



# INVESTOR PRESENTATION

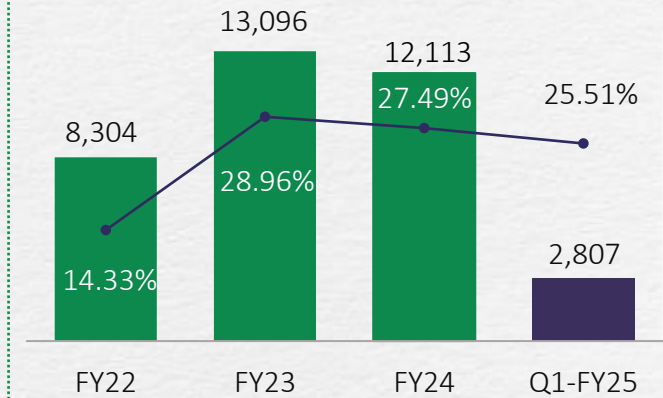
AUGUST 2024

# ABOUT KUANTUM PAPERS

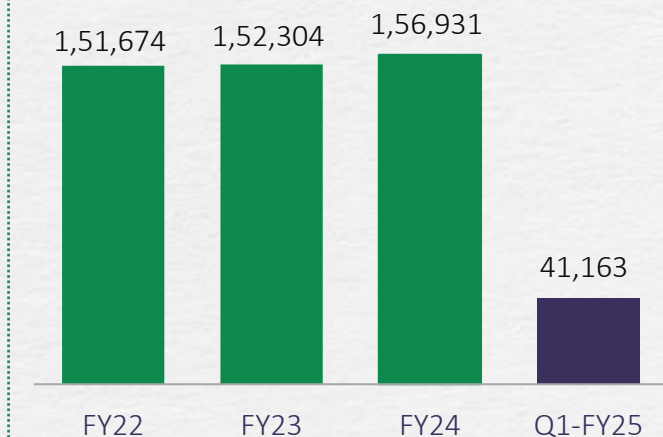


- Kuantum Papers Ltd, a leading agro and wood-based paper manufacturer started its commercial operations in 1980 in an economically backward village of Hoshiarpur, Punjab.
- They started their production with 30 TPD and with continuous process upgrades and backward integration projects are now currently operating at 450 TPD.
- Due to its location in the foothills of the Shivalik range, Kuantum Papers has been strategically utilizing agro residues like wheat straw, sarkanda and bagasse along with wood chips, veneer waste & bamboo to make high quality paper.
- The company's fully integrated manufacturing facility spread across 259 acres helps it gain an advantage in terms of better operational efficiency and higher product offering.
- Its extensive portfolio of writing and printing paper finds application in books, notebooks, annual reports, directories, account books, envelopes, diaries, calendars, computer & office stationery.
- Kuantum's product offerings include maplitho, creamwove and value added specialty products like thermal paper, bond paper, parchment paper, azurelaid paper, catridge paper, coloured paper, ledger paper, stiffner paper, base paper for cups and straws with a GSM range of 40 – 200.
- The company manufactures its products on an order-based system from its 100+ dealer network spread across India, many of whom have been associated with it for three generations.
- The company has increased its export footprint in the last few years and is now exporting to 22 countries.
- Its Marquee clients include University of Cambridge, McGraw Hill, Calmin Kokuyo (Mumbai), Thomson, Sultan Chand, Taxmann, Lotus Global, Oxford University Press, Macmillan Education amongst others.
- The company's Social Farm Forestry Program includes wood plantations of around 8,020 acres and it aims to expand it to 50,700 acres by 2028-29.

Operational Revenue (INR Mn) & EBITDA Margins (%)



Sales Volume (MT)







**Jagesh Kumar Khaitan**  
*Chairman*

Jagesh Kumar Khaitan is the Chairman of Kquantum Papers Ltd. He was earlier the Vice Chairman and MD of Amrit Banaspati Co. Ltd. and remained President of Indian Vanaspati Producers Association IVPA. His entrepreneurial spirit and passion has been one of major drivers for the company's growth. He has been the recipient of the prestigious award 'UDYOG RATNA' honoured by PHD Chamber of Commerce & Industry, in the year 2005, towards his excellent and dedicated contribution to the State of Punjab.



**Pavan Khaitan**  
*Vice Chairman and  
Managing Director*

Pavan Khaitan is a graduate in Commerce from Panjab University and a qualified Chartered Accountant. He joined the company in 1997 as the CEO and has been spearheading various initiatives that have rationalized the cost, enhanced quality, focused on specialty paper and ultimately optimizing the resources to their fullest. Also, he has been recently appointed as President of the Indian Pulp & Paper Technical Association (IPPTA). He has been instrumental in undertaking projects including debottlenecking and overall upgradation of the paper mill.



**Shireen Sethi**  
*Director (Independent)*

Currently the COO of Netwok1 Media Pvt. Ltd. and has over two decades of experience as a journalist, manager and advisor to many national & global media corporations and has founded multiple successful businesses in the media, technology & education sectors. She has also been working extensively with FICCI advising the trade body in the Technology Commercialization Department and has been instrumental in multiple initiatives of the organization including The India Innovation Growth Program (a JV between Lockheed Martin & Ministry of Science & Tech), Millennium Alliance and DRDO-ATAC 877.



**Vivek Bihani**  
*Director (Independent)*

Vivek Bihani is an Engineer from BITS, Pilani and an MBA from IIM, Bangalore. He has total work experience of 3 decades. He worked with a leading venture capital firm in the early part of his career, turned an entrepreneur in 1998 and since 2009, is supporting high quality entrepreneurs as part of his 2nd innings in venture capital. As a venture capitalist, during 1992-1998, he worked with TDICI Limited (now called ICICI ventures), a firm that pioneered venture capital in India and has grown to become one of the largest and most successful private equity firms in India.



**Bhavdeep Sardana**  
*Director (Independent)*

Bhavdeep Sardana, is Master's in Business Administration from Durham University (UK) and Bachelors in Science (Hons) in Chemistry with Chemical Engineering from Northumbria University, Newcastle Upon Tyne (UK) Presently Sr. VP & CEO at Sukhjit Starch & Chemicals Limited and is responsible for successfully implementing repeated expansions at various units. He leads all B2B sales with Paper, Food & Pharma Majors. He actively engages with State Govts and Govt. of India on policies affecting the agro-processing industry and ease of doing business reforms.

# KEY MANAGEMENT TEAM



**Mr. Roshan Garg**  
*CFO*

A qualified Chartered Accountant & Company Secretary by profession, he has 30+ years of work experience in Corporate Finance and Accounts in the manufacturing sector. He has been associated with the company since 2002 and has driven improvement in Corporate Governance and the financial accountability structure as well.



**Sushil Kumar Khetan**  
*CEO Operations*

A seasoned Chartered Accountant, Company Secretary and a dynamic professional with 3 decades of rich experience in the area of Paper Mill Operations, Paper and Paperboard Projects. A strategic planner with proven ability to improve operations, impact business growth & maximize profits through achievement in cost reductions, productivity, efficiency and quality improvements, internal control and finance management.



**Sanjay Khosla**  
*CMO*

An MBA in Marketing, he has more than 30 years of experience in Sales and Marketing, exclusively in the Pulp & Paper industry. He has been with Kquantum for the past 25 years and has been successful in creating a loyal network of 100+ dealers as well as a demand pull for our products in the market.



**Prachi Sharma**  
*VP Corporate Strategy*

A seasoned Chartered Accountant with strong business acumen and analytical prowess, having more than 2 decades of experience in consulting and manufacturing industries. Her core area of expertise is Strategic Planning, SWOT Analysis, Finance Management and New Business Development. She is a dynamic leader and has a strong ability of driving Growth and Change Management.



**Nandivardhan Morareddy**  
*VP Technical Excellence*

A manufacturing excellence leader with 27 years of extensive experience in Pulp and Paper operations. He brings a blend of technical leadership and management abilities, specializing in driving operational and technical improvements to minimize waste, reduce costs and maximize quality. His core strength lies in merging creative intellect with robust production and technical skills to achieve sustainable business results.



**Vikram Kumar Khaitan**  
*VP Finance*

A seasoned Chartered Accountant and Company Secretary with a distinguished career spanning over two decades in the financial sector. With a proven track record in navigating complex financial landscapes, he excels in driving organizational growth, profitability and operational efficiency. His broad experience across diverse manufacturing industries positions him as a solution-oriented professional in financial management, strategic planning, process development, internal controls and corporate governance.



#### ORDER BASED MANUFACTURING:

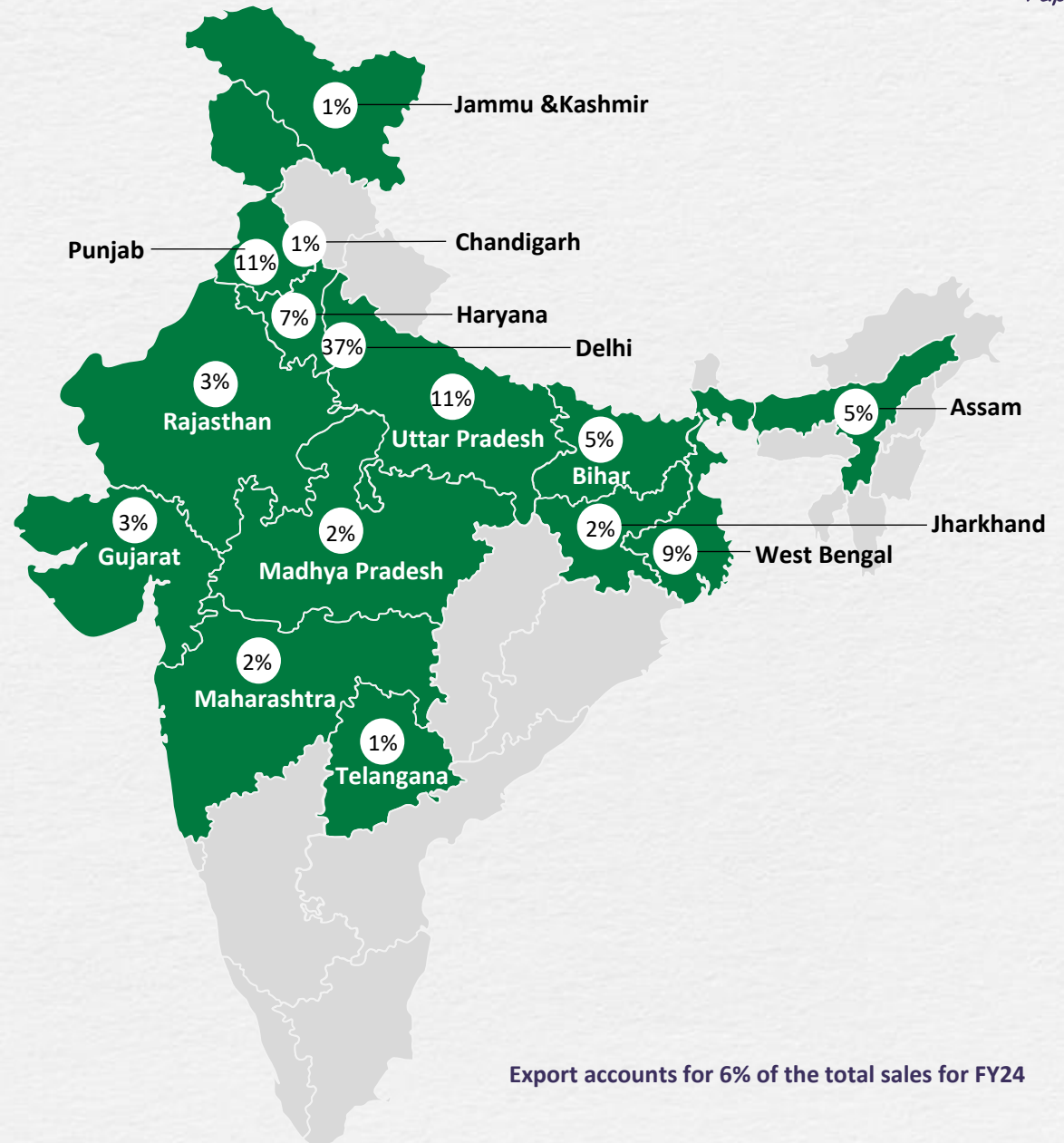
- The production is order based and manufacturing is undertaken after the company receives advance orders from dealers/distributors.
- The company does not operate on fixed SKUs. They service their dealers based on customized order sizes, rather than fixed sizes offered by most of the competitors.

#### INVENTORY:

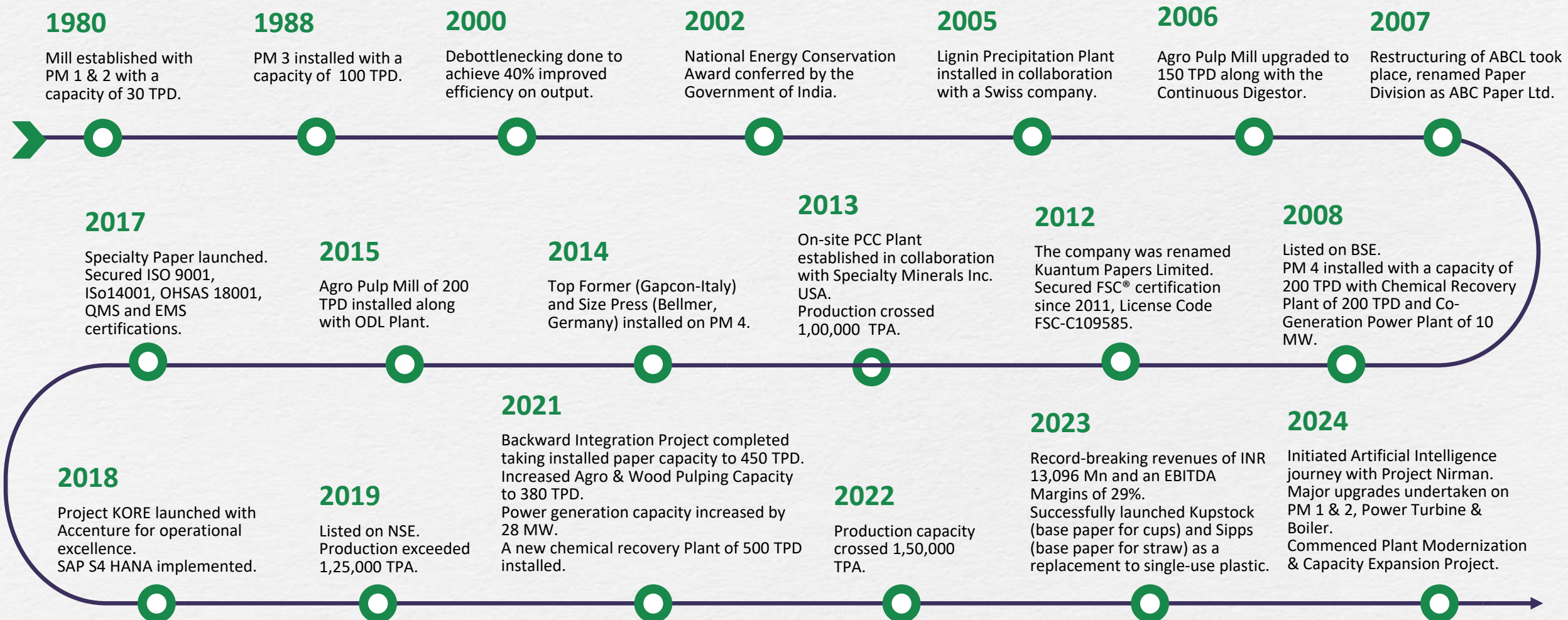
- Inventory of finished goods is low and rarely exceeds three days' production.

#### COLLECTION MECHANISM:

- Collection is done strictly within 5 days of date of Invoice.



Export accounts for 6% of the total sales for FY24







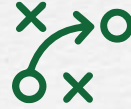
# KEY STRENGTHS



Pan India presence with an extensive network of 100+ dealers



Cost savings through executed backward integration project has led to improved EBITDA margins



Strategic location in Punjab with abundant availability of raw materials such as Wheat Straw, Sarkanda & Bagasse, allows us to get steady supplies at stable prices



Largest product portfolio in the Paper Industry covering Maplitho, Copier, Specialty and Creamwove papers



Fully integrated plant infrastructure with technologically upgraded 4 Paper Machines, Agro & Wood Pulp Mill, Chemical Recovery Plant, Co - Gen Power Plant & Effluent Treatment Plant



Raw Materials are perfect substitutes of each other, so not dependent on any single one throughout the year



Long standing relationship with dealers, many associated with the company for over 3 decades



Located near densely populated Northern Region including NCR, a higher paper consumption market



The company aims to augment the Clonal Propagation Center's capacity to produce 1 crore clones annually, covering 50,700 acres by 2028-29 to ensure a sustainable source of wood material



Superior product quality and market focus allow us to charge premium price of 5-7% higher than competitors



Established distinguished range of branded products

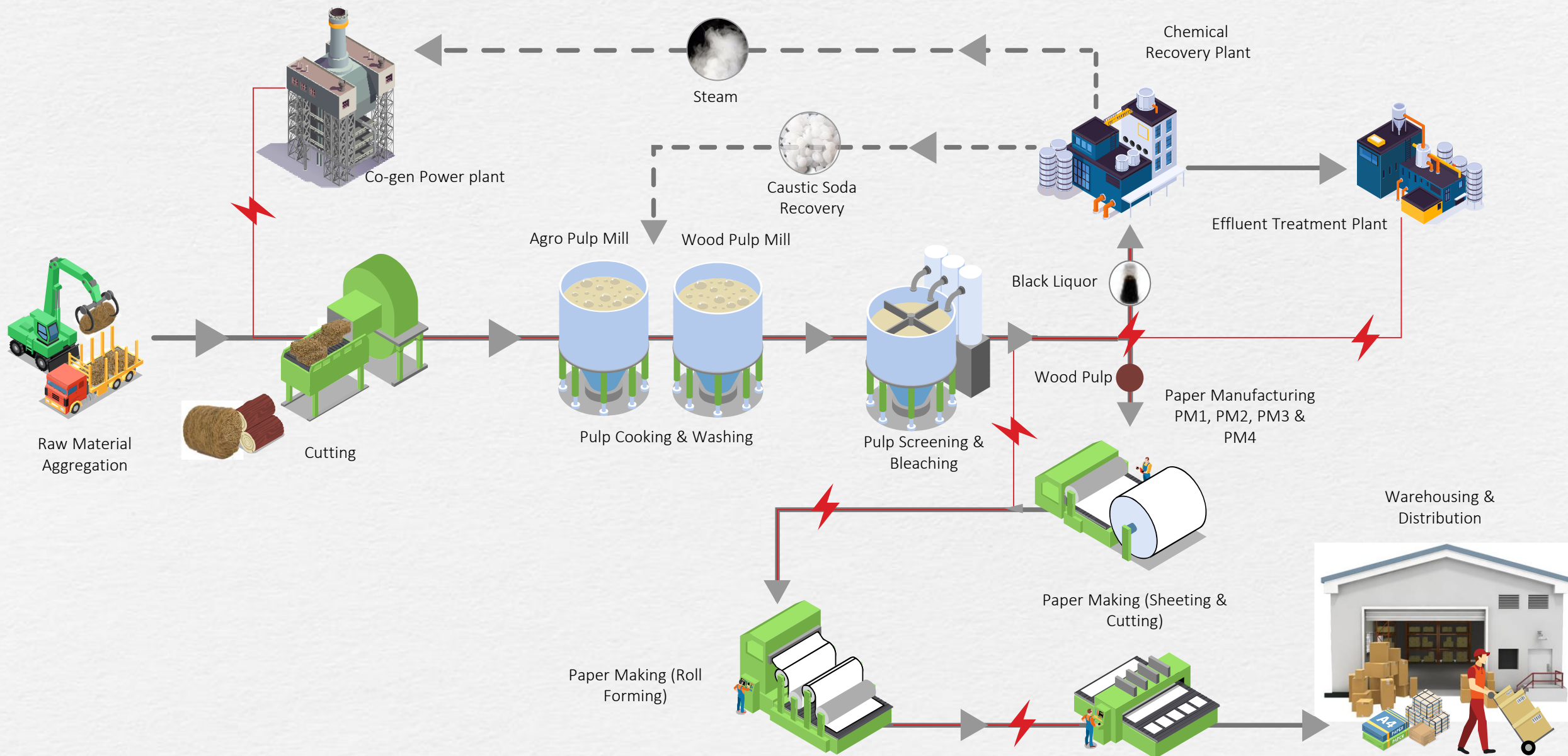


Market-driven sales strategy ensuring timely supplies with minimum inventory backlog catering to diverse needs of our customers



## **OVERVIEW OF CURRENT OPERATIONS**







## Pulping Facilities

## Paper Machines

## Chemical Recovery Plant

## Co-Gen Power Plant

## Segment



## Capacity

**Total Capacity - 380 TPD**

- Agro based pulp - 200 TPD
- Wood pulp - 180 TPD

**Total Capacity - 450 TPD**

- Machine 1 - 25 TPD
- Machine 2 - 50 TPD
- Machine 3 - 115 TPD
- Machine 4 - 260 TPD

**Total Capacity - 700 Solids TPD**

- Recovery Boiler 1 - 200 Solids TPD
- Recovery Boiler 2 - 500 Solids TPD

**Turbines: Total Capacity – 38 MW****Boilers : Total Operational Capacity - 190 TPH**

- Boiler 1 - 60 TPH
- Boiler 2 - 130 TPH

## Description

Kuantum combines its own agro and wood along with imported pulp in order to produce better quality fiber for paper production.

The different configurations of the four paper machines allow Kuantum to manufacture a wide variety of surface-sized, non surface-sized and value-added specialty products.

The Chemical Recovery Plant operates at a high efficiency allowing recovery of over 95% of Caustic, enabling cost reductions, margin improvements and reusing for subsequent pulp production runs.

The state of the art Co-Gen Power Plant ensures uninterrupted steam and power supply to process units. The 130 TPH high pressure CFBC boiler combined with a set of highly efficient extraction cum condensing turbine and an extraction cum back pressure turbine, lead to power generation at very cost effective rates which are much lower than the grid rate.



## Total Capacity: 380 TPD

Agro Pulp - 200 TPD

Wood Pulp - 180 TPD

- The company has eliminated its dependency on Imported Hardwood Pulp as it has become self-reliant in wood raw material, thereby reducing the cost of production.
- There is also a conscious effort to replace imported softwood pulp with In-house wood pulping.
- The increased pulping capacity has led to higher production of paper.





## Total Capacity: 450 TPD

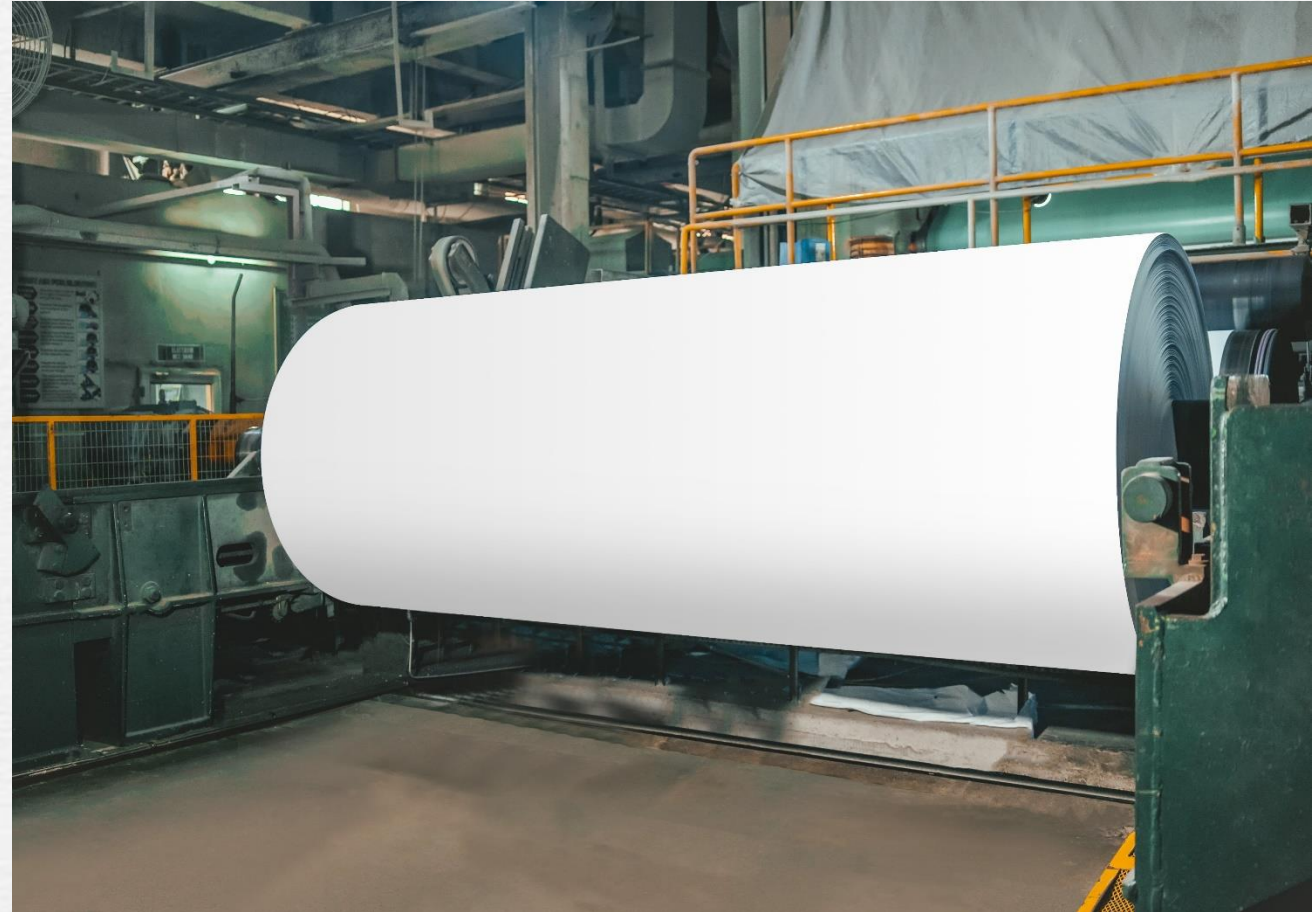
PM 1 - 25 TPD

PM 2 - 50 TPD

PM 3 - 115 TPD

PM 4 - 260 TPD

- Increase in paper production capacity to 450 TPD.
- The increased production has been totally absorbed by the demand pull from the market and company is operating at 100% capacity utilization.
- Improvement in the quality of the paper produced along with better efficiency.
- The different configurations of the four paper machines allow Kuantum to manufacture a wide variety of surface-sized, non surface-sized and value-added specialty products.





## Total Capacity: 700 TPD of Black Liquor Solids

Recovery Boiler 1 - 200 Solids TPD

Recovery Boiler 2 - 500 Solids TPD

The Chemical Recovery Plant has three major components:

Recovery Boiler

Evaporator

Recausticizing Plant

- The Chemical Recovery Plant comprises of 500 TPD HERB Recovery Boiler supplied by Andritz which is based on SRS Technology, to process caustic from black liquor.
- The plant has significantly increased the steam - to - solid ratio, which in turn improves the efficiency of the overall plant operations.
- The treatment of black liquor through the CRP helps to recover & reuse more than 95% of caustic soda.





## Total Operational Capacity:

Turbines: 38 MW

Boilers: 190 TPH

- In order to be self sufficient for its Power & Steam requirements, Kuantum has a captive Co – Generation Power Plant in which comprises of:
  - Two Boilers of 60 & 130 TPH respectively.
  - Two state-of-the-art turbines totalling a capacity of 38MW.
- The Co-Gen Power Plant allows the company to decrease its dependency on the State Power Grid, enabling it to maintain seamless operations at all times along with reduction in power cost.





The company has upgraded existing Effluent Treatment Plant with an objective of parameters of treated effluent as well as to be 'future ready' to meet all Environmental norms.

Low COD Street-1  
is with Aerobic treatment.

Effluent  
Treatment  
facility had been  
divided into two  
streams

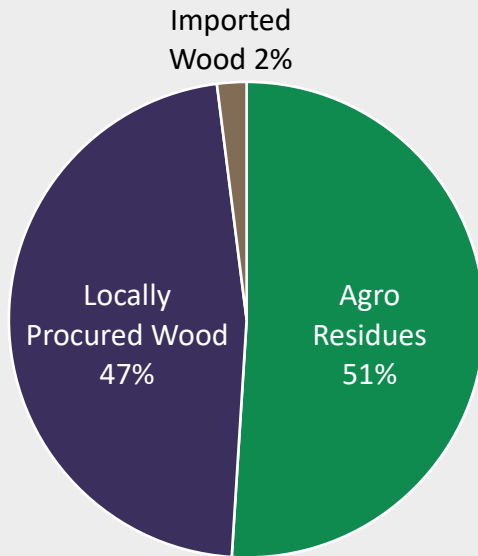
High COD Street-2 is with  
Anaerobic treatment.

The treated effluent is used to irrigate almost 2,000+ acres of fields in the surrounding villages, through a network of pipelines laid by the Company at its expense.





Raw Material Mix as of FY24



Kquantum has an integrated Pulping facility with separate Agro Pulping and Wood Pulping streets having a total capacity of 380 MT of pulp per day for paper manufacturing.

Kquantum uses the following agro residues in its Agro Pulping Street (200 TPD):

| Agro        | % Content in Agro Pulp |
|-------------|------------------------|
| Wheat Straw | ~100%                  |

Wood for Wood Pulping Street (180 TPD) is sourced as follows:

| Wood                   | % Content in Wood Pulp |
|------------------------|------------------------|
| Wood Chips & Wood logs | 93%                    |
| Bamboo                 | 7%                     |

The agro pulp is produced from agro residues, primarily consisting of wheat straw. The wood raw materials are predominantly sourced as wood chips and veneer waste, which are byproducts of the furniture and plywood industries. Additionally, wood is sourced from certified sustainable forestry operations that adhere to rigorous environmental standards.

The company has a collaboration with Tanovis AG for the Lignin Precipitation Plant.



Tanovis AG, is a Swiss company with global operations. It is in the business of providing process technologies & innovative products on lignocellulosic biomass.



Tanovis AG is today known to produce high-purity lignin based renewable products, encompassing industrial, health & nutrition fields.



Set up first-of-its-kind in the world – A Full Scale Lignin Precipitation System, to separate the non-bio degradable lignin from the black liquor.





The company has a collaboration with Specialty Minerals Inc.

$\text{CaCO}_3$

Kuantum, have a first-of-its-kind backward integrated **PCC** (Precipitated Calcium Carbonate) Plant in an Agro based operations in the world, set up in collaboration with Specialty Minerals Inc.



**Specialty Minerals Inc., USA** is a multi-national company operating plants in over 20 countries, producing high performance minerals for use in various product manufacturing processes. Today, Specialty Minerals Inc is the world's largest manufacturer of Precipitated Calcium Carbonates.



Specialty Minerals Inc has dedicated an investment of around INR 254.53 million towards establishing the PCC plant within the company premises.

$\text{CaCO}_3$

Precipitated Calcium Carbonate manufactured is used as a filler during production of paper.







Social farm forestry programs are green sustainable initiatives undertaken by paper companies in order to contribute to the small and marginal farmers of barren, non fertile land, apart from providing a catalyst to deforestation.

---



Kquantum launched the Social-Forestry and Plantation Project and is producing quality clonal plants of Eucalyptus and over the years has covered approximately 8,020 acres area under clonal plantation.

---



The company aims to augment the Clonal Propagation Center 's capacity to produce 1 crore clones annually, covering 50,700 acres by 2028-29 to ensure a sustainable source of wood material

---



These initiatives also contribute to securing raw materials within a specific radius hence reducing the overall manufacturing costs and highlighting a dependency on multi year resource visibility.

Our extensive product portfolio covers high-quality Agro and Wood based Maplitho, Copier, Specialty and Creamwove papers.

| Category  | Brand           | GSM Range |
|-----------|-----------------|-----------|
| MAPLITHO  | KOSHEEN         | 54-120    |
|           | KRESTO          | 52-120    |
|           | KOSMO LITHO WHT | 54-150    |
|           | KOSMO LITHO CRM | 54-150    |
|           | KOSMO LITHO SPX | 60 - 120  |
| COPIER    | K.ONE           | 65-80     |
|           | KALEELA*        | 72        |
|           | KONQUER         | 65-75     |
|           | KODEXA FS       | 80        |
| CREAMWOVE | KAPPA PREMIUM   | 52-100    |
|           | KUANTUM GOLD    | 42-100    |
|           | KUANTUM GOLD HB | 46-100    |
|           | KUANTUM KORRA   | 49-90     |
|           | KOPY+ HB        | 46-80     |





| Brand               | GSM Range |
|---------------------|-----------|
| KUANTUM BOND        | 85-100    |
| KRAYO*              | 49-68     |
| KOSMO LITHO*        | 60-90     |
| KREDA               | 58-95     |
| KOSMO CARTRIDGE WHT | 60-170    |
| KOSMO CARTRIDGE CRM | 60-170    |
| KOSMO PARCHMENT     | 80-105    |
| KOSMO STIFFNER AF   | 80-130    |
| KOSMO STIFFNER      | 60-200    |
| KOSMO ENFOLD WHT    | 58-150    |
| KOSMO ENFOLD LHT    | 58-150    |
| KOSMO PREMIUM WHT   | 60-200    |
| KOSMO PREMIUM CRM   | 60-200    |
| KOSMO KODEXA        | 58-90     |
| KOSMO KUPSTOCK      | 120-200   |
| KOSMO KARD          | 68-200    |
| KOSMO KARD YLO      | 68-200    |
| KOSMO THERMIC       | 40-80     |
| KOSMO SIPPS         | 60-120    |





Debottlenecking and upgrading plant operations to increase production capacity by ~ 50% and further optimize cost



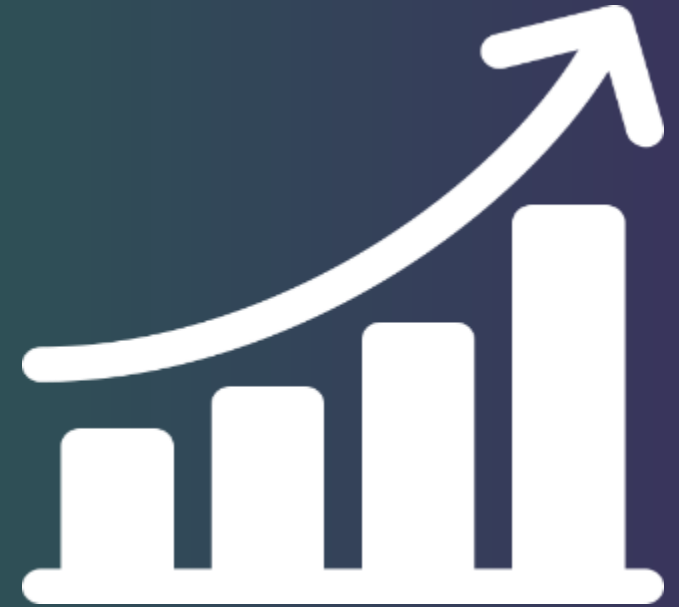
Leveraging single use plastic ban by developing a portfolio of specialty products for a sustainable future



Setting up Specialty/ Tissue paper machine to diversify product portfolio



Harnessing the power of Industry 4.0 including IoT, AI and cloud computing for operational efficiency and optimal resource utilization





Installation of Sewage Treatment Plant at Saila Khurd, Bharatpur Jattan and Raniaia.

Tree Plantation in Government schools & Panchayat Lands.

Financial Assistance to Government Schools and hospitals in surrounding villages.

Artificial Limbs Donation & Fitment Camps for the underprivileged individuals to help transform their lives.

Installation of Solar Lights in surrounding villages.

Providing Fire Tender facility with staff in case of Emergency in surrounding Villages.

Paving of roads and pathways.

Company run High School.

Organizing Blood Donation Camps & Free Medical Check-up Camps.

Distribution of sewing machines to widows & differently-abled women in surrounding villages.

Installation of RO systems with water Coolers for supply of drinking water free of charge in the vicinity of the mill.





### Sustainability Commitment

Kuantum is deeply committed to sustainability, as reflected in guiding motto.



### Carbon Footprint Reduction

The company has taken significant measures to minimize its carbon footprint through the adoption of eco-friendly practices.



### Water Conservation Priority

Deemed of paramount importance, Kuantum actively reduces fresh water usage through in-plant operations, emphasizing water reuse and recycling.



### Wastewater Utilization

Treated wastewater is utilized for irrigating over 2000 acres of farmland in nearby villages.



### Future Water Consumption Reduction Goal

Kuantum aims to achieve a nearly 35% reduction in water consumption in the future by incorporating the best available technologies.



### Co-Gen Power Plant Biomass Utilization

Biomass used in the Co-Gen Power Plant, including rice husk, wild grass, wood dust, and wheat straw dust, minimizes GHG emissions and decreases reliance on fossil fuels.



### Clonal Propagation Center role in Clonal Cultivation

Kuantum's on-site CPC plays a pivotal role in cultivating superior clones of fast-growing, high-yield pulp wood species like Eucalyptus, Poplar, Casuarina, Melia, and Subabul saplings.



### Social Farm Forestry Program Impact

Clones produced by the Clonal Propagation Centre are distributed to the farming community at subsidized rates, creating an additional source of income and ensuring a future and sustainable supply of wood raw material for the company.



### Clonal Propagation Center Capacity Augmentation Goal

The company aims to augment the Clonal Propagation Center's capacity to produce 1 crore clones annually, covering 50,700 acres by 2028-29 to ensure a sustainable source of wood material.



### Industry Benchmark in Sustainability

These focused efforts align with Kuantum's objective to set a benchmark in sustainable operations within the Indian Paper Industry.





## **INDUSTRY OVERVIEW**

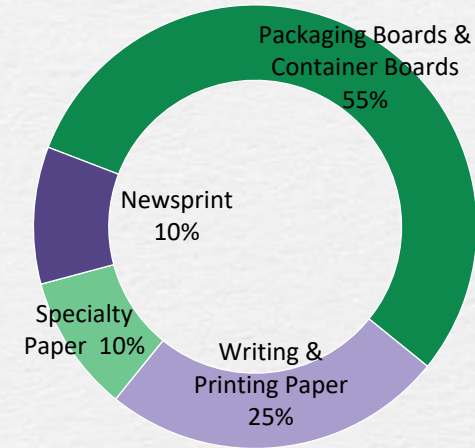
### Global and Domestic Position

- About 50% of global paper demand is in Asia, with India being the fastest-growing market. India's paper market is expected to grow at a compound annual rate of 4% to 5% until at least 2030. Various studies predict that the consumption of paper and board in India will increase from approximately 22 million tons currently to over 35 million tons by 2035.
- Global Presence: India's Paper Industry contributes to about 5% of the world's paper production.
- Economic Impact: The industry boasts an estimated turnover of ~\$9.6 billion USD, providing direct employment to 500,000 individuals and indirect employment to 1.5 million people.

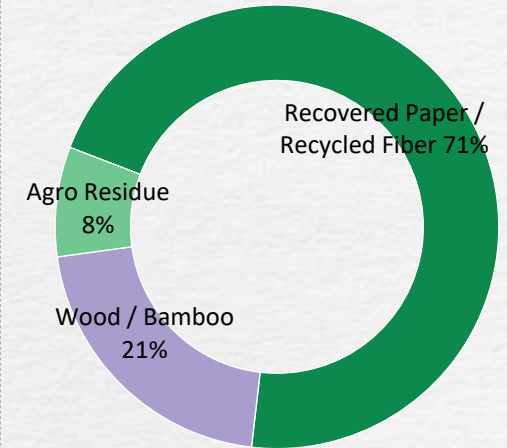
### Market Dynamics

- **Import-Export Scenario:**
  - India's paper is in demand in the neighboring countries such as **Sri Lanka, Bangladesh, Iran, and the UAE**.
  - Significant imports come from ASEAN countries, Japan, and China due to Free Trade Agreements. This has led to stagnation in paper export growth because of declining global pulp prices, resulting in a surplus of international products in Indian markets.
  - Indian Industry players are lobbying for higher import duties on paper products to protect domestic production.
- **Consumption Patterns:** India's per capita paper consumption is currently at **15-16 kg**, considerably lower than the global average of **~57 kg**. With increasing GDP, rising per capita income, and higher expenditure, per capita paper consumption is on the rise.
- **Growth Drivers:**
  - The online retail industry is expected to grow 20-25% over the next 2-3 years, boosting packaging demand.
  - Increasing use of computers and photocopying machines in corporate offices is fueling paper demand.
  - Expansion of co-working spaces and new office locations are contributing to demand growth.
  - Government investment in education and the implementation of the National Education Policy are set to enhance demand from the education sector.
  - Rising literacy rates, and an increase in the number of schools and universities, along with higher student enrolments, are key drivers to drive growth of writing and printing papers.
- **Environmental Trends:** Higher environmental concerns and increased awareness are driving the substitution of plastic products with paper, presenting new opportunities for the industry.

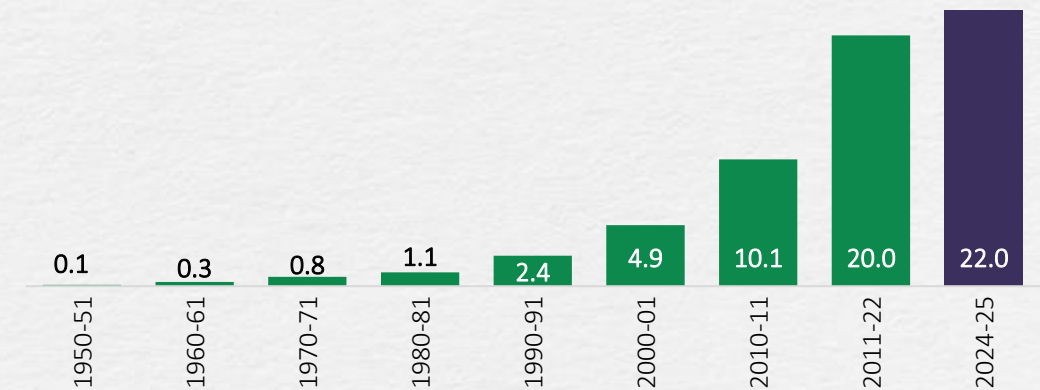
Domestic Market Share %



Estimated Production in Terms of Raw Materials Used %



RISING PRODUCTION OF PAPER INDUSTRY (INR MN)



Source : IPMA, IBEF, Prep news, invest India





## **FINANCIAL OVERVIEW**

# HISTORICAL INCOME STATEMENT

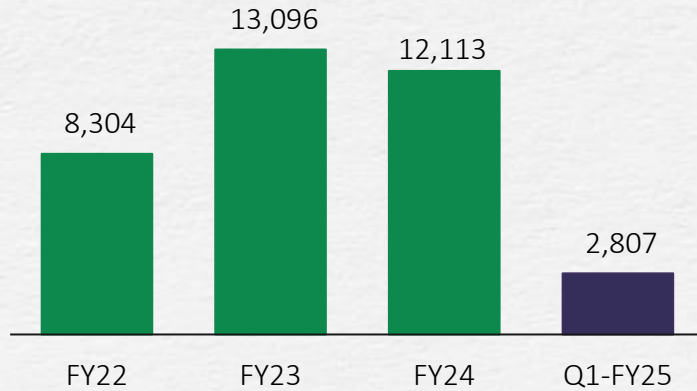
| PARTICULARS (INR MN)       | FY22          | FY23          | FY24          | Q1-FY25       |
|----------------------------|---------------|---------------|---------------|---------------|
| Operational Income         | 8,304         | 13,096        | 12,113        | 2,807         |
| Total Expenses             | 7,114         | 9,304         | 8,783         | 2,091         |
| EBITDA                     | 1,190         | 3,792         | 3,330         | 716           |
| <i>EBITDA Margins (%)</i>  | <i>14.33%</i> | <i>28.96%</i> | <i>27.49%</i> | <i>25.51%</i> |
| Other Income               | 38            | 36            | 56            | 9             |
| Depreciation               | 462           | 454           | 482           | 125           |
| Finance Cost               | 689           | 710           | 428           | 90            |
| Exceptional Items          | -             | 634           | -             | -             |
| PBT                        | 77            | 2,030         | 2,476         | 510           |
| Tax                        | (57)          | 668           | 638           | 128           |
| Profit After Tax           | 134           | 1,362         | 1,838         | 382           |
| <i>PAT Margins (%)</i>     | <i>1.61%</i>  | <i>10.40%</i> | <i>15.17%</i> | <i>13.61%</i> |
| Other Comprehensive Income | (2)           | (5)           | (6)           | -             |
| Total Comprehensive Income | 132           | 1,357         | 1,832         | 382           |
| Diluted EPS (INR)          | 1.54          | 15.60         | 21.07         | 4.38          |



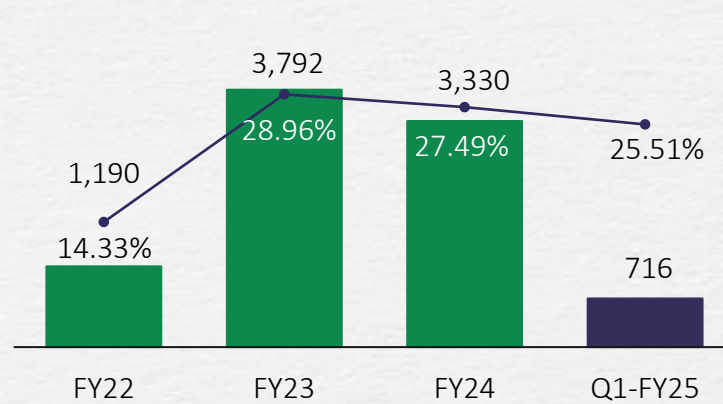
| ASSETS (INR MN)                 | FY22          | FY23          | FY24          |
|---------------------------------|---------------|---------------|---------------|
| <b>Non-Current Assets</b>       |               |               |               |
| Property, plant and equipment   | 14,006        | 14,068        | 14,678        |
| Capital work-in-progress        | 289           | 306           | 419           |
| Investment property             | 76            | 75            | 74            |
| Other intangible assets         | -             | -             | -             |
| Financial assets                |               |               |               |
| • Other financial assets        | 86            | 39            | 39            |
| Income tax assets (net)         | 3             | 16            | 16            |
| Other Non-current assets        | 148           | 259           | 585           |
| <b>Total Non-Current Assets</b> | <b>14,608</b> | <b>14,763</b> | <b>15,811</b> |
| <b>Current Assets</b>           |               |               |               |
| Inventories                     | 869           | 901           | 1,128         |
| Financial assets                |               |               |               |
| • Trade receivable              | 606           | 287           | 342           |
| • Cash and Cash equivalents     | 36            | 15            | 706           |
| • Other bank balances           | 130           | 157           | 73            |
| • Others financial assets       | 27            | 16            | 28            |
| Other current assets            | 485           | 756           | 789           |
| <b>Total Current Assets</b>     | <b>2,153</b>  | <b>2,132</b>  | <b>3,066</b>  |
| <b>Total Assets</b>             | <b>16,761</b> | <b>16,895</b> | <b>18,877</b> |

| EQUITY & LIABILITIES (INR MN)        | FY22          | FY23          | FY24          |
|--------------------------------------|---------------|---------------|---------------|
| <b>Equity</b>                        |               |               |               |
| Equity share capital                 | 87            | 87            | 87            |
| Other equity                         | 8,218         | 9,581         | 11,151        |
| <b>Total Equity</b>                  | <b>8,305</b>  | <b>9,668</b>  | <b>11,238</b> |
| <b>Liabilities</b>                   |               |               |               |
| <b>Non-Current Liabilities</b>       |               |               |               |
| Financial liabilities                |               |               |               |
| • Borrowings                         | 6,448         | 3,678         | 3,070         |
| • Other financial liabilities        | 181           | 228           | 247           |
| Provisions                           | 12            | 13            | -             |
| Deferred tax liabilities (net)       | 13            | 1,172         | 1,257         |
| Deferred income                      | 55            | 49            | 46            |
| <b>Total Non-Current Liabilities</b> | <b>6,709</b>  | <b>5,140</b>  | <b>4,620</b>  |
| <b>Current Liabilities</b>           |               |               |               |
| Financial Liabilities                |               |               |               |
| • Borrowings                         | 1,176         | 1,450         | 2,055         |
| • Trade payables                     | 357           | 258           | 569           |
| • Other financial liabilities        | 143           | 198           | 233           |
| Other current liabilities            | 59            | 84            | 77            |
| Provisions                           | 2             | 3             | 1             |
| Deferred income                      | 5             | 3             | 3             |
| Current tax liabilities (net)        | 5             | 91            | 81            |
| <b>Total Current Liabilities</b>     | <b>1,747</b>  | <b>2,087</b>  | <b>3,019</b>  |
| <b>Total Liabilities</b>             | <b>8,456</b>  | <b>7,227</b>  | <b>7,639</b>  |
| <b>Total Equity and Liabilities</b>  | <b>16,761</b> | <b>16,895</b> | <b>18,877</b> |

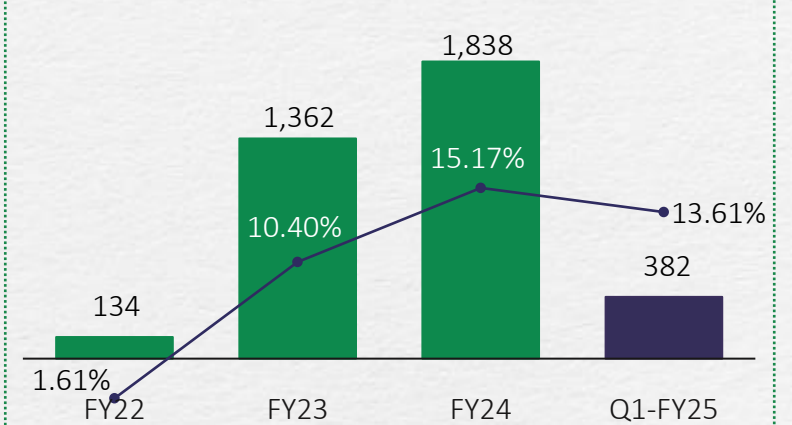
Operational Revenue (INR Mn)



EBITDA (INR Mn) &amp; EBITDA Margin (%)



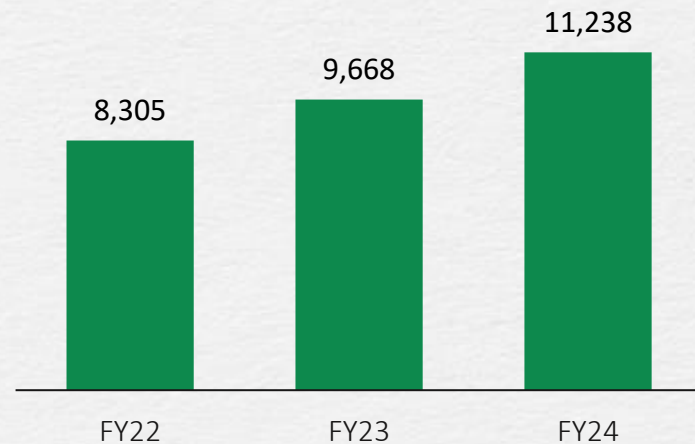
PAT (INR Mn) &amp; PAT Margins (%)



Net Debt to Equity



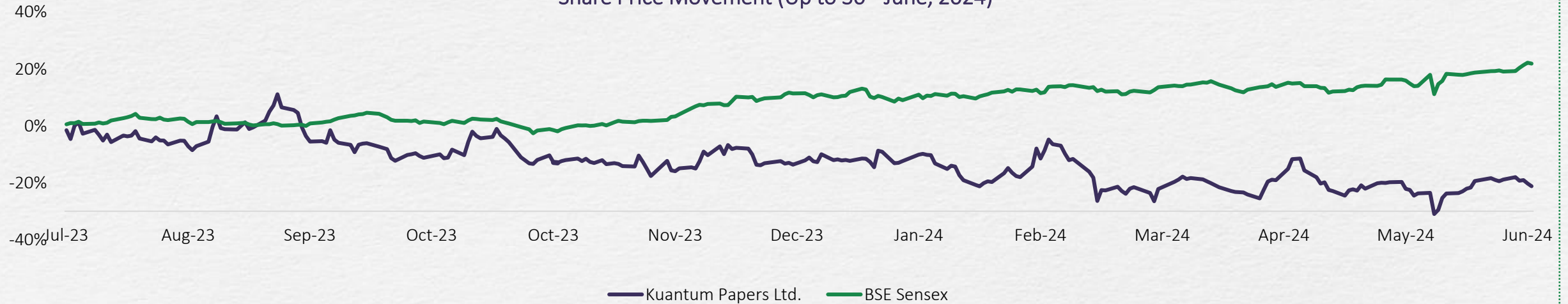
Net Worth (INR Mn)



Cash Conversion Cycle

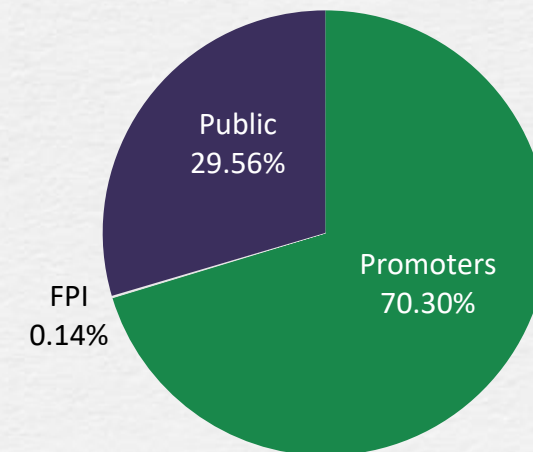




Share Price Movement (Up to 30<sup>th</sup> June, 2024)Price Data (30<sup>th</sup> June, 2024)

INR

|                                  |               |
|----------------------------------|---------------|
| Face Value                       | 1.0           |
| Market Price                     | 156.9         |
| 52 Week H/L                      | 225.5 / 128.2 |
| Market Cap (Mn)                  | 13,687.3      |
| Equity Shares Outstanding (Mn)   | 87.3          |
| 1 Year Avg Trading Volume ('000) | 303.5         |

Shareholding Pattern as on 30<sup>th</sup> June, 2024

*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management Kuantum Papers Limited ("Company" or "Kuantum Papers Ltd."), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.*

*This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.*

**Valorem Advisors Disclaimer:**

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and 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. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.*

**For further details, please feel free to contact our Investor Relations Representatives:**



**Mr. Anuj Sonpal**  
**Valorem Advisors**  
Tel: +91-22-49039500  
Email: [anuj@valoremadvisors.com](mailto:anuj@valoremadvisors.com)





**Thank You**