



PUNJAB CHEMICALS

AND CROP PROTECTION LTD.

CIN NO. L24231PB1975PLC047063

Regd. Office & Works

Milestone-18, Ambala-Kalka Road, Village & P.O. Bhankharpur, Derabassi, Distt SAS Nagar, Mohali (Punjab)-140201, INDIA
Tele: 01762-280086, 522250, Fax: 01762-280070, E-mail: info@punjabchemicals.com, Website: www.punjabchemicals.com

Date: 28th January, 2025

BY E FILING

The Manager Department of Corporate Services BSE Limited MUMBAI-400 001 <u>Re: BSE Scrip Code: 506618</u>	The Manager Listing Department National Stock Exchange of India Limited MUMBAI-400 051 <u>NSE Scrip Symbol: PUNJABCHEM</u>
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Sub: Investor Presentation - Financial Overview – Q3 & 9M FY25

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation of the Company for the third quarter and nine months period ended 31st December, 2024.

We request you to take the above information on records.

Thanking you,

Yours faithfully

For **PUNJAB CHEMICALS AND
CROP PROTECTION LIMITED**

**RISHU CHATLEY
COMPANY SECRETARY
& COMPLIANCE OFFICER
(ACS 19932)**

Encl: as above



PUNJAB CHEMICALS AND CROP PROTECTION LTD.

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Q3 & 9M FY25

Investor Presentation | January 2025



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1 Result Highlights

2 Company Overview

3 Business Strategy

4 Performance Track Record



**PUNJAB CHEMICALS
AND CROP PROTECTION LTD.**

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Result Highlights



Result Highlights

Q3 FY25



₹ 214 Cr

Revenue



₹ 19 Cr

EBITDA



₹ 6 Cr

PAT

9M FY25



₹ 698 Cr

Revenue



₹ 74 Cr

EBITDA



₹ 32 Cr

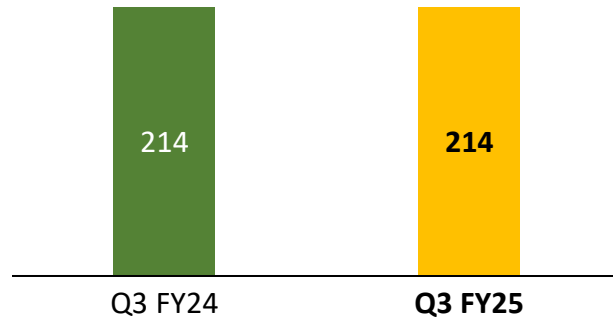
PAT

- Registered a Revenue of **Rs. 213.9 Cr** in Q3 FY 25 and for 9M FY25 at **Rs. 698.2 Cr**. Volumes have remained steady & marginal decline in revenue is due to lower prices.
- **Gross Margin** stood at **40.0%** for the quarter; whereas for 9M FY25 margins stood at **39.4%**, up by **60 bps YoY**. This was mainly due to raw material and utility efficiencies.
- **EBITDA** for the quarter at **Rs. 19.3 Cr**. and 9M FY25 EBITDA stood at **Rs. 73.7 Cr**. EBITDA was lower due to one time forex impact and higher freight cost
- **EBITDA margin** for the quarter and 9M FY25 stood at **9% and 10.6%** respectively.
- **PAT** for the quarter stands. at **Rs. 6.1 Cr** and for 9M FY25 PAT at **Rs. 31.9 Cr**. **Margins** for the quarter and 9M FY25 at **2.8% and 4.6%** respectively.

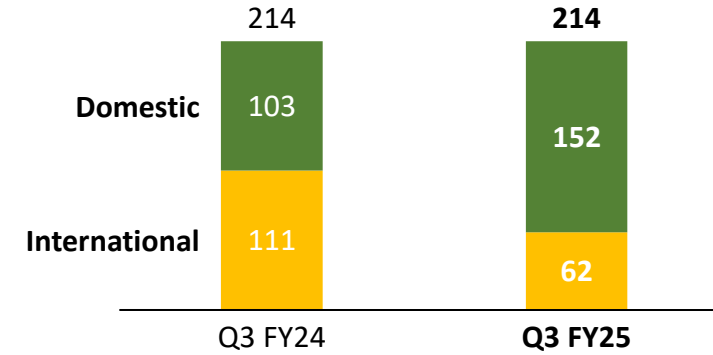
Q3 FY25 Financial Performance

(in ₹ cr, except margins)

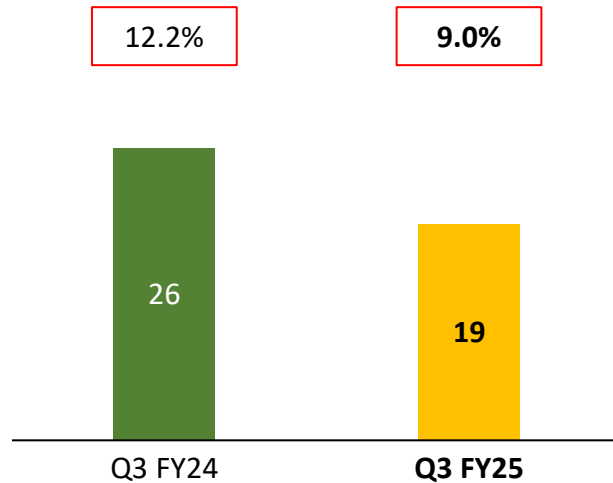
REVENUE



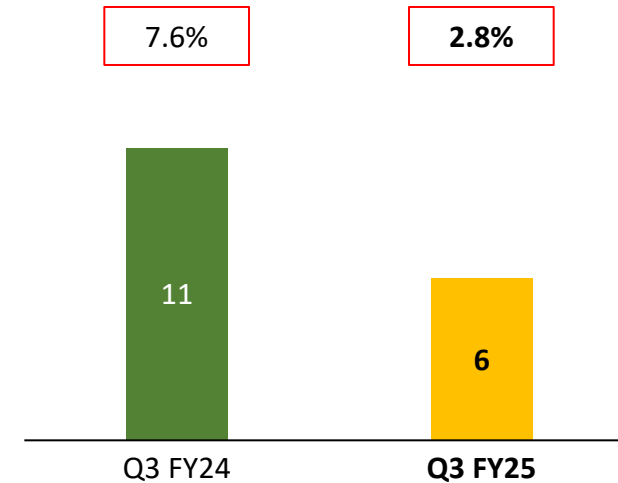
GEOGRAPHICAL SPLIT



EBITDA & EBITDA MARGIN



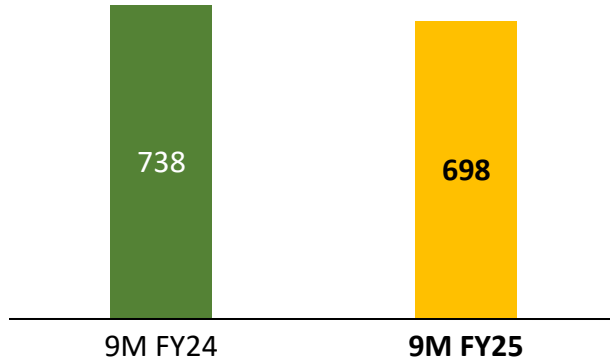
PAT & PAT MARGIN



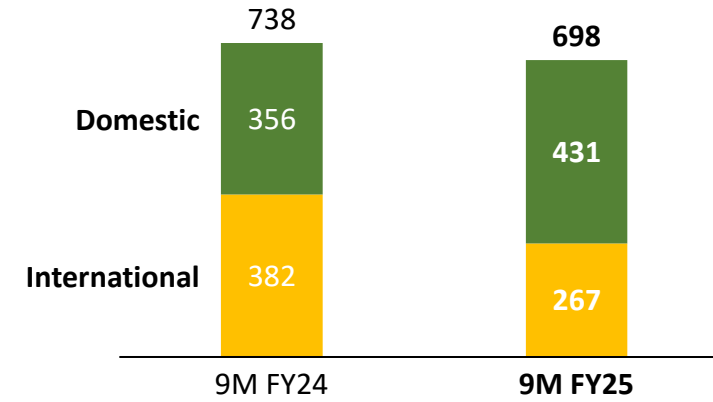
9M FY25 Financial Performance

(in ₹ cr, except margins)

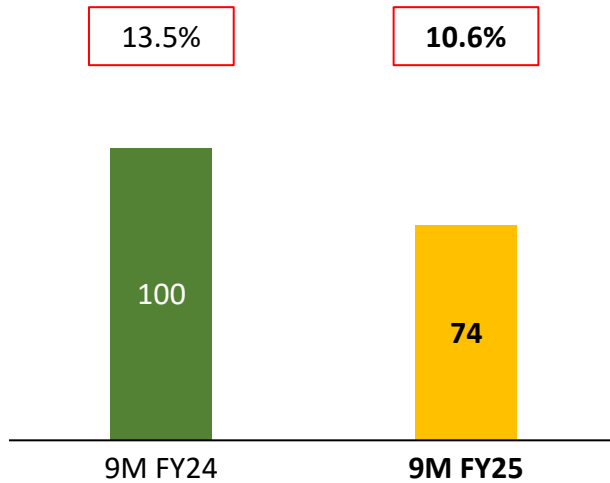
REVENUE



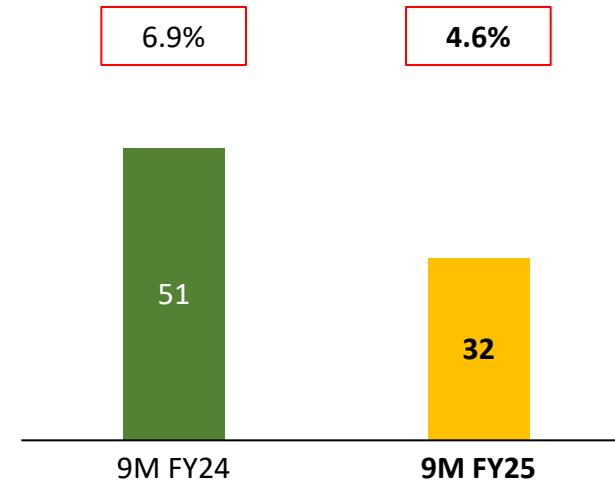
GEOGRAPHICAL SPLIT



EBITDA & EBITDA MARGIN



PAT & PAT MARGIN



Consolidated Profit & Loss Statement

Particulars (In Rs Cr)	Q3 FY25	Q3 FY24	YoY %	Q2 FY25	QoQ %	9M FY25	9M FY24	YoY%
Revenue	213.9	214.1	-0.1%	242.1	-11.7%	698.2	737.7	-5.3%
COGS	128.2	125.6		147.1		423.4	451.5	
Gross Profit	85.7	88.5		95.0		274.8	286.2	
Gross Margin %	40.0%	41.3%		39.2%		39.4%	38.8%	
Employee Expenses	23.1	21.7		24.1		71.7	64.3	
Other Expenses	43.3	40.9		45.4		129.4	122.0	
EBITDA	19.3	25.9	-25.6%	25.5	-24.5%	73.7	99.9	-26.2%
EBITDA Margin %	9.0%	12.1%		10.5%		10.6%	13.5%	
Depreciation	6.5	5.5		6.1		18.5	16.1	
Finance Cost	4.5	6.5		4.6		13.1	16.7	
Other Income	0.18	1.3		1.69		1.1	2.4	
Profit before Tax	8.5	15.2		16.5		43.2	69.5	
Tax Expense	2.4	4.1		4.2		11.3	18.4	
Profit after Tax	6.1	11.1	-45.3%	12.3	-50.6%	31.9	51.1	-37.6%
PAT Margin %	2.8%	5.2%		5.1%		4.6%	6.9%	
EPS	4.9	9.1		10.1		26.0	41.7	



**PUNJAB CHEMICALS
AND CROP PROTECTION LTD.**

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Company Overview



Our Company

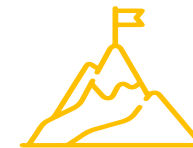


Established in 1975 as Punjab United Pesticides & Chemical Ltd (PUPCL), the company has now evolved into Punjab Chemicals and Crop Protection Ltd. We have separate synergistic Agrochemicals, Pharmaceuticals and Industrial chemical divisions with state-of-the-art manufacturing facilities across India.



Our Vision

To become a major player in the CRAMS segment with innovation and a preferred partner in Agrochemicals and Performance Chemicals.



Our Mission

- To meet and exceed customer expectation with quality and cost competitiveness.
- To focus on products and chemistries which ensure value addition for customers.
- To focus on community development in and around areas where we operate.
- To keep research & technology as the backbone for future growth

Our multi-decade story of growth and value-creation

Punjab United Pesticides & Chemicals Limited was established as a collaboration between Excel Industries Ltd. and PSIDC.

1975

The Company's equity shares were publicly issued.

1978

The Company diversified its product portfolio into specialty chemicals

1983

The Company began to focus on agro chemicals and specialty chemicals

1995

The Company established a new manufacturing facility (pharmaceutical product) following the acquisition of Alpha Drug India.

2003

All group companies were amalgamated under Punjab Chemicals and Crop Protection Ltd.

2006

The Company extended into contract research and manufacturing services (CRAMS)

2016

The Company reported its highest EBITDA and PAT

2022

Revenue crossed ₹1,000 crore

2023

Accelerated R&D and new Product Introduction

2024

Manufacturing Process



2 Manufacturing facilities at Derabassi & Lalru in Punjab | 1 facility in Pune, Maharashtra with food grade certification.



Total Reactor
Capacity: 2000 KL



Capability to process reactions
under extreme conditions



All manufacturing sites have
zero liquid discharge using advance
Effluent Treatment plant.
Fair balance between glass lined and
SS reactor of various sizes.



Highest standards of safety adherence
with regular audits & upgradations.
Handle Cryogenic reactions



Derabassi & Lalru plants are certified with ISO 9001:2015 , ISO 14001:2015 and ISO 45001:2018.

Pune unit is certified with GMP & ISO 22000

Synergistic Product Portfolio

Divisions

Major chemistries

Product Category



**Agrochemicals/
Intermediates**

- Chlorination
- Hetrocyclic
- Bromination
- Methylation
- Freon Reaction

- Friedel craft
- Hydrazine
- Oxidation
- Benzylaton
- Azotisation
- Cryogenic Reaction

Fungicide, Herbicide. Manufacturing patented products under long term agreement/ in-house R&D



**Performance/
Specialty Chemicals**

- Halogenation
- Esterification
- Cynation
- POCL3/PCL5

- Butyl-Lithium Reaction
- Nitration
- Photochlorination

Multi-Step specialty chemical/ intermediate for API

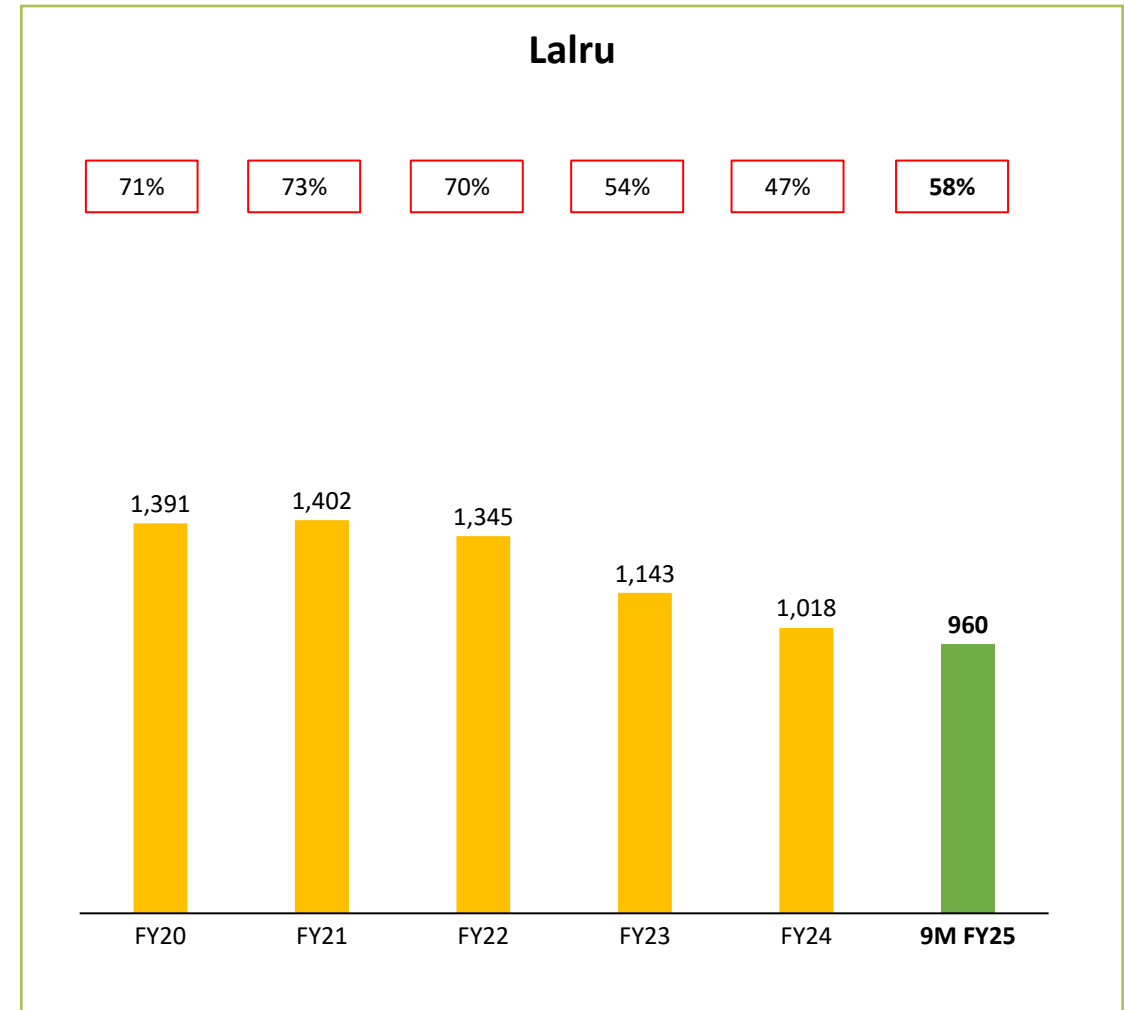
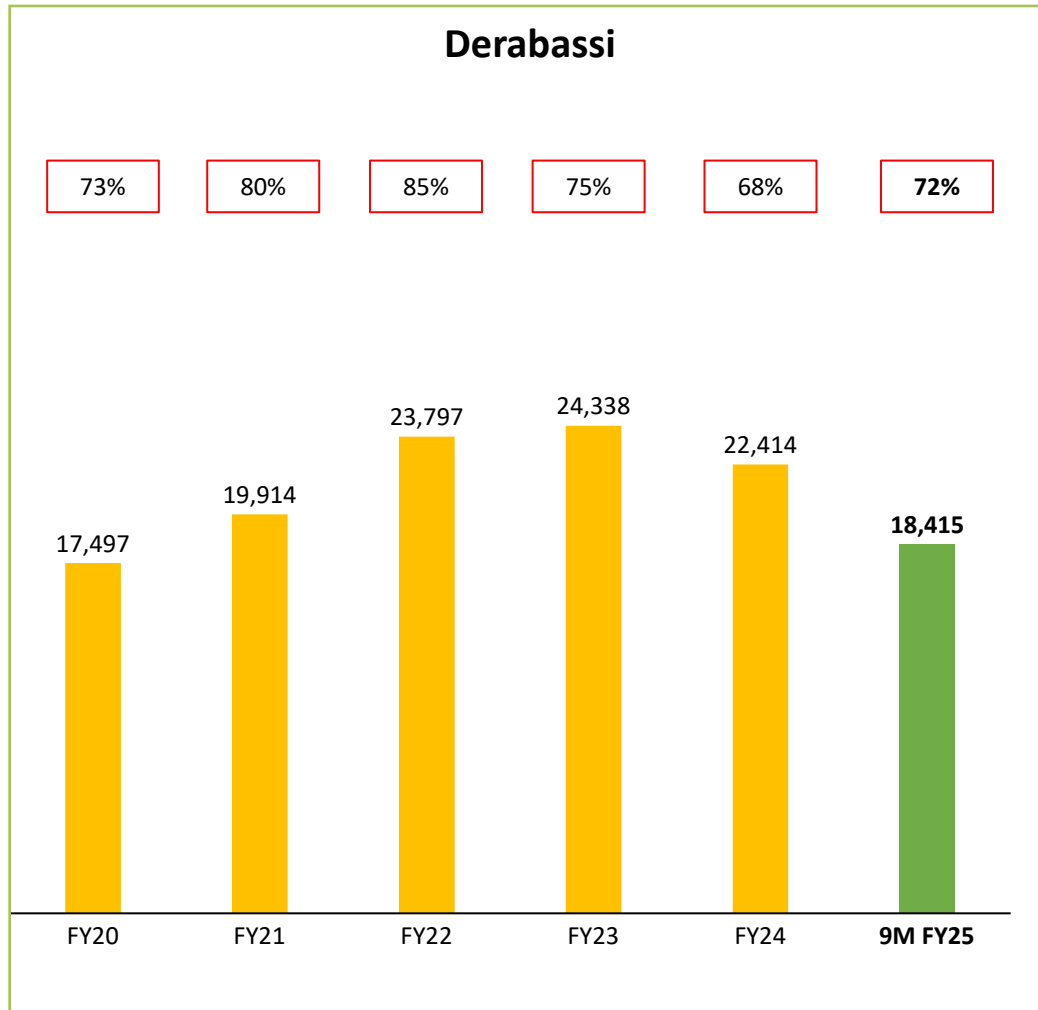


Industrial Chemicals

Phosphorous based products & chemistry

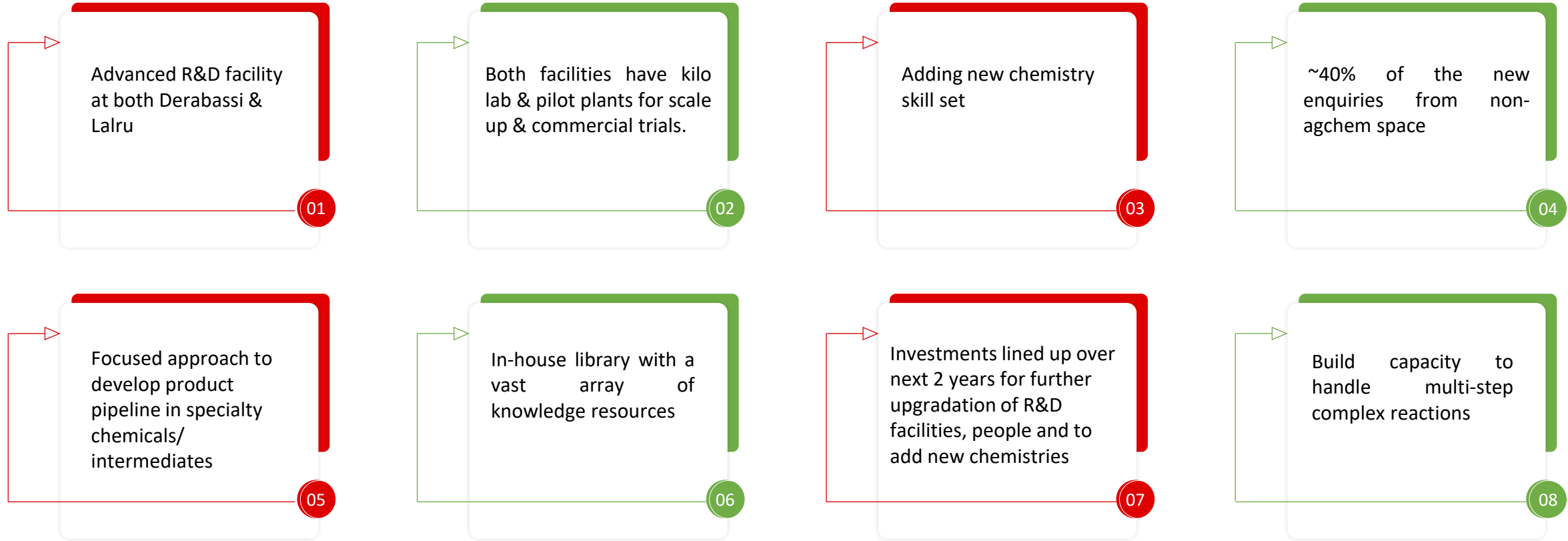
Special high purity phosphorous compound/ phosphates

Annual Production (MT) & Capacity Utilisation (%)

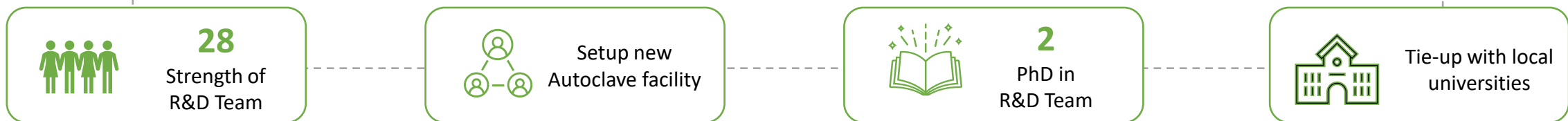


Note : New products have been commercialized and with improved market condition, scale up is expected resulting in improved utilization.

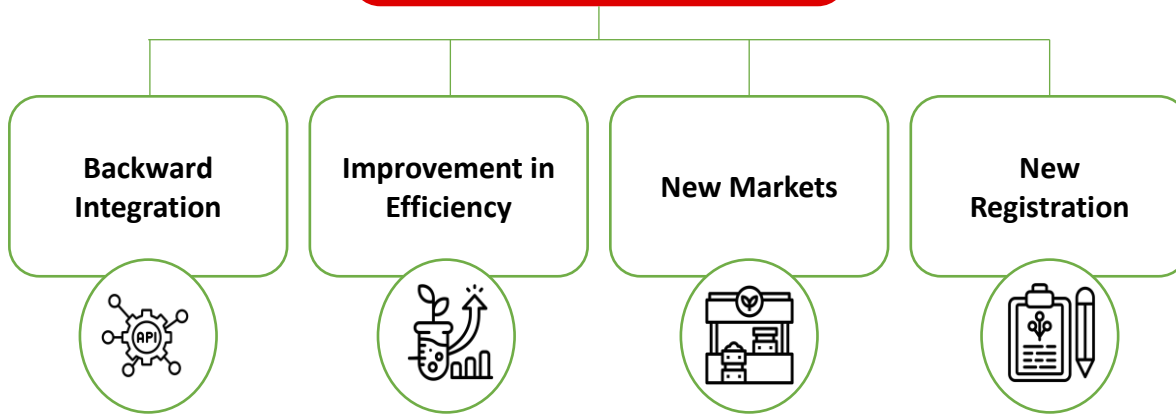
R&D Capabilities



Our R&D resource pool

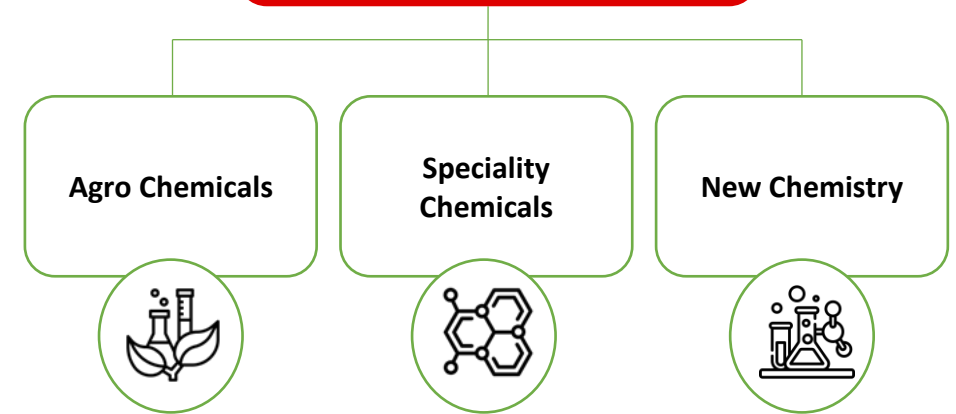


Existing products



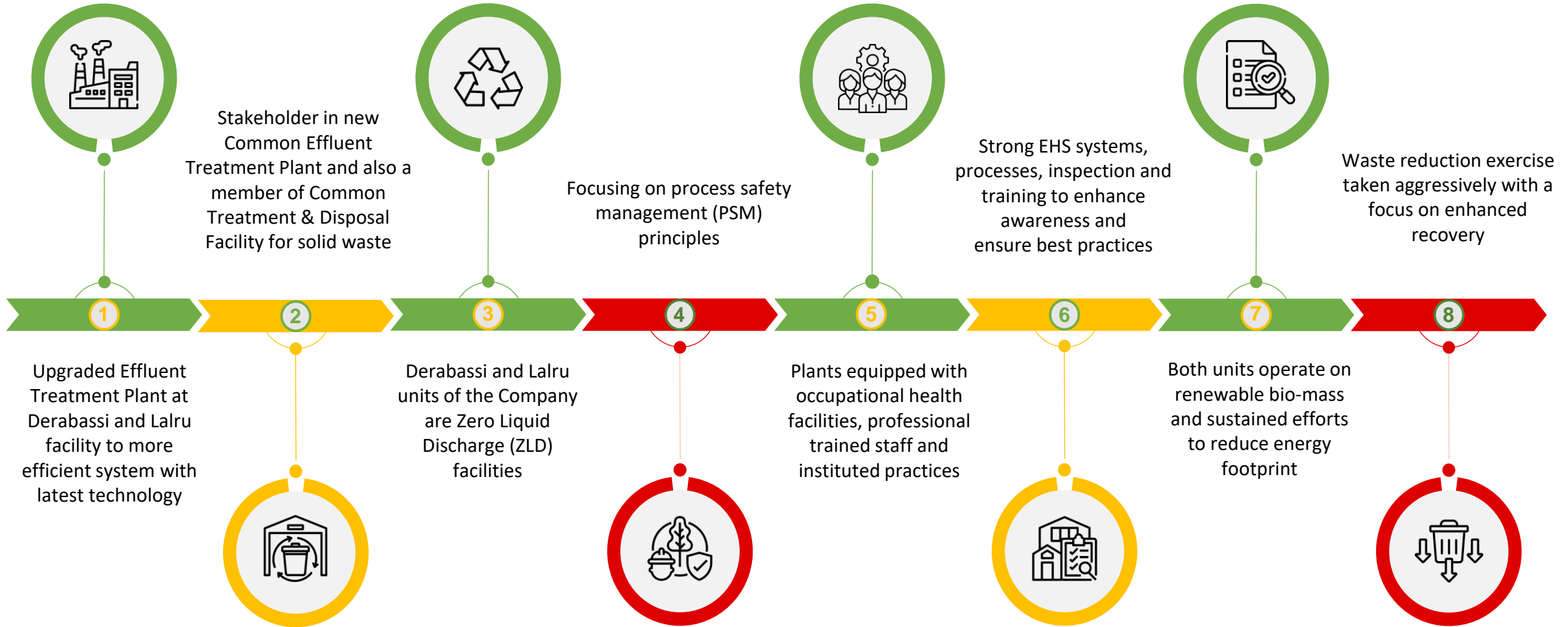
- To increase market share / margin
- Optimize manufacturing footprint and improve asset utilization
- Become cost leader across all product categories
- Development of local supplier's base/ backward integration to avoid supply shocks

New Products



- Healthy new product pipeline for launch over next 6-12 months
- Regular supplies started for some advanced intermediates and some specialty chemicals.
- Approval received for new products for commercialization in FY25.
- R&D continued to work on new products and processes
- Discussion going on with some global partners for long term tie up on new molecule development.

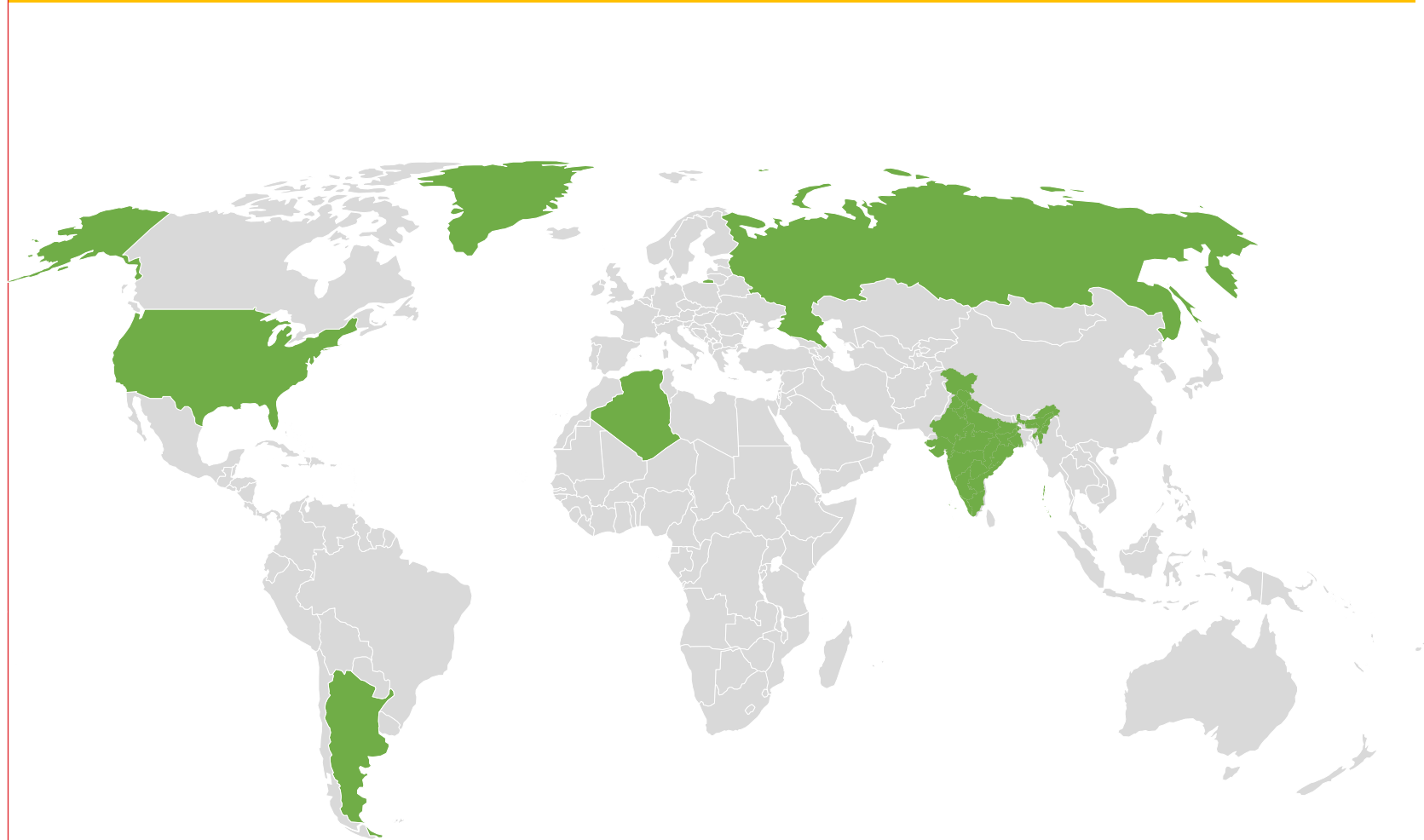
Environment, Health & Safety Measure



Our Global Clientele



Target regions for next leg of growth: Latin America, South Asia, European Union



Leadership Team: Board of Directors



Mr. Mukesh D. Patel

Chairman &
Non-Executive Non -
Independent Director



Mr. Shalil Shroff

Managing
Director



Mr. Vijay Rai

Non- Executive Non-
Independent Director



**Ms. Tara
Subramaniam**

Independent
Director



Ms. Aruna Bhinge

Independent
Director



**Mr. Sheo Prasad
Singh**

Independent
Director



**Capt. Surjit Singh
Chopra (Retd)**

Non-Executive
Non- Independent
Director



Mr. Avtar Singh

Non-Executive
Non-Independent
Director



**Mr. Shivshankar
Shripal Tiwari**

Non-Executive
Non-Independent
Director

Leadership Team: Key Management Team



Mr. Vinod Gupta
Chief Executive Officer

- Chemical Engineer, IIT-B & PGPX, IIM-A
- 35+ years of experience with Reliance Industries Ltd, VVF Ltd and Archein Chemicals



Mr. Ashish Nayak
Chief Financial Officer

- Chartered Accountant and has a bachelor degree of Commerce from Bombay University
- 26+ years of experience having worked in diverse sectors as chemicals, pharmaceuticals, engineering and retail
- Lead IPO listing in Pharma space
- Worked with Corporates/groups as Shroff Group, Shoppers Stop, Tommy Hilfiger, Malhotra Group, Supriya Lifescience Ltd



Ms. Rishu Chatley
Company Secretary

- Member of Institute of Company Secretaries of India, a Law Graduate and has a post Graduate degree in Commerce from Panjab University
- 19 years+ of experience in the Corporate Secretarial, Corporate Laws, SEBI Regulations & Compliances



Dr. Vijay Kaushik
Assistant Vice President- R & D

- Ph.D and has done MSc (Organic Chemistry) from Meerut University
- He has around 30 years of experience in companies like Bayer Vapi Pvt Ltd, Meghmani Organics Ltd, PI Industries Ltd.



Mr. Paramjeet Singh
Assistant Vice President (Works)

- Chemical Engineer, NIT - J & Business Management from IIM, Ahmedabad
- 20 years experience in the manufacturing, planning & operation in various manufacturing units of API's/Bulk drugs. He has worked as Director, Operations with GVK Bio.



Mr. Deepak Gill
General Manager - BD

- Master of Science in Agricultural Entomology from CSKHPAU, Palampur & PG Diploma in Management from Welingkar Institute of Management, Mumbai
- 16 years of experience in Sales in companies like Intech Organics Pvt Ltd, Saraswati Agro Life Science India Pvt Ltd, Sulphur Mills Ltd.



Mr. Mahesh R Shukla
General Manager (Works)

- Chemical Engineer, Karnataka University, Karnataka
- 27+ Years of experience in Operations Management of various API and Chemical Organizations
- Worked as Senior role in Operations with Meghmani LLP, Fermenta Biotech, Hikal, Dr. Reddys, Glenmark, and Lupin Ltd.

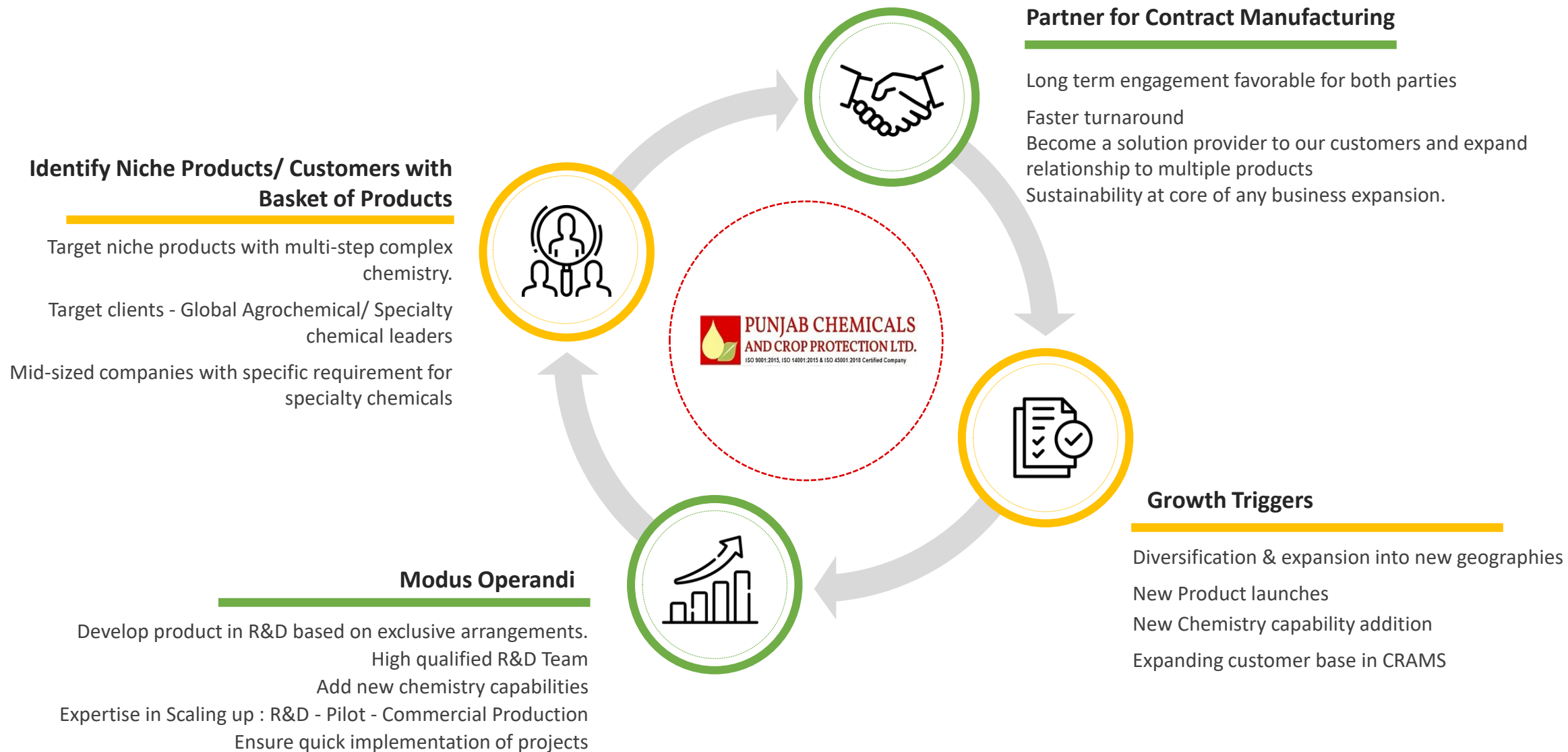


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AND CROP PROTECTION LTD.**

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Business Strategy





Low-Cost Operator

Developed an efficient cost competitive process over the last decade and are maximizing export potential



Manufacturing & R&D Capability

By ensuring consistent growth in value for all stakeholders
Availability of technically trained manpower ,
extra production capacity to fulfil incremental demands



Consistent Track Record

Historical association with MNC & Domestic clients.
Consistent Track record helped to become partner of choice in India.



Changing Industry Dynamics

Global manufacturers are looking to decrease high dependency on China. Poised to benefit from the shift in supply chain



Way Forward

New Technologies & Integrated Supply chain. Focus on R&D, Product Development.
Partner with more MNCs/ domestic players for healthy growth & sustainable EBITDA



Prudent Capital Allocation driving growth in ROCE



Low Debt to Equity



Attractive End Market Dynamics & Healthy Growth

Punjab Chemicals has the advantage of being a go-to CRAMS provider for both domestic & international agrochemical companies, thus, positioned to gain further advantages as the industry expands



**PUNJAB CHEMICALS
AND CROP PROTECTION LTD.**

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Corporate Social Responsibility



Education



Health



Community Development





**PUNJAB CHEMICALS
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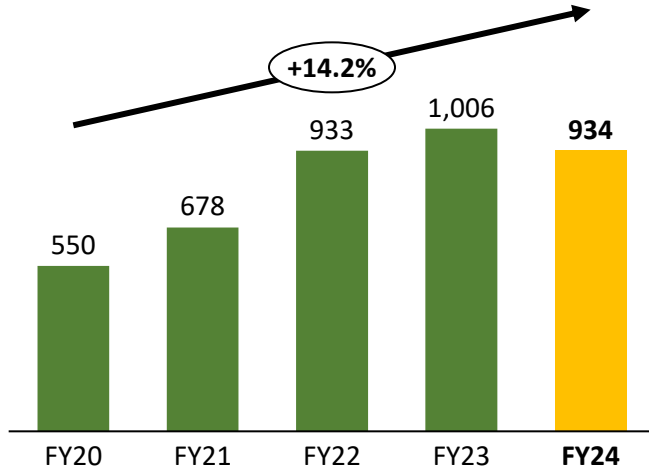
ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Performance Track Record

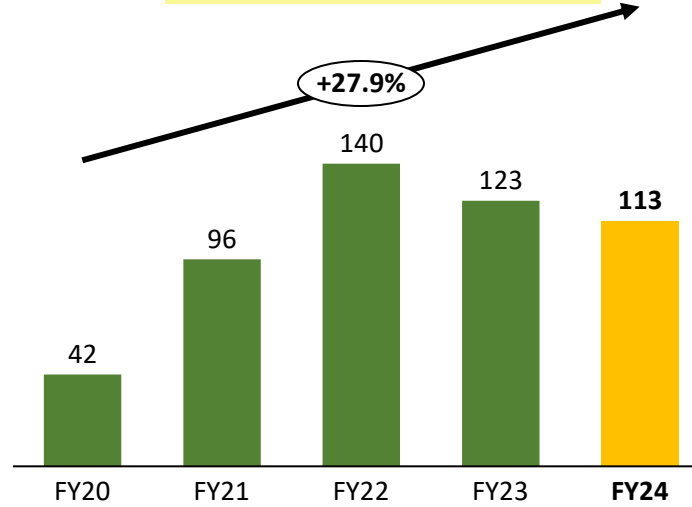


Performance Track Record

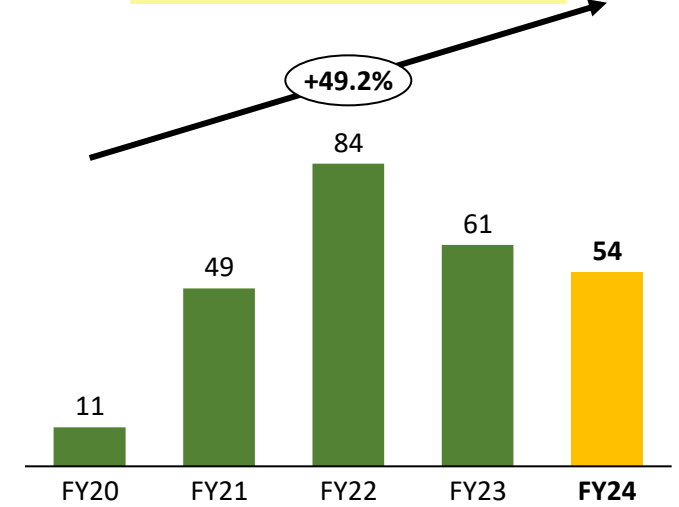
REVENUE (₹ cr)



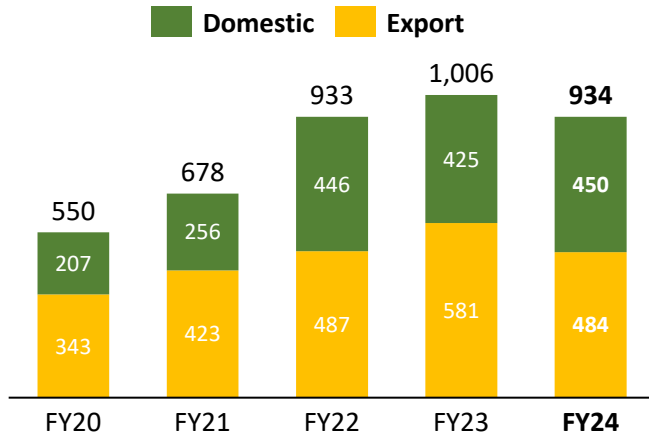
EBITDA (₹ cr)



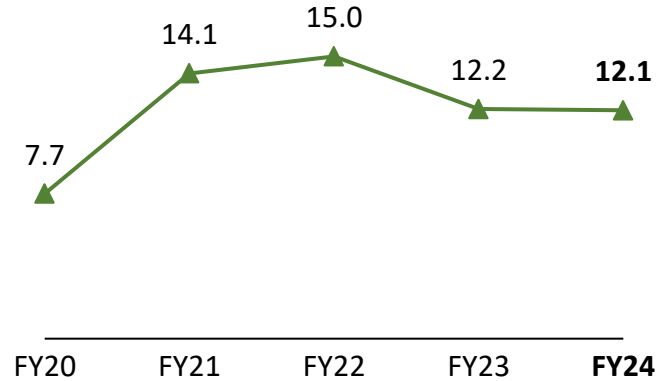
PAT (₹ cr)



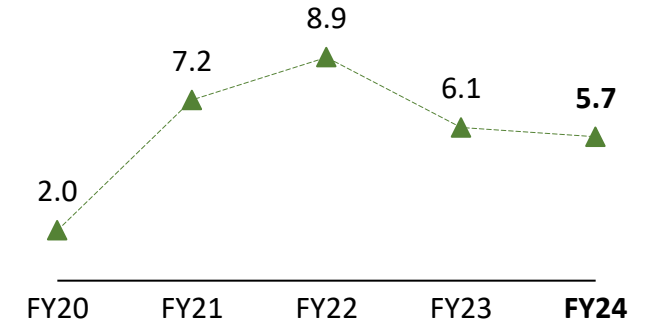
GEOGRAPHICAL SPLIT (₹ cr)



EBITDA MARGIN (%)

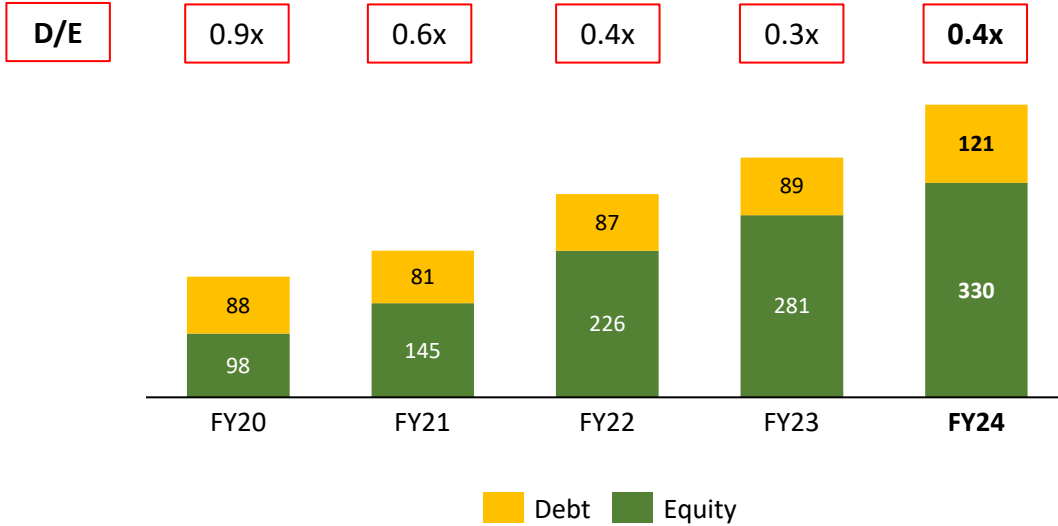


PAT MARGIN (%)

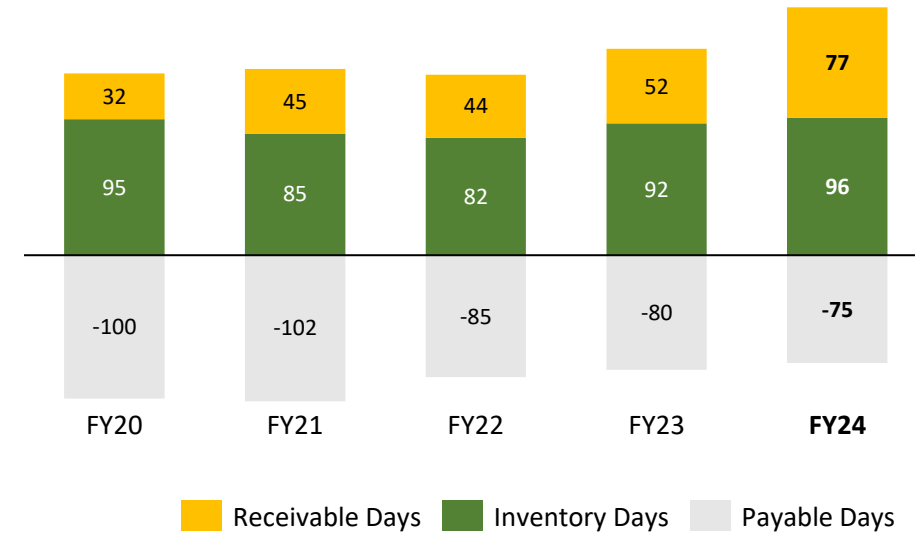


Performance Track Record

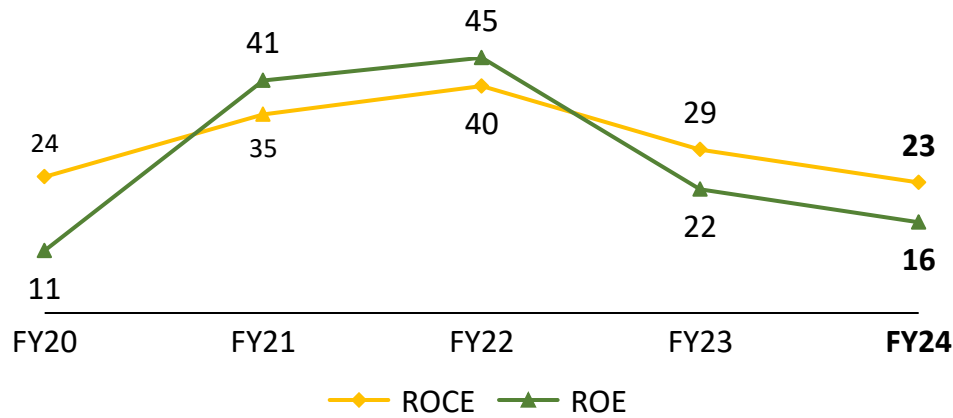
CAPITAL STRUCTURE (₹ cr)



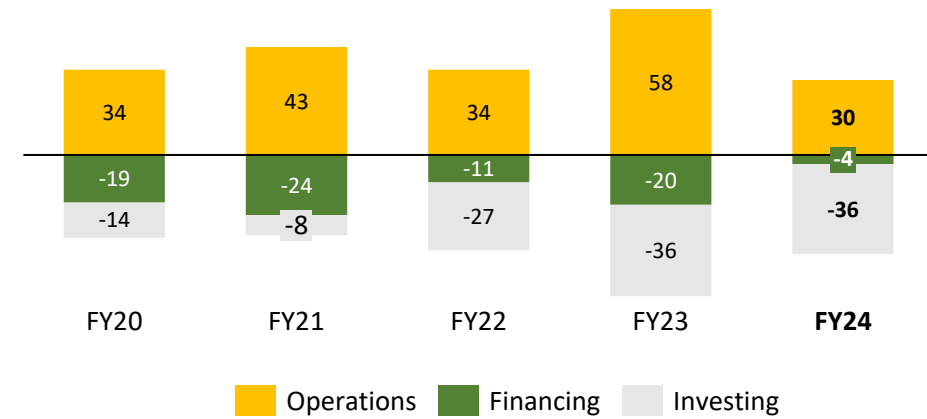
WORKING CAPITAL ANALYSIS



RETURN RATIOS (%)



CASH FLOW (₹ cr)





Punjab Chemicals and Crop Protection Ltd.
CIN: L24231P81975PLC047063

investorhelp@punjabchemicals.com



Orient Capital

Mr. Sumeet Khaitan
sumeet.khaitan@linkintime.co.in
+91 70213 20701

Ms. Masoom Rateria
masoom.rateria@linkintime.co.in
+91 87189 91940



THANK YOU