

09.11.2024

To,

National Stock Exchange of India Limited

"Exchange Plaza", Bandra-Kurla Complex,

Bandra (East) Mumbai 400 051

Floor- 25, P J Tower, Dalal Street, Mumbai 400 001

BSE Limited

SYMBOL:- EPIGRAL Scrip Code: 543332

Dear Sirs,

Sub.: Investors Presentation for Un-Audited Financial Results – Q2 FY2025

Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements)

Regulations, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Investors Presentation of Un-Audited Financial Results - Q2 FY2025.

The said Earnings Presentation is also available at www.epigral.com in the Investor Relations section.

This is for information and records.

Thanking you,

Yours faithfully,

For Epigral Limited

(formerly known as 'Meghmani Finechem Limited')

Gaurang Trivedi Company Secretary & Compliance Officer M. No. 22307

EPIGRAL

Epigral Limited (formerly known as Meghmani Finechem Limited)

Investor Presentation – Q2FY25





Disclaimer

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Epigral Limited (the "Company") solely for the information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company

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 differ materially from those in such forward-looking statements. The Risk and 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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. The Company does not make any promise to update/provide such presentation along with results to be declared in the coming years.

EPIGRAL

Q2FY2025 Result update



Q2FY25 - Key Highlights

Q2FY25 Operational Highlights:

- Sales volume grew 6% YoY, it majorly comes from Derivatives and Specialty business
- Capacity utilization stood at 83% in Q2FY25 vs 77% in Q2FY24
- YoY realizations dropped for all the products in range of 1% to 7%, except for Chloromethanes
- o QoQ Caustic Soda realization dropped by 9%. Realization marginally improved for value added products

Q2FY25 Financial Highlights:

- o Revenue stood at ₹ 632 Crore, growth of 32% YoY on account of volume growth from Derivative products
- o Revenue contribution from Derivatives & Specialty business increased to 59% in Q2FY25 vs 46% in Q2FY24
- o EBITDA stood at ₹ 178 Crore vs ₹ 108 Crore in Q2FY24, grew by 65% YoY
- EBIDTA margin stood at 29% in Q2FY25 vs 23% in Q2FY24 on account of increase in utilization and volume contribution from new projects commissioned
- PAT grew by 111% to ₹ 81 Crore. PAT margin grew to 13% vs 8% in Q2FY24
- ROCE grew to 24% as on 30th September 2024 vs 21% as on 30th September 2023
- o Net Debt / EBITDA reduced to 1.4x as on 30th September 2024 vs 1.8x as on 30th September 2023



H1FY25 - Key Highlights

H1FY25 Operational Highlights:

- Sales volume grew 17% YoY, it majorly comes from Derivatives and Specialty business
- Capacity utilization stood at 83% in H1FY25 vs 74% in H1FY24
- Realizations dropped for all the products in H1FY25 vs H1FY24

H1FY25 Financial Highlights:

- Revenue stood at ₹ 1,285 Crore, growth of 37% on account of volume growth from Derivative products
- Revenue contribution from Derivatives & Specialty business increased to 56% in H1FY25 vs 42% in H1FY24
- EBITDA stood at ₹ 355 Crore vs ₹ 203 Crore in H1FY24, grew by 75%
- EBIDTA margin stood at 28% in H1FY25 vs 22% in H1FY24 on account of increase in utilization and volume contribution from new projects commissioned
- o PAT grew by 139% to ₹ 166 Crore. PAT margin grew to 13% vs 7% in H1FY24



H1FY25 - Key Highlights

H1FY25 Strategic Highlights:

- Epigral spent ₹ 79 Crore on capex in H1FY25
- Epigral's board has approved to double its CPVC Resin and Epichlorohydrin (ECH) Capacity
 - CPVC Resin capacity will reach to 1,50,000 TPA, by adding additional 75,000 TPA
 - Epichlorohydrin capacity will reach to 1,00,000 TPA, by adding additional 50,000 TPA
- Epigral successfully raised ₹ 333 Crore through QIP. The funds will be helpful to support the growth plans of the company
- In April 2024, Epigral commissioned 45,000 TPA of additional capacity of CPVC Resin. Total capacity reached to 75,000 TPA
- o In June 2024, Epigral commissioned CPVC compound facility



CMD Message

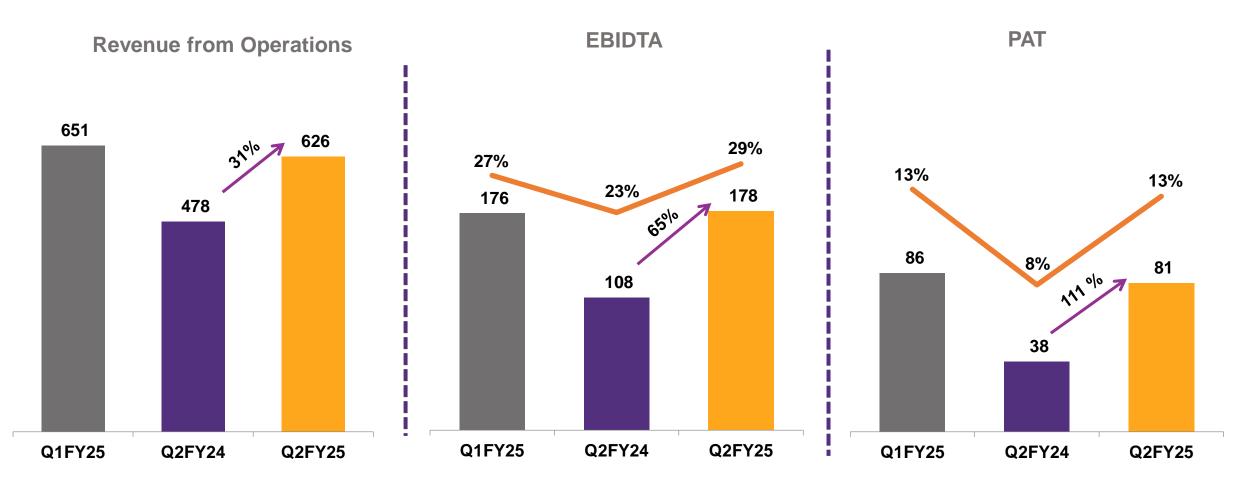
"Epigral witnessed the topline growth of 37% in H1FY25, on account of 17% sales volume growth coming from high value products of Derivatives and Specialty business, despite marginal drop in realizations for all the products. Revenue contribution from Derivative and Specialty business has reached to 59% in Q2FY25 vs 46% in Q2FY24

At Epigral we are focused on continuous growth and entering products which are 1st time in India. In line with that, we had entered into CPVC and ECH, import substitute products. Considering the acceptance of our product, market size and growing demand for both the products, we are excited to further expand in both the products and double it from our existing capacity. The additional capacities are expected to get commissioned by H1 of FY2027 and these projects are expected to contribute FY2027 onwards. Our strategy to diversify into value added products, strengthening our integrated complex and sustained investment in capex will help us efficiency of scale and create value for our shareholders."

- Mr. Maulik Patel, Chairman and Managing Director



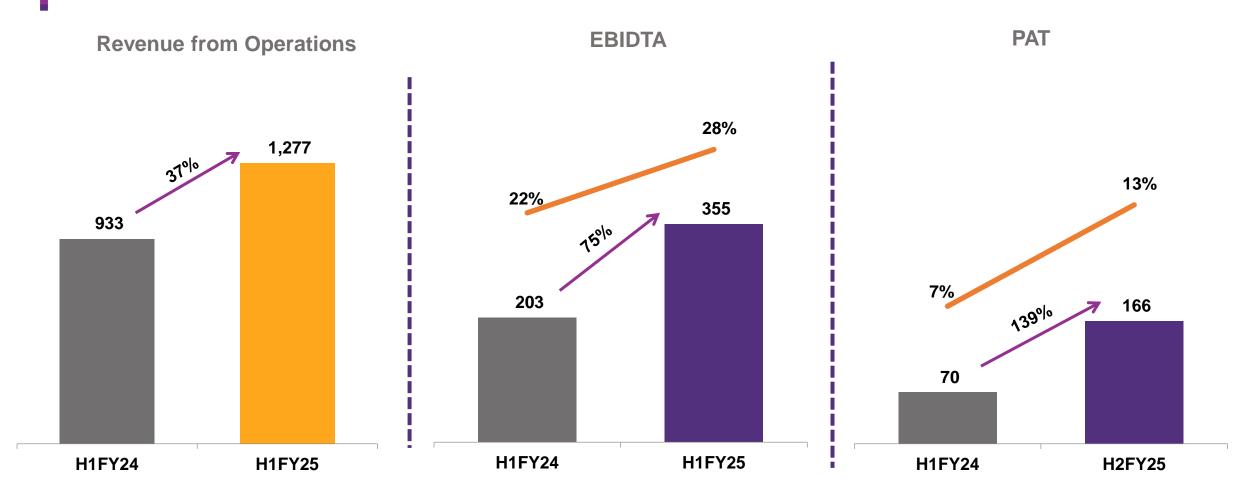
Q2FY25 Financial Highlights



₹ Crore — Margin -%



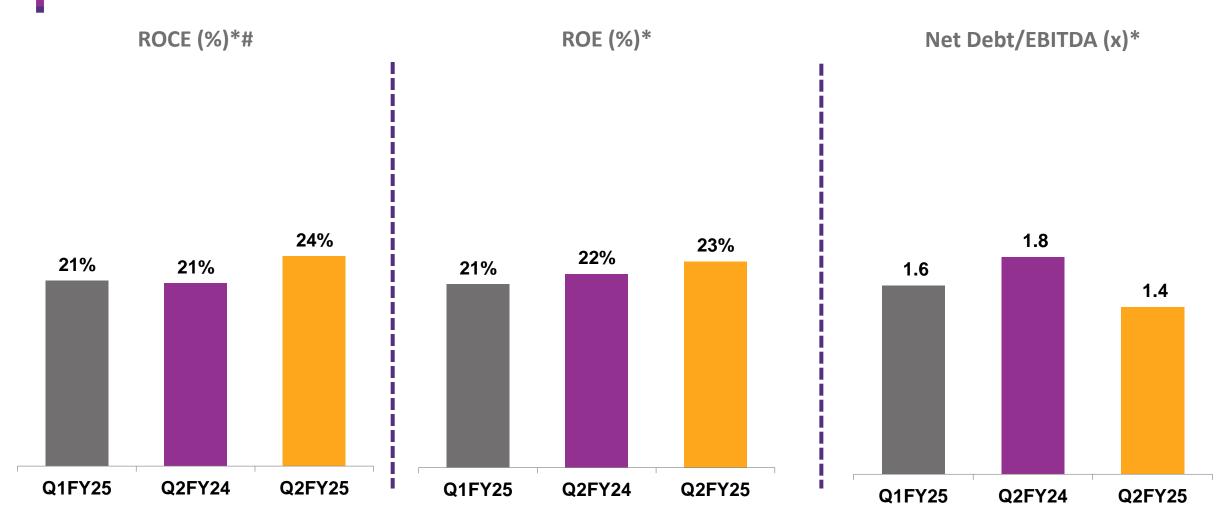
H1FY25 Financial Highlights



₹ Crore ——— Margin -%



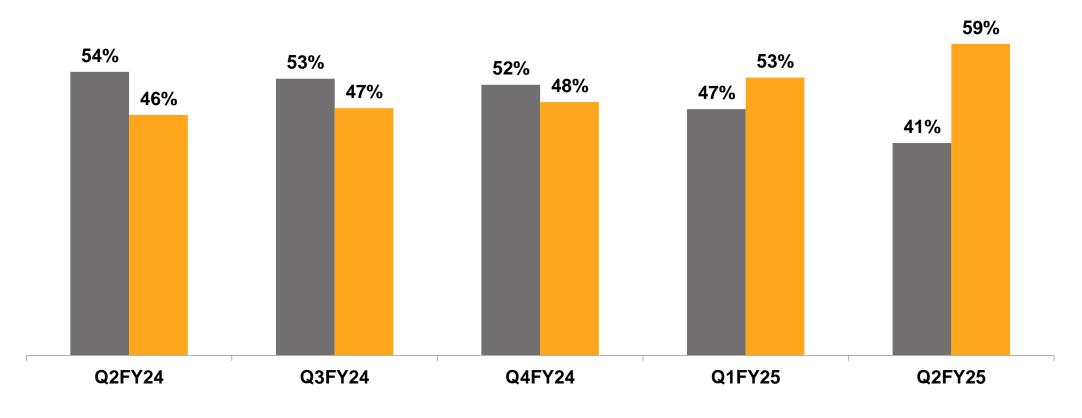
Key ratios as on 30th September 2024



^{*}TTM EBIT, PAT and EBITDA are considered for above ratios #Capital employed in ROCE includes Capital Work in Progress



Revenue Transition towards Derivatives & Specialty Chemicals



- Chlor-Alkali

- Derivatives & Specialty Chemical



Capex Plan – Enhancing CPVC and Epichlorohydrin capacity

CPVC

Project Details

- Additional capacity 75,000 TPA
- Total capacity after expansion 1,50,000 TPA (World's largest plant by capacity)
- Expected commissioning H1FY27

Rationale

- Demand in India is expected to grow at ~ 12% 13%
 CAGR
- Increasing Chlorine consumption in house, further strengthening integrated complex
- For CPVC, Epigral has established itself, for setting up plant, operating plant efficiently and having good market presence

Epichlorohydrin (ECH)

Project Details

- Additional capacity 50,000 TPA
- Total capacity after expansion 1,00,000 TPA (India's largest plant by capacity
- Expected commissioning H1FY27

Rationale

- Demand in India is expected to grow at high double digit %
- Increasing captive consumption of Chlorine, Hydrogen and Caustic Soda, further strengthening integrated complex
- For ECH, Epigral has established itself, for setting up plant, operating plant efficiently and having good market presence both in India and globally

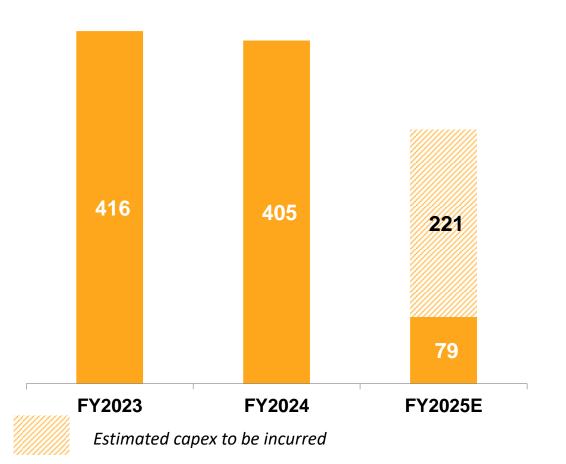
Capex Amount: ~ ₹ 780 Crore



Capex Project Update as on 30th September 2024

Product	Capacity	Expected Commissioning Date	% of project completed				
CPVC Resin (Additional)	45 KTPA	Commissioned 3 rd April 2024					
CPVC Compound	35 KTPA	Commissioned 29 th June 2024					
Chlorotoluenes Value Chain	-	Q2FY25	95%				
CPVC Resin (Additional)	75 KTPA	H1FY27	-				
Epichlorohydrin (Additional)	50 KTPA	H1FY27	-				

Capex Spends - ₹ Crore





Income Statement

Particulars (₹ Crore)			Quarterly	Half Yearly				
	Q2FY25	Q2FY24	YoY %	Q1FY25	QoQ %	H1FY25	H1FY24	YoY %
Total Revenue	632	479	32%	654	-3%	1,285	936	37%
Gross Profit	262	176	49%	262	0%	524	339	54%
Gross Margin (%)	42%	37 %		40%		41%	36%	
EBITDA	178	108	65%	176	1%	355	203	75%
EBITDA Margin (%)	29%	23%		27%		28%	22%	
Depreciation	32	32	2%	33	-4%	66	62	5%
Finance Cost	27	21	28%	14	92%	42	40	5%
PBT	124	56	122%	131	-5%	255	103	147%
PAT	81	38	111%	86	-6%	166	70	139%
PAT Margin (%)	13%	8%		13%		13%	7 %	
EPS (₹)	19.4	9.2		20.7		40.0	16.8	



Balance Sheet

Liabilities (₹ Crore)	FY23	FY24	H1FY25	Assets (₹ Cr)	FY23	FY24	H1FY25
Share Capital	42	42	42	Fixed Assets	1,962	2,249	2,262
Reserves & Surplus	1,028	1,213	1,358	Financial Assets	28	29	28
Long-Term Borrowings	435	492	467	Other Non-current Assets	23	14	15
Redeemable Preference Shares	100	55	0	Inventories	212	263	337
Other Non-current Liabilities	171	214	265	Trade Receivables	166	179	252
Short Term Borrowings	332	416	429	Cash & Bank Balances	15	7	6
Trade Payables	110	184	235	Loans & Advances	0	0	0
Other Current Liabilities	205	179	184	Other Current Assets	26	53	79
Short Term Provisions	0	0	0				
Total	2,432	2,794	2,979	Total	2,432	2,794	2,979

EPIGRAL

Company Overview



Company Overview



Founded: 2007



Employees:

~ 1000



Capacity: Chlor-Alkali# – 421 KTPA

Derivatives# – 235 KTPA



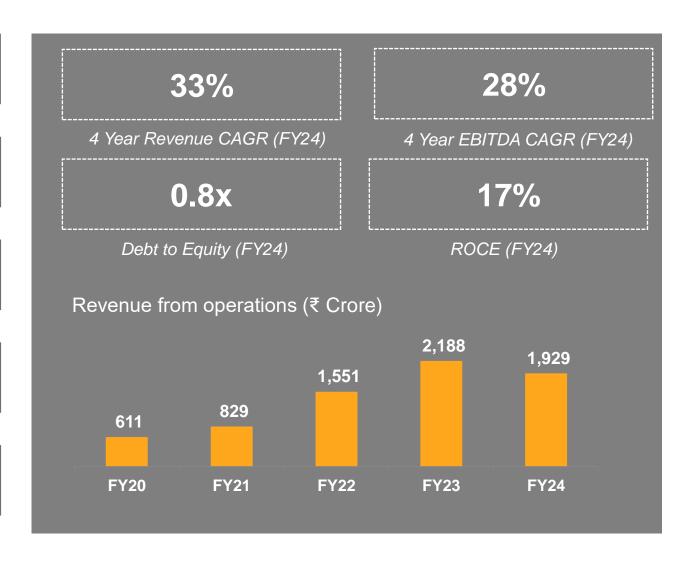
Certified:

Responsible Care Certificate



Manufacturing facility:

Fully-integrated & automated complex





Our Journey

FY 2007

Epigral Ltd (MFL) incorporated

FY 2010

Commissioned 1st Plant

- Caustic Soda 119 KTPA
- CPP 40 MW

FY 2015

Increased capacity to

- Caustic Soda 167
 KTPA
- CPP 60 MW

FY 2017

Commissioned

Caustic Potash –
 21 KTPA

Converted all Membrane to Zero Gap FY 2020

Commissioned

Chloromethanes –
 50 KTPA

Announced Capex

Epichlorohydrin –
 50 KTPA

FY 2021

Commissioned

Hydrogen Peroxide
 – 60 KTPA

Increased capacity to

- Caustic Soda 294
 KTPA
- CPP 96 MW

Awarded "Responsible Care" Certificate

FY 2022

Listed as an independent entity on 18th August 2021

Announced Capex

- Chlorotoluene & Value Chain
- Setting up R&D
 Centre

FY 2023

Commissioned

- Epichlorohydrin 50 KTPA
- CPVC Resin 30 KTPA

Increased capacity to
Caustic Soda – 400 KTPA
CPP – 132 MW

Announced Capex

- 18.34 MW Green Hybrid Power Plant
- CPVC Resin 45 KTPA

FY 2024

Renamed company from Meghmani Finechem to Epigral

Commissioned

 18.34 MW Green Hybrid Power Plant

Announced Capex

CPVC Compound –
 35 KTPA

FY 2025

Commissioned

- CPVC Resin 45 KTPA (Total capacity stood at 75 KTPA)
- CPVC Compound 35 KTPA

Announced Capex

- CPVC Resin additional 75 KTPA
- Epichlorohydrin additional 50 KTPA



Our Values



Teamwork

Passion

Relationships



CARING for

Quality Colleagues

EHS



AGILE On time

OTIF

Faster



MAKE IT

HAPPEN

Keep promises

Own the outcome



Chlor-Alkali

Caustic Soda (NaOH)

❖ Expected demand CAGR: ~ 8%







Alumina

Textile

Chemicals

- We are 4th largest producer in India
- Caustic Soda is basic raw material and caters to many industries. Major industries are alumina, textile, chemical, etc.
- Domestic demand for Caustic Soda is expected to increase to 5.0 million ton by FY2027
- Co-products are key raw material for our value added downstream products (CMS, H2O2, ECH and CPVC)

Caustic Potash (KOH)

❖ Expected Demand CAGR: ~ 8%





Agrochemicals

API

- We are 3rd largest producer in India
- Caustic Potash is majorly consumed in soap & detergent, agrochemical and pharmaceutical industry
- The India's capacity stands at 83 KTPA
- Co-products are key raw material for our value added downstream products (CMS, H2O2, ECH and CPVC)



Derivative Products

Chloromethanes (CMS)

Expected demand CAGR: ~ 12%







PTFE Pipes

Refrigerant Gas

- We are 5th largest producer in India
- CMS plant produces 3 products, MDC, Chloroform and CTC. It is majorly drive by MDC
- The India's capacity stands at 677 KPTA
- CMS is used majorly in pharmaceutical, refrigerant, Tetrafluoroethylene (TFE), etc.

Hydrogen Peroxide (H2O2)

Expected demand CAGR: ~ 10%







Paper & pulp

Textile

Chemicals

- We are 3rd largest producer in India
- H2O2 demand will continue to grow driven by diverse industrial uses – paper & pulp, textiles, effluent treatment, chemicals, etc.
- The India's capacity stands at 429 KTPA



Derivatives & Specialty Chemicals CPVC

Expected demand CAGR: ~ 13%





Pipes and Fixtures

- Largest producer in India
- Key raw material for heat resistant pipes
- Growing demand of CPVC in India for Pipe and Fittings in residential and commercial properties
- Cater to both CPVC Resin and CPVC compound customer
- India is net importer of CPVC

Epichlorohydrin (ECH)

❖ Expected demand CAGR: ~ 15%







Wind mill

Automobile

Adhesives

- 1st company in India to produce sustainable bio based ECH
- Domestic alternative for 100% imported product
- Consuming Chlorine, Hydrogen and Caustic Soda –
 Strengthening integrated complex
- Catering to epoxy resin, pharmaceutical, water treatment chemicals and various other industries



Derivatives & Specialty Chemicals

Chlorotoluenes Value Chain

Expected demand CAGR: Double digit %





Agrochemicals

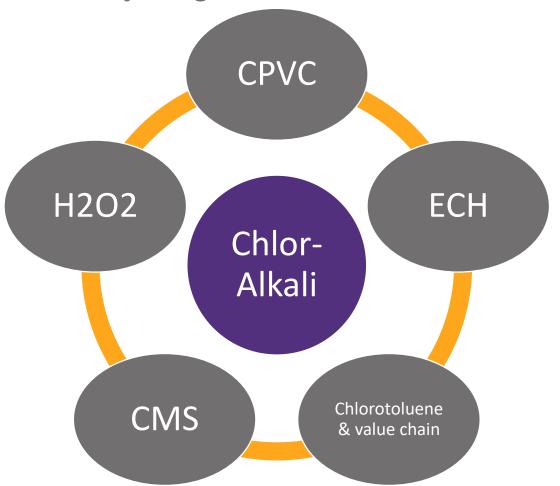
API

- o 1st company in India to commission this value chain
- Will serve Intermediates for manufacturing pharmaceutical and agrochemical active ingredients
- In 1st phase, ~ 10 to 12 set of products will be manufactured through following reactions – Chlorination, Photo Chlorination, Hydrolysis and Cyanation
- Chlorine will be consumed as raw material strengthening integrated complex



Diversified and integrated portfolio

Fully Integrated Product Portfolio



High Value Products

Import Substitution – Make in India

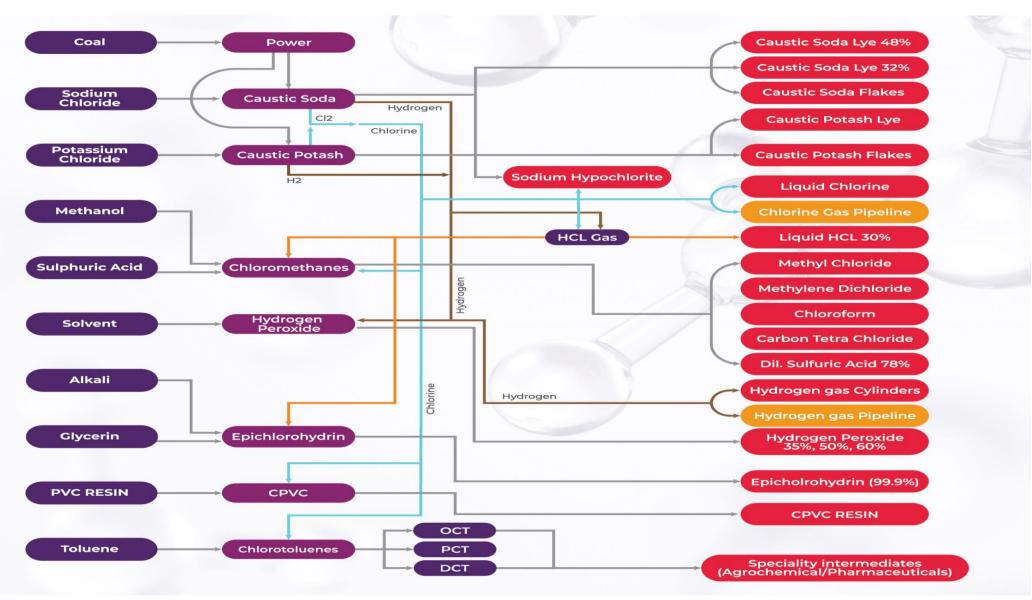
Diversified End User Industries

Sole Manufacturer of ECH in India

Diversifying Portfolio; De-Risking Business Model



Fully Integrated Complex





Competitive Strength



Well Invested Infrastructure

- State of the art manufacturing facility
- Strategic location with close connectivity to ports and raw material availability.
- Secured land for future growth of 5 to 7 years



Well established brand

- Epigral is a known brand in Indian chemical market
- Serving domestic customers for last 14 Yrs
- Pan India reach through a wide network of distributors



Focused on Efficiency

- Low cost operations as fully backward and forward integration
- Fully automated complex
- Continuous addition of value added products



Diversified Application Base

- Catering to more than 15 industries
- Revenue split is evened out among customer base
- End user market growing rapidly

Underpinned by a Technically Qualified Leadership Team



Catering to high growth industries

Increased market potential & higher growth exposure



The addressable market for Epigral is growing ~10-13% in the next 5 years



Key Customers



























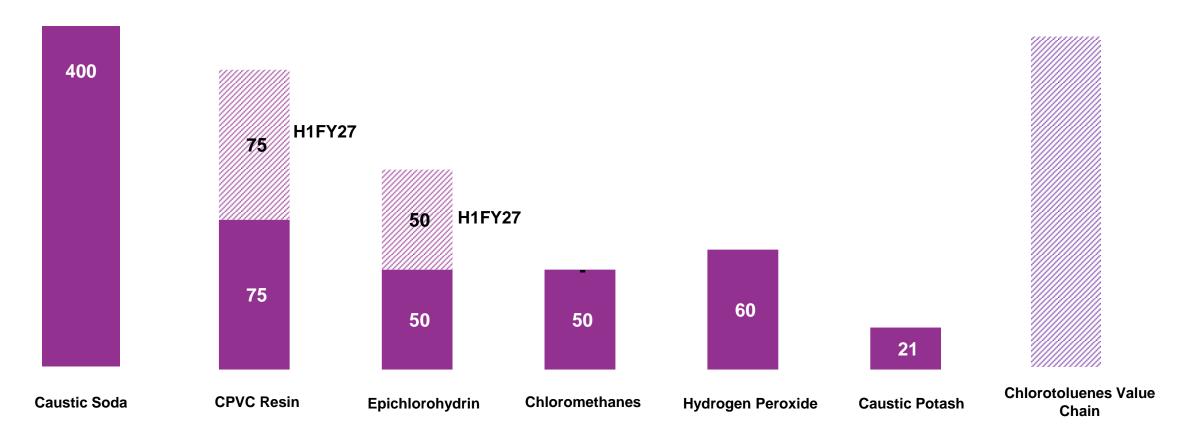






Capacities

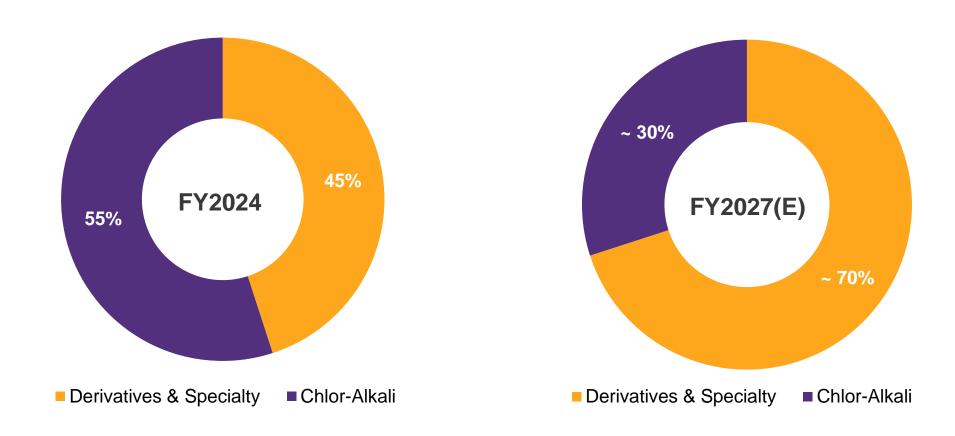
Manufacturing Plant Capacity (KTPA)







Transitioning towards Derivatives & Specialty Chemicals



Revenue from the derivatives and specialty segment to be ~ 70% by FY27E



Research & Development Centre

- A step towards strengthening presence in Specialty chemicals
- Location Changodar, Ahmedabad
- R&D center will be used for creating further molecules for Chlorotoluene and other new molecules, which will be intermediates for pharmaceutical and agrochemical active ingredients

Our reaction expertise

- Electrolysis
- Hydrogenation
- Ring Chlorination
- Hydrolysis
- Cyanation

- Chlorination
- Hydro Chlorination
- Photo Chlorination
- Diazotization
- Oxidation





Focused on ESG

ENVIRONMENT



- Focused on using best technology to manage critical resources, to moderate the consumption of energy and natural resources and drive operations efficiently
- o Focus is to manufacture more from less, basis for environment responsibility
- o Entered in JV to set up 18.34 MW Wind-Solar Hybrid Power Plant for internal consumption
- o Intend is to minimize effluents discharge while moderating water consumption
- o First company to produce sustainable bio-based Epichlorohydrin
- Safety protocols imbibing in the culture of the company and timely management review safety systems with quantified leading and lagging indicators



SOCIAL RESPONSIBILITY



- Employees Investment in culture of excellence, timely training, scope for growth, talent investment, extensive safety provisions and supporting financially and mentally in difficult times
- Community Engaged community around manufacturing plant. Supporting them in difficult times. Deeply rooted CSR in the area of education, health & family welfare, sustainable livelihood, infrastructure and other social activities
- Customers and vendors Strong and long relation with customers and vendors. Over a period built on ecosystem of vendors and primary customers

GOVERNANCE



- o Qualified and experienced board driving strategic decisions, ethics and values
- o Focus on managing the business in transparent manner with all stakeholders
- o All the strategic decisions are taken considering interest of minority shareholders
- Reputed statutory auditor SRBC & Co LLP
- o Timely disclosure of material announcements



Experienced and qualified board

Mr. Maulik Patel

Chairman & Managing Director

He has 16 years of experience in the chemical industry. He has played a key role in growth of Epigral. He actively looks after operations, projects expansion, identifying new products, building a team, etc. He has done MSc in chemical engineering and MBA.

Mr. Kaushal Soparkar

Executive Director

He has 15 years of experience in the chemical industry. He actively looks after finance, IT and Human Resource. He has done MS in Engineering Management.

Mr. Ankit Patel

Non-Executive, Non-Independent Director

He has 14 years of experience in the chemical industry. He is Chairman & Managing Director at Meghmani Organics Limited. He has done MS in Engineering Management and MBA.

Mr. Karana Patel

Non-Executive, Non-Independent Director

He has 14 years of experience in the chemical industry. He is Executive Director at Meghmani Organics Limited and looks after the Agrochemicals division. He has done diploma and B.E. in chemicals.

Mr. Darshan Patel

Non-Executive, Non-Independent Director

He has 13 years of experience in the chemical industry. He is Executive Director at Meghmani Organics Ltd and looks after the pigment division. He has done MS in Engineering Management and MBA.

Mr. Manu Patel

Non-Executive, Independent Director

He is a Chartered Accountant. He was associated with Zydus Group for 35 years and was heading Finance & Taxation. He has expertise in the field of Forex, Treasury and Credit Management.

Mr. Sanjay Asher

Non-Executive, Independent Director

He is a senior partner with M/s Crawford Bayley & Co and practicing advocate since 1991. He specializes in the field of M&A, JVs, Private Equity and Capital Markets. He is a CA and LLB graduate.

Mr. Kanu Patel

Non-Executive, Independent Director

He is CMD at Voltamp Transformers Ltd and has been associated with the company for more than 41 years. He has expertise in finance, marketing, commercial matters and strategic planning. He is a member of ICAI and ICSI.

Mr. Raju Swamy

Non-Executive, Independent Director

He is into management consulting in family business for over 35 years. He has expertise in marketing, projects and HR. He has done MBA from IIM Calcutta,

Mrs. Nirali Parikh

Non-Executive, Independent Director

She looks after finance and marketing at Parikh Sales. She has expertise in finance, accounting, capital markets, etc. She has done an MBA.

- Board comprises of accomplished and knowledgeable directors, contributing diverse expertise and perspective to our collective decision making
- 50% of the board comprises of Independent Directors
- Our 5 board committees are chaired by an Independent Director



Growth Strategy

Forward & Backward Integration:

- Scale up capacities in existing products
- New value added products in existing value chains
- Improved market position

Opportunities in high growth sectors:

- Explore opportunities in various sectors
- Increase presence & improve market share
- Entering into products which are fully imported

New Value Chains:

- Expand chemistry
 expertise to enter
 new value chains
 (specialty chemicals)
- Addition of new reaction capabilities

Achieving economies of scale:

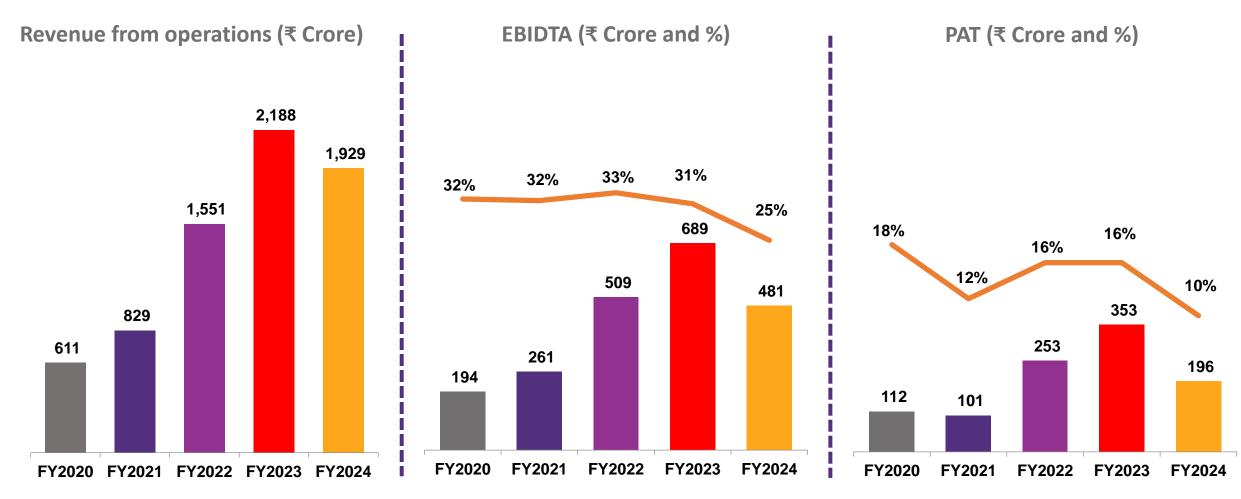
- Optimising existing complex
- Achieving efficiency operations to become a low cost producer

EPIGRAL

Historical numbers



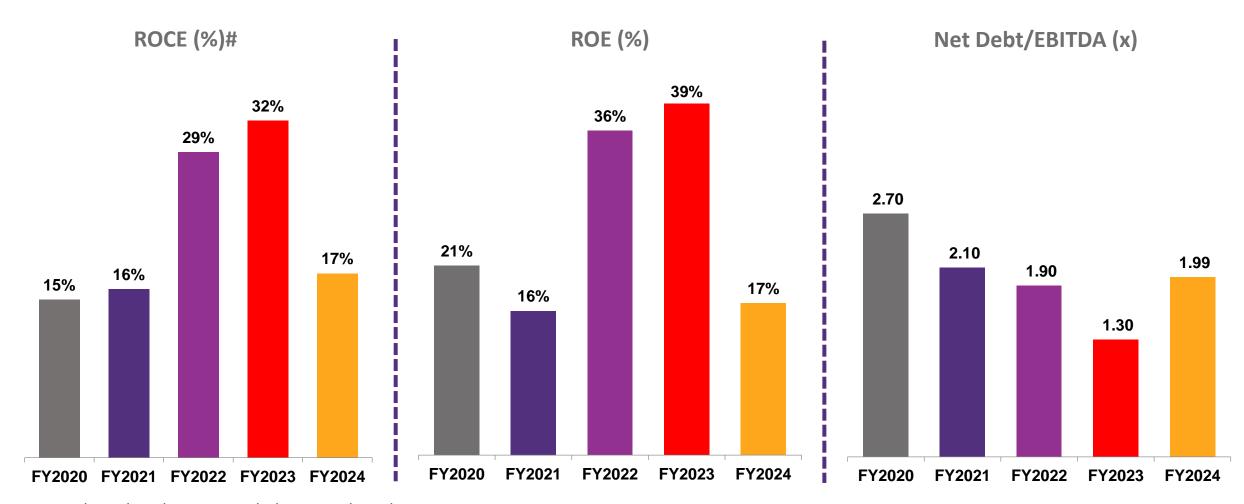
Financial Performance – P&L



----- Margin -%



Balance Sheet Ratios



#Capital employed in ROCE includes Capital Work in Progress



Historic Income Statement

Particulars (₹ Cr)	FY20	FY21	FY22	FY23	FY24
Total Revenue	613	831	1,555	2,196	1,936
Gross Profit	300	407	716	951	763
Gross Margin (%)	49%	49%	46%	43%	40%
EBITDA	194	261	509	689	481
EBITDA Margin (%)	32%	32%	33%	31%	25%
Depreciation	44	74	86	109	124
Finance Cost	11	29	44	66	73
PBT	141	161	383	523	291
PAT	112	101	253	353	196
PAT Margin (%)	18%	12%	16%	16%	10%
EPS (₹)	27.0	24.3	60.8	85.0	47.1



Historic Balance Sheet

Liabilities (₹ Cr)	FY22	FY23	FY24	Assets (₹ Cr)	FY22	FY23	FY24
Share Capital	42	42	42	Fixed Assets	1,657	1,962	2,249
Reserves & Surplus	684	1,028	1,213	Financial Assets	8	28	29
Long-Term Borrowings	557	435	492	Other Non-current Assets	11	23	14
Redeemable Preference Shares	211	110	55	Inventories	154	212	263
Other Non-current Liabilities	97	171	214	Trade Receivables	256	166	179
Short Term Borrowings	221	332	416	Cash & Bank Balances	25	15	7
Trade Payables	88	110	184	Loans & Advances	0	0	0
Other Current Liabilities	223	205	179	Other Current Assets	11	26	53
Short Term Provisions	0	0	0				
Total	2,124	2,432	2,794	Total	2,124	2,432	2,794

EPIGRAL Enhance to Exceed

Epigral Limited (Epigral), formerly known as Meghmani Finechem Ltd, incorporated in 2007, is a leading integrated manufacturer of chemicals in India. Epigral's Dahej facility is a backward and forward integrated and automated complex with a well-planned infrastructure. In India, Epigral is the first to set up an Epichlorohydrin plant and largest capacity plant of CPVC. Epigral is also a leading manufacturer of Caustic Soda, Caustic Potash, Chloromethanes, Hydrogen Peroxide, Chlorine and Hydrogen.

Epigral is strengthening its position in the specialty chemical segment by enhancing its capacity in CPVC, venturing into the Chlorotoluenes value chain and dedicated R&D centre. The company is focused on sustainable value creation for all its stakeholders and has been awarded with the Responsible Care certificate.

Through integral collaborations and exceptional solutions, Epigral strives to enhance value and exceed expectations, leaving an indelible mark on stakeholders and the industry.

For further information

Please log on to website - www.epigral.com

Milind Kotecha Investor Relations milind.kotecha@epigral.com

Corporate Office

Epigral Tower, B/h Safal Profitaire, Corporate Road, Prahladnagar, Ahmedabad 380015, Gujarat, India

Manufacturing Site

CH/1 and CH/2, GIDC Industrial Estate, Dahej, Tal. Vagra, Dist. Bharuch – 392130, Gujarat, India