

Prakash Pipes Limited

PVC Pipes & Fittings | Flexible Packaging

Investor Presentation June, 2023



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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



19,200 TPA Flexible
Packaging Capacity



Rs. 709 Cr. Revenue
in FY23, up by 15%



26% ROE in FY23



Positive Cash Flows
and Net Debt Free



Business Strengths....

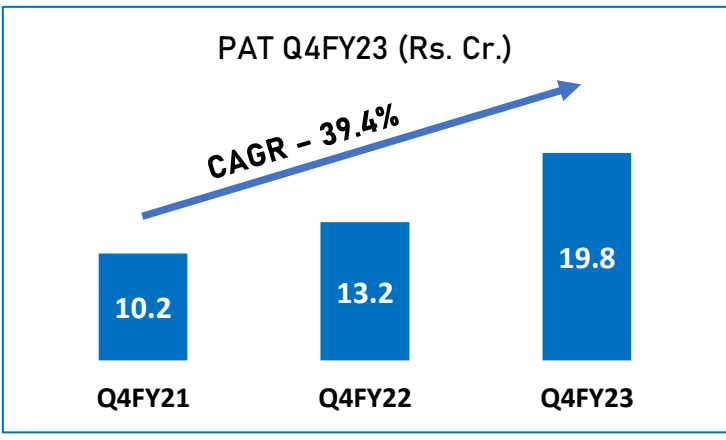
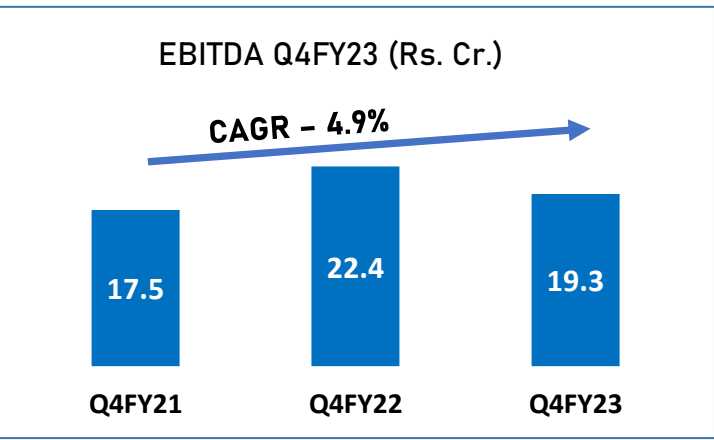
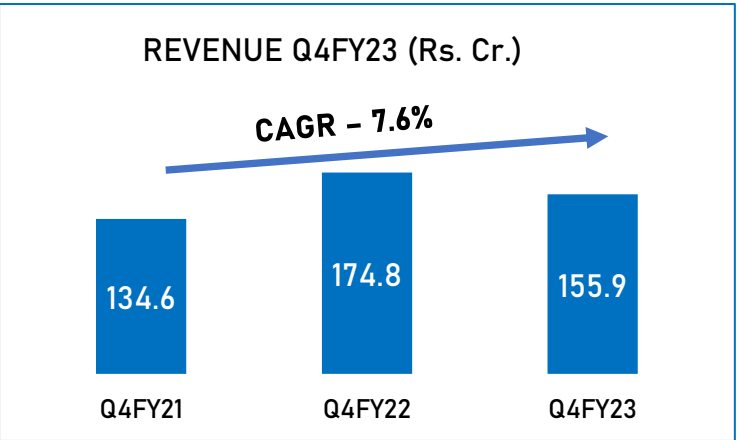
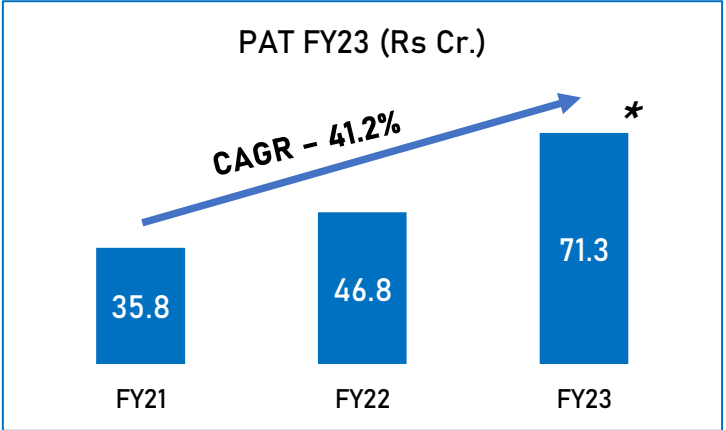
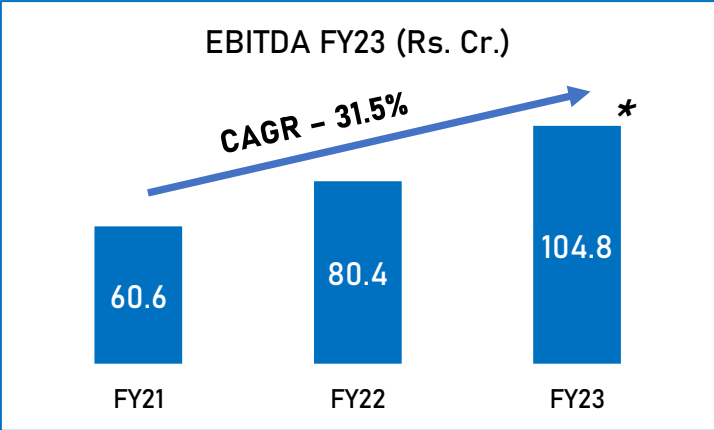
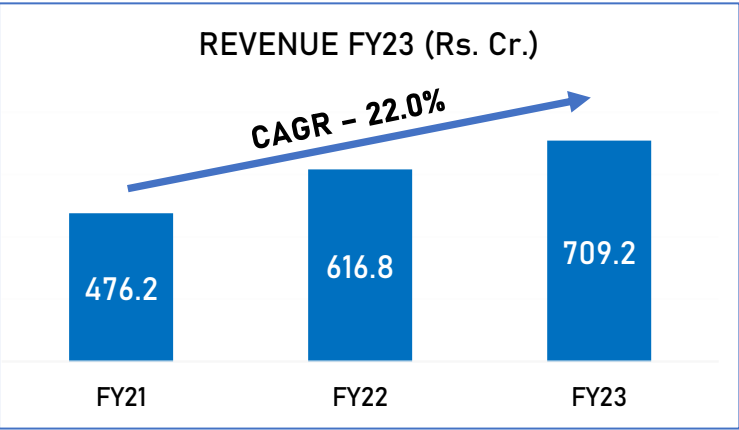
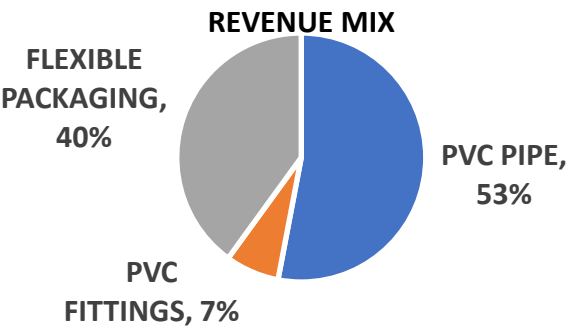




Highlights

Year Ended March, 2023

- Revenue - INR 709 Crores, up by 15% YoY
- EBITDA - INR 105* Crores, up by 30% YoY
- Profit After Tax - INR 71* Crores, up by 52% YoY



*FY23 EBITDA, PAT is higher by Rs. 16-17 crs. due to sale of some assets



Pipes & Fittings Division

- Expanding the fittings range by installing new injection moulding machines
- During the year, the division registered sales volume growth of 23% over the last financial year. The stability in PVC resin prices supported by underlining demand momentum from real estate, agriculture and infrastructure sectors provided strong growth impetus
- Further, the Government's continuing focus on various initiatives, like Jal Jeevan Mission, Swachh Bharat Abhiyan, Sanitation, affordable housing and smart cities is also driving the demand for PVC Pipes products

Flexible Packaging Division

- Sales volume grew to 12,897 MT in FY2023, up by 24%
- Streamlining capacity utilization
- Developing customised and value added solutions for customers

PVC Pipes & Fittings - Product Portfolio



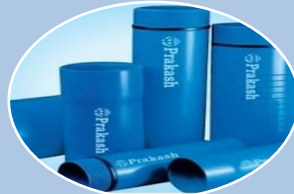
PVC Pipes



Plumbing
Pipes



Column
Pipes



Casing Pipes



PVC Fittings

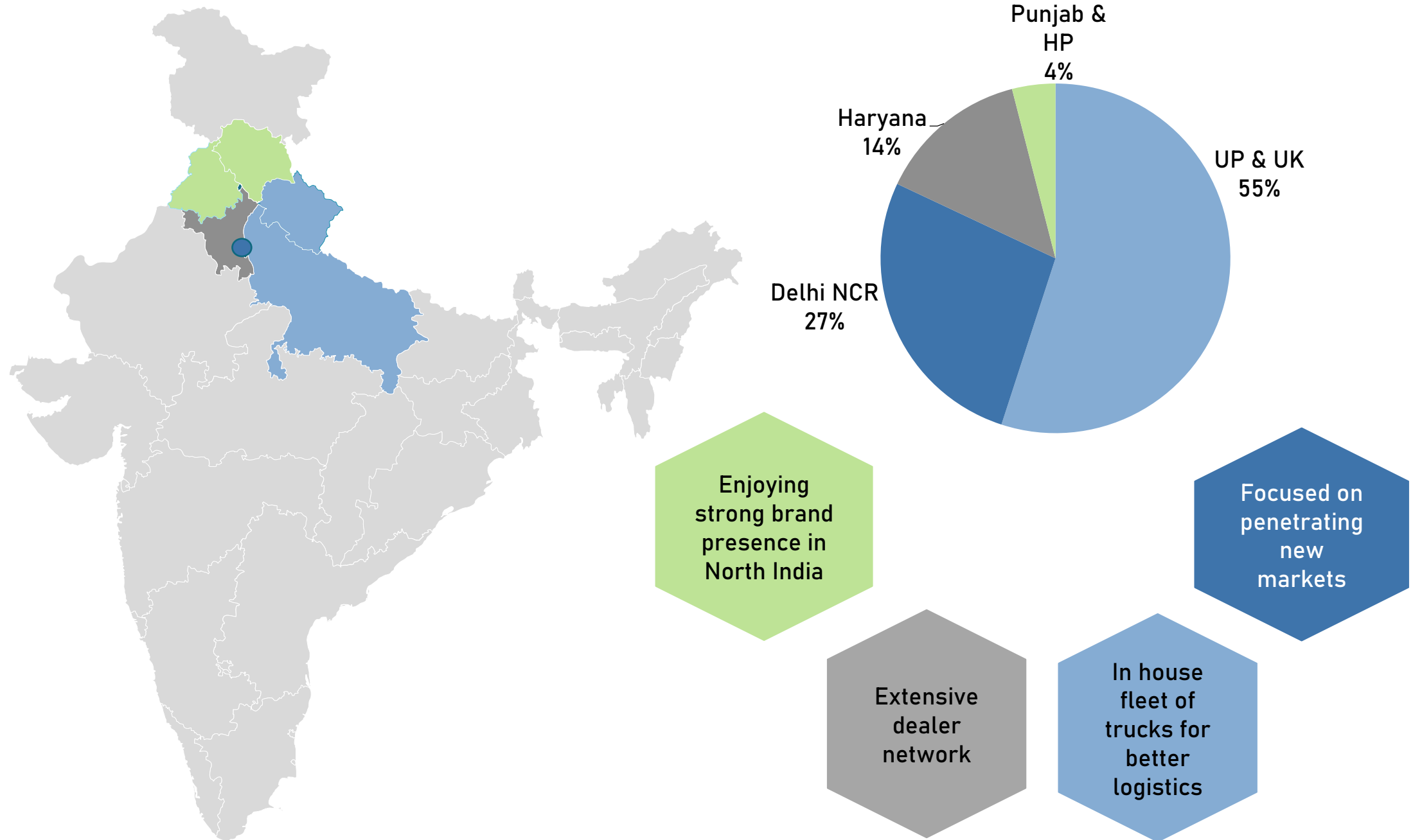


CPVC Pipes



Water Tanks

PVC Pipes & Fittings - Our Footprints





PVC Pipes & Fittings - Product Applications



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



PVC Pipes & Fittings - Key Growth Drivers



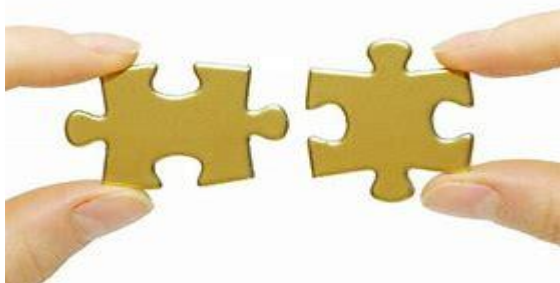
Union Budget 2023-24 allocates Rs. 697 bn for providing tap water connection to every rural household by 2024 under Jal Jeevan Mission



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



Union Budget 2023-24 enhanced the outlay for PM Awas Yojana to over Rs. 790 bn.



Big opportunity for organized manufacturers with ongoing industry consolidation in plastics sector.

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



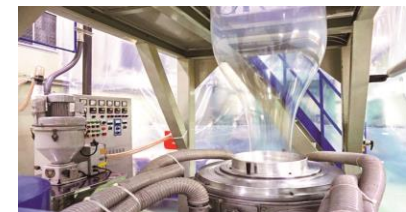
Printing Inks



Rotogravure Cylinders



Blown PE Films



ISO 22000: 2005, ISO 9001: 2015, Sedex & 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

Flexible Packaging - Key Growth Drivers



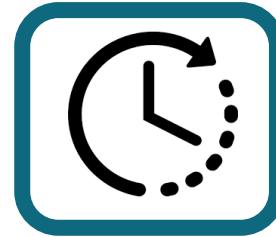
Overall growing population



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



among others...



Profitability Highlights

(Rs. Crores)

Particulars	CAGR	FY23	FY22	FY21
Revenue	22.0%	709.2	616.8	476.2
Other Income		21.6 *	3.1	2.1
Total Income		730.8	619.8	478.3
EBITDA	31.5%	104.8 *	80.4	60.6
EBITDA margin (%)		14.3%	13.0%	12.7%
Depreciation		12.2	10.9	8.4
Interest		3.1	2.4	1.5
Profit Before Tax	32.8%	89.5	67.1	50.8
Income Tax		18.2	20.3	15.0
Profit After Tax	41.2%	71.3 *	46.8	35.8
PAT margin (%)		9.8%	7.6%	7.5%
EPS (basic) (in Rs.)		29.81	19.57	17.08

Sales Volume (MTPA)	FY23	FY22	FY21
Pipes & Fittings	37,859	30,717	36,333
Flexible Packaging	12,897	10,401	7,036

*FY23 Other Income, EBITDA, PAT is higher by Rs. 16-17 crores due to sale of some assets



Balance Sheet Highlights

(Rs. Crores)

Equities & Liabilities	Mar-23	Mar-22
Equity	278.6	235.3
Debt	9.6	5.1
Non Current Liabilities	3.8	3.4
Current Liabilities	53.6	52.7
Total Equities & Liabilities	345.5	296.5

Key Ratios	Mar-23	Mar-22
Book value per share	Rs. 116.5	Rs. 98.4
ROE	26%	20%
Current Ratio	5:1	3:1
Total Debt/Equity Ratio	0.03	0.02
ROCE	32%	29%
ROA	21%	16%

Assets	Mar-23	Mar-22
Non Current Assets		
Fixed Assets	72.3	105.2
Other Non Current Assets	12.4	16.0
Current Assets		
Inventories	49.1	59.2
Trade Receivables	75.2	58.8
Cash & Bank Balances	121.0	46.5
Other Current Assets	15.4	10.9
Total Assets	345.5	296.5



Sustainability & circular economy

- Extended Producers Responsibility under Plastic Waste Management (Amendment) Rules, 2022 - The company is a leader in implementation of initiatives towards plastic waste management by recycling, reprocessing and reusing the plastic waste generated at shop floor.
- 100% recycling in PVC Pipes & Fittings division - by re-grinding and re-use of PVC pipe rejects/ process waste.
- 100% recycling of Blown Poly film wastage - by online re-pelletization of side trims and rejects/ process waste for reuse in blown film production.
- Laminate waste reprocessing - by converting laminate waste into lumps, which is then sold in the market to manufacturers of hose pipes, chairs, flower pots, roadside barriers, plastic bricks etc.



Sustainability & circular economy

- Effluent treatment plant with Zero liquid discharge - by treating hazardous water of high TDS and bringing to the level of 500-550 TDS and PH levels of 6-9. Further, ultra filtered water is evaporated by heaters, leading to zero liquid discharge.
- Gas based thermic fluid heater for zero air pollution.
- Power efficiency meters - to continuously monitor and efficiently utilize the power consumption in machines.
- Energy Audit - is conducted once a year by BEE certified auditors to improve energy efficiency and to identify further possibilities of reducing power consumption.





Corporate Social Responsibility

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

Following are the broad areas of the initiatives:

- Ensuring environment sustainability – Plantation and Water Conservation
- Providing safe drinking water facilities
- Conducting training programs for promotion of vocational skills
- Measures for reducing inequalities
- Promotion of education
- Promotion of healthcare awareness
- Promotion of rural sports
- Mid-day meal scheme





*Thank
You*

For more information:
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