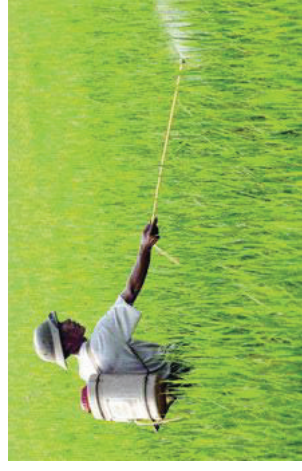
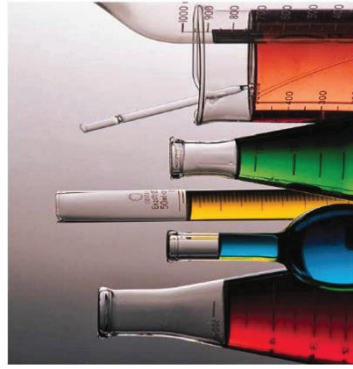




CHEMISTRY OF SUCCESS AT WORK



Meghmani Organics Limited (MOL)

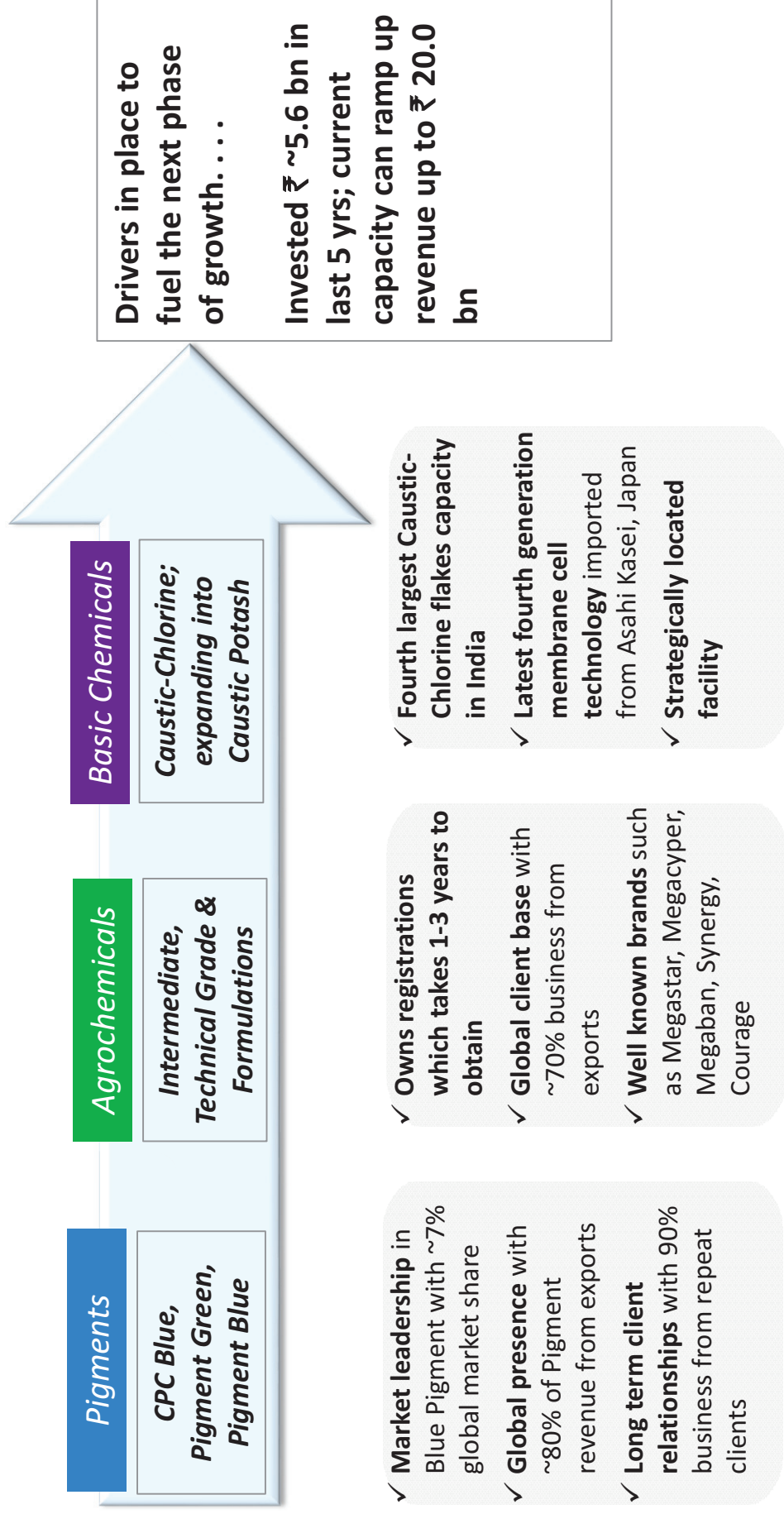


Q2 FY16 Investor Presentation

November 2015

MOL – a de-risked business firmly on accelerated growth path

Leading chemical company diversified across products and geographies; exporting to 75 countries and servicing 400+ marquee clients



Q2 FY16 – Key Highlights

EBITDA up 34%, margin expansion across all three business segments

- EBITDA increased 34% in the quarter up to ₹ 756 mn driven by improved operational performance and decline in raw material costs
- Net sales impacted by lull in Agrochemicals segment due to weak monsoon
- Despite sales performance, PAT (before minority) increased 43% to reach ₹ 251 mn in Q2 FY16

Pigments business up 2% YoY, Agrochemicals down 14% YoY and Basic Chemicals down 3%

- Volumes in Pigments up 6%; realizations impacted due to passing on of benefits of reduction in raw material prices
- Agrochemicals business impacted due to a weak monsoon. With 14% deficit, this monsoon is among the worst 3 in the last 30 years
- Basic Chemicals reported low volumes due to marginally lower capacity utilization compared to Q2 FY15 (93% in Q2 FY16 vs 95% in Q2 FY15)

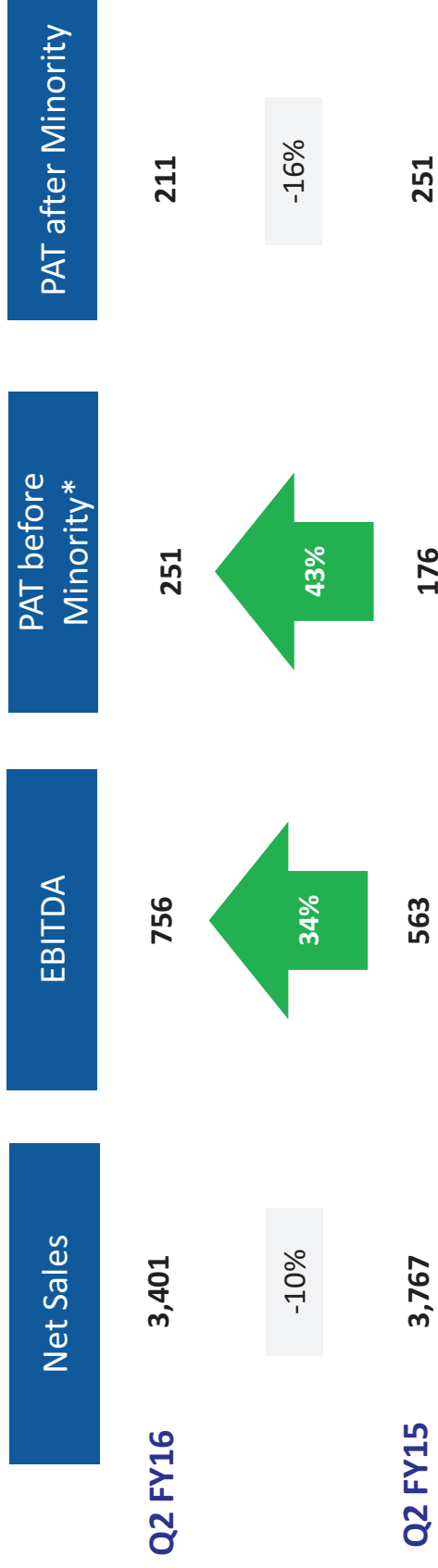
New Caustic Potash facility at Dahej with capacity of 60 TPD and investment of ₹ 650 mn financed through internal accruals expected to commence production by Dec'2015

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Q2 FY16 (Consolidated): Significant EBITDA expansion

Consolidated, Figures in ₹ mn

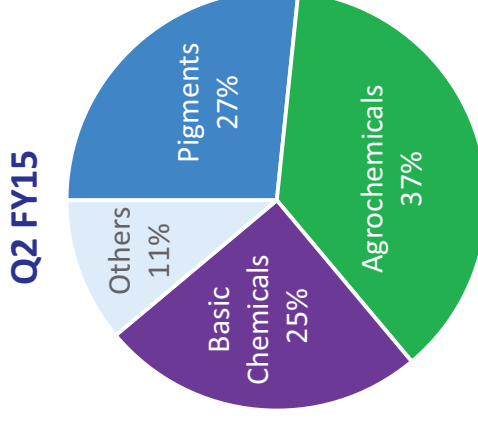
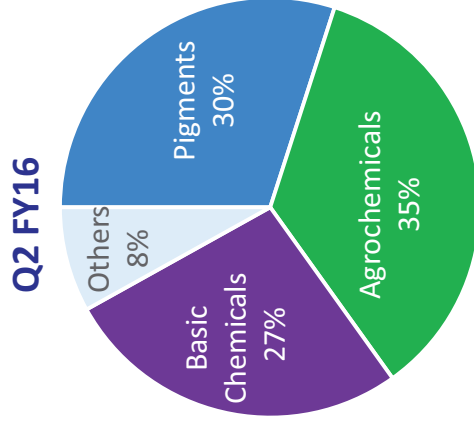


- EBITDA for the quarter up by a significant 34% YoY at ₹ 756 mn with EBITDA margin at 22.2% (vs 14.9% in Q2 FY15)
 - Margins benefitted from softening of raw materials prices (raw materials cost decreased 22% YoY) and decrease in other expenditure (decreased 8% YoY) partially offset by increase in personnel cost by 8% YoY (due to additional staff employed at formulation plant)
- Net sales decreased 10% YoY to ₹ 3,401 mn in Q2 FY16 primarily due to weak monsoon which affected the Agrochemicals segment
- PAT before minority interest up 43% at ₹ 251 mn in Q2 FY16
- PAT for the quarter at ₹ 211 mn, impacted by increased taxes and increase in minority interest from ₹ (75) mn in Q2 FY15 to ₹ 41 mn in Q2 FY16

- Minority interest refers to the portion of subsidiary's stock not owned by MOL
- Meghmani Finechem, a 57% owned subsidiary declared dividend of ₹ 298 mn (including tax there on) which resulted in negative minority interest in Q2 FY15

Net sales breakup by segment: Pigments business holds up amidst softness in Agrochemicals

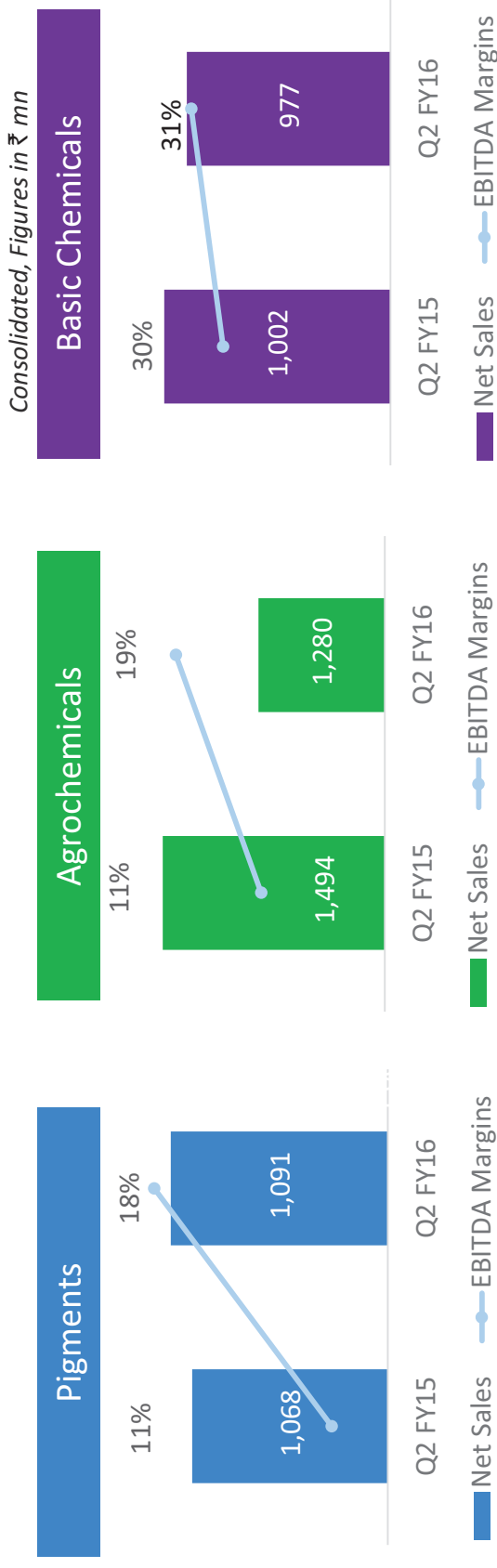
Consolidated, Figures in ₹ mn



- Pigments business up 2% in Q2 FY16 driven by 6% growth in volumes; strong 21% growth in domestic Pigments business. However realizations were down ~3% YoY due to pressure on selling price as a result of reduction in raw material price
- Agrochemicals business decreased by 14% YoY due to 14% deficit monsoon – among the worst 3 in the last 30 years
- Basic Chemicals decreased by a marginal 3% due to lower capacity utilization as compared to Q2 FY15
- Others segment decreased by 34% due to strategic decision of the company to focus more on higher value manufacturing activities

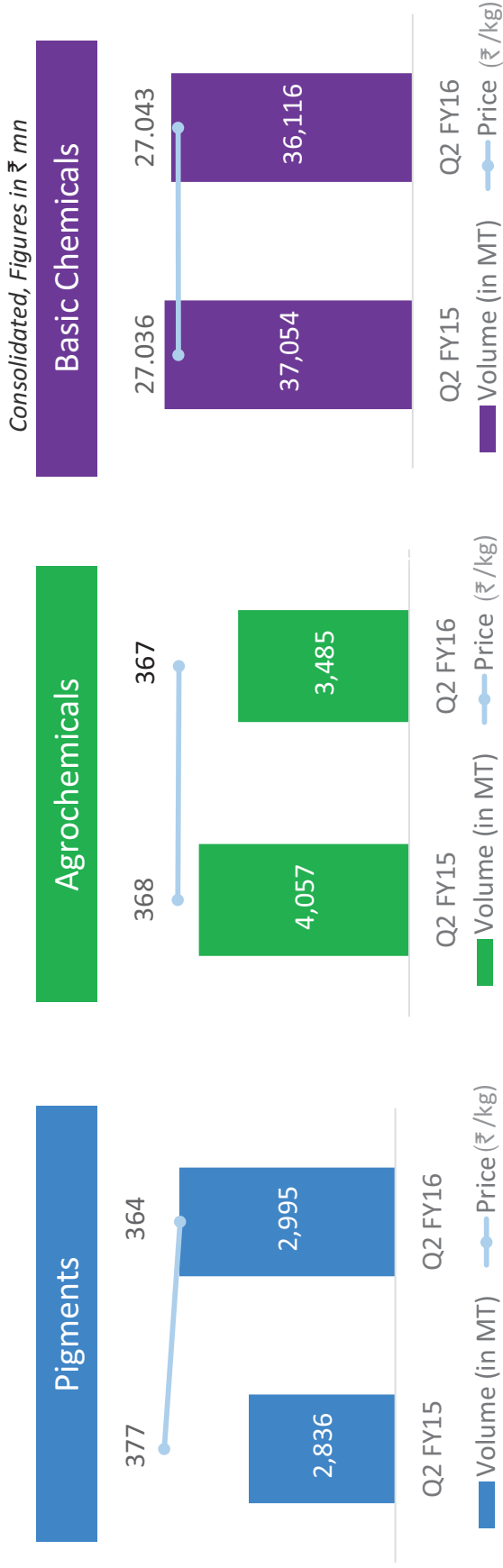
*Note: Sales breakup includes intersegment sales of Rs 241 mn in both Q2 FY16 and Q2 FY15
Others business segment includes merchant trading*

Margins by segment: Margin expansion across segments



- Net sales from Pigments at ₹ 1,091 mn in Q2 FY16, up 2% YoY
 - EBITDA margins improved from 11% to 18% driven by improved operational performance and lower commodity prices significantly benefitting raw material costs
- Net sales from Agrochemicals at ₹ 1,280 mn in Q2 FY16, down 14% YoY
 - However, margins up from 11% to 19% driven by substantial reduction in raw material prices
- Net sales from Basic Chemicals reached ₹ 977 mn in Q2 FY16, down 3% YoY
 - Margins improved marginally from 30% in Q2 FY15 to 31% in Q2 FY16

Volumes and price realizations: Pigments volume increased 6%



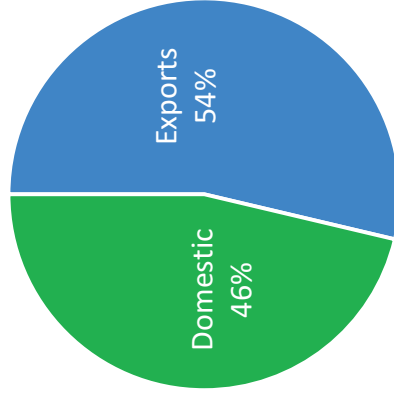
- Volumes of the Pigments business up 6% YoY at 2,995 MT in Q2 FY16
 - However, realizations down 3% due to passing on of benefits of reduction in raw material price to customers
- Volumes of Agrochemicals reached 3,485 MT in Q2 FY16, down 14% YoY
 - Weak monsoon impacted volumes of the Agrochemicals segment
- Volumes of Basic Chemicals reached 36,116 MT in Q2 FY16, down 3% YoY
 - Volumes impacted by lower plant utilization; realizations remained flat compared with Q2 FY15

Note: Volume includes intersegment data

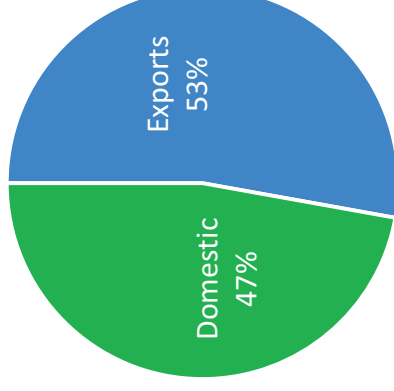
Net sales breakup by geography

Consolidated, Figures in ₹ mn

Q2 FY16



Q2 FY15

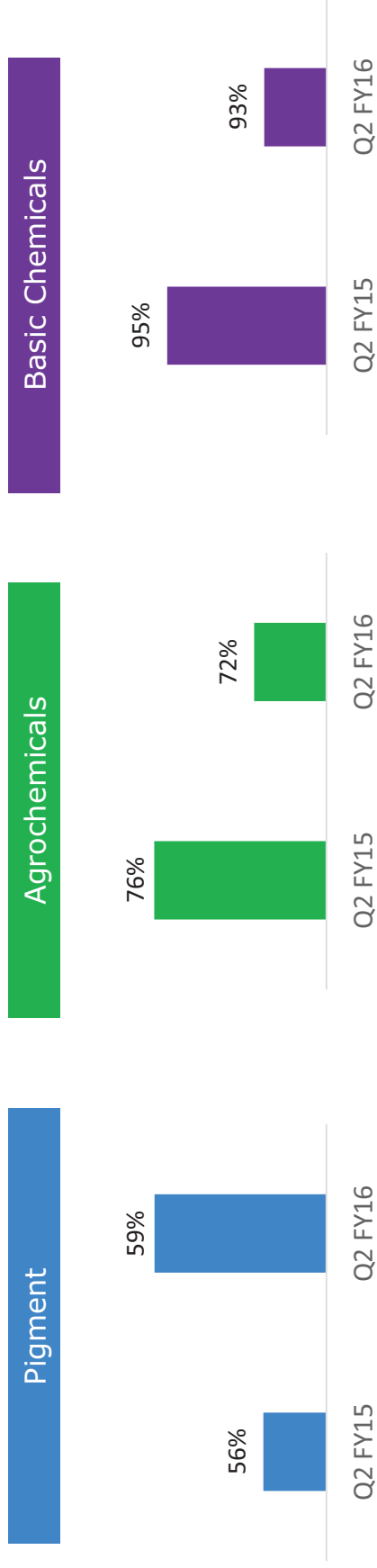


Segmental breakdown

	Q2 FY16		Q2 FY15	
	Exports	Domestic	Exports	Domestic
Pigments	710	219	742	181
Agrochemicals	801	480	841	625
Basic Chemicals	28	871	6	935
Others	287	6	401	36
Total	1,826	1,575	1,990	1,777

- Exports down 8% during the quarter primarily due to lower trading exports business
- Domestic business decreased by 11% in Q2 FY16 due to 23% decline in domestic Agrochemicals business partially offset by 21% growth in domestic Pigments business (as with expanded capacity, the Company is increasing focus on domestic pigments market)

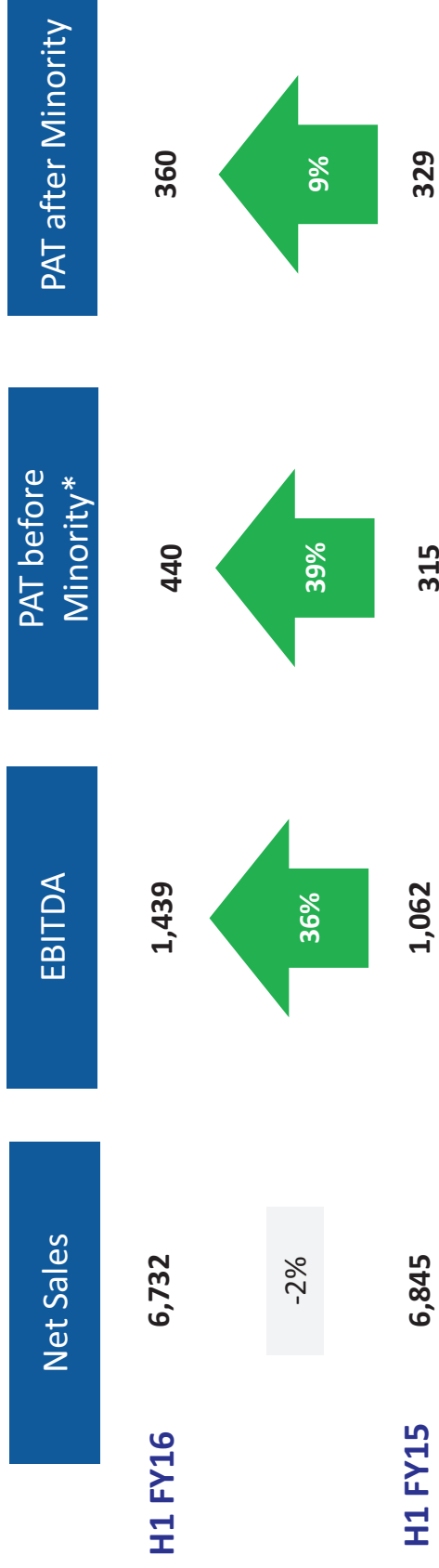
Capacity utilizations by business segment



Note: Capacity of Dahej Agro Plant increased from 8,940 MTPA in Q2 FY15 to 10,260 MTPA in Q2 FY16

H1 FY16 (Consolidated): Expansion in EBITDA and PAT

Consolidated, Figures in ₹ mn



- EBITDA for H1 FY16 up 36% YoY at ₹ 1,439 mn with EBITDA margin at 21.4% (vs 15.5% in H1 FY15)
 - Margins benefitted from softening of raw materials prices (raw materials cost decreased 11% YoY) and decrease in other expenditure (decreased 5% YoY) partially offset by increase in personnel cost by 11% YoY
- Net sales decreased by a marginal 2% YoY at ₹ 6,732 mn in H1 FY16. While Q1 FY16 reported 8% growth in net sales, weak monsoon impacted Q2 FY16 performance
- PAT before minority interest up 39% to reach ₹ 440 mn in H1 FY16
- PAT for H1 FY16 up 9% to reach ₹ 360 mn. PAT was impacted by increased taxes and increase in minority interest from ₹ (14) mn in H1 FY15 to ₹ 80 mn in H1 FY16

- Minority interest refers to the portion of subsidiary's stock not owned by MOL
- Meghmani Finechem, a 57% owned subsidiary declared dividend which resulted in negative minority interest in H1 FY15

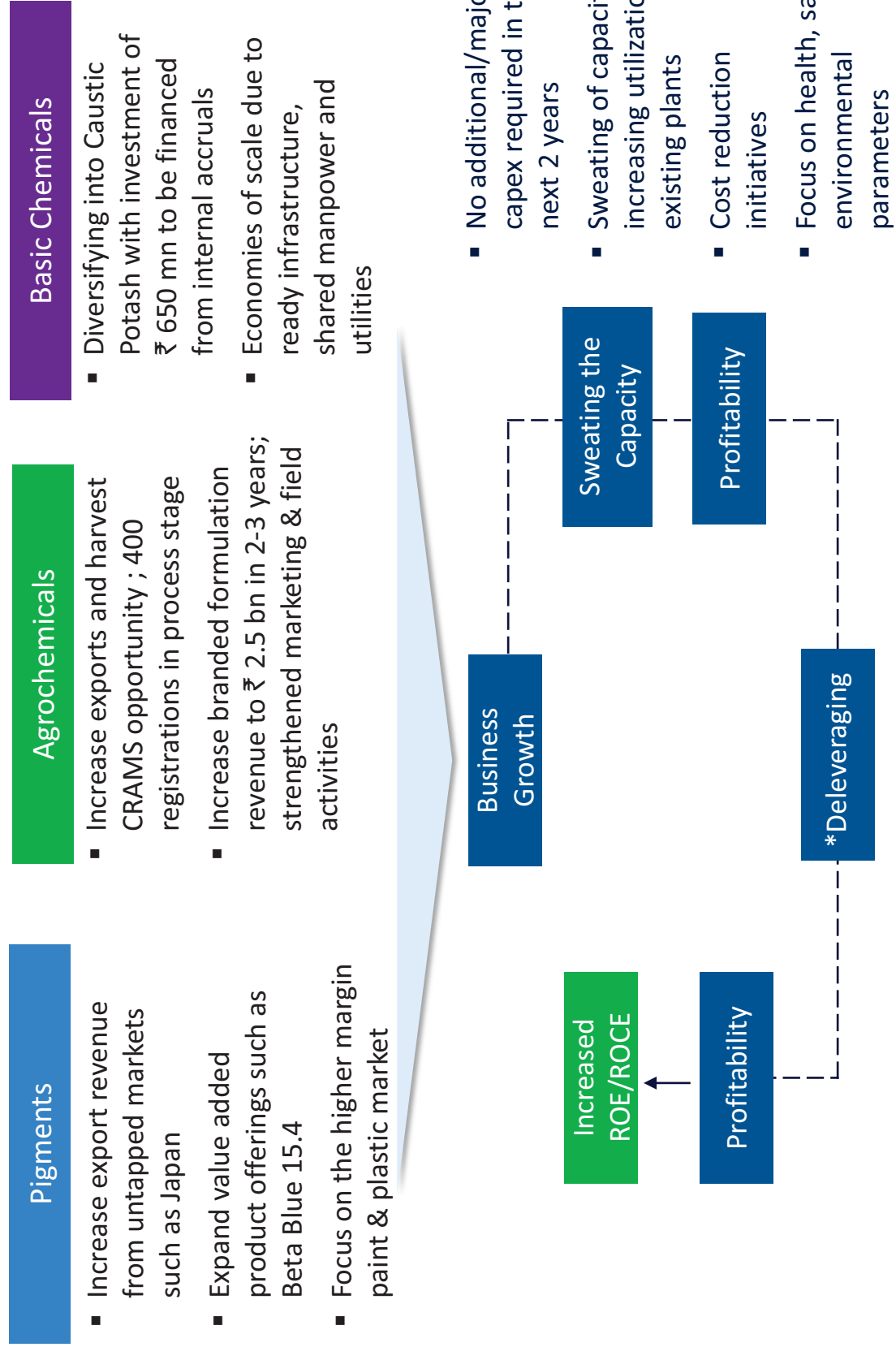
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Leading diversified chemical company

	Pigment	Agrochemicals	Basic Chemicals
Established in	Since 1986	Since 1995	Since 2009
Installed Capacity	Total: 31,140 MTPA Dahej: 10,800 MTPA Panoli: 17,400 MTPA Vatva: 2,940 MTPA	Total: 20,520 MTPA Dahej: 10,260 MTPA Panoli: 3,600 MTPA Ankleshwar: 6,660 MTPA	Total: (Dahej): 1,66,600 MTPA
Backward Integration	In-house production of CPC Blue - used to manufacture Pigment Green and Pigment Blue	In-house production of intermediates and technical grade - used to manufacture (Bulk and Brand)	In-house captive power plant of 60MW supplying to the Caustic-Chlorine plant
Strengths	<ul style="list-style-type: none"> ▪ Market leadership in Blue Pigment with ~7% global market share ▪ Global presence with ~80% of Pigment revenue from exports ▪ Long term client relationships with 90% business from repeat clients 	<ul style="list-style-type: none"> ▪ Owns registrations that take 1-3 years to obtain ▪ Global client base with ~70% business from exports ▪ Well known brands such as Megastar, Megacyper, Megaban, Synergy, Courage 	<ul style="list-style-type: none"> ▪ Fourth largest Caustic-Chlorine capacity in India ▪ Latest fourth generation membrane cell technology imported from Asahi Kasei, Japan ▪ Strategically located facility

Robust plan for next phase of growth



*Plan to reduce debt by ₹ 2.25 by March 2017

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P&L statement (Consolidated): Q2 & H1 FY16

Figures in ₹ Million

Particulars	Consolidated							
	Q2 FY16	Q2 FY15	YoY (%)	Q1 FY16	QoQ (%)	H1 FY16	H1 FY15	YoY (%)
Net sales / income from operations	3,401	3,767	-10%	3,331	2%	6,732	6,845	-2%
Other Operating Income	55	59	-7%	55	0%	110	109	1%
Total Income from Operations	3,456	3,826	-10%	3,386	2%	6,842	6,954	-2%
Total Expenditure	2,701	3,264	-17%	2,703	0%	5,403	5,892	-8%
Consumption of Raw Material	1,835	2,358	-22%	1,915	-4%	3,750	4,209	-11%
Personnel Cost	202	188	8%	192	5%	395	355	11%
Other Expenditure	663	718	-8%	595	11%	1,258	1,328	-5%
EBITDA	756	563	34%	683	11%	1,439	1,062	36%
Depreciation & Amortisation	193	156	24%	192	0%	385	358	8%
EBIT	563	407	38%	491	15%	1,054	704	50%
Interest & Finance Charges	186	197	-6%	179	4%	365	375	-3%
Other Income	8	9	-11%	4	123%	12	27	-57%
PBT before exceptional items	385	219	76%	316	22%	701	357	97%
Exceptional items	-	-	NIM	-	NM	-	-	NM
PBT	385	219	76%	316	22%	701	357	97%
Tax Expense	134	43	208%	127	5%	261	41	531%
PAT (From ordinary activities)	251	176	43%	188	34%	440	315	39%
Extraordinary items	-	-	NM	-	NM	-	-	NM
PAT	251	176	43%	188	34%	440	315	39%
Minority Expense	41	(75)	NM	39	3%	80	(14)	NM
PAT after Minority	211	251	-16%	149	41%	360	329	9%

P&L statement (Standalone): Q2 & H1 FY16

Figures in ₹ Million

Particulars	Standalone							
	Q2 FY16	Q2 FY15	YoY (%)	Q1 FY16	QoQ (%)	H1 FY16	H1 FY15	YoY (%)
Net sales / income from operations	2,493	2,758	-10%	2,435	2%	4,928	4,963	-0.7%
Other Operating Income	55	59	-7%	55	0%	110	108	1.1%
Total Income from Operations	2,547	2,817	-10%	2,490	2%	5,037	5,071	-1%
Total Expenditure	2,103	2,533	-17%	2,147	-2%	4,250	4,587	-7%
Consumption of Raw Material	1,394	1,805	-23%	1,452	-4%	2,846	3,201	-11%
Personnel Cost	151	143	6%	143	6%	295	268	10%
Other Expenditure	558	585	-5%	552	1%	1,110	1,119	-1%
EBITDA	445	284	57%	343	30%	787	484	63%
Depreciation & Amortisation	90	85	6%	90	0%	181	172	5%
EBIT	354	199	78%	253	40%	607	312	94%
Interest & Finance Charges	99	117	-15%	108	-8%	207	229	-9%
Other Income	4	148	-97%	1	186%	6	159	-96%
PBT before exceptional items	259	230	13%	146	78%	405	242	67%
Exceptional items	60	-	NM	-	NM	60	-	NM
PBT	200	230	-13%	146	37%	345	242	42%
Tax Expense	90	31	190%	83	8%	172	39	345%
PAT (From ordinary activities)	110	199	-45%	63	74%	173	204	-15%
Extraordinary items	-	-	NM	-	NM	-	-	NM
PAT	110	199	-45%	63	74%	173	204	-15%
Minority Expense	-	-	NM	-	NM	-	-	NM
PAT after Minority	110	199	-45%	63	74%	173	204	-15%

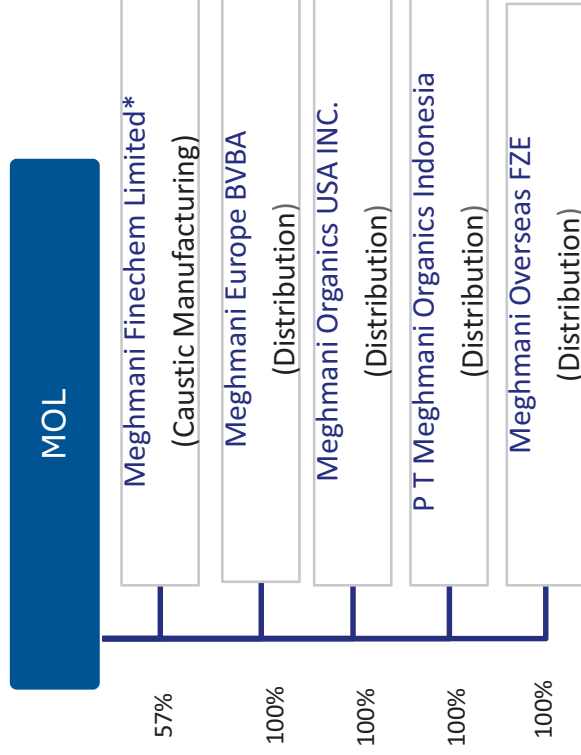
Balance Sheet

Figures in ₹ Million

Particulars (in Rs Mn)	Consolidated			Standalone	
	30-Sep-15	31-Mar-15	30-Sep-15	31-Mar-15	31-Mar-15
Liabilities					
Shareholders' Funds	5932	5515	5886	5886	5660
Minority Interest	1023	943	0	0	0
Non-Current Liabilities	0	0	0	0	0
Long Term Borrowings	2630	3129	1203	1203	1335
Deferred tax liabilities (Net)	581	471	296	296	275
Other Long Term Liabilities/ provisions	35	44	21	21	21
Current Liabilities	0	0	0	0	0
Short Term Borrowings	1818	1973	1698	1698	1973
Trade Payables	2080	1434	1771	1771	1277
Other current liabilities	1976	1674	990	990	780
Short Term Provisions	210	261	210	210	255
Total Liabilities	16,287	15,444	12,075	12,075	11,575
Assets					
Net Fixed Assets	8124	8043	4028	4028	4035
Non-current investments	66	6	1327	1327	1326
Long-term Loans and advances	180	134	71	71	66
Other non-current assets	160	188	0	0	0
Current Assets	0	0	0	0	0
Current Investments	0	173	0	0	0
Inventories	2354	2158	1973	1973	1808
Trade Receivables	3829	3167	3643	3643	3026
Cash & Equivalents	282	156	135	135	112
Short-terms loans and advances	1119	1245	732	732	1030
Other current assets	174	176	167	167	172
Total Assets	16,287	15,444	12,075	12,075	11,575

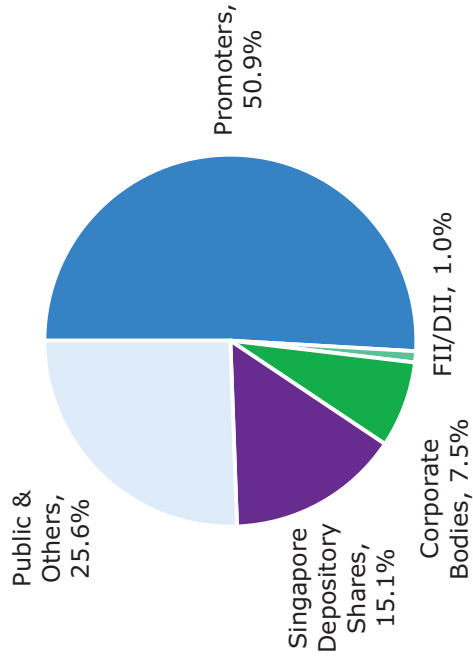
Corporate structure & shareholding pattern

Corporate Structure



Shareholding Pattern (September 30, 2015)

No of shares: 254 mn



* 25% stake in Meghmani Finechem Limited held by IFC Washington and remaining 18% by individual promoters

Disclaimer

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to MOL’s future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

MOL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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