



Prakash Pipes Limited

ISO : 9001:2015
ISO : 22000:2005
BRC : GRADE 'A'

Srivan, Bijwasan, New Delhi - 110061

CIN : U25209PB2017PLC046660

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E-mail : pplho@prakash.com Website : www.prakashplastics.in

PPL/SE/MIS/2019-20

August 27, 2019

Listing Department
BSE Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400001

Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra-Kurla Complex,
Bandra (E), Mumbai - 400051

Company Code : 542684

Company Symbol : PPL

Sub : Intimation under Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir / Madam,

Please find enclosed herewith Presentation on Financial & Operational Performance for the Quarter ended 30th June 2019. You are requested to kindly update the same on your website.

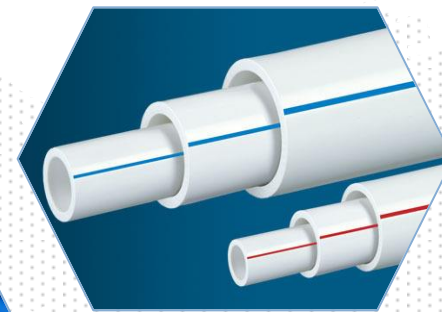
Thanking you,

Yours faithfully,
For PRAKASH PIPES LIMITED


PAWAN KUMAR
Company Secretary



Encl.: As above



Prakash Pipes Limited

PVC Pipes & Fittings | Flexible Packaging

Investor Presentation August, 2019



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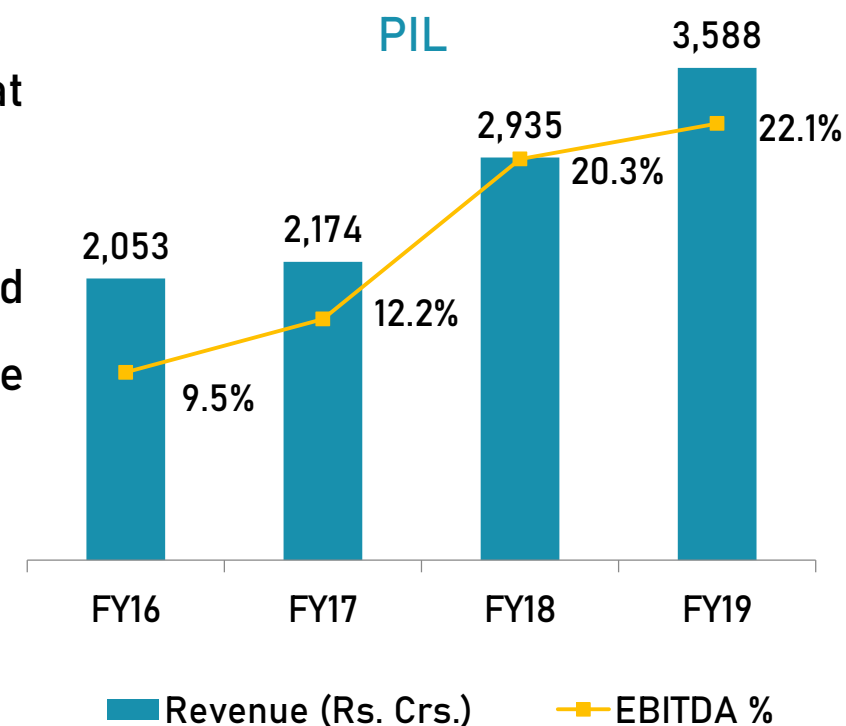
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Prakash Group Introduction

- Prakash Group was incorporated and promoted by Sh. Ved Prakash Agarwal in the year 1980, as a PVC pipes manufacturing company
- The flagship company, Prakash Industries Limited (PIL), went public in the year 1981
- PIL diversified its business into steel manufacturing in the year 1993 in technical collaboration with Lurgi GmbH, Germany and further diversified into thermal power, wind power and mining of coal & iron ore
- PIL's manufacturing facilities for Steel & Power are located at Champa & Raipur, in the state of Chhattisgarh
- PIL has demerged its Plastics Division (PVC Pipes & Fittings and Flexible Packaging) into Prakash Pipes Limited (PPL) through the Scheme of Demerger with effect from 1st April, 2018
- PPL got listed on NSE & BSE on 14th June, 2019
- PPL sells PVC Pipes & Fittings under the brand **Prakash** which has the largest market share in North India



Prakash Group: Diversified Business Segments



Steel



Power



Plastics

Prakash Industries Limited

- 1.1 Mn TPA Integrated Steel Plant at Chhattisgarh
- Captive Iron ore mines in Chhattisgarh & Odisha

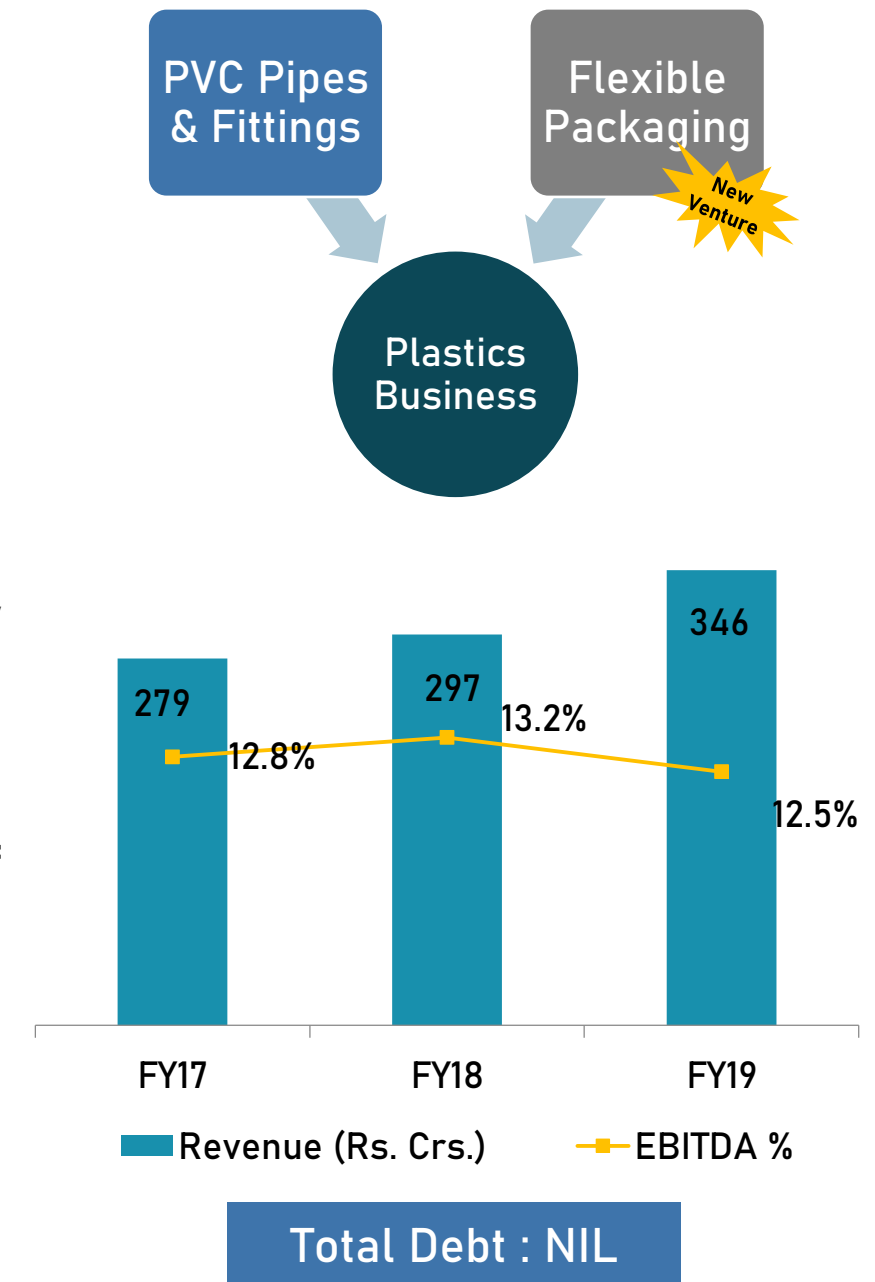
- 230 MW Captive Power Plant at Chhattisgarh
- 6 MW Wind Farm at Tamil Nadu

Prakash Pipes Limited

- 55,000 TPA PVC Pipes & Fittings Plant at Uttarakhand
- 5,400 TPA Flexible Packaging Plant at Uttarakhand

Overview – Prakash Pipes Limited

- The state of art manufacturing facility is situated at Kashipur, Uttarakhand
- The Current Capacity of PVC Pipes & Fittings is 55,000 TPA
- Strong Brand presence in North India
- Witnessing Revenue growth of 11% CAGR in last 3 years
- Operating Profit margin growth at 10% CAGR in last 3 years
- Ventured into Flexible Packaging business at Kashipur in 2018 by setting up 5400 TPA capacity in laminates
- The Flexible Packaging unit manufactures high performance barrier films and laminates that find application in packaging of food, beverages, oil, personal care and pharmaceutical products
- The Plant has been set up adjacent to the PVC Pipes & Fittings unit and funded entirely through Internal Accruals



Note: FY17 and FY18 figures represent Plastics division of PIL which has been demerged into Prakash Pipes Limited

Product Portfolio – PVC Pipes & Fittings



uPVC Pipes



SWR Pipes



Plumbing Pipes



Column Pipes



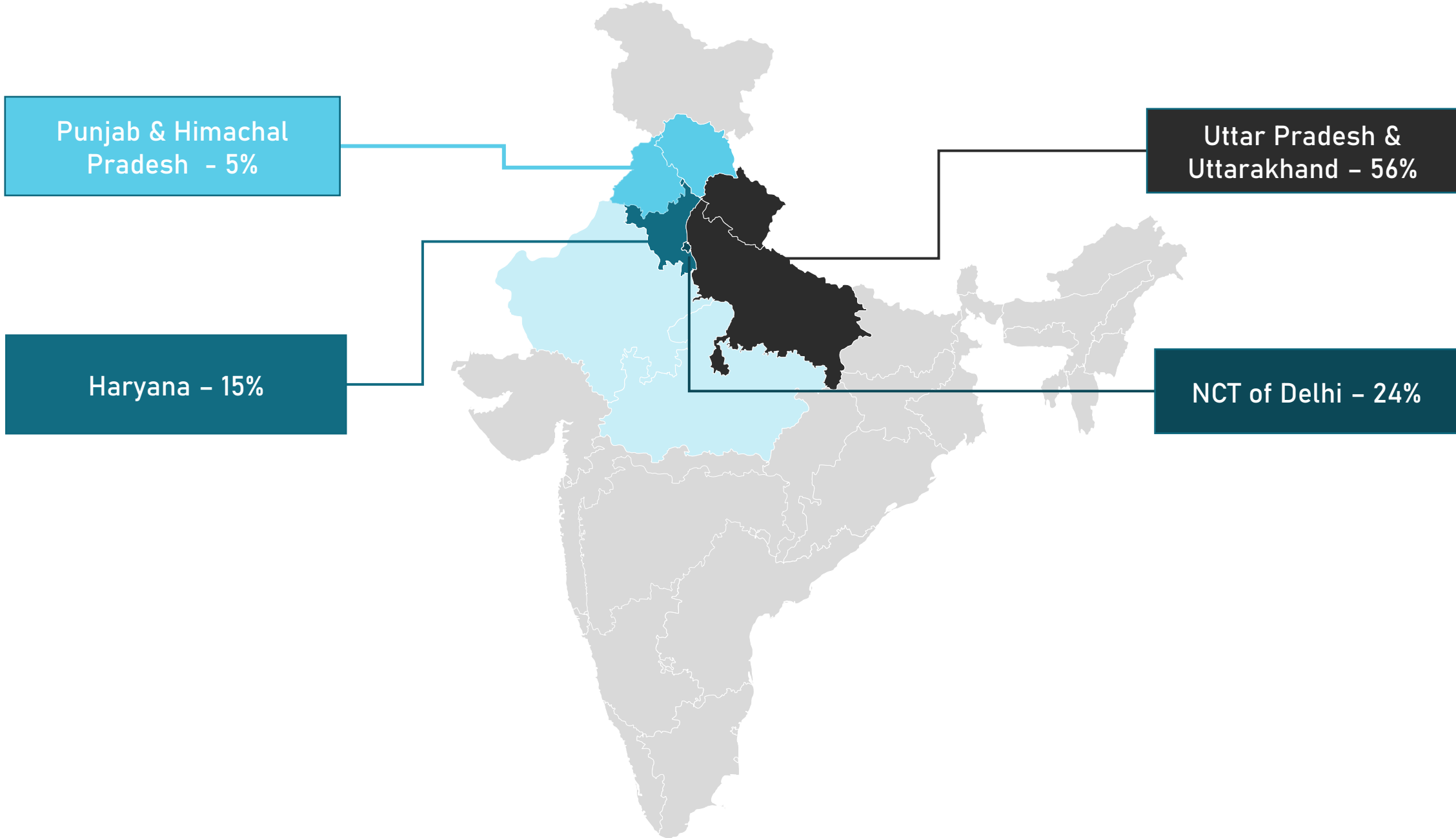
uPVC Fittings



Casing Pipes



Our Footprint – Geographical Contribution Mix



Based on FY2019 Sales Volumes



Key Growth Drivers – PVC Pipes & Fittings



Government thrust on Agriculture & Infrastructure



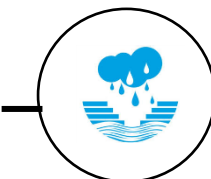
Swachh Bharat Abhiyan and Smart Cities Mission



“Affordable Housing” and “Housing for All” by 2022



Pradhan Mantri Krishi Sinchai Yojana (PMKSY) for Irrigation sector



“Jal Jeevan Mission” of Gol to ensure Har-Ghar-Jal (piped water supply) to all rural households by 2024.

Flexible Packaging – Product Offerings

The packaging business provides technologically superior and sustainable packaging solutions such as high performance barrier films and laminates by rotogravure printing, extrusion lamination / coating, solvent base / solvent less lamination that find application in packaging of food, beverages, oil, personal care and pharmaceutical products:

FMCG

| | |
|------------------------|-----------------|
| Shampoo & Conditioners | Confectionery |
| Soaps & Detergents | Aromatic Oils |
| Vegetative Oils | Candies |
| Tea & Coffee | Juices & Drinks |

FOOD

| | |
|-------------------------|----------------|
| Snacks | Rice & Cereals |
| Noodles | Frozen food |
| Sugar | Wheat Flour |
| Cheese & Dairy Products | Spices |

INFRASTRUCTURE & OTHERS

| | |
|-----------------|------------------------|
| Cement | Motor Oil & Lubricants |
| Paints | Garden Fertilizers |
| Pharmaceuticals | Contraceptives |

Flexible Packaging – State of the Art Technology

Packaging unit at Kashipur (Uttarakhand) is a blend of art, science and technology. It is a state-of-the-art plant with technologically advanced QA/QC lab.



Gravure Printing



Multilayer Blown Film



Solvent Less Lamination



Solvent Based Lamination



Extrusion Coating Lamination



Slitting

ISO 22000: 2005, ISO 9001: 2015 & BRC 'A' Grade Certified Plant

Flexible Packaging – Key Clientele

PATANJALI

Devarpan
Namkeen & Snacks

TASTILO™
NACHO CHIPS

Priniti®
Swad Mein No.1

Os
Conquer the world

ORGANIC
INDIA®

Huhtamaki - PPL

CORNITOS®

Yours Tastefully™
Anmol

PRAN®

PEPITOS
CRUNCHY SNACK-POPS

Farmer
Fresh™

EMS

ESTER
INDUSTRIES LTD.

Naughty™
Snacks

Dalmia
Bharat Cement

FOOD®
GUPTAJI
PARK

HALDIRAM BHUJAWALA
Choice of India

Saburi®

BIZ
ON
GO

CHITTCORE®
SINCE-1955
Namkeenz

Aakriti™
Close to your heart

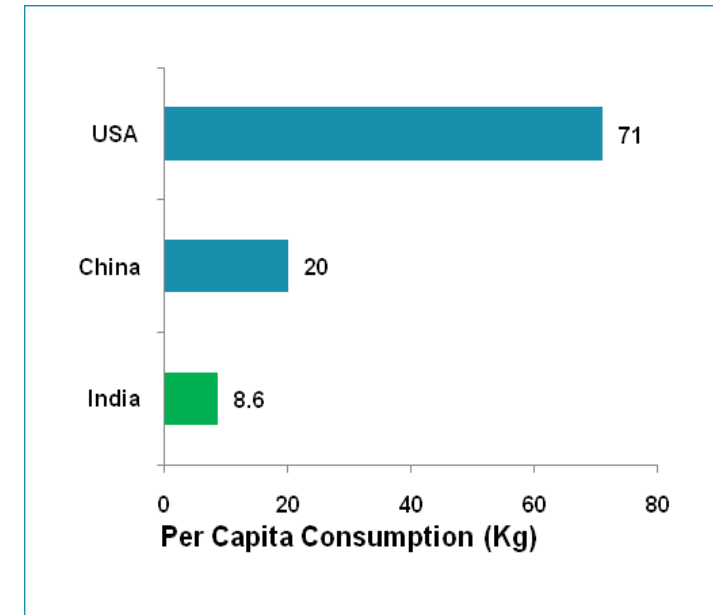
Doctor plus
DOCTOR+PLUS™

BOUNTIFUL

among others...

Key Growth Drivers – Flexible Packaging

- Indian packaging industry valued at over INR 3 Lakh Crores and is further expected to grow at 13% CAGR over the next 5 years
- Indian packaging industry growth driven by:
 - Light weight, lower space requirement and carrying convenience
 - Rise of organized retail chains
 - Increase in smaller packages due to more nuclear families
 - Higher e-commerce penetration necessitating multilayer, durable packaging & security
 - Increase in purchasing power and demand for better packaged products
 - Tool for brand building
 - Urbanization and Increase in working woman population



Financial & Operational Performance Q1FY20

| Particulars | Amount (Rs. Crore) |
|------------------|--------------------|
| Total Revenue | 105.0 |
| EBITDA | 10.8 |
| Profit After Tax | 6.4 |

Highest ever quarterly Sales volume

The Company registered highest ever sales volume of 13,504 tonnes during the quarter, registering growth of more than 15% over the corresponding period of last financial year. The sales growth was primarily driven by higher capacity utilization at the back of healthy and stable demand in the industry.

Future Outlook

In the Union Budget, the Government of India has announced “*Jal Jeevan Mission*” under “Jal Shakti Mantralaya” to ensure *Har-Ghar-Jal* (piped water supply) to all rural households by 2024. This, in addition to existing Government initiatives such as *Pradhan Mantri Krishi Sinchai Yojana (PMKSY)*, *Housing for All by 2022*, *Smart Cities Mission*, *Swachh Bharat Mission*, shall further fuel the demand for PVC Pipes & Fittings in near future.

Looking at the increasing demand scenario, the Company is adding additional capacity of 12,000 MTPA of PVC Pipes & Fittings at its existing plant in Kashipur, Uttarakhand.

Profitability Highlights

(Rs. Crores)

| Profitability | FY17 | FY18 | FY19 | CAGR |
|--------------------------|--------------|--------------|--------------|--------------|
| Total Revenue | 278.7 | 296.7 | 345.6 | |
| <i>growth %</i> | <i>10.2%</i> | <i>6.5%</i> | <i>16.5%</i> | <i>11.4%</i> |
| EBITDA | 35.7 | 39.3 | 43.2 | |
| <i>EBITDA margin (%)</i> | <i>12.8%</i> | <i>13.2%</i> | <i>12.5%</i> | <i>10.0%</i> |
| Depreciation | 2.7 | 3.6 | 4.7 | |
| Interest | - | - | 0.2 | |
| Profit Before Tax | 33.1 | 35.7 | 38.3 | |
| <i>PBT margin (%)</i> | <i>11.9%</i> | <i>12.0%</i> | <i>11.1%</i> | <i>7.6%</i> |

(Metric Tonnes)

| Sales Volume | FY17 | FY18 | FY19 | CAGR |
|----------------------|--------------|--------------|-------------|--------------|
| PVC Pipes & Fittings | 34,864 | 38,772 | 42,328 | |
| <i>growth %</i> | <i>2.4%*</i> | <i>11.2%</i> | <i>9.2%</i> | <i>10.2%</i> |

*Volume growth in FY17 was affected due to demonetization

Note: FY17 and FY18 figures represent Plastics division of PIL which has been demerged into Prakash Pipes Limited

Balance Sheet Highlights

(Rs. Crores)

| Equities & Liabilities | FY19 |
|---|--------------|
| Shareholder's Funds | 109.2 |
| Debt | 0.1 |
| Non Current liabilities | 2.2 |
| Current liabilities | 29.0 |
| Total Equities & Liabilities | 140.5 |

| Key Ratios | FY19 |
|-----------------------|----------|
| Book value per share | Rs. 53.5 |
| ROE | 26% |
| Current Ratio | 2.6:1 |
| Working Capital Cycle | 45 Days |

| Assets | FY19 |
|-------------------------------|--------------|
| Non-current assets | |
| Fixed assets | 43.6 |
| Other non-current assets | 22.7 |
| Current Assets | |
| Inventories | 17.4 |
| Trade receivables | 31.6 |
| Cash & other financial assets | 14.9 |
| Other Current Assets | 10.3 |
| Total Assets | 140.5 |

Corporate Social Responsibility

Corporate Social Responsibility (CSR) has been integral part of the Prakash Group of Companies.

Following are the broad areas of the initiatives:

- Providing safe drinking water facilities
- Conducting training programs for promotion of vocational skills & environmental sustainability
- Promoting health care programs
- Maintaining sports & recreational facilities
- Generating employment opportunities for local people



Clean & Safe Water



Education



Wasteland Reclamation & Plantation



*Thank
You*

For more information:
Visit www.prakashplastics.in
or write to pawank@prakash.com