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5th November, 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 Q2/ FY '25.

Copy of Investor Presentation will also be available on the website of the company at www.chemplastsanmar.com.

Date & Time of occurrence of the event/information: 5th November, 2024;
7.03 PM (IST)

Thanking You,
Yours faithfully,

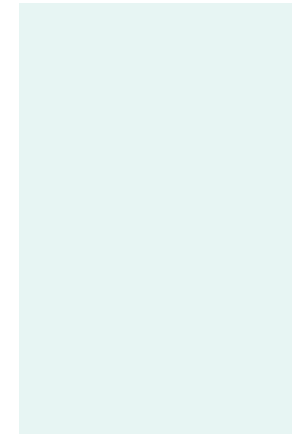
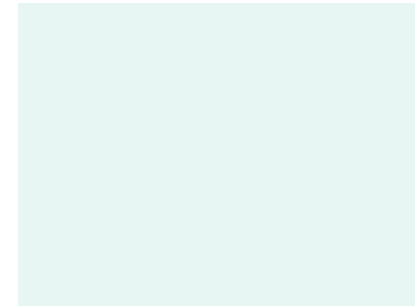
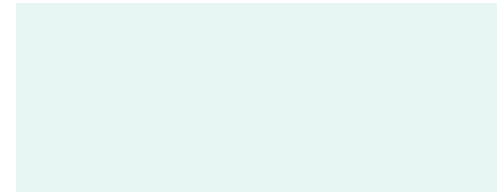
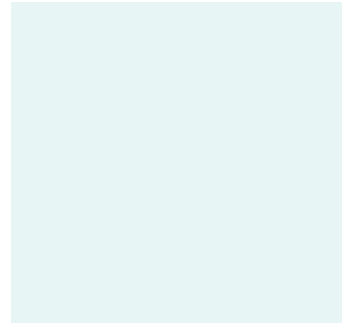
For CHEMPLAST SANMAR LIMITED

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



Chemplast Sanmar Ltd.

Investor Presentation – Q2 FY '25

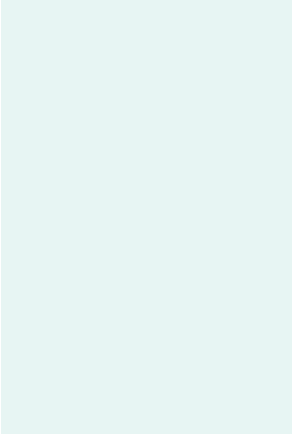
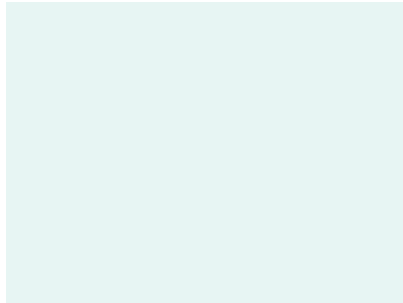
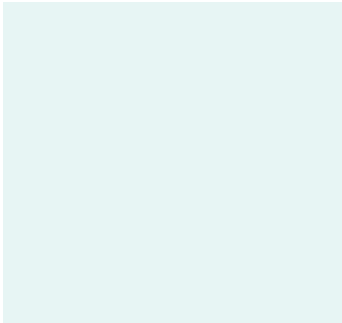
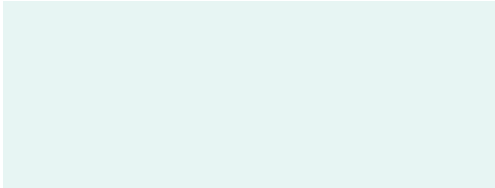


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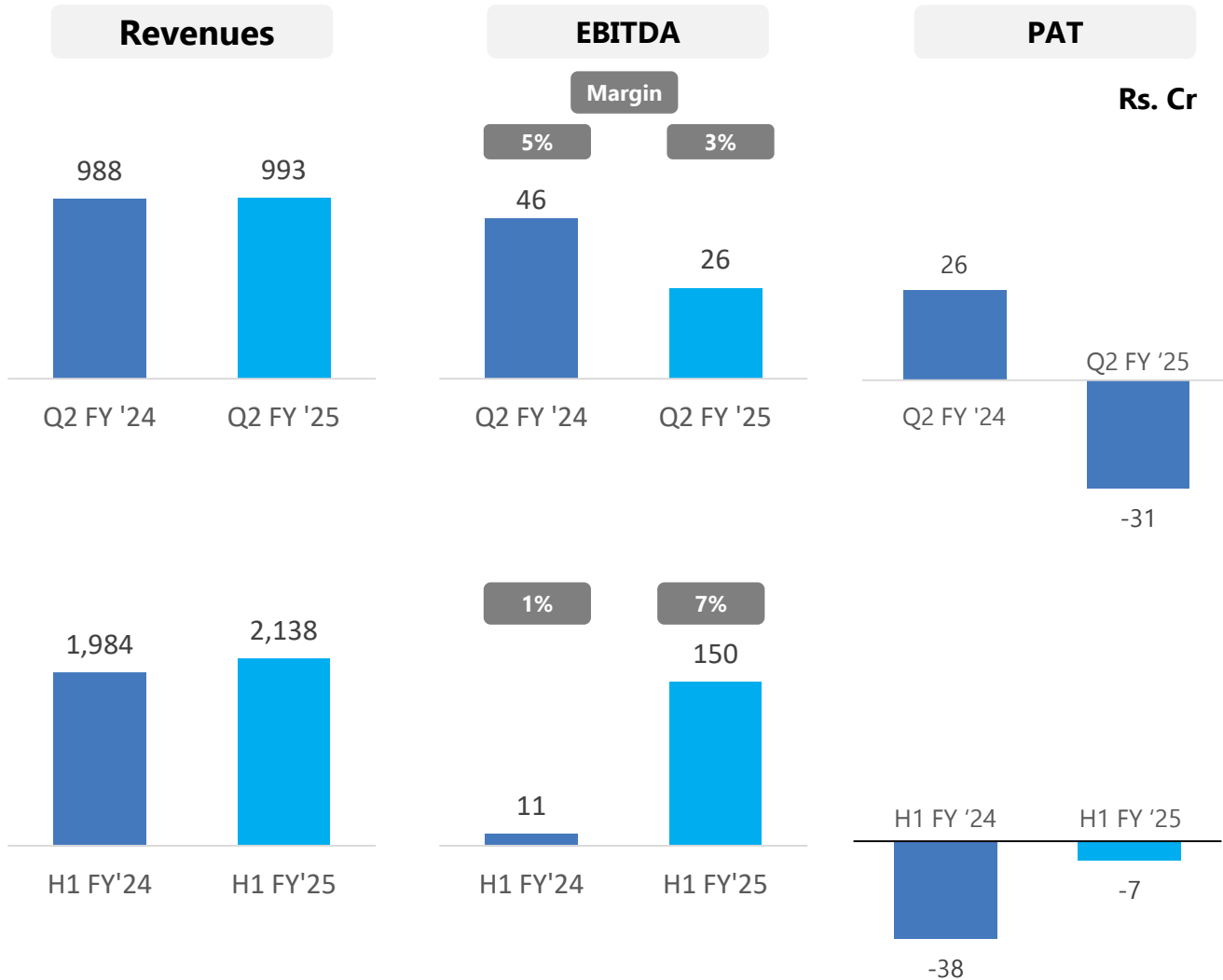
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Performance Highlights



Performance Highlights: Q2 & H1 FY '25



Key Highlights

- PVC (both Suspension and Paste) witnessed price and margin pressures due to excessive dumping in Q2 FY '25
 - Suspension PVC : On a promising development, earlier this week, provisional anti-dumping duty has been announced – when implemented, expected to address the issue of dumping.
 - Paste PVC : Dumping from EU & Japan has undermined the impact of anti-dumping duty on other countries - being represented.
 - Production of Paste PVC at new Cuddalore facility ongoing – expected to reach 100% by Q3 FY '25
- **Custom Manufactured Chemicals Division ('CMCD'):**
 - CMCD registered a stable performance in Q2 FY '25
 - We have signed a new letter of intent ('LoI') with a global agrochemical innovator to supply an advanced intermediate for a new active ingredient
 - This is the 6th LoI we have signed in the last 2 years and it covers a period of 5 years
- Prices of Chloromethanes improved while Caustic Soda and Hydrogen Peroxide prices remained stable

Projects Update:

- Phase 2 of the new multi-purpose production block ('MPB') is expected to be commissioned in Q3 FY '25
- Project activities for phase-3 of the new MPB and the civil & infrastructure work for the next MPB have been initiated



Ramkumar Shankar
Managing Director

"The Company reported a topline of Rs. 2,138 crore for H1 FY '25 despite multiple headwinds. After a healthy performance in Q1 FY '25, PVC prices resumed their volatile trajectory due to excessive dumping and witnessed a significant downturn during the September quarter. Amidst this tough environment, we were able to deliver a reasonable performance during this quarter, with a revenue of Rs. 993 crore. Dumping of Paste PVC from EU and Japan has circumvented the impact of anti-dumping duty on other countries. This is being taken up with the concerned authorities.

Domestic demand for suspension PVC softened due to the monsoon season, while China's low-priced supply, driven by their weak local demand, continues to impact the market. In a positive development, earlier this week, provisional anti-dumping duties have been announced on imports of Suspension PVC from China, USA, Indonesia, Thailand, Taiwan, Korea and Japan. We are hopeful that this would come into effect shortly and effectively address the serious issue of dumping of Suspension PVC into India.

Custom Manufactured Chemicals Division ('CMCD') registered a stable performance in Q2 FY '25. We have signed a new letter of intent ('LoI') with a global agrochemical innovator to supply an advanced intermediate for a new active ingredient. This is the 6th LoI we have signed in the last 2 years and it covers a period of 5 years.

The value-added chemicals[#] business registered a 6% revenue growth in Q2 FY '25, on a sequential basis with good recovery in prices of Chloromethanes while Caustic Soda and Hydrogen Peroxide prices remained stable.

The CMCD expansion projects are progressing well with phase-2 of new multi-purpose production block expected to get commissioned by Q3 of FY '25. We have initiated project activities for phase-3 of the new multi-purpose production block and the civil & infrastructure work for the next multi-purpose production block.

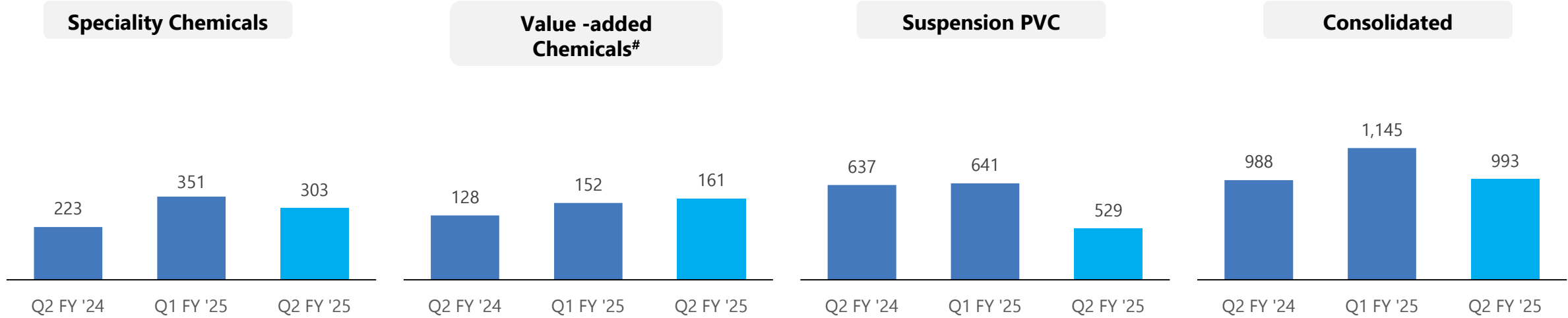
With recent capacity expansions and announced capex plans, we are confident in the long-term growth potential of our business. Our focus remains on enhancing operational efficiencies, elevating workforce skills, and fostering strong relationships to drive sustainable growth."

Segmental Highlights - Quarterly

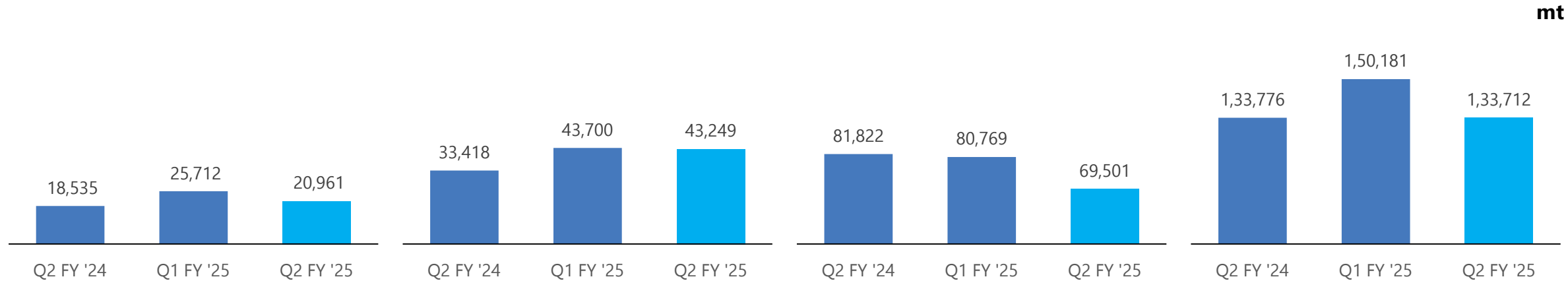


Rs. Cr

Revenue Break-up



Sales Volume



mt

*mt stands for metric tons

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

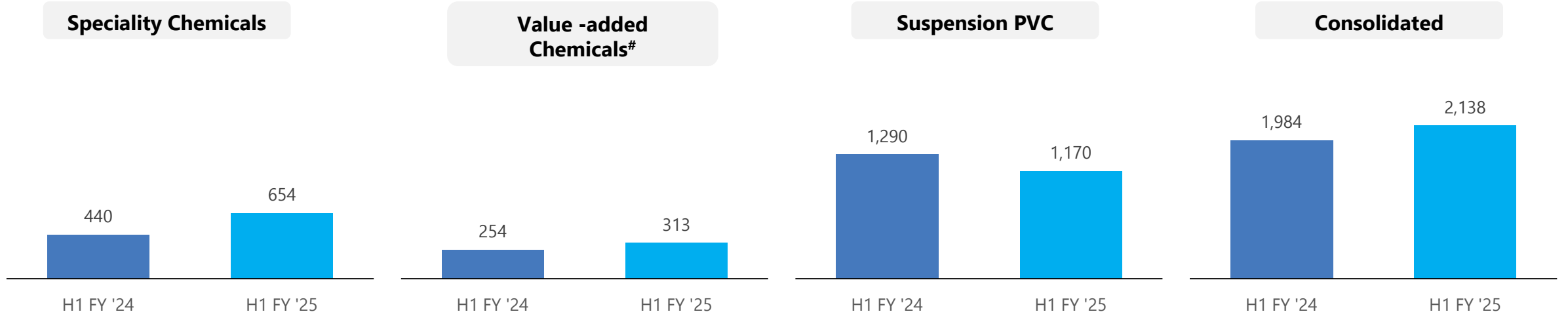


Segmental Highlights – Half Yearly



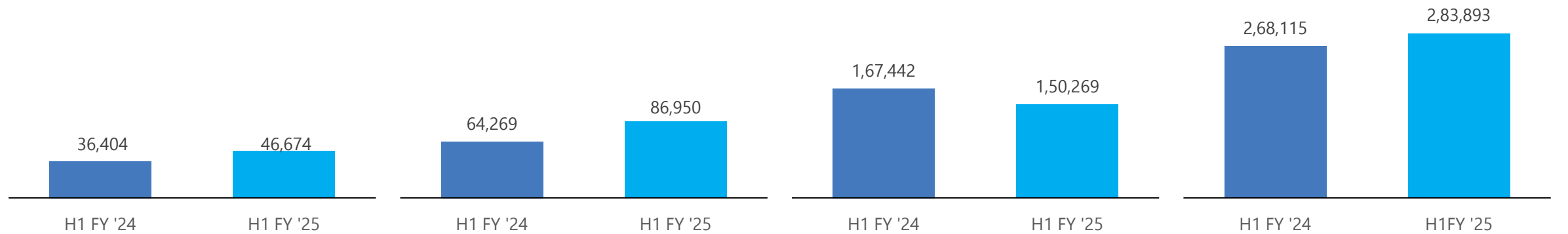
Rs. Cr

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	Q2 FY '25	Q2 FY '24	Y-o-Y	Q1 FY '25	Q-o-Q	H1 FY '25	H1 FY '24	Y-o-Y
Revenue from Operations	993	988	1%	1,145	-13%	2,138	1,984	8%
Cost of Goods Sold	624	656	-5%	685	-9%	1,309	1,381	-5%
Employee Cost	66	39	69%	58	13%	125	77	61%
Other Expenses	277	247	12%	278	0%	555	514	8%
EBITDA	26	46	-44%	124	-79%	150	11	1211%
EBITDA Margin %	3%	5%		11%		7%	1%	
Other income	11	37	-71%	12	-6%	22	55	-60%
Depreciation	45	35	28%	45	1%	90	68	33%
EBIT	(9)	48	n.a.	91	n.a.	82	(1)	n.a.
Finance Cost	57	39	47%	59	-3%	115	83	39%
Profit Before Tax	(65)	9	n.a.	32	n.a.	(33)	(84)	n.a.
Tax	(34)	(17)		8		(26)	(46)	
PAT	(31)	26	n.a.	24	n.a.	(7)	(38)	n.a.
PAT Margin %	-3%	3%		2%		0%	-2%	
Basic EPS (Rs. /share)	(1.95)	1.65		1.51		(0.47)	(2.40)	



n.a. - not applicable

Consolidated Balance Sheet



Rs. Cr

Assets	Sept '24	Mar '24
Non-Current Assets		
a) Property, Plant And Equipment	3,860	3,846
b) Capital Work in Progress	247	190
c) Right Of Use Asset	58	60
d) Investments	-	-
e) Other Financial Assets	38	36
f) Other Non-Current Assets	41	57
Sub-Total - Non-Current Assets	4,245	4,189
Current Assets		
a) Inventories	733	569
b) Financial Assets		
i) Trade Receivables	130	190
ii) Cash And Cash Equivalents	560	724
iii) Bank Balances	111	77
iv) Other Financial Assets	109	109
c) Other Current Assets	201	172
d) Derivative assets	-	-
Sub-Total - Current Assets	1,843	1,841
Total - Assets	6,088	6,030

Equity And Liabilities	Sept '24	Mar '24
Equity		
a) Equity Share Capital	79	79
b) Other Equity	1,625	1,587
c) Instruments entirely equity in nature	34	34
Total Equity	1,739	1,701
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	1,078	1,102
ii) Lease Liabilities	-	1
b) Other Non current Liabilities	89	91
c) Deferred Tax Liabilities (Net)	578	651
Sub-Total - Non-Current Liabilities	1,745	1,846
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	444	440
ii) Trade Payables	1,864	1,746
iii) Other Financial Liabilities	226	215
iv) Lease Liabilities	3	4
b) Other Current Liabilities	45	56
c) Derivative liabilities	1	5
Current tax liabilities (net)	20	18
Sub-Total - Current Liabilities	2,604	2,484
Total - Equity And Liabilities	6,088	6,030



Consolidated Cashflow Statement



Rs. Cr

Particulars	Sept '24	Sept '23
Net Profit Before Tax	(33)	(84)
Adjustments for: Non Cash Items / Other Investment or Financial Items	180	80
Operating profit before working capital changes	147	(3)
Changes in working capital	(2)	(163)
Cash generated from Operations	145	(166)
Direct taxes paid (net of refund)	14	(13)
Net Cash from Operating Activities	159	(179)
Net Cash from Investing Activities	(186)	(267)
Net Cash from Financing Activities	(136)	220
Net Increase in Cash and Cash equivalents	(164)	(226)
Add: Cash & Cash equivalents at the beginning of the period	724	1,111
Cash & Cash equivalents at the end of the period	560	885



Stand-alone Profit & Loss Account



Rs. Cr

Particulars	Q2 FY '25	Q2 FY '24	Y-o-Y	Q1 FY '25	Q-o-Q	H1 FY '25	H1 FY '24	Y-o-Y
Revenue from Operations	516	351	47%	560	-8%	1,076	700	54%
Cost of Goods Sold	246	151	63%	264	-7%	510	306	67%
Employee Cost	45	26	75%	40	13%	85	51	65%
Other Expenses	211	182	16%	212	0%	423	376	12%
EBITDA	14	(8)	<i>n.a.</i>	45	<i>-69%</i>	59	(32)	<i>n.a.</i>
EBITDA Margin %	3%	-2%		8%		5%	-5%	
Other income	5	26	-81%	4	15%	9	32	-72%
Depreciation	34	24	39%	33	1%	67	45	47%
EBIT	(15)	(6)	<i>n.a.</i>	16	<i>n.a.</i>	1	(45)	<i>n.a.</i>
Finance Cost	20	4	389%	20	0%	39	9	344%
Profit Before Tax	(34)	(10)	<i>n.a.</i>	(4)	<i>n.a.</i>	(38)	(54)	<i>n.a.</i>
Tax	(26)	(24)		(1)		(28)	(40)	
PAT	(8)	14	<i>n.a.</i>	(3)	<i>n.a.</i>	(11)	(14)	<i>n.a.</i>
PAT Margin %	-2%	4%		0%		-1%	-2%	
Basic EPS (Rs. /share)	(0.50)	0.87		(0.17)		(0.67)	(0.90)	



n.a. - not applicable

Stand-alone Balance Sheet



Rs. Cr

Assets	Sept '24	Mar '24
Non-Current Assets		
a) Property, Plant And Equipment	2,922	2,918
b) Capital Work in Progress	246	186
c) Right Of Use Asset	9	11
d) Investments	1,556	1,556
e) Other Financial Assets	29	26
f) Other Non-Current Assets	25	26
Sub-Total - Non-Current Assets	4,787	4,723
Current Assets		
a) Inventories	447	382
b) Financial Assets		
i) Trade Receivables	112	183
ii) Cash And Cash Equivalents	266	283
iii) Bank Balances	6	4
iv) Other Financial Assets	101	105
c) Other Current Assets	166	152
d) Derivative assets	-	-
Sub-Total - Current Assets	1,098	1,108
Total - Assets	5,885	5,830

Equity And Liabilities	Sept '24	Mar '24
Equity		
a) Equity Share Capital	79	79
b) Other Equity	3,796	3,761
Total Equity	3,875	3,840
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	530	499
ii) Lease Liabilities	-	1
b) Other Non current Liabilities	56	58
c) Deferred Tax Liabilities (Net)	397	470
Sub-Total - Non-Current Liabilities	984	1,028
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	200	151
ii) Trade Payables	621	595
iii) Other Financial Liabilities	150	159
iv) Lease Liabilities	3	4
b) Other Current Liabilities	33	34
c) Derivative liabilities	1	1
Current tax liabilities (net)	18	18
Sub-Total - Current Liabilities	1,026	962
Total - Equity And Liabilities	5,885	5,830



Stand-alone Cashflow Statement

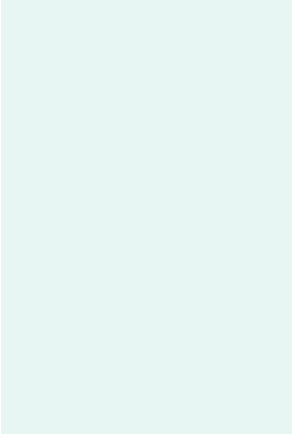
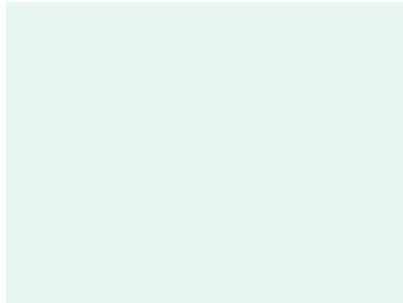
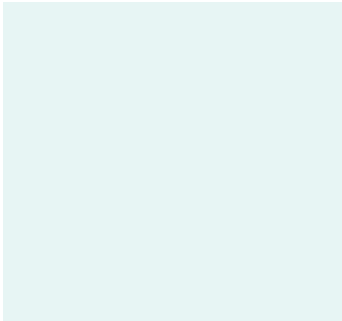
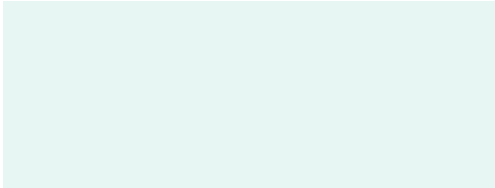


Rs. Cr

Particulars	Sept '24	Sept '23
Net Profit Before Tax	(38)	(54)
Adjustments for: Non Cash Items / Other Investment or Financial Items	98	18
Operating profit before working capital changes	60	(36)
Changes in working capital	22	(79)
Cash generated from Operations	82	(114)
Direct taxes paid (net of refund)	(2)	(6)
Net Cash from Operating Activities	80	(120)
Net Cash from Investing Activities	(136)	(277)
Net Cash from Financing Activities	40	278
Net Increase in Cash and Cash equivalents	(16)	(118)
Add: Cash & Cash equivalents at the beginning of the period	283	512
Cash & Cash equivalents at the end of the period	266	394



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⁽¹⁾**

#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 ⁽²⁾

**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 ⁽³⁾

Consolidated FY '24

Rs. 3,923 Cr
Revenue










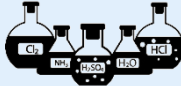










Rs. 26 Cr
EBITDA

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>Speciality Paste PVC resin</p>  Footwear  Auto and Furniture upholstery  Artificial leather products  Mats	<p>Custom Manufacturing</p>  Pharma  Agrochemicals  Fine Chemicals	<p>Caustic Soda</p>  Paper  Textile  Organic and Inorganic Chemicals	<p>Hydrogen peroxide</p>  Paper  Textiles  Effluent treatment at refineries  Disinfectants	<p>Chloromethanes</p>  Pharma  Agro-Chemicals  Refrigerants (HFOs)	 Irrigation  Urban infra  Real estate
Capacity	107,000 mtpa	3,068⁽²⁾ mtpa	119,000 mtpa	34,000⁽³⁾ mtpa	35,000 mtpa	331,000 mtpa
FY '24 Sales split	25%		13%		62%	

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



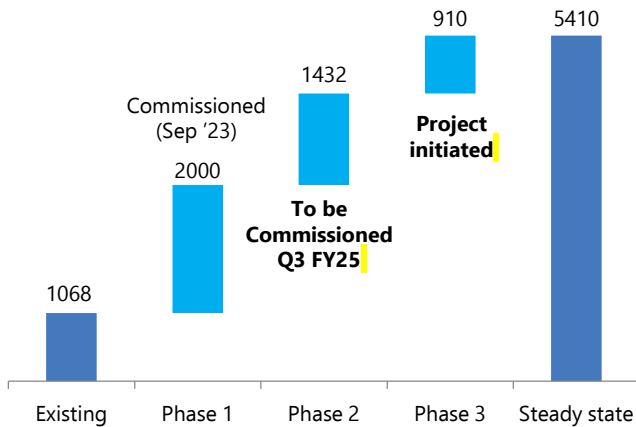
2. Custom Manufactured Chemicals



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

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

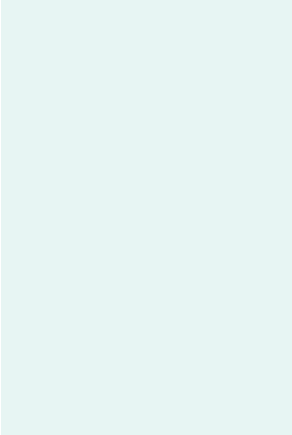
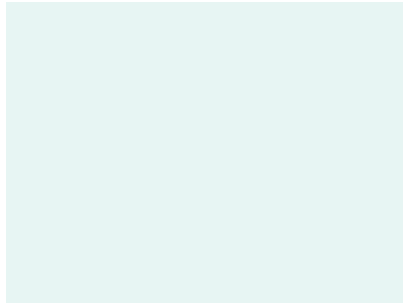
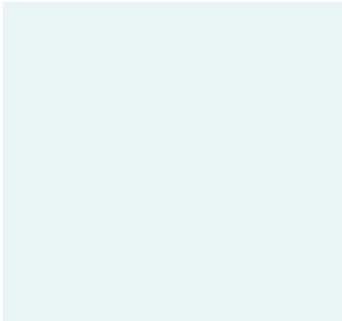
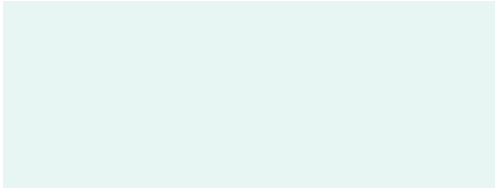
Shore-based facility for seamless and safe import of feedstock

Asset-light model with sufficient infrastructure for future expansions

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



Key Strengths





- ▶ 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



Commencement of manufacturing of PVC resins at Mettur facility

Expansion of production capacity of PVC resins to 60,000 tpa

Marine terminal facility and EDC Plant commissioned at Karaikal

Capacity expansion: Paste PVC to 66,000 tpa at Mettur
S-PVC to 300,000 tpa at Cuddalore

CCVL became a wholly owned subsidiary of our Company;
Listing on Indian stock exchanges, post IPO

Commissioned Phase 1 of Custom Manufacturing Chemicals Division's new multi-purpose block

1967

1997

2007

2013

2021

2023

1962

1988

2003

2009

2019

2022

2024

Incorporation of erstwhile Chemicals and Plastics India Ltd.

Amalgamation of MCIC with erstwhile Chemicals and Plastics India Ltd.

Acquisition of caustic soda facility at Karaikal from Kothari Petrochemicals

Greenfield S-PVC facility commissioned at Cuddalore

Commissioning of Hydrogen Peroxide plant at Mettur
Demerger of S-PVC Undertaking of the Company at Cuddalore
Amalgamation of Sanmar Speciality Chemicals Ltd. with our Company

S-PVC capacity enhanced to 331,000 tpa by way of debottlenecking

Commissioned new Paste PVC capacity of 41,000 tpa at Cuddalore



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



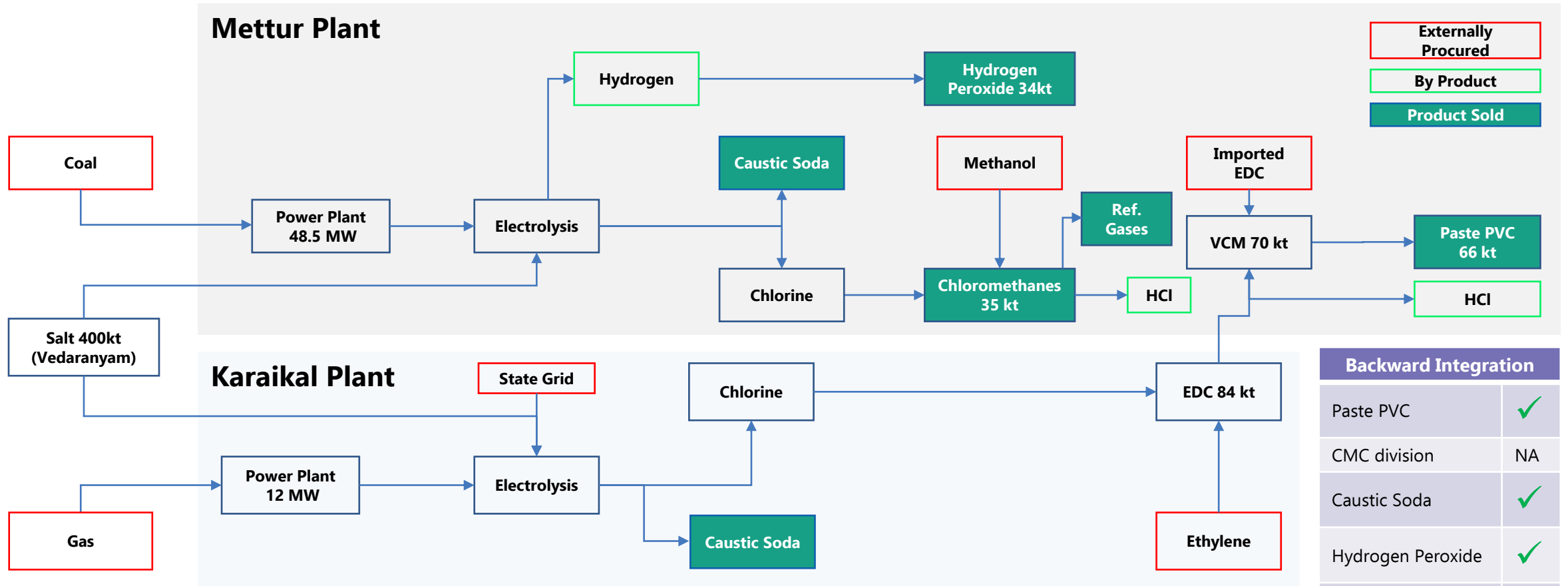
04 Cuddalore, Tamil Nadu

- 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



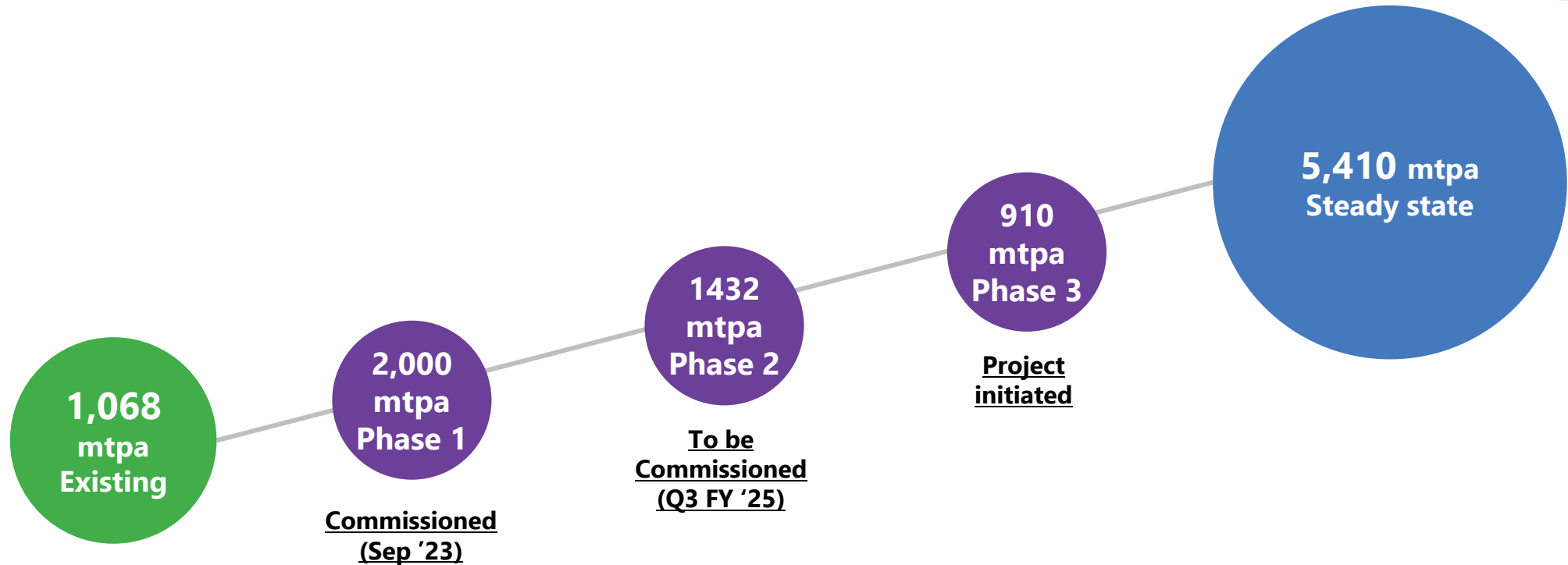
Externally Procured
By Product
Product Sold

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 new multi-purpose production block ('MPB') in Sep '23
- Phase 2 of new MPB is expected to be commissioned in Q3 FY '25
- Project activities for Phase 3 of new MPB and civil & infrastructure work for the next MPB has been initiated.
- Facility being enhanced at Berigai – will leverage on the existing infrastructure available at the location
- LOIs signed for six 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"> India heavily import dependent Enough headroom to grow – no capacity expansions announced – technology is a barrier Customer 'stickiness' 	<ul style="list-style-type: none"> India heavily import dependent Demand growing at a fair clip New capacities announced are not enough to meet growing demand 	<ul style="list-style-type: none"> India set to outpace global Agro-CMC market - AIs and advanced intermediates 'China + 1' play High margin business
End user	<ul style="list-style-type: none"> Predominantly leather cloth followed by mats, gloves etc. Leather cloth caters to footwear, auto upholstery and other upholstery segments 	<ul style="list-style-type: none"> Predominantly for pipes used for water conveyancing, construction etc. Other segments like window profiles, furniture are fast growing 	<ul style="list-style-type: none"> Agri and Pharma innovators
Addressable Market Size*	163 ktpa	4.0 million mtpa	USD 2 billion
Chemplast Sanmar Position	<ul style="list-style-type: none"> Market leader in India – first to seed the product in India – Leadership position strengthened further post the 41 ktpa capacity addition in FY '24 	<ul style="list-style-type: none"> 2nd largest in India and largest player in South India Dominant presence in South and East markets Feedstock tie-up key to expansion 	<ul style="list-style-type: none"> Top priority for capital allocation - will drive growth for CSL going forward Additional capex of ~ Rs. 160 crore will further enhance the capacity of the new multi-purpose production block CSL's track record in customer relationships helping in winning new orders



*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



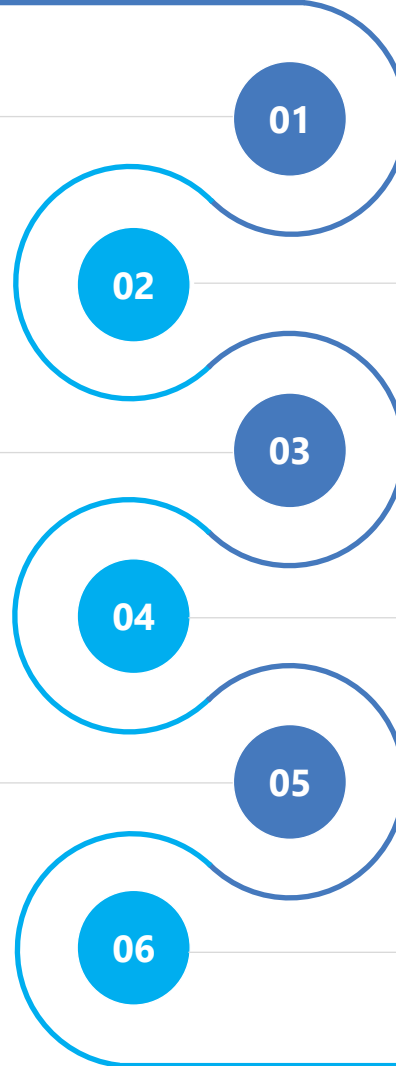
Technology not available on License

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



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...

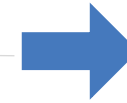
Environment Friendly Practices

- 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

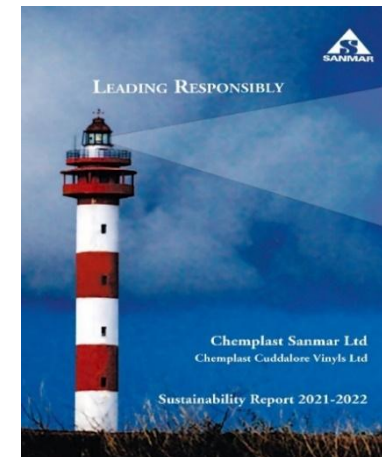
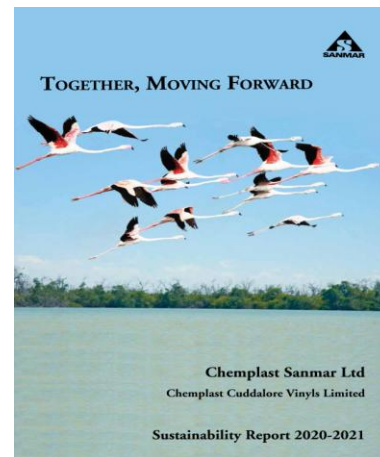


- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

Pioneers in Zero Liquid Discharge

- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs. 27 crore
- 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



Sword of Honor
British Safety Council
2020,
Cuddalore



Sword of Honor
British Safety Council
2021,
Mettur Plant 2



Responsible Care[®]
OUR COMMITMENT TO SUSTAINABILITY



Sword of Honor
British Safety Council
2023,
Plant 1 & 4,
Mettur & Karaikal



5-Star Rating
British Safety Council

Cuddalore,
Mettur
(All Plants)



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

 <p>ECOVADIS SILVER MEDAL</p> <p>Safety</p>	 <p>Star Award from National Safety Council</p> <p>Safety</p>
 <p>FICCI Safety system Excellence Award 2019</p> <p>Safety</p>	 <p>FICCI Sustainability Award Excellence in Safety (Petrochemicals) 2017</p> <p>Sustainability</p>
 <p>ICC's Award for Excellence in Management of Environment 2021</p> <p>CSR</p>	

6. Committed Leadership Team With Eminent Board



Vijay Sankar
*Chairman &
Non Executive Director*



Ramkumar Shankar
Managing Director



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



N Krishnamoorthy
*Deputy Managing Director -
Commercial*



Aditya Jain
Independent Director



Dr. Lakshmi Vijayakumar
Independent Director



N Muralidharan
Chief Financial Officer



Mukund Iyer
Deputy Managing Director



Prasad Menon
Independent Director



Sanjay Bhandarkar
Independent Director



M Raman
*Company Secretary &
Compliance Officer*



M N Bhaskaran
*Executive Director –
Head of Operations*



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



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



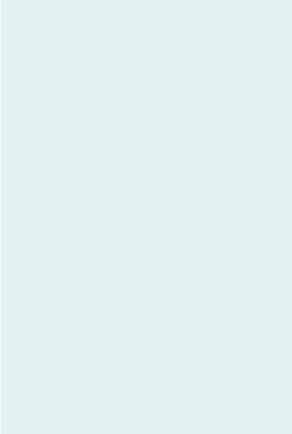
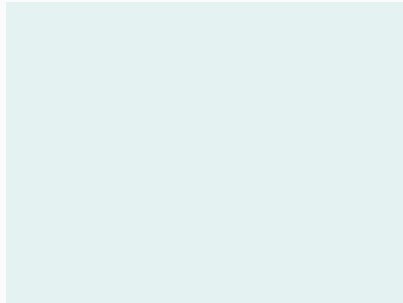
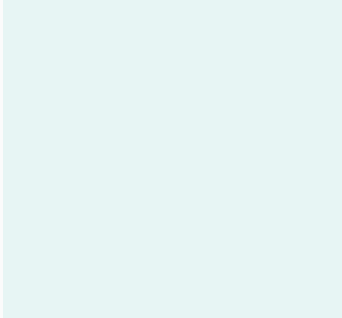
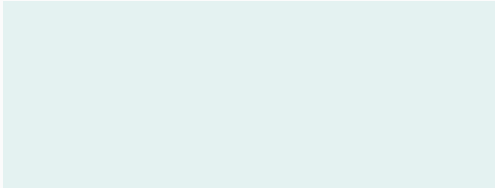
M Shanmugananth
Deputy Managing Director

Distinguished Board of Directors

Experienced Management Team



Historical Financials



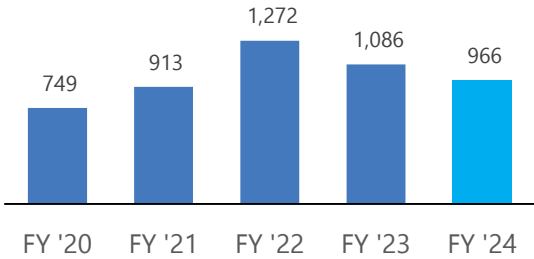
Historical Segmental Highlights



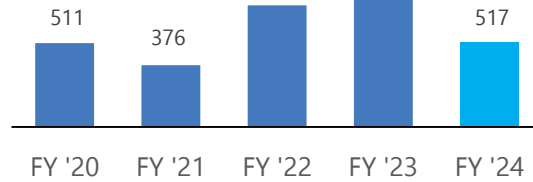
Rs. Cr

Revenue Break-up

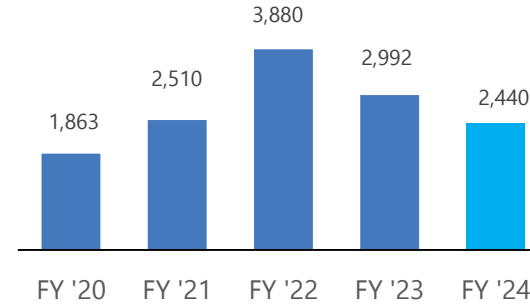
Speciality Chemicals



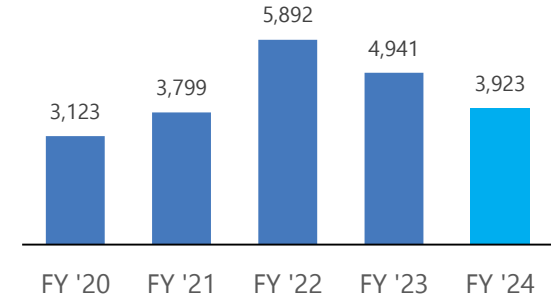
Value-added Chemicals#



Suspension PVC

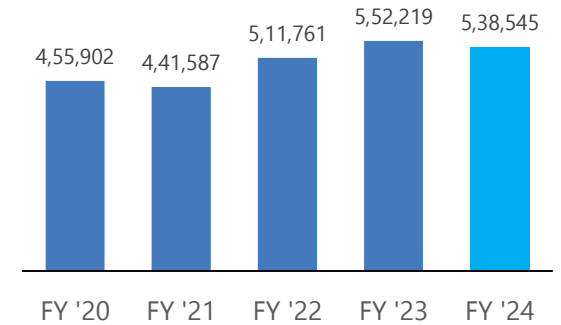
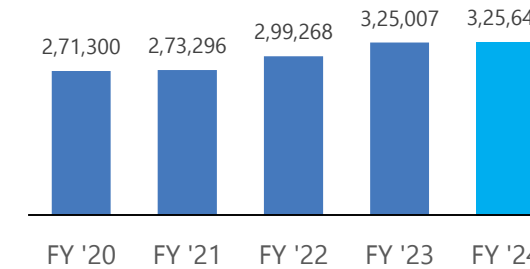
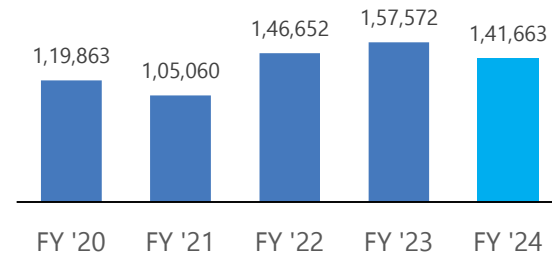
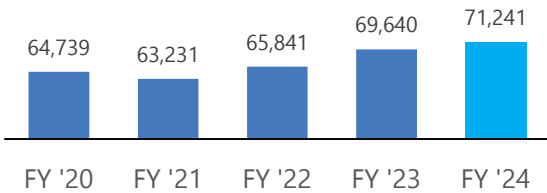


Total



mt

Sales Volume



"mt" stands for metric tons

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

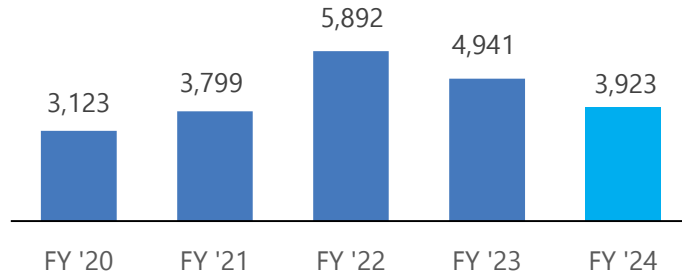


Performance Trend

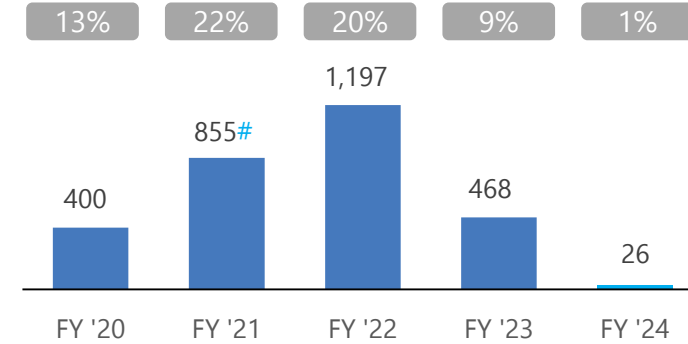
Rs. Cr

Margin

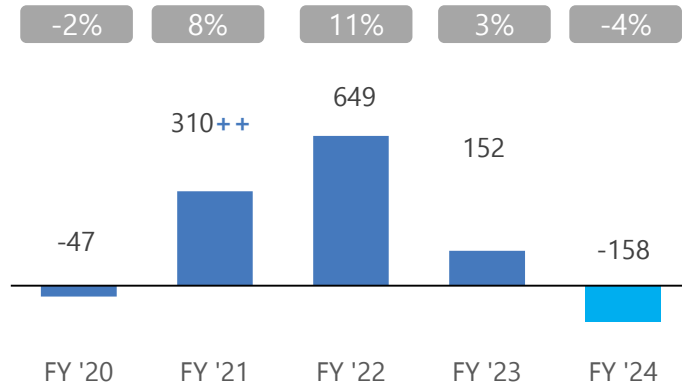
Revenue



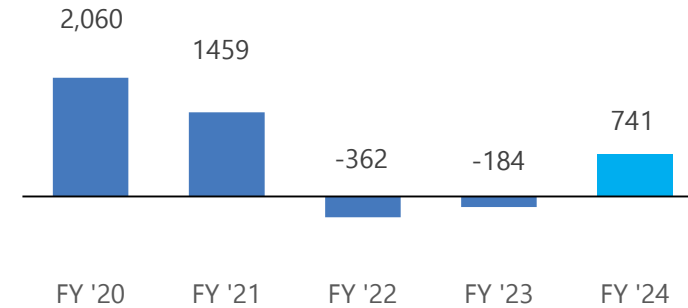
EBITDA



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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