



# Prakash Pipes Limited

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

Srivan, Bijwasan, New Delhi - 110061  
CIN : L25209PB2017PLC046660  
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E-mail : pplho@prakash.com Website : www.prakashplastics.in

PPL/SE/IP/2021

9<sup>th</sup> February, 2021

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

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

Company Symbol : PPL

Company Code : 542684

**Sub: Intimation under Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir,

Please find enclosed herewith Presentation on Results for the period ended 31<sup>st</sup> December, 2020 for your kind information and record. You are requested to kindly update the same on your website.

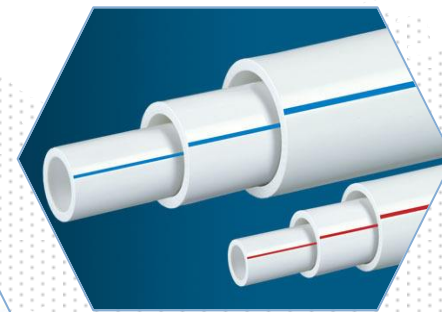
Thanking you,

Yours faithfully,  
For Prakash Pipes Limited

**Sonu Sharma**  
Company Secretary



Encls : as above



# *Prakash Pipes Limited*

*Pipes & Fittings | Flexible Packaging*

*Investor Presentation February, 2021*



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# Company Overview



State-of-the-Art Plant  
at Kashipur, Uttarakhand



60,000 TPA Pipe &  
Fittings Capacity



One of the top players in  
Northern India



500 + Strong Dealer &  
Distributor Network



14,400 TPA Flexible  
Packaging Capacity



389 Cr. Revenue in  
FY20, up by 13%



19% ROE in FY20



Positive Cash Flows  
and Net Debt Free

# Business Strengths....

## Strengthening Sustainability

Strengthened business sustainability through a growing presence in two completely different businesses that capitalize on agriculture infrastructure at one end and the country's retail consumption on the other.

The combination of these businesses is expected to drive revenue growth, cash flows and de-risking.





# Highlights Q3FY2021

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## Quarter Ended Dec, 2020

- Revenue - INR 127 Crores, up by 37% (YoY)
- EBITDA - INR 16 Crores, up by 63% (YoY)
- Profit After Tax - INR 9 Crores, up by 25% (YoY)

## 9 Months Ended Dec, 2020

- Revenue - INR 342 Crores, up by 14% (YoY)
- EBITDA - INR 44 Crores, up by 34% (YoY)
- Profit After Tax - INR 26 Crores, up by 25% (YoY)

## Pipes & Fittings Division

- Recorded sales volume of 10,013 tonnes in Q3FY21, up by 4% (YoY)
- Contribution of the Fittings in the sales mix has increased to 7%, up by 83% (YoY)
- Installed 3 new Moulding machines to expand the Fittings range
- Added Chlorinated Polyvinyl Chloride (CPVC) Pipes & Fittings in the product range

## Flexible Packaging Division

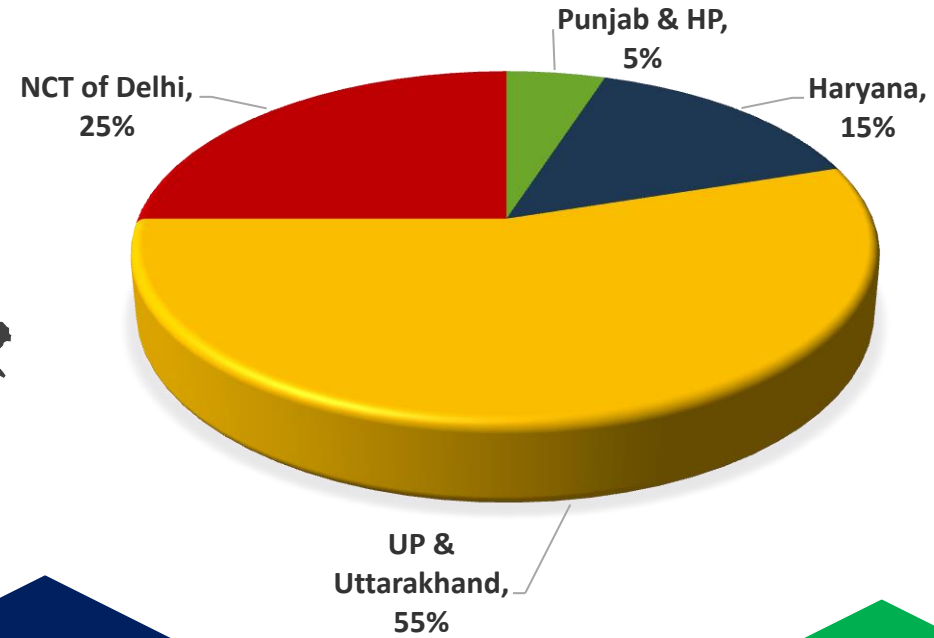
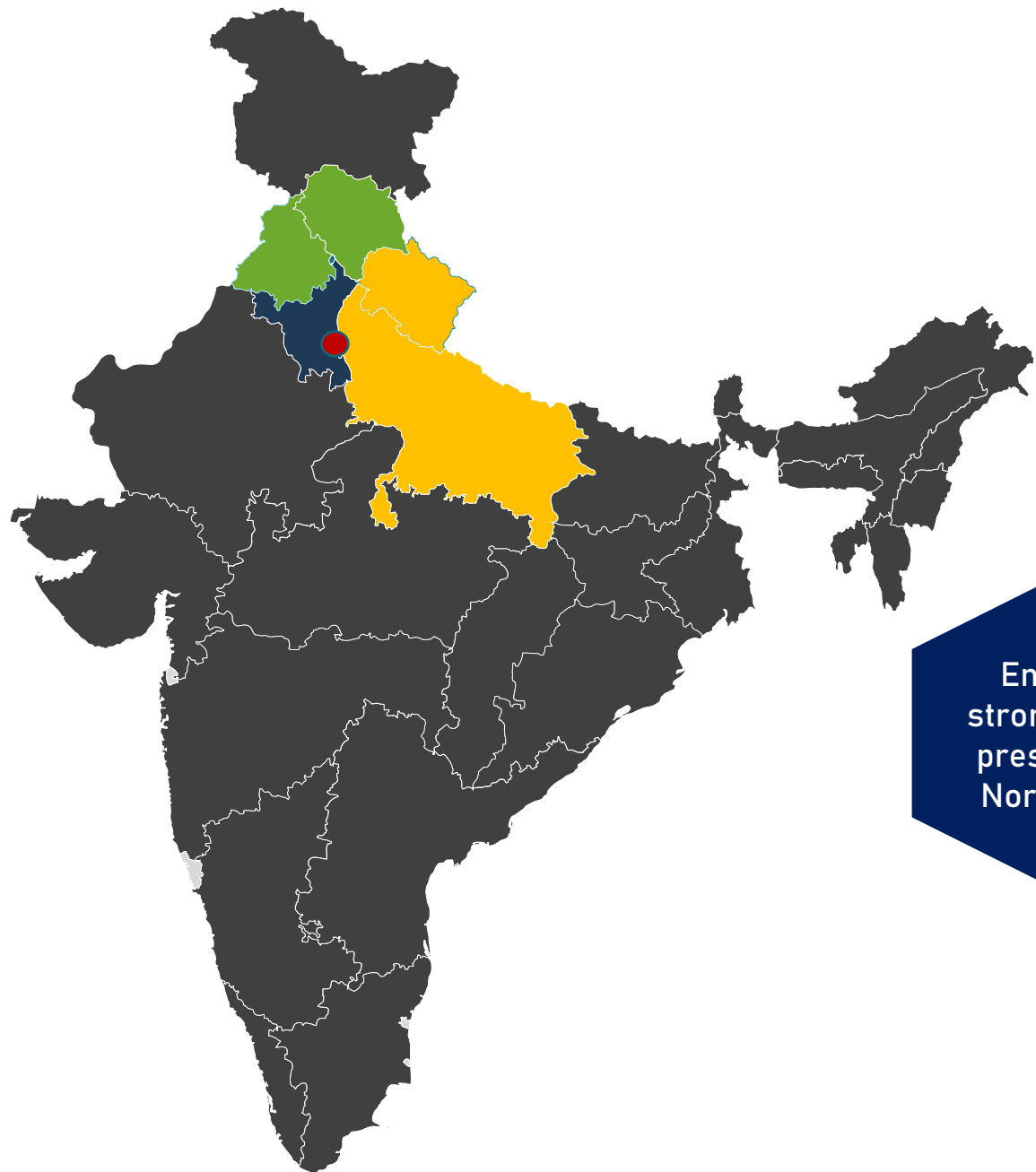
- Sales volume grew by 60% (YoY) in Q3FY21
- Increased capacity by commissioning 3rd Printing Machine
- Commissioned Rotogravure Cylinder plant as a step towards backward integration

# Product Portfolio – Pipes & Fittings





# Our Footprints – Geographical Contribution Mix



Enjoying strong brand presence in North India

Focused on penetrating newer markets

Extensive dealer network

In house fleet of trucks for better logistics



# Product Applications - Pipes & Fittings



## Agriculture

UPVC Pipes  
Casing Pipes  
Column Pipes  
Fittings



## Construction

SWR Pipes  
Plumbing Pipes  
Column Pipes  
CPVC & UPVC Pipes  
Fittings



## Water Management

CPVC Pipes  
UPVC Pipes  
Fittings

# Key Growth Drivers – Pipes & Fittings



Har Ghar Jal  
Jal Jeevan Mission

Union Budget 2021-22 allocates Rs. 550 bn for FY2022 for providing functional household tap connection to every rural household by 2024

Union Budget 2021-22 announced Jal Jeevan Mission (Urban) with aim to provide tap water connection to 2.86 crore urban households in next 5 years with total outlay of Rs. 2.87 trn

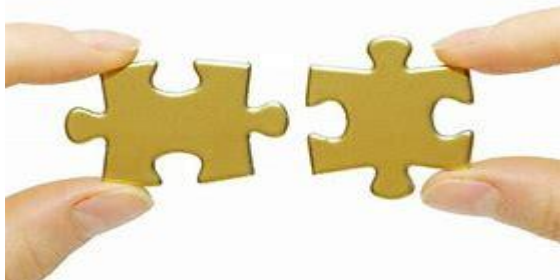


PM Krishi Sinchayee Yojana for extending the coverage of irrigation “Har Khet ko Pani” and improving water use efficiency “More Crop Per Drop”



Pradhan Mantri  
Awaas Yojana  
Housing for All

Pradhan Mantri Awaas Yojana for providing Housing for All by 2022



Big opportunity for Branded players with ongoing industry consolidation in PVC sector post COVID

# Flexible Packaging – Product Offerings

The state of art Packaging plant at Kashipur, Uttarakhand provides technologically superior and sustainable packaging solutions:

Flexible Packaging: Flexible Packaging Laminates | Pre-fabricated Pouches

Chemicals: Printing Inks

Cylinders: Rotogravure Cylinders

Films: Blown PE Films



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



# Flexible Packaging – Applications



- Shampoo & Conditioners
- Soaps & detergents
- Vegetable Oils
- Tea & Coffee
- Juices & Drinks
- Confectionery
- Aromatic Oils



- Chips
- Biscuits
- Noodles
- Frozen Food
- Sugar
- Dairy Products
- Cereals & Spices

## **INFRASTRUCTURE & OTHERS**

- Motor Oil & Lubricants
- Paints
- Fertilizers
- Pharmaceuticals
- Contraceptives
- Cement
- Adhesives

# Key Growth Drivers – Flexible Packaging

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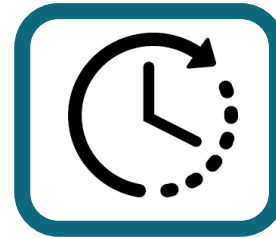
Overall growing population



Rising organized retail chains



Smaller households & nuclear families



Better shelf life



Environment friendly and recyclable



Tool for brand building



Health and hygiene awareness



Light weight & convenient

# Flexible Packaging – Key Clientele

PATANJALI

Devarpan  
Namkeen & Snacks

CG CHAUDHARY GROUP  
Touching life everyday

Euro

KRBL Limited

BIKANO

Huhtamaki - PPL

CORNITOS

Anmol  
Yours Tastefully



Cream Bell

HAVELLS

MADHUSUDAN

Mrs. Bector's  
CREMICA  
SINCE 1978

Farmer Fresh

PRAN

ODAT  
FOOD & BEVERAGE PVT. LTD.

Shyam-G  
Delicious & Tasty Snacks

NUTRA  
FOODS & BEVERAGES

BIKAJI  
ASLEE BIKANERI

ORGANIC INDIA

FOOD  
GUPTAJI  
PARK

Panchwati

Bambino

OS  
SPICES  
Conquer the world

CHITTCORE  
SINCE-1955  
Namkeenz

Aakriti  
Close to your heart

TASTILO  
NACHO CHIPS

EMS

among others...

# Profitability Highlights

(Rs. Crores)

Particulars	FY19	FY20	9MFY21
Total Revenue	345.6	389.2	342.4
EBITDA	43.2	42.4	43.6
<i>EBITDA margin (%)</i>	<i>12.5%</i>	<i>10.9%</i>	<i>12.7%</i>
Depreciation	4.7	6.5	6.0
Interest	0.2	1.6	1.5
Profit Before Tax	38.3	34.3	36.2
Income Tax	9.7	9.5	10.5
Profit After Tax	28.6	24.8	25.6
<i>PAT margin (%)</i>	<i>8.3%</i>	<i>6.4%</i>	<i>7.5%</i>

Sales Volume (MTPA)	FY19	FY20	9MFY21
Pipes & Fittings	42,012	43,305	28,025
Flexible Packaging	316	3,227	5,227

# Balance Sheet Highlights

(Rs. Crores)

Equities & Liabilities	Sept-20	Mar-20	Assets	Sept-20	Mar-20
Equity	146.3	132.3	Non Current Assets		
Debt	4.3	5.1	Fixed Assets	62.1	54.8
Non Current Liabilities	2.5	2.4	Other Non Current Assets	29.8	25.5
Current Liabilities	53.5	39.0	Current Assets		
Total Equities & Liabilities	206.7	178.8	Inventories	24.3	29.6
			Trade Receivables	62.2	43.2
			Cash & Bank Balances	11.9	11.8
			Other Financial Assets	7.0	6.7
			Other Current Assets	9.4	7.2
			Total Assets	206.7	178.8

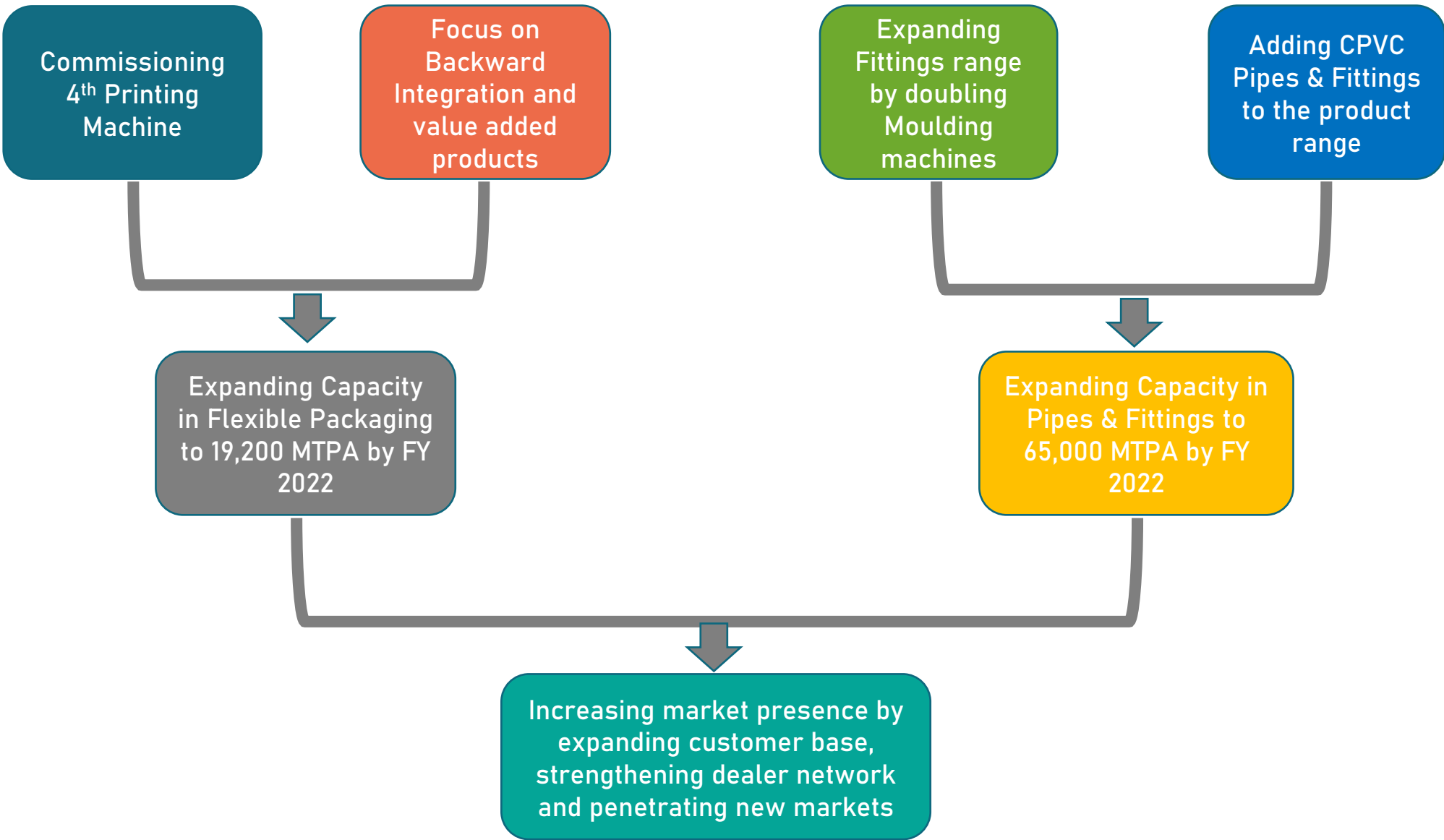
Key Ratios	Sept-20	Mar-20
Book value per share	Rs. 71.7	Rs. 64.8
ROE*	22%	19%
Current Ratio	2:1	2.3:1
Total Debt/Equity Ratio	0.03	0.04

\* ROE calculated on annualised basis





# Future Outlook....



# Corporate Social Responsibility

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

Following are the broad areas of the initiatives:

- Providing safe drinking water facilities
- Conducting training programs for promotion of vocational skills
- Measures for reducing inequalities
- Ensuring environment sustainability
- Promotion and development of traditional arts
- Training to rural sports
- Mid-day meal scheme





*Thank  
You*

For more information:  
Visit [www.prakashplastics.in](http://www.prakashplastics.in)  
or write to [pplho@prakash.com](mailto:pplho@prakash.com)