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CIN L24230TN1985PLC011637

7<sup>th</sup> August, 2024

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code - 543336	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050 Scrip Symbol - CHEMPLASTS
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**Subject: Investor Presentation**

Please find enclosed a copy of Investor Presentation on Performance Highlights Q1/ FY '25.

Copy of Investor Presentation will also be available on the website of the company at [www.chemplastsanmar.com](http://www.chemplastsanmar.com).

Date & Time of occurrence of the event/information: 7<sup>th</sup> August, 2024;  
6.12 PM (IST)

Thanking You,  
Yours faithfully,

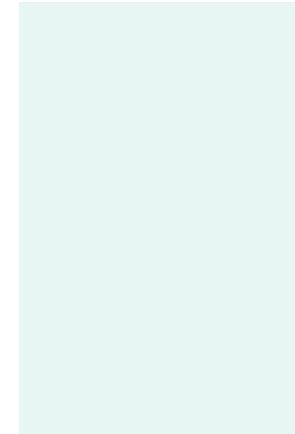
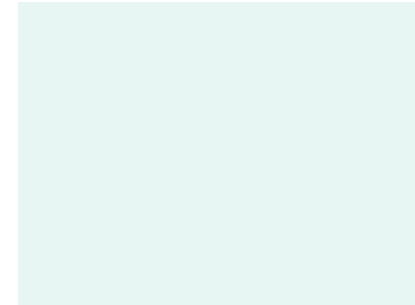
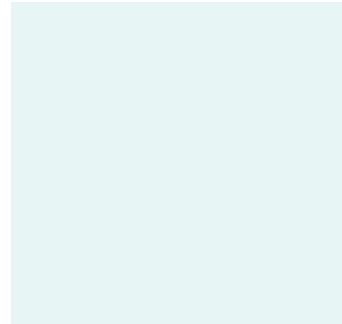
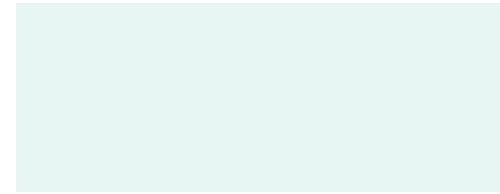
For CHEMPLAST SANMAR LIMITED

M RAMAN  
Company Secretary and Compliance Officer  
Memb No. ACS 6248



# Chemplast Sanmar Ltd.

Investor Presentation – Q1 FY '25

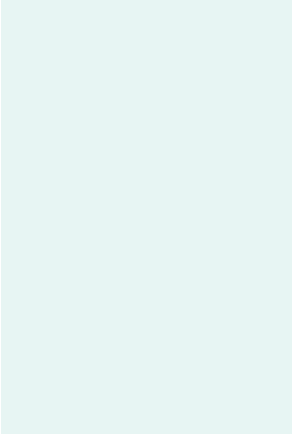
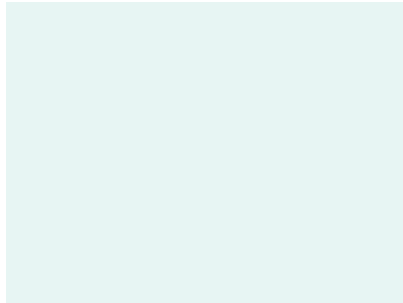
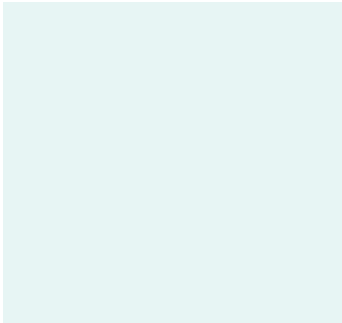
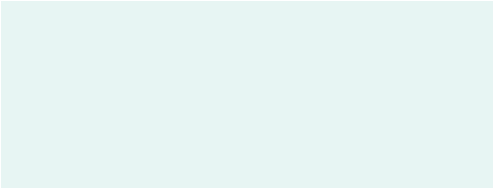


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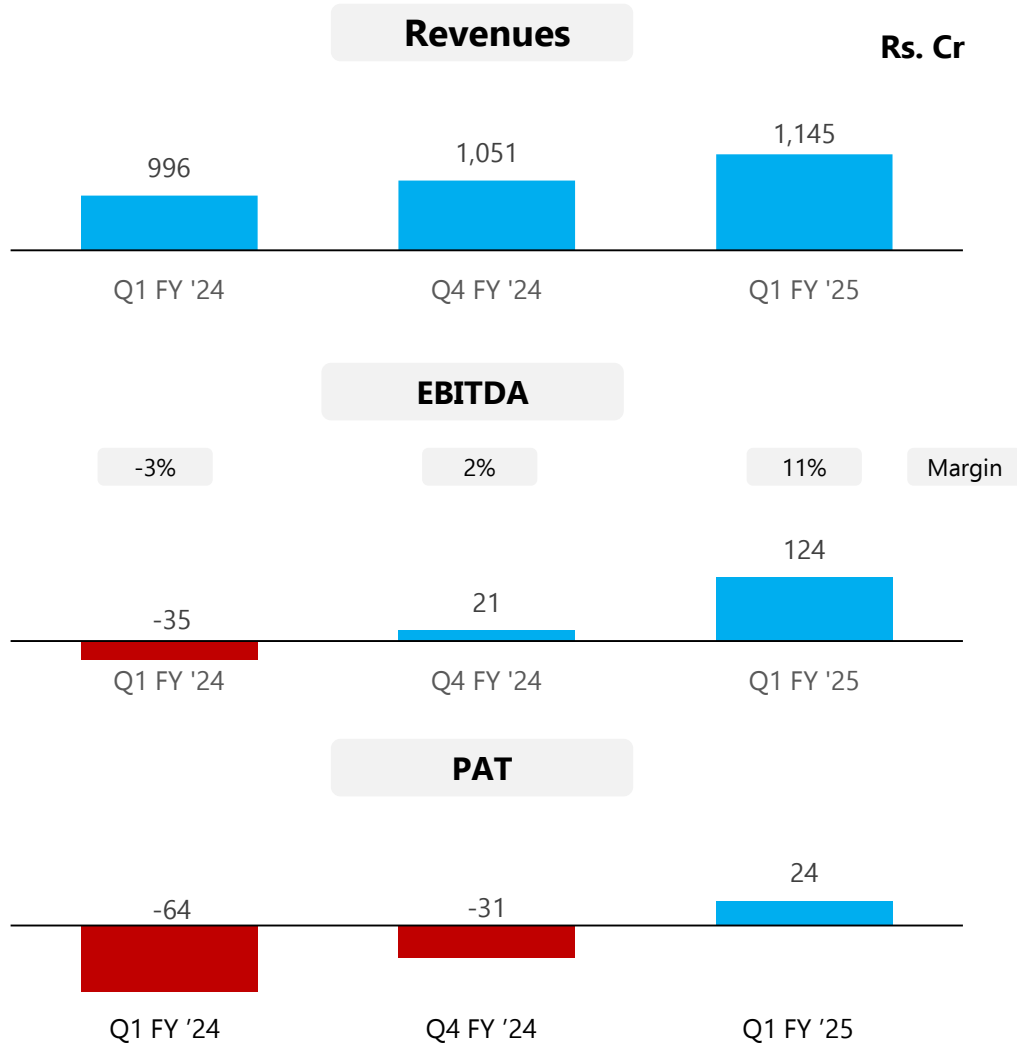
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# Performance Highlights



# Performance Highlights: Q1 FY '25



## Key Highlights

- PVC prices temporarily revived during the quarter due to increased ocean freights – however, there has been a slippage in prices post the end of the quarter
- Feedstock (VCM and EDC) prices have tracked PVC prices directionally during the period
- Demand for Chloromethanes and Caustic Soda remained soft during the quarter
- **Custom Manufactured Chemicals Division ('CMCD') – Business update:**
  - CMCD registered a strong performance in Q1 FY '25
  - We have also signed a new letter of intent ('LoI') with a global agrochemical innovator to supply an advanced intermediate for a recently launched active ingredient; This is the 5th LoI we have signed in the last 20 months
  - The LoI covers a period of 5 years and broadens our customer base
- **Projects Update**
  - Phase 2 of the multi-purpose production block expansion project is expected to be commissioned in Q2 FY '25
  - The Board has approved a further investment of about Rs. 160 cr towards capacity expansion of the Custom Manufactured Chemicals Division at Berigai



**Ramkumar Shankar**  
Managing Director

*"We are pleased to update that the Company has reported the total revenues of Rs. 1,145 Cr with an EBITDA of Rs. 124 Cr, an 11% margin during Q1 FY '25. The first quarter of the financial year has started on a positive note registering a noteworthy profitability, showing a sign of improvement both on Y-o-Y and on sequential basis.*

*The revenue contribution from Speciality chemicals grew by 61% on Y-o-Y basis which is supported by higher volumes of Speciality Paste PVC from the newly commissioned facility at Cuddalore and the increased revenue from Custom Manufactured Chemicals Division. Value-added chemicals' # revenue grew by 20% on Y-o-Y due to higher volumes of Caustic Soda. Suspension PVC revenue has been stable in Q1 FY '25 as compared to the corresponding period last year, while it has improved by 8% sequentially. We witnessed a positive swing in profits in the current year on account of improved prices of PVC and lower feedstock prices.*

*The improvement in PVC prices was largely due to a severe container shortage for cargo originating from China – however, these heightened freight rates have started dropping off post the end of the quarter. This, coupled with continued weakness in the Chinese economy and large volumes of low-priced imports coming in from China, has resulted in PVC prices dropping in July. The decision on the anti-dumping petition on Suspension PVC, filed by the domestic industry, is expected only by Q3 of the current financial year.*

*On the CMC business, an investment of about Rs. 160 crores have been approved by the board of directors towards capacity expansion. This capacity expansion reiterates our commitment to grow the CMC business. Along with our recent commissioning of state-of-the-art R&D, pilot and production blocks, this new investment is a reflection of our strong product pipeline and the pace at which we commercialise new products.*

*Further, we have recently signed a new Letter of Intent ('LoI') with an agrochemical innovator for an advanced intermediate for a new active ingredient. This LoI is for a period of 5 years. Besides broadening the customer base, this LoI also gives us an opportunity to participate in a newly launched molecule. This is the 5<sup>th</sup> LoI that we have signed over the past 20 months. This also echoes our customers' confidence in Chemplast Sanmar's wide range of chemical processes and R&D capabilities. I am thankful for the hard work and perseverance of our team of chemists and engineers.*

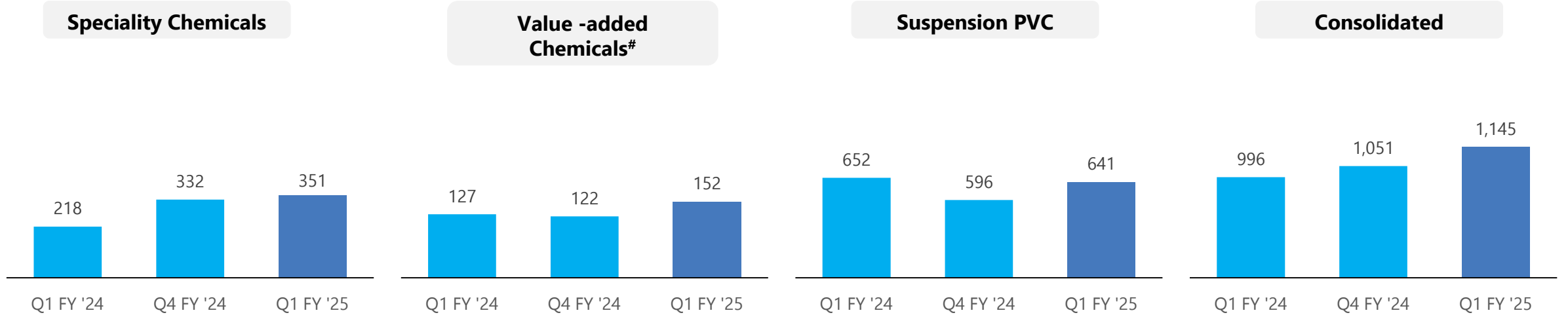
*Going forward, the demand environment across our speciality product portfolio continues to remain strong. From a Suspension PVC perspective, we see robust demand coming in from the infra-led irrigation projects."*

# Segmental Highlights - Quarterly



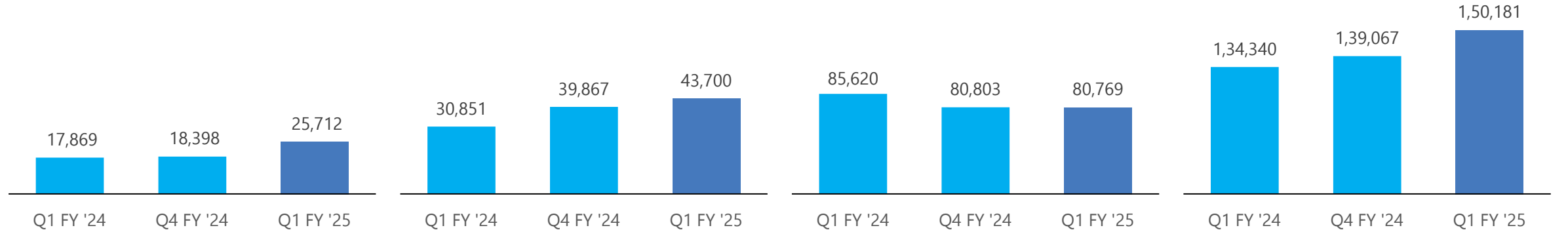
Rs. Cr

Revenue Break-up



mt

Sales Volume



"mt" stands for metric tons

# - Includes Caustic Soda, Chloromethanes, Hydrogen Peroxide and Refrigerant gases



# Consolidated Profit & Loss Account



Rs. Cr

Particulars	Q1 FY '25	Q1 FY '24	Y-o-Y	Q4 FY '24	Q-o-Q
<b>Revenue from Operations</b>	<b>1,145</b>	<b>996</b>	<b>15%</b>	<b>1,051</b>	<b>9%</b>
Cost of Goods Sold	685	725	-6%	724	-5%
Employee Cost	58	38	53%	51	14%
Other Expenses	278	268	4%	255	9%
<b>EBITDA</b>	<b>124</b>	<b>(35)</b>	<b>n.a.</b>	<b>21</b>	<b>n.a.</b>
<b>EBITDA Margin %</b>	<b>11%</b>	<b>-3%</b>		<b>2%</b>	
Other income	12	18	-36%	13	-9%
Depreciation	45	32	38%	46	-3%
<b>EBIT</b>	<b>91</b>	<b>(49)</b>	<b>n.a.</b>	<b>(12)</b>	<b>n.a.</b>
Finance Cost	59	44	33%	51	15%
<b>Profit Before Tax</b>	<b>32</b>	<b>(93)</b>	<b>n.a.</b>	<b>(63)</b>	<b>n.a.</b>
Tax	8	(29)		(32)	
<b>PAT</b>	<b>24</b>	<b>(64)</b>	<b>n.a.</b>	<b>(31)</b>	<b>n.a.</b>
<b>PAT Margin %</b>	<b>2%</b>	<b>-6%</b>		<b>-3%</b>	
<b>Basic EPS (Rs. /share)</b>	<b>1.51</b>	<b>(4.05)</b>		<b>(1.97)</b>	



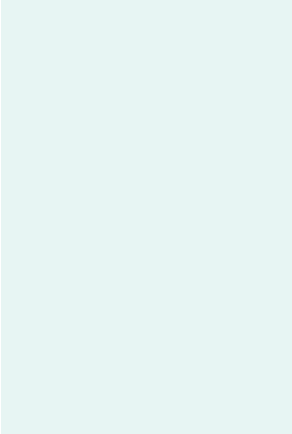
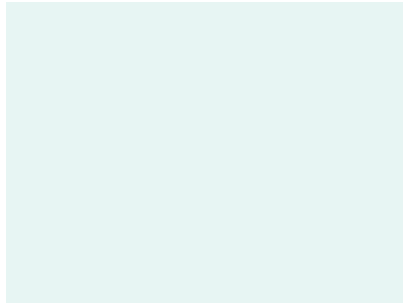
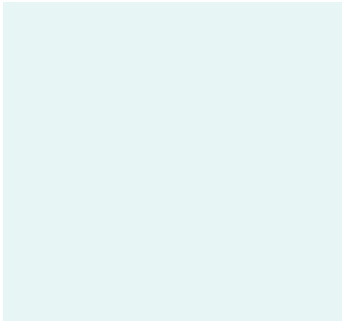
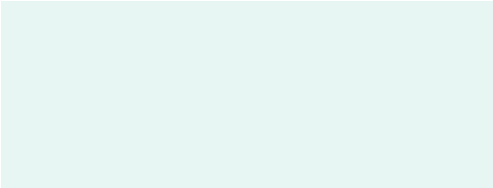
n.a. - not applicable



# Stand-alone Profit & Loss Account

Particulars	Q1 FY '25	Q1 FY '24	Y-o-Y	Q4 FY '24	Q-o-Q
<b>Revenue from Operations</b>	<b>560</b>	<b>350</b>	<b>60%</b>	<b>516</b>	<b>8%</b>
Cost of Goods Sold	264	154	71%	307	-14%
Employee Cost	40	25	56%	37	7%
Other Expenses	212	194	9%	188	13%
<b>EBITDA</b>	<b>45</b>	<b>(24)</b>	<b>n.a.</b>	<b>(16)</b>	<b>n.a.</b>
<b>EBITDA Margin %</b>	<b>8%</b>	<b>-7%</b>		<b>-3%</b>	
Other income	4	7	-37%	5	-17%
Depreciation	33	21	56%	35	-4%
<b>EBIT</b>	<b>16</b>	<b>(39)</b>	<b>n.a.</b>	<b>(46)</b>	<b>n.a.</b>
Finance Cost	20	5	307%	13	50%
<b>Profit Before Tax</b>	<b>(4)</b>	<b>(44)</b>	<b>n.a.</b>	<b>(59)</b>	<b>n.a.</b>
Tax	(1)	(16)		(29)	
<b>PAT</b>	<b>(3)</b>	<b>(28)</b>	<b>n.a.</b>	<b>(30)</b>	<b>n.a.</b>
<b>PAT Margin %</b>	<b>0%</b>	<b>-8%</b>		<b>-6%</b>	
<b>Basic EPS (Rs. /share)</b>	<b>(0.17)</b>	<b>(1.77)</b>		<b>(1.88)</b>	

# Company Overview



# Chemplast Sanmar: Leading Chemical Manufacturer in India...



**#1**  
manufacturer of  
Speciality  
Paste PVC  
resin in  
India

**Leading player  
in Custom  
Manufactured  
chemicals**

**#1**  
manufacturer of  
S-PVC in South  
India & 2nd  
largest in  
India<sup>(1)</sup>

**#1**  
manufacturer of  
Hydrogen  
Peroxide in  
South India

**#4**  
manufacturer of  
Caustic Soda in  
South India

**One of the  
oldest  
manufacturers  
of  
Chloromethanes  
in India**

**4 Manufacturing**  
sites with a high degree of  
backward integration <sup>(2)</sup>

**Experienced management  
team with deep domain  
expertise**

## Marquee parentage

  
The Sanmar Group is amongst  
the oldest and most prominent  
corporate groups in South India

FAIRFAX INDIA  
Fairfax, a well-known  
international investor, has been  
an investor since 2016 in the  
SHL Chemicals Group <sup>(3)</sup>

## Consolidated FY '24

**Rs. 3,923 Cr**  
Revenue










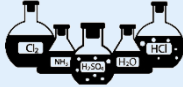










**Rs. 26 Cr**  
EBITDA

Note:

1. S-PVC – Suspension PVC ; Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ('CCVL')
2. For significant portion of its operations
3. Through FIH Mauritius Investments Limited



# ... with a Diversified Product Portfolio

	Chemplast Sanmar					CCVL (1)
	Speciality Chemicals		Value-added Chemicals			Suspension PVC
End-user industries	<p><b>Speciality Paste PVC resin</b></p>  <p>Footwear</p>  <p>Auto and Furniture upholstery</p>  <p>Artificial leather products</p>  <p>Mats</p>	<p><b>Custom Manufacturing</b></p>  <p>Pharma</p>  <p>Agrochemicals</p>  <p>Fine Chemicals</p>	<p><b>Caustic Soda</b></p>  <p>Paper</p>  <p>Textile</p>  <p>Organic and Inorganic Chemicals</p>	<p><b>Hydrogen peroxide</b></p>  <p>Paper</p>  <p>Textiles</p>  <p>Effluent treatment at refineries</p>  <p>Disinfectants</p>	<p><b>Chloromethanes</b></p>  <p>Pharma</p>  <p>Agro-Chemicals</p>  <p>Refrigerants (HFOs)</p>	 <p>Irrigation</p>  <p>Urban infra</p>  <p>Real estate</p>
	Capacity	<b>107,000</b> mtpa	<b>3,068<sup>(2)</sup></b> mtpa	<b>119,000</b> mtpa	<b>34,000<sup>(3)</sup></b> mtpa	<b>35,000</b> mtpa
FY '24 Sales split	<b>25%</b>		<b>13%</b>		<b>62%</b>	

Note:

1. Wholly-owned subsidiary of Chemplast Sanmar Ltd.
2. Including capacity of the Phase 1 expansion; post completion of Phase 2, the overall capacity will be ~ 4,500 mtpa
3. The Hydrogen Peroxide capacity is calculated at 50% concentration level, in line with industry standards. ('mtpa' stands for metric tons per annum)

# 1. Speciality Paste PVC



## Part of speciality chemical division of Chemplast Sanmar. Largest manufacturer of Speciality Paste PVC resin in India

- Manufactured at Mettur facility since 1968; 41 ktpa one-step process capacity added at Cuddalore in Q4-FY '24
- Primary raw materials include EDC, Ethylene, Chlorine and VCM (for 41 ktpa - Cuddalore facility)
- In-house capacity to manufacture significant portion of EDC and all of VCM requirements for the backward integrated capacity of 66 ktpa. This provides flexibility in operations and reduces dependence on external suppliers.
- High repeat business – customer stickiness

### Key growth drivers

- India is heavily import-dependent - import substitution opportunity
- Enough headroom to grow – no capacity expansions have been announced – technology is a barrier
- Growing demand in end-user industry driven by low per capita consumption
- Customer stickiness

### The Sanmar Advantage

CSL is the **oldest player and one of only two companies in India** having the requisite technology

> 60% of Paste PVC capacity is **backward integrated**

**Leadership position** in Indian market; With the 41 ktpa expansion, CSL has ~83% of domestic production capacity and ~66% market share with the downstream capacities configured to CSL's resin quality

**Long-standing customer relationships**



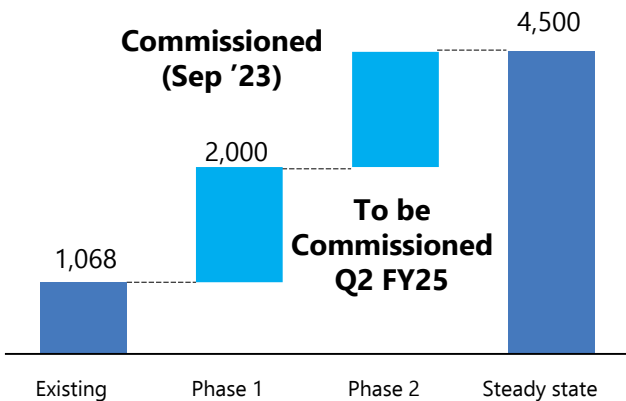
# 2. Custom Manufactured Chemicals



Part of speciality chemicals division of Chemplast Sanmar; growing rapidly on the back of 15 years of long-standing client relationships

- Quality manufacturing at Berigai facility in a safe and sustainable manner
- Custom manufactures starting materials, advanced intermediates and active ingredients for global innovator companies – ‘One Product to One Customer’ strategy
- Wide range of chemistry capabilities such as cyanation, hydrogenation, liquid purification etc.
- In-house process research, process engineering and large-scale manufacturing capabilities, making it a one-stop shop manufacturing of newly discovered molecules

### Capacity (in mt)



### Key growth drivers

- India’s share in the global outsourced Agro CMC market increasing at a faster pace of 10%-12%
- Increasing EU regulatory constraints
- ‘China +1’ strategy - India to be a focus region as companies move away from China for custom manufacturing
- Higher penetration of API manufacturing in India

### The Sanmar Advantage

Renowned for our **Sustainability, Environmental and Safety stewardship**

Professional management with **high standards of ethics and integrity**

Proven track record of execution, with a long history of partnerships with **global originator and innovator companies**

Extremely careful with the intellectual property of our customers

Ability to handle complex chemistries and complex chemicals due to our process technology, process improvement and product development capabilities. **World-class research and development capability** combined with a **broad range of chemical technologies at production scale**

**Highly qualified engineers and chemists**

Benefit and advantage of having facilities with land available for future expansion

Proactive investment in **‘best in class’ hardware** - production blocks, lab and pilot capabilities, process safety labs



# 3. Caustic Soda | Hydrogen Peroxide | Chloromethanes | Ref. Gas



## Part of Value-added chemicals division of Chemplast Sanmar; These complete the integration story of the company

<b>Caustic soda</b>	<ul style="list-style-type: none"> <li>Generated as a joint product in the process of manufacture of chlorine</li> <li>Sold at 48-50% concentration to customers</li> </ul>	<p><b>Capacity</b></p> <p>119,000 mtpa</p>
<b>Hydrogen Peroxide</b>	<ul style="list-style-type: none"> <li>Part of downstream integration as a value-added product</li> <li>Plant is designed for a capacity of 34,000 tons per year of 50 percent concentration. Production process adopted is environment-friendly</li> </ul>	<p><b>Capacity</b></p> <p>34,000 mtpa</p>
<b>Chloromethanes</b>	<ul style="list-style-type: none"> <li>Refers to a group of products namely, Methyl Chloride, Methylene Dichloride, Chloroform and Carbon Tetra Chloride</li> <li>Part of downstream integration as a value-added product</li> </ul>	<p><b>Capacity</b></p> <p>35,000 mtpa</p>
<b>Refrigerant Gas</b>	<ul style="list-style-type: none"> <li>Primarily used as a cooling agent in air-conditioning systems. CSL uses chloromethanes captively to manufacture R-22</li> </ul>	<p><b>Capacity</b></p> <p>1,700 mtpa</p>

**The Sanmar Advantage**

- Fully integrated operations resulting in sufficient control over feedstock
- Entire chlorine consumed in-house; no disposal issues
- Diversified product portfolio and customer base



# 4. Suspension PVC



## Largest manufacturer of S-PVC<sup>(1)</sup> in South India and second largest in India

- Manufactured at Cuddalore facility since 2009; 331 ktpa capacity
- This facility has a captive import terminal facilitating VCM imports for PVC production
- One-step non-integrated manufacturing process

### Key growth drivers

- **Significant gap between demand and supply:** Despite new capacity addition announcements, India will continue to be a huge deficit market
- **Import substitution opportunity:** ~ 60% of Indian demand served through imports
- **Growing demand in end-user industry** driven by low per capita consumption

### The Sanmar Advantage

**Strong customer relationships** with a diversified dealer/customer network

**Leadership position in South India**

**Shore-based facility for seamless and safe import of feedstock**

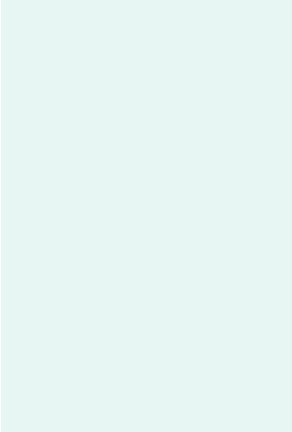
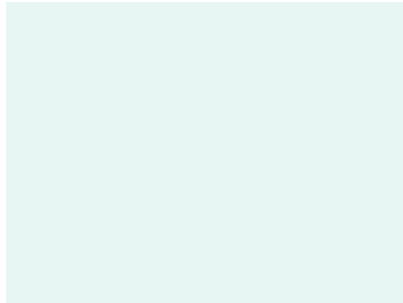
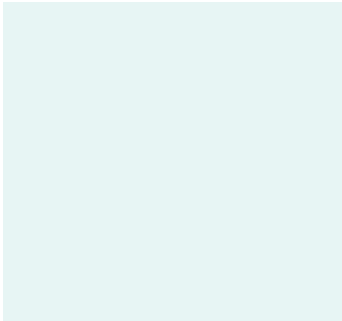
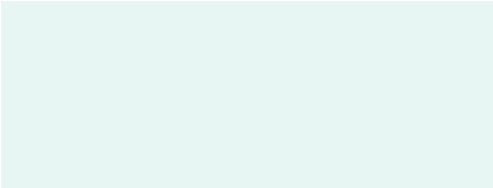
**Asset-light model** with sufficient infrastructure for future expansions

1. Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ('CCVL')





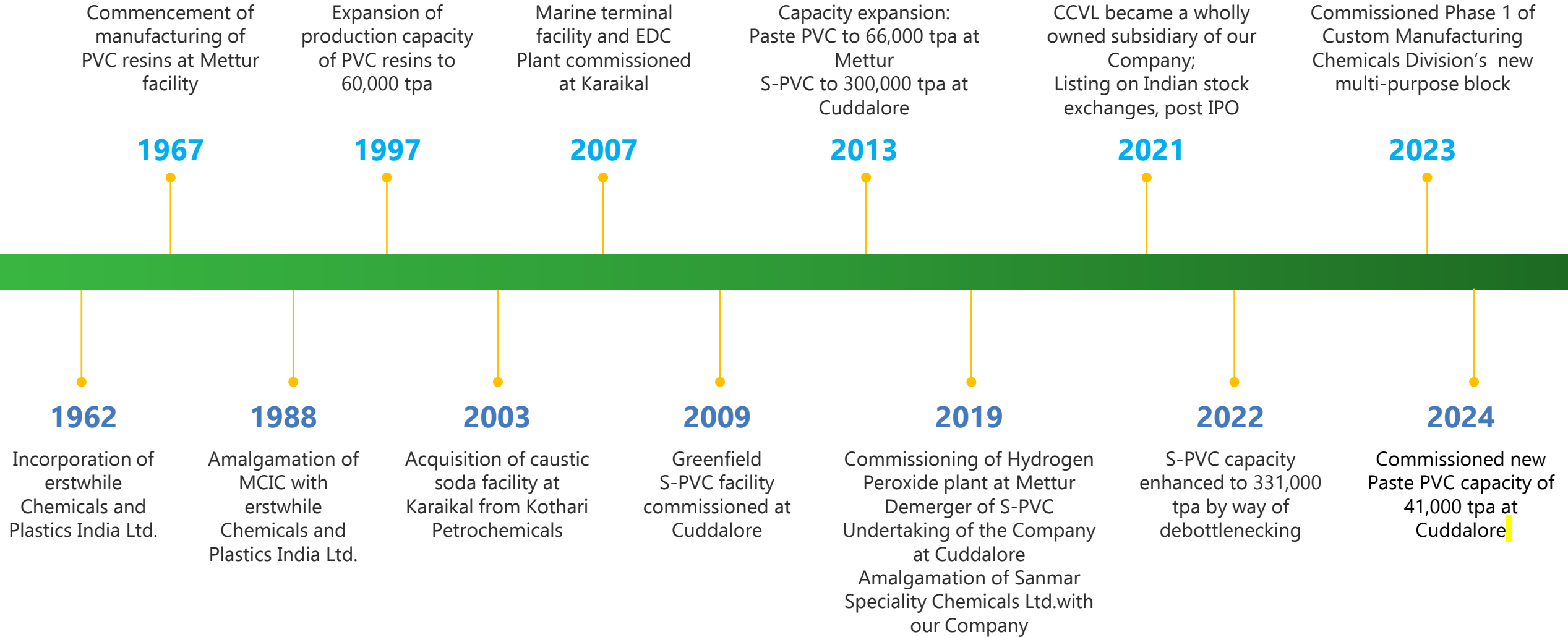
# Well Positioned to Capture Growth





- ▶ Over five decades track record
- ▶ State-of-the-art manufacturing units at strategic locations
- ▶ Significant expansion projects – Speciality chemicals
- ▶ High growth industry
- ▶ Strong focus on sustainability
- ▶ Committed leadership team with eminent board

# 1. Over five decades track record



# 2. State-of-the-art Manufacturing Units...

## 01 Mettur, Tamil Nadu

- Paste PVC – 66 ktpa
- Hydrogen Peroxide – 34 ktpa
- Chloromethanes – 35 ktpa
- Refrigerant gas – 1.7 ktpa

- The site consist of 4 plants with high degree of integration
- Zero liquid discharge facility
- Sourcing of power from a captive power plant of 48.5 MW
- Access to salt fields at Vedaranyam, a key raw material



## 02 Berigai, Tamil Nadu

- Custom manufacturing – 3,068 mtpa

- Fully equipped, Multi-purpose facility
- Fully automated with distributed control systems and modern technologies
- Capability to support development work in various chemistries at the laboratory scale and pilot scale



## 03 Karaikal, Puducherry

- EDC – 84 ktpa (Captive purpose)

- Zero liquid discharge plant | Desalination plant
- Captive terminal for import of feedstock and sale of product
- Two captive power plants of 8.5 MW and 3.5 MW
- Double walled insulated cryogenic Ethylene storage tank with 4 kt capacity
- Access to salt fields at Vedaranyam, a key raw material



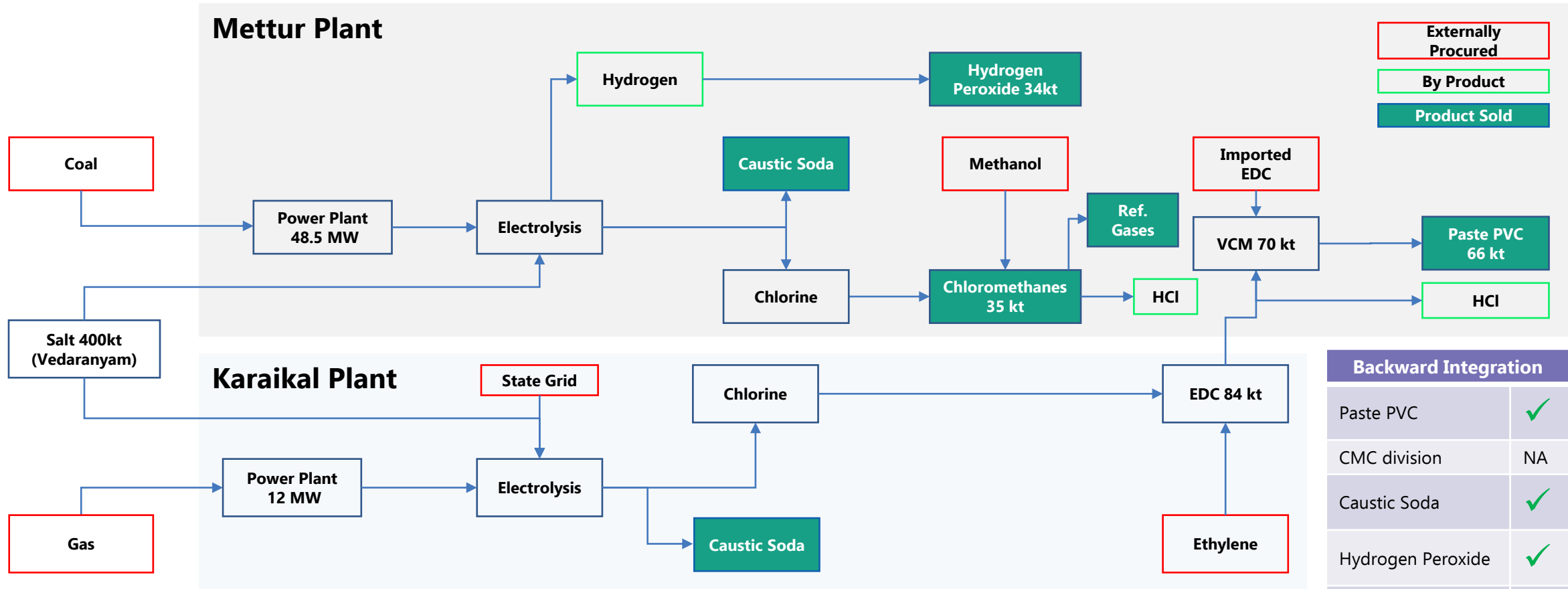
## 04 Cuddalore, Tamil Nadu

- Suspension PVC - 331 ktpa
- Paste PVC – 41 ktpa

- Zero liquid discharge plant
- Desalination plant
- Captive terminal for import of feedstock
- Two refrigerated VCM storage tanks with a capacity of 7,500 mt each



# ... with a High Degree of Backward Integration

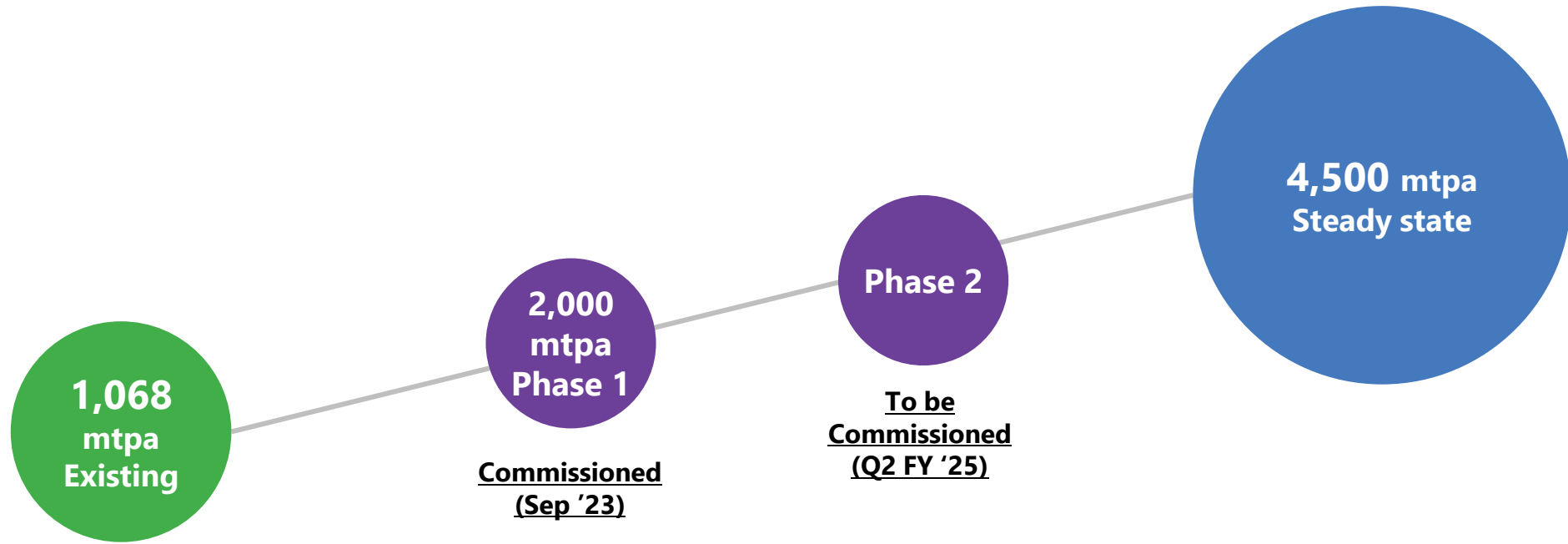


Externally Procured  
By Product  
Product Sold

Backward Integration	
Paste PVC	✓
CMC division	NA
Caustic Soda	✓
Hydrogen Peroxide	✓
Chloromethanes	✓
Suspension PVC	✗
New Paste PVC (Cuddalore)	✗

Quantity of EDC manufactured at Karaikal plant and the EDC imported will depend on the relative pricing vis-à-vis international markets

### 3. Significant expansion projects – Speciality chemicals



**Custom Manufacturing**

**USD 2 Billion**  
Addressable market size\*

- Commissioned Phase 1 of multi-purpose production block in Sep '23
- Phase-2 to be commissioned in Q2 FY '25
- **Additional capex of ~ Rs. 160 Cr will further enhance the capacity of the new multi-purpose production block**
- Facility being enhanced at Berigai – will leverage on the existing infrastructure available at the location
- LOIs signed for five molecules and a strong pipeline of other products provides visibility on capacity utilisation
- Selected by a global agrochemical innovator to manufacture a new Active Ingredient (AI)



# 4. High Growth Industry...



Products	Speciality Paste PVC	Suspension PVC	Custom Manufactured Chemicals
Key Highlights	<ul style="list-style-type: none"> <li>• India heavily import dependent</li> <li>• Enough headroom to grow – no capacity expansions announced – technology is a barrier</li> <li>• Customer 'stickiness'</li> </ul>	<ul style="list-style-type: none"> <li>• India heavily import dependent</li> <li>• Demand growing at a fair clip</li> <li>• New capacities announced are not enough to meet growing demand</li> </ul>	<ul style="list-style-type: none"> <li>• India set to outpace global Agro-CMC market - AIs and advanced intermediates</li> <li>• 'China + 1' play</li> <li>• High margin business</li> </ul>
End user	<ul style="list-style-type: none"> <li>• Predominantly leather cloth followed by mats, gloves etc.</li> <li>• Leather cloth caters to footwear, auto upholstery and other upholstery segments</li> </ul>	<ul style="list-style-type: none"> <li>• Predominantly for pipes used for water conveyancing, construction etc.</li> <li>• Other segments like window profiles, furniture are fast growing</li> </ul>	<ul style="list-style-type: none"> <li>• Agri and Pharma innovators</li> </ul>
Addressable Market Size*	<b>163 ktpa</b>	<b>4.0 million mtpa</b>	<b>USD 2 billion</b>
Chemplast Sanmar Position	<ul style="list-style-type: none"> <li>• Market leader in India – first to seed the product in India – Leadership position strengthened further post the 41 ktpa capacity addition in FY '24</li> </ul>	<ul style="list-style-type: none"> <li>• 2<sup>nd</sup> largest in India and largest player in South India</li> <li>• Dominant presence in South and East markets</li> <li>• Feedstock tie-up key to expansion</li> </ul>	<ul style="list-style-type: none"> <li>• Top priority for capital allocation - will drive growth for CSL going forward</li> <li>• Additional capex of ~ Rs. 160 Cr will further enhance the capacity of the new multi-purpose production block</li> <li>• CSL's track record in customer relationships helping in winning new orders</li> </ul>



\*Management Estimates  
 'mtpa' stands for metric tons per annum; 'ktpa' stands for kilo tons per annum

# ... with CSL's unique position to capitalize on it



## Technology not available on License

Paste PVC manufacturing technology is closely guarded and is not readily available on license

Long term relationships with feedstock suppliers & customers

## Complex Chemistry

Well-renowned in the industry for our chemistry strengths & ability to handle complex chemicals

01

02

03

04

05

06

## Leverage Existing Infra

Owns vacant industrial land and other infrastructure for future leg of expansion

## High Safety & Quality Standards

High standards of Environmental, Health and Safety compliance, extended customer validation and approvals process, ongoing process innovation and optimisation, high-quality standards and stringent specifications

## Ability to Handle Feedstock

Significant expertise is available within the Chemplast ecosystem in processing and handling complex chemicals such as Chlorine, Ethylene dichloride, Fluorine, Peroxides, Chlorosilanes and Sodium Cyanide



# 5. Strong Focus on Sustainability...

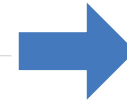
## Environment Friendly Practices

- Zero liquid discharge policy
- Desalination plants at coastal facilities - avoid usage of groundwater
- Rain water harvesting & ground water recharging capacities at Mettur facility



## Health & Safety Measures

- Transport safety - Installation of speed control & safety systems in trucks
- Process safety – PSM, BBS
- Personnel safety – PPE

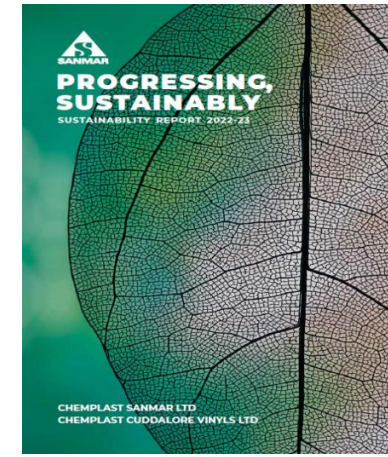
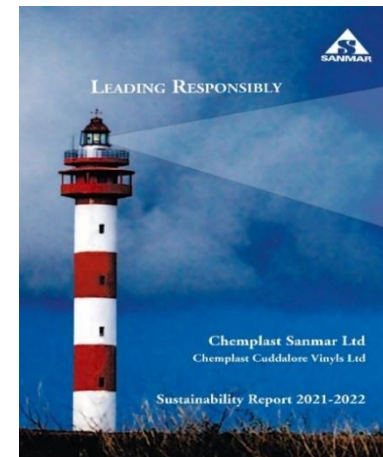
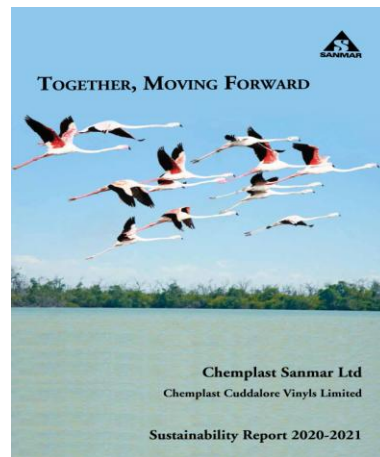


- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

## Pioneers in Zero Liquid Discharge

- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs. 27 Cr
- In Cuddalore and Karaikal, ZLD has been the norm right since the inception of the units
- **In Sep '09, Chemplast became the first chemical manufacturer to achieve 100% ZLD in all its plants**

## Annual sustainability reports published for over a decade



# ... with various awards & recognitions

## Accreditations



One of the two winners of the 'Sustainability Award for Carbon Reduction' presented by Syngenta, a global innovator and a key customer of the Custom Manufactured Chemicals Division

## Key Awards

ecovadis

**ECOVADIS SILVER MEDAL**

Safety



**Star Award from National Safety Council**

Safety



**FICCI Safety system Excellence Award 2019**

Safety



**FICCI Sustainability Award Excellence in Safety (Petrochemicals) 2017**

Sustainability



**ICC's Award for Excellence in Management of Environment 2021**

CSR

# 6. Committed Leadership Team With Eminent Board



**Vijay Sankar**  
*Chairman &  
Non Executive Director*



**Ramkumar Shankar**  
*Managing Director*



**Aditya Jain**  
*Independent Director*



**Dr. Lakshmi Vijayakumar**  
*Independent Director*



**Prasad Menon**  
*Independent Director*



**Sanjay Bhandarkar**  
*Independent Director*



**Vikram Hosangady**  
*Non-Executive &  
Non-Independent Director*



**Sumit Maheshwari**  
*Non-Executive &  
Non-Independent Director*



**Dr. Krishna Kumar Rangachari**  
*Managing Director -  
Custom Manufactured  
Chemicals Division*



**N Krishnamoorthy**  
*Deputy Managing Director -  
Commercial*



**N Muralidharan**  
*Chief Financial Officer*



**Mukund Iyer**  
*Deputy Managing Director*



**M Raman**  
*Company Secretary &  
Compliance Officer*



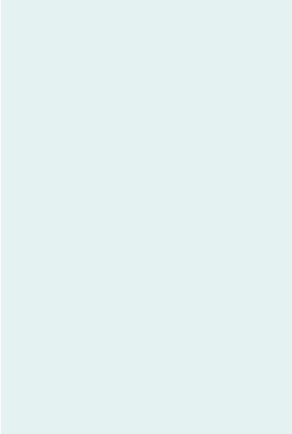
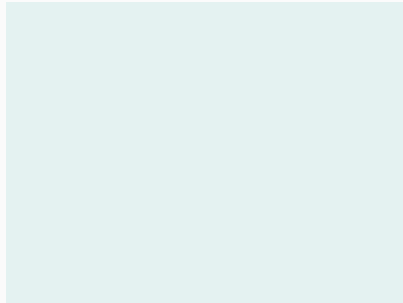
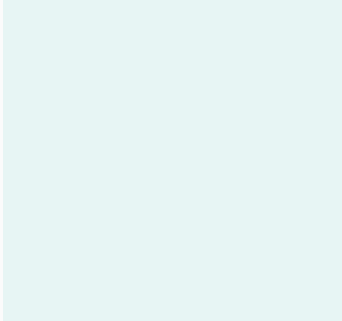
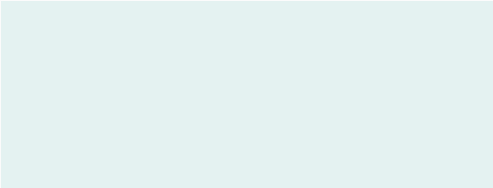
**M N Bhaskaran**  
*Executive Director –  
Head of Operations*

Distinguished Board of Directors

Experienced Management Team



# Historical Financials



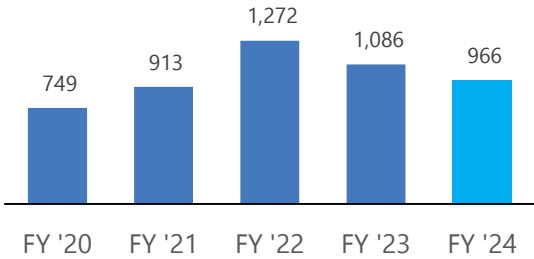
# Historical Segmental Highlights



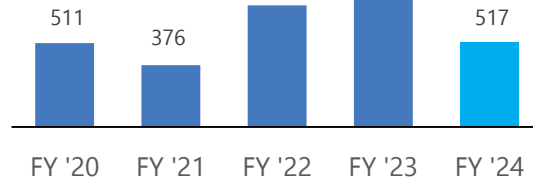
*Rs. Cr*

Revenue Break-up

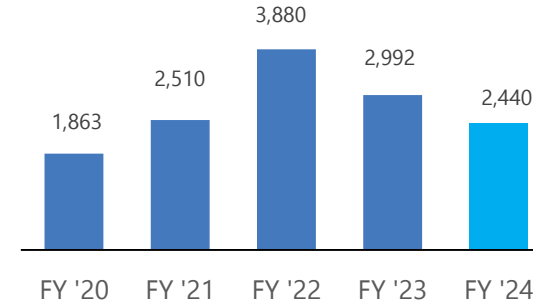
## Speciality Chemicals



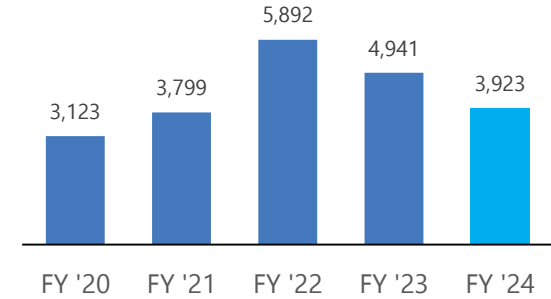
## Value-added Chemicals#



## Suspension PVC

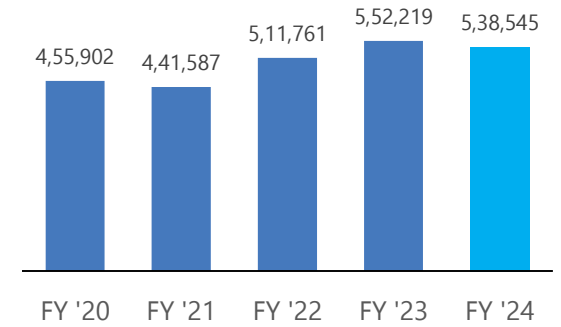
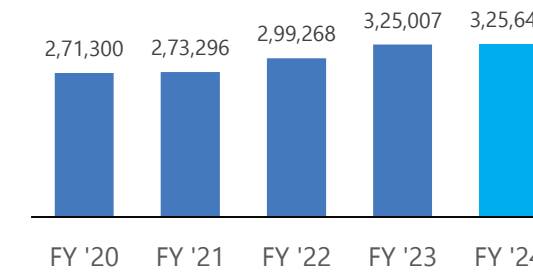
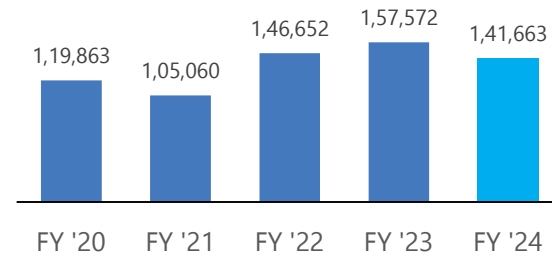
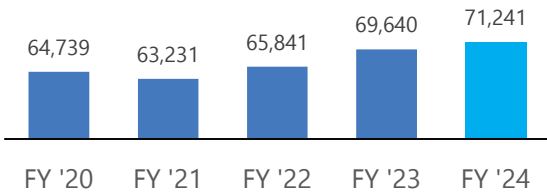


## Total



*mt*

Sales Volume



"mt" stands for metric tons

# - Includes Caustic Soda, Chloromethanes, Refrigerant gases and Hydrogen Peroxide

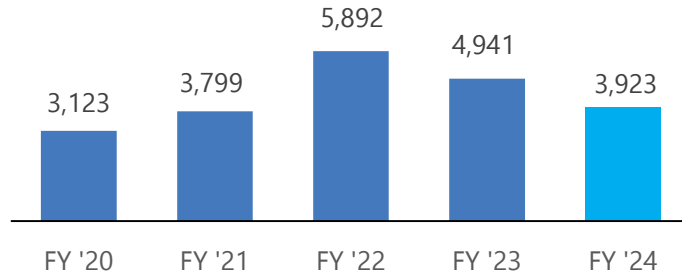


# Performance Trend

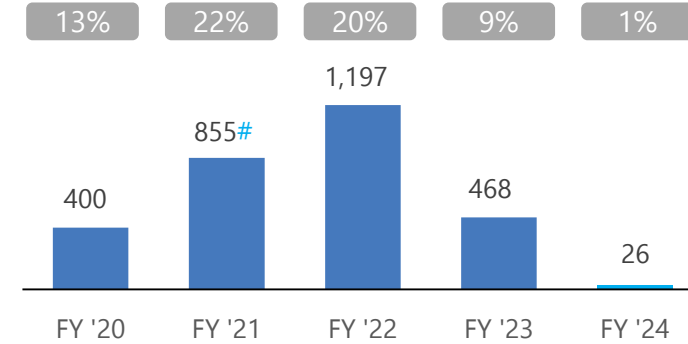
Rs. Cr

Margin

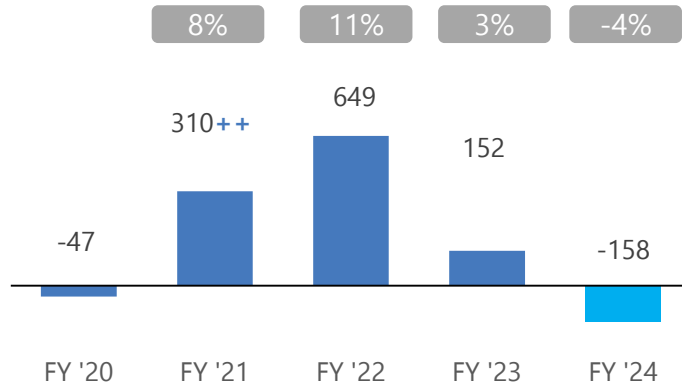
## Revenue



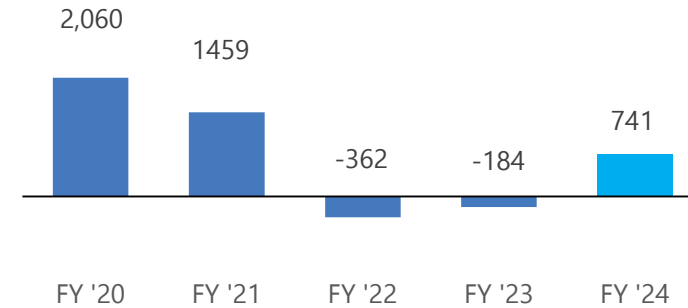
## EBITDA



## PAT



## Net Debt



All computations are on consolidated basis

Historical numbers are restated post CCVL acquisition in FY '21

# Excludes positive impact on account of inventory write down of Rs.107 Cr made in FY '20

++ Excludes post tax impact of gains/ (loss) from JV & Associates: Rs. 48 Cr loss in FY '20; Rs. 100 Cr gain in FY '21; These investments have been delinked in FY '21.

# Way forward

## Speciality Paste PVC

1



The Company expects margins to improve and sustain over the medium to long term driven by the tightness in global demand supply

## Caustic soda

4



Realisations are expected to be under pressure in the short-term and stabilize thereafter on the back of growth in demand

## Custom Manufacturing

2



Revenue is likely to grow with the commissioning of the new multi-purpose facility, signing of LoIs and addition of new products to the portfolio

## Chloromethanes

5



As new capacities in India settle into the market, margins are expected to remain under pressure in the short-term and then improve, as the downstream demand continues to expand

## Suspension PVC

3



The margins are likely to improve and sustain over the medium to long term given the global imbalance with demand growth expected to exceed supply growth

## Hydrogen peroxide

6



In the short-term, realisations are under pressure and expect to stabilise in the medium-term

# Thank You!

## Company



### **Chemplast Sanmar Ltd.**

CIN- L24230TN1985PLC011637

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## Investor relations advisor

**SGA** Strategic Growth Advisors

### **Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

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