



LAXMI ORGANIC INDUSTRIES LTD

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October 27, 2023

BSE Limited

Corporate Relationship Department,
1st Floor, New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort,
Mumbai – 400 001

Scrip Code: 543277

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
Mumbai – 400 051

Trading Symbol: LXCHEM

Dear Sir / Madam,

Sub: Presentation for Analyst / Institutional Investors' meeting for the quarter and half year ended September 30, 2023

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company had informed that it will hold Investor & Analyst Meet to discuss performance for the quarter and half year ended September 30, 2023, on Friday, October 27, 2023, at 11:00 hours (IST).

In this regard, please see enclosed investors presentation for the aforementioned meet.

We request you to take this intimation on record.

For **Laxmi Organic Industries Limited**

Aniket Hirpara

Company Secretary and Compliance Officer

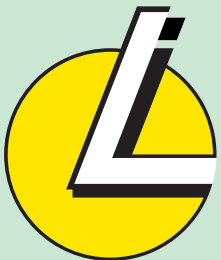
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Geared to Win – Analyst Presentation

Investor Presentation – Q2 FY24

27 October 2023



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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.

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Who we are?

Essentials

Acetyl Intermediates including Anhydrides

- Lean & reliable supplier
- Large addressable market > USD 12 billion
- Economy of scale and cost leadership

Specialties

Fluorine & Specialty Intermediates

- Worldclass technology platforms
- Large addressable market > USD 3.5 billion
- Innovation – lever for profitable growth

End Use Applications

Essentials



Pharmaceuticals



Agrochemical

Lifestyle



Dyes & Pigments



Paints & Coatings



Flavour & Fragrance

Opportunities



Electronics

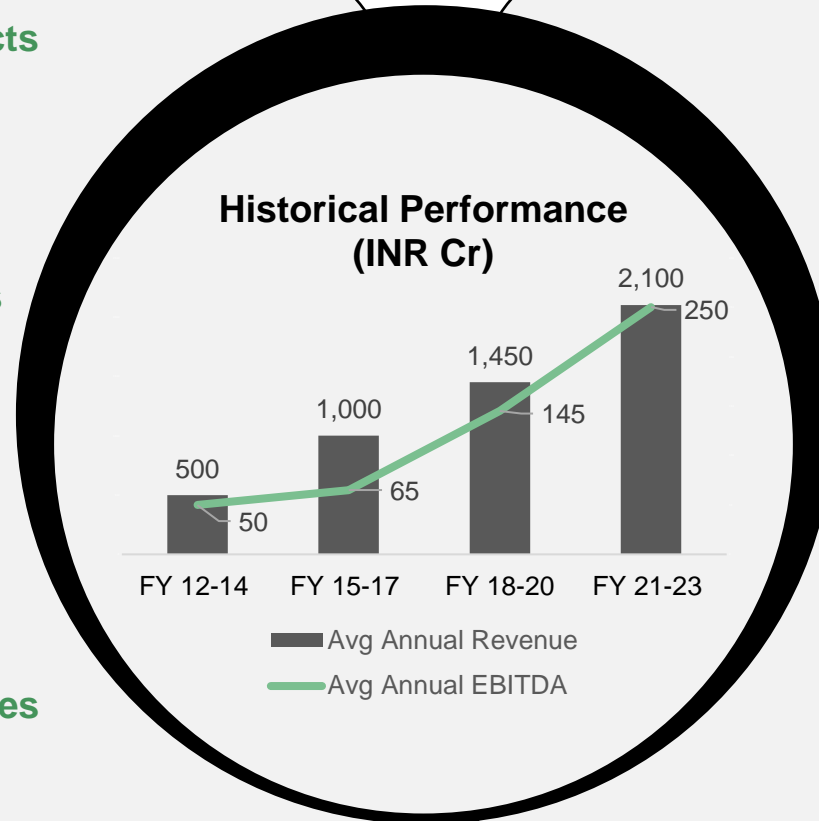


Automobile



Geared to Win!

- 1 Global leadership in our range of products
- 2 Cost leadership across the technology platforms
- 3 Large-scale, flexible and safe operations
- 4 Multiple sites for expansion and business continuity
- 5 Well diversified customer industries and geographies
- 6 Solid balance sheet, low leverage & strong cash flow from existing businesses
- 7 Experienced leadership team and independent eminent Board
- 8 Trusted partners to our customers with differentiated business model



Ambitions...

- 1 Top 5 in our segments globally
- 2 Continued leading cost positions
- 3 Healthy balance of exports and domestic sales*
- 4 Continued trusted partner of choice for our customers

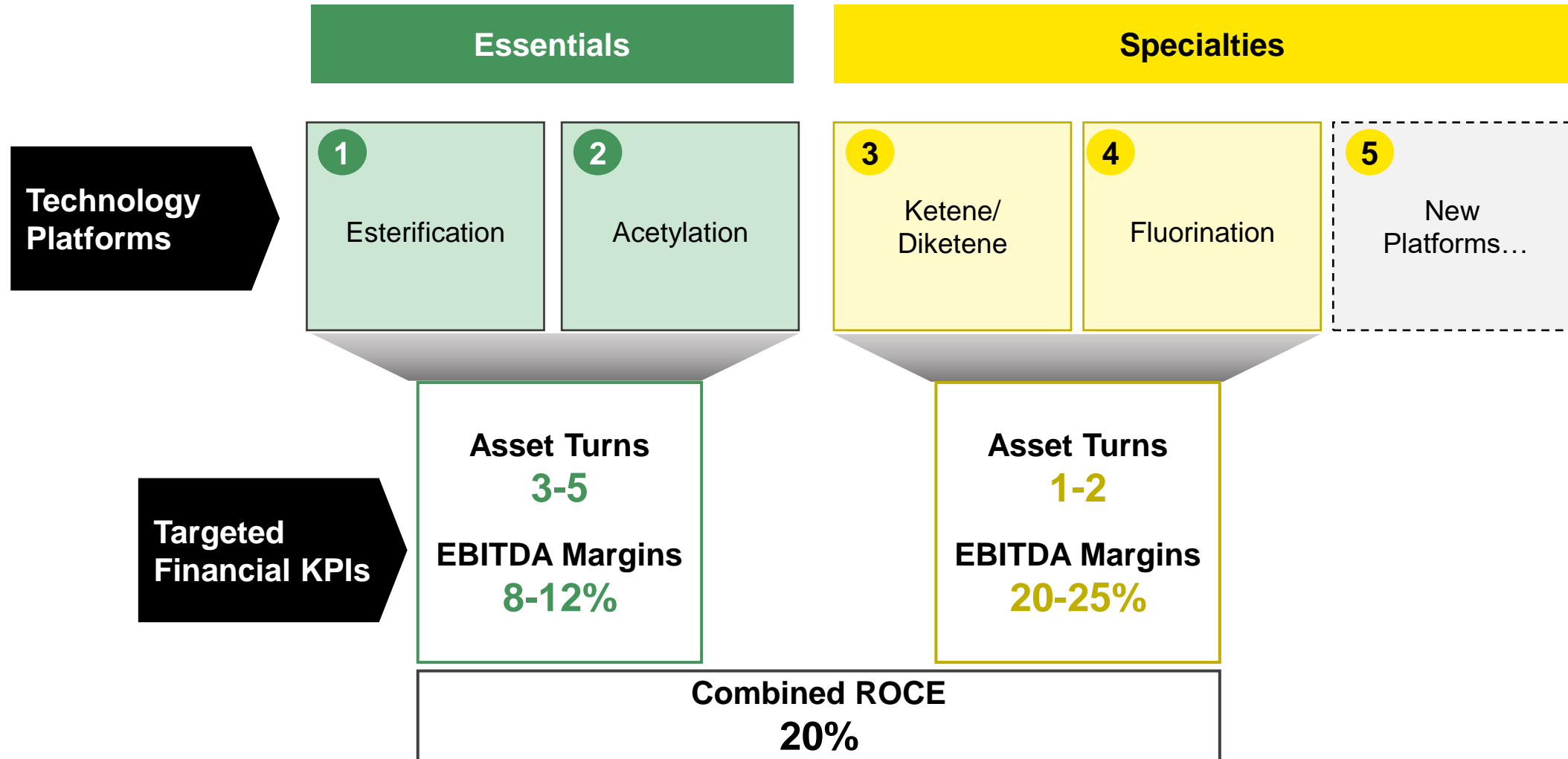
Leveraging...

- Shifting of supply chains
- Growing end products markets
- Growth of Indian market



* Historically 30-40% share of exports

Differentiated financial steering



Growth Enablers – Innovation pipeline

1



- 1 Continue to invest 2% of Specialties revenues for Innovation
- 2 Continue >20% Revenue Contribution from New Products in Specialities*
- 3 Strong Innovation Pipeline – 11 products are in pilot and capex approval stage
- 4 Infrastructure - Miteni piloting assets already in place
- 5 New Innovation Campus startup by Mar'24



Growth Enablers – Strategically located manufacturing sites

2

1 Mahad (2 units)

- **Land parcel:** 45 acres
- **Land Occupancy:** 90%
- **Product Mix:**
 - Essentials – 60%
 - Specialties – 40%

2 Lote

- **Land parcel:** 30 acres
- **Land Occupancy:** 50%
- **Product Mix:**
 - Specialties

3 Dahej

- **Land parcel:** 86 acres
- **Land Occupancy:** 0% (To be built)
- **Product Mix (proposed):**
 - Specialties – 65%
 - Essentials – 35%

Dahej and Lote are scalable brownfield sites...



Living Our Values to Deliver our Ambitions



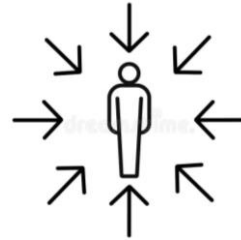
Integrity

To do what is right in the interest of all our stakeholders with an unwavering focus



Innovation

To create a culture where failure is the first step to success



Customer Centricity

To improve the lives of our customers through reliability, agility, empathy and quality



Sustainability

To make a positive impact in all interactions with the environment and communities



Financial Update: Highlights H1 FY24

Consol Revenue ₹ 13,936m -1% YoY	Consol EBITDA ₹ 1,284m -4% YoY	Consol CFO ₹ 3,086m 318% YoY	Debt Equity 11% Vs 28% for FY'23
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Business Unit Revenue Essentials: 70% <i>(vs 65% FY23)</i> Specialties: 30% <i>(vs. 35% FY23)</i>	Business Unit EBITDA Essentials: 31% <i>(vs. 31% FY23)</i> Specialties: 69% <i>(vs. 69% FY23)</i>	Business Unit Export Essentials: 18% <i>(vs. 32% FY23)</i> Specialties: 45% <i>(vs. 51% FY23)</i>	Specialties CM% growth 13% YoY growth in H1'24 Products launched in the last 5 years make up ~20% of Sales driving profitability for the business
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Robust volume growth mitigated the impact of drop in realization for the Essentials business. Product mix of Specialties helped improve the profitability for the period



Financial Update: Highlights Q2 FY24

Consol Revenue

₹ 6,605m

1% YoY
-10% QoQ

Consol EBITDA

₹ 471m

50% YoY
-42% QoQ

Consol CFO

₹ 1,369m

139% YoY
-20% QoQ

Debt Equity

11%

Vs 28% for FY23
Vs 19% for Q1 FY23

Business Unit Revenue

Essentials: 72%

(vs 65% FY23)

Specialties: 28%

(vs. 35% FY23)

Business Unit EBITDA

Essentials: 30%

(vs. 31% FY23)

Specialties: 70%

(vs. 69% FY23)

Business Unit Export

Essentials: 15%

(vs. 32% FY23)

Specialties: 39%

(vs. 51% FY23)

Specialties CM% growth

10% growth in Q2 FY'24
over FY'23

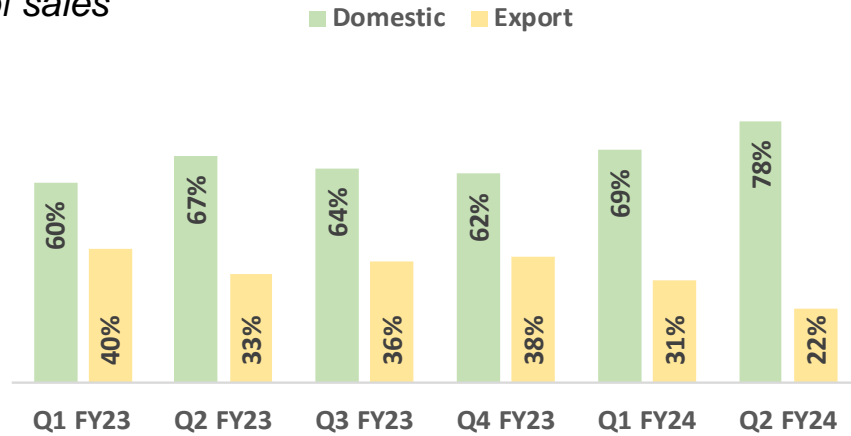
Higher imports helping continue the improvement on Cash Flow from Operations



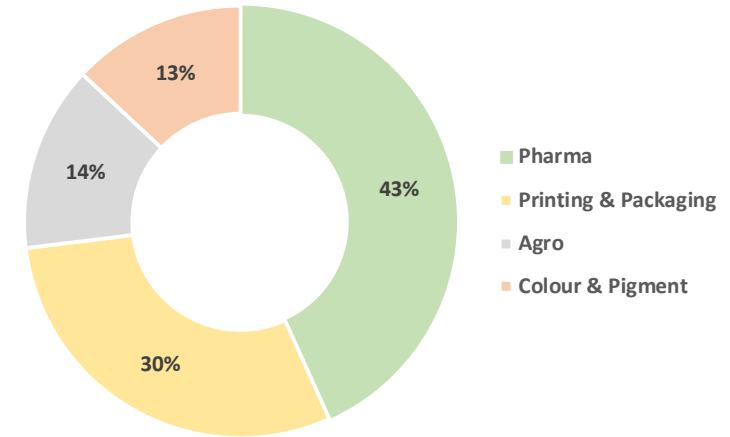
Financial Update: De-risked Business Model continues to Deliver

Exports continue to remain relevant

% of sales

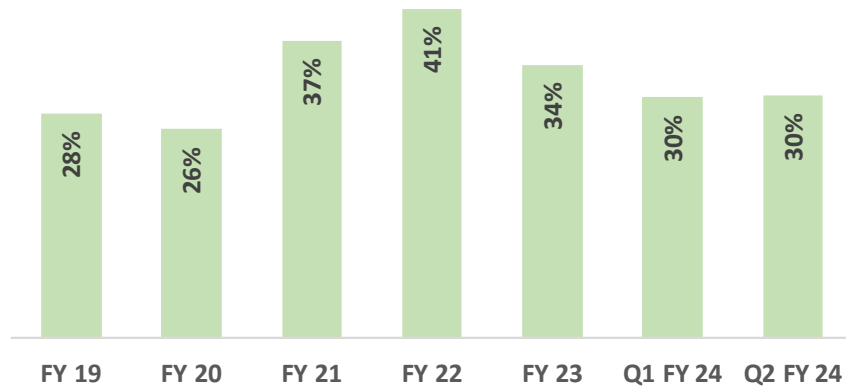


Diversified Industry Base H1'24

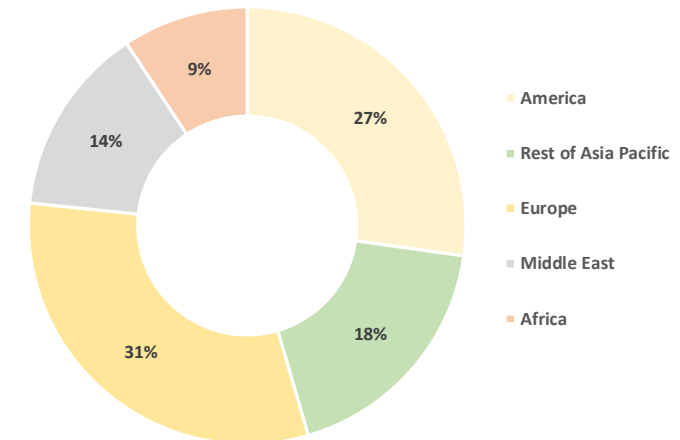


Contribution from top 10 customers

% of revenue from top 10 customers



Diversified Exports H1'24



Financial Update– Consolidated Results Q2'24 & H1'24

Particulars	Q2'24	Q1'24	QoQ (%)	Q2'23	YoY (%)	INR Mn.		
						H1'24	H1'23	YoY (%)
Total Income	6,605	7,331	-10%	6,551	1%	13,936	14,138	-1%
Cost of Materials	4,617	4,778	-3%	4,702	-2%	9,396	9,282	1%
Gross Profits	1,988	2,553	-22%	1,848	8%	4,541	4,855	-6%
Gross Margin (%)	30%	35%	-473 bps	28%	188 bps	33%	34%	-176 bps
Employee Cost	320	347	-8%	294	9%	667	578	15%
Power & Fuel	545	634	-14%	622	-12%	1,179	1,266	-7%
Other Expenses	651	760	-14%	720	-10%	1,411	1,672	-16%
EBITDA	471	813	-42%	315	50%	1,284	1,340	-4%
EBITDA Margins	7%	11%	-395 bps	5%	233 bps	9%	9%	-26 bps
Depreciation	275	210	31%	170	62%	485	306	59%
EBIT	196	603	-68%	145	35%	799	1,034	-23%
EBIT Margin (%)	3%	8%	-526 bps	2%	75 bps	6%	7%	-158 bps
Interest & Other Finance Cost	21	46	-55%	44	-53%	67	68	-2%
PBT	175	557	-69%	101	73%	733	966	-24%
Tax	68	174	-61%	15	355%	242	236	3%
ETR (%)	39%	31%		15%		33%	24%	
PAT	107	383	-72%	86	24%	490	731	-33%
EPS	0.41	1.44	-72%	0.32	28%	1.85	2.76	-33%



Thank you!

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