



25th May, 2022

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:- Submission of Investor Presentation on Audited Financial Results for the Quarter and Financial Year Ended 31/03/2022

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on the Audited Financial Results for the Quarter and Financial Year ended 31/03/2022.

Kindly take this on record and oblige.

Thanking You.

Yours Faithfully,
For **Kanpur Plastipack Limited**

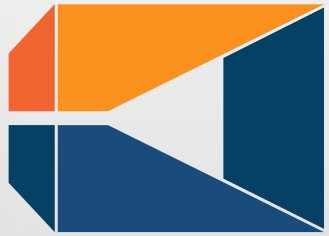
(Ankur Srivastava)
Company Secretary



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tel.no: +91 (512) 2691113-116 | fax: +91 (512) 2691117
email: info@kanplas.com | web: www.kanplas.com

Manufacturers & Exporters: HDPE/PP Circular Woven Fabrics, Sacks and FIBCS/Jumbo Bags Multifilament Yarn

ISO 9001:2015 ISO 22000 AIB BRC Certified
CIN L25209UP1971PLC003444



**KANPUR
PLASTIPACK
LTD**

Providing Solutions for Industrial Bulk Packaging

5 ★ ★ ★ ★ ★
Decades
OF RELIABILITY

22
YEARS OF
FIBC manufacturing
experience

8⁺
MILLION FIBC
PRODUCED IN 2021

INVESTOR PRESENTATION ON THE AUDITED FINANCIAL RESULTS

FOR THE QUARTER & FINANCIAL YEAR ENDED:

31ST
MARCH, 2022

DATED: **23RD MAY, 2022**

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KPL at a Glance	Fundamental of Growth
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KPL AT A

GLANCE

KPL AT A GLANCE

- Established in 1971, KPL is in the service of the nation for 50 years
- A fully integrated end-to-end Industrial Bulk Packaging Solution Provider - solutions include Flexible Intermediate bulk container (FIBC), Woven sacks to Polypropylene (PP) high tenacity Multifilament yarn (MFY) & UV Master Batch
- 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 our commitment to excellence



FUNDAMENTALS OF GROWTH



Fully integrated & certified facilities



Strong brand
repute



Marquee client
base



Experienced & energetic team



Diversified and relevant product basket



Diversified market presence



Solid financial stability



Healthy growth

124%

Revenue growth
(FY18-FY22)

55%

Net Profit growth
(FY18-FY22)

WHAT FUELED OUR GROWTH IN Q4 FY2021-22



Customer addition



Quality product



Increased demand



Volume growth



Increased
proportion of value-
added products



Cost optimisation
drive

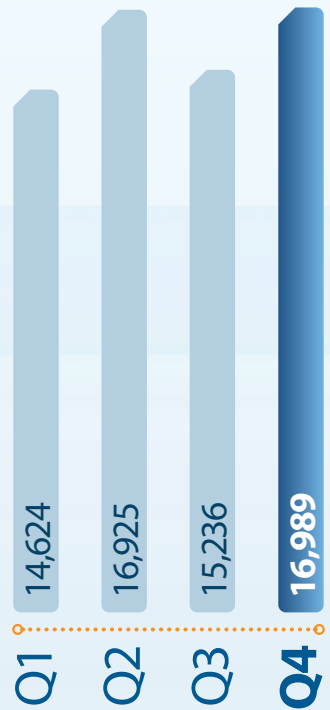


REVENUE GROWTH

HOW THE
NUMBERS
STACK UP

EVERY QUARTER DURING 2021-22

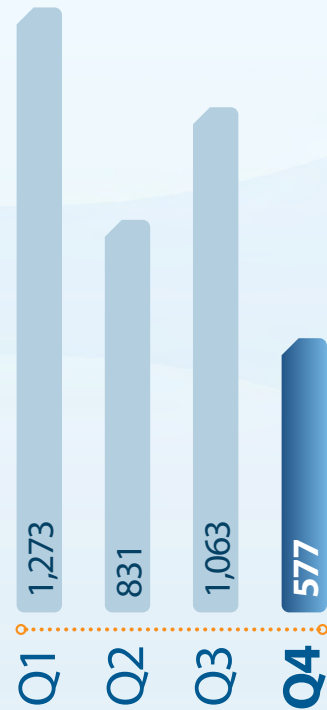
Revenue
(₹ Lakhs)



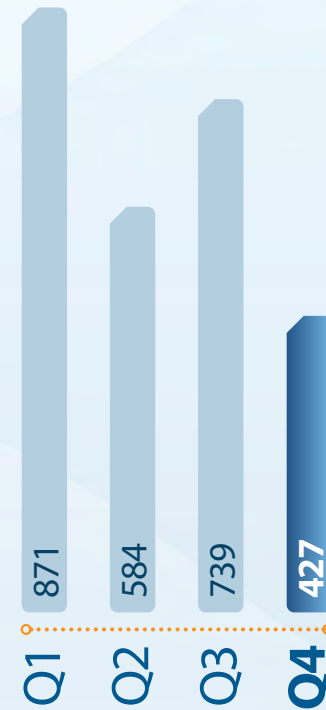
EBITDA
(₹ Lakhs)



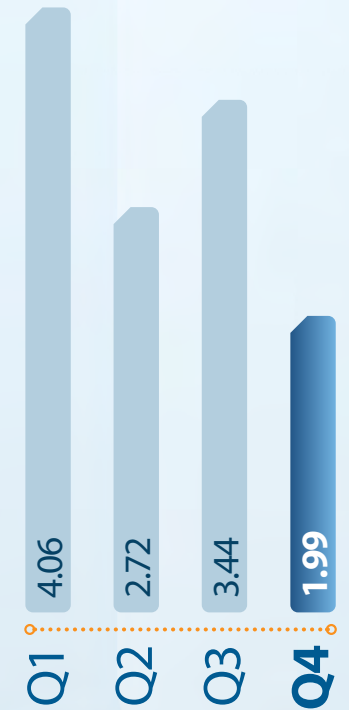
Profit Before Tax
(₹ Lakhs)



Profit After Tax
(₹ Lakhs)



Earnings Per Share*
(₹)



*IN ACCORDANCE WITH IND AS 33, THE EPS OF PREVIOUS PERIOD HAS BEEN ADJUSTED WITH INCREASED NUMBER OF SHARES (AFTER BONUS ISSUE) TO MAKE IT COMPARABLE WITH THE CURRENT QUARTER.

QUARTER-ON-QUARTER ANALYSIS

Q4/FY2021-22 vs Q4/2020-21

Revenue
(₹ Lakhs)



7%
Change

EBITDA
(₹ Lakhs)



[50]%
Change

Profit Before Tax
(₹ Lakhs)



[65]%
Change

Profit After Tax
(₹ Lakhs)



[64]%
Change

Earnings Per Share*
(₹)



[63]%
Change



*IN ACCORDANCE WITH IND AS 33, THE EPS OF PREVIOUS PERIOD HAS BEEN ADJUSTED WITH INCREASED NUMBER OF SHARES (AFTER BONUS ISSUE) TO MAKE IT COMPARABLE WITH THE CURRENT QUARTER.

YEAR-ON-YEAR CHANGE

FY2021-22 vs 2020-21

Revenue
(₹ Lakhs)



39%
Change

EBITDA
(₹ Lakhs)



[6]%
Change

Profit Before Tax
(₹ Lakhs)



[16]%
Change

Profit After Tax
(₹ Lakhs)



[14]%
Change

Earnings Per Share*
(₹)



[14]%
Change



*IN ACCORDANCE WITH IND AS 33, THE EPS OF PREVIOUS PERIOD HAS BEEN ADJUSTED WITH INCREASED NUMBER OF SHARES (AFTER BONUS ISSUE) TO MAKE IT COMPARABLE WITH THE CURRENT QUARTER.

KEY RATIOS

Particulars	FY21	FY22
Current ratio	1.30	1.29
Debt-equity	0.45	0.48
Gearing ratio	1.25	1.20
Total outstanding liability/ EBITDA	3.41	3.94
EBITDA margin	12.79	8.73



OPERATIONAL HIGHLIGHTS

VOLUMES OF SALES RECORDED DURING FY 2021-22:



- Addition of 23 new customers and 3 new geographical territories during the year
- The dealer operated Polymer Warehouse activity of Indian Oil Corporation Limited displayed an improved performance. We sold 25,954 MT in FY22 as against 23,503 MT in FY21- an increase of about 10% over the previous year
- The Company further acquired an additional plot of land (30,000 Sq. Mtrs.) and building (a built-up shed of about 70,000 Sq.Ft.) for its upcoming Cast Polypropylene Film (CPP) project. This project is expected to be commissioned in March 2023, as per schedule
- During the year, the top-line has significantly improved but profits were affected due to extraordinary increase in the ocean freight and high volatility in raw material prices and increased competitive pressure from markets

RENEWABLE ENERGY

Kanpur Plastipack Limited has been a frontrunner in the adoption of renewable energy sources. The Company currently sourcing its renewable energy need from following modes:

- Open Access Mode through Power Purchase Agreement (9.375 MW)
- Roof Top Solar Installations under OPEX mode (2750 kWp)
- Roof Top Solar Installation under Direct mode (577 kWp)
- Purchase through Indian ENERGY Exchange (IEX)

Total Savings in FY22 was ₹2.63 Crore.

We have succeeded in saving 6,903 MT of carbon emission in the environment



WAY FORWARD

- Project to set up a Cast Polypropylene Film (CPP) line is well underway
- Diversification will also lead to new customer acquisition and capturing new markets
- Continue to invest in Technological Upgradation & Innovation to improve infrastructure, product and process
- Higher dependency on Renewal Energy sources will lead to cost savings and sustainable growth
- Leveraging Artificial Intelligence and Digitalisation to improve operational efficiency
- A new subsidiary, KANPLAS DO BRASIL LTDA, was incorporated on 26/04/2022 in Brazil. The Foreign Subsidiary Company will do marketing and trading of the Company's products in the Brazilian market



FOR DETAILED INFORMATION AND UPDATES ON
FINANCIAL STATEMENTS, VISIT US AT:

www.kanplas.com/en/
www.nseindia.com
www.bseindia.com

THANK YOU



Providing Solutions for Industrial Bulk Packaging

5 ★★★★★
OF RELIABILITY | **22**
YEARS OF
FIBC manufacturing
experience | **8**⁺
MILLION FIBC
PRODUCED IN 2021

marketing@kanplas.com