

May 21, 2024

To, To, BSE Limited, Listing Department, National Stock Exchange of India Ltd., 25, P. J. Towers, Dalal Street, Exchange Plaza, Bandra Kurla Complex, Mumbai - 400 001 Bandra (East), Mumbai- 400051 Ref: Company Scrip Code: 532834 Ref: Symbol: CAMLINFINE | | Series: EQ

#### Intimation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Sub: Requirements) Regulations, 2015 ("SEBI LODR")

This is in continuation to our disclosure dated May 8, 2024 & May 20, 2024, in relation to the conference call to discuss the Audited financial results of the Company for the quarter and year ended March 31, 2024, please find enclosed herewith the revised investor presentation made for the aforesaid call.

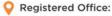
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We request you to take the above on record and the same be treated as compliance under the applicable Regulations of SEBI LODR.

Thanking You, Encl.: a/a.

For Camlin Fine Sciences Limited

**Rahul Sawale Company Secretary** & VP Legal



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**Investor Presentation - May 2024** 



TOUCHING BILLIONS OF LIVES DAILY

Green Chemistry

Movative Solutions

Research Vertical Integration

## **Safe Harbour**



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# **Q4 & FY24 Performance Highlights**



## **Q4 & FY24 Operational Highlights**



#### **Key Highlights**

- Total Revenue stood at Rs. 16,131 mn in FY24, a 4% drop as compared to FY23. Company reported loss of Rs. 1,049 mn in FY24 for the following reasons,
  - Subdued revenue from Aroma business and closure of CFS Europe facility in August 2023 has dragged down the topline and bottom-line performance
  - Strong performance in Shelf-Life solution, especially in Blends revived the topline and margin
  - Significant fall in price of Catechol and downstream has resulted in
    - o Negative margin on account of sale of these products
    - o Write-down of value of inventory of Catechol and it downstream held on to March 31, 2024 by an amount of Rs. 368 mn
- > Impact of cost incurred during the closure of CFS Europe
- > Impairment of Assets CFS Wanglong of Rs. 270 mn (Exceptional item)
- > Impairment of Catalyst and other inventories of CFS Europe Rs. 228 mn (Exceptional Item)

## **Consolidated Profit & Loss Statement**



Particulars (Rs. In Mn)	Q4 FY23 4,267.1	Q4 FY24	FY23 16,815.6	FY24
Revenue from Operation		4,016.9		16,130.6
Raw material consumption	2,109.9	2,248.2	8,132.3	8,768.1
Write down of inventory	0.0	368.1	0.0	368.1
Employee Cost	408.3	461.7	1,626.2	1,787.5
Other expenses	1,310.7	1,071.5	5,004.4	4,467.8
EBITDA	438.2	-132.5	2,052.7	739.2
EBITDA Margins (%)	10.3%	-3.3%	12.2%	4.6%
Adjusted EBITDA*	557.0	44.7	2,131.1	1,133.8
Adjusted EBITDA Margins (%)	13.1%	1.1%	12.2%	7.0%
Other Income	20.0	57.6	58.0	155.6
Depreciation	179.3	200.5	625.1	786.1
Finance cost	97.8	161.7	585.0	603.0
Exceptional Item	96.8	498.0	96.8	498.0
-Impairment Loss of CFS Wanglong Flavors (Ningbo)	-	270.1	-	270.1
-Write down of unique catalyst and inventories of Italy facility	-	227.9	-	227.9
РВТ	84.3	-935.1	803.8	-992.4
Tax	49.5	-117.2	405.7	56.3
PAT	34.8	-817.9	398.1	-1,048.8
PAT Margins (%)	0.8%	-20.4%	2.4%	-6.5%
Diluted EPS (in Rs.)	0.58	-4.58	3.41	-5.50

Due to an unprecedented reduction in prices of Catechol and Vanillin, value of inventories as on March 31, 2024 were written down by marking it to market

Due to planned re-purpose of China facility, Impairment Loss of CFS Wanglong Flavors (Ningbo) includes impairment provision towards fixed assets, goodwill, Inventories & receivables

Due to planned re-purpose of the Italy facility to manufacture alternative products, unique catalyst and other inventory has been marked to market

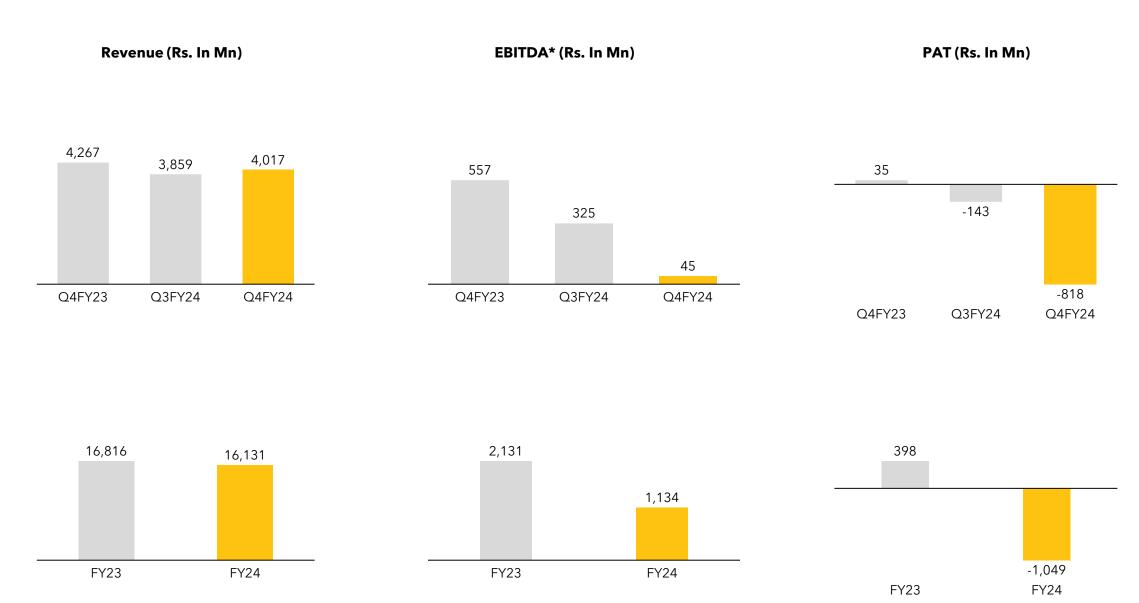
\*EBITDA is adjusted for FX gain / loss

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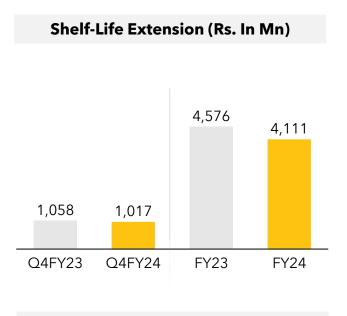
## **Q4 & FY24 Operational Highlights**



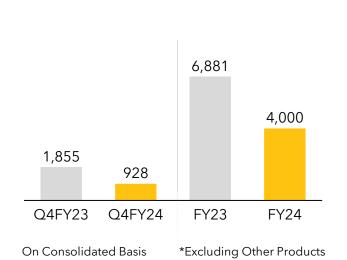


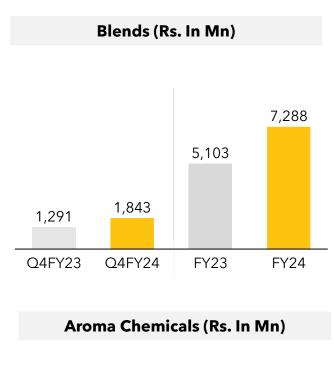
# **Operational Revenue Break-up**

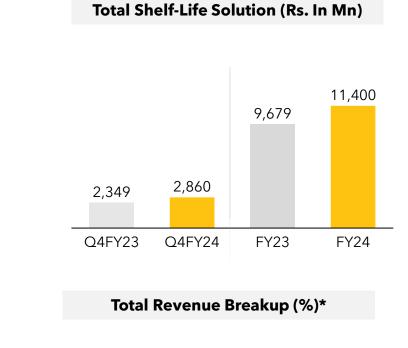


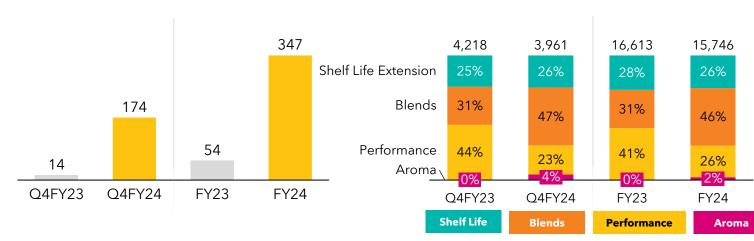


**Performance Chemicals (Rs. In Mn)** 



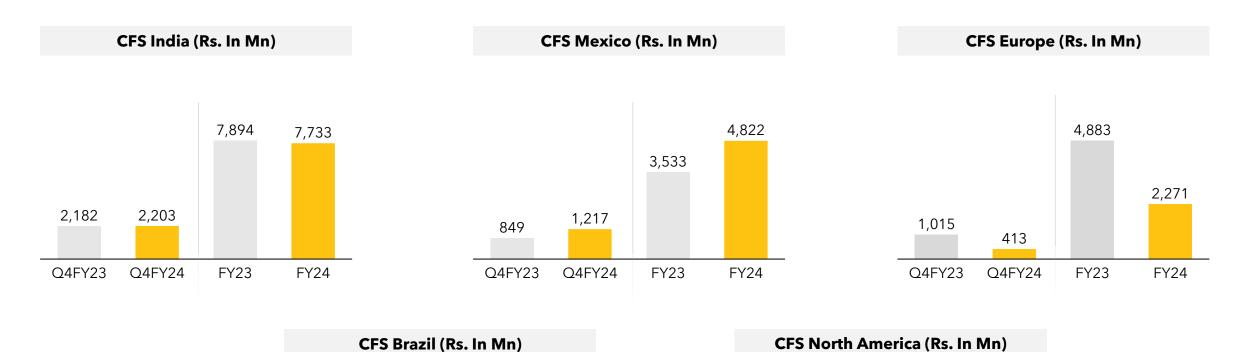


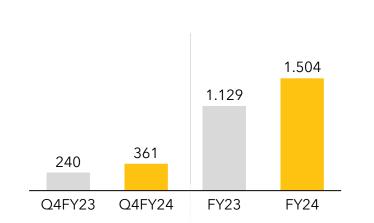


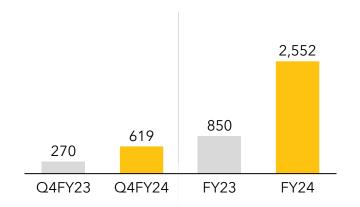


## **Regional Highlights**









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## **Standalone Profit & Loss Statement**



Particulars (Rs. In Mn)	Q4 FY23	Q4 FY24	FY23	FY24	
Revenue from Operation	2,181.6	2,203.3	7,894.4	7,732.6	
Raw material consumption	974.6	1,282.0	3,656.9	4,068.6	
Write down of Inventory	0.0	368.1	0.0	368.1	
Employee Cost	165.1	165.4	597.1	659.5	
Other expenses	698.9	644.2	2,364.7	2,365.2	
EBITDA	342.9	-256.5	1,275.6	271.3	
EBITDA Margins (%)	15.7%	-11.6%	16.2%	3.5%	
Adjusted EBITDA*	393.0	-256.5	1,275.6	271.3	
Adjusted EBITDA Margins (%)	18.0%	-11.6%	16.2%	3.5%	
Other Income	12.4	55.5	288.3	188.8	
Depreciation	107.2	127.8	328.2	493.9	
Finance cost	133.8	138.8	569.4	543.3	
Exceptional Item	0.0	19.3	0.0	19.3	
PBT	114.4	-486.8	666.3	-596.3	
Tax	36.3	-46.1	190.7	-82.4	
PAT	78.0	-440.7	475.5	-513.9	
PAT Margins (%)	3.6%	-20.0%	6.0%	-6.6%	
Diluted EPS (in Rs.)	0.50	-2.61	3.14	-3.05	

\*EBITDA is adjusted for FX gain / loss

## **Consolidated Balance Sheet**



Particulars (Rs. In Mn)	Mar - 23	Mar - 24	Particulars (Rs. In Mn)	Mar - 23	Mar - 24
Equity			Non-Current assets		
Equity Share Capital	157.1	167.5	Property, Plant and Equipment	7,525.2	7,122.4
Other Equity	8,036.6	8,480.0	Capital Work-In-Progress	408.4	455.6
Minority interest	47.1	-78.0	Right use of assets	410.8	445.2
Total Equity	8,240.8	8,569.5	Goodwill	527.9	470.8
Non-Current Liabilities			Other Intangible Assets	112.2	125.1
Financial Liabilities			Intangible assets under development	21.9	3.1
Borrowings	4,081.0	3,327.2	Financial Assets		
Lease Liabilities	143.3	171.6	Investments	79.6	78.8
Other Liabilities	3.0	3.3	Other Financial Assets	166.2	138.8
Provisions	48.1	51.1	Deferred tax assets	299.8	405.0
Deferred Tax Liabilities (Net)	151.0	68.4	Income Tax Assets	125.8	211.8
Other non-current liabilities	3.9	3.5	Other Non-Current Assets	45.1	54.1
			<b>Total Non-Current Assets</b>	9,722.8	9,510.6
Total Non-Current Liabilities	4,430.3	3,625.5	Current Assets		
Current Liabilities			Inventories	5,681.4	5,127.0
Financial Liabilities			Financial Assets		
Borrowings	3,714.9	3,249.4	Trade Receivables	3,045.9	2,851.5
Lease Liabilities	66.3	82.1	Cash and Cash Equivalents	937.4	802.5
Trade Payables	2,883.5	3,246.4	Bank Balances	54.9	132.8
Other Financial Liabilities	639.2	319.3	Loans	101.4	100.6
Other Current Liabilities	378.6	327.7	Other Financial Assets	41.4	18.1
Provisions	104.9	95.8	Other Current Assets	995.1	953.4
Current tax liabilities (Net)	142.5	1.9	Assets held for sale	20.7	20.7
<b>Total Current Liabilities</b>	7,929.9	7,322.7	Total Current Assets	10,857.5	9,986.0
<b>Total Equity and Liabilities</b>	20,601.0	19,517.2	Total Assets	20,601.0	19,517.2



## **Consolidated Cash Flow Statement**



Particulars (Rs. In mn)	Mar - 23	Mar - 24
Net Profit Before Tax	803.8	-992.4
Adjustments for: Non-Cash Items / Other Investment or Financial Items	1295.0	2,540.9
Operating profit before working capital changes	2,098.8	1,548.4
Changes in working capital	710.9	316.8
Cash generated from Operations	710.9	1,865.2
Direct taxes paid (net of refund)	-202.0	-475.3
Net Cash from Operating Activities	509.0	1,389.8
Net Cash from Investing Activities	-1246.3	-665.0
Net Cash from Financing Activities	596.6	-859.7
Net Decrease in Cash and Cash equivalents	-140.7	-134.9
Add: Cash & Cash equivalents at the beginning of the period	1,078.1	937.4
Cash & Cash equivalents at the end of the period	937.4	802.5



# Touching Billions of Lives Daily

Vertical Integration | Green Chemistry | R&D | Innovative Solutions



## **Company Overview**





#### **Catering Diverse Industries**



Food and Beverage



Animal Nutrition



Pet Food



Flavours & Fragrances

Petrochemicals



Supplements



Pharmaceuticals & Pharma Intermediates





Polymers



Agrochemicals



Rendering







Personal Care & Home Care



Incense Sticks

\*Breakup excludes revenue from Other Products 13

## **Global Footprint**









**5** Application Laboratories





2 R&D Centres

CFS has multiple operational facilities, R&D centers and application laboratories located across multiple continents to cater to the needs of customers.

#### **Manufacturing Strength**

- ➤ Leveraging the power of vertical integration, CFS possesses state-of-the-art facilities that enable large-scale production while upholding rigorous quality benchmarks
- > Existing facilities across four continents have a total capacity of 61,000+ MT
- ➤ The backbone of vertically integrated production coupled with R&D and Application Laboratory efforts has been the key driver to reach out to diverse industries and numerous markets

#### Capacity (in MT)



**31,000**Camlin Fine Sciences. India



12,000 CFS Europe SpA, Ital



6,000



**12,000**CFS Dresen, Mexico









# **Product Highlights**



		FY24	Sales Mix%	Key Products	End User Industries	Key Brands
Shelf-Life Solutions	Straights		26%	<ul> <li>TBHQ</li> <li>BHA</li> <li>Ascorbyl palmitate (ASP)</li> </ul>	<ul> <li>Pet Food</li> <li>Livestock Nutrition</li> <li>Food &amp; Beverages</li> <li>Fish Meal</li> <li>Animal Feed Mills</li> <li>Biodiesel</li> <li>Aquaculture</li> <li>Rendering</li> </ul>	NaSure Extending Shelf Life Naturally
	Blends		46%	<ul> <li>200+ custom formulations, encompassing both traditional and natural solutions (forward-integrated antioxidant blends)</li> </ul>	<ul> <li>These formulations are specifically tailored to meet the diverse needs of the industry</li> <li>Aim to increase focus on high-value blends and additives</li> </ul>	Xtendra shelf life solutions
Performan Chemicals		<b>&gt;</b>	26%	<ul> <li>HQ derivatives products like Chloranil, MEHQ, HQEE, TBHQ, PDMB, CME,</li> <li>CT derivative products like 4 TBC, Guethol, Veratrole, Guaiacol, 1, 2MDB</li> </ul>	<ul> <li>Petrochemicals</li> <li>Dyes &amp; Pigments</li> <li>Agrochemicals</li> <li>Polymers</li> <li>Printing Inks</li> </ul>	Dinamic Performance Chemicals
Aroma Ing	gredients		2%	› Vanillin, Ethyl Vanillin and Vanillin ex- clove (adorr™)	<ul> <li>&gt; Food &amp; Beverages</li> <li>&gt; Chocolate &amp;</li> <li>&gt; Confectionary</li> <li>&gt; Pharmaceutical</li> <li>&gt; Perfume &amp; Incense</li> </ul> > Flavors & Fragrance <ul> <li>Pakery</li> <li>Personal Care</li> <li>Animal Feed</li> </ul>	ads INTENSEGREE IN
Health & W	Vellness	 	0%	› Omega-3 fatty acids from micro-algae	<ul> <li>Pharmaceutical &amp; Pet Food         Nutraceuticals Food and Beverages</li> <li>Dietary Supplement Animal Feed</li> <li>Functional Foods</li> </ul>	BIOSUS <sup>TI</sup> OMEGA 20  DHA  20% DHA from algal biomass

## **Vertical Integration | Green Chemistry | R&D | Innovative Solutions**



Vertical Integration



Backward Integrated through Italy & Dahei Facilities for captive consumption and for **Downstream Progression** 

#### From Source, to Quality Solutions

- Efforts in both organic and inorganic expansions, showcases company's commitment to fortifying position in the market
- · Strategic focus on captive consumption ensures utilization of raw materials for downstream products
- · Strategic forward integration into Blends and Vanillin swings company's business model to high-value additives / solutions

**Green Chemistry** 



#### **Green chemistry goals at CFS**

- Promoting use of energy-efficient processes
- Minimizing the generation of waste during chemical
- Synthesis Supporting end consumers clean-label demands

#### The integration of green chemistry encompasses the following

- · Finding ways to adopt new ecosystems to include new materials, processes, and alternatives to nature's finite resources like briquette instead of coal as an energy source
- · Solvent, one of the largest waste components in the manufacturing process is recovered, purified and repurposed for manufacturing process
- · Through fermentation technology, company work on developing products like nutritional lipids in a sustainable form for the food and beverage, pet food, and animal nutrition industries

R&D



India | Italy | Mexico



**Application** 

India | Italy | Brazil | USA | Mexico

#### Exploring new horizons

- Add value to existing products
- Integrate customized, enhanced applications
- Develop derivatives for Hydroguinone and Catechol
- Improve current process for efficient manufacturing and better products
- Develop new products for a more comprehensive and robust portfolio

**Innovative** Solution



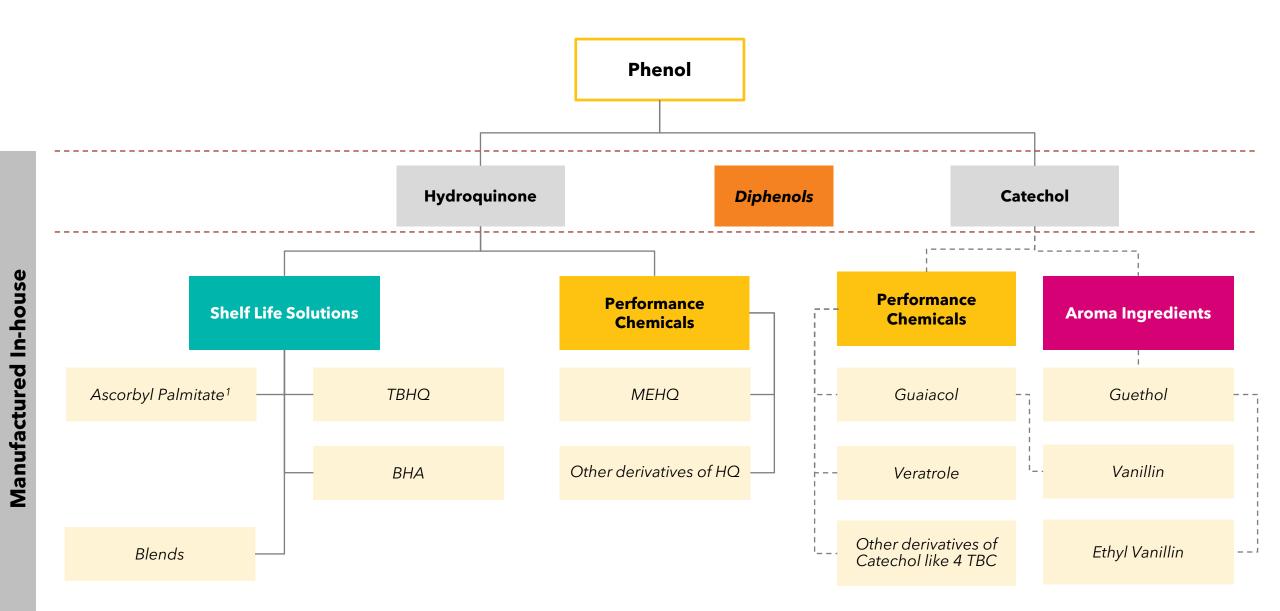
**Expanding Innovative Solutions** 

#### Building a purposeful portfolio

- Establishing CFS as a strong player across food and feed protection, safety solutions, sensory sciences, functional excellence, performance chemicals, health and nutrition
- Vertically integrated across the value chain, giving customers complete control
- An extensive global footprint enabling us to make a localized impact through enhanced accessibility, customer convenience, and a wide array of sustainable solutions

## **Integration Chain**





<sup>&</sup>lt;sup>1</sup> Ascorbyl Palmitate is not a part of HQ / Catechol value-chain and is manufactured from ascorbic acid





As a responsible corporate, CFS understand the importance of Environmental, Social and Governance (ESG) practices in conducting business ethically. Company's commitment to ESG extends beyond compliance with regulations and laws. Company aims to minimize environmental impact, promote social responsibility and ensure good governance.

**Environment** 



- Dedicated to sustainability and done few initiatives from reducing food waste to sourcing clean energy
- Constantly seeking new ways to promote eco-friendliness
- Main goal by 2030 is to switch to renewable electricity for all manufacturing facilities. Currently, company is exploring different options to achieve this goal
- Specifically target food segments that require improved shelf life
- Offer solutions for improving nutrition, health, and hygiene in livestock, resulting in enhanced Food Conversion Ratio (FCR) and overall animal performance

**Social** 



- Supported Akhil Bharatiya Vanavasi Kalyan Ashram, Vanvasi Kalyan Ashram, Vivekananda Rock Memorial & Kendra, Aai Day Care Sanstha, and Sangopita to improve quality of life and sustain humanity
- Employee Wellness Initiatives to provides nutritionist consulting, diet planning, gym access, and frequent health monitoring to boost employee wellness





Governance



- Have a Governance Board that comprises highly skilled and visionary leaders from diverse backgrounds, bringing a wealth of technical and business expertise to the table
- Actively participate in brainstorming sessions with the aim of formulating comprehensive strategies and policies



## **Board of Directors**



Name	Profile
Ashish Dandekar Chairman & Managing Director	<ul> <li>Over three decades of experience in pharmaceuticals and specialty chemical products including business planning, information systems, research</li> <li>&amp; development, product development, and marketing</li> <li>Holds a BA in Economics and Management studies from Temple University, USA</li> </ul>
Nirmal Momaya Managing Director	<ul> <li>Qualified Chartered Accountant with over three decades of experience in finance, taxation, audit, and management consultancy</li> <li>Founder at Pagoda Advisors Pvt. Ltd, with a focus on consulting for various businesses as well as advising CFS on important business and strategic matters since 2009</li> </ul>
Arjun Dukane Executive Director - Technical	<ul> <li>Chemical Engineer with over three decades of experience in the chemical industry</li> <li>Has been associated with CFS for more than 15 years</li> </ul>
Harsha Raghavan Non-Executive Non-Independent Director	<ul> <li>Managing Partner of Convergent Finance LLP and ex-founding MD &amp; CEO of Fairbridge Capital (a Fairfax Company)</li> <li>Holds an MBA &amp; MSc in industrial engineering from Stanford University and a B.A from University of California, Berkeley</li> </ul>
Anagha Dandekar Non-Executive Non-Independent Director	<ul> <li>&gt; President &amp; co-founder of Hardware Renaissance, a manufacturer of handcrafted door hardware and accessories</li> <li>&gt; Holds an MBA in Finance from the University of South Carolina, USA</li> </ul>
Amol Shah Independent Director	<ul> <li>Managing Director of the MJ Group with over three decades of experience in the industry covering human healthcare, flavors/fragrances compounds, plant protection, and water treatment chemicals</li> <li>Holds an MBA from the University of Southern California and a Bachelor's in Engineering from the University of Kent</li> </ul>
Joseph Conrad D'souza Independent Director	<ul> <li>Erstwhile Member of Executive Management and Chief Investor Relations Officer of HDFC Ltd</li> <li>Board member of various HDFC group companies, Chalet Hotels, Nations Trust Bank, and Asianet Satellite Communications Ltd</li> <li>Holds an M.com from Mumbai University and an MBA from South Gujarat University</li> </ul>
Pradip Kanakia Independent Director	<ul> <li>Qualified Chartered Accountant (both England, Wales and India) with over three decades of experience</li> <li>Held leadership position in PWC &amp; KPMG, and currently Board member of Torrent Gas and Fable Fintech</li> </ul>
Sutapa Banerjee Independent Director	<ul> <li>Gold medalist in economics from XLRI India, and an Economics honors graduate from Presidency College Kolkata</li> <li>Over two decades of experience in the financial services industry and currently serves as an Independent Director on the boards of several companies</li> </ul>
Mahabaleshwar Palekar Independent Director	Over two decades of experience with corporates in India (Polychem & Atul) and MNCs (Unilever India and Rhodia India) Chemical engineer with a degree from the Institute of Chemical Technology (ICT) in Mumbai, India





## **Senior Management Team**

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Name	› Profile
Name	) Fidile
Ashish Dandekar Chairman & Managing Director	<ul> <li>Over three decades of experience in pharmaceuticals and specialty chemical products including business planning, information system research &amp; development, product development, and marketing</li> <li>Holds a BA in Economics and Management studies from Temple University, USA</li> </ul>
Nirmal Momaya Managing Director	<ul> <li>Qualified Chartered Accountant with over three decades of experience in finance, taxation, audit, and management consultancy</li> <li>Founder at Pagoda Advisors Pvt. Ltd, with a focus on consulting for various businesses as well as advising CFS on important business and strategic matters since 2009</li> </ul>
Arjun Dukane Executive Director- Technical	<ul> <li>Chemical Engineer with over three decades of experience in the chemical industry</li> <li>Has been associated with CFS for more than 15 years</li> </ul>
Santosh Parab Chief Financial Officer	<ul> <li>Over two decades of experience working auditing profession</li> <li>Previously worked at B.K. Khare &amp; Co, an Indian accounting firm</li> <li>Qualified Chartered Accountant with a Bachelor's degree in commerce</li> <li>Associated with CFS for 8 years</li> </ul>
Nilesh Jadhav Chief Operating Officer	<ul> <li>Chemical Engineer with around three decades of experience in the chemical industry including heading multilocational manufacturing sites</li> <li>Previously worked at Balaji Amines, Deepak Fertilizers &amp; Petrochemicals, Essar Refinery &amp; Schenectady</li> <li>Executive Management from IIM Bangalore and Piping Engineering from IIT Powai</li> </ul>
Eric Santos Vice President - Aroma Ingredients	<ul> <li>Over two decades of industry experience, previously worked as a commercial director at Solvay S.A.</li> <li>Holds a Bachelor's degree in chemistry</li> </ul>
Massimo Cupello Head - Italy operations	<ul> <li>Over three decades of experience in varied industries including food chocolate and private equity</li> <li>Previously worked at Ferrero Chocolate, Unopiu (Sinergo &amp; CCP) in Europe</li> <li>Holds an MBA in International Business and a Bachelor's degree in Science</li> </ul>
Jose Arturo Paulin Head - Mexico operations	<ul> <li>Over two decades of experience in the feed market (premix, feed additives, pet food, and rendering)</li> <li>Previously worked at Trouw Nutrition and Kemin Inc in Mexico</li> <li>Qualifed agriculture engineer</li> </ul>
Jennifer Igou Head - USA operations	<ul> <li>Over two decades of experience in food and pet-food space particularly in anti-oxidants &amp; Hydrocolloids</li> <li>Previously worked at Kemin Inc. USA &amp; FMC</li> <li>Holds a Bachelor's degree in Chemistry and Biology with an emphasis in Biomedicine</li> </ul>

## **Way Forward**



#### **Shelf-Life Solutions**

- Maintaining market leadership for Antioxidants
- Increasing focus on high margin blends and additives. These formulations are specifically tailored to meet the diverse needs of the industry
- Widen portfolio to provide a comprehensive solution for the food, pet food, biodiesel, livestock and aquaculture industries

#### **Performance Chemicals**

- Aim to expand Diphenol chain, specifically focusing on expanding downstream products
- Introduction of new products like CME, Chloranil, Napthol etc.
- Increasing manufacturing capacity of existing products through debottlenecking (MEHQ)
- Aim to give a major impetus to the 'Make in India' initiative by launching exciting products

#### **Aroma Ingredients**

- Introduce specialized and customized products within the vanillin range, catering to diverse application needs
- Actively pursuing an expansion in the aroma industry
- The production of Ethyl Vanillin and vanillin ex-clove (natural vanillin) completes comprehensive range of Vanillin offerings for the market
- Aim to achieve optimum capacity utilization in coming years

#### **Health and Wellness**

- Improving process stability, laying the framework for expanding into new markets, and investigating potential applications in existing ones are currently top priorities for Biosus<sup>TM</sup> DHA
- Aim is to establish a formidable presence in prominent markets such as Europe and the United States.



























# **Historical Financial Highlights**



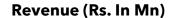
## **Historical Financial Highlights**

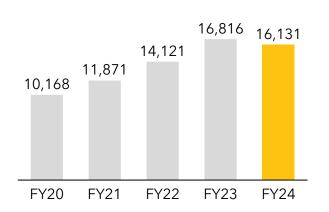


FY24

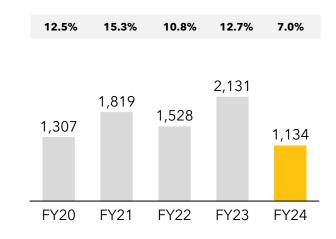
FY23

Margin

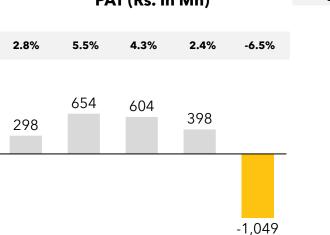




#### EBITDA (Rs. In Mn)

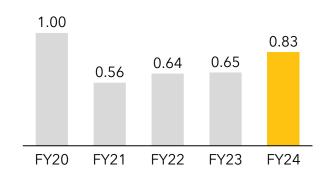


#### PAT (Rs. In Mn)



FY22

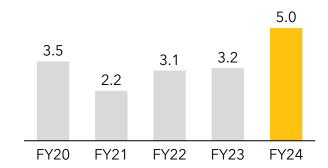
#### **Net Debt to Equity (x)**



#### Net Debt to EBITDA (x)

FY20

FY21



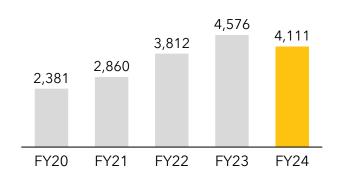
On Consolidated Basis

#### • • •

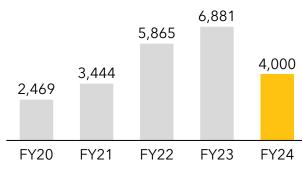
## **Operational Revenue Break-Up**



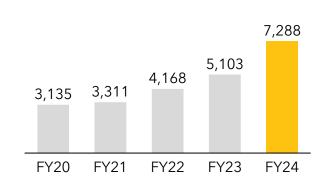
Shelf-Life Extension (Rs. In Mn)



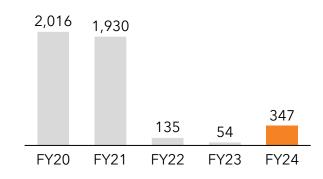
**Performance Chemicals (Rs. In Mn)** 



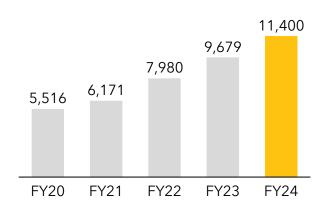
Blends (Rs. In Mn)



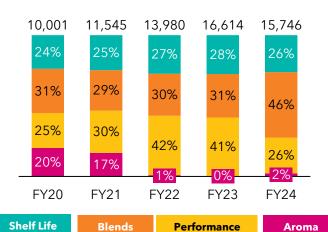
Aroma Chemicals (Rs. In Mn)



**Total Shelf-Life Solution (Rs. In Mn)** 



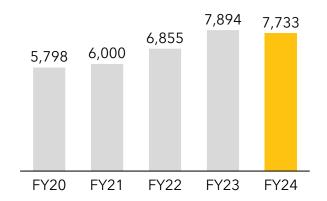
**Total Revenue Breakup (%)\*** 



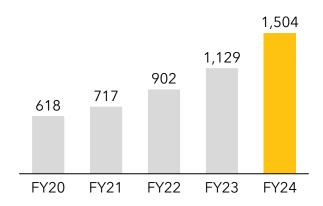
## **Regional Highlights**



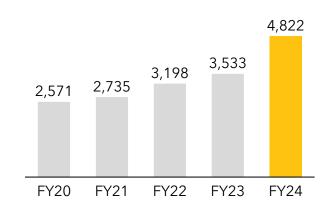
CFS India (Rs. In Mn)



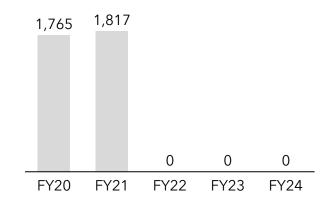
CFS Brazil (Rs. In Mn)



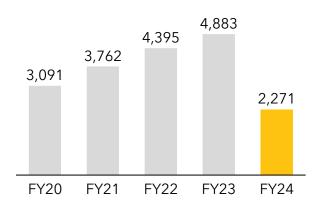
CFS Mexico (Rs. In Mn)



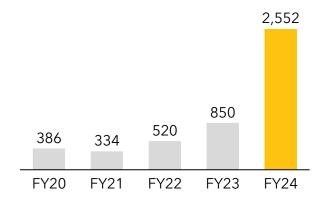
**CFS Wanglong (Rs. In Mn)** 



CFS Europe (Rs. In Mn)



**CFS North America (Rs. In Mn)** 







TOUCHING BILLIONS OF LIVES DAILY

### **Thank You!**



#### **Camlin Fine Sciences Ltd.**

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## $SGA^{\underline{\tt Strategic\ Growth\ Advisors}}$

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Ond Development