# KANPUR

## PLASTIPACK LIMITED




INVESTOR PRESENTATION

Q3 FY26

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# Our Vision

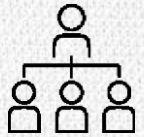
"We believe in increasing the value to our clients by exceeding customers' expectations and achieving market leadership through Global Partnerships"

***Delivering Value. Building Trust. Driving Global Impact***

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Way Forward

# An Integrated Industrial Packaging & Technical Textile Company

## Who are we?

- A cost-effective, custom-engineered industrial packaging solutions company with a core focus on FIBCs and technical textiles

## Integrated Manufacturing Platform

- FIBC-led packaging solutions
- Backward integrated manufacturing = cost + quality advantage

## Export-led model

- ~70% exports | Europe largest market
- 80-85% Repeat business from long-standing customers

**04**
Manufacturing units

**30+**
Years of export experience

**50+**
Years of operations

**60+**
Countries served

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

# Key Milestones

**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 (UK)
- JV with Essegomma S.p.A. (Italy)
- New Capex for diversification into non-woven products

# Strong Geographical Presence

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



# 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

## FIBC Economics, Not Commodity Packaging

- Increasing focus on FIBC and value-added applications
- Pricing driven by specifications, compliance, and customization rather than volumes

## 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
- 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

## 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

# The KPL Advantage: Wide Product Range...

## 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



Food Industry



Construction



Mining and Minerals
(Including Chemicals)



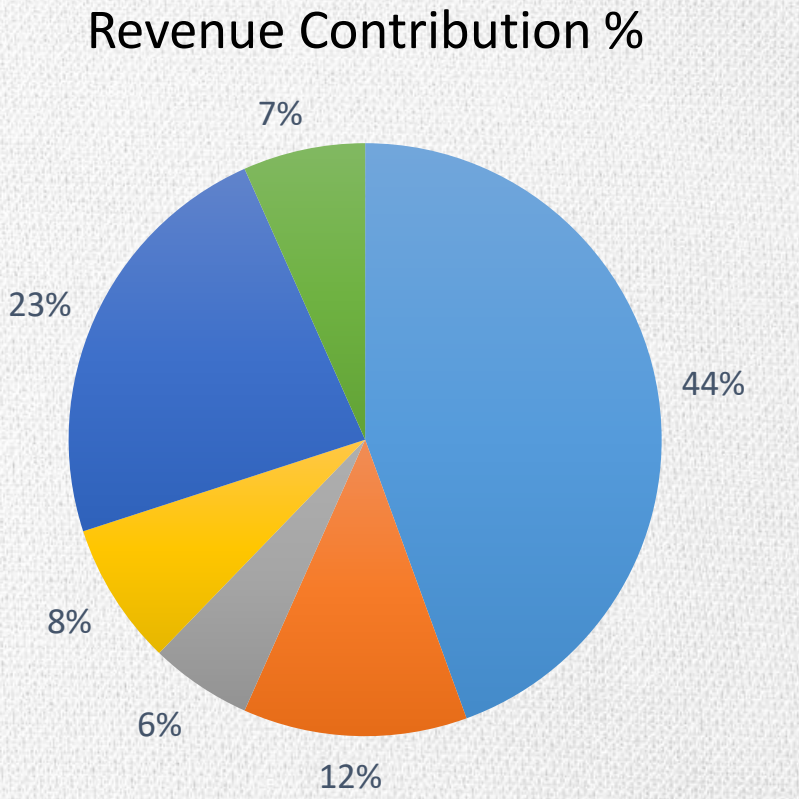
Industrial Packaging



Agriculture



Automotive



# Strategic Acquisition – Strengthening Global Footprint

## Company Acquired

**Valex Ventures Ltd.**

UK-based distributor of industrial-grade FIBCs




### 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

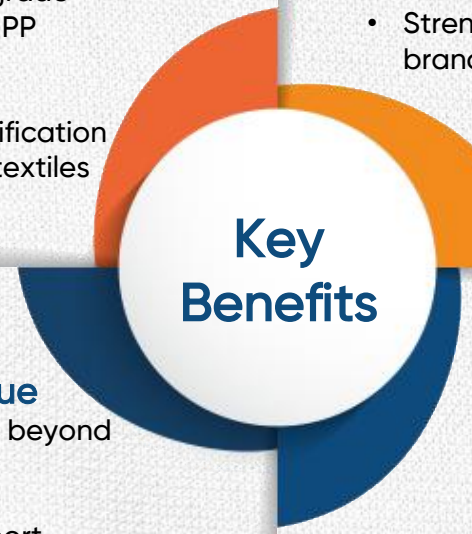
### Long-Term Vision
- Global packaging solutions provider
- Recurring revenue from developed markets

### 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.

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




### 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

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

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

ESSEGOMMA
SINCE 1983

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

### JV Overview
- JV Entity: ESSEKAN Private Limited
- Partners: Kanpur Plastipack Limited & Essegomma S.p.A., Italy
- Equity Structure: 50:50
- JV Focus: Sales, marketing, trading & distribution of high-performance polypropylene (PP) yarn

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

# Foray into B2C: Product Premiumization & New Growth Engines

## Growth Engine 1
Premium PP Yarn
(Value Added Products)





- High-performance PP yarn for premium & technical applications
- Used in outdoor furniture, upholstery, luggage, automotive interiors
- Higher realisation vs standard PP yarn
- Sustainability-aligned (recyclable, durable)






- Entry into fast-growing adjacent segment
- Greenfield non-woven facility (needle-punch technology)
- Applications: **Automotive, Geotextiles, Artificial leather, Exhibition carpets, Shoe Insoles**

## Growth Engine 2
Non-Woven Fabrics
(Diversification)

**Higher Margins** | **Portfolio Diversification** | **Reduced Cyclicality** | **ESG-Aligned Growth**

# Strategic Growth & Diversification Initiatives

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



- 30% construction completed. Expected to be completed by May 2026
- 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 to improves inventory control, space use, and safety
- Under designing phase
- Construction to commence from February 2026

## Trading Division Warehouse



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

# 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



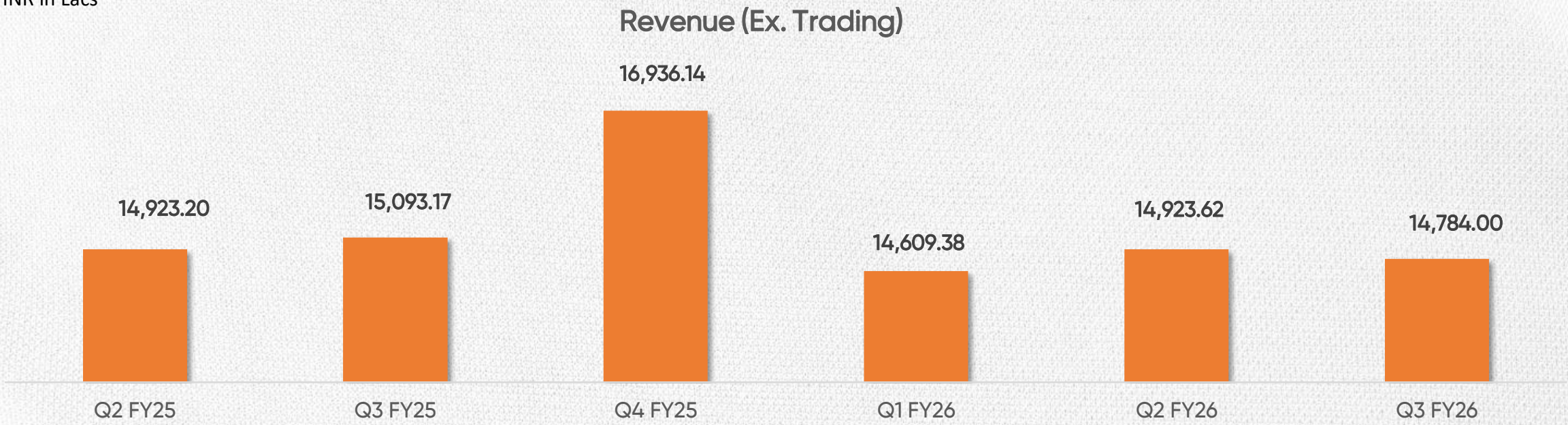
# Financial Snapshot

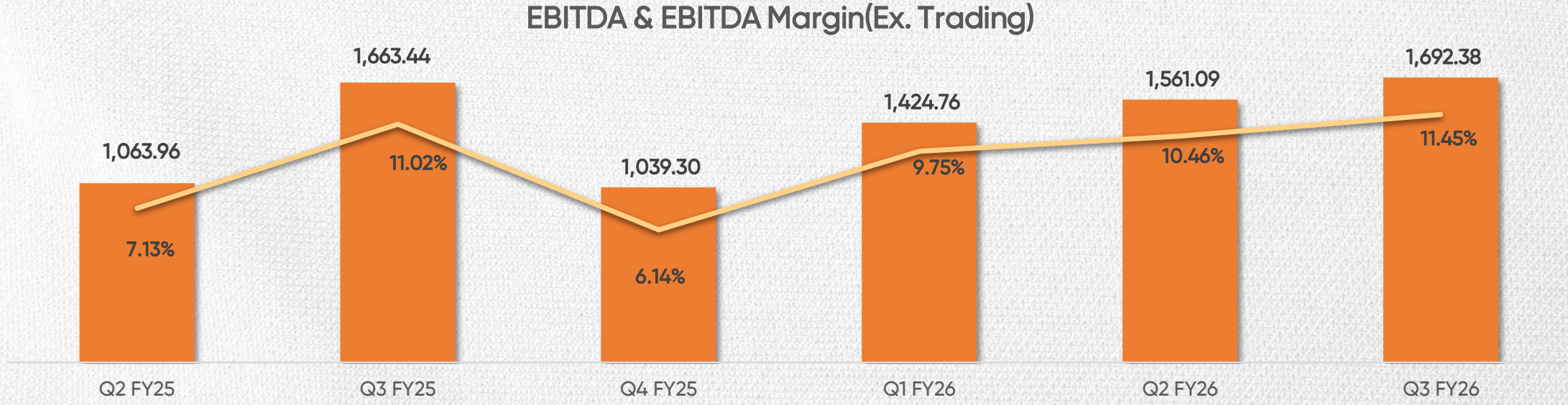
| Particulars (Consolidated) | Q3 | | Growth (%) | Q2 | Growth (%) | 9M | | Growth (%) |
|---|---|---|---|---|---|---|---|---|
| (Rs. Lakhs) | FY26 | FY25 | Y-o-Y | FY26 | Q-o-Q | FY26 | FY25 | Y-o-Y |
| Total Revenue | 19,709 | 16,401 | 20.17% | 16,656 | 18.33% | 54,626 | 45,389 | 20.35% |
| EBITDA | 1,943 | 1,786 | 8.77% | 1,680 | 15.65% | 5,213 | 3,629 | 43.64% |
| Margin (%) | 9.86% | 10.89% | | 10.08% | | 9.54% | 8.00% | |
| Net Profit | 1,070 | 782 | 36.83% | 794 | 34.76% | 2,588 | 811 | 219.11% |
| Margin (%) | 5.43% | 4.77% | | 4.77% | | 4.74% | 1.79% | |
| EPS | 4.54 | 3.63 | | 3.42 | | 11.13 | 3.77 | |

| Particulars (Standalone) | Q3 | | Growth (%) | Q2 | Growth (%) | 9M | | Growth (%) |
|---|---|---|---|---|---|---|---|---|
| (Rs. Lakhs) | FY26 | FY25 | Y-o-Y | FY26 | Q-o-Q | FY26 | FY25 | Y-o-Y |
| Total Revenue | 19,523 | 16,369 | 19.26% | 16,610 | 17.54% | 54,356 | 45,355 | 19.85% |
| EBITDA | 1,782 | 1,747 | 2.01% | 1,633 | 9.12% | 4,970 | 3,589 | 38.48% |
| Margin (%) | 9.13% | 10.67% | | 9.83% | | 9.14% | 7.91% | |
| Net Profit | 919 | 747 | 22.99% | 756 | 21.56% | 2,366 | 775 | 205.29% |
| Margin (%) | 4.71% | 4.57% | | 4.55% | | 4.35% | 1.71% | |
| EPS | 3.90 | 3.47 | | 3.25 | | 10.18 | 3.61 | |

# Revenue & EBITDA Trend – Quarterly

INR in Lacs

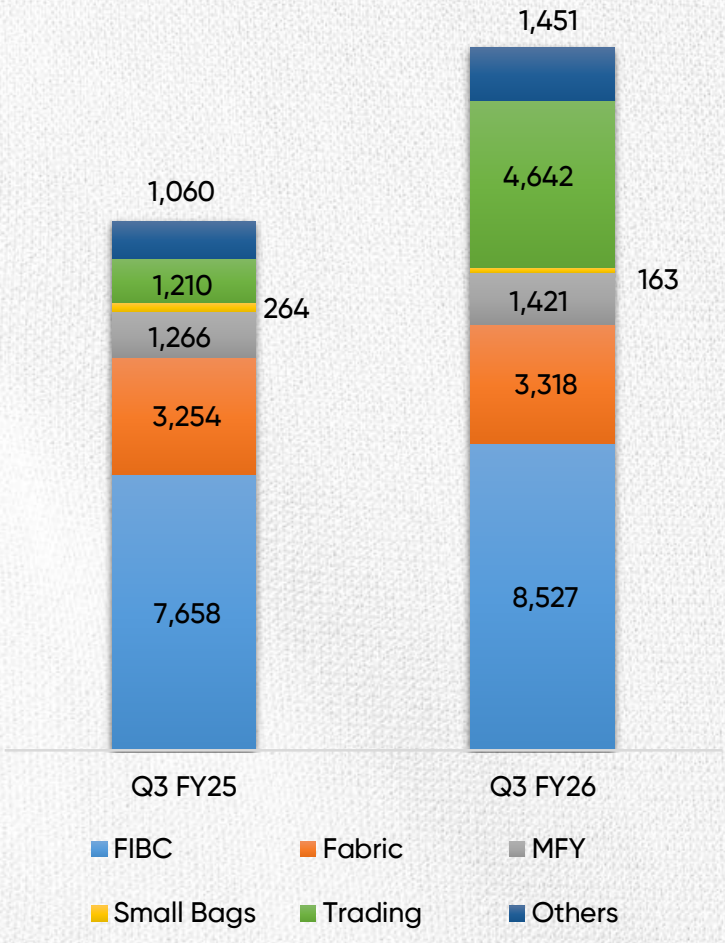


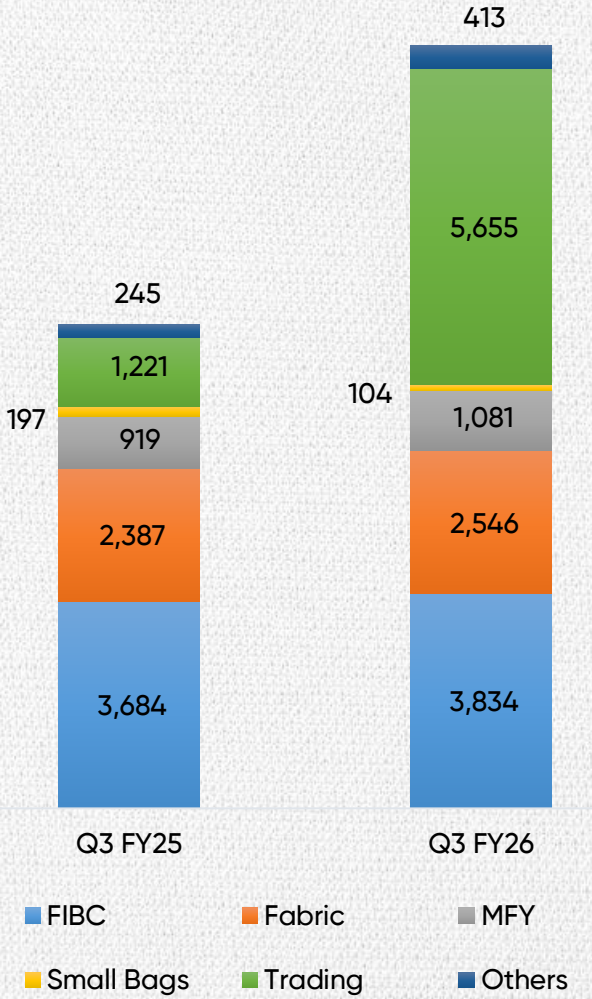
# Q3 FY26 Product Mix & Exports

## Products Wise Revenue Mix (₹)

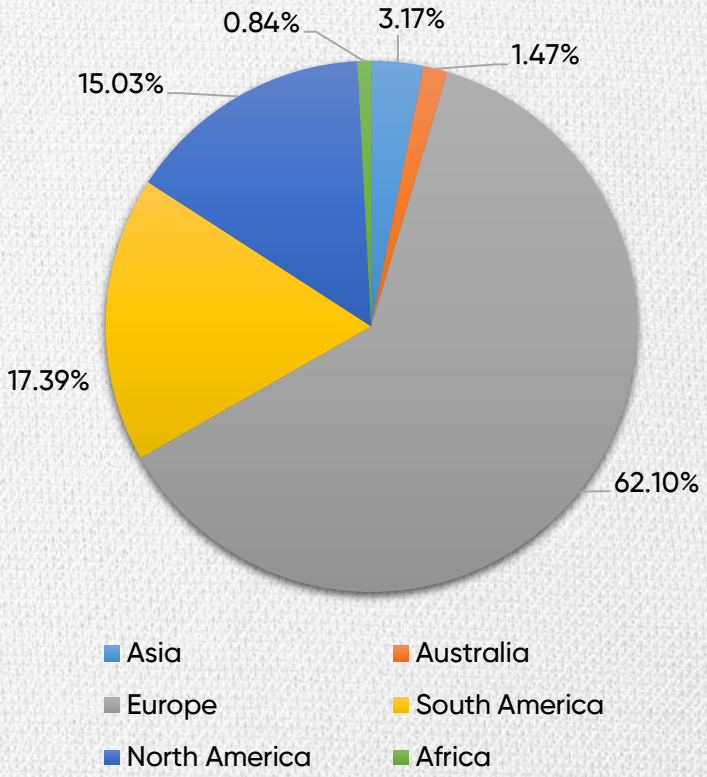
INR in Lacs




## Products Wise Volume Mix (MT)



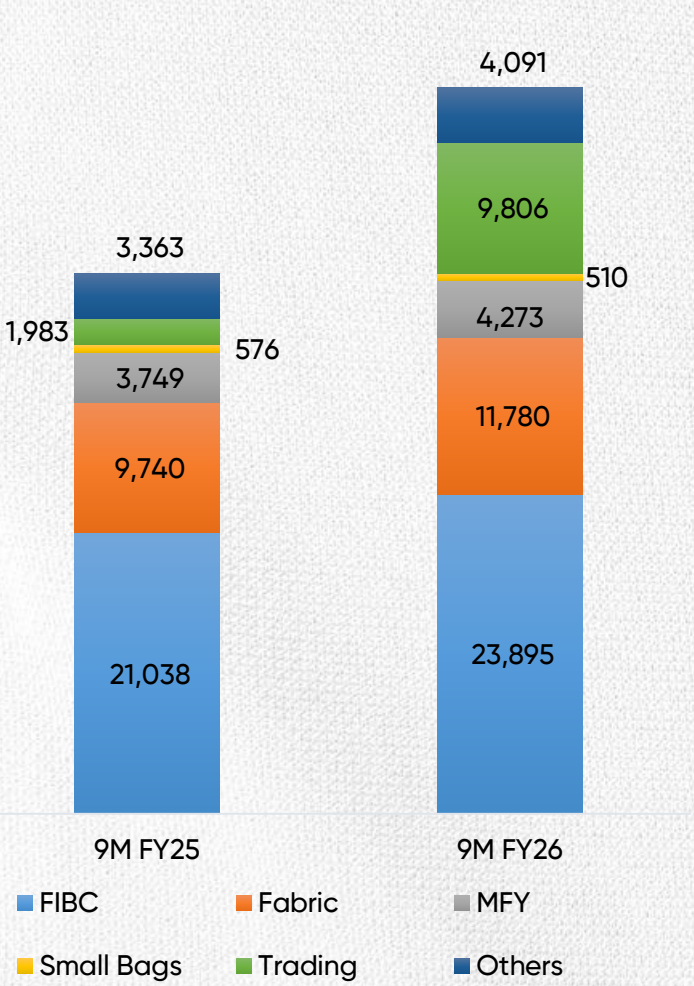

## Continent Wise Exports (%)



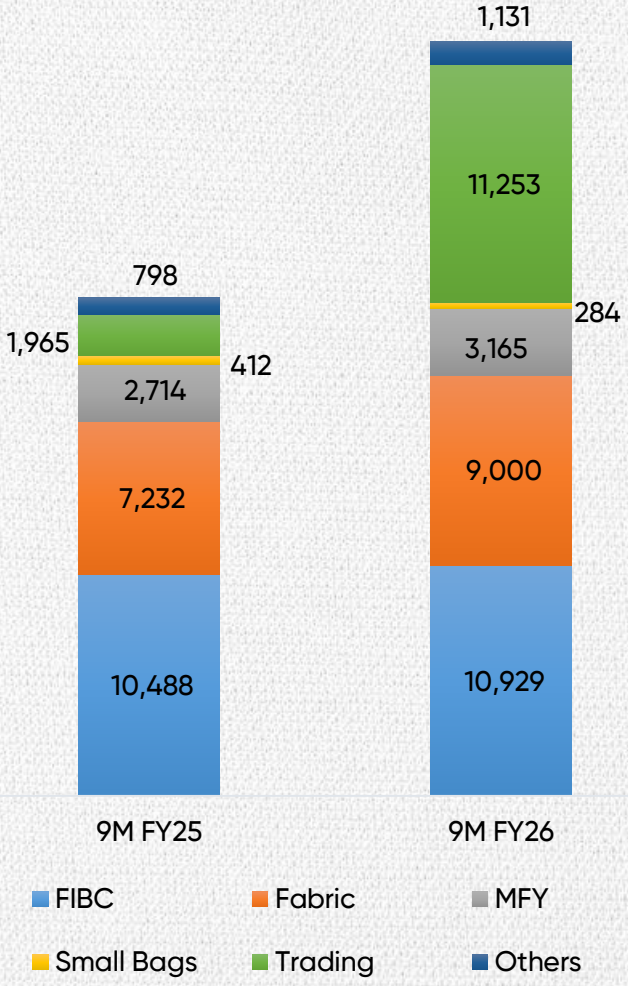
# 9M FY26 Product Mix & Exports

## Products Wise Revenue Mix (₹)

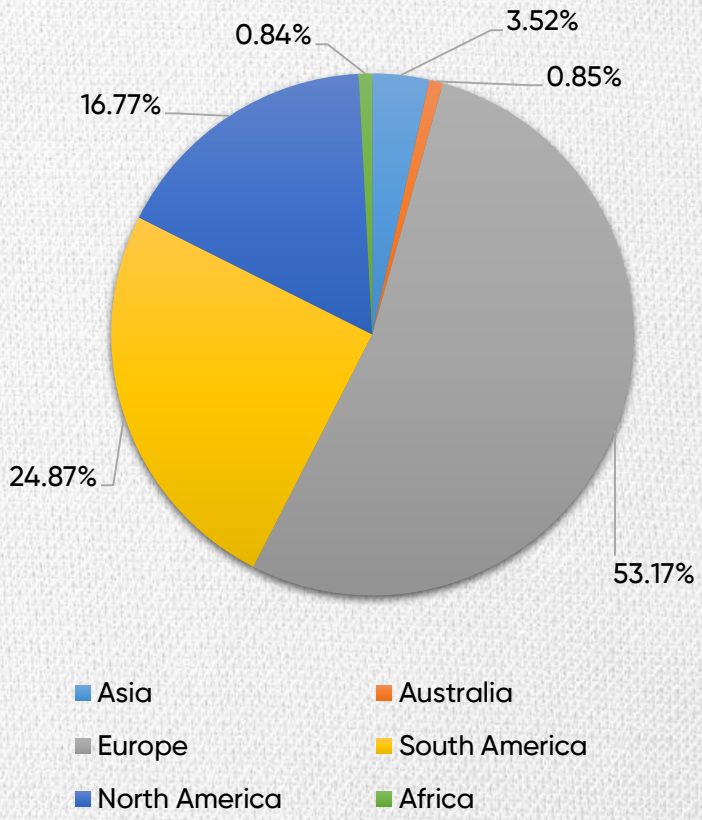
INR in Lacs




## Products Wise Volume Mix (MT)




## Continent Wise Exports (%)



# Way Forward...

## FIBC Remains the Core Growth Engine (B2B Backbone)

- Scale FIBC volumes through brownfield capacity expansion and higher utilisation
- Increased mix of food-grade, value-added and customised FIBCs
- Maintain export-led growth with focus on regulated markets

## Entry into B2C-Linked Premium Applications

- Leverage premium PP yarn and non-woven fabrics for high-value consumer applications.
- Focus on technology- and sustainability-driven use cases with higher margins.
- Access B2C markets through OEM and brand partnerships.

## Europe-Led Export & Brand-Led Growth

- Deepen presence in Europe via UK acquisition and Italy JV
- Enable closer customer engagement, better pricing control and faster product development
- Position Kanpur Plastipack as a premium solutions provider, not just a supplier

## Disciplined, Capability-Aligned Diversification & Capital Allocation

- Disciplined, Capability-Aligned Diversification & Capital Allocation
- Expand into non-woven and specialty textiles in a phased, demand-led manner, aligned to existing capabilities
- Prioritise brownfield, fast payback investments while maintaining balance-sheet strength and credit discipline

# Thank You


**For further information, please contact**
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