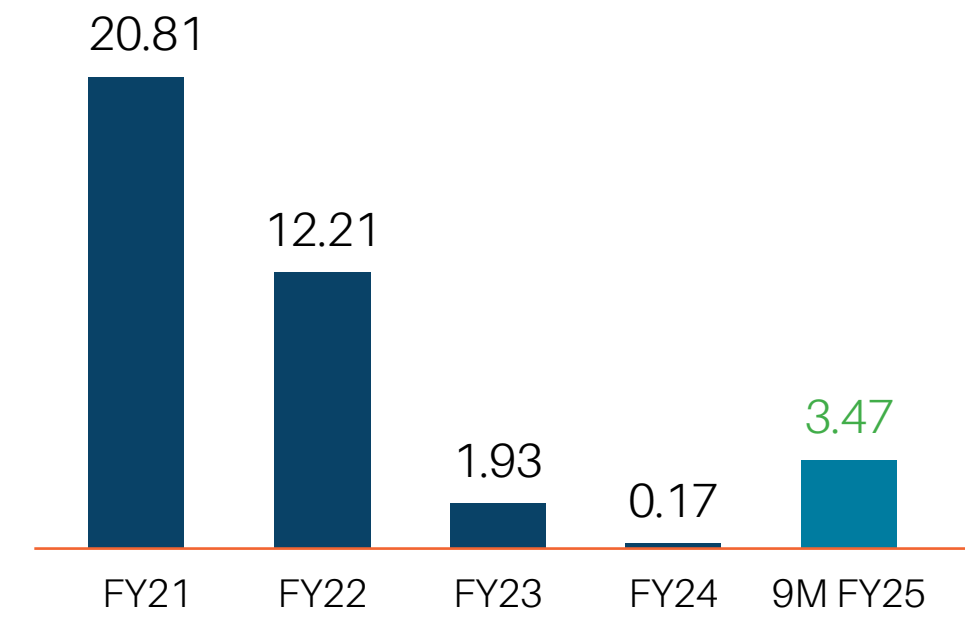


Debt-Equity Ratio (Times)

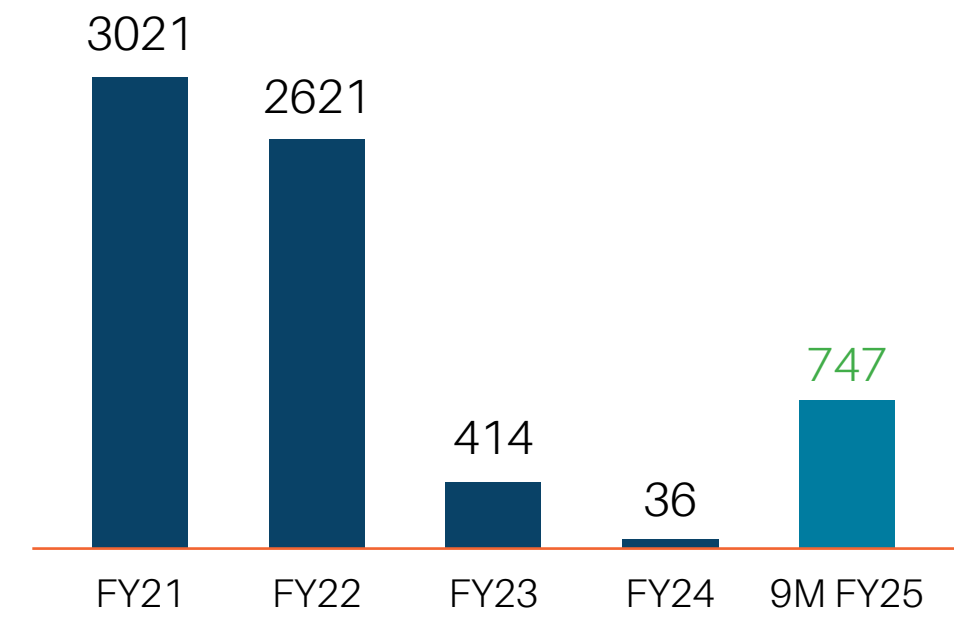


# Performance Highlights

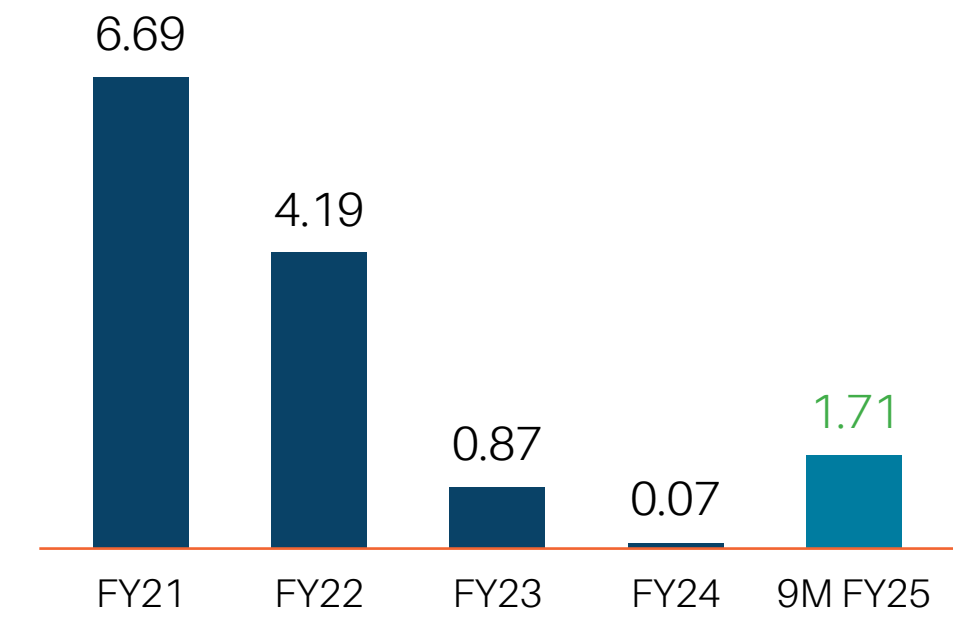
Earnings Per Share (EPS) (₹)



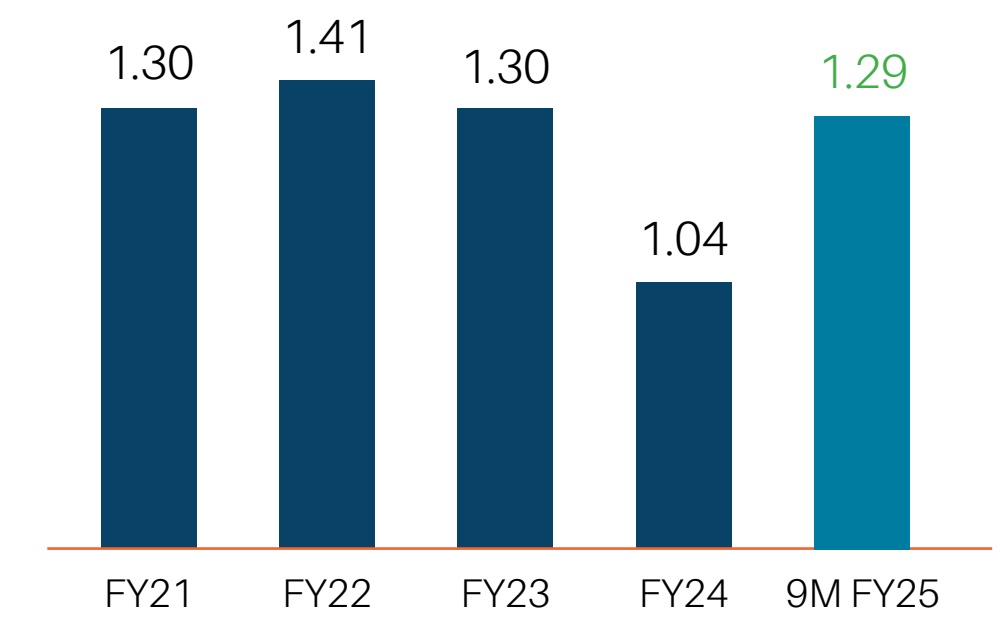
Net Profit (in ₹ Lacs)



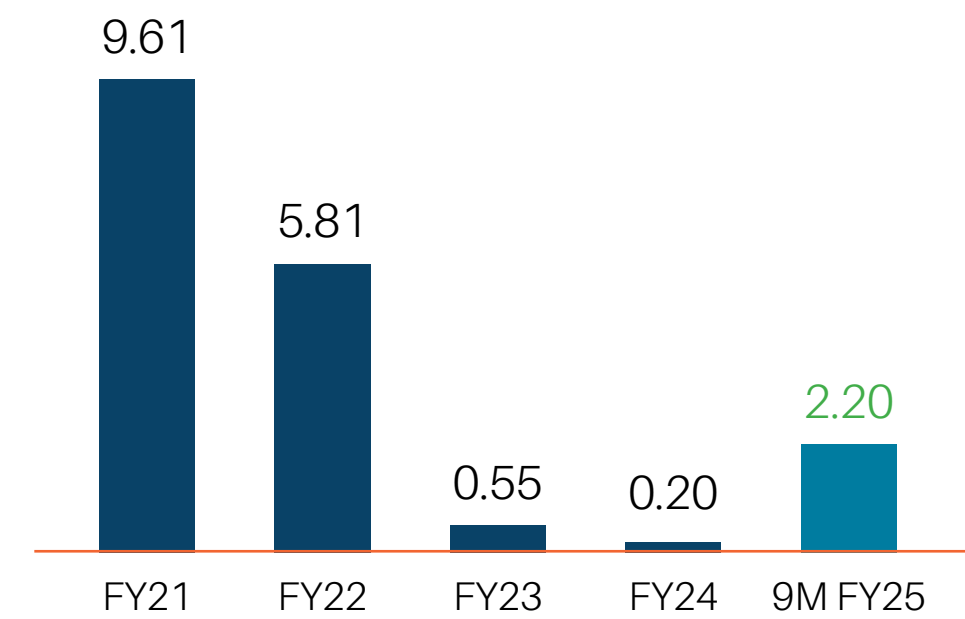
Net Profit Margin (%)



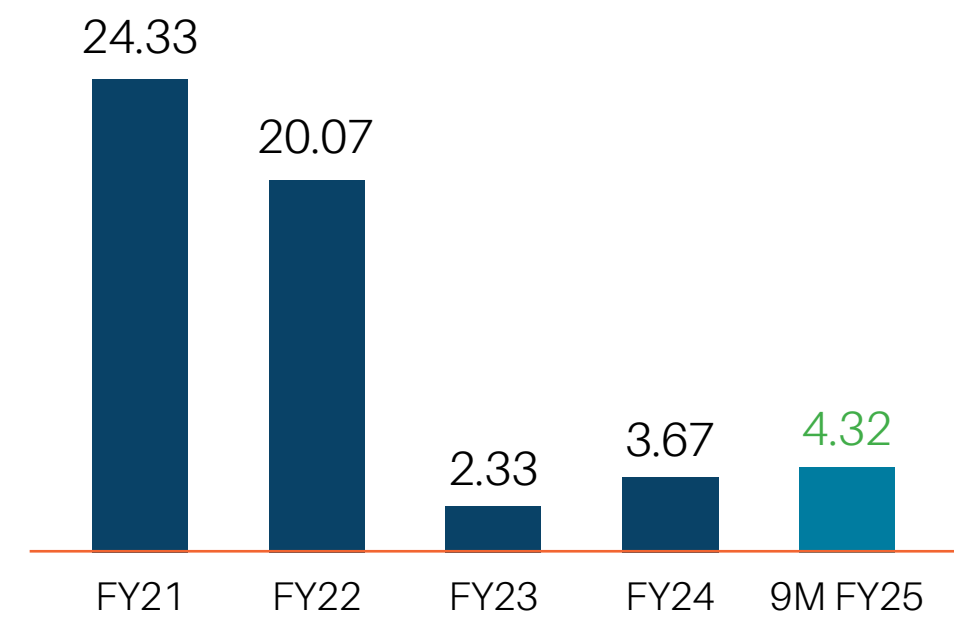
Current Ratio (Times)



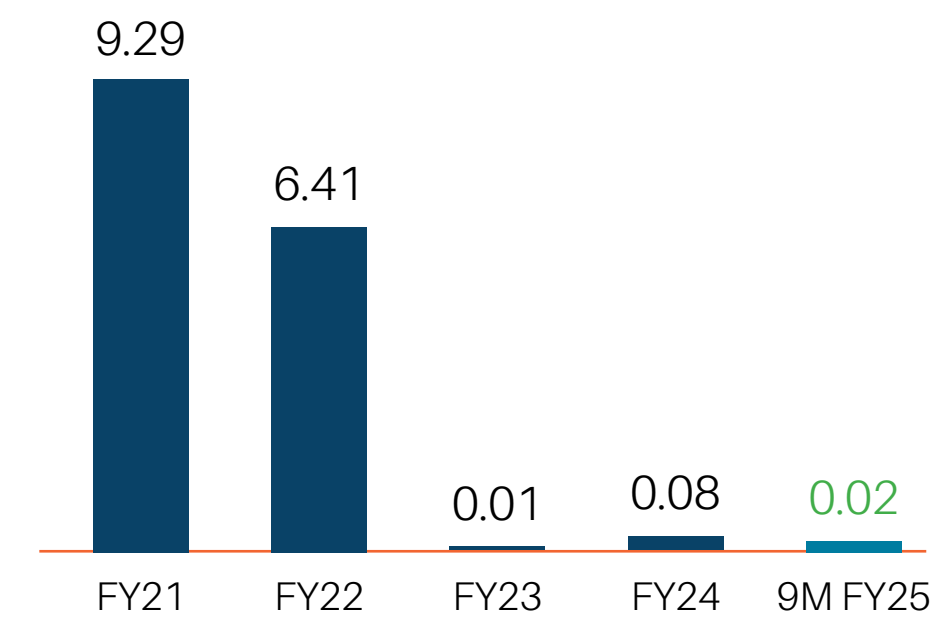
Operating Margin Ratio (Times)



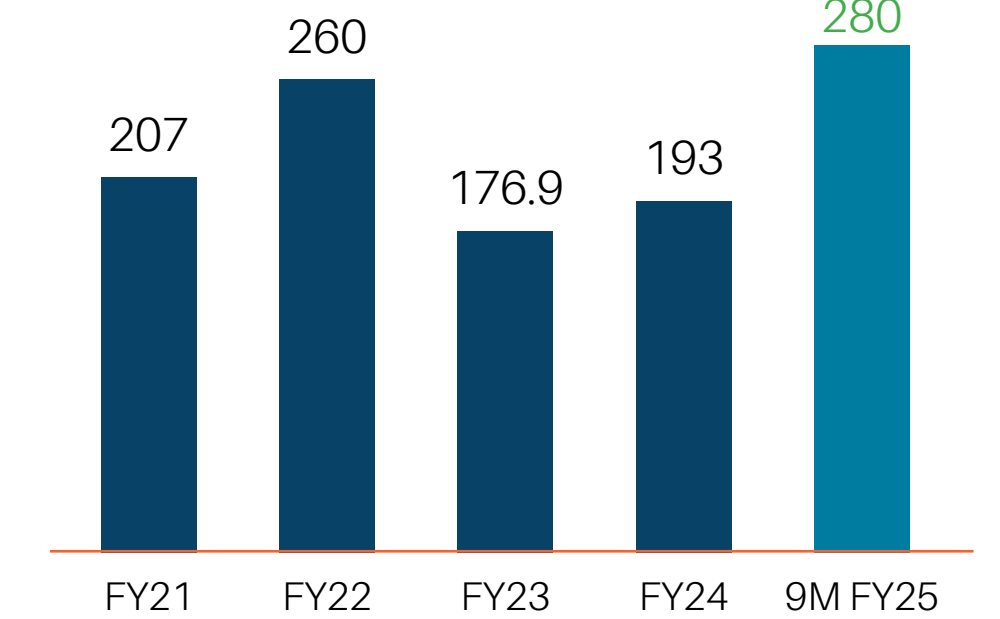
ROCE (Times)



ROA (in ₹ Lacs)

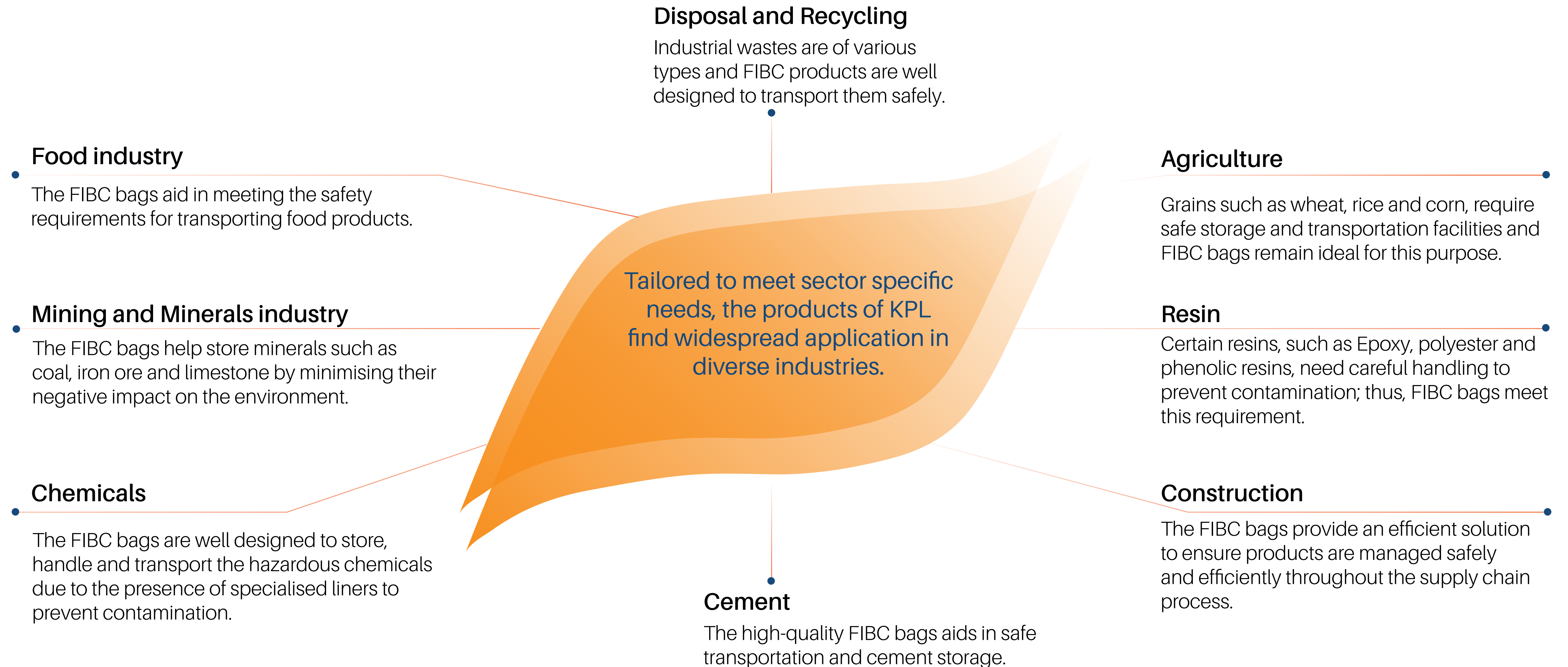


Market Cap (in ₹ Crore)





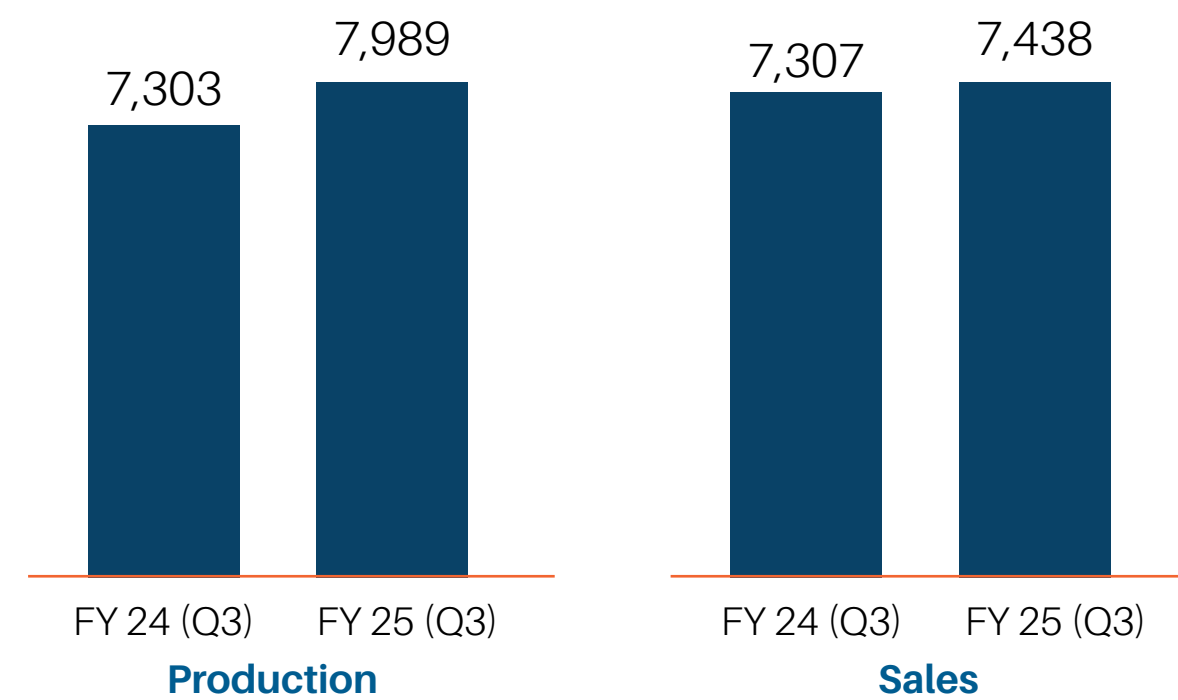
# Industries Served



# Operational Performance for FY 2025 (Q3)

During the quarter, the performance of the Company improved significantly due to better sales realization and softening of freight rates.

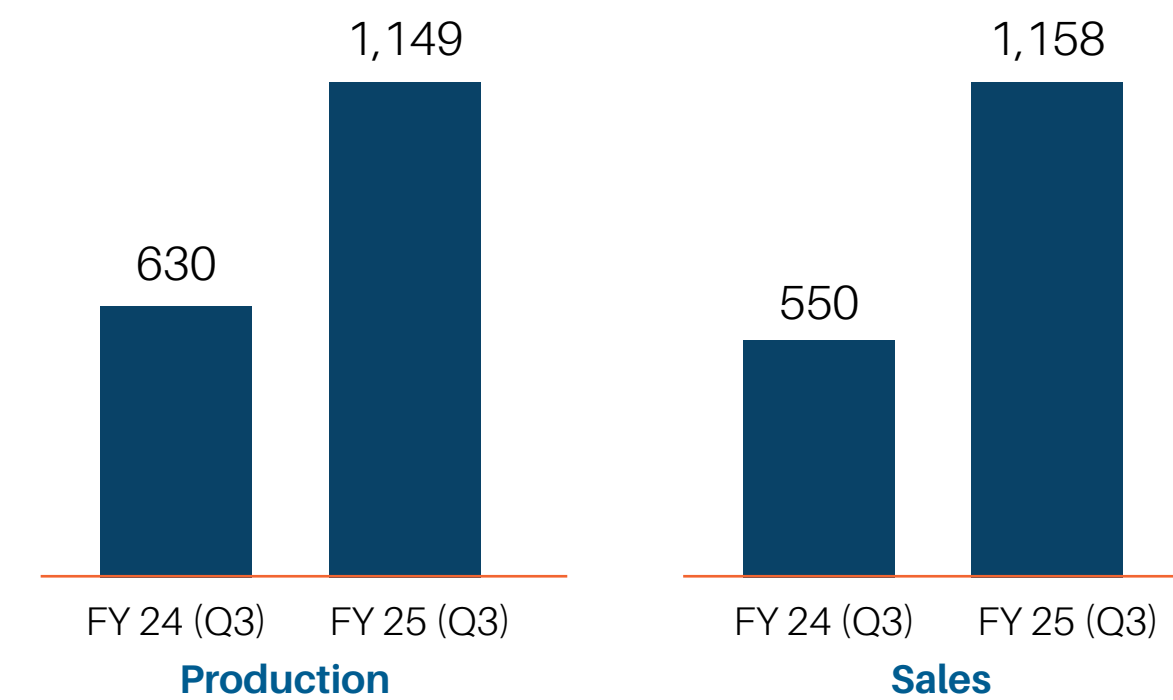
## Raffia Division (MT)



### Raffia Division

- Production Increased by 9%
- Sales increased by 2% (in quantity terms)

## CPP Division (MT)

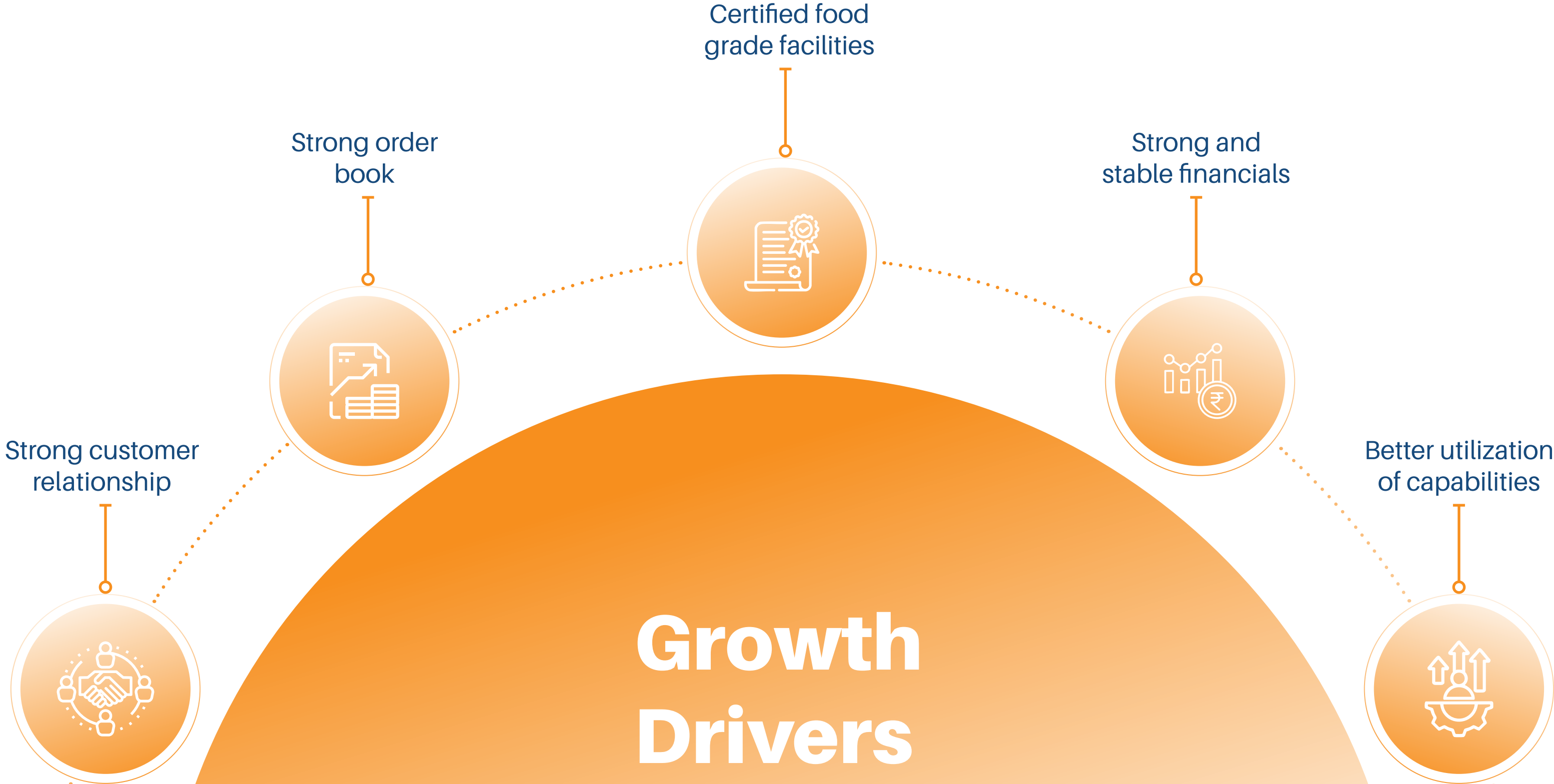


### CPP Division

- Production increased by 82%
- Sales increased by 110% (in quantity terms)



# Growth Drivers



# Investment Case



**Industrial demand**



**Best-in-class infrastructure**



**Quality**



**Global Presence**



**Sustainability**



# Industrial Demand

The Indian plastic packaging industry is anticipated to grow at a compound annual growth rate (CAGR) of 3.09% from 2025-2030.\*

## Factors supporting the growth in the plastic packaging industry include:

- Economic development
- Urbanisation
- Rising middle class
- Growth in e-commerce sales
- Increased investments in various economic sectors.

\*<https://www.mordorintelligence.com/industry-reports/india-plastic-packaging-market>

# Best-in-class Infrastructure



Constant evolution  
in the state-of-the-art  
infrastructure



Embedding  
advanced  
technologies



Expanding the  
manufacturing  
capabilities.





# Quality Certifications

- Adopting relevant policies to ensure all its product offerings adhere to the highest industry standards
- Providing safe and uncontaminated environment for production activity.

## ISO 9001:2015



## ISO 14001:2015



## ISO 45001:2018



## BRCGS A+ Grade



## FSSC



## WCA Report



## WASH Unit II



## WASH Unit III



# Global Presence



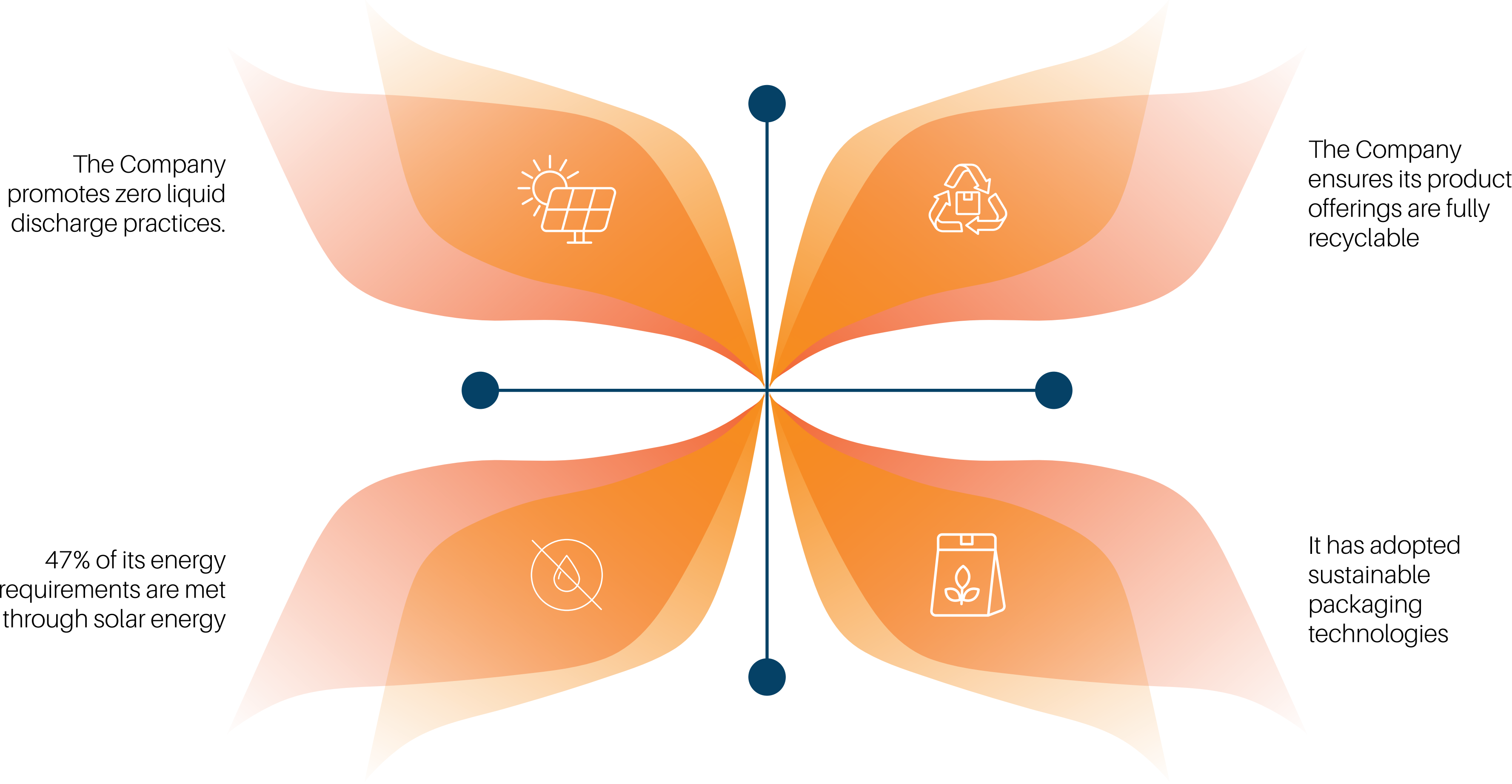
70%+ of the revenue is generated from international business

Strong customer focus initiatives helped the Company build a strong global customer base.

The Company adheres to the laws and regulations of the regions where it has established its presence



# Sustainability-focused





# Renewable Energy

Kanpur Plastipack Limited has been a front runner in the adoption of renewable energy sources. The Company has installed roof top solar panels and also entered into various long term power supply contracts in Opex model and Capex model to achieve access to renewable energy.

- 1,000 Kw newly installed solar rooftop in OPEX Model at Unit 3 for CPP unit
- Long Term Open Access-01 (9375 KW Solar Power) for Unit 1 & Unit 3.
- 71.6 KW Solar carport system in Parking area installed under Capex Model at Unit 3.
- 2,750 KW Solar Rooftop under Opex Model at Unit- 3.
- Long Term Open Access-02 (3000 KW Solar Power) for CPP unit.

**47%**

Solar power utilised through renewable energy

**16,197 Kwp**

Solar energy sourcing through various models

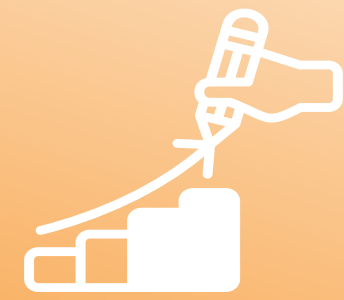




# Company Outlook



Reduce its debts and improve the balance sheet



Improve its EBITDA through operational excellence



Focus on expanding the geographical footprints



Expand its reliance on renewable energy sources



Maintain robust export book



Adopt Artificial Intelligence (AI) and digitalisation to improve its operational efficiency.





Providing Solutions for Industrial Bulk Packaging

**5** ★★★★★ *Decades* OF RELIABILITY | **110** MILLION FIBC produced till date | **10<sup>+</sup>** MILLION FIBC PRODUCED IN 2024

# Thank you

## Investor Relations Details

Address: D19-20, Panki Industrial Area  
P.O. Udyog Nagar Kanpur – 208022 (INDIA)  
Email: [secretary@kanplas.com](mailto:secretary@kanplas.com)

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and updates on financial  
statements

