

# Highest ever!

**(its just the beginning)**





## In fond memory

A tribute to our founder member, **Mr. K. K. Jhunjhunwala**, whose vision continues to remain our guiding light.

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## Disclaimer

In this annual report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements – written and oral – that we periodically produce/publish contain forward-looking statements that set out anticipated results based on the management's plans and assumptions.

We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected.

**“The beginning is  
most important  
part of the work.”**

-Pluto

**At Yash Papers it's the beginning  
of an exciting journey, a journey  
of consistent outperformance  
and creating a new high every day.**



# **"An ounce of performance is worth pounds of promises"**

*-Mae West*

**A journey defined by...**



**A journey that helped Yash Papers to report the best-ever performance in its existence, a foundation of continuous outperformance.**



**We could have been happy following what others were doing and get lost in the clutter.**

**Instead, we focused on the path less travelled.**

**We focused on specialized products having a niche market and better realizations.**

**We focused on investing in R&D to create products that would reduce non-biodegradable waste and make the world a better place.**

**We focused on enhancing efficiency to drive profitable growth in the organization.**



**Our achievement: We reported 3.11% and 44.94% increase in paper and pulp production respectively, driving our turnover growth of 9.99%, operating profit surge of 102.06% and net profit increase of 60.27% - the best ever in the history of Yash papers.**

**And we believe that this is just the beginning of superior performance.**

# Continuous improvement of our operations is helping us in consistent outperformance.

**We believe that the key to succeed in a highly competitive environment is to drive operational discipline.**



We automated the complete operations of the pulp mill which helped us in enhancing quality on one hand and enhance productivity on the other.

We enhanced the production capacity of PM3 by 785 MT (4.30%) tonnes during this year.

We focused on new variants, enhanced quality of the existing, which helped us in strengthening our average realisations.

We optimized raw material consumption through reengineering the input mix without compromising the output quality; reduced power consumption; initiated cost saving measures in waste management which significantly saved cost.



**Our achievement:**  
**our initiatives not just helped us in reporting a strong topline growth, but also helped us in reporting a strong profitable growth during the year under review.**

**At Yash Papers,  
reinventing ourselves  
continuously is the basis of  
our sustainable growth.**



**The core of our business is creating a differentiated business model on one hand and being responsible on the other. While wood-based pulp was an easy option to make paper, we focused on making pulp from bagasse (a byproduct of sugarcane).**



We identified that one of the major reasons for environmental pollution is plastic bags. At Yash Papers, we focused on manufacturing paper bags. We tied up with a Swedish technology provider to ramp up our technical edge.

We focused on introducing new grades for the market. We paved the way for entering the colour wrapping segment.

We enhanced quality, ramped up capacity and enhanced capacity utilization.

**Our achievement:**  
**Demand for our material for making paper bags grew month-on-month basis in 2017-18; Detpak, one of the major paper bag producers in the world, became our customer.**



**At Yash Papers,  
the beginning of a new era  
came with making products  
that are suitably poised  
towards one's health and  
environment.**



**Eating hot food from plastic  
tableware is highly carcinogenic.  
Besides, even the first plastic plate  
thrown on earth is yet to decompose  
and is causing environmental  
catastrophe across the world.**