



11th February, 2025

BSE Ltd. Listing Department, Pheeroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400 001

National Stock Exchange of India Ltd. Listing Department, Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai-400 051

Sub: Investor Presentation

BSE Scrip Code: 500650; NSE Scrip Code: EXCELINDUS Ref:

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results for the quarter and nine months ended December 31, 2024. The Investor Presentation will also be available on the website of the Company i.e. www.excelind.co.in

We request you to take the above information on record.

Thanking you,

Yours faithfully,

For Excel Industries Limited

S K Singhvi **Company Secretary** Encl: As above





Safe Harbour



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Q3 & 9MFY25 Results Highlights (Standalone)



	Q3FY25			9MFY25					
₹ 196 Crs	₹ 12 Crs	₹6Crs	₹ 730 Crs	₹ 101 Crs	₹ 72 Crs				
Revenue	EBITDA	PAT	Revenue	EBITDA	PAT				

- In Q3 FY25, the Company achieved a revenue of ₹196 Crs representing a 27% decline from Q2 FY25. The decline was on account of lower demand due to inventory destocking in agro market coupled with reduction in sales prices of key product.
- The exports revenue was 21% and 17% of total revenue in Q3 FY 25 and 9M FY 25 respectively.
- The company's EBITDA margins stood at 6.3% & 13.8% for Q3 FY25 & 9M FY25 respectively. Declined margins were a result of lower volume and increase in key input material costs.
- PAT margin for was at 3.3 % & 9.9% for Q3 FY25 & 9MFY25 respectively
- The company continues to maintain market share in key products and focuses on diversification of the product portfolio

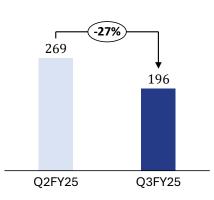




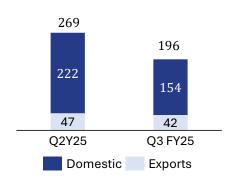
Standalone performance in Q3 FY25



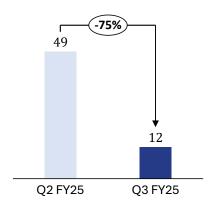




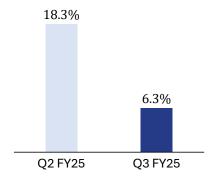
Revenue Profile (₹ in Crs)



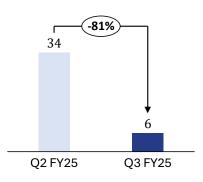
EBITDA (₹ in Crs)



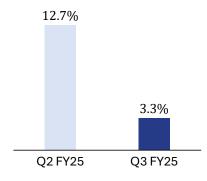
EBITDA Margin (%)



PAT (₹ in Crs)



PAT Margin (%)

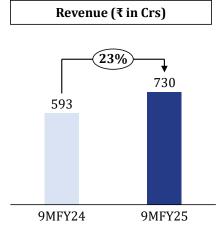




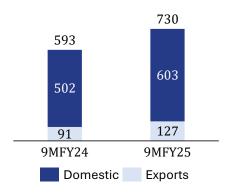


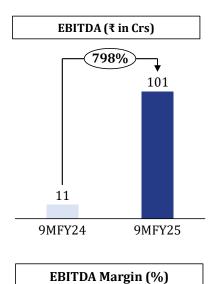
Standalone performance in 9M FY25

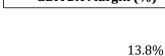


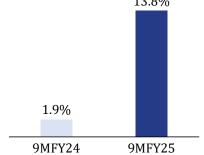


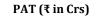


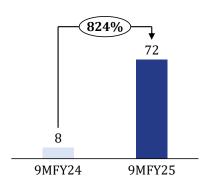




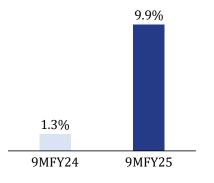








PAT Margin (%)







Standalone Profit and loss Statement



Particulars (₹ in Crs)	Q3 FY25	Q2 FY25	Q-o-Q	Q3 FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	196.4	268.9	-27.0%	180.3	8.9%	730.2	592.6	23.2%
Cost of goods sold	102.6	129.9		105.4		370.4	364.3	
Gross Profit	93.8	139.1	-32.5%	74.9	25.3%	359.9	228.3	57.6%
Gross Margin (%)	47.8%	51.7%		41.5%		49.3%	38.5%	
Employee Expenses	28.7	31.3		27.4		88.9	78.5	
Other Expenses	52.8	58.5		45.7		170.2	138.6	
EBITDA	12.3	49.3	-75.0%	1.8	601.9%	100.7	11.2	797.6%
EBITDA Margin (%)	6.3%	18.3%		1.0%		13.8%	1.9%	
Other Income	5.1	5.9		11.0		22.1	24.5	
Depreciation	8.5	8.6		7.9		25.1	23.4	
EBIT	8.9	46.6	-80.8%	5.0	80.4%	97.7	12.2	699.2%
EBIT Margin (%)	4.6%	17.3%		2.7%		13.4%	2.1%	
Finance Cost	0.3	1.2		0.7		2.1	1.6	
Profit before Tax	8.7	45.3	-80.9%	4.2	104.9%	95.6	10.7	797.3%
Profit before Tax (%)	4.4%	16.9%		2.3%		13.1%	1.8%	
Тах	2.3	11.1		1.4		23.5	2.9	
Profit After Tax	6.4	34.2	-81.3%	2.8	125.6%	72.1	7.8	824.5%
PAT Margin (%)	3.3%	12.7%		1.6%		9.9%	1.3%	
Earnings per share (EPS) (Rs.)	5.09	27.24		2.26		57.38	6.21	





Consolidated Profit and loss Statement



Particulars (₹ in Crs)	Q3 FY25	Q2 FY25	Q-o-Q	Q3 FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	196.4	268.9	-27.0%	180.3	8.9%	730.2	592.6	23.2%
Cost of goods sold	102.6	129.8		105.4		370.3	364.3	
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Gross Margin (%)	47.8%	51.7%		41.5%		49.3%	38.5%	
Employee Expenses	28.7	31.3		27.4		89.0	78.5	
Other Expenses	53.1	58.7		45.8		170.9	138.8	
EBITDA	12.1	49	-75.4%	1.7	627.9%	100.0	11.0	805.7%
EBITDA Margin (%)	6.1%	18.2%		0.9%		13.7%	1.9%	
Other Income	5.1	8		11.3		24.5	28.0	
Depreciation	8.5	8.7		7.9		25.3	23.4	
ЕВІТ	8.7	48.3	-82.0%	5.1	69.8%	99.2	15.6	534.2%
EBIT Margin (%)	4.4%	18.0%		2.8%		13.6%	2.6%	
Finance Cost	0.3	1.2		0.7		2.1	1.6	
Share of net profit/(loss) of associate	0	0		-0.3		-0.4	-0.3	
Profit before Tax	8.4	47.1	-82.1%	4.1	105.7%	96.7	13.7	603.0%
Profit before Tax(%)	4.3%	17.5%		2.3%		13.2%	2.3%	
Tax	2.2	11.4		1.4		23.7	3.4	
Profit After Tax	6.2	35.7	-82.6%	2.7	131.8%	72.9	10.3	605.4%
PAT Margin (%)	3.2%	13.3%		1.5%		10.0%	1.7%	
Earnings per share (EPS) (Rs.)	4.93	28.39		2.13		58.00	8.22	7

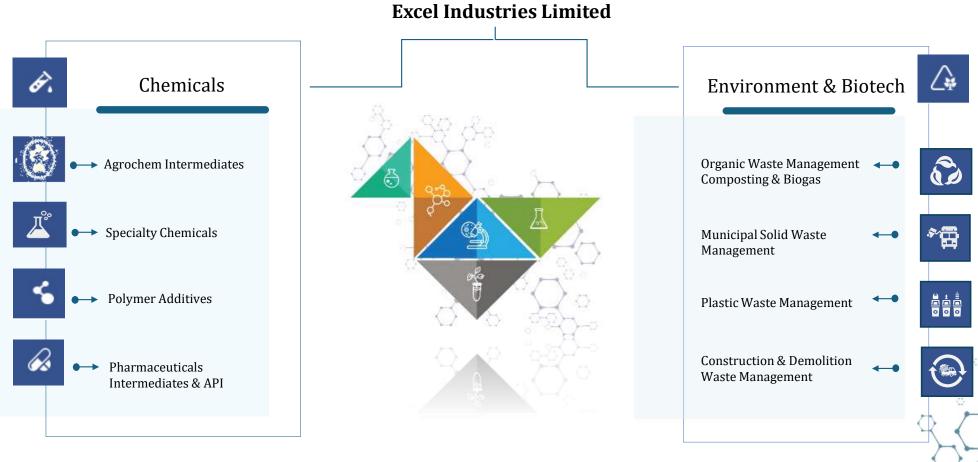






Diversified Business Segments...









... Diversified Product Portfolio



Chemicals

01 Agrochemical intermediates

P2S5, PCl3, PCl5, PSCl3, DETC, DMTC, DMPAT, NaTCP

Speciality Chemicals

 HEDP, ATMP, DTPMP, Acetyl Chloride, Specialty mining additives, Phenolic & Non-Phenolic Biocides, Phenyl Hydrazine, PCl3, PCl5,

03 Polymer Additives

Property modifiers and functional additives

Pharma Intermediates & API

· Febuxostat, Teneligliptin API and Butaphosphan

ENVIRON - BIOTECH

Integrated MSW

 Manufacturing of Compost, Refuse derived fuel (RDF), Recovery of Metals and Plastics recovery & recycling

Excel OWC

• The machine takes organic waste and Excel Bioculum as input and to create manure starter

03 Sanitreat

 A non hazarduous mixture of mineral and herbal components that control the putrefaction process of organic waste materials

14 Bioculum

 Bioculum speeds up natural composting processand rapidly converts waste into a rich manure





... Diversified Product Applications





Agrochemical Intermediates



Corrosion Inhibitors & Chelating Agents



Polymer Aids and Property modifiers



Pharma & Veterinary



Other Organic Intermediates

Organophosphorus Insecticides and Herbicides Water treatment		Soaps & Detergents	Oilfield and Lube additive chemicals	Mining additives	
Hospital and Industrial & Institutional cleaning	Textiles	Polymer product manufacturing or as property modifiers	API for Gout, Diabetics and veterinary nutritional supplements	Phosphorus based Organic and Inorganics for downstream manufacturing	





Environment & Biotech



8 W	Description Product		Uses	Process			
EXCEL ORGANIC WASTE CONVERTOR	 Can handle waste quantities up to 2 MT per day. Decentralized organic waste treatment system. Processes organic waste into rich compost Convert spoil to soil. 		 Residential societies Hotels/Restaurants Educational Institutes Omce Canteens Hospital Kitchen/Canteen Industrial Canteens Agriculture Markets Places of Worship 	Segregate Input wet Raw Curing Application compost			
EXCEL ORCO	 Convert segregated organic waste to quality compost. Smart, robust and efficient solution to composting needs 		 Small Residential societies Cafes/Restaurants Corporate Omces Places of Worship Schools/Colleges Clubs/Resorts 				







Excel Industries At Glance



Established in 1941



Rs.**826**Cr Revenue*

2 Segments



3 Mfg Locations

No 1
Producer of
DETC in World

Top 5
Producer of
Phosphonates
in World

19 Unit Processes & Reactions

31 R&D Scientists





- Established in 1941 with an objective to make India self reliant in chemicals by developing indigenous chemical technologies
- Excel Industries manufactures complex products through the best-in-class technological setup
- Involved in manufacturing Agrochemical intermediates and Specialty Chemicals. Also manufactures polymer inputs, pharmaceutical intermediates and APIs (Active Pharma Ingredients)
- Pioneer in Organic Waste Management and Municipal Solid waste management in India
- Manufacturing facilities located at Roha, Lote, and Vishakhapatnam.



* figures are of FY24



Journey So Far



Pre 1970's	1970's	1980's	1990's	2000's	2010's	2020's
 1941 - Excel industries founded and Jogeshwari Site established 1960 - Amboli (Mumbai) Site established 	 1971 - Excel goes public, with our first public issue of Rs. 50 lakh. Bhavnagar Site established 1972 - Excel commissions India's first indigenous phosphorus plant 1975 - Excel's plant at Roha is inaugurated & commenced Phosphorus Trichloride Manufactuirng 		 1991 - Excel celebrates golden jubilee 1995 - Received ISO 9002 certified from BIS, a major achievement 1998 - Established Silvassa Site 1999 - Manufacture of P2S5 commenced at Roha Site 	 2000 - Excel develops a cocatalyst for a major polymer producer 2003-Agri inputs division spun off as Excel Crop Care 2004-ISO 14001 Certification received 2005-ISO 18001 Certification received 	 2012 - Inauguration of Pharma facility at Lote for production 2013 - Responsible Care Certified 2018- Multipurpose plant at Lote site established 2019- Acquired Visakhapatnam Site, started manufacturing of intermediates 	 2020 -Environmental Clearance for expansion received at Lote 2021 Environmental Clearance for expansion received at Roha 2023 PCL3 new plant set up at Lote 2024 HEDP 4Na capacity set up at lote





Executive Leadership Team





Mr. Ashwin C. Shroff

Executive Chairman

- He has been part of the Company since 1965 and his leadership continues to inspire the entire group to march ahead
- He has been richly recognized for his contributions to the growth of the Indian Chemical industry and received the ICC Lifetime achievement award in 2018
- He previously held the position of President for Indian Chemical Council and Chairman Environment Committee at Federation of Indian Chambers of Commerce & Industry (FICCI)



Mr. Ravi A. Shroff
Managing Director

- He is a third generation industrialist who is qualified as a Chemical Engineer with Masters in Chemistry
- His areas of strengths are Strategy, New business development, R&D and Finance
- He is currently the Managing Director of Excel Industries and also on Board of other companies
- He is well connected with Startup Ecosystems and actively participates in it



Mr. Hrishit A. Shroff

Executive Director

- He is a Chartered Accountant and an alumni of Harvard Business School having completed the Owner President Management program
- Has a prior business leadership experience in Agrochemicals as Executive Director of erstwhile Excel Crop Care Ltd
- He is currently the Executive Director of Excel Industries Ltd and also on Board of other companies
- He has been heading and steering the Environment and Biotech Division in addition to Human resources and people development in the Company
- He is Co-chair of CII'S National Committee of Waste to Worth



Mr. Pradeep Ghattu President & Chief Operating Officer

- He is a graduate in Electronics with a post graduate degree (M.B.A.) in Management. He has more than three decades of Industry experience.
- He has been associated with Excel Industries since 2004 in various functions including Corporate Affairs (M.D.'s office), International and Domestic Sales, ERP Implementation, Product Group Management, Heading the delivery function as President and Chief Operating Officer (COO) and long term strategy formulation.





Eminent Board



Mr. Ninad D. Gupte

Mr. Ninad D. Gupte is a Bachelor of Science from Bombay University, PGDBM from XLRI-Jamshedpur and has Diploma in Tax Management. He has a vast experience of 49 years in Agri and Specialty Chemicals Industry. He is currently a Director in Sumitomo Chemical India Ltd and Excel Crop Care (Africa) Ltd.

Mr. Shekhar Khanolkar

Mr. Shekhar Khanolkar holds degree in B.E. (Petroleum and Petrochemical Engineering) M.N.S. (Marketing) and AMP from Harvard Business School. He has vast experience of 30 years in Leadership, People Management, Strategy, Operation & Projects. Currently he is an Independent Director and member of the audit committee with Aarti Industries Limited.

Mr. Vihang Virkar

Mr. Vihang Virkar holds a degree in Bachelor of Legal Studies (BLS) and a degree in Master of Laws (LLM). He has a vast experience of 22 years as corporate and commercial lawyer. He is the Lead Partner of the Mumbai Corporate practice of DMD Advocates .

Dr. Meena A. Galliara

Dr. Meena A. Galliara is currently a Director at Jasani Center for Social Entrepreneurship & Sustainability Management and Narsee Monjee Institute of Management Studies (NMIMS). She is alumna of Tata Institute of Social Sciences (TISS). She is a co-chairman of the CSR Committee and has been appointed as the special invitee to the Board of Bombay Chambers of Commerce and Industry.

Mr. Rajesh Varma

Mr. Rajesh Varma holds a Bachelor of Commerce (B. Com) degree and is a Fellow Chartered Accountant (FCA). He has vast experience of 32 years with expertise in Corporate Governance and Enterprise Risk Management. Currently he is a Managing Partner of RVCO Consultants, LLP and Independent Director in Shilchar Technologies.

Mr. Dinesh Kumar Bhagat

Mr. Dinesh Bhagat is an Honors Graduate in the field of Finance/Commerce from the University of Delhi. He has served LIC in very prominent positions, which include the position of Zonal Manager Eastern Zone, Kolkata, Chief (Pension & Group Schemes), Central Office, Mumbai, Sr. Divisional Manager, and Marketing Manager of different divisions.





State Of The Art Manufacturing Facilities





ROHA

- One of Excel's first large scale facilities.
- The Roha site is the main production hub of a number of key phosphorus-based products, and it handles one of the highest quantities of yellow phosphorus in India.
- Wide range of chemical inputs and Veterinary APIs are manufactured at Roha along with key polymer additives and specialty chemicals.

LOTE

- This site is a leading producer of Organo phosphonates which are used as chelating agents in a wide range of applications including water treatment, soaps and detergents, textile auxiliaries and I & I cleaners.
- Products manufactured in this site are also used as Biocides and find application in Coatings, MDF Boards and Adhesives.





VIZAG

- This site was acquired in 2019 and is located in Special Economic Zone (SEZ, Atchutapuram) near Visakhapatnam in Andhra Pradesh.
- Currently the Plant Manufactures Specialty Intermediates and it has a potential for future expansion.





Awards & Accolades



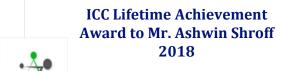
PC Ray award for Indigenous Technology 1965



Jamnalal Bajaj fair business Practices Award 1992



ENCON, Govt of India Award for Energy Efficiency 2004



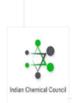


JSW Earth Care Award to Excel's NGO ,VRTI for CSR Initiatives 2018



ICC Product Stewardship Award 2019





ICC Award for Excellence in Management of Human Resources and Environment Management 2020



FICCI: Joint Runner Up
"Leading Company Contributing
Towards Atmanirbhar Bharat
in Chemicals"
2021





Awards & Accolades











Our Chairman Shri. Ashwin C Shroff was nominated with the Lifetime Contribution (Individual) honouring his eminent contribution to the chemical industry



ICC Responsible Care "Pollution Prevention Code" 2021 & Category: I Management of **Health and Safety 2021**



Certificate of Appreciation from National Safety Council of India



ICC Excellence in Management of **Environment 2019**





Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals 2021 from FICCI





Awards & Accolades (2/2)





2022: ICC Certificate of Merit. Category: Management of Health and Safety 2021



Received Bronze medal for sustainability from Ecovadis



vendor meet



FICCI Chemicals and Petrochemicals Awards 2022" Category "Sustainability: Excellence in Safety







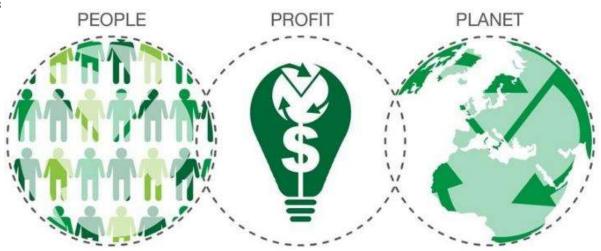
Excel's Three Pillars of Sustainability



All Three Aspects - People, Profit and Planet must be balanced to ensure Sustainability

People in **Excel Industries**

are guaranteed a work environment where employees find value in what they do everyday. Beyond a safe, healthy work environment, opportunities to develop one's potential are provided through education and participation.



Planet refers to the commitment by Excel Industries to implement environmentally sustainable practices and they continually look for ways to go beyond what is expected in order to safeguard and enhance the natural environment.

Protecting the interests of all our stakeholders





Corporate Social Responsibility



- Engaged in CSR initiatives since inception.
- Endeavors towards creating positive change for the environment and the communities we serve.
- Committed to the UN's Sustainability Development Goals.

₹ 12+ crs
spent on CSR activities
in last 5 years







Protecting the Environment



Water Security Through Community





Drinking Water Facility Sand Filter At – Pale khurd Village Roha - Raigad



Repairs of Water Wells, At- Nivi Adivasiwadi , Roha Raigad

Animal Husbandry





Fish Farming Pond follow-up Visit – Yashwantkhar, Taluka- Roha, Raigad



Goat farming – Bhise Taluka Roha - Raigad

Rural Development - Agriculture & Community





Kharif seeds Distribution, Karivane, Khateliwadi Roha Taluka, Raigad



Turmeric Cultivation, Roha Taluka, Raigad



Rabbi Season Land Preperation, Bahe, Roha Taluka, Raigad



Vegetable Transporting Vehicle, Khateliwadi, Roha Taluka, Raigad





Social Upliftment



Women Empowerment





Millets Cakes Training, VRTI Training Hall, Roha Taluka, Raigad



Nauvari Training , VRTI Hall, Roha Taluka, Raigad



Flower making training, VRTI Hall Roha Taluka, Raigad



Support to bussiness stall, Bhat Hall, Roha Taluka, Raigad

Education





School Head Master Teacher Meeting, VRTI Office, Roha Taluka, Raigad



Sport Material Distribution ,Shramik Vidyalay Chilhe High School, Roha Taluka, Raigad

Health



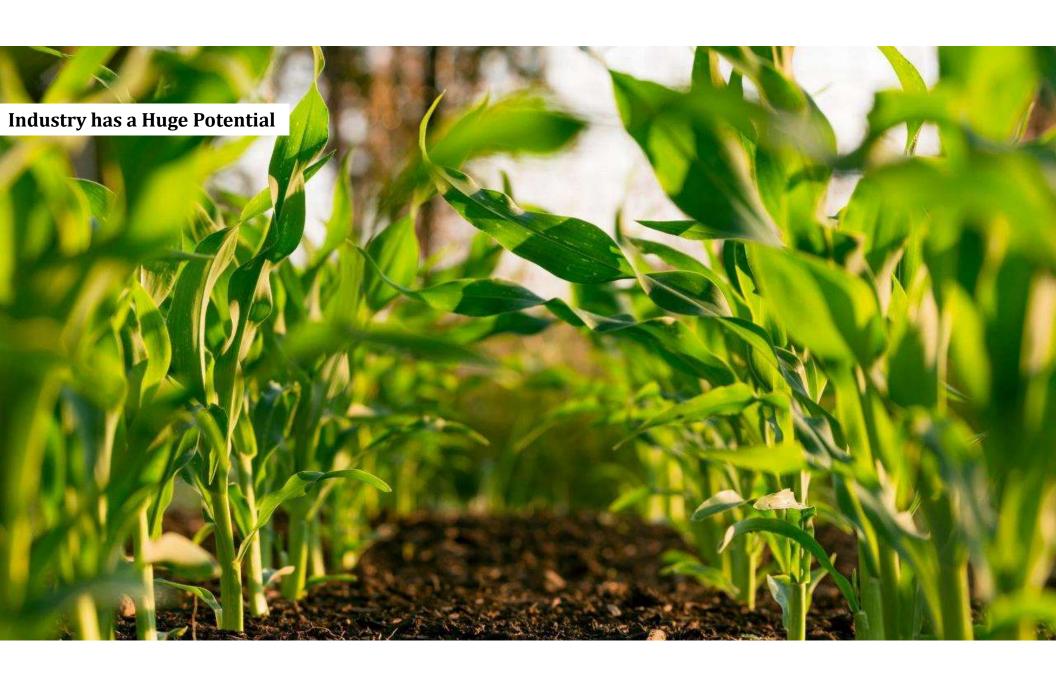


Batch 1 Nursing Training Class Material Support, VRTI Training Hall, Roha Taluka, Raigad



Kits Distribution to ASHA Workers (Health Workers): VRTI training hall, Roha, Raigad



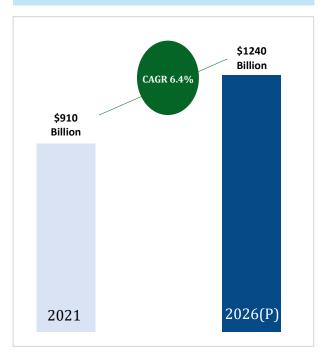




Global Industry Overview...



The Global Specialty Chemical Industry was valued at \$910Bn in 2021 and is projected to reach \$1240Bn by 2026, growing at a CAGR of 6.4% from 2021 to 2026*





KEY INSIGHTS*

- >>> China holds 40% share in global chemical industry. #
- Asia Pacific accounted for a revenue share of 46.8% in the market for specialty chemicals.
- Exportable specialty chemicals accounts for ~15-17% of the industry.

MARKET SEGEMENTATION

- Agrochemicals Specialty Polymers Surfactants

 Dyes and Pigments Textile chemicals Water treatment
- Dyes and Pigments
 Construction
 Chemicals
 Textile chemicals
 Water treatmen
 Functional
 Ingredients

OUTLOOK

- O Asia-Pacific market is expected to grow fastest.
- O China is expected to keep specialty chemical imports high.
- The Indian specialty chemicals industry will outpace its Chinese counterpart and double its share of the global market to ~6% by 2026 from 3-4% in fiscal 2021.*



Source:

- 1. * FICCI Avendus Report
- @ IBE
- 3. # McKinsey report 2019

\ 20



...Indian industry growing at double digit



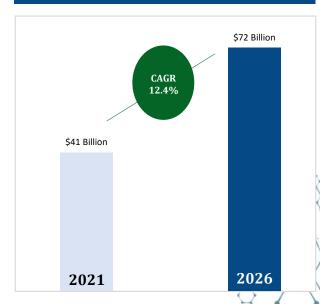
- The Indian chemical industry is expected to reach \$304 billion by 2025, growing at a CAGR of 9.3%. (Source: TOI)
- Market share of India to grow to 6% by 2026. (Source: CRISIL)
- Domestic growth in the sector is predicted to be at 13-15%. (Source: CRISIL)
- Exports and revenue from India are predicted to grow 18-20%. (Source: CRISIL)
- Under the Interim Budget 2024-25 the government allocated Rs. 192.21 crore (US\$ 23.13 million) to the Department of Chemicals and Petrochemicals.

India is expected to remain a driving force in Asia for chemical demand in 2024 given its strong economic growth and resilient industrial production and greater demand. India's specialty chemicals companies are expanding their capacities to cater to rising demand from domestic and overseas

An investment of Rs. 8 lakh crore (US\$ 107.38 billion) is estimated in the Indian chemicals and petrochemicals sector by 2025 & 7-9% growth is expected in FY25 (Source: IBEF & TOI)

As the global economy strengthens, demand for chemicals in expected to rise, benefiting the Indian exporters.

The Indian Specialty Chemical Industry was valued at \$41Bn in 2021 and is projected to reach \$72Bn by 2026, growing at a CAGR of 12.4% from 2021 to 2026.





Source:

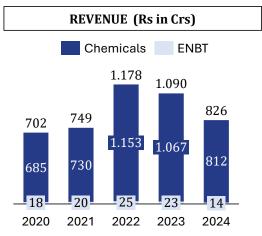
- 1. * FICCI Avendus Report
- @ IBEI
- 3. # McKinsey report 2019

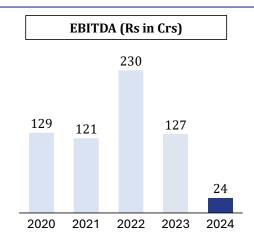


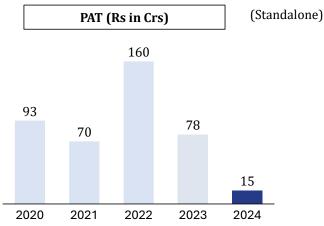


Historical Performance

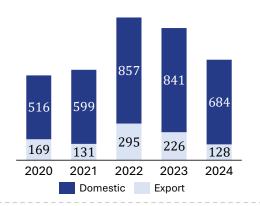




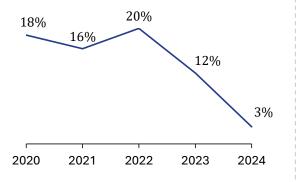




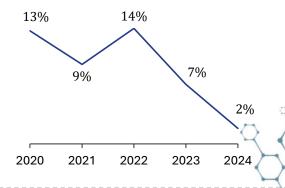








PAT Margin (%)





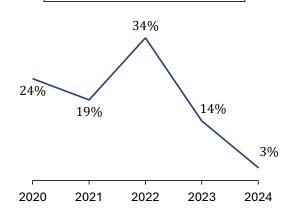


Historical Performance

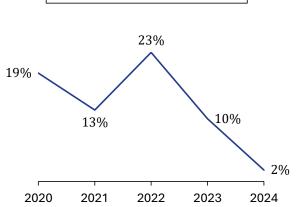


(Standalone)

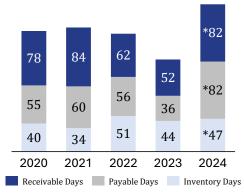




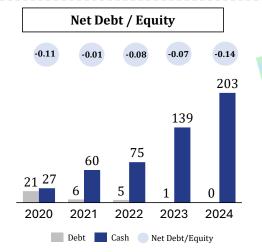
Return on Equity



WORKING CAPITAL ANALYSIS#



*Higher due to increase in operations in Q4 FY 24 in comparison to yearly average



Long-term debt free & Cash-rich company



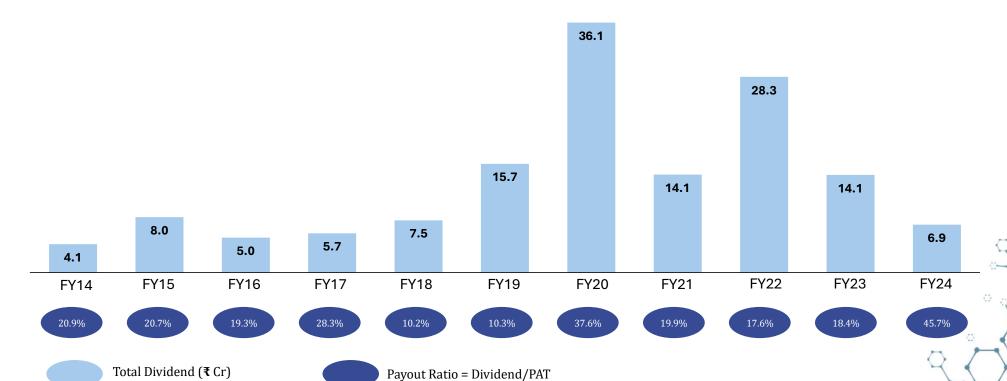


Consistent shareholder returns



FY20 Rs 36.1 crore Dividend Payout FY21 Rs 14.1 crore Dividend Payout FY22 Rs 28.3 crore Dividend Payout FY23 Rs 14.1 crore Dividend Payout FY24 Rs 6.91 crore Dividend Payout

Rs 145.5 crores Returned to shareholders in the last 10 years; 28% CAGR growth







Capital allocation over the last few years





Capital Expenditure

The company executed Rs 346 Crs of Capex throughout the course of the four-year term (2019–24), which included the acquisition of Visakhapatnam site. Further, the company is in the process of setting up a state of the art R&D facility at Mumbai.



Capacity Expansion

Received EC from regulatory bodies to increase its production capabilities and product offerings. Few of the products are Phosphorus Pentasulphide, Diethyldithiophosphoryl Chloride, Diazotization Chemistry platform, Phosphonates and Pharma capacities.



New Products

Introduced capacities for new products like Sodium Trichloro Pyridinol (NaTCP), DMPAT and a polymer additive.



Waste-water treatment

Upgraded its waste-water treatment capabilities in line with the expanded volumes.



Lote and Roha Sites

Undergone technological advancements and asset maintenance.



Vizag Facility

Added volume capabilities for its existing and few new products.

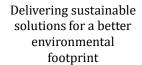




Key takeaways









Sustainability helps to reduce carbon footprint and increases operational excellence



Enhancing R&D facility with capable teams across diverse functions will help in expansion



Recognizes the changing landscape and strategically aligned to leverage from them



Many companies are slated to go off patent during the next 5 – 6 years. Your company can expand upon these opportunities.



The new product development strategy is centered around new chemistry platforms with focus on export & consumer-oriented approach



Thank You



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CIN: L24200MH1960PLC011807

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