



# Magnum Ventures Ltd.

HOTEL | PAPER

INVESTOR PRESENTATION



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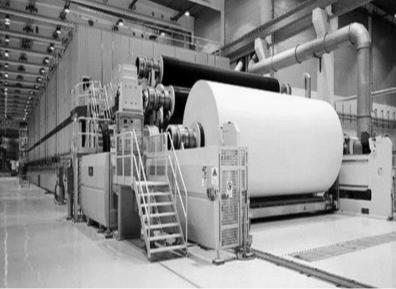
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# **ABOUT US**







#### **About Us**



Incorporation

1980



Listing

2007

Magnum currently operates in Paper Industry and Hotel Industry. The Company is manufacturing papers since more than 30 Years. The Company is one of the largest paper (newsprint, duplex board, etc.) printing concern in the Northern region.

#### Revenue Break-Up (FY23)

Hotel Division

18.3%

Paper Division

81.7%





Location

Sahibabad, Uttar Pradesh



Paper Units

5,00,000 Sq. Ft.



Paper Capacity

85K MT Per annum



Hotel

Country Inn & Suites, by Radisson 216 suites + 9 Banquets

## Lead Management



Mr. Praveen Jain
Chairman & Promoter Director

He has an experience of 36+ years in the Paper industry.

He is primarily involved in strategic decision-making.

He has been instrumental in development of the Hotel project in the Company and structuring technological upgradation & modernization program undertaken in the Paper Units.

He has hands-on experience in the areas of finance department. He is looking after the finance & accounts function of the company, besides company secretarial function.



Mr. Pradeep Kumar Jain Managing Director

Associated with the Company as Director since its takeover in 1984.

Managing Director from February 4, 2006.

Besides assuming overall responsibility of the company, he is looking after the production function of the paper division of the Company.

He has 41+ years of experience in the Paper Industry.

He is responsible for production, marketing & administration of the Paper Unit of the Company. He is also responsible for the administration of the Hotel Unit of the Company.



Mr. Abhay Jain Managing Director

Whole-Time Director of the Company from December 10, 2009.

Managing Director on August 10, 2022.

Experience of 28+ in the Paper Industry.

He is handling the purchase of Raw Materials and looking after the Marketing and manufacturing process of Paper and also new product development.

Besides Mr. Jain is also involved in the marketing and business development of the Hotel Business of the Company.



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#### Core Team



Mr. Parv Jain Chief Financial Officer (CFO)

He joined the company and was overseeing the operations of hotel/paper unit along with handling the CFO role.

Based on his working experience and knowledge, he was appointed as CFO of the company from September 2016 and is working in this capacity until date.

## Ms. Aaina Gupta Company Secretary (CS)

An associate member of The Institute of Company Secretaries of India.

Has a post qualification experience of 7+ years in finance, legal & secretarial.

She was appointed as Company Secretary from 1st December, 2021.









## Our Journey (1/2)



·1980·

Magnum Ventures Ltd. formerly known as Magnum Papers Private Ltd. was incorporated. •2•

·1984·

Taken over under the leadership of
Late. Shri Salek Chand Jain along with his Sons Mr.
Vinod Jain, Mr. Parmod Kumar Jain, Mr. Pradeep Kumar Jain & Mr. Praveen Jain.



·2007·

Ventured into hospitality
business with the
opportunity of doing good
business due to the
Commonwealth Games held
in Delhi NCR in 2010.
Formed partnership with

Radisson Hotel Group.







## Our Journey (2/2)



.2009.

COUNTRY INN & SUITES

By Radisson

A 5 Star Hotel was soft
launched in
January, 2009.

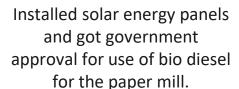
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·2020-21·

Maintenance work in the factory as well as hotel. Installed FGD equipment in thermal power plant and are therefore treated at par with the other thermal power plants.



·2022-23·









# **BUSINESS OVERVIEW**







## **Business Operations**



#### **HOTEL DIVISION**

Country Inn & Suites, by Radisson

Sahibabad, District Ghaziabad, Uttar Pradesh

**Operational Since: February, 2009** 

5 ★ Vegetarian Hotel

9

216

52 Seater

60,000+ Sq. Ft.

Banquet Halls Luxurious Rooms Home Theatre

of Meeting Space

Recreational amenities: Health Club, Swimming Pool, Bar & Saloon.

The hotel has a **USP** of being the **1**<sup>st</sup> **all-Vegetarian Hotel** to have been formally certified as a **5 star hotel** by (HRACC) **Ministry of Tourism.** 



#### PAPER DIVISION

#### **Manufacturing Facility**

Sahibabad, District Ghaziabad, Uttar Pradesh

30+ years of experience in the paper manufacturing business.

Consolidated Size of All Units

5,00,000 Sq. Ft.

Capacity

85K MT Per annum

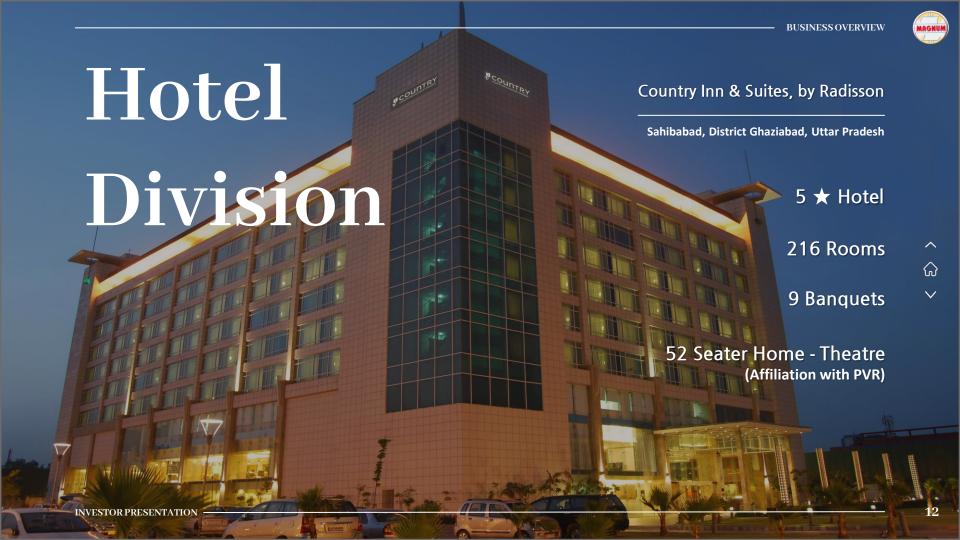
#### Product Line:

- Grey Board
- Newsprint
- Duplex Board
- N.S. Paper & Board
- Kraft Paper & Board

The Company is one of the largest paper printing concern in the Northern region. The company has been engaged in the **manufacture of paper from 100% wastepaper.** 







## What Sets Us Apart?

#### HOTEL DIVISION

#### **Reputed Brand Name**

- Radisson is an international hotel company that operates multiple hotels worldwide.
- Radisson Hotel Group is one of the largest hotel groups in the world in terms of rooms and Hotels.
- Radisson Hotel is ranked 34th globally, amongst the Travel & Hospitality Brands.

#### **Customer Relationship**

By the virtue of offering only vegetarian cuisine, its hotel has established customer trust related to utensil, integrity and noncross over of resources from nonvegetarian to vegetarian counters.

#### 5 Star Property

- 1st all-Vegetarian Hotel to have been formally certified as a 5 star hotel by (HRACC) Ministry of Tourism.
- The Hotel is attractively placed to address the needs of the Vegetarian & Vegan customers.

#### Location

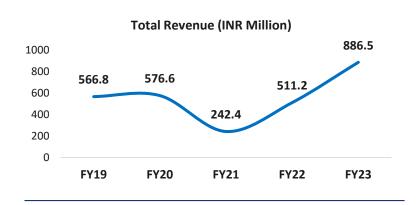
- 50 minutes from the International Airport,
- 10 minutes from the Akshardham Temple
- Just a 25 minutes' drive from the Hotel to India Gate and Connaught Place.
- Strategically located close to the Delhi Meerut Expressway

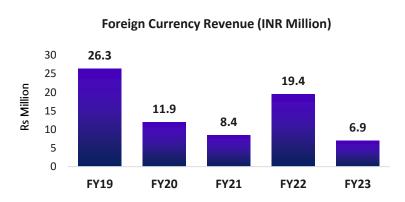
Source: https://www.comparably.com/brands/radisson-hotels

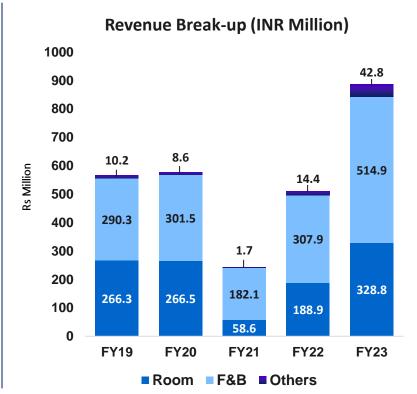




#### **Business Overview**

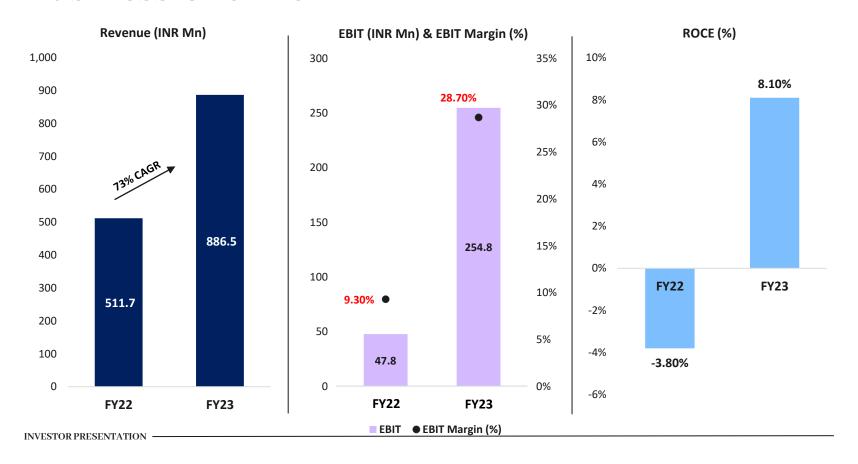








## **Business Overview**



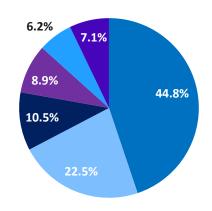


## **Business Analysis**

FY	Room keys/ Room Nights (p.a.)	Occupancy Rate (%)	ARR (Rs)	RevPar (Rs)
2019	216 (78,840)	87	3,892	3,378
2020	216 (78,840)	82	4,191	3,455
2021	216 (78,840)	54	5,271	1,491
2022	216 (78,840)	71	3,393	2,397
2023	216 (78,840)	90	4,610	4,170

The hotel generated 60% bookings online in FY23 as compared with 30% in the previous year, as a result of enhanced visibility on search engines.

#### **Revenue from Online Platforms (%)**



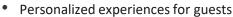
■ Make My Trip ■ Goibibo ■ Nearby ■ Dine Out ■ Agoda ■ Others





## **SWOT** Analysis

#### Strength



- Multiple Cuisines & Award winning Chefs
  - Best occupancy rates in the area
  - Strong banqueting led by 9 banquets
- Parking for 700+ cars in own hotel + leased adjoining land to support banqueting experience
  - High occupancy rates even during the week





#### Weakness

- Higher tax structure and approvals for the industry
- High cost of real estate is a deterrent to setting up own hotels
- Brand used is on "Royalty" from Radisson and not owned by the company.



#### **Threat**

- High Employee Turnover
- Pandemic-induced situations / Global travel uncertainties
- Any new hotel coming up in the near future in adjoining region





#### **Opportunity**

- Targeting the most profitable customer segment
  - business travelers
- Less price sensitive consumer base
- Extensive under-supply in hotel rooms in the region
- Widening connectivity road, air and rail



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## Country Inn & Suites, By Radisson













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## Why Radisson?



95+ Countries
Global Presence

1,160 + Hotels

2,04,000 +

10+ Distinctive Brands
Global Reach

Rooms Global Ro

- Since 2018, Radisson Hotel Group is part of Jin Jiang International
- It is one of the Top 2 largest hotel groups in the world by number of rooms and hotels.
- It is recognized as 4th Best Employer in the Travel & Leisure industry by Forbes.
- Radisson Hotel Group cemented its position in EMEA as one of the leading international hotel groups by ranking 3rd in total number of signed rooms in H1 FY22.
- In India, Radisson Hotel Group is one of the largest international hotel groups with more than 100 hotels in operation and under development and aims to double its portfolio by 2050.

Source: https://www.radissonhotels.com/en-us/corporate/about-us/our-presence | https://www.hospitalitynet.org/news/4113087.html























## Hotel Industry - India

65% Occupancy Rate – 2022

Rs. 4,938 ARR -FY22 4% Business Spending
Contribution to India's direct
Travel & Tourism GDP - 2021

96% Leisure Spending Contribution to India's direct Travel & Tourism GDP - 2021

7.8% per annum CAGR of Travel & Tourism Industry

5.8% per annum
Travel & Tourism Industry
contribution to GDP - FY22

USD 178 Billion

Industry contribution to the GDP - 2022

**USD 512 Billion** 

Industry contribution to the GDP Est - 2028

 $\Diamond$ 



- The enunciation of long-term policies by the Indian government has inspired unprecedented foreign direct investment and industrial growth.
- The announcement of production-linked incentives has catalyzed the growth of a number of downstream sectors.
- 35 lakh + couples were to tie the knot in the first half of 2023 (estimate by the Confederation of All India Traders), leading to boost in the Banquet Business.





## Way Forward - Hotel Division



**Implementing** new digital marketing platforms that can rope in banquet functions during the off season.

We have recently signed an agreement with the Little Italy brand of restaurants for creating their offerings within the hotel.

occupancies Higher even during weekdays and the strategic location of our hotel offers scope for increasing ARRs and subsequent increase in RevPAR.

hotel continues to improvise on amenities and services for guests enhance their overall experience.

## **Health Trends**

Company The witnessed а growing incidence of health consciousness among its customers. The hotel chefs have taken these changing trends into account and modified their recipes to healthier versions.

## **Veg Footprint**

Over the next 5 years it is our endeavor to expand our operations in 8 to 10 destinations of religious and tourist importance supported by all our vegetarian concept.



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## What Sets Us Apart?

#### PAPER DIVISION

#### **Business Associations**

- Close proximity to raw material sources (scrap Paper)
- Strong and long term vendor relationships (local & global) help the Company ensure steady availability of high quality raw material.

#### **Competitive Rates Globally**

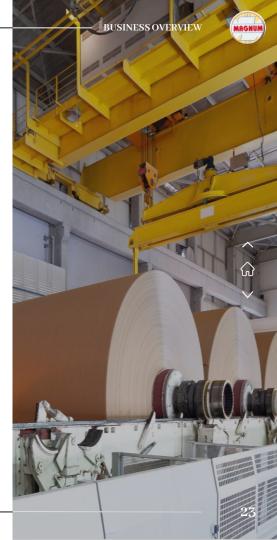
 Leveraging economies of scale, cutting-edge technology, and strategic partnerships with all stakeholders, gives the Company the competitive advantage to offer competitive rates globally.

#### 100% inhouse Thermal Power

- 6 MW Thermal Power Plant for in-house consumption
- Only company in the region allowed to use thermal power generation
- Installed FGD equipment and are therefore treated at par with the other thermal power plants

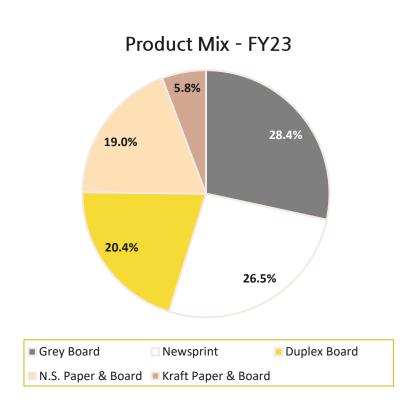
#### **Compliant to Environment Norms**

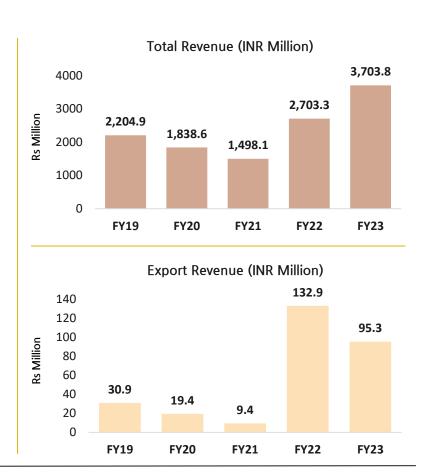
- Installed solar energy panels and use bio diesel as permitted by the government.
- Complete system of recycling of water in place as per the norms.
- Abiding by the stringent standards of pollution control laid down by the Central Pollution Control Board and CAOM.





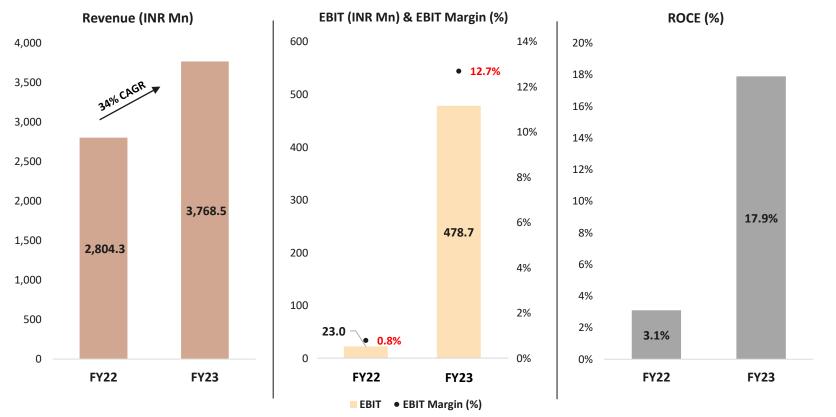
#### **Business Overview**







## **Business Overview**





## Clientele









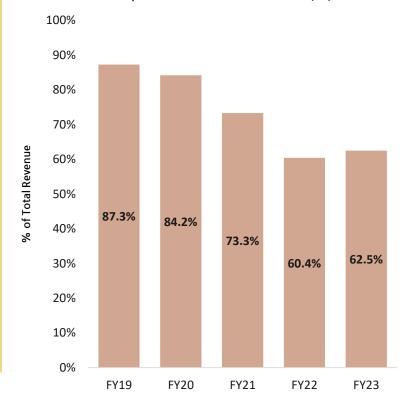








Top 10 Customer Contribution (%)





#### **Business Features**

#### Quality Assurance

- The R & D lab is fully equipped with the latest testing machines and round the clock checking of the product.
- Detailed analysis of process materials, intermediate product, water are carried out in the central laboratory.
- Customers' service, complaints, product development apart from normal work of inspection, testing and monitoring is carried out by the quality control laboratory.

#### Research Centre

The company has set up a separate Research & Development Department with a modern research center at Sahibabad to carry out the research on:

- Suitability of pulping
- Improving process efficiency
- Developing / optimization of processes for improving productivity and energy conservation
- Substituting import.

# Industrial Safety

- The company has facilities for industrial safety, which are more than required by the law.
- The safety department has qualified and trained people and is fully equipped with safety equipment.
- The company is meeting the standards laid down by pollution control board for air & water and also making conscious efforts to reduce water consumption. The consents granted by pollution control board are valid.







#### Focus on the Environment

Magnum Ventures has been a wastepaper-based paper manufacturer for 30+ years. Over the years the company has elected to manufacture 100% of its' produce with waste paper acquired from local & global sources.

The company manufactures **paper using waste (scrap paper)**, transforming into an economic resource.

Complete system of recycling of water as per the norms.

#### Pollution Control Equipment

as per the international standards suggested by the governing bodies.

#### Flue Gas Desulphurization (FGD) Equipment

Installed in the thermal power plant to ensure emission within permissible standards laid down by Central Pollution Control Board, Uttar Pradesh Pollution Control Board and Commission for Air Quality Management.

#### **LED Lights with Sensors**

Reduced consumption of resources in order to save energy

#### Solar Energy Systems

Installed throughout the plant and planting trees in the surrounding areas in order to increase green cover.





## **SWOT** Analysis

#### Strength

- Environmentally Responsible & Sustainable
- Invested in cutting-edge equipment & infrastructure
  - Long-term relationships and credible reputation amongst trade partners (domestic & global)
- Does not manufacture writing & printing paper that has faced extensive market erosion on account of digitalization and paperless processes.





#### Weakness

- Demand Compression
- Cheap Imports
- Increased competition from the digital media especially for newsprint
- Competition from unorganized players



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- Predominance of small unorganized players
  - Capital-intensive industry
    - High cost of technology
  - High power consuming industry





### **Opportunity**

- New Value added products to improve profitability
- Identifying Breakthrough technologies
- Relaxed rules & regulations by Govt. of India





## Paper Mill

















## Paper Industry - India

500,000 people

Direct Employment

526+

Operational Paper Mills

15 Million

Tonnes per annum - 2023

24 Million

Tonnes per annum - 2024E

5% share

India's share on a Global Level

15 Kgs per annum

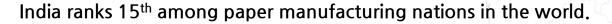
Per capita consumption - India

57 Kgs per annum

Per capita consumption - Global Average

200 Kgs per annum

Per capita consumption - Developed Countries



- Paper manufacturing scenario in India is witnessing a significant shift towards sustainability with large paper mills working to improve efficiencies, increase productivity, and reduce resource intensity.
- The industry has been working on new practices including research and development towards energy
  efficiency, environment preservation, and better overall process technology.





## Way Forward - Paper Division



The Company is focused on increasing its production capacity from 85,000 TPA in 2021-22 to 1,00,000 TPA in 2023-24.

Developed "Cup Stock quality" of paper that is going to fetch a larger market in due course of time and better margin profile. The Company is exploring international markets by exporting prominent products.

The company is committed to the manufacture of value-added and fast-moving paper varieties that are presently being imported into India.





# FINANCIAL HIGHLIGHTS







## **Quarterly Income Statement**

Particulars (INR Mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	QoQ%	FY23	FY22	YoY%
Net Sales	1,199.7	948.1	1,131.8	6.0%	26.5%	4,600.1	3,283.0	40.1%
Other Income	25.0	13.0	10.7	133.3%	91.8%	54.8	33.0	66.2%
<b>Total Revenue from Operations</b>	1,224.6	961.1	1,142.5	7.2%	27.4%	4655.0	3,316.0	40.4%
Total Expenditure	973.4	898.3	1,068.8	8.9%	8.4%	4,180.7	3,062.3	36.5%
EBITDA	251.2	62.8	73.7	240.7%	299.8%	474.3	253.6	87.0%
EBITDA Margin (%)	20.5%	6.5%	6.5%	+1,406 bps	+1,398 bps	10.2%	7.7%	+254 bps
Depreciation	41.8	42.3	30.1	38.9%	(1.2)%	167.5	150.8	11.1%
Profit Before Interest & Tax	209.5	20.6	43.7	379.7%	918.0%	306.8	102.9	198.2%
Interest	13.8	6.7	9.4	47.0%	104.7%	40.0	24.1	66.4%
Profit Before Tax	195.7	13.9	34.3	470.3%	1,312.5%	266.7	78.8	238.4%
Tax	(11.2)	(4.0)	(4.7)	139.0%	179.7%	(15.1)	(4.7)	224.4%
Adjusted Profit After Tax	206.9	17.8	39.0	430.6%	1,059.2%	281.9	83.5	237.6
Adjusted PAT Margin (%)	16.9%	1.9%	3.4%	+1,348 bps	+1,503 bps	6.1%	2.5%	+354 bps
*Exceptional Items	-	-	0.04	-100%	-	*(426.7)	32.0	-100%
Reported Profit After Tax	206.9	17.8	38.9	431.17%	1,059.2%	708.61	51.5	1,276.6%
Reported PAT Margin (%)	16.9%	1.9%	3.4%	1,348 bps	+1,503 bps	15.2%	1.6%	+1,367 bps
#Other Comprehensive Income	5,468.7	-	4.1	1,34,464.0%	-	#5,468.7	4.1	1,34,464.0%
Total Comprehensive Income	5,675.5	17.8	43.0	13,097.7%	31,706.4%	6,177.3	55.5	11,022.2%
Adjusted Earnings Per Share (Rs)	4.91	0.47	1.04	373.9%	935.3	6.69	2.22	201.6%
Reported Earnings Per Share (Rs)	5.48	0.47	1.14	380.7%	1,054.8%	18.78	1.37	1,271.8%

<sup>\*</sup>Exceptional Items includes Profit/(Loss) on sale of asset & Gain Arising from restructuring of AARC Loan.





<sup>\*</sup>Comprehensive Income revaluation of Property, Plant & Equipment by adopting revaluation model. (BSE Link)



## **Annual Income Statement**

Particulars (INR Mn)	FY20	FY21	FY22	FY23
Revenue from Operations	2,410.6	1,766.0	3,283.0	4,600.1
Other Income	15.7	58.1	33.0	54.8
Net Income from Operations	2,426.3	1,824.1	3,316.0	4,655.0
Total Expenditure	2,356.4	1,639.0	3,062.4	4,180.7
EBITDA	69.9	185.1	253.6	474.3
EBITDA Margin (%)	2.9%	10.1%	7.6%	10.2%
Depreciation	155.3	166.9	150.8	167.5
Profit Before Interest & Tax	-85.4	18.2	102.8	306.8
Interest	11.6	16.2	24.1	40.0
Profit Before Tax	-97.0	2.0	78.7	266.8
Tax	171.6	(11.4)	(4.7)	(15.1)
Adjusted Profit After Tax	(268.7)	13.4	83.4	281.9
Adjusted PAT Margin (%)	-11.1%	0.7%	2.5%	6.1%
*Exceptional Items	5.5	-	32.0	*(426.7)
Reported Profit After Tax	(274.1)	13.4	51.4	708.6
Reported PAT Margin (%)	-11.3%	0.7%	1.5%	15.2%
#Other Comprehensive Income	1.0	2.7	4.1	#5,468.7
Total Comprehensive Income	(273.1)	16.1	55.5	6,177.3
Reported Earnings Per Share (Rs)	(7.26)	0.43	1.37	18.78

<sup>\*</sup>Exceptional Items includes Profit/(Loss) on sale of asset & Gain Arising from restructuring of AARC Loan.





<sup>\*</sup>Comprehensive Income revaluation of Property, Plant & Equipment by adopting revaluation model. (BSE Link)



## **Annual Balance Sheet**

Particulars (INR Mn)	FY23	FY22
Equity & Liabilities		_
Equity		
Share Capital	421.0	376.0
Other Equity	5,418.4	-887.7
Total Equity	5,839.4	-511.7
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
i) Borrowings	997.7	1,807.3
ii) Lease Liabilities	186.6	202.3
Provisions	56.3	51.7
Deffered Tax Liabilities	2,012.4	188.1
Total Non-Current Liabilities	3,253.1	2,249.4
Current Liabilities		
Financial Liabilities		
i) Borrowings	663.5	928.8
ii) Lease Liabilities	35.5	37.0
iii) Trade Payables	320.4	318.9
iv) Other Financial Liability	216.8	46.2
Other Current Liabilities	78.2	66.5
Provisions	20.4	14.6
Total Current Liabilities	1 224 0	1 412 0
	1,334.8	1,412.0
Total Equity & Liabilities	10,427.2	3,149.7

INVESTOR PRESENTATION ·

Particulars (INR Mn)	FY23	FY22
Assets		
Non-Current Assets		
Property Plant & Equipment	9,102.2	1,885.6
Intangible Assets	0.8	0.7
Right of Use Asset	198.2	227.6
Financial Asset		
i) Other Financial Asset	17.9	17.7
Total Non-Current Assets	9,319.1	2,131.6
Current Assets		
Inventories	568.5	329.1
Financial Assets		
i) Trade Receivables	399.0	555.4
ii) Cash & Cash Equivalent	21.5	21.6
iii) Other Cash Balance	22.1	31.1
iv) Loans	1.6	2.5
v) Other Financial Assets	0.9	3.5
Other Current Assets	94.5	74.9
Total Current Assets	1,108.1	1,018.0
Total Assets	10.427.2	3.149.6





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# THANKS!

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