Date: 10th June, 2024

To, Listing Department National Stock Exchange of India Limited ("NSE") Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [E], Mumbai – 400051 **NSE Scrip Symbol: PLATIND** ISIN: INE0PT501018 To, Listing Department BSE Limited ("BSE") Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 **BSE Scrip Code: 544134** ISIN: INE0PT501018

<u>Subject: Announcement under Regulation 30 of Securities and Exchange Board of India</u> (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir / Madam,

Pursuant to Regulation 30 Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investors Presentation of the Company.

The aforesaid information is also being placed on the website of the Company at <u>www.platinumindustriesltd.com</u>.

This is for your kind information and record.

Thanking You

Yours Faithfully,

For Platinum Industries Limited

Bhagyashree Mallawat Company Secretary and Compliance Officer M. No.: A51488

Enclosed: as above.



Investor Presentation

June, 2024

Disclaimer

This information may contain certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/details and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following here in reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the opinions or forwardlooking statements expressed in this section, consequent to new information, future events or otherwise.

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Performance Highlights – Q4 & FY24

Strong Financials <u>FY24</u>	2,643.92 Mn Revenue from Operations (Rs) 17.27 % ROCE (%)	636.89 Mn EBITDA (Rs) 22.25 % ROE (%)	435.02 Mn PAT (Rs) 0.02 Debt to Equity
Consistent Growth Q4FY24	803.51 Mn Revenue from Operations (Rs) 33.28%	159.65 Mn EBITDA (Rs) 19.87%	107.09 Mn PAT (Rs) 13.33%

Company Overview

About Platinum Industries Limited

- Platinum Industries Limited is multi-product company engaged in the business of manufacturing stabilizers.
- Its business segments includes PVC stabilizers, CPVC additives and lubricants & it operates in the speciality chemicals industry.
- Its products find their application in PVC Pipes, PVC Profiles, PVC Fittings, Electrical Wires and Cables, SPC Floor Tiles, Rigid PVC Foam Boards, Packaging Materials, etc.
- According to the CRISIL Report, Platinum Industries is third largest player of PVC stabilizer in terms of sales with an 13% market share for the financial year 2022-23 in the domestic market.
- Its Manufacturing Facility is ISO 9001:2015 certified and is located at Palghar, Maharashtra which is spread across an aggregate parcel of land admeasuring about 21,000 sq. ft.
- Manufacturing Facility is strategically situated in close proximity to JNPT (Nhava Sheva) Port, Maharashtra for Import of Raw materials and Export of Finished Goods.
- They have Technical Collaboration Agreement with HMS Concept E.U., a concern of Dr. Horst Michael Schiller, who is an internationally renowned scientist with over three decades of experience in the PVC industry.
- In addition to manufacturing facilities at Palghar, Maharashtra they also have a dedicated in-house R&D facility located at village Dhansar, Palghar, Maharashtra.
- It now intends to raise funds from the issue to set up proposed facilities by investment in Egypt and Palghar, Funding working Capital requirements and General Corporate Purpose.

Product Portfolio		PLATINU
1	2	3
PVC Stabilizer	CPVC Additives	Lubricants
 Lead Based Lead Based Stabilizer Hybrid Low Lead Stabilizer Booster Lead Stabilizer PVC Add Pack (Lead Based) 	 CPVC Add Pack CPVC Compound 	 PE Wax OPE Wax Lubpack
 Non-Lead Based Highstab Calcium Zinc Stabilizer Highstab Calcium Organic Stabilizer PVC Add Pack (Lead Free) 		

Product - Applications





CALCIUM ZINC

- Plumbing pipes
- Floor tiles
- Fittings
- Technical profiles
- mica sheets
- Foam boards
- Conduit pipes
- Gaskets
- Cables
- Shoe soles

CALCIUM ORGANIC

- PVC pipes
- O-PVC pipes
- CPVC pipes
- CPVC fittings
 - UPVC pipes
 - UPVC fittings

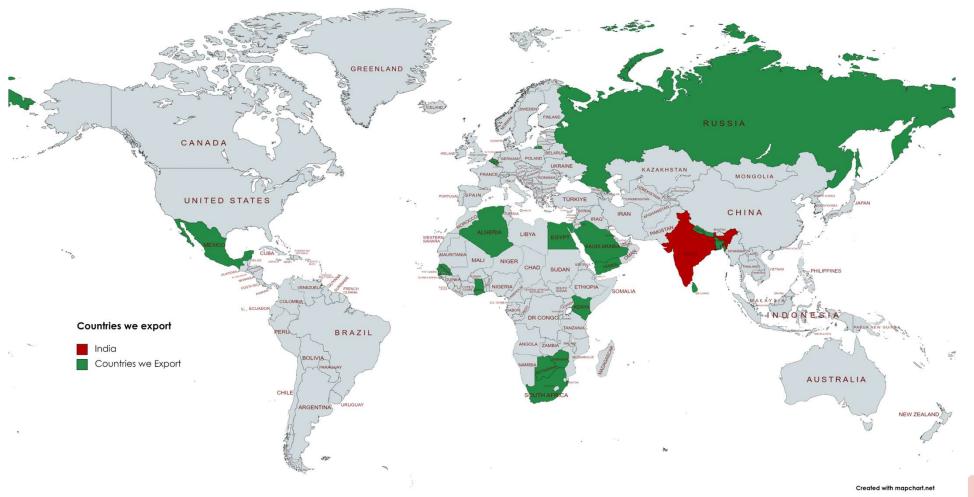
LEAD ONEPACK

- Pipe
- Sheet
- Panel
- Foam boards
 - Profiles
- Cables
- Shoes

HYBRID LOW LEAD

- Conduit Pipe
- Profiles
- Foam boards
- Roofings
- Panels
- Pressure pipe
- Sewage pipe
- UPVC fittings
- Injection moulded articles

Presence



Key Milestones

 •Incorporated as LLP and started the production of lead and non-lead based PVC Stabilizers •Started production of CPVC additives and lubricants 	
•Started production of CPVC additives and lubricants	
•Set up of Research & Development center at Palghar, Maharashtra	
•Converted from LLP to Private Limited Company •Started production of Hybrid (Low Lead) PVC stabilizers	
•Established our subsidiary, Platinum Global Additives Private Limited	
•Started production of organic based stabilizers	
•Established our subsidiaries, Platinum Oleo Chemicals Private Limited and Platinum Stabil	zers Egypt LLC
 •Acquired land in Egypt for setting up for the Proposed Facility 2 (Egypt) •Started manufacturing of Polyethylene waxes (PE waxes) 	
•Crossed turnover of ₹200 Crores	
•Initial Public Offering with 99.03X oversubscription and public listing on the BSE and NSE	

Public Listing on BSE & NSE (March 2024)

PLATINUM.

Issue	Initial Public Offer of up to 13,761,225 equity shares (excluding Pre- IPO placement undertaken of 910,700 equity shares) of face value ₹ 10 each comprising of Fresh Issue					
Issue Size	₹ 2,353.17 Million (at upper price band)					
Issue opened at	₹225 on NSE surpassing the issue price of ₹171					
Post Issue Equity Shares	54,924,873 equity shares of face value Rs 10 each					
Objects of the Issue	 Investment in Subsidiary, Platinum Stabilizers Egypt LLC for financing its capex requirements for PVC Stabilizers mfg. at SC Zone, Governorate of Suez, Egypt Funding of capex requirements of Company towards setting up of a manufacturing facility for PVC Stabilizers at Palghar, Maharashtra, India; Funding working capital requirements of the Company and General corporate purposes 					
Subscription (times)	 QIB 151.0x NII 141.8x Retail 50.9x 					
	• Total 99.0x					



About Proposed Facilities

Egypt

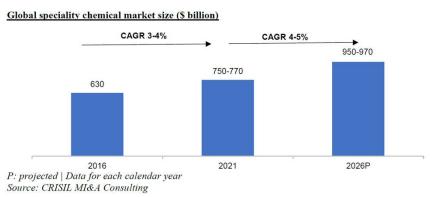
- Proposed Facility shall be set up through their subsidiary Platinum Stabilizers Egypt LLC in Egypt for manufacturing PVC stabilizers and CPVC Additives to increase global market reach.
- Facility will have estimated installed capacity of 30,000 tonnes per annum and expected to be operational from Q4 FY2024-25
- Presently, there are no manufacturers of PVC stabilizers in Egypt. Also, there is growing demand of PVC Stabilizers in Middle East & North Africa.
- The positioning of mfg. unit near the Suez Canal will lead to optimization of freight and transportation charges and provides easier access as compared to mfg. units established in landlocked areas that use rail and roads for transportation.

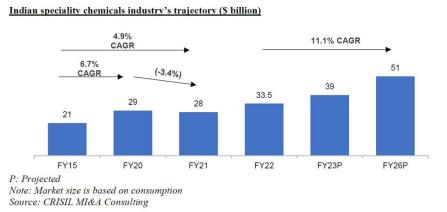
Palghar

- Proposed facility is being set up to modernize and expand capacity of non-lead based stabilizers.
- This facility is being set up to create a distinction between lead based and non-lead based products which shall help them to maintain quality and reduce impurities.
- Proposed unit is expected to have an estimated installed capacity of 60,000 MTPA and is expected to be operational by Q4 FY2024-25

Industry Overview

- The speciality chemicals industry was valued at \$750-770 billion at the global level in 2021. The segment clocked 3-4% Compound annual growth rate (CAGR) over 2016-21.
- Between 2021 and 2026, the market is expected to grow at 4-5% CAGR to \$950-970 billion.
- The Indian speciality chemicals industry, accounting for ~26% of the overall chemicals industry (excluding pharmaceuticals), was worth \$29 billion in fiscal 2020.
- The industry expanded at 6.7% CAGR over fiscals 2015-20, driven by an increase in domestic off take from various end-user industries and rising exports. However, in fiscal 2021, the industry declined 3.4% onyear because of a slowdown in economic activity and the consequent decline in demand from end-user industries.
- The industry exhibited recovery in fiscal 2022 with an estimated worth of \$33.5 billion. The Indian speciality chemical industry is expected to reach \$51 billion by fiscal 2026, growing at 11.1% CAGR over 2022-26.



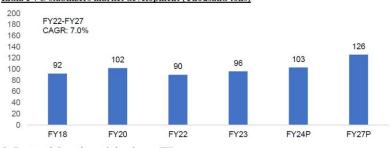


Industry Overview

Global PVC stabilizers market (Thousand tons)



E: Estimated P: Projected Data for each (CY) calendar year Source: CRISIL MI&A Consulting



India PVC stabilizers market development (Thousand tons)

P: Projected, Data for each fiscal year (FY) Source: CRISIL MI&A Consulting

Capacity of top 3 manufacturers in India by sales

Manufacturer	Annual PVC stabilizer capacity – existing capacity (tons per annum)		
Baerlocher India Additives	65,500		
Goldstab Organics	60,000		
Platinum Industries Ltd	36,000		

Source: CRISIL MI&A Consulting

Source: https://platinumindustriesltd.com/wp-content/uploads/2023/07/CRISIL-Industry-Report.pdf

- The global PVC stabilizer market is estimated to grow at 4% CAGR from 1.47 million tons in 2022 to 1.76 million tons by 2027.
- The global market size by value is estimated at \$5.2 billion in 2022.
- India PVC stabilizers market at 90 thousand tons in FY22 which is expected to grow at 7% CAGR to reach 126 thousand tons is estimated by fiscal 2027.
- India market size by value is estimated at \$210 million in fiscal 2022.
- India PVC stabilizers manufacturing landscape is characterized with top 3 manufacturers accounting for 50-55% of the market by value and balance is fragmented with large number of unorganized players.
- The top 3 manufacturers in India include Baerlocher India, Goldstab Organics and Platinum Industries Ltd.
- Platinum Industries Ltd is at 3rd position in India having ~8% market share by sales in fiscal 2022.
- Platinum Industries have 36,000 tons of annual capacity includes PVC stabilizers, CPVC additives and lubricants.

Investment Rationale

Consistent financial performance	Revenue from Operations, EBIDTA and PAT have grown at a CAGR of 41.32%, 101.61% and 107.93% from FY 2021 to FY 2024	₹
	In house R&D facility. Also having technical collaboration with Dr. Horst Michael Schiller, an internationally renowned scientist with over 3 decades of experience in PVC industry and has authored several books on PVC stabilizers	R & D and Sustainability
Global presence – Mfg. facility in Egypt	Setting up a mfg. facility in Egypt, since presently there are no manufacturers of PVC stabilizers in Egypt. Also, there is growing demand of PVC Stabilizers in Middle East & North Africa	Ò
	Majority of customers are industry leaders in terms of revenues and pan India presence in PVC pipes and PVC stabilizers industry in India	Industry leaders as Top Customers
Varied product portfolio catering to diversified industries	Product find their application in PVC pipes, PVC profiles, PVC fittings, electrical wires and cables, SPC floor tiles, Rigid PVC foam boards, packaging materials, etc	
*****	The specialized nature of products leads to significant differentiation. R&D requirements, technical know-how, capital intensity, service capabilities, customer relationships, and engineered or regulated specifications also create important barriers to entry. Although these barriers are not homogeneous across the industry, most speciality chemical companies enjoy the benefits of one or more of them	High entry barriers in the speciality chemical industry

Promoters



Krishna Rana Promoter, Platinum Industries Limited

- Krishna Rana, is the **Chairperson and Managing Director** of Platinum Industries Limited - India's leading PVC & CPVC Additive Manufacturer.
- He holds a bachelor's degree in commerce from Mumbai University and has over 17 years of experience in the chemical industry.
- He is responsible for restructuring his operations, integrating global best practices and roping in some of the best talent to rejuvenate and recreate his business enterprise and take it on a positive growth trajectory.
- Krishna is extremely passionate about mentoring and has inculcated his employees to embrace change, reach perfection through innovation and value relationships.



Parul Rana Promoter, Platinum Industries Limited

- Parul Rana, is the Director of Platinum Industries Limited - India's leading PVC & CPVC Additive Manufacturer.
- She has completed her higher secondarv education from Maharashtra State Board and holds а Diploma in Apparel Manufacturing and Design from Shreemati Nathibai Damodar Thackersey Women's University, She Mumbai. oversees the company's branding activities and is responsible to ensure that Platinum is represented visually in the right manner to various external audiences.
- Her responsibilities lie towards setting new standards in design and branding for the Indian chemical industry, while also building up a balanced team that can deliver through individual strengths.

Board of Directors

Anup Singh	Executive Director	He holds Bachelor of Technology degree in Chemical Engineering from Uttar Pradesh Technical University. He has over a decade of experience in handling production processes in the chemical industry. His key areas of experience are operational management and quality control.
Robin Banerjee	Independent and Non-Executive Director	He is a fellow member of Institute of Chartered Accountants of India, fellow member of Institute of Cost Accountants of India, fellow member of Institute of Company Secretaries of India, also holds the degree of Master of Commerce from the University of Calcutta. He is the Chairman of Nucleon Research Pvt Ltd, a global clinical research company. Prior to this, he was the Managing Director of Caprihans I Ltd for over ten years. Earlier he served in senior leadership positions in multinational global corporations like Hindustan Unilever, Arcelor-Mittal Germany, Thomas Cook, Essar Steel, and Suzlon Energy.
Radhakrishnan Ramchandra Iyer	Independent and Non-Executive Director	He holds a master's degree in commerce from Kerala University and is also a registered Insolvency Professional with the Insolvency and Bankruptcy Board of India. He is an Associate of Indian Institute of Banks and Institute of Internal Auditors and also holds a Certificate in Industrial Finance from the Indian Institute of Bankers.
Samish Dushyant Dalal	Independent and Non-Executive Director	He holds a Master's degree in Business Administration from the University of Queensland, Australia. He has been associated with SP Jain Institute of Management & Research, Mumbai as an Associate Professor and is associated with SP Jain School of Global Management as a Professor where he teaches various subject, including negotiation, marketing, general management and family business management.
Vijuy Ronjan	Independent and Non-Executive Director	He holds a Bachelors' degree in Arts from Patna University. He had been associated with State Bank of India at various designations within the organization for over three decades and post which he has been on the board acting as an Independent Director. He has experience in human resource management, business development, mergers & acquisitions, internal and external risk mitigation.

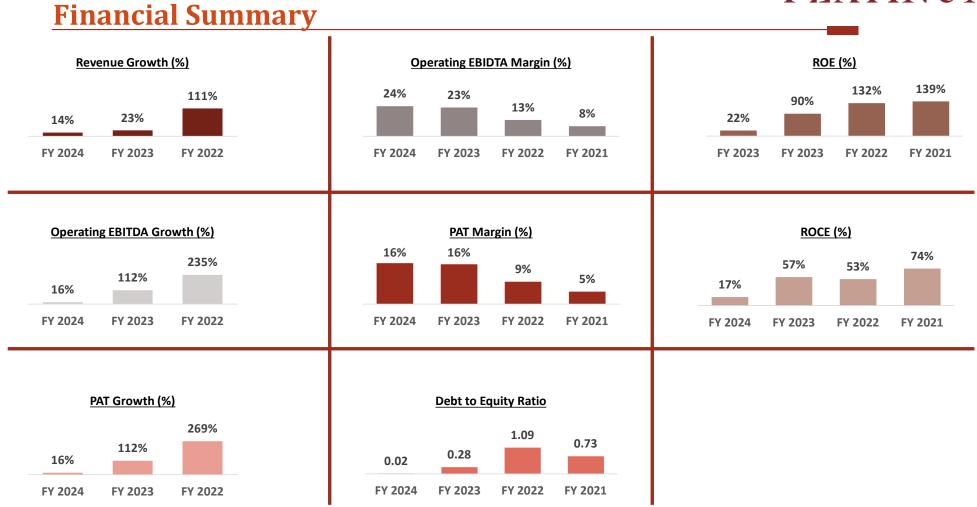
Key Managerial Personnel

Krishnan Balaji	Chief Executive Officer	Krishnan Balaji is the Chief Executive Officer of the Company. He holds a Master of Science in Economics and Bachelor of Chemical Engineering from the Birla Institute of Technology & Science at Pilani, Rajasthan. Prior to being associated with our Company, he was working with international organization based out of Oman, engaged in chemical/biochemical and oilfield drilling activities, as their Head of Business Development. He is responsible for taking care of the business development and strategic planning for the company.
Narendrakumar Laxmanbhai Raval	Chief Financial Officer	Narendrakumar Laxmanbhai Raval is the Chief Financial Officer of the Company. He holds a bachelor's and master's degrees in commerce from Gujarat University. He also holds a CAIIB Retail Banking Certificate from the Indian Institute of Banking and Finance. He has over three decades of experience of working in the banking sector and has previously worked with Bank of Madurai and Indian Overseas Bank.
Bhagyashree Mallawat	Company Secretary	Bhagyashree Mallawat is the Company Secretary and Compliance Officer of the Company. She holds a bachelor's degree in commerce from MDS University, Rajasthan and is an associate member of the Institute of Company Secretaries of India. She has over six years of experience in secretarial compliance and corporate governance field.

Results Overview

Financial Summary

Particulars (₹ in Million)	2024	2023	2022	2021	Particulars	2024	2023	2022	2021
Revenue from Operations	2,643.92	2,314.81	1,881.56	892.69	Revenue Growth (%)	14%	23%	111%	
Other income	25.88	10.74	10.82	2.61	Operating EBITDA Growth (%)	16%	112%	235%	
Total Income	2,669.80	2,325.55	1,892.38	895.30	PAT Growth (%)	16%	112%	269%	
Operating EBITDA	636.89	549.32	264.36	78.24	Operating EBITDA Margin (%)	24%	23%	13%	8%
РАТ	435.02	375.84	177.48	48.15	PAT Margin (%)	16%	16%	9%	5%
Cashflow from Operating Activities	327.35	382.63	-149.93	32.76	ROE (%)	22%	90%	132%	139%
Equity Share Capital	549.25	402.53	10.53	10.53	ROCE (%)	17%	57%	53%	74%
Other Equity	2,762.11	216.26	212.84	34.19	Debt to Equity ratio	0.02	0.28	1.09	0.73
Net Worth	3,311.36	618.79	223.37	44.72	Inventory days	35.70	43.12	40.79	30.51
Long-term borrowings	11.07	10.44	5.02	6.88	Trade receivable days	64.84	51.88	88.14	68.03
Short-term borrowings	63.59	163.85	237.40	25.73	Trade payable days	49.58	30.34	69.6	94.71
Total borrowings	74.66	174.29	242.42	32.61	Working Capital cycle	50.96	64.66	59.33	3.83



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PLATINUM. Detailed Financial Statements - Profit & Loss Statement

Particulars (₹ in Million)	2024	2023	2022	2021
Revenue from Operations	2,643.92	2,314.81	1,881.56	892.69
Other income	25.88	10.74	10.82	2.61
Total Income	2,669.80	2,325.55	1,892.38	895.30
Cost of Materials Consumed	1,495.87	1,282.60	873.13	590.27
Purchases of Stock-in-Trade	124.08	135.81	508.05	115.18
Changes in inventories of Finished Goods and Stock - in- process	0.63	(27.46)	(4.08)	1.07
Employee Benefits Expenses	111.43	82.11	38.06	32.99
Finance Costs	23.69	21.69	15.84	3.85
Depreciation and Amortisation Expense	29.16	18.27	8.92	7.44
Other Expenses	300.90	303.18	212.86	77.54
Total Expenses	2,085.76	1,816.19	1,652.78	828.35
Profit Before Tax	584.04	509.36	239.60	66.95
Tax expense	149.02	133.52	62.12	18.80
Profit After Tax	435.02	375.84	177.48	48.15

Detailed Financial Statements - Balance Sheet

Particulars (₹ in Million)	2024	2023	2022	2021
Assets				
Non-Current Assets				
Property, Plant and Equipment	358.16	292.27	44.38	36.34
Other non-current assets	187.85	97.20	33.19	24.58
Current Assets				
Inventories	213.13	270.60	154.89	59.78
Trade receivables	499.24	311.06	485.81	166.38
Other current assets	2,691.32	240.55	126.51	35.48
Total Assets	3,949.70	1,211.68	844.79	322.56
EQUITY AND LIABILITIES				
Equity Share Capital	549.25	402.53	10.53	10.53
Other Equity	2,762.11	216.26	212.84	34.19
Non - Controlling interest	94.52	96.80	0.01	-
Total Equity	3,405.89	715.59	223.38	44.72
Long-term borrowings	11.07	10.44	5.02	6.88
Other non-current liabilities	29.71	44.80	20.07	18.40
Short-term borrowings	63.59	163.85	237.40	25.73
Trade Payables	255.63	138.39	274.65	193.81
Other financial liabilities	132.06	80.67	28.24	8.92
Other current liabilities	51.77	57.95	56.04	24.09
Total Equity and Liabilities	3,949.70	1,211.68	844.79	322.56

Revenue Bifurcation

Bifurcation of Revenue in terms of Products Category

Bifurcation of Revenue in terms of Products Category								<i>₹ in Millions</i>	
Product Category	Mar 24		2023		2022		2021		
	Revenue	%	Revenue	%	Revenue	%	Revenue	%	
PVC Stabilizers									
- Lead based stabilizers	466.3	18.53%	274.48	11.73%	318.97	17.30%	293.03	32.87%	
- Non-Lead based stabilizers	1098.92	43.68%	923.16	39.44%	457.29	24.81%	227.38	25.51%	
CPVC Additives	150.37	5.98%	177.48	7.58%	139.75	7.58%	92.46	10.37%	
Lubricants	619.02	24.60%	626.08	26.75%	397.07	21.54%	149.43	16.76%	
Trading Sales	172.21	6.84%	318.26	13.60%	522.07	28.32%	123.24	13.83%	
Others	9.20	0.37%	21.10	0.90%	8.32	0.45	5.87	0.66%	
Total	2516.02	100%	2340.56	100%	1843.48	100%	891.41	100%	

Bifurcation of Revenue in terms of domestic and export sales								<i>₹ in Millions</i>	
Geography	Mar 24		2023		2022		2021		
	Revenue	%	Revenue	%	Revenue	%	Revenue	%	
Domestic	2304.28	91.88%	2210.85	94.46%	1721.99	93.50%	843.71	94.65%	
Exports	211.74	8.12%	127.71	5.54%	119.62	6.50%	47.7	5.35%	
Total	2516.02	100%	2340.56	100%	1841.61	100%	891.41	100%	

*Revenue & its bifurcation is on Standalone basis

Operational Highlights - FY24

- Platinum Industries Limited operates within the speciality chemicals sector, producing essential components for PVC pipes, profiles, fittings, electrical wires, cables, SPC floor tiles, rigid PVC foam boards, and packaging materials.
- The company produces chemicals essential for manufacturing PVC pipes, with the pipe sector consuming 75% of the PVC produced in the country. This high demand is driven by the booming construction and agriculture industries, which are experiencing an impressive 7 to 8% CAGR year on year.
- The company achieved its revenue target for FY24 along with a great PAT margin of 16.45%.
- The company has a robust R&D center, staffed with PhDs in polymer science and organic chemistry, and is dedicated to innovation with a focus on developing new products. Platinum Industries aims to introduce a new product to the market every 6 to 8 months.

THANK YOU!

PLATINUM.

PLATINUM INDUSTRIES LIMITED

You can reach out to us at:

Email: <u>accountshead@platinumindustriesltd.com</u> / <u>investorrelations@platinumindustriesltd.com</u> Contact No:- 22-49732818/22-28390688 Website : <u>www.platinumindustriesltd.com</u>

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