



Emami Paper Mills Limited



Our source of Inspiration



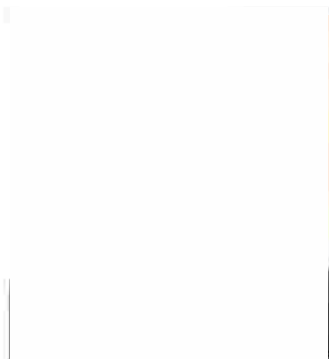
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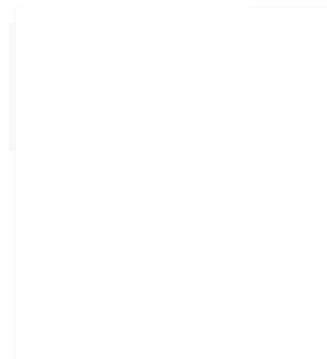
Board of Directors



Mr. A. V. Agarwal
Executive Chairman



Mr. Manish Goenka
Director



Mrs. Richa Agarwal
Director



Mr. J. Godbole
Independent Director



Mr. H. M. Marda
Independent Director



Mr. J. K. Khetawat
Independent Director



Mr. P. S. Patwari
Executive Director and CEO



Mr. S. Balasubramanian
Independent Director



Mr. Shyamalendu Chatterjee
Independent Director



Mr. S. K. Khetan
Director (Operations) & CFO

Management team



Mr. M. B. S. Nair
Head Strategy & Operations



Mr. A. A. Gupta
President



Mr. B. Agarwal
President



Mr. S. Mukherjee
Sr. Vice President
(Marketing & Sales)



Mr. G Saraf
Vice President (Finance)
& Secretary



Mr. P. Chhajer
Vice President (Engg.)



Mr. S. Goenka
Vice President



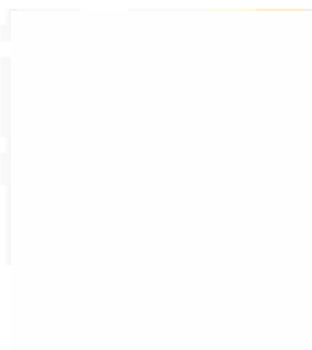
Mr. S. Patwari
Vice President



Mr. A. K Singh
Vice President
(Production)



Mr. H. K. Mohanty
Assistant Vice President
(Kolkata Works)



Mr. M. K Agarwal
Assistant Vice President
(Finance)



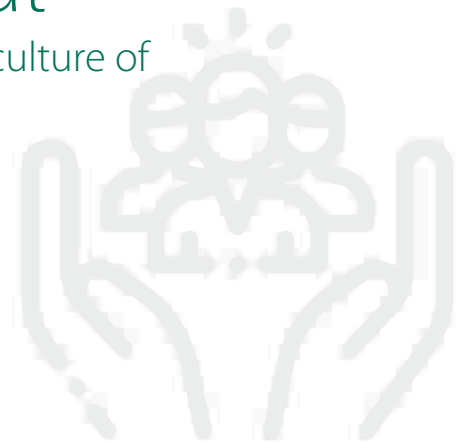
Mr. A. Khemka
Assistant Vice President
(Purchase)

Our founders' believe that

Success is imperative if we don't evolve to integrate the culture of collective leadership along with social bonding.

We believe in the philosophy of "Serving Society through Industry". Though still a voluntary activity, corporate social responsibility is traditionally driven by a moral obligation and philanthropic spirit. Over time it has become an integral part of our business.

We are committed to enhance education, healthcare and environment protection awareness; conduct affairs of our Company in a socially acceptable manner; understand, support & develop the communities and the cultures within which we operate; work harder to ensure safety of the people connected with the Company and the surroundings.



Promoting Education - Bench cum Desk installation at Vivekananda Shiksha Kendra, Mukhura



Promoting Education - Cots installation at Ranipatna Blind School



Promoting Education - Free Exercise Notebook Distribution



Helping Hand - Relief Material Distribution during Super Cyclone Fani



Corporate Information

BOARD OF DIRECTORS

Mr. A.V. Agarwal

Executive Chairman

Mr. Manish Goenka

Director

Mrs. Richa Agarwal

Director

Mr. J. N. Godbole

Independent Director

Mr. H.M. Marda

Independent Director

Mr. J.K. Khetawat

Independent Director

Mr. P. S. Patwari

Executive Director & CEO

Mr. S. Balasubramanian

Independent Director

Mr. Shyamalendu Chatterjee

Independent Director

Mr. S. K. Khetan

Director (Operations) & CFO

(w.e.f. 7th November, 2019)

HEAD - STRATEGY & OPERATIONS

Mr. M. B. S. Nair

VICE PRESIDENT (FINANCE) & SECRETARY

Mr. G. Saraf

AUDITORS

M/s Agrawal Subodh & Co.

Chartered Accountants

301, Victoria House, 3rd Floor

1, Ganesh Chandra Avenue

Kolkata - 700013

BANKERS

State Bank of India

ICICI Bank Limited

DBS Bank Limited

Yes Bank Limited

IDBI Bank Limited

Axis Bank

HDFC Bank

Allahabad Bank

Export Import of India

RBL Bank Limited

DCB Bank Limited

IDFC First Bank Limited

IndusInd Bank

WORKS

Balgopalpur, Balasore-756020
(Odisha)

R. N. Tagore Road, Dakshineswar
Kolkata – 700035
(West Bengal)

REGISTERED OFFICE

'ACROPOLIS'

Unit No. 1, 15th Floor,
1858/1, Rajdanga Main Road,
Kasba, Kolkata – 700 107

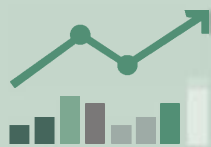
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Management Discussion and Analysis

A. INDUSTRY STRUCTURE & DEVELOPMENTS

GLOBAL PAPER INDUSTRY

Global paper and paperboard industry is expected to grow with a CAGR of 1.1% to reach 482 million tons by 2030. The growth will be achieved by recovery in economy, consumer awareness for sustainable packaging and increasing environmental concerns.

The world's three largest paper producing countries are China, the United States and Japan. These countries account for approximately half of the world's production. India accounts for a small but growing its share in the global market. In the past few years, demand has contracted slightly due to digital media, internet and paper less communication means. However improved demand in the packaging of FMCG products, rising spend on healthcare, E-commerce and ready-to-eat foods will support paperboard segment.

Paper industry occupies a prestigious position among the various manufacturing enterprises in view of its significant contribution to the society. Role of paper in promotion of literacy & education, print media for an important source of information & knowledge and in packaging of commodities of commercial value, makes it an indispensable product. With the focus now shifting towards eco-friendly and sustainability, paper packaging is expected to gain traction with many countries pushing for paper packaging products over plastic packaging, which poses a significant threat to the environment. Higher recycling demand will further push the use of paper as a packaging material, with consumers and businesses looking for solutions that help in cost reduction as well as keeping the environment safe while keeping government regulations intact. The centre of paper industry is also

shifting towards eco-friendlier goods and technology. Over all, the paper industry is projected to remain steady and healthy across the globe.

COVID-19 pandemic is expected to affect supply chain for few months in the current financial year as human wellbeing would be top priority but world economy is sure to rebound in the rest of the year with focus to create a strategy that maintain production capacity while safeguarding health for all.

INDIAN PAPER INDUSTRY

India holds 15th rank among paper producing countries in the world with a total installed capacity of 16 million tons. India's share in the demand of paper is further growing as the domestic demand is increasing at a steady pace with the continued growth in GDP. Indian paper industry accounts for about 3.7% of the world's production of paper. The estimated turnover of the industry is ₹ 60,000 crores (USD 8.5 billion approximately) and its contribution to the exchequer is around ₹ 4,500 crores. The industry provides employment to more than 0.5 million people directly and 1.5 million people indirectly.

It is expected that the overall demand of paper and paper board will grow at a CAGR of 7% and projected to grow continuously till 2030 to reach an estimated capacity of 27 million tons. Demand for Packaging Paper and Board segment is expected to grow faster at a CAGR of 8.9%. In spite of the sustained growth witnessed by the industry, the per capita paper consumption in India stands at a little over 13 kg which is well below the global average of 57 kg and significantly below 200 kg in North America and the Asian countries average of 40 kg leaving scope for big rise in demand in India.

Management Discussion and Analysis (Contd.)

Based on raw materials, the market has been categorised into recycled paper, wood and agro residue. The recycled paper segment is expected to dominate the market during forecast period being environment friendly owing to growing concern about the global warming, protection of forests and conservation of resources.

The demand of paper is largely driven by:

- **Education and Government:** Efforts to improve the primary and higher education under Sarva Shiksha Abhiyan by Government of India is driving the students' enrolment and continuation of education in rural and urban areas.
- **Offices:** Printing Paper usage for legal and formal documents, printing and stationery, sticky work habits favoring paper.
- **E-Commerce and technology:** Internet penetration is creating new business models and demand for industrial packaging, consumer packaging and printing and writing paper.
- **Economic Activity:** The increase in economic activity is expected to open up more avenues (Manufacturing sector, Office space) for paper demand.
- **Demographics and Lifestyle:** Increased literacy rate, telecom penetration and emerging middle class spending on books, magazines, online shopping, fast food consumption, pro-environment choices (Plastic ban)
- **Consumerism:** Higher disposable income coupled with urbanization is expected to drive new and different consumer behaviours and drive demand for paper products.

Growing manufacturing sector, requirement of better quality packaging of FMCG products marketed through organised retail and demand for the upstream market of paper products, such as tissue paper, filter paper, tea bags, light weight online coated paper and medical grade copier paper and packaging Board for all the above products as secondary packing are expected to drive the paper and paperboard market in India in coming years.

Among the application segments, the demand of paperboard and packaging is growing at fastest pace as paperboard and packaging caters to industries including FMCG, pharma, food and beverages, textiles and electric & electronic goods. The segment is also expected to dominate the market owing to factors such as urbanisation, increasing preference for ready to eat foods and requirement of better quality packaging and such products marketed through organized retail and e-commerce segments.

Industry Segmentation: Paperboard segment demand is growing at a faster pace as compared to Printing & Writing and Newsprint segments. Strong economic growth has been accompanied by equally robust demand for paper. The demand drivers and growth triggers have come from a combination of factors such as rising income levels, growing per capita expenditure, rapid urbanization and a larger proportion of earning population which is expected to lead consumption and there is enormous potential for the paper industry in the country. The individual segments are expected to grow as follows:

- **Printing and Writing segment:** Rising literacy rate and universalization through legislative steps like Right to Education, government measures like Sarva Shiksha Abhiyan and mid-day meal schemes, increased spending on education are the main reasons for growth in the demand of Printing and Writing Paper. Printing and Writing Paper forms 29% of domestic paper market. Demand is expected to grow at a CAGR of 4.2% and reach 6 million tons by 2021. In the Writing & Printing Paper segment, cut size paper is projected to grow at a healthy rate of 10.5% CAGR driven by the education and office stationery segments.
- **Consumer Packaging Board Sector:** Paperboard packaging is a versatile and cost efficient method to protect, preserve and transport a wide range of consumer products with extensive applications across several industrial verticals from healthcare to food and beverages industry and personal care to home care. Furthermore, paper and paperboards are also used to make