

**CAPTAIN POLYPLAST LTD**

LEADER IN MICRO IRRIGATION SOLUTIONS

EARNINGS PRESENTATION

Q2 / H1-FY18



Step into a **GREEN**  
future

**captain**<sup>®</sup>

## About the Company:



- Incorporated in 1997, Captain Polyplast Limited (CPL) has established itself as one of the leading brands in the micro irrigation industry within a short time frame with its excellent quality products and innovative ideas.
- An ISO 9001:2008 certified company, it is one of the fastest growing players in the micro irrigation industry in India and has also exhibited its position as a reputed brand in the domestic and international markets.
- CPL was listed on BSE SME platform in 2013 and migrated to the main platform in 2016.
- Market capitalisation of the company is INR 1,632 Mn as on 30<sup>th</sup> September, 2017.

## Business Segments:

Drip Irrigation System

Sprinkler Irrigation System

Greenhouse

Polymer Division

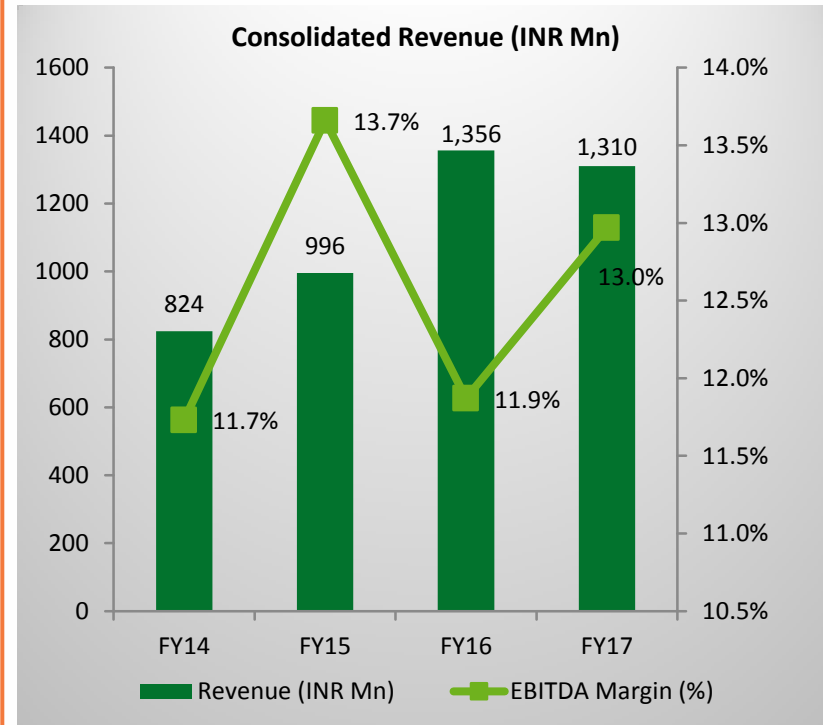
## FY17 Financial Performance Highlights:

INCOME  
**INR 1,310 Mn**  
3 Year CAGR  
**16.7%**

EBITDA  
**INR 165.5 Mn**  
3 Year CAGR  
**23.9%**

PAT  
**INR 48.7 Mn**  
3 Year CAGR  
**11.8%**

- Captain Polyplast Limited (CPL) is a micro irrigation system solutions provider founded by Mr. Ramesh Khichadia, Chairman and Managing Director, who is a B. Tech (Agriculture Engineering) from Gujarat Agriculture University and has more than 23 years of experience in the Irrigation business.
- CPL is one of the leading Micro Irrigation System Solution provider.
- The company manufactures Drip Irrigation Systems, Sprinkler Irrigation Systems, Greenhouse structures, Solar Pumps and also trades in PP and PE granules.
- Its manufacturing unit is located at Rajkot, Gujarat.
- The company's products and solutions are highly acclaimed not only in the domestic market across the country but also in the international markets.



## ❑ Q2-FY18 performance (Standalone)

- **Total Income** : INR 117 Mn
- **EBITDA** : INR 22 Mn
- **EBITDA Margins** : 18.80%
- **Net Profit** : INR 6 Mn
- **PAT Margins** : 5.12%
- **Diluted EPS** : INR 0.55

## ❑ H1-FY18 performance (Standalone)

- **Total Income** : INR 549 Mn
- **EBITDA** : INR 70 Mn
- **EBITDA Margins** : 12.75%
- **Net Profit** : INR 22 Mn
- **PAT Margins** : 4.01%
- **Diluted EPS** : INR 2.19

## ❑ H1 / Q2-FY18 Operational Highlights:

- Although Excise duty and VAT for Micro Irrigation was historically 0%, GST rate for Micro Irrigation was levied at 18%, which resulted in uncertainty in the taxation policy. Various state governments like Gujarat and Tamil Nadu have since decided to completely absorb the GST rate. Due to this uncertain environment sales for the quarter were severely impacted specially in the state of Gujarat.
- Due to these issues the company focused on the export markets and other states. After this revision in policy, sales have now normalized as well.

# Q2-FY18 Standalone Financial Highlights (As per IND AS)

Particulars (INR Mn)	Q2-FY18	Q2-FY17	Y-o-Y	Q1-FY18	Q-o-Q
<b>Total Income*</b>	<b>117</b>	<b>207</b>	<b>(43.48)%</b>	<b>432</b>	<b>(72.92)%</b>
Total Expenses	95	173	(45.09)%	384	(75.26)%
<b>EBITDA</b>	<b>22</b>	<b>34</b>	<b>(35.29)%</b>	<b>48</b>	<b>(54.17)%</b>
<b>EBITDA Margins (%)</b>	<b>18.80%</b>	<b>16.43%</b>	<b>237 Bps</b>	<b>11.11%</b>	<b>769 Bps</b>
Depreciation	5	5	NA	5	NA
Finance Cost	15	14	7.14%	11	36.36%
<b>PBT</b>	<b>2</b>	<b>15</b>	<b>(86.67)%</b>	<b>32</b>	<b>(93.75)%</b>
Tax	(4)	6	NA	15	NA
<b>PAT</b>	<b>6</b>	<b>9</b>	<b>(33.33)%</b>	<b>17</b>	<b>(64.71)%</b>
<b>PAT Margins (%)</b>	<b>5.13%</b>	<b>4.34%</b>	<b>79 Bps</b>	<b>3.94%</b>	<b>119 Bps</b>
Other Comprehensive Income	0	0	NA	0	NA
<b>Total Comprehensive Income</b>	<b>6</b>	<b>9</b>	<b>(33.33)%</b>	<b>17</b>	<b>(64.71)%</b>
Diluted EPS	0.55	0.94	(41.49)%	1.63	(66.26)%

\* Includes Other Income

# H1-FY18 Standalone Financial Highlights (As per IND AS)

Particulars (INR Mn)	H1-FY18	H1-FY17	Y-o-Y
<b>Total Income*</b>	<b>549</b>	<b>499</b>	<b>10.02%</b>
Total Expenses	479	423	13.24%
<b>EBITDA</b>	<b>70</b>	<b>76</b>	<b>(7.89)%</b>
<b>EBITDA Margins (%)</b>	<b>12.75%</b>	<b>15.23%</b>	<b>(248) Bps</b>
Depreciation	10	11	(9.09)%
Finance Cost	26	30	(13.33)%
<b>PBT</b>	<b>34</b>	<b>35</b>	<b>(2.86)%</b>
Tax	12	12	NA
<b>PAT</b>	<b>22</b>	<b>23</b>	<b>(4.35)%</b>
<b>PAT Margins (%)</b>	<b>4.01%</b>	<b>4.61%</b>	<b>(60) Bps</b>
Other Comprehensive Income	0	0	NA
<b>Total Comprehensive Income</b>	<b>22</b>	<b>23</b>	<b>(4.35)%</b>
Diluted EPS	2.19	2.31	(5.19)%

\* Includes Other Income

# Historical Standalone Income Statement

Income Statement (INR Mn)	FY14	FY15	FY16	FY17**	H1-FY18**
<b>Total Income*</b>	<b>824</b>	<b>893</b>	<b>1,196</b>	<b>1,152</b>	<b>549</b>
Total Expenses	728	767	1,047	992	479
<b>EBITDA</b>	<b>97</b>	<b>126</b>	<b>149</b>	<b>160</b>	<b>70</b>
<b>EBITDA Margins (%)</b>	<b>11.73%</b>	<b>14.10%</b>	<b>12.46%</b>	<b>13.88%</b>	<b>12.75%</b>
Depreciation	17	30	26	22	10
Interest	48	61	66	63	26
<b>PBT</b>	<b>32</b>	<b>34</b>	<b>57</b>	<b>75</b>	<b>34</b>
Tax	11	12	19	26	12
<b>Profit After Tax</b>	<b>21</b>	<b>23</b>	<b>38</b>	<b>49</b>	<b>22</b>
<b>PAT Margins (%)</b>	<b>2.57%</b>	<b>2.53%</b>	<b>3.22%</b>	<b>4.25%</b>	<b>4.01%</b>
Other Comprehensive Income	-	-	-	0	0
<b>Total Comprehensive Income</b>	<b>21</b>	<b>23</b>	<b>38</b>	<b>49</b>	<b>22</b>
EPS	3.86	2.52	3.82	4.88	2.19

\* Includes Other Income \*\*As per IND AS

# Standalone Balance Sheet (As per IND AS)

Assets (INR Mn)	H1 -FY18	FY17	Liabilities (INR Mn)	H1 -FY18	FY17
<b>Assets</b>			<b>Equity and Liabilities</b>		
<b>1. Non-Current Assets:</b>			<b>1. Equity</b>		
(a) Property, Plant and Equipments	111	109	Equity Share Capital	101	101
(b) Capital Work in Progress	1	-	<b>Other Equity</b>		
(c) Investments accounted for using Equity Method	15	15	(a) Reserves and Surplus	210	190
<b>Financial Assets</b>			(b) Other Reserves	-	-
(a) Investments	38	35	<b>Total Equity</b>	<b>311</b>	<b>291</b>
(b) Loans	-	-	<b>2. Liabilities</b>		
(c) Other Financial Assets	-	-	<b>Non-Current Liabilities</b>		
<b>Deferred Tax Assets</b>	-	-	(a) Borrowings	37	34
<b>Other Non-Current Assets</b>			(b) Deferred Tax Liabilities (Net)	1	2
(a) Long-Term Loans and Advances	39	35	(c) Government Grants	2	1
(b) Other Non-Current Assets	1	1	(d) Other Non-Current Liabilities	-	-
<b>Total Non-Current Assets</b>	<b>205</b>	<b>195</b>	<b>Total Non-Current Liabilities</b>	<b>40</b>	<b>37</b>
			<b>3. Current Liabilities</b>		
<b>2. Current Assets</b>			<b>Financial Liabilities</b>		
Inventories	202	219	(a) Short-Term Borrowings	278	181
<b>Financial Assets</b>			(b) Trade Payables	267	369
(a) Trade Receivables	528	511	(c) Other Financial Liabilities	10	23
(b) Cash and Cash Equivalents	1	1	Provisions	1	1
(c) Bank Balance other then Cash and Cash Equivalents	14	38	Employee Benefit Obligations	5	3
<b>Other Current Assets</b>			Government Grants	-	-
(a) Short-Term Loans and Advances	46	49	Current Tax Liabilities	12	28
(b) Other Current Assets	1	0	Other Current Liabilities	73	80
<b>Total Current Assets</b>	<b>792</b>	<b>818</b>	<b>Total Current Liabilities</b>	<b>646</b>	<b>685</b>
<b>Total Assets</b>	<b>997</b>	<b>1,013</b>	<b>Total Equity and Liabilities</b>	<b>997</b>	<b>1,013</b>



# H1-FY18 Consolidated Financial Highlights (As per IND AS)

Particulars (INR Mn)	H1-FY18	H1-FY17	Y-o-Y
<b>Total Income*</b>	<b>549</b>	<b>499</b>	<b>10.02%</b>
Total Expenses	479	423	13%
<b>EBITDA</b>	<b>70</b>	<b>76</b>	<b>(7.89)%</b>
<b>EBITDA Margins (%)</b>	<b>12.75%</b>	<b>15.23%</b>	<b>(248) Bps</b>
Depreciation	10	11	(9.09)%
Finance Cost	26	30	(13)%
<b>PBT</b>	<b>34</b>	<b>35</b>	<b>(2.86)%</b>
Tax	12	12	NA
<b>PAT</b>	<b>22</b>	<b>23</b>	<b>(4.35)%</b>
<b>PAT Margins (%)</b>	<b>4.01%</b>	<b>4.61%</b>	<b>(60) Bps</b>
Other Comprehensive Income	5	0	NA
<b>Total Comprehensive Income</b>	<b>17</b>	<b>23</b>	<b>(26.08)%</b>
Diluted EPS	1.71	2.3	(25.65)%

\* Includes Other Income

# Historical Consolidated Income Statement

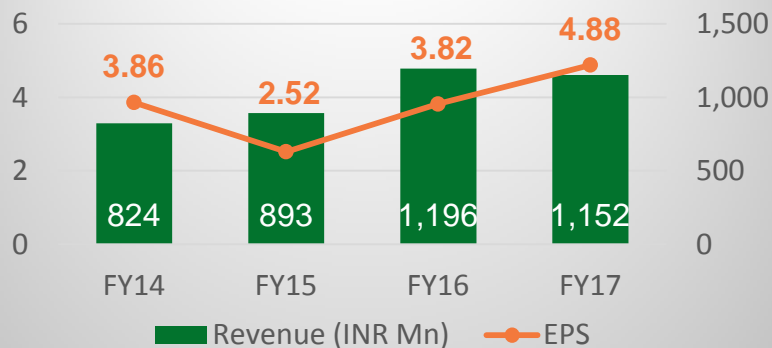
Income Statement (INR Mn)	FY14	FY15	FY16	FY17**	H1-FY18**
<b>Total Income*</b>	<b>824</b>	<b>996</b>	<b>1,356</b>	<b>1,310</b>	<b>549</b>
Total Expenses	728	860	1,195	1,140	479
<b>EBITDA</b>	<b>97</b>	<b>136</b>	<b>161</b>	<b>170</b>	<b>70</b>
<b>EBITDA Margins (%)</b>	<b>11.73%</b>	<b>13.66%</b>	<b>11.87%</b>	<b>12.97%</b>	<b>12.75%</b>
Depreciation	17	35	31	25	10
Interest	48	67	74	69	26
PBT before exceptional items	32	34	56	76	34
Extraordinary Items	0	2	0	0	0
<b>PBT</b>	<b>32</b>	<b>36</b>	<b>56</b>	<b>76</b>	<b>34</b>
Tax	11	13	25	27	12
<b>Profit After Tax</b>	<b>21</b>	<b>23</b>	<b>31</b>	<b>49</b>	<b>22</b>
<b>PAT Margins (%)</b>	<b>2.54%</b>	<b>2.30%</b>	<b>2.28%</b>	<b>3.74%</b>	<b>4.01%</b>
Other Comprehensive Income	-	-	-	0	5
<b>Total Comprehensive Income</b>	<b>21</b>	<b>23</b>	<b>31</b>	<b>49</b>	<b>17</b>
EPS	3.46	2.32	3.73	4.83	1.71

\* Includes Other Income \*\*As per IND AS

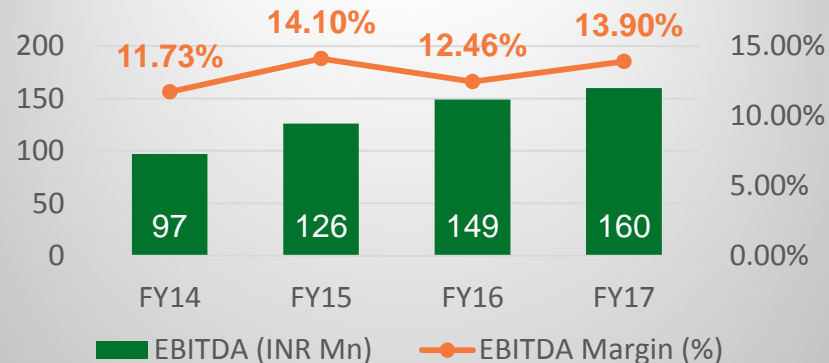
# H1-FY18 Consolidated Balance Sheet (As per IND AS)

Assets (INR Mn)	H1 -FY18	FY17	Liabilities (INR Mn)	H1- FY18	FY17
<b>Assets</b>			<b>Equity and Liabilities</b>		
<b>1. Non-Current Assets:</b>			<b>1. Equity</b>		
(a) Property, Plant and Equipments	111	109	Equity Share Capital	101	101
(b) Capital Work in Progress	1	-	<b>Other Equity</b>		
(c) Investments accounted for using Equity Method	10	15	(a) Reserves and Surplus	204	190
<b>Financial Assets</b>			(b) Other Reserves	-	-
(a) Investments	38	35	<b>Total Equity</b>	<b>305</b>	<b>291</b>
(b) Loans	-	-	<b>2. Liabilities</b>		
(c) Other Financial Assets	-	-	<b>Non-Current Liabilities</b>		
<b>Deferred Tax Assets</b>	-	-	(a) Borrowings	37	34
<b>Other Non-Current Assets</b>			(b) Deferred Tax Liabilities (Net)	1	2
(a) Long-Term Loans and Advances	39	35	(c) Government Grants	2	1
(b) Other Non-Current Assets	1	1	(d) Other Non-Current Liabilities	-	-
<b>Total Non-Current Assets</b>	<b>200</b>	<b>195</b>	<b>Total Non-Current Liabilities</b>	<b>40</b>	<b>37</b>
			<b>3. Current Liabilities</b>		
<b>2. Current Assets</b>			<b>Financial Liabilities</b>		
Inventories	202	219	(a) Short-Term Borrowings	278	181
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<b>Other Current Assets</b>			Government Grants	-	-
(a) Short-Term Loans and Advances	46	49	Current Tax Liabilities	12	28
(b) Other Current Assets	1	-	Other Current Liabilities	73	80
<b>Total Current Assets</b>	<b>792</b>	<b>818</b>	<b>Total Current Liabilities</b>	<b>647</b>	<b>685</b>
<b>Total Assets</b>	<b>992</b>	<b>1,013</b>	<b>Total Equity and Liabilities</b>	<b>992</b>	<b>1,013</b>

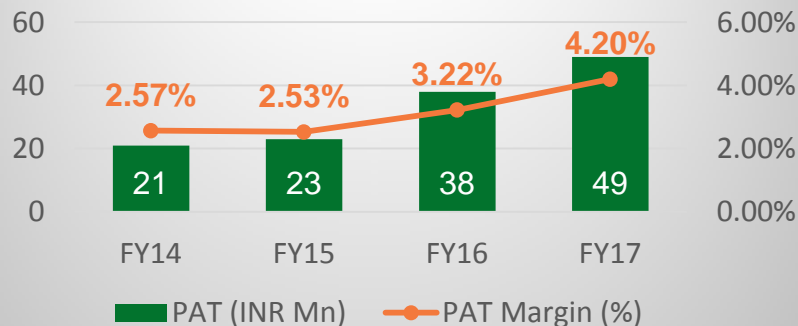
### Revenue (INR Mn) and EPS



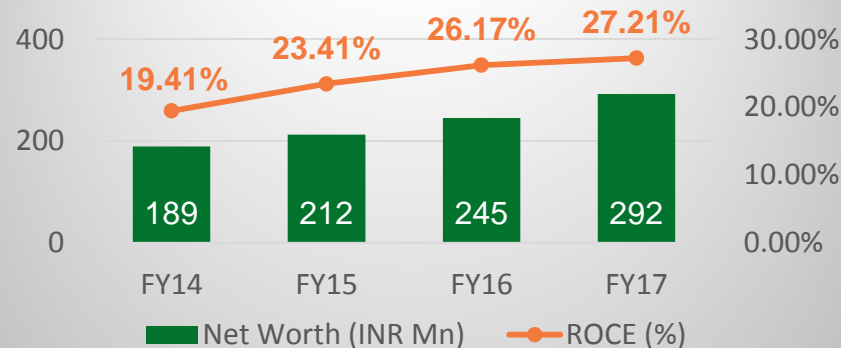
### EBITDA (INR Mn) and EBITDA Margins (%)



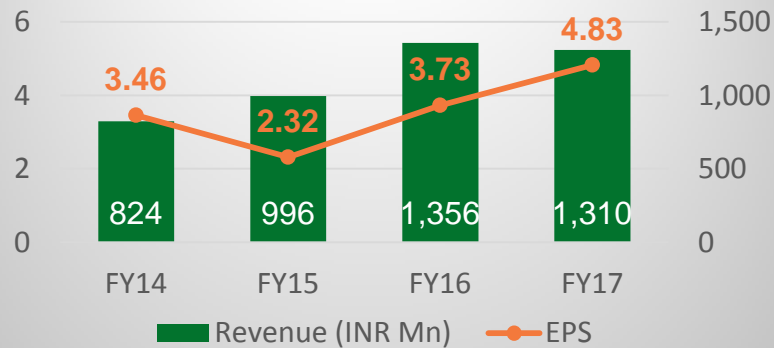
### PAT (INR Mn) and PAT Margins (%)



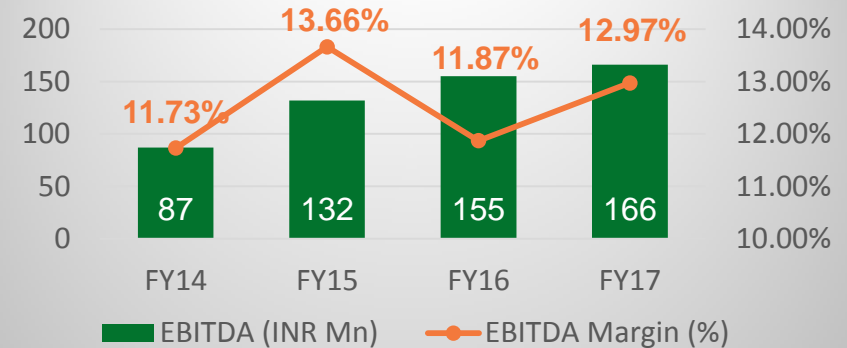
### Net Worth (INR Mn) and ROCE (%)



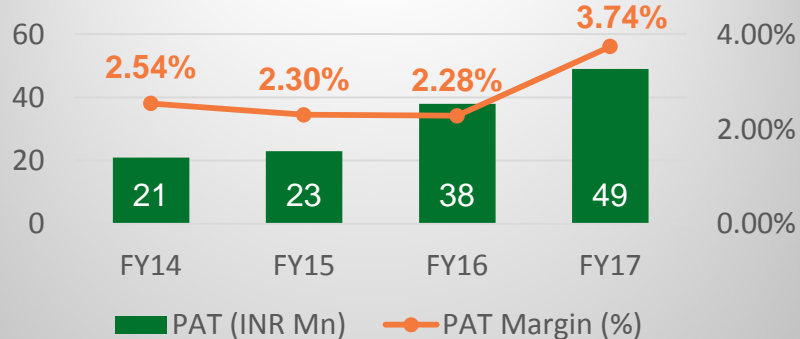
### Revenue (INR Mn) and EPS



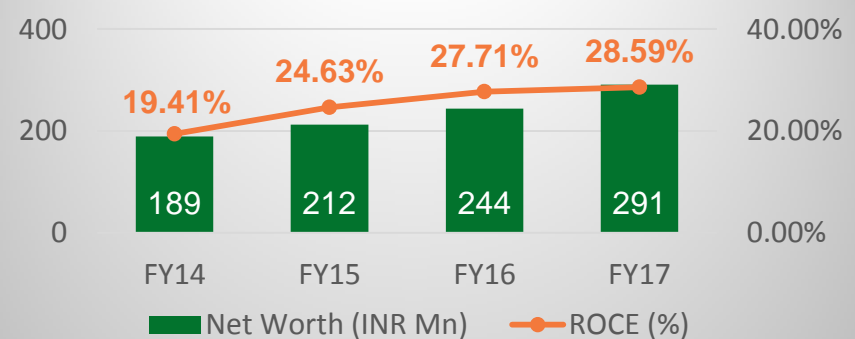
### EBITDA (INR Mn) and EBITDA Margins (%)



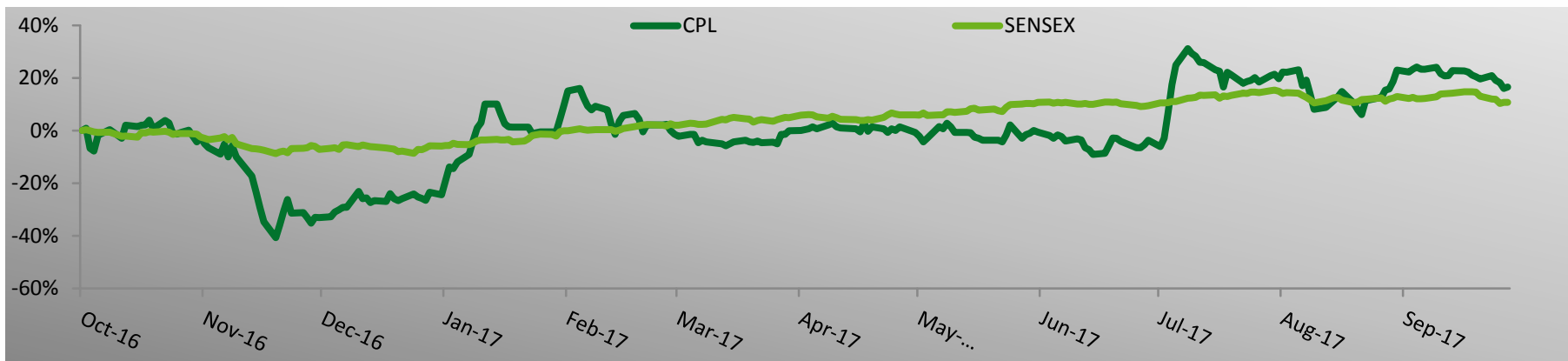
### PAT (INR Mn) and PAT Margins (%)



### Net Worth (INR Mn) and ROCE (%)



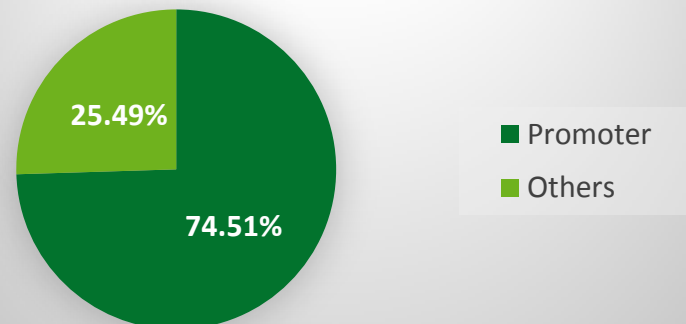
## Share Price Performance (As on September 30<sup>th</sup>, 2017)



### Price Data (As on September 30<sup>th</sup>, 2017)

Face Value (INR)	10
Market Price (INR)	162
52 Week H/L (INR)	190/81.8
Market Cap (INR Mn)	1,632
Equity Shares Outstanding (Mn)	10.07
1 Year Avg. Trading Volume	8.41

### Shareholding Pattern (As on September 30<sup>th</sup>, 2017)



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**Thank You**