

JKP/SH/2022

18th May 2022

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 to be made during Institutional Conference Call held on
18th May 2022**

In continuation to our letter dt. 17th May 2022, intimating the schedule of Analysts/Investors Conference Call held on 18th May 2022, please find enclosed herewith a copy of the Presentation to be 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

18th May, 2022

*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



JK PAPER LTD.

Creating lasting impressions

	Rs. Cr.
Revenue	4,244

Tyre



	Rs. Cr.
Revenue	9,102

Agri Genetics



	Rs. Cr.
Revenue	246

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 based on last published Annual Results



J K PAPER *Creating Lasting Impressions*

Slide No.2



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

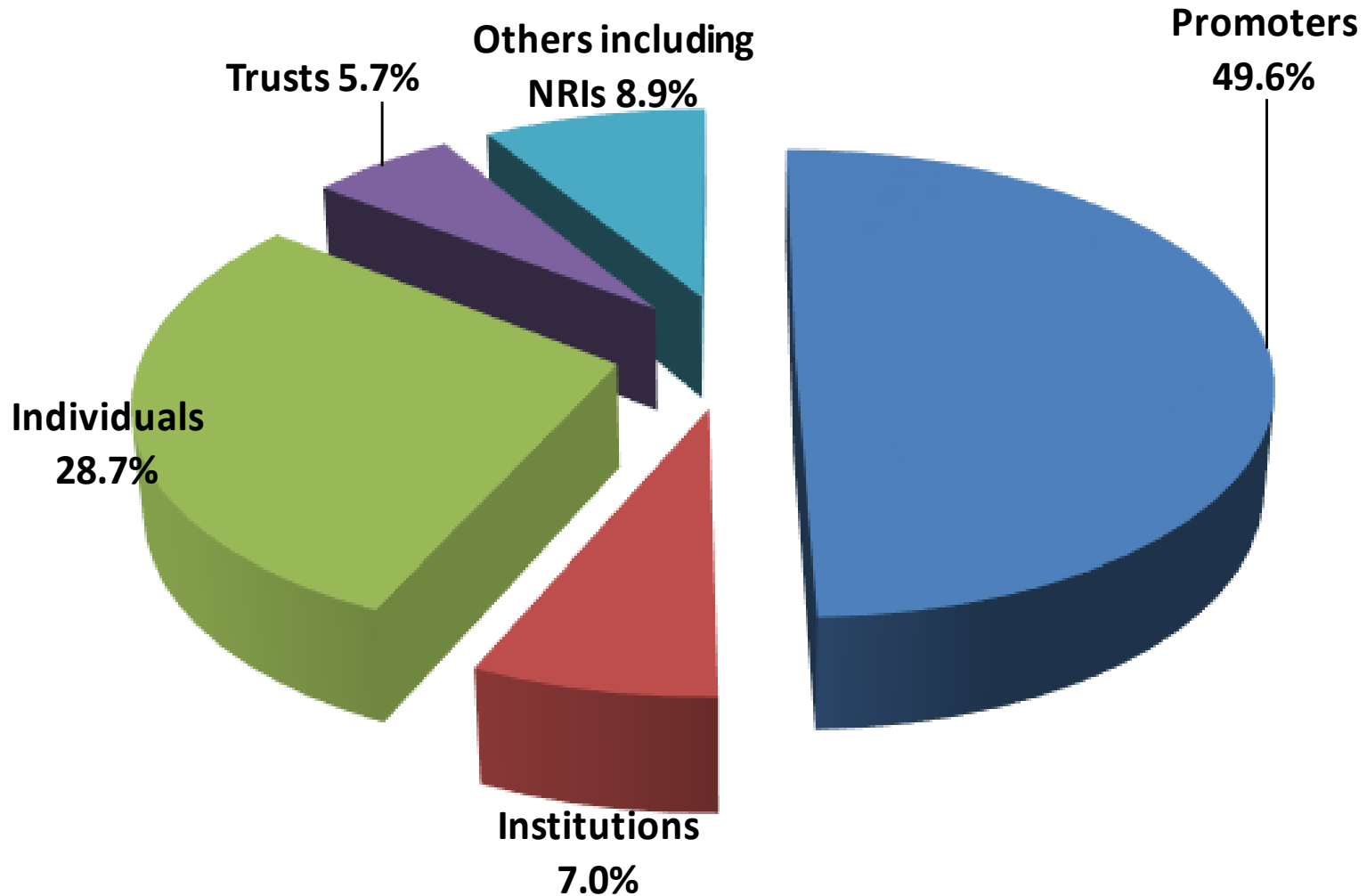
New Packaging Board machine commissioned in Gujarat (170,000 MT)

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



JK Paper – Shareholding Pattern

Shareholding Pattern (as of 31st March 2022)



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 29% ***)



Amongst Leading Players in Coated Paper and Packaging Board

Current Mkt. Share is 11% * **Current Mkt. Share is 17% ***



Panoramic view of the Unit JKPM (in Odisha)



Panoramic view of the Unit CPM (in Gujarat)



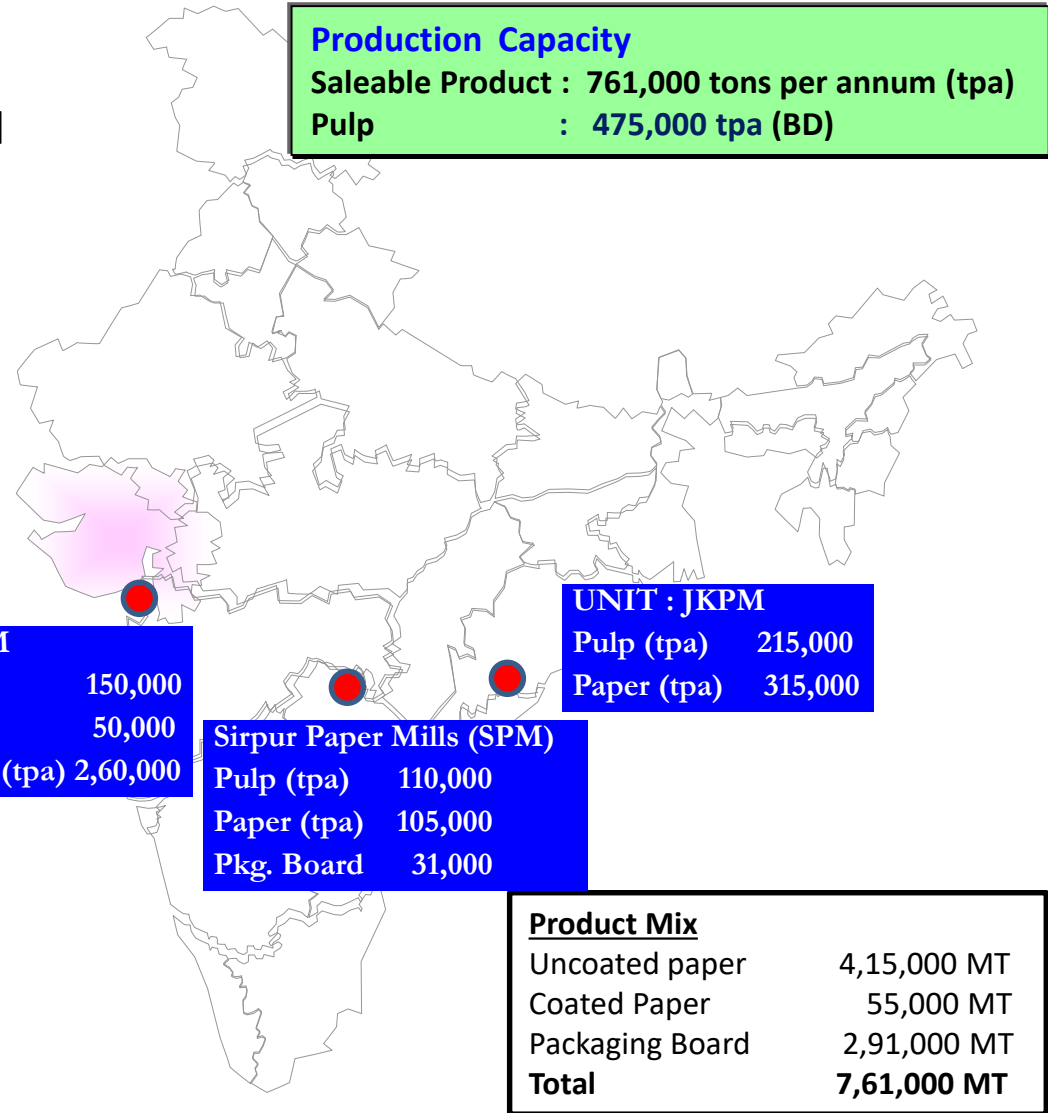
* Company Estimates (March 2022)

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
 - 18 warehouses
 - 357 Trade partners
 - over 4,000 dealers



JK Paper - Performance Highlights (FY 2021-22)

1. Capacity utilisation of **112.8%** in full year and **115.3%** in 4th Quarter ended March 2022. Commercial Production of New Packaging Board Machine started on 14th Jan 2022. (New Machine achieved Capacity utilisation of **85% in Mar'2022**)
2. Company achieved highest ever Consolidated **Turnover of Rs. 4244.33 Cr., EBITDA Rs. 1,121.63 Cr. and PAT Rs. 543.82 Cr.**
3. **Continuous thrust on plantation activities:** Total Plantation during the year: 5.63 Crores Saplings (PY4.45) and 45,000 acres of additional area covered (PY 32,700 acres)

Continue to have wood- and carbon-positive status, planting more trees than utilizing.

4. **New Product developments:** JK Absorbent Kraft Paper, JK Antifungal Board, JK Copier Plus –Antimicrobial paper, Pack Fresh 1 kg printed Roll (New Sku).
5. Company maintained its long-term credit rating of **AA-/Stable** with CRISIL and India Ratings and continues to enjoy the highest **A1+** short-term credit rating.



JK Paper - Key Financials for Q4 (FY 2021-22 vs FY 2020-21)

Consolidated Financials

	Unit	4th Quarter			12 Months		
		2021-22	2020-21	% Growth	2021-22	2020-21	% Growth
Sales Volume	MT	1,91,947	1,61,700	18.7	6,02,094	4,98,434	20.8
Uncoated Paper	MT	1,17,535	1,11,585	5.3	3,89,754	3,29,323	18.4
Coated Paper	MT	18,956	17,541	8.1	63,786	60,580	5.3
Virgin Fibre Board	MT	55,456	32,574	70.2	1,48,554	1,08,531	36.9
Gross Revenue	Rs. Cr.	1,431	980	46.0	4,244	3,000	41.5
Net Revenue	Rs. Cr.	1,340	898	49.2	3,969	2,751	44.3
EBITDA	Rs. Cr.	358	265	34.9	1,122	673	66.6
EBIT	Rs. Cr.	298	222	34.3	929	499	86.2
PBT	Rs. Cr.	266	194	37.3	797	370	115.2
PAT	Rs. Cr.	170	136	25.1	544	237	129.7
EBITDA Margin	%	26.7%	29.5%	(2.8)	28.3%	24.5%	3.8



JKPL - Profitability

Standalone Financials

Rs. Cr.

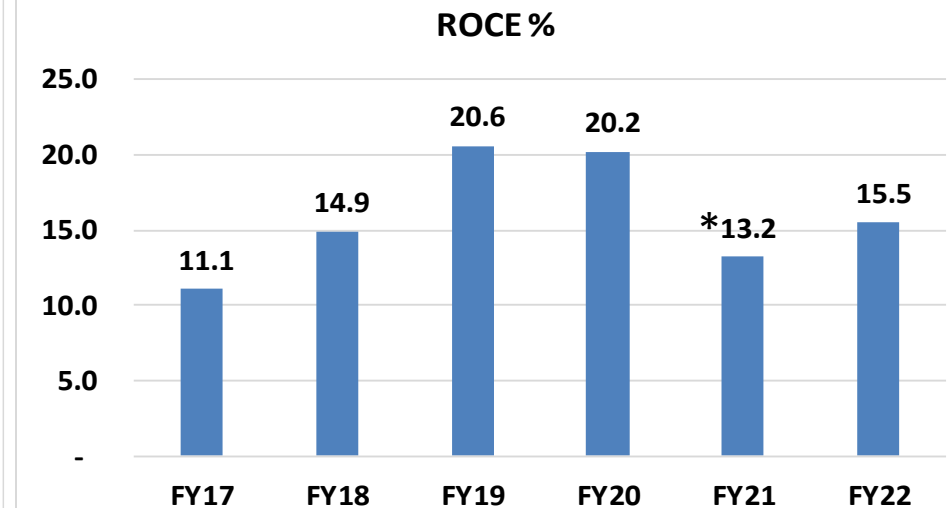
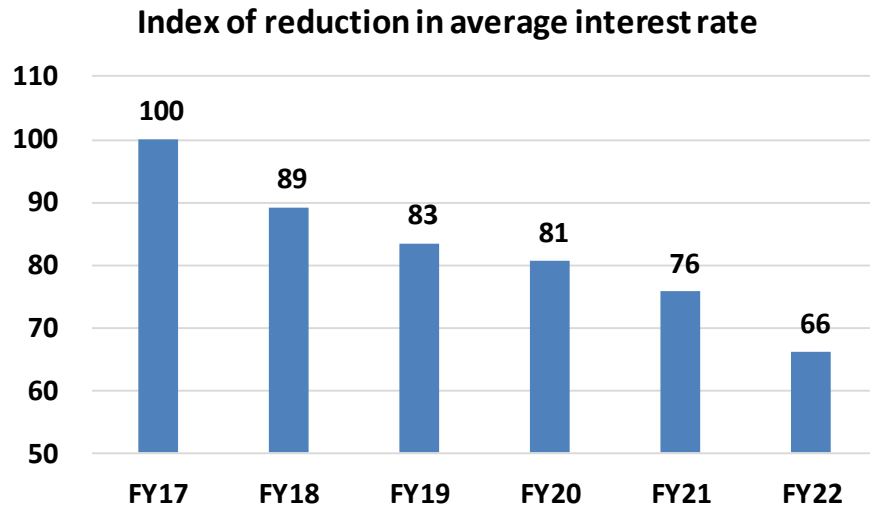
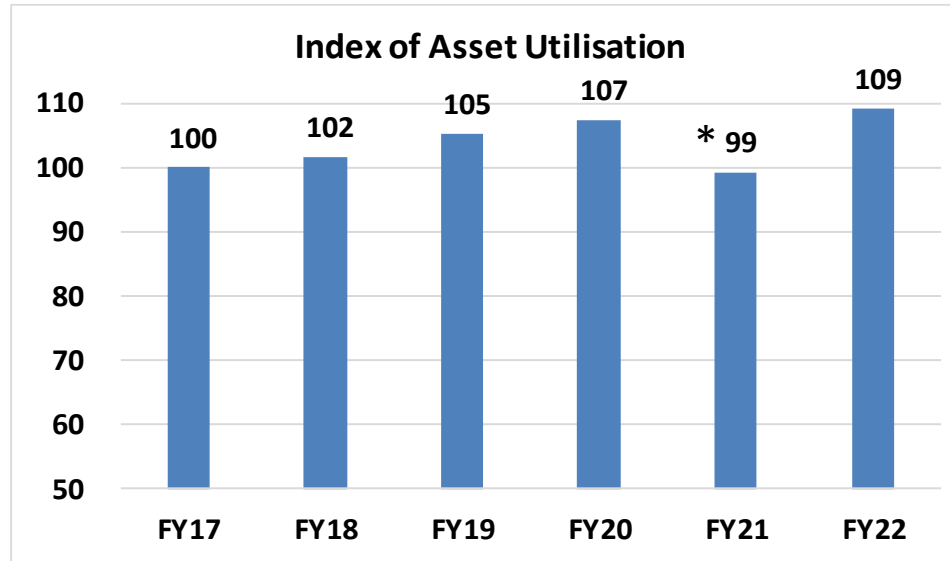
S.N.	Description	2020-21	2021-22				
		12 M	Q1	Q2	Q3	Q4	12M
1	Gross Revenue from Operations	2,991	721	1,001	1,095	1,440	4,256
1.1	Net Revenue from Operations	2,742	662	946	1,025	1,349	3,981
2	Cost of Materials Consumed	1,033	271	300	329	465	1,364
2.1	(Increase)/Decrease in Stock	91	(111)	41	8	67	6
2.2	Power, Fuel & Water	243	71	88	115	117	391
2.3	Staff Costs	260	72	77	87	87	324
2.4	Purchase of Traded Goods	265	112	149	180	182	623
2.5	Other Expenditure	219	63	73	77	116	329
2.6	Total Expenses	2,110	478	729	796	1,034	3,038
3	Other Income	70	20	20	17	22	80
4	EBITDA	701	203	237	246	337	1,023
5	Finance Costs	94	24	27	19	22	93
6	PBDT (3 + 4 - 5)	607	179	211	227	314	930
7	Depreciation	154	38	39	39	54	169
8	PBT	453	141	172	188	260	761
9	PAT	322	98	118	130	165	511

% to Net Sales

1	Materials Cost (2 + 2.1 + 2.4)	50.6	41.2	51.8	50.4	53.0	50.1
2	Staff Costs	9.5	10.9	8.2	8.5	6.4	8.1
3	EBITDA	25.6	30.7	25.1	24.0	25.0	25.7



Continuous improvement in last 5 Years



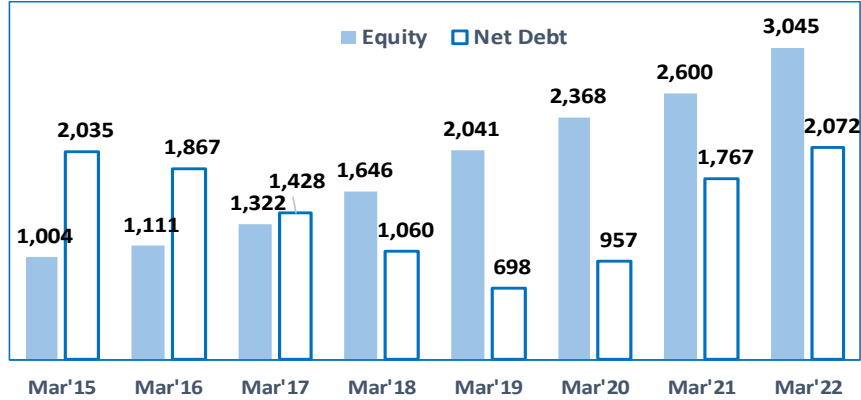
* Lower due to covid 19 pandemic



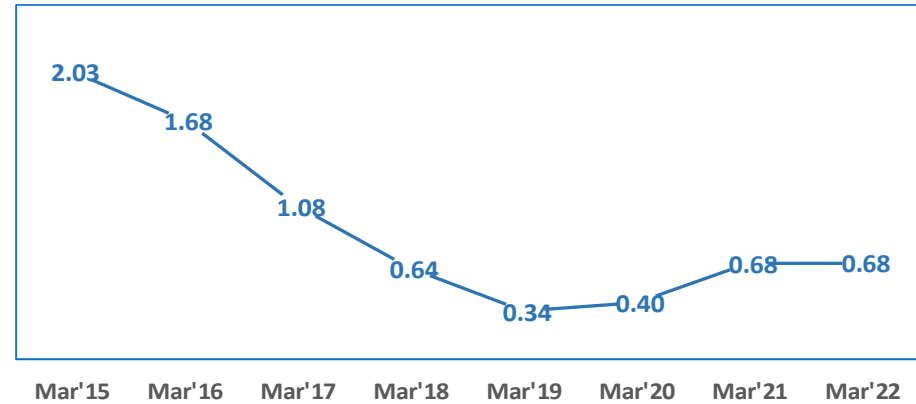
Focus on Deleveraging

Standalone Financial

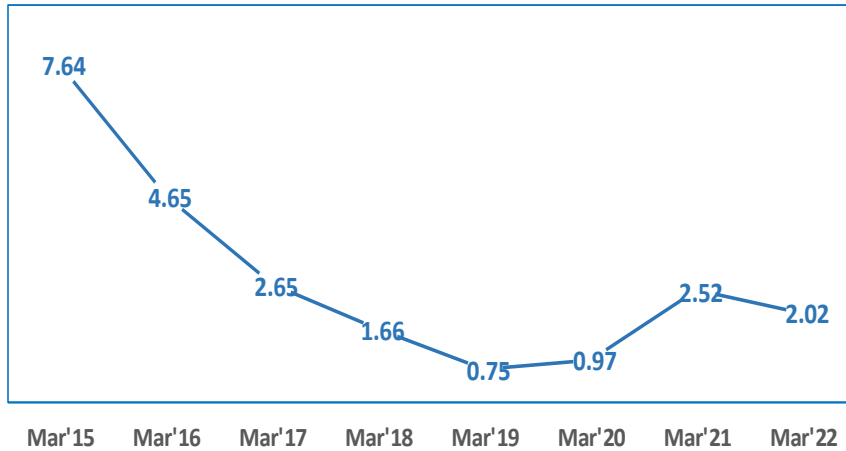
Net Debt and Equity (Rs. Cr.)



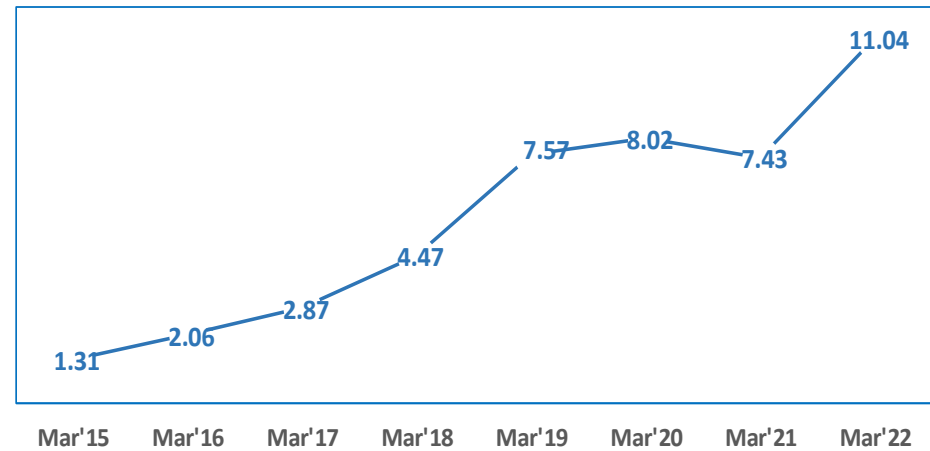
NET DEBT / EQUITY RATIO



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 FY2022 CRISIL Ratings and India Ratings have reaffirmed Long Term Rating of AA-/Stable



Quantum Jumps through continuous expansions since FY2005

Consolidated Financial

2005: Entry into Coated Paper

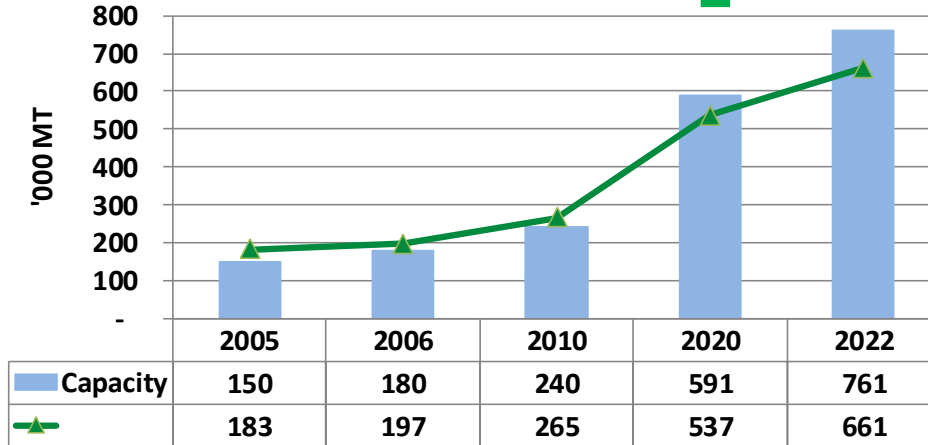
2007: Entry into Packaging Board

2013: Expansion in Uncoated Paper

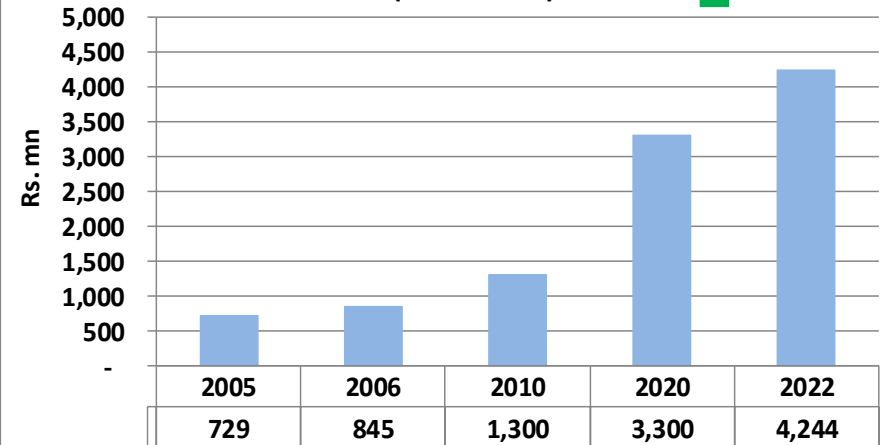
2018: Acquisition of Sirpur Paper

2022: Expansion in Packaging Board

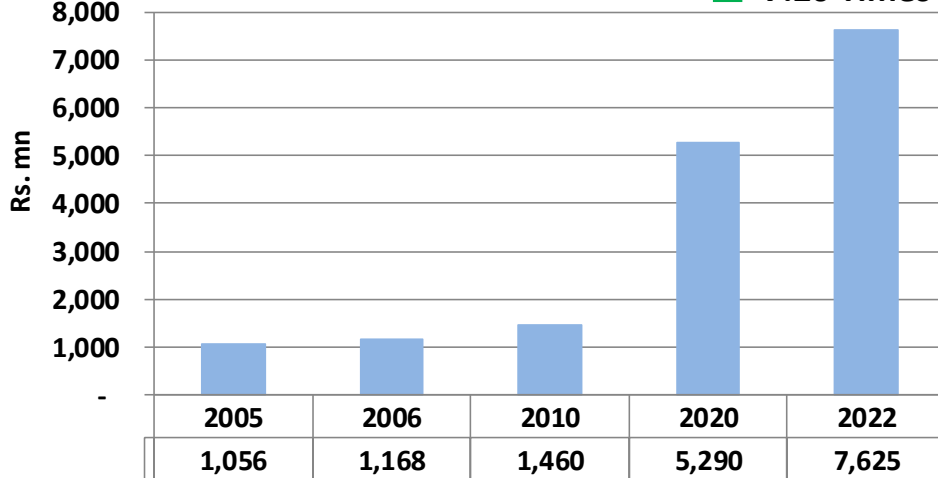
Volume - '000 MT ↑ **5 Times**



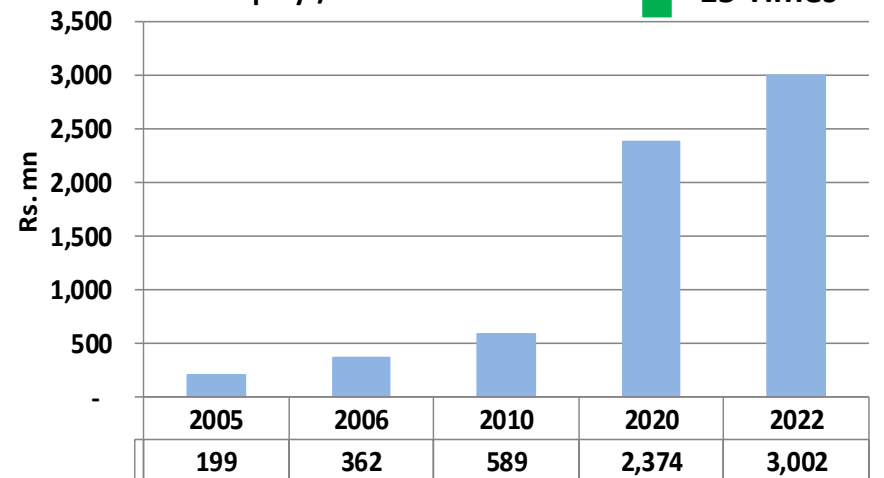
Turnover (Gross Sales) - Rs. Cr ↑ **5.80 Times**



Total Assets - Rs. Cr ↑ **7.20 Times**



Equity / Net-worth - Rs. Cr ↑ **15 Times**



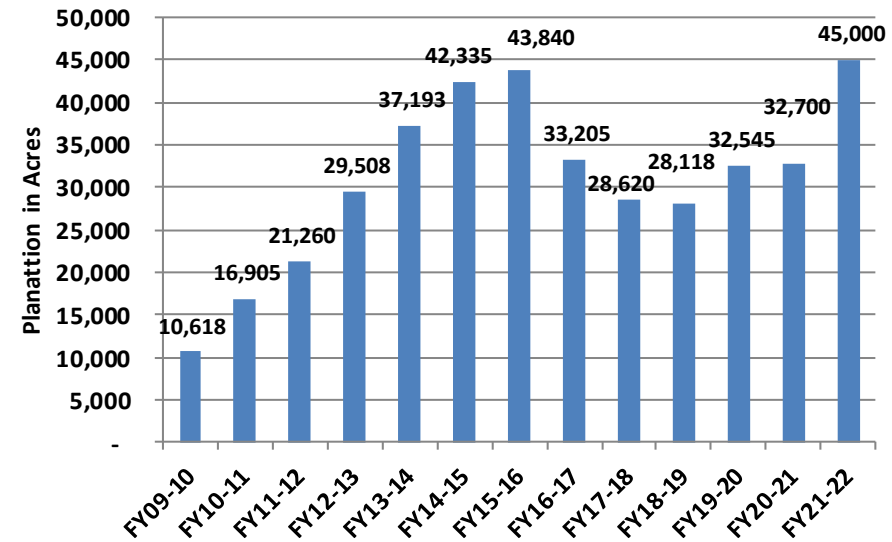
Farm Forestry and Raw Material Security Initiatives

Clonal Development Centre

- Started in 1991-92
- 45,000 acres area planted in 2021-22
- Overall > 5 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 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%
2020-21	100%
2021-22	94%

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 Ha 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 (FY 2021-22)

1. JK Paper won the Platinum Award – **Industry 4.0 Awards from FICCI** under the Overall Digital Transformation category.
2. Unit JKPM received 22nd National Award for **Excellence in Energy Management** from CII
3. Unit JKPM received **Best Safety Awards** from Ministry of Labour & Employment – Govt of India under the National Safety award 2018.
4. Seven Teams of Unit JKPM received excellence and Par Excellence Award in 35th National Convention on Quality Concepts organised by **Quality Council forum of India**
5. Unit CPM received **The Best Employer Brand Awards 2020-21** from Gujarat Best Employer Brands Awards 2020-21
6. **CSR Team Award 2020-21** in the Category CSR & Community Development Initiatives – awarded by **Odissa CSR forum**



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



819 Villages



4,57,000+ direct beneficiaries



Beneficiary Focus
Youth, Women and
Farmers

Total Spend (FY22) - **10.44 Cr**



CSR Awards and Recognition

- Received the Think CSR Innovation Award.
- Bagged the CSR Gold Award for Excellence in sustaining and increasing Green Cover within 200 KMs of Plant sites at Jaykaypur and Fort Songadh
- Received an award from Integrated Tribal Development Agency (ITDA), Rayagada for innovation on occasion of first ever Women Business Leaders Mela, Bhubaneswar, 4th to 8th May 2022.



Financial Highlights – Profitability

Standalone Financial

Sl. No.	Financial Year >>>	2017-18	2018-19	2019-20	2020-21	2021-22
1	Quantity					
1.1	Production	4,78,158	4,94,603	5,05,435	4,67,055	5,53,496
1.2	Capacity Utilisation	105.1%	108.7%	111.1%	102.6%	112.8%
1.3	Sales Volume	5,01,543	5,22,815	5,09,220	4,98,434	6,02,094
2	Operating Results	Rs. Crore				
2.1	Gross Revenue from Operations	3,070	3,492	3,294	2,991	4,256
2.2	Net Revenue from Operations	2,877	3,256	3,054	2,742	3,981
2.3	Operating Profit (EBITDA)	639	926	985	701	1,023
2.4	Cash Profit (PBDT)	496	804	862	607	930
2.5	Profit / (Loss) Before Tax (PBT)	375	678	719	453	761
2.6	Profit / (Loss) After Tax (PAT)	260	437	493	322	511
2.7	Earning per Share (Rs.)	15.29	24.57	27.64	18.68	30.17
3	Key Ratios					
3.1	EBITDA as % to Net Sales	22.2%	28.4%	32.2%	25.6%	25.7%
3.2	Networth /Total Equity - Rs. Cr.	1,646	2,041	2,368	2,600	3,045
3.3	Return on Equity (ROE) *	17.5%	23.7%	22.3%	13.0%	18.1%

* Based on Average Net Worth



Financial Highlights – Balance Sheet

Standalone Financial

Rs. Cr.

Year End >>>	31st March				
	2018	2019	2020	2021	2022
Total Assets	3,095	3,626	4,073	5,291	6,254
Net Fixed Assets	2,603	2,568	2,522	2,418	4,466
CWIP	34	52	349	1,563	33
Non Current Investments	37	276	318	339	382
Net Working Capital (excl. cash)	172	78	472	436	744
Cash & Bank balance (incl. Curr. Inv.)	249	652	413	535	629
Capital Employed	3,095	3,626	4,073	5,291	6,254
Equity Capital	176	178	178	169	169
Reserves	1,470	1,863	2,190	2,431	2,875
Total Equity	1,646	2,041	2,368	2,600	3,045
Total Borrowings	1,310	1,350	1,370	2,302	2,701
Deferred Tax Liability	139	235	336	389	509
Ratios - Times					
Net Debt / Equity *	0.64	0.34	0.40	0.68	0.68
Net Long-term Debt / Equity *	0.60	0.33	0.37	0.61	0.62
Net Debt / EBITDA *	1.66	0.75	0.94	2.52	2.02
FACR	2.24	1.99	2.41	1.93	1.88

*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. KR. Veerappan, Chief Finance Officer at 91-11-68201930, Email: krveerappan@jkmail.com



THANK YOU

