



May 25, 2024

The National Stock Exchange of India Ltd.

Listing Department Exchange Plaza,

Bandra Kurla Complex, Bandra (East),

Mumbai - 400 051

**Company Symbol: DMCC** 

**BSE Limited** 

Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai - 400 001

**Scrip Code : 506405** 

**Sub**: Investor Presentation for Q4FY24

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligation and Disclosure Requirements) Regulation 2015, we are enclosing herewith Investor Presentation on the Company's Financial Performance of Q4FY24.

The said presentation will also be made available at the website of the Company at <a href="https://www.dmcc.com-Investor-Announcements-Analyst-Investor-Meets-Investor-Presentations">https://www.dmcc.com-Investor-Announcements-Analyst-Investor-Meets-Investor Presentations</a>

You are requested to kindly take the same on your record.

Thanking you,

#### For DMCC Speciality Chemicals Limited

(Formerly known as "The Dharamsi Morarji Chemical Company Ltd)

Omkar Mhamunkar Company Secretary & Compliance Officer ICSI Membership No. ACS 26645

**Encl:** As Above

#### **DMCC SPECIALITY CHEMICALS LIMITED**

(Formerly known as "The Dharamsi Morarji Chemical Company Limited")





# Navigating Uncertainty with Resilience and Purpose

**Investor Presentation** 

May 2024

BSE - 506405 \ NSE - DMCC

**DMCC Speciality Chemicals Limited** 

Formerly known as The Dharamsi Morarji Chemical Company Limited

## Safe **Harbour**

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## Q4&FY24 Highlights

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#### Q4 & FY24 Highlights



### **Financial Statement Summary**

(Consolidated Profit and Loss Statement)

Consolidated Revenue

₹83.96cr





Y-O-Y Q-O-Q Consolidated EBITDA

₹16.69cr





Q-0-Q

113%

Consolidated PAT

₹5.77cr





1761% Q-0-Q

Particular	Q4 FY23	Q3 FY24	Q4 FY24	Q-o-Q	Y-o-Y
Revenue from Operations	96.50	80.53	83.96	4.26%	-12.99%
Total Income	97.29	81.24	93.25	14.78%	-4.15%
Total Operating Expense	80.22	73.42	76.56	4.28%	-4.56%
EBITDA (Including OI)	17.07	7.82	16.69	113.43%	-2.23%
EBITDA Margin %	17.55%	9.63%	17.90%	827bps	35bps
Interest Cost	3.29	3.56	3.85	8.15%	17.02%
Depreciation and Amortisation	4.54	3.92	4.33	10.46%	-4.63%
Profit Before Taxes	9.24	0.34	8.51	2402.94%	-7.90%
Profit After Taxes	6.69	0.31	5.77	1761.29%	-13.75%

#### Q4 & FY24 Highlights



## **Financial Statement Summary**

(Consolidated Profit and Loss Statement)

Consolidated Revenue

₹327.92cr



**15%** Y-O-Y Consolidated EBITDA

₹46.72cr



**20%** Y-O-Y Consolidated PAT

₹11.57cr



**68%** Y-O-Y

Particular	FY23	FY24	Y-o-Y
Revenue from Operations	386.65	327.95	-15.18%
Total Income	389.59	338.40	-13.14%
Total Operating Expense	350.80	291.68	-16.85%
EBITDA (Including OI)	38.79	46.72	20.44%
EBITDA Margin %	9.96%	13.81%	385BPS
Interest Cost	10.58	13.76	30.06%
Depreciation and Amortisation	17.61	15.71	-10.79%
Profit Before Taxes	10.60	17.25	62.74%
Profit After Taxes	6.93	11.59	67.24%

## Q4 & FY24 Highlights Financial Statement Summary

(Consolidated Balance Sheet)

Particular	As on 31st March 2023	As on 31st March 2024
Shareholders Fund	198.25	209.54
Non-Current Liability	70.27	60.69
Current Liability	132.46	107.04
Total	400.98	377.27
Non-Current Assets	263.70	261.89
Current Assets	137.28	115.38
Total	400.98	377.27

## Q4 & FY24 Highlights Financial Statement Summary

(Consolidated Cash Flow Statement)

As on 31st March 20		As on 31st March 2024
Cash Flow from Operating Activities	29.88	38.37
Cash Flow from Investing Activities	-20.56	-10.04
Cash Flow from Financing Activities	-9.99	-27.10
Net Increase/ decrease in cash and cash equivalents	-0.67	1.23
Cash and cash Equivalents at the beginning of year	2.25	1.58
Cash and cash equivalents at the end of the year	1.58	2.81

#### Q4 & FY24 Highlights

#### **Management Remarks**



#### Dear Shareholders,

FY24 was a challenging year for DMCC Speciality Chemicals Limited, marked by subdued demand, intense competition, and margin pressures. The global economic slowdown, exacerbated by high interest rates and geopolitical tensions, significantly impacted key export markets like Europe and the United States. Aggressive pricing from Chinese imports further intensified competition across segments.

The agrochemicals and pigments industries faced severe headwinds, leading to decreased demand for our products. However, we are witnessing early signs of revival in the pigments sector, and the agrochemicals industry is showing promising indications of recovery.

Our Boron segment has gained traction, and we have ramped up production capacities, exploring further debottlenecking opportunities to cater to future demand. While the commodity business faced headwinds in Q4FY24, our focus on innovation, product development, and operational excellence has positioned us well for the future.

Q4FY24 Export Revenues

37%

Q4FY24 Domestic Revenues

63%

Q4FY24 Sale of Speciality Chemicals

60%

Q4FY24 Sale of Bulk Chemicals

40%

This quarter, we divested some non-core investments, reflecting in the higher other income for Q4FY24. Additionally, we strengthened our governance by appointing Shri Haren Devidas Parekh, a seasoned professional with over 39 years of experience in banking, finance, and capital markets, as an Independent Director.

Looking ahead, FY25 holds cautious optimism. While headwinds persist, we anticipate a gradual recovery in demand as industries rebound. However, the challenge of aggressive pricing from Chinese imports remains a concern. Our enhanced capacities, diversified product portfolio, and strategic initiatives, including R&D efforts and

capacity additions, position us well to capitalise on emerging opportunities and drive improved performance as demand recovers.

We remain grateful for your unwavering support and trust in navigating these challenging times. Together, with resilience and determination, we will emerge stronger.

Best wishes,
Mr. Bimal L. Goculdas
MD & CEO

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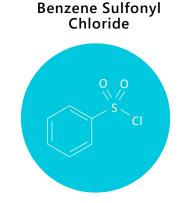


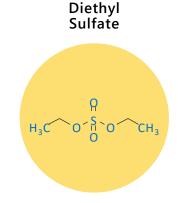
## Company at a Glance

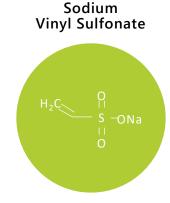
Incorporated in 1919, DMCC was the first producer of Sulphuric Acid & Phosphate Fertilizers in the country. Predominantly known for Single Superphosphate (fertilizer) for almost entirety of its life, DMCC currently is a fully-integrated Speciality chemical player in Sulphur, Boron and Ethanol chemistry.

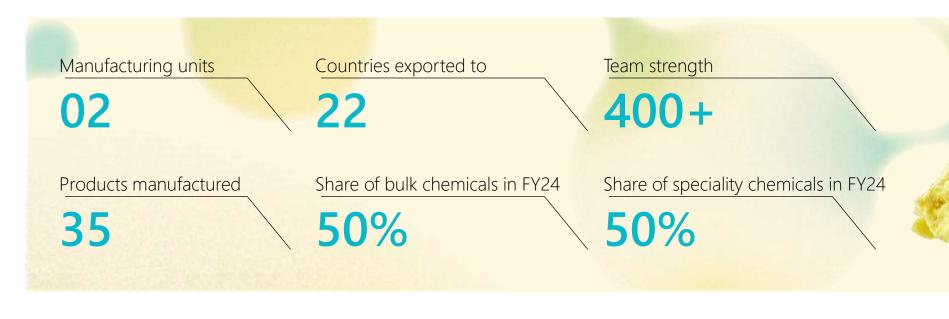


#### **Globally Relevant Manufacturers of**











#### Focus on **Fertilizer Business**

- Incorporated in the year 1919, commenced operations as a manufacturer of Sulphuric Acid and Single Superphosphate Fertilizers.
- For majority of its existence, the company focused on the fertilizer business, which at point contributed ~ 75% of the revenues.
- From year 2000 onwards, the company started incurring losses in the fertilizer segment and soon ran into financial trouble.

#### **Restructuring and Transition Timeframe** 2007-2011

- In 2009 the company decided to exit the fertilizer business (highly dependent on Govt. policy) and undergo restructuring.
- The company decided to shift its focus to the Sulphur chemicals business, and its downstream products.
- A shift in vision and strategy focus on Speciality chemicals with low competition and become a globally relevant manufacturer for the same.
- Decided to deploy incremental funds only towards expanding Speciality chemicals segment.

#### Focus on **Speciality Chemicals**

- With a strong focus on research and development, the company is actively working to expand its product portfolio in the Speciality chemicals segment.
- Focusing only on Chemicals where the company envisages an operating margin of 30% + and a payback period of no more than 3 years.
- To expand its capacity in the Speciality chemicals segment the company has completed a capital expenditure at the available land parcel in Dahej.

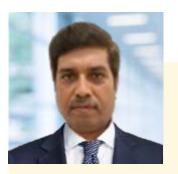


#### Management Team (1/2)



#### Mr. Bimal L. Goculdas Managing Director and Chief Executive Officer

Mr. Bimal Goculdas heads the management team and is responsible for overall performance. He is a Chemical Engineer with postgraduate qualifications from the USA and has two decades of work experience in India and the USA. He has been associated with the Company, holding various senior management positions, for over 32+ years and has handled production, technology, supply chain management, marketing both domestic & export and finance.



#### Mr. Kuldeep Kumar Tiwari **Executive Director** (Operations)

Mr. Kuldeep Kumar Tiwari is a Science Graduate and seasoned Professional and brings with him rich experience of 26 years in project management and operations in the Sulphuric acid industry in India and Abroad.

He has been working with the Company since year 2020 and before his appointment by the Board as "Executive Director (Operations)" he was designated as Vice President (Operations) of the Company.



#### Mr. Dilip T. Gokhale Sr. Executive Vice President

Mr. Gokhale's professional journey spans over 34 years of commendable expertise in a range of diverse fields such as Secretarial, Legal, Corporate Governance, Finance, HR & Administration, Insurance, and Internal Audit. His academic qualifications include B. Com, LLB, CAIIB, and FCS. With his expertise, the Company is wellequipped to navigate the everevolving corporate landscape with confidence and finesse



#### Mr. Shirish Pandit Sr. Vice President Projects

Mr. Shirish Pandit leads the charge for the Company's esteemed Project Division. Armed with a B.Sc. in Chemistry from Mumbai University and an Associate Membership of the Indian Institute of Chemical Engineers (AMIIChE), Mr. Pandit brings a wealth of knowledge and experience in plant operation management, factory operation management, and project management, with a distinguished career spanning over four decades.



Mr. S. N. Jadhav Sr. Vice President Operations

Mr. Jadhav, an erudite inorganic chemist, is at the helm of affairs as the Senior Vice President - Operations, overseeing the Roha unit. With a rich experience spanning nearly three decades, he has demonstrated a profound understanding of the nuances of chemical industries, with particular emphasis on the synthesis and application of sulphur-based chemicals.

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#### **Management Team** (2/2)



Mr. Ashok R. Nagarch Technical Advisor to MD & CEO

Mr. Ashok R. Nagarch, serving as the Technical Advisor to MD and CEO, spearheads the esteemed Research & Development team with his exceptional expertise. With almost four decades of prolific experience in the realm of Sulphur chemistry, he boasts a remarkable portfolio of accomplishments and contributions to the field.



Mr. Sunil Kumar Goyal **Chief Finance Officer** 

Mr. Sunil Kumar Goyal is a Bachelor of Business Administration (BBA) and **Oualified Chartered** Accountant and Company Secretary. He has over 15+ years of experience in various companies and has exposure in Corporate Finance, Project Finance, Treasury, Forex, Banking, Taxation, Audits etc. and other allied areas. He is familiar with the Computerised System of Accounting such as SAP HANA, SAP B1, Tally etc.



Mr. Omkar Mhamunkar **Company Secretary** and Compliance Officer

Mr. Omkar Mhamunkar, is a B Com and Law Graduate and Associate Member of the Institute of Company Secretaries of India, New Delhi, presides over the crucial responsibilities of Company Secretary and Compliance Officer at DMCC. He has a formidable experience of over 13 years in the field, where he demonstrates an exceptional finesse in the areas of secretarial, legal, compliance and governance functions. To further complement his expertise.



Mr. Jitesh Doshi Vice President (Bulk Chemicals)

Mr. Jitesh Doshi comes with a rich experience spanning about 38 years in the Sales and Marketing of Chemicals. He heads the Sales and Marketing Function of the Company's Bulk Chemical Business. He is responsible for market research, pricing, product marketing, marketing communications, advertising, public relations, sales management, new business development and product development.



**Mr. Srinivas Rao** Heads the Speciality Chemicals Business

Mr. Srinivas Rao, B.Sc. (Chemistry-Hons), a PG Diploma in Marketing Management from Welingkar, Mumbai and has an experience of about 29 years heading the Sales and Marketing (Local and Exports) of Speciality Chemicals. He is responsible for market development for the Domestic & International markets and identification of new product opportunities in Speciality Chemicals leveraging all categories.







#### **Board of Directors** (1/2)



## Mr. Laxmikumar N. Goculdas Chairman

Mr. Laxmikumar N. Goculdas possesses over half a century of valuable expertise in the industry, with a profound understanding of trade, commerce, and corporate strategy. His impressive acumen in corporate restructuring, public relations, and international trade sets him apart as an exceptional leader. Moreover, his comprehensive knowledge in business administration and corporate affairs serves as an invaluable asset to the Company.



**Ms. Mitika L. Goculdas** Vice-Chairperson

Ms. Goculdas, a luminary Vice Chairperson of the Company, holds an MBA in Finance from the prestigious Pennsylvania State University, USA. With a phenomenal work experience of over two decades, she has led with distinction as Vice President at Merrill Lynch in both the USA and Dubai. Her prowess in Finance, Industry, and International Trade is impeccable, and her contribution to the Company is invaluable.



#### **Dr. Janaki Patwardhan** Non-Executive, Independent Director

Dr. Janaki Ashwin Patwardhan, a distinguished Chemical Engineer with a doctorate from Mumbai University Institute of Chemical Technology, has been associated with the Chemical and Pharmaceutical Industry for over 24 years. She is a highly accomplished Process Engineer, with exceptional expertise in Health and Safety, Plant Design and Techno Commercial Feasibility Studies, ISO Audit, R&D, and has served as an Independent Consultant to various esteemed Companies.



#### Mr. Mukul M. Taly Non-Executive, Independent Director

Mr. Mukul Manoharlal Taly is B.Sc., L.L.M practicing over 40 years as Senior in S. Mahomedbhai & Co., Advocate & Solicitors, High Court, Mumbai. He has been a Gold Medallist (1st in the University of Mumbai in LLB) in the year 1983. He has an LL.M. degree from the University of Mumbai in Commercial Law and Constitutional Law during the year 1983-85.



#### Mr. Madhu T. Ankleshwaria Non-Executive, Independent Director

Mr. Madhu Thakorlal Ankleshwaria is a B. Com.(Hons), F.C.A. and Practicing Chartered Accountant and having experience of more than 42 years in Finance and Accounting, Auditing, Internal Audit, Taxation, Foreign Trade, Financial Management, Risk Management, Corporate Restructuring, Due Diligence, Corporate Governance, and Strategy

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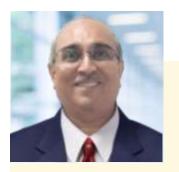
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#### **Board of Directors** (2/2)



Mr. Sanjeev V. Joshi Non-Executive, Independent Director

Mr. Sanjeev Vishwanath Joshi is a venerable B. Com graduate and F.C.A. He is a Practising Chartered Accountant for more than three and a half decades. His proficiency in Finance and Accounting, Auditing, Internal Audit, Insurance, Foreign Trade, Taxation, Financial Management, Risk Management, Corporate Restructuring, Due Diligence, Corporate Governance, and Strategy is widely recognized and esteemed.



#### Mr. Haren Parekh Non-Executive, Independent Director

Mr. Haren Parekh is a seasoned professional with over 39 years of experience in Banking, Finance, Treasury, Legal, Compliance, Infrastructure, and Capital Markets. He holds a Bachelor's degree in Commerce and is a Fellow Member of the Institute of Chartered Accountants of India (ICAI). Shri Parekh was instrumental in growing HDB Financial Services Limited (a subsidiary of HDFC Bank) to over 110 billion in revenue and 1300+ branches. He has served as CFO of HDB Financial Services and CIBIL. Currently a financial advisor, he is a respected expert in financial markets.



## Mr. Bimal Goculdas Managing Director and Chief Executive Officer

Mr. Bimal Goculdas heads the management team and is responsible for overall performance. He is a Chemical Engineer with postgraduate. Qualifications from the USA and has two decades of work experience in India and the USA. He has been associated with the Company, holding various senior management positions, for over 32+ years and has handled production, technology, supply chain management, marketing both domestic & export and finance.



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#### Product Portfolio

#### **Speciality** Bulk **Chemicals** Chemicals The company is one of the oldest manufacturers of The sulfonating agents manufactured by the **About** Sulphuric acid in the country. These products are company are reacted with organic substrates like sold domestically, within a limited radius from the Phenol, Benzene, and Methanol to get down manufacturing site. Almost 50% of the production stream products. 65-70% of these products are is sold off in the markets and rest is consumed exported. The company is backward integrated captively. into this process. Sulphuric Acid BENZENE SULFONYL CHLORIDE Key Sulphuric Anhydride **Products** Benzene Sulfonic Acid Oleum Phenol Sulfonic Acid Chloro Sulphonic Acid Sodium Benzene Sulfonate Sodium Phenol Sulfonate Menthyl Lactate Methane Sulfonic Anhydride Diphenyl Disulfide Diethyl Sulfate Diphenyl Sulfone Sodium Vinyl Sulfonate 4,4 Dihydroxy Diphenyl Sulfone Methyl p-Toluene Sulfonate Para Chloro Thiophenol Isethionic Acid Sodium Salt Detergents Agro-chemicals Pigments **Application** Detergents Dyes Pharmaceuticals Fertilizers, etc. Dyes

#### **Product from Boron Chemistry**

Boron Chemistry is handled by Borax Morarji. The company is working to add downstream products in Boron Chemistry as well.

- Boric Acid
- **Borax Pentahydrate**
- **Borax Decahydrate**
- Trimethyl Borate
- Zinc Borate

- Thermal Power Stations
- Detergents

Cosmetics, etc.

- Ceramic & Tiles Industries
- Steel Industries
- Electroplating, etc.

## About the Company Our Clientele

















































Revenue from Exports

## About the Company Global Footprint



### Manufacturing Facility-Roha Site

Setup in

1978

In-house R&D center at site

R&D Center

Team strength

245

25% of total area available for expansion

25%

Situated on a

88,355 sq. mt. plot

Product category

**Sulphur Chemistry** 

Equipped with 10 dedicated as well as 3 multi-purpose plants

10 + 3

Capacity to produce sulphuric acid

300 MT/day

Waste affluent treatment facility available

ZLD + STP

Roha Manufacturing Facility



### Manufacturing Facility-Dahej Site

Setup in

2013

Acquired through amalgamation of

#### Borax Morarji Limited

Team strength

159

50% of total area available for further expansion after completing of upcoming capex

50%

Situated on a

1,03,32 sq. mt. plot
With unutilized land available for further development

Product category

## Boron and Sulphur Chemistry

Equipped with 8 dedicated as well as 2 multi-purpose plants

8 + 2

Waste effluent treatment facility available with plans for

**ZLD+STP** 

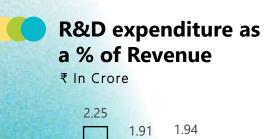


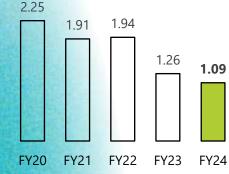
#### **Focus on R&D** (1/2)

The company has in-house R&D centre at its manufacturing facility in Roha, with key focus on process improvement (for existing products) and new process development (for product additions).

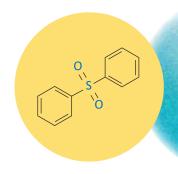
#### In house engineering services team

R&D team is strongly supported by in house engineering services team to ensure timely implementation of new products on commercial scale.









#### All products are based on

Internally developed processes





Department of Science and Industrial Research





## Focus on R&D (2/2)







#### **Awards and Recognition**

(1)

Responsible Care Certification

2

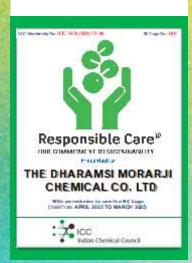
Certificate from National Safety Council (3)

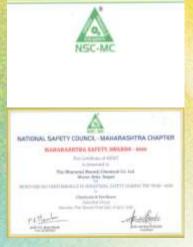
Chemical Award 4

Certificate of Merit for Water Resource Management

ROHA – ICC Award for Excellence in Management of Health and Safety 6

DAHEJ – Gold trophy, National Safety Convention













## Sustainability

Sustainability

#### Sustainability Initiatives (1/2)

The company takes pride in maintaining a healthy relationship with the environment. It extends its responsibility to society with an increasing focus on sustainable development.

The company strongly believes –

being environmentally conscious is the only long-term winning strategy.



### **Sustainable Sites**

- Green Cover at all factory sites
- Zero liquid Discharge
- 25% of energy requirement met through renewable resources



## Sustainable Suppliers

TOGETHER FOR SUSTAINABILITY

Joint initiative

Joint initiative of International chemical companies for sustainable supply chains

Responsible Care

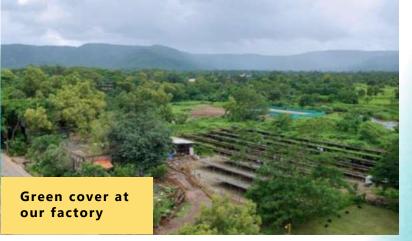
A voluntary commitment by global chemical industry to drive improvement in environment health and safety



#### Sustainable Product Portfolio

 Systematic evaluation of the sustainability of entire product portfolio by applying sustainability criteria in the development of products and processes

## Sustainability Sustainability Initiatives (2/2)









# Investment Merits

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#### **Investment Merits**

#### **Competitive Advantages**



#### Focus on Speciality Chemicals

The company through its strong research and development department has been working on products that are individually small in market size but have little or no competition. The company aims to become a globally relevant manufacturer of a variety of these Speciality chemicals.



#### R&D led Innovation

Increasing investments for development of new products and processes.



#### **Strategic Locations**

The company has its manufacturing facilities in Gujarat and Maharashtra which are the biggest domestic markets for the company's products. The recently commissioned capacity at Dahej brings the company closer to its suppliers leading to savings in logistical costs.



#### Strong Regulatory Compliances

Also the Company has been working diligently towards the goals set for reducing carbon emissions, replacing traditional fuel sources with non-conventional sources, and managing water and waste responsibly, to become carbon negative.



#### **Backward Integrated Manufacturing Operations**

The company is backward integrated for its Speciality chemicals, which makes it a low-cost manufacturer of these products, thus realizing higher margins.



#### Handling of Hazardous Chemicals

Sulphuric acid is a hazardous chemical, the manufacturing and handling of the same requires high levels of technical know-how and skill set. DMCC has created along standing track record in sulphur chemistry over its 100-year journey.



#### High lead time

Because of the technical and complex nature of the products, the customer approvals take long periods. However, once the relationship is established, it becomes difficult for the other players to take the market share. Due to its long track record and presence in the markets DMCC enjoys a long-standing relationship with majority of its customers.



#### Long-term Sales contracts

Majority of the Speciality chemicals sales are under long-term sales contracts, with pass-through clauses (for RM fluctuations) with a lag of one quarter.

**Investment** Merits

#### **Growth Drivers**

(2)

New capacity at Dahej to fuel growth Recently completed capex at Dahej to enhance growth in revenues which will further be aided by increasing margins with the increase in share of Speciality products.

1

Strategic Portfolio Enhancement

The company has streamlined its focus towards the Speciality chemicals that offer higher and stable margins.

The company is on track to turnaround its loss-making boron segment. The R&D team is also working on launching downstream products from Boron Chemistry.

Fix
Underperforming
Business

3

Focus on Innovation & Environment

Research on the identification of new products and the development of advance process technology to optimize the utilization of energy and other resources.

# Financial Highlights

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## Financial Highlights Financial Statement Summary

(Consolidated Profit & Loss Statement)

Particular	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	187.66	200.15	326.30	386.65	327.95
Total Income	193.90	207.93	332.36	389.59	338.40
Total Operating Expense	159.85	164.65	286.27	350.80	291.68
EBITDA (Including OI)	34.05	43.27	46.09	38.79	46.72
EBITDA Margin %	18.14%	21.62%	14.13%	9.96%	13.81%
Interest Cost	2.03	2.40	3.89	10.58	13.76
Depreciation and Amortisation	6.16	6.83	8.06	17.61	15.71
Profit Before Taxes	25.85	34.04	34.14	10.60	17.25
Profit After Taxes	31.46	32.58	21.34	6.93	11.59

₹ In Crore

## Financial Highlights Financial Statement Summary

(Consolidated Balance Sheet)

Particular	FY20	FY21	FY22	FY23	FY24
Shareholders Fund	144.88	173.18	193.62	198.25	209.54
Non-Current Liabilities	20.22	21.85	63.01	70.27	60.69
Current Liabilities	46.78	68.67	127.16	132.46	107.04
Total	211.88	263.71	383.79	400.98	377.27
Non-Current Assets	112.48	148.56	258.10	263.70	261.89
Current Assets	99.40	115.15	125.70	137.28	115.38
Total	211.88	263.71	383.79	400.98	377.27

## Financial Highlights Financial Statement Summary

(Consolidated Cash Flow Statement)

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Particular	FY20	FY21	FY22	FY23	FY24
Cash flow from operating Activities	27.00	32.25	51.13	29.88	38.37
Cash flow from Investing Activities	(16.84)	(39.66)	(98.28)	(20.56)	(10.04)
Cash flow from Financing Activities	(5.66)	3.02	45.48	(9.99)	(27.10)
Net Increase/Decrease in cash and cash Equivalents	4.50	(4.39)	(1.67)	(0.67)	1.23
Cash and Cash equivalents at the beginning of year	3.82	8.31	3.92	2.25	1.58
Cash and Cash equivalents at the end of year	8.31	3.92	2.25	1.58	2.81



## Get in Touch

Mr. Omkar Mhamunkar

Company Secretary and Compliance Officer

**DMCC Speciality Chemicals Limited** omhamunkar@dmcc.com



Mr. Abhishek Mehra

Investor Relations Advisor +91 9558814500

**TIL Advisors Private Limited** abhishek@theinvestmentlab.in