



GANESH BENZOPLAST LIMITED

CIN:L24200MH1986PLC039836 / PAN NO : AAACG1259J

Regd. Off. : Dina Building, 1stFloor, 53 Maharshi Karve Road, Marine Lines (E), Mumbai - 400 002.
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August 16, 2023

To

| | |
|---|--|
| <p>The General Manager, Department of Corporate Services – Corporate Relations Department, BSE Limited, Pheeroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001.</p> <p>Scrip ID: 500153</p> | <p>The Manager, Listing Department National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400051</p> <p>Scrip ID: GANESHBE</p> |
|---|--|

Dear Sir,

Sub: Investor Presentation -Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor Presentation issued by the Company for Q1FY24.

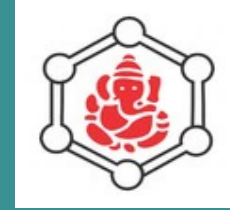
The investor presentation can also be accessed on website of company, www.ganeshbenzoplast.com

Kindly take the same on your record.

Thanking You,
For Ganesh Benzoplast Limited

Ekta Dhanda
Company Secretary and Compliance Officer

Encl: As above



Ganesh Benzoplast Limited

Investor Presentation | AUGUST 2023

A Leading End-to-End Solutions Provider In Liquid Logistics ...



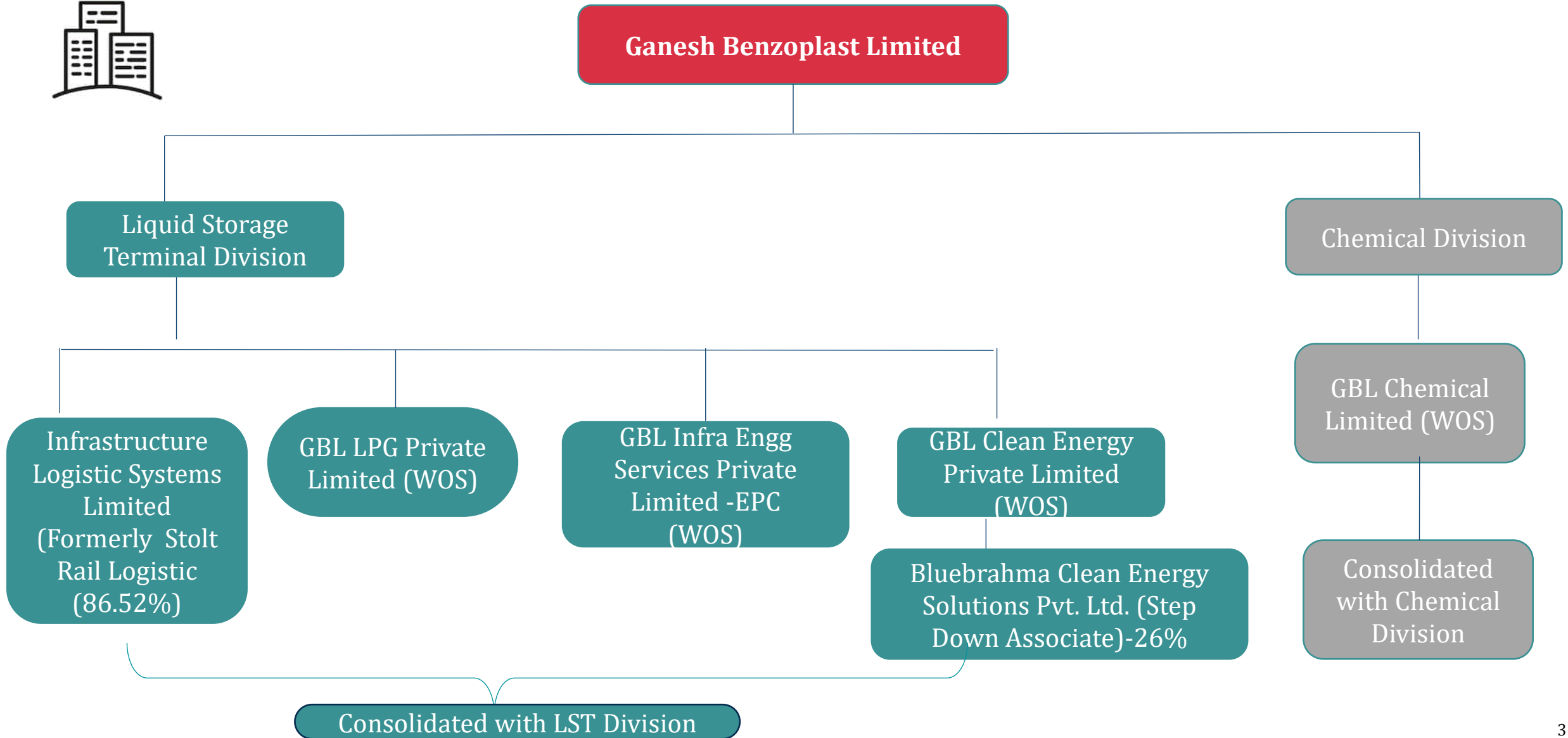
Liquid Logistics

| | | CONSO (Q1FY24) | CONSO (Q1FY23) | CONSO (FY23) | CONSO (FY22) |
|--|--|---------------------------|--------------------------|---------------------------|---------------------------|
| Liquid Storage Tanks (LST) | <ul style="list-style-type: none"> Leading independent Tank Storage Provider Total Installed Capacity of 3,09,000 KL Presence at JNPT Cochin Goa | | | | |
| Engineering Procurement & Construction (EPC Services) | <ul style="list-style-type: none"> Rich Experience in Tank Fabrication & Pipeline Installation Experience in installations designed for handling Various Chemicals | Revenue INR 1219 Mn | Revenue INR 920 Mn | Revenue INR 4208 Mn | Revenue INR 3575 Mn |
| Rail Logistic | <ul style="list-style-type: none"> Established a JV company in 2015 with Stolt Nielsen Singapore PTE. Ltd (STOLT), a 100% subsidiary of Stolt-Nielsen Limited (SNL), a leading global chemicals and bulk liquids logistics company and the said JV (ILSL) is now a material subsidiary of GBL Providing end to end bulk liquid storage and transportation | EBITDA INR 281 Mn | EBITDA INR 214 Mn | EBITDA INR 956 Mn | EBITDA INR 635 Mn |

Chemicals

| | | | | | |
|--------------------------|---|----------------------|----------------------|----------------------|----------------------|
| Chemical Business | <ul style="list-style-type: none"> Manufacturing & Exporting wide range of Food preservatives, Plasticizers, Lubricant additives, Components, Petroleum Sulfonates specialty Chemicals etc. | PAT INR 155 Mn | PAT INR 123 Mn | PAT INR 551 Mn | PAT INR 327 Mn |
| | | ROCE 22% | ROCE 21% | ROCE 21% | ROCE 16% |

Ganesh BenzoPlast Limited - Company Overlook



... With A Journey Of Almost Three Decades in LST



Diversified to LST business with Liquid storage tank facility initially at JNPT and then at Cochin & Goa Terminal

1986

Commenced the Chemical Business



GBL ventures into Ethanol & Extra neutral Alcohol manufacturing In Nashik, with Golden Agri International Ent. Pte Ltd, Singapore

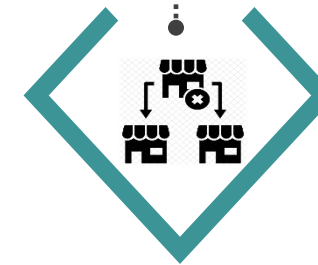
2020

Acquired 86.5% Equity stake in Stolt Rail Logistics Systems



GBL's WOS wins EPC order from ANA Oils for fabrication of 60 Liquid Storage Tanks at Krishnapatnam Port

2022-Jun



Allotted Additional Land For 25 Years At JNPT

2022- June



Once Again, Awarded Highest Liquid Cargo Handling (Non-PSU) at JNPT FY 22-23

2023- May

Strong Management Team To Lead the Company - Promoters



Ramesh Pilani
Founder & CFO

- B-Tech in Chemical Engineering ~47 years of experience in Chemical & Liquid Storage
- Established the Chemical manufacturing & Liquid storage business and actively involved in all the financial decision making



Rishi Pilani
Chairman & MD

- Chemical Engineer, Masters in Industrial Engineering, Masters in Finance with ~20 years of experience
- Chairman & Managing Director of the Company since 2011, responsible for growth, strategy & overall management of the company
- Under his leadership, the Liquid Storage Terminal Division of the Company achieved Sustained growth in terms of revenue and profitability



Ramakant Pilani
CEO

- Commerce graduate ~ 40 years of experience in the chemical industry
- Responsible for overall management of plant operations, marketing distribution and administration of Chemical division business

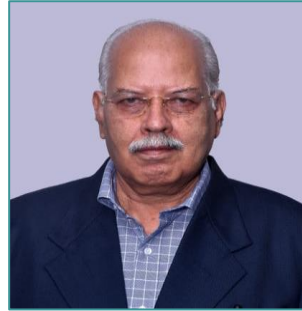
Strong Management Team To Lead the Company - Directors



NN Kumar

Independent Director

- Associated with the company since 2020 as an independent Director
- B.Sc., M.Sc. and IRS by qualification
- He had served for about 25 years in various positions in the Income Tax Department and the Ministry of Finance
- Vast Experience ~ 35 years in finance, administration, fiscal statutes, regulatory mechanism and government Functioning.



Ramesh Punjabi

Director

- Associated with the company since inception as Technical Director and as a non-executive Director since 2014
- B. Tech (Hons) in Chemical Engineering with ~47 years of experience in design, construction and operation of Chemical plants



John Joseph

Independent Director

- Appointed as new Independent Director on Board since August 2022
- B.V.Sc & A.H, M.V.Sc and LLB by qualification
- He has served for about 35 years in various positions in the Customs, Export and Central Excise department of the Government of India.
- Vast Experience ~ 35 years in customs, central excise, GST administration, fiscal statutes, regulatory mechanism, and government Functioning.

New Appointments on the Board of the Company



G L Kundalwal
Independent Director

- Appointed on the Board on April 21, 2023 as Additional Director- (Non-Executive Independent Director)
- MBA, CAIIB and LLB by qualification.
- He is retired Deputy General Manager from Union Bank of India. and a versatile Banker with over 38 years of experience managing Business and Human resource development across numerous verticals in metropolises, State Capitals.
- Vast experience in Corporate Finance, Project finance, Business Communication Law and Practices. risk Management and Credit Management.



Shyam Nihate
Executive Director

- Appointed on the Board on April 21, 2023 as Additional Director- (Executive Director-Terminal Operations)
- B.E. (Electronics & Power Engineering) from NIT Nagpur and Executive Post Graduate Programme in Management from IIM Indore by qualification.
- A dynamic professional with 23 years of comprehensive experience in the field of Operations, Sales & Marketing, Logistics and Supply Chain Management, PPP Project Management.
- Before Joining GBL as GM-Operations and Admin in 2019, he Worked 17 years with an Oil PSU HPCL at various locations in India.




**GANESH
BENZOPLAST
LIMITED**

Liquid Storage Tanks (LST) Division

Leading LST Player With Diversified Liquid Handling Capabilities ...



LST division provides storage tanks which are leased on rent for **storing liquid chemicals, acids, phenol, oil products & edible oils**



Liquid bulk storage capacity of **3,09,000 KL** spread across three strategically located terminals at **JNPT (Navi Mumbai), Cochin and Goa** that are connected by pipelines to various berths for handling export and import of products

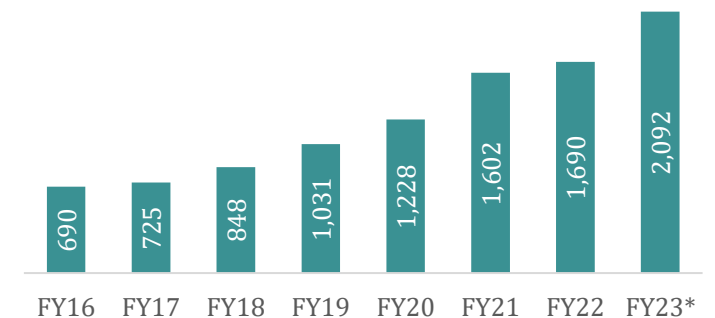


Total of 80 tanks (Stainless Steel, Mild Steel and Pre-Coated Steel) across Terminals that cater to a wide range of product storage requirements



Robust growth in income through lease rentals on storage facilities, handling charges and other services.

LST DIVISION REVENUE (CONS.) (INR Mn)



*includes EPC revenue of INR381.67 Mn of its Subsidiary

... Coupled with a Wide Range Of Services At The Terminal



Storage

Providing liquid storage tanks, handling & loading service of various products



Bunkering

Fuel supply bunkering services while maintaining product quality



Barging

A complimentary business mainly provided to major oil companies and trading firms



Blending

Blending of products (Air Sparger/Mixer) catering to customer needs accordingly



Drum Filling

~100 containers monthly of products like Acetic Acid, Methanol, MEG, Ethyl Acetate

Established Presence at Major Sea Ports



| | JNPT | COCHIN | GOA |
|------------------------------|-----------------|-------------------|-----------------|
| Year of Establishment | 1996 | 1999 | 2000 |
| Tank Capacity | 500 KL-14,000KL | 750 KL – 5,000 KL | 750 KL-14,000KL |
| Certified Terminals | ISO 9001:2015 | ISO 9001:2015 | ISO 9001:2015 |
| Number of Tanks | 64 | 12 | 4 |
| Capacity | 240000 KL | 43000 KL | 26000 KL |

Infrastructure at terminals are fully equipped with modern firefighting and safety equipment



JNPT Terminal : A Stable Cashflow Generating Asset ...



Total Capacity

240,000 KL - operating at > 100% occupancy (FY22)



Diversified Products Handled

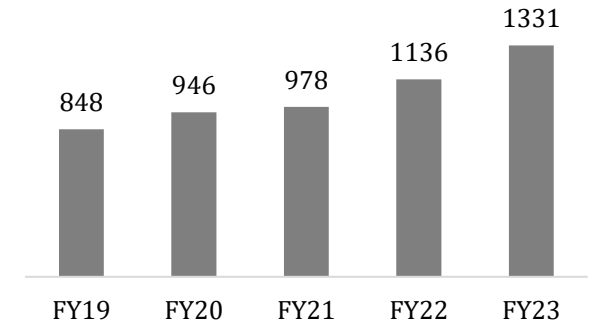
Class A, B, and C products (MEG, CSFO/CPO (Oil), Edible Oil, RBD Palmolien, Acetic Acid/Acetone, Vam Styrene Monomer, Crude Glycol, Phenol, Toluene) as well as all types of chemicals



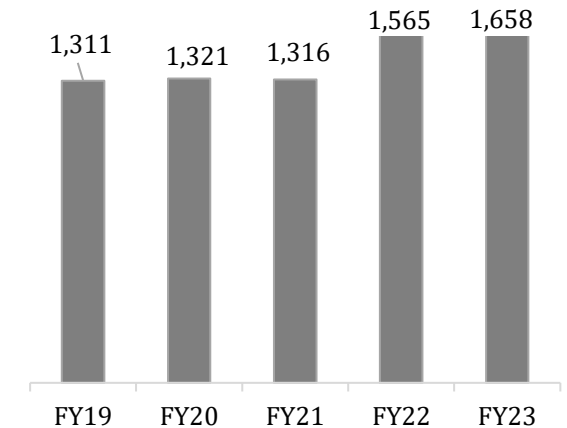
Dedicated Berth

2 dedicated berths and 2 Jettys at JNPT Port for Vessel loading and discharging of cargo

Rental Revenue (INR Mn)



Throughput (000'MT)



... Driven By Unique Value Proposition



JNPT – One of the Major ports

Storage tanks located at JNPT port leads to higher premium compared to other upcoming ports.
(New 4.5 Hectares Land allotted at JNPT for 25 years)

POL Traffic at major Ports

POL traffic share has been increasing; contributed **50.19% of total traffic in FY23** compared to 37.5% of total traffic in FY20 at major ports

Major Entry Barrier for new Entrant

Limited availability of new land parcel and existing pipeline fully utilized

GBL- Diversified Storage Capabilities

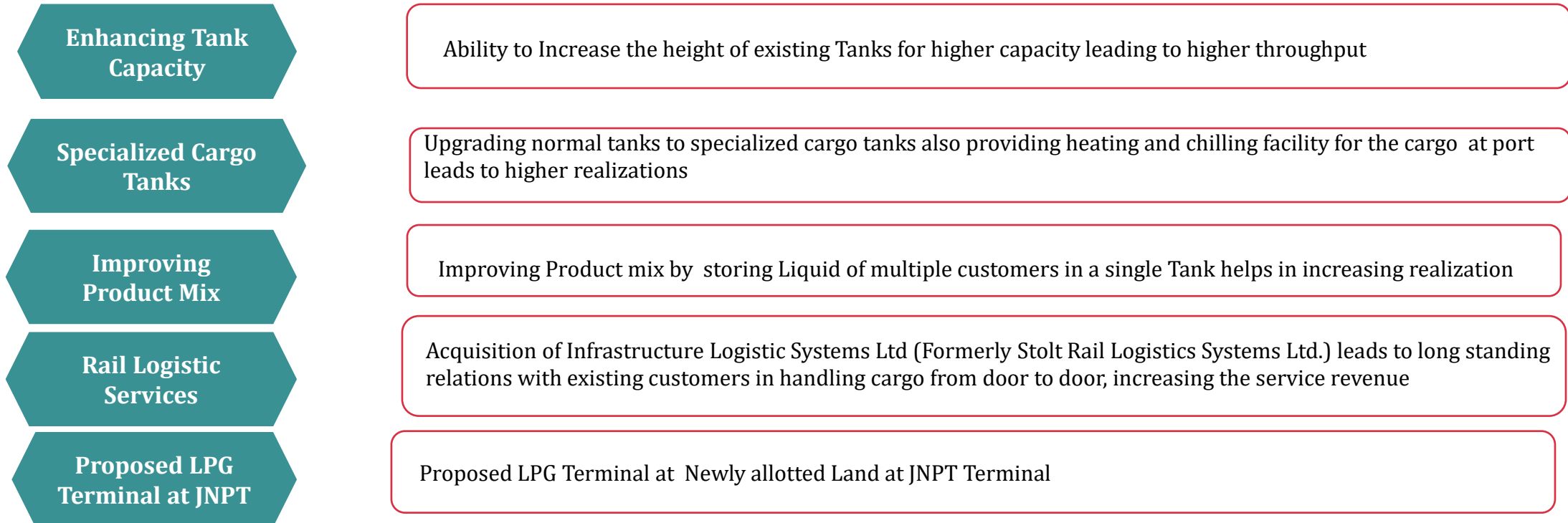
- Ability to store Class A liquids; giving higher revenue realizations

Opportunity of Spot Contracts

Presence at JNPT port gives an opportunity to take short term contracts (spot) leading to greater value realization.



JNPT Terminal : Growth Potential



Factors Driving Growth



... NEW AND UPCOMING SPECIAL CHEMICAL GRADE TERMINAL AT JNPT FOR 17,876 KL



... NEW AND UPCOMING SPECIAL CHEMICAL GRADE TERMINAL AT JNPT FOR 17,876 KL



Other Terminals – Cochin and Goa



Cochin Terminal

- Operating 43,000 KL at 95% occupancy
- Handling Class A, B, and C products (MEG, CSFO/CPO (Oil), Edible Oil, RBD Palmolien, Acetic Acid/Acetone, Vam & Styrene Monomer, Crude Glycol, Phenol, Toluene) as well as all types of chemicals



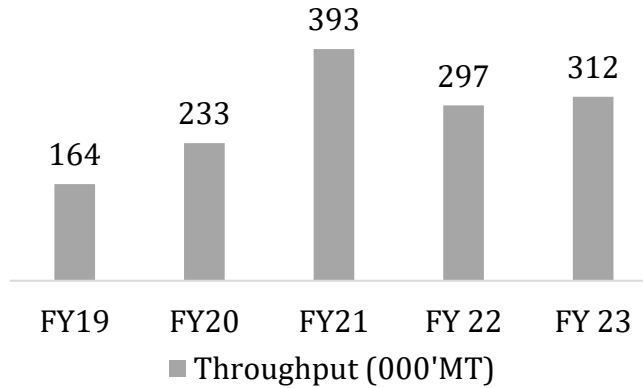
Goa Terminal

- Operating 26,000 KL at ~ 40% occupancy (impacted by the mining ban in Goa)
- Handling Class A, B, and C products and various other types of chemicals

Growth Roadmap for Cochin and Goa Terminals



Strong Growth in Throughput to Drive Growth

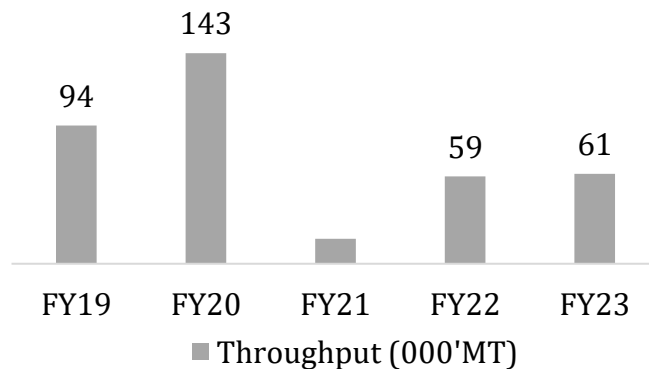


Future Growth Strategy

- To achieve maximum rental yield from existing capacity



Currently Under Utilized Huge Opportunity Ahead



Future Growth Strategy

- Exploring the possibilities increasing the capacity utilization to optimal level from current capacity

Long standing relationships with Marquee Clients



SMARTCHEM
TECHNOLOGIES
LIMITED



C J Shah & Co.



KLJ GROUP

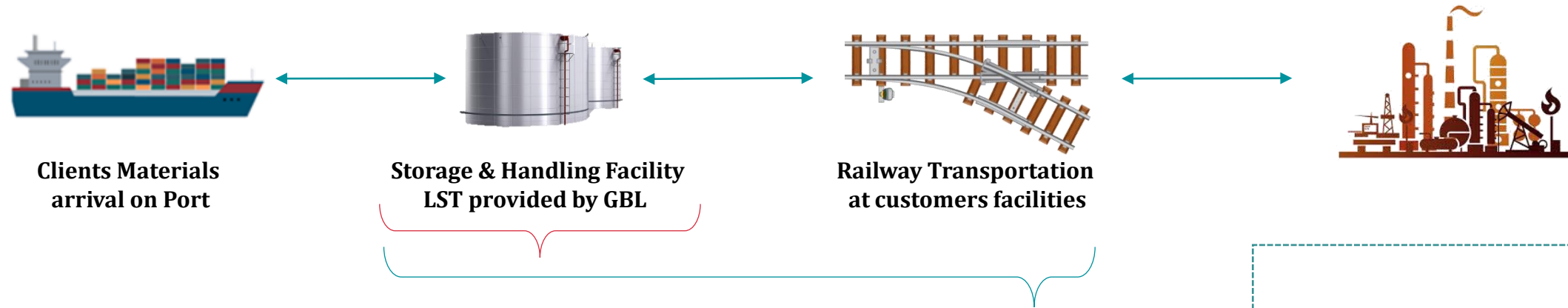


GBL welcomes it's new clients





Foray into Railway Logistics – Deepening Service Offerings ...



Infrastructure Logistic Systems Ltd. (Formerly Stolt Rail Logistic Systems (SRLS):

Enables GBL to provide additional end to end services to its customers

Enable JNPT terminal running with 100% capacity in early evacuation of material resulting in higher throughput and turnout.

GBL acquired 86.5% in (FY21)
in Stolt Rail Logistic Systems (SRLS)

Broadening the Scope of Service Offering

- ILSL Provides **end to end bulk liquid storage & transportation** facilities from shore to plant
- Synergy with the existing business
- ILSL will take a **step forward** in the Existing LST storage business

Infrastructure Logistic Systems (ILSL):

- Utilizes **Indian railways infrastructure** for transportation of liquids
- Has loading and unloading facilities at **JNPT, Nagpur, Dahej and Daund**

Support of Marquee Global Player

- Stolt has been a partner in Stolt Rail Logistic Systems Limited for **~5 years**
- Global network of **~ 5 million KL** of bulk liquid storage capacity in 12 countries
- Annual revenue of **USD +2 bn** for 2019 and an asset base of **USD 4.5 billion**

... Leading to Strong Growth Potential



Widening footprints into Rail Logistics

- ILSL owns tank containers and leases rakes and tanks at various ports and inland locations
- Enable GBL to provide additional service in their LST portfolio of services

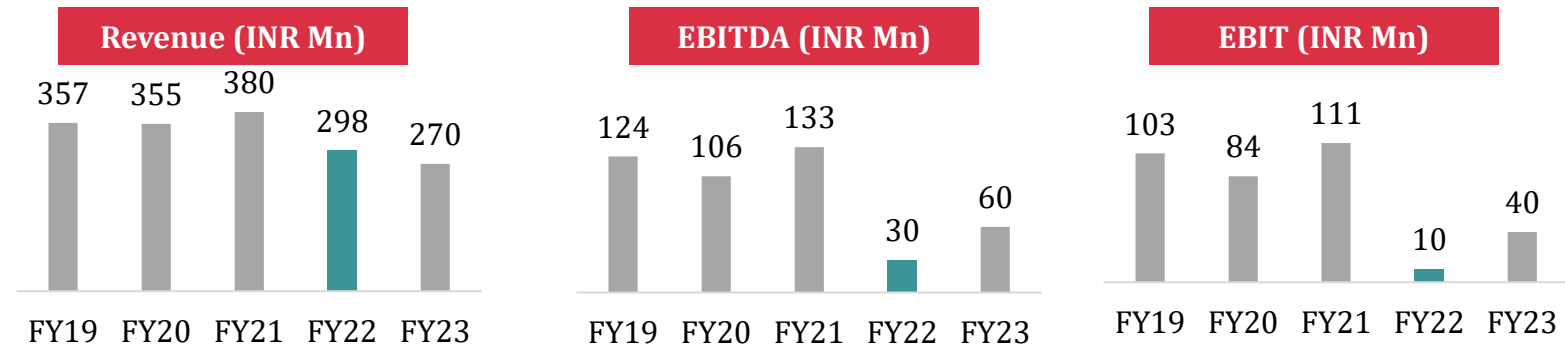
Running a Healthy Operational Business

- ILSL – Into existence in the business **over decade**
- Strong historical **revenue**

Future Growth Driver for GBL

- Accretive **Margins** contributing to 20% of the LST Revenues
- Marquee Clients for this Service
- **Improves efficiency** by providing one stop logistic solution
- **Increases profits** amid reduction in supply chain costs reduces cost of buyer

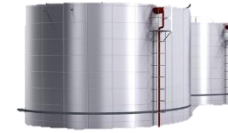
Performance History of ILSL(SRLS)



EPC Service Offerings makes GBL and end-to-end Player



Diversified arm specialized in **Design & EPCC activities** of the Project



Rich experience in **Tank Fabrication & Pipeline Installation** and provides End to End solution



Experience in handling chemicals like **Caustic soda, Hydrogen & Edible Oils**



Dedicated teams for **Design & Engineering, project Planning, Execution & Commissioning**



Part of the Elite Club of EPC Players with the capability to design & construct tanks as per API 650 12th Edition in India



EPC Business Growth Potential



Benefits of being a part of the EPC Segment

- Enables GBL to exercise its high technical capabilities in erecting storage tank terminals, with pipelines, that allow quick and efficient access to ports.
- Swift delivery gathers higher confidence from global clients such as RPG group, other major commodity consumers, and shipping companies.
- Acts as a beneficiary tool for customer acquisition for the LST division, and further simultaneous growth

Advantages of GBL's in-house EPC division

- Efficient and low cost implementation of all GBL projects
- Start and conduct projects at the most time-effective and sustainable modes

Outlook for the EPC division

- As national interests and investments increase towards developing the EPC segment many major and minor ports across India, GBL's EPC segment stands to gain in depth market knowledge, early development advantage in the sector, and a means to develop quickly and efficiently.



Chemical Division

Chemical Division...



Renowned Manufacturer & exporter of specialty chemicals, food preservatives & lubricant additives in industry; enjoys virtual monopoly of pure **Benzoic Acid & it's derivatives** in India



Specialty Chemicals : Methyl Benzoate, Ethyl Benzoate etc

Food Preservatives : Benzoic Acid, Sodium Benzoate and Benzoate Plasticizers

Lubricant Additives : Automotive and Industrial Lubricant additives, Antiwear, Antioxidant, Dispersants, PIBSA, Extreme pressure additives

Petroleum Sulfonates : Sodium, Barium, Calcium, Magnesium based.



Manufacturing Facilities at MIDC, Tarapur with capacity of **24,000 MTPA**

Unit 1 Manufactures oil additives

Unit 2 Manufactures specialty chemicals and food preservatives



Markets its products through distributors in Argentina, Brazil, South Africa , Nigeria, USA, Mexico, Taiwan, China and Middle East.



Products are used in food & beverage, paints, automobile, pharmaceutical, lubricants industries etc

Product Portfolio



Sodium Benzoate



Benzoic Acid



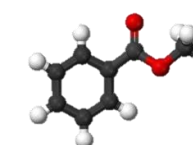
Gear Oil Additive



Petroleum Sulphate



Hydraulic Oil Additive



Magnesium Benzoate

... Initiated Process for Unlocking Value of the LST Business



Challenges in Chemical Business



| Continuous Losses in Chemical Business | | |
|--|--|--|
| Capital Intensive High working Capital requirement | Upgradation at manufacturing plants Major Capex required to enhance the facilities | Low Capacity Utilization Capacity utilization is ~ 70% |

GBL Infrastructure Ltd



Improve Focus on Each Business

- Creating independent listed companies with leadership positions in well-defined verticals

Considering Separation

GBL Chemical Ltd



Enabling Growth

- Business specific specialized strategy to enable sustainable growth
- Creating strong growth platforms for each business segment

Unlocking Value for Shareholders

- Clarity on operations and value of underlying businesses
- Ability of markets to fully reflect underlying value of each individual business separately



| | | | |
|------|--|-------|----------|
| CTMX | | 0.45 | ▲ +0.45 |
| FTR | | -0.23 | ▼ -2.34% |
| CSCO | | -1.01 | ▼ -1.89% |
| CHK | | 0.02 | ▲ +0.21 |
| AAPL | | +2.58 | |
| PRTO | | | |
| AMZN | | | |
| TSLA | | | |
| AVGO | | | |
| SIRI | | -0.65 | |

Financial Performance

Historical Financial Highlights-(Consolidated)



| INR Mn | Q1FY24 | FY19* | FY20 | FY21** | FY 22 | FY23 |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Income from Operations | 1,219 | 2,116 | 2,467 | 2,704 | 3,575 | 4,208 |
| Other Income | 32 | 9 | 3 | 15 | 31 | 83 |
| Total Income | 1,251 | 2,126 | 2,470 | 2,719 | 3,606 | 4,291 |
| Raw Material | 600 | 878 | 937 | 746 | 1,426 | 1,878 |
| Employee Cost | 63 | 122 | 144 | 161 | 196 | 245 |
| Other costs | 306 | 555 | 754 | 1,003 | 1,340 | 1,208 |
| EBITDA | 281 | 571 | 635 | 809 | 644 | 959 |
| Depreciation | 47 | 124 | 130 | 150 | 147 | 173 |
| Interest | 25 | 102 | 95 | 67 | 37 | 41 |
| Exceptional items | (1) | (32) | (74) | (59) | (8) | (3) |
| Profit Before tax | 209 | 313 | 337 | 533 | 452 | 742 |
| Tax (and deferred tax) | 54 | - | - | 315 | 125 | 192 |
| Profit After Tax | 155 | 313 | 337 | 218 | 327 | 550 |
| PATMargin | 13% | 15% | 14% | 8% | 9% | 13% |

* Income from LST division includes trading sales/services for FY19 was INR 98.7 Mn ; for FY20 was INR 209.2 Mn & for FY21 was INR 445.1 Mn

** PAT is lower on account of provision of one time non cash Deferred Tax Liability of Rs. 180 Mn as per Indian Accounting Standard (INDAS)

Quarterly Financial Highlights(Consolidated)



| INR Mn | Q1FY24 | Q4 FY 23 | FY 23 | Q1FY 23 | FY 22 |
|--------------------------|--------------|--------------|--------------|------------|--------------|
| Income from Operations | 1,219 | 1,341 | 4,208 | 920 | 3,575 |
| Other Income | 32 | 17 | 83 | 14 | 31 |
| Total Income | 1,251 | 1,358 | 4,291 | 934 | 3,606 |
| Raw Material | 600 | 709 | 1878 | 349 | 1,426 |
| Employee Cost | 63 | 71 | 245 | 51 | 196 |
| Other costs | 306 | 327 | 1208 | 320 | 1,340 |
| EBITDA | 281 | 251 | 960 | 168 | 644 |
| Depreciation | 47 | 49 | 173 | 40 | 147 |
| Interest | 25 | 2 | 41 | 6 | 37 |
| Exceptional items | (1) | (3) | (3) | - | (8) |
| Profit Before tax | 209 | 197 | 743 | 168 | 452 |
| Tax (and deferred tax) | 54 | 49 | 192 | 45 | 125 |
| Profit After Tax | 155 | 148 | 551 | 123 | 327 |
| PATMargin | 13% | 11% | 13% | 13% | 9% |

LST Division Historical Financial Highlights-(Standalone)



| INR Mn | FY19 | FY20 | FY21 | FY 22 | FY-23 |
|---|--------------|--------------|--------------|--------------|--------------|
| Total Rental Income from All Terminals | 903 | 1,018 | 1,047 | 1,214 | 1,420 |
| Other operating /Trading Income | 128 | 210 | 446 | 253 | 80 |
| Total Revenue | 1,031 | 1,228 | 1,493 | 1,467 | 1,500 |
| EBITDA | 543 | 522 | 583 | 610 | 732 |
| EBITDA Margin(Rental Income) | 60% | 51% | 56% | 50% | 52% |
| % Increase in yearly Rental | 14% | 13% | 3% | 16% | 17% |

Historical Balance Sheet-(Consolidated)



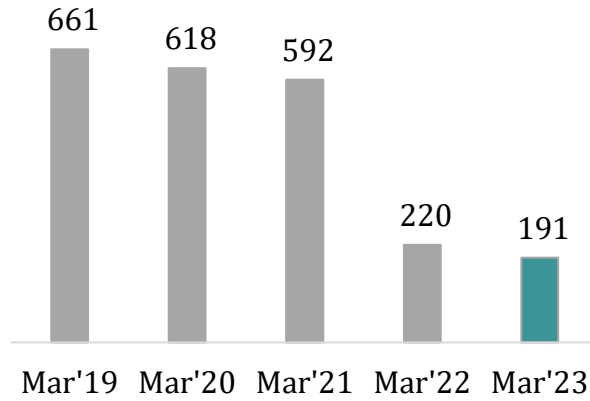
| INR Mn | Mar-19 | Mar-20 | Mar-21 | Mar - 22 | Mar-23 |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|
| Shareholder's Funds | 1120 | 1455 | 2368 | 2849 | 3616 |
| Share Capital | 57 | 57 | 62 | 62 | 65 |
| Other Equity | 1063 | 1398 | 2262 | 2743 | 3503 |
| Non- controlling Interest | - | - | 44 | 44 | 48 |
| Non-current liabilities | 459 | 458 | 609 | 394 | 745 |
| Borrowings | 435 | 429 | 351 | 107 | 13 |
| Other Financial Liabilities | - | - | 0 | 27 | 416 |
| Long Term Provisions | 24 | 29 | 33 | 35 | 50 |
| Deferred Tax Liabilities | - | - | 225 | 225 | 209 |
| Other Current Liabilities | - | - | - | - | 56 |
| Current Liabilities | 932 | 792 | 804 | 732 | 972 |
| Borrowings | 226 | 189 | 240 | 112 | 178 |
| Trade Payables | 548 | 463 | 486 | 497 | 522 |
| Other Financial Liabilities | - | - | 39 | 77 | 214 |
| Other Current Liabilities | 150 | 129 | 27 | 33 | 25 |
| Short- term provisions | 9 | 12 | 11 | 13 | 21 |
| Total Liabilities | 2510 | 2705 | 3780 | 3975 | 5333 |

| INR Mn | Mar-19 | Mar-20 | Mar-21 | Mar-22 | Mar-23 |
|-----------------------------------|-------------|-------------|-------------|-------------|-------------|
| Non-Current Assets | 1834 | 1840 | 2596 | 2827 | 3822 |
| Property Plant & Equipment/Rights | 1636 | 1645 | 2099 | 2067 | 2091 |
| Good will | - | - | 225 | 225 | 225 |
| CWIP | 119 | 111 | 117 | 198 | 443 |
| Other Financial Assets | 5 | 6 | 71 | 78 | 218 |
| Investments | 13 | 13 | 17 | 153 | 162 |
| Other non-current assets | 61 | 65 | 132 | 68 | 232 |
| Current Assets | 676 | 833 | 1185 | 1150 | 1511 |
| Inventories | 50 | 63 | 125 | 79 | 510 |
| Trade Receivables | 310 | 349 | 409 | 336 | 254 |
| Cash & Cash Equivalents | 36 | 39 | 368 | 472 | 56 |
| Loans | 2 | 3 | 57 | 74 | 75 |
| Other current assets | 278 | 380 | 226 | 178 | 280 |
| Total Assets | 2510 | 2674 | 3781 | 3975 | 5333 |

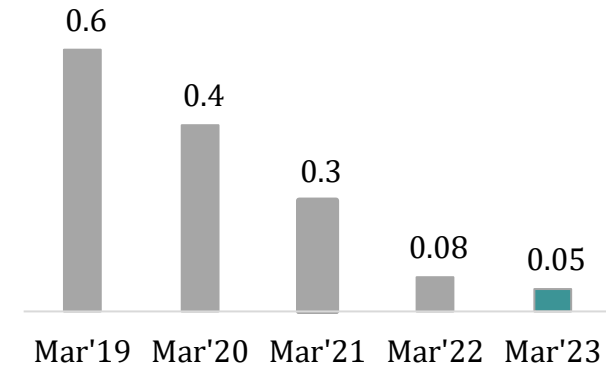
Consistently deleveraging the Balance Sheet- (Consolidated)



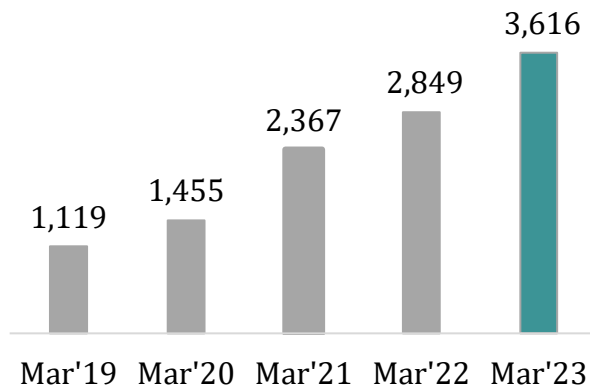
Gross Debt (INR Mn)



Debt to Equity (x)



Networth (INR Mn)



Safe Harbour



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A photograph of an industrial facility featuring several large, cylindrical, silver-colored storage tanks. The tanks are arranged in a row, with a prominent one in the foreground on the right. A red horizontal pipe runs across the lower part of the image. A red fire extinguisher is visible near the base of the tanks. The sky is clear and blue.

Thank You