11th November, 2025

**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:- Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation on Financial Results for the Quarter ended September 30, 2025**

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on the Financial Results for the quarter ended September 30, 2025.

The aforesaid Investor Presentation shall also be available on the website of the Company at:

https://www.kanplas.com/report_pdf/KPL_Investor_Presentation_Q2FY26._1762844375.pdf

Please take this on record and oblige.
Thanking You.

Yours Faithfully,
For **Kanpur Plastipack Limited**

Ankur Srivastava

Digitally signed by Ankur Srivastava
DN: c=IN, o=Personal, title=9927, pseudonym=133531544596031444uGxrkmWG75A2BL, 2.5.4.20=71e8ffc3a5f086e5265be3c178c13bbd67755f793b2a3020 11ea582b25f95e3b, postalCode=208014, st=Uttar Pradesh, serialNumber=4b23e7cbde87752eb6b8834bca897fb9311ca9bdfa 9ec226a725911e719ed408, cn=Ankur Srivastava
Date: 2025.11.11 12:49:10 +05'30'

**(Ankur Srivastava)**
**Company Secretary**

**Encl: A/a**



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www.kanplas.com

# KANPUR
## PLASTIPACK LIMITED

INVESTOR PRESENTATION

**Q2 FY26**

# Disclaimer

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*Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company*

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# Table of Contents

# Quarterly Highlights

# Management Comment

*H1 FY26 marks a strong turnaround, with revenue up 20% YoY and PAT surging over 47x to ₹1,447 lakh — one of the best half-year performances to date. This reflects a clear focus on operational efficiency, value-added FIBCs, and disciplined cost control.*

*The export-led model continues to deliver, driven by strong demand from Europe and the Americas. The acquisition of Valex Ventures (UK) enhances Kanpur Plastipack's global footprint, while the 50:50 joint venture with Italy's Essegomma brings advanced Taslan yarn technology to India — unlocking new opportunities in premium technical textiles.*

*With a ₹105 crore capex program focused on capacity expansion, automation, and diversification into non-wovens, the company is well-positioned for its next phase of sustainable and innovation-driven growth.*

*Together, these initiatives set the stage for a stronger, more diversified, and future-ready enterprise.*

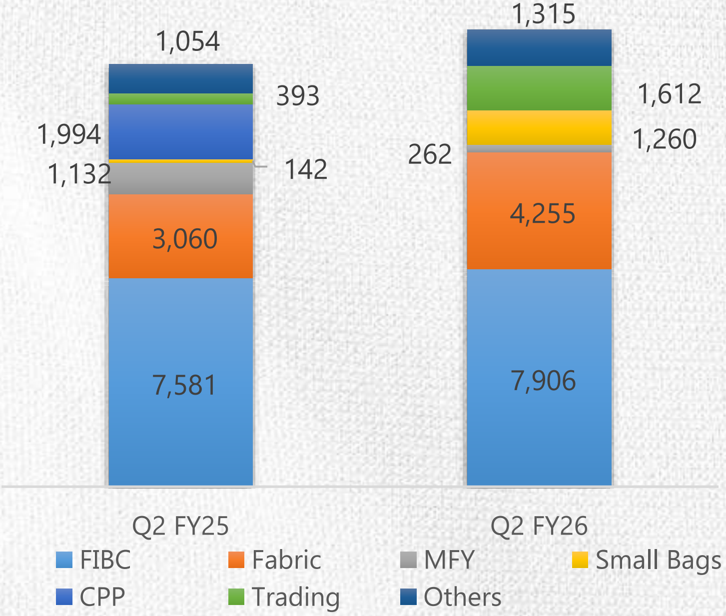
# Q2 FY26 Financial Snapshot

## Q2 FY26 (Standalone)*

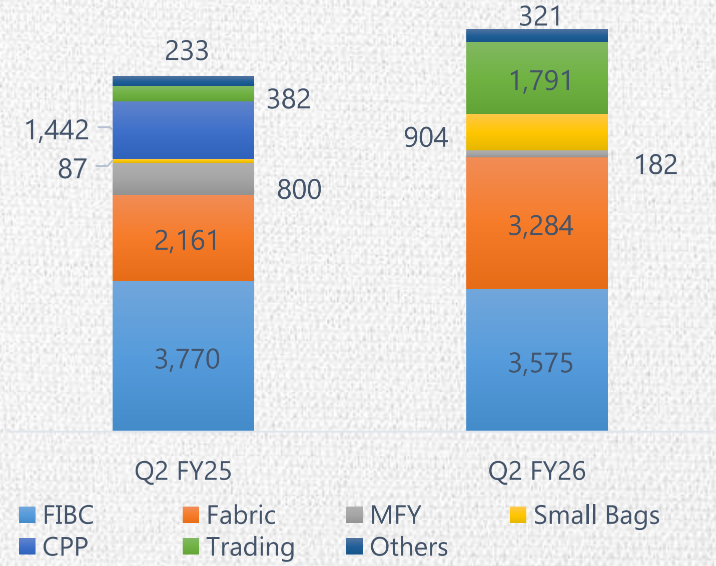
| Revenue | EBIDTA & EBIDTA Margin | NET PROFIT & NET PROFIT Margin | EPS | ROCE |
|---|---|---|---|---|
| ₹ 16,610 Lacs | ₹ 1,633 Lacs<br>9.83% | ₹ 756 Lacs<br>4.55% | ₹ 3.25 | 4.74% |

*continued operations

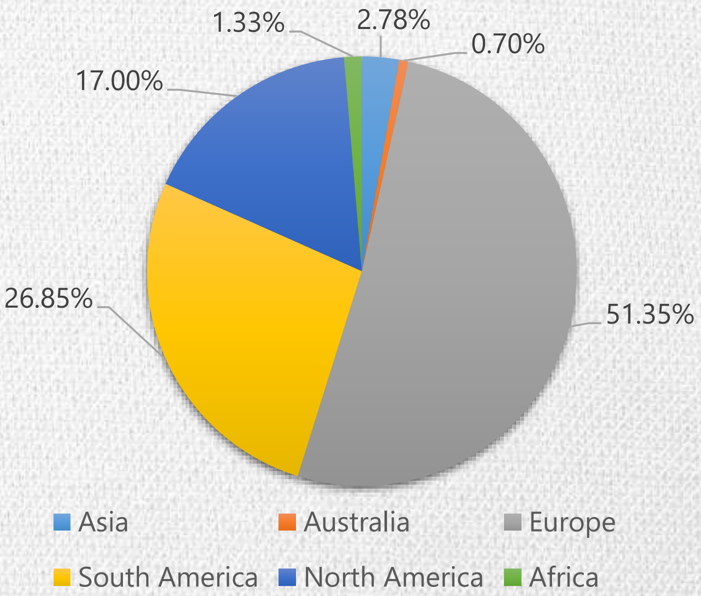
### Products Wise Revenue Mix (₹)




### Products Wise Volume Mix (MT)




### Continent Wise Exports (₹)



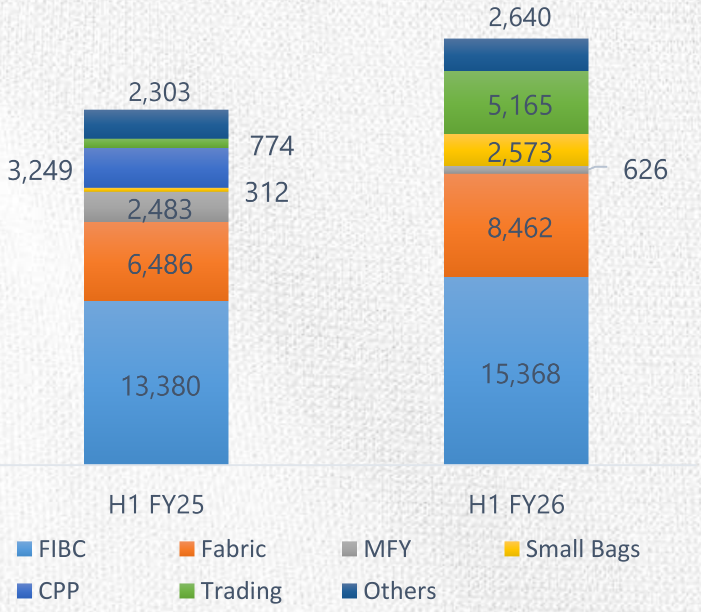
# H1 FY26 Financial Snapshot

## H1 FY26 (Standalone)*

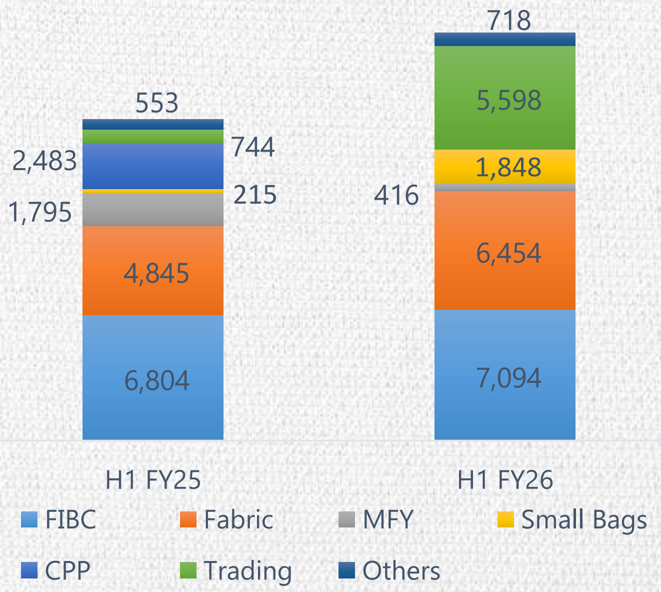
| Revenue | EBIDTA & EBIDTA Margin | NET PROFIT & NET PROFIT Margin | EPS | ROCE |
|---|---|---|---|---|
| ₹ 34,834 Lacs | ₹ 3,187 Lacs<br>9.15% | ₹ 1,447 Lacs<br>4.15% | ₹ 6.26 | 9.25% |

*continued operations

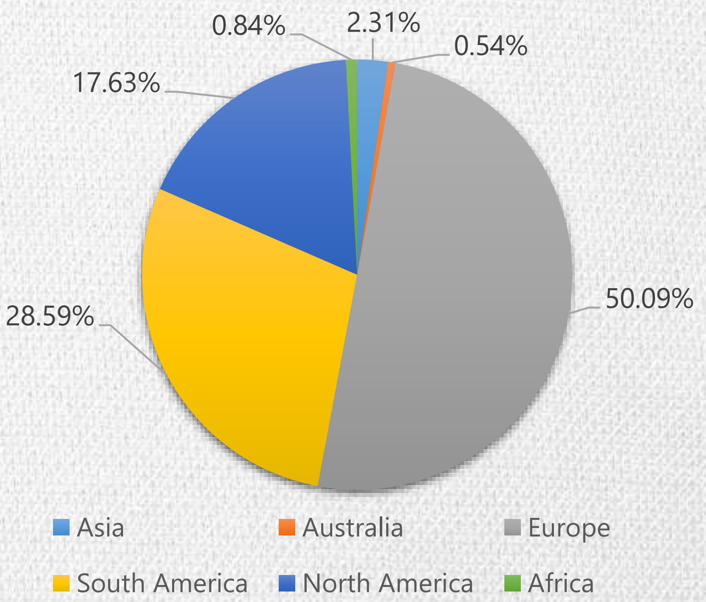
### Products Wise Revenue Mix (₹)




### Products Wise Volume Mix



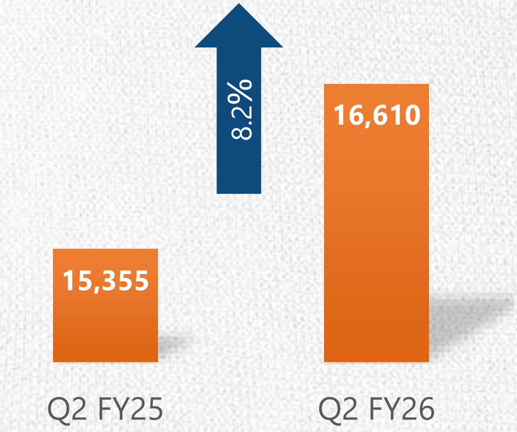

### Continent Wise Exports



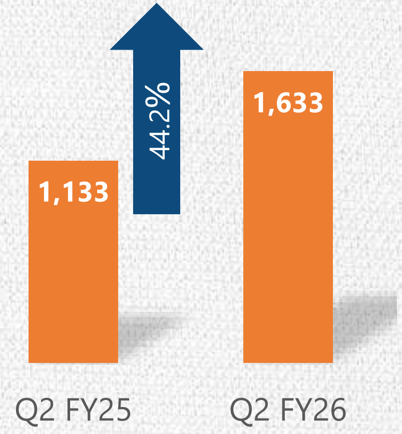
# Standalone Quarterly Highlights

INR in Lacs

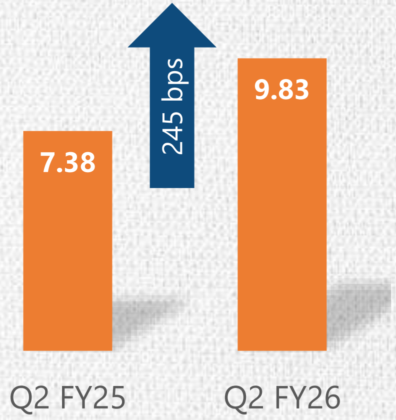
### Total Revenue & YoY Growth



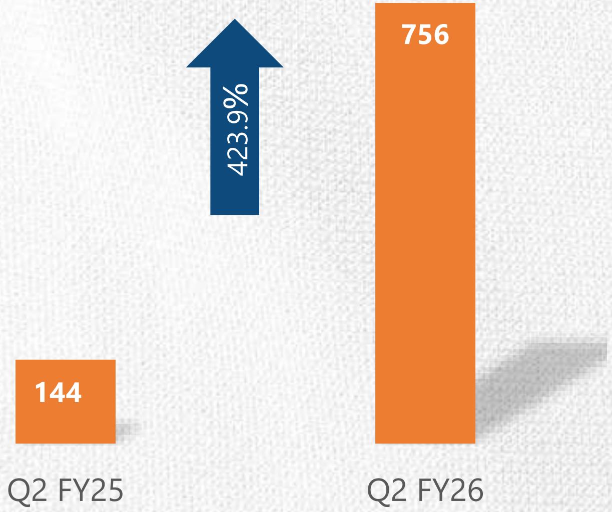

### EBITDA & YoY GROWTH



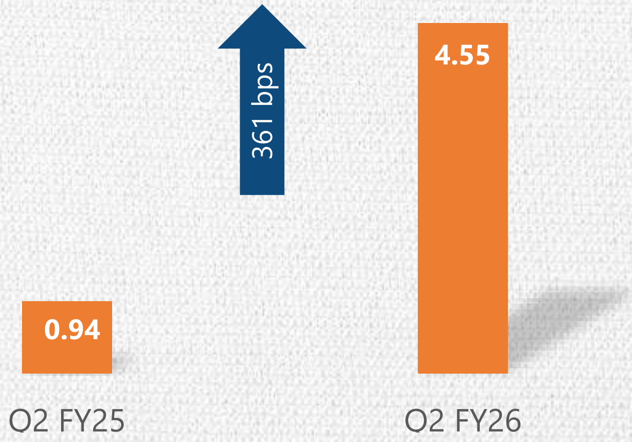

### EBITDA Margin (%)



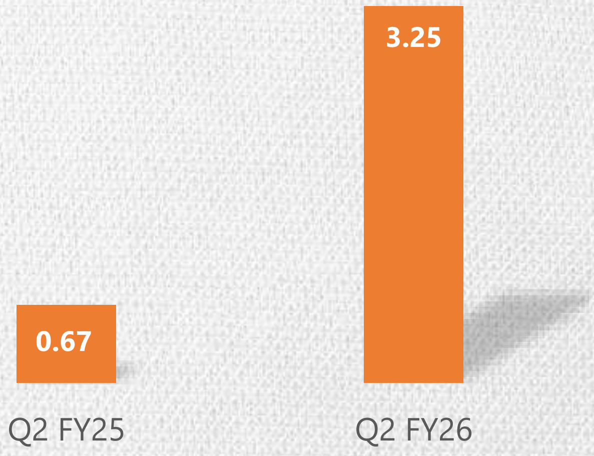

### NET PROFIT & YoY GROWTH




### NET PROFIT Margin (%)



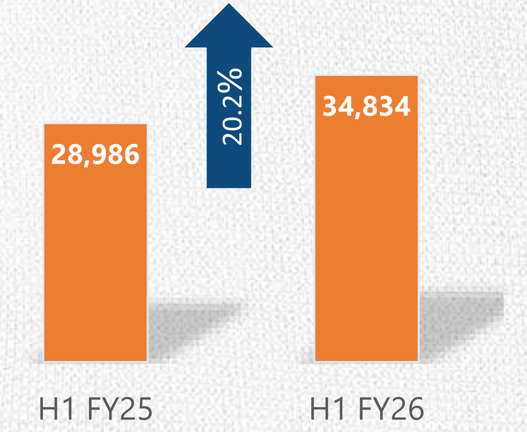

### EPS (Rs.)



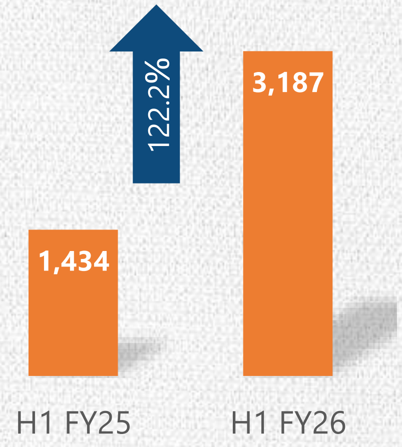
# Standalone Half Yearly Highlights

INR in Lacs

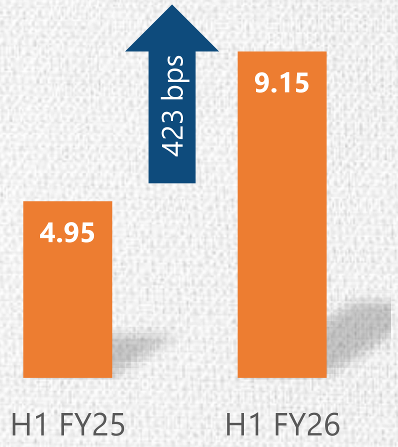
### Total Revenue & YoY Growth



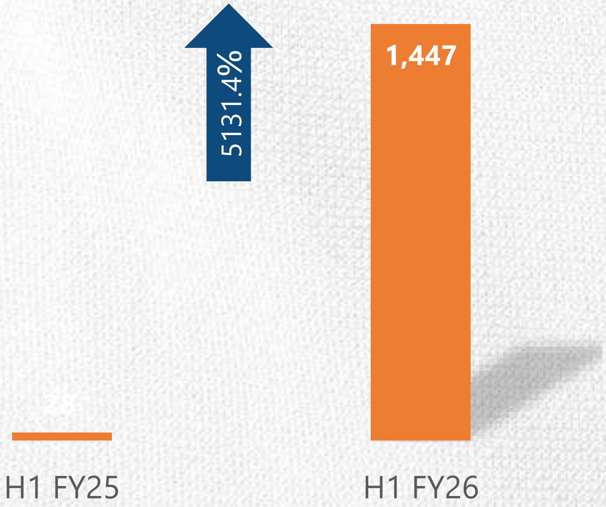

### EBITDA & YoY GROWTH



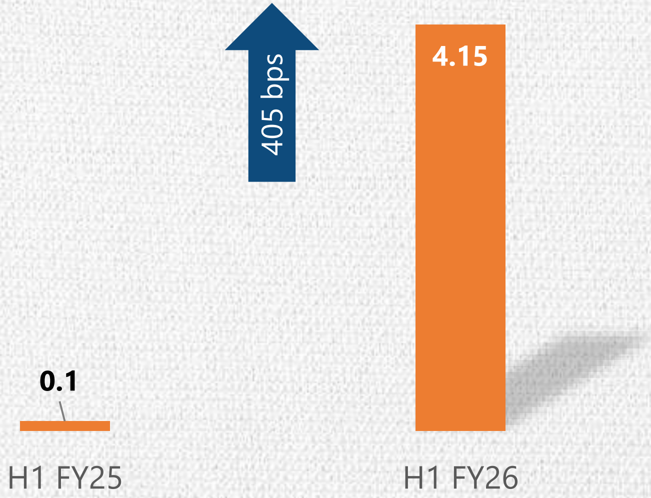

### EBITDA Margin (%)



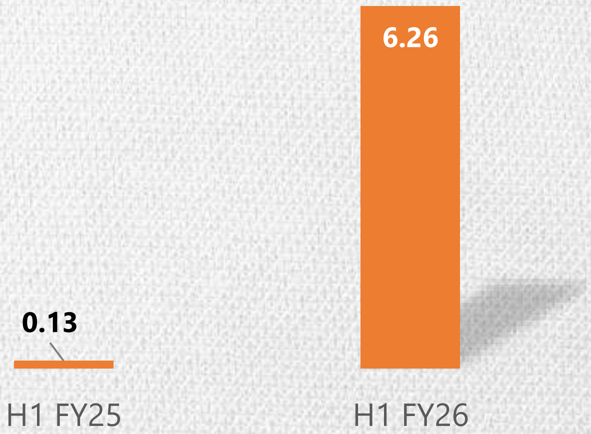

### NET PROFIT & YoY GROWTH




### NET PROFIT Margin (%)

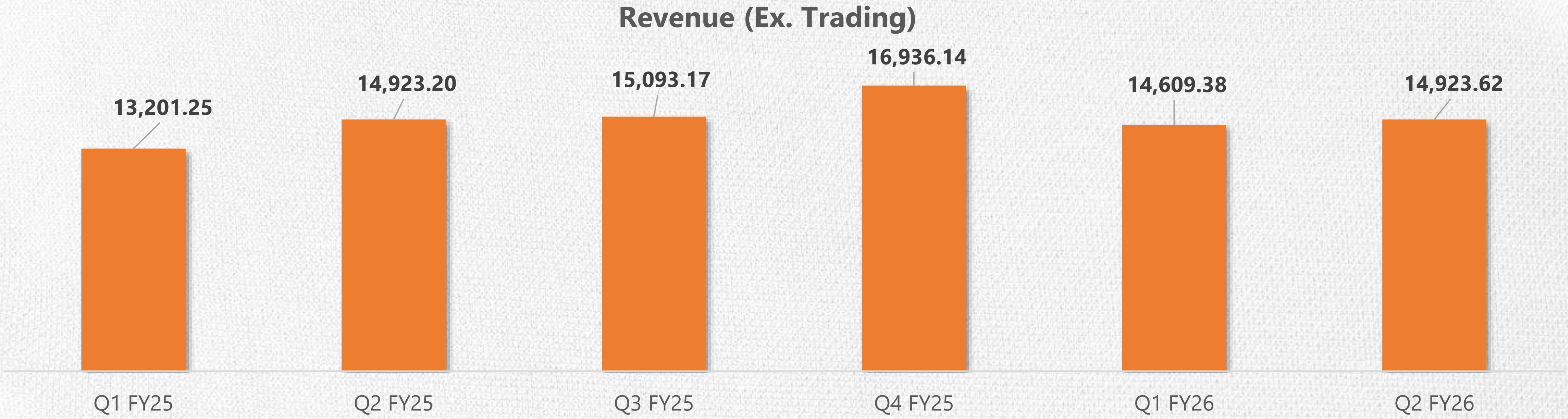


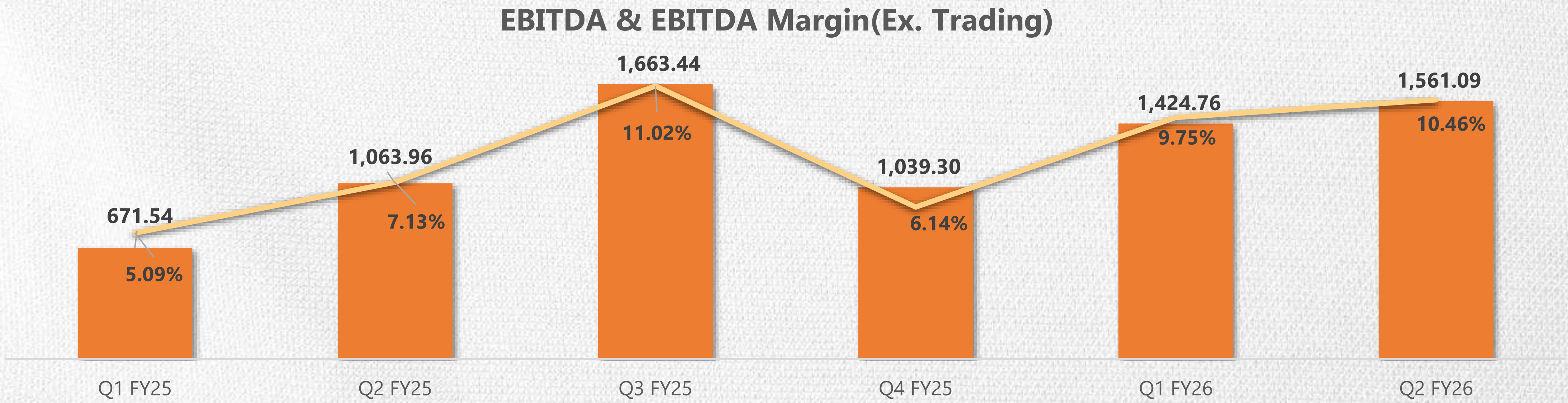

### EPS (Rs.)



# Revenue & EBITDA Trend - Quarterly

INR in Lacs



# Company Overview

# A Trusted Global Player in high performance & technical textile solutions

### Bharat Brand with Global Trust
Recognized as a reliable "Bharat Brand" with over 50 years of experience and alignment with national manufacturing priorities.

### Integrated Manufacturing Infrastructure
Four strategically located facilities with in-house capabilities for yarn, fabric, FIBCs, and master batches—enabling quality control and scalability.

### Customer-Centric Business Model
Solutions tailored to diverse industry needs, supported by on-time delivery, customization capability, and responsive service.

### Strong International Presence
Exports to 60+ countries contribute ~70% of revenue, supported by long-standing customer relationships and market-specific solutions.

### Sustainability-Focused Operations
~50% of power from solar, Zero Liquid Discharge (ZLD), recyclable product design, and full EPR compliance position the company as ESG-aligned.

### Consistent Product Quality
Globally certified systems (BRC, ISO, UN), traceability, and strict process adherence ensure high-quality, compliant output.

**04**
Manufacturing units

**30+**
Years of export experience

**50+**
Years of experience

**60**
Countries

**A2/BBB+**
Short term/Long term Crisil Credit Rating

KANPUR PLASTIPACK LTD

# A Bharat Brand with Global Impact

**"Built in Bharat. Scaled Globally. Delivered Responsibly"**

- Fully integrated Manufacturing operations based in Kanpur, Uttar Pradesh
- Export presence in 60+ countries across key global markets
- End-to-end integrated production: yarn, fabric, FIBCs, and ancillaries
- Operational approach aligned with self-reliant and local manufacturing initiatives
- Consistent delivery of international-grade packaging standards

# Key Milestones

KANPUR PLASTIPACK LTD

**1971-72**
Incorporated & Began production of woven sacks

**1986**
First to export PP Woven Sacks from India To Europe

**2000-08**
Began FIBC manufacturing and established a BRC-certified food-grade finishing unit

**2011**
Started manufacturing high-tenacity PP multifilament yarn

**2014**
First in Uttar Pradesh to install a rooftop solar plant

**2016**
Bonus issue in the ratio of 2:1 Adapted Lean Manufacturing Concept

**2018**
Established a new greenfield unit

**2020-22**
Commissioned UV master batch plant and achieved BRCGS A+ Certification

**2024**
Entered in Japan as a market

**2025**
Acquisition of Valex Ventures Ltd
JV with Essegomma S.p.A. (Italy)
Capex Program of ₹105.26 crore

# Key Strengths

### Legacy of Leadership
- Over 50 years of trust in industrial packaging, led today by a new generation driving innovation, sustainability, and growth—while staying true to our core values

### Integrated & Diversified Portfolio
- In-house manufacturing of FIBCs, MFY yarn, PP woven sacks, and UV masterbatches
- Fully integrated model ensures cost efficiency and consistent quality

### Focused & Financially Disciplined
- Fund infusion: ₹20.50 cr in FY25 and ₹13.15 cr in FY26.
- Strategic Acquisition: Promoter's stake in foreign entity acquired to make it a subsidiary
- Significant debt reduction and improved balance sheet in FY25
- Margin-focused execution with ongoing improvements in productivity
- Upgraded credit rating affirms financial stability

### Strong Global Footprint
- Presence in 60+ countries, with ~70% revenue from international markets
- Fully compliant with global regulatory standards
- Strong customer relationships driving repeat orders
- No single customer contributes over 5% of revenue—minimizing dependency risk
- Strengthened by global collaboration (Acquisition, JV)

### World-Class Infrastructure
- 4 manufacturing units, cleanroom facility for food-grade FIBC
- Continuous debottlenecking and expansion to enhance capacity and output
- Proprietary ERP system enables real-time, process-driven decision-making
- Several new initiatives are planned to drive capacity enhancement, process efficiency and infrastructure modernization

### Sustainability-Led Efficiency
- Nearly 50% of total energy met via solar power
- Committed to zero liquid discharge, rainwater harvesting, and EPR compliance
- All product lines designed to be fully recyclable

# Strategic Acquisition – Strengthening Global Footprint


## Company Acquired

**Valex Ventures Ltd.**
UK-based distributor of industrial-grade FIBCs
**FY25 Revenue**: GBP 1.17 Mn
**EBITDA** : GBP 36,239
**EBITDA Margin**: 3.10%
**Net Profit**: GBP 29,052

### Market Synergy

- Leverage KPL manufacturing in India for UK exports
- Direct-to-customer delivery through Valex network

### Value Addition

- Higher margins via control over pricing & distribution
- Access to premium food-grade & UN-certified segment

### Long-Term Vision

- Global packaging solutions provider
- Recurring revenue from developed markets

### Future Ramifications

- Gateway to EU market post-UK penetration
- Long-term stability through diversified geographical revenue streams

## Transaction Highlights

- Stake Acquired: 76.19% from company promoter & MD of Kanpur Plastipack, at ₹5,010.69/share; total consideration ₹8.02 cr .
- Consideration: ₹8.02 crore — comprising 3,33,700 equity shares issued through preferential allotment at ₹202.61 per share (allotted on 1st November 2025) and ₹1.26 crore paid in cash.
- Valex Ventures Limited has become a subsidiary of Kanpur Plastipack Limited. Consolidation of Valex's financials to begin from the **Q3**.

# New Growth Initiative: JV with Essegomma S.p.A. (Italy)

## Key Benefits

### Technological Advancement
- Access to advanced European technology
- Capability upgrade for high-value PP yarns
- Product diversification into specialty textiles

### Market Expansion & Brand Enhancement
- Entry into luxury and technical textile segments
- Strengthened international brand image

### Strategic Partnership & Knowledge Transfer
- Collaborative R&D and product innovation
- Skill development through global exposure
- Technology ownership post-transfer

### Long-Term Strategic Value
- Diversification beyond packaging
- Enhanced export competitiveness
- Alignment with sustainability goals
- Scope for downstream expansion

ESSEGOMMA
SINCE 1983

### About Essegomma
- Established in 1983
- Specializes in polypropylene multifilament yarns
- Applications in fabrics, carpets, and geosynthetics

### Objective
- 50:50 JV with Essegomma S.p.A. (Italy)
- Introducing high-performance Taslan yarn technology to India
- Enabling entry into high-margin technical textile segments

| | |
|---|---|
| **Expected Revenue** | ₹25 crore p.a |
| **Capacity** | 1,000 MT/year |
| **Investment** | ₹20 lakh (Equity Contribution) |

# Introducing Premium PP Talsan Yarn

KANPUR PLASTIPACK LTD

## Key Features

- High-performance polypropylene yarn made with advanced Taslan air-texturing.
- Lightweight, durable, hydrophobic, and soft like spun yarn.
- Ideal for premium outdoor and luxury upholstery fabrics.
- 100% mould- and bacteria-resistant for lasting freshness.
- Fully recyclable and sustainable.

## Strategic Rationale

- Expands presence in the technical-luxury yarn segment.
- Diversifies into premium outdoor, upholstery, and travel markets.
- Aligns with sustainability and eco-conscious trends.
- Leverages partner’s industry expertise.
- Focus on raw material quality and durability assurance

## Design & Performance

- Luxury: Soft, refined hand-feel with a matte or semi-dull finish.
- Performance: Durable, UV-stable, and weather-resistant.
- Sustainability: Fully recyclable, non-toxic, and mould- and bacteria-resistant

## Applications

- Outdoor Textiles: Jackets, windcheaters, and trekking wear.
- Luxury Upholstery & Furniture: Sofas, patio furniture, and interior fabrics.
- Travel & Luggage: Bags, backpacks, and travel covers.
- Automotive Interiors: Seat covers, door panels, and convertible interiors

# Strategic Growth & Diversification Initiatives

**Total Capex: ₹105.26 crore**, funded through **₹70.26 crore internal accruals** and **₹35 crore term loans**

### Capacity Expansion – FIBC Division (Unit 3, Gajner Road)

- New building under construction to expand FIBC capacity
- Adds 6,000 MT p/a in next 5 years.
- Enhances value addition and profitability through higher FIBC conversion

### Modern Roll Management System

- New automated roll storage facility
- Improves inventory control, space use, and safety

### Trading Division Warehouse

- Construction of new dedicated warehouse at Gajner Road
- Replaces rented facility; improves logistics and operational efficiency

**Total Investment** **₹47.22 crore**

# Strategic Growth & Diversification Initiatives

## Diversification into Non-Woven Products

A Greenfield manufacturing facility for non-woven fabrics using needle-punching technology is being set up as part of the diversification strategy.

This project marks an entry into a new and fast-growing market with applications in:

- Automotive interiors
- Artificial Letter
- Shoe insoles
- Carpets

The initiative will be led by an industry professional with over 25 years of experience in the non-woven sector.

The total investment proposed for this project is **₹58.04 crore.**

## Strategic Gains

- Higher FIBC capacity and efficiency.
- Entry into fast-growing Non-Woven segment.
- Better land and infrastructure utilization.
- Improved profitability and value creation.
- Stronger competitiveness and sustainability

# Sustainability – central to long-term strategy

Nearly 50% of energy needs met through solar power

Zero Liquid Discharge (ZLD)

Rainwater Harvesting Systems

Fully Recyclable Product Designs

EPR-Compliant Operations

Continuous investment in circularity & traceability

16,197Kwp

Solar energy sourcing through various models

Long Term Open Access agreements totaling

12,375 KW

Solar Power

# Quality Certifications

KANPUR PLASTIPACK LTD

FSSC

FSSC 22000

ISO 14001:2015

ISO 45001:2018

ISO 9001:2015

BRCGS A+ Grade

BRCGS Packaging Materials CERTIFICATED

WCA Report

WORKPLACE CONDITIONS ASSESSMENT

# Honors & Milestones – A Reflection of Excellence

**Niryat Shree Award**
**Year Awarded:** FY05, FY10, FY12, FY17 and FY21


**Certificate of Appreciation**


**Member of IFIBCA Award**

**AIFTMA Award**
**Year Awarded** FY12 & FY14

**ECGC – D&B IEEA Trophy 2012**


**Top Customer Award By Gail (India) Ltd.**


# Business Overview

# Wide Product Range - KPL Advantage

## FIBC/Jumbo Bags

- Large, woven polypropylene (PP) containers for dry bulk and slurry handling
- Offered in standard, baffle, ventilated, and UN-certified variants
- Food-grade and pharma-grade options with cleanroom compliance
- Available in coated, uncoated, tubular, and flat fabric forms
- Anti-static options (Type A, B, C) for handling sensitive materials
- Sustainable variants available using recycled polypropylene (rPP)

## Other Custom Products

- Filler cords and liners used to reinforce industrial packaging and enhance barrier protection
- Specialized textile products including body bags, hospital-use materials, and medical-grade fabric solutions
- Manufactured webbing belts used in FIBC lifting loops for enhanced load-bearing strength
- Rainwear and water-resistant fabrics produced for niche, low-volume institutional demand
- Supports diversified revenue streams through small-scale, custom, or tender-based production

## UV Master Batch


- In-house production of UV-stabilized masterbatches to improve weather resistance
- Enhances durability and performance of outdoor packaging and technical textiles
- Used internally and supplied externally for industrial and agricultural applications

## Multifilament Yarn

- In-house production of multifilament (MFY), taslan, crimp, and monofilament yarns for industrial use
- Yarns used for weaving, stitching, and reinforcing flexible packaging solutions
- Products sold externally to textile, packaging, and technical fabric industries
- Supports backward integration, quality assurance, and margin expansion

## Fabrics

- Offered in Circular and Sulzer loom variants for diverse industrial applications
- Available in laminated, unlaminated, and ventilated formats
- Used for bulk packaging in agriculture, cement, chemicals, and industrial goods
- Optional liners enhance moisture protection and product safety
- Engineered for strength, reusability, and cost-effective transport

# Catering to a diverse range of Industries – Revenue Contribution (%)

## Construction – 11.0%

Offers heavy-duty FIBCs and woven sacks for the construction industry, ideal for cement, sand, and aggregates, with high tensile strength and easy on-site handling.

## Food Industry – 40.0%

Makes food-grade FIBCs in BRC-certified cleanrooms, ideal for grains, sugar, and flour with full traceability and hygiene.

## Mining and Minerals – 5.0%

**(Including Chemicals)**

Provides durable, UN-certified FIBCs for mining and minerals, with anti-static options for safe handling of heavy, hazardous materials.

## Automotive – 6.0%

Caters to the automotive sector with high-performance PP yarns and technical textiles used in seat fabrics, upholstery, and webbing

## Agriculture – 7.0%

Provides cost-effective, reusable FIBCs for grains, seeds, fertilizers, and feed, ensuring easy handling and protection from contamination.

## Industrial Packaging – 21.0%

Serves industrial packaging needs through FIBCs, woven sacks, and PP fabrics for bulk materials like chemicals, cement, and fertilizers.

KANPUR PLASTIPACK LTD

# Fully integrated Manufacturing Units

## Unit I (HQ & Integrated Facility)

- Established in 1971, located at Panki Industrial Area, Kanpur
- Houses extrusion, weaving, and UV masterbatch production

## Unit II (Finishing & Dispatch)

- Set up in 2008, also in Panki Industrial Area
- Focuses on fabric finishing, quality checks, and dispatch of FIBC products
- Features advanced equipment like ultrasonic cutters, metal detectors, ensuring contamination-free, hygienic processing

## Unit III (Extrusion & Weaving Greenfield Facility)

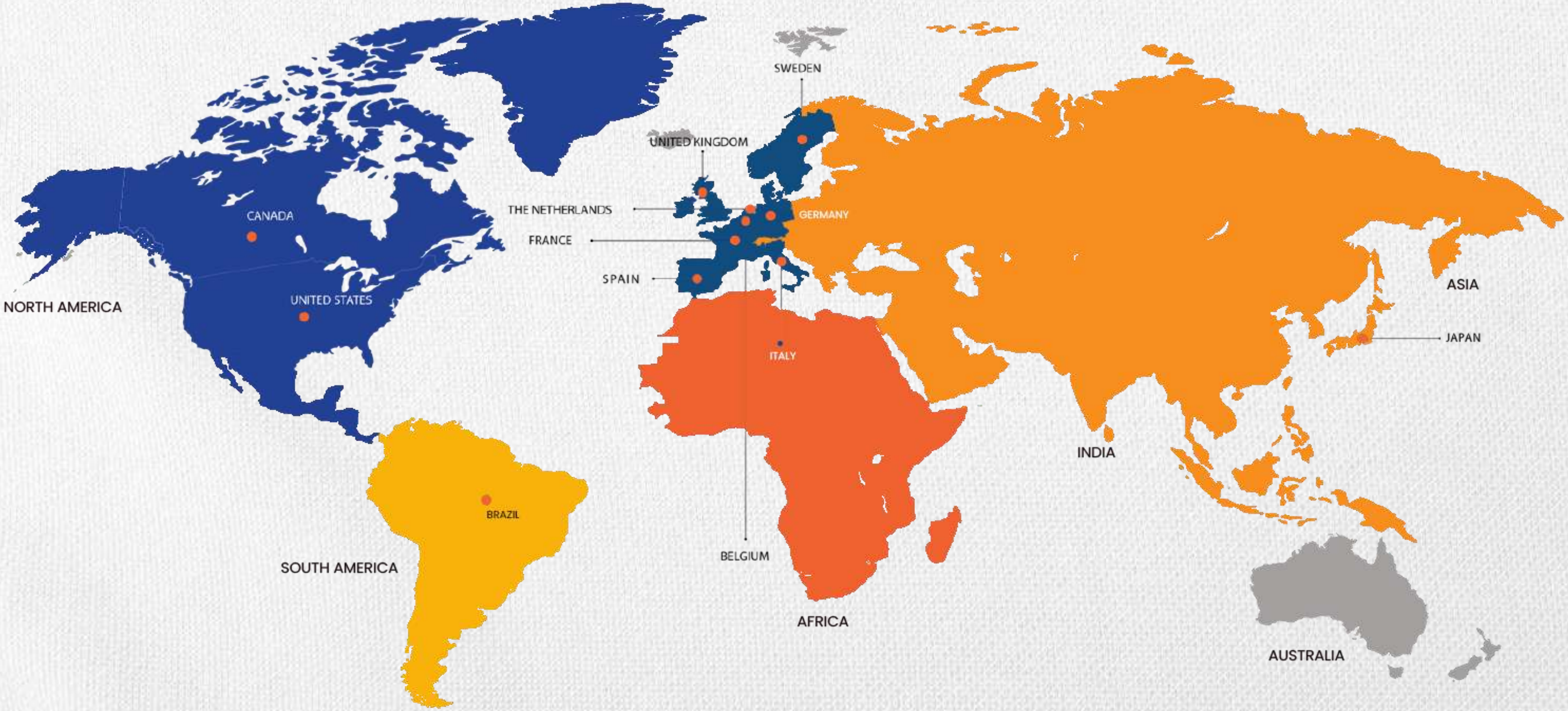
- Setup in 2018 at Gajner Road, Kanpur Dehat, spanning over 12 hectares area
- Equipped with modern sulzer looms, tape line, ultrasonic cutting machines, and dedicated stitching areas
- Supports large-scale production of yarns, woven sacks, fabrics, and FIBC manufacturing

## Unit IV (Small Bags/FIBC Manufacturing)

- Located at Site-II, Panki Industrial Area, Kanpur
- Dedicated to small bags and FIBC production for niche and customized requirements

# Strong Geographical Presence

Extensive presence across major global markets, serving customers in Europe, the Americas, Asia-Pacific, Africa, and Australia



# Way Forward

# Way Forward...

## Strategic Business Outlook

- Adding more capacity to the fabric segment to boost FIBC production
- Pivoted to high-margin, scalable businesses like FIBCs and value-added yarns
- On track to achieve net debt-free status within a year: need to be reviewed as new term loan is proposed

## Capacity & Operational Excellence

- De-bottlenecking is underway on the stitching side, along with deep de-bottlenecking in storage and warehousing.
- A ₹105 crore capex will fuel growth through capacity expansion and modernization, including a new FIBC division building
- Engaged Grant Thornton under Risk Audit & Advisory to enhance operational efficiency, plug revenue leakages, and identify automation-led process improvements

## Market & Customer Growth

- Deepening presence in Japan and Brazil alongside wider global expansion
- Strengthening long-term client ties, driving majority of export sales
- Completed acquisition of UK based Valex Ventures Ltd. to boost European presence and growth in developed markets
- Entering into a JV with Essegomma paves the way for new markets, higher margins, and sustainable long-term growth.

## Financial Outlook

- Margin expansion through higher realizations, cost discipline, and improved product mix
- Building a robust balance sheet to support diversification into new product lines and domestic markets
- Reduce interest costs through improved financial efficiency
- Credit rating CRISIL BBB+/Stable for long-term facilities, reflecting a strong financial risk profile

# Our Vision

**“We believe in increasing the value to our clients by exceeding customers' expectations and achieving market leadership through Global Partnerships”**

# Thank You

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