



Chemplast Sanmar Ltd.

Investor Presentation - October 2021



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Company Overview



Chemplast Sanmar: Leading Chemical Manufacturer in India...

#1 manufacturer of specialty paste PVC resin in India

#1 manufacturer of S-PVC in South India and 2nd largest in India⁽¹⁾

Leading player in custom manufacturing

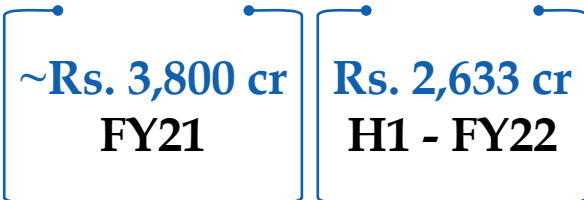
#1 manufacturer of hydrogen peroxide in South India

Leading chemical manufacturer in India

#3 manufacturer of caustic soda in South India

One of the oldest manufacturers of chloromethanes in India

Consolidated revenue



Marquee parentage



FAIRFAX INDIA
Fairfax, a well-known international investor, has been an investor since 2016 in the SHL Chemicals Group⁽²⁾

The Sanmar Group is amongst the oldest and most prominent corporate groups in South India















4
Manufacturing Facilities with a high degree of backward integration⁽³⁾

Experienced management team with deep domain expertise

Note:

- S-PVC - Suspension PVC ;
- 1. Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ("CCVL")
- 2. Through FIH Mauritius Investments Limited
- 3. For significant portion of its operation

... with a Diversified Product Portfolio

	Chemplast Sanmar					CCVL (1)
	Specialty Chemicals		Non-Specialty Chemicals			Suspension PVC
End user industries	<u>Specialty Paste PVC resin</u>  Footwear  Auto upholstery	<u>Custom manufacturing</u>  Pharma  Agrochemicals	<u>Caustic soda</u>  Paper  Textile	<u>Hydrogen peroxide</u>  Paper & Pulp  Textile Park	<u>Chloromethanes</u>  Pharma  Agro-Chemicals  Refrigerants (HFOs)	 Irrigation  Urban infra  Real estate
	Capacity	66,000 mtpa	1,068 mtpa	119,000 mtpa	34,000 ⁽²⁾ mtpa	35,000 mtpa
FY21 Sales split	24%		10%			66%

Note:

1. Wholly owned subsidiary of Chemplast Sanmar Ltd.
2. The hydrogen peroxide capacity is calculated at 50% concentration level, in line with industry standards. 'mtpa' stands for metric tons per annum

Specialty Paste PVC Resin

Industry Overview

143 ktpa Indian demand
FY20 ⁽¹⁾




9.3%
CAGR (FY21-25) ⁽¹⁾



Domestic
55%

Imports
45%

Key growth drivers

- 1 **High entry barriers:** Licensed technology and lack of availability of raw materials
- 2 **Growth in the end-user industries**
 -  Footwear
 -  Automotive
 -  Vinyl Gloves
- 3 **Low per capita consumption (kg, 2019)**

Western Europe	2.4
North America	0.8
China	0.6
India	0.1
- 4 **Permanent shut down of some plants globally (~10% of total capacity closed)**
- 5 **Lack of substitutes**

Company Overview

#1 manufacturer of specialty paste PVC resin in India



66 ktpa
Installed capacity
at Mettur



35 ktpa
Planned capacity addition at
Cuddalore by FY24

- Manufactured at Mettur facility since 1968
- Primary raw materials include VCM, EDC, ethylene and chlorine
- Manufactures significant portion of EDC and all of VCM requirements in-house. This provides flexibility in operations and reduces dependence on external suppliers
- High repeat business – customer stickiness

Note:

1. Source : CRISIL Research

'ktpa' stands for kilo tons per annum and 'kt' stands for kilo tons

Industry Overview

US\$ 6.0 bn
Indian market size FY21 ⁽¹⁾

9.1%
CAGR (FY21-25) ⁽¹⁾



Key growth drivers



Availability of skilled economic labor



Surge in global food grain demand



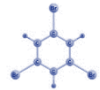
Growth in demand for drugs and hygiene products



India to be a focus region as companies move away from China for custom manufacturing



PLI Scheme for bulk drug parks



Higher penetration of API manufacturing in India

Company Overview

Leading player in custom manufacturing



1,068 mtpa
Installed capacity at Berigai



Setting up a multipurpose facility in stages (Blocks 1 & 2)

- Engaged in custom manufacturing of advanced intermediates to global innovator companies in the agro-chemical, pharmaceutical and fine chemical end uses
- Capabilities include wide range of chemistry capabilities such as cyanation, hydrogenation and liquid purification
- In-house process research, process engineering and large scale manufacturing capabilities, enables us to act as one-stop shop for manufacture of newly discovered molecules

Product – Non-Specialty Chemicals

Caustic Soda

3.5 mn mtpa
Indian demand
FY21⁽¹⁾

8.2%
CAGR (FY21-25)⁽¹⁾



Key growth drivers

- Growth in paper and textile industry
- Increasing demand from end user industries, especially:
 - Alumina – increase in refineries
 - Chemical industries – dyes and paints

#3 manufacturer of caustic soda in South India region

- Caustic soda is generated as a joint product in the process of manufacture of chlorine
- Caustic soda is produced at 32% concentration levels and thereafter further concentrated to 48-50% for sale to customers

Hydrogen Peroxide

282 ktpa
Indian demand
FY21⁽¹⁾

10.3%
CAGR (FY21-25)⁽¹⁾



Key growth drivers

- Setting up of textile parks
- Growth in paper & pulp industry
- Effluent treatment at refineries to aid demand growth
- Rapid growth in market size for disinfectants during COVID-19

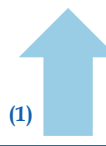
#1 manufacturer of hydrogen peroxide in South India region

- Hydrogen peroxide is part of downstream integration as a value added product.
- Hydrogen peroxide plant is designed for a capacity of 34000 tons per year of 50 percent concentration. Production process adopted is environment-friendly.

Chloromethanes

510 ktpa
Indian Demand
FY21⁽¹⁾

10.1%
CAGR (FY21-25)⁽¹⁾



Key growth drivers

- Rapid growth in pharma industry
- New generation refrigerants (HFOs)
- Rising agrochemicals demand
- PLI scheme to boost API and bulk drugs

One of the oldest manufacturers of chloromethanes in India

- Chloromethanes refers to a group of products namely, methyl chloride, methylene chloride (“MDC”), chloroform and carbon tetra chloride (“CTC”).

Industry Overview

Company Overview



Note:

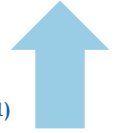
1. Source: CRISIL Research

Suspension PVC (CCVL)

Industry Overview

3,340 ktpa
Indian demand in FY20⁽¹⁾

7.7%
CAGR (FY21-25) ⁽¹⁾



Key growth drivers

- 1 Significant gap between demand and supply : No new capacity additions in India and increasing supply tightness due to Chinese PVC capacity shutdowns
- 2 Low per capita consumption in India
- 3 Significant demand-supply gap due to lack of new capacity in India
- 4 Strong growth in end-use markets



Irrigation spending



Urban Infra Spending



Real Estate Sector Spending

Company Overview

#1 manufacturer of S-PVC in South India and 2nd largest in India



300 ktpa
Installed capacity
at Cuddalore



31 ktpa
Debottlenecking is
underway

- Manufactured at Cuddalore facility since 2009. This facility has a captive import terminal facilitating VCM imports for PVC production



Note:
1. Source: CRISIL Research

Sustainable Opportunity Across Products

Specialty Paste PVC

- Global supply deficit
- India is a net importer
- Rising demand from end user industries
- Import substitution opportunity

High

Custom Manufacturing

- Shortage of capable & reliable partner globally
- India is a net exporter
- Rising demand from end user industries
- Export Opportunity

High

Non-Specialty Chemicals

- India is a deficit market for non-specialty range produced by the company
- Rising demand from end user industries

Medium

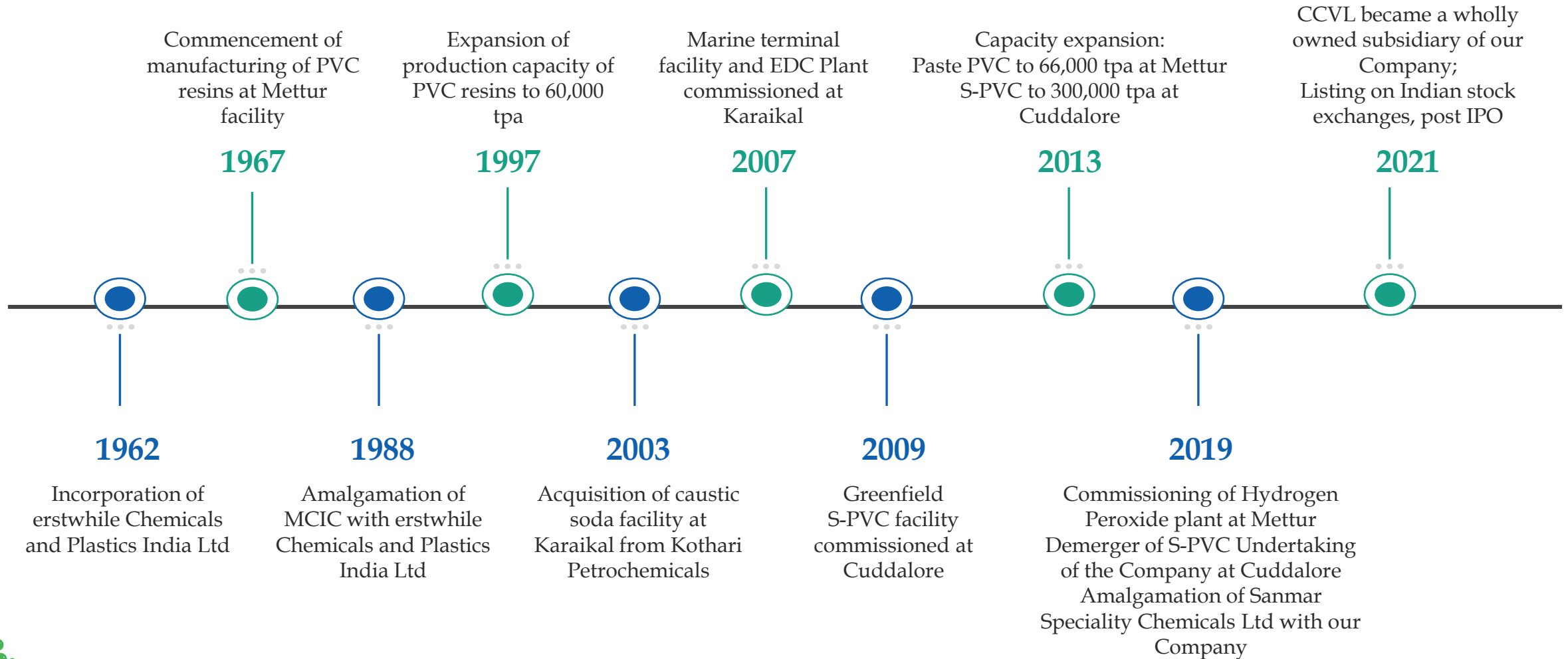
Suspension PVC

- Growing global tightness
- India is a large net importer
- Rising demand from end user industries
- Import substitution opportunity

High

Sustainable
Opportunity

Legacy of Over Five Decades



Chemplast Sanmar: Key Highlights

Leadership position across wide array of products; Growing end-use applications; Wide and stable customer base

High entry barriers

For Paste PVC, the company uses micro-suspension technology which is available with a very few companies across the globe

The custom manufacturing industry has significant entry barriers, including customer validation and approvals, expectation from customers for process innovation and cost reduction, high quality standards and stringent specifications

Highly integrated operations enabling greater value-addition and flexibility in operations resulting in superior yields

Robust expansion pipeline to benefit from structural changes in the supply side dynamics; Ability to expand at a fast pace due to surplus land and infrastructure

Established and stable relationship with suppliers

Marquee parentage, eminent board of directors and experienced management team with domain expertise

Healthy financial performance and robust balance sheet with zero net debt



Chemplast Sanmar Limited

Organizational Capabilities

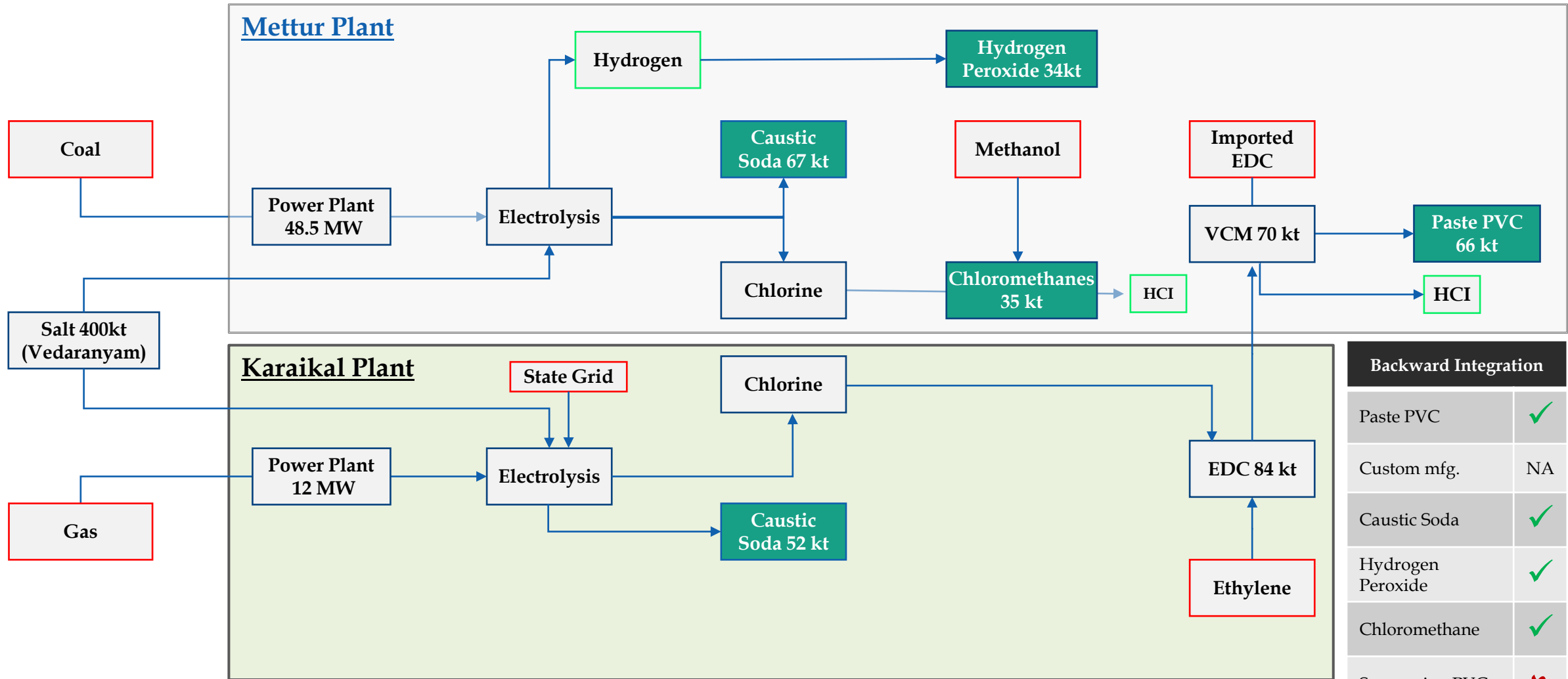


Quality Manufacturing Facilities

Location	Chemplast Sanmar			CCVL
	Mettur, Tamilnadu	Berigai Tamilnadu	Karaikal, Puducherry	Cuddalore, Tamilnadu
Capacity	Paste PVC 66 ktpa	Custom manufacturing 1068 mtpa	Caustic soda 52 ktpa	Suspension PVC resin 300 ktpa
	Caustic Soda 67 ktpa			
	Hydrogen Peroxide 34 ktpa			
	Chloromethanes 35 ktpa			
	Refrigerant gas 1.7 ktpa			
Key highlights	<ul style="list-style-type: none"> Zero liquid discharge facility Sourcing of power from a captive power plant of 48.5 MW Leased a salt field to ensure stable supply 	<ul style="list-style-type: none"> Multi-purpose facility Fully automated with distributed control systems and modern technologies Capability to support development work in various chemistries at the laboratory scale and pilot scale 	<ul style="list-style-type: none"> Zero liquid discharge plant Desalination plant Captive terminal for import of feedstock and sale of product Two captive power plants of 8.5 MW and 3.5 MW Stores ethylene in a double walled insulated cryogenic tank with 4 kt capacity Leased a salt field to ensure stable supply 	<ul style="list-style-type: none"> Zero liquid discharge plant Desalination plant Captive terminal for import of feedstock Has two refrigerated atmospheric storage tanks with a capacity of 7,500 MT each for VCM Debottlenecking of capacity by 31kt is underway
	ISO 14001 2015	✓	✓	✓
ISO 9001 2015	✓	✓	✓	✓
ISO 45001 2015	✓	✓	✓	✓

With all facilities located in Tamilnadu and Puducherry, it enjoys proximity to key customers across industries in South and East India. Also, two coastal locations providing significant advantage in terms of raw material sourcing and transportation of finished goods

... with a High Degree of Backward Integration



Backward Integration	
Paste PVC	✓
Custom mfg.	NA
Caustic Soda	✓
Hydrogen Peroxide	✓
Chloromethane	✓
Suspension PVC	✗

Quantity of EDC manufactured at plant Karaikal and transferred to Mettur depends on the relative pricing vis-à-vis International Markets

Externally Procured By Product Product Sold

Glance at Manufacturing Facilities



Paste PVC plant,
Mettur, Tamilnadu



Chloromethanes plant,
Mettur, Tamilnadu



Custom manufacturing,
Berigai, Tamilnadu



Custom manufacturing,
Berigai, Tamilnadu



Caustic Soda manufacturing,
Karaikal, Puducherry



Suspension PVC,
Cuddalore, Tamilnadu

Strong Focus on Sustainability

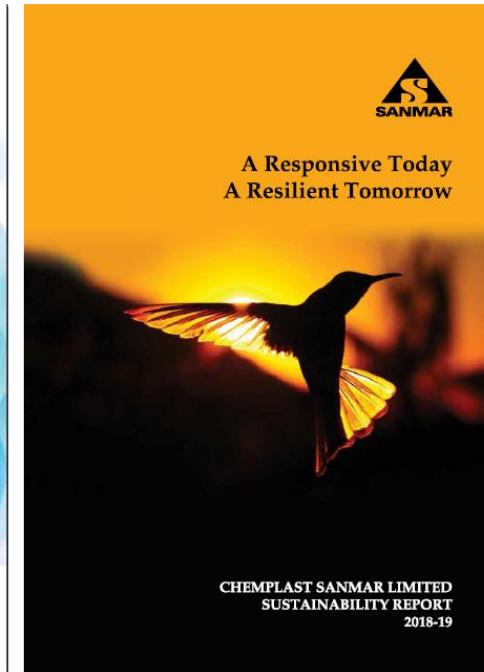
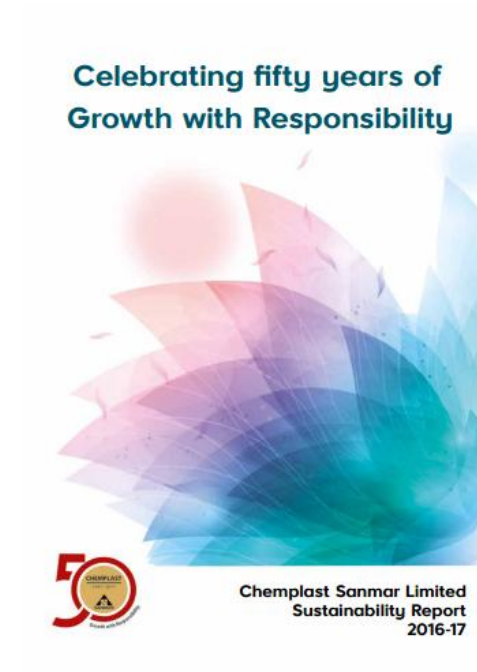
Environment Friendly Practices

- Zero liquid discharge policy
- Desalination plants at coastal facilities - avoid usage of groundwater
- Rain water harvesting & ground water recharging capacities at Mettur facility

Health & Safety Measures

- Installation of speed control & safety systems in trucks
- Adequate safety measures for employees working in manufacturing facilities

Annual sustainability reports published for over a decade



- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

Pioneers in Zero Liquid Discharge



- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs.27 Cr
- In CCVL, Cuddalore and CSL, Karaikal, the ZLD has been the norm right since the inception of the units
- In Sep-09, Chemplast became the first chemical manufacturer to achieve 100% ZLD in all its plants.

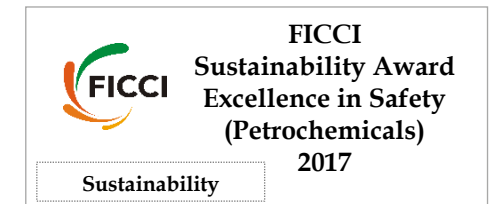
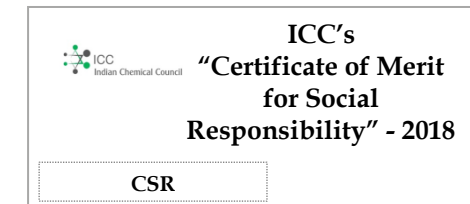


Key Awards & Recognition

Accreditations



Key Awards



Leadership Team With Deep Domain Expertise (1/2)



Vijay Sankar

Chairman and Non-Executive Director

- Industrialist with experience in managing several businesses
- Past president of Indian Chemical Council
- He is on the boards of companies such as The KCP Ltd, Oriental Hotels Ltd, Kaveri Retreats & Resorts Ltd and Transport Corporation of India Ltd.
- CA, and MBA from Kellogg School of Management



Ramkumar Shankar

Managing Director

Exp : 33+ Years

- Associated with The Sanmar Group since 1988
- Member of the CII National Committee on Chemicals and Petrochemicals
- Past president, Alkali Manufacturers' Association of India
- CA, Cost Accountant



N Muralidharan

Chief Financial Officer

Exp : 33+ years

- Associated with The Sanmar Group since 1991
- Diverse Experience in Accounting, Financial Reporting & Fund raising
- CA and MBA



Dr. Krishna Kumar Rangachari

*Executive Director - Custom
Manufactured Chemicals Division*

Exp : 30+ years

- Associated with The Sanmar Group since 2008
- Previously associated with Rayonier Performance Fibres Division, USA
- Bachelor's degree in engineering in chemical branch from the Birla Institute of Technology and Science
- Masters' degree science and a degree in doctor of philosophy from North Carolina State University, USA



M Raman

*Company Secretary &
Compliance Officer*

Exp : 32+ years

- Associated with The Sanmar Group since 1989
- Bachelors' degree in arts from the University of Madras
- Bachelors' degree in general laws from Madurai Kamaraj University



Leadership Team With Deep Domain Expertise (2/2)



Ramkumar Shankar
Managing Director



Dr. Krishna Kumar Rangachari
*Executive Director - Custom
Manufactured Chemicals Division*



N Krishnamoorthy
Executive Director (Commercial)
Exp : 37+ years



S Gajendiran
*Executive Vice President
(Operations)*
Exp : 30+ years



N Palanisamy
*Senior Vice President
(Operations)*
Exp : 32+ years



G Sankara Subramanian
*President - Custom
Manufactured Chemicals
Division*
Exp: 24+ years

- Associated with The Sanmar Group since 1993
- Previously associated with Reliance Industries Limited and Southern Petrochemical Industries Corporation Limited
- Bachelor's degree in engineering from Madurai Kamaraj University
- MBA from Anna University.

- Associated with The Sanmar Group since 2005
- Previously associated with Thirumalai Chemicals Limited, SIP Resins Limited and SIP Industries Limited
- Bachelor's degree in technology from Bharathiar University

- Associated with The Sanmar Group since 1995
- Previously associated with South India Viscose Limited, SIV Industries Limited and Engineers India
- Bachelor's degree in technology from Anna University and holds post graduate diploma in business administration from Annamalai University

- Associated with The Sanmar Group since 1997
- Bachelor of Engineering in Chemical Engineering from Karnatak University
- MBA from ACME Business School



S Saiy Subramaniyan
*Senior Vice President
(Strategic Sourcing)*
Exp : 32+ years



S Mathivanan
*Vice President
(Operations)*
Exp : 37+ years



Mohith Balakrishnan
Senior General Manager (HR)
Exp : 20+ years

- Associated with The Sanmar Group since 2006
- Previously associated with Dalmia Cement (Bharat) Limited and Shasun Chemicals & Drugs Limited
- Bachelor's degree in technology from Nagpur University

- Associated with The Sanmar Group since 2009
- Previously associated with Durgapur Chemicals Limited, Indian Petrochemicals Corporation Limited and Chemfab Alkalis Limited
- Bachelor's degree in engineering (chemical) from Annamalai University

- Associated with The Sanmar Group since 2017
- Previously associated with Bahwan International Group, Perlos Telecommunication & Electronic etc
- Bachelors' degree in arts (sociology) and a Master's degree in arts (social work) from the University of Madras

Eminent Board of Directors (1/2)



Vijay Sankar
Chairman and Non-Executive Director

- Industrialist with experience in managing several businesses
- Past president of Indian Chemical Council
- He is on the boards of companies such as The KCP Ltd, Oriental Hotels Ltd, Kaveri Retreats & Resorts Ltd and Transport Corporation of India Ltd.
- CA, and MBA from Kellogg School



Ramkumar Shankar
Managing Director

- Member of the CII National Committee on Chemicals and Petrochemicals
- Past president of Alkali Manufacturers' Association of India
- CA, Cost Accountant



Chandran Ratnaswami
Non-Executive Director

- CEO of Fairfax India Holding Corporation and MD of Hamblin Watsa Investment Counsel
- B.Tech from IIT Madras
- MBA from University of Toronto



Amarnath Ananthanarayanan
Non-Executive Director

- Exp. across financial services, manufacturing, and academics
- Doct. of Philosophy (State University of New Jersey)
- Recipient of Udyog Rattan Award conferred by The Institute of Economic Studies

Eminent Board of Directors (2/2)



Aditya Jain
Independent Director

- Chairman and Editorial Director of International Market Assessment India
- MBA from Brunel University



Dr. Lakshmi Vijayakumar
Independent Director

- Medical practitioner and honorary Assoc. Professor in the University of Melbourne
- Founder of SNEHA, an NGO in Chennai
- PGD in psychological medicine, University of Madras



Prasad Menon
Independent Director

- Independent Director at Dr. Reddy's Laboratories Ltd. and Data Patterns India Ltd.
- Bachelors' degree from IIT Kharagpur



Sanjay Bhandarkar
Independent Director

- Director at S Chand & Co., Tata Power, Tata Power Renewable Energy, Tata Projects, HDFC AMC, New Age Power, Walwhan Renewable Energy and NIIF Ltd.
- PGD in management from XLRI Jamshedpur

Way Forward





Expansion of the production capacities

- Planning to add Paste PVC capacity to benefit from structural changes in the supply side dynamics and to cement leadership position in India
- Planning to expand custom manufacturing capabilities to leverage our chemistry process research and existing manufacturing capabilities



Improving financial performance through focus on operational efficiencies through:

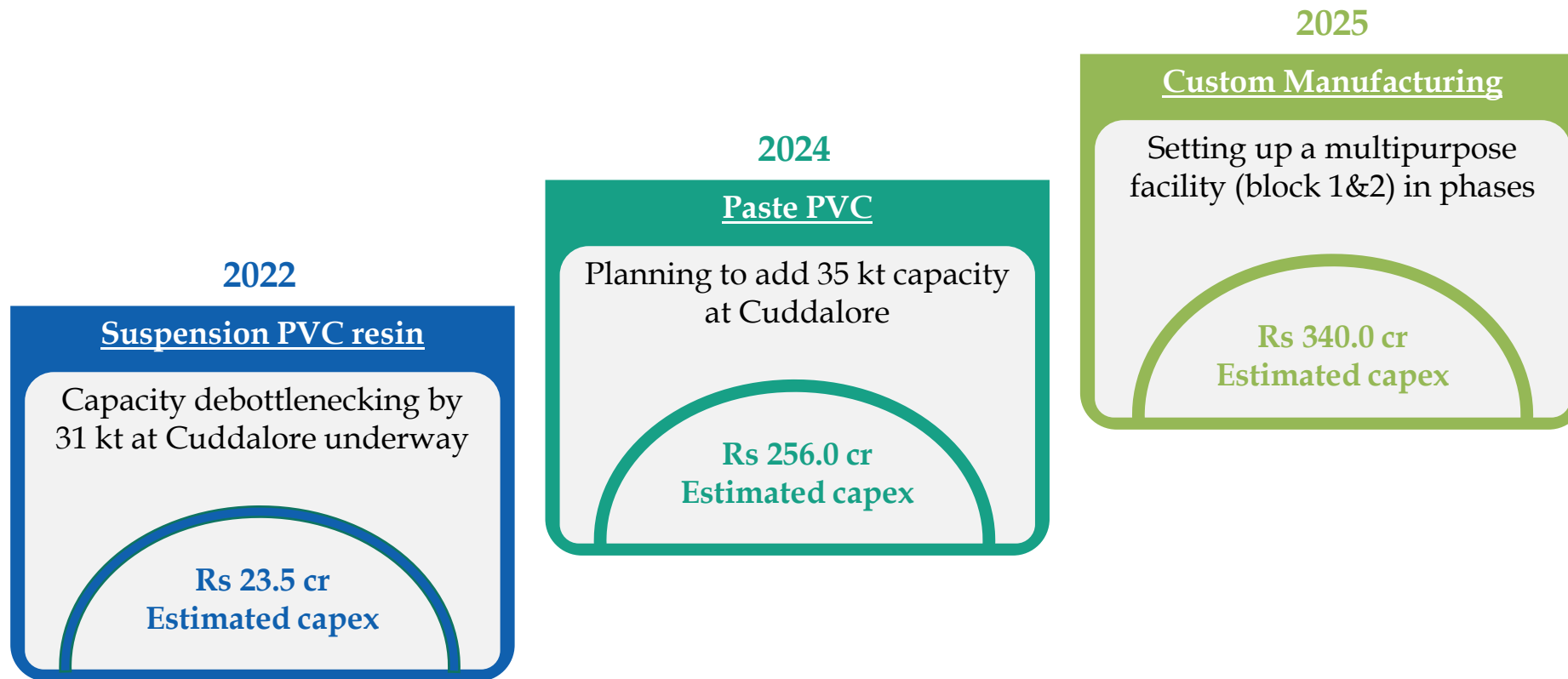
- De-bottlenecking of Suspension PVC facility to improve operational metrics
- Increasing focus on Southern and Eastern markets to maximise netbacks



Adding value to by-products

- By-product Hydrogen from the manufacturing process is converted to Hydrogen Peroxide and sold

Low cost future expansion leveraging existing land and infrastructure facilities



Financial Highlights





Ramkumar Shankar
Managing Director

Suspension PVC, Paste PVC and Caustic Soda supply continues to be tight internationally. Supply has been affected due to weather-related issues (Hurricane IDA in the US, floods in Europe), and coal/natural gas shortages across the world. The Dual-Control policy in China has further impacted operations of Caustic and PVC plants in China. This has resulted in prices of these products and other chlorine derivatives like Chloromethanes (which our company produces) reaching historic peaks. Demand for the products has also revived strongly in Q2, with resumption of economic activity post the COVID second wave. Custom manufacturing business continues to have strong demand with a few new products being commercialized in the current year.

In August, the company successfully completed the IPO, and with the proceeds of the IPO, the term debt in Chemplast Sanmar Ltd has been fully repaid. This would significantly bring down interest costs in the months ahead. The interest rate on the term loan in the subsidiary, Chemplast Cuddalore Vinyls Ltd (CCVL) has also been re-negotiated down effective September. Post the IPO, Chemplast Sanmar Ltd has been rated A+ (long term) and A1+ (Short term) by CRISIL, which is an upgrade from the earlier ratings held by the company.

Growth capex is progressing as planned.

The financials for the half-year reflect these very positive business trends. Chemplast Sanmar Ltd, on a standalone basis, has registered strong performance for H1. Sales increased by 81% in H1 on YoY basis, to Rs. 846 crores, EBITDA increased by 119% in H1 on YoY basis, to Rs. 247 crores and PAT has moved from a loss of Rs. 36 crores in H1 FY '21, to a profit of Rs. 89 crores in H1 FY '22.

The wholly-owned subsidiary, CCVL (which manufactures Suspension PVC), has also registered an excellent performance for H1. Sales increased by 99% to Rs. 1,788 crores in H1 on YoY basis, EBITDA increased by 118% in H1 from Rs. 115 crores⁽¹⁾ on YoY basis, to Rs. 250 crores and PAT increased to Rs. 92 crores in H1 from Rs. 76 crores in the same period last year.

On a consolidated basis, the sales have gone up by 92% to Rs.2,633 crores on a YoY basis, EBITDA increased by 118% in H1 from Rs. 228 crores⁽¹⁾ on YoY basis, to Rs. 498 crores and PAT has moved from a loss of Rs. 114 crores (after share of profit/loss from Joint Venture and Associates) in H1 FY '21, to a profit of Rs. 180 crores in H1 FY '22.

Note:

1. Excludes the positive impact on account of inventory write down of Rs. 107 cr made in previous year

Segmentwise Volumes & Revenues - H1 & Q2 - FY '22

In mt

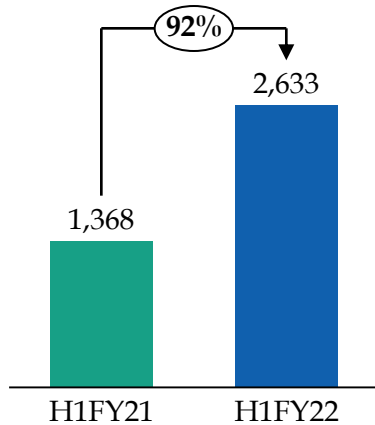
Sales Volume	H1FY22	H1FY21	Q2FY22	Q2FY21
Specialty Chemicals	29,677	23,570	20,842	21,075
Non-Specialty Chemicals	66,633	44,212	37,851	26,667
Suspension PVC	146,180	126,115	93,155	74,672
Total Sales Volume	242,490	193,897	151,848	122,415

In Rs. Cr

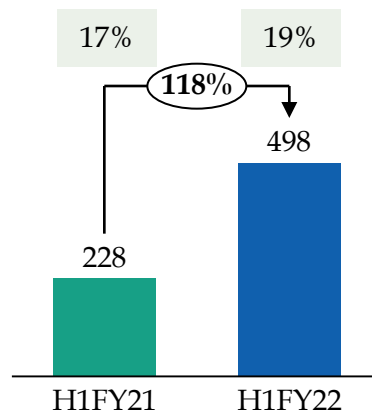
Total Revenue	H1FY22	H1FY21	Q2FY22	Q2FY21
Specialty Chemicals	562	310	370	258
Non-Specialty Chemicals	284	158	164	97
Suspension PVC	1,788	900	1,139	571
Consolidated Revenues	2,633	1,368	1,673	926

Performance Highlights - H1 & Q2 FY '22

Total Revenues

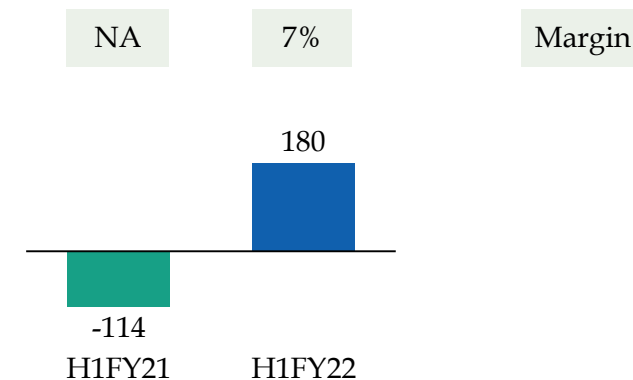


EBITDA

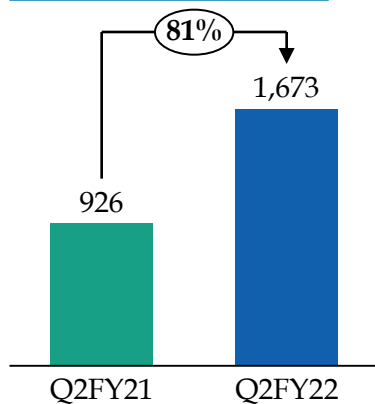


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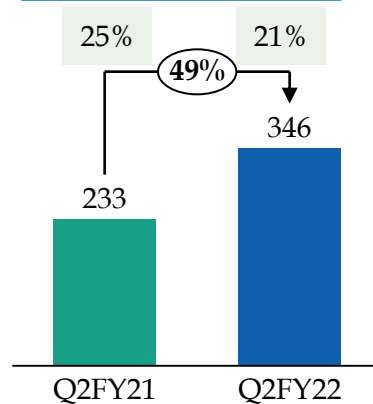
In Rs. Cr



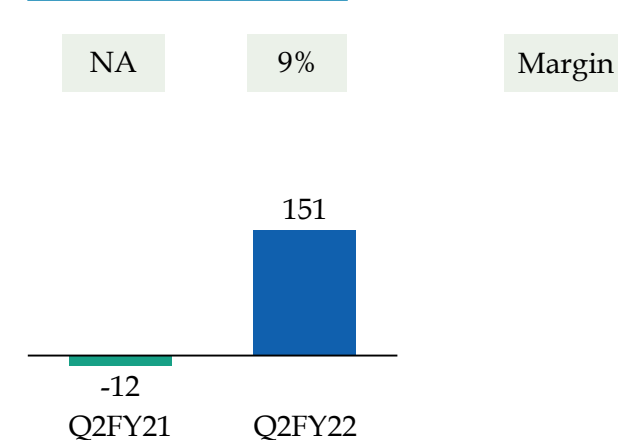
Total Revenues



EBITDA



Pat



Consolidated Profit & Loss Account (Proforma)

Particulars (Rs. In cr)	Q2 FY22	Q2 FY21	Y-o-Y	H1 FY22	H1 FY21	Y-o-Y
Revenue from Operations	1,673	926	81%	2,633	1,368	92%
Cost of Goods Sold	1,077	501		1,675	812	
Employee Cost	30	31		58	60	
Other Expenses	220	160		403	269	
EBITDA	346	233	49%	498	228	118%
<i>EBITDA Margin</i>	<i>20.7%</i>	<i>25.2%</i>		<i>18.9%</i>	<i>16.6%</i>	
Other income	22	3		36	5	
Depreciation	33	32		64	63	
Inventory adjustment **	0	0		0	107	
EBIT	335	204	64%	469	277	69%
Finance Cost	149	121		249	228	
PBT (before Share of Profit / (Loss) from Joint Venture and Associate)	186	83	124%	220	49	352%
Share of Profit / (Loss) from Joint Venture and Associate	0	-101		0	-220	
Profit before tax and exceptional items	186	-18		220	-171	
Exceptional items	0	0		0	0	
Profit before tax	186	-18		220	-171	
Tax	35	-6		40	-57	
PAT	151	-12	-	180	-114	-
<i>PAT Margin %</i>	<i>9.0%</i>	<i>-1.3%</i>		<i>6.8%</i>	<i>-8.3%</i>	
Basic EPS (Rs)	10.51	-0.89		12.95	-8.50	

On Consolidated Basis
Historical Numbers are restated post CCVL Acquisition in FY21

** Positive impact on account of inventory write down made in previous year

Consolidated Balance Sheet (Proforma)



Chemplast Sanmar Limited

ASSETS (Rs. in cr)	Sep-21	Mar-21
Non-Current Assets		
a) Property, Plant And Equipment	3,072	3,133
b) Capital Work in Progress	31	25
c) Right Of Use Asset	14	15
d) Other Financial Assets	23	24
e) Other Non-Current Assets	21	14
Sub-Total - Non-Current Assets	3,160	3,212
Current Assets		
a) Inventories	742	407
b) Financial Assets		
i) Trade Receivables	87	74
ii) Cash And Cash Equivalents	585	303
iii) Bank Balances	510	348
iv) Other Financial Assets	107	89
c) Other Current Assets	23	53
Sub-Total - Current Assets	2,054	1,275
Total - Assets	5,214	4,487

EQUITY AND LIABILITIES (Rs. in cr)	Sep-21	Mar-21
Equity		
a) Equity Share Capital	79	67
b) Other Equity	989	-451
c) Instruments entirely equity in nature	34	34
Total Equity	1,102	-349
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	833	2,025
ii) Lease Liabilities	13	14
b) Other Non current Liabilities	77	79
c) Deferred Tax Liabilities (Net)	704	720
Sub-Total - Non-Current Liabilities	1,627	2,838
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	67	86
ii) Trade Payables	2,040	1,656
iii) Other Financial Liabilities	274	159
iv) Lease Liabilities	3	3
b) Other Current Liabilities	54	40
c) Derivative liabilities	13	16
Current tax liabilities (net)	34	39
Sub-Total - Current Liabilities	2,485	1,998
Total - Equity And Liabilities	5,214	4,487



On Consolidated Basis
Historical Numbers are restated post CCVL Acquisition in FY21

H1 FY '22 Consolidated Cashflow Statement (Proforma)

Particulars (Rs. in cr.)	Sep-21	Sep-20
Net Profit Before Tax	220	-171
Adjustments for: Non Cash Items / Other Investment or Financial Items	287	499
Operating profit before working capital changes	507	328
Changes in working capital	199	-315
Cash generated from Operations	706	13
Direct taxes paid (net of refund)	-66	0
Net Cash from Operating Activities	640	13
Net Cash from Investing Activities	-135	-108
Net Cash from Financing Activities	-223	173
Net Increase in Cash and Cash equivalents	281	77
Add: Cash & Cash equivalents at the beginning of the period	303	92
Cash & Cash equivalents at the end of the period	585	169

Standalone Profit & Loss Account

Particulars (Rs. In cr)	Q2 FY22	Q2 FY21	Y-o-Y	H1 FY22	H1 FY21	Y-o-Y
Revenue from Operations	534	355	50%	846	468	81%
Cost of Goods Sold	209	131		284	145	
Employee Cost	20	21		39	39	
Other Expenses	155	105		276	172	
EBITDA	151	98	54%	247	113	119%
<i>EBITDA Margin</i>	<i>28.3%</i>	<i>27.7%</i>		<i>29.2%</i>	<i>24.1%</i>	
Other income	15	0		23	2	
Depreciation	23	21		43	41	
EBIT	144	78	85%	228	73	212%
Finance Cost	70	66		130	129	
PBT (before Exceptional Item)	74	13		97	-55	
Exceptional items	0	0		0	0	
Profit before tax	74	12	509%	97	-55	
Tax	7	5		9	-19	
PAT	67	7	797%	89	-36	-
<i>PAT Margin %</i>	<i>12.6%</i>	<i>2.1%</i>		<i>10.5%</i>	<i>-7.8%</i>	
Basic EPS (Rs)	4.66	0.56		6.37	-2.72	

Standalone Balance Sheet

ASSETS (Rs. in cr)	Sep-21	Mar-21
Non-Current Assets		
a) Property, Plant And Equipment	2,048	2,088
b) Capital Work in Progress	27	25
c) Right Of Use Asset	14	15
d) Investments	1,556	1,556
e) Other Financial Assets	19	16
f) Other Non-Current Assets	12	8
Sub-Total - Non-Current Assets	3,675	3,708
Current Assets		
a) Inventories	379	237
b) Financial Assets	0	0
i) Trade Receivables	78	68
ii) Cash And Cash Equivalentents	133	74
iii) Bank Balances	125	75
iv) Other Financial Assets	98	82
c) Other Current Assets	16	40
Sub-Total - Current Assets	829	576
Total - Assets	4,504	4,284

EQUITY AND LIABILITIES (Rs. in cr)	Sep-21	Mar-21
Equity		
a) Equity Share Capital	79	67
b) Other Equity	3,302	1,954
Total Equity	3,381	2,021
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	0	1,184
ii) Lease Liabilities	13	14
b) Other Non current Liabilities	60	63
c) Deferred Tax Liabilities (Net)	494	506
Sub-Total - Non-Current Liabilities	567	1,766
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	0	28
ii) Trade Payables	325	310
iii) Other Financial Liabilities	187	106
iv) Lease Liabilities	3	3
b) Other Current Liabilities	24	24
c) Derivative liabilities	2	5
Current tax liabilities (net)	17	22
Sub-Total - Current Liabilities	557	497
Total - Equity And Liabilities	4,504	4,284

H1 FY '22 – Standalone Cashflow Statement

Particulars (Rs. in cr.)	Sep-21	Sep-20
Net Profit Before Tax	97	-55
Adjustments for: Non Cash Items / Other Investment or Financial Items	148	170
Operating profit before working capital changes	245	114
Changes in working capital	-25	-36
Cash generated from Operations	220	79
Direct taxes paid (net of refund)	-29	0
Net Cash from Operating Activities	191	79
Net Cash from Investing Activities	-27	7
Net Cash from Financing Activities	-106	-77
Net Increase in Cash and Cash equivalents	59	9
Add: Cash & Cash equivalents at the beginning of the period	74	75
Cash & Cash equivalents at the end of the period	133	84

Use of Proceeds Update



IPO Proceeds

Rs. 3,850 cr

Offer for Sale (OFS)

Rs. 2,550 cr

Primary Issuance

Rs. 1,300 cr

Out of the net proceeds of the OFS, received by the Selling Shareholders Sanmar Holdings Limited and SESL, the term loan availed by SESL from HDFC Limited has been fully repaid. Consequently, the security in respect of this loan, including the pledge over the equity shares of CCVL has been fully released

Redeemed NCDs amounting to Rs. 1,238.25 crores, which was a part of the Objects of the primary issue, was made using the net proceeds of fresh issue of equity shares of the Company (IPO) made in August 2021



Historical Performance



Segmentwise Volumes & Revenues

In mt

Sales Volume	H1FY22	FY21	FY20
Specialty Chemicals	29,677	63,231	64,739
Non-Specialty Chemicals	66,633	104,874	119,863
Suspension PVC	146,180	273,296	271,300
Total Sales Volume	242,490	441,401	455,902

In Rs. Cr

Total Revenue	H1FY22	FY21	FY20
Specialty Chemicals	562	913	749
Non-Specialty Chemicals	284	376	511
Suspension PVC	1,788	2,510	1,863
Total Revenue	2,633	3,799	3,123

Consolidated Profit & Loss Account (Proforma)

Particulars (Rs. In cr)	FY21	FY20	Y-o-Y
Revenue from Operations	3,799	3,123	22%
Cost of Goods Sold	2,230	1,933	
Employee Cost	114	118	
Other Expenses	601	671	
EBITDA	855	400	113%
<i>EBITDA Margin</i>	<i>22.5%</i>	<i>12.8%</i>	
Other income	16	19	
Depreciation	131	129	
Inventory adjustment **	107	0	
EBIT	847	291	191%
Finance Cost	433	212	
PBT (before Share of Profit / (Loss) from Joint Venture and Associate)	413	79	423%
Share of Profit / (Loss) from Joint Venture and Associate	149	-70	
Profit before tax and exceptional items	563	9	
Exceptional items	-16	-107	
Profit before tax	547	-98	
Tax	137	-51	
PAT	410	-47	-
<i>PAT Margin %</i>	<i>10.8%</i>	<i>-1.5%</i>	
Basic EPS (Rs)	30.59	-3.52	

Consolidated Balance Sheet (Proforma)



Chemplast Sanmar Limited

ASSETS (Rs. in cr)	Mar-21	Mar-20
Non-Current Assets		
a) Property, Plant And Equipment	3,133	3,232
b) Capital Work in Progress	25	13
c) Right Of Use Asset	15	18
d) Intangible Assets	0	0
e) Other Financial Assets	24	17
f) Other Non-Current Assets	14	14
g) Investment in Associate and JV	0	2,643
Sub-Total - Non-Current Assets	3,212	5,938
Current Assets		
a) Inventories	407	320
b) Financial Assets		
i) Trade Receivables	74	50
ii) Cash And Cash Equivalents	303	92
iii) Bank Balances	348	88
iv) Other Financial Assets	89	64
c) Other Current Assets	53	29
d) Derivative assets	0	53
Sub-Total - Current Assets	1,275	696
Total - Assets	4,487	6,633

EQUITY AND LIABILITIES (Rs. in cr)	Mar-21	Mar-20
Equity		
a) Equity Share Capital	67	67
b) Other Equity	-451	-839
c) Instruments entirely equity in nature	34	2,490
Total Equity	-349	1,718
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	2,025	2,026
ii) Lease Liabilities	14	17
b) Other Non current Liabilities	79	84
c) Deferred Tax Liabilities (Net)	720	675
Sub-Total - Non-Current Liabilities	2,838	2,801
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	86	214
ii) Trade Payables	1,656	1,397
iii) Other Financial Liabilities	159	419
iv) Lease Liabilities	3	2
b) Other Current Liabilities	40	60
c) Derivative liabilities	16	0
Current tax liabilities (net)	39	22
Sub-Total - Current Liabilities	1,998	2,114
Total - Equity And Liabilities	4,487	6,633



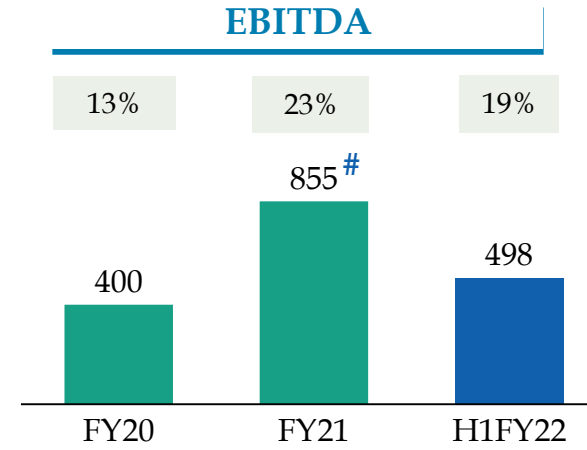
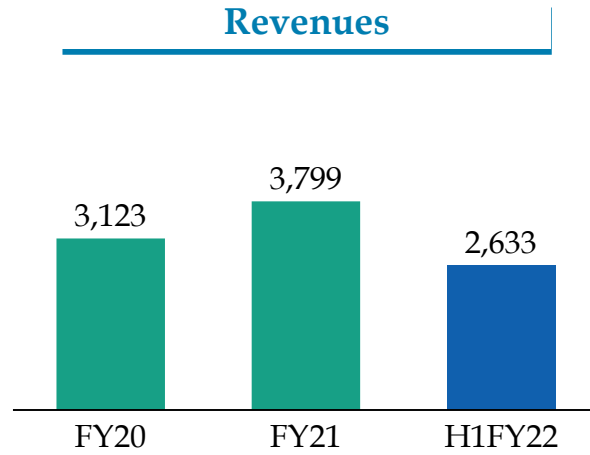
On Consolidated Basis
Historical Numbers are restated post CCVL Acquisition in FY21

Consolidated Cashflow Statement (Proforma)

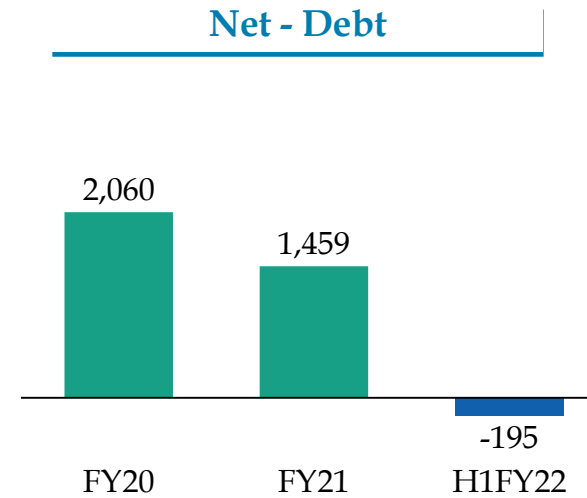
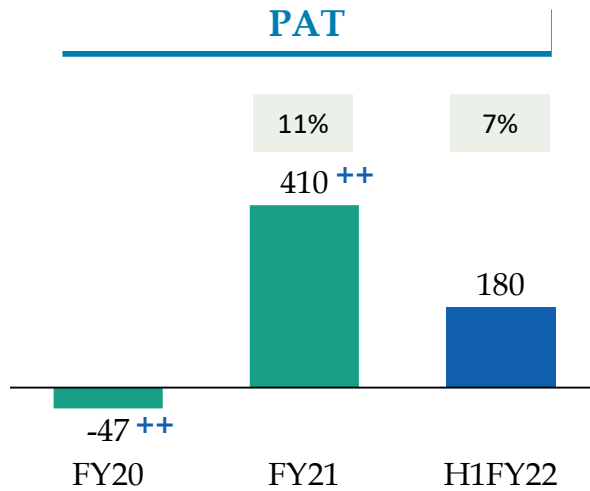
Particulars (Rs. in cr.)	Mar-21	Mar-20
Net Profit Before Tax	563	9
Adjustments for: Non Cash Items / Other Investment or Financial Items	526	303
Operating profit before working capital changes	1,089	312
Changes in working capital	48	-84
Cash generated from Operations	1,137	228
Direct taxes paid (net of refund)	-61	-42
Net Cash from Operating Activities	1,076	186
Net Cash from Investing Activities	2,152	-1,379
Net Cash from Financing Activities	-3,017	1,187
Net Increase in Cash and Cash equivalents	211	-7
Add: Cash & Cash equivalents at the beginning of the period	92	99
Cash & Cash equivalents at the end of the period	303	92

Historical Performance Highlights

In Rs. Cr



Margin



- All computations are on Consolidated basis
- Historical Numbers are restated post CCVL Acquisition in FY '21

[#] Excludes positive impact on account of inventory write down of Rs 107 Cr made in previous year
⁺⁺ FY '20 includes impact of losses from JV and Associates of Rs. 70 Cr; FY21 includes impact of gains from JV and Associates of Rs. 150 Cr. These investments have been delinked in Mar '21.

Thank You



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