

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,
for Yash Pakka Limited



Jignesh Shah

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



YASH PAKKA

Packaging with a Soul

Investor Presentation

September
2020

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

Low grammage kraft grades
+ poster paper

Investment towards:
Pulp Moulding and
Sugar cane pulp sale

Specialised value added products:
+ Compostable Flexible Packaging
+ Pulp Moulds

Capacity

1,940 tons

10,000 tons

16,000 tons
+ 2.5 MW Power plant

39,100 tons
+ 2.5MW + 6 MW Power
plants
+ 42,900 tons / year pulp
+ 47,850 tons / year
Caustic Recovery Plant

3,750 tons Pulp Mould line
6,600 tons Pulp drying line

Towards 51,000 tons
4.5 MW + 6 MW Power plant
+42,900 tons / year pulp
+47,850 tons / year caustic
recovery plant

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

INR 2.5m

INR 31.5m Raised

INR 283.3m
~ US\$6.6m (@ 43 INR)

US\$ 8.4m

Revenues

INR 77.3m

INR 150.45m

INR 275m

INR 1,730m
(US\$ 27m)

INR 5,000m target
(US\$ 72m)

What are we trying to
build?

Global leadership in sustainable packaging alternates

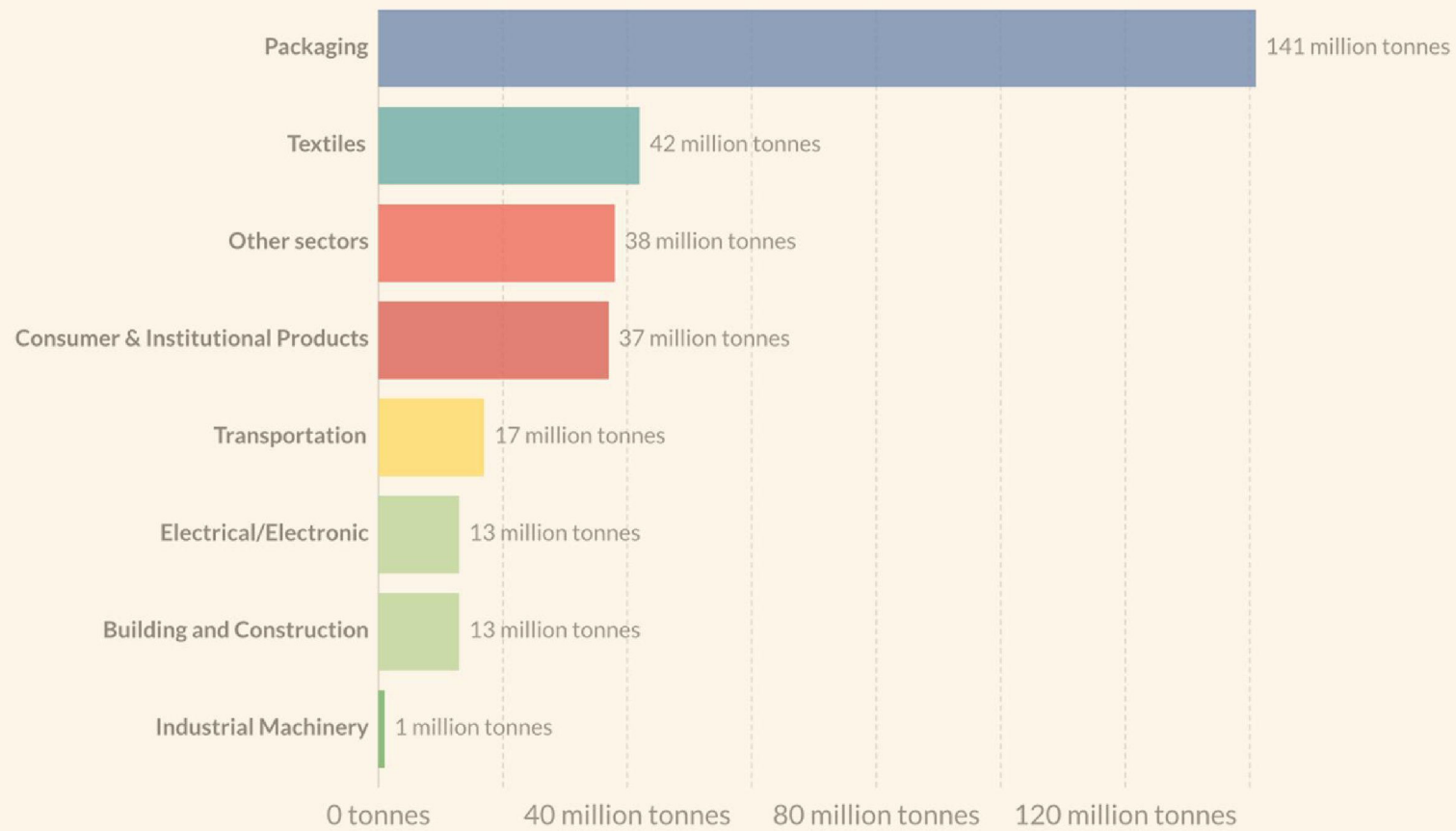
Goal 2025						Amount in INR m		
Moulded Products			Paper for Bags			Compostable Flexible Packaging		
Tonnage	Turnover	Profit	Tonnage	Turnover	Profit	Tonnage	Turnover	Profit
30,000	5,000	1,000	80,000	5,600	840	16,500	3,000	600
Total			1,26,500	13,600	2,400			

Why focus on this
segment?

Plastic waste generation by industrial sector, 2015

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

Our World
in Data

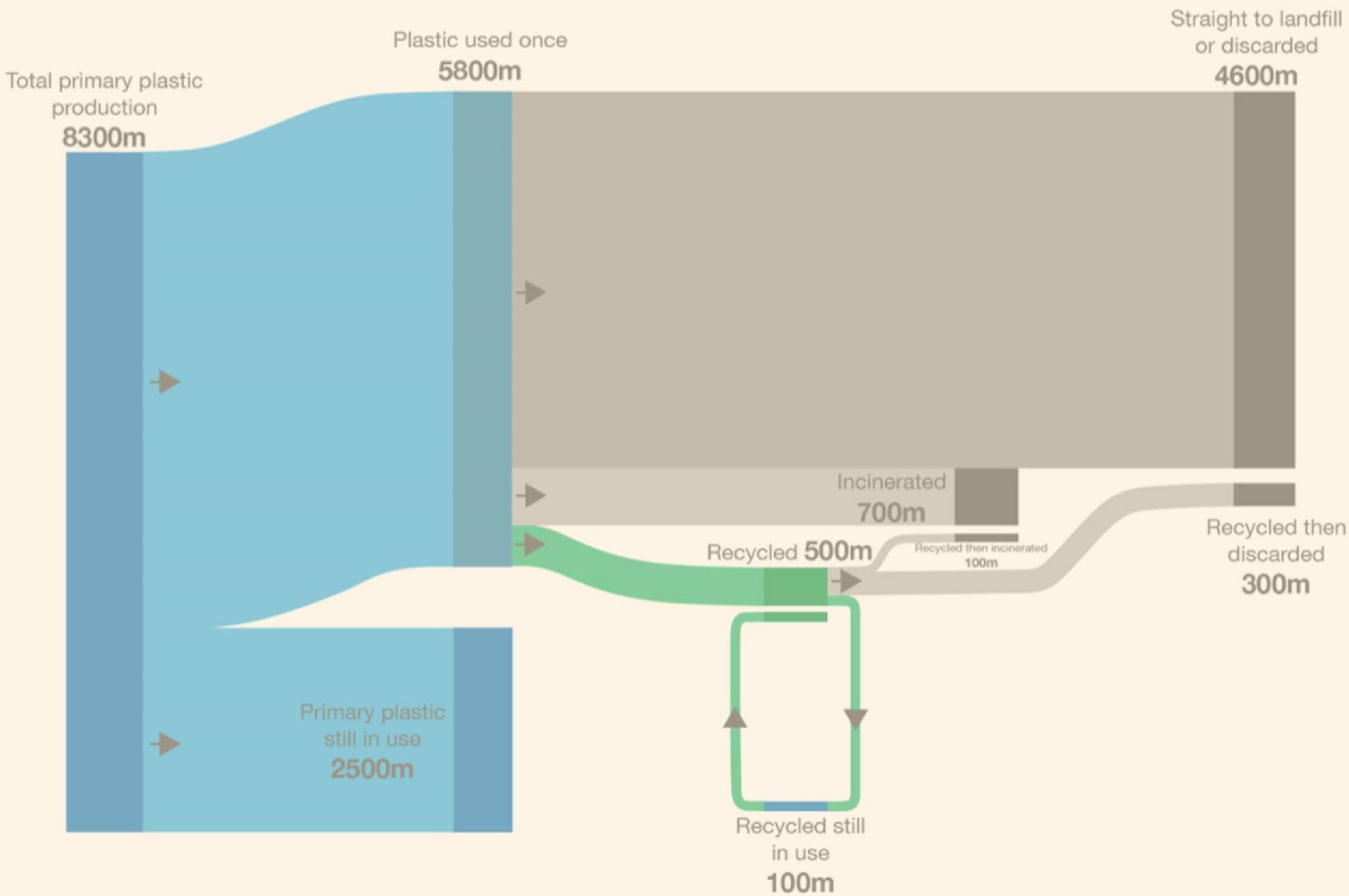


Source: Geyer et al. (2017)

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)



And
Recycling
at most
times is
worse
than
virgin
materials

Trends in \$900 Billion Packaging Industry



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



Why us?
What are our core
strengths?

Strong
Raw
Material
Linkages

Solid Team



Ved Krishna
Strategy Head



Jagdeep Hira
Business Head



Narendra
Agarwal
Operations Head



Navina John
Admin Head



Jignesh Shah
Finance Head



Swati Agarwal
Communications Head



Paritosh Rai
Projects Head



Shailesh Singh
Paper Sales Head



Amit Sharma
Moulded Sales Head



Dr Nagalakshmaiah
Malladi
Innovations Head

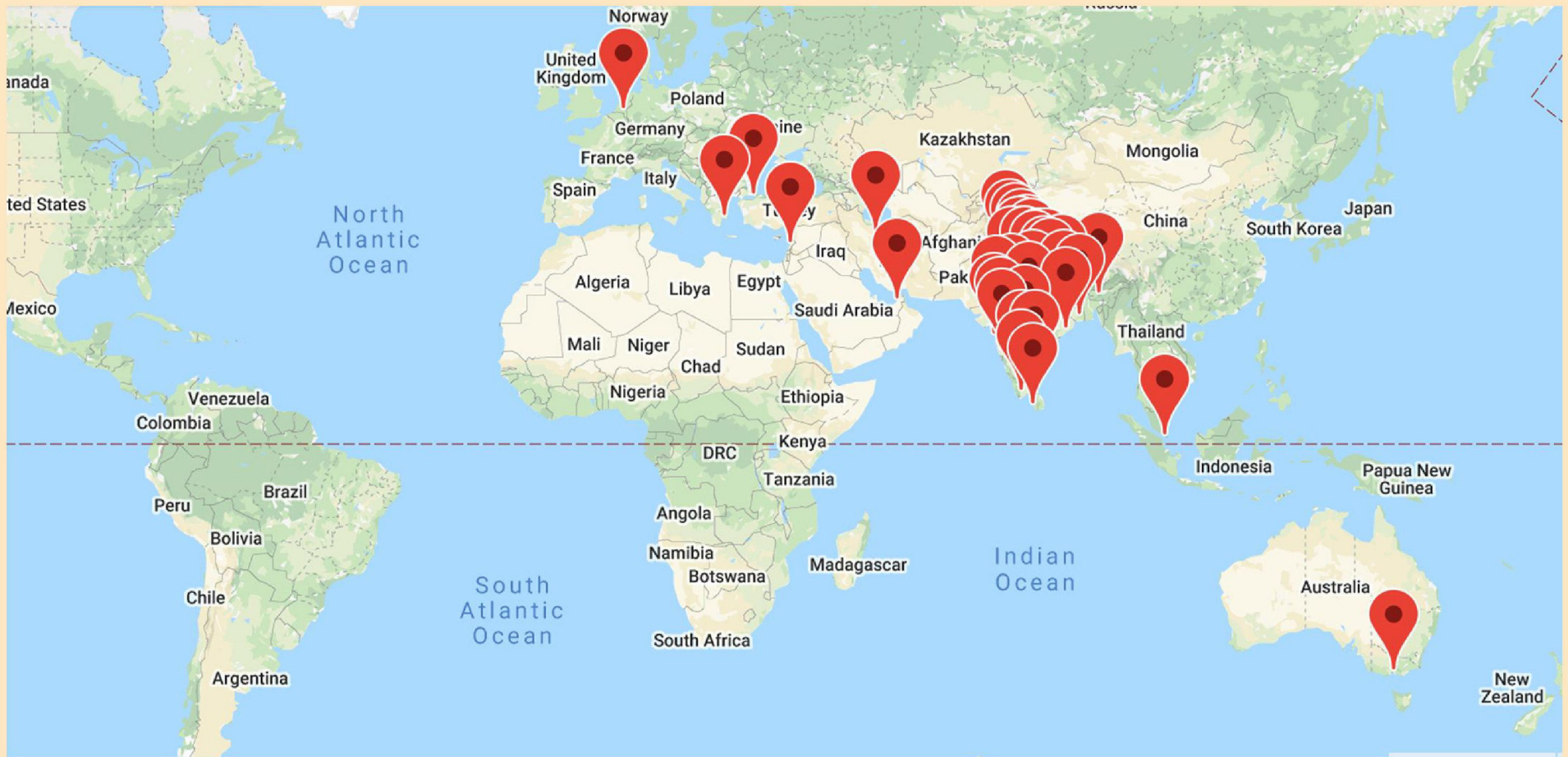


Sumant Pai
Moulded Products Head

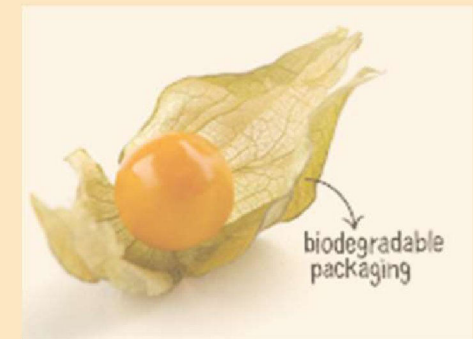


Krishan
Agarwal
Technology Head

Global Footprint and Supply Chain setup



Strong R&D and Product Development



Strong, Diverse and Independent Board



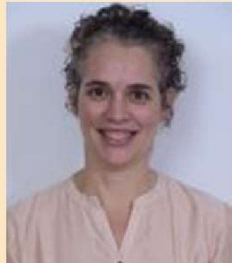
Basantt Khaitan

Strategic Committee Chair
Eminent Business Person



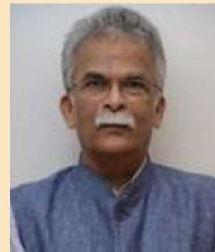
Atul Gupta

Audit Committee Chair
Ex UP Chief Secretary



**Kimberly
McArthur**

International Marketing Expert



**Pradeep
Dhobale**

Chairman
Ex ITC Director



**Manjula
Jhunjhunwala**

Promoter Director
Educationist



**Dr Indroneel
Banerji**



**Srinivas
Vishnubhatla**

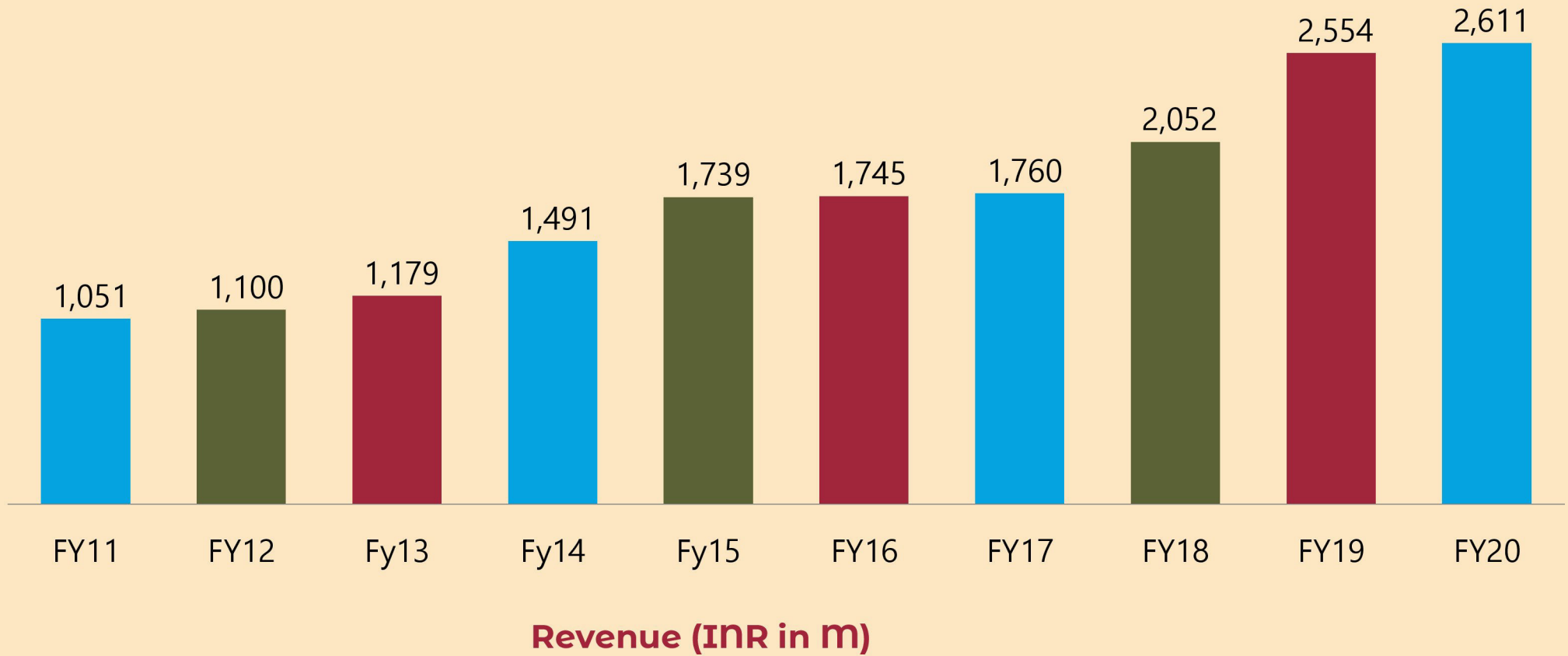
Strong Culture and Management Practices



Creation of Brand Value

CHUK
eat safe

Consistent Growth



Quicker product
development

Moulded Products
Stabilisation and
profitability creation

Lowering Debt

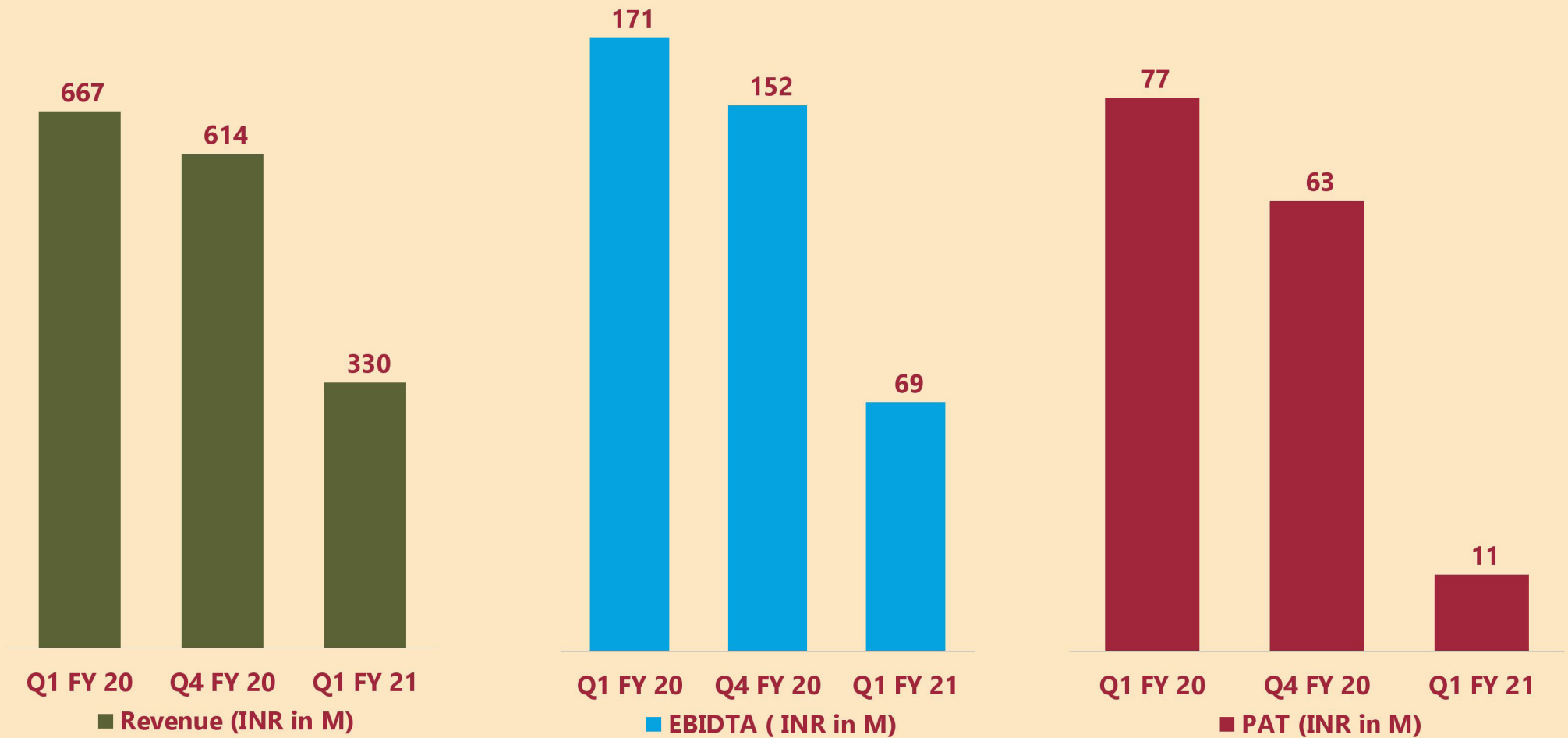
Our Challenges

Creating stronger
market acceptance for
compostable products

Creating more stability
and consistency

Building a stronger
global presence

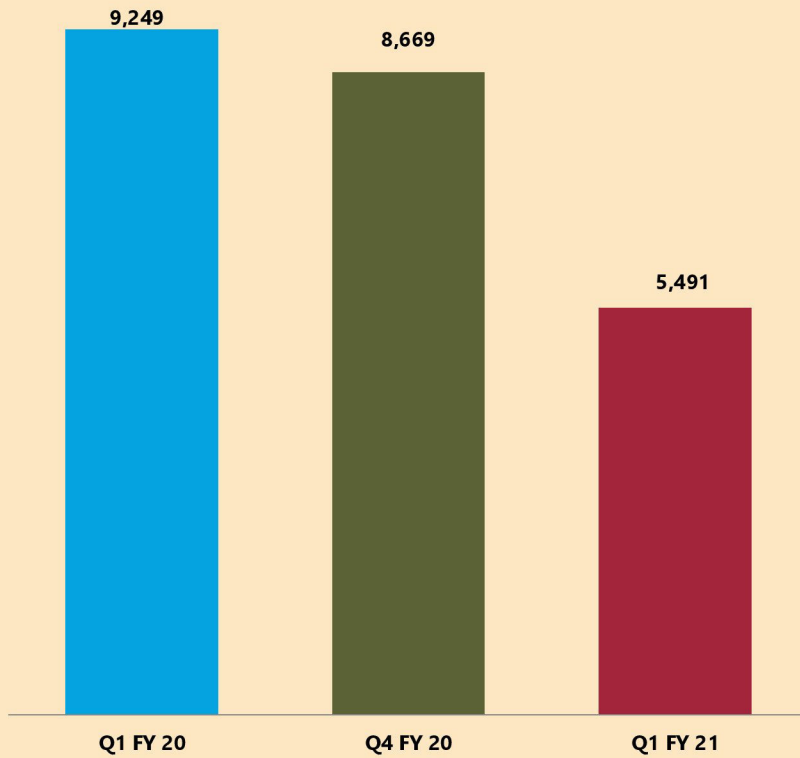
Quarterly Results – Q1 2021



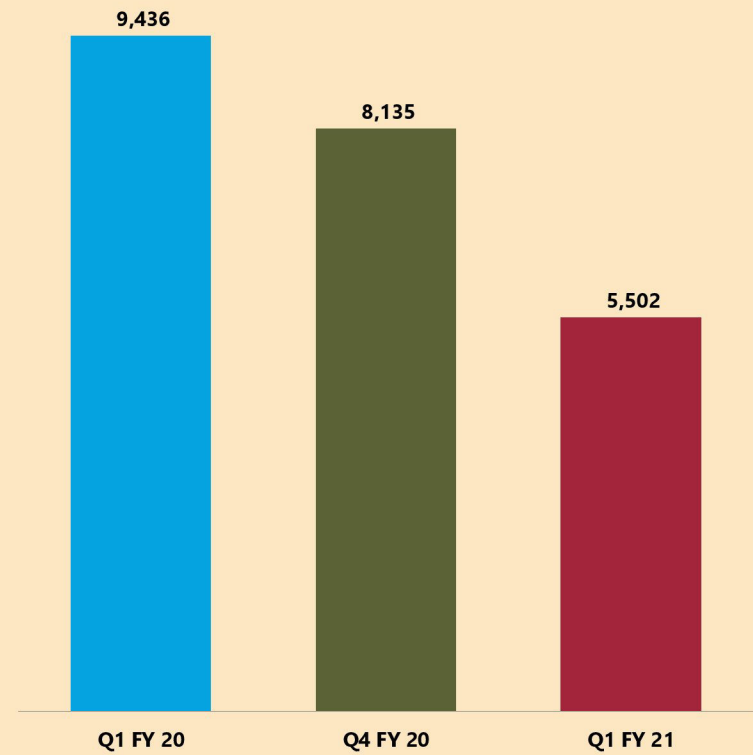
Quarterly Production & Sales : Pulp & Paper (Q1-2021)



Production in MT



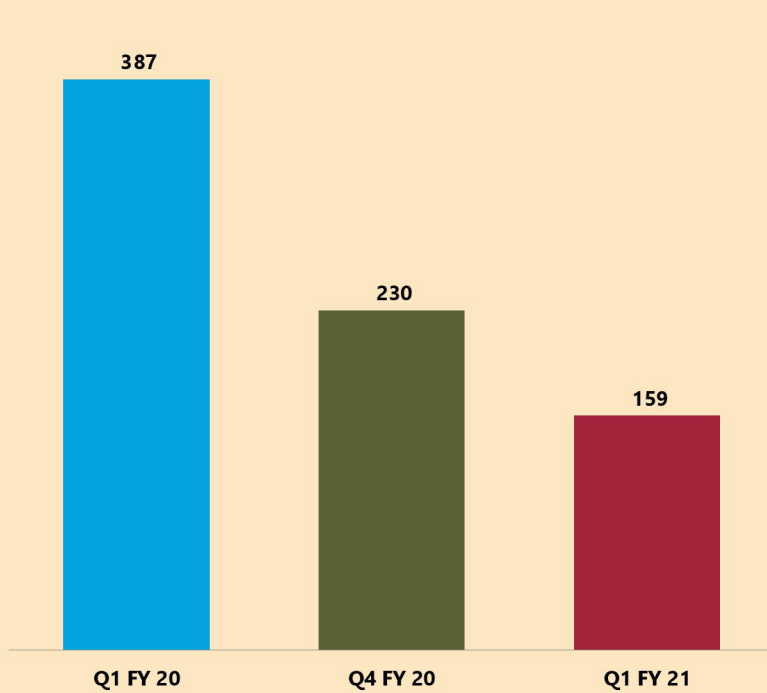
Sales in MT



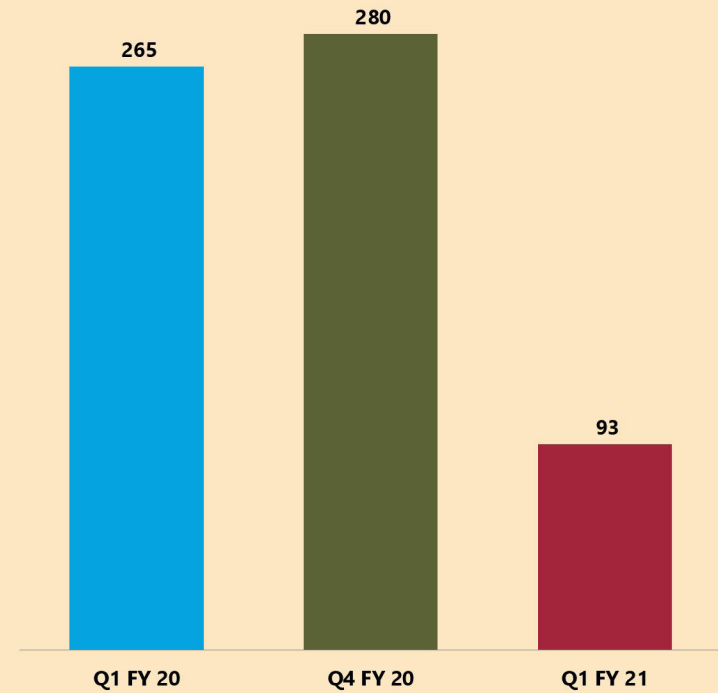
Quarterly Production & Sales : Moulded Products (Q1 2021)



Production in MT



Sales in MT

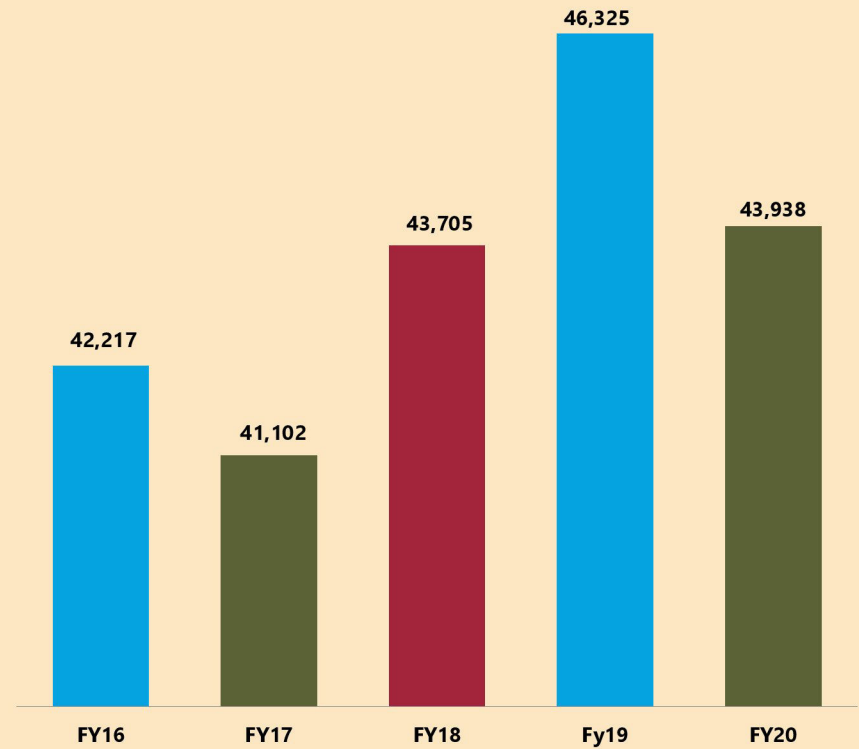
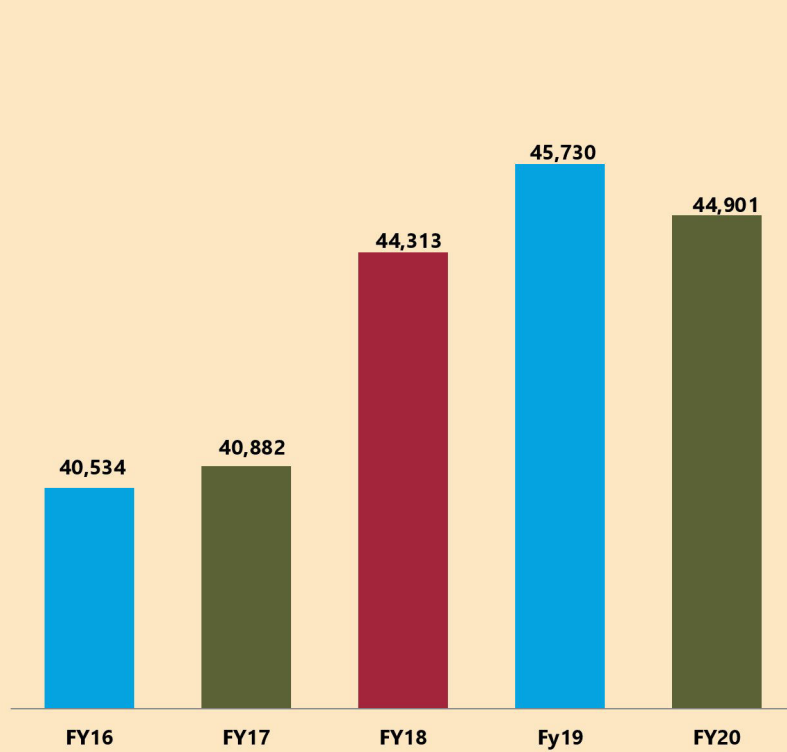


Annual Production & Sales : Pulp & Paper



Production in MT

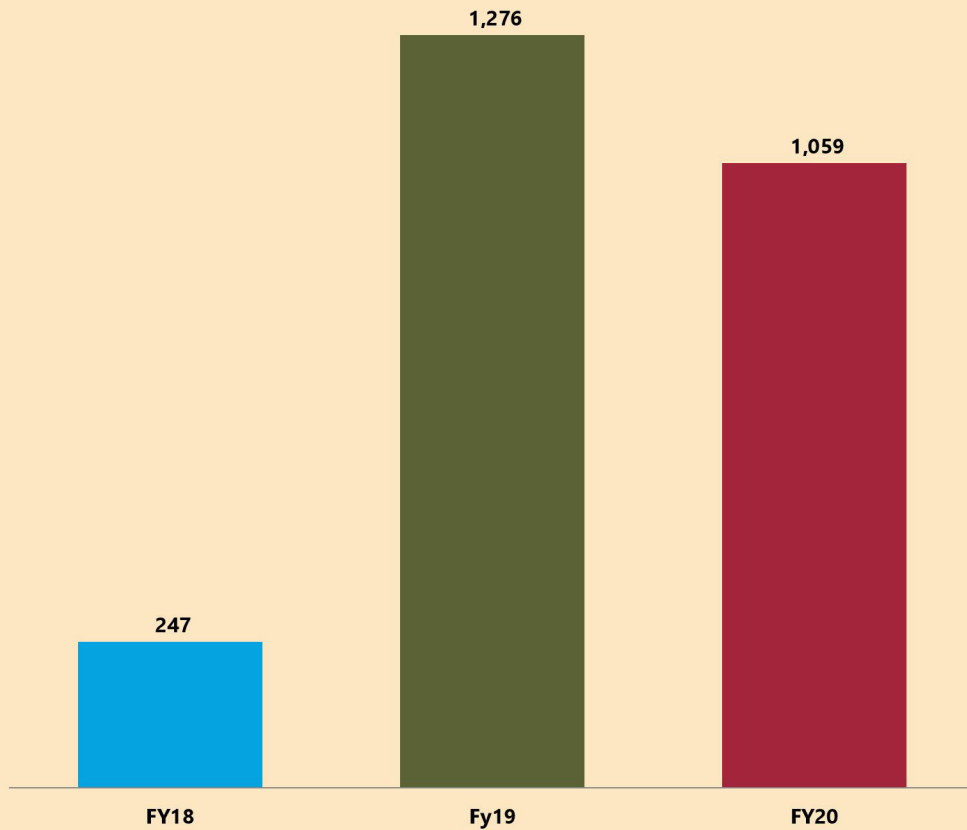
Sales in MT



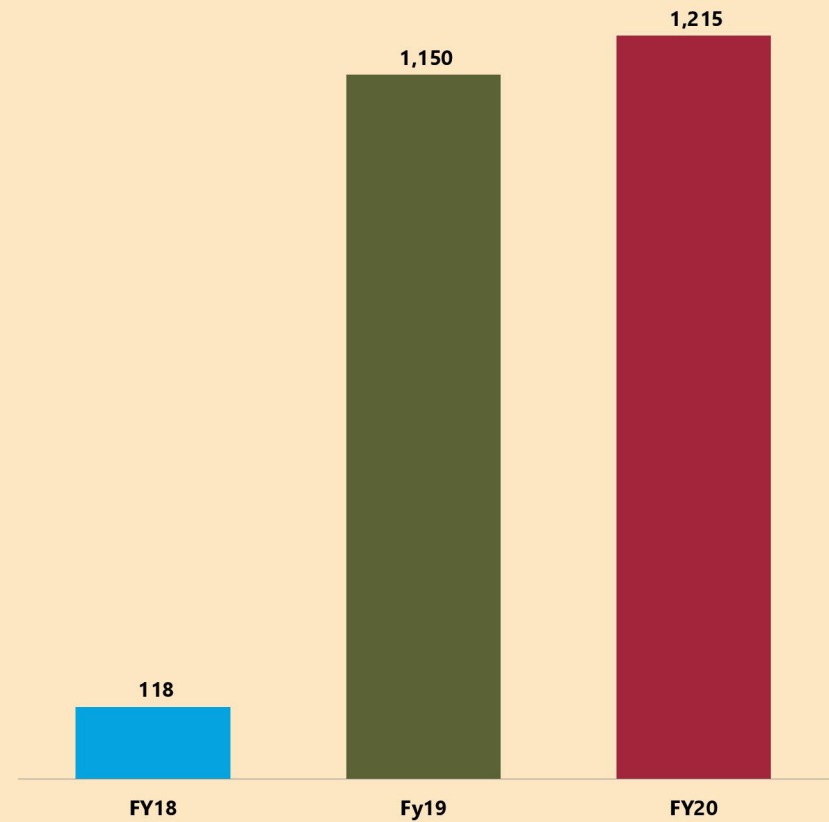
Annual Production & Sales: Moulded Products



Production in MT



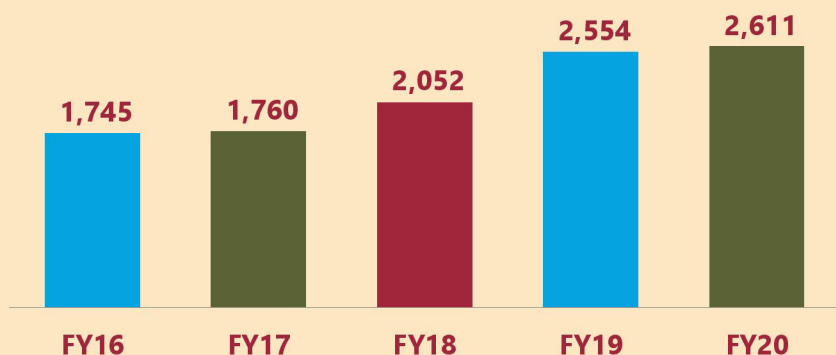
Sales in MT



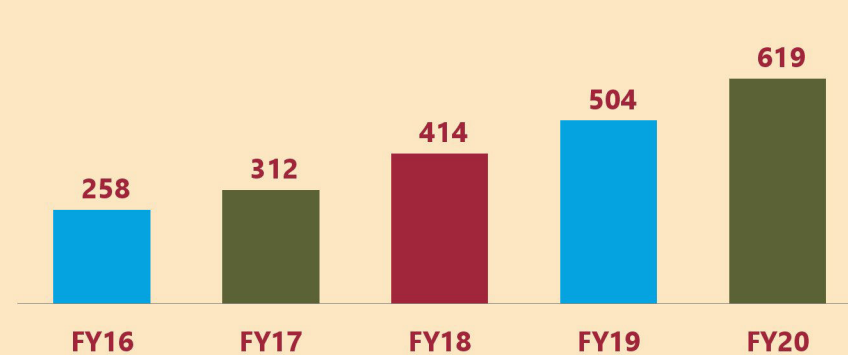
Our Growth



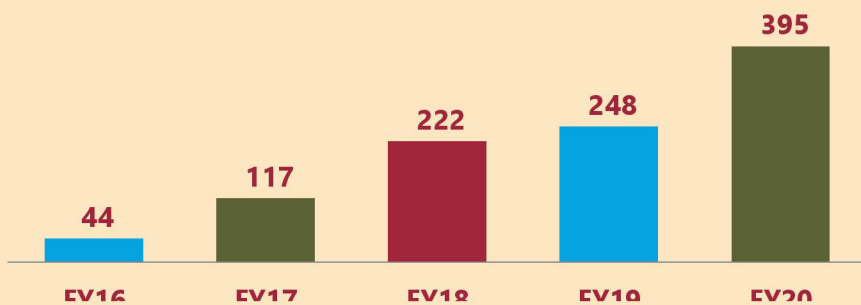
Revenue (INR in m)



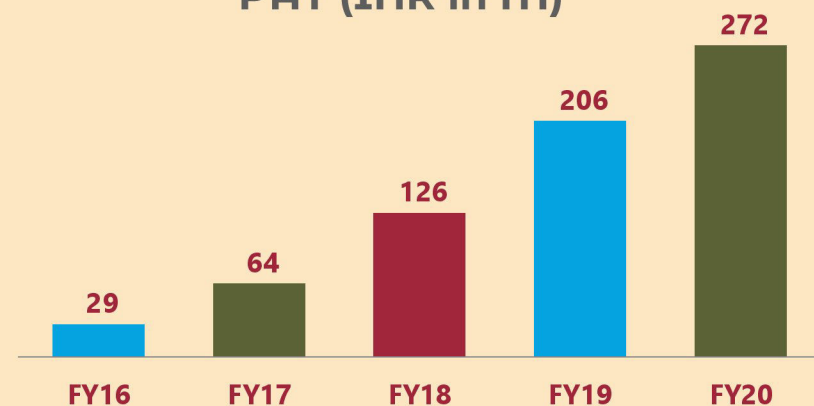
EBIDTA (INR in m)



PBT (INR in m)



PAT (INR in m)



Profit & Loss Q1 20-21



Income (INR in M)	Q1FY21	Q4FY20	QoQ%	Q1FY20	YoY%	FY20
Net Income from Operations	321.68	559.17	-42%	656.28	-51%	2,523.87
Other Income	8.05	54.77	-85%	10.68	-25%	87.18
Total Revenue	329.73	613.94	-46%	666.96	-51%	2,611.05
Total Expenses						
Cost of Material Consumed	125.18	233.53	-46%	261.11	-52%	1,017.50
Purchase of Stock in Trade	0.28	0.08	266%	0.05	467%	0.33
Changes in Inventories	-11.48	-14.24	-19%	1.58	-827%	-5.95
Employee Cost	57.78	65.61	-12%	64.36	-10%	266.71
Finance Cost	28.94	29.87	-3%	34.03	-15%	126.14
Depreciation and Amortisation	23.86	28.79	-17%	22.88	4%	97.60
Power & Fuel	55.49	75.99	-27%	106.92	-48%	416.29
Other expenses	33.24	101.14	-67%	62.38	-47%	297.06
Total Expenses	313.27	520.78	-40%	553.31	-43%	2,215.67
Profit Before Exceptional Item and tax	16.45	93.17	-82%	113.65	-86%	395.38
Tax Expenses	5.00	30.55		30.46		119.20
Profit Before Exceptional Item and tax	11.46	62.62		83.19		276.18
Other Comprehensive Income	-0.82	-0.03		-6.22		-4.44
Total Comprehensive Income for the year	10.64	62.60	-83%	76.97	-86%	271.74

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