May 23, 2024

#### **BSE Limited**

Corporate Relationship Department, 1<sup>st</sup> Floor, New Trading Ring, Rotunda Building, P. J. Towers, Dalal Street, Fort, Mumbai – 400 001

Scrip Code: 543277

**National Stock Exchange of India Limited** 

Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051

**Trading Symbol: LXCHEM** 

Dear Sir / Madam,

<u>Sub: Presentation for Analyst / Institutional Investors' meeting for the quarter and year ended March 31, 2024</u>

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company had informed that it will hold Investor & Analyst Meet to discuss performance for the quarter and year ended March 31, 2024, on Thursday, May 23, 2024, at 13:30 hours (IST).

In this regard, please see enclosed investors presentation for the aforementioned meet.

We request you to take this intimation on record.

For Laxmi Organic Industries Limited

**Aniket Hirpara** 

Company Secretary and Compliance Officer

Encl.: A/a



**Geared to Win – Analyst Presentation** 

**Investor Presentation – Q4 & FY24** 

23 May 2024



## **Disclaimer**

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Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differmaterially from those in such forward-looking statements. The riskand uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The Company does not undertake to update any forward -looking statement that may be made from time to time by or on behalf of the Company.

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## Who we are?

**Essentials: Lean & Reliable** supplier serving diverse industries



**Specialties:** World Class Technology platforms with strong development capabilities serving diverse industries

Emphasis on **Development**, **Quality**, **and ESG**, Responsible Care certified by Indian Chemical Council





Large, global addressable markets across Essentials (>USD 12bn) and Specialties (>USD 3.5bn)

**DSIR-certified** R&D centers, having lab to scale capabilities





Economy of scale and cost leadership

**50+** 

**Products** 

620+

**Active Customers** 

4\*

Manufacturing Units

52+

Countries Served



## **Diversified Business Catering to Varied Industries**

#### **Essentials**

### **Specialties**

**End User Industries** 











**Dyes & Pigments** 



Pharmaceuticals

Agrochemicals

Inks & Paints

Coatings

|=







**Printings** 

Packaging Adhesives

Fragrance & Flavour

Paints & Coating

**Pharmaceuticals** 

Flame Redundant

Agrochemicals

Electronics

SRM\*

Large addressable market > **USD 12 billion** 

Large addressable market > **USD 3.5 billion** 

**Market Position** 

Top supplier in India and amongst top 3 players globally (ex. China)

Top supplier in India and amongst top 5 players globally

**Strategic Pillar** 

Economy of Scale and Cost Leadership

**Technology leadership**Focus on **Process development** 



## **Geared to Win**

- Cost and Technology leadership
- Market leadership top 3 in Essentials (ex-China) and top 5 in Specialties globally
- Partner of choice for customers

**Demonstrated** capability of absorbing and scaling best in class technologies



**Unlevered Balance Sheet** ready to invest

**Credible Board** 

& Experienced Management

Large **Brownfield Sites** open for CAPEX

**Ambitions** 

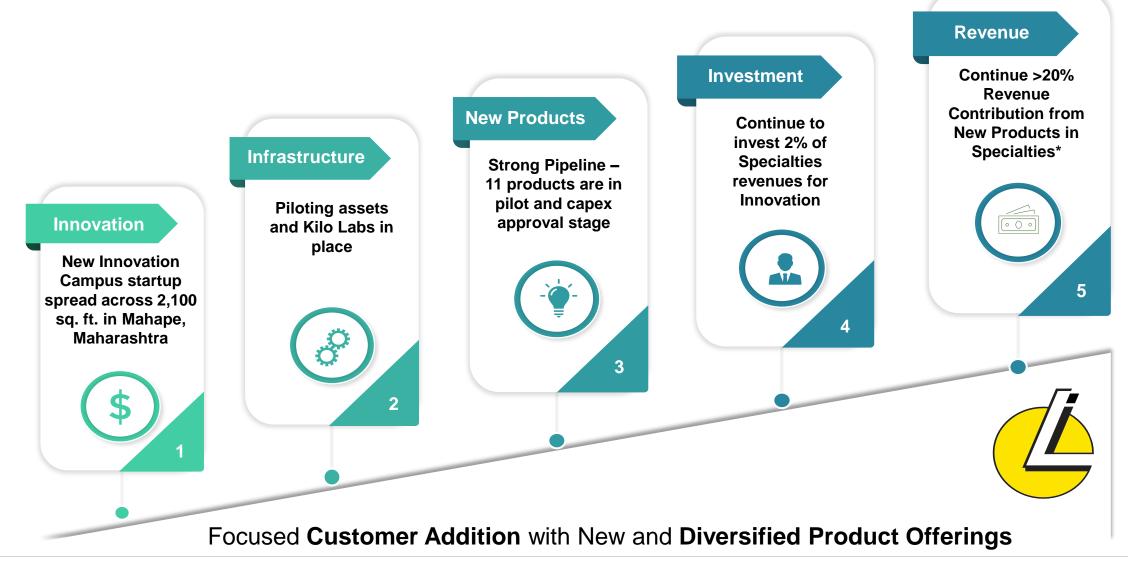
- Use technology & cost leadership to grow and diversify the product portfolio
- Top 5 in all our segments globally
- Continue to have 20% of revenue from New Products

**Program** 

**Integrated EHS** 

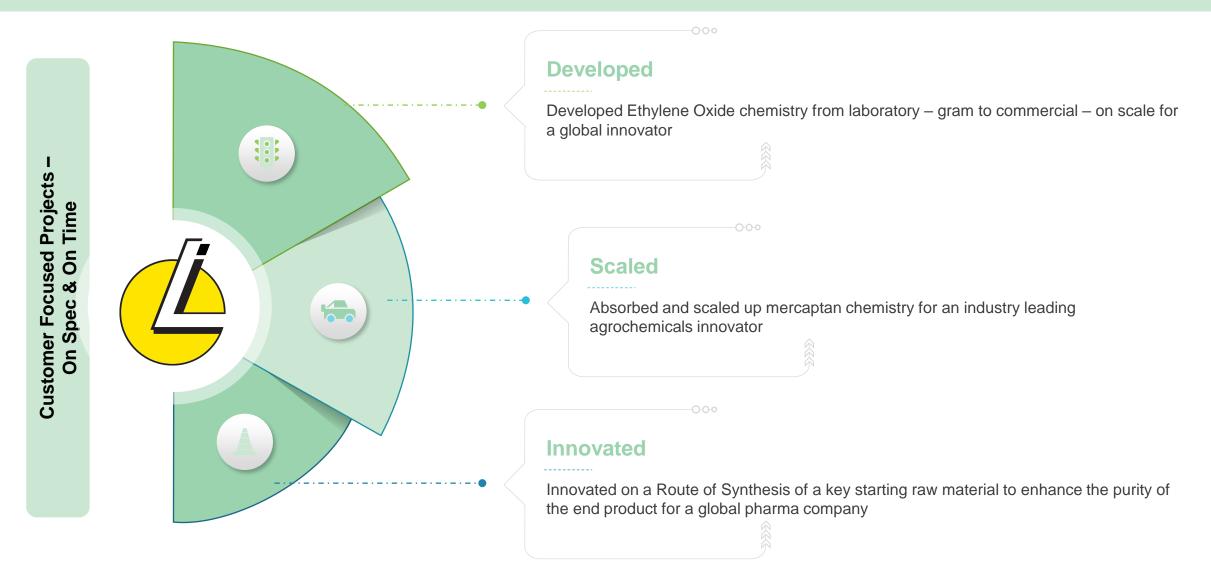


## **Geared to Win - Innovation pipeline**



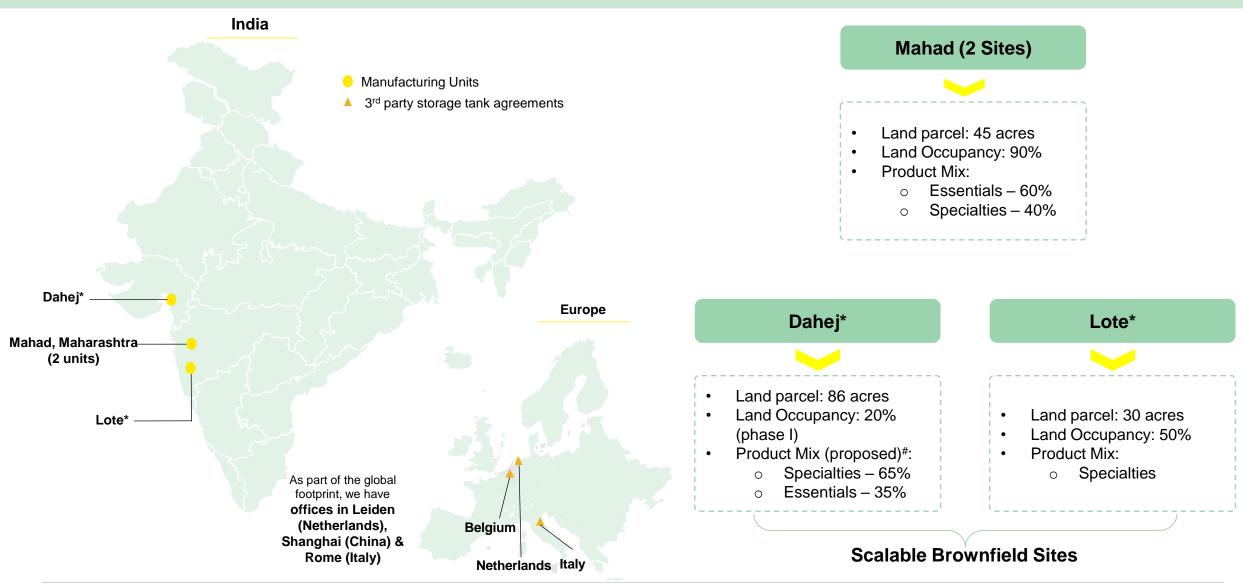


## **Geared to Win - Some Recent Success Stories**





## **Geared to Win- Strategically located Manufacturing Sites**





## **Geared to Win- Network and Alliances**



Ravi Goenka Executive Chairman

Bachelor's degree in Chemical Engineering from Bangalore University and has been a part of the Company since its inception in



O. V. Bundellu Independent Director

Msc degree in mathematics and science & Msc in financial management from the University of Bombay. 39 years of experience in banking industry. Previous associations include Indian Bank & IDBI Bank.



Dr Rajan Venkatesh Managing Director & Chief Executive Officer

Masters in Chemistry, M. Phil. in Polymer Science, and Ph.D. in Polymer Chemistry. 19 years at BASF, culminating as Senior VP. Care Chemicals APAC.



Harshvardhan Goenka Executive Director - Strategy & Business Development

B.Sc. from Babson College, School of Business in Boston, USA, and 11 years of experience in the chemicals industry.



Rajeev Goenka Non-Executive Director

Masters' degree in Business Administration from Lehigh University, Pennsylvania. Over 27 years of experience in the chemicals industry.



Manish Chokhani Independent Director

MBA, associate of ICAI, fellow of AIMA. Previously associated with Enam Securities, Axis Capital, TPG Growth India. Served as member of SEBI's Alternative Investment Policy Committee.



Sangeeta Singh Independent Director

BA from Wilson College, University of Bombay. ~37 years of experience in human resources management and operations. Previously associated with KPMG.



Dr Rajeev Vaidya Independent Director

B.Tech (CE) from IIT, Mumbai, & a doctorate degree from The University of Southern Mississippi. 32 years of experience in chemicals industry & 7 years in investment advisory services.



Dr Rajiv Banavali Independent Director

Bsc. and Msc. degree in Chemistry, Doctorate degree in Organic Chemistry. 36 years of experience in the chemicals industry, including 21 years leading innovative research organizations.



**Arun Todarwal** Independent Director

Practicing CA with 40+ years of experience. Handled assignments including Mgmt. Consulting, Audits, Due diligence, Taxation matters, etc. in India, Dubai and other 25+ countries.



## **Geared to Win - Strong Management Team**



**Dr Rajan Venkatesh** *Managing Director & Chief Executive Officer* 

Masters in Chemistry, M. Phil. in Polymer Science, and Ph.D. in Polymer Chemistry. 20 years at BASF, culminating as Senior VP, Care Chemicals APAC.



Harshvardhan Goenka
Executive Director – Strategy
& Business Development

B.Sc. from Babson College, School of Business in Boston, USA, and 11 years of experience in the chemicals industry.



**Tanushree Bagrodia** *Chief Financial Officer* 

MBA from INSEAD Started as an investment banker in London and Mumbai. 20 years of experience across financial services, automotive, and startups.



S. Daipayan Bora
Chief Transformation Officer

Masters in Personnel Management & Industrial Relations from Tata Institute of Social Sciences, 20 years of expertise in human resource management and related areas.



Uday Vaishampayan
Sr. Vice President Corporate EHS

Qualified Environment, Health and Safety Professional & Practitioner having 36+ years of experience in managing EHS risks at various high hazard industries including specialty chemical.



Jitendra Agarwal
President
Essentials

Member of the ICAI. With over 29 years of experience in finance, accounts, global procurement, supply chain, sales and marketing operations.



Virag Shah Executive Vice President Specialties

Msc in Applied Chemistry and Business Administration. Two decades of expertise in marketing, sales, and business development across specialty chemicals, pharmaceutical intermediates, and APIs.



**Dr. Ajay Audi**Executive Vice President Research and Development

Doctorate in Science for a thesis in Organic Chemistry from Mumbai University. 18 years of experience in process development and scale-ups of Agro-Chem, Pharma–APIs.



Prashant Patil
Executive Vice President Manufacturing (SI)

Post graduate diploma in materials management from Welingkar Institute. 31 years of experience in manufacturing, projects, process engineering consultancy with chemicals industry.



Salil Mukundan Chief Technology Officer

BTech (Chemical) from IIT, Mumbai. 34 years of experience in companies like Deepak Nitrite Limited, IPCA Laboratories Limited, Arch Pharmalabs Limited, and Apte Amalgamations Limited.



## **Living Our Values to Deliver our Ambitions**



#### **INTEGRITY**

To do what is right in the interest of all our stakeholders with an unwavering focus





#### **INNOVATION**

To create a culture where failure is the first step to success



#### **CUSTOMER CENTRICITY**

To improve the lives of our customers through reliability, agility, empathy and quality



#### **SUSTAINABILITY**

To make a positive impact in all interactions with the environment and communities



## **Accreditation & Certification**

#### Recognized for its sustainable practices

















Going beyond the regulatory compliances





**Biobased Product Label for Ethyl Acetate** 



Disclosure of Business Responsibility & Sustainability Report (BRSR)



## **Awards & Accolades**

#### State Level Award - DISH



#### Certificate of Appreciation from National Safety Council of India for consecutive 3 years







Best Supporter for fire mitigation



National Level awards from National Safety Council of India – Announced in Dec. 2023

Unit II: National Level EHS Merit Award 4th Level

Unit I: National Level Appreciation Certificate





# Financial Highlights Q4 & FY24

## From the desk of MD & CEO



Commenting on the Q4 & FY24 results, **Dr Rajan Venkatesh – MD & CEO** says,

"Despite the challenging industry operating backdrop, we have delivered strong growth in volumes, profitability and operating cash flow in FY24. Our performance for both Q-o-Q and Y-o-Y basis delivered profitable growth. This has been achieved by continued focus on customer engagement, operational excellence, active cost controls measures and product mix steering. We have been able to achieve 20% Y-o-Y higher output from existing asset base and with prudent working capital management have enabled superior operating cash.

We continue to diligently track the timelines on our projects with a focused steering on cost and timeline adherence. At our Lote facility we have achieved the revised timelines and cost to complete and will ramp up production in FY25, which will expand our Specialties product offerings to our customers. For our Dahej project, we have received the relevant approvals to begin construction which will commence in Q1 FY25.

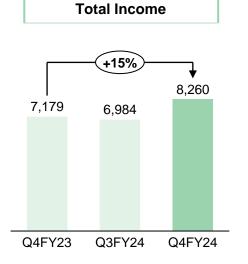
Healthy cash flow from operations of Rs. 5,986 Mn for FY24 will fund our growth projects. Our hedged product portfolio catering to diverse industries across geographies, ongoing capex to serve our customer needs, will all deliver future growth. We are Geared to Win and Geared for Growth and remain committed to create long-term value for all stakeholders".

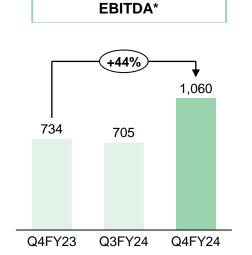


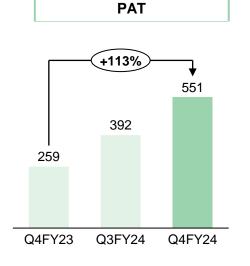
## **Business Update - On Capex**

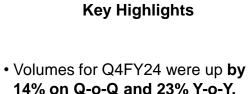
Particulars	Lote	Dahej		
Leveraging	World class Fluro intermediates technology	<ul><li>Shifting of supply chains (China +1)</li><li>Growing end products markets</li><li>Growth of Domestic market</li></ul>		
Investments	Rs. 5,500 Mn	Rs. 7,100 Mn		
Timelines	Achieved revised timelines Ramp up to deliver sales in FY25 – first sales happened in FY24	Relevant approvals received and construction to begin Q1 FY25		
Product Portfolio	Specialties	Specialties (65%) and Essentials (35%)		
First Wins	<ul> <li>Successfully qualified the first product         <ul> <li>Qualification quantities of new agro customers growth and busing intermediate supplied</li> <li>Signed contract with MNC with adjacent technology for delivery in FY25</li> </ul> </li> </ul>			
New Update	Dispatched on spec product to a key customer in Q4 FY24	Concluded Bhoomi Pujan on 10th May and construction to begin shortly		

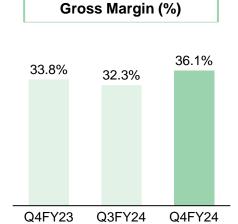


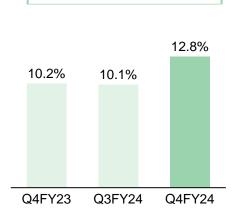










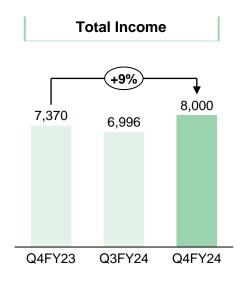


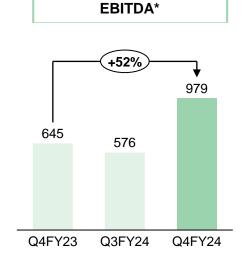
**EBITDA Margin\* (%)** 

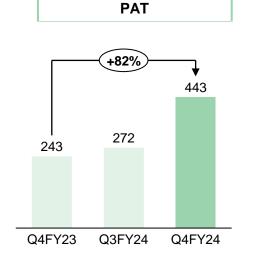


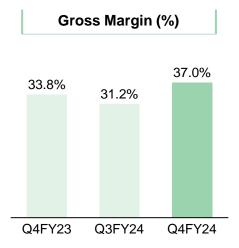
**PAT Margin (%)** 

 Higher volumes in Essentials and a better product mix in Specialties delivered >30% increase in EBITDA margins QoQ and YoY.



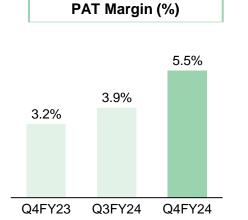






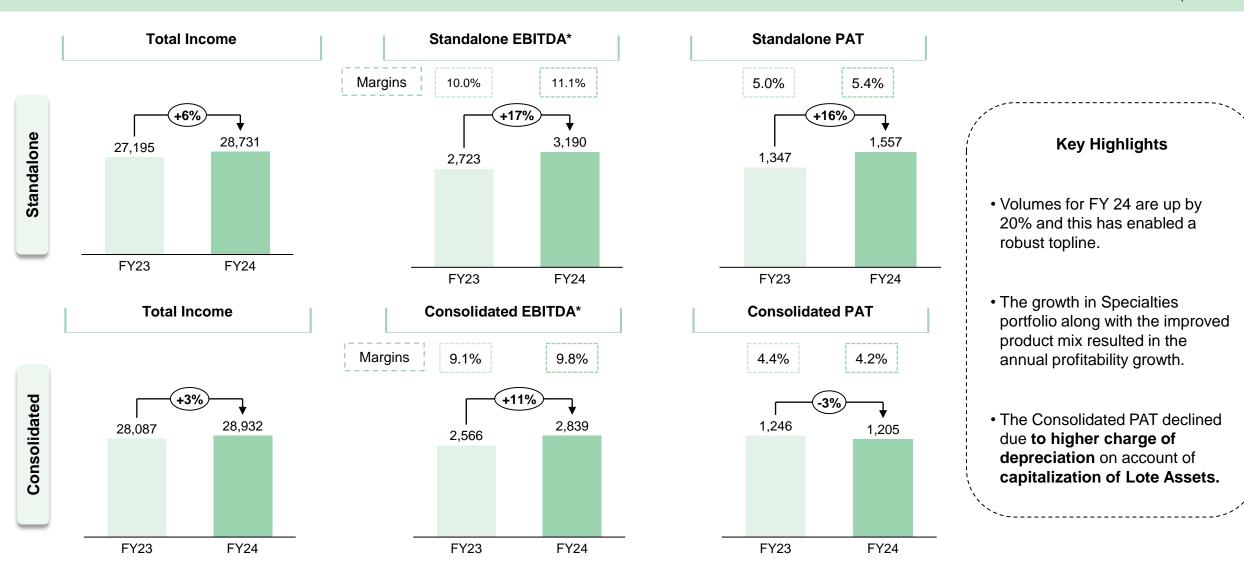


**EBITDA Margin\* (%)** 



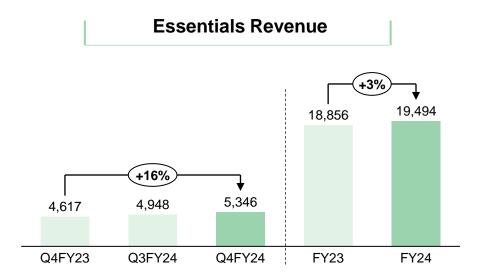
#### **Key Highlights**

- Total Income for Q4FY24 grew by 9% on Y-o-Y basis driven by higher volumes in both BUs.
- The better product mix in Specialties helped improve the EBITDA which in turn drove an improvement in the PAT.

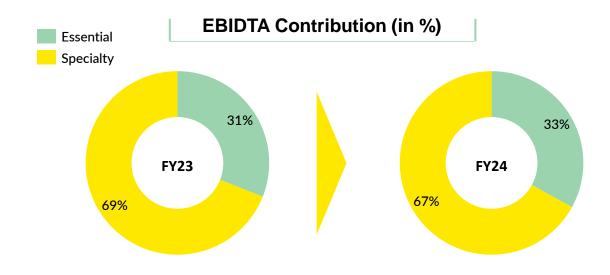




EBITDA.

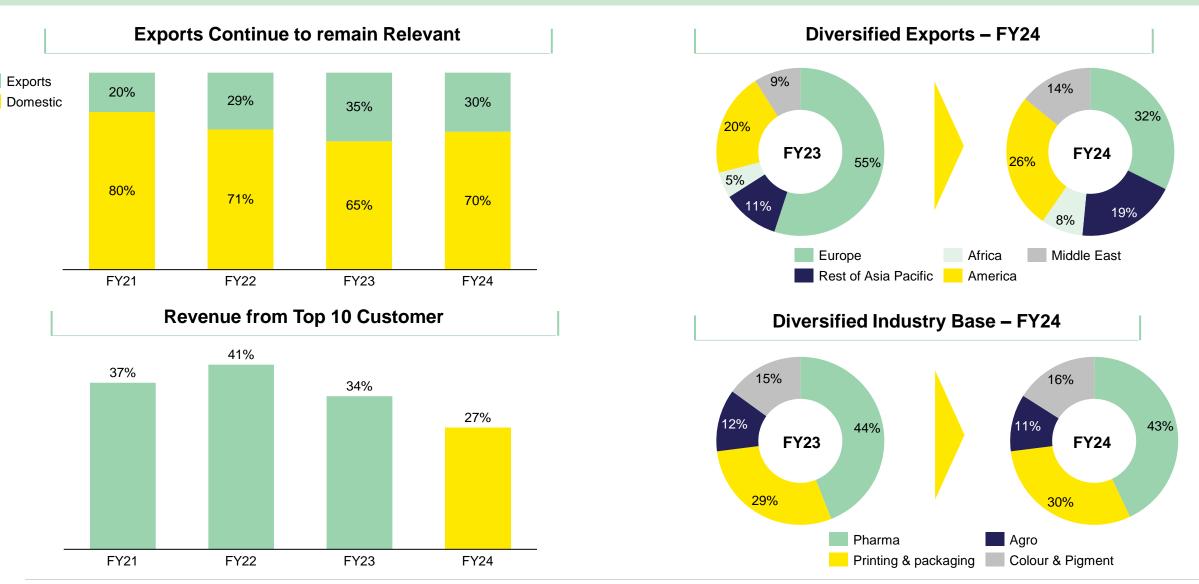


# 2,198 1,876 2,469 Q4FY23 Q3FY24 Q4FY24 FY23 FY24





## De-risked Business Model continues to Deliver\*





## **Standalone Profit & Loss - Q4 & FY24**

(in INR Mn.)

Profit and Loss (in INR Mn.)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Total Income	8,260	7,179	15.1%	6,984	18.3%	28,731	27,195	5.6%
COGS	5,278	4,753		4,727		18,918	17,791	
Gross Profit	2,982	2,426	22.9%	2,257	32.1%	9,813	9,404	4.4%
GP Margin (%)	36.1%	33.8%		32.3%		34.2%	34.6%	
Employee Cost	442	281		355		1,428	1,109	
Power and Fuel	528	642		560		2,258	2,511	
Other Expenses	953	769		637		2,937	3,061	
EBITDA*	1,060	734	44.3%	705	50.4%	3,190	2,723	17.1%
EBITDA Margin (%)	12.8%	10.2%		10.1%		11.1%	10.0%	
Depreciation	236	222		222		887	705	
EBIT	823	512	60.7%	482	70.7%	2,303	2,019	14.1%
EBIT Margin (%)	10.0%	7.1%		6.9%		8.0%	7.4%	
Interest and Other Finance Cost	36	69		56		197	185	
PBT	788	443	77.8%	427	84.7%	2,106	1,834	14.8%
Tax	237	183		35		549	487	
ETR %	30.1%	41.4%		8.2%		26.1%	26.5%	
PAT	551	259	112.3%	392	40.9%	1,557	1,347	15.5%
EPS (in. INR)	2.01	0.98		1.43		5.76	5.08	



Profit and Loss (in INR Mn.)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Total Income	8,000	7,370	8.5%	6,996	14.3%	28,932	28,087	3.0%
cogs	5,040	4,880		4,812		19,248	18,552	
Gross Profit	2,960	2,490	18.9%	2,184	35.5%	9,685	9,535	1.6%
GP Margin (%)	37.0%	33.8%		31.2%		33.5%	33.9%	
Employee Cost	434	292		377		1,479	1,159	
Power and Fuel	541	644		567		2,287	2,518	
Other Expenses	1,005	909		663		3,080	3,292	
EBITDA*	979	645	51.7%	576	70.0%	2,839	2,566	10.7%
EBITDA Margin (%)	12.2%	8.8%		8.2%		9.8%	9.1%	
Depreciation	306	230		275		1,066	724	
EBIT	674	415	62.3%	301	124.0%	1,773	1,842	-3.7%
EBIT Margin (%)	8.4%	5.6%		4.3%		6.1%	6.6%	
Interest and Other Finance Cost	(6)	(12)		5		65	113	
РВТ	680	427	59.1%	296	130.1%	1,708	1,729	-1.2%
Tax	237	185		24		503	483	
ETR %	34.8%	43.2%		8.0%		29.4%	27.9%	
PAT	443	243	82.5%	272	63.6%	1,205	1,246	-3.3%
EPS (in. INR)	1.62	0.92		0.99		4.46	4.70	



EBITDA.

Assets (in INR Mn.)	Mar-24	Mar-23	
ASSETS			
Non-current assets			
Property, Plant and Equipment	8,708	7,057	
Capital work-in-progress	4,442	4,471	
Other Intangible Assets	13	4	
Right-of-Use assets	66	85	
Financial Assets			
(i) Investments	28	28	
(ii) Others	71	104	
Income Tax Assets (Net)	26	44	
Other non-current assets	146	163	
Total Non-Current Assets	13,500	11,955	
Current assets			
Inventories	2,833	2,942	
Financial Assets			
(i) Investments	1,231	200	
(ii) Trade receivables	5,834	5,702	
(iii) Cash and cash equivalents	1,111	810	
(iv) Bank balances other than (iii)	2,059	498	
(v) Other Financial Assets	441	714	
Other Current Assets	1,262	1,301	
Total Current Assets	14,772	12,167	
Total Assets	28,272	24,122	

Equity and Liabilities (in INR Mn.)	Mar-24	Mar-23	
<b>EQUITY AND LIABILITIES</b>			
Equity Share Capital	552	530	
Other Equity	17,425	13,587	
Non-Controlling Interests	4	6	
Shareholders' Funds	17,980	14,124	
Non-Current Liabilities			
Financial Liabilities			
(i) Borrowings	972	1,303	
(ii) Lease Liability	64	81	
Provisions	61	41	
Deferred Tax Liabilities (Net)	283	272	
Total Non-Current Liabilities	1,381	1,697	
Current liabilities			
Financial Liabilities			
(i) Borrowings	385	2,666	
(ii) Lease Liability	6	6	
(iii) Trade Payables	7,621	4,663	
(iv) Other Financial Liabilities	567	483	
Other Current Liabilities	94	353	
Provisions	50	47	
Income Tax Liabilities (Net)	187	83	
Total Current Liabilities	8,911	8,301	
Total Liabilities	28,272	24,122	



Particulars (in INR Mn.)	Mar-24	Mar-23
Profit before Tax	1,708	1,729
Adjustment for Non-Operating Items	1,192	896
Operating Profit before Working Capital Changes	2,900	2,625
Changes in Working Capital	3,086	(133)
Cash Generated from Operations	5,986	2,492
Less: Direct Taxes paid	370	501
Net Cash from Operating Activities	5,615	1,991
Cash Flow from Investing Activities	(4,895)	(3,841)
Cash Flow from Financing Activities	(419)	2,325
Net increase/ (decrease) in Cash & Cash equivalent	301	474
Cash and cash equivalents at the beginning of the period	810	336
Cash and cash equivalents at the end of the period	1,111	810

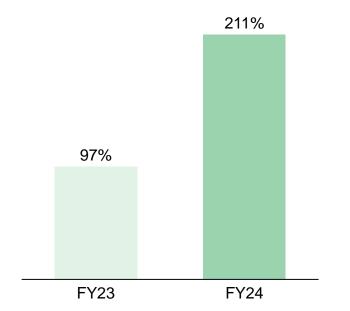


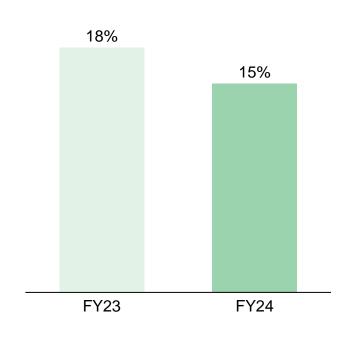
## **Key Ratios - On Consolidated Basis**

CFO / EBITDA (%)

Return on Capital Deployed\* (%)

Debt : Equity (x)







\*Excl. CWIP & QIP balances



## **Rationale for Proposed Merger of YFCPL**

Laxmi Organic Industries Limited has proposed the merger of its 100% subsidiary Yellowstone Fine Chemicals Private Limited (YFCPL). YFCPL has been engaged in the business of manufacturing of fluoro specialty products and other chemical products. The amalgamation of the YFCPL is expected to yield the following benefit:

More efficient utilization of capital, assets, supply chain, customer relationships and thereby create stronger base for future growth

Facilitate flexibility in funding the future capex

Assist in rationalizing the corporate structure

Reduction in the multiplicity of legal and regulatory compliance required

Result in savings of administration and other costs associated with managing separate entities





# CSR Highlights of FY24

## **CSR Focus Areas & Outcomes**

#### **Outcome**

- 100 Solar Lamps , 2 Villages ,
- 6500 + Beneficiaries

#### Outcome

## **SUSTAINABILITY**

 Shift from conventional source of electricity infrastructure to renewable infrastructure

#### **HEALTH**



Solving for short term and mid term health needs of masses through Mobile Health Unit

#### Outcome

#### **Mobile Health Units**

- 2 MHU Units ,
- 50 Villages,
- 30 K + Beneficiaries

## 3 WATER

- Create safe drinking water infrastructure
- Solving for availability of smooth supply of drinking water

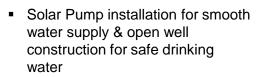


**EDUCATION** 

- Focus on setting up School(s), Staff capability and Quality of education imparted
- **Enhancement of Employability** through National Apprentice **Promotional Scheme**

#### **Outcome**

- Reconstruction of school 1
- Upgradation of school infra -2 NAPS:
- Enhancement of Employability of 140 trainee
- 50% Increase in family income
- 30% gender diversity pool
- 600 + family members benefited
- Improvement In skill development index



2 Villages & 3500 K + Beneficiaries

Substantial saving in electricity bill



**CSR Focus Areas** 

**CSR THRUST AREAS** 



## **CSR in Action**

#### **VIEW OF MOBILE HEALTH UNIT OPERATIONS**







#### **GLIMPSES OF SOLAR LAMP**











## Thank You

**Company: Laxmi Organic Industries Limited** 

www.laxmi.com

CIN: L24200MH1989PLC051736



Mr. Aniket Hirpara

Email: investors@laxmi.com

**Investor Relations: Strategic Growth Advisors Pvt. Ltd.** 

www.sgapl.net

CIN: U74140MH2010PTC204285

SGA Strategic Growth Advisors

Mr. Nishant Dudhoria / Ms. Prachi Chhugani

Email: <a href="mailto:nishant.dudhoria@sgapl.net">nishant.dudhoria@sgapl.net</a> / <a href="mailto:prachi.c@sgapl.net">prachi.c@sgapl.net</a>

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