

May 20, 2024

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

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

This is in continuation to our disclosure dated May 8, 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 investor presentation made for the aforesaid call.

It is clarified that the presentation and the information contained therein does not constitute or form part of an invitation or solicitation to offer to purchase or subscribe to any securities of the Company in any jurisdiction. This presentation has been prepared for information purposes only. The information contained in the presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment.

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

Registered Office:

Camlin Fine Sciences Limited, Floor 2 to 5, In G.S. Point, CST Road, Kalina, Santacruz (East), Mumbai 400 098. CIN: L74100MH1993PLC075361







Safe Harbour



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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



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
 - Negative margin on account of sell off of these products
 - Write-down of value of inventory of Catechol and it downstream held on to March 31, 2024 by an amount of Rs. 261 mn
- > Impact of cost incurred during the closure of CFS Europe
- > Impairment of Assets CFS Wanglong of Rs. 289 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	Q4 FY24	FY23	FY24
Revenue from Operation	4,267.1	4,016.9	16,815.6	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

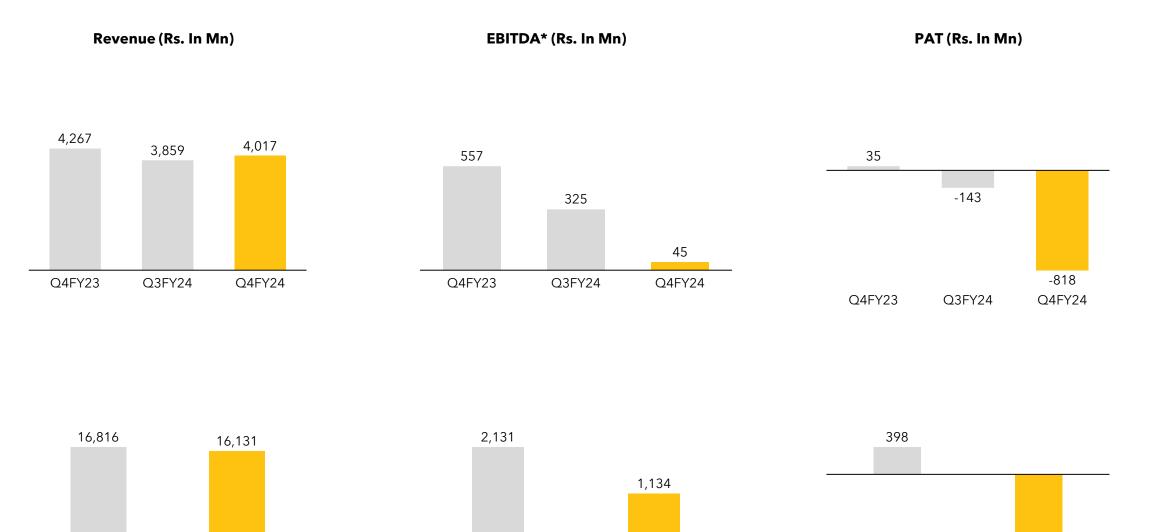
Due to planned re-purpose of China facility, Impairment Loss of CFS Wanglong Flavors (Ningbo) includes impairment provision towards fixed assets, goodwill, Inventories & receivables

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

•••• Q4 & FY24 Operational Highlights





FY24

FY23

FY24

FY23

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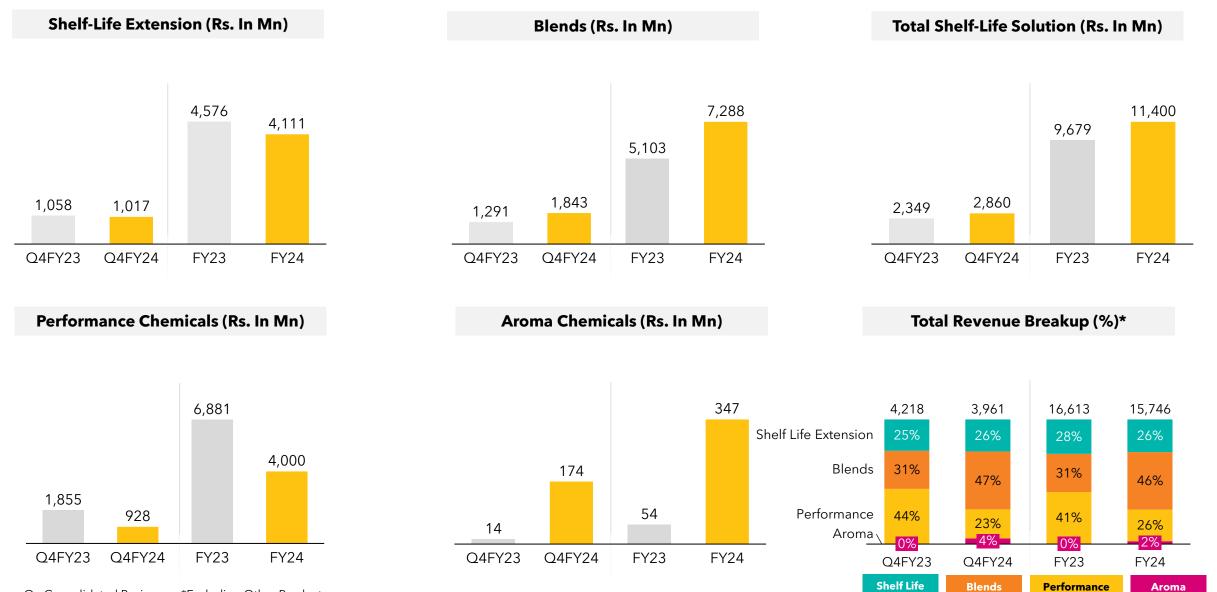
-1,049

FY24

FY23

••• Operational Revenue Break-up





On Consolidated Basis *Excluding Other Products

7

•••• Regional Highlights





On Consolidated Basis

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Standalone Profit & Loss Statement



Particulars (Rs. In Mn)	Q4 FY23	Q4 FY24 2,203.3	FY23	FY24
Revenue from Operation	2,181.6		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
РВТ	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
Equity		
Equity Share Capital	157.1	167.5
Other Equity	8,036.6	8,480.0
Minority interest	47.1	-78.0
Total Equity	8,240.8	8,569.5
Non-Current Liabilities		
Financial Liabilities		
Borrowings	4,081.0	3,327.2
Lease Liabilities	143.3	171.6
Other Liabilities	3.0	3.3
Provisions	48.1	51.1
Deferred Tax Liabilities (Net)	151.0	68.4
Other non-current liabilities	3.9	3.5
Total Non-Current Liabilities	4,430.3	3,625.5
Current Liabilities		
Financial Liabilities		
Borrowings	3,714.9	3,249.4
Lease Liabilities	66.3	82.1
Trade Payables	2,883.5	3,246.4
Other Financial Liabilities	639.2	319.3
Other Current Liabilities	378.6	327.7
Provisions	104.9	95.8
Current tax liabilities (Net)	142.5	1.9
Total Current Liabilities	7,929.9	7,322.7
Total Equity and Liabilities	20,601.0	19,517.2

Particulars (Rs. In Mn)	Mar - 23	Mar - 24			
Non-Current assets	Non-Current assets				
Property, Plant and Equipment	7,525.2	7,122.4			
Capital Work-In-Progress	408.4	455.6			
Right use of assets	410.8	445.2			
Goodwill	527.9	470.8			
Other Intangible Assets	112.2	125.1			
Intangible assets under development	21.9	3.1			
Financial Assets					
Investments	79.6	78.8			
Other Financial Assets	166.2	138.8			
Deferred tax assets	299.8	405.0			
Income Tax Assets	125.8	211.8			
Other Non-Current Assets	45.1	54.1			
Total Non-Current Assets	9,722.8	9,510.6			
Current Assets					
Inventories	5,681.4	5,127.0			
Financial Assets					
Trade Receivables	3,045.9	2,851.5			
Cash and Cash Equivalents	937.4	802.5			
Bank Balances	54.9	132.8			
Loans	101.4	100.6			
Other Financial Assets	41.4	18.1			
Other Current Assets	995.1	953.4			
Assets held for sale	20.7	20.7			
Total Current Assets	10,857.5	9,986.0			
Total Assets	20,601.0	19,517.2			

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Consolidated Cash Flow Statement

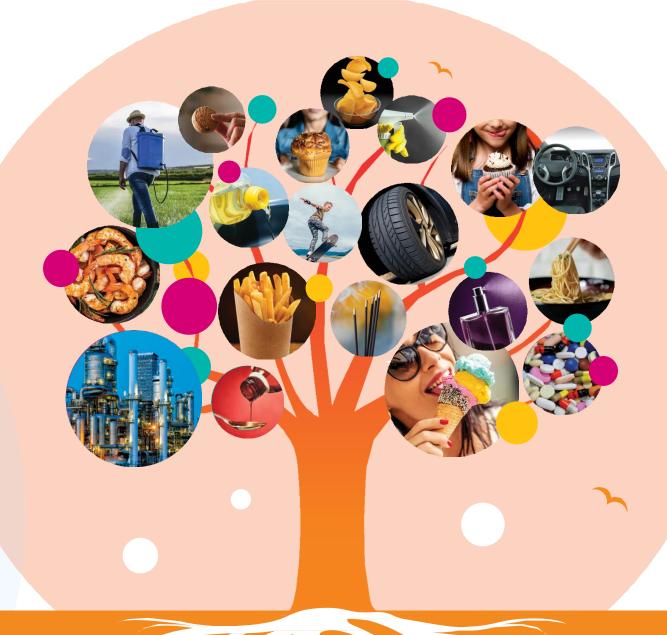


Particulars (Rs. In mn)	Mar - 23	Mar - 24
Net Profit Before Tax	803.8	-992.4
Adjustments for: Non-Cash Items / Other Investment or Financial Items	1295.0	2,540.9
Operating profit before working capital changes	2,098.8	1,548.4
Changes in working capital	710.9	1,865.2
Cash generated from Operations	710.9	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



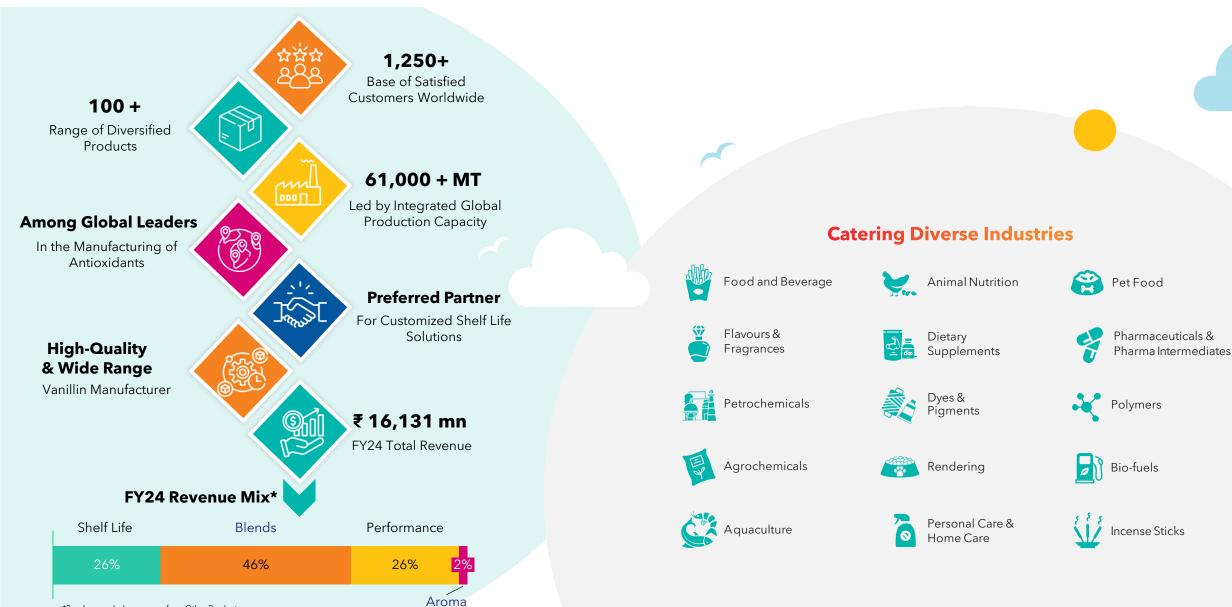
Touching Billions of Lives Daily

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



••• Company Overview





Global Footprint

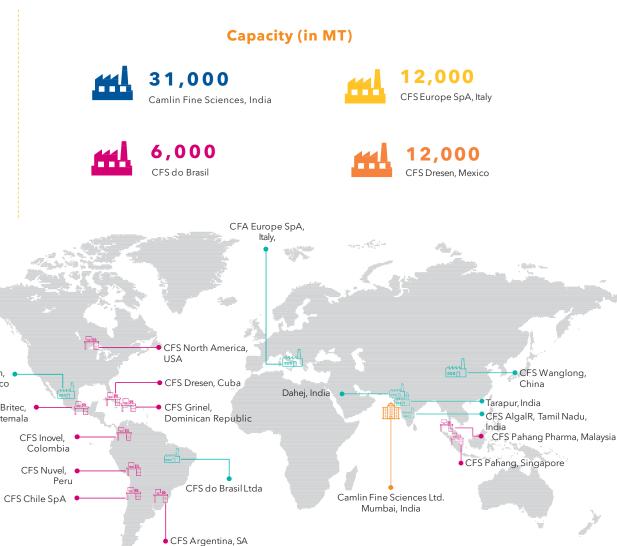




located across multiple continents to cater to the needs of customers.

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



Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

CFS Dresen,

Mexico

CFS Britec,

Guatemala

m

Headquarter

14

••• Product Highlights



		FY24 9	Sales Mix%	Key Products	End User Industries	Key Brands
Shelf-Life	Straights		26%	 > TBHQ > BHA > Ascorbyl palmitate (ASP) 	 Pet Food Animal Feed Mills Livestock Nutrition Biodiesel Food & Beverages Aquaculture Fish Meal Rendering 	NaSure Extending Shelf Life Naturally
Solutions	Blends		46 %	 200+ custom formulations, encompassing both traditional and natural solutions (forward-integrated antioxidant blends) 	 These formulations are specifically tailored to meet the diverse needs of the industry Aim to increase focus on high-value blends and additives 	Xtendra shelf life solutions
Performan Chemicals			26%	 HQ derivatives products like Chloranil, MEHQ, HQEE, TBHQ, PDMB, CME, CT derivative products like 4 TBC, Guethol, Veratrole, Guaiacol, 1, 2MDB 	 Petrochemicals Dyes & Pigments Agrochemicals Polymers Printing Inks 	Dinamic Performance Chemicals
Aroma Ing	yredients		2%	› Vanillin, Ethyl Vanillin and Vanillin ex- clove (adorr™)	 Food & Beverages Chocolate & Confectionary Pharmaceutical Perfume & Incense Flavors & Fragrance Bakery Personal Care Animal Feed 	adige (Construction of the sensory sciences of the sen
Health & W	/ellness		0%	 Omega-3 fatty acids from micro-algae 	 Pharmaceutical & > Pet Food Nutraceuticals > Food and Beverages Dietary Supplement > Animal Feed Functional Foods 	EIGSUS EIGSUS OMEGA 20 20% DHA from algal biomas

Vertical

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

Application

laboratories

India | Italy | Brazil | USA | Mexico





Backward Integrated through Italy & Dahej 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

R&D

India | Italy | Mexico

centres

- 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

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

R&D



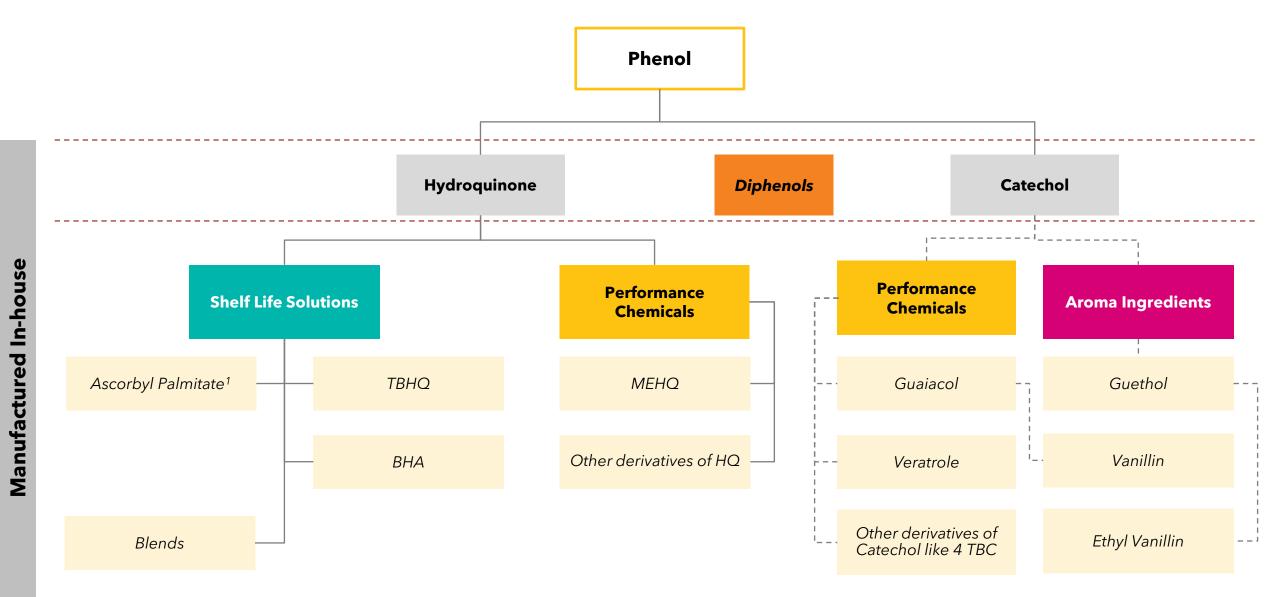
Expanding Innovative Solutions

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



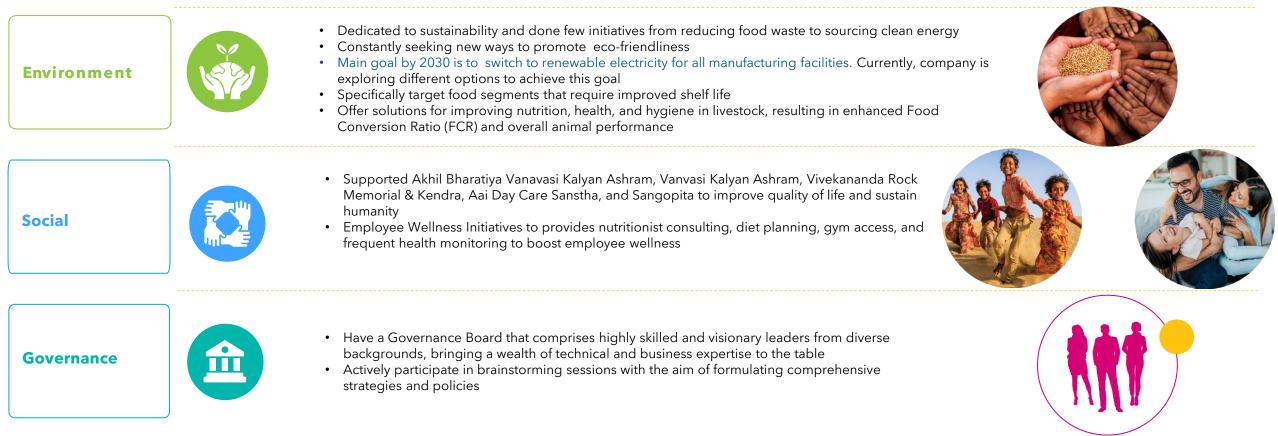


¹Ascorbyl Palmitate is not a part of HQ / Catechol value-chain and is manufactured from ascorbic acid





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.





Board of Directors



Name	Profile
Ashish Dandekar Chairman & Managing Director	 Over three decades of experience in pharmaceuticals and specialty chemical products including business planning, information systems, research & development, product development, and marketing Holds a BA in Economics and Management studies from Temple University, USA
Nirmal Momaya Managing Director	 Qualified Chartered Accountant with over three decades of experience in finance, taxation, audit, and management consultancy 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
Arjun Dukane Executive Director - Technical	 Chemical Engineer with over three decades of experience in the chemical industry Has been associated with CFS for more than 15 years
Harsha Raghavan Non-Executive Non-Independent Director	 Managing Partner of Convergent Finance LLP and ex-founding MD & CEO of Fairbridge Capital (a Fairfax Company) Holds an MBA & MSc in industrial engineering from Stanford University and a B.A from University of California, Berkeley
Anagha Dandekar Non-Executive Non-Independent Director	 President & co-founder of Hardware Renaissance, a manufacturer of handcrafted door hardware and accessories Holds an MBA in Finance from the University of South Carolina, USA
Amol Shah Independent Director	 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 Holds an MBA from the University of Southern California and a Bachelor's in Engineering from the University of Kent
Joseph Conrad D'souza Independent Director	 Erstwhile Member of Executive Management and Chief Investor Relations Officer of HDFC Ltd Board member of various HDFC group companies, Chalet Hotels, Nations Trust Bank, and Asianet Satellite Communications Ltd Holds an M.com from Mumbai University and an MBA from South Gujarat University
Pradip Kanakia Independent Director	 Qualified Chartered Accountant (both England, Wales and India) with over three decades of experience Held leadership position in PWC & KPMG, and currently Board member of Torrent Gas and Fable Fintech
Sutapa Banerjee Independent Director	 Gold medalist in economics from XLRI India, and an Economics honors graduate from Presidency College Kolkata Over two decades of experience in the financial services industry and currently serves as an Independent Director on the boards of several companies
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





Independent directors

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Senior Management Team



 Over three decades of experience in pharmaceuticals and specialty chemical products including business planning, information system research & development, product development, and marketing Holds a BA in Economics and Management studies from Temple University, USA
 Qualified Chartered Accountant with over three decades of experience in finance, taxation, audit, and management consultancy 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
 Chemical Engineer with over three decades of experience in the chemical industry Has been associated with CFS for more than 15 years
 Over two decades of experience working auditing profession Previously worked at B.K. Khare & Co, an Indian accounting firm Qualified Chartered Accountant with a Bachelor's degree in commerce Associated with CFS for 8 years
 Chemical Engineer with around three decades of experience in the chemical industry including heading multilocational manufacturing sites Previously worked at Balaji Amines, Deepak Fertilizers & Petrochemicals, Essar Refinery & Schenectady Executive Management from IIM Bangalore and Piping Engineering from IIT Powai
 Over two decades of industry experience, previously worked as a commercial director at Solvay S.A. Holds a Bachelor's degree in chemistry
 Over three decades of experience in varied industries including food chocolate and private equity Previously worked at Ferrero Chocolate, Unopiu (Sinergo & CCP) in Europe Holds an MBA in International Business and a Bachelor's degree in Science
 Over two decades of experience in the feed market (premix, feed additives, pet food, and rendering) Previously worked at Trouw Nutrition and Kemin Inc in Mexico Qualifed agriculture engineer
 Over two decades of experience in food and pet-food space particularly in anti-oxidants & Hydrocolloids Previously worked at Kemin Inc. USA & FMC Holds a Bachelor's degree in Chemistry and Biology with an emphasis in Biomedicine

••• 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

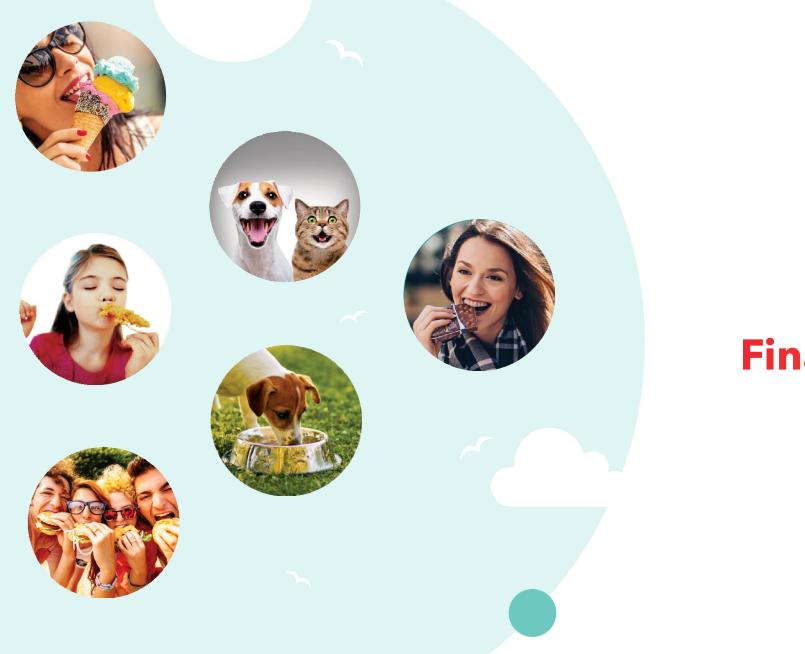
- Improving process stability, laying the framework for expanding into new markets, and investigating potential applications in existing ones are currently top priorities for Biosus [™] DHA
- Aim is to establish a formidable presence in prominent markets such as Europe and the United States.







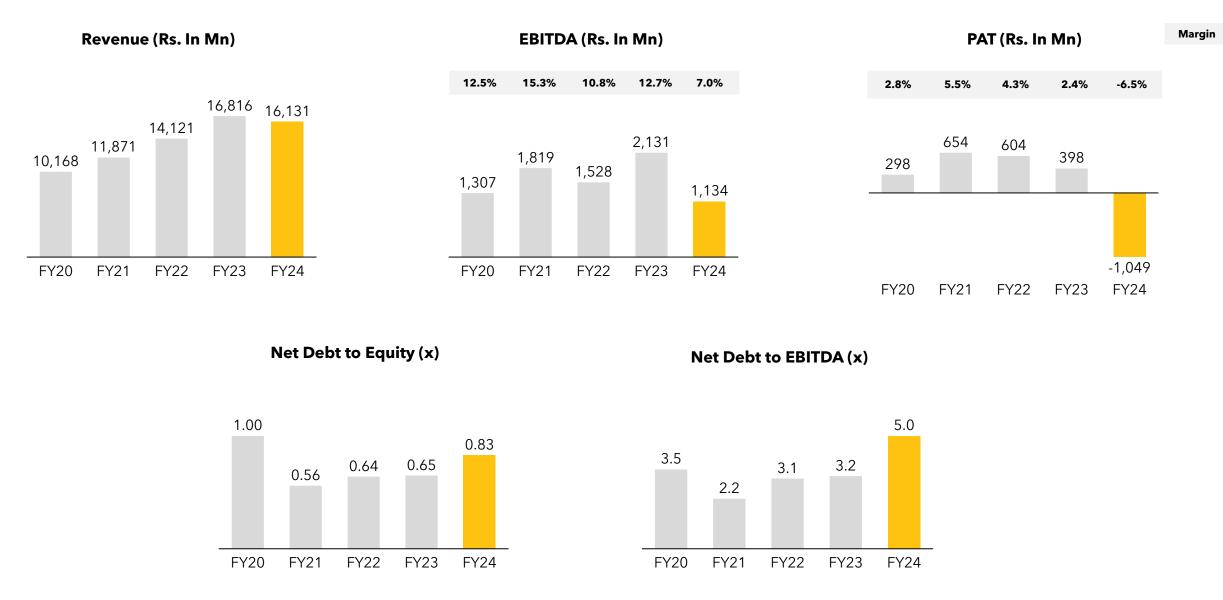






Historical Financial Highlights





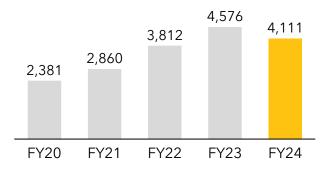
Operational Revenue Break-Up

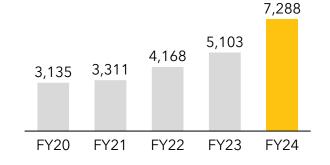


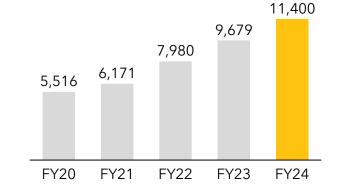
Shelf-Life Extension (Rs. In Mn)

Blends (Rs. In Mn)

Total Shelf-Life Solution (Rs. In Mn)



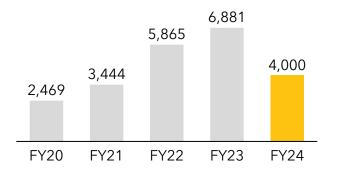


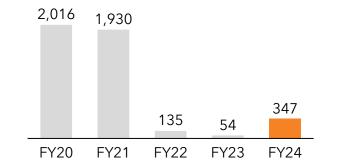


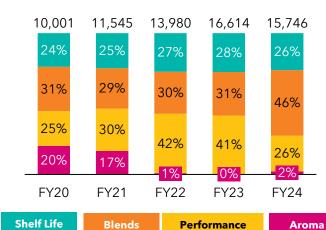
Performance Chemicals (Rs. In Mn)



Total Revenue Breakup (%)*





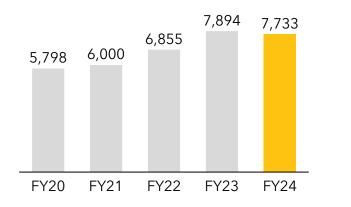


On Consolidated Basis *Excluding Other Products

•••• Regional Highlights

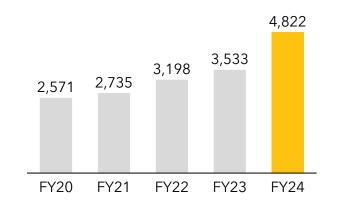


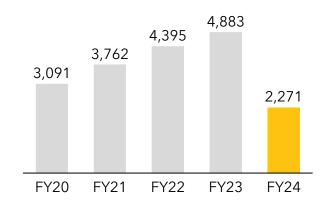
CFS India (Rs. In Mn)



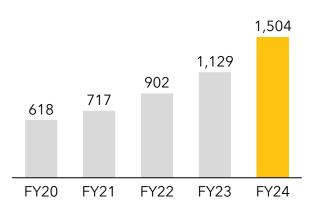
CFS Mexico (Rs. In Mn)

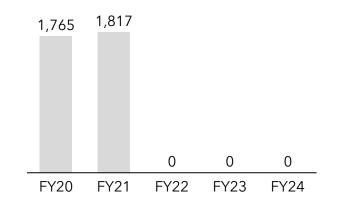
CFS Europe (Rs. In Mn)





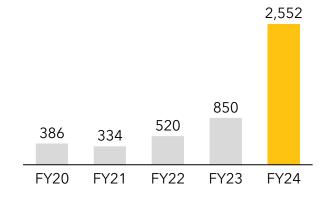
CFS Brazil (Rs. In Mn)







CFS North America (Rs. In Mn)





Thank You!



Camlin Fine Sciences Ltd. CIN - L74100MH1993PLCO75361 Mr. Santosh Parab- CFO Email - <u>santosh.parab@camlinfs.com</u> www.camlinfs.com

$\mathbf{SGA}^{\mathtt{Strategic Growth Advisors}}$

Strategic Growth Advisors Pvt. Ltd. CIN - U74140MH2010PTC204285 Mr. Shrikant Sangani / Ms. Shaily Patwa Email <u>- shrikant.sangani@sgapl.net / shaily.p@sgapl.net</u> Mobile No - 9619595686 / 9819494608 www.sgapl.net