

*Prakash Pipes Limited*

*PVC Pipes & Fittings | Flexible Packaging*

*Investor Presentation June, 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



476 Cr. Revenue in  
FY21, up by 24%



19% ROE in FY21



Positive Cash Flows  
and Net Debt Free



# Business Strengths....

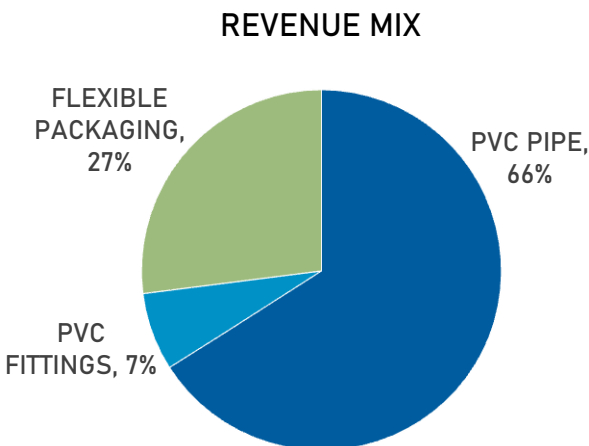




# Highlights FY2021

## Year Ended March, 2021

- Revenue - INR 476 Crores, up by 24%
- EBITDA - INR 61 Crores, up by 43%
- Profit After Tax - INR 36 Crores, up by 44%



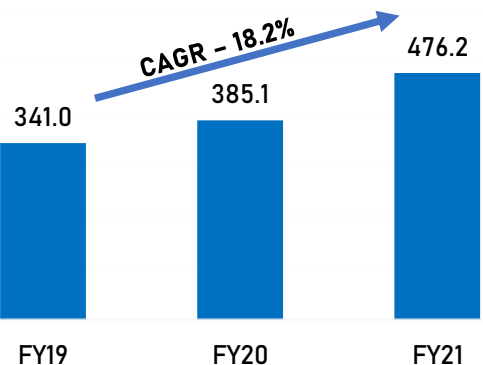
## Pipes & Fittings Division

- Added Chlorinated Polyvinyl Chloride (CPVC) Pipes & Fittings in the product range
- Installed 8 new Moulding machines to expand the Fittings range

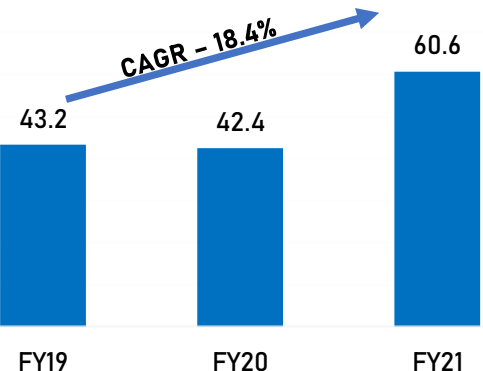
## Flexible Packaging Division

- Sales volume grew to 7036 MT, up by 118%
- Expanded capacity by 50% by commissioning 3rd Printing Machine
- Commissioned Rotogravure Cylinder plant as a step towards backward integration

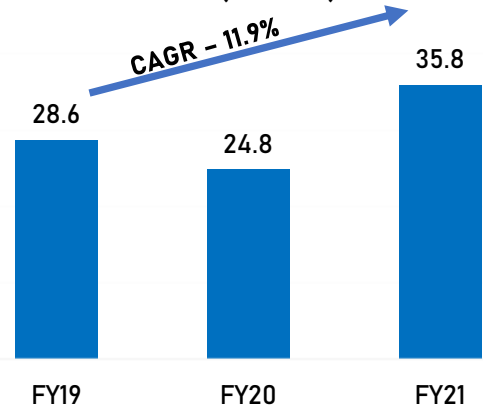
REVENUE (INR CR.)



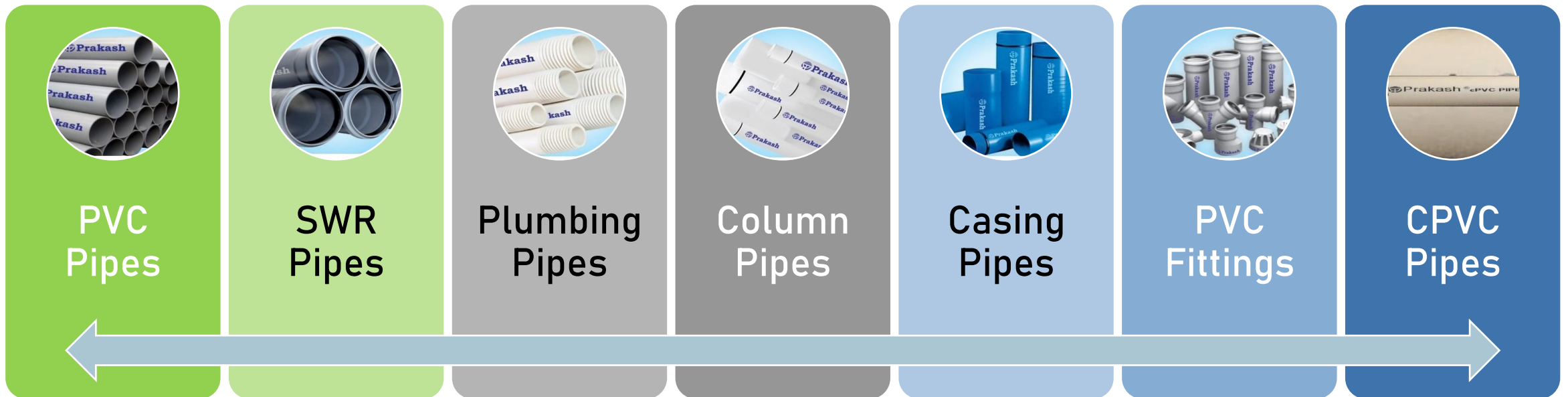
EBITDA (INR CR.)



PAT (INR CR.)



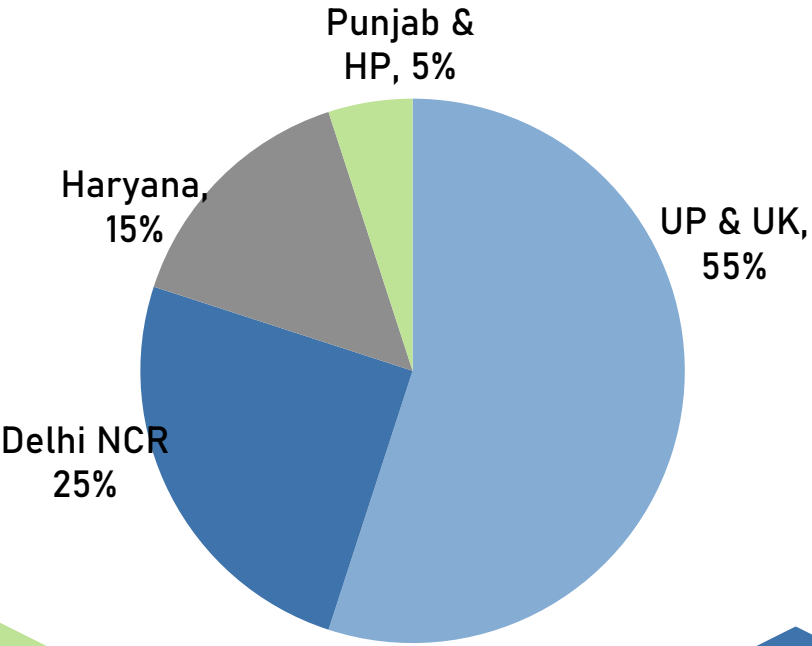
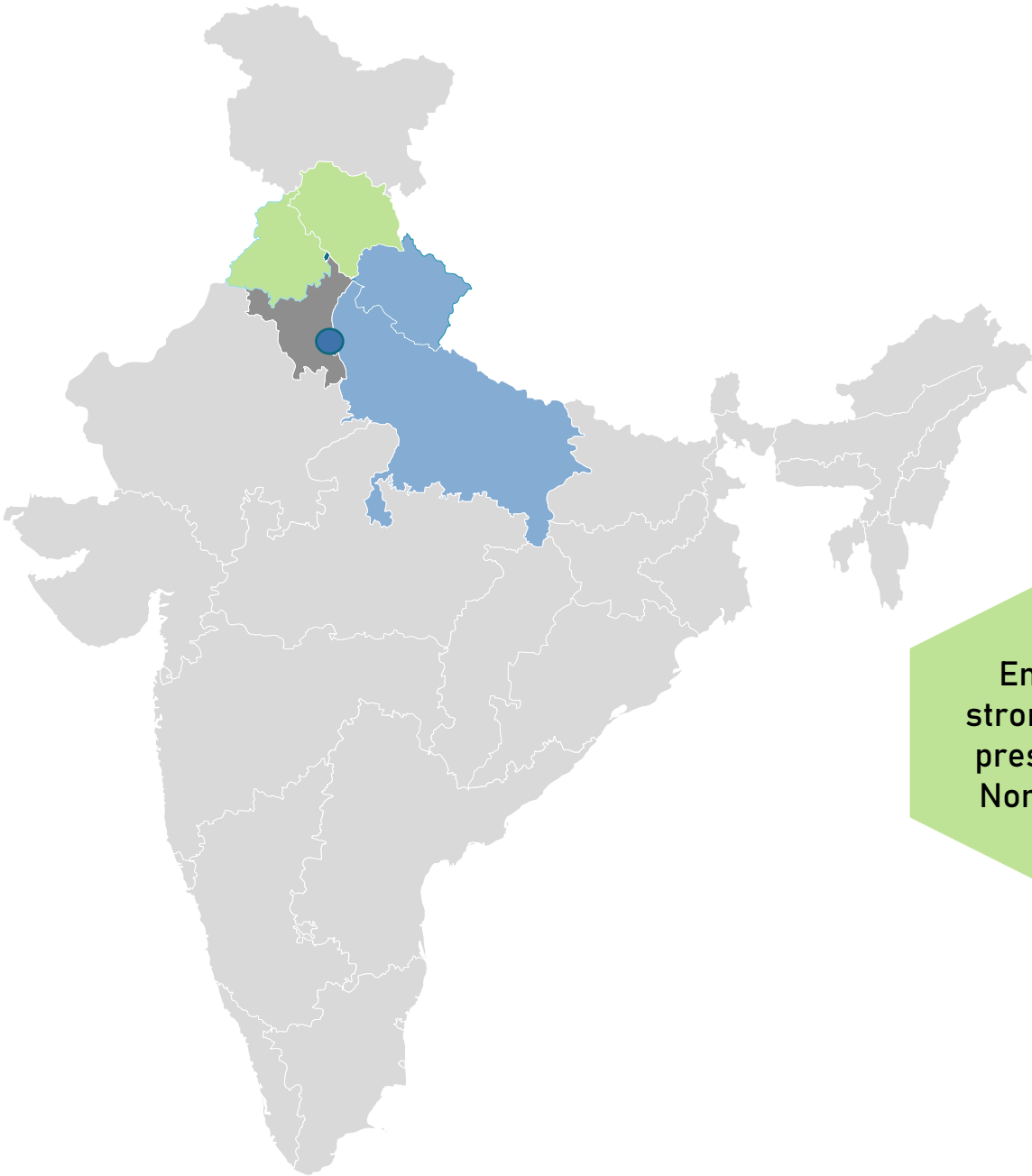
# Product Portfolio – Pipes & Fittings







# Our Footprints – Geographical Contribution Mix



Enjoying strong brand presence in North India

Extensive dealer network

In house fleet of trucks for better logistics

Focused on penetrating newer markets

# 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



Union Budget 2021-22 allocates Rs. 550 bn for providing tap water connection to every RURAL household by 2024 and Rs. 2.87 trn for 28.6 million URBAN households in next 5 years



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 for providing Housing for All by 2022



Big opportunity for organized manufacturers with ongoing industry consolidation in plastics sector post COVID-19

# Flexible Packaging – Product Offerings

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

Flexible Packaging Laminates & Pre-fabricated Pouches

Printing Inks

Rotogravure Cylinders

Blown PE Films



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



# Flexible Packaging – Applications

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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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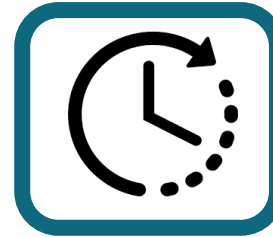
Overall growing population



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

CHITTCHORE  
SINCE-1955  
Namkeenz

Aakriti  
Close to your heart

TASTILO  
NACHO CHIPS

EMS

among others...



# Profitability Highlights

(Rs. Crores)

Particulars	CAGR	FY21	FY20	FY19
Revenue	18.2%	476.2	385.1	341.0
Other Income		2.1	4.1	4.6
Total Income		478.3	389.2	345.6
EBITDA	18.4%	60.6	42.4	43.2
EBITDA margin (%)		12.7%	10.9%	12.5%
Depreciation		8.4	6.5	4.7
Interest		1.5	1.6	0.2
Profit Before Tax	15.2%	50.8	34.3	38.3
Income Tax		15	9.5	9.7
Profit After Tax	11.9%	35.8	24.8	28.6
PAT margin (%)		7.5%	6.4%	8.3%
EPS (basic) (in Rs.)		17.08	12.12	13.98
Sales Volume (MTPA)		FY21	FY20	FY19
Pipes & Fittings		36,333	43,305	42,012
Flexible Packaging		7,036	3,227	316





# Balance Sheet Highlights

(Rs. Crores)

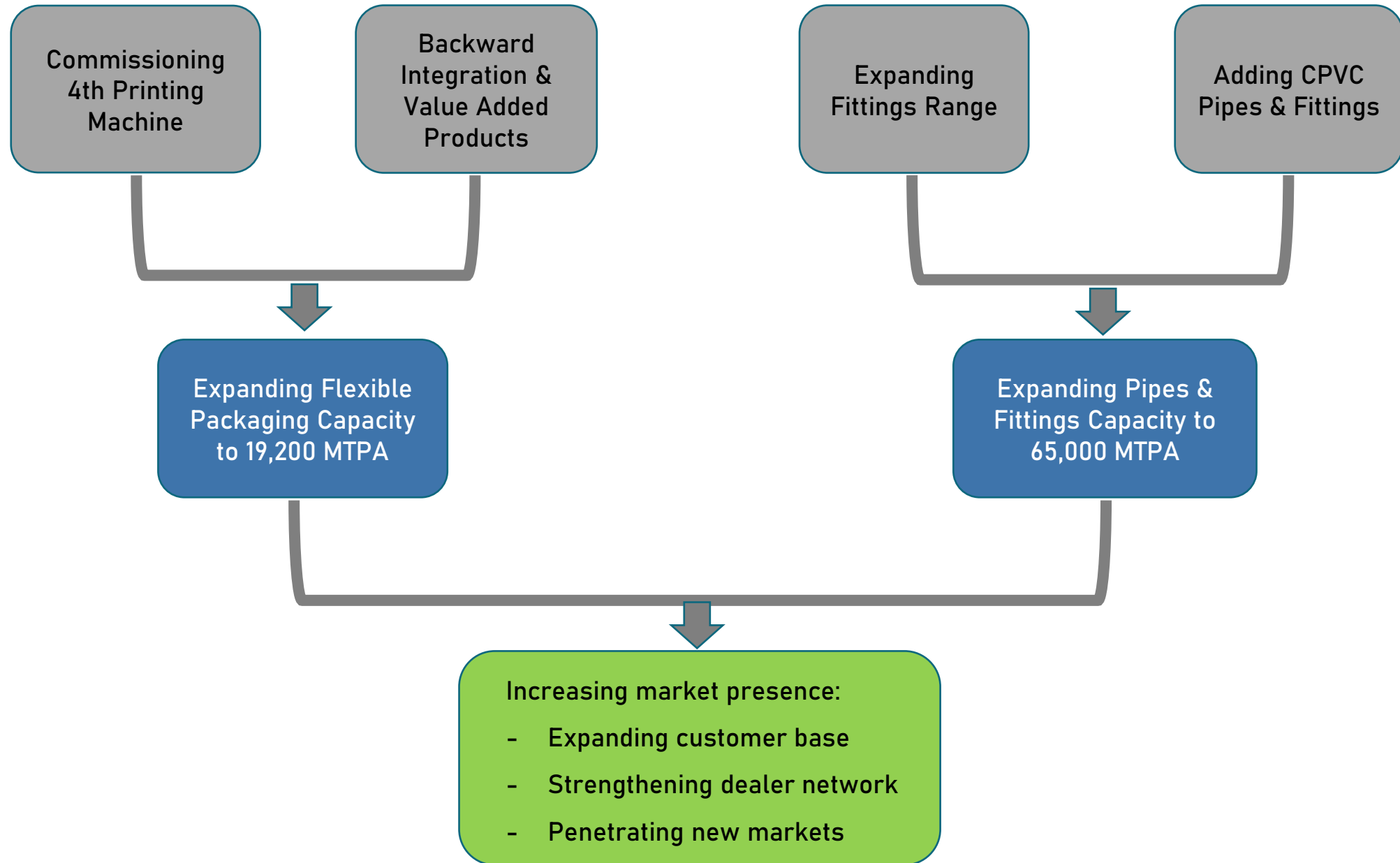
Equities & Liabilities	Mar-21	Mar-20
Equity	191.6	132.3
Debt	1.4	5.1
Non Current Liabilities	2.9	2.4
Current Liabilities	45.6	39.0
Total Equities & Liabilities	241.5	178.8

Key Ratios	Mar-21	Mar-20
Book value per share	Rs. 80.1	Rs. 64.8
ROE	19%	19%
Current Ratio	3:1	2.3:1
Total Debt/Equity Ratio	0.01	0.04

Assets	Mar-21	Mar-20
Non Current Assets		
Fixed Assets	77.6	54.8
Other Non Current Assets	24.3	25.5
Current Assets		
Inventories	55.1	29.6
Trade Receivables	44.2	43.2
Cash & Bank Balances	32.4	11.8
Other Financial Assets	3.0	6.7
Other Current Assets	4.9	7.2
Total Assets	241.5	178.8



# 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:

- Supported the district administration to combat COVID-19 pandemic by supplying oxygen concentrators, ventilators, medicines and PPE kits to the Government Hospitals
- 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)