



COMMITTED TO THE EARTH

RUCHIRA PAPERS LIMITED

Investor Presentation



A large, light gray arrow-shaped graphic pointing to the right, containing the text 'Table of Contents'.

Table of Contents

A red rounded rectangular box containing the text 'Company Overview'.

Company Overview

A brown rounded rectangular box containing the text 'Business Overview'.

Business Overview

A green rounded rectangular box containing the text 'Financial Overview'.

Financial Overview



Company Overview

Incorporated in 1980.
We take great pride in creating a quality range of 'Tree-Free' papers for writing, high-volume print and packaging

One of the Largest manufacturers of 'Kraft' and 'Writing & Printing' paper in Northern India from Agro Residue

Kraft paper contributed **39%** to revenues in **2018-19**

Writing & Printing paper finds its applications in printing and stationery, comprising note books, writing & publishing material, spiral notebooks, greeting cards, coloring books, colored copier paper, bill books, dairies and calendars etc



Facilities located in Himachal Pradesh for manufacturing of Kraft Paper and Writing and Printing Paper

Kraft paper finds its application in manufacturing of corrugated boxes, cartons and other packaging material

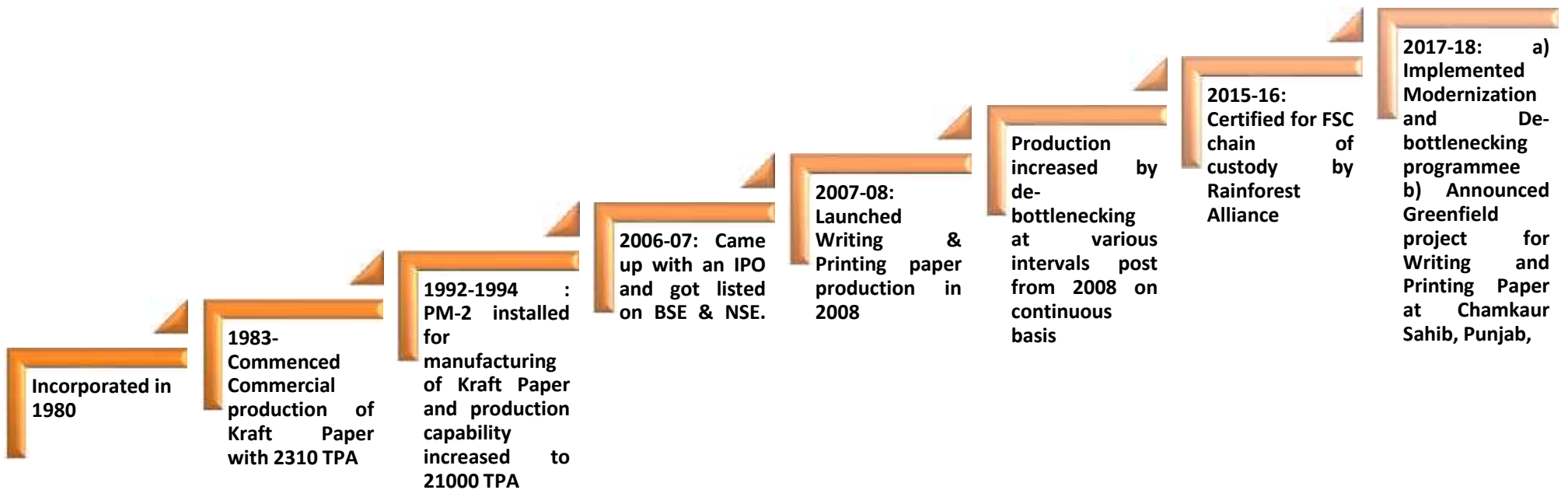
Pan India presence through strong network of distributors and dealers

WPP contributed **61%** to revenues in **2018-19**

A **low** debt company with **Debt to Equity** ratio at **0.11x**

PAT growing at **25.69% CAGR**

Our Journey



Management Team



*Mr. Subhash Chander Garg
(Chairman & Whole Time
Director)*

- Subhash Chander Garg, aged 77 years, is Law graduate and has expertise in field of taxation. He is one of the Promoters of Ruchira Papers Limited and has been looking after the affairs of the company as a Whole Time Director. He has been looking after the Taxation, Marketing and Sales functions of Ruchira Papers Limited since its inception and has acquired rich marketing experience

*Mr. Jatinder Singh
(Co-Chairman & Whole Time
Director)*

- Jatinder Singh, aged 65 years, is an Engineering Graduate from Punjab University. He is one of the Promoters of Ruchira Papers Limited and has been looking after the affairs of the company as a Whole Time Director. Over the years, he has acquired deep insight into the working of Paper Industry. He has been looking after the Finance, Administration and Raw Material Procurement of the company.

*Mr. Umesh Chander Garg
(Managing Director)*

- Umesh Chander Garg, aged 70 years is a Graduate and has been associated with Ruchira Papers Limited right from the conceptual stage. He is controlling day-to-day affairs of the Company as the Managing Director. He has been the key man in the selection of various machineries and all expansion projects were executed under his guidance. He has been looking after the Production, Maintenance and Technical aspects of the company.

*Mr. Vipin Gupta
(CFO & Whole Time
Director)*

- Mr. Vipin Gupta, aged 50 Years is working as professional Whole Time Director With the Company. He is heading the Finance and Accounts of the Company. He is associated with the Company for the past 26 Years.. He is a Post Graduate in Commerce.

Competitive Advantage



Diversified Product Portfolio

Ruchira Papers has diversified into better product mix across Kraft paper and Writing & Printing paper

Diversification helps de-risking of business in the event of any volatility in demand and prices

Dedicated Workforce

The Company has a highly dedicated, skilled and efficient employee base of 1007

Ruchira Papers provides extensive training to its employees on skill building

Strong relations with Customers and suppliers

Understanding customer needs, emerging trends and accordingly providing products to customers is the prime responsibility

Strong relations with suppliers keeps the flow of operations smooth

Strategic Location & PAN India Presence

Plant is located in Himachal Pradesh and well connected to state and national highways

The Company has a PAN India distribution network to market its products

Robust Balance sheet

Ruchira's debt to equity ratio is the modest in the industry

Ruchira is comfortably placed in terms of short term liquidity

Awards & Recognitions



Udyog Ratna Award by Himachal Pradesh in 2005



FSC Certificate (Forest Stewardship Council) from Rain Forest Alliance, New York, USA



ISO 9001 : 2015



Appreciation Award from Himachal Pradesh Corrugated Box Manufacturers Association in the year 2009



Certificate of Excellence from INC 500 in 2013



Business Overview



Writing & Printing Paper

- Manufactured by using agricultural residues, such as wheat straw, Baggase, sarkanda, Softwood Pulp and other materials
- Writing and Printing paper is used in the fabrication of note books and writing & publishing material; coloured paper is used in the fabrication of spiral notebooks, wedding cards, shade cards, children's colouring books, coloured copier paper and bill books
- Contributed 61% of total revenues generated in FY2019
- Writing and Printing paper brands are '**Tarang**', '**Safeda**', '**Kora**', '**Savera**', '**Karigar**', '**Gehua**', '**Mela**', '**Pahari**



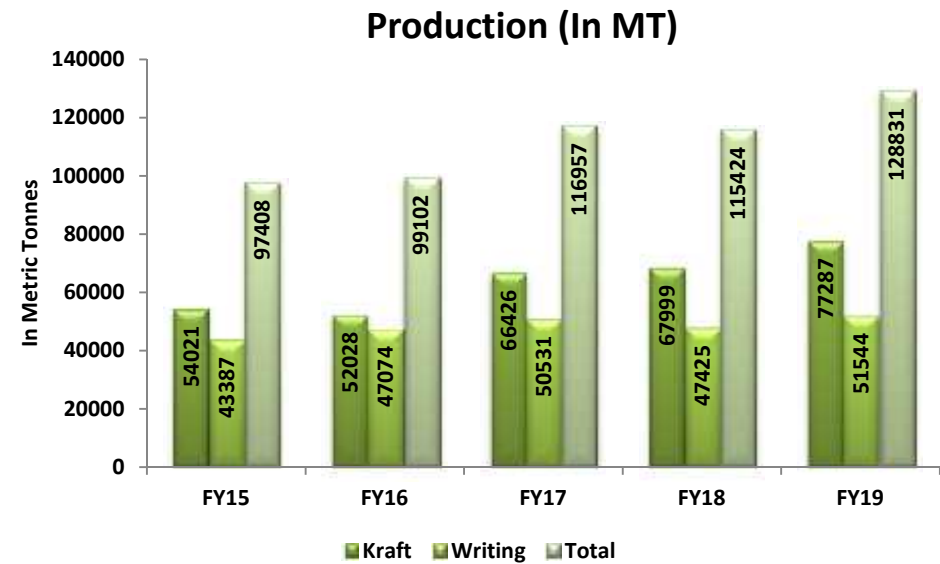
Kraft Paper

- Manufactured by using agriculture residues, such as Bagasse, wheat straw, sarkanda and waste paper. The Company also uses some quantity of Imported Waste paper to produce value added products.
- Used in the packaging industry especially in making corrugated boxes / cartons and other packaging requirements
- Special features of the Company's Kraft Paper are the load bearing capacity and tensile strength, which make it suitable for corrugated packing applications.
- Contributed 39% to the revenue in FY2019
- Kraft paper brands include '**Multani**', '**Maati**', '**Khadi**'.
- Also manufactures special tube grade paper known as **DTY** and **POY**.

Plant Location & Capabilities



- Plant located at Kala Amb, in District **Sirmaur of Himachal Pradesh** and well connected to state and national highways
- For Writing Paper & Printing unit the Company has set up **8.1 MW** Power Co-generation plant for captive purpose to get uninterrupted power supply for its operations.
- The Company has set up '**Chemical Recovery Plant**' for process of black liquor generated during the process for captive consumption.
- The Company 's water requirement is sourced from ground water through tube-wells.





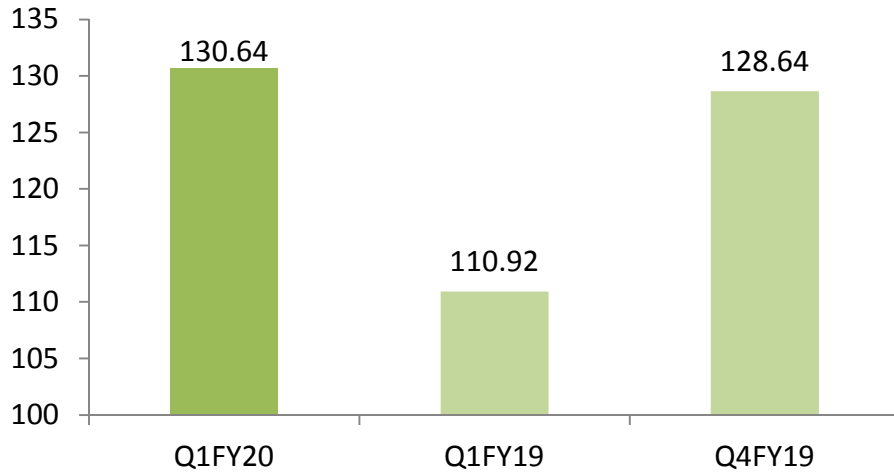
Financial Overview



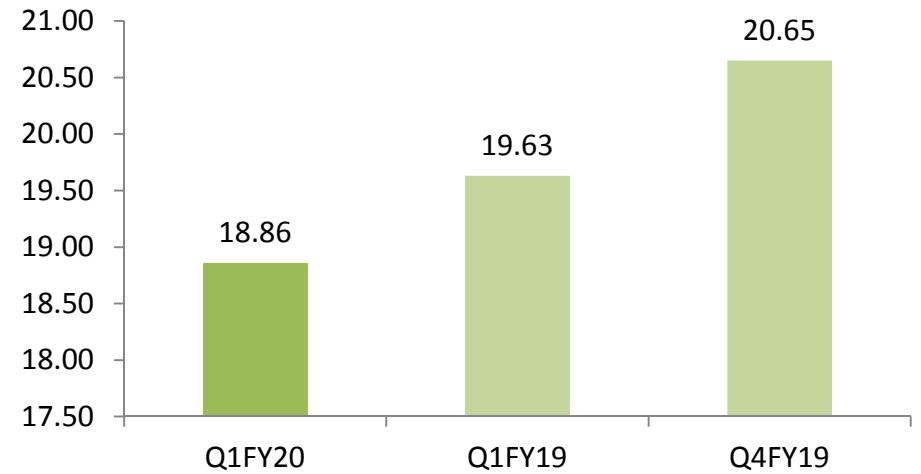
Quarterly Highlights



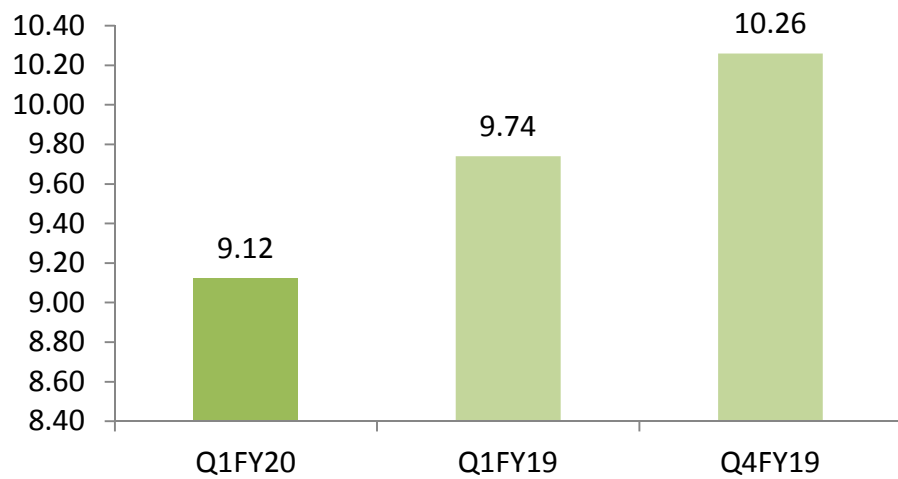
Revenue from Operations (Rs. In cr)



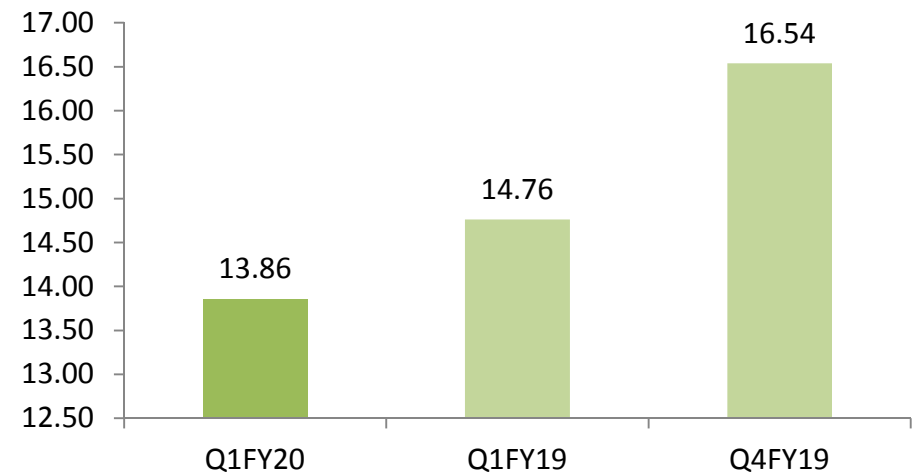
EBIDTA (Rs. In cr)



PAT (Rs. In cr)



PBT (Rs. In cr)



Q1FY20 Performance Highlights

Q1FY20 Performance Overview:

- Revenue from operations stood at Rs. 130.64 cr.
- EBIDTA at Rs. 18.86 cr; EBIDTA margins stood at 14.43 %
- PAT at Rs 9.12 cr; PAT margins stood at 6.98 %
- EPS stood at Rs. 3.76 per share

Production highlights:

WPP: Production during Q1FY20 was 13587 MT.

Kraft Paper: Production during Q1FY20 was 20769 MT

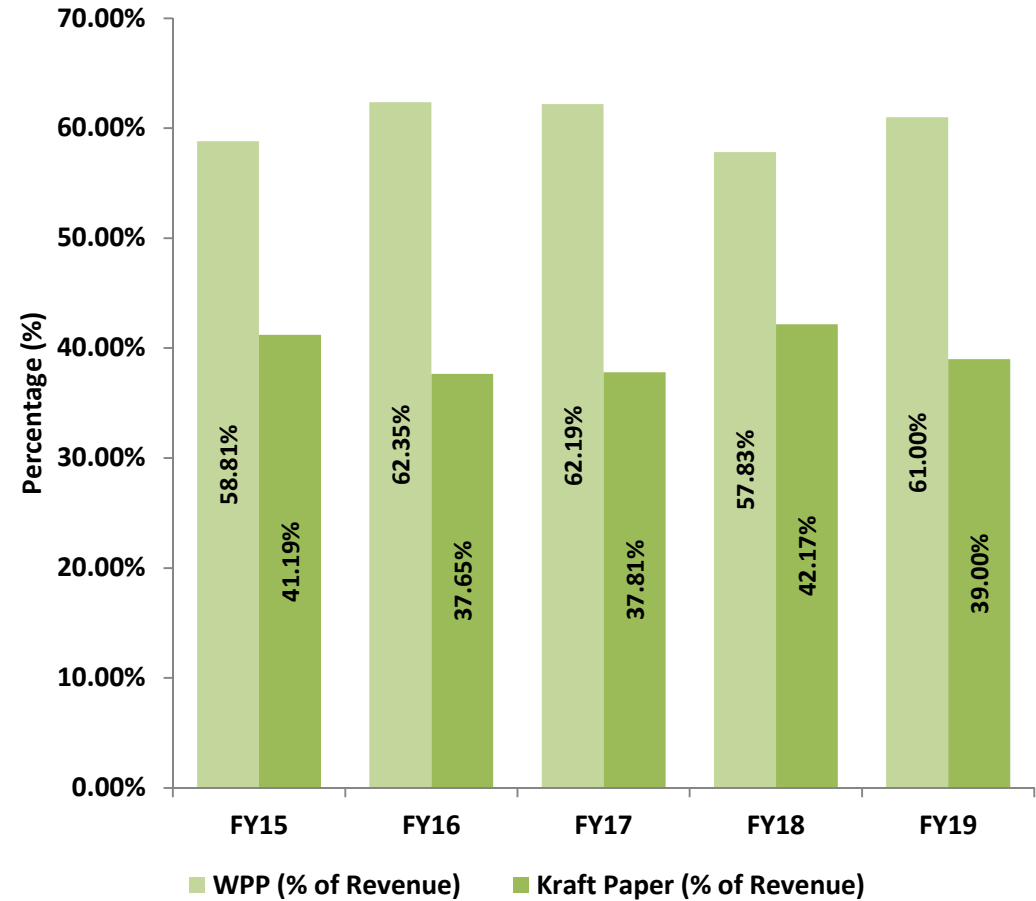
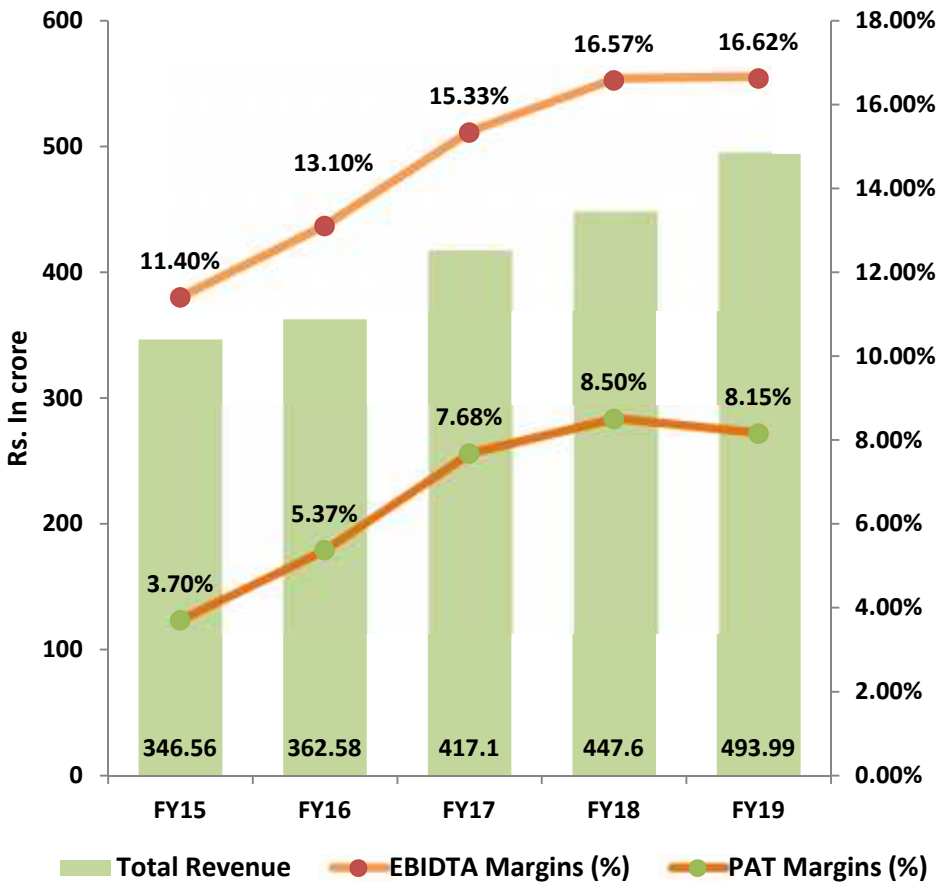
Net Sales Realization:

WPP: NSR for Q1FY20 was Rs. 59,727/- PMT.

Kraft Paper: NSR for Q1FY20 was Rs. 24,761/- PMT

Commenting on the financial performance of the company **Mr. Jatinder Singh, Co-Chairman & Whole Time Director, Ruchira Papers Limited, said,** “During the quarter under review, Industry continues to witness a slowdown, resulting Kraft Paper margins under stress, which impacted the bottom line of the Company. However during Q1 of FY 20, the company has registered growth in topline as well as in production. The Company achieved turnover of Rs. 130.64 Crore and production of 34,356 MT for the Q1 FY 20. We are planning to de-risk the seasonality nature of Kraft Paper by modifying our existing paper machine no. 01 to facilitate manufacturing of Cup Stock paper.”

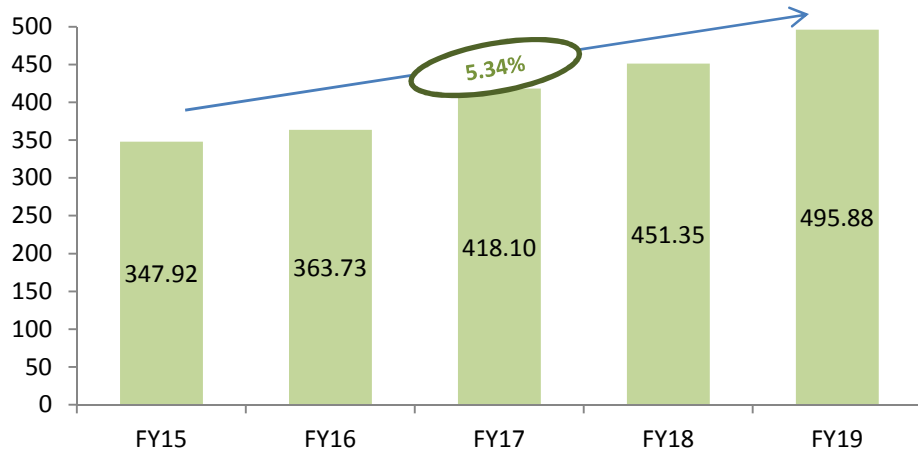
Revenue Break-up & Margins



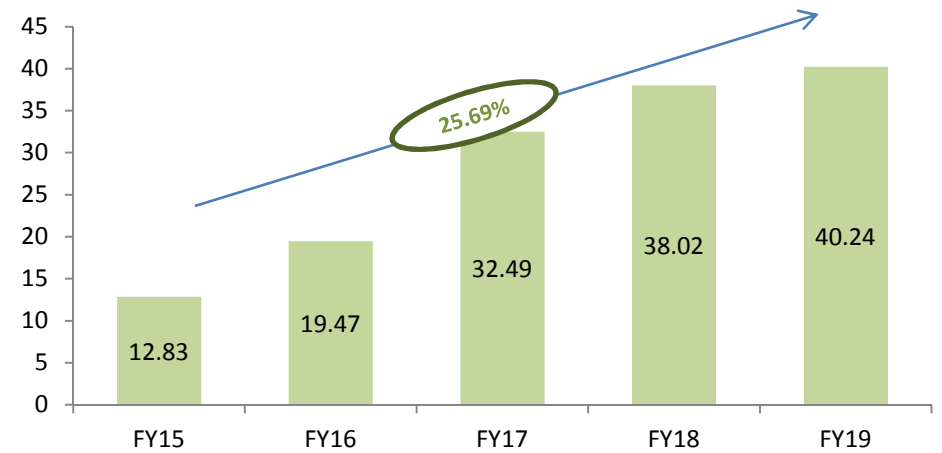
Financial Performance



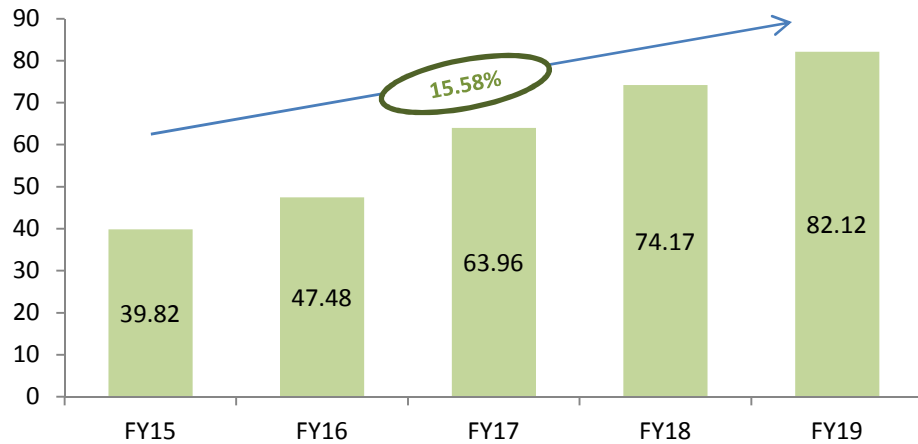
Total Income (Rs. In cr)



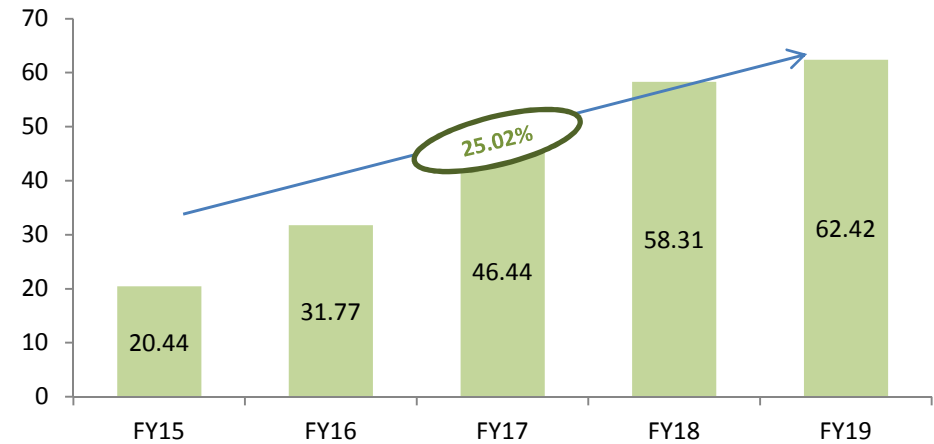
PAT (Rs. In cr)



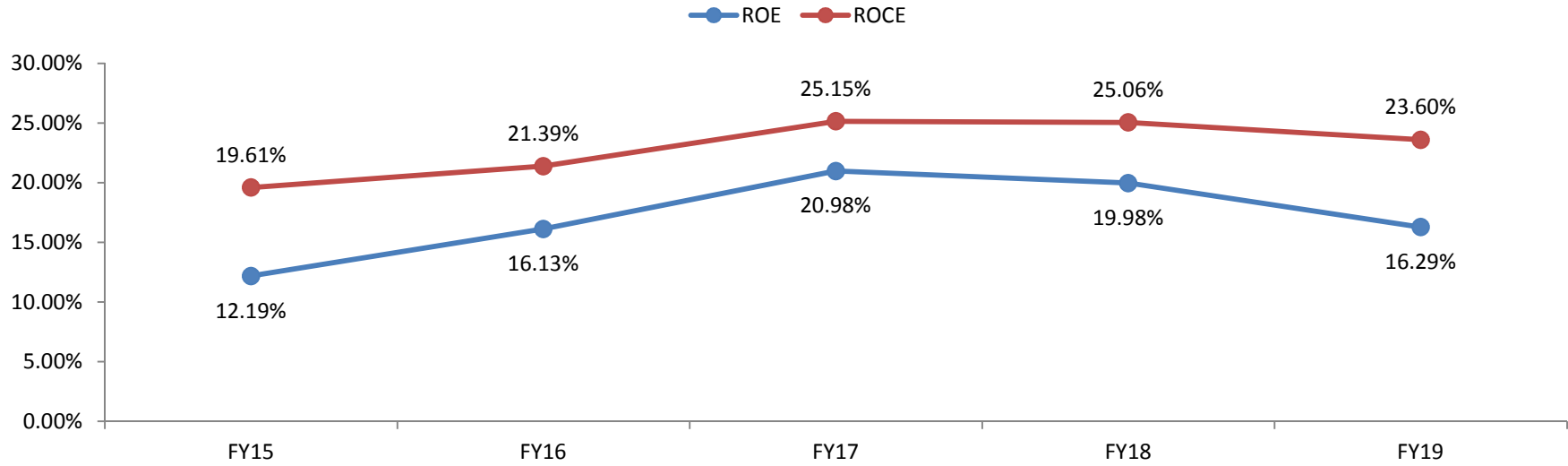
EBIDTA (Rs. In cr)



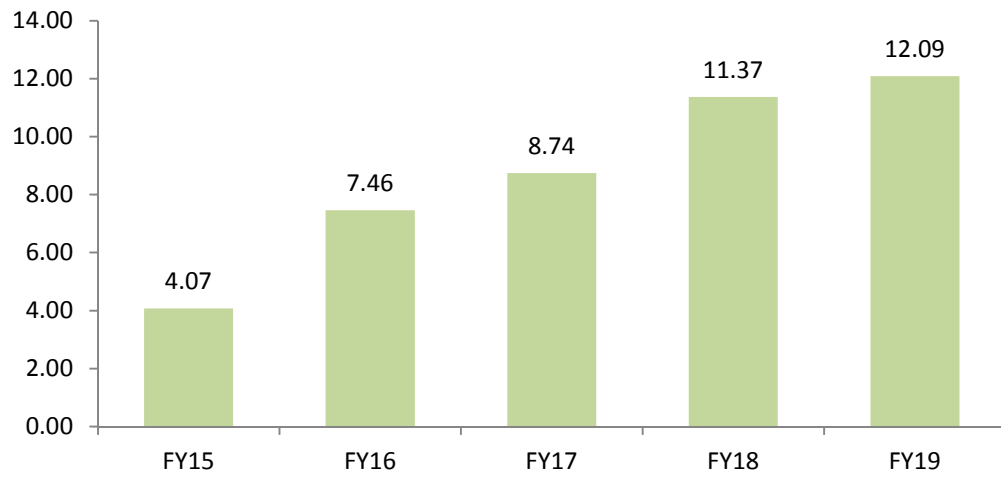
PBT (Rs. In cr)



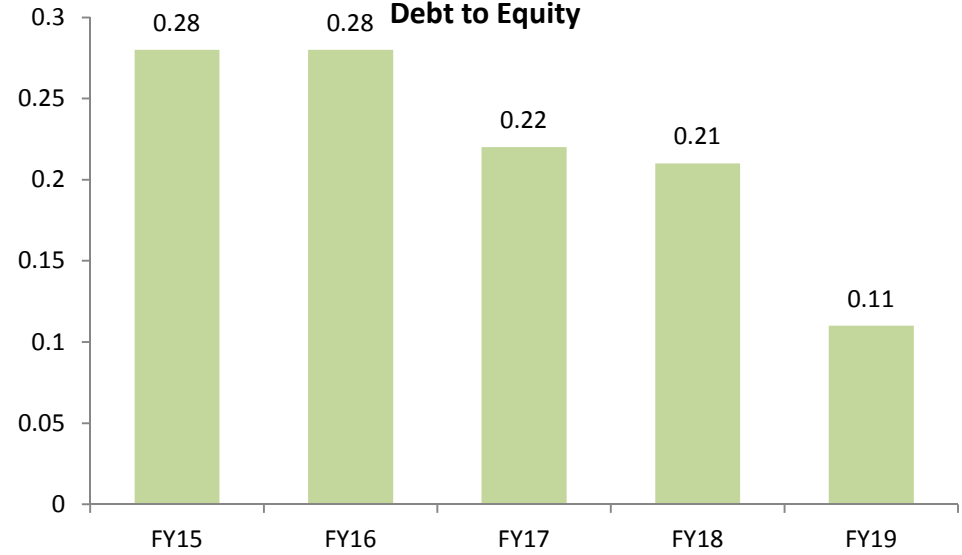
Key Ratios



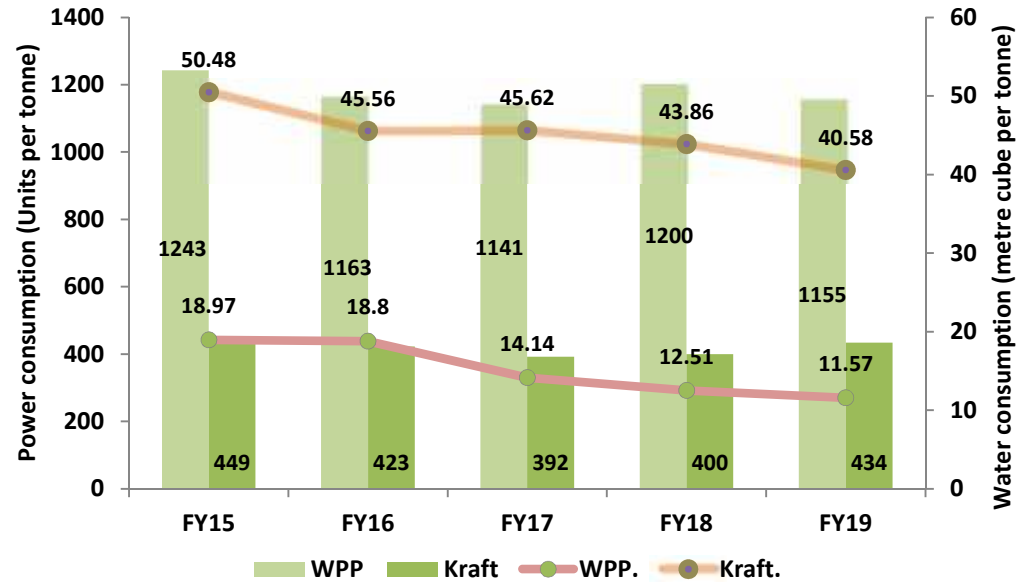
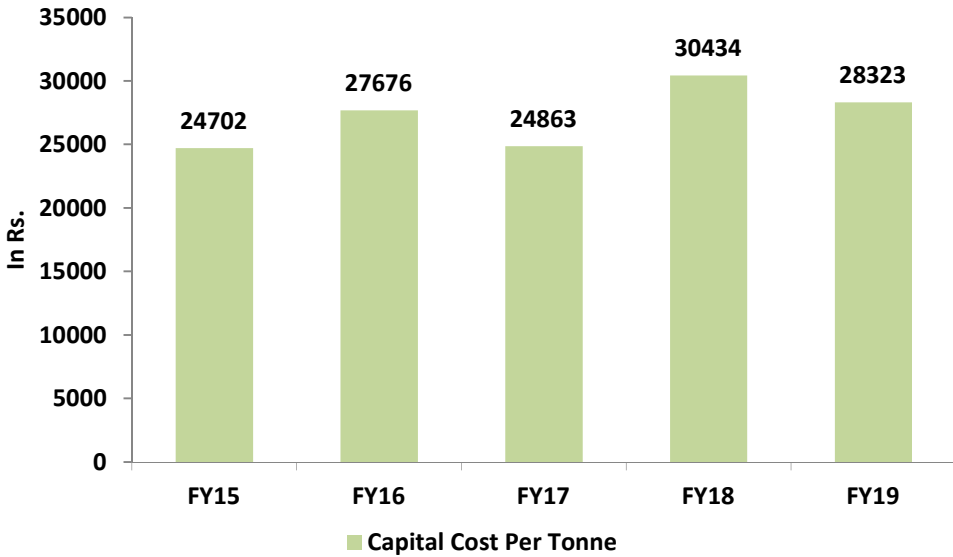
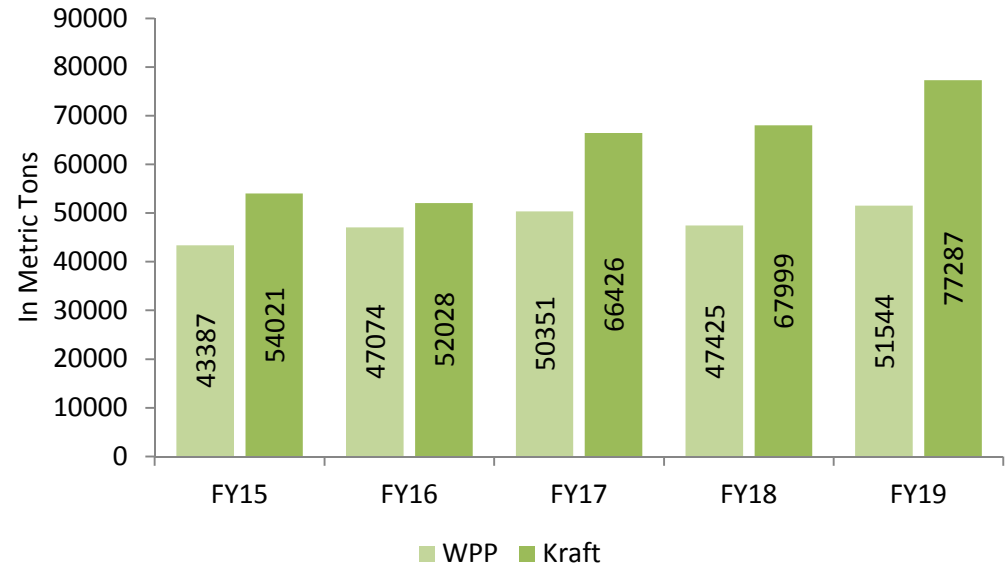
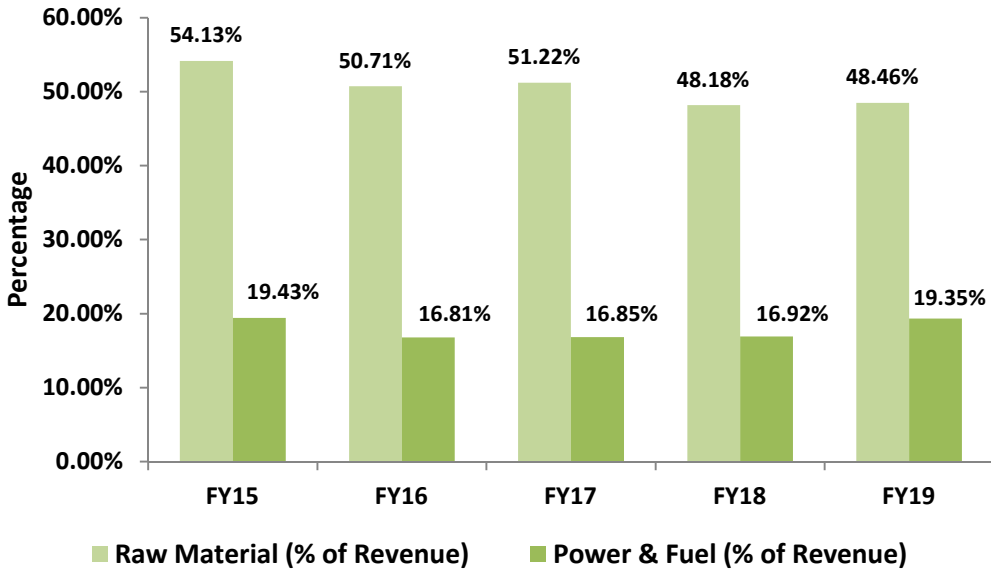
Interest Coverage ratio



Debt to Equity



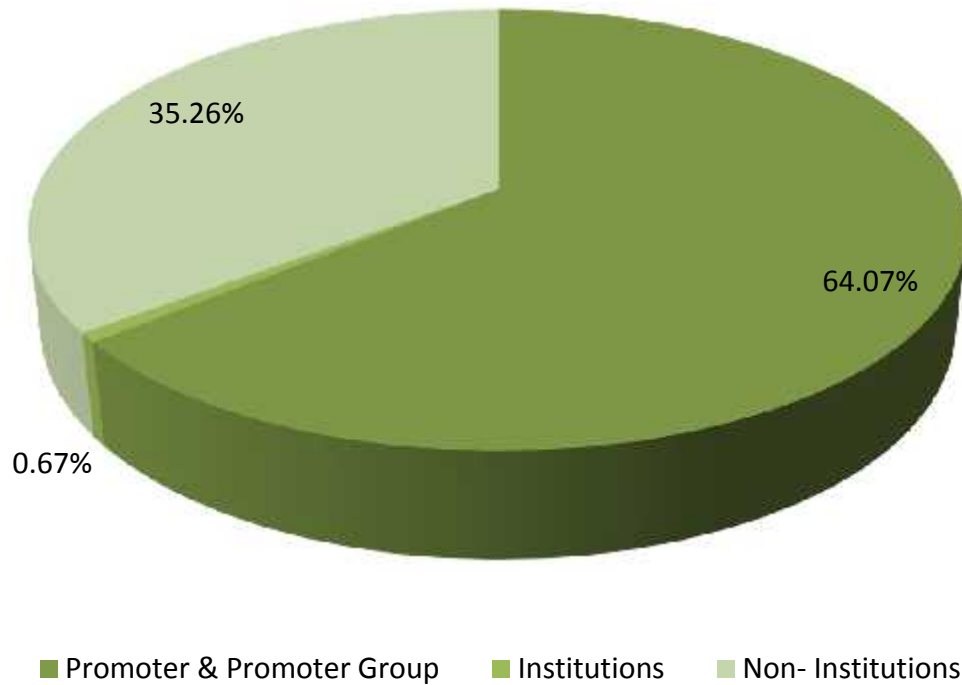
Production Highlights



Key Statics & Shareholding as on 30th June, 2019



Shareholding (%)



Key Statistics	As on 16 th Aug, 2019
CMP (Rs.)	74.30
Market Cap (Rs. In crore)	180
No. of outstanding shares (Crore)	2.42
Face Value	10.00
BSE Code	532785
NSE Code	RUCHIRA

This presentation and the following discussion may contain “forward looking statements” by Ruchira Papers Limited (“Ruchira” or “RPL” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of RPL about the business, industry and markets in which RPL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond RPL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of RPL. In particular, such statements should not be regarded as a projection of future performance of RPL. It should be noted that the actual performance or achievements of RPL may vary significantly from such statements.

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