



Life's god with our chemistry

# Archean Chemical Industries Limited

**11<sup>th</sup> February 2025**

National Stock Exchange of India Limited  
Exchange Plaza  
Bandra-Kurla Complex, Bandra (E)  
Mumbai-400051  
**Symbol-ACI**

BSE Limited  
Listing Operations  
Phiroze Jeejeebhoy Towers Dalal Street  
Mumbai-400001  
**Scrip Code- 543657**

Dear Sir/Madam,

**Subject: Presentation for the earnings call for the Third quarter and Nine months ended 31<sup>st</sup> December 2024**

**Reference: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed Presentation for the earnings call for the Third quarter and Nine months ended 31<sup>st</sup> December 2024.

The above information shall be made available on the website of the Company at [www.archeanchemicals.com](http://www.archeanchemicals.com)

This is for your information and records.

Thanking you

Yours faithfully  
**For Archean Chemical Industries Limited**

**R Natarajan**  
Chief Financial Officer

**Enc- as above**



Archean  
Chemical  
Industries  
Limited

# Archean Chemical Industries Limited

Q3 & 9M FY25 - Investor Presentation





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A leading Manufacturer of **Specialty Marine Chemicals** in India



**Strong Clientele** - 41 Global & 33 Domestic



**Largest exporter** of Bromine and Industrial Salt in India



**'Responsible Care'** Certification is received for next 3 years

**Rs. 6,920 Mn\***  
**9M FY25 Revenue**

### Bromine

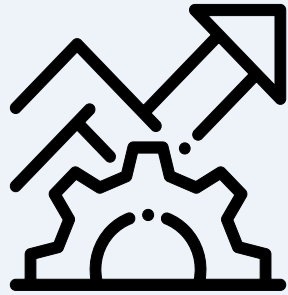
- Leadership position in Indian Bromine merchant sales

### Industrial Salt

- 100% Export business

### Sulphate of Potash

- Only Manufacturer from natural sea brine in India



## Q3 & 9M FY25 Performance Highlights



## Q3 FY25 Performance Highlights

- Improvement in Operating Income during Q3 compared to previous Quarter of FY 25
- While the volumes of Industrial Salt & Bromine were steady, there was a slight gain in the price realization for both.
- Marginal improvement in EBIDTA
- Export contributed nearly 76% of the total operating revenue
- Volumes of Bromine derivatives business looked up, with orders gained from Mid East Customers. Product qualifications are still progressing with more customers.
- **Idealis Chemicals (Oren Hydrocarbon)** – We had acquired the Company through NCLT in July 2024. These manufacturing units were non operational for the past several years. After required refurbishment and renovation, 2 units shall be operational shortly.

## Key Achievement

- **'Responsible Care'** Certification is received for our Hajipir plant of ACIL and is valid for next 3 years.



## Strategic Investments:

- **Clas-Sic Wafer Fab Limited** - Our investment in this Compound Semiconductor Fab involved a Primary subscription of GBP 10 million investment which is completed. Out of Secondary purchase of total GBP 5 million – GBP 2.5 million is completed.  
**Offgrid Energy Labs** – Investment is expected to be complete in Q4FY25.

# Profit & Loss Statement



Particulars (Rs. in mn)	Q3 FY25	Q3 FY24	Q2 FY25	9M FY25	9M FY24
<b>Total Income</b>	<b>2,546.6</b>	<b>4,227.2</b>	<b>2,520.5</b>	<b>7,301.1</b>	<b>10,790.6</b>
Cost of material consumed	72.8	99.4	114.6	311.6	354.0
Change in Inventory	(226.4)	370.2	2.4	(541.0)	601.8
Purchase of Stock –in – Trade	0	0	0	0	0
Employee Cost	130.6	182.1	123.3	394.6	577.5
Other Expenses	1,606.4	2,015.8	1,382.2	4,426.0	5,166.4
<b>EBITDA</b>	<b>963.3</b>	<b>1,559.8</b>	<b>898.1</b>	<b>2,710.0</b>	<b>4,090.9</b>
Depreciation	185.6	176.0	179.9	544.3	525.2
<b>EBIT</b>	<b>777.7</b>	<b>1,383.7</b>	<b>718.0</b>	<b>2,165.7</b>	<b>3,565.7</b>
Finance Cost	22.9	24.4	20.4	62.0	75.0
<b>Profit before Tax</b>	<b>754.8</b>	<b>1,359.3</b>	<b>697.8</b>	<b>2,103.7</b>	<b>3,490.7</b>
Exceptional Item	-	-	(401.8)	(401.8)	-
Tax	192.0	337.4	77.3	435.7	863.6
<b>Profit After Tax</b>	<b>562.9</b>	<b>1,021.9</b>	<b>218.5</b>	<b>1,266.2</b>	<b>2,627.1</b>
EPS (in Rs.) - Basic	4.56	8.30	1.77	10.26	21.34





# Strategic Update

## SiCSem Pvt. Ltd. – Advancing Odisha’s Semiconductor Future



- Our stepdown subsidiary SiCSem Pvt. Ltd.’s proposed Compound Semiconductor Facility is projected to be upto Rs.3,000 Cr investment which will boost Odisha's industrial progress
- The facility will integrate the entire process of manufacturing power devices including a Wafer Fabrication Plant
- The processes will lead to manufacturing of electronic power devices that will cater to key sectors such as electric vehicles, energy storage, fast chargers, green energy, industrial tools, data centres, consumer appliances and many other appliances
- The state government has allotted 14.32 acre land at Infovalley-II, Bhubaneswar for this prestigious project and also approved the project under the Odisha Semiconductor & Fabless Policy - 2023

The Hon’ble CM of Odisha, Shri. Mohan Charan Majhi virtually performed the **groundbreaking ceremony during the Utkarsh Odisha conclave** in the presence of **Shri. Ashwini Vaishnaw** (Honourable Union Minister of Railways, Information and Broadcasting and Electronics & Information Technology) and **Dr. Mukesh Mahaling**, (Honourable Minister of Health & Family Welfare, Parliamentary Affairs and Electronics & IT) and **Mr. Ranjit Pendurthi**, MD of ACIL



## 1. Clas-Sic Wafer Fab Limited



**Cost of Acquisition:** The primary subscription involves investment of GBP 10 mn, and a secondary purchase involves GBP 5 mn



**Our stake - 21.33% on a fully diluted basis**



**Market Potential:** The SiC market is forecast to grow at a 26% CAGR through 2030 reaching to USD 14+Bn

### Overview

- **Company Name:** Clas-SiC Wafer Fab Limited
- **Specialization:**
  - ✓ Manufacturing of SiC devices
  - ✓ Development of advanced SiC process modules and design kits
  - ✓ Focus on MOSFETs (Metal-Oxide-Semiconductor Field-Effect Transistors) and diodes
- **Industry Focus:** Semi-Conductor
- **Target Applications:**
  - ✓ Energy-efficient green technologies (e.g., electric vehicles, renewable energy systems)
  - ✓ Industrial power electronics
  - ✓ Data centers
- **Location:** United Kingdom
- **Key Advantages:** Critical role in enabling energy efficiency in various industrial and green tech sectors

### Investment Rationale

- **First Investment:** This is India's first investment in a company with Silicon Carbide (SiC) MOSFETs and devices production capability
- **Strategic Alignment with Semiconductor Initiative:** The investment supports the broader semiconductor strategy through **SiCSem Private Limited (SiCSem)**, aligning with the company's vision to expand in the compound semiconductor space
- **Technology Exclusivity in India:** The investment secures exclusive access to advanced SiC technology in India, providing a competitive edge in the domestic market

### Other Details

- **Production Setup:** ACIL is targeting to manufacture high quality SiC power devices to serve both domestic and international market
- **Government Approval:** Project is approved by Odisha Government under Odisha Semiconductor and Fabless Policy 2023. Application is currently under process with Indian Semiconductor Mission, Meity, Government of India



## 2. Offgrid Energy Labs



**Cost of Acquisition:** \$12 million



**Market Potential:** The global demand for stationary energy storage is expected to exceed \$30 billion by 2030



**To Acquire 21% on a fully diluted basis**

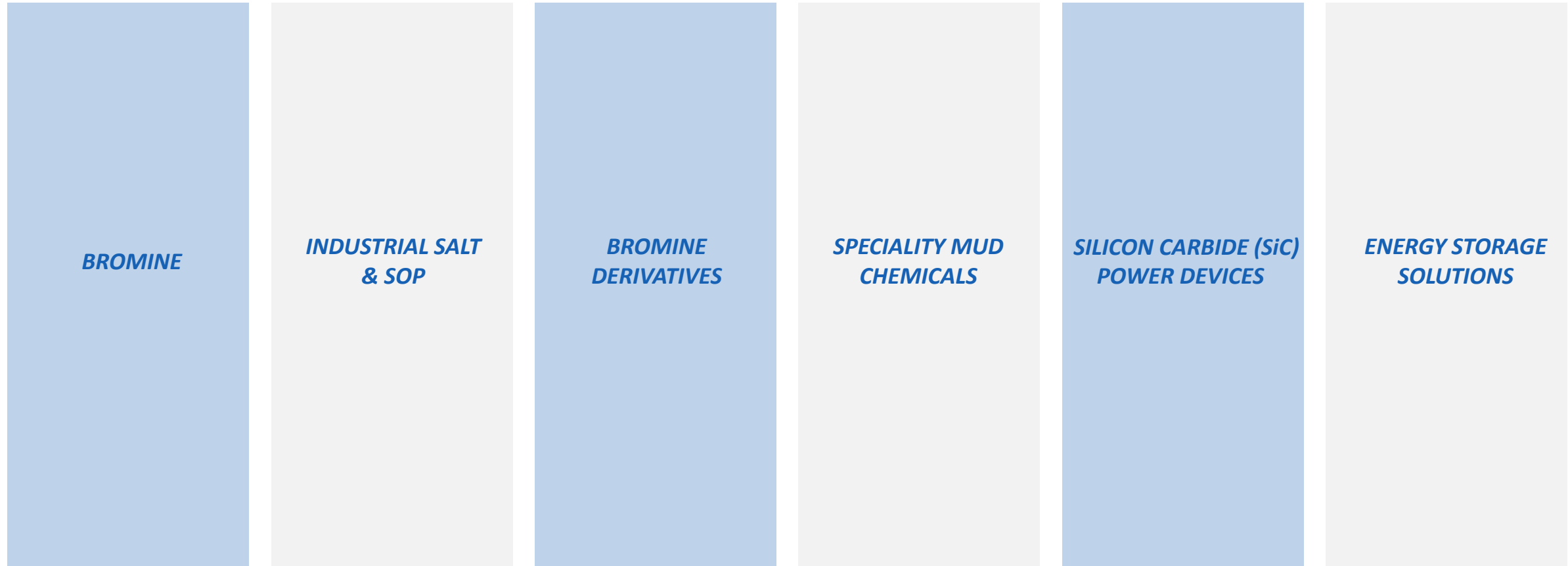
### Overview

- **Company Name:** Offgrid Energy Labs
- **Technology Developed:** Patented battery technology
- **Target Applications:**
  - ✓ Renewable energy storage
  - ✓ Low-power mobility solutions
- **Industry Focus:** Energy Storage Sector
- **Core Chemistry:** Zinc Bromide Chemistry
- **Battery Characteristics:**
  - ✓ Ideal for applications requiring daily deep charge and discharge
- **Location:** USA
- **Key Advantages:**
  - ✓ Significant cost advantages
  - ✓ Improved performance characteristics

### Investment Rationale

- **Strategic Alignment:** Aligns with broader strategy to enter the energy storage sector, with a focus on renewable energy applications and industrial storage and Grid stability
- **Support for Offgrid:** The investment will help meet Offgrid's need for specialty chemicals and assist in their manufacturing scale-up
- **Market Opportunity:** The investment positions ACIL to participate in the rapidly growing energy storage market, creating long-term value
- **Technology Differentiation:** Zinc Bromide batteries offer superior cycle life, safety, and cost-effectiveness compared to lithium-ion batteries, making them ideal for daily charge-discharge cycles in commercial and industrial (C&I) solar applications as well as utility-scale grid stability projects
- **Pilot and Giga-Factory:** ACIL is supporting the establishment of a pilot manufacturing facility in the UK, with an intention to establish a giga-factory in India in near future to scale Zinc Bromide battery production
- **Key Synergy :** ACIL's bromine business has a direct synergy with Zinc Bromide batteries, which use zinc-bromide chemistry for the battery

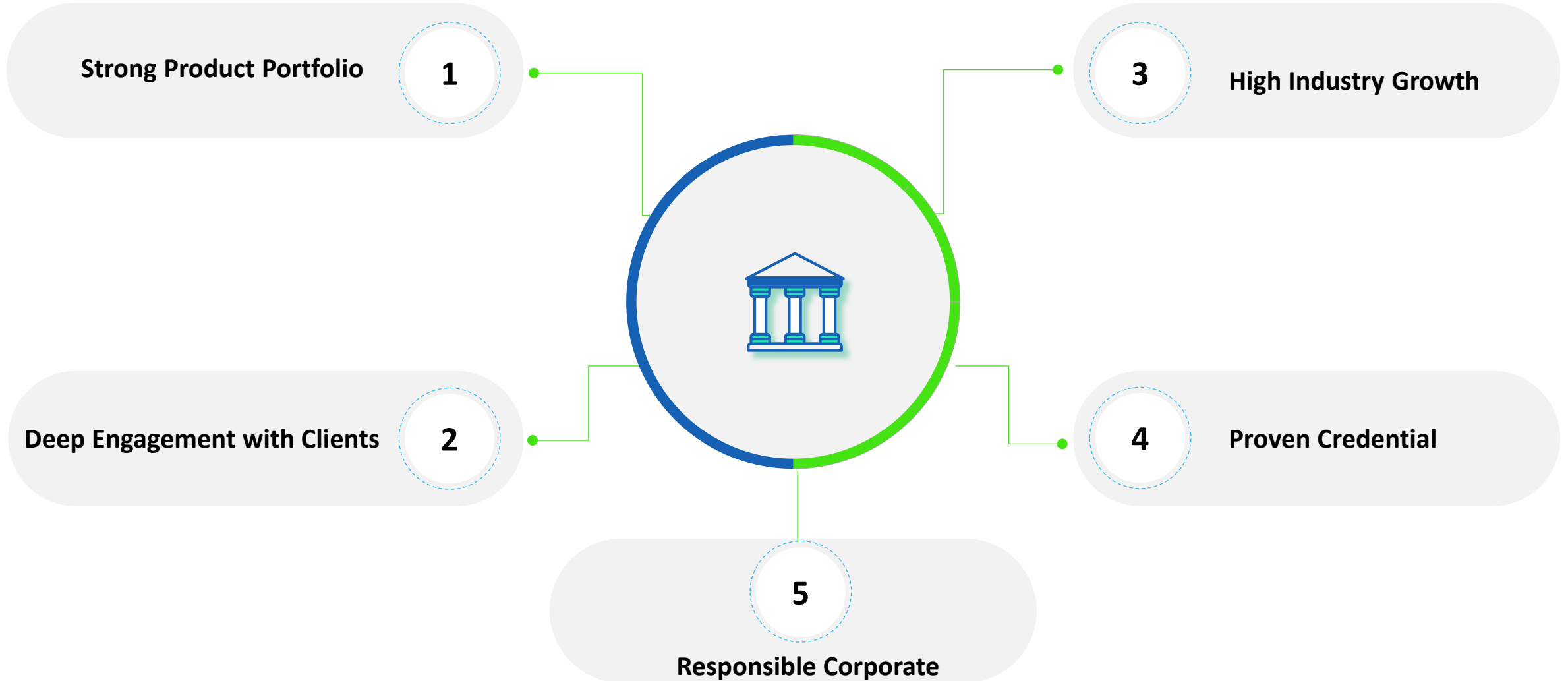
# Diversification Strategy with Natural Synergy





## Key Attributes behind Strong Foundation

# Key Attributes Behind Strong Foundation





## Product

### Bromine

### Industrial Salt

### SOP

#### Overview

- Bromine is the only non-metallic element that is a liquid at standard conditions
- It is a member of the halogen family and is found naturally in seawater, underground brine deposits and other water reservoirs

- There are 14,000 commercial uses of Salt, a source of Sodium and Chlorine which are basic components of an array of materials – such as plastics, glass, synthetic rubber, cleansers, pesticides, paints, adhesives, fertilizers etc.

- Sulphate of Potash, also known as potassium sulphate, is a high-end, **specialty fertilizer** for chlorine-sensitive crops.

#### Archean's Position

- Leadership position in Indian Bromine merchant sales

- Produced using the solar evaporation method

- Only Manufacturer of SOP from natural sea brine, in India
- KTMS (kainite type mixed salt) had higher NaCl content (Sodium Chloride), which led to lower SOP production in the last few years

#### End User Industries

- Pharmaceuticals
- Agrochemicals
- Flame Retardants
- Water Treatment
- Oil & Gas & energy storage

- Chloralkali Chemicals
- Food & Beverage
- Water Treatment
- Oil & Gas

- Agrochemicals
- Various industries including glass, cosmetics etc.
- Medical uses





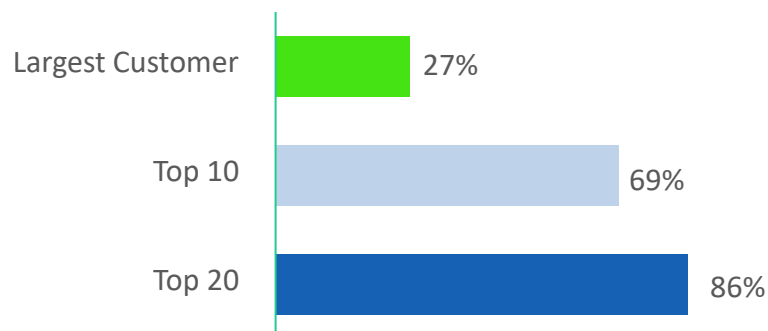
Enduring customer relationships helped to expand product offerings and geographic reach

## Strong Clientele

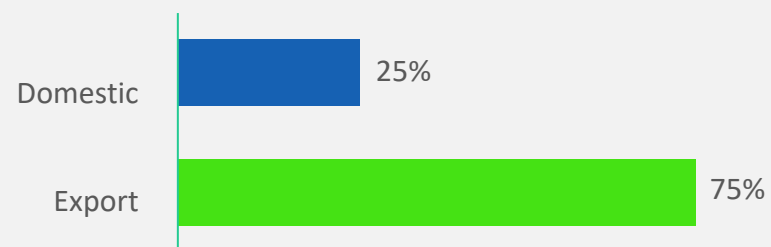


TOTAL **74** Clients

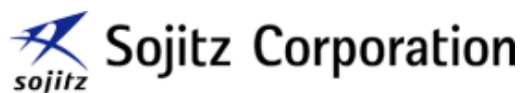
## 9M FY25 Revenue Contribution



## 9M FY25 High Focus on Exports



## Major Clients



A Japanese Trading Conglomerate, Largest Customer



- Sojitz is a Japanese Trading Conglomerate with **diverse client base**
- Enjoy relationships in **excess of five years** with seven out of top ten customers



*Product*

## Bromine

## Industrial Salt

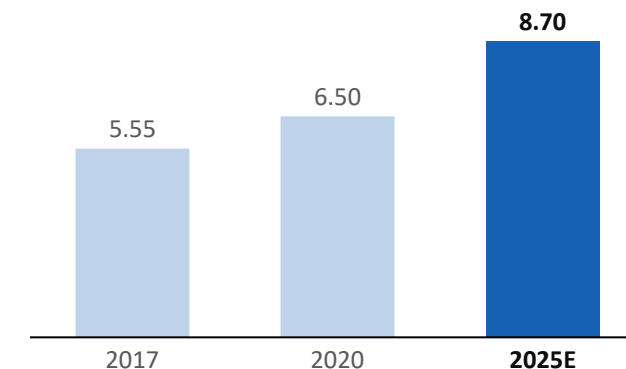
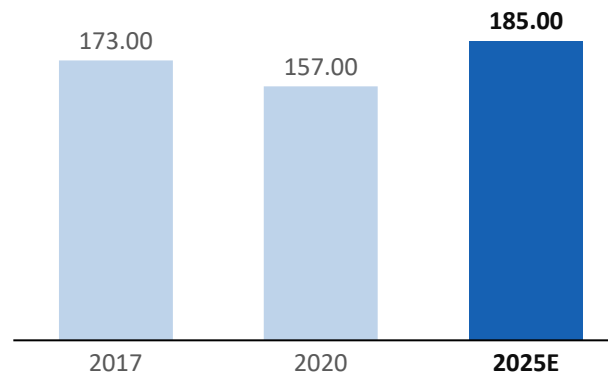
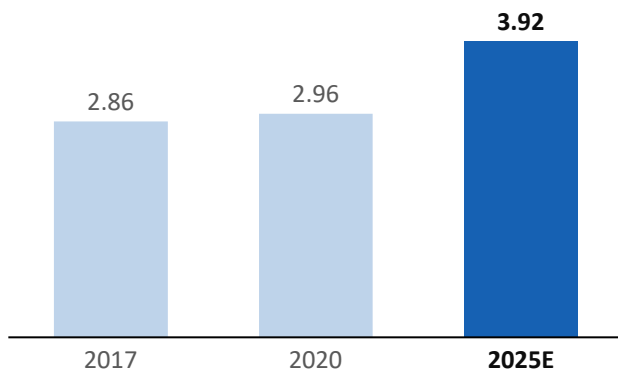
## Sulphate of Potash

(US\$ billion)

(mn in MT)

(mn in MT)

*Global  
Market Size*



*High Growth  
In  
End User Industries*

- Increasing demand for flame retardants
- Increasing demand in Agro chemicals
- Increasing consumption of oil well chemicals
- Increasing use of bromide compounds in energy flow batteries

- Increasing industrialization leading to increase in Chlor Alkali, PVC & Polyurethane
- Increase in demand from the food and beverage industry

- Increase in use of fruits and vegetables growing fertilizers primarily



## With Industry Standards and Regulatory Credentials



MINISTRY OF COMMERCE  
AND INDUSTRY  
DIRECTOR GENERAL OF  
FOREIGN TRADE

सत्यमेव जयते



- Accredited four star export house by Director General of Foreign Trade, Ministry of Commerce and Industry, Government of India
- Awarded **Responsible CARE** – Indian Chemical Council
- **REACH** certification enabling the Company to export Sulphate of Potash products to European customers

### Key Certificates

### R&D Depth

- State of art R&D facility at plant location.
- Continuous effort undertaken to evaluate the brine chemistry.
- R&D facility has been set up in Jhagadia for Bromine downstream project.





## Environment & Safety Measure

Environment and safety considerations are an important part of our operations. We undertake an annual environment and safety audit and strive to ensure that we do not discharge any harmful elements from our manufacturing operations.

- Annual environment and safety audit
- Environment Management Cell Program
- Stack & Ambient Air, water Quality and noise level Monitoring
- Water Audit
- Use of ISO tanks certified by the Bureau Veritas Quality International (“BVQI”) tanks



## Social

Focused on education and skill development and healthcare for our staff and local community. We have carried out activities set forth below:

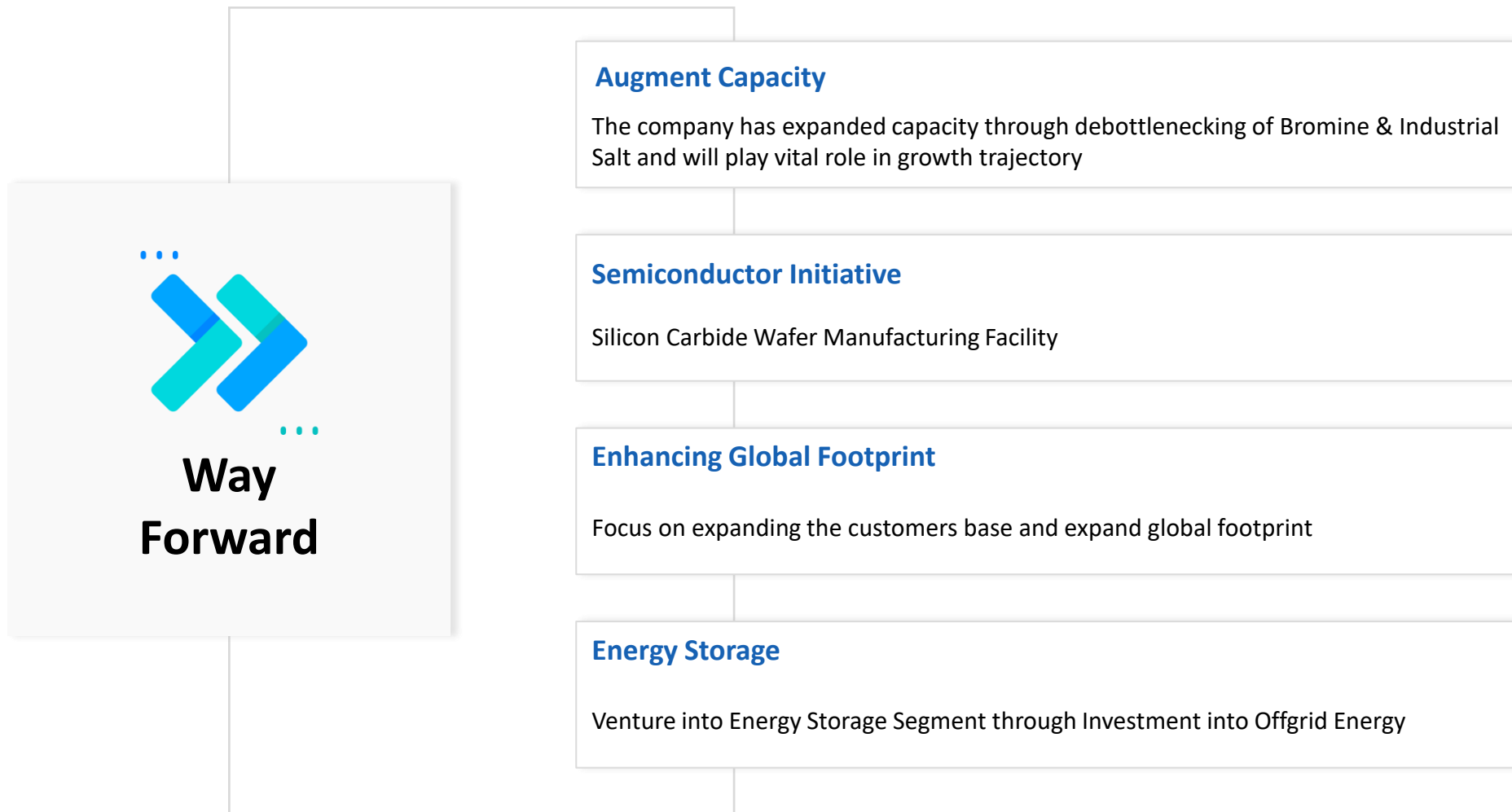
- Supply of drinking water to surrounding areas situated near Hajipir Factory
- Medical camps to raise health awareness amongst the local community
- Donation to schools for promoting education at Hajipir
- Building renovation of Hajipir & Nara Schools
- Rural development activities



## Governance

Undertakes all necessary steps to comply with all the requirements of Listing Regulations and the Companies Act. Committees of the Board

- Audit Committee
- Nomination & Remuneration Committee
- Stakeholders’ Relationship Committee
- Corporate Social Responsibility Committee
- Risk Management Committee





# Thank You !

## Company:



**Archean Chemical Industries Ltd.**

CIN - L24298TN2009PLC072270

**Mr. Rajeev Kumar / Mr. Natarajan Ramamurthy**

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[natarajan.r@archeanchemicals.com](mailto:natarajan.r@archeanchemicals.com)

[www.archeanchemicals.com](http://www.archeanchemicals.com)

## Investor Relations Advisor:

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

**Mr. Shrikant Sangani / Ms. Manasi Bodas**

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