

9<sup>th</sup> September, 2021

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

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

Symbol: PHILPCARB

Security Code: 506590

Dear Sir,

**Sub: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Schedule of Investors Meeting.**

Further to our letter dated 8<sup>th</sup> September, 2021, we write to inform you that the Management of the Company will also be virtually meeting with Institutional Investors, on 14<sup>th</sup> September, 2021 and 17<sup>th</sup> September, 2021 respectively.

Please note that no unpublished price sensitive information is proposed to be shared during the meeting(s).

**Note: The above schedule may undergo changes due to exigencies on the part of the investors or the Company.**

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

Yours faithfully,

For **PHILLIPS CARBON BLACK LIMITED**

  
K. Mukherjee

Company Secretary and Chief Legal Officer



# Phillips Carbon Black Limited

# Disclaimer

This presentation (“Presentation”) does not constitute a prospectus, offering memorandum or an offer, or a solicitation of any offer, to purchase or sell any securities. This presentation is for informational purposes only and is not a solicitation of any bid from any investor. Nothing in this presentation and any oral information provided in connection with it shall constitute or deem to constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction. This presentation has not been and will not be reviewed or approved by any statutory or regulatory authority in India or by any stock exchange in India. This presentation does not comply with the disclosure requirements prescribed by the SEBI or any other applicable authority in relation to a public issue of securities on the Indian stock exchanges.

This presentation should not be considered as a recommendation that any investor should subscribe for or purchase any securities of Phillips Carbon Black Limited (“Company”) or its subsidiaries or its associates (collectively, the “Group”) and should not be used as a basis for any investment decision or any contract, or commitment to purchase or subscribe for any securities.

The information contained in this presentation is only current as of its date and has not been independently verified. The Group will not update you in the event the information in the presentation becomes stale. Moreover, both express or implied representation or warranty is made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained in this presentation.

None of the Group or any of its affiliates, advisers or representatives accept any liability whatsoever for any loss howsoever arising from any information presented or contained in this presentation. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Group.

This presentation is highly confidential, being given solely for your information and for your use, and may not be copied, reproduced or redistributed to any other person in any manner. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this presentation should inform themselves about and observe any such restrictions.

The information contained in this Presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment. You will be solely responsible for your own assessment of the market and the market position of the Company and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to the Group's general business plans and strategy, its future financial condition and growth prospects, and future developments in its sectors and its competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words ‘may’, ‘will’, ‘should’, ‘expects’, ‘plans’, ‘intends’, ‘anticipates’, ‘believes’, ‘estimates’, ‘predicts’, ‘potential’ or ‘continue’ and similar expressions identify forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement. The factors which may affect the results contemplated by the forward looking statements could include, among others, future changes or developments in (i) the Group’s business, (ii) the Group’s regulatory and competitive environment, and (iii) political, economic, legal and social conditions in India or the jurisdictions in which our Group operates.

The information contained herein does not constitute an offer of securities for sale in the United States or in any other jurisdiction. Securities may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended.

# Table of Contents

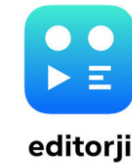
1	Company Overview	04
2	Key Highlights	11
3	Growth Strategies	23
4	Appendix	25

# Company Overview

# RP - Sanjiv Goenka Group



Nature's Basket



# Company Overview

## Overview

- PCBL (“Company”) is the largest manufacturer<sup>(1)(2)</sup> of Carbon Black in India with a wide product portfolio having customized offerings for applications in tyres, performance chemicals, and specialty chemicals
- Largest domestically by capacity<sup>(1)(3)</sup> and 7th largest globally by sales<sup>(1)(4)</sup>
- Manufacturing facilities with a total capacity of 603 KT<sup>(3)</sup> and total green power generation capacity of 84 MW<sup>(3)</sup>
  - Greenfield project (at Tamil Nadu) in progress with carbon black capacity of 147 KT & green power capacity of 24 MW
- Strong focus on R&D through centers located in India and Belgium driving new grades development and process innovation
- Established market presence having relationships with major tyre, specialty & performance chemicals customers in over 40 countries across the world

## Key Metrics

**75+**  
Grades<sup>(5)</sup>

**40+**  
Grades of Specialty  
Chemicals<sup>(5)</sup>

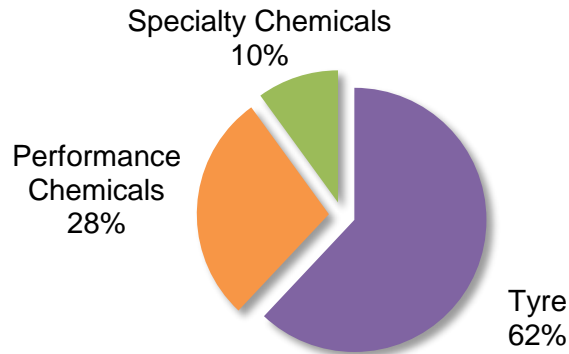
**100+**  
Customers of Specialty  
Chemicals<sup>(6)</sup>

**40+**  
Countries<sup>(6)</sup>

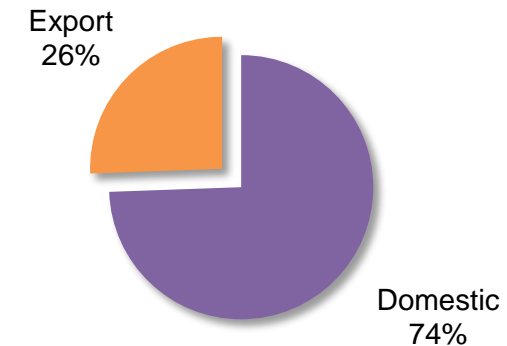
**4**  
Manufacturing  
Facilities<sup>(6)</sup>

**1,800+**  
Strong Workforce<sup>(6)</sup>

## Revenue Split<sup>(7)</sup> By Segment (FY21)



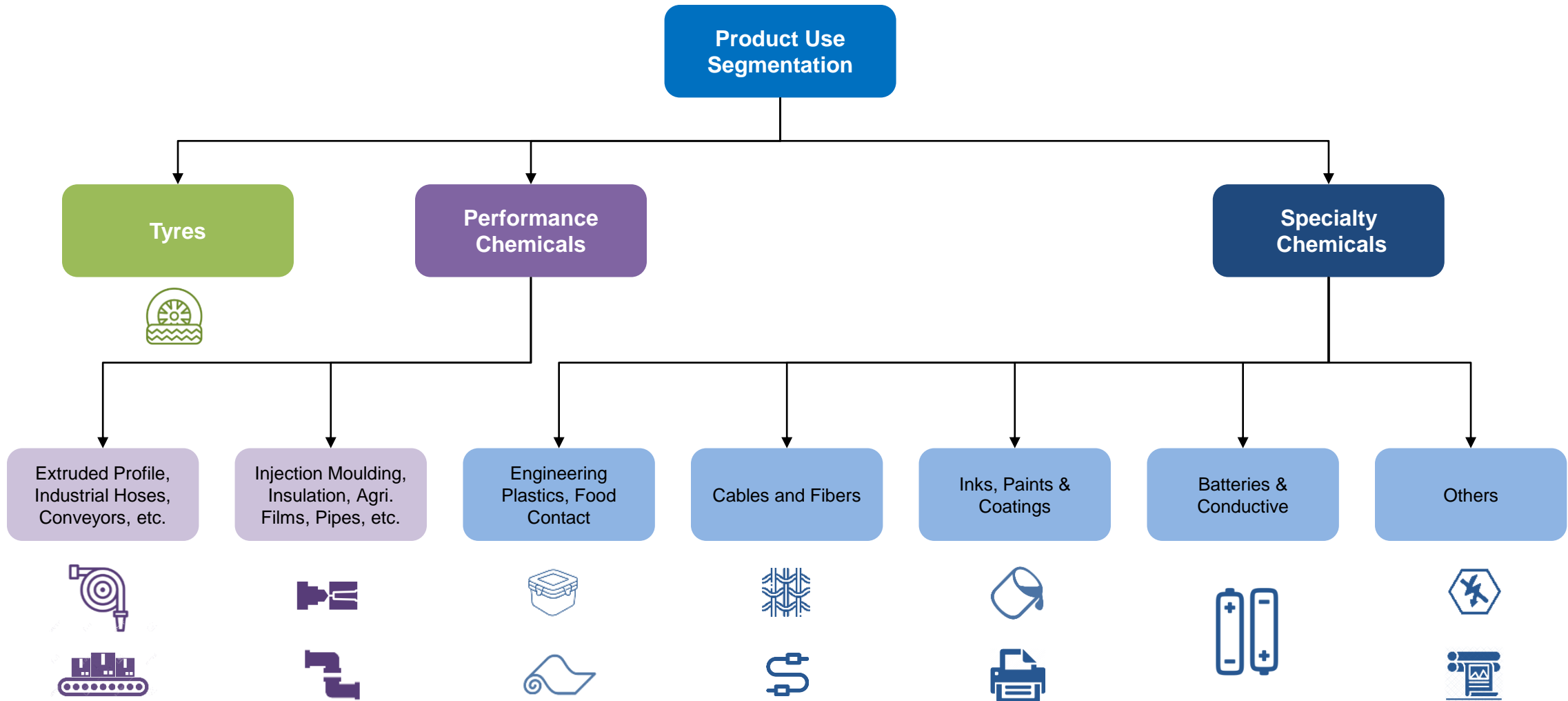
## Revenue Split<sup>(8)</sup> By Geography (FY21)



**Source:** <sup>(1)</sup> Carbon Black World Data Book – Notch Consulting, Inc. (August-2021) & Indian Tyre Industry report - ICRA (September-2021); **Note:** <sup>(2)</sup> By Capacity; <sup>(3)</sup> As of 31<sup>st</sup> August-2021; <sup>(4)</sup> Based on 2020 sales; <sup>(5)</sup> Grades manufactured by the company between FY17-FY21; <sup>(6)</sup> For FY21; <sup>(7)</sup> Segmental split based on Net Revenue from Operations excl. power; <sup>(8)</sup> Geographical split based on Net Revenue from external customers excl. other operating revenue

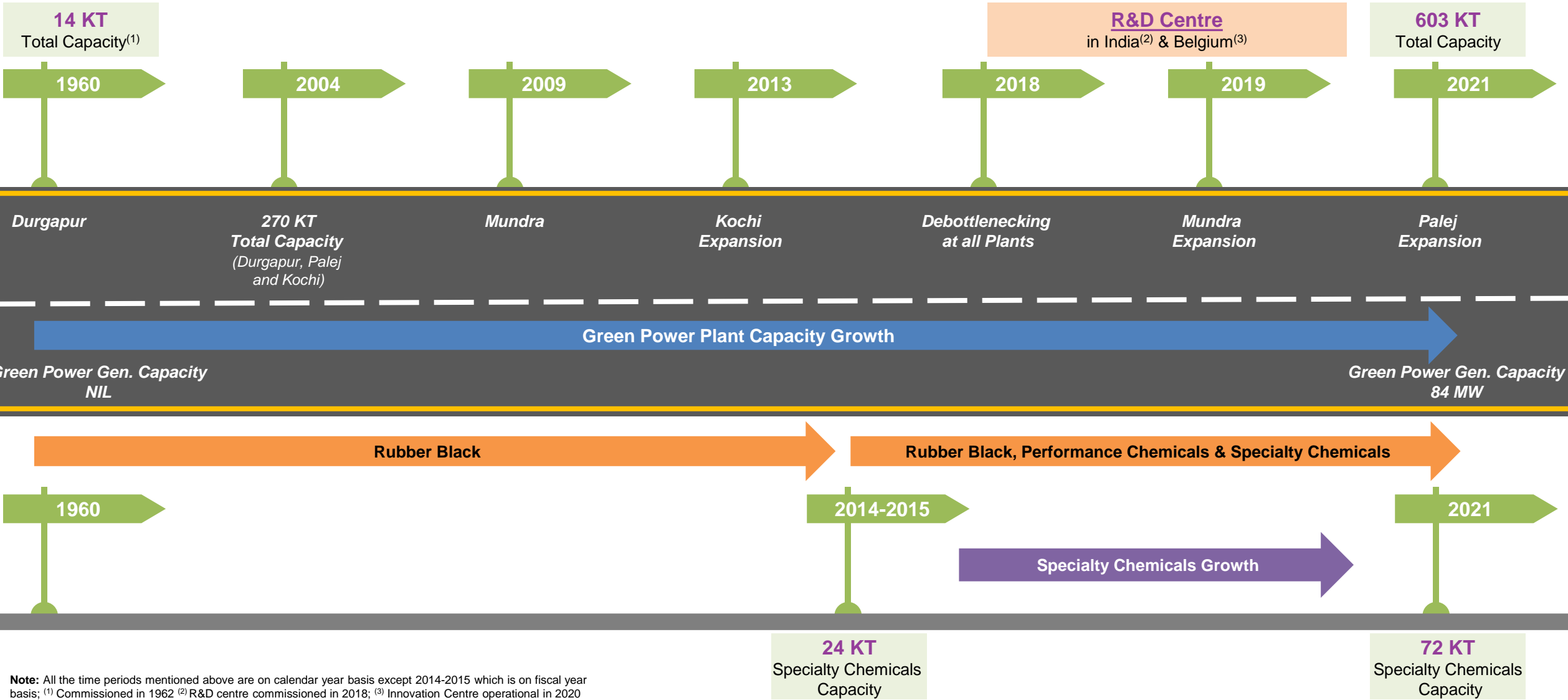
# Multiple End Uses of Carbon Black

## Applications



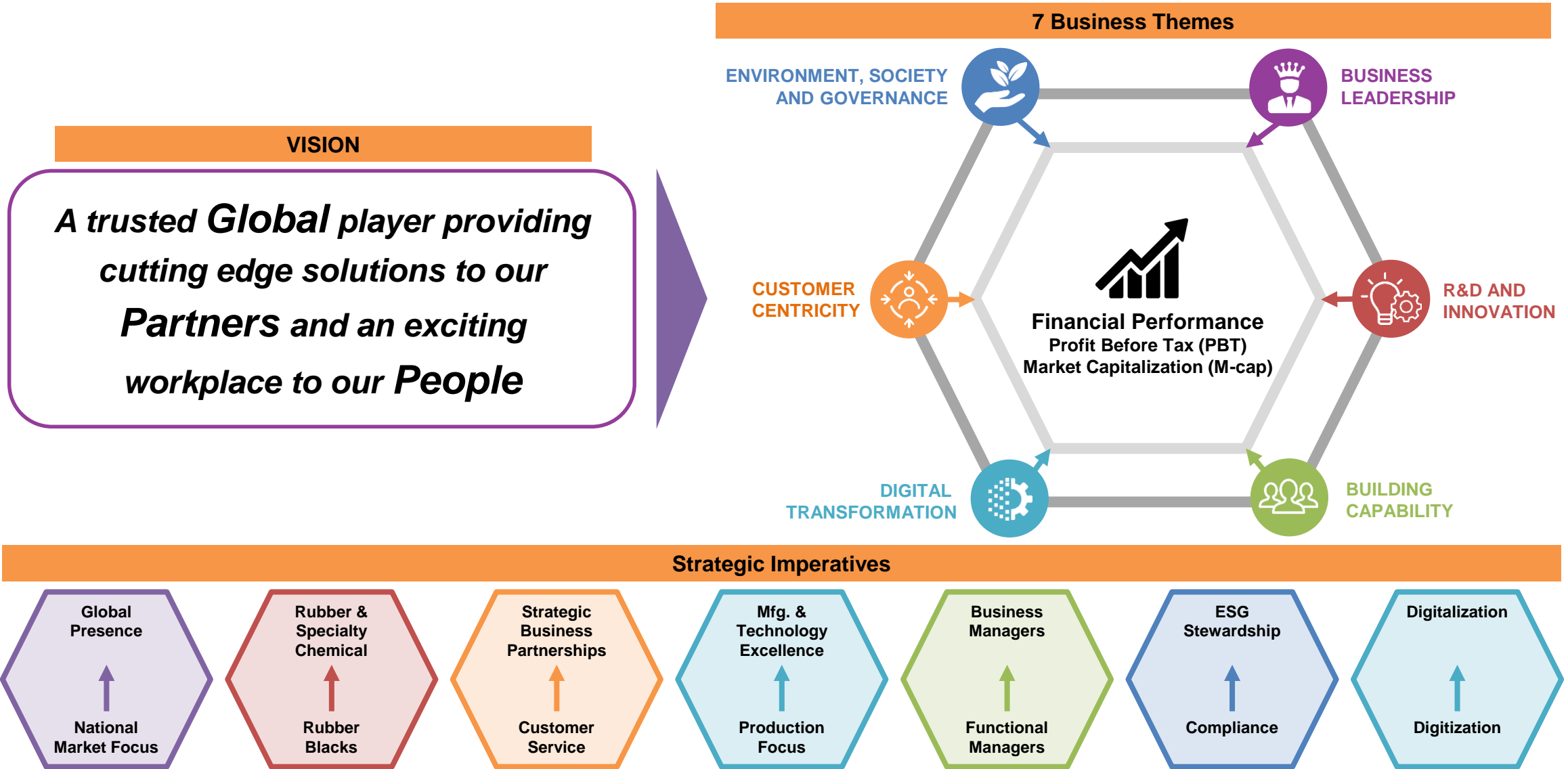


# Key Milestones



**Note:** All the time periods mentioned above are on calendar year basis except 2014-2015 which is on fiscal year basis; <sup>(1)</sup> Commissioned in 1962 <sup>(2)</sup> R&D centre commissioned in 2018; <sup>(3)</sup> Innovation Centre operational in 2020

# Transformation Journey



# Experienced Board of Directors & Leadership Team

## Board of Directors



**SANJIV GOENKA**  
*Chairman*



**KAUSHIK ROY**  
*Managing Director*



**PREETI GOENKA**  
*Director*



**SHASHWAT GOENKA**  
*Director*



**PARAS K CHOWDHARY**  
*Independent Director*



**PRADIP ROY**  
*Independent Director*



**RUSHA MITRA**  
*Independent Director*



**R K AGARWAL**  
*Independent Director*



**RAJ KUMAR GUPTA**  
*Chief Financial Officer (CFO)*



**KAUSHIK MUKHERJEE**  
*Company Secretary &  
Chief Legal Officer*

## Leadership Team



## Key Highlights

# Key Highlights

**1 Leadership Position in Carbon Black in India, with A Strong Global Footprint**

**2 Strategically Located Manufacturing Facilities with Planned Capacity Expansions**

**3 Strong Focus on R&D for Expansion of High Margin Product Portfolio**

**4 High ESG Commitment**

**5 Robust Financial Performance**

**6 Favourable Tailwinds & Opportunities across Industries**

# 1 Leadership Position in Carbon Black in India, with a Strong Global Footprint

## Largest Carbon Black Company in India<sup>(1)</sup>

Company	Domestic Capacity <sup>(2)</sup> (KTPA)
Phillips Carbon Black	603
Birla Carbon India	315
Himadri Specialty Chemicals	180
BKT (Balkrishna Tyres)	140
Epsilon Carbon	115
Continental Carbon India	85



7<sup>th</sup> Largest carbon black company globally<sup>(1)(3)</sup>

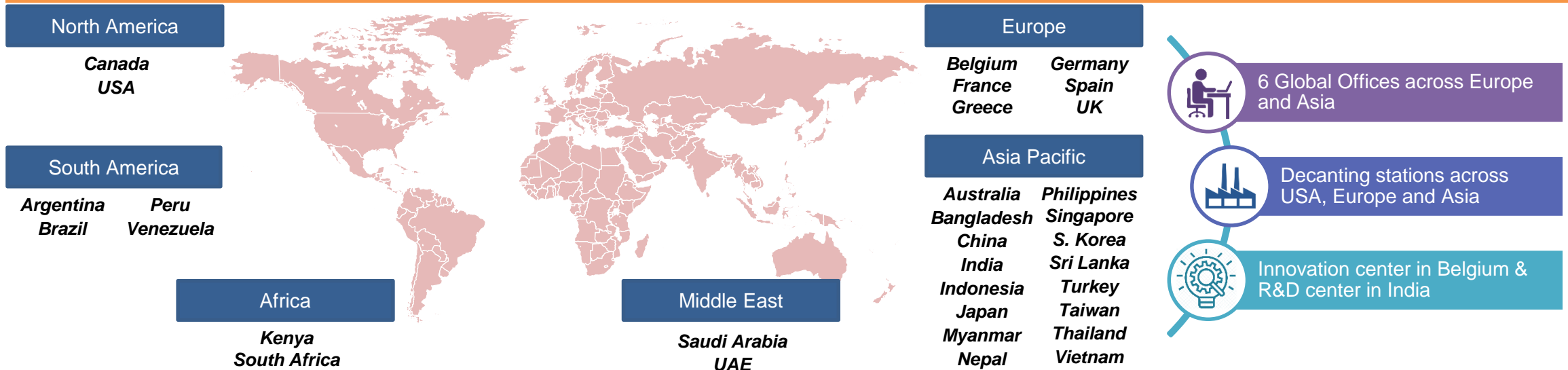


Presence across 40+ countries



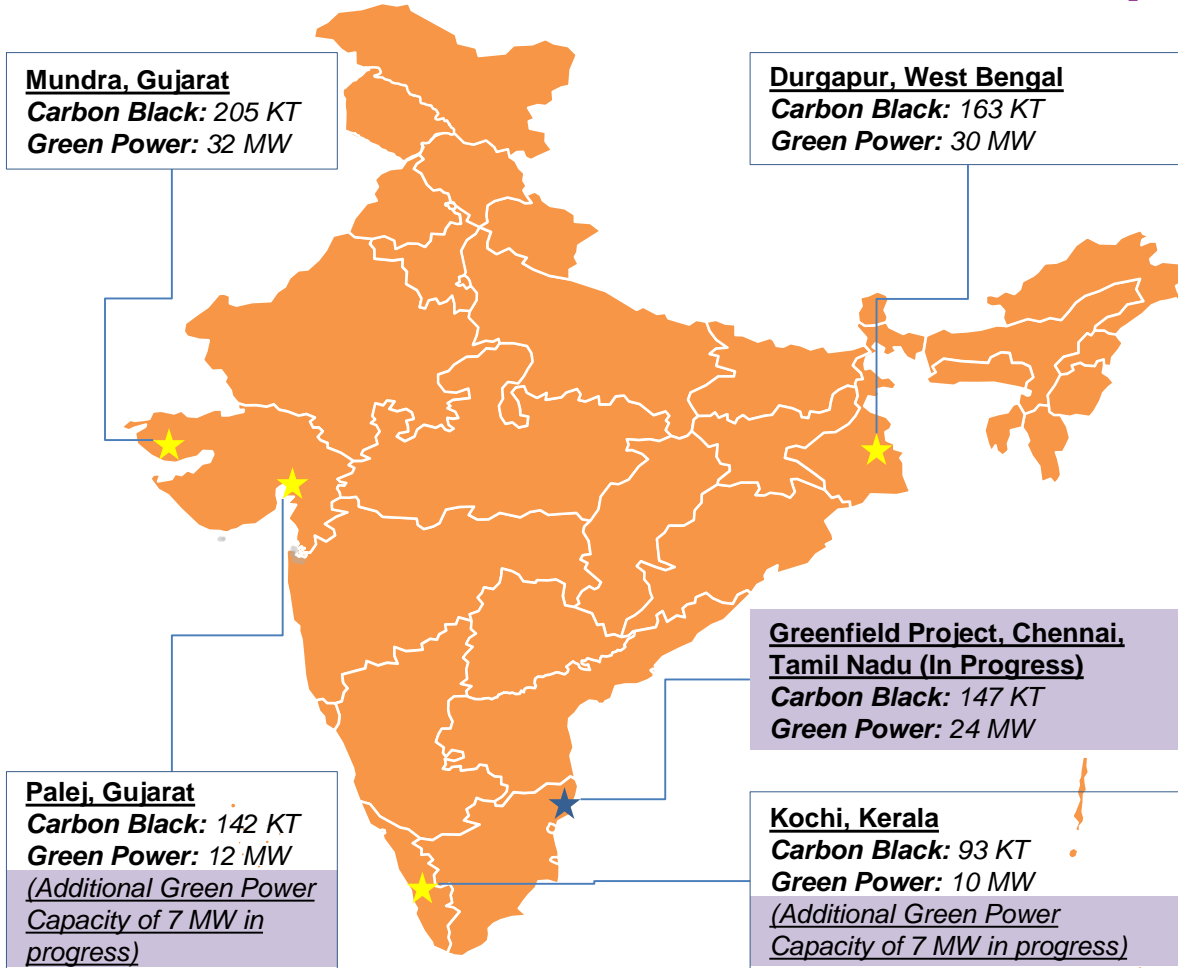
Carbon black exports from India amounted to 135 KT<sup>(1)</sup> in 2020  
PCBL exported c.106 KT of carbon black from India in FY21

## Strong Global Footprint<sup>(4)</sup>



Source: <sup>(1)</sup> Carbon Black World Data Book – Notch Consulting, Inc. (August-2021); **Note:** <sup>(2)</sup> As of Aug-2021; <sup>(3)</sup> Based on 2020 sales; <sup>(4)</sup> Countries listed are representative and not exhaustive

## 2 Strategically Located Manufacturing Facilities with Planned Capacity Expansions (1/2)



**Total Carbon Black Capacity: 603 KT | Total Green Power Capacity: 84 MW**

### Key Features

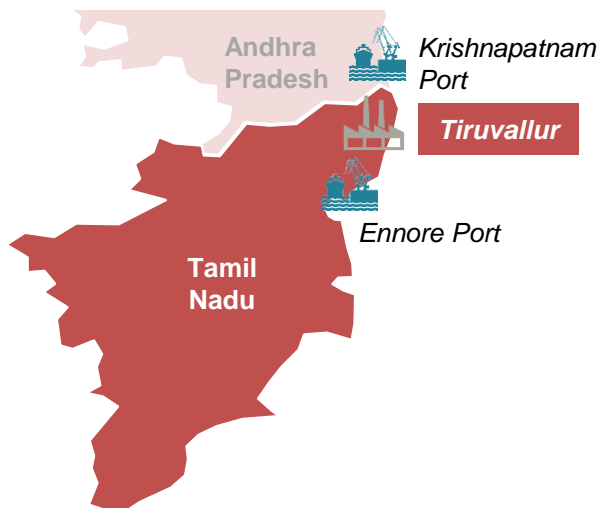
- 1 **Easy access to raw materials** and international customers with proximity to ports
- 2 **Lower logistics cost** on account of well spread manufacturing facilities and proximity to customers
- 3 **Lower risk of business interruption** with multiple manufacturing location spread across India
- 4 Co-generation of green power using tail gas at all manufacturing facilities with capacities to **serve captive consumption as well as third party sale**
- 5 **Easy grid connectivity** for sale of surplus green power
- 6 Seamless capability to **switch between alternative feedstocks**
- 7 Certifications include **WASH, ISO and IATF**

Note: All the above mentioned existing plant capacities (carbon black as well as green power) are as of 31<sup>st</sup> August 2021



## 2 Strategically Located Manufacturing Facilities with Planned Capacity Expansions (2/2)

### Greenfield Expansion in Tiruvallur (SIPCOT Industrial Park), Tamil Nadu



Carbon Black Capacity of 147 KT



Power Capacity of 24 MW (Green Power)



Estimated Project Cost of c.INR 800 Cr



Targeting commercial production by 31st December 2022

### Key Features



#### Smart Factory

Smart Factory with incorporation of Industry 4.0 concepts using machine learning and artificial intelligence for process control



#### Green Factory

IGBC platinum green factory building certification, zero liquid discharge plant, rain water harvesting & water conservations



#### Automation

Automated & advanced material handling and warehouse management system. Fully automated process control through DCS



#### Proximity To Ports

Located close to Krishnapatnam port & Ennore port enabling easy import of raw materials (CBFS) and export sales



#### Multiple Lines

The plant will be equipped with three independent production lines (2 lines for hard black and 1 line for soft black)



# 3 Strong Focus on R&D for Expansion of High Margin Product Portfolio (1/2)





## R&D Infrastructure



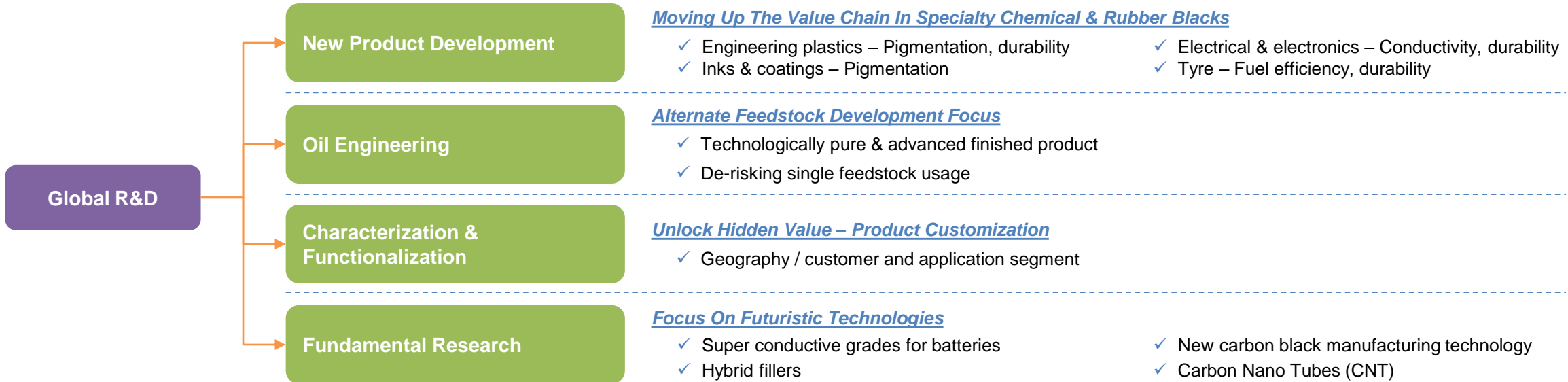
India (2018)<sup>(1)</sup>



Belgium (2020)<sup>(2)</sup>

-  40+ scientists & technical professionals in R&D and process technology
-  Sushila Goenka R&D Centre at Palej and Innovation Centre in Belgium, Europe
-  Focus on improvement of process & machine technology, yield improvement, feedstock efficiency, customization of grades and new product development
-  3 patents granted<sup>(3)</sup> and applications in process for 4 additional patents  
23 new grades of carbon black developed over the last 3 years

## R&D and Process Innovation

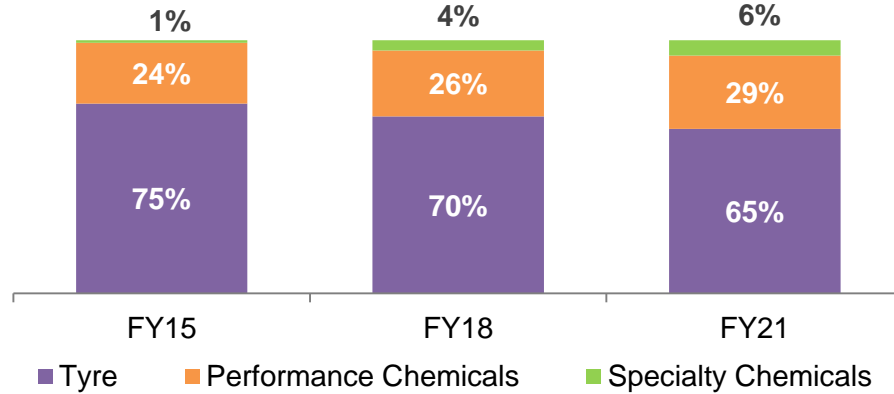


**Note:** <sup>(1)</sup> Commissioned in 2018; <sup>(2)</sup> Operational in 2020; <sup>(3)</sup> One of the patents has currently expired

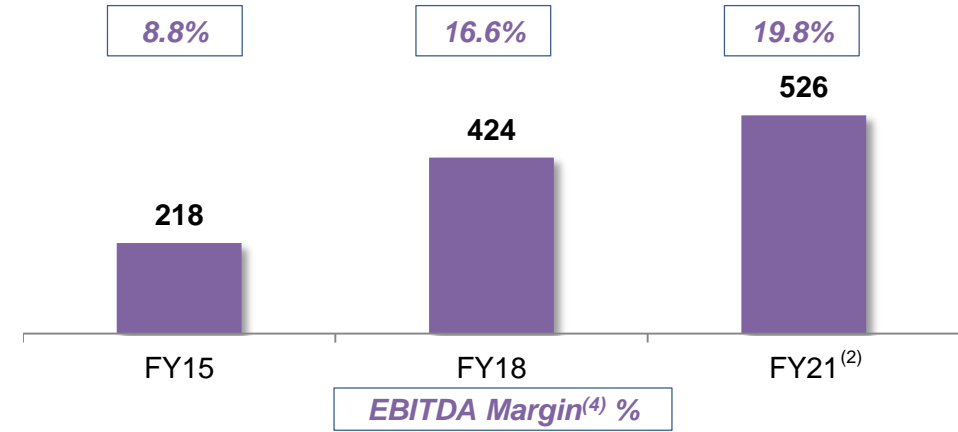
# 3 Strong Focus on R&D for Expansion of High Margin Product Portfolio (2/2)

## Increasing Contribution from High Margin Specialty & Performance Chemicals Portfolio

**Sales Volume Split By Segment**



**EBITDA<sup>(1)(3)</sup> (INR Cr)**



### Specialty Chemicals Business

- ✓ Dedicated lines for the manufacturing of specialty chemicals producing 40+ grades
- ✓ 100+ customers across the world with over 50% sales from international markets
- ✓ Specialty chemicals portfolio has wide variety of end-uses such as fibers, pressure pipes, paints, inks, coatings, wire & cables, food contact plastics & engineering plastics
  - Compliant with US FDA requirements for direct / indirect food contact applications
- ✓ Global supply chain with international offices in Korea, China, Belgium, Germany, Vietnam, Japan

### Tyre & Performance Chemicals Business


- ✓ Strategic relationships with global tyre customers
  - Joint product development collaboration with customers
  - Value-added portfolio focus – fuel-efficiency, durability
- ✓ Performance chemicals applications across MRG products, extruded & molded products, agri. films, etc.
- ✓ Efficient supply chain – Virtual Plant concept
  - Flexible capability to serve customers – DDP, CIF, Ex-works
  - Local supply – Warehouse, Decanting Stations
  - Global offices – Korea, China, Belgium, Germany, Vietnam, Japan

**Source:** <sup>(1)</sup> Company Annual Reports; **Note:** <sup>(2)</sup> Operations impacted due to COVID related lockdowns; <sup>(3)</sup> EBITDA = Profit Before Tax + Depreciation and Amortization expense + Finance Cost + Net (Gain) / Loss on foreign currency transaction / translation + Hedging cost; <sup>(4)</sup> EBITDA margin computed as EBITDA / Revenue

**4 High ESG Commitment**

**ESG Practices & Initiatives**

**E**




- ✓ **Committed to environment sustainability** across business operations to ensure that resources are recycled and utilized judiciously
- ✓ **Zero Liquid Discharge** (“ZLD”) compliant plants
- ✓ **Recycling wastewater** for utilization in the process
- ✓ **Green factory & office buildings** and reducing consumption of freshwater
- ✓ Initiatives such as energy management, water management, emission management, effluent management, rain water harvesting, plantation drives, etc. adopted
- ✓ **Green power generation** capacity of 84 MW
- ✓ Adheres to international standards such as **CDP disclosure, UNFCCC**

**S**



- ✓ Risk-based training programs to improve employee health and safety with **target of zero recordable injury report** based on TRIR by 2025
- ✓ Proactively working towards the **development of underprivileged communities** with focus on education, health and sanitation, environment sustainability and holistic community development
- ✓ Adheres to international standards such as **Eco-Vadis, European REACH**
- ✓ Equal opportunity employment, small vendor development, rewards and recognition programmes in place
- ✓ **Donations and financial assistance** for various initiatives to help uplift communities across the country
- ✓ **Community engagement** to help combat COVID through monetary assistance and awareness campaigns

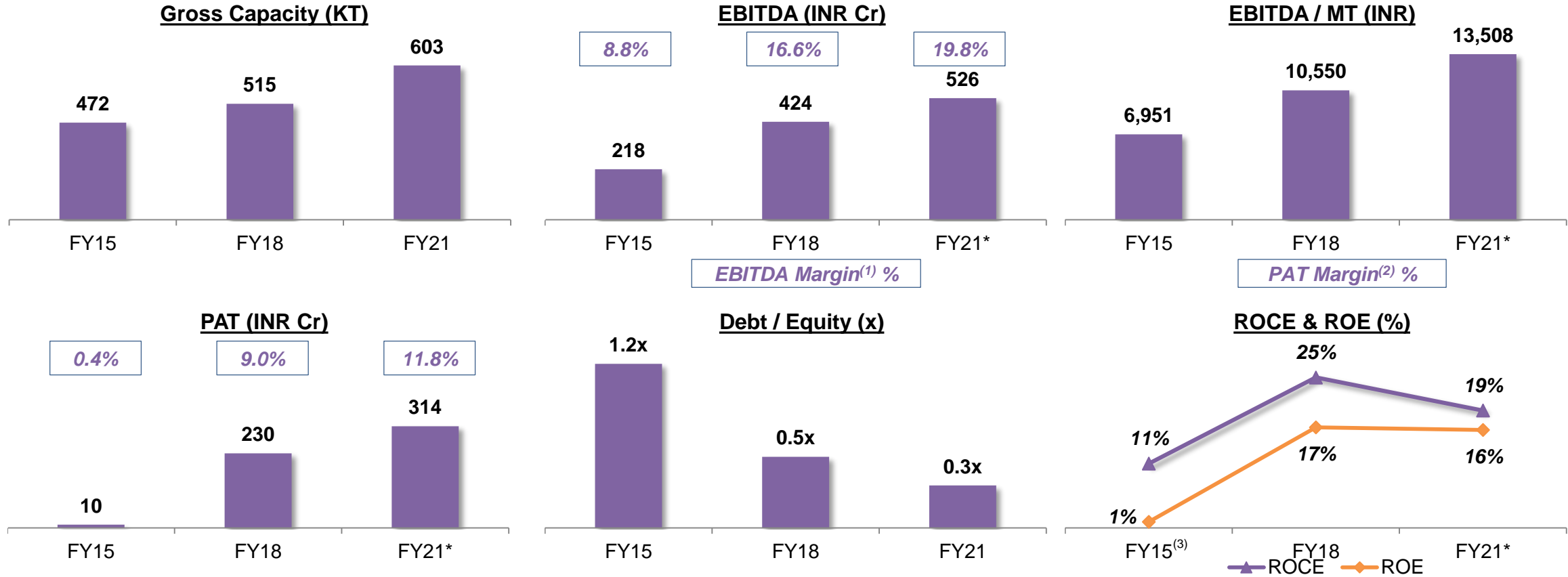
**G**



- ✓ **50% of the Board of Directors are independent** and consist of highly reputed industry veterans
- ✓ Continued focus on designing and improving the flow of activities to ensures **economic prosperity and long-term value creation for all stakeholders** over the foreseeable future
- ✓ **Anti-bribery** policy, **quality** policy and **sustainability** policies in place
- ✓ **Board is diverse in terms of skills and expertise** in the fields of global business, strategy & planning, leadership, legal & regulatory matters, finance, risk management and relevant technologies
- ✓ Measures such as whistleblower policy, vigil mechanism, sexual harassment policy and prohibition of insider trading policy in place
- ✓ **Corporate governance rating of CGR2+ (CARE)**, reflects the strong commitment to good governance

# 5 Robust Financial Performance

**Strong Focus on Expansion of Value Added High Margin Products Has Lead To Significant Improvement in Profitability**



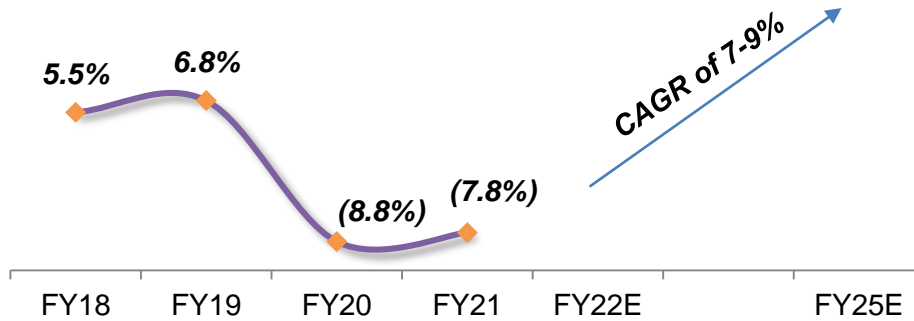
**Consistency in utilizing cash generated from operations towards dividend pay out to shareholders, debt reduction and capacity expansion**

**Source:** Company Annual Reports; **Note:** All financials are on consolidated basis; Revenue = Net Revenue from Operations; EBITDA = Profit Before Tax + Depreciation and Amortization expense + Finance Cost + Net (Gain) / Loss on foreign currency transaction / translation + Hedging cost; PAT = Profit After Tax before Minority Interest and Other Comprehensive Income; EBIT = EBITDA – Depreciation and Amortization expense; Long Term Debt = Non-current Borrowings + Current maturities of Long Term Debt; Net Worth = Equity Share Capital + Other Equity; Capital Employed = Net Worth + Long Term Debt; ROCE = EBIT / Average of Capital Employed of current & previous year; ROE = PAT / Net Worth; Total Debt = Long Term Debt + Current Borrowings; Debt / Equity = Total Debt / Net Worth; Balance Sheet data for FY15 taken from restated accounts of Consolidated Balance Sheet of FY17 Annual Report; <sup>(1)</sup> EBITDA margin computed as EBITDA / Revenue, <sup>(2)</sup> PAT margin computed as PAT / Revenue; <sup>(3)</sup> ROCE = EBIT / Capital Employed of FY15; \* Operations impacted due to COVID related lockdowns

# 6 Favourable Tailwinds & Opportunities across Industries (1/3)

## Indian Tyre Industry Growth and Key Drivers<sup>(1)</sup>

### Indian Tyre Market Growth<sup>(2)</sup>



Expected recovery in economic activity



Stable replacement market



Normal monsoons supporting stable rural cash flows



Increase in the pace and extent of vaccination programme



Preference for personal mobility supporting consumer segments



Lower competition from imports with increased import restrictions

## Indian Tyre Industry Key Trends<sup>(1)</sup>



### Demand Recovery

Tyre demand is estimated to grow by 13-15% in FY22 strong growth recovery in OE and replacement segments



### Exports Growth

Tyre exports (excl. cycles) witnessed healthy growth of 10% (in value) in FY21 driven by agri & construction sectors and increased acceptance for Indian tyres globally



### Imports Reduction

Tyre imports fell by 76% & 50% respectively in volume and value terms in FY21 following the restriction placed in June-20 by the DGFT



### Significant Capex

Owing to increasing demand (export & domestic), over INR 20,000 Cr of capital investment is expected during FY22-25

Source: <sup>(1)</sup> Indian Tyre Industry report - ICRA (September-2021); Note: <sup>(2)</sup> CAGR and growth based on units. FY20 & FY21 impacted due to COVID

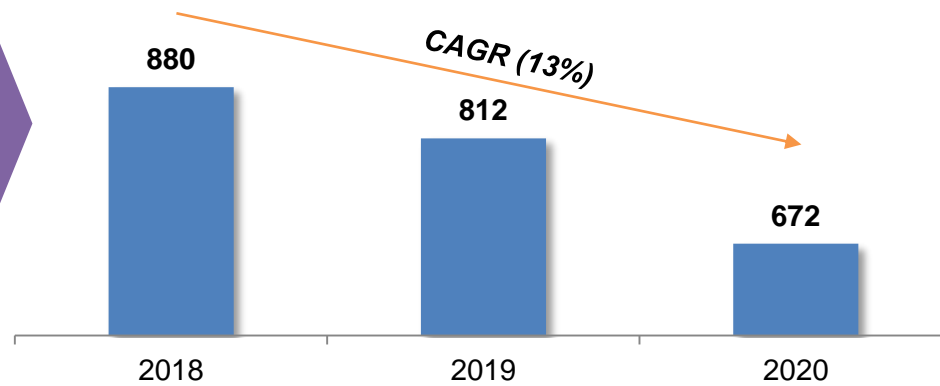
# 6 Favourable Tailwinds & Opportunities across Industries (2/3)

## Companies Across the World are Increasingly Adopting “China + 1” Strategy

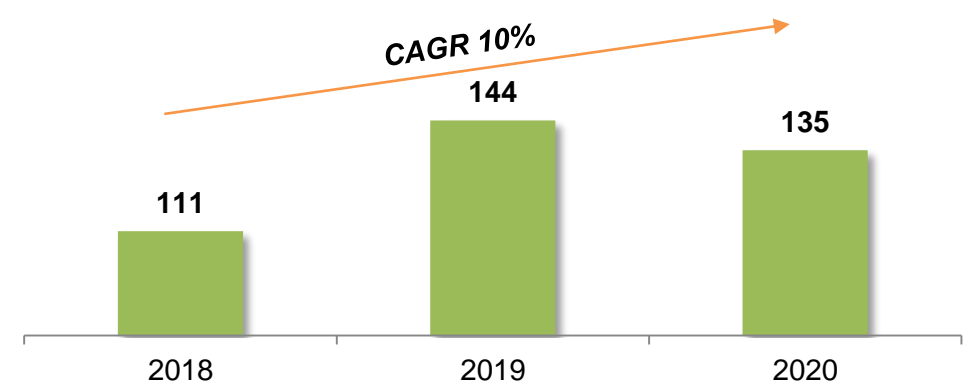
“China + 1” is a business strategy that avoids overinvesting in one country i.e. China, and promote diversification of business in other countries. This is majorly adopted by many multinationals which are taking proactive steps in avoiding over-dependence on China for their manufacturing operations

Reduction in China's Carbon Black Exports & Increase in India's Carbon Black Exports

Carbon Black Exports From China<sup>(1)</sup> (KT)



Carbon Black Exports From India<sup>(1)</sup> (KT)



### Challenges in China<sup>(2)</sup>



Higher Environmental Costs



Wage Inflation & Increase in Raw Material Prices



COVID-19



Trade Conflicts

### Opportunities in India<sup>(2)</sup>



Favourable Demography



Supportive Government Policies



Rising Share of Middle Class & Improving Consumer Sentiments



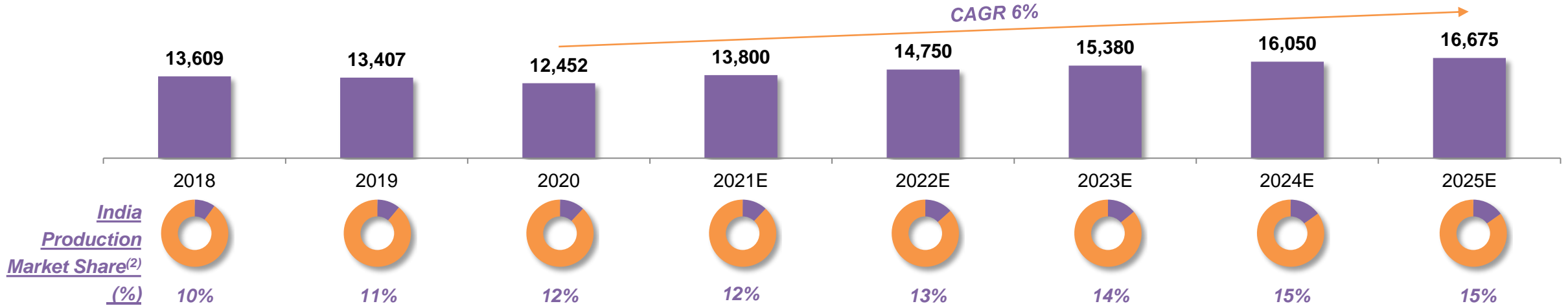
Low Per Capita Consumption

Source: <sup>(1)</sup> Carbon Black World Data Book – Notch Consulting, Inc. (August-2021); <sup>(2)</sup> Indian Tyre Industry report - ICRA (September-2021)



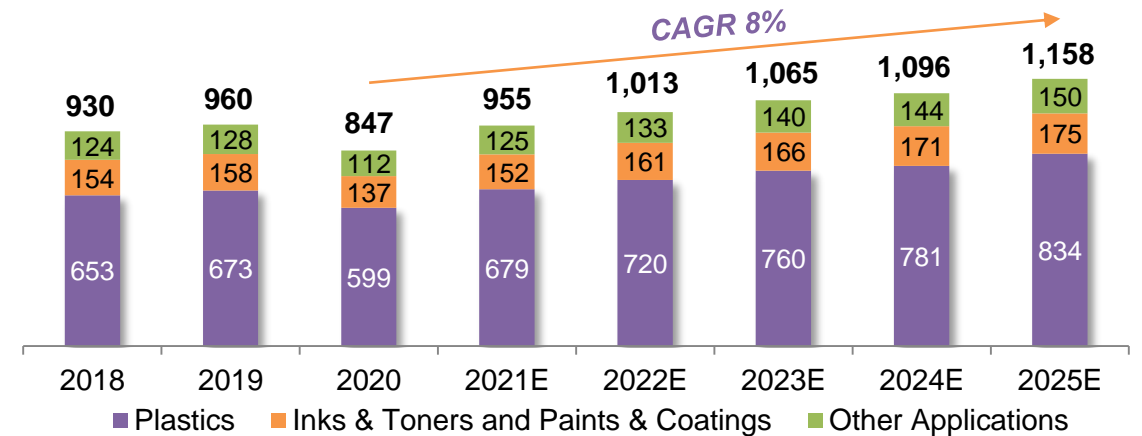
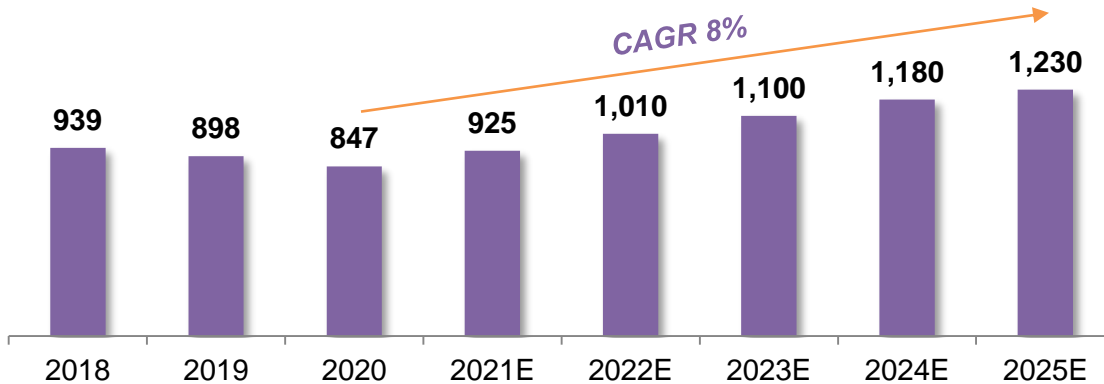
## 6 Favourable Tailwinds & Opportunities across Industries (3/3)

World Carbon Black Demand (KT) & Increasing Production Market Share of India<sup>(1)</sup>



India Carbon Black Demand (KT) – Robust Growth<sup>(1)</sup>

World Specialty Black Demand (KT) – Increasing Across Applications<sup>(1)</sup>



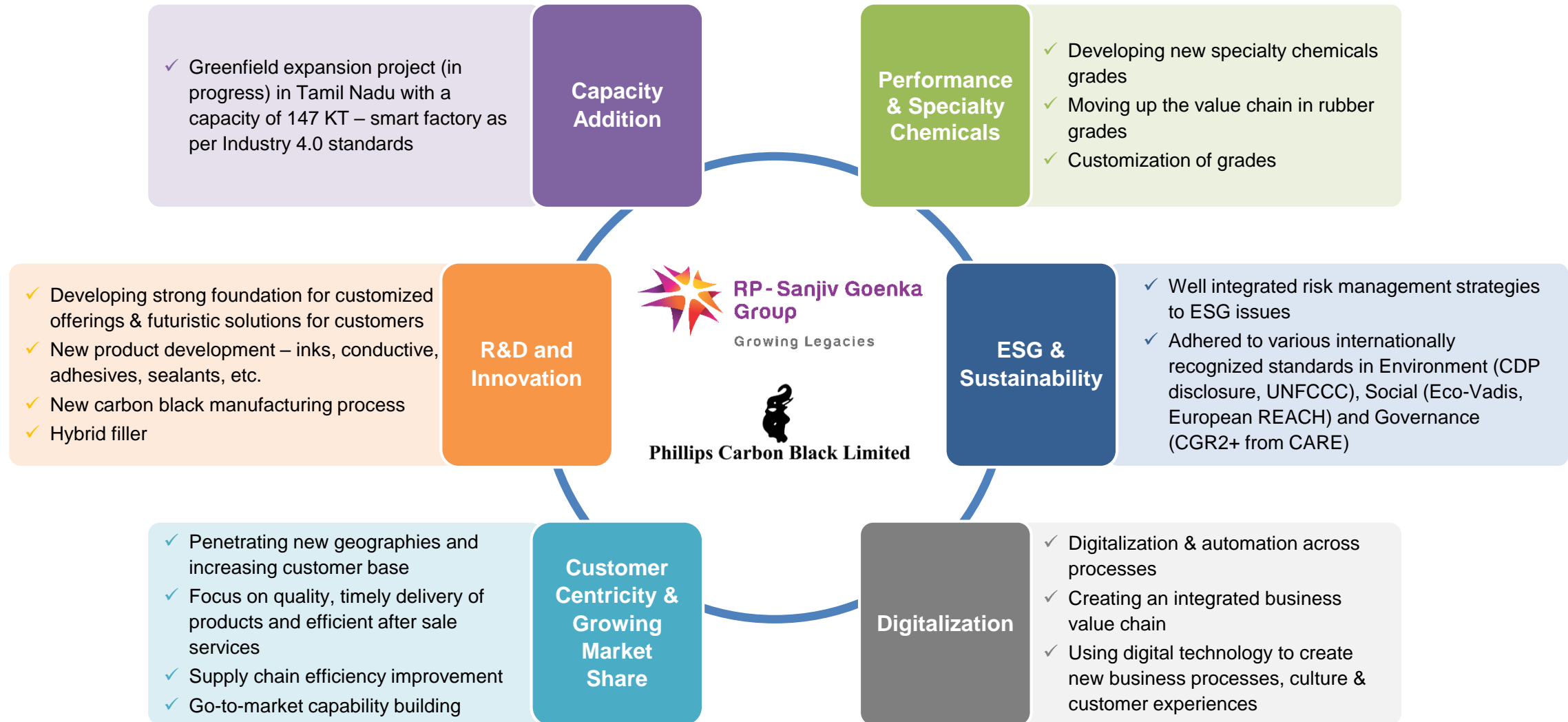
Source: <sup>(1)</sup> Carbon Black World Data Book – Notch Consulting, Inc. (August-2021); Note: <sup>(2)</sup> Market share based on World (ex-China) production basis



# Growth Strategies



# Growth Strategies



# Appendix

# P&L Snapshot

(All amounts in INR Cr)	FY19	FY20	FY21
<b>Income:</b>			
Revenue from operations	3,528.6	3,243.5	2,659.5
Other income	19.9	29.0	18.0
<b>Total Income</b>	<b>3,548.5</b>	<b>3,272.6</b>	<b>2,677.5</b>
<b>Expenses:</b>			
Cost of materials consumed	2,352.0	2,185.7	1,582.7
Changes in inventories of finished goods	(55.4)	3.8	26.2
Employee benefits expense	111.1	134.6	132.4
Finance costs	36.8	45.9	33.9
Depreciation and amortisation expense	66.4	92.4	110.1
Other expenses	504.7	455.4	400.2
<b>Total Expenses</b>	<b>3,015.6</b>	<b>2,917.7</b>	<b>2,285.5</b>
<b>Profit before tax</b>	<b>532.9</b>	<b>354.8</b>	<b>392.0</b>
<b>Profit for the year</b>	<b>382.7</b>	<b>287.5</b>	<b>314.0</b>

**Note:** All numbers above are on consolidated basis and have been rounded-off to one decimal

# Key Awards

## 2004

- Best environmental practices for substantial and sustained efforts in pollution control for PCBL Kochi (large corporate category)

## 2007

- SAP ACE Award (Best Chemicals Sector Implementation)

## 2010

- Outstanding Performance in Industrial Safety Award – First Position (Medium Category Industries) by Kerala State Government for PCBL Kochi
- Kerala State Pollution Control Award - First Position for PCBL Kochi (Large industries - Chemical/ Petrochemical Sector)

## 2011

- 'Excellence Award Category Trophy' by National Convention on Quality Concepts for PCBL Durgapur
- Greentech Environment Award for PCBL Kochi
- Best Environment Management Company Award by Kerala state Government for PCBL Kochi
- Trishul Award by Chemexcil (Large scale sector - Chemicals Panel)

## 2012

- Golden Peacock Awards – EMS Award for PCBL Kochi
- Greentech Environment Award for PCBL Palej (Gold Category)
- Kerala State Pollution Control Award - Third Position for PCBL Kochi

- Top Export Award (Raw Material Sector) by AIRIA

## 2013

- Bluedart Global CSR - Excellence & Leadership for Kochi
- Greentech HR Award for Technology Excellence in HR, and Silver Trophy for Best IR strategy for PCBL Palej (Platinum Category)
- Kerala State Pollution Control Award – Second Position for PCBL Kochi
- Silver Award by FIEO (Trading House – Non MSME Category)
- Award of Excellence by Chemexcil (Large scale sector - Chemicals Panel)

## 2014

- Kerala State Pollution Control Award – Second Position for PCBL Kochi
- Top Export Award (Raw Material Sector) by AIRIA

## 2015

- Kerala State Pollution Control Award - Third Position for PCBL Kochi
- Top Export Award (Raw Material Sector) by AIRIA

## 2016

- Great Manager Award - Initiative of People Business in Partnership with Times of India
- Kerala State Pollution Control Award - Third Position for PCBL Kochi

- Top Export Award (Raw Material Sector) by AIRIA

## 2017

- 'Best Supplier Award' by Fenner for PCBL
- Excellence Award by QCFI for PCBL Durgapur
- Kerala State Pollution Control Award – Certificate of Merit for PCBL Kochi
- Top Export Award (Raw Material Sector) by AIRIA

## 2018

- Great Manager Award - Initiative of People Business in Partnership with Times of India

## 2020

- Business Leader of the Year (Kaushik Roy, MD - PCBL) – ET Bengal Corporate Awards
- Business Leader of the Year (Company of the Year) – ET Now Awards

## 2021

- Kaushik Roy (MD-PCBL) recognized with the Management Excellence Award by CMA (Calcutta Management Association)



# Glossary

Term	Description	Term	Description
AIRIA	All India Rubber Industries Association	IGBC	Indian Green Building Council
CAGR	Compounded Annual Growth Rate	ISO	International Organization for Standardisation
CBFS	Carbon Black Feed Stock	IT	Information Technology
CDP	Carbon Disclosure Project	KLDP	Kilo Litres Per Day
CIF	Cost, Insurance, and Freight	MRG	Mechanical Rubber Goods
COVID	Corona Virus	MW	Mega Watt
CSR	Corporate Social Responsibility	OEM	Original Equipment Manufacturer
DCS	Distributed Control System	PAT	Profit After Tax before Minority Interest & Other Comprehensive Income
DDP	Delivered Duty Paid	PCBL	Phillips Carbon Black Limited
DGFT	Director General of Foreign Trade	R&D	Research & Development
EBITDA	Earnings Before Interest, Taxes, Depreciation & Amortization	REACH	Registration, Evaluation, Authorisation and Restriction of Chemicals
EHS	Environmental Health and Safety	ROCE	Return on Capital Employed
EMS	Environment Management System	ROE	Return on Equity
ESG	Environment, Social, Governance	SIPCOT	State Industries Promotion Corporation of Tamil Nadu Limited
ET	Economic Times	SKU	Stock Keeping Units
FIEO	The Federation of Indian Export Organisations	TRIR	Total Recordable Incident Rate
FY	Financial Year	UNFCCC	United Nations Framework Convention on Climate Change
GDP	Gross Domestic Product	US FDA	United States Food & Drug Administration
HR	Human Resources	WASH	Workplace Assessment for Safety and Hygiene
IATF	International Automotive Task Force		

# THANK YOU