

JKP/SH/2021

6th August 2021

Electronic Filing

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

Scrip Code No. 532162

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

Symbol : JKPAPER
Series : EQ

Dear Sir/Madam,

Re: Presentation made during Institutional Conference Call held on 5th August 2021

In continuation to our letter dt. 4th August 2021, intimating the schedule of Analysts/Investors Conference Call held on 5th August 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

Corporate Update

An Industry benchmark with Power Packed Brands

August, 2021

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

JK Paper Ltd is one of the leading companies of JK Organisation – a prominent business house of India founded over 100 years ago

Cement



	Rs. Cr.
Revenue	4,727

Paper



	Rs. Cr.
Revenue	2,977

Tyre



	Rs. Cr.
Revenue	9,102

Agri Genetics



	Rs. Cr.
Revenue	224

J.K. ORGANISATION

USD 4 Billion

30 manufacturing plants

Present in over 100 countries

More than 40,000 employment

V-Belts- Oil Seals & Power Transmission Systems



	Rs. Cr.
Revenue	779

(Unlisted Co.)

Dairy Products



	Rs. Cr.
Revenue *	248

Education



Defence Electronics



Hospital & Health services



Clinical Research



Revenue is for FY 2020-21

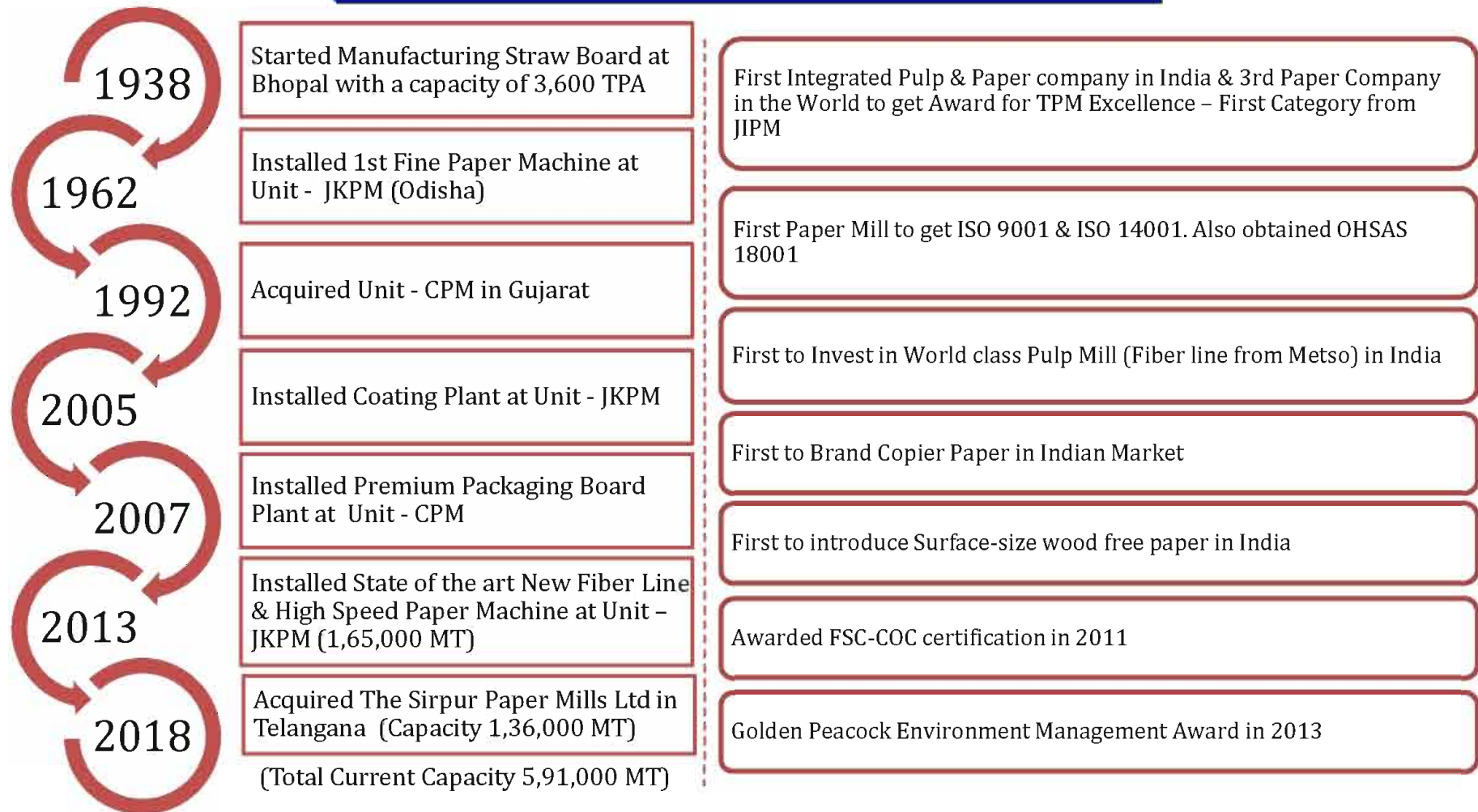
J K PAPERCreating Lasting Impressions

Slide No.2



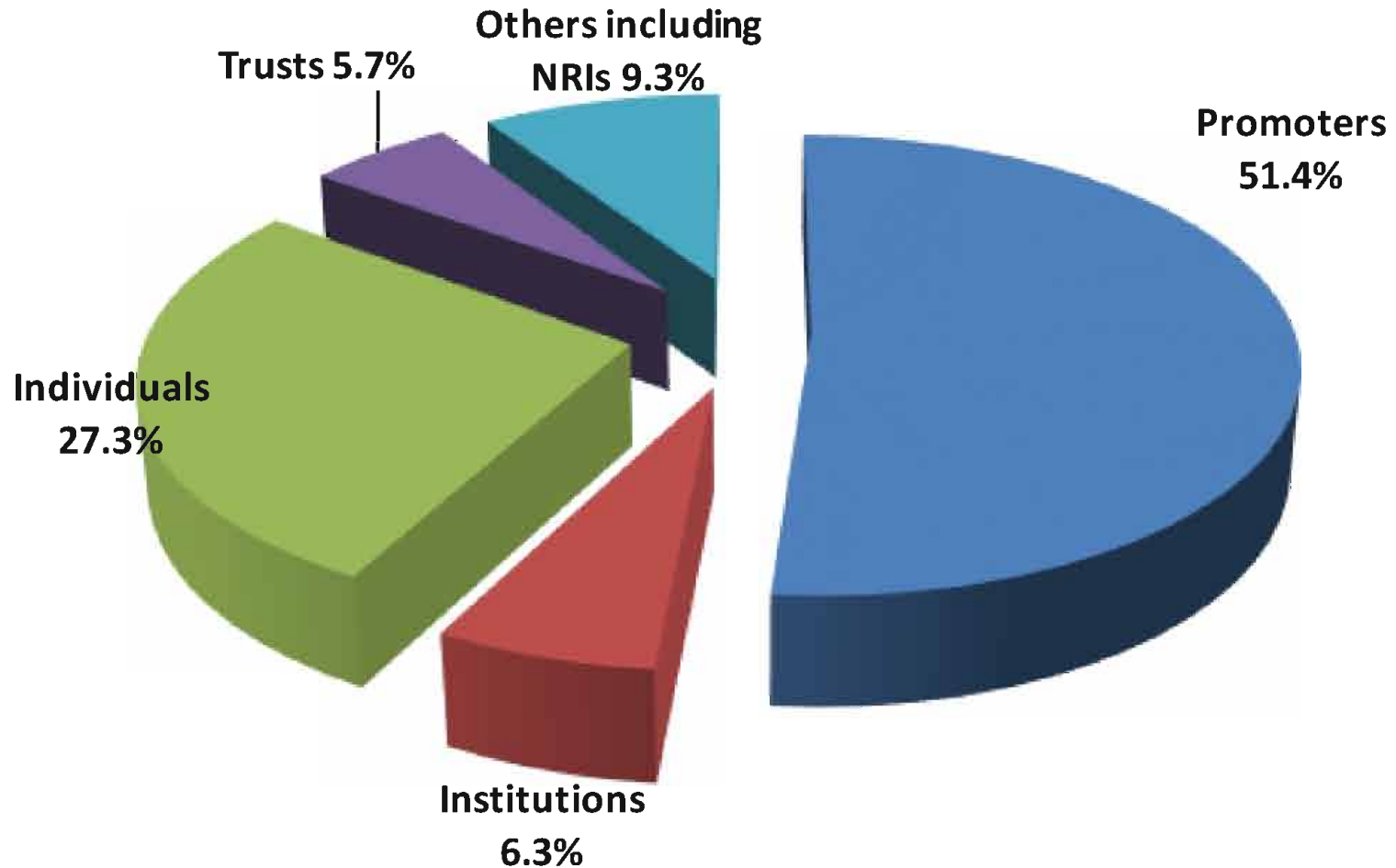
JK Paper - History & Milestones

More than 75 YEARS JOURNEY OF JK PAPER



JK Paper – Shareholding Pattern

Shareholding Pattern (as of 30th June 2021)



JK'S Brands are Industry Benchmarks In Respective Product Categories
Plants with state of the art technology and minimal environmental impact

Copier Paper (Market Leader – Current Mkt. Share is 25% *)



**Coated Paper (Amongst Leading Players
– Current Mkt. Share is 11% *)**



**Packaging Board
(Amongst Leading Players
Current Mkt. Share is 11% *)**



*** Company Estimates**

Panoramic view of the Unit JKPM (in Odisha)

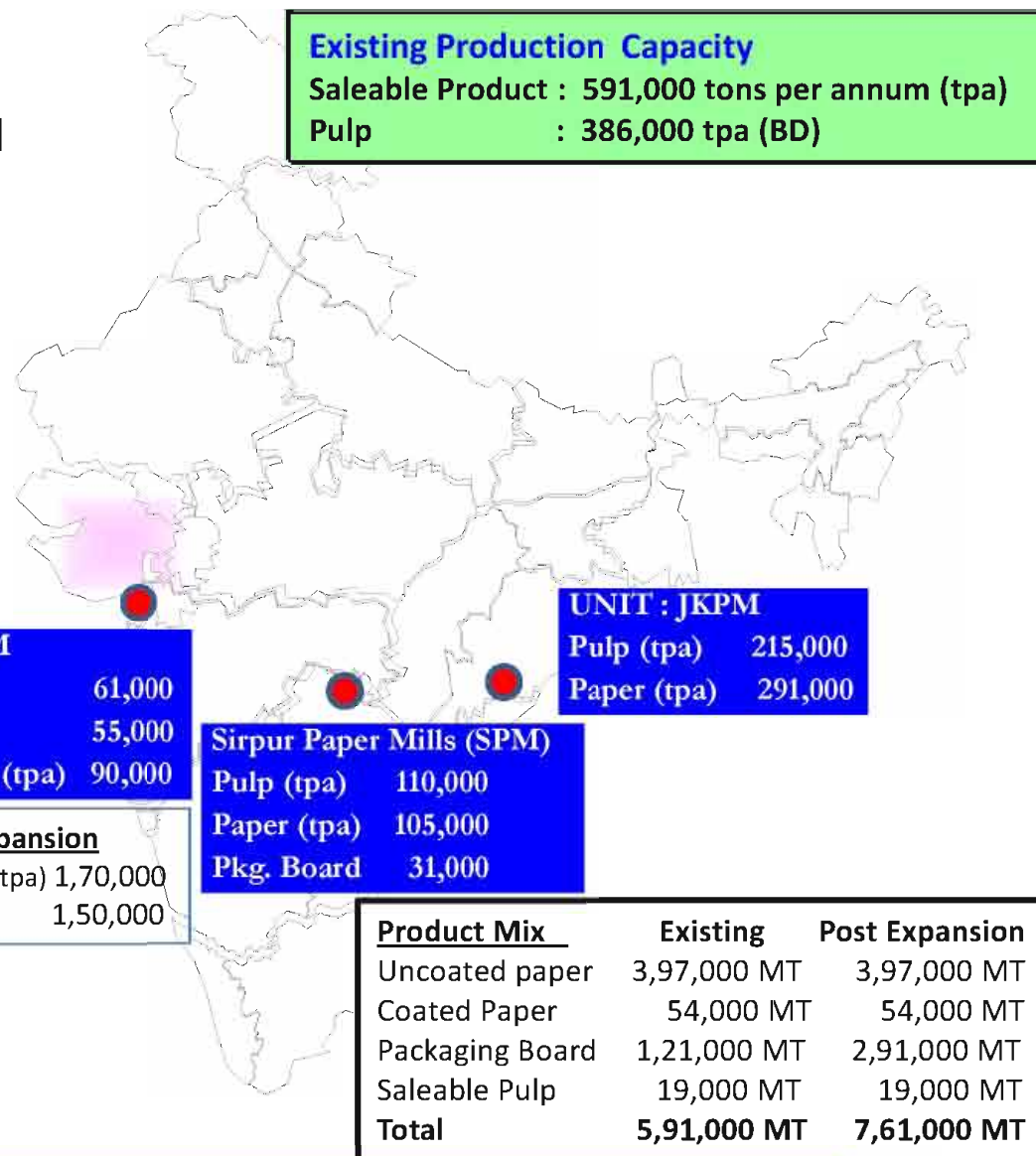


Panoramic view of the Unit CPM (in Gujarat)

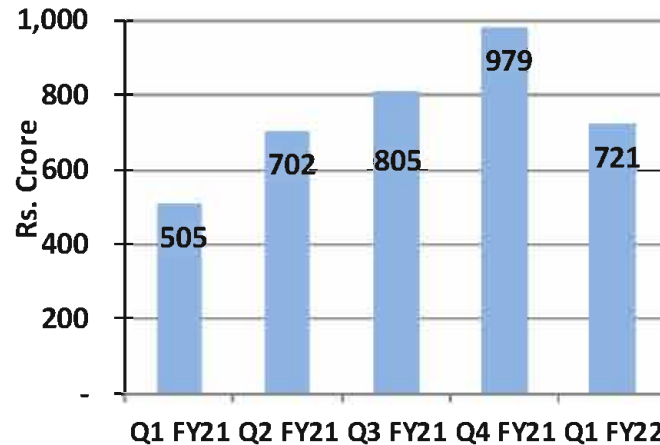


Strategic Geographical Presence

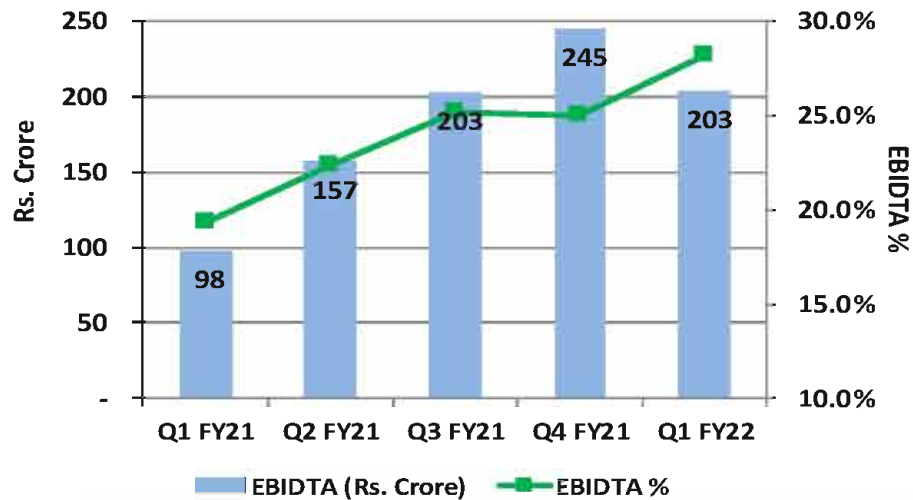
- **Strategic location**
 - JKPM located close to raw material sources
 - CPM located close to large end customers & port
 - SPM located close to raw material and coal sources
- **Strong distribution reach**
 - 4 regional offices
 - 18 warehouses
 - 357 Trade partners
 - over 4,000 dealers



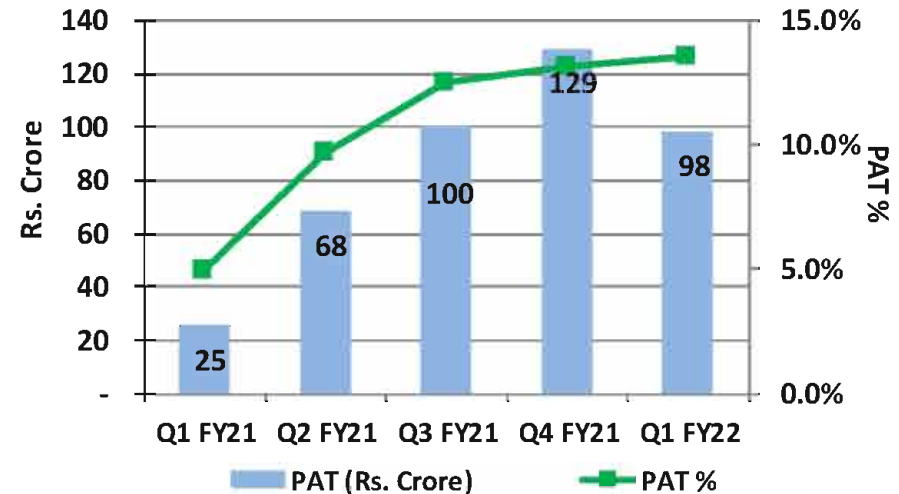
Turnover (Rs. Crore)



EBIDTA (Rs. Crore)



PAT (Rs. Crore)



	Unit	1st Quarter		% <i>Growth</i>
		2021-22	2020-21	
Sales Volume	MT	1,04,841	80,926	29.6
Uncoated Paper	MT	67,338	51,328	31.2
Coated Paper	MT	12,067	11,839	1.9
Virgin Fibre Board	MT	25,436	17,759	43.2
Gross Revenue	Rs. Cr.	721	505	42.6
Net Revenue	Rs. Cr.	662	464	42.7
EBITDA	Rs. Cr.	203	98	108.3
EBIT	Rs. Cr.	166	61	171.8
PBT	Rs. Cr.	141	35	309.0
PAT	Rs. Cr.	98	25	290.0
EBITDA Margin	%	30.7%	21.0%	9.7



JKPL - Profitability

Rs. Cr.

S.N.	Description	2018-19	2019-20	2020-21					2021-22
		12 Months	12 Months	Q1	Q2	Q3	Q4	12 M	Q1
1	Gross Revenue from Operations	3,492	3,294	505	702	805	979	2,991	721
1.1	Net Revenue from Operations	3,256	3,054	464	638	742	897	2,742	662
2	Cost of Materials Consumed	1,278	1,217	195	252	291	295	1,033	271
2.1	(Increase)/Decrease in Stock	47	(124)	(54)	39	51	56	91	(111)
2.2	Power, Fuel & Water	259	261	49	60	64	70	243	71
2.3	Staff Costs	262	277	66	62	62	70	260	72
2.4	Purchase of Traded Goods	302	280	74	36	33	122	265	112
2.5	Other Expenditure	238	239	55	48	58	57	219	63
2.6	Total Expenses	2,386	2,151	385	498	558	669	2,110	478
3	Other Income	56	81	19	17	18	16	70	20
4	EBITDA	926	985	98	157	203	245	701	203
5	Finance Costs	122	123	26	23	25	20	94	24
6	PBDT (3 + 4 - 5)	804	862	71	134	178	224	607	179
7	Depreciation	125	144	37	39	39	39	154	38
8	PBT	678	719	35	95	138	186	453	141
9	PAT	437	493	25	68	100	129	322	98

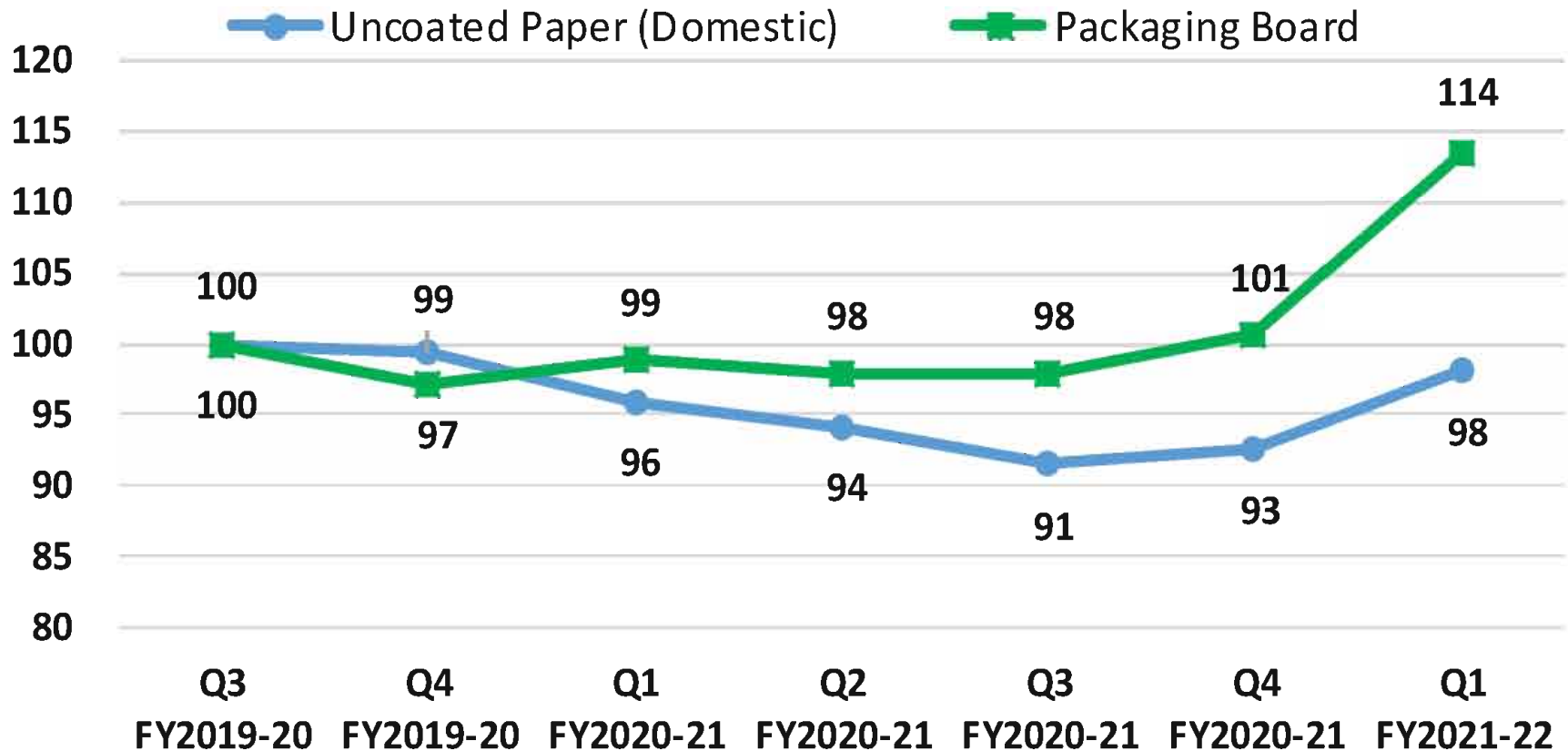
% to Net Sales

1	Materials Cost (2 + 2.1 + 2.4)	50.0	45.0	46.4	51.3	50.4	52.6	50.6	41.2
2	Staff Costs	8.1	9.1	14.2	9.8	8.4	7.8	9.5	10.9
3	EBITDA	28.4	32.2	21.0	24.6	27.3	27.2	25.6	30.7



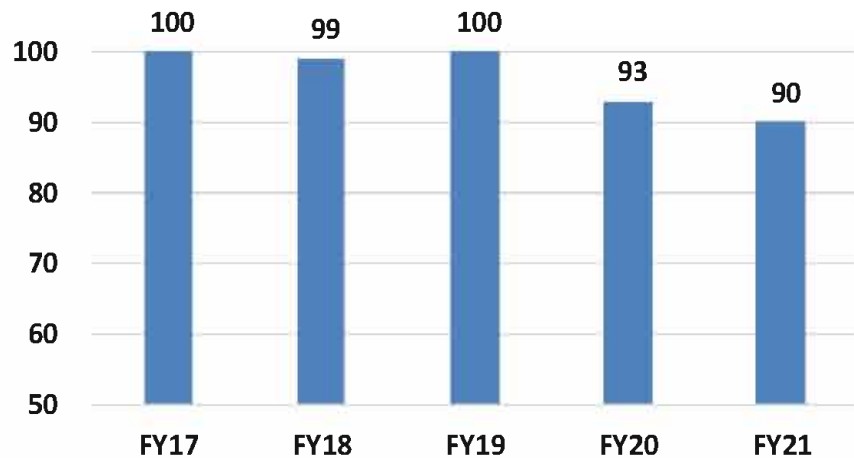
Realisation Trend

Index of Realisation

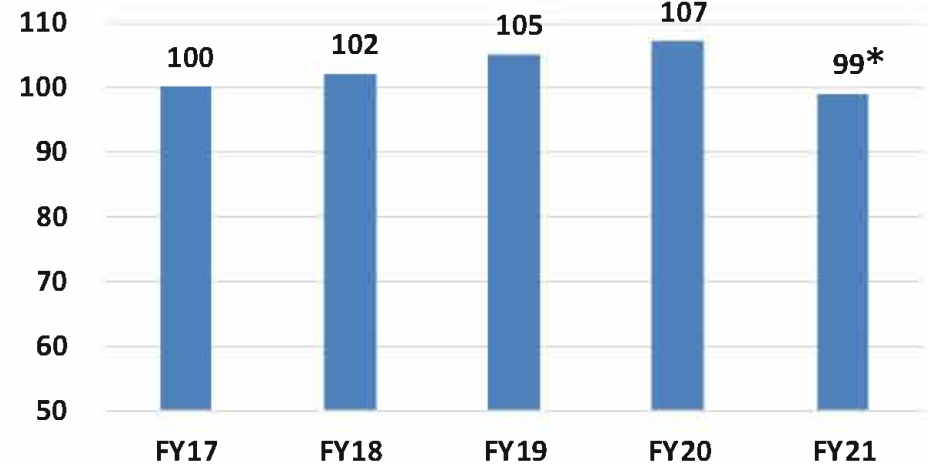


Continues improvement in last 5 Years

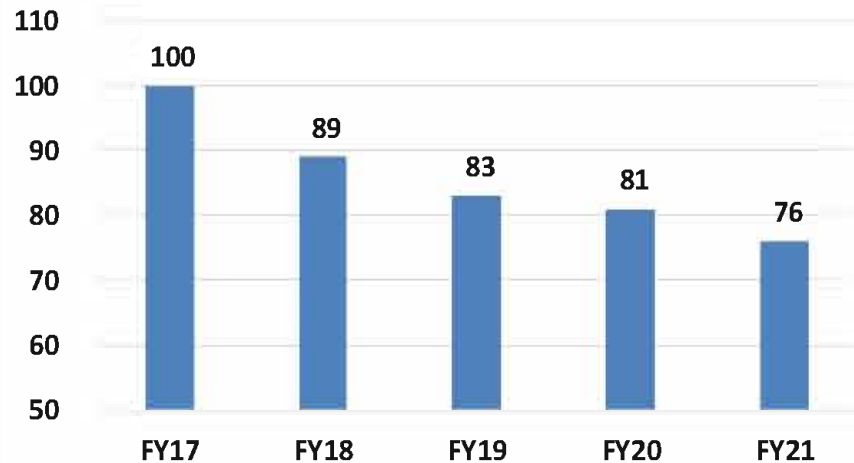
Index of Manufacturing Cost



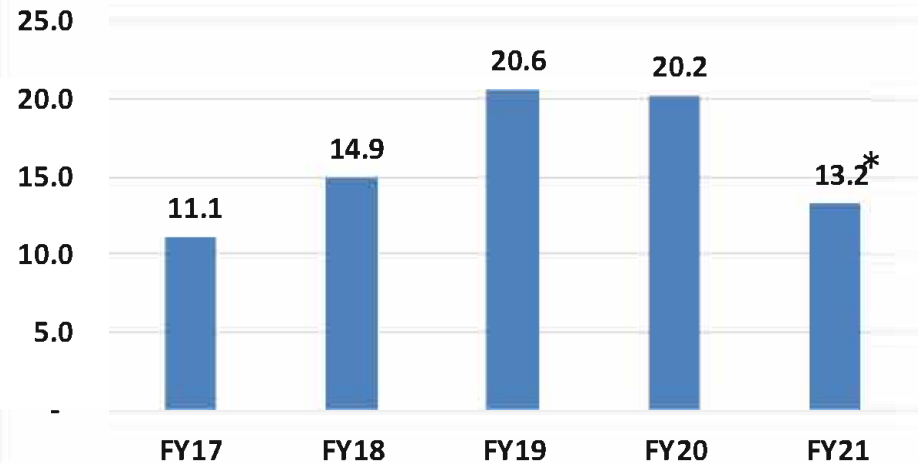
Index of Asset Utilisation



Index of reduction in average interest rate



ROCE %



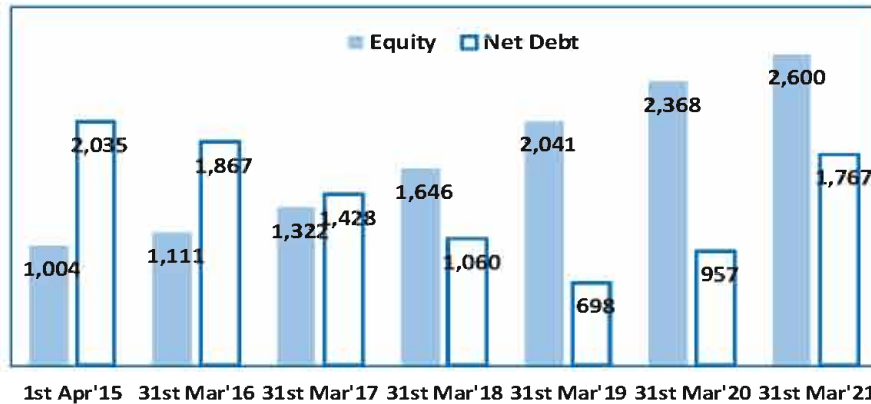
* Lower due to covid 19 pandemic



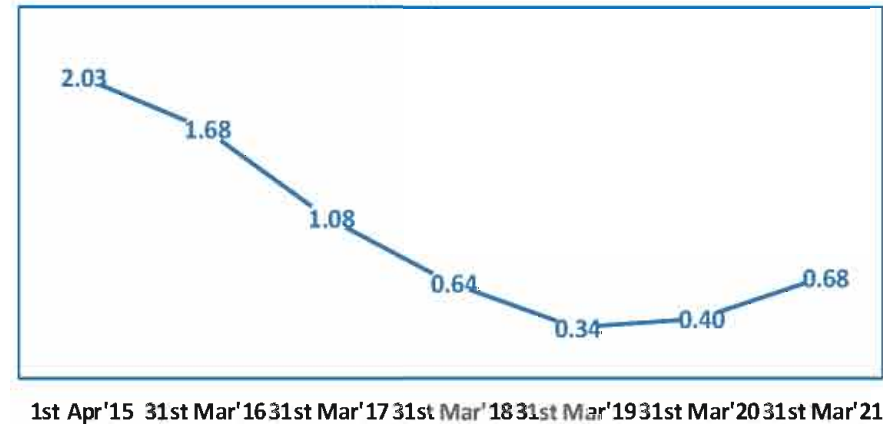
Focus on Deleveraging

Standalone Financial

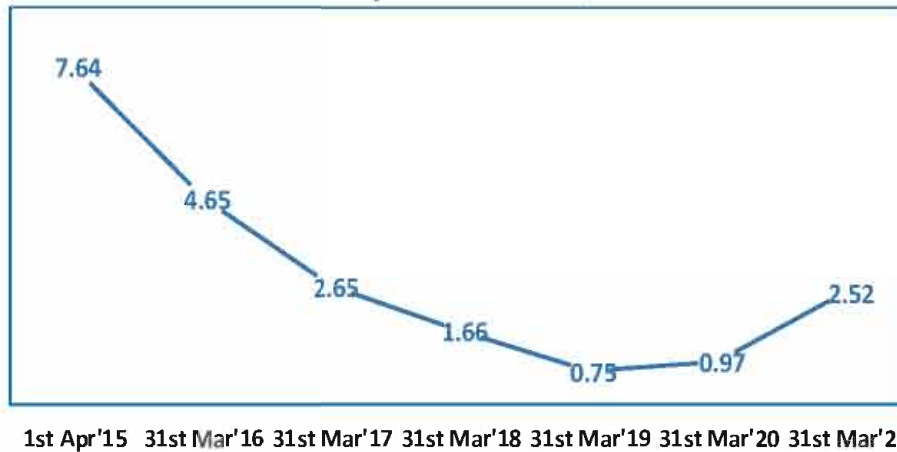
Reduction in Net Debt (Rs. Cr.)



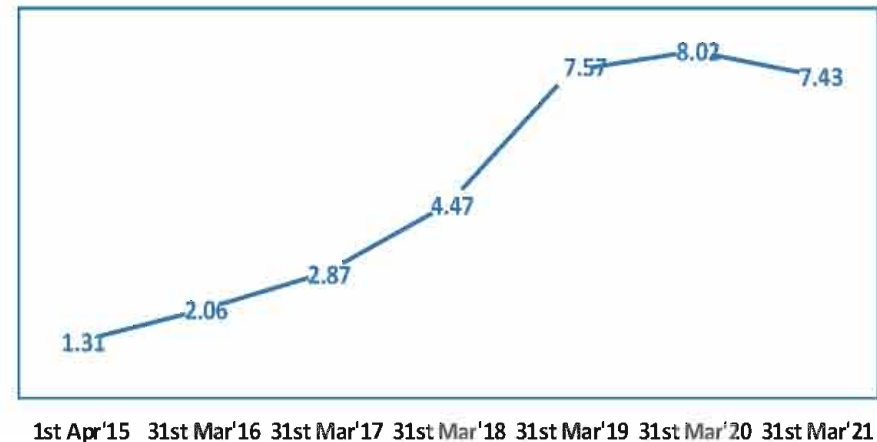
NET DEBT / EQUITY RATIO



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



JK Paper - Performance Highlights (FY 2020-21)

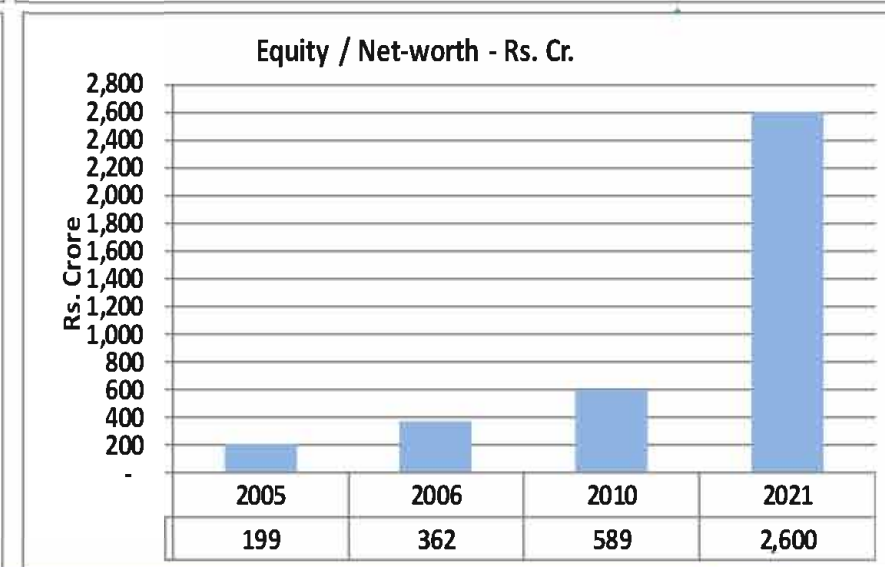
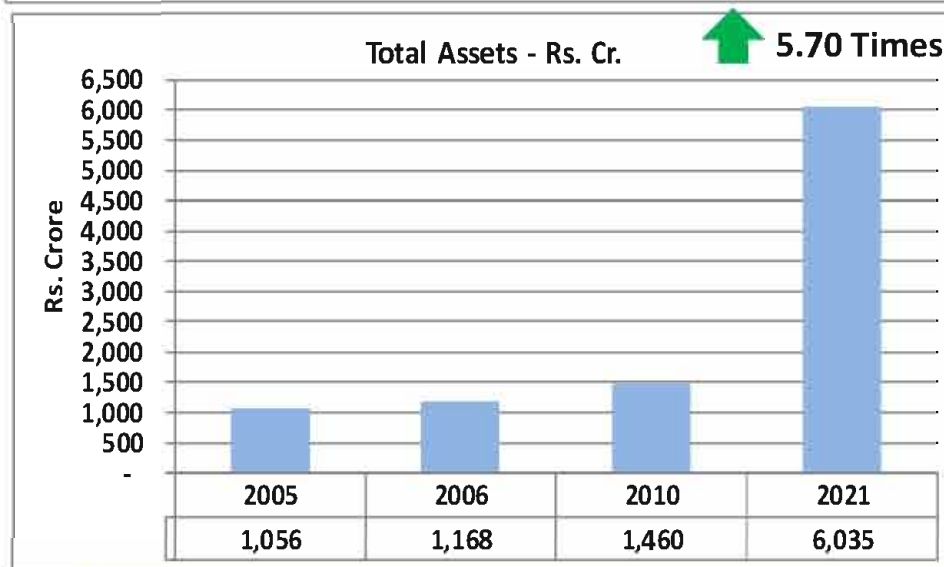
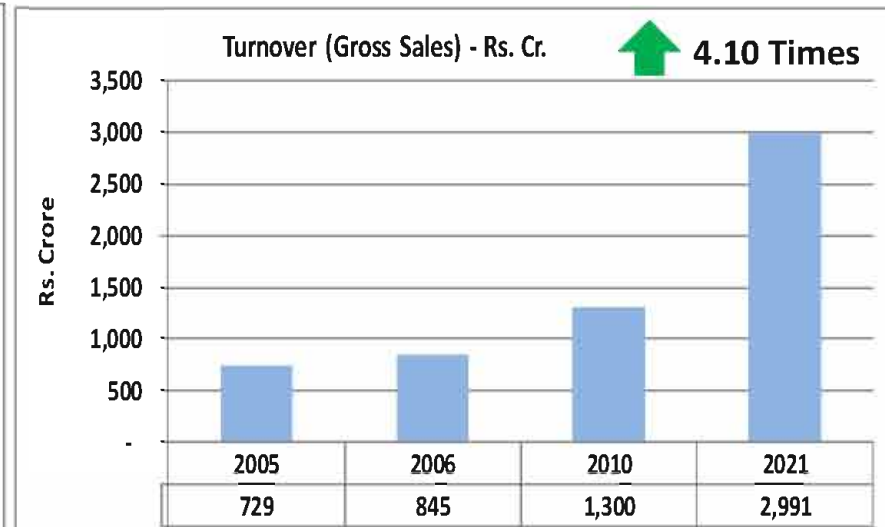
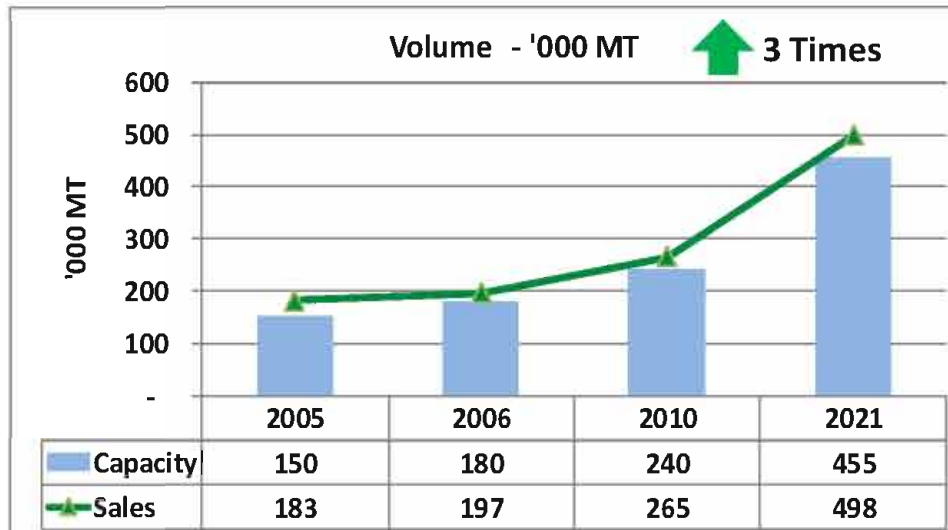
1. Capacity utilisation of about 103% in full year in-spite of unprecedented disruptions post Covid 19 (specially in first half of FY'2020-21)
2. Company focused on reducing costs, enriching product mix and serving its customers better.
3. **Continuous thrust on plantation activities:**
 - i) Company 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



Quantum Jumps through continuous expansions since in last 15 Years

Standalone Financial

2005 - Expansion in Coated Paper, 2007 - Expansion in Packaging Board and 2013 - Expansion in Uncoated Paper



Farm Forestry and Raw Material Security Initiatives

Clonal Development Centre

- Started in 1991-92
- 13,018 Ha area planted in 2019-20
- Overall > 1.60 Lac Ha till date



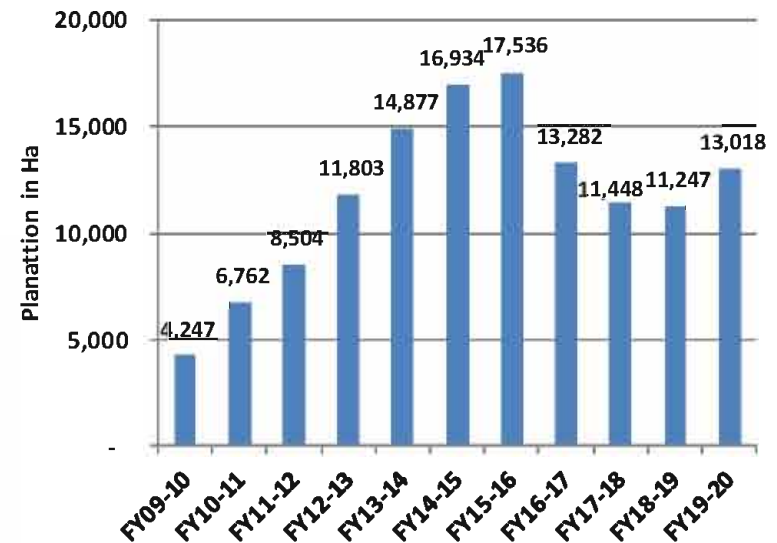
Carbon Positive

Over the last few years, Company has transformed to wood- and carbon-positive status, planting more trees than utilizing. The Company developed short-rotation clones (two to three years) to enhance yields and income per hectare for the farmers.

Proportion of wood from local catchment of the Company's plants

2016-17	49%
2017-18	71%
2018-19	96%
2019-20	100%

Plantation under Farm Forestry by JKPL – in Hectare



JKPL's Efforts to Reduce Cost of Raw Material

- Maximizing plantation coverage within 200 Km radius
- R&D: Company has developed and introduced a new eucalyptus clone (CPM U283 turbo) with wood productivity of 50-65 cubic meters per ha per year (under irrigated conditions)
- Focus on training & development to farmers and staffs
- Arrangement of loans to Farmer's or Co-operative



Corporate Social Responsibility (CSR)

Strategy



Build a community that is economically viable & socially harmonious



Create sustainable livelihood opportunities around our manufacturing locations



Support weaker sections through initiatives that lead to social and financial inclusion

Our Footprint



578 Villages



4,00,000+ direct beneficiaries



Beneficiary Focus
Youth, Women and
Farmers

Total Spend (FY21) - **10.35 Cr** (17% on Covid-19 Relief)



COVID19 Response

In response to the prevailing Pandemic our CSR activities reached out to the most vulnerable communities in our project area to support them with information and awareness and build their capacity to overcome the threats. We are currently working to support the local administration in their efforts to reach out to the vulnerable communities

- Awareness Generation
- Preventive Health Camps
- Sanitization Drive of common local areas
- Sanitization and Ration Kit distribution
- Support to Covid Care Center, PHC/CHC

Our Reach

5021 households reached

25000+ individuals supported



Financial Highlights – Profitability

Standalone Financial

Sl. No.	Financial Year >>>	2017-18	2018-19	2019-20	2020-21	2021-22 Q1
1	Quantity					
1.1	Production	4,78,158	4,94,603	5,05,435	4,67,055	1,21,451
1.2	Capacity Utilisation	105%	109%	111%	103%	104%
1.3	Sales Volume	5,01,543	5,22,815	5,09,220	4,98,434	1,04,841
2	Operating Results	Rs. Crore				
2.1	Gross Revenue from Operations	3,070	3,492	3,294	2,991	721
2.2	Net Revenue from Operations	2,877	3,256	3,054	2,742	662
2.3	Operating Profit (EBITDA)	639	926	985	701	203
2.4	Cash Profit (PBDT)	496	804	862	607	179
2.5	Profit / (Loss) Before Tax (PBT)	375	678	719	453	141
2.6	Profit / (Loss) After Tax (PAT)	260	437	493	322	98
2.7	Earning per Share (Rs.)	15.29	24.57	27.64	18.68	5.77
3	Key Ratios					
3.1	EBITDA as % to Net Sales	22.2%	28.4%	32.2%	25.6%	30.7%
3.2	Equity (Net Worth) - Rs. Cr.	1,646	2,041	2,368	2,600	2,698
3.3	Return on Equity (ROE) *	17.5%	23.7%	22.3%	13.0%	15.4%
3.4	Market Cap. - Rs. Cr.	2,374	2,547	1,896	2,539	3,596

* Based on Average Net Worth



Financial Highlights – Balance Sheet

Standalone Financial

Rs. Cr.

Year End >>>	31st March					
	2016	2017	2018	2019	2020	2021
Total Assets	3,081	3,117	3,095	3,626	4,073	5,291
Net Fixed Assets	2,751	2,636	2,603	2,568	2,522	2,418
CWIP	20	16	34	52	349	1,563
Non Current Investments	31	28	37	276	318	339
Net Working Capital (excl. cash)	255	168	172	78	472	436
Cash & Bank balance (incl. Curr. Inv.)	25	270	249	652	413	535
Capital Employed	3,081	3,117	3,095	3,626	4,073	5,291
Equity Capital	149	156	176	178	178	169
Reserves	962	1,166	1,470	1,863	2,190	2,431
Net Worth	1,111	1,322	1,646	2,041	2,368	2,600
Total Borrowings	1,892	1,698	1,310	1,350	1,370	2,302
Deferred Tax Liability	78	98	139	235	336	389
Ratios - Times						
Net Debt / Equity *	1.68	1.08	0.64	0.34	0.40	0.68
Net Long-term Debt / Equity *	1.57	0.98	0.60	0.33	0.37	0.61
Net Debt / EBITDA *	4.65	2.65	1.66	0.75	1.36	2.52
FACR	1.92	1.91	2.24	1.99	2.41	1.93

*Debt is net of cash & liquid / current



Disclaimer

This presentation (the “Presentation”), which has been prepared by JK Paper Ltd. (the “Company”), has been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward looking statements. Such forward looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the paper industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. Company is not responsible for any third party statements and projections used in this Presentation .

For further information, please contact to :

Mr. Ashok Gupta, VP (Finance & Accounts) at 91-11-68201513, Email: akgupta@jkmail.com

Mr. V. Kumaraswamy, Chief Finance Officer at 91-11-68201510, Email: vkmr@jkmail.com



THANK YOU

