



JK Paper Today

Corporate Update

An Industry benchmark with Power Packed Brands

16th May, 2023

*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	5,420

Paper



JK PAPER LTD.

Creating lasting impressions

	Rs. Cr.
Revenue	6,772

Tyre



	Rs. Cr.
Revenue	14,645

Agri Genetics



	Rs. Cr.
Revenue	201

J.K. ORGANISATION

USD 4.8 Billion

30 manufacturing plants

Present in over 100 countries

More than 40,000 employment

V-Belts- Oil Seals & Power Transmission Systems



	Rs. Cr.
Revenue	1,051

(Unlisted Co.)

Dairy Products



	Rs. Cr.
Revenue	204

Education



Defence Electronics



Hospital & Health services



Clinical Research



Revenue based on last published Annual Results



JK Paper - History & Milestones

More than 80 YEARS JOURNEY OF JK PAPER

1938

Started Manufacturing Straw Board at Bhopal with a capacity of 3,600 TPA

First Integrated Pulp & Paper company in India & 3rd Paper Company in the World to get Award for TPM Excellence – First Category from JIPM

1962

Installed 1st Fine Paper Machine at Unit - JKPM (Odisha)

First Paper Mill to get ISO 9001 & ISO 14001. Also obtained OHSAS 18001

1992

Acquired Unit - CPM in Gujarat

First to Invest in World class Pulp Mill (Fiber line from Metso) in India

2005

Installed Coating Plant at Unit - JKPM

First to Brand Copier Paper in Indian Market

2007

Installed Premium Packaging Board Plant at Unit - CPM

First to introduce Surface-size wood free paper in India

2013

Installed State of the art New Fiber Line & High Speed Paper Machine at Unit – JKPM (165,000 MT)

Awarded FSC-COC certification in 2011

2018

Acquired The Sirpur Paper Mills Ltd in Telangana (Capacity 136,000 MT)

Golden Peacock Environment Management Award in 2013

2022

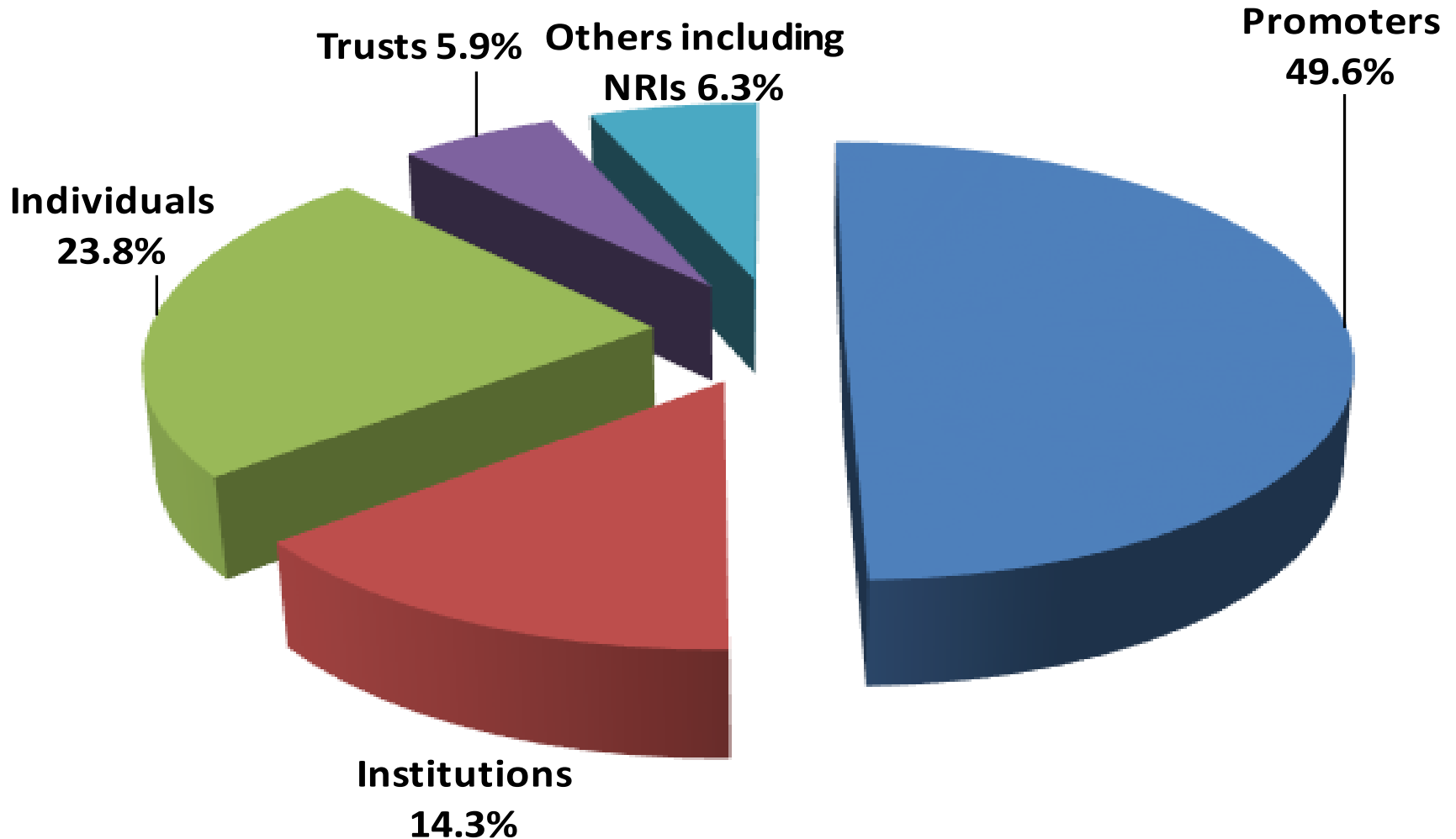
1. New Packaging Board machine commissioned in Gujarat (170,000 MT)
2. Entry into Corrugation Business, also acquired HPPL + SPPL (No. 1 Player)

Industry 4.0 award from FICCI- under the Overall Digital Transformation category in 2022



JK Paper – Shareholding Pattern

Shareholding Pattern (as of 31st March 2023)



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 30% ***



Amongst Leading Players in Coated Paper and Packaging Board

Current Mkt. Share is 11% * **Current Mkt. Share is 20% ***



Panoramic view of the Unit JKPM (in Odisha)



Panoramic view of the Unit CPM (in Gujarat)



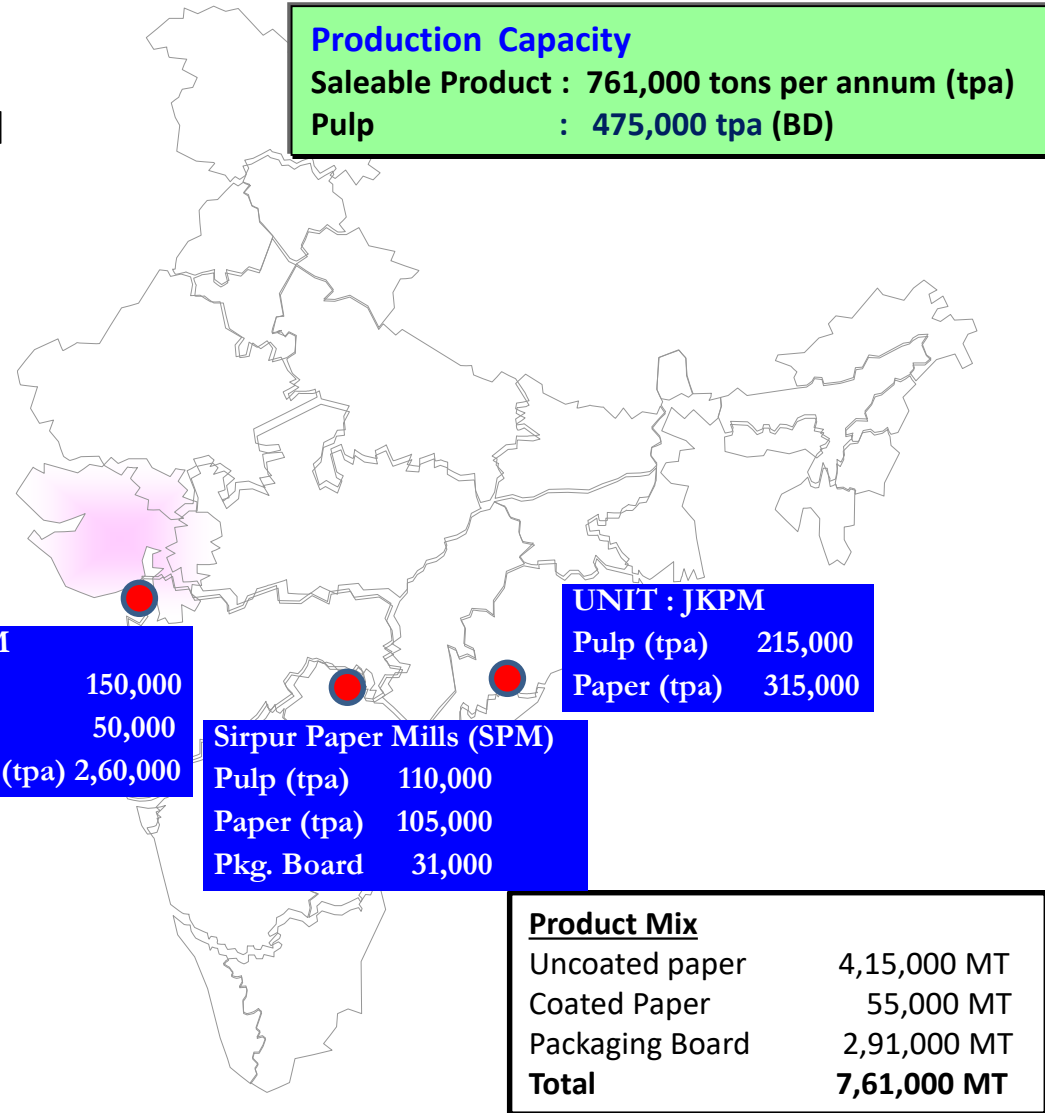
* Company Estimates (March 23)

Panoramic view of the Unit Sirpur (in Telangana)



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
 - 450 Trade partners
 - over 4,000 dealers



JK Paper - Performance Highlights (FY 2022-23)

1. Capacity utilisation of **103.9%** in financial year ended March 2023 and **100.1%** in financial year ended March 2022.
2. Company achieved highest ever Consolidated **Turnover of Rs. 6,772 Cr., EBITDA Rs. 2,184 Cr. and PAT Rs. 1,196 Cr.**
3. **Company acquired 85% Equity Shares of Horizon Packs Pvt. Ltd. (HPPL) and Securipax Packaging Pvt. Ltd. (SPPL) which together are India's largest Corrugated Packaging manufacturers with seven (7) plants across the country.**
4. **Continuous thrust on plantation activities:** Total Plantation 8.32 Crores (PY corresponding period 5.67 Crores) Saplings and 55,700 acres (corresponding period 45,000 acres).
Continue to have wood- and carbon-positive status, planting more trees than utilizing.
Company has covered over 6 Lac acres of plantation and planted over 110 Crore saplings till date.
5. **New Product developments:** JK Eco green Purefill (Aqueous barrier coated Cup stock), JK Eco green Tuff freeze (Aqueous barrier coated OGR Board), JK Purefill P2P(2 PE Coated Board), Cigarette Board
6. Long-term credit rating of JK Paper upgraded from AA-/Stable to **AA/Stable** (by CRISIL in Oct 22 and India Ratings in Jan 23). **Long-term Credit Rating of Sirpur Paper has also got upgraded by 2 notches from A/Positive to AA-/Positive**



JK Paper - Key Financials for Q4 & 12M (FY 2022-23 vs FY 2021-22)

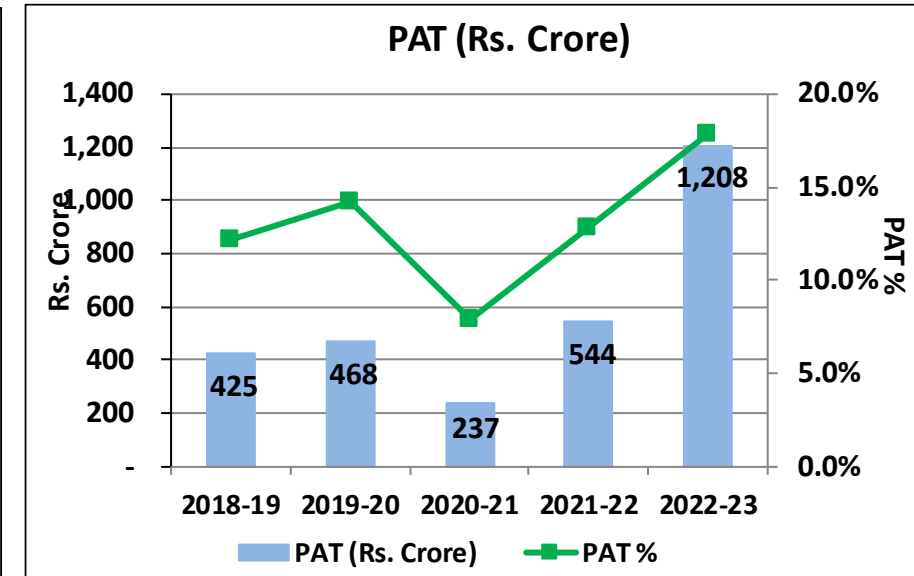
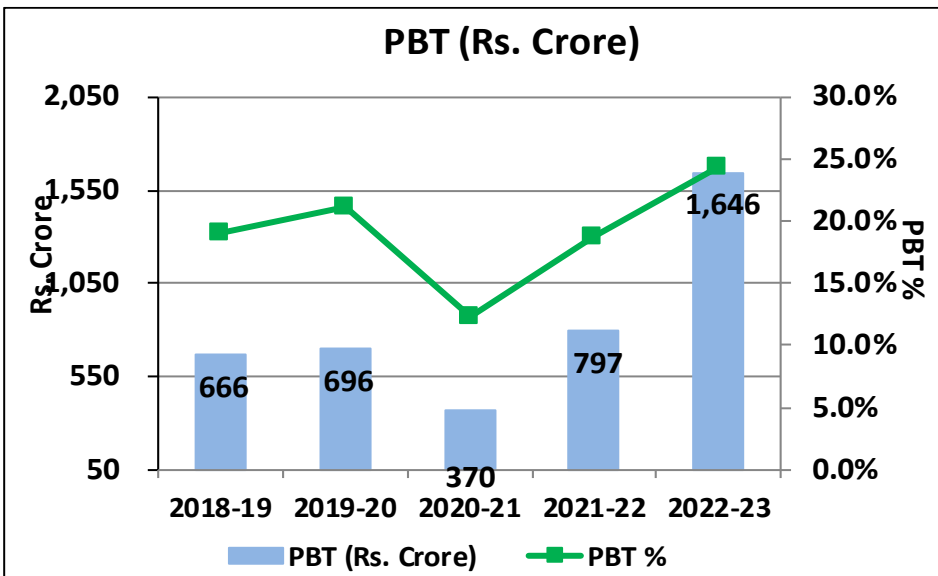
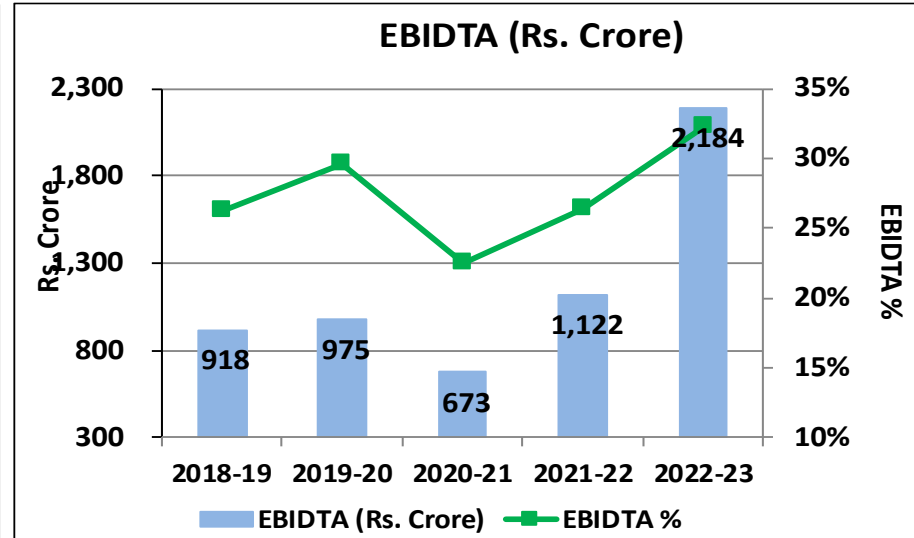
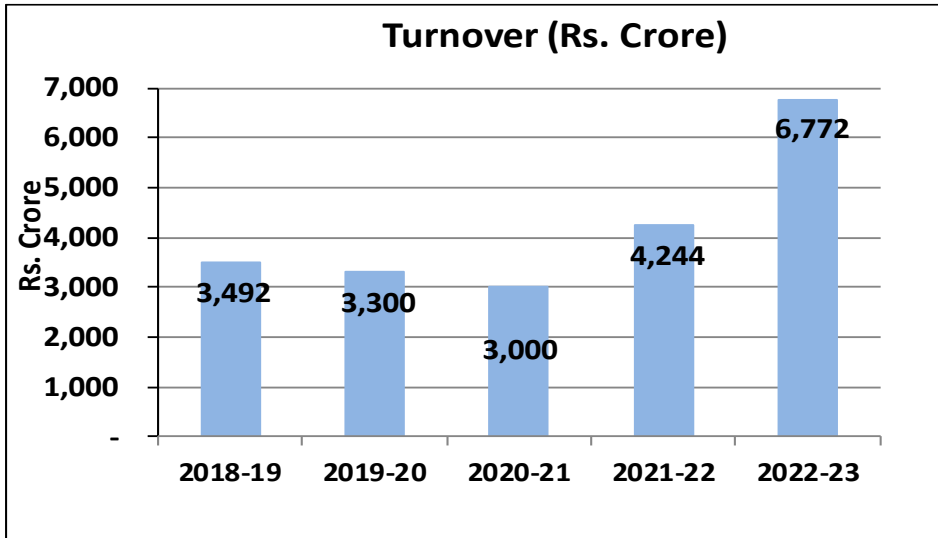
Consolidated Financials

	Unit	4th Quarter			12 Months		
		FY23	FY22	% Growth	FY23	FY22	% Growth
Sales Volume	MT	1,91,655	1,91,947	(0.2)	7,76,513	6,02,094	29.0
Uncoated Paper	MT	1,09,025	1,17,535	(7.2)	4,36,977	3,89,754	12.1
Coated Paper	MT	17,726	18,956	(6.5)	66,973	63,786	5.0
Virgin Fibre Board	MT	64,904	55,456	17.0	2,72,563	1,48,554	83.5
Gross Revenue	Rs. Cr.	1,807	1,431	26.3	6,772	4,244	59.6
Total Income (Net)	Rs. Cr.	1,760	1,362	29.3	6,609	4,093	61.5
EBITDA	Rs. Cr.	525	358	46.6	2,184	1,122	94.8
EBIT	Rs. Cr.	444	298	49.1	1,903	929	104.9
PBT	Rs. Cr.	381	266	43.4	1,646	797	106.7
PAT	Rs. Cr.	284	170	66.6	1,208	544	122.2
EBITDA Margin	%	29.8%	26.3%	3.5	33.1%	27.4%	5.6
PBT Margin	%	21.6%	19.5%	2.1	24.9%	19.5%	5.4

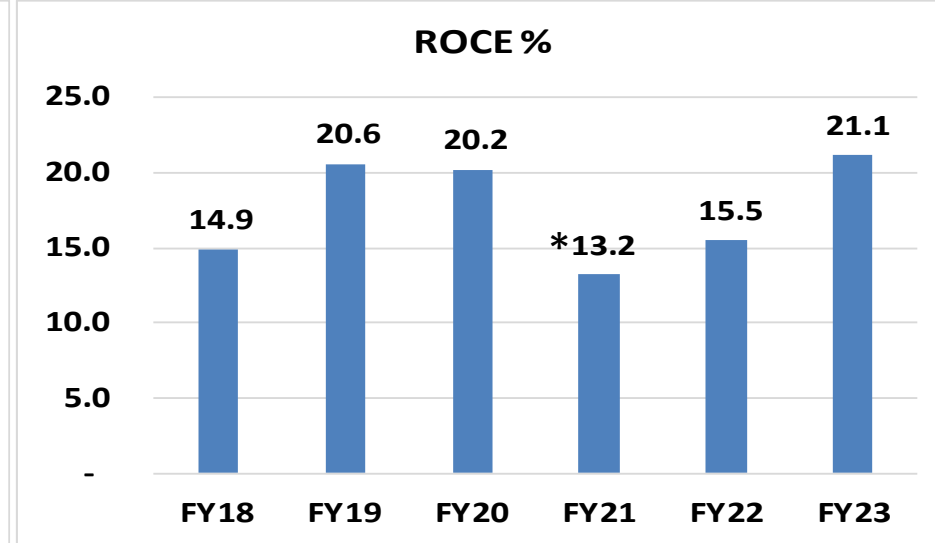
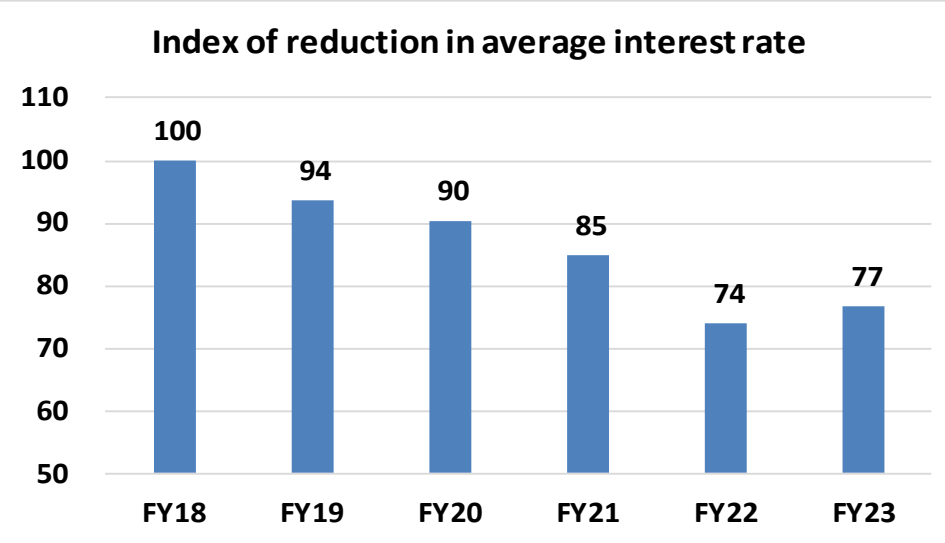
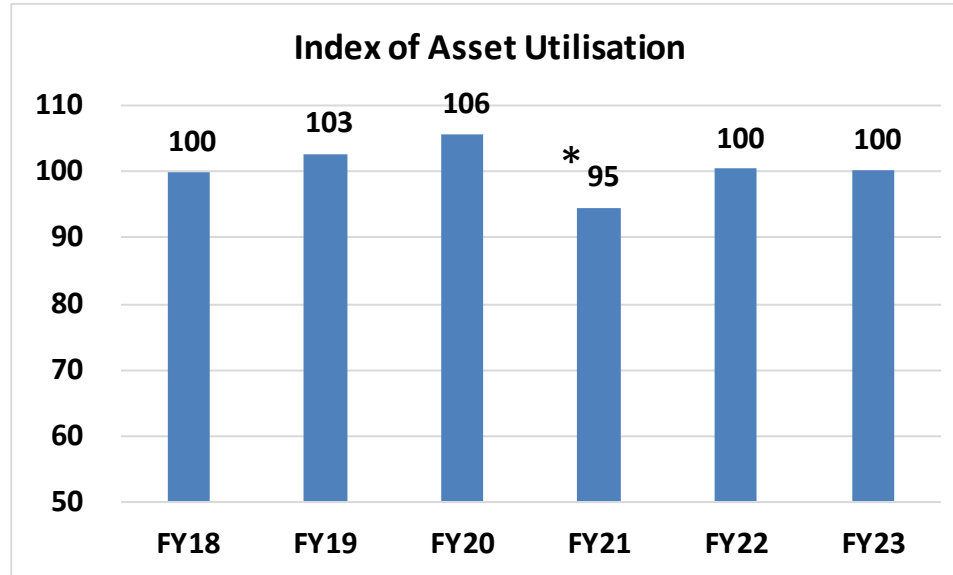
Higher sales realisation over the corresponding quarter led to better performance despite increased input costs and reduced selling price in certain products.



JKPL - Profitability



Continuous improvement in last 5 Years



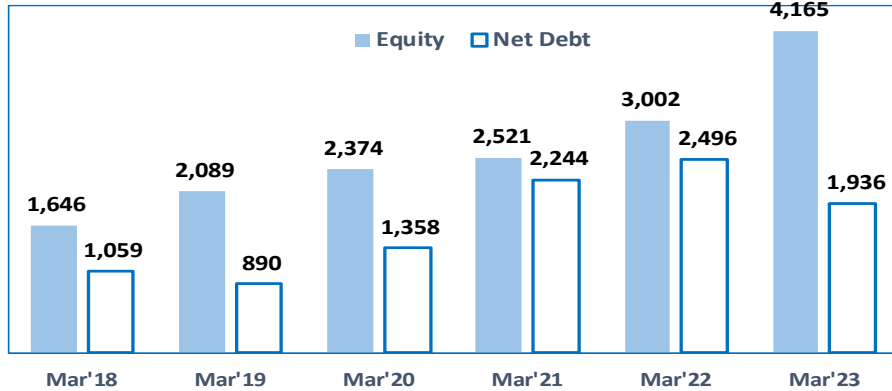
* Lower due to covid 19 pandemic



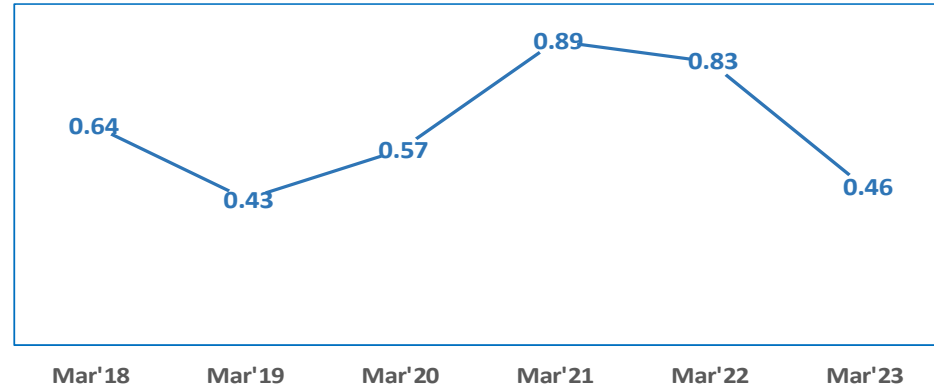
Focus on Deleveraging

Consolidated Financials

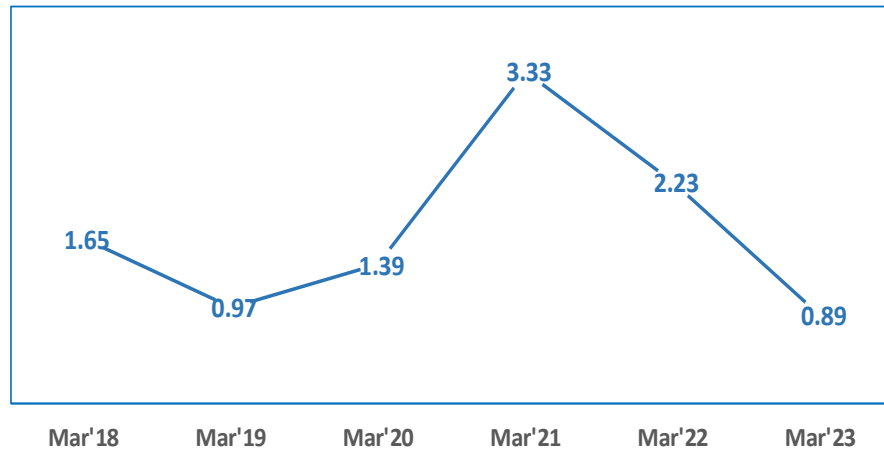
Net Debt and Equity (Rs. Cr.)



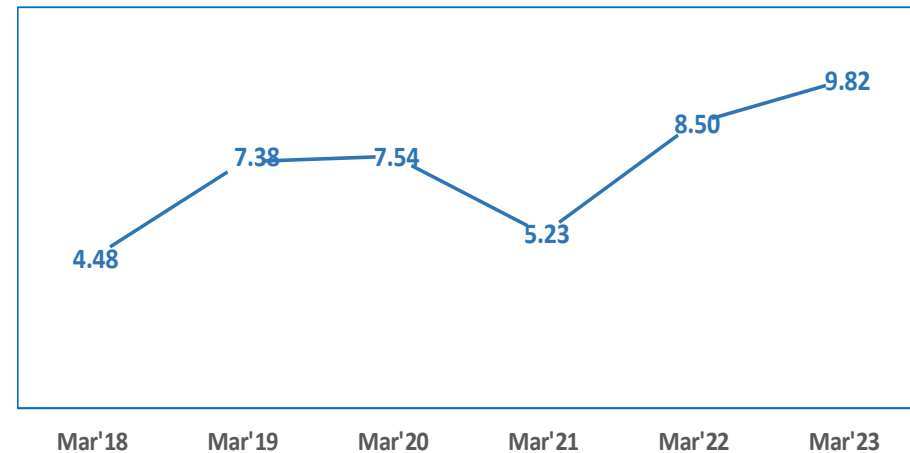
NET DEBT / EQUITY RATIO



NET DEBT / EBITDA RATIO



INTEREST COVERAGE RATIO



Long Term Credit Rating >>>

Jun'15	BBB+/Positive	Jun'19	A+/Positive
Apr'17	A/Stable	Dec'19	AA-/Stable
Jun'18	A+/Stable	Oct'22	AA/Stable



Quantum Jumps through continuous expansions since FY2005

Consolidated Financials

2005: Entry into Coated Paper

2007: Entry into Packaging Board

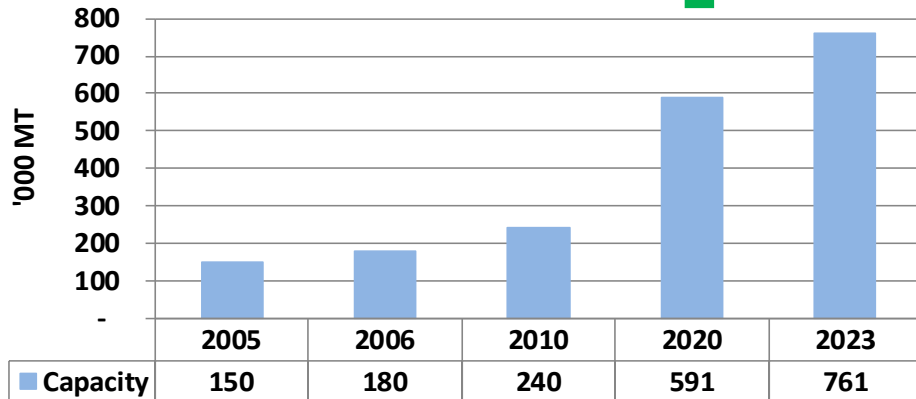
2013: Expansion in Uncoated Paper

2018: Acquisition of Sirpur Paper

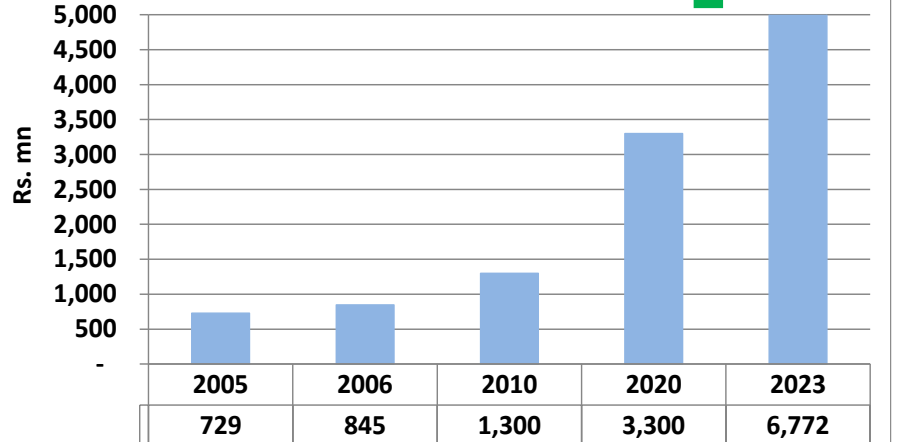
2022: Expansion in Packaging Board

2022 : Acquisition of HPPL & SPPL in Corrugation Business

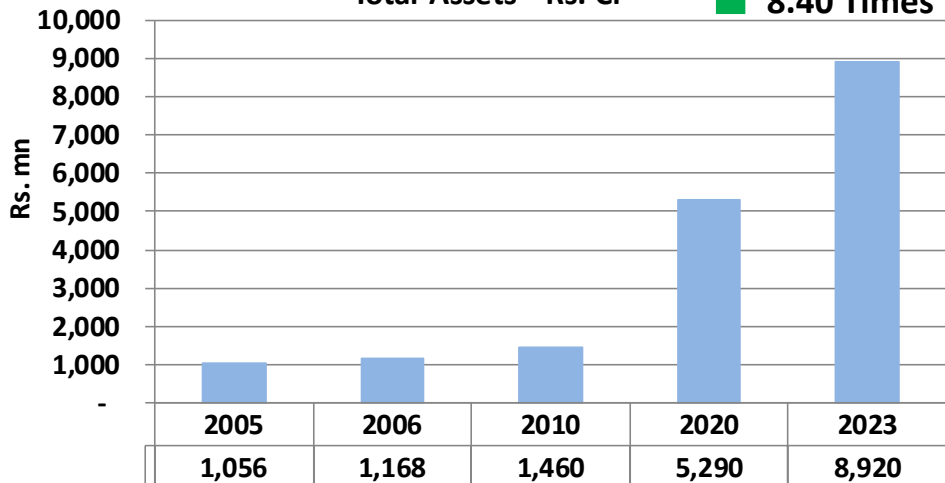
Volume - '000 MT ↑ **5 Times**



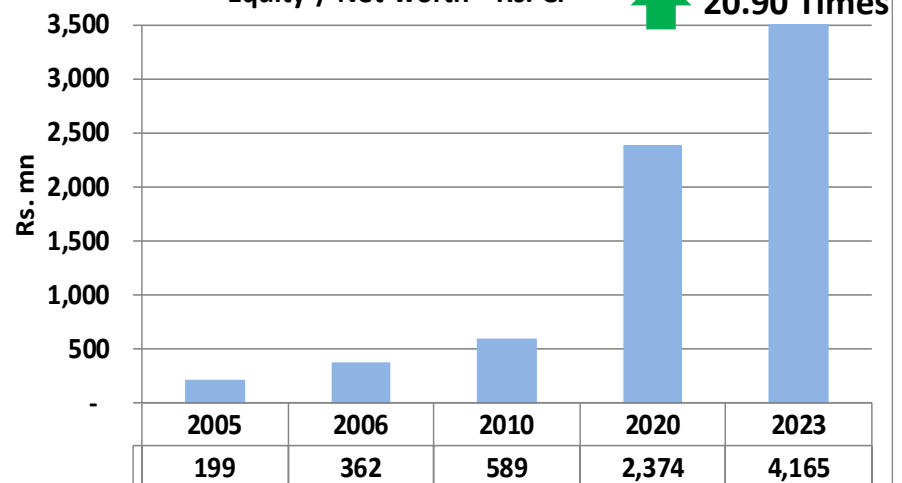
Turnover (Gross Sales) - Rs. Cr ↑ **9.30 Times**



Total Assets - Rs. Cr ↑ **8.40 Times**



Equity / Net-worth - Rs. Cr ↑ **20.90 Times**



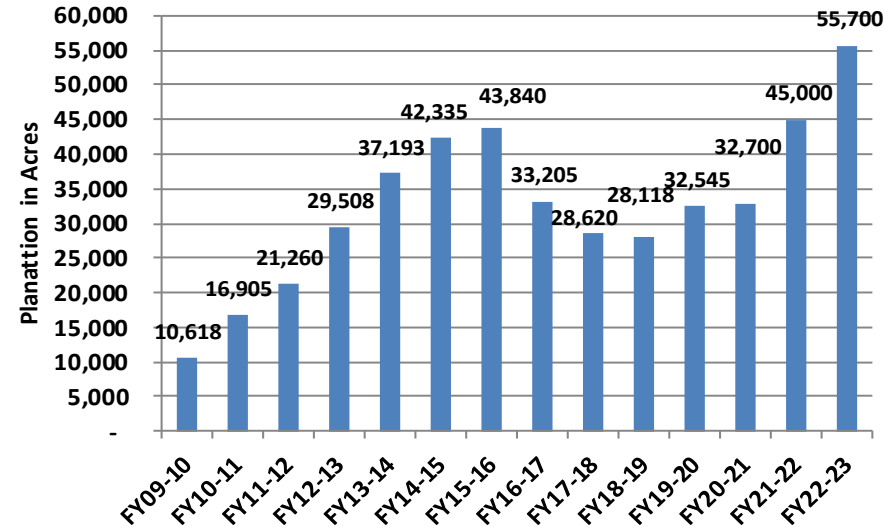
Farm Forestry and Raw Material Security Initiatives

Clonal Development Centre

- Started in 1991-92
- 55,700 acres area planted in 2022-23
- Overall > 6 Lac acres till date



Plantation under Farm Forestry by JKPL – in Acres



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 acre 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%
2020-21	100%
2021-22	94%
2022-23	77%

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 with highest wood productivity per acre per year (under irrigated conditions)
- Focus on training & development to farmers and staffs
- Arrangement of loans to Farmer's Co-operative



JK Paper - Awards and Accolades

1. Unit JKPM won the **IPMA Paper Mill** of the year award 2021-22.
2. Unit JKPM has won **CII National Award for excellence in Water Management** from the Confederation of CII for Excellence in Water Management 2022.
3. Unit JKPM received State level Awards for **FICCI'S Sustainable Agriculture Award-2022** from FICCI in Dec-22.
4. Unit JKPM won “State Business Leadership Award” for Promoting Corporate Odisha 2023 at State Business leadership Summit.
5. Unit CPM has won Energy Efficient Award by CII - 23rd National Award for Excellence in Energy Management.
6. Unit CPM was awarded with “Excellent position” under Paper Industry category -SCALE (Supply Chain and Logistics Excellence Awards) 2022. It was organized by CII.
7. “4th ICC National Occupational Health & Safety Awards” by Indian Chamber of Commerce, Kolkata for the year 2022-23 awarded to JKPM



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



846 Villages



Over 1 million Population Covered



Beneficiary Focus
Youth, Women and
Farmers

Total Spend (FY23) - **14.26 Cr**



CSR Awards and Recognition

- JKPM Unit received “Odisha CSR Excellence Award”-2022 from Odisha CSR Forum.
- Received CSR Gold Award from a leading Odisha media group Sambad under Corporate Excellence Award – 2022
- Received an award from Integrated Tribal Development Agency (ITDA), Rayagada for innovation on occasion of first ever Women Business Leaders Mela, Bhubaneswar.



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

Mr. KR. Veerappan, Chief Finance Officer at 91-11-68201510, Email: krveerappan@jkmail.com



THANK YOU

