



# TAMIL NADU NEWSPRINT AND PAPERS LIMITED





# Mill View



## Unit I - Karur District

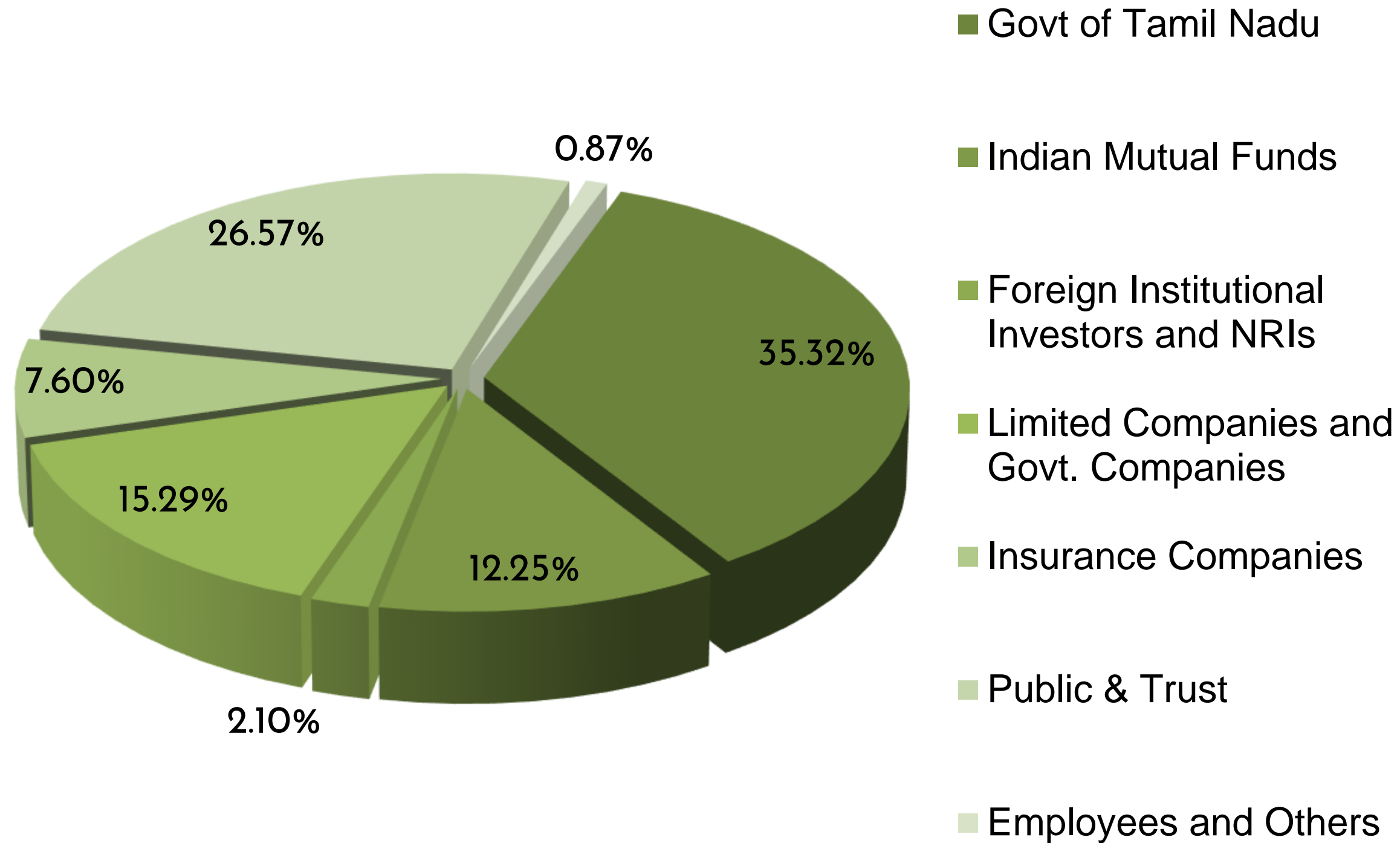


## Unit II - Trichy District





# Shareholdings as on 31.03.2022





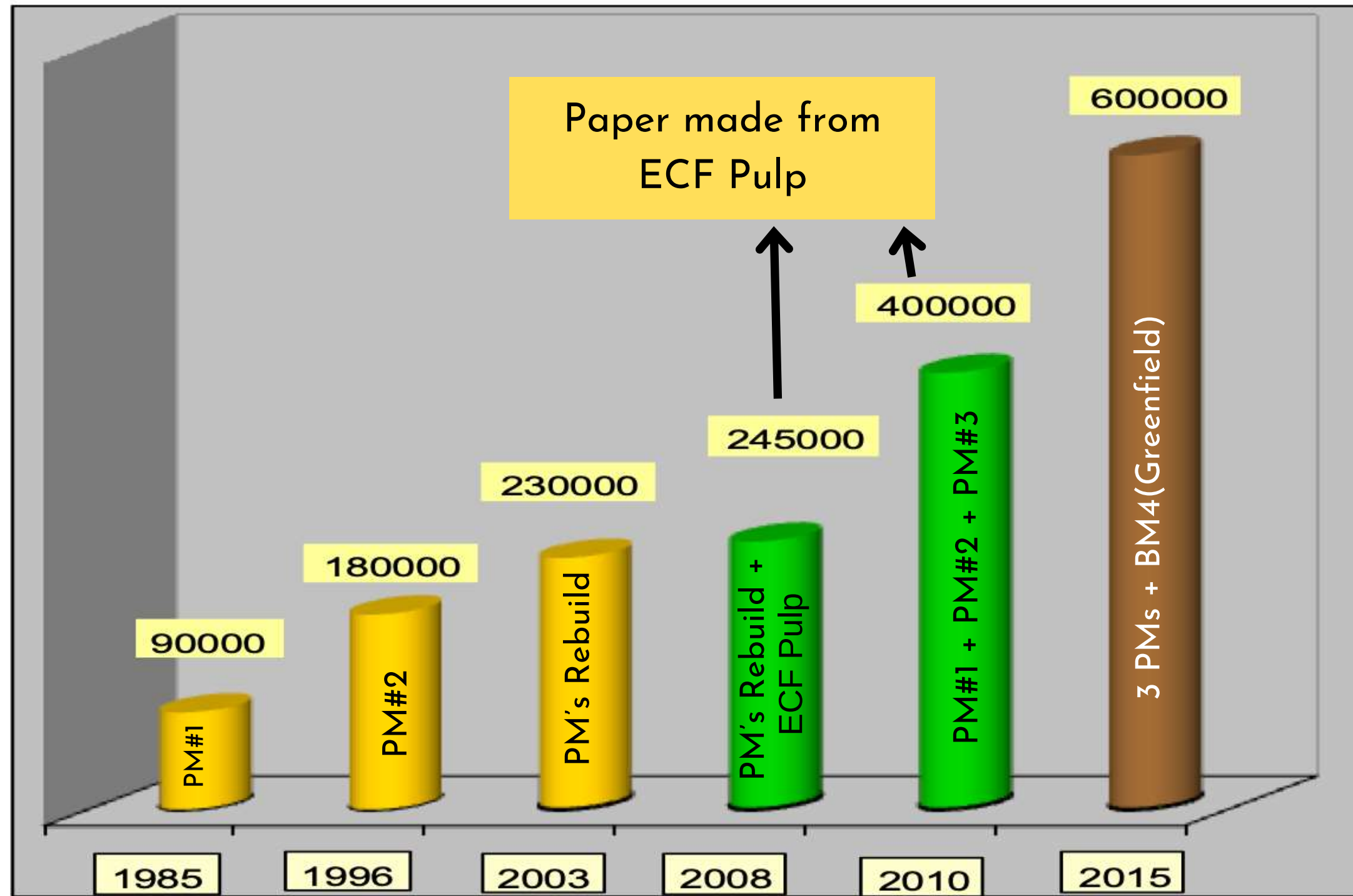
# Overview



- Promoted by Government of Tamilnadu to manufacture paper using bagasse as primary raw material
- Grown from an initial capacity of 90,000 tpa to 600,000 tpa between 1985 and 2016 in five stages.
- Hard wood and bagasse Pulping capacity increased from 275 tpd to 880 tpd between 1985 and 2010.  
Installed 300 tpd Deinking pulp plant during 2013
- TNPL is self sufficient in captive power and operates a 103.62 MW power plant in Unit I and 30 MW in Unit II
- Largest bagasse based paper mill in the World. Consumes 14 lakh MT bagasse per annum and Only plant in country to make excellent quality Writing and Printing and Copier paper with predominantly Bagasse pulp and Deinked pulp
- India's largest exporter of Printing & Writing paper. Exports about 1/5th of production to over 60 countries across the globe.
- Only Indian company which has a waste management plant with a cement plant (LSFM) to mitigate environmental impact.



# Growth in Paper/Board Production capacity

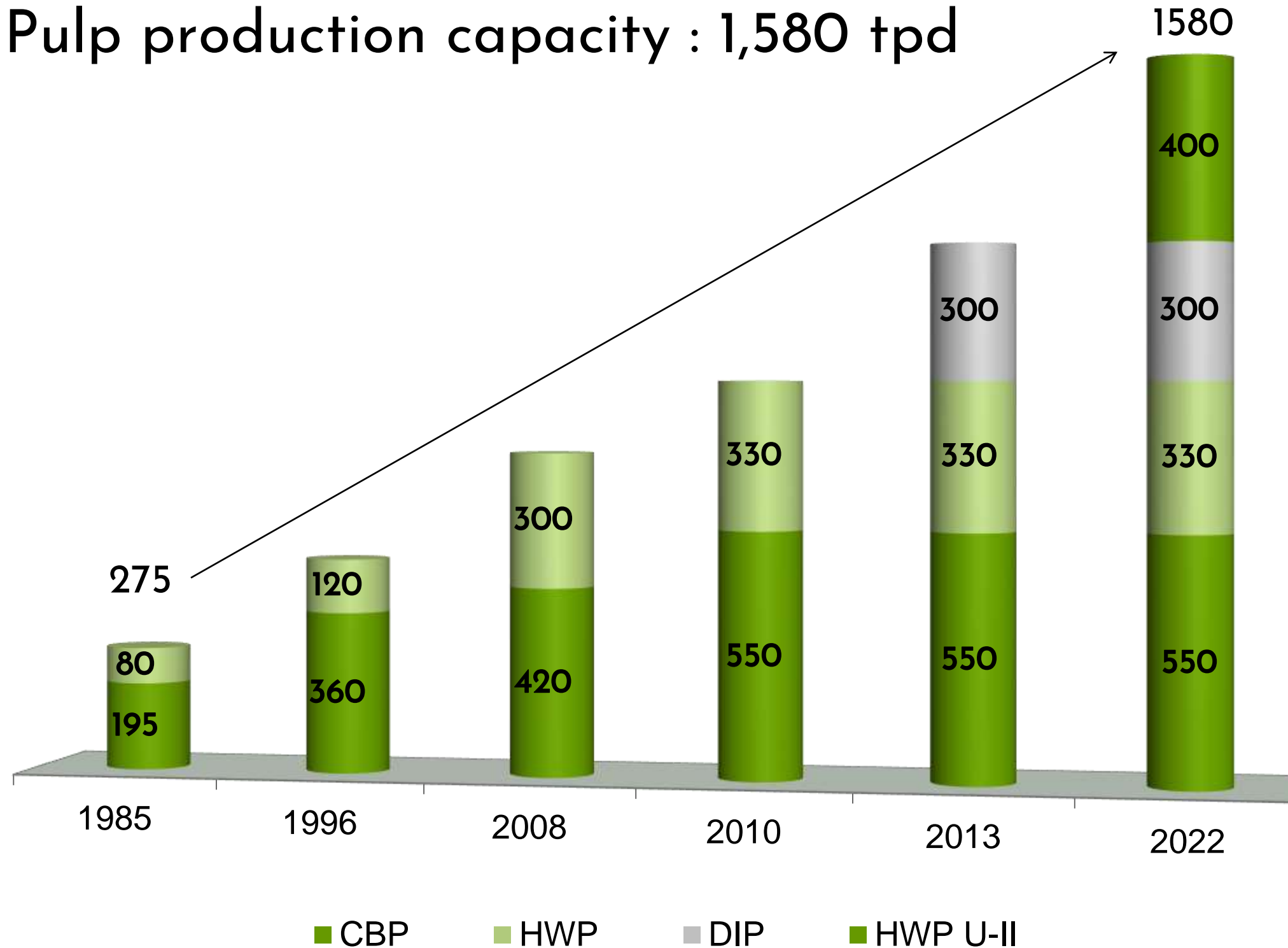




# Growth in Pulp



Total Pulp production capacity : 1,580 tpd



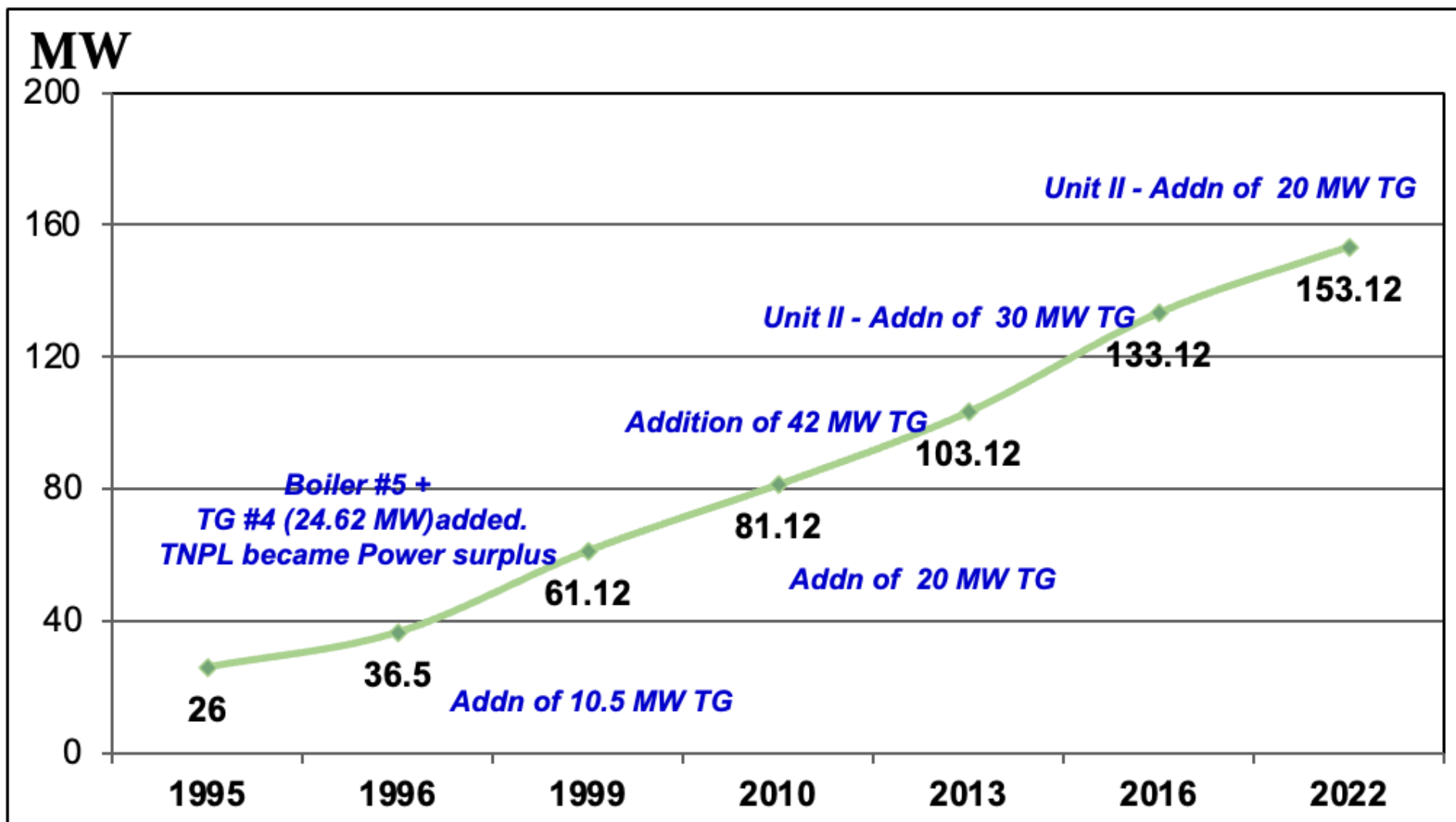
2022 : Commenced trial production from 400 tpd Hard Wood pulp plant at Unit II



# Growth in Power Generation

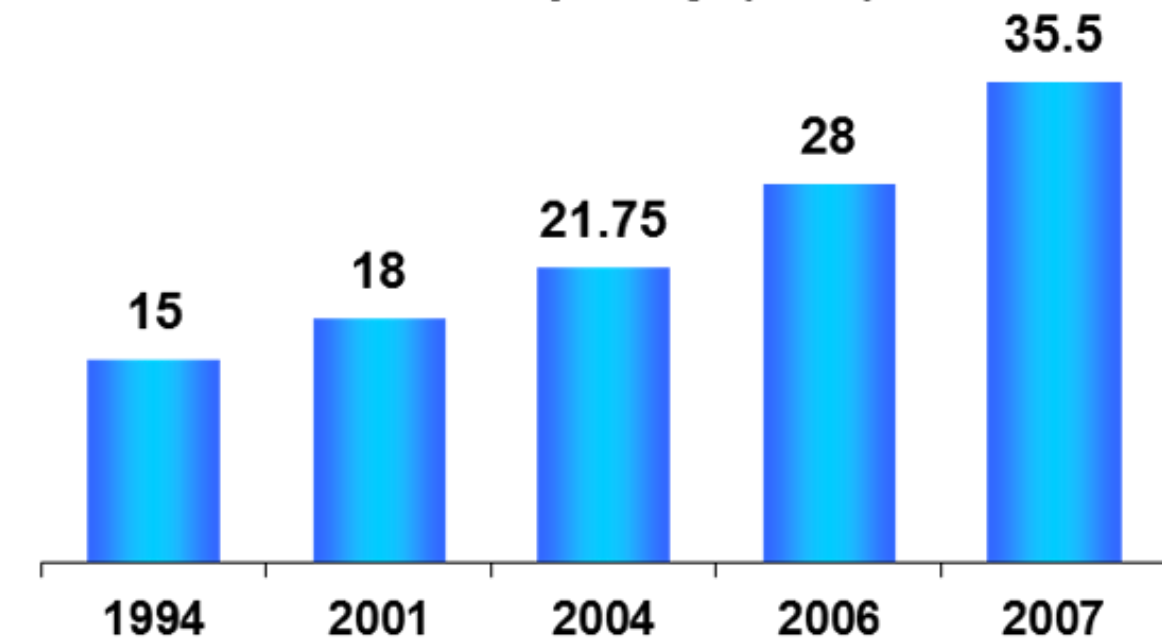


## Captive Power Generation



## Wind Farm

### Wind Farm Capacity (MW)



- Green Energy
- Wind power is exported to the State grid.





# Growth in Power Generation

Plantation activity started in 2004-05, to augment pulpwood supplies. Raised pulpwood plantation in 2.11 lakh acres through Farm Forestry and Captive Plantation schemes

Through afforestation schemes TNPL is the first company in the country to procure about 2.0 million MT of pulpwood directly from farmers

Operating a Clonal Propagation and Research Centre with a production capacity of 50 million plants per annum. TNPL provides high-yielding clones/seedlings at subsidized rates to farmers.

TNPL generated, employment of about 4 million man-days contributing to the socio-economic welfare of the farming community.



A proactive measure to augment pulpwood supplies







# New Investment : Under advanced stage of commissioning

Project is planned to be implemented in two phases.

## Phase 1

- 
- Hardwood Pulp Mill of 140,000 MT/annum (400 TPD) capacity
- Chemical Recovery System to handle 1,100 BL Dry solids/day.
- Lime mud re/burning Kiln to generate 250 TPD of Burnt lime
- Turbo Generator of 20 MW capacity
- A new Waste Water treatment facility for the Pulp mill
- Wet lap facility for handling surplus pulp

This project will enable TNPL to improve the economies of scale of operations & improve profit margin through backward integration.





# Bird's eye view : MEP Phase 1

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# Marketing - Unit I - Writing and Printing Paper



PM I

- Radiant Printing (RDS)
- Hi-tech Maplitho
- Elegant printing

PM II

- Eco - Maplitho
- Ace Marvel

PM III

- Radiant printing (Platinum)
- Print Fine
- Pigment printing
- Copier papers



- TNPL markets its products throughout the country through well established marketing network. Exports about 20% of its products to over 60 countries across the globe.
- Markets 25% of sales to direct parties like TN Textbook, Kerala Textbook, Andhra Textbook, Telangana Textbook
- TNPL also markets premium quality note books in Tamil Nadu.





# Marketing - Unit II - Multilayer Coated Boards



## Variety of Products

Making 100% virgin fibre based premium packaging boards

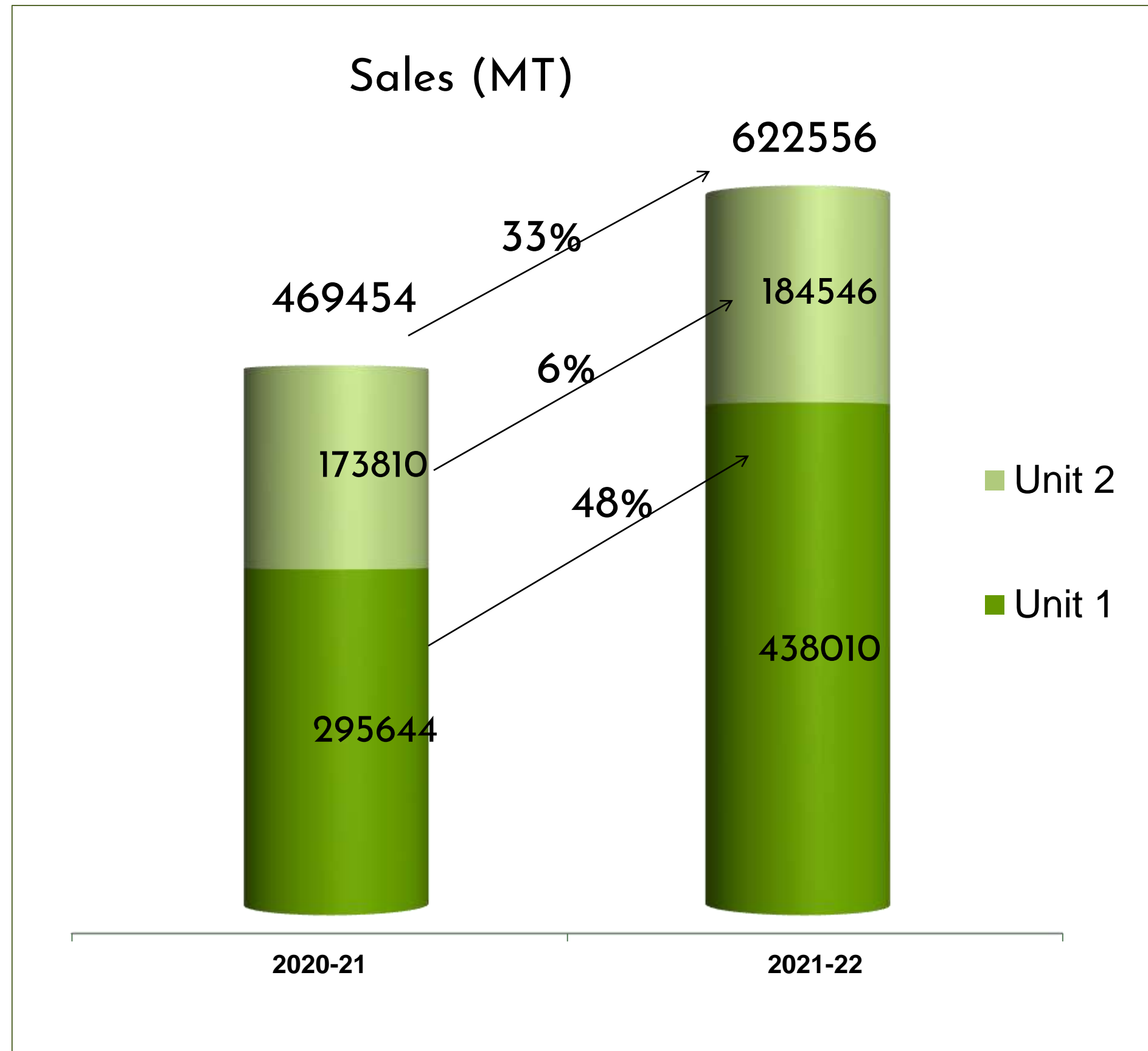
- Folding Box Board (FBB)
- Solid Bleached Sulphate Board (SBS)
- Cup stock

TNPL Boards are Industry leaders in quality





# Marketing - Performance 2021-22 Vs 2020-21

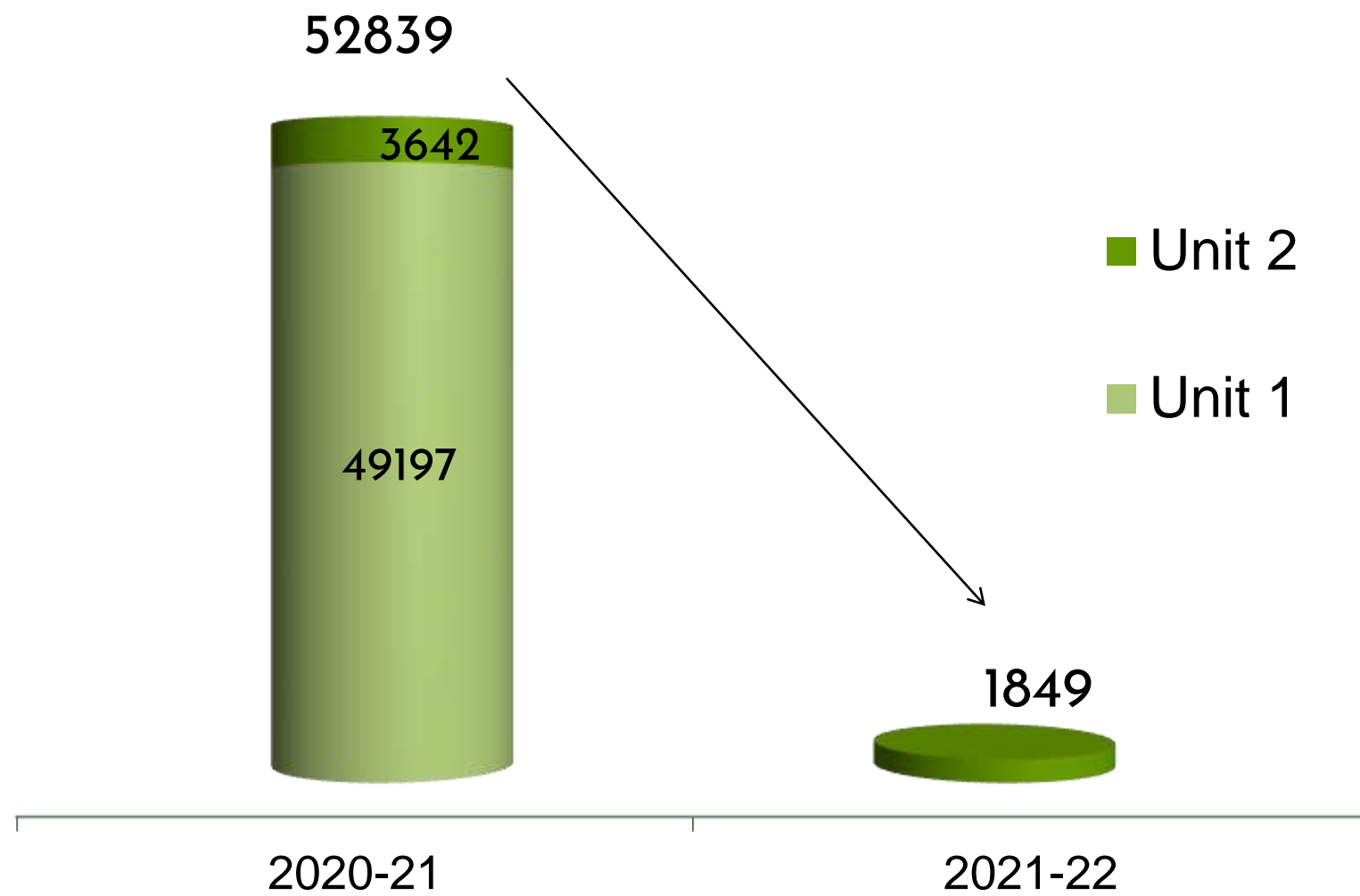




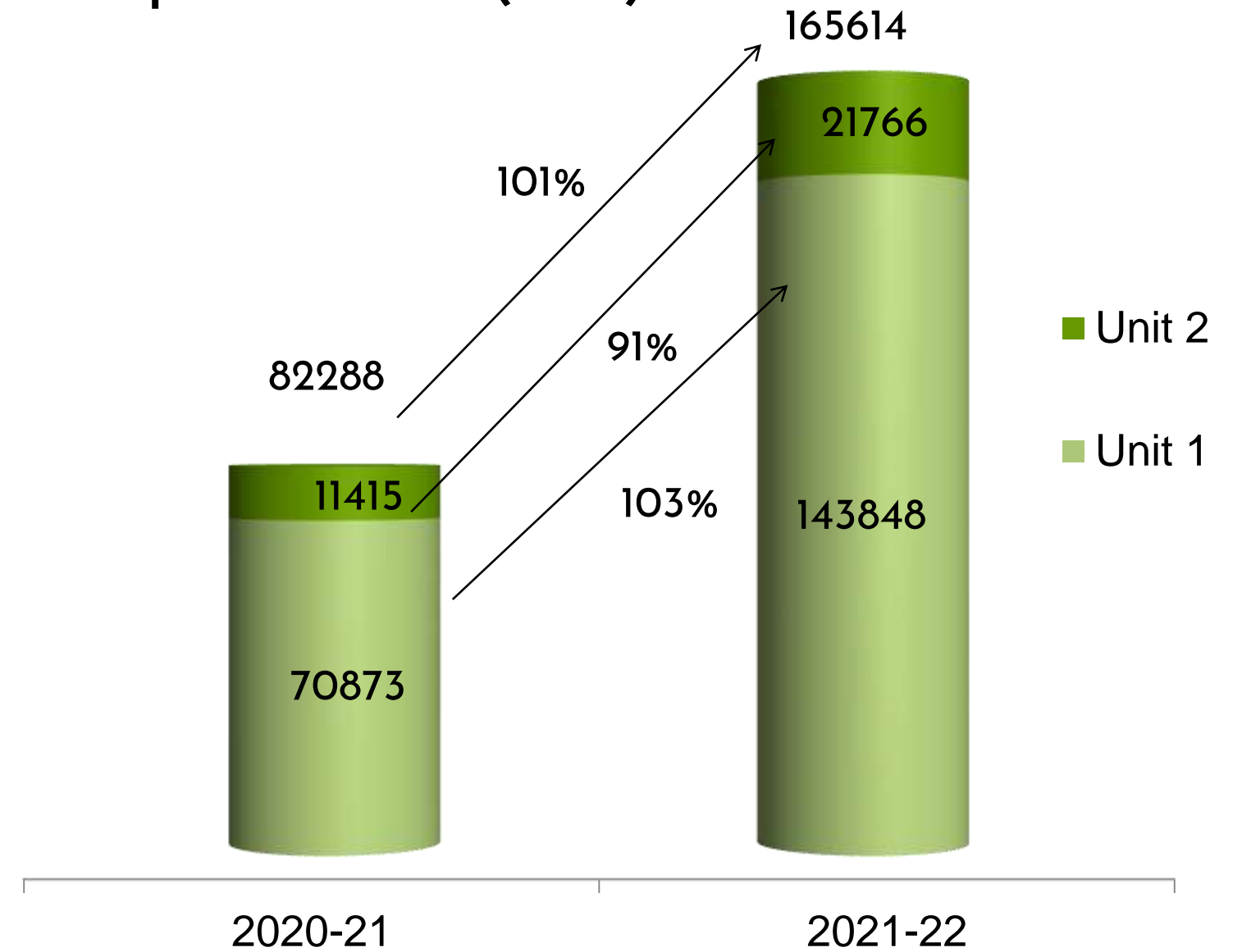
# Marketing - Performance 2021-22 Vs 2020-21



## Stock - 31st March (MT)



## Export Sales (MT)



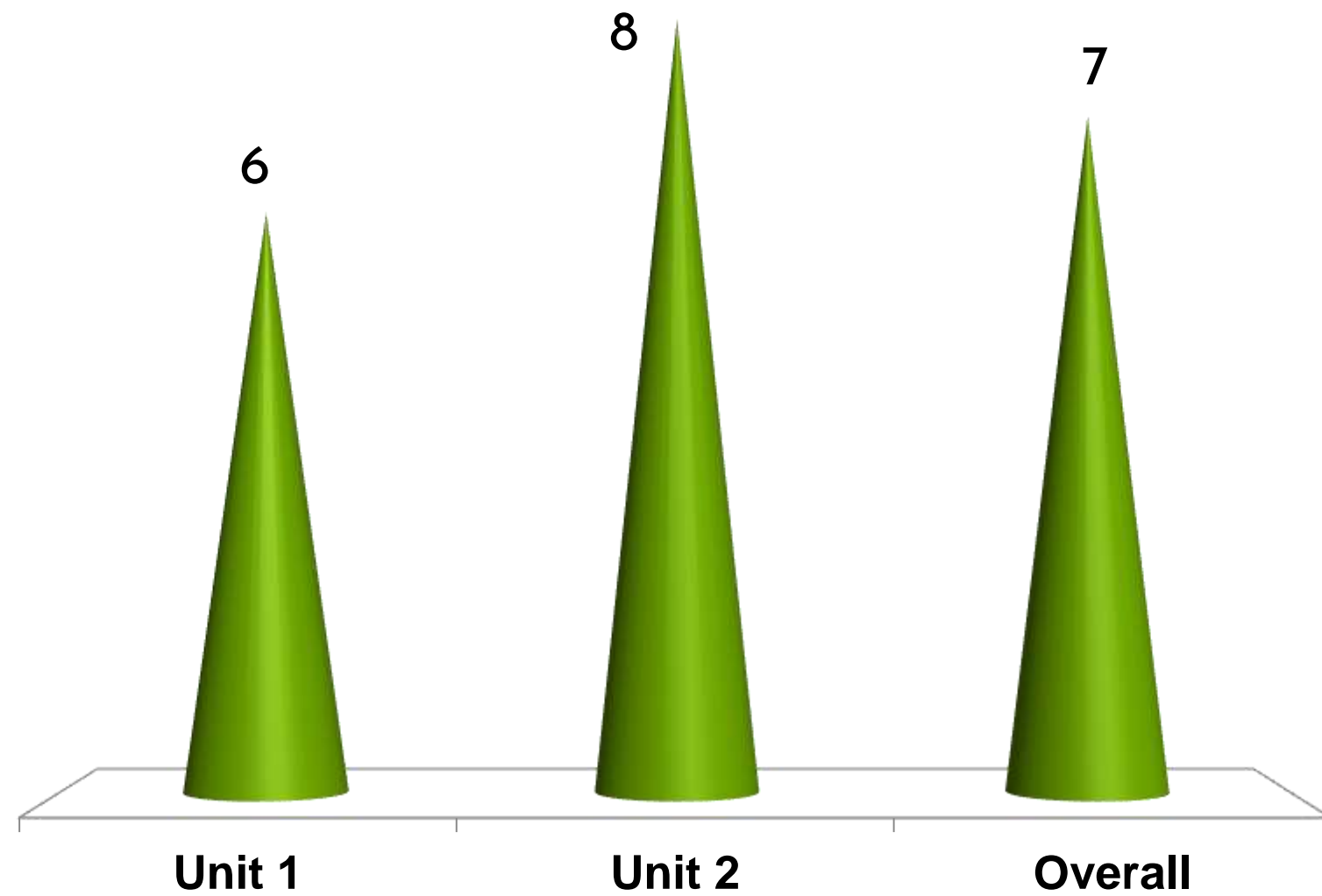




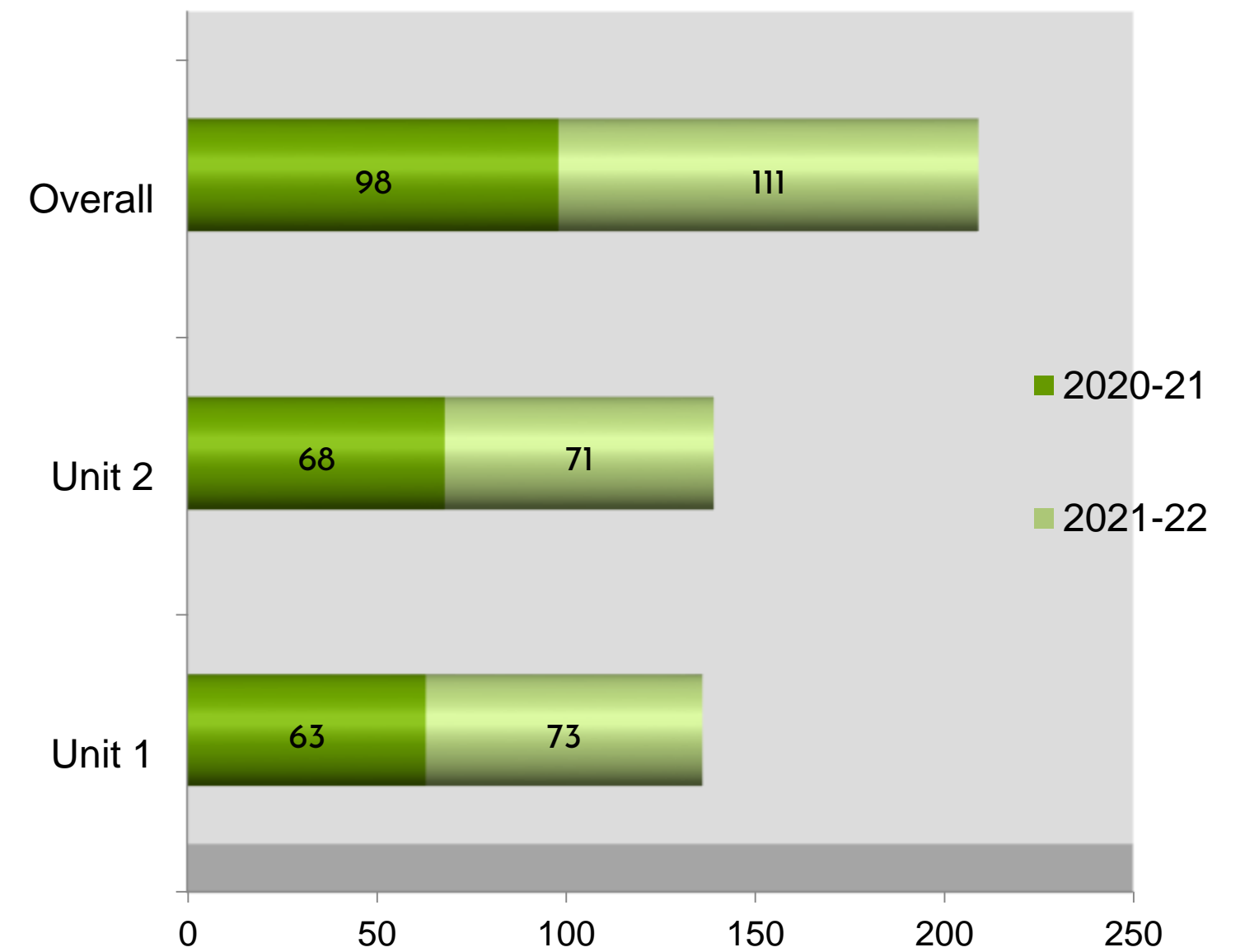
# Marketing - Performance 2021-22 Vs 2020-21



### Sales Receivables in days



### Dealer Network (No of dealers)





# Financials for Q4 FY22 and FY22



Particulars	UOM	Q4 FY22			FY 2021-22		
		2021-22	2020-21	% Growth	2021-22	2020-21	% Growth
Sales Volume	MT	205541	206513	-	622556	469454	33%
Unit I - Paper	"	158626	150174	6%	438010	295644	48%
Unit II - Board	"	46915	56339	-17%	184546	173810	6%
Gross Revenue	Rs Cr	1388	1141	22%	4069	2819	44%
Net Revenue	"	1374	1124	22%	4020	2768	45%
EBITDA	"	126	100	26%	407	330	23%
EBIT	"	70	40	76%	178	95	89%
PBT	"	34	-5		22	-99	
PAT	"	22	-4		14	-65	
EBITDA Margin	%	9%	9%		10%	12%	



# Profitability Statement for FY22



Rs Cr

Particulars	2020-21	FY 2021-22				
	12M	Q1	Q2	Q3	Q4	12M
<b>Gross Revenue from Operations</b>	<b>2819</b>	<b>646</b>	<b>942</b>	<b>1092</b>	<b>1388</b>	<b>4069</b>
Net Revenue from Operations	2768	632	930	1085	1374	4020
Cost of Material Consumed	904	296	340	349	389	1344
Chemicals Consumed & Others	351	93	113	118	135	460
(Inc)/ Dec in Stock	51	-95	-49	92	253	201
Power, Fuel & Water	383	103	176	214	247	771
Staff Cost	307	79	78	80	79	315
Purchase of Traded Goods	96	0	56	17	19	92
Other Expenditures	416	93	123	125	139	479
<b>Total Expenses</b>	<b>2508</b>	<b>569</b>	<b>837</b>	<b>994</b>	<b>1262</b>	<b>3662</b>
Other Income	51	14	12.2	8	15	49
<b>EBITDA (Inc Exceptional Item)</b>	<b>330</b>	<b>77</b>	<b>105</b>	<b>98</b>	<b>126</b>	<b>407</b>
Finance Costs	193	41	40.3	39	36	156
PBDT	137	36	65	59	90	251
Depreciation	235	57	57.6	58	56	229
<b>PBT</b>	<b>-99</b>	<b>-21</b>	<b>7</b>	<b>2</b>	<b>34</b>	<b>22</b>
PAT	-65	-14	5	1	22	14

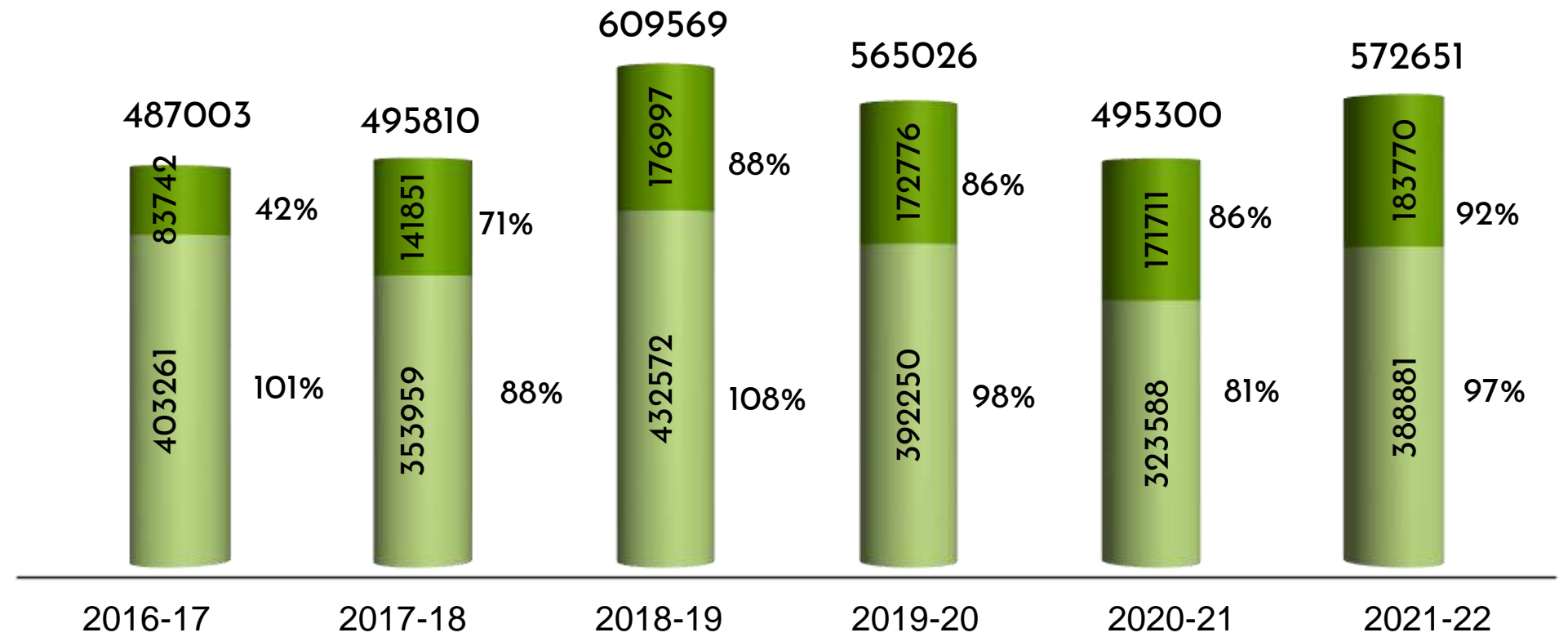




# Operational and Marketing Performance

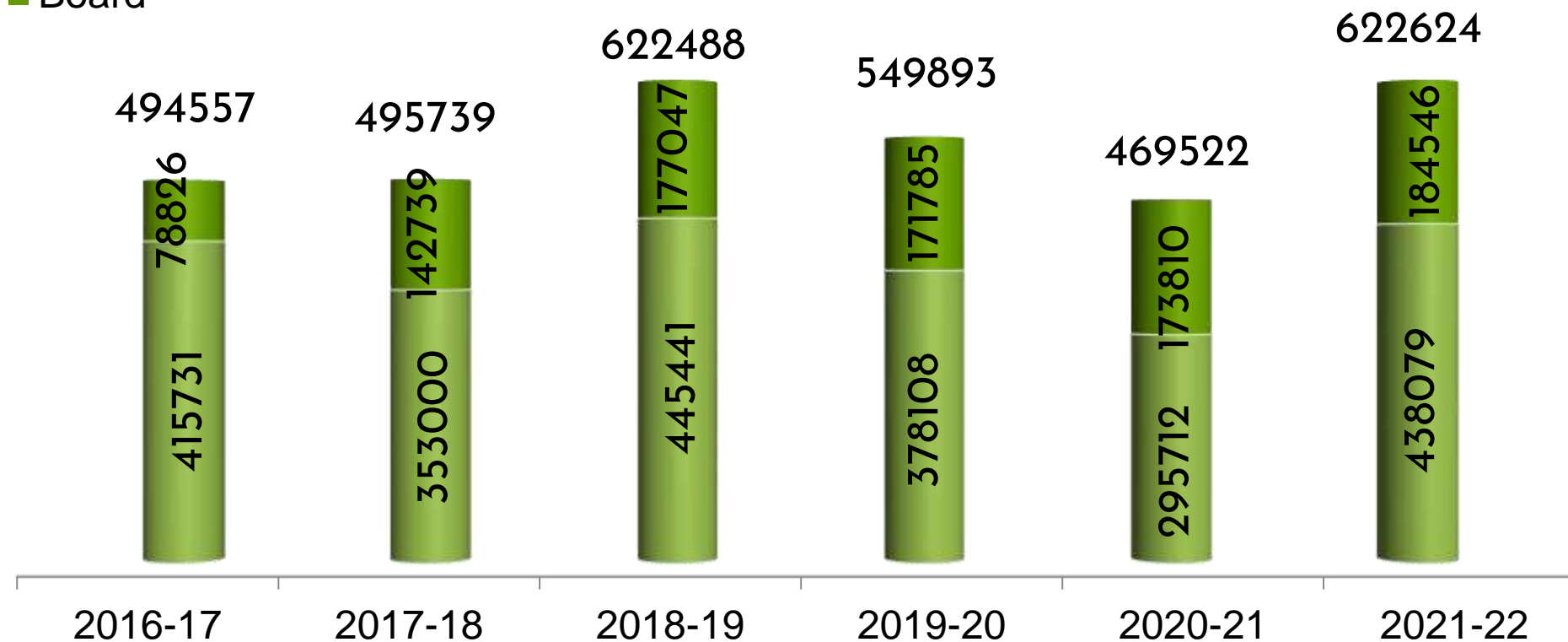


### Production (MT) & Capacity Utilisation (%)



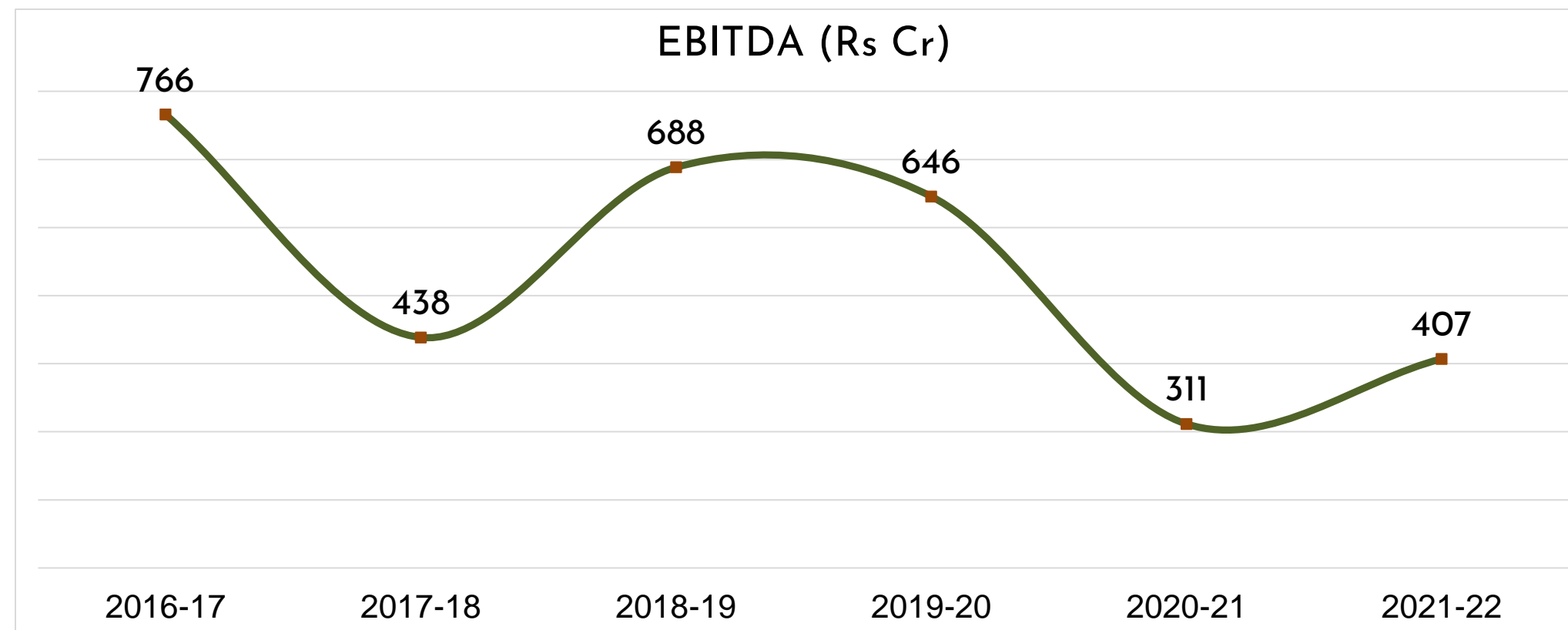
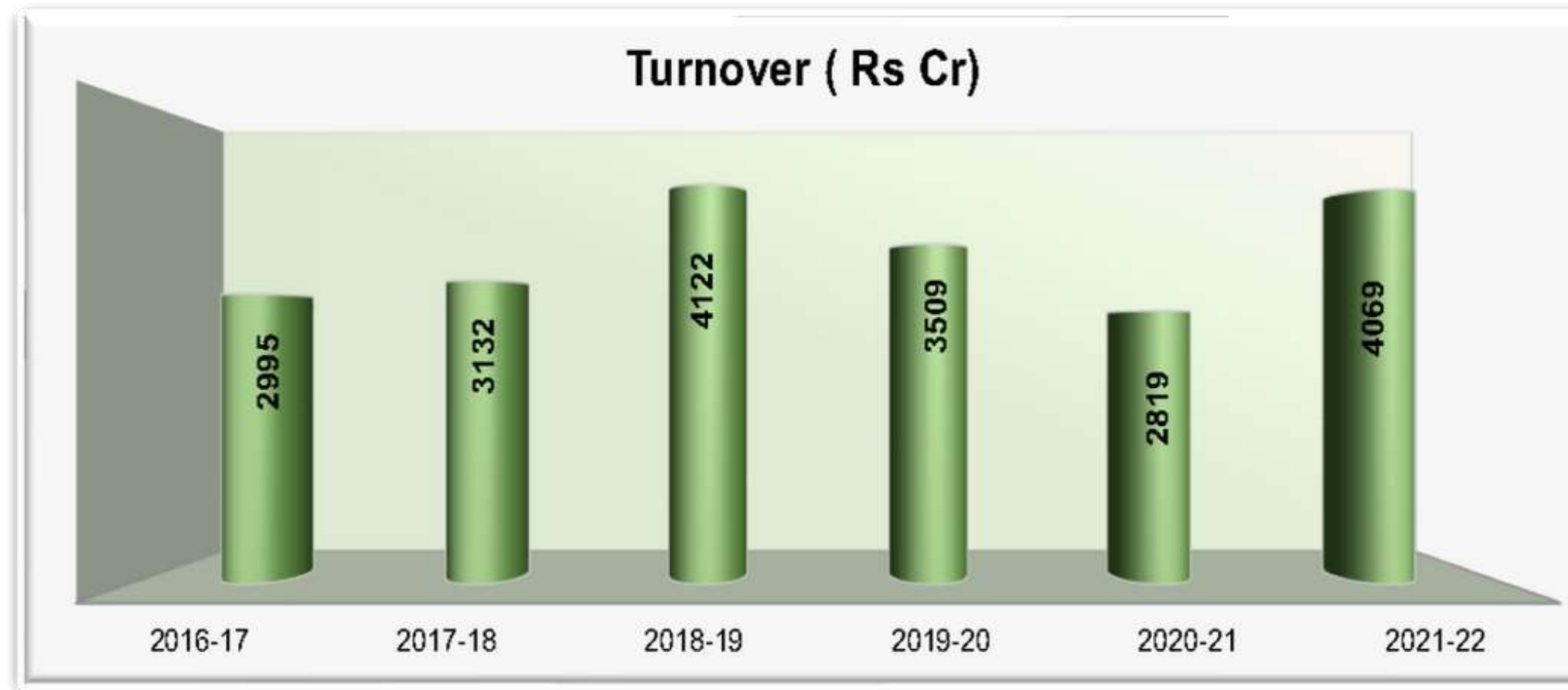
### Sales (MT)

■ Paper  
■ Board



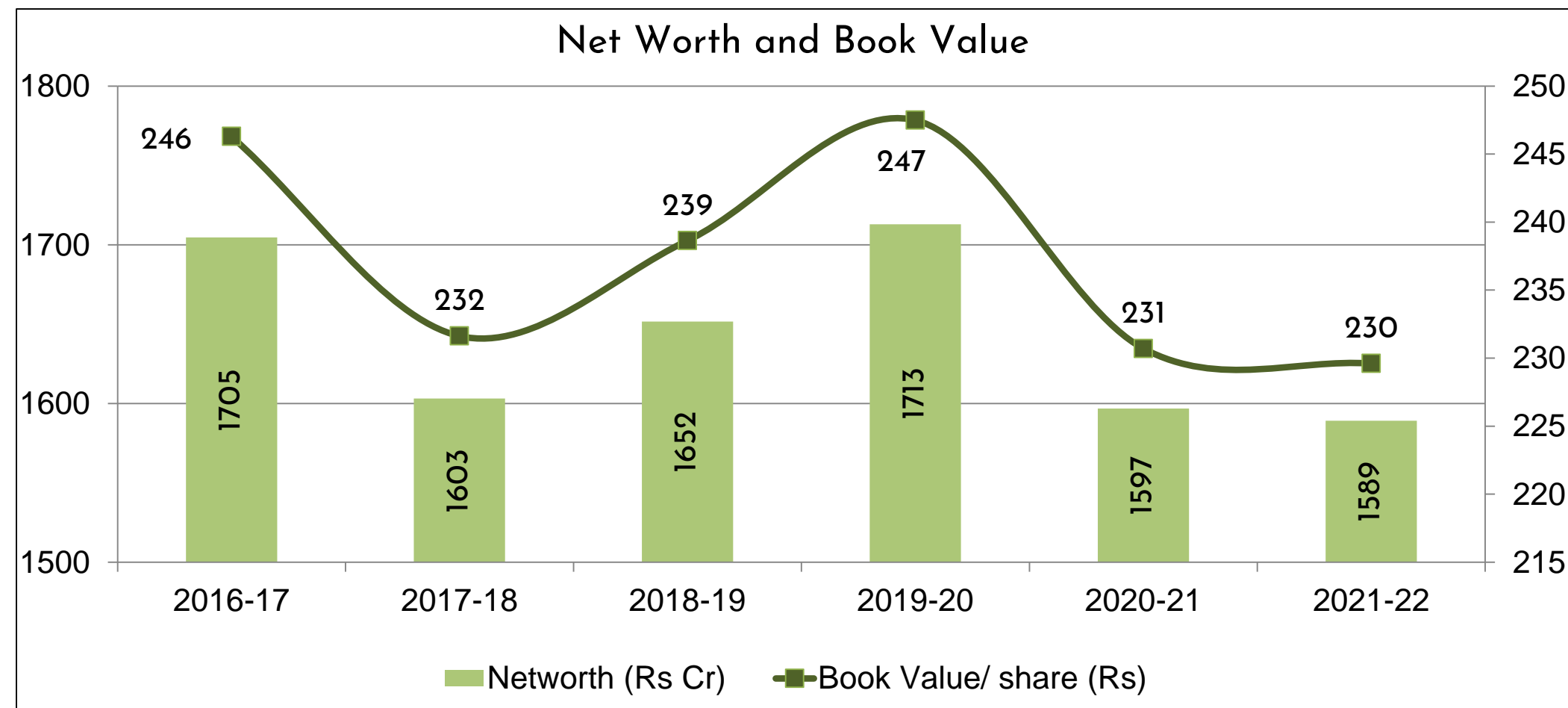
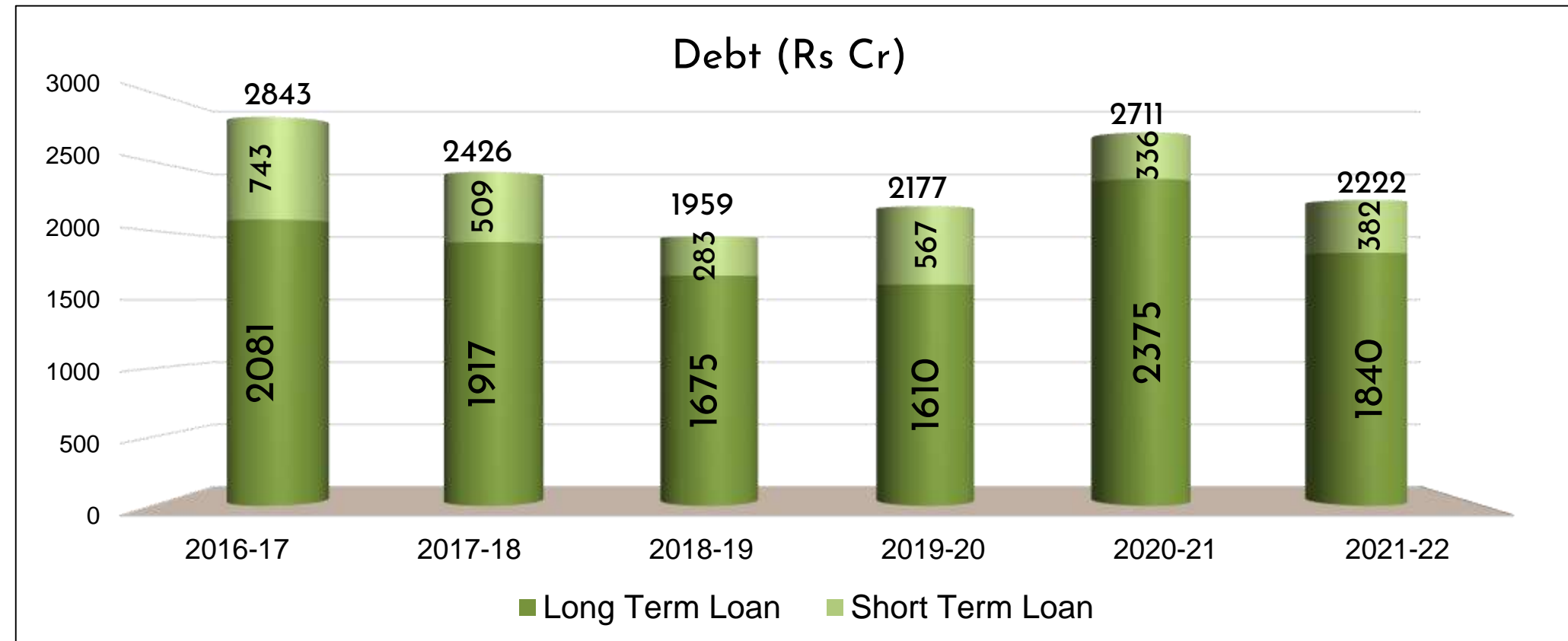


# Financial Performance





# Debt and Networth



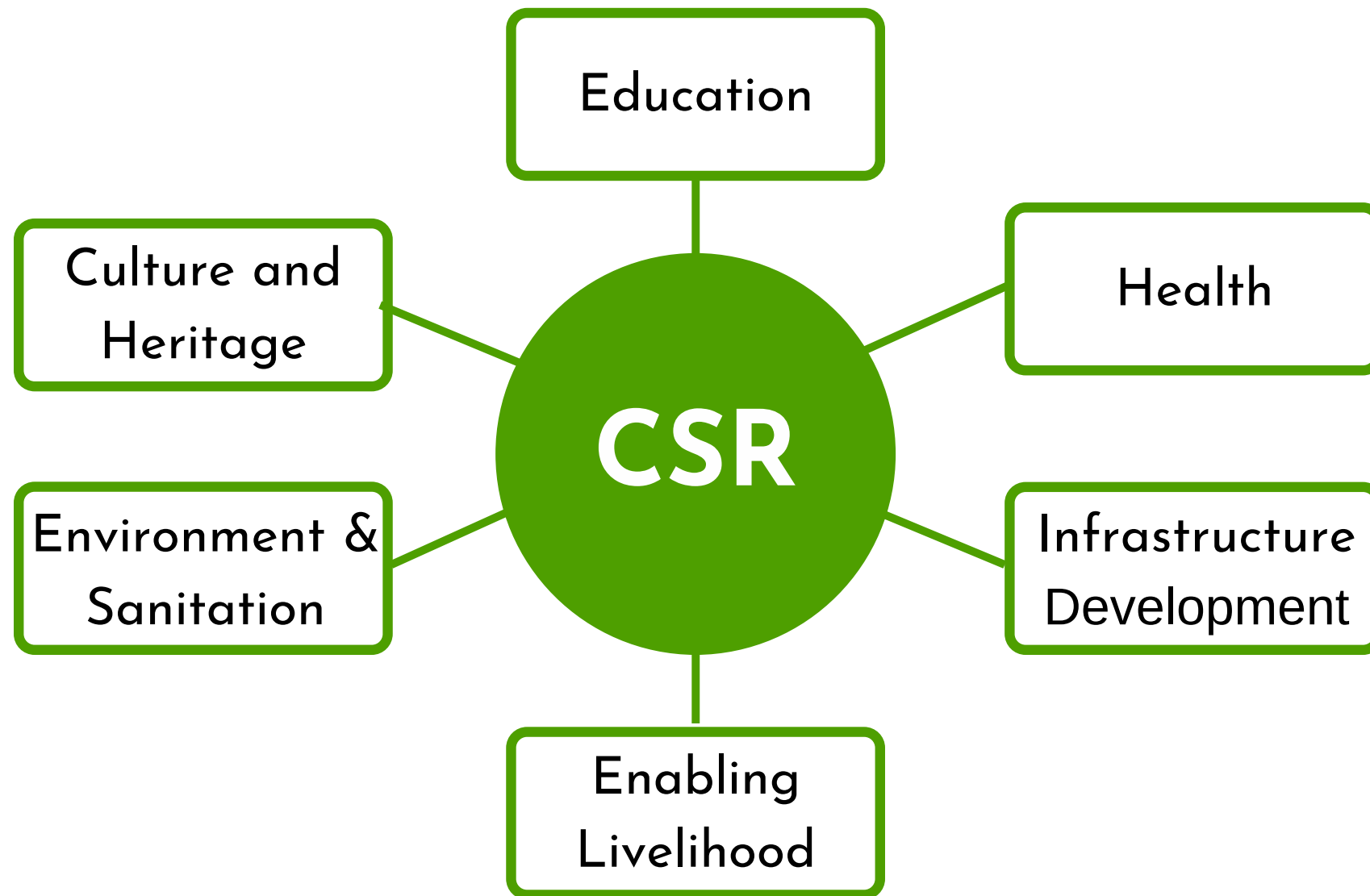




# 5 Years - Financial Highlights



Particulars	UOM	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
Production	MT	487003	495809	609570	565026	495300	572651
Sales	MT	494557	495737	622436	549893	469522	622624
<b><u>Operating Results</u></b>							
<b>Gross Revenue from Operation</b>	<b>Rs Cr</b>	<b>3139</b>	<b>3159</b>	<b>4122</b>	<b>3509</b>	<b>2819</b>	<b>4069</b>
Net Revenue from Operation	"	2418	3102	3125	4083	3471	4020
<b>Operating Profit (EBITDA)</b>	<b>"</b>	<b>766</b>	<b>438</b>	<b>615</b>	<b>644</b>	<b>330</b>	<b>407</b>
Cash Profit (PBDT)	"	514	194	382	422	137	251
Profit / (Loss) Before Tax (PBT)	"	306	-28	155	191	-99	22
<b>Profit / (Loss) After Tax (PAT)</b>	<b>"</b>	<b>265</b>	<b>-42</b>	<b>94</b>	<b>130</b>	<b>-65</b>	<b>14</b>
Earnings Per Share	"	38.2	-6.1	13.6	18.8	-9.4	2.1
<b><u>Key Ratios</u></b>							
EBITDA as % to Net Sales	%	25%	14%	15%	19%	12%	10%
Interest Service coverage Ratio	Times	2.89	1.66	2.78	2.73	1.35	2.60
PBT	%	12.67	-0.90	4.97	4.67	-2.84	0.55
Return on Equity (ROE)	%	15.52	-2.63	5.71	7.59	-4.08	0.90
EPS	Rs	38.23	-6.09	13.64	18.79	-9.41	2.07
Net Debt / Equity	Times	1.66	1.51	1.19	1.27	1.70	1.55
Net Long-Term Debt / Equity	"	1.22	1.20	1.01	0.94	1.49	1.31



Since 2007, TNPL, as a responsible corporate citizen, has ingrained the philosophy of Corporate Social Responsibility deeply into its value system. The company is consistently taking up various community welfare initiatives for the benefit of the people living in the neighbouring villages.

The company is committed to spend 2% of the average profit before tax of the preceding three years for its CSR activities. The company has spent Rs 1.70 Cr in 2021-22



**Thank You**