



July 29, 2024

The Manager (CRD) The BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai- 400001	The Manager – Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051
Scrip Code: 530117	Symbol: PRIVISCL

Dear Sir / Madam,

Sub: Investors Presentation – Financial & Operation Review for quarter Ended June 30, 2024

Pursuant to our letter dated July 22, 2024, intimating about Earnings Conference Call to be held on Tuesday, July 30, 2024, at 04:00 pm and regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we also enclose herewith the Investors Presentation on Financial & Operational Review for the quarter ended June 30, 2024.

The Investors' Presentation is also being uploaded on the Company's website www.privi.com.

You are requested to kindly take the same on record.

Thanking you,

Yours Sincerely,

For Privi Speciality Chemicals Limited

Ashwini Saumil Shah
Company Secretary



Encl: Investors Presentation



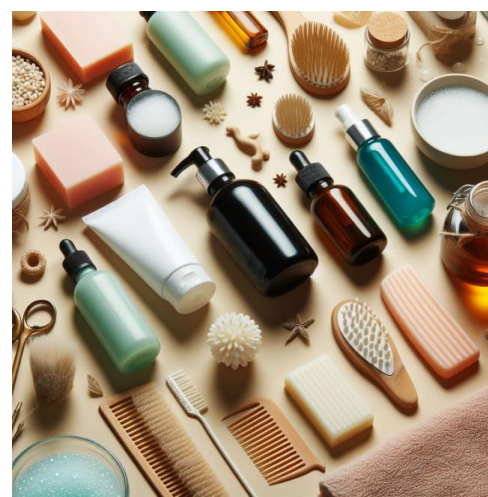
PRIVI SPECIALITY CHEMICALS LIMITED

Knowledge Centre & Regd. Office : Privi House, A-71, TTC, Thane Belapur Road, Near Kopar Khairane Railway Station,
Navi Mumbai - 400 710. India | Tel. : +91 22 68713200 / 33043500 / 33043600 / 27783040 / 27783041 / 27783045
Fax: +91 22 27783049 / 68713232 | Email: enquiry@privi.co.in | Web: www.privi.com | CIN: L15140MH1985PLC286828



Privi Speciality Chemicals Limited

Investor Presentation – July 2024





Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Privi Speciality Chemicals Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Q1 FY25 Performance Highlights



From the CMD's Desk



“ We are delighted to share that we have begun the year on a positive note with a 13% revenue growth year-over-year for the first quarter backed by an improved product mix and capacity utilization of key products. Our growth momentum underscores the team's efforts to penetrate new markets coupled with our longstanding relationships with customers across industries which give us an edge for same.

The company withstood multiple external challenges, including a supply chain disruption and registered a healthy EBITDA of Rs 97 crores, a 60% growth on YoY basis. We have gained market share not only in our existing products but also in all new products—Galaxmusk, Camphor, Prionyl. Our JV with Givaudan is in advanced stages of implementation, and we expect to start manufacturing operations in Q3 FY25. Over the past three years, we made significant investments in these projects, and we are confident of its growth prospects.

We have outlined several strategies over the next five years for future growth and are poised to implement them confidently in the coming years. These include further improving product mix, operational efficiencies, and focusing on new product launch to seize upcoming opportunities. Our commitment to sustainability has remained steadfast as we achieved this growth.

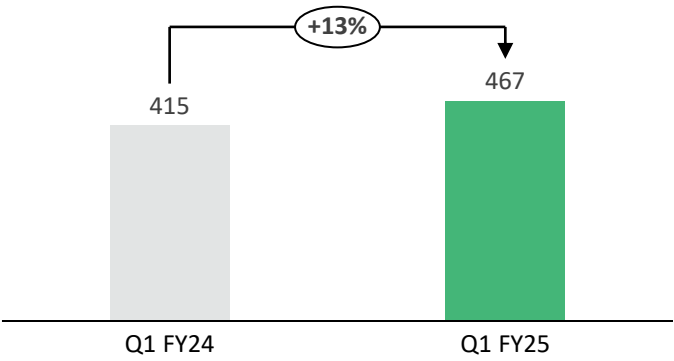


Mr. Mahesh Babani
Chairman & Managing Director

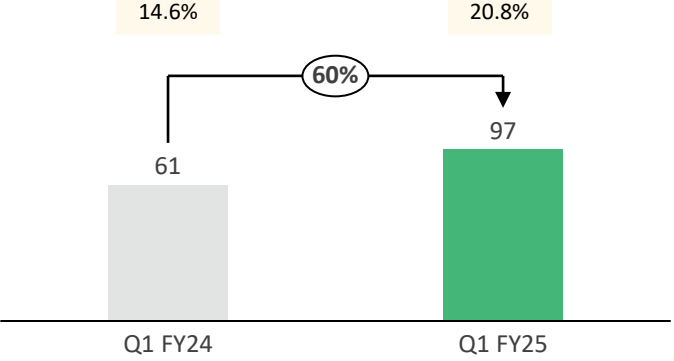
Q1 FY25 Performance Highlights



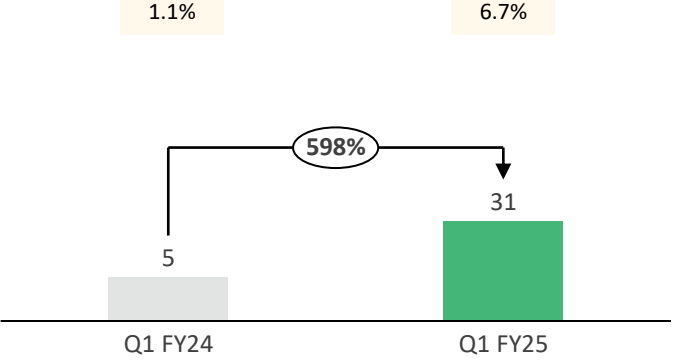
Revenue (Rs. In Cr)



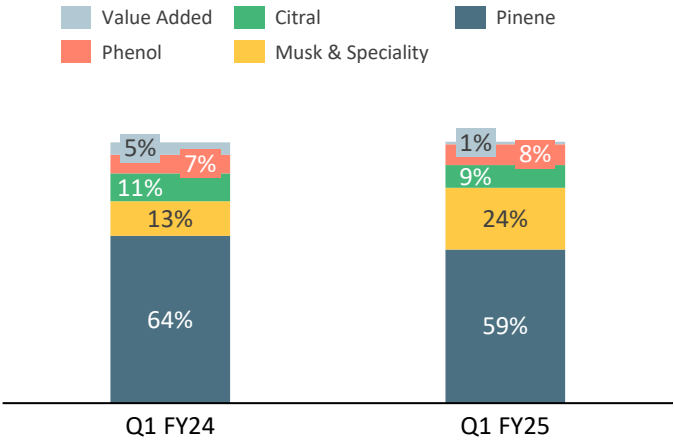
EBITDA (Rs. In Cr) & EBITDA Margin (%)



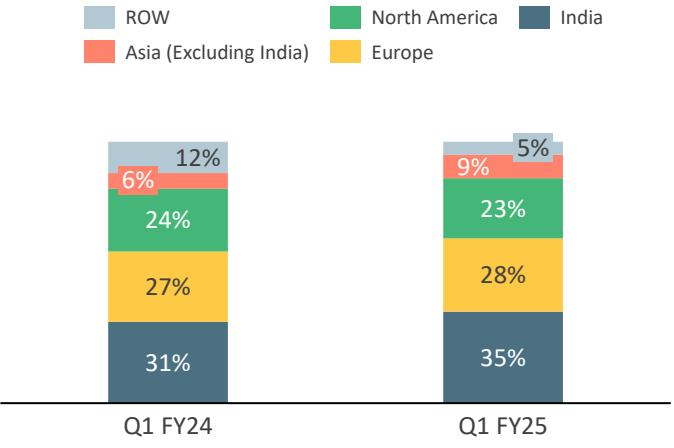
PAT (Rs. In Cr) & PAT Margin (%)



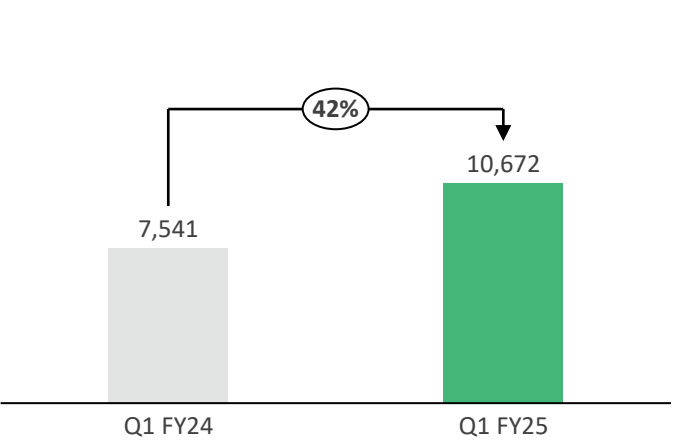
Revenue Breakup



Geographical Split



Total Volumes (MT)



Consolidated Profit & Loss Statements



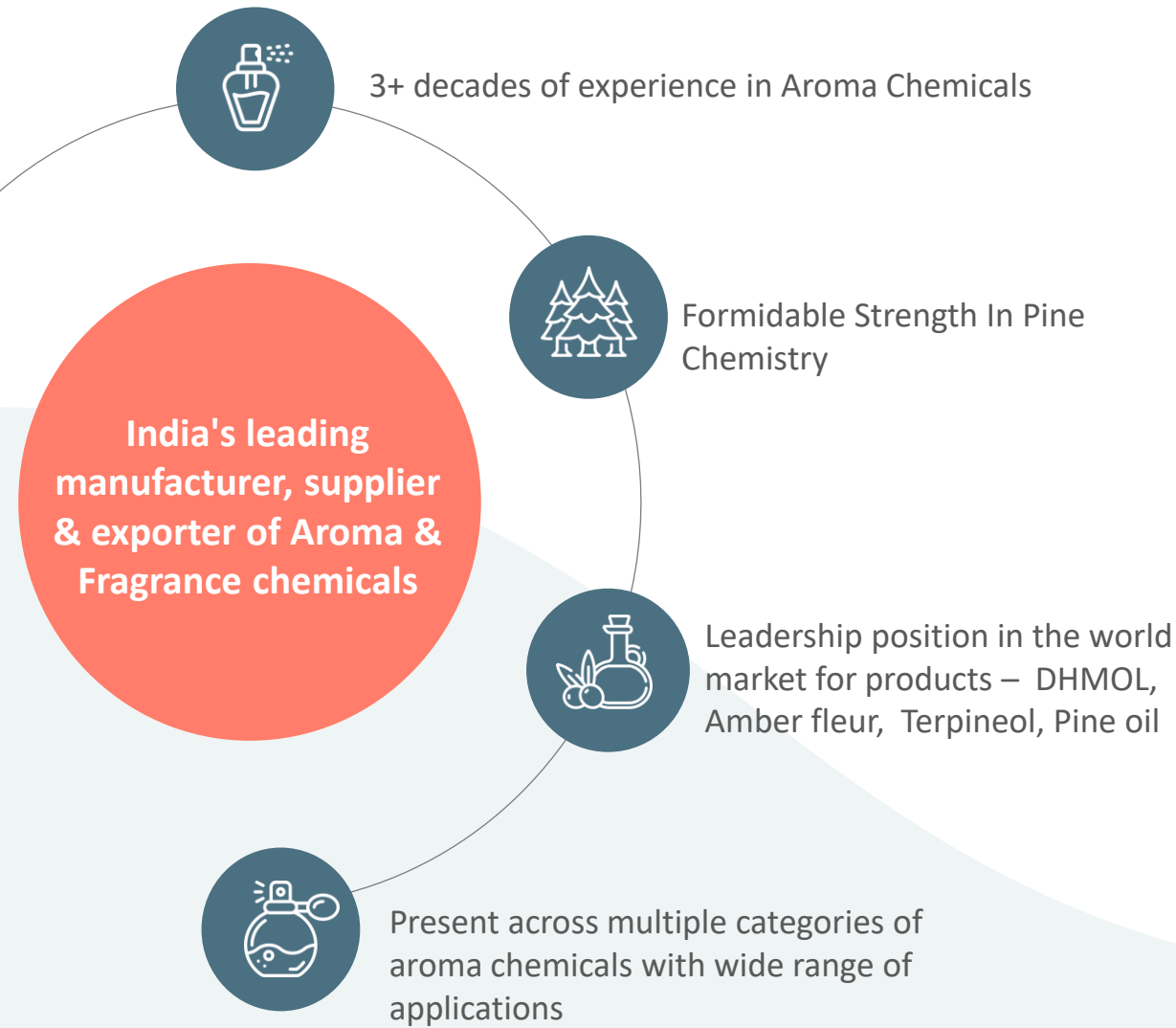
Particulars (Rs. Crores)	Q1 FY25	Q1 FY24	YoY	FY24
Revenue from Operations	464.0	408.7		1,752.2
Other Income	2.7	6.1		26.3
Total Income	466.7	414.8	13%	1,778.5
Cost of materials consumed	260.6	253.6		1,009.4
Employee Expenses	20.2	17.9		72.7
Power & Fuel	35.0	31.2		138.3
Other Expenses	53.9	51.4		203.3
EBITDA	97.1	60.8	60%	354.8
EBITDA Margin (%)	20.8%	14.6%		20.0%
Depreciation	32.1	30.7		123.4
EBIT	65.0	30.0		231.4
Finance Cost	22.0	23.6		101.5
Profit before Tax	42.9	6.5		129.9
Tax	11.5	2.0		34.5
Profit After Tax	31.4	4.5	598%	95.4
PAT Margin (%)	6.7%	1.1%		5.4%
EPS (in Rs.)	8.05	1.15		24.43



We Touch Your Lives Everyday



About Us



- 1982** Incorporated in
- 70+** Products
- 7** Manufacturing Facilities
- Presence across **30+** countries
- 48,000+** Production Capacity (TPA)
- Backward Integrated with CST & GTO**
- Serves to world's **15+** largest Fragrance & FMCG companies
- Rs 1,779 cr** FY24 Revenue
- 70%+** Export contribution with **4 Star Export House Certificate**
- Commitment to achieve UN Sustainable Development Goals**

Received Ecovadis Gold in March 2024

Privi achieves Gold in Ecovadis and are now amongst the top 5% companies of the World



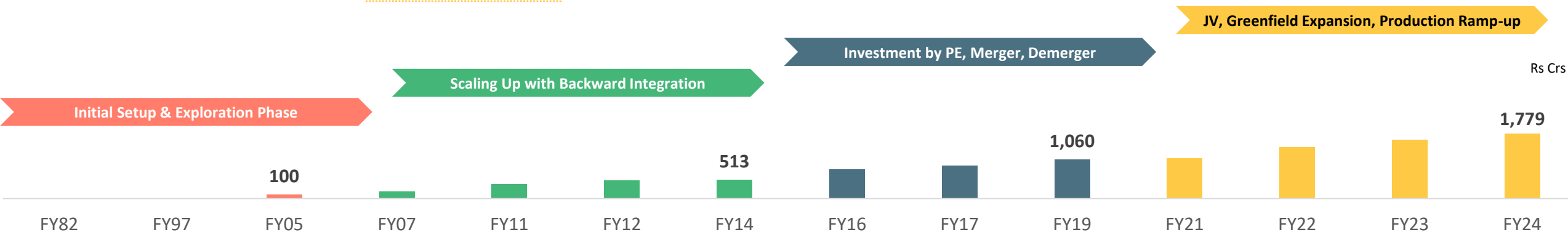
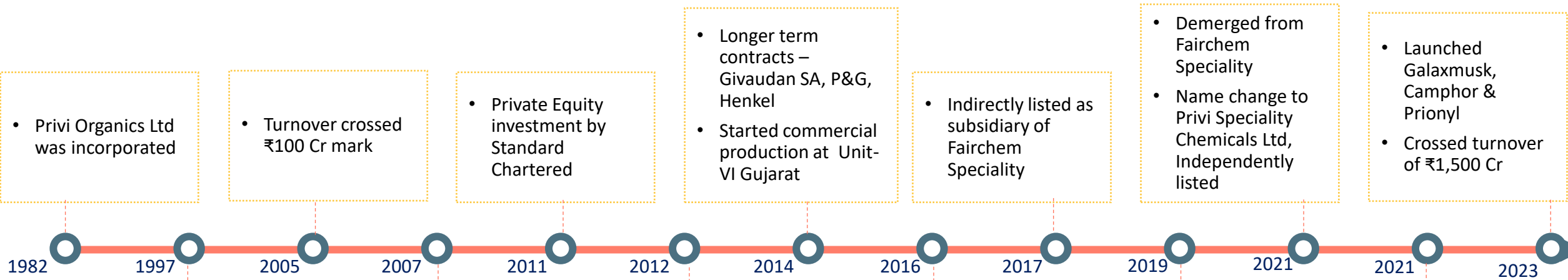
Climate Action

- Received B- in climate action which has improved from C last year.
- It is better than the Asia average & Global average of C but slightly lower than the chemical sector average B.

Water Security

- On water security, Privi is rated B which is not only better than last year's B- but also better than the Asia average, Global average as well as chemical sector average

Our Journey



Core Values | Vision | Mission



Our Core Values

- Safety
- Sustainability
- Sense of Urgency
- Super Transparency
- Sincere Respect & Care



Vision

To emerge as a leading Sustainable Global manufacturer of Aroma Chemicals Privi intends to become the leading aroma chemicals brand across the globe with its wide range of innovative products, Sustainable Manufacturing, reliable quality along with exemplary services, to fulfil the ever-growing demands of customers.



Mission

To be a leader in the local aroma chemicals industry and keep on innovating to become the most sustainable supplier for the international market, thereby portraying India's potential as a market leader in Aroma Chemicals. Company's mission shall always be to fulfil customer's needs first!

Key Facts & Figures

Key Aroma Chemicals Segments

- Pinene
- Phenol
- Citral
- Musk & Speciality
- Value Add
- Others

Reaction Capabilities

- Hydrogenation
- Condensation
- Grignard reactions
- Pyrolysis
- Reactive Distillation
- High Vacuum Distillation
- Continuous Distillation



Infrastructure Capabilities

- Plant Area: 162,841 sq. m
- Production capacity: 48,000+ MTPA
- Backward Integrated : CST and GTO
Reaction Capacity: 500 KL/Day
- Distillation Capacity: 900 KL/Day
- Blending Capacity: 500 KL/Day
- Steam Generation
- Connected Power | Backup Power
- Effluent Treatment Capacity

End Application

- Perfume
- After Shave
- Fine Fragrances
- Soaps & Creams
- Lotions
- Shampoo
- Hair Oil
- Detergent
- Fabric Softeners
- Bleach
- Air Fresheners
- Incense Sticks
- Candles
- Toilet Cleaners
- Insect Repellent
- And many more....

Manufacturing Units

- 6 at Mahad, Maharashtra
- 1 at Jhagadia, Gujarat
- 2 R&D Centre at Mahad & Nerul, Maharashtra

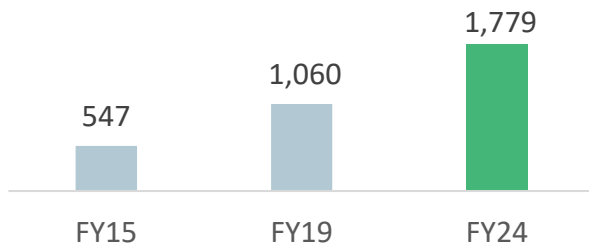
Key Customers

- Blenders / Fragrance houses serving leading FMCGs & F&F manufacturers
- Leading FMCGs

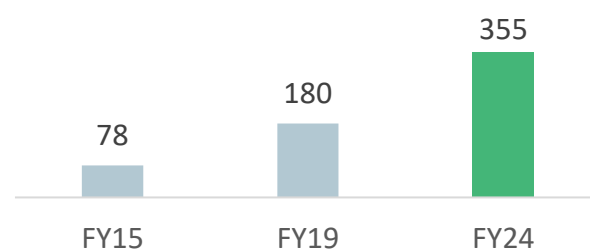
Employee Strength

- Total Workforce : 1,000+
- R&D team strength: 89 at Mahad & Nerul, Maharashtra

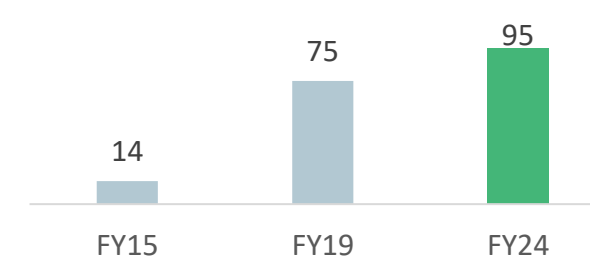
Revenue (Rs. In Cr)



EBITDA (Rs. In Cr)



PAT (Rs. In Cr)



Key Product Offerings

70+ Products across Multiple Categories of Aroma Chemicals

Pinene



- Dihydromyrcenol
- Amber Fleur
- Terpineol
- Terpineol Acetate
- Pine Oil
- Iso Bornyl Acetate
- Iso Borneol
- Camphor
- Sandal Fleur
- Indian Sandal Core

62%

Citral



- Cyclocitral
- Citronellal
- Citronellol
- Citronellyl Nitrile
- Alpha Ionone

11%

Musk & Speciality



- Galaxmusk
- Prionyl
- Timber Touch
- Timber Forte
- Nimberol
- Alpha Damascone

16%

Phenol



- Ortho Tertiary Butyl
Cyclo Hexyl Acetate
- Para Tertiary Butyl
Cyclo Hexyl Acetate

8%

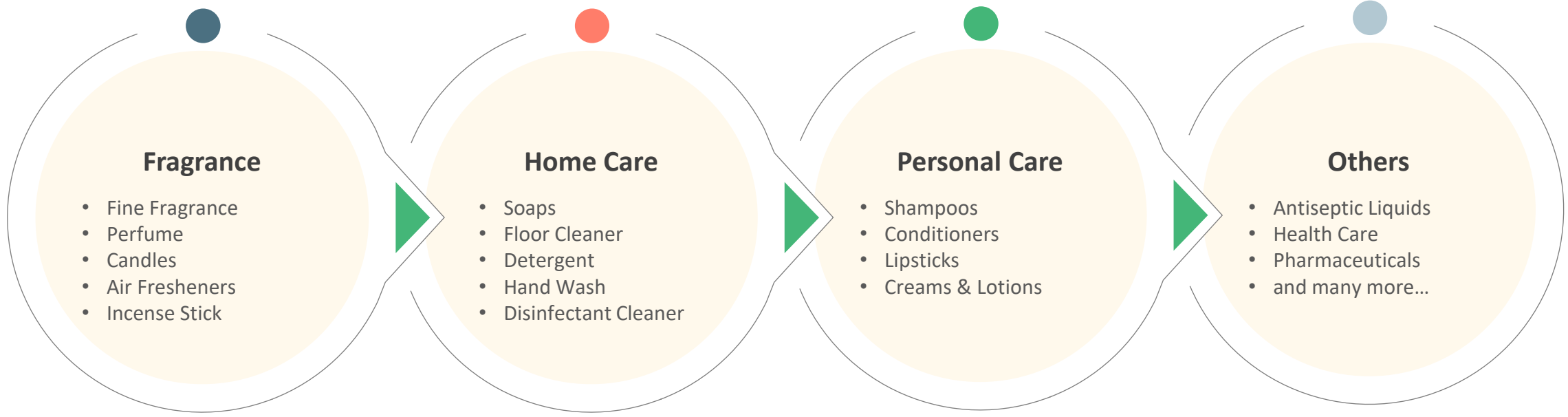
Value Added



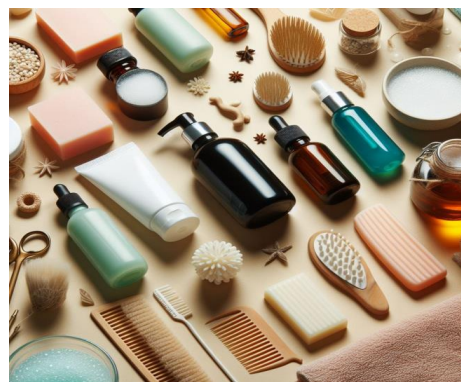
- 1, 8 Cineol
- 1,4 Cineol
- Limonene 95
- Terpinen-4-ol

3%

With wide applications across F&F & FMCG Industries



*Serving to Resilient Markets
having Perpetual Demand*



Diversified Customer Base



Preferred Supplier to



World's 15 largest fragrance companies which control nearly 80% of the global fragrance market

World's 6 largest FMCG companies

International Fragrance Companies

Indian Fragrance Companies

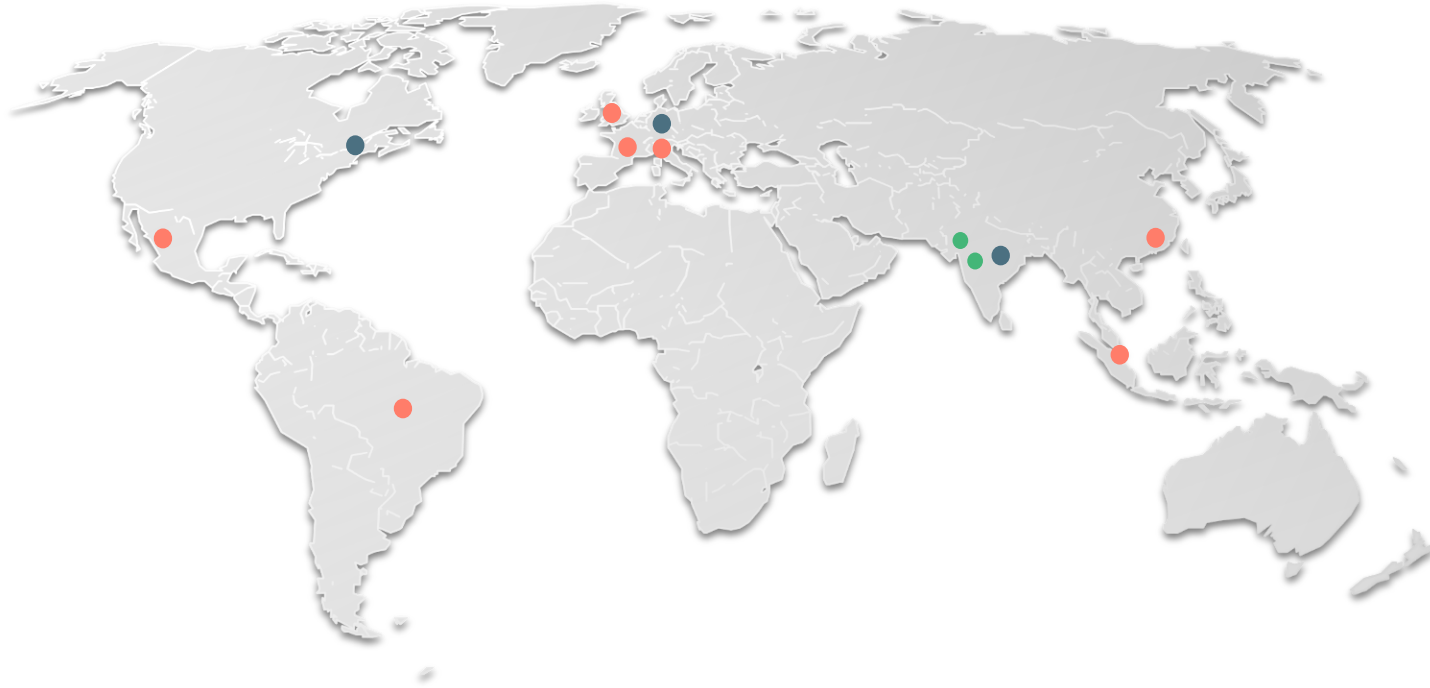
FMCG & Other MNCs



Note: The Brand Names mentioned are the property of their respective owners and are used here for identification purpose only

Diversified Geographic Presence

Presence across 30+ Countries



2 Manufacturing Location

- Mahad, Maharashtra
- Jhagadia, Gujarat

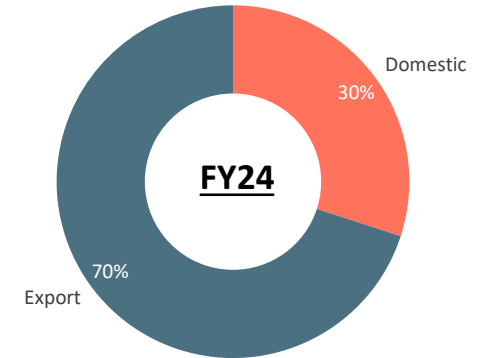
3 Stocking Points

- India
- Rotterdam
- New Jersey

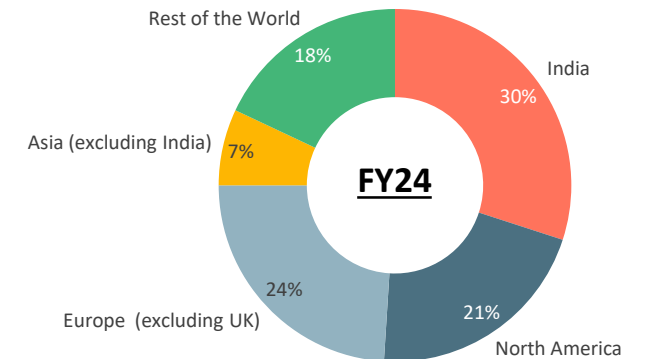
7 Distribution Points

- Singapore
- Shanghai
- Grasse
- Manchester
- Mexico
- Brazil
- Milano

Domestic Export Mix



Geographical Presence



State Of Art Manufacturing Facilities

Location	Mahad, Maharashtra	Jhagadia, Gujarat
No. of Units	6	1
Major Products	<ul style="list-style-type: none"> Amber Fleur Dihydromyrcenol Camphor Prionyl Citral Speciality Pine oil & Terpeneol 	<ul style="list-style-type: none"> OTBCHA PTBCHA Galaxmusk Florovane Indomerane




Production Capacity
48,000+ MTPA



Employee strength
1,000+ people



Strategically Located
Near JNPT & Dahej Port



Backward Integrated
with CST & GTO



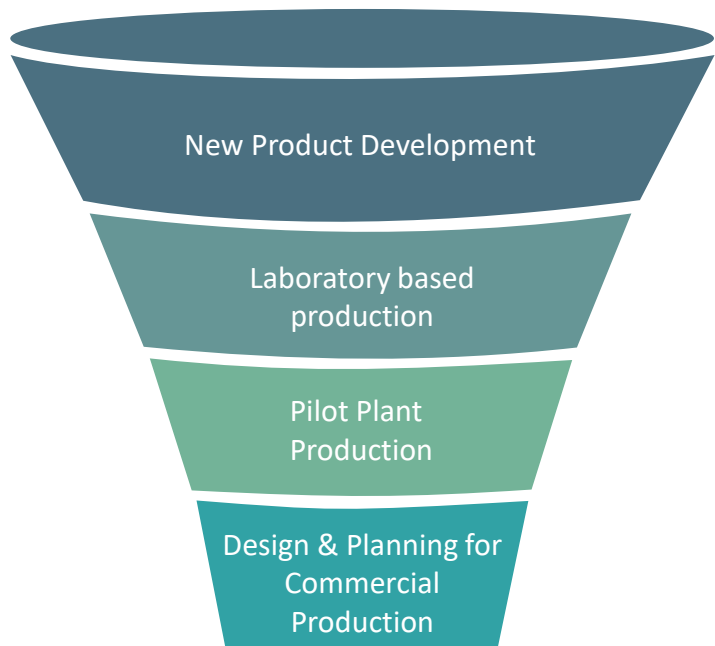
Strong Focus on Research & Development

2 R&D centers Mahad & Nerul, Maharashtra

89 R&D team strength including scientist, microbiologist & chemistry professionals

New Innovations & Developments

R&D working system is designed with an approach to drive the “Concept till Commissioning” process



Synthetic Organic Research lab and Pilot plants are approved by the Department of Scientific and Industrial Research (DSIR), Ministry of Science and Technology.

Well equipped with new instruments & machinery like GCMS, GLCS, FTIR, UV Spectrophotometer, Refractometer, Polarimeter, Colorimeter, Bomb Calorimeter, Reaction, Distillation and Recovery Units

Improving yield and process for future development on continues basis

New Products Developed

- Camphor
- Galaxmusk
- Prionyl
- Florovane
- Indomerane
- Amber Xtreme

Products Under Development

- Menthol
- Peppermint Oil
- 6 other products under development
- 40+ products under PRIGIV



Constantly preparing for the long-term sustainable innovation

Proven Credentials



EcoVadis Assessment

- Awarded a **'Gold'** medal in recognition of sustainability achievement in 2024.



Certifications

- The majority of manufacturing facilities are ISO, Kosher and Halal certified.
- EU REACH: Registered 28 products** under EU REACH Regulation
- Turkey REACH : Pre-registered 26 products** under KKDIK (acronym in Turkish for REACH)
- Globally Harmonized System (GHS) Compliant** : Also provide country-specific GHS SDS and labelling support to customers.
- IFRA Standards Compliance:** IFRA membership supports commitment to consistently ensuring the quality and credibility of our products.



Key Awards & Accolades

NSC-MC Safety Award 2022	Maharashtra Safety Awards	TFS Certification	CDP Climate Action & Water Rating 2023	Membership of UN Global Compact (UNGC) 2023
Meritorious performance in Industrial Safety	Lowest accident frequency rate	Scored 85% in audit-certification validity 5 years	Rating B-	Commitment for net Zero by 2050

Sustainability Supply Chain Certifications

01

Together for Sustainability (TFS)

TFS is a joint initiative of chemical companies for sustainable supply chains, founded in 2011 and It has developed and implemented a globally to assess, audit and improve sustainability practices within the supply chains of the chemical industry.



02

Roundtable on Sustainable Palm Oil (RSPO)

The company has done RSPO membership registration and further certification process is underway.



03

Sedex

Have active membership of Sedex which is world's leading online platforms for companies to manage and improve working conditions in global supply chains. The Sedex assessment consists of 4 key pillars - Labour Standards, Health & Safety, Environment and Business Ethics



04

Forest Stewardship Council (FSC)

The company sources its turpentine based raw materials from FSC certified sources & plan to increase it from sustainable sources slowly to 100% in future



05

Carbon Disclosure Project (CDP)

The company is actively disclosing its Scope - 1,2 & 3 emissions to CDP (Carbon Disclosure Project) & Water security disclosure through CDP platform.



Committed to use solar energy for 25% of total power requirement, this project is being implemented with utmost priority

Initiatives taken over the Years on Sustainability

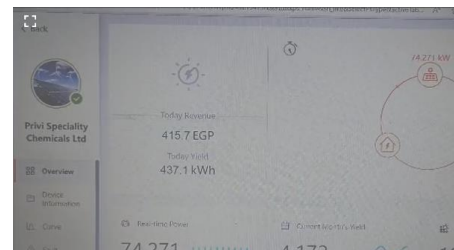
- Till 2008** › Conventional Effluent treatment
- 2008-11** › Effluent reduction at source
- 2011-13** › Water recycle & Reuse U2
- 2013-15** › Washing using less water (Green Process)
- 2015-17** › Water Recycle & Reuse across plants
- 2017-18** › Working for zero affluent water discharge
- 2018-19** › Self-reliance on Power
- 2019-21** › Moving to become Zero Liquid Discharge
- 2022-23** › 0.5 MW captive COGEN turbine installed
0.5 MW roof top Solar installed at Mahad
Installed 10 MW open access captive Solar power plant
- 2023-24** › Boiler modification to accommodate Briquette
To install 0.1 MW roof top solar at Jhagadia



Rooftop Solar Panel



Solar panel – Open Access Agreement



Electric Meter

United Nations Sustainable Development Goals



Responsible Corporate



Education

- Facilitating education of school children from underprivileged families.
- Distribution of stationery, syllabus books, and learning materials.
- Enhancing scholastic performance
- Setting up toy libraries in Balwadi.
- Enriched education through multimedia and mobile exhibition



Healthcare

- Health check-up camps, blood donation camps and cataract operation camps. Aid and assistance in the area of medical research.
- Monetary relief to Nisarg Cyclone Affectants
- Diet and nutritional counselling for expectant and new mothers.
- Safe drinking water for children and communities.
- Distribution of clothes, blankets and other necessities to shelter from weather extremities



Environment

- Plantation of trees
- Undertaken a project to create a green zone in Borjai village situated in Jhagadia, Gujarat
- Taken a barren land from MIDC at Amshet village in Mahad, Maharashtra and created a **Miyawaki** forest
- Collaborate with communities to offer a clean habitat for people, clean and safe drinking water, alternative energy sources, and ecosystem maintenance



Value Proposition



1

Unique Competitive Position

2

Diversified Product & Client Mix

3

Moving Up the Value Chain

4

PRIGIV – a JV with Givaudan SA

5

Building Capacity
to Shape the Future

6

Fostering Growth
from New Products

7

High Entry Barriers

8

Driven By Strong Human Assets

9

Supported by Eminent Board

10

Backed by Healthy
Growth in Industry



1. Unique Competitive Position

India's Largest Manufacturer & Exporter
of aroma chemicals with a market leading share of >20% in ten products globally, contributing 80% of its revenue adopting holistic sustainable measures

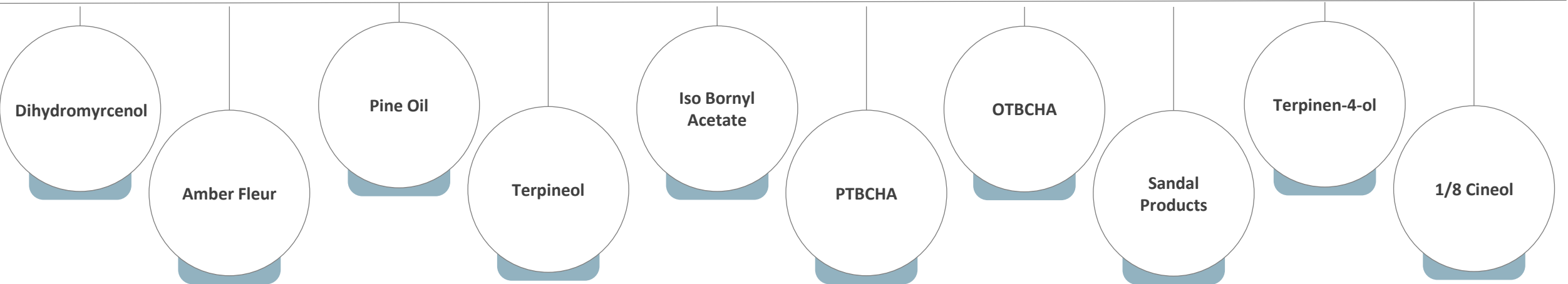
Backward Integration
The only company to make pine-based aroma chemicals from CST (Crude Sulphate Turpentine) & GTO (Gum Turpentine Oil)



Diversified Product Portfolio
the company has gradually expanded the product portfolio to a range of over 70 products

One out of Four
Privi is one of the 4 global companies and only Asian company to use CST obtained from 30+ pulp mills across the world

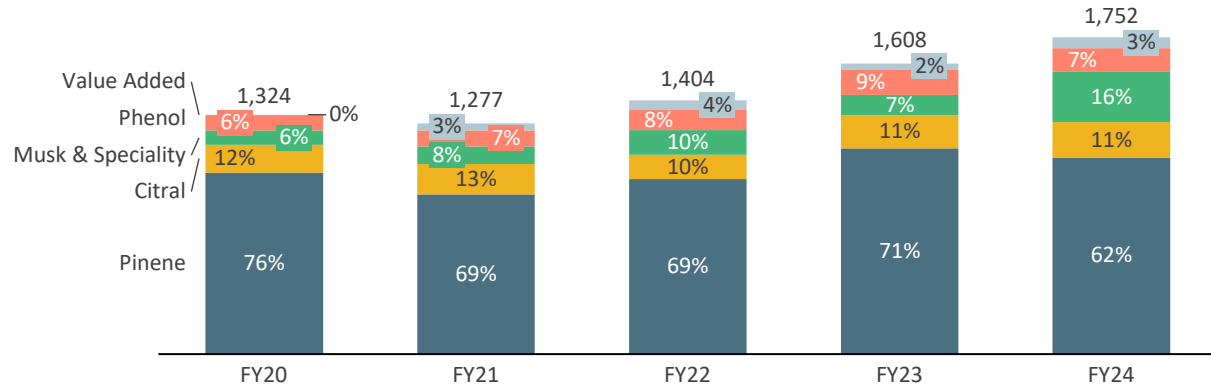
Products with Global Market Share of more than 20%



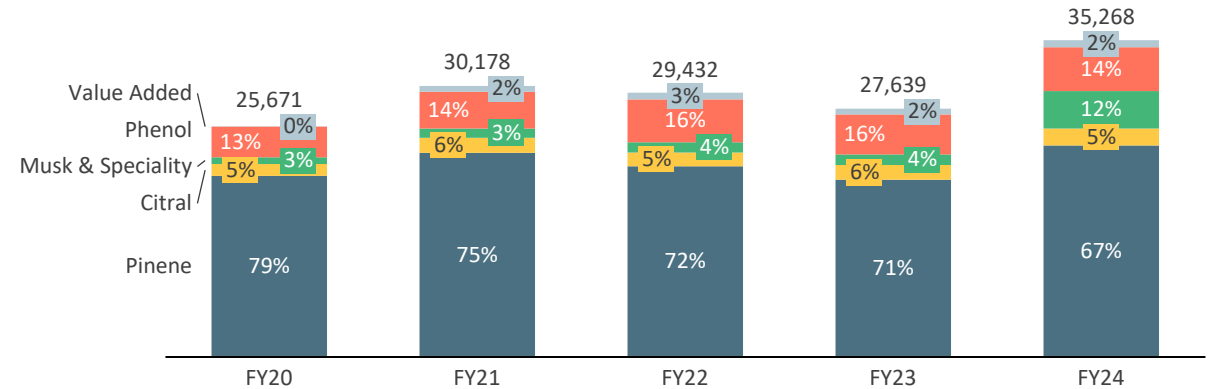
2. Diversified Product and Client Mix



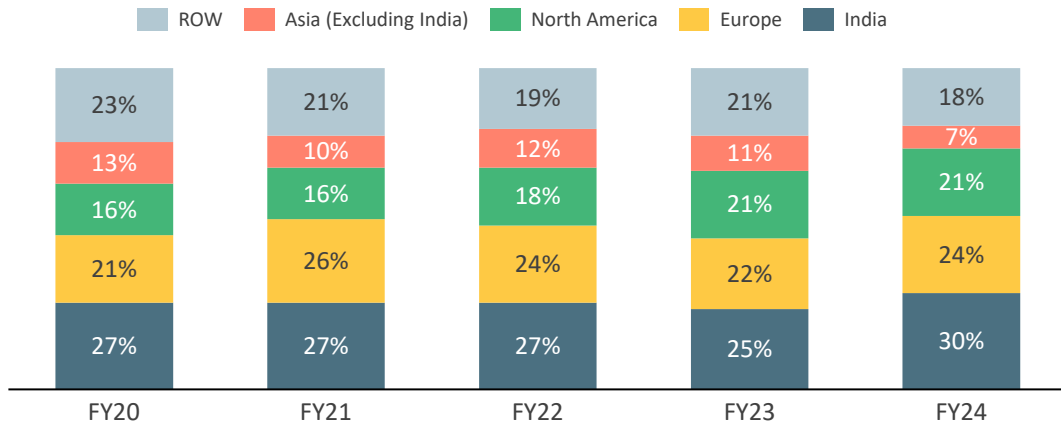
Revenue Breakup



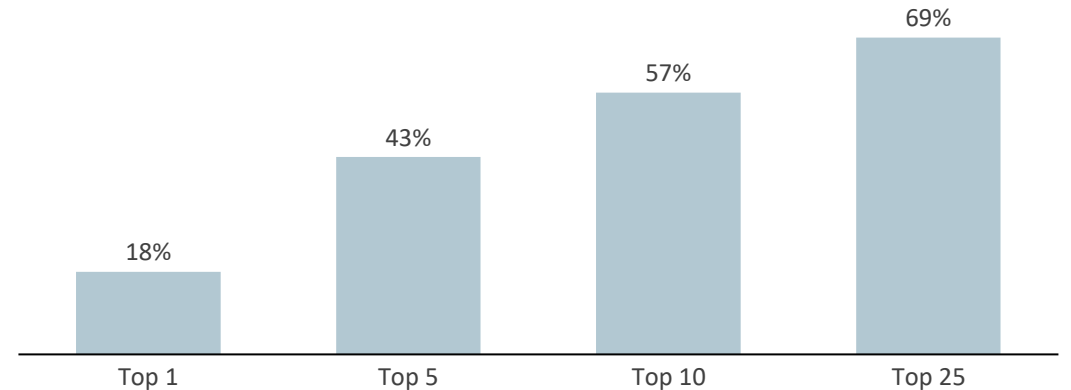
Volume Breakup



Geographical Split (%)

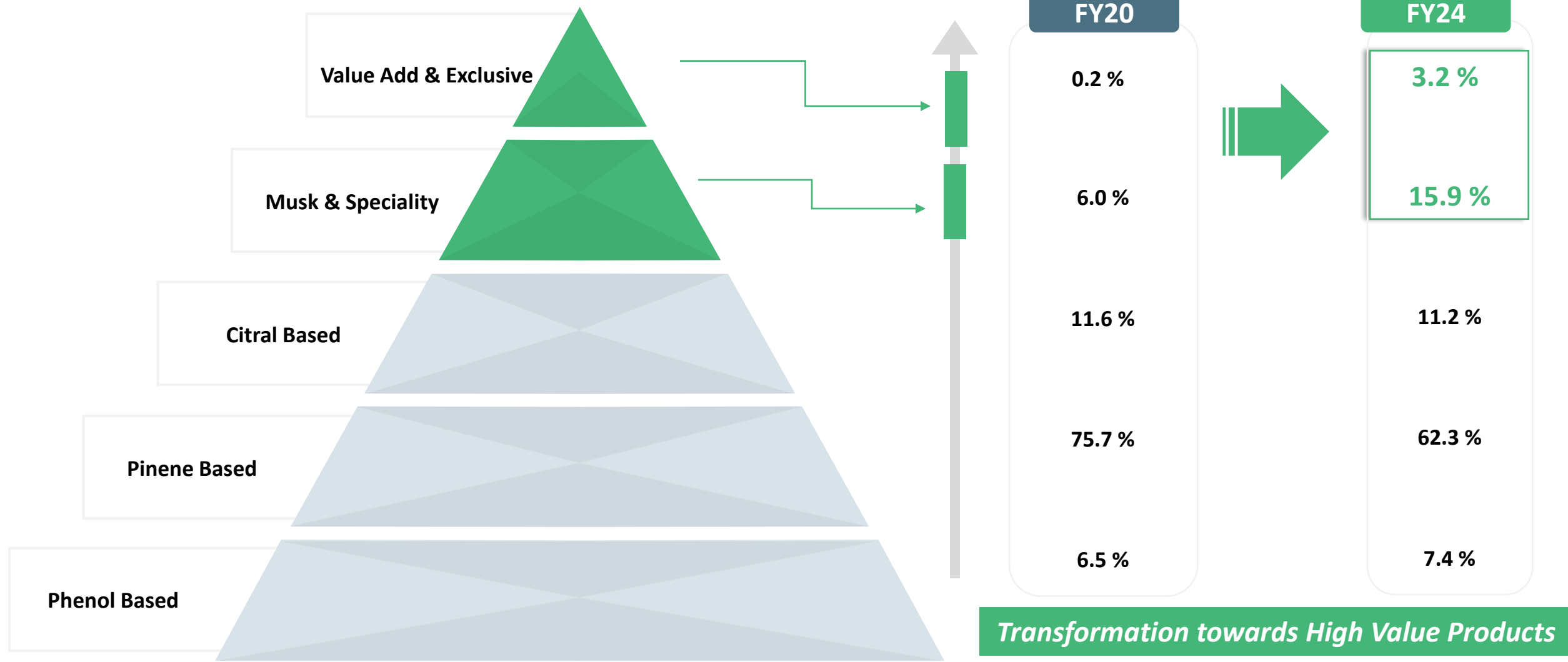


Client Concentration



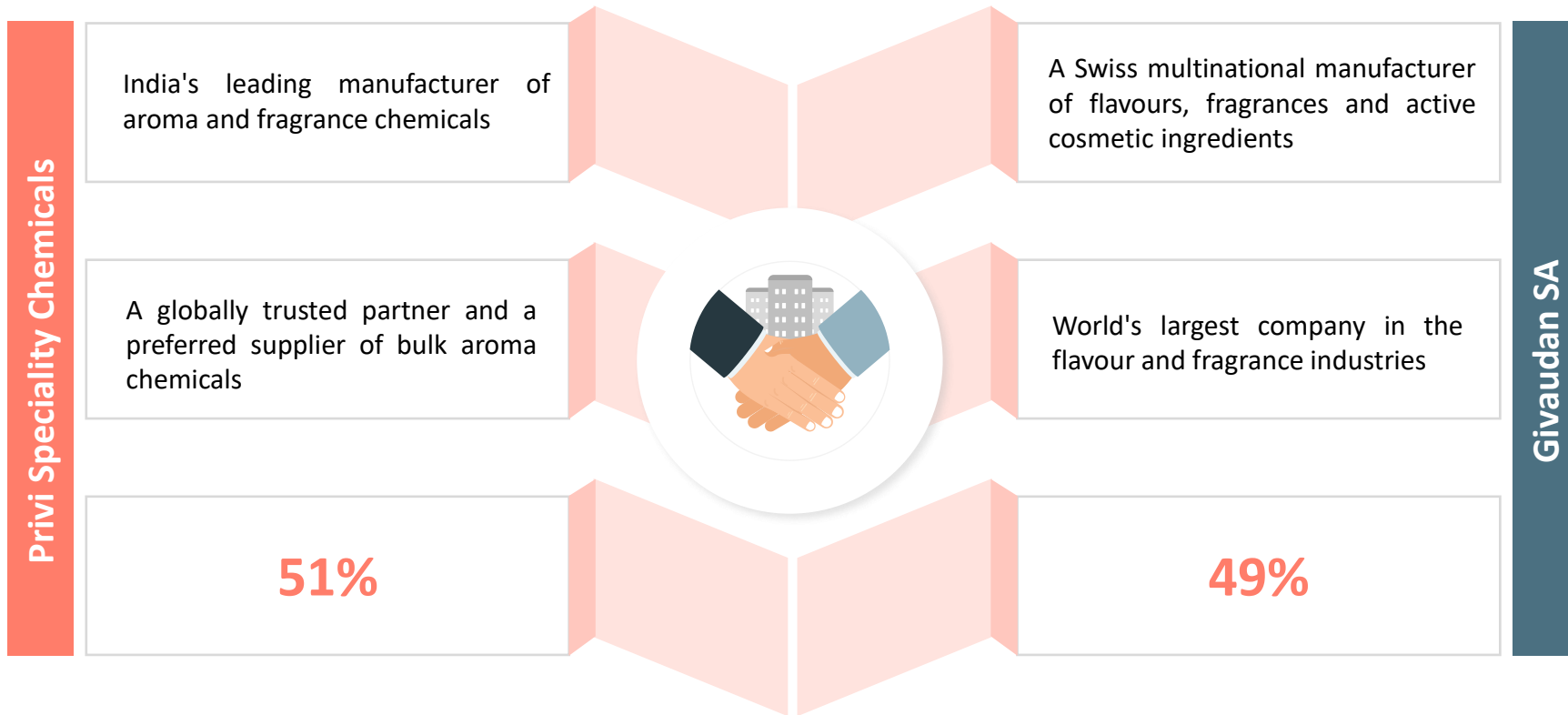
*On Consolidated basis

3. Moving up the Value Chain



*On Consolidated basis

4. PRIGIV- a JV with Givaudan SA for a Strategic Partnership



Project Details

- Signed a JV to set up new greenfield production facility in Mahad, Maharashtra
- Will manufacture 40 products exclusively for Givaudan SA which are part of its high products
- Project Cost: Rs 150 crores
- Mode of financing: Mix of Debt and Equity
- Expected asset turn: 1.00x to 1.10x
- Potential Revenue: Rs. 150 Crores
- Expected to commission by Q3 FY25

Key Synergies

- Associated with esteem client for over last few decades
- This JV will further strengthen the association with world's largest F&F player
- Facility will have state of the art manufacturing equipment tailor made to manufacture small-volume fragrance ingredients of medium to high complexity.

5. Building Capacity to Shape the Future



Revenue Visibility						
Aroma Chemical Segments	FY21	FY22	FY23	FY24	FY25e	FY26e
Pinene	✓	✓	✓	✓	✓	✓
Phenol	✓	✓	✓	✓	✓	✓
Value Add Products	✓	✓	✓	✓	✓	✓
Citral	✓	✓	✓	✓	✓	✓
Speciality	✓	✓	✓	✓	✓	✓
Galaxmusk (Speciality)				✓	✓	✓
Camphor (Pinene)				✓	✓	✓
Prionyl (speciality)				✓	✓	✓
40 Exclusive products under PRIGIV (Value Add)					✓	✓
New Products under development						✓

6. Fostering Growth from New Products

Successful Launch of New Products

- The Company's growth is propelled by the successful launch of new products Camphor, Galaxmusk and its variants, Prionyl, Indomarane, Floravone and various Valued Add Products like Terpene-4-ol, 1/8 Cineol etc.
- In the very first year of operations, all these new products have shown an average utilization of about 50% of the capacities created.

- **Galaxmusk and its variants** are sold to all our existing customers and is used in the perfumery blend used in soaps, detergents, perfumes and other personal care products.

- **Camphor** is predominantly sold in Indian markets and mainly for Religious and Industrial use and applications.
- Has obtained **Indian FDA** for Camphor which will enable the sale of Camphor to Indian Pharmaceutical Companies.
- In the process of obtaining **US FDA** approval also for Camphor and expects to receive the certification in the year 24-25.

- **Prionyl** is the first solid product of aroma chemicals manufactured by the company used in high ended blends.
- Privi is only third manufacturer in the world and is used in high ended perfumes and cosmetics.
- Mainly sold to all our existing fragrance houses.

- **Value-Added Products** are manufactured from the byproducts of CST & Pine Oil manufacturing process thereby generating better margins.

- The Company believes that the **new products under development** like Menthol, Peppermint Oil, Helvotalite, 40 + products of PRIGIV all could propel future growth.

- **Existing Key Products:** The Company shall plan to grow capacities of its key products DHMOL, Amber Fleur, Pine Oil, Terpenol etc., to keep its market share and propel growth of the Company.

7. High Entry Barriers



Aroma Chemicals is a Niche Chemicals and require extensive technical know-how

1

It is used as a Lifestyle Product

Fragrance products varies from individual's style, preference, values, social status etc. and are considered as lifestyle products

2

Capex Intensive Industry

High startup cost, stringent regulations and other hurdles keeps the high entry barriers

3

Complex Chemistry

The involvement of complex chemistries in the manufacture of the Products, which is difficult to commercialize on a large scale

4

Regulatory Norms

To comply all regulatory norms and filings with various agencies

5

Technical Know-how

Handling Aroma chemicals requires a high degree of technical skill and expertise and operations

6

Long Gestation Period

Customer acquisition involves a long gestation period, resulting in a very few players being involved in manufacturing of the products

7

Stringent Purity Measure

All processes and products are subject to, and measured against, high quality standards and stringent impurity specifications

8

High Replacement Cost

Any change in the vendor of the product may require significant time and cost for the customer to replace the same composition

9

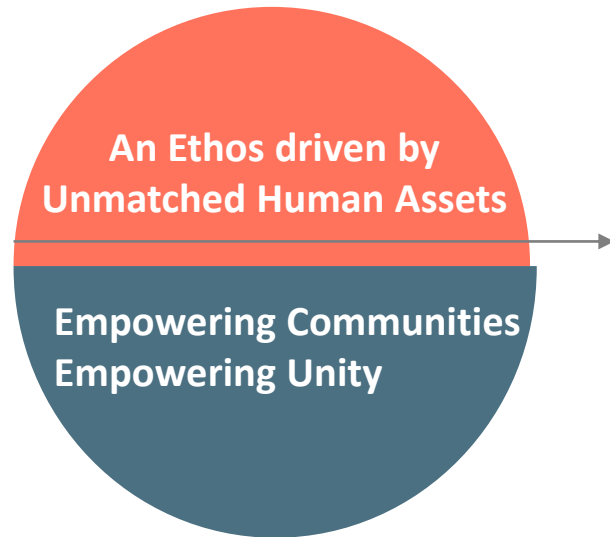
Customer Olfactive

Olfactive acceptance most important in addition to purity as it differs from customer to customer

8. Driven by Strong Human Assets

1,000+
Total workforce

89
R&D Team Strength



- Across all functions, company is headed & governed by professionals having more than **20 years** of experience and requisite qualification in their domain expertise
- Entire team continues to work on creating additional growth opportunities
- Sustainability is an integral part of business. Team is committed to safety, conserving environment, and empowering communities that shapes sustainable growth

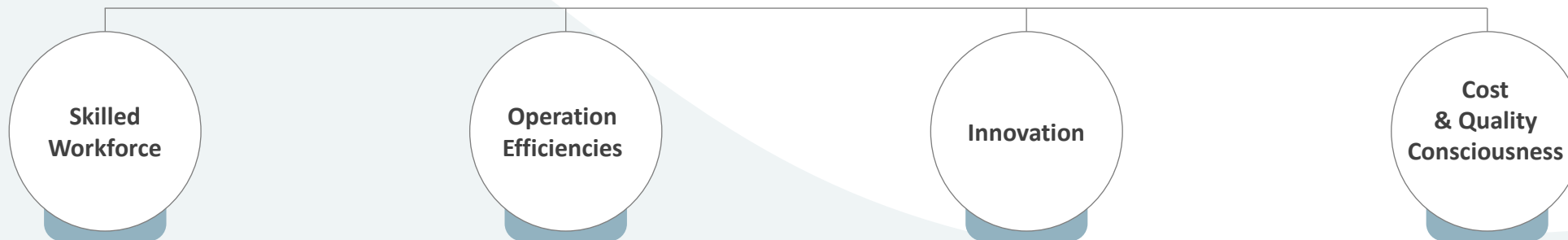
Employee Association with Privi

135+
For more than 5 years

155+
For more than 10 years

175+
For more than 15 years

A Culture of Engagement, Recognition and Celebrating Success to drive better



9. With Eminent Board of Directors

Mr. Mahesh P Babani Chairman & Managing Director

- A Commerce Graduate with an operational and managerial experience of over 30 years
- Has been on the Board of Directors of Privi Organics Limited since 1989
- Involved in formulation of long-term strategy, business development and financial management of the Company
- Also serving as a Director on board of Fairchem Speciality Limited, Privi Organics Limited, Babani Investment & Trading Pvt. Ltd, Privi Biotechnologies Pvt. Ltd., Minar Ogranics Pvt. Ltd, Satellite Technologies Pvt. Ltd

Mr. D.B. Rao Executive Director

- A postgraduate in Engineering with over 33 years experience
- Has been on the Board of Directors of Privi Organics Limited since 1982
- Overseas Operations, Research & Development, Personnel and raw material sourcing
- Director on the board of Fairchem Speciality Limited, Privi Organics Limited, Minar Organics Pvt. Ltd, Privi Biotechnologies Limited, Vivira Investments & Trading Pvt. Ltd., and Satellite Technologies Pvt. Limited.

Mr. Dwarko T Khilnani Non-Executive, Independent Director

- A B.A (Hons) in Economics and a Law graduate
- Part on the Board of Privi since inception
- Over 33 years of experience with RBI also an expert on Foreign Exchange Management Act (FEMA)
- Was Director on the Board of Blossom Industries Limited, Perfunova (International) Limited and a member of the Governing Council of Umrao Hospitals and Medical Research Institute

Ms. Anuradha Thakur Non-Executive, Independent Director

- Over 34 years of experience in loan syndications, international banking, project financing and liquidity management in various sectors such as petrochemicals, engineering goods and equipment, non-conventional energy, textiles and pharmaceuticals
- Joined the Board of Privi in March 2015
- Was Director on the Board of Tata Asset Management Limited, Patnaik Steel P Limited, Tata Capital Housing Finance Limited and Tata Capital Financial Services Limited

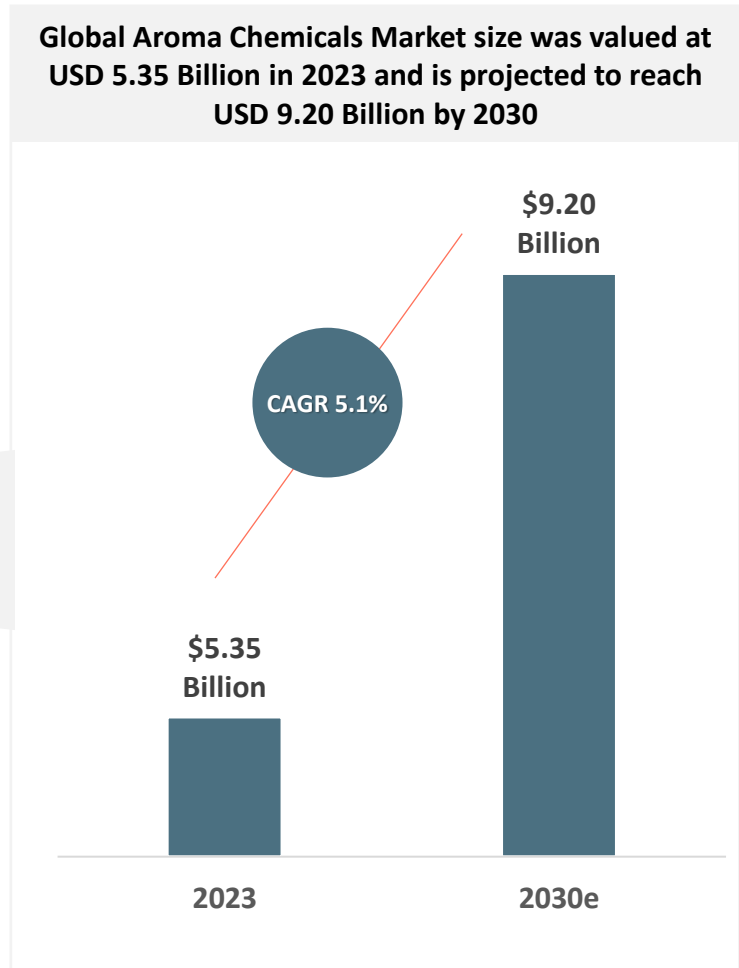
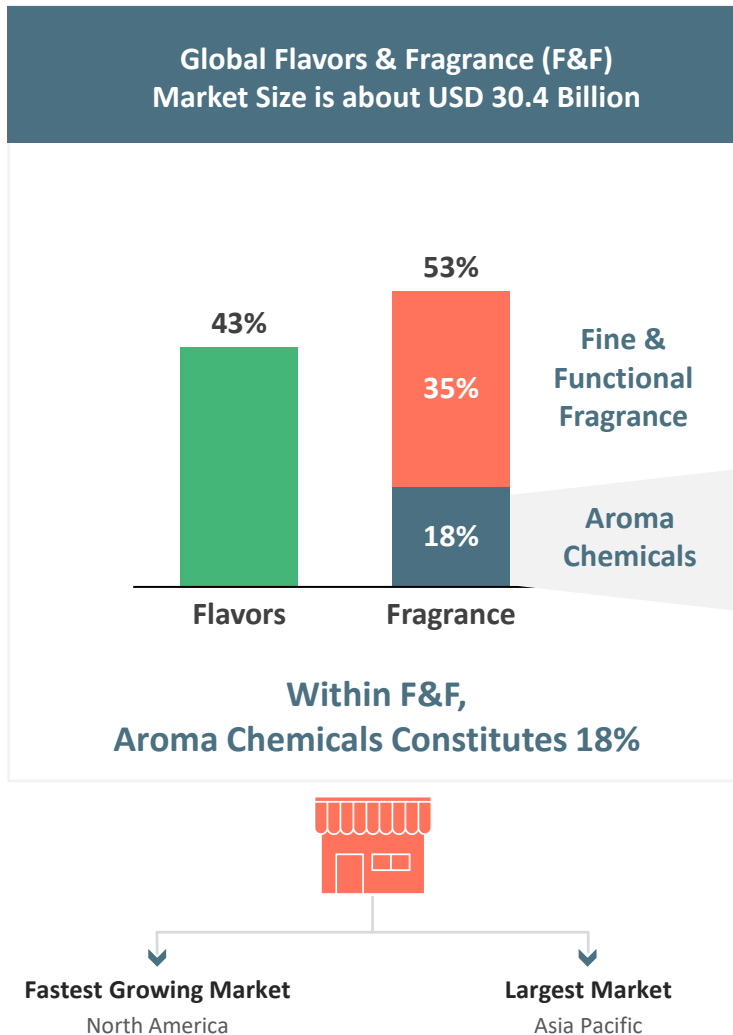
Mr. Anurag Surana Non-Executive, Independent Director

- Over 2 decades of experience in Chemical Industry
- Has brought value to the Board by providing inputs on manufacturing operations and management controls.
- Presently, he is the Managing Director of KAGASHIN Global Network Private Limited. Also, a Director on the Board of IFFCO-MC Corp Sience Pvt Ltd, Nichino India Pvt Ltd, Nichino Chemical India Pvt Ltd, Kagashin Global Network Pvt Ltd, Esco Agencies Pvt Ltd and Neogen Chemicals Limited

Mr. Hemang Gandhi Non-Executive, Independent Director

- Over 30 years of exceptional leadership financial services industry
- A Director and founding member of PINC, a prominent mid-market investment bank headquartered in Mumbai.
- His expertise spans diverse industries including engineering, logistics, travel and tourism, food processing, specialty chemicals, and media & entertainment.
- His notable successes include transactions with industry giants such as Thomas Cook, Sansera Engineering, Ajax, Bill Forge, Jindal Drilling and TripJack

10. Backed by Healthy Growth in Industry



Demand Drivers



Growing trend in personal care and cosmetics Industry



Increasing consumption of Toiletries and home care products



Growing demand of convenience Food and Beverages



Favorable Government Initiatives



Increasing Investment in R&D and product development

Embracing Opportunities

Industry Tailwinds

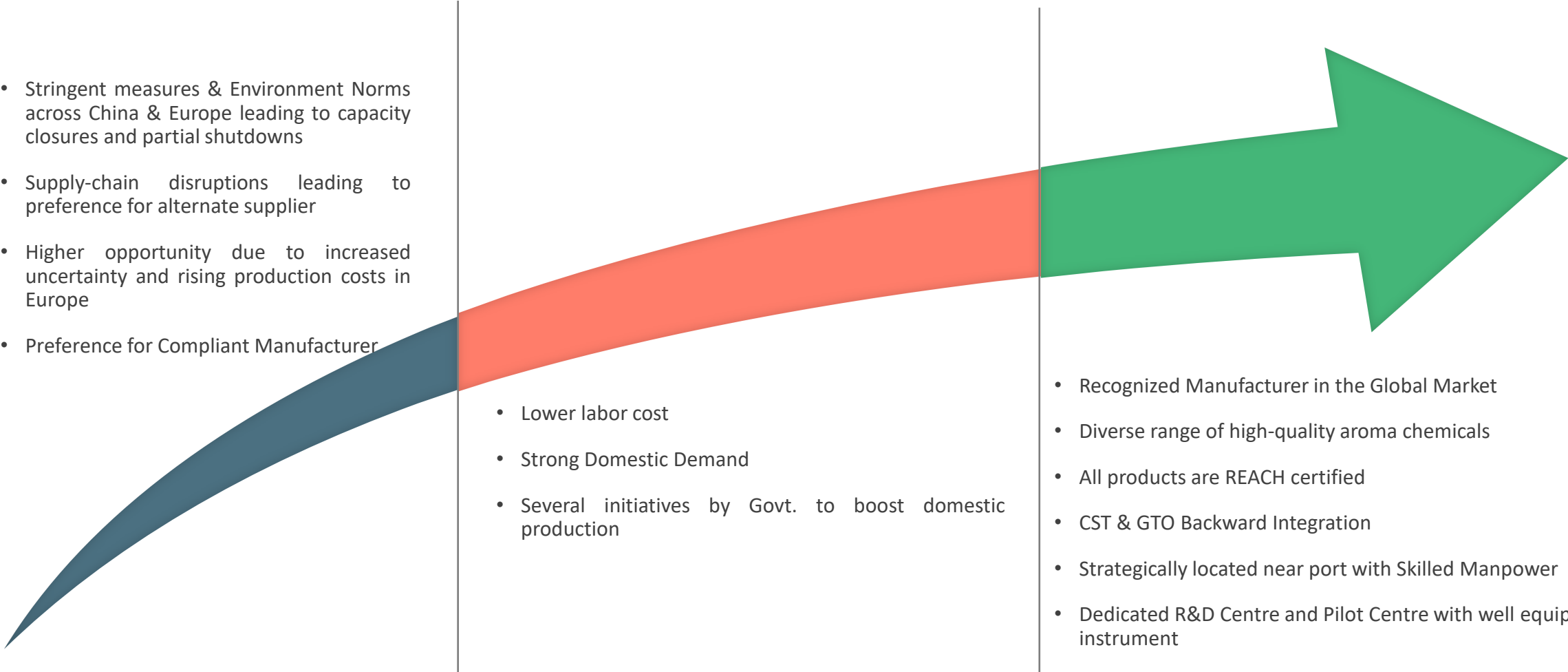
- Stringent measures & Environment Norms across China & Europe leading to capacity closures and partial shutdowns
- Supply-chain disruptions leading to preference for alternate supplier
- Higher opportunity due to increased uncertainty and rising production costs in Europe
- Preference for Compliant Manufacturer

India's Chemicals Industry

- Lower labor cost
- Strong Domestic Demand
- Several initiatives by Govt. to boost domestic production

Our Edge

- Recognized Manufacturer in the Global Market
- Diverse range of high-quality aroma chemicals
- All products are REACH certified
- CST & GTO Backward Integration
- Strategically located near port with Skilled Manpower
- Dedicated R&D Centre and Pilot Centre with well equipped instrument
- Global distribution capabilities





Historical Financial Highlights



Consolidated Profit & Loss Account



Particulars (Rs. Crores)	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	1,324.1	1,276.6	1,403.7	1,607.8	1,752.2
Other Income	26.4	20.0	32.4	21.4	26.3
Total Income	1,350.5	1,296.5	1,436.1	1,629.2	1,778.5
Cost of materials consumed	803.1	751.1	831.0	961.0	1,009.4
Employee Expenses	65.0	69.9	76.7	79.7	72.7
Power & Fuel	70.4	61.4	100.3	147.2	138.3
Other Expenses	168.4	186.6	202.0	234.0	203.3
EBITDA	243.5	227.5	226.2	207.3	354.8
EBITDA Margin (%)	18.0%	17.5%	15.8%	12.7%	20.0%
Depreciation	56.8	71.0	74.7	108.5	123.4
EBIT	186.7	156.5	151.6	98.9	231.4
Finance Cost	34.1	21.4	24.1	67.8	101.5
Profit before Tax	192.6	158.2	132.8	31.0	129.9
Tax	46.6	41.3	35.4	9.8	34.5
Profit After Tax	146.0	116.9	97.4	21.3	95.4
PAT Margin (%)	10.8%	9.0%	6.8%	1.3%	5.4%
EPS	37.38	29.93	24.93	5.45	24.43

Consolidated Balance Sheet - Assets

Assets (Rs. Crores)	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Non Current assets					
Property, Plant and Equipment	559.1	560.1	645.2	952.3	968.9
Capital work-in-progress	30.3	174.4	363.6	94.6	88.7
Intangible Assets	7.0	7.1	5.5	10.7	55.6
Intangible Assets under development	0.2	0.1	9.2	5.5	10.0
Right Use of Assets	32.0	30.6	53.1	53.8	10.1
Financial Assets					
(i) Investments	0.0	0.0	0.0	0.0	0.8
(iii) Loans	8.2	9.9	0.0	0.0	
(ii) Other financial assets	1.4	0.9	14.8	16.2	19.2
Income Tax Assets	11.6	11.6	13.9	23.9	23.5
Other non-current assets	6.2	45.2	18.1	31.9	24.1
Total Non Current Assets	656.0	840.1	1,123.4	1,188.8	1,200.7
Current Assets					
Inventories	328.7	342.5	616.3	799.4	659.4
Financial Assets					
(i) Investments	1.1	0.0	12.0	6.7	39.6
(ii) Trade receivables	228.9	239.0	265.0	295.6	347.5
(iii) Cash and cash equivalents	84.7	15.5	32.5	20.4	24.0
(iv) Bank balances other than above	3.6	4.3	4.9	4.5	4.8
(v) Loans	0.0	0.0	0.0	0.0	0.0
(vi) Other financial assets	0.0	8.1	13.2	0.1	0.0
Current Tax Assets (Net)	0.0	0.0	0.0	0.0	0.0
Other current assets	80.7	90.8	108.7	75.5	66.6
Total Current Assets	727.7	700.2	1,052.6	1,202.3	1,141.8
Assets classified as held for sale					
Total Assets	1,383.7	1,540.2	2,176.0	2,391.1	2,342.5

Consolidated Balance Sheet - Liabilities

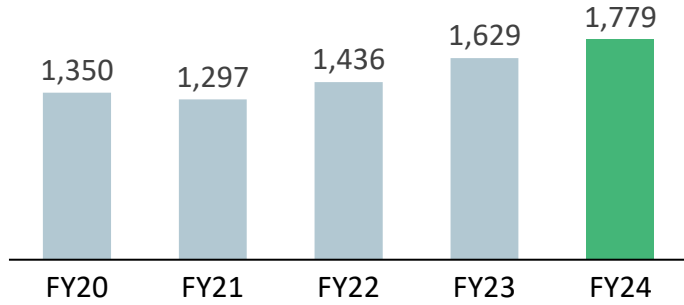


Liabilities (Rs. Crores)	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Equity					
Equity Share capital	39.1	39.1	39.1	39.1	39.1
Other Equity	573.0	683.5	773.2	790.0	885.3
Non-Controlling Interest	0.0	0.0	7.4	6.4	16.7
Total Equity	612.1	722.5	819.6	835.5	941.1
Financial liabilities					
(i) Borrowings	225.7	331.8	380.6	403.7	444.5
(ii) Lease Liabilities	6.2	4.3	16.7	13.0	18.5
(iii) Other Financial liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	12.9	14.7	17.0	17.8	19.1
Other non-current liabilities	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities (Net)	13.4	13.3	13.3	19.8	23.2
Total Non Current Liabilities	258.3	364.1	427.5	454.3	505.4
Financial liabilities					
(i) Borrowings	255.4	164.3	529.4	656.8	536.3
(ii) Lease Liabilities	0.8	1.6	6.3	5.8	8.8
(iii) Trade Payables	149.7	167.4	305.8	293.9	282.5
(iii) Other financial liabilities	95.0	105.4	69.6	74.3	44.4
Provisions	1.0	1.4	2.0	2.1	2.1
Other current liabilities	4.1	4.3	6.4	59.6	8.4
Current tax liabilities (Net)	7.4	9.3	9.4	8.7	13.5
Total Current Liabilities	513.4	453.6	928.9	1,101.3	896.0
Total Equity and Liabilities	1,383.7	1,540.2	2,176.0	2,391.1	2,342.5

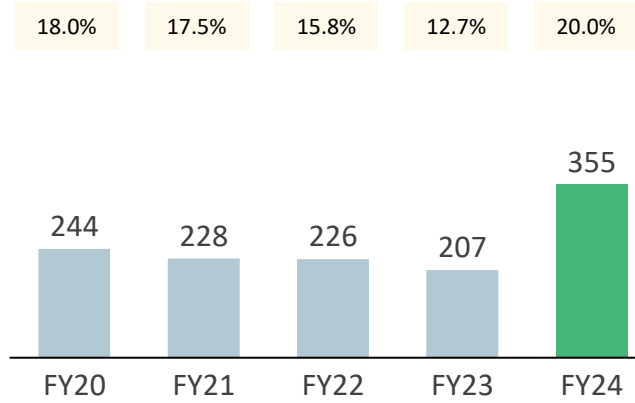
Consolidated Financial Highlights



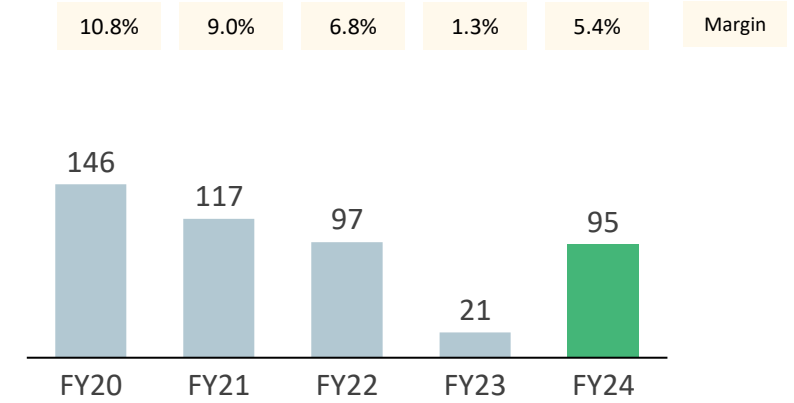
Revenue (Rs. In Cr)



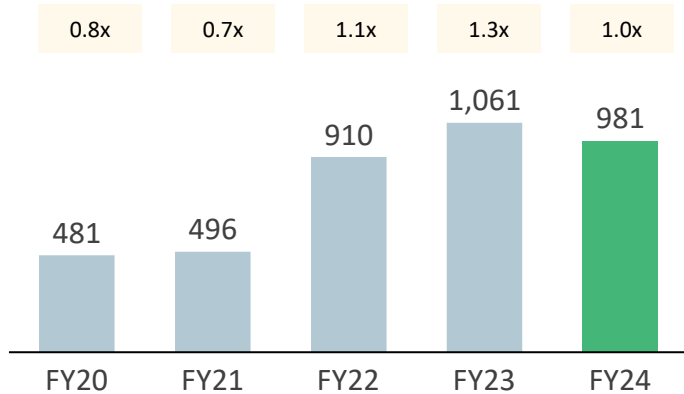
EBITDA (Rs. In Cr)



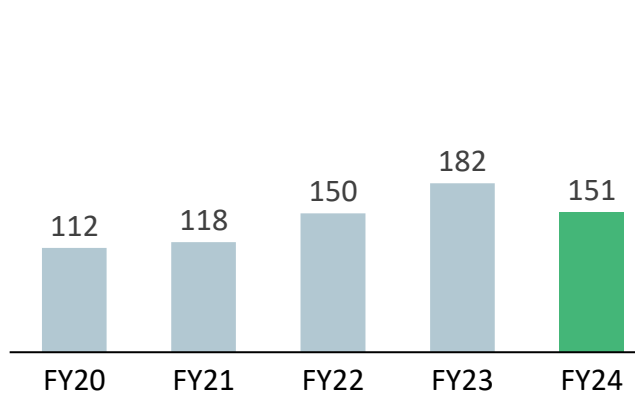
PAT (Rs. In Cr)



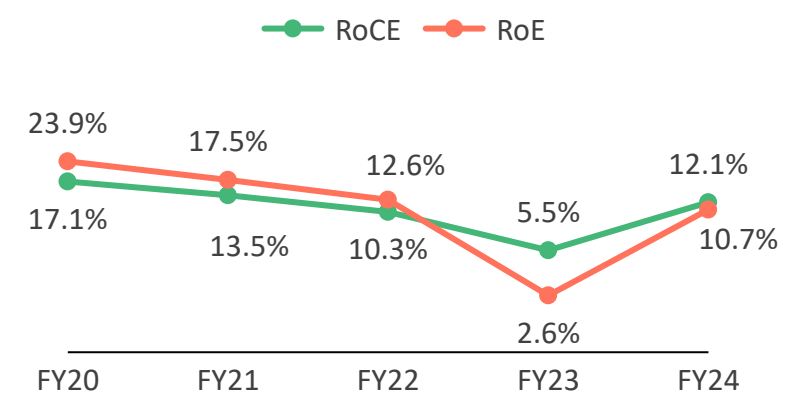
Debt (Rs. In Cr) & Debt / Equity (x)



Net Working Capital (No. of days)



ROCE & ROE (%)



Way Forward



1

Production Ramp-up
of newly installed facilities

4

Continuous Product
Developments

2

Improving Product Mix &
Operational Efficiencies

5

Strengthening Balance Sheet

3

Increasing Global Footprint

6

Fresh Capex for launching
New Products and Enhancing
Capacities of Major Products



Thank You



Company:



PRIVI

Privi Speciality Chemicals Ltd.

CIN – L15140MH1985PLC286828

Mr. Narayan S. Iyer – Chief Financial Officer

Email – investors@privi.co.in

www.privi.com

Investor Relations Advisor :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shrikant Sangani / Ms. Shaily Patwa

Email – shrikant.sangani@sgapl.net / shaily.p@sgapl.net

Mobile No – 9619595686 / 9819494608

www.sgapl.net