7/Govt/SE-14
15th September, 2020

BSE Limited
Department of Corporate Service
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Fax No.(022) 22722061, 41, 39, 37

Scrip Code: 516030
Trading Symbol: YASHPPR

Sub: Investors Presentation

Dear Sir/Madam,

In continuation of our letter date 12th September, 2020 pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 regarding a Conference Call for Analysts and Investors scheduled today i.e. Tuesday, 15th September, 2020 at 04:30 P.M. (IST) to discuss the Q1FY21 results of the Company with Mr. Ved Krishna, Executive Vice-Chairman, Mr. Jagdeep Hira, Managing Director and Mr. Jignesh Shah, Chief Financial Officer of the Company, kindly find attached herewith Investor Presentation to be made today.

Kindly take the above on your record and bring it to the notice of all concerned.

Thanking you,

Yours faithfully,

---

Jignesh Shah
Chief Financial Officer

Encl: As Above

Formerly Yash Papers Limited

Yash Pakka Limited, Yash Nagar, Ayodhya 224135 (U.P.), India
+91-5278-258174 | connect@yashpakka.com
www.yashpakka.com

Registered Office: Flat No. 202, 3A/172, Azad Nagar,
Kanpur-208002, (U.P.), India
CIN: L24231UP1981PLC005294
Packaging with a Soul
Who is Yash Pakka?
A Company deeply committed to transforming packaging to contribute towards a cleaner planet
What is the background?
THE YASH STORY
Track record of over 35 years

Products
- Low grammage kraft grades
- Investment towards: Specialised value added products:
  - Poster paper
  - Pulp Moulding and Sugar cane pulp sale
  - Compostable Flexible Packaging
  - Pulp Moulds

Capacity
- 1981: Yash Paper is created
- 1992: IPO
- 1995: Capacity enhancement
- 2005: Follow on Public Offer (FPO)
- 2016: Pulp Moulding Project
- 2022: Growth 2022 plan (P)

Funding
- 1981: INR 2.5m
- 1992: INR 31.5m Raised
- 2005: INR 283.3m ~ US$6.6m (@ 43 INR)
- 2016: US$ 8.4m
- 2022: INR 5,000m target (US$ 72m)

Revenues
- 1981: INR 77.3m
- 1992: INR 150.45m
- 1995: INR 275m
- 2005: INR 1,730m (US$ 27m)

Notes: tons: metric tons
What are we trying to build?
Global leadership in sustainable packaging alternates

<table>
<thead>
<tr>
<th>Goal 2025</th>
<th>Amount in INR m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Moulded Products</td>
<td>Paper for Bags</td>
</tr>
<tr>
<td>Tonnage</td>
<td>Turnover</td>
</tr>
<tr>
<td>30,000</td>
<td>5,000</td>
</tr>
<tr>
<td>Total</td>
<td>1,26,500</td>
</tr>
<tr>
<td>Compostable Flexible Packaging</td>
<td></td>
</tr>
<tr>
<td>Tonnage</td>
<td>Turnover</td>
</tr>
<tr>
<td>16,500</td>
<td>3,000</td>
</tr>
<tr>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>13,600</td>
</tr>
</tbody>
</table>
Why focus on this segment?
Plastic waste generation by industrial sector, 2015

Global plastic waste generation by industrial sector, measured in tonnes per year.

Source: Geyer et al. (2017)

- Packaging: 141 million tonnes
- Textiles: 42 million tonnes
- Other sectors: 38 million tonnes
- Consumer & Institutional Products: 37 million tonnes
- Transportation: 17 million tonnes
- Electrical/Electronic: 13 million tonnes
- Building and Construction: 13 million tonnes
- Industrial Machinery: 1 million tonnes

CC BY
Balance of plastic production and fate (m = million tonnes)

8300m produced ➔ 4900m discarded + 800m incinerated + 2600m still in use (100m of recycled plastic)

Total primary plastic production 8300m

Plastic used once 5800m

Recycled 500m

Recycled still in use 100m

Recycled then incinerated 100m

Recycled then discarded 300m

Straight to landfill or discarded 4600m

Incinerated 700m

Primary plastic still in use 2500m

Source: based on Geyer et al. (2017). Production, use, and fate of all plastics ever made. This is a visualization from OurWorldInData.org, where you find data and research on how the world is changing. Licensed under CC-BY-SA by Hannah Ritchie and Max Roser (2018).

And Recycling at most times is worse than virgin materials
Trends in $900 Billion Packaging Industry

- Greater pressure on retail and CPG margins
- Disruptive technologies
- Growth of e-commerce
- Shift toward sustainable materials
- Changing consumer preferences
- Packaging solutions
FOOD PACKAGING MARKET

Global Food Packaging Market Size, 2018-2026 (USD Billion)

$393.6 Billion & $606.3 Billion

in 2018 by 2026

Global Food Packaging Market Share, By Application, 2018

Bakery & Confectionery 37.3%
Fruits & Vegetables | Dairy Products | Meat, Poultry & Seafood
Sauces, Dressings & Condiments | Others

North America Food Packaging Market Size, 2018

$99.66 Billion

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Why us?
What are our core strengths?
Strong Raw Material Linkages
Global Footprint and Supply Chain setup

Map showing locations around the world.
Strong R&D and Product Development
Strong, Diverse and Independent Board

Basant Khaitan
Strategic Committee Chair
Eminent Business Person

Atul Gupta
Audit Committee Chair
Ex UP Chief Secretary

Kimberly McArthur
International Marketing Expert

Pradeep Dhabale
Chairman
Ex ITC Director

Manjula Jhunjhunwala
Promoter Director
Educationist

Dr Indroneel Banerji

Srinivas Vishnubhatla
Strong Culture and Management Practices
Creation of Brand Value

CHUK

eat safe
Consistent Growth

Revenue (INR in M)

FY11: 1,051
FY12: 1,100
FY13: 1,179
FY14: 1,491
FY15: 1,739
FY16: 1,745
FY17: 1,760
FY18: 2,052
FY19: 2,554
FY20: 2,611
Our Challenges

- Quicker product development
- Moulded Products
- Stabilisation and profitability creation
- Lowering Debt
- Creating stronger market acceptance for compostable products
- Creating more stability and consistency
- Building a stronger global presence
Quarterly Results – Q1 2021

- Revenue (INR in M):
  - Q1 FY 20: 667
  - Q4 FY 20: 614
  - Q1 FY 21: 330

- EBIDTA (INR in M):
  - Q1 FY 20: 171
  - Q4 FY 20: 152
  - Q1 FY 21: 69

- PAT (INR in M):
  - Q1 FY 20: 77
  - Q4 FY 20: 63
  - Q1 FY 21: 11

YASH PAKKA
Packaging with a Soul
Quarterly Production & Sales: Pulp & Paper (Q1-2021)

Production in MT

Sales in MT

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Production</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 FY 20</td>
<td>9,249</td>
<td></td>
</tr>
<tr>
<td>Q4 FY 20</td>
<td>8,669</td>
<td></td>
</tr>
<tr>
<td>Q1 FY 21</td>
<td>5,491</td>
<td></td>
</tr>
<tr>
<td></td>
<td>9,436</td>
<td>8,135</td>
</tr>
<tr>
<td></td>
<td>5,502</td>
<td></td>
</tr>
</tbody>
</table>
Annual Production & Sales: Pulp & Paper

Production in MT

<table>
<thead>
<tr>
<th>Year</th>
<th>Production</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>40,534</td>
</tr>
<tr>
<td>FY17</td>
<td>40,882</td>
</tr>
<tr>
<td>FY18</td>
<td>44,313</td>
</tr>
<tr>
<td>FY19</td>
<td>45,730</td>
</tr>
<tr>
<td>FY20</td>
<td>44,901</td>
</tr>
</tbody>
</table>

Sales in MT

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>42,217</td>
</tr>
<tr>
<td>FY17</td>
<td>41,102</td>
</tr>
<tr>
<td>FY18</td>
<td>43,705</td>
</tr>
<tr>
<td>FY19</td>
<td>46,325</td>
</tr>
<tr>
<td>FY20</td>
<td>43,938</td>
</tr>
</tbody>
</table>
Annual Production & Sales: Moulded Products

Production in MT

<table>
<thead>
<tr>
<th>Year</th>
<th>Production in MT</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>247</td>
</tr>
<tr>
<td>FY19</td>
<td>1,276</td>
</tr>
<tr>
<td>FY20</td>
<td>1,059</td>
</tr>
</tbody>
</table>

Sales in MT

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales in MT</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>118</td>
</tr>
<tr>
<td>FY19</td>
<td>1,150</td>
</tr>
<tr>
<td>FY20</td>
<td>1,215</td>
</tr>
</tbody>
</table>
Our Growth

Revenue (INR in M)

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,745</td>
<td>1,760</td>
<td>2,052</td>
<td>2,554</td>
<td>2,611</td>
</tr>
</tbody>
</table>

EBIDTA (INR in M)

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>258</td>
<td>312</td>
<td>414</td>
<td>504</td>
<td>619</td>
</tr>
</tbody>
</table>

PBT (INR in M)

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>44</td>
<td>117</td>
<td>222</td>
<td>248</td>
<td>395</td>
</tr>
</tbody>
</table>

PAT (INR in M)

<table>
<thead>
<tr>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>29</td>
<td>64</td>
<td>126</td>
<td>206</td>
<td>272</td>
</tr>
</tbody>
</table>
## Profit & Loss Q1 20-21

### Income (INR in M)

<table>
<thead>
<tr>
<th></th>
<th>Q1FY21</th>
<th>Q4FY20</th>
<th>QoQ%</th>
<th>Q1FY20</th>
<th>YoY%</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income from Operations</td>
<td>321.68</td>
<td>559.17</td>
<td>-42%</td>
<td>656.28</td>
<td>-51%</td>
<td>2,523.87</td>
</tr>
<tr>
<td>Other Income</td>
<td>8.05</td>
<td>54.77</td>
<td>-85%</td>
<td>10.68</td>
<td>-25%</td>
<td>87.18</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>329.73</td>
<td>613.94</td>
<td>-46%</td>
<td>666.96</td>
<td>-51%</td>
<td>2,611.05</td>
</tr>
</tbody>
</table>

### Total Expenses

<table>
<thead>
<tr>
<th>Expense</th>
<th>Q1FY21</th>
<th>Q4FY20</th>
<th>QoQ%</th>
<th>Q1FY20</th>
<th>YoY%</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of Material Consumed</td>
<td>125.18</td>
<td>233.53</td>
<td>-46%</td>
<td>261.11</td>
<td>-52%</td>
<td>1,017.50</td>
</tr>
<tr>
<td>Purchase of Stock in Trade</td>
<td>0.28</td>
<td>0.08</td>
<td>266%</td>
<td>0.05</td>
<td>467%</td>
<td>0.33</td>
</tr>
<tr>
<td>Changes in Inventories</td>
<td>-11.48</td>
<td>-14.24</td>
<td>-19%</td>
<td>1.58</td>
<td>-827%</td>
<td>-5.95</td>
</tr>
<tr>
<td>Employee Cost</td>
<td>57.78</td>
<td>65.61</td>
<td>-12%</td>
<td>64.36</td>
<td>-10%</td>
<td>266.71</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>28.94</td>
<td>29.87</td>
<td>-3%</td>
<td>34.03</td>
<td>-15%</td>
<td>126.14</td>
</tr>
<tr>
<td>Depreciation and Amortisation</td>
<td>23.86</td>
<td>28.79</td>
<td>-17%</td>
<td>22.88</td>
<td>4%</td>
<td>97.60</td>
</tr>
<tr>
<td>Power &amp; Fuel</td>
<td>55.49</td>
<td>75.99</td>
<td>-27%</td>
<td>106.92</td>
<td>-48%</td>
<td>416.29</td>
</tr>
<tr>
<td>Other expenses</td>
<td>33.24</td>
<td>101.14</td>
<td>-67%</td>
<td>62.38</td>
<td>-47%</td>
<td>297.06</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>313.27</td>
<td>520.78</td>
<td>-40%</td>
<td>553.31</td>
<td>-43%</td>
<td>2,215.67</td>
</tr>
</tbody>
</table>

### Profit Before Exceptional Item and tax

<table>
<thead>
<tr>
<th></th>
<th>Q1FY21</th>
<th>Q4FY20</th>
<th>QoQ%</th>
<th>Q1FY20</th>
<th>YoY%</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit Before Exceptional Item and tax</td>
<td>16.45</td>
<td>93.17</td>
<td>-82%</td>
<td>113.65</td>
<td>-86%</td>
<td>395.38</td>
</tr>
<tr>
<td>Tax Expenses</td>
<td>5.00</td>
<td>30.55</td>
<td></td>
<td>30.46</td>
<td></td>
<td>119.20</td>
</tr>
<tr>
<td>Profit Before Exceptional Item and tax</td>
<td>11.46</td>
<td>62.62</td>
<td></td>
<td>83.19</td>
<td></td>
<td>276.18</td>
</tr>
<tr>
<td>Other Comprehensive Income</td>
<td>-0.82</td>
<td>-0.03</td>
<td>-6.22</td>
<td>-4.44</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Comprehensive Income for the year</td>
<td>10.64</td>
<td>62.60</td>
<td>-83%</td>
<td>76.97</td>
<td>-86%</td>
<td>271.74</td>
</tr>
</tbody>
</table>
Way Forward

- Optimise Moulded Products Capacity to 20 TPD and enhance utilisation to >70%
- Upgrade Paper Machine for excellence in bag paper and add 30 TPD capacity
- Enhance Pulping and Chemical Recovery Capacity to maximise asset utilisation
- Enhance CHUK range, deepen market penetration in international and domestic markets
THANK YOU

Lets connect

cs@yashpakka.com

PACKAGING WITH A SOUL

means we celebrate our oneness