



**AGILITY.  
STABILITY.  
SUSTAINABILITY.**



John Lily

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**A COMBINATION OF AGILITY,  
STABILITY AND SUSTAINABILITY  
HELPED KANPUR PLASTIPACK  
LIMITED ENDURE MORE THAN  
FOUR DECADES IN A VOLATILE  
RAFFIA INDUSTRY.**

COUNTERING CHALLENGING  
RESOURCE COSTS.

RIDING EVOLVING  
CONSUMER PREFERENCES.

BRIDGING GENERATIONAL  
CHANGES.

LEVERAGING AN ERA OF  
SWEEPING GLOBALISATION.



## AGILITY.

CUSTOMERS SEEK TO WORK WITH AGILE, DYNAMIC AND KNOWLEDGE-DRIVEN FIBC SOLUTION PROVIDERS.

Kanpur Plastipack is one such major FIBC manufacturer.

Possessing a rich heritage of 45 years and wide experience across market cycles.

Driven by a focus on relationship-led marketing, enabling it to create a robust product niche.

Backed by low-cost manufacture, high product quality, timely service and wide distribution competencies.

## STABILITY.

CUSTOMERS SEEK STABLE AND DEPENDABLE BUSINESSES THEY CAN TRUST.

Kanpur Plastipack's three generations provide customers a reassuring picture of continuity and change.

The result is stable customer relationships accounting for a larger share of the customer wallet. Almost 70% of the Company's revenues were derived from longstanding customers serviced for five years or more.

A stable workforce touching more than 2,500 families was inspired by a healthy HR policy that helped the Company achieve challenging goals.

## SUSTAINABILITY.

CUSTOMERS SEEK TO WORK WITH COMPANIES POSSESSING A CREDIBLE AND SUSTAINABLE BALANCE SHEET.

Kanpur Plastipack's turnover grew 34% in the five years ending 2015-16; profit after tax grew 58% during the period. The Company reported profitable growth for the 20th year running in 2015-16.

The Company distributed ₹ 9.97 crore in dividend (including dividend distribution tax) to shareholders over the decade. Besides, it enriched the local community through ₹ 14.30 crore disbursed as wages and salaries in 2015-16.



FIBC



MFY

## KANPUR PLASTIPACK HAS ENDURED AND SUCCEEDED ON ACCOUNT OF ITS COMPETITIVE OPERATIONAL LOW-COST ENGINE.

THIS COMPETITIVENESS HAS TRANSLATED INTO VIABILITY ACROSS MARKET CYCLES.

REFLECTED IN THE ABILITY TO COMMISSION CAPACITIES AHEAD OF DEMAND; THE ABILITY TO COMMISSION CAPACITIES AT RELATIVELY LOWER COSTS; THE ABILITY TO PROVIDE A WIDE AND CUSTOMIZED PRODUCT SUITE.

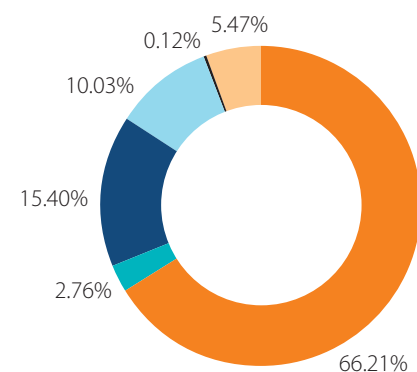
### Our business

Kanpur Plastipack was established in 1971 as a raffia flat tapes and woven sacks manufacturing enterprise. The Company graduated to the production of FIBCs and bulk bags in 1999. The last six years has seen the Company diversify into PP multi-filament yarn (MFY), adding a trading division where the Company is a consignment stockist of IOCL and incorporating a solar energy division for captive consumption.

Kanpur Plastipack is one of the few companies in India to offer a complete range of packaging products and services under one roof. The Company possesses a rated capacity of 7 million FIBCs per annum; with woven PP fabric, the aggregate capacity is 14,000 MTPA. The Company is also one of the few in India to offer 'clean room bags' for food packaging with all international certifications.

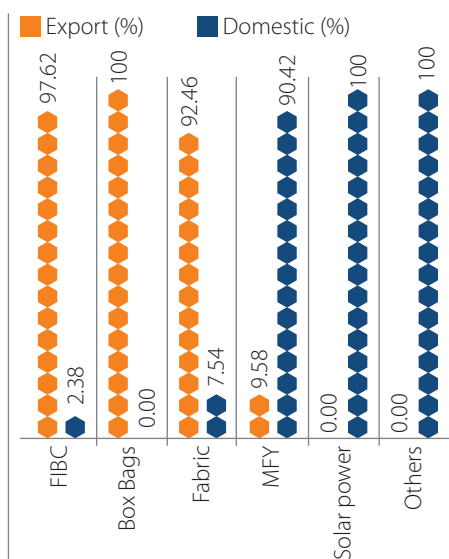
### Business profile

Percentage of total revenue



■ FIBCs 
 ■ Box Bags 
 ■ Fabric 
 ■ MFY 
 ■ Solar power 
 ■ Others

Revenue distribution product-wise, 2015-16



Export performance, 2015-16



Three generation of promoters



'Clean' room

### Our promoters

Mr. M.S. Agarwal founded the Company and continues as its Chairman Emeritus. The Company is ably run under the stewardship of Mr. Manoj Agarwal, Managing Director, and his son Mr. Shashank Agarwal, Director Technical, a rare instance of three generations extremely engaged in the business.

### Our customers

Kanpur Plastipack values relationships. The Company prides in enduring associations with repeat customers, a number of whom have been working with the Company for more than 20 years. The Company has been providing packaging goods for 45 years. We are proud to state that we are not just product providers; we engage as active

partners with customers, emerging as a reliable part of their success story. Besides, our strength lies in marketing products to diverse geographic locations, insulating us from location concentration risks.

Kanpur Plastipack's products are used across a range of applications that include fertilizers, cement, animal feed and pet food, seeds, chemicals and minerals, sugar and flour, among others. Almost 42 million tons of finished goods were packed in our products by customers during the last decade.

### Our infrastructure

Kanpur Plastipack operates from two facilities with world-class equipment, located within a mile of each other. It is also among the few in the industry to

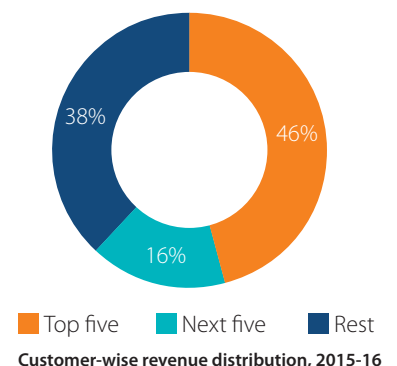
offer certified, food-grade bags that are HACCP, BRC and AIB-certified from its clean room facility. With over 350,000 sq. ft of built-up factory and warehousing areas, the Company possesses adequate space for a modern unit. The Company recently purchased about 20 acres in Kanpur Rural to facilitate expansion and growth.

### Our listing

The Company is listed on the BSE. Its market capitalization was almost ₹ 100 crores as on 31 March 2016. The promoter group held 69.19% of the Company's outstanding equity on that date. The management has proposed a final dividend of 6% (FV per share ₹ 10) in 2015-16, over and above the 12% interim payout in March 2016.

#### Why customers select to work with us across the long-term

- We bring to them a rich bandwidth of knowledge and experience extending across 45 years
- We own and operate world-class manufacturing infrastructure
- We offer a completely integrated facility - a one-stop convenience
- We possess a clean room facility for 'food grade FIBC'
- We possess several food grade certifications
- We have invested in comprehensive testing facilities, skilled workmen and qualified technicians
- We use clean renewable energy
- We believe in long-term customer relationships
- We ensure a timely resolution of customer issues and queries
- We assure guaranteed, on-time product dispatch
- We deliver products with speed, critical in a business where the dispatch of the customer's products depends on our timely shipment





**KANPUR PLASTIPACK IS  
A RESPECTED GLOBAL  
MANUFACTURER  
OF WORLD-CLASS  
FLEXIBLE INTERMEDIATE  
BULK CONTAINERS.**

THE FIRST STOP  
FOR A NUMBER  
OF DEMANDING  
CUSTOMERS  
WHO SEEK A  
COMPREHENSIVE  
SOLUTION FOR THEIR  
BULK PACKAGING  
NEEDS.

A DEPENDABLE  
PARTNER FOR  
CUSTOMERS SEEKING  
PEACE OF MIND.







**How do you transfer bulk products with the highest hygiene safeguards built into the packaging?**

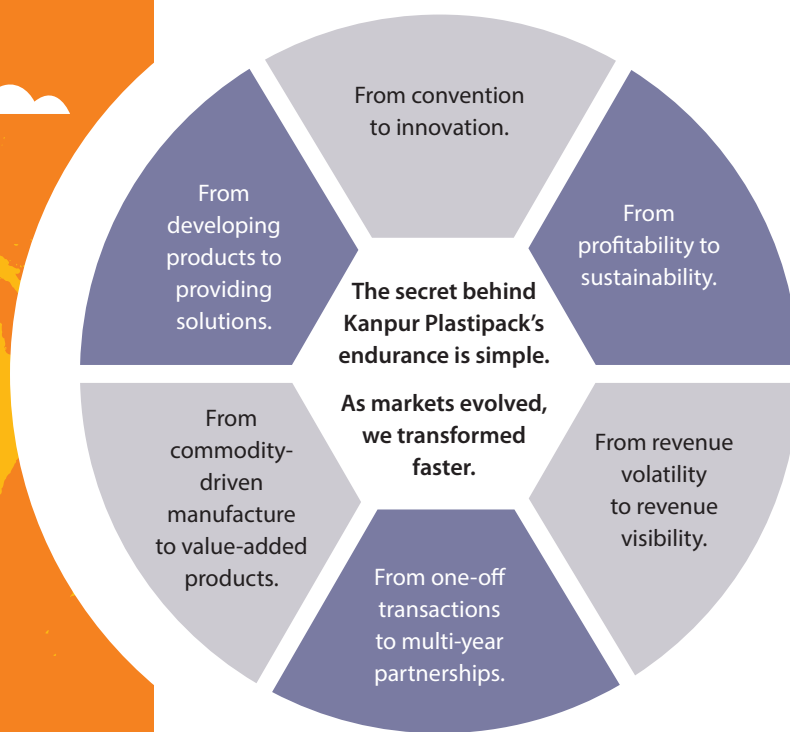
**How do you transfer bulk polymers and petrochemicals with the highest transportation efficiency?**

**How do you transfer sugar and milk powder to destinations with zero contamination?**

A growing number of large, global customers are turning to Kanpur Plastipack for these dependable packaging solutions.

By virtue of its extensive integration with the packaging needs of its customers, the Company grew revenues to ₹ 249 crore in the year ending 2015-16.

*Agility. Stability. Sustainability. They enrich.*



## STATEMENT FROM THE TOP



*Dennis Shacholberg*

THERE ARE A NUMBER  
OF REASONS WHY OUR  
CUSTOMERS SELECT TO  
WORK WITH US.

**One**, industrial bulk packaging is key to any user of bags. We strive to deliver our products on schedule, which makes it possible for our customers to dispatch the end product on time.

**Two**, Kanpur Plastipack introduced research-based engineering innovation in a typically undifferentiated product space. The Company was among the first FIBC companies in India to manufacture stiff loops out of polypropylene (PP) that strengthened product durability and transportability; the Company produced special bags for packaging extremely fine powder that eliminated leaks.

**Three**, the Company adopted lean manufacturing practices in a largely manual environment towards strengthening business excellence.

**Four**, we are gradually altering our customer base towards more demanding end-users and are improving margins by offering value-added products where the focus has extended from volumes to profitability.

**Five**, we have instituted an exclusive customer support team to enhance customer experience. The team works closely with customers, comprehending their requirements collaboratively, exploring solutions and addressing ongoing service needs. Our strength lies in building and nurturing relationships in a continuous way.