

Date: 10.02.2025

To, The General Manager, Department of Corporate Services, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	To, Listing Department, National Stock Exchange of India Limited, Exchange plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400051
Scrip Code: 500284	Scrip Code: LORDSCHLO

Dear Sir/Madam,

Sub: Investor Presentation– Q3 FY 25.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Listing Regulations”), please find attached herewith Investor Presentation for Q3 FY 25.

The same will also be available on the website of the Company at www.lordschloro.com.

This is for your information and record.

Thanking you.

For Lords Chloro Alkali Limited

**RAJIV
KUMAR** Digitally signed by
RAJIV KUMAR
Date: 2025.02.10
19:40:14 +05'30'

**Rajiv Kumar
CFO**

Encl: A/a



LORDS CHLORO ALKALI LIMITED

Lords Chloro Alkali Limited

Investor Presentation

Q3 & 9MFY25



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At a Glance



About Us



Journey so Far



Our Team



Key Strengths



Manufacturing
Facilities



Product Offerings



Minimizing Waste,
Maximize Value



Financial Analysis



Way Ahead

At a Glance



Rich heritage & legacy

4+
decades

In chemical industry



Capacity

~105,000
tonnes

Upgraded to 300 t.p.d.



Strong Workforce

300+
Employees


Contributing to our success



Diverse Product Range

6 **Product categories**

Incl. Caustic soda lye, Hydrochloric Acid etc.




Notable green initiatives


Transition to cleaner fuels; Harnessing solar power;
Waste water recycling with RO plants

Catering to wide array of industries

Paper, soap, dyes, chemicals industries



Financial Parameters



13%

Revenue CAGR (FY22-24)



0.22

Debt to Equity as on FY24

Commitment to Green Chemistry

- Making strides towards becoming a leading producer of green chemicals

Accelerating our journey to being a Green Chemical Company

1979

- Company was incorporated as Modi Alkalis & Chemicals

2006

- Company and management taken up by Dhir's and others prior to which name changed from Modi Alkalis to Lords Chloro

2021

- Dhir's made an open offer to buy out other promoters, increasing their stake to **74.72%**, and taking over the company's full management

2024

- Focus on Green Chemistry – Solar Power integration - 16MW Solar plant in Bikaner commences operations
- Operationalized additional 90 TPD Capacity Expansion of Caustic Soda

1992

- Company moved from Mercury cell manufacturing to membrane technology for environmental reasons

2015/2016

- Company restarted with latest technology from Japan & Germany

2023

- **Best results** in history of Lords Chloro

Experienced Management Team



Ajay Virmani

Managing Director

- Chartered Accountant by profession
- 15 years of experience in the Chloro Alkali industry, he not only serves as President of AMAI but also brings wealth of industry knowledge and- leadership



Madhav Dhir

Executive Director

- BA in Business Management, MSc in Economics, LLB, Graduate from Imperial College London
- Director of Lords Chloro Alkali Limited for over 8 years, focuses on Company's future, expanding business, adding new chemicals, and charting growth trajectory



Deepak Mathur

Technical Director

- B.Tech. in Chemical Engineering from Punjab University, Chandigarh
- Boasting more than 40 years of experience in chloro-alkali plants across India, is a seasoned expert in this field

Key Strengths

Strong and experienced management

- Decades of relevant experience in chemical space
- Committed team of highly experienced individuals from technical and commercial sectors of organization

04

01

Technology driven with robust In-house R&D

- Infrastructure mechanized with state of the art technology and machineries from Japan, Germany and Switzerland



03

02

Strategically located manufacturing plant

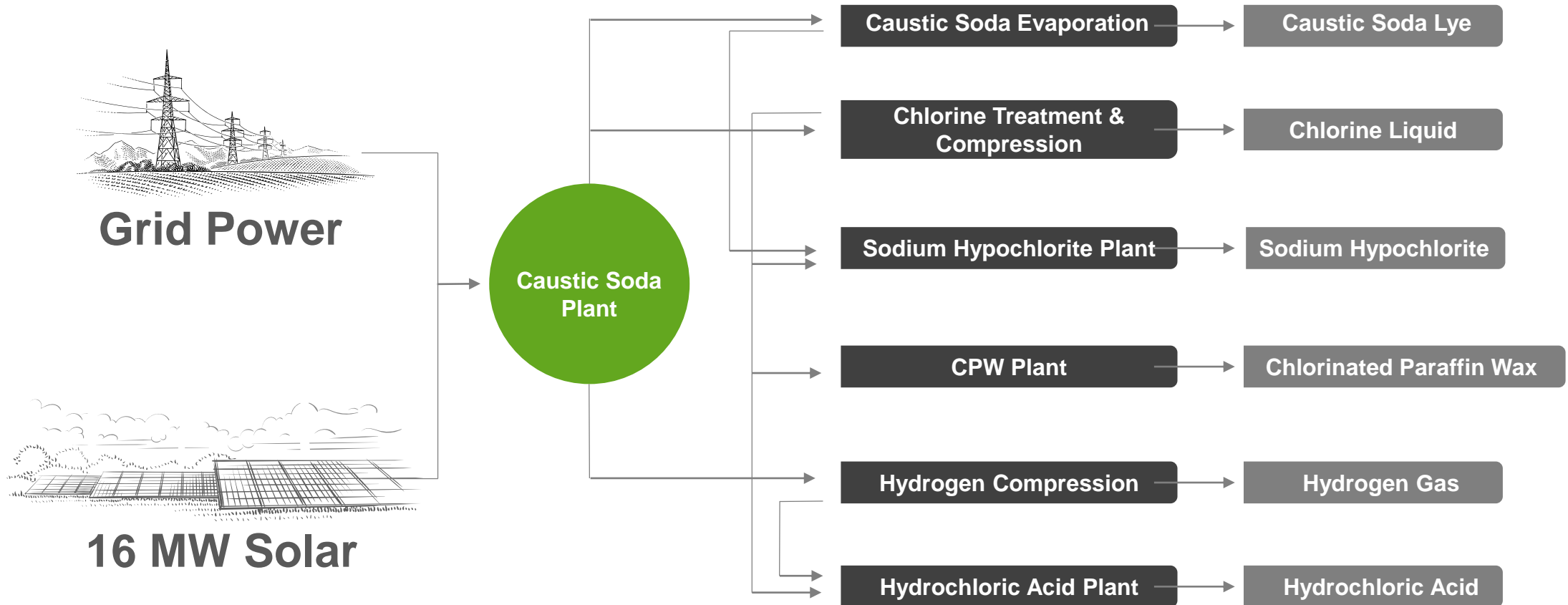
- Proximity to end-user industry
- Easy availability of raw materials and essential inputs

Widespread geographical reach

- Large market footprint with dealers presence at strategic locations

Future-Ready and Environmentally Responsible

Wide Product Offerings....



Strategically located Manufacturing Facilities

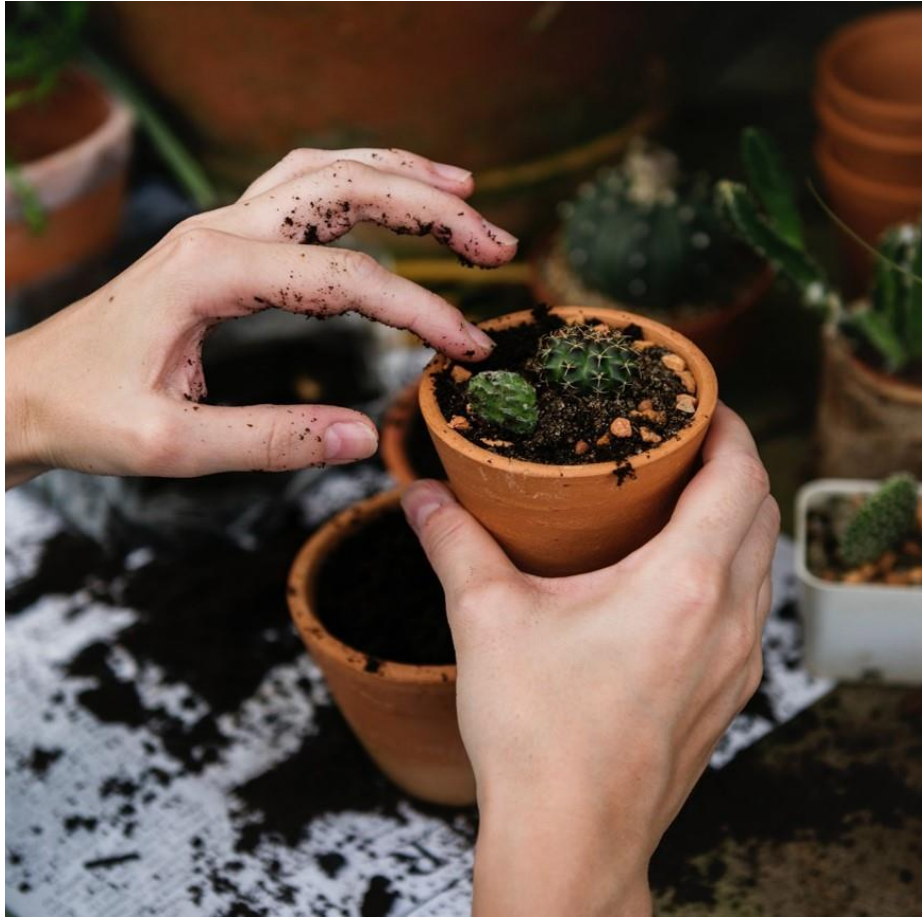


- Manufacturing facility is on 84 acres in Alwar at Matsya Industrial Area, Rajasthan, company boasts sophisticated manufacturing facilities with an installed capacity of 300 MT per day of Caustic Soda & 20 TPD of Chlorinated Paraffin Wax (CPW)
- Additionally, Lords Chloro Alkali Ltd. has undertaken a capacity expansion, currently adding 30 TPD of CPW capacity

Integrating Solar Power - A significant focus is on harnessing solar power for chemical production, a move that reduces reliance on non-renewable energy sources and positions LCAL as a leading player in green energy adoption within the chemical sector

Focus on Sustainable Manufacturing

Minimizing Waste, Maximize Value



**Future-Ready and Environmentally Responsible –
Weaving Sustainability into its DNA**

01 Closure of Mercury Cell Factory

- Proactive step towards environmental responsibility by permanently shutting down 200 Tons Per Day (TPD) mercury cell factory.
- Decision made to eliminate risk posed by release of hazardous mercury into water cycle.
- Demonstrate its commitment to safeguard environment from toxic pollutants.

02 Transition to Cleaner Fuels

- Made significant shift in energy consumption practices. Instead of relying on more polluting fuels, now utilizes Hydrogen and LPG (Liquefied Petroleum Gas) in boilers.
- Reduces emissions but also promotes cleaner air quality and contributes to greener, healthier planet.

03 Harnessing Solar Power

- Major stride towards sustainable energy generation, in process of establishing 12-megawatt solar power plant.
- This solar facility will supply more than 10% of energy requirements.
- By harnessing power of sun, the plan is to reduce reliance on non-renewable resources and significantly cutting our carbon footprint.

04 Wastewater Recycling with RO Plants

- To minimize water waste and promote responsible water management, installed state-of-art Reverse Osmosis (RO) plants.
- These plants efficiently treat and recycle wastewater, ensuring that water resources are conserved and reused responsibly.
- This initiative aligns with commitment to sustainable water usage and environmental stewardship

Upping the green scale- 16MW Solar plant

Company's **16 MW solar power plant** has commencement operations in October 2024.

Highlights of the Bikaner Solar Plant:

- **Capacity:** 16 MW DC, 11.5 MW AC
- **Electricity Generation:** 20 lakh units/month
- **Annual CO2 Emission Reduction:** 17,200 tons, equivalent to planting 8,47,500 trees each year
- **Savings:** ~Rs. 1 crore/month in grid electricity costs

This solar facility project is a reflection of our dedication to sustainable development, taking steps towards producing green chemicals; reinforcing our strategy in adopting green technologies and drive energy efficiency.



Powering the Future – 90 TPD Caustic Soda Addition

Company's **90 TPD Caustic Soda Capacity Expansion** has commencement operations in December 2024.

Highlights of the Bikaner Solar Plant:

- **Capacity:** Increased from 210 TPD to 300 TPD
- **Technology:** Cutting-edge Zero Gap Technology from Asahi Kasei
- **Production Growth:** Over 40% increase in output
- **Expected Benefits:** Enhanced turnover and improved economies of scale

With existing capacity operating at a utilization rate of 80-85%, this strategic expansion was both timely and essential. The operationalization of expanded capacity, adopting Zero Gap Technology from Asahi Kasei marks a transformative achievement for operations. This cutting-edge technology shall enhances efficiency and boosts production performance.



Commenting on the Q3 & 9M FY25 financial results

“

“We are pleased to report healthy growth across key financial metrics this quarter. Revenue grew by 12%, and we achieved significantly higher EBITDA margins compared to previous quarters. This reflects improved operational efficiencies and a favorable pricing environment for caustic soda. Encouragingly, we continue to see month-on-month price stability, signaling strong momentum in the industry.

Demand for our products remains stable, and we anticipate a meaningful pickup in the coming months. To cater to this rising demand, we recently commissioned an additional 90 TPD caustic soda capacity, ensuring we are well-positioned to serve our customers effectively. Additionally, the operationalization of our 16 MW DC solar power plant marks an important milestone in our sustainability journey. By integrating renewable energy into our operations, we are not only reducing our carbon footprint but also stabilizing costs, which will have a positive impact on margins over time.

With a stable demand environment, strategic capacity expansions, and disciplined financial management, we are confident in our ability to sustain this growth trajectory. We remain focused on navigating industry dynamics while leveraging opportunities to strengthen our business in the long run.”

Mr Ajay Virmani,

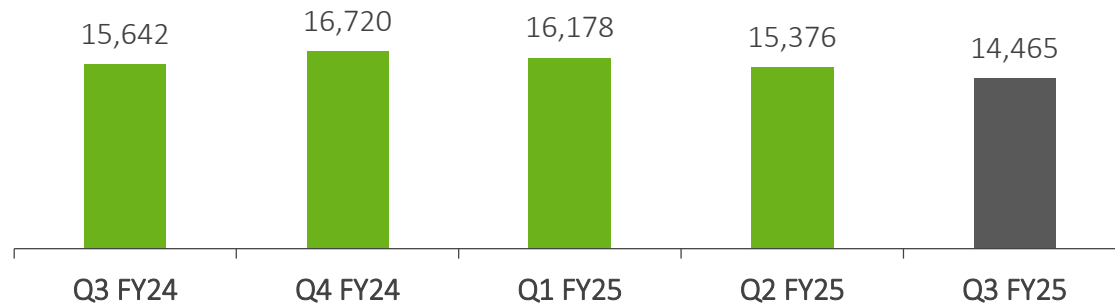
Managing Director



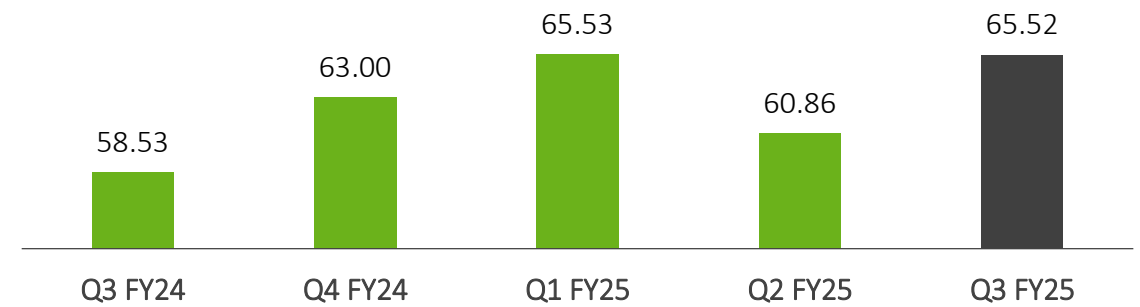
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Financial Highlights - Quarterly

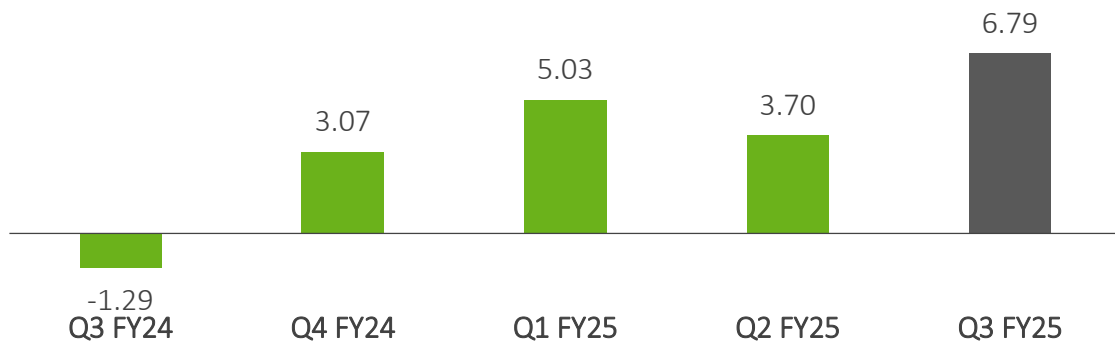
Caustic Soda Lye Volumes (in Tonnes)



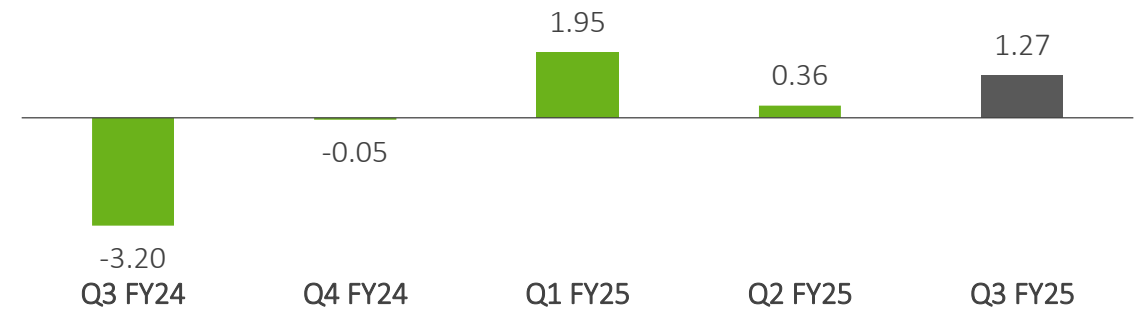
Total Income (Rs. Crore)



EBITDA (Rs. Crore)

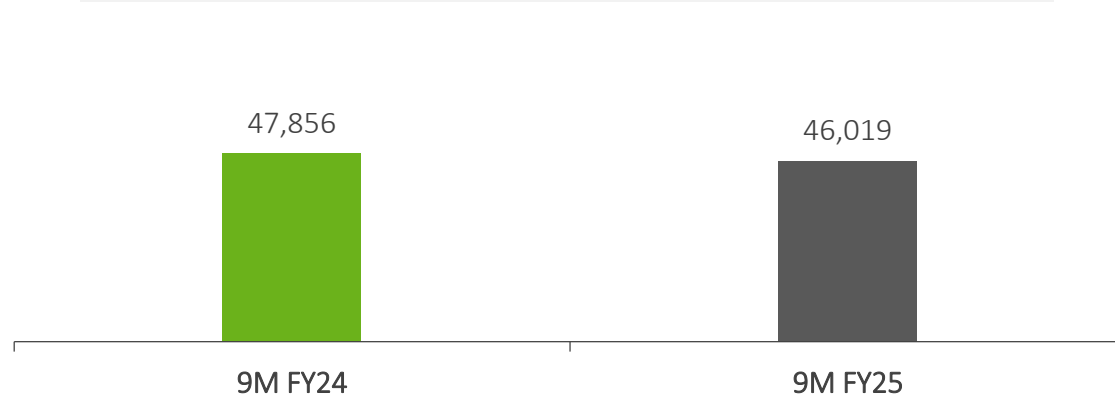


Profit After Tax (Rs. Crore)

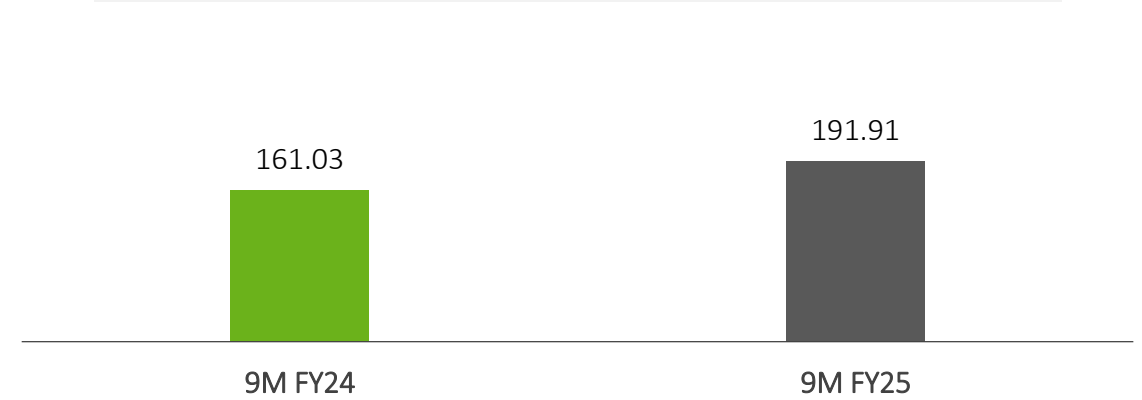


Financial Highlights – Nine Months

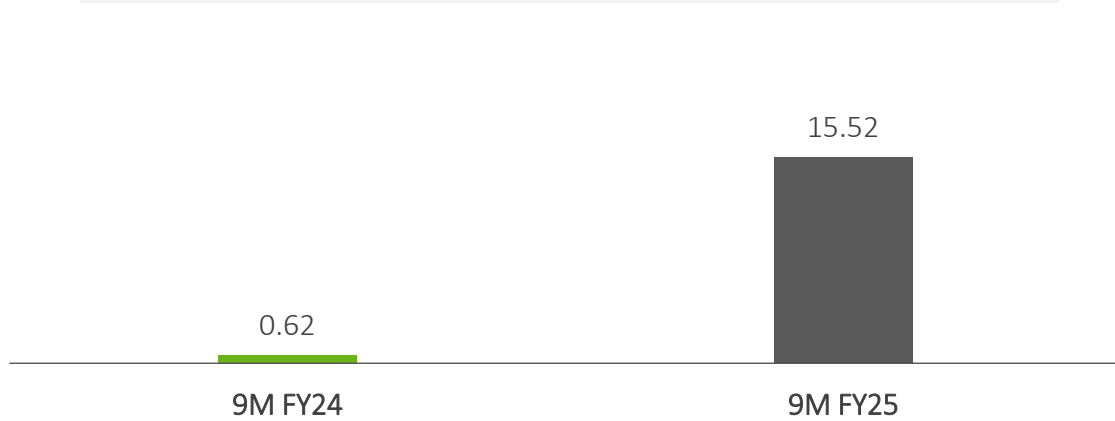
Caustic Soda Lye Volumes (in Tonnes)



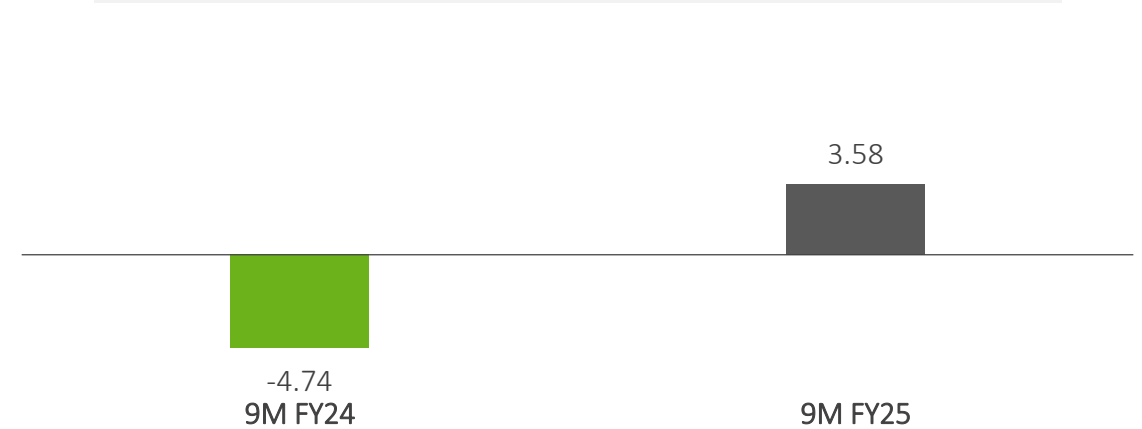
Total Income (Rs. Crore)



EBITDA (Rs. Crore)



Profit After Tax (Rs. Crore)



Profit & Loss Statement – Quarterly

All Figures in Rs. Crore	Q3 FY25	Q3 FY24	YoY%	Q2 FY25	QoQ%
Income from operations	64.78	58.16		60.62	
Other income	0.74	0.37		0.24	
Total income	65.52	58.53	11.9%	60.86	7.7%
Cost of Raw Material	16.71	14.76		15.04	
Changes in inventory	-0.48	1.22		-0.98	
Employee Cost	4.85	4.27		4.60	
Power and Fuel Charges	32.56	34.91		34.69	
Operating expenses	5.09	4.65		3.81	
Total Expenditure	58.81	59.81		57.16	
EBITDA	6.79	-1.29	628.4%	3.70	83.6%
EBITDA Margin %	10.36%	-2.20%	1,256 bps	6.08%	429 bps
Depreciation	3.08	2.37		2.40	
Interest	1.71	0.62		0.75	
Profit Before Tax	2.01	-4.27		0.54	
Tax	0.74	-1.07		0.18	
Profit After Tax	1.27	-3.20	139.6%	0.36	253.3%
Basic EPS (Rs.)	0.50	-1.27		0.22	

Profit & Loss Statement – Nine Months

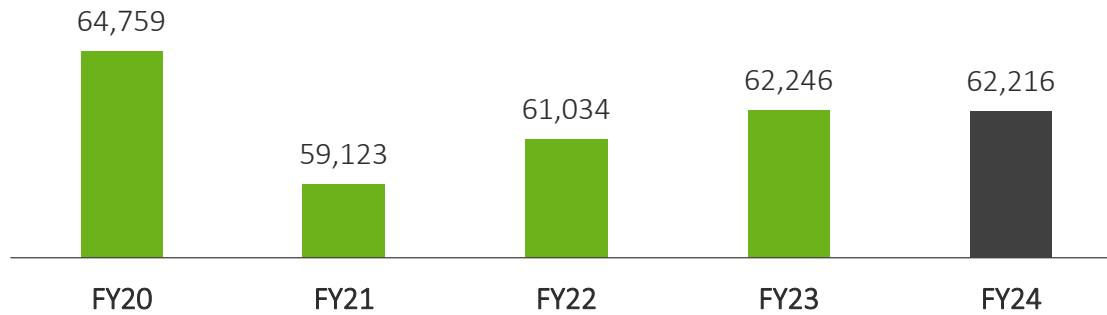
All Figures in Rs. Crore	9M FY25	9M FY24	YoY%
Income from operations	190.44	158.65	
Other income	1.46	2.38	
Total income	191.91	161.03	19.2%
Cost of Raw Material	48.97	37.18	
Changes in inventory	-1.07	-1.03	
Employee Cost	13.83	12.07	
Power and Fuel Charges	101.47	100.02	
Operating expenses	13.19	12.17	
Total Expenditure	176.39	160.40	
EBITDA	15.52	0.62	2393.0%
EBITDA Margin %	8.09%	0.39%	770 bps
Depreciation	7.89	6.59	
Interest	3.04	1.49	
Profit Before Tax	4.59	-7.46	
Tax	1.01	-2.72	
Profit After Tax	3.58	-4.74	175.5%
Basic EPS (Rs.)	1.42	-1.88	

Balance Sheet

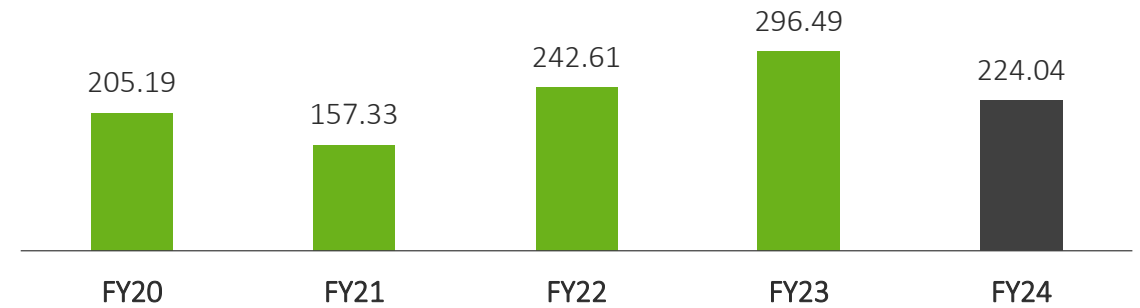
Equity & Liabilities (Rs. Crore)	As on 30 th Sep'24	As on 31 st Mar'24	Assets (Rs. Crore)	As on 30 th Sep'24	As on 31 st Mar'24
Shareholders Funds	177.47	164.49	Non Current Assets	258.79	175.57
Share Capital	25.15	25.15	Property, plant & Equipment	123.73	128.77
Other Equity	152.31	139.33	Capital work-in-progress	111.31	24.09
Non Controlling Interest	0.00	0.00	Right-of-use assets	6.84	6.30
Non Current Liabilities	105.20	64.59	Intangible Assets under development	0.06	0.06
Long Term Borrowings	64.88	24.77	Intangible Assets	0.03	0.00
Lease Liability	5.61	5.70	FA - Investments	0.43	0.35
Provisions	2.01	1.67	FA - Loans	0.05	0.06
Deferred Tax Liabilities	15.43	15.17	Other Non-Current Assets	16.33	15.94
Other non-current Liabilities	17.27	17.27	Current Assets	76.30	86.78
Current Liabilities	52.43	33.28	Inventories	24.74	21.83
Short term Borrowings	34.03	12.07	FA - Trade Receivables	29.79	25.70
Trade Payables	2.92	8.85	FA - Cash & cash equivalents	0.31	0.23
Lease Liability	0.49	0.57	FA - Bank balances	13.61	33.62
Other Financial Liabilities	4.91	1.42	FA - Loans	0.13	0.13
Other Current Liabilities	7.01	7.38	Current Tax Assets	0.96	0.47
Short term Provisions	3.07	3.00	Other Current Assets	6.76	4.81
Current Tax Liability (Net)	0.00	0.00			
Total Equity & Liabilities	335.09	262.35	Total Assets	335.09	262.35

Annual Financial Highlights

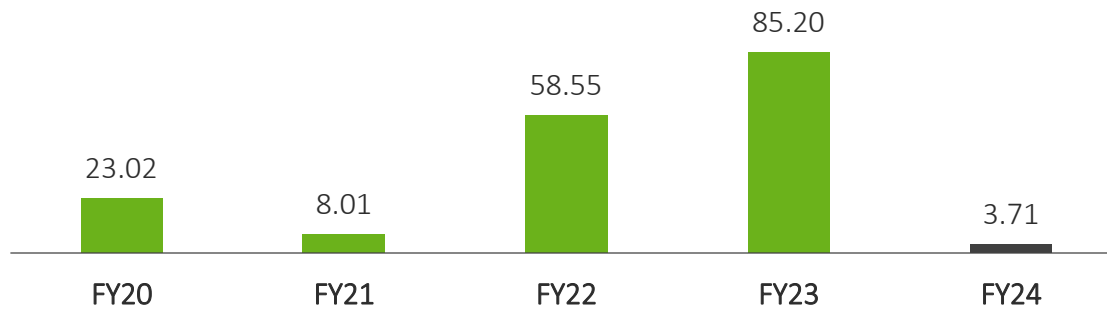
Volumes (in Tonnes)



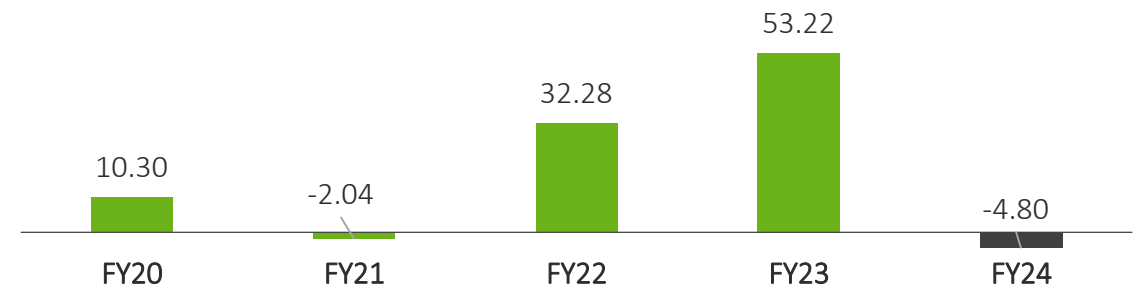
Revenues (Rs. Crore)



EBITDA (Rs. Crore)



Profit After Tax (Rs. Crore)



Profit & Loss Statement – Annual

All Figures in Rs. Crore	FY21	FY22	FY23	FY24
Income from operations	154.10	240.08	295.05	221.11
Other income	3.23	2.52	1.44	2.93
Total income	157.33	242.61	296.49	224.04
Cost of Raw Material	26.47	34.46	44.00	53.59
Changes in inventory	-5.19	5.92	2.78	(2.07)
Employee Cost	10.27	13.07	20.97	16.31
Power and Fuel Charges	106.46	114.49	125.33	136.06
Operating expenses	11.04	16.05	18.23	16.43
Total Expenditure	149.32	184.06	211.31	220.33
EBITDA	8.01	58.55	85.20	3.71
EBITDA Margin %	5.09%	24.13%	28.73%	1.65%
Depreciation	6.41	7.26	8.08	9.00
Interest	3.99	4.77	2.41	2.11
Profit Before Tax	(2.39)	46.52	74.71	(7.40)
Tax	(0.35)	14.23	21.49	(2.61)
Profit After Tax	(2.04)	32.28	53.22	(4.80)
PAT Margin	(1.30%)	13.31%	17.95%	(2.14%)
Basic EPS	(0.81)	12.83	21.16	(1.91)

Industry Opportunity

Indian Chemical Industry* –

- Global outperformer in terms of demand growth and shareholder value creation
- Projected growth at 11-12% during 2021–27 and by 7-10% during 2027–40 thereby tripling its global market share by 2040
- Increased domestic demand and a shift in supply chain are expected to boost growth even further.



Indian Caustic Soda Industry** –

- Annual capacity of ~6.1 million MT (increase of 20% YoY) accounting for around 5-6% of global capacity and is expected to grow in line with country's GDP
- India has become net exporter of Caustic soda from being an importer of ~17% of domestic consumption in last 5 years
- In FY23, total Imports of 1.4 KMT. Exports stood at 4.6 KMT
- FY23 production of caustic soda – 44.7 Lakh MT



Growth Prospects –

- Realizations fell in last quarter of FY23 due to softness caused by weaker demand and new capacity installed in domestic market
- India's GDP is expected to keep demand for caustic soda high due to growth in both domestic manufacturing and the underlying end user industries

The Green Road to Stakeholder value creation

Aspire to become a leading producer of green chemicals



Further expand product portfolio & market presence

- Plans to broaden its product portfolio by increasing **Chlorinated Paraffin Wax** from 20 tons per day to 50 tons per day in near future.
- Further consolidate its position in North Indian market and actively work in building new markets



Initiatives toward sustainability and cost savings

- Exploring alternate sources of energy for the manufacturing process
- Shall lower carbon footprint
- Improve entire cost structure

Profit with Purpose: LCAL operates with a vision that profitability and sustainability are not mutually exclusive. Embedding green initiatives into their business model - ensuring that the pursuit of profit aligns with long-term environmental responsibility

Thank You

Mr. Madhav Dhir, Executive Director

Lords Chloro Alkali Limited

Email: madhav.dhir@lordschloro.com

Ms. Savli Mangle / Mr. Smit Shah

Adfactors PR Pvt. Ltd

Email: savli.mangle@adfactorspr.com/
smit.shah@adfactorspr.com