



SIGACHI INDUSTRIES LIMITED

CIN: L24110TG1989PLC009497

ANEXCIPACTGMP,ISO9001:2015&FSSC22000CERTIFIEDCOMPANY

www.sigachi.com



To,

Date: 19.08.2023

The Manager BSE Limited P.J. Towers, Dalal Street Mumbai- 400001 (BSE Scrip Code: 543389)	The Manager National Stock Exchange of India Limited Exchange Plaza, BandraKurla Complex, Bandra (E), Mumbai- 400051 (NSE Symbol: SIGACHI)
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Dear Sir/ Madam,

Unit: Sigachi Industries Limited

Sub: Investor Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) 2015, and with reference to the subject cited, please find enclosed the Investor Presentation. The same is also uploaded on the website of the Company www.sigachi.com. This is for your information and records.

Thanking you.

Yours sincerely

For Sigachi Industries Limited

Shreya Mitra

Company Secretary and Compliance Officer

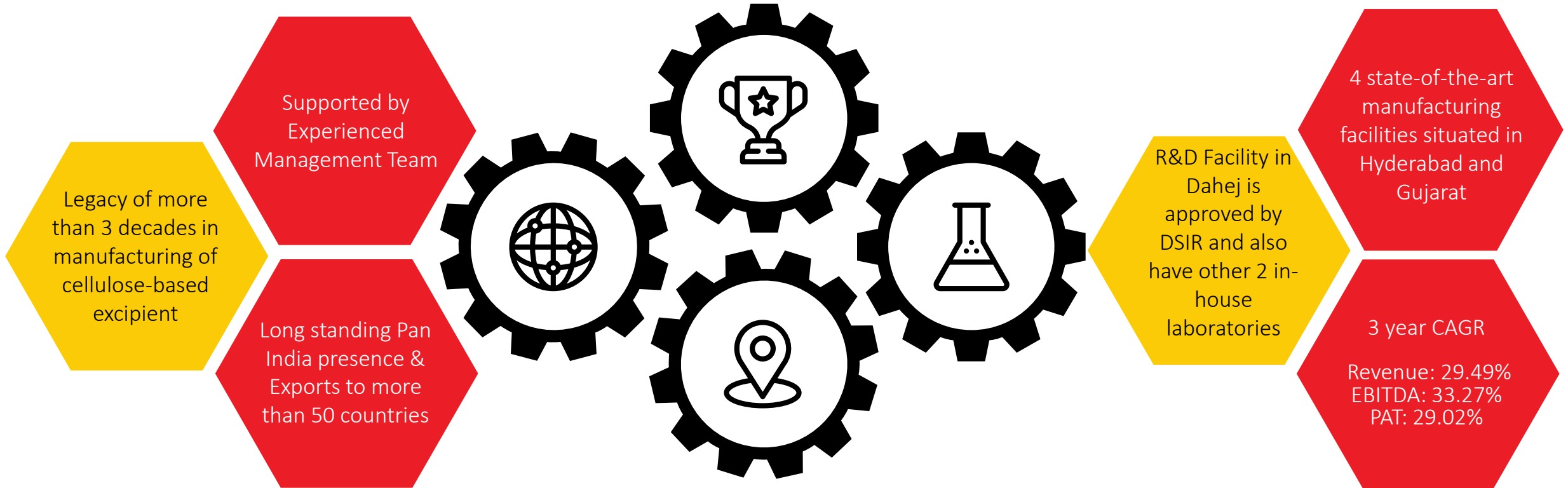
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Sigachi Industries Limited

Investor Presentation

August - 2023





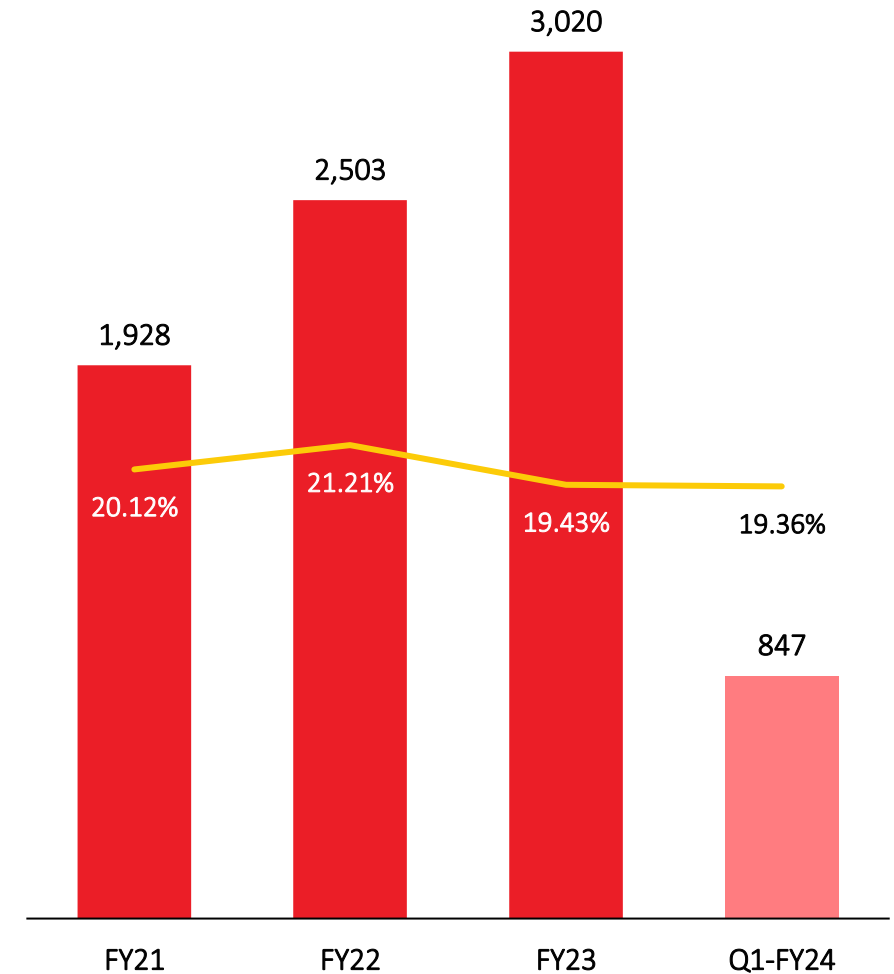
Company Overview



Company Overview

- Sigachi Industries Limited (Sigachi), incorporated in the year 1989, is one of the leading manufacturers of Micro Crystalline Cellulose (MCC) in the world.
- Sigachi manufactures high-quality cellulose-based excipients, which predominantly find usage in the pharmaceutical, supplement and food industries.
- The company has created a niche in manufacturing highly innovative pre-formulated excipients & 60+ widely used excipients of international quality standards.
- With two facilities in Gujarat and two in Telangana, Sigachi ensures supply chain reliability for its customers in India and across the globe.
- Sigachi has a global sales and distribution network and exports to more than 50 countries across Asia, Australia, American Continent, Europe and Middle East.
- From its state-of-the-art R & D facility the company ensures continuous innovation to efficiently meet evolving customer demands.
- The company has an agreement with Gujarat Alkalies and Chemicals Limited (“GACL”) and also with Grasim Industries(Aditya Birla Group) for operating and managing the manufacturing units owned by GACL and for contract manufacturing of sodium chlorate, stable bleaching powder and poly aluminum chloride.

Revenue (INR Mn) & EBITDA Margins (%)



Key Management Personnel



Mr. R P Sinha

*Founder, Chairperson,
Whole-Time Director*

- Holds Master's degree in Chemical Engineering from Banaras Hindu University
- He has over 3 decades of experience in the cellulose and fine chemicals industry
- Has played an instrumental role in setting up of the wholly owned Subsidiary, Sigachi US Inc. and in expansion of our export operations



**Mr. Chidambarnathan
Shanmuganathan**

Co-Founder, Whole-Time Director

- Holds PG Diploma in business administration from Annamalai University
- Has over 5 decades of experience in the field of chemicals & derivatives of cellulose
- Has played an instrumental role in expanding the domestic operation & in setting up of manufacturing units in Gujarat



Mr. Amit Raj Sinha

MD & CEO

- He has an MBA from Indian School of Business, B. Tech & fellow member of the Institute of Engineers
- Served in Indian naval forces onboard warships & other vital defence installations.
- Has over 20 years of experience in the pharma and fine chemicals & has played an instrumental role in strengthening the R&D Division.



Mr. OS Reddy

Chief Financial Officer

- He is a Chartered Accountant by profession and an MBA from Sikkim Manipal University
- Over 30 years of industry experience & over 20 years in pharmaceuticals and chemicals
- Overall, in-charge of the finance, accounts and compliance functions



Key Milestones

Incorporated as 'Sigachi Chloro-Chemicals Private Limited' with the business to manufacture paraffin oil

Began in-house manufacturing of alpha cellulose

Started manufacturing of premium grade MCC by commissioning a spray drier and a multi-fuel furnace, which increased capacity from 720 to 1080 MTPA

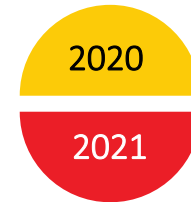
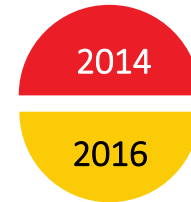
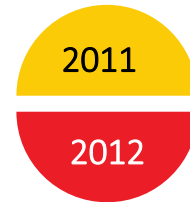
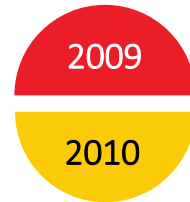
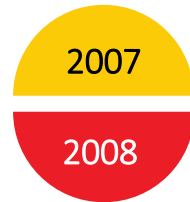
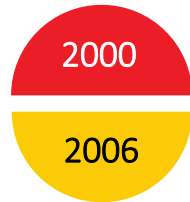
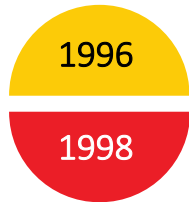
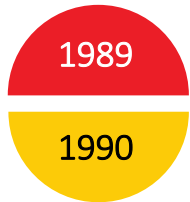
Registered its Drug Master File ("DMF") for the first time under the US FDA enabling to augment the export operations

Setting up of 100 % export-oriented unit ("EOU") for manufacturing MCC in the SEZ at Dahej, Gujarat.

The R&D division innovated a novel filtration process for manufacturing MCC

Merger of Sigachi Cellulose Private Limited and Sigachi Plasticizers Private Limited with the company

Received ISO 9001:2015 for all manufacturing units



Diversified to manufacture microcrystalline (MCC) cellulose

Commenced its export operations by exporting its product, MCC to Bangkok

R&D laboratory received an accreditation from Department of Science and Industrial Research to undertake R&D

Set up a unit for manufacturing MCC at Jhagadia,

Commenced the commercial production of MCC at manufacturing unit situated at Jhagadia

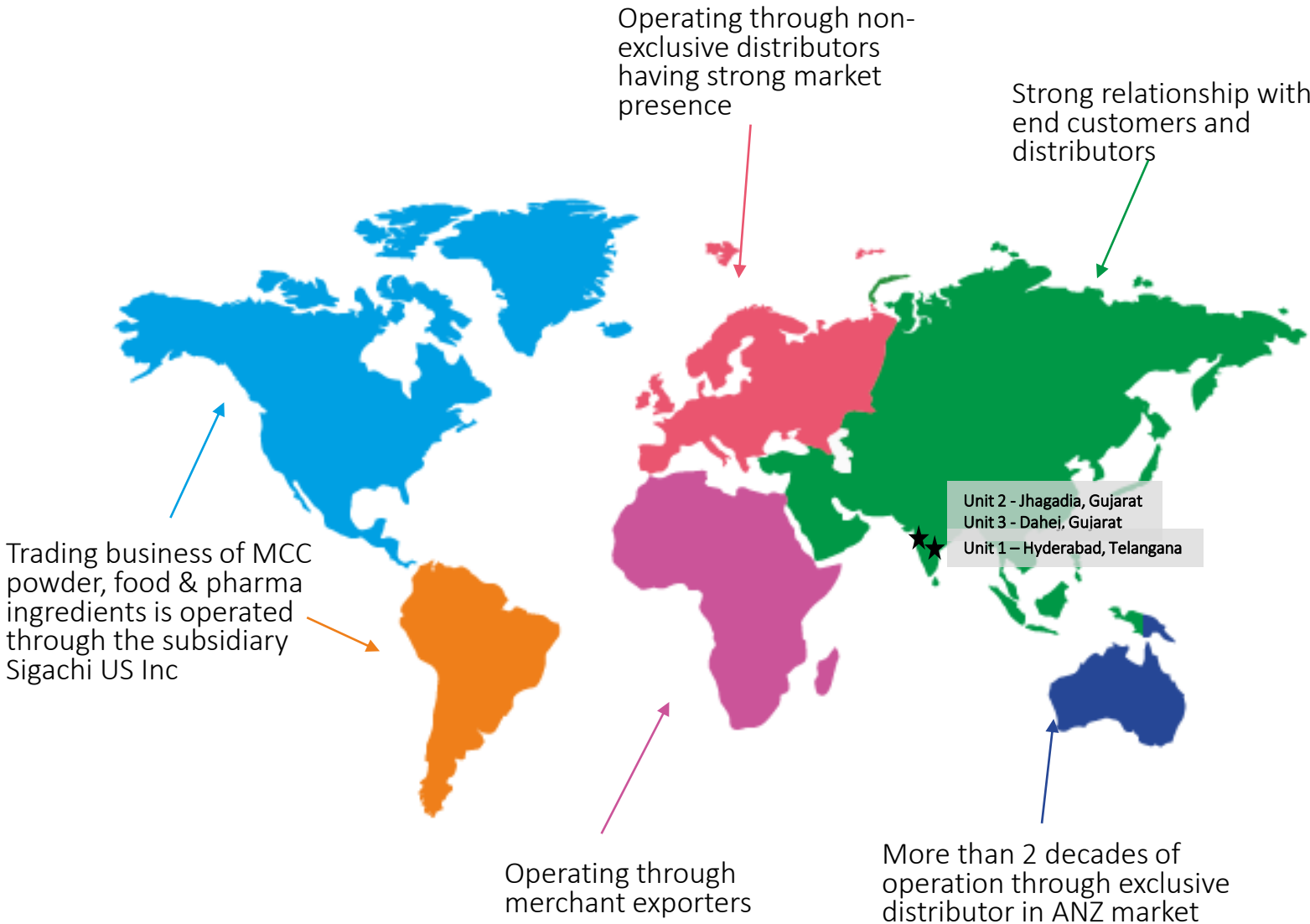
Commenced the commercial production of MCC at the manufacturing unit situated at Dahej

Received ISO 9001:2008 certificate for the management system situated at Jhagadia

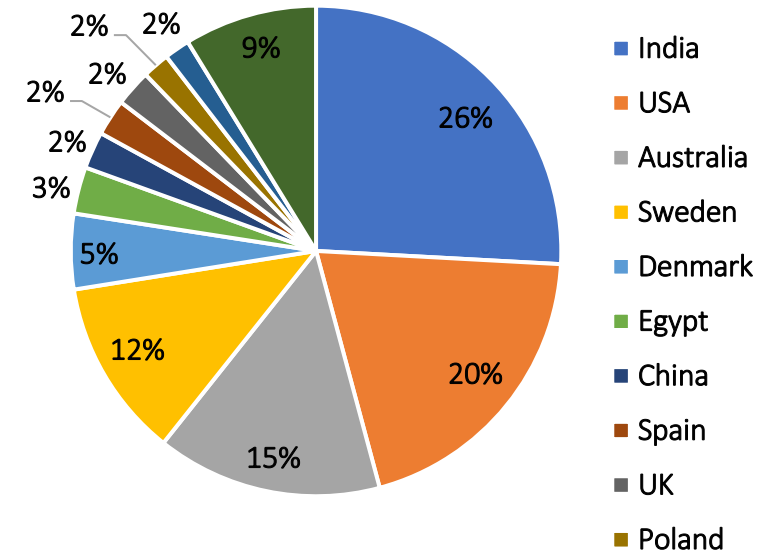
Got listed on NSE & BSE on Nov 15, 2021



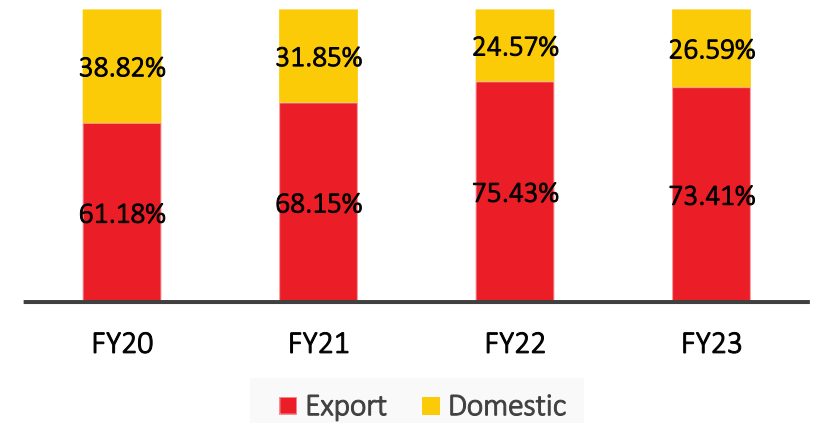
Global Presence



Geographical Revenue Mix % (FY23)



Sales Mix

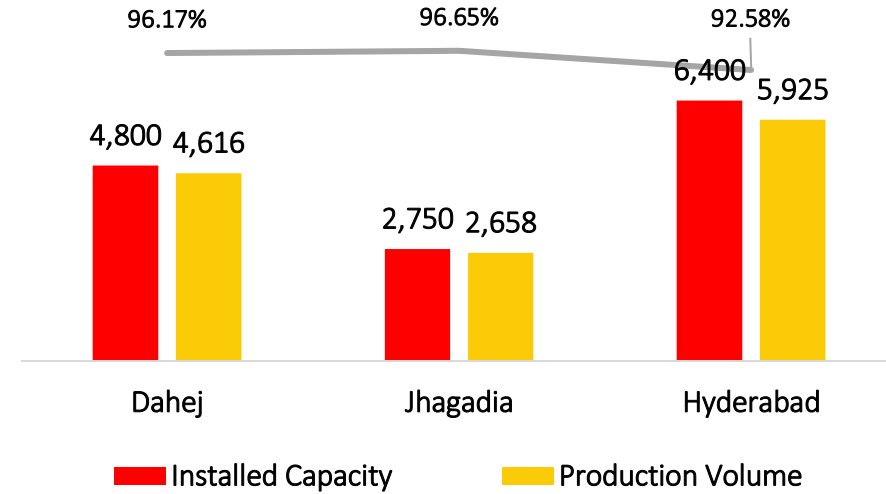




Manufacturing Plants

- Sigachi has three manufacturing units namely, Hyderabad, Telangana (“Unit I”), Jhagadia, Gujarat (“Unit II”) and Dahej, Gujarat (“Unit III”).
- These units help in providing timely, efficient and customized delivery of the products to domestic and international customers.
- Unit II and Unit III are spread over an area of approximately 1.44 acres and 2.67 acres, respectively.
- The manufacturing plant at Unit III is located in the SEZ and is entirely an export-oriented unit.
- Sigachi intends to tap the growing demand of MCC by expanding the manufacturing capacities at Unit II and Unit III.

Manufacturing Capacities (MTPA) & Capacity Utilisation in %
(as on FY23)



Hyderabad Plant



Jhagadia Plant



Dahej SEZ Plant



R&D and Quality Assurance

R&D:

- The Research and Development division is located in Jhagadia and Dahej with the objective to implement a performance-oriented approach with the help of technologies developed in-house.
- R&D Division is equipped with the necessary facilities to carry out all necessary trials to develop new molecules from concept to commissioning.
- R&D Division works on specific projects along with experts in their respective fields, focusing on application research to explore new grades of MCC.
- Laboratory at Jhagadia has been approved and has received an accreditation from Department of Science and Industrial Research (“DSIR”).

Quality Assurance:

- The company has quality control and assurance division in all manufacturing units and carries out all the required tests on the materials received including raw material which are used in the manufacturing process and also on the final products.
- Team of experts carries out various application tests to ascertain the true nature of the constituents and ensure the quality of our products as per the customer requirements and international standards.
- Company has received various certifications for the manufacturing process, managements systems implemented and the raw materials used during the manufacture of the products.





Marquee Clients





Awards and Accolades



‘Achiever of Silver Star’ in the category of Medium Scale Industries in the HR Best Practices 2019 program’



Awarded the title of ‘India’s Small Giants Emerging Enterprises of India – Roll of Honor for 2014’ by Life Insurance Corporation of India



Honored with ‘DHL SME ZEE Business Award’



Awarded the title of ‘SME Achievers of 2013’ by Bank of India



Awarded with the ‘National Award for Outstanding Entrepreneurship’ by the Government of India



Business Overview



About Microcrystalline Cellulose (MCC)

- Microcrystalline Cellulose is refined wood pulp and it is a chemically inert substance, extensively used in food, pharmaceuticals, cosmetic, and polymer composite industries.
- MCC is considered as a diluent having self-binding properties and it is one of the preferred direct compressible binder owing to its dry binding properties.
- It has distinguished chemical and physical properties from other excipients and due to its chemically inert nature MCC is compatible with most Active Pharmaceutical Ingredients (APIs).
- Good absorption capacities, broad particle size profile and good compressibility with fast disintegration has placed the MCC as the most widely used excipient in the pharmaceutical industry.
- MCC is used for the production of solid dosage form due to its good compressibility, compatibility and loading capacity of drugs. In the food industry, it is widely used as a stabilizer, anti-caking agent, fat substitute and emulsifier in food production.
- It has use in cosmetics as an abrasive, absorbent, aqueous viscosity increasing agent, binder, bulking agent, emulsion stabilizer, slip modifier, and texturizer, which can be found in various hair and skin care products as well as makeup.
- MCC is prepared by hydrolysis process at temperature, neutralized after completion of hydrolysis and then filtered and dried by spray drying or bulk drying.



MCC Market Share Based on End - Use

Industry	Approx %
Pharmaceuticals	35-40
Food & Beverage	20-25
Cosmetics & Personal Care	15-20
Others	10-15
Source: Industry and CARE Advisory	



MCC Manufacturing Process



1. Sheets of wood pulp are added to glass lined reactors, for hydrolysis of the wood pulp which is carried out at the required temperature and pressure. The slurry then formed goes to the Quality Division that tests the nature and texture of the slurry.
2. The slurry is then sent for filtration. At filter press, the slurry is passed through in to separate '*mother liquor*' from the slurry and the '*filtrate*' is sent to the effluent treatment plant. The residual cake is washed during the process to make it neutral as well as salt free. Air is passed through the cake to reduce the moisture content.
3. Due to the varied applications of the products in different sectors, different drying techniques are used on the wet cakes. The various drying techniques adopted during the manufacturing process have been detailed below:
 - a) **Fluidized bed drying process ("FBD")**: Basically a hot air drying process where the residual moisture is reduced to a desired level and to achieve a finer micron size it is further subjected to the pulverization process.
 - b) **Spin Flash Dryer ("SFD")**: The wet cake is subjected to hot air which is passed through the spin agitator, agitation speed is decided as per the particle size which has to be achieved. The powder is discharged from the cyclone through a rotary air lock valve.
 - c) **Spray Drying**: The slurry is sprayed in the spray dryer where drying takes place using hot air.The product obtained from (a) and (b) are blended and sieved to make a uniform, homogeneous and a standard batch size for final packing. However, the product obtained from spray drying process is sieved and directly sent for packaging.
4. The final product is packed in as specified by the customers. Once the packaging is done, the final products are then transferred to quarantine room for testing then transferred to finished goods storage area.



Wood Pulp - Key Raw Material

- The major raw material used in the manufacture of MCC is purified dissolving wood pulp bales.
- These are imported from Canada, South Africa, Thailand, Indonesia and America from various suppliers.
- The chemical and physical properties of the pulp determine the final quality of the finished products.
- The wood pulp bales are imported based on the quality and the price at which they are available with the suppliers.
- Quality Division carries out various tests such as ash content, water soluble substances, ether soluble substances, moisture content, paper brightness test, black particles etc.
- Domestically sourced Hydrochloric acid and other auxiliary chemicals are also used for converting wood pulp into MCC.



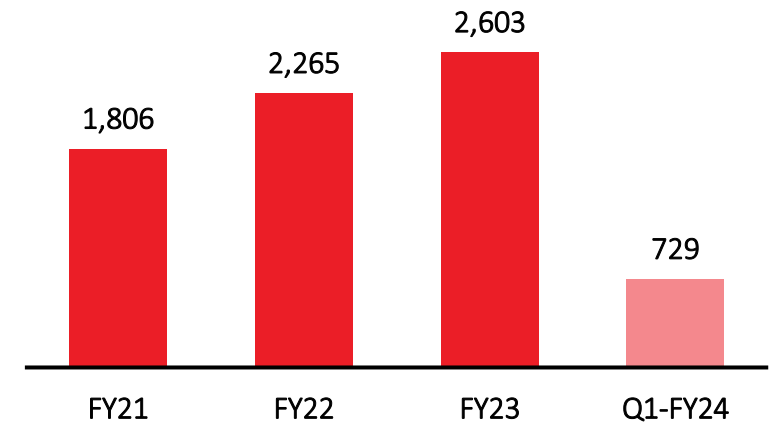


Sigachi in Microcrystalline Cellulose (MCC)

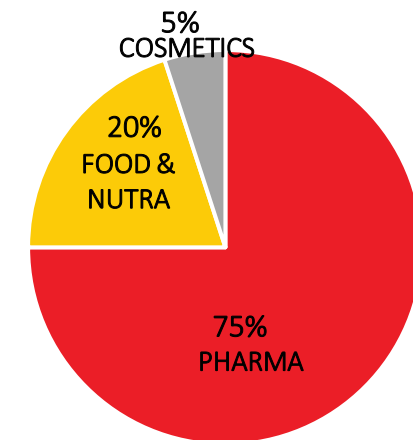
- Sigachi is the largest manufacturers of MCC in India and one of the leading manufacturers globally, with over three decades of experience.
- It manufactures MCC of 60 different grades ranging from 15 microns to 250 microns having varied applications in the pharmaceutical, food, nutraceutical and cosmetic industry.
- Sigachi sells its cellulose based products under the following brands:
 - HiCel™
 - AceCel[®]
 - CoatCel[®]
 - GloCel[®]
 - BARETab[®]
- These products are distinguished with the help of different drying techniques during the manufacturing process.
- The company produces various grades of the product in combination with various chemicals like colloidal silicon dioxide, carboxy cellulose sodium, mannitol etc. to cater to the growing market of the co-processed excipients.



MCC Revenue Trend (INR Mn)



Revenue Breakup (FY23)



Pharma Portfolio consists of:

- Antiulcerative API's & their intermediates
- Pre-Formulated Excipients
- High Functionality Excipients
- Thickeners/Stabilizers
- Binders
- Superdisintegrants
- Lubricants
- Functional Fillers/Carriers
- Spheres



Spheres



Tablets



Powder blends



Suspensions



Health Supplements



Hard Capsule Filling



Food Application Segments

Our Food Ingredients are Primarily Used as:

- Stabilizer & Emulsifier
- Dietary Fibre
- Bulking Agent
- Texturizer
- Anticaking Agent
- Flow Improver



Bakery



Dairy



Confectionery



Instant Food



Salad & Soups



Beverages



Cosmetics and Chemical Application Segments

COSMETIC APPLICATIONS



Mascara/Eyliner



Toothpaste



Talcum Powder



Creams & Lotions



Shower Gels



Facial Scrubs

Cosmetic Ingredients are primarily used as:

- Sensory Agent
- Texturizer
- Filler
- Humectant
- Flow Enhancer
- Anti-Caking Agents

CHEMICAL APPLICATIONS



- In the chemical sector the cellulose products are used in electrodes, and as filter aid. These products are economic and environmentally friendly.
- MCC prevents cracks in welding rods, gives a good texture and produce less slag and is therefore suitable for deep penetrating welding.



Strategic Overview



Key Strengths



One of the leading manufacturers of MCC in India with over 30 years' experience:

- Made advancements in development of MCC and positioned as one of the key manufacturing players globally
- Technical capabilities, capable R&D Division and manufacturing infrastructure, gives a first mover advantage in India



Presence across diverse industry verticals with long standing relationship with customers :

- Customization of products based on customer specifications and requirements
- Track record of consistent delivery of quality and cost-effective products and solutions through strategic alignment of key customers' goals over the years



Pan India and International market presence:

- A long-standing market presence in India and internationally
- Exporting products to over 50 countries worldwide, including regions of US, UK, Australia, EU region, Middle East and SE Asia



Growth led by continuous investment and focus on R&D:

- Regular investments in R&D to expand the product offerings and to streamline manufacturing process
- 2 R&D Division and 2 in-house laboratories
- The laboratory in the Dahej R&D Division has been approved and has received an accreditation by DSIR to undertake R&D activities



Comprehensive product portfolio enables to serve diverse end-use applications:

- Customize the usage and application of the products to various industries including but not limited to pharmaceutical, food, nutraceuticals and cosmetics
- Manufacture MCC in various grades ranging from 15 microns to 250 microns



Strategically located manufacturing facilities

- Set up 4 multi locational manufacturing units namely, Hyderabad, Sultanpur unit TG ("Unit I"), Jhagadia, Gujarat ("Unit II") and Dahej, Gujarat ("Unit III") and Kurnool plant ("Unit IV") which helps provide timely, efficient and customized delivery of the products in terms with the specific demographic needs

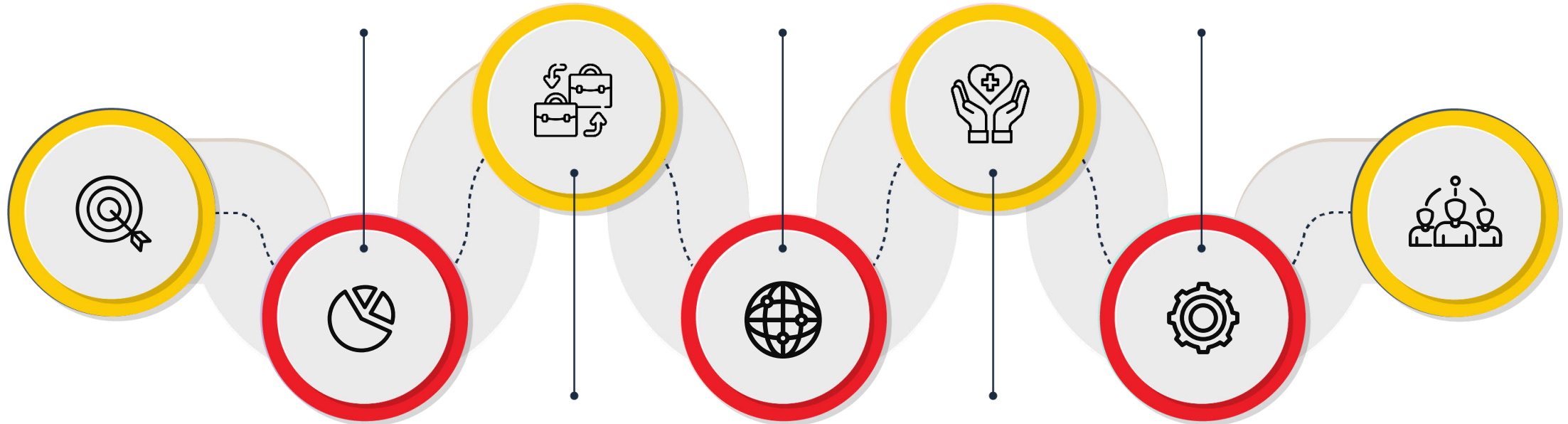


Strategy going forward

Diversifying Product Mix in Pharma:
Manufacturing higher grades of products as well as enhancing product basket by offering innovative new value-added products

Enhancing global footprint:
Increasing market share by exploring untapped markets

Expanding manufacturing capacities:
At Dahej and Jhagadia to focus on the growing demand of MCC, setting up a new unit at Dahej to manufacture CCS



Increasing focus on core business segment:
Pushing efforts towards manufacturing MCC and its various grades for various industries or applications leading to optimum resource utilization

Widen its horizon- Food & Nutrition are integral to good health:
Company will venture into the human nutritional segment, with a prime focus on B2B markets, in India and across the globe. The product portfolio will include spray-dried ingredients, micronutrient premixes and other allied products.

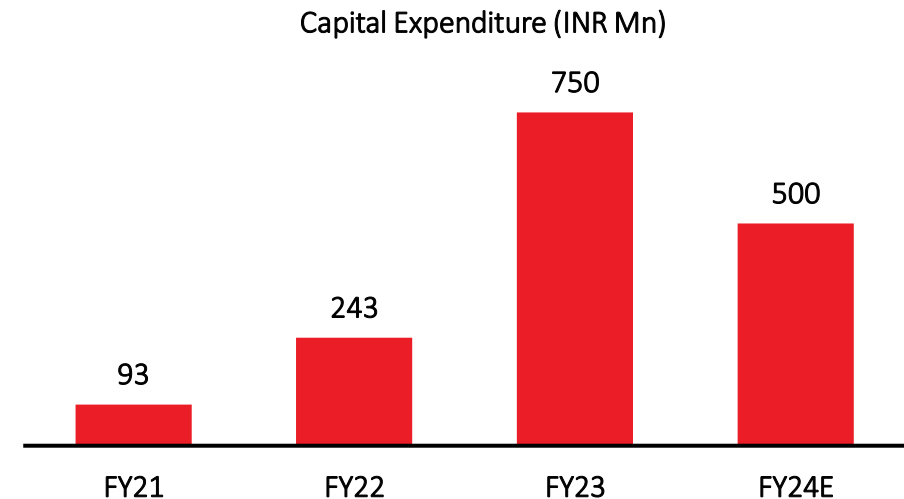
Health Care Division :
Capture the growing Branded Generics & OTC market and cater to the increasing health expenditure in India through launch of various products in the healthcare sector

Dedicated Transformation office to oversee the Hyper growth:
Enhancing customer base through marketing efforts and customizing products for various applications as per requirements of customers

- The company is expanding the production capacity of MCC by increasing the manufacturing capacity of units in Dahej and Jhagadia.
- Setting up of the proposed unit for manufacturing higher grades of MCC and CCS will result in increased revenues and profitability.
- The strategic decision to expand manufacturing units will increase the ability to cater to the increasing demand of its products.
- The company expects to benefit from the economies of scale brought about by such increased production capacity.



Manufacturing capacities at existing facilities (units in MTPA)			
Unit Location	Dahej	Jhagadia	Hyderabad
Existing Capacity (MCC)	4,800	2,750	6,400
Proposed Expansion (MCC)	3,600	3,600	--
Expected Capacity (MCC)	8,400	6,350	6,400





Croscarmellose Sodium: New Product Launch

- The company plans to foray into the production of Croscarmellose Sodium (CCS).
- CCS is a modified sodium carboxymethyl cellulose used as a disintegrant in pharmaceutical formulations and provides long term stability.
- It is an insoluble and hydrophilic polymer which aids in the dissolution of the dietary supplements and pharmaceutical tablets, granules, and capsules. CCS is used in various industries such as pharmaceutical, food, nutraceutical, textile, etc.
- The mechanism of action of croscarmellose sodium in a tablet starts when it swells, which is highly dependent on the penetration of a liquid into the tablet.
- The swelling breaks the tablet's binding forces, causing it to disintegrate and thereby accelerating the dissolution of the active pharmaceutical ingredient (API).
- Its level of use ranges from 0.5 to 5 percent, but 0.5 to 2 percent is sufficient in most formulations.
- CCS is used with binders as greater the amount of binder in the tablet, the stronger it becomes.





Educating The Less Privileged



- **The Zilla Parishad High-** Sigachi continues to pay part salary of attenders and other staff, and also supports students by procuring study materials.
- **Cheers Children Home-** Supporting students with their school and college fees.
- **Birsa Mundra High School, Jharkhand** – Helped equip the school with benches and desks for students. We also supported to provide for pure drinking water facility and toilets.

Welfare



- **Celebrated “Daan Utsav – Joy of Giving Week’** an employee led volunteering activity to support underprivileged children and senior citizens.
- Environment Day was celebrated in full spirit across the units where Sigachians pledged to work towards a better and greener planet by contributing in every little way that they can.
- Tree plantation drive was organized on the occasion of World Environment Day at our situated in Dahej.

Development Program



- The flagship CSR initiative **“Integrated Development Program”** in Bharuch & Narmada District, Gujarat aims at improving nutrition, drinking water & hygiene conditions, sanitation, and access to renewable energy to 1000+ tribal households.
- Also focus on improving Education & Skilling, Healthcare, Nutrition, Women Empowerment, Water Management, Sustainable Sourcing, Waste Management and Community Development.



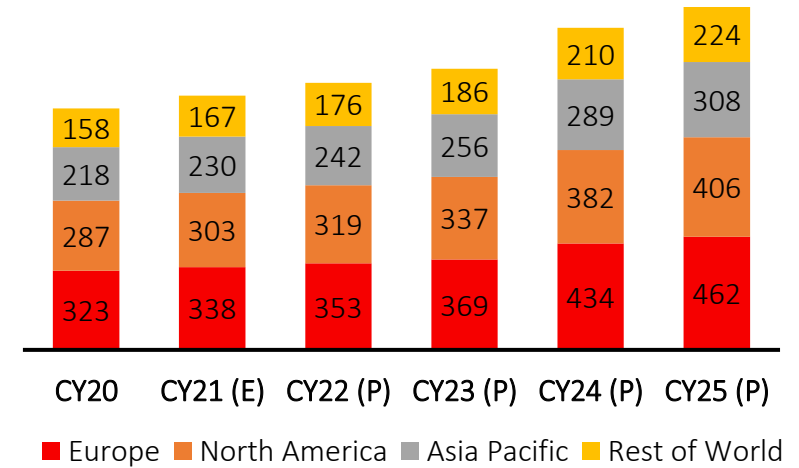
Industry Overview



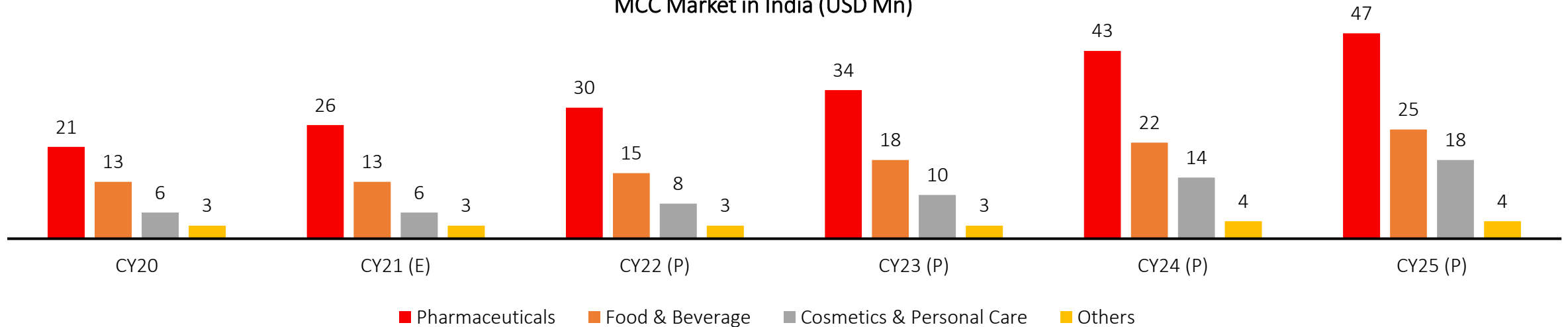
MCC Industry

- Microcrystalline Cellulose Market size was valued USD 1.14 Bn in 2022 and expected to reach at forecast to reach USD 2.05 Bn by CY 2031, growing at a CAGR of 6.7% during CY 23-31.
- Increasing application of MCC in various industries is a major factor propelling growth of the global MCC market. For instance, MCC is used as stabilizer and anti-caking agent in beverages. It is also used as a cold and hot stabilizer, in frozen food, in order to improve the shelf life of the product.
- MCC is widely used in pharmaceuticals, owing to its tasteless, odor less, and chemical inertness properties. Growth in worldwide MCC Market is the expanding pharmaceutical industry.
- Among end-use industries, pharmaceutical segment accounted for a dominant share in the market, owing to high use of microcrystalline cellulose in pharmaceutical.
- Furthermore, food and beverage segment is expected to exhibit a substantial growth in the global microcrystalline cellulose market over the forecast period. This is due to wide application of MCC in various food and beverages including desserts, frozen food, dairy products, and baked goods. it is also used as a fat replacer and helps maintain the food consistency.
- In line with the global trend, pharmaceutical will be major growth segment followed by food & beverages and cosmetic for MCC Market in India.

MCC Market - Region Wise (in USD Mn)



MCC Market in India (USD Mn)

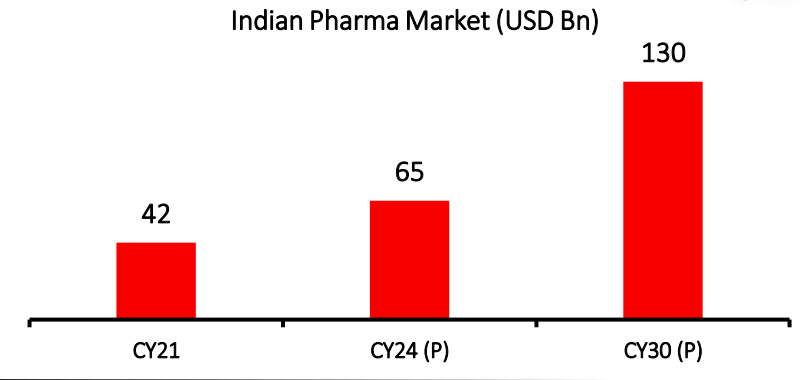




Key Growth Drivers

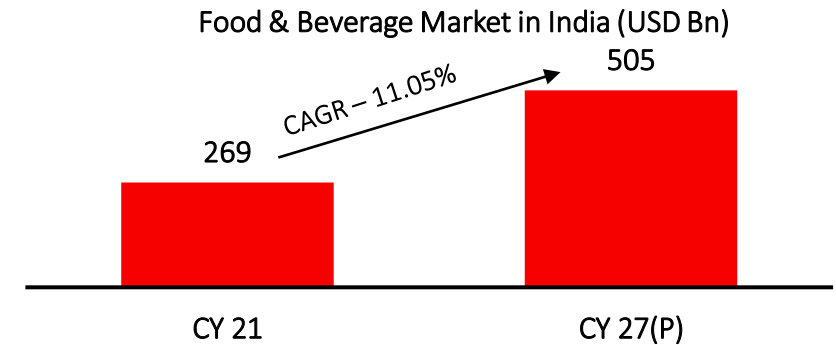
Pharmaceutical Industry:

- The growth is mainly due to the companies rearranging their operations and recovering from the COVID-19 impact.
- Medicine spending in India is projected to grow 9 -12% over the next five years, leading India to become one of the top 10 countries in terms of medicine spending.
- Going forward, better growth in domestic sales would also depend on the ability of companies to align their product portfolio towards chronic therapies for diseases such as such as cardiovascular, anti-diabetes, anti-depressants and anti-cancers, which are on the rise.



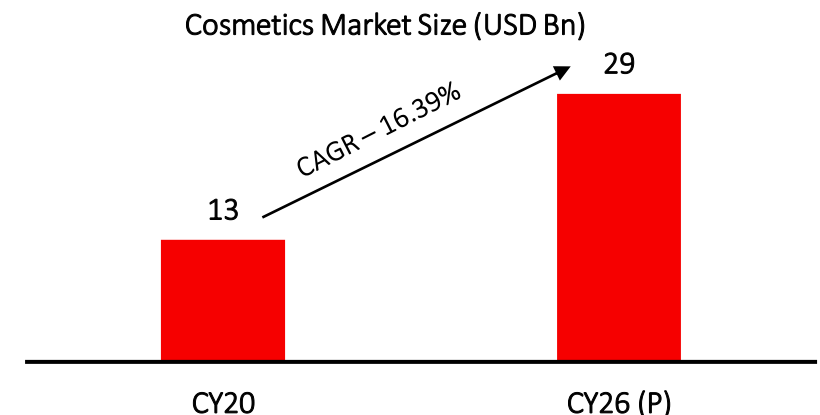
Food & Beverage Industry:

- Increased affluence of the ever-growing working population with increase in disposable income, rising urbanization leading to changing lifestyles
- Increase in consumption of fast growing F&B (Food and Beverage) segments during special occasions and celebrations.
- Increase in tourism in India and international travel by Indians increased the interest of Indians in international food products.



Cosmetic Industry:

- With the improving purchasing power, demand for enhanced products and increasing image consciousness of the Indian clientele, many international brands are establishing footprints in India which will be a key factor aiding this growth.
- Herbal cosmetics products are driving growth due to increasing adoption, and the segment alone is expected to grow at 15%.
- Social media & favorable demographics are playing an important role in spreading awareness about cosmetics products and developing fashion consciousness, not only in metros but also in tier-1 & 2 cities.





Financial Overview



Historical Consolidated Financial Performance

Particulars (INR Mn)	FY21	FY22	FY23	Q1-FY24
Operational Revenue	1,928	2,503	3,020	847
Total Expenses	1,540	1,972	2,433	683
EBITDA	388	531	587	164
<i>EBITDA Margin (%)</i>	<i>20.12%</i>	<i>21.21%</i>	<i>19.43%</i>	<i>19.36%</i>
Depreciation and amortisation	23	29	66	20
Finance costs	13	12	43	13
Other Income	33	26	67	16
PBT	385	516	545	147
Tax Expense	82	116	109	38
PAT	303	400	436	109
<i>PAT Margin (%)</i>	<i>15.72%</i>	<i>15.98%</i>	<i>14.43%</i>	<i>12.87%</i>
Other Comprehensive Income	1	(6)	1	-
Total Comprehensive Income	304	394	437	109
Diluted EPS	13.13	15.44	14.16	3.54



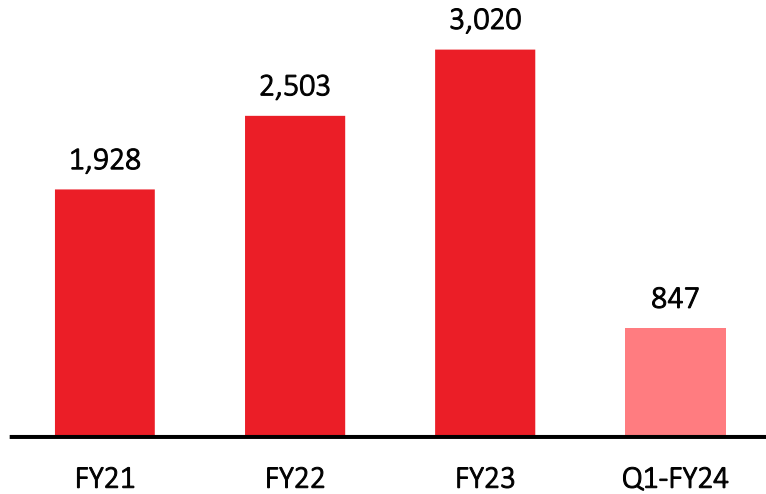
Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY21	FY22	FY23
EQUITY	646	942	2,277	2,683
Equity Share Capital	77	77	307	307
Other Equity	569	865	1,970	2,376
NON-CURRENT LIABILITIES	55	70	76	308
a) Financial Liabilities				
i) Borrowings	19	19	12	10
ii) Lease Liability	-	-	-	231
b) Provisions	7	8	9	15
c) Deferred tax liabilities (net)	29	43	55	52
CURRENT LIABILITIES	390	322	515	747
a) Financial Liabilities				
i) Borrowings	270	183	332	395
ii) Lease Liabilities	-	-	-	41
iii) Trade Payables	72	80	106	208
iv) Other financial liabilities	14	7	6	9
b) Other current liabilities	33	43	59	94
c) Provisions	1	9	12	-
TOTAL LIABILITIES	445	392	591	1,055
TOTAL EQUITY AND LIABILITIES	1,091	1,334	2,868	3,738

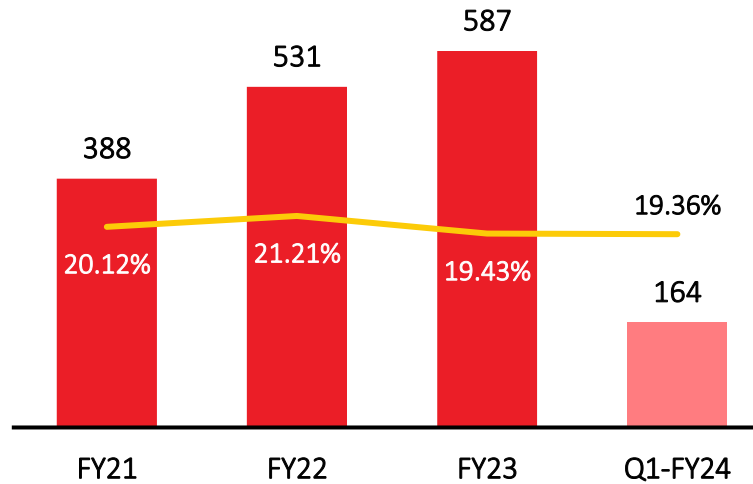
Particulars (INR Mn)	FY20	FY21	FY22	FY23
NON-CURRENT ASSETS	371	463	1,069	1,964
a) Property, plant and equipment	312	376	527	960
b) Capital work-in-progress	31	37	97	349
c) Right of Use Assets	-	-	-	257
c) Intangible assets	4	3	7	7
d) Financial assets				
i) Investments	-	2	2	2
ii) Other Financial Assets	14	18	351	225
e) Other non-current assets	10	27	85	164
CURRENT ASSETS	720	871	1,799	1,774
a) Financial Assets				
i) Trade Receivables	276	358	601	802
ii) Cash and cash equivalents	88	159	291	137
iii) Bank balances other than above	18	21	403	190
iv) Other financial assets	46	100	128	69
b) Other current assets	13	21	71	110
c) Inventories	279	212	305	466
TOTAL ASSETS	1,091	1,334	2,868	3,738

Consolidated Financial Highlights

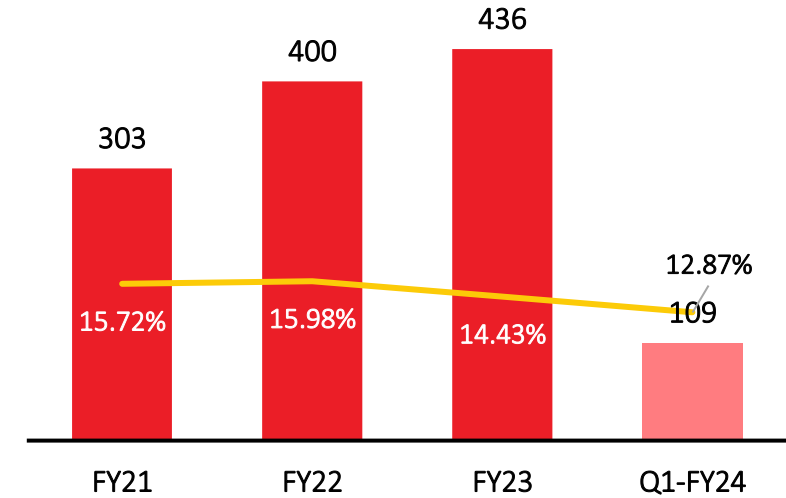
Operational Revenue (INR Mn)



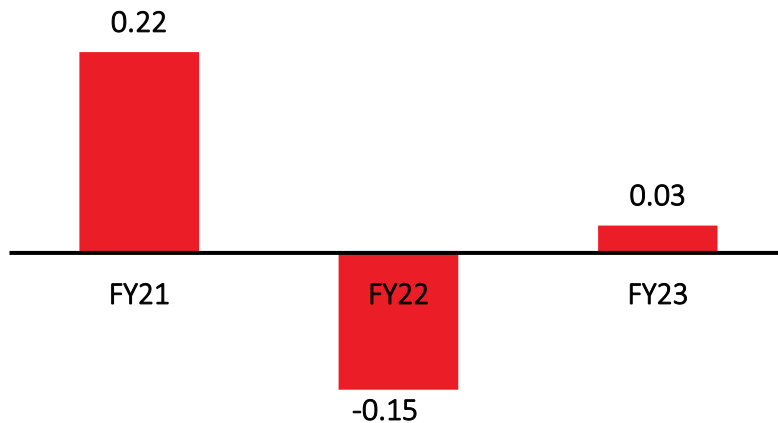
EBIDTA (INR Mn) & EBITDA Margins (%)



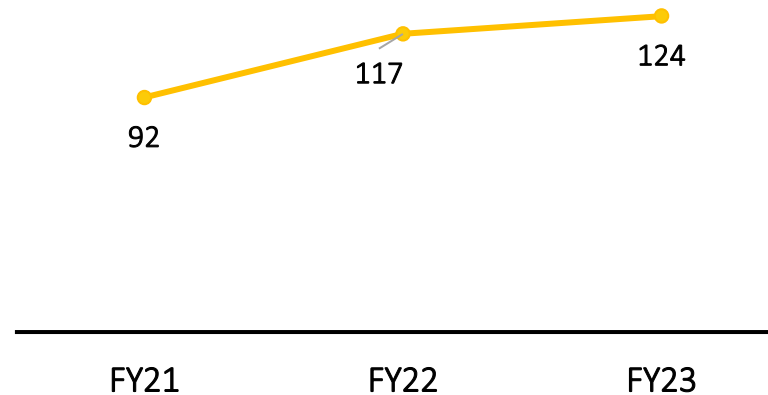
PAT (INR Mn) & PAT Margins (%)



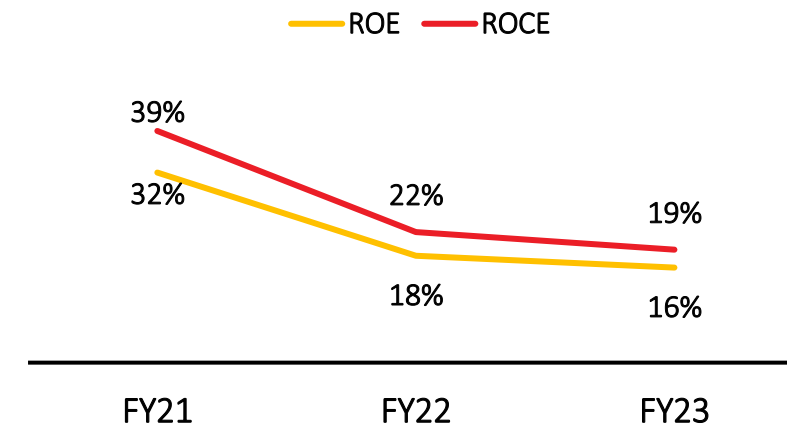
Net Debt to Equity (x)



Cash Conversion Cycle (Days)

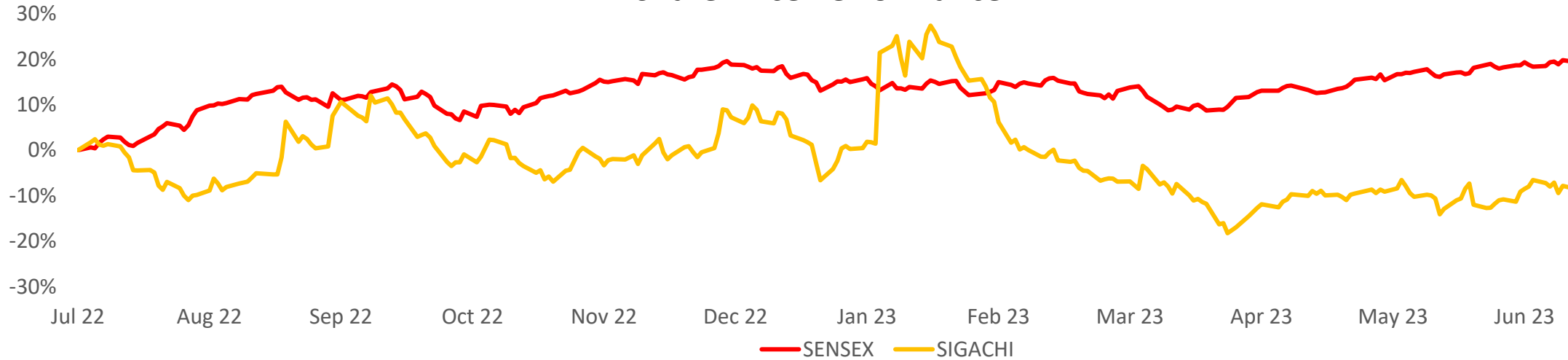


ROCE (%) and ROE (%)





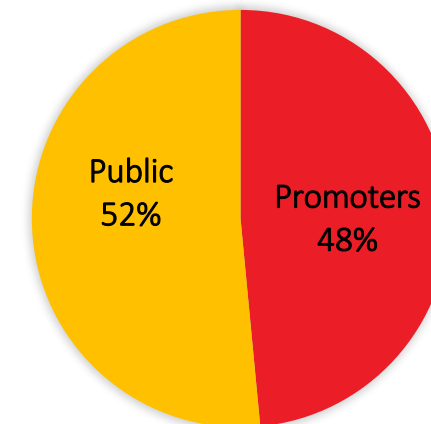
Share Price Performance



Market Data (INR) as on 30th June, 2023

Face Value	10.0
CMP	309.7
52 Week H/L	359.0/220.0
Market Cap (INR Mn)	9,522.49
Shares O/S (Mn)	30.7
Avg. Volume ('000)	220.19

Shareholding Pattern as on 30th June, 2023





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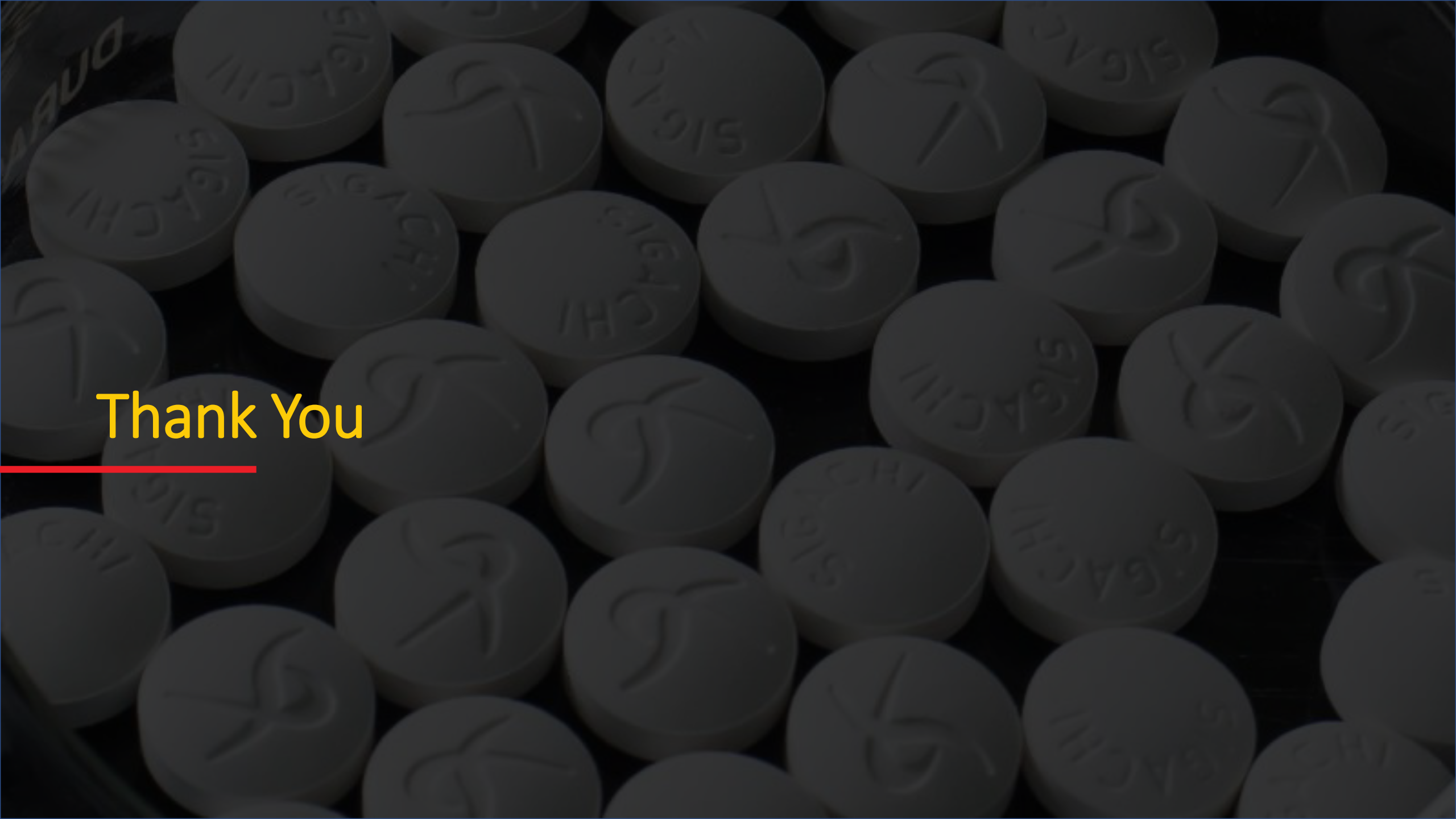
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Thank You
