

Date: 25th February, 2022

To,
BSE Limited,
Department of Corporate Service
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai- 400001

Scrip Code: 506687

Subject: Intimation of Schedule of Earnings Call on Monday, 7th March, 2022.

Dear Sir/Madam,

Given here below is the Schedule of Earnings Call on Q3 FY 2021-22 Results.

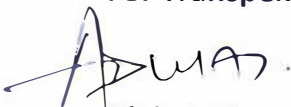
Date	Purpose	Type
Monday, 7th March, 2022 at 4:00 PM (IST)	To discuss the Operational and Financial Performance for Q3 FY 2021-22	Call

This is for the information of the exchange and members.

Thanking You,

Yours faithfully,

For Transpek Industry Limited



Alak D. Vyas

**Company Secretary &
Compliance Officer**



Transpek Industry Limited

Investor Presentation
February 2022

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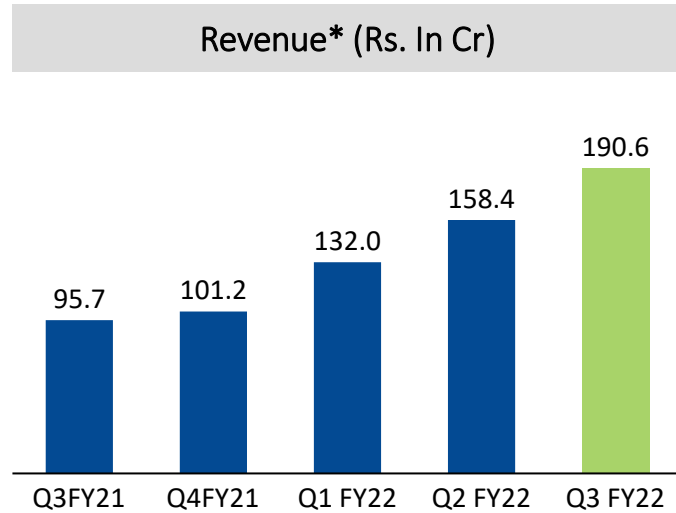
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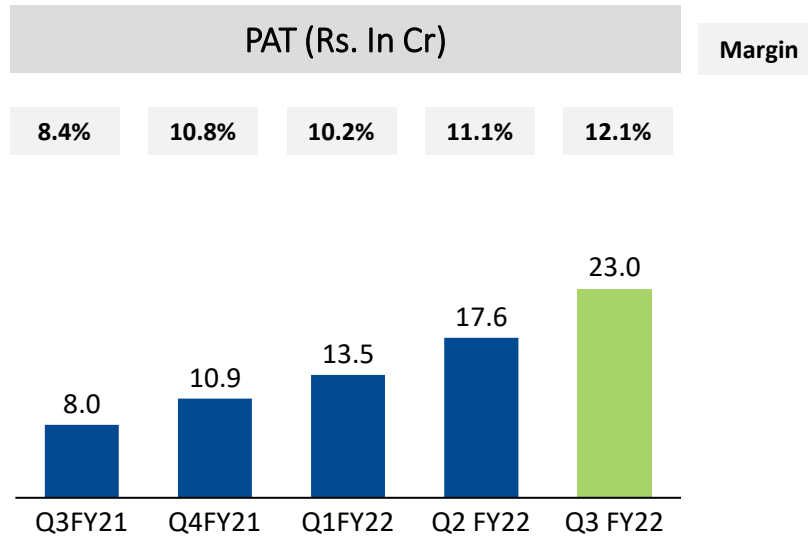
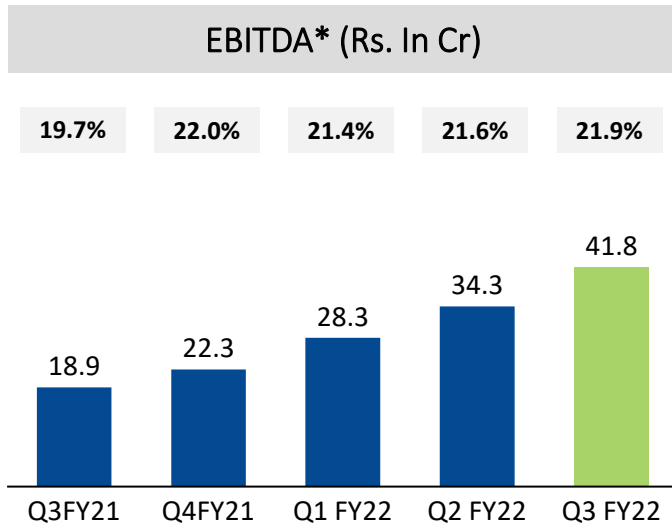
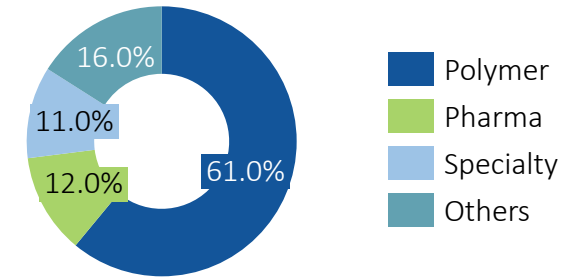
Q3 FY22 - Financial Highlights

- Over the last three quarters, business performance has improved as all major application industries rebounded gradually.
- We have introduced four new products in the same chemistry (chlorination) and expect higher volumes in the coming period.
- We identified some products in the non-chlorination category. Some of these are in the R&D stage, while some are awaiting customer approval for pilot/commercial production.
- We continue to remain in constant contact with the customers to consider potential opportunities.
- We are focused on retaining and improving market share on existing products and diversifying product portfolio with emphasis on environmental and safety measures.
- Our application for increase in production quantity is under process with Government Authorities and we will share more information as and when the approval is received.

Sequential Improvement in Performance



Q3 FY22 Sales Distribution based on Application

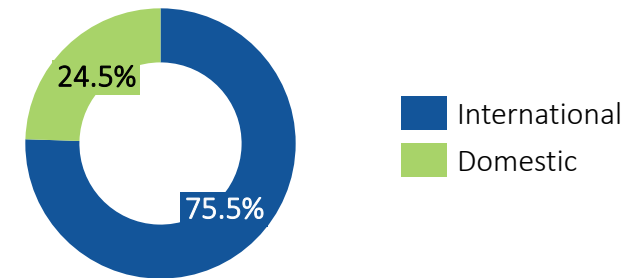


Margin

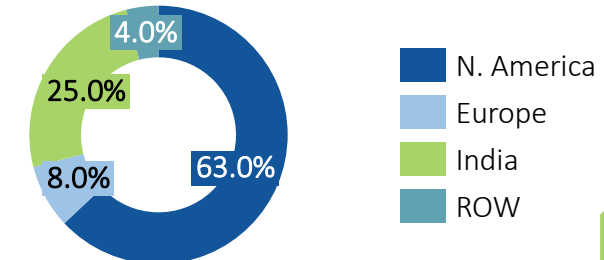
19.7% 22.0% 21.4% 21.6% 21.9%

8.4% 10.8% 10.2% 11.1% 12.1%

Q3 FY22 - Revenue Breakup



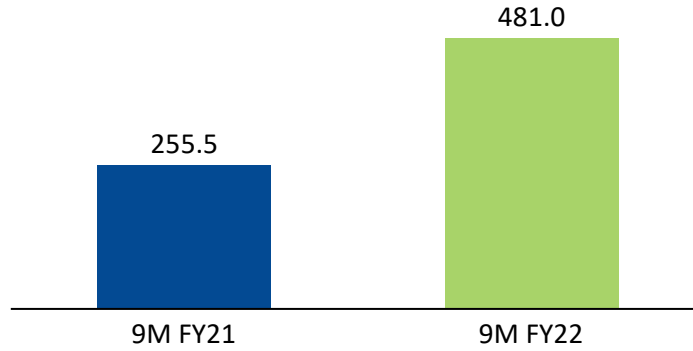
Q3 FY22 - Region wise break up



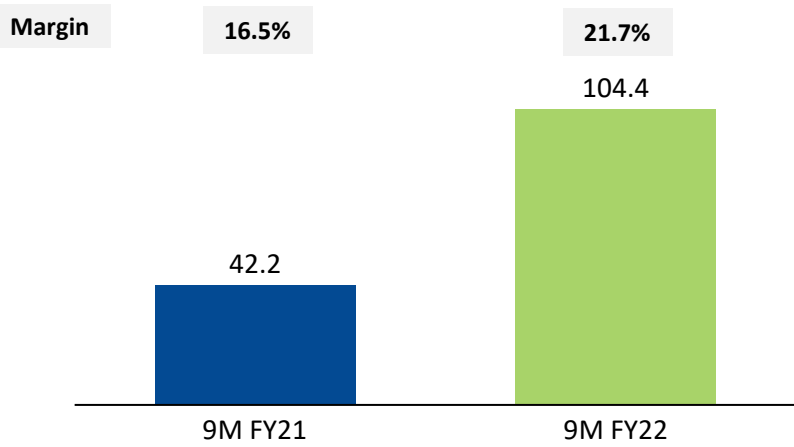
*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales

Performance Highlights

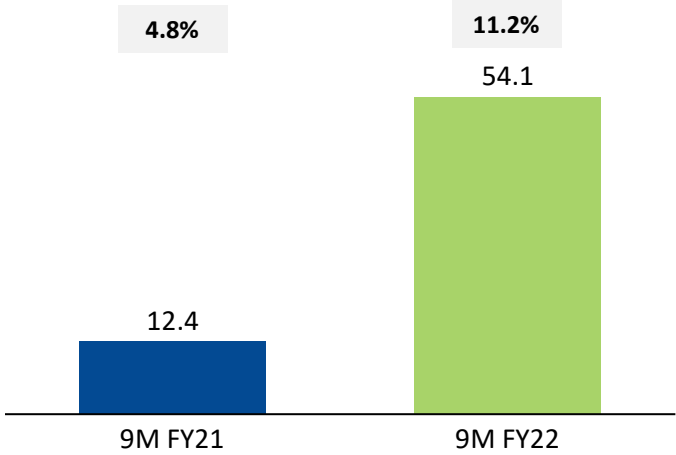
Revenue* (Rs. In Cr)



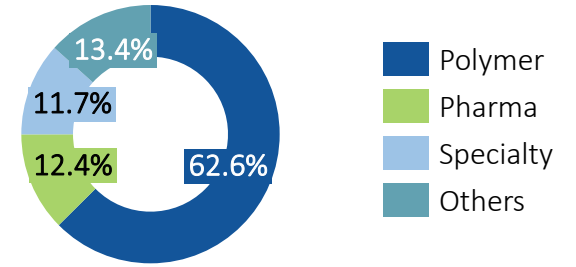
EBITDA* (Rs. In Cr)



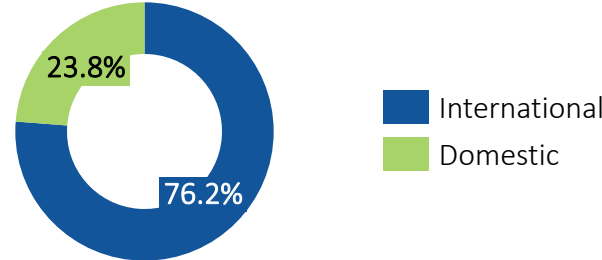
PAT (Rs. In Cr)



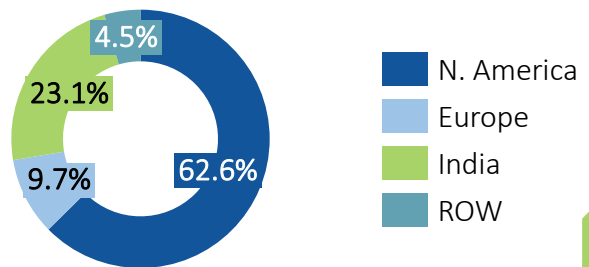
9M FY22 Sales Distribution based on Application



9M FY22 - Revenue Breakup



9M FY22 - Region wise break up



*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales

Q3FY22 - Consolidated Profit & Loss Account

Particulars (Rs. Crores)	Q3FY22	Q3FY21	Y-o-Y	9MFY22	9MFY21	Y-o-Y
Revenue from Operations	180.0	91.0		456.4	242.9	
Other Income	10.5	4.7		24.6	12.6	
Total Revenue from operations	190.6	95.7	99.1%	481.0	255.5	88.3%
Cost of materials consumed	99.0	40.6		254.1	115.1	
Purchases of stock-in-trade	-4.3	4.2		-18.3	-0.8	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	94.7	44.8		235.8	114.3	
Total Raw Material	95.9	50.8		245.2	141.2	
Employee Expenses	13.6	11.9		39.4	35.0	
Other Expenses	40.5	20.1		101.5	64.0	
EBITDA (Including Other Income)	41.8	18.9	121.6%	104.4	42.2	147.5%
EBITDA Margin (%)	21.9%	19.7%		21.7%	16.5%	
Depreciation	7.5	7.1		22.0	20.7	
EBIT	34.3	11.8		82.4	21.4	
EBIT Margin (%)	19.0%	13.0%		18.0%	8.8%	
Finance Cost	2.8	2.7		7.8	8.2	
Exceptional Item	0.0	0.0		0.0	0.0	
Profit before Tax	31.5	9.1		74.52	13.20	
Tax	8.5	1.0		20.4	0.8	
Profit After Tax	23.0	8.0	186.6%	54.1	12.4	337.7%
PAT Margin (%)	12.1%	8.4%		11.2%	4.8%	
EPS (in Rs.)	41.14	14.36		96.85	22.13	

Project & Capex

- The management periodically reviews the situation and would announce any significant change in the status.
- The Capex for next two years will be based on the timing of the introduction of new products and any significant investment will be announced appropriately.

Logistic & Sourcing

- The company has not faced any major sourcing issues. However, there are logistic delays as experienced by the Industries globally. The Company has been actively managing the issues to minimize the impact.

Long Term Agreement

- The business has been recovering and has reached to good volume in 9M FY 2022.
- It is expected that the volumes will continue to be good for the coming period.

EBITDA

- Average expected EBITDA is about 16% to 20%. However, this can go beyond this range up or down as it is dependent on product mix (based on the demand), pricing and volumes.




Transpek at Glance



Environment
Protection

Founded by
Shri. Govindji
Shroff in 1965



Creative
Chemistry



Over three
decades of
presence in the
international
market

Part of Excel
group of
companies

Over 5 decades
experience in
Sulphur and
Chlorine
Chemistry

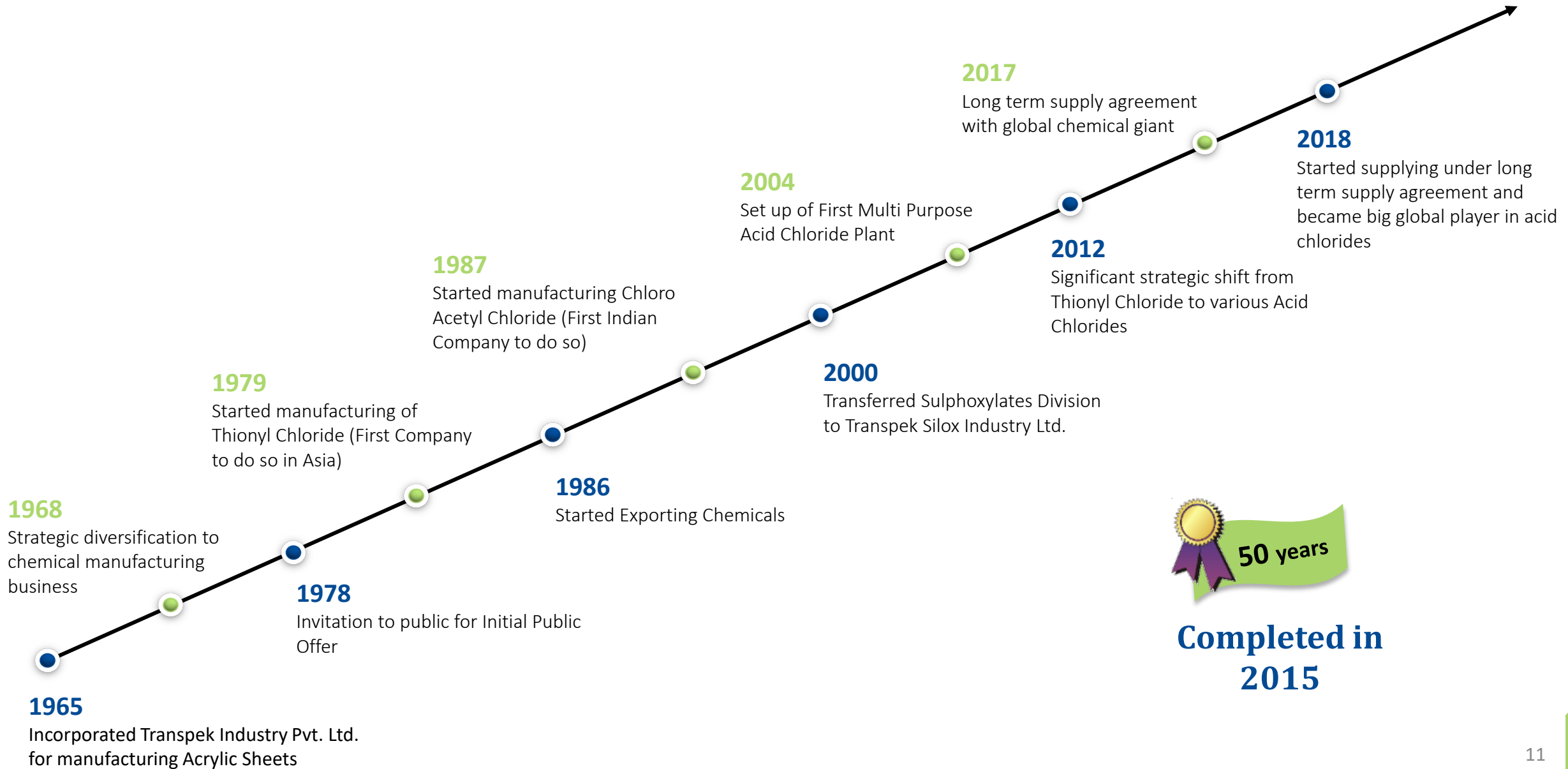


Customer
Focus

Exploring every
possible
compound
from Sulphur
and Chlorine

Headquartered
in Vadodara, -
approximately
400 kms from
Nhava Sheva

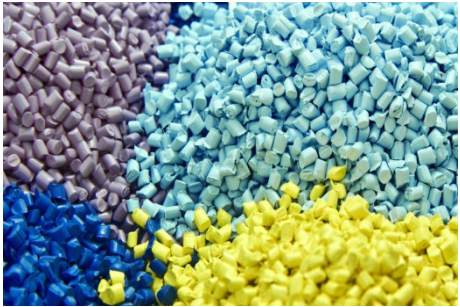
Our journey over five decades



Our products are supplied to varied industries

Leading global supplier for 'Chlorinated Products' to various industry sectors ranging from Pharmaceuticals, Agrochemicals and dyes to pigments.

Polymers



Pharma



Specialty Chemicals



Agro Chemicals



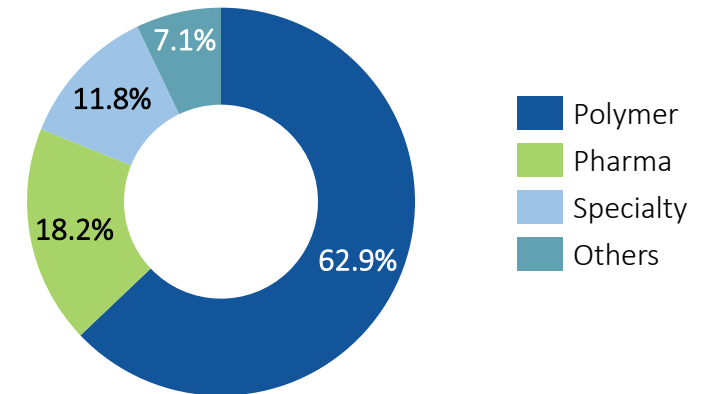
Cosmetics



Dyes



FY21 Sales Distribution based on Application



Our products have multiple applications

Diversified Products Across India's Fastest Growing Industries

- 2, 4, 6 Trimethyl Benzoyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution

Specialty Chemicals

- Cocoyl Chloride
- Diethylene Glycol Dichloride
- Isononanoyl Chloride
- Lauroyl chloride

Surfactants

- 2-Methoxyethyl chloride
- 2-Propoxyethyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Valeroyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Thionyl Chloride

Agrochemicals

- 2-Chloroethylamine Hydrochloride Solution
- Isophthaloyl Chloride
- m-Nitrobenzoyl chloride
- p-Nitrobenzoyl Chloride
- Sulphur Dichloride
- Sulphur Monochloride
- Terephthaloyl chloride
- Thionyl Chloride

Dyes

- 2-Ethylhexanoyl chloride
- Isononanoyl Chloride
- Isophthaloyl Chloride
- Neodecanoyl Chloride
- Octanoyl chloride
- Pivaloyl chloride
- Terephthaloyl chloride

Polymers

- 2-Chloroethylamine Hydrochloride Solution
- 4-Chlorobutyryl Chloride
- 2-Methoxyethyl chloride
- Diethylene Glycol Dichloride
- Isobutyryl chloride
- Lauroyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Decanoyl chloride
- n-Octyl chloride
- n-Valeroyl Chloride
- o-Toluoyl chloride
- Octanoyl chloride
- Pivaloyl chloride
- p-Nitrobenzoyl Chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Triethyleneglycol Dichloride
- Thionyl Chloride

Pharma



“The company has a **strong experience** in manufacturing of products using chlorinated chemistry presenting **unending opportunities** for supply of **intermediates and specialty chemicals** suitable for **multiple applications**”.

Our capabilities developed over years

Research & Development

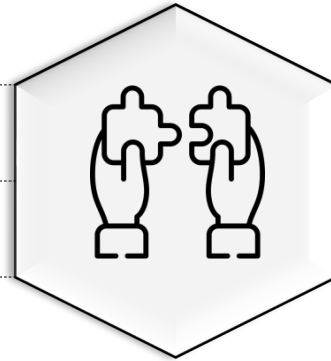
- ◇ In house development of products
- ◇ DSIR approved R&D Facility
- ◇ R&D Lab approved by MS University of Baroda for PhD research
- ◇ Kilo lab and Pilot plants for trials before commercializing plants

Logistics

- ◇ Over 600 ISO tank management with own ISO tank repairs and cleaning stations

Customer Base

- ◇ Long lasting and strong relationship with domestic and international buyers



Sustainability Ratings

- ◇ ECOVADIS Sustainability platform – the company is rated very high with **‘Silver Badge’**
- ◇ One of those few Indian companies to have a separate Process safety function which was set up many years back.



Manufacturing Capabilities

- ◇ Over 50 years of experience
- ◇ Unique recycling system with closed loop chemistry
- ◇ Expertise in chlorination chemistry

Supply Chain

- ◇ Stable association with vendors and service providers

Our clients trust in our capabilities & chemistries

Company has built an excellent reputation globally – Testament to our Reliability and Trustworthiness

Contract
Period



10 years
Exclusive contract with a
'MNC Giant'

Products



Supply of **'Acid Chlorides'**

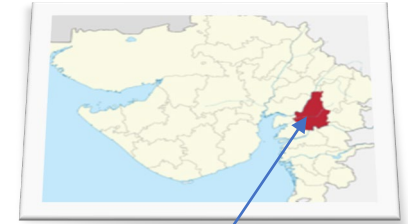
Global
Player



**'Global Recognition and
Visibility'**

- Long-term supply agreement commenced from 1st January 2018
- High performance product with dedicated manufacturing facility
- Positive effect on the turnover of the Company
- Augmented already solid reputation among Global Chemical Giants.
- EPS accretive

Our plants are multipurpose and multiproduct



Ekalbara

Located ~25 km away from the headquarter location at Vadodara, Gujarat.

- ★ Dedicated multipurpose and multiproduct plants spread over 100 acres with total production capacity of 66,000 MTPA.
- ★ Having an expert team of engineers for **Process Scale-up, Plant Design, Erection, and Commissioning**
- ★ Having a facility to take up **contract manufacturing** as well as job work facility for our customers to provide them **economically viable solutions.**
- ★ Handle projects for global clients in the areas of **pharmaceuticals, agrochemicals and specialty chemicals** by **deploying our expertise in chlorination technology along with other core technologies**

- Strategically located in largest chemical manufacturing zone
- ~ 400 kms away from Nhava Sheva Seaport, Mumbai
- Mundra, Pipavav and Hazira seaports are also well in reach
- Vadodara is also having ICD (Inland Container Depot) which is well connected to rail network with different regional ports



Research & Development

- Developed a comprehensive in-house R&D facility **recognized by the Department of Science & Technology, Government of India**, which is equipped with latest technology and equipment

- Every new and existing product undergoes a constant research at our lab

- Derived **competitive edge in manufacturing of Acid Chlorides and Alkyl Chlorides**, which have wide applications. We have developed several products and started its commercial production and supply.

- We have the **facility of gram lab, kilo lab and pilot plant to scale up the process.**

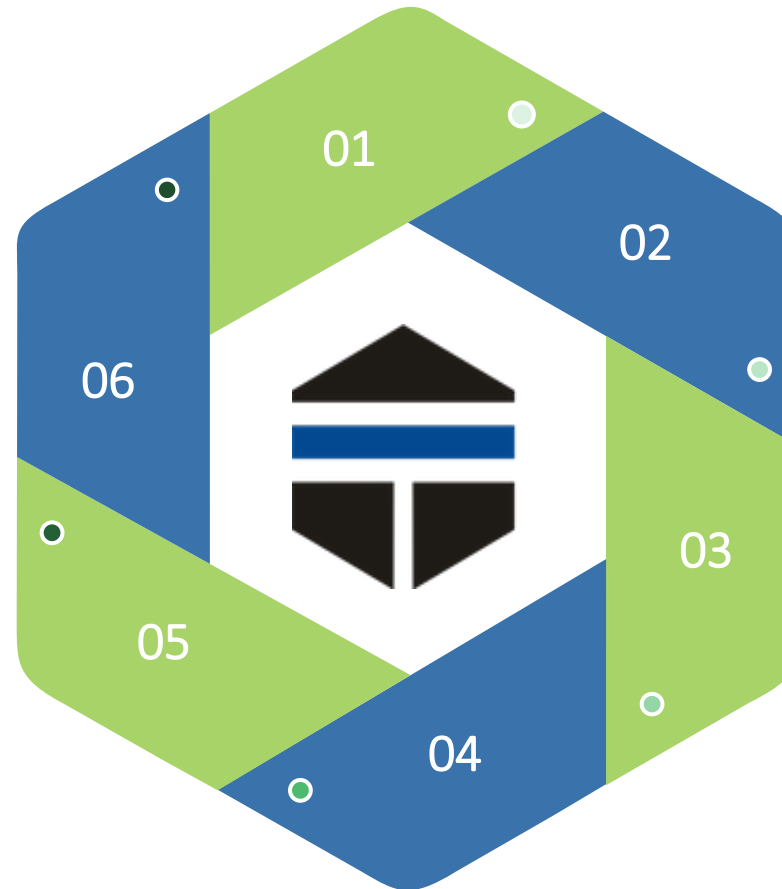
- It also **approved by Maharaja Sayajirao University of Vadodara for allowing students pursuing Doctorate of Philosophy (Ph. D) to conduct research and experiments.**

Our top management is committed to process safety

- PHA**
- Process Hazard Analysis conducted for all products and processes

- Top Management**
- Total commitment and involvement of the top management in process safety

- Compliance**
- Frequent and Regular Audits
 - Time bound corrective and preventive actions



Chemical Release

- Dispersion Modeling Studies
- Storage Quantity Reduction
- Mechanical Integrity of Equipment

PSSR

- Pre-Startup safety revisions for new and changed processes

Management of Change

- Well defined process for change
- Comprehensive Review for changes and pre implementation studies

Separate Process Safety Management Team

- Chemical Engineers
- Chemists
- Safety Professionals
- Automation Professionals

Logistics

- Safe, systematic and sustainable transportation is a **key challenge to ever changing global chemical industry**
- Pioneers in developing in-house ISO Tank station which is well equipped with state-of-the-art technology
- We manage over 600 ISO Tanks for safe and secure transportation of our products
- Each tank is closely monitored for its efficient utilization and periodically inspected by competent authority
- Our team provides end to end support to deliver the material in ISO Tanks
- Facilitated many customers in transitioning to use ISO Tanks using our technological competence

Packaging

- We offer different sizes of drum packing for our products which are **UN approved and certified by Indian Institute of Packaging**
- All packing, marking and labeling are prepare & ship **as per IMDG and IATA guidelines**

Our products are delivered across the globe

One of the Pioneering Global Exporters from India since 1986

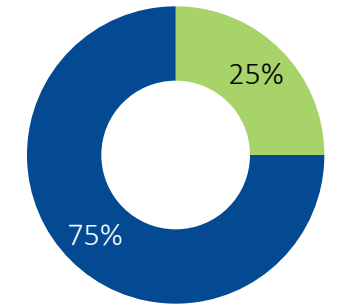
Long term relations with Leading Global Chemical Giants



For India & The World

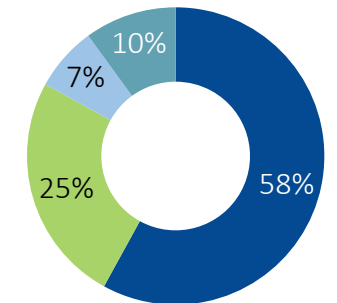
Presence across **14** Countries

FY21 - Revenue Breakup



Domestic International

FY21 - Region-wise Breakup



North America Rest of Asia
India Europe

Our board has vast industry experience



Mr. Ashwin C. Shroff | Chairman

He is a science graduate, Mr. Shroff have emerged stronger, helping the growth of Industrial chemicals, Agro chemicals and Environment related businesses. He was the President of Indian Chemical Council (1996–1998). He is member of FICCI Environment Committee and FICCI Chemicals Committee



Mr. Bimal Mehta | Managing Director

He is a qualified CA by profession. He has worked on Sr. level positions in Indian and multi-national companies. He has 33 years of experience in Business Strategy, Market Growth, Customer Relationships and Finance



Mr. Avtar Singh | Joint Managing Director

He has 41 years of rich experience and expertise in Chemicals, pharmaceuticals and Agrochemical Products. He started his career with Gharda Chemicals Private Limited. In 1981, he joined Punjab Chemicals and Crop Protection Limited (PCCPL) and started working in Operations and handled plants in various capacities.



Mr. Atul G. Shroff | Director

He had been the MD of the Company from 1981 to Nov 2017, has grown through the ranks of the Company since its inception. His keen sense of understanding the chemical processes has resulted in development of several innovative and appropriate improvements in our various plants



Mr. Dipesh K. Shroff | Director

He holds a Diploma in Civil Engineering, M.E.P. from IIM, Ahmedabad and OPM from Harvard Business School, Boston; he is presently the MD of Agrocel Industries Pvt. Ltd



Mr. Ravi A. Shroff | Director

He is B.E. (Chemical Engineering) and M.S. (Chemistry). He is also holding directorship in several private limited companies and one Investment Company. He is also a partner in several partnerships. Presently he is the MD in Excel Industries Ltd



Mr. Ninad D. Gupte | Independent Director

He is a B.Sc degree from Bombay University, PGDBM (XLRI-Jamshedpur), and Diploma in Tax Management (Bajaj Institute of Management-Bombay University). He has 39 years of experience with the industry in the field of chemicals, petrochemicals and agrochemicals



Mr. Bernd Dill | Independent Director

He is a German national, having emphasis on mathematics and natural sciences, Doctoral Thesis in Chemistry “Summa Cum Laude” at Frankfurt University. Recently, he has left his latest position as Executive Vice President Technology of Lurgi AG in Frankfurt and started his own company, Dr. Bernd Dill Consulting, based in Germany and Switzerland



Mr. Nimish U Patel | Independent Director

He has 23 years of experience with the industry in the field of Electro Plating, Textile and Pharma Industries. He is the MD of Shri Dinesh Mills Ltd. He is also holding the position of Director in Ultramarine & Pigments Ltd. He is also the Chairman and MD of Dinesh Remedies Ltd, a subsidiary of Shri Dinesh Mills Ltd



Ms. Geeta Goradia | Independent Director

She is MA Honors in Industrial Economics and Law from Maharaja Sayajirao University of Vadodara. She started her career as a Management Trainee in Mukund Iron & Steel Works, Mumbai and reached to a level of MD of renowned Company of Vadodara viz. Jewel Consumer Care Pvt. Ltd.



Mr. Hemant J. Bhatt | Independent Director

He is having 29 years of post qualification experience in the financial domain. The scope of excellence includes field of Auditing, Project consulting, Fund syndication, Merchant Banking Activities, Financial Consulting, Risk Management, Corporate Governance, Six Sigma, IFRS, XBRL, SOX. He had been designated as the head of Gujarat Operations for BDO Consulting Pvt. Ltd.



Mr. Anandmohan Tiwari | Independent Director

He has worked as a member of the Indian Administrative Service for 34 years, out of which for 20 years in social sector namely women’s empowerment, rural development, tribal development, education and CSR. He has worked as MD in Gujarat Narmada Valley Fertilizers Company, Gujarat Alkalies and Chemicals Ltd, Vadodara and Gujarat State Fertilizers & Chemicals, Ltd, Vadodara

Our company has adopted a sustainable method of doing business

Community Empowerment

Serving the society in various areas like health & hygiene, education, skill development, vocational training etc.



Biodiversity

Maintaining and enhancing green belt (flora and fauna) within the factory premises through afforestation and plantations



Human Rights & Gender Equality

Maintaining work culture that ensures right opportunities to all on basis of their abilities and values without any bias



Awareness about Environmental Footprint

Minimizing impact of our operations by creating sustainable value chain and conservation / recycle/ reuse of resources



Health and Safety

Conducting operations in manner that ensures safety, health & hygiene of the employees leading to better working environment



Water Conservation

Recycling and reusing water through various methods like Bio-Filter, Recharge well, etc



Well Established, Efficient & Effective Safety and Environmental Practices

Accredited with ISO 9001:2015, ISO 14001:2015, BS OHSAS 18001:2007 for Management System and ISO 50001:2011 for Energy Management System



ESG at the heart of all we do

Women Empowerment Workshops

Understanding the needs of communities, addressing them through need-based projects and making them work together to help create game changing development for sustainable growth



Vocational Training

Our vision is to actively contribute towards creating innovative and sustainable solutions in the fields of health, education, vocational training and skill building and in doing so, build a better sustainable way of life for the weaker sections of the society



Solidifying the base

Focus on all round development of children with special teaching classes for academic purpose and workshops having various activities



Health Awareness

Several sessions arranged for creating health awareness on issues like HIV, Anemia, Women's Health and hygiene, Cancer etc. Special medical check up camps are also arranged for addressing their health issues and for providing medicines and guidance to everyone



Strengthening the Foundation



Awards and Recognitions – A glimpse

Government of Gujarat: Excellence in CSR Award



Shri Atul Shroff MD & Union Leader Shri Ashok Narsinh receiving the award at the hands of Hon. O. P. Kohli – Governor of Gujarat

FGI Award for Excellence in the field of Environment Pollution Abatement & Preservation



Shri Bimal V. Mehta, ED, receiving Federation of Gujarat Industries Award at the hands of Shri Manohar Parrikar, Minister of Defence, Government of India

Indian Chemical Council: Best in Social Responsibility Award



Vice President (Marketing) and Dy. General Manager (HRM) receiving the Indian Chemical Council Award for Social Responsibility

Many Awards in Social Responsibility, Environment Protection & Water Conservation
Recognition for Company's Values, Ethics and Social Commitment



We have **Full-fledged Effluent management system** with a licensed discharge facility to the central Effluent channel
Our company has **100 acres of land** with a green belt of more than **30,000 trees** within its premises

Activities done during COVID-19:



Arranged for immunity boosting medicines including multi vitamins, zinc and iron sucrose injections, as per the requirements of Primary Health Centre – Mujpur, along with gloves and sanitizer bottles for their health staff



During the lockdown period, packed lunches were provided from our factory's canteen to various Govt. personnel on duty



Distribution of masks, sanitizer bottles, homeopathic medicines etc in Ekalbara and Mahuvad villages



Help to Employees - Personal attention on wellbeing, Distribution of Preventive Ayurvedic and Homeopathic Medicine & Increase in Medical and Life Insurance Limits



Donation of Sanitization Tunnel at District Collector Office



Contribution to Chief Minister's Fund



Provided Infusion Pumps to Govt. Hospital.
Oxygen provided to Employees, Individuals and Hospitals



Company's ambulance was given to SSG Hospital, Vadodara for 10 days to transport patients infected with COVID-19





Historical Financial Highlights

FY21 – Consolidated Profit & Loss Account

Particulars (Rs. Crores)	FY21	FY20	Y-o-Y
Revenue from Operations	339.4	565.6	
Other Income	17.3	17.4	
Total Revenue from operations	356.7	583.0	-38.8%
Cost of materials consumed	159.3	253.1	
Purchases of stock-in-trade	0.0	0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	3.2	7.2	
Total Raw Material	162.6	260.3	
Employee Expenses	44.9	49.4	
Other Expenses	84.8	138.0	
EBITDA (Including Other Income)	64.4	135.3	-52.4%
EBITDA Margin (%)	18.1%	23.2%	
Depreciation	28.5	25.9	
EBIT	35.9	109.4	-67.1%
EBIT Margin (%)	10.1%	18.8%	
Finance Cost	10.4	15.9	
Exceptional Item	0.0	0.0	
Profit before Tax	25.5	93.5	-72.7%
Tax	2.2	20.6	
Profit After Tax	23.3	73.0	-68.1%
PAT Margin (%)	6.5%	12.5%	
EPS (in Rs.)	41.74	130.62	

Mar'21 - Consolidated Balance Sheet

Liabilities (Rs. Crores)	Mar-21	Mar-20
Equity		
Equity Share capital	5.6	5.6
Other Equity	374.2	332.9
Total Equity	379.8	338.5
Financial liabilities		
(i) Borrowings	44.3	44.6
(ii) Lease liabilities	7.1	9.6
Provisions	3.1	3.6
Deferred tax liabilities (Net)	58.5	56.5
Total Non Current Liabilities	113.0	114.3
Financial liabilities		
(i) Borrowings	27.0	32.3
(ii) Trade Payables	36.2	52.2
(iii) Other financial liabilities	32.4	40.7
(iv) Lease liabilities	9.2	9.0
Provisions	0.3	0.3
Other current liabilities	1.3	1.5
Current tax liabilities (Net)	0.2	0.0
Total Current Liabilities	106.4	135.9
Total Equity and Liabilities	599.2	588.7

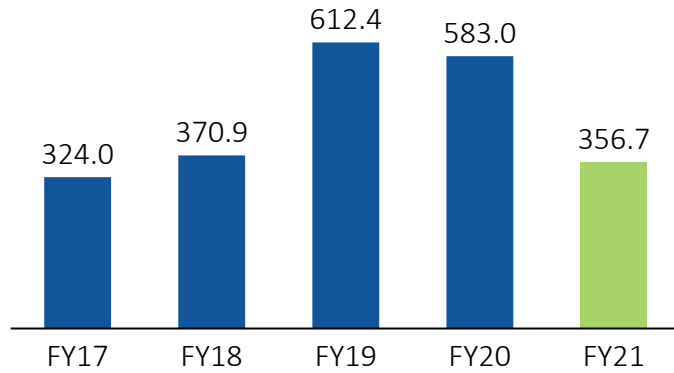
Assets (Rs. Crores)	Mar-21	Mar-20
Non Current assets		
Property, Plant and Equipment	271.5	270.7
Capital work-in-progress	13.9	18.6
Right to use of lease assets	15.6	16.0
Investment In subsidiary	0.0	0.0
Financial Assets		
(i) Investments	142.1	117.9
(iii) Loans	0.9	1.8
(ii) Other financial assets	1.2	1.3
Other non-current assets	0.3	3.9
Total Non Current Assets	445.5	430.1
Current Assets		
Inventories	36.7	49.7
Financial Assets		
(i) Trade receivables	76.1	89.8
(ii) Cash and cash equivalents	15.5	0.4
(iii) Bank balances other than above	6.7	0.7
(iv) Loans	0.0	0.0
(v) Other financial assets	3.1	2.1
Other current assets	15.6	15.9
Total Current Assets	153.7	158.6
Total Assets	599.2	588.7

Mar'21 - Consolidated Cash Flow Statement

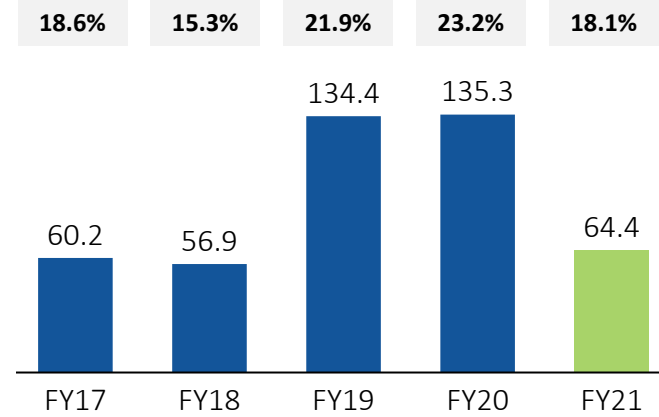
Particulars (Rs. Crores)	Mar-21	Mar-20
Net Profit Before Tax	25.5	93.5
Adjustments for: Non Cash Items / Other Investment or Financial Items	33.6	39.3
Operating profit before working capital changes	59.1	132.8
Changes in working capital	2.4	2.0
Cash generated from Operations	61.5	134.8
Direct taxes paid (net of refund)	(3.8)	(24.2)
Net Cash from Operating Activities	57.8	110.6
Net Cash from Investing Activities	- 16.8	- 33.2
Net Cash from Financing Activities	- 26.0	- 77.2
Net Decrease in Cash and Cash equivalents	15.1	0.2
Add: Cash & Cash equivalents at the beginning of the period	0.4	0.2
Cash & Cash equivalents at the end of the period	15.5	0.4

Consolidated Financial Highlights

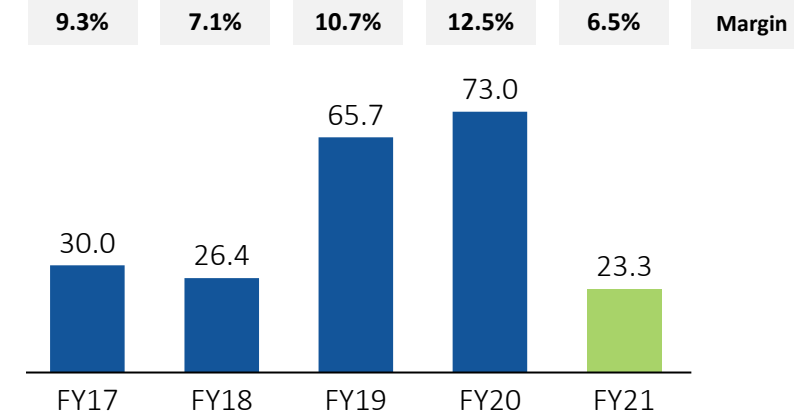
Revenue* (Rs. In Cr)



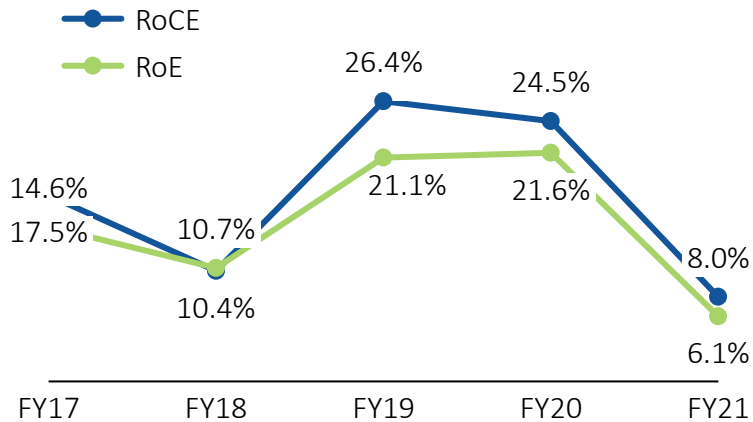
EBITDA* (Rs. In Cr)



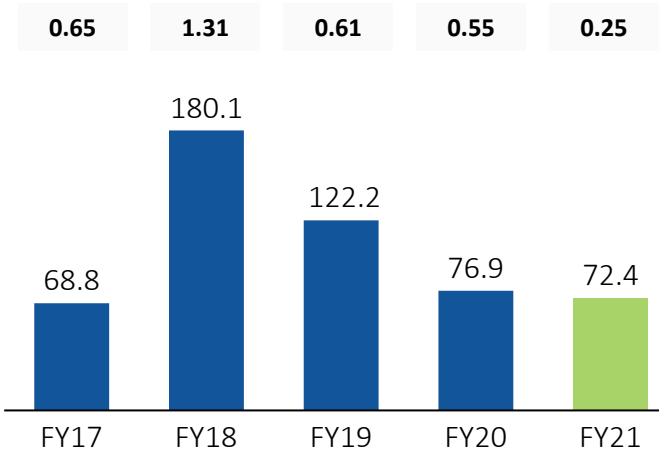
PAT (Rs. In Cr)



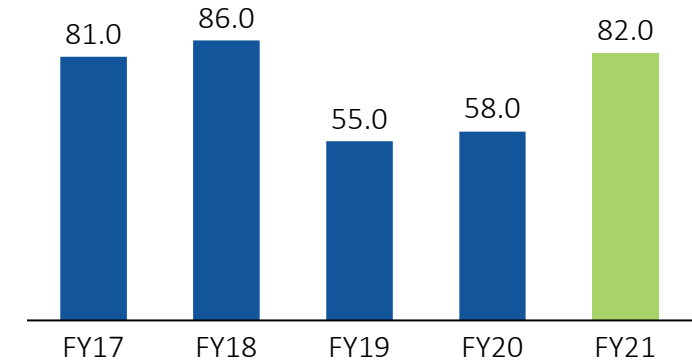
ROCE & ROE (%)



Debt (Rs. In Cr) & Debt / Equity (x)



Net Working Capital (No. of days)

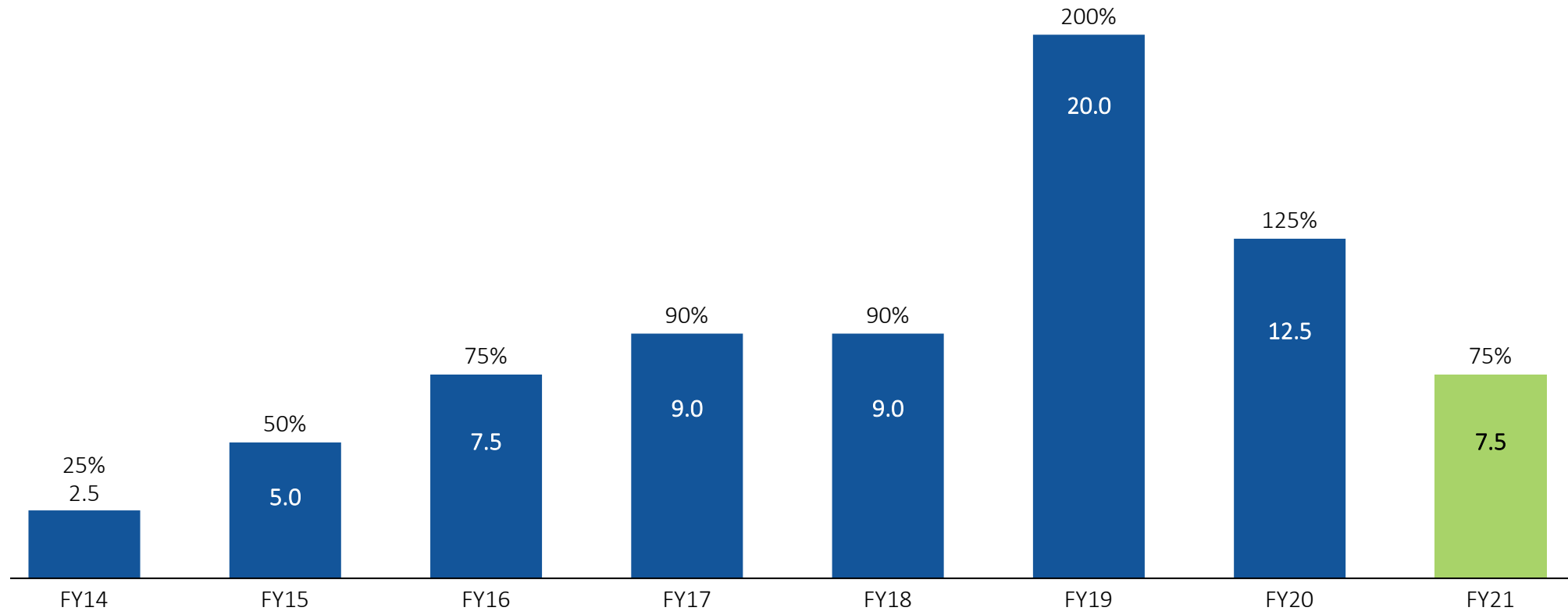


*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales | FY17 & FY18 revenue are net off excise duty.
Debt includes Long term debt, short term debt and current maturities of long term debts payable to Banks & Financial Institutions.

Consistent Dividend Performance

Dividend

● Dividend Per Share





Way Forward

Strategic Growth - Two-Fold Approach

First Approach

- First approach is to add products that are similar to current products in chemistry profile but have varied applications. This would help in growing in the areas that are well known by the Company and also the Company has carried a solid reputation for.

Second Approach

- Second approach is to examine and consider opportunities in chemistry profile that is different from the current one but has a critical mass potential in terms of the size & volume. This can provide significant growth to the Company over a medium to long term.

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THANK YOU

