

JKP/SH/2021

10<sup>th</sup> June 2021

Electronic Filing

Department of Corporate Services/Listing  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400 001

National Stock Exchange of India Ltd.  
“Exchange Plaza” Bandra-Kurla  
Complex, Bandra (E),  
Mumbai – 400 051

Scrip Code No. 532162

Symbol : JKPAPER  
Series : EQ

Dear Sir/Madam,

**Re: Presentation made during Institutional Investors Meet held on 10<sup>th</sup> June 2021**

In continuation to our letter dt. 9<sup>th</sup> June 2021, intimating the schedule of Analysts/Investors Conference Call held on 10<sup>th</sup> June 2021, please find enclosed herewith a copy of the Presentation made at the aforesaid Analysts/Investors Conference Call, pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Submitted for your kind reference and records.

Thanking you,

Yours faithfully  
For JK Paper Limited



(Deepak Gupta)  
Company Secretary

Encl:a/a



# JK Paper Today

Conference Call

**An Industry benchmark with Power Packed Brands**

**10<sup>th</sup> June, 2021**

*some of life's  
best moments  
come on paper...*

## JK Paper - Performance Highlights (FY 2020-21)

1. Capacity utilisation of about 103% in full year in-spite of unprecedented disruptions post Covid 19 (specially in first half of FY'2020-21)
2. Company focused on reducing costs, enriching product mix and serving its customers better.
3. **Continuous thrust on plantation activities:**
  - i) Company was able to source 100% of the Raw Material from local area at both of its plants
  - ii) Total Plantation during the year: 4.38 (PY4.76) Crores Saplings and 13,078 Ha of additional area covered (PY 13,018 Ha)
4. Company maintained its long-term credit rating of AA-/Stable with CRISIL and India Ratings upgraded it from A+/Stable to AA-/Stable in Sep 2020, in spite of unprecedented situation post Covid and ongoing large project at Unit CPM.
5. Unit - JKPM received the “Energy Efficient Unit” at the 21st National Award for Excellence in Energy Management 2020 organized by CII
6. Also Company got 8th FICCI Quality System Excellence Awards for Industry 2020



## JK Paper - Key Financials for Q4 (FY 2020-21 vs FY 2019-20)

Standalone Financial

	Unit	4th Quarter			12 Months		
		2020-21	2019-20	% Growth	2020-21	2019-20	% Growth
<b>Sales Volume</b>	MT	1,61,700	1,27,885	26.4	4,98,434	5,09,220	(2.1)
Uncoated Paper	MT	1,17,550	84,713	38.8	3,40,976	3,29,259	3.6
Coated Paper	MT	17,541	20,981	(16.4)	60,580	84,562	(28.4)
Virgin Fibre Board	MT	26,609	22,191	19.9	96,878	95,399	1.6
<b>Gross Revenue</b>	Rs. Cr.	979	801	22.2	2,991	3,294	(9.2)
<b>Net Revenue</b>	Rs. Cr.	897	730	22.9	2,742	3,054	(10.2)
<b>EBITDA</b>	Rs. Cr.	245	200	22.1	701	985	(28.8)
<b>EBIT</b>	Rs. Cr.	206	166	24.4	548	841	(34.9)
<b>PBT</b>	Rs. Cr.	186	135	38.0	453	719	(36.9)
<b>PAT</b>	Rs. Cr.	129	91	41.0	322	493	(34.6)
<b>EBITDA Margin</b>	%	27.2%	27.4%	(0.2)	25.6%	32.2%	(6.7)



## JKPL - Profitability

Rs. Cr.

S.N.	Description	2018-19	2019-20					2020-21				
		12 Months	Q1	Q2	Q3	Q4	12 M	Q1	Q2	Q3	Q4	12 M
1	Gross Revenue from Operations	3,492	761	851	881	801	3,294	505	702	805	979	2,991
1.1	Net Revenue from Operations	3,256	713	790	821	730	3,054	464	638	742	897	2,742
2	Cost of Materials Consumed	1,278	315	309	310	283	1,217	195	252	291	295	1,033
2.1	(Increase)/Decrease in Stock	47	(112)	(6)	23	(29)	(124)	(54)	39	51	56	91
2.2	Power, Fuel & Water	259	64	65	70	62	261	49	60	64	70	243
2.3	Staff Costs	262	64	70	73	70	277	66	62	62	70	260
2.4	Purchase of Traded Goods	302	84	57	48	90	280	74	36	33	122	265
2.5	Other Expenditure	238	51	56	59	72	239	55	48	58	57	219
2.6	Total Expenses	2,386	467	552	584	549	2,151	385	498	558	669	2,110
3	Other Income	56	21	22	19	19	81	19	17	18	16	70
4	EBITDA	926	267	261	257	200	985	98	157	203	245	701
5	Finance Costs	122	31	31	29	31	123	26	23	25	20	94
6	PBDT (3 + 4 - 5)	804	235	230	228	169	862	71	134	178	224	607
7	Depreciation	125	35	35	38	35	144	37	39	39	39	154
8	PBT	678	200	194	189	135	719	35	95	138	186	453
9	PAT	437	136	133	132	91	493	25	68	100	129	322

## % to Net Sales

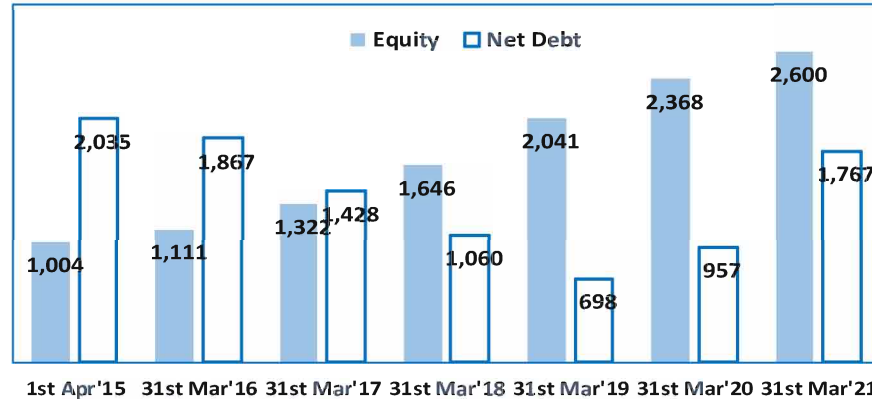
1	Materials Cost (2 + 2.1 + 2.4)	50.0	40.3	45.5	46.5	47.1	45.0	46.4	51.3	50.4	52.6	50.6
2	Staff Costs	8.1	9.0	8.9	8.9	9.6	9.1	14.2	9.8	8.4	7.8	9.5
3	EBITDA	28.4	37.4	33.0	31.3	27.4	32.2	21.0	24.6	27.3	27.2	25.6



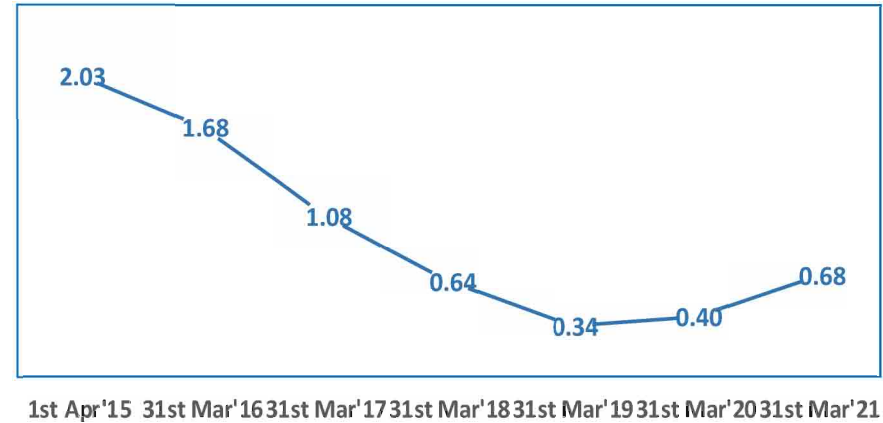
# Focus on Deleveraging

Standalone Financial

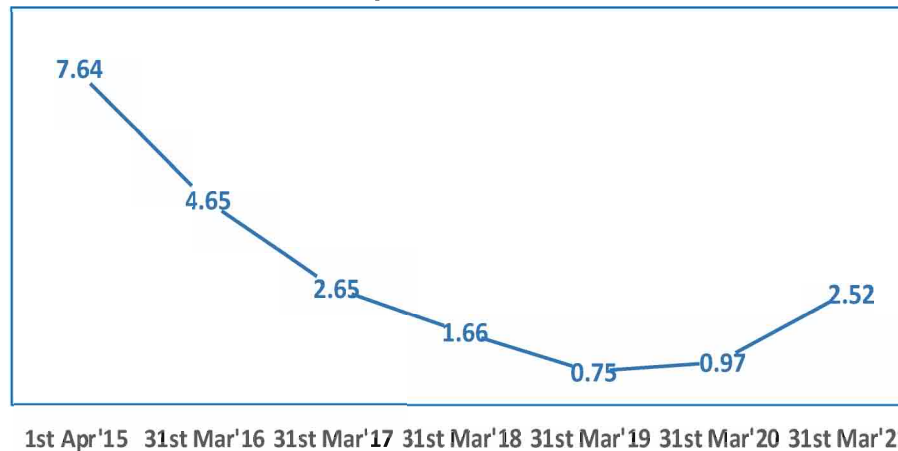
Reduction in Net Debt (Rs. Cr.)



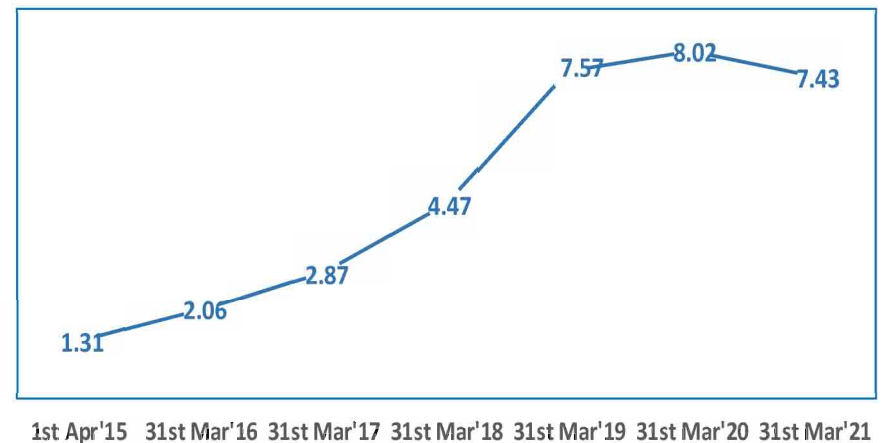
NET DEBT / EQUITY RATIO



NET DEBT / EBITDA RATIO



INTEREST COVERAGE RATIO



Long Term Credit Rating by CRISIL and India Ratings >>

Jun'15	BBB+/Positive	Jun'19	A+/Positive
Apr'17	A/Stable	Dec '19	AA-/Stable
Jun'18	A+/Stable		

During the FY2021 India Rating upgraded Long Term Rating from A+/Stable to AA-/Stable in Sep'20 and CRISIL has reaffirmed at AA-/ Stable in Oct'20



**THANK YOU**

