

5th February, 2024

The Manager,
Listing Department,
National Stock Exchange of India Ltd,
Exchange Plaza,
Plot No. – C – 1, G Block,
Bandra – Kurla Complex,
Bandra (East),
Mumbai – 400051

NSE Code – PCBL

The General Manager,
Department of Corporate Services,
BSE Ltd.,
1st Floor, New Trading Ring,
Rotunda Building,
P.J. Towers,
Dalal Street, Fort,
Mumbai – 400001

BSE Code – 506590

Dear Sir,

Sub:- Intimation of Investors' Presentation

Please find enclosed herewith a copy of the Investors' Presentation of PCBL Limited relating to Acquisition of Aquapharm Chemicals Pvt. Ltd.

The above information is being submitted in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to kindly take the afore-mentioned information in record and oblige.

Thanking you,

Yours faithfully,
For **PCBL LIMITED**

K. Mukherjee
Company Secretary and Chief Legal Officer

PCBL Limited

Registered Office: 31 Netaji Subhas Road, Kolkata – 700 001, West Bengal, India

Corporate Office: RPSG House, 4th Floor, 2/4 Judges Court Road, Kolkata – 700 027, West Bengal, India

P: +91 33 6625 1443 | **E:** pcbl@rpsg.in | **W:** www.pcbltd.com | **CIN:** L23109WB1960PLC024602



PCBL Ltd :
Acquisition of Aquapharm Chemicals Pvt Ltd

Transaction Overview



Acquisition of 100% stake



Financials (FY23)

- Revenue: Rs. 2045 cr, EBITDA: Rs. 417 cr, PAT: Rs. 275 cr

Purchase Consideration

- Enterprise value of Rs. 3800 Cr

Valuation Multiple

- 9.1x of FY23 EBITDA

Margins (FY23)

- Gross Margin: 30%+ ; EBITDA Margin: 20%+

Transaction Closure

- 31st January 2024

Funding

- Mix of internal accruals and debt

PCBL- A National Leader and Global Player

India's largest & world's 7th largest Carbon Black manufacturing Company with strong presence in specialty chemicals.

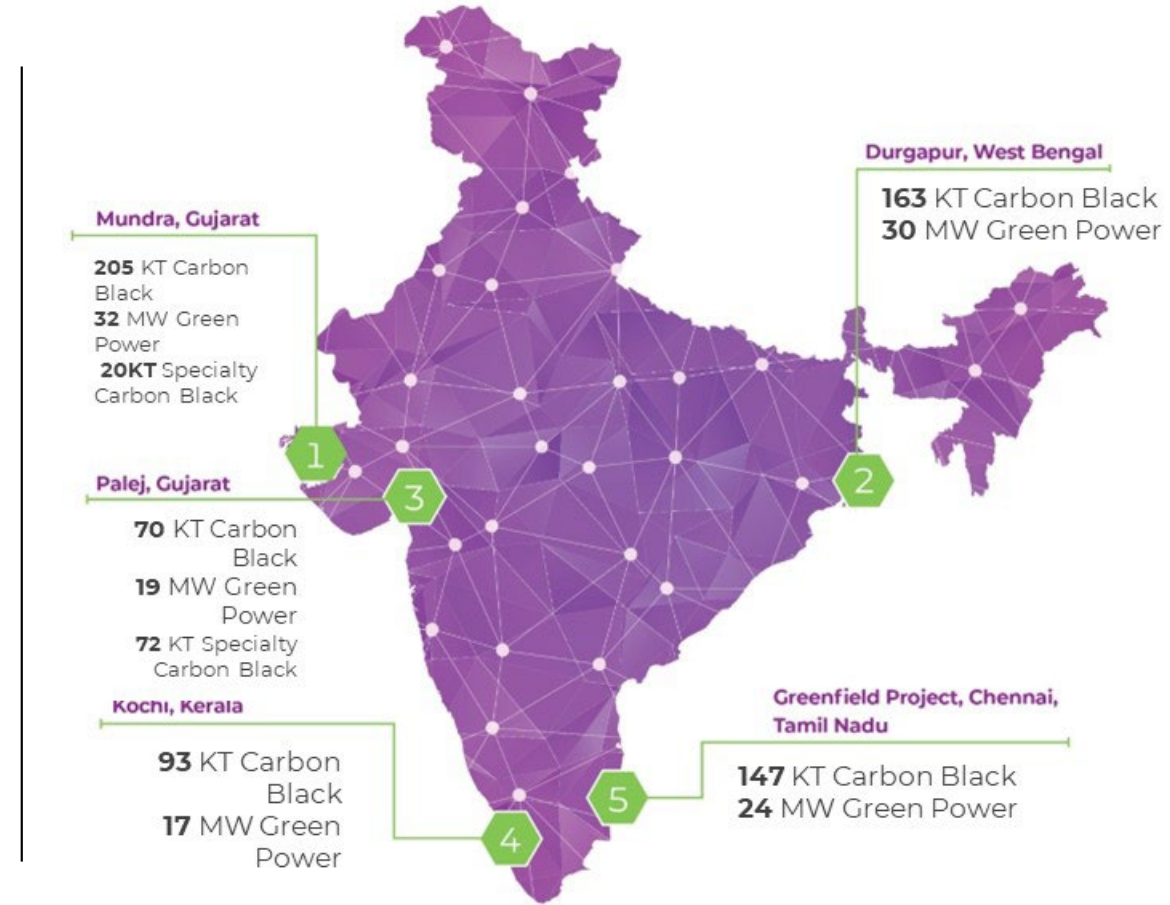
Robust product portfolio with customized offerings for tyres, performance chemicals and specialty chemicals with a 'Waste to Wealth' business model.

Existing 5 plants combined capacity of 770 KTPA & green power generation plant of 110 MW. Another 12 MW under commissioning stage.

Acquisition of Pune based specialty chemicals company "Aquapharm Chemicals Pvt Ltd" at Rs.3800 crore.

R&D, innovation & technology are key focus areas for the company - new product development, process innovation & fundamental research with R&D centres in India & Belgium.

Established market presence with major tyre, specialty and performance chemicals customers in more than 50 countries worldwide.



| | | | | | |
|--------------------------------------|-----------------------|---|-------------------------|---|---------------------------|
| 5 Manufacturing facilities | 100+ Grades | 65+ Grades of specialty Chemicals | 50+ Countries | 120+ Customers of Specialty Chemicals | 1175+ Employees |
|--------------------------------------|-----------------------|---|-------------------------|---|---------------------------|

Aquapharm Overview

- **Established in 1977, Aquapharm Chemicals Private Limited (ACPL)** is a leading specialty chemicals company engaged in water treatment, oil & gas chemicals and multiple applications, headquartered in Pune.
- **Among top 3 producers (Ex-China # 2) of phosphonates globally** - India's largest phosphonate producer.
- **Key growth drivers** - growth in soaps and detergents, industrial cleaning, water treatment and desalination.
- **Customer base**—Global leaders in FMCG, oil and gas companies and chemical giants
- **Global Presence in ~60 countries with Manufacturing Plants** in India, USA & Saudi Arabia
- **No. of employees-** 650+
- **No. of Products:** 275+
- **Segments & Products:**

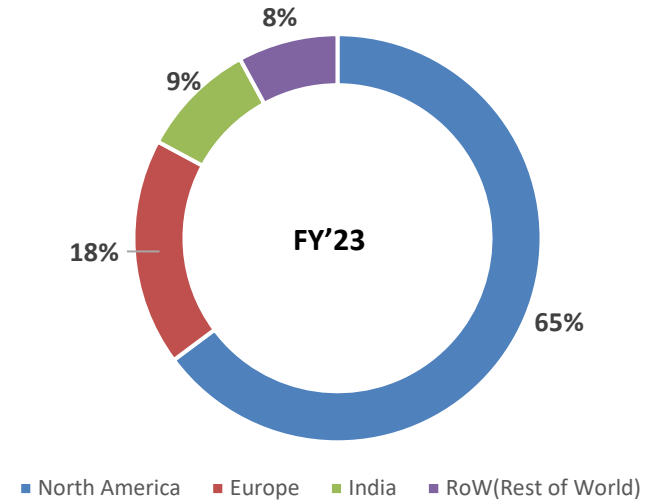
| Organo-phosphonates |
|--|
| <ul style="list-style-type: none"> • Phosphonates • Specialty Phosphonate blends |

| Green Chelates |
|--|
| <ul style="list-style-type: none"> • GLDA |

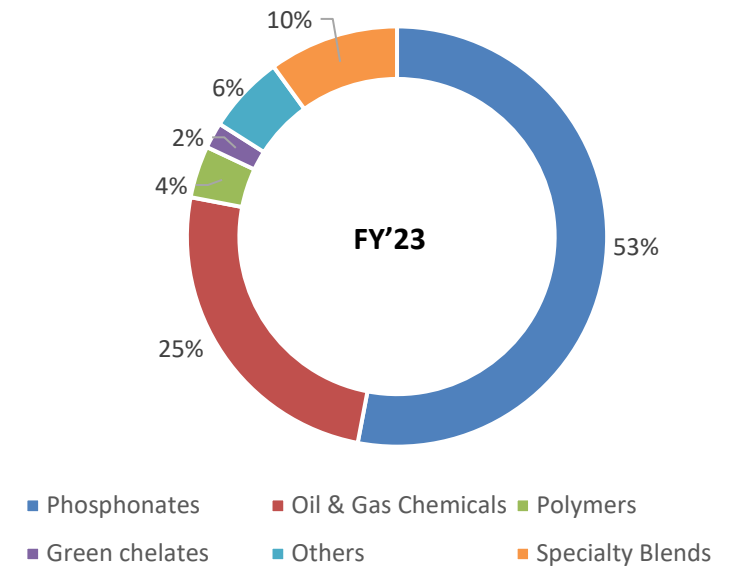
| Oil & Gas Chemicals |
|--|
| <ul style="list-style-type: none"> • Imidazoline • Quats • Triazine |

| Polymers |
|---|
| <ul style="list-style-type: none"> • Maleic Acid • Acrylic acid |

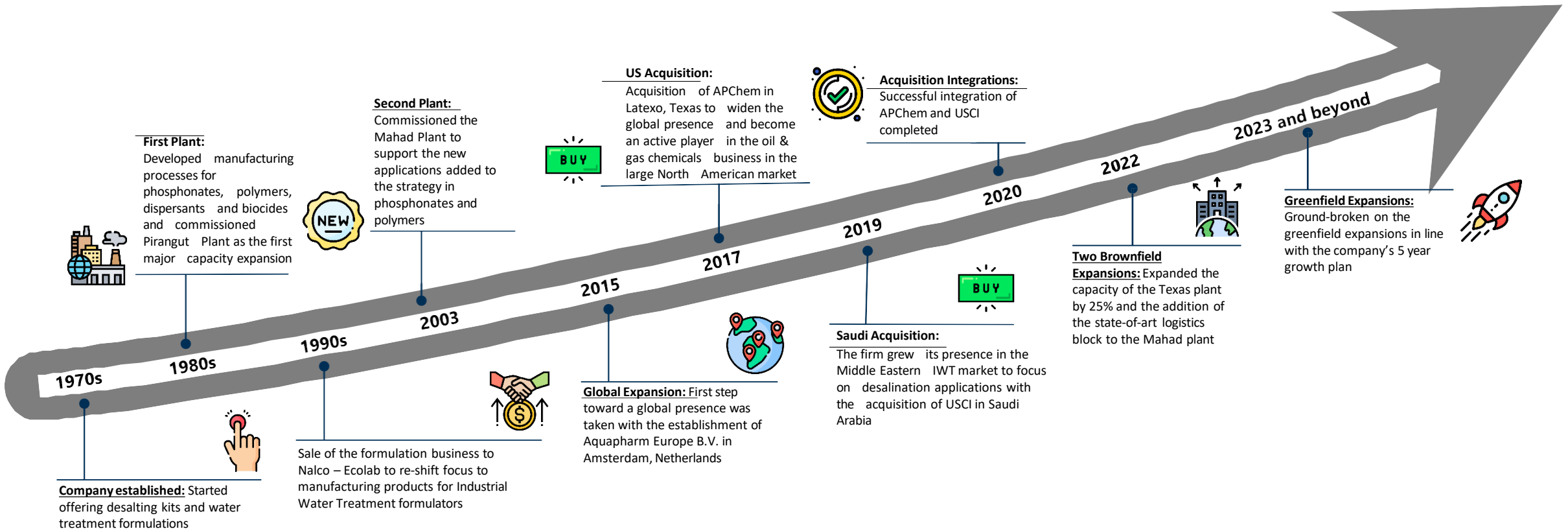
Revenue: Geography-wise



Revenue: Segment-wise



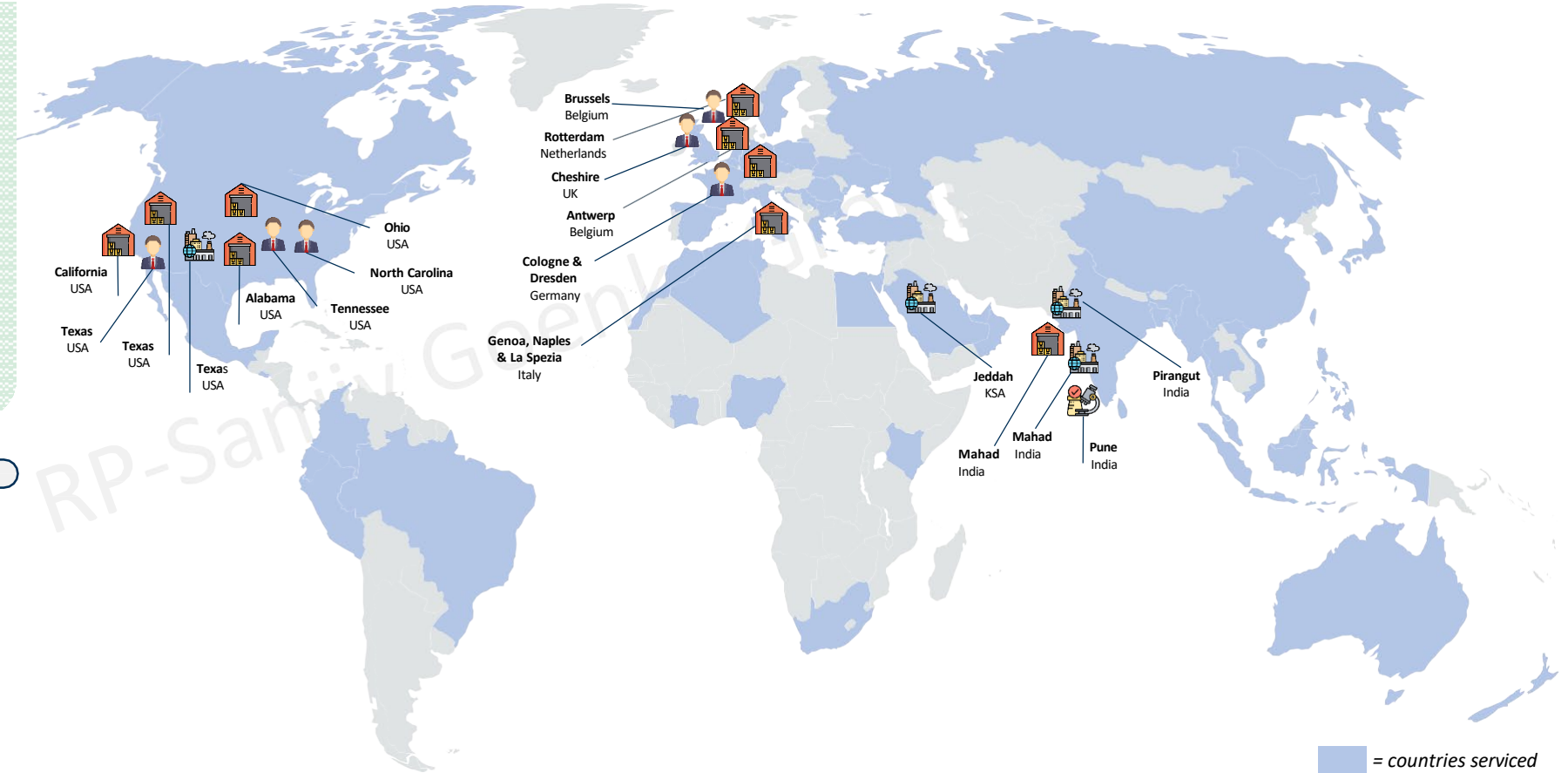
Aquapharm's Evolution: Navigating five decades of Innovation and Excellence



Aquapharm's Global Presence

Strategically located manufacturing facilities, warehouses and distribution centres in the US, Europe, Asia and Middle East

- ✓ Global market access and customer reach
- ✓ Reduced lead and expeditious response-times to customer needs
- ✓ Strong customer relationships
- ✓ High sourcing flexibility
- ✓ Reliable and optimized supply chain



Modern Innovation Centre

- **35+ PhDs and Scientists** with diverse technical specializations
- **Multi-functional** capabilities including analytical science, regulatory affairs, new product development and application development
- Zero discharge facility with broad range of world class equipment including lab- and pilot-scale plants



Manufacturing Plant
(4 Plants)



Global Supply Point
(10 Supply Points)








State-of-the-Art Innovation Centre



Global Sales Team

Overview of key **product** segments for Aquapharm

| Major Segments | Revenue share (FY23) | Key Products | End-use segments |
|--|----------------------|---------------------------------------|--|
| A1. Phosphonates  | 53% | HEDP, ATMP, DETPMP, Amino Phosphonate | <ul style="list-style-type: none"> • Detergents, paper and pulp, etc. both Industrial & Household • Used as scale inhibitors in water treatment, etc. • Textile Manufacturing |
| A2. Green chelates  | 2% | GLDA, HEIDA, PESA | <ul style="list-style-type: none"> • Water softening & surface cleaning, applications in laundry, dishwashing detergents & industry cleaning • Descaling boilers & dirt dispersion • Increasing usage driven by sustainability push |
| B. Oil & Gas chemicals  | 25% | Imidazoline, Quats, Triazine | <ul style="list-style-type: none"> • Used as Corrosion inhibitors, Biocides, Shale inhibitors ▪ H2S scavengers, removes Hydrogen Sulfide (H₂S) in hydrocarbon production facilities |
| C. Specialty Blends  | 10% | PBTC | <ul style="list-style-type: none"> • Inhibits scale and corrosion formation, microbial growth in industrial applications. • Prevents equipment damage, reduce maintenance costs. |
| D. Polymers  | 4% | Acrylic acid, Maleic acid | <ul style="list-style-type: none"> • Polyacrylic and polymaleic based polymers, primarily used across detergents, water treatment, reverse osmosis, scale inhibitors • Crucial in providing safe water supply in regions where desalination is witnessing demand • Anti-redeposition properties in cleaning formulations |

Investment Proposition

Rationale for Acquisition



Moving from single platform of carbon molecule-based chemistry to multiple platforms

- Phosphonates – Phosphorus based chemistry.
- Polymers – acrylic acid-based chemistry.
- Green chelates – amino acid-based chemistry.



Acquisition entails building new applications around

- Home, Industrial & Institutional Cleaning
- Water Treatment Chemicals
- Oil & Gas Chemicals
- Textile



Expansion of Speciality chemical portfolio at Global Scale

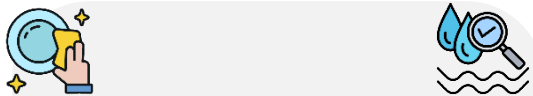
Global Industry structure conducive for profitable growth, with 80%+ revenues from lucrative Western markets (US & Europe)



Achieving Sustainability Goals by Portfolio Expansion into Greener Products

Future proofing of the portfolio with greener products (**Green Chelates**) aimed at sustainability.

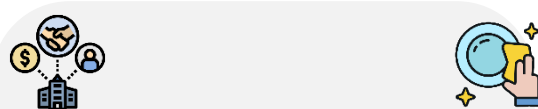
Potential Synergies



Exposure to Growth Sectors

Exposure to high-growth markets (home care) provides business resilience

Leading independent producer of specialty water treatment chemicals



Manufacturing Excellence

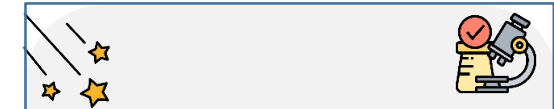
Extensive global reach: manufacturing footprint in US, India and ME

Offerings across home care, industrial water treatment, oil & gas, pharma, textile and pulp & paper industries in more than 60 countries



Supply Chain

Global sales team across all parts of the world and network of global supply points and distributors supported sales leads to superior lead times

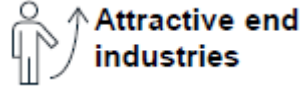


R&D

Strong heritage of product innovation

New Product initiatives In pipeline

7 key value creation levers making Aquapharm an exciting acquisition



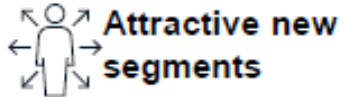
A leading specialty chemicals global player in high growth sectors of water treatment, Oil & Gas Chemicals, and HI&I* cleaning.



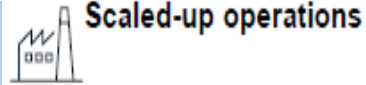
Strong core in phosphonates with top three global positioning.



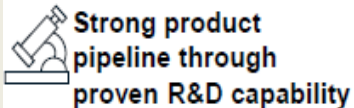
Global partner of choice for 250+ customers across home care, industrial water treatment, oil & gas, pharma, textile and pulp & paper industries in more than 60 countries.



Attractive new segments and green chemistries to strengthen market position and grow scale.



Multi-plant, multi-geography manufacturing and supply chain footprint with 3 plants (Mahad, Pirangut, Texas), 1 blending plant in Jeddah, R&D centre, 10 global warehouses (India, US, Europe, APAC) across the product portfolio (both in US and India).



Focus on new product development with successful launches across categories.



Serves as an attractive platform to expand into multiple adjacencies based on customers.

Driving Forces Behind **Aquapharm's Growth** Across Diverse End-Markets

Household, Industrial & Institutional Cleaning:

- Increasing **hygiene awareness** drives detergent demand, especially in developing nations
- Phosphonates' sequestering, deflocculating, and dispersing properties enhance detergent cleaning power
- Aquapharm offers **premium-grade phosphonates and green chelates** for eco-friendly, high-performing detergents
- Increasing consumer preference for **softer formulations and trust in natural ingredients** instead of artificial substitutes driven by perceptions of safety



Industrial Water Treatment:

- Growing population, urbanization, and industrialization **increase demand for clean water**
- Aquapharm's polymers and specialty blends play a **critical role in providing safe and clean water**
- Aquapharm's highly effective MBT biocide controls microbial growth in water systems with **low toxicity and minimal environmental impact**
- ACPL's product portfolio is crucial in providing safe and reliable water supplies, **especially in water-stressed regions like the Middle East where desalination** is increasingly in demand



Oil & Gas:

- Corrosion inhibitors **prevent costly downtime** in oil and gas production; phosphonates, quats, triazine, and imidazoline are highly effective with few substitutes
- Phosphonates offer a **low environmental impact and biodegradability**, making them ideal for companies seeking to reduce their environmental footprint
- **Extensive testing confirms the safety** of phosphonates and Imidazoline in oil and gas operations
- Growing global demand for oil and gas will drive increased demand for corrosion inhibitors



Green Chelates

New Generation Green Chelates – Answer to Existing Environmental & Health Risks Posed By Traditional Chelates

What are Green Chelates?

- Powerful biodegradable agents, eco-friendly, and derived from sustainable raw material chelating agents
- Derived from Treating Caustic Soda, Mono Sodium Glutamate (MSG), Monochloro Acetic Acid (MCA) together
- Primarily improves detergency by complexing hard water ions in household and industrial cleaning applications
- Strong performance and sustainable solutions for cleaning formulations
- Often used for the control of water hardness, surface cleaning, descaling boilers, processing textiles, preventing scale formation and dirt dispersion
- Complete safety for humans and environment based on studies
- Green chelates market is segmented on the basis of type and application such as Glutamic acid, diacetic acid (GLDA), Methyl glycindiactic acid (MGDA) and others

Application

- ✓ Industrial & institutional cleaning
- ✓ Home care, laundry & dishwashing detergents
- ✓ Water treatment (globally 15% usage)
- ✓ Paper & pulp, and
- ✓ Broader chemicals industries use chelating agents commonly

} Globally
70% use

Geography

- ✓ Generally used in North America and European Union
- ✓ 80% market share by the above two
- ✓ Expected to remain dominant market for next 5 years

Green Chelates - Market Landscape



Revenue grew by 20% CAGR (2018-23) → strong tailwinds, to grow more swiftly going forward



The growth will be led by environmentally conscious consumer and regulation by government to promote its usage



Additionally, competitors recently forayed into the segment with small capacity



Current Global capacity is 130,000 tonnes, it is expected to grow at a CAGR of 8-9% till 2028



Significant headroom for growth led by limited competitive intensity



MGDA currently constitutes 50% of global market, while GLDA constitutes 40%

Aquapharm plans to scale up green chelates production which offers attractive margins

Manufacturing Facilities Overview: *Capacity expansion in India by ~50% expected to be commissioned by March 2025*



 **Mahad**

Greenfield and Brownfield expansion planned



 **Pirangut**



 **Texas**

Greenfield and Brownfield expansion planned

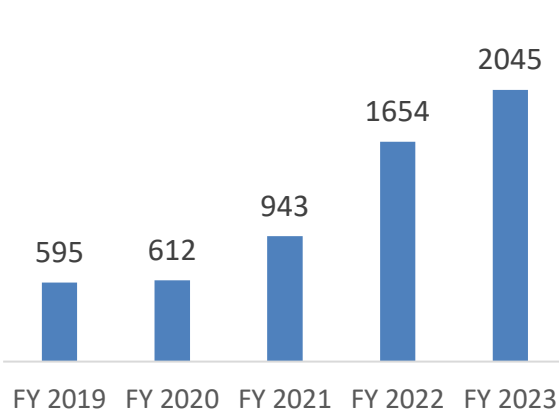


 **Jeddah**

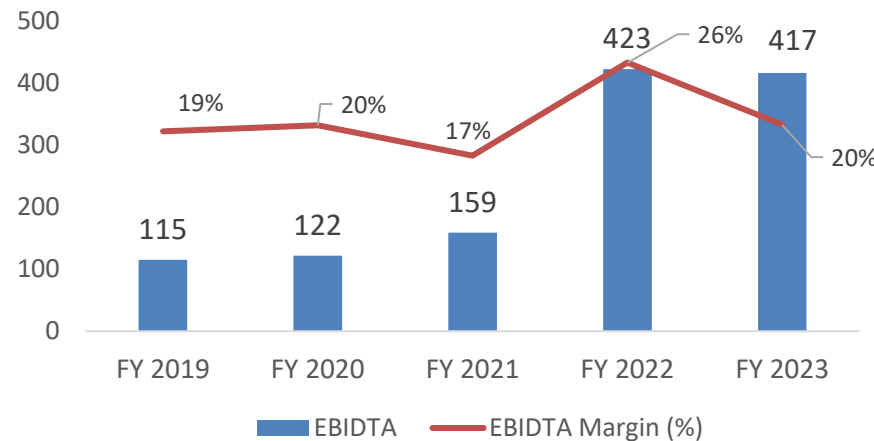
Brownfield expansion planned

Financial performance

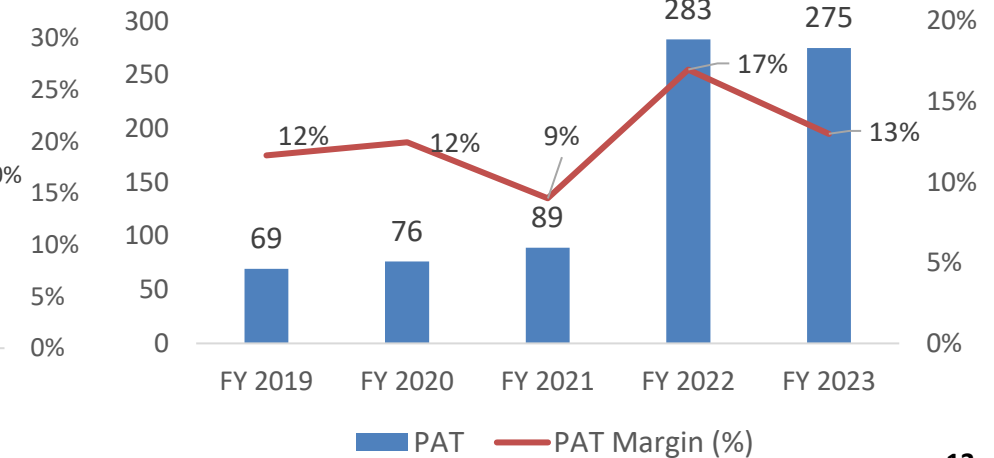
Total Revenue*



EBITDA* & EBITDA Margin



PAT* & PAT Margin



*INR. Cr.

ESG Focus



Environmental



Social



Governance



- Contributor to **6 of 17 UN SDG**



- Taking a proactive approach in responsible production and consumption initiatives in order to eliminate excessive use of energy and water sources



- Production of bio-friendly alternatives to commonly used chemicals such as green chelating agents



- Broad range of offerings for clean water production for municipal purposes in emerging countries



- Environmental certificates such as Responsible Care, Cosmos and Ecocert



- Constant analysis of staff demographics, health and safety KPIs that are reported and monitored monthly



- Health and safety managed by a designated safety coordinator at each plant



- Contributing actively to the community through CSR initiatives, focusing to improve water, education and mental health



- Procurement decision-making informed by ESG questionnaire used to select business partners that embed strong ESG standards



- Holding regular meetings with plant stakeholders to prevent complaints and ensure proactive discussions with local communities



- Statutory audits done by PwC, internal audits by EY and transfer pricing conducted by KPMG



- Regularly connecting local authorities and plant managers to ensure risks are well managed and meet local regulatory requirements



- Robust code of ethics to explicitly detail expectations for employee behaviour



- Improving communication and feedback with regular executive committee member meetings to address operational matter



- EPA and REACH registrations



Thank You

Company Details:

PCBL Limited

Corporate Office: RPSG House, 4th Floor, 2/4 Judges Court
Road, Kolkata – 700 027, West Bengal, India

Investor Enquiries:

Mr. Saket Sah, Head - Investor Relations

Email- saket.sah@rpsg.in

Mobile- 9702027569

Mr. Pankaj Kedia, Vice-President - Investor Relations

Email- pankaj.kedia@rpsg.in

Mobile- 9874484000