



Ref: MOL/2023-24/43 August 14, 2023

To,

National Stock Exchange of India Limited "Exchange Plaza", Bandra-Kurla Complex,

Bandra (East) Mumbai 400 051 SYMBOL:- MOL To,

**BSE Limited** 

Floor- 25, P J Tower, Dalal Street, Mumbai 400 001

Scrip Code:- 543331

Dear Sir,

Sub: - Investor Presentation on Financial Results for Q1 FY 2024

Ref.: - Regulation 30 of SEBI (LODR) Regulations, 2015

We are submitting herewith the Investor Presentation on Unaudited Financial Results of the Company for the quarter ended on 30<sup>th</sup> June, 2023 for information of the Member, which is also available on the website of the Company www.meghmani.com.

We request you to take on record.

Thanking you.

Yours faithfully,

For Meghmani Organics Limited

(Formerly known as Meghmani Organochem Limited)

Jayesh Patel Company Secretary & Compliance Officer Mem.No:A14898

Encl: As above





Meghmani Organics Limited (MOL)

(Erstwhile known as Meghmani Organochem Limited)

Investor Presentation - August 2023

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- Remarkable scale & value in Agrochemicals; an industry sensitive towards Agriculture
- Evolution of Meghmani Organics over the years as a Chemical Behemoth
- 16 Quarterly Highlights
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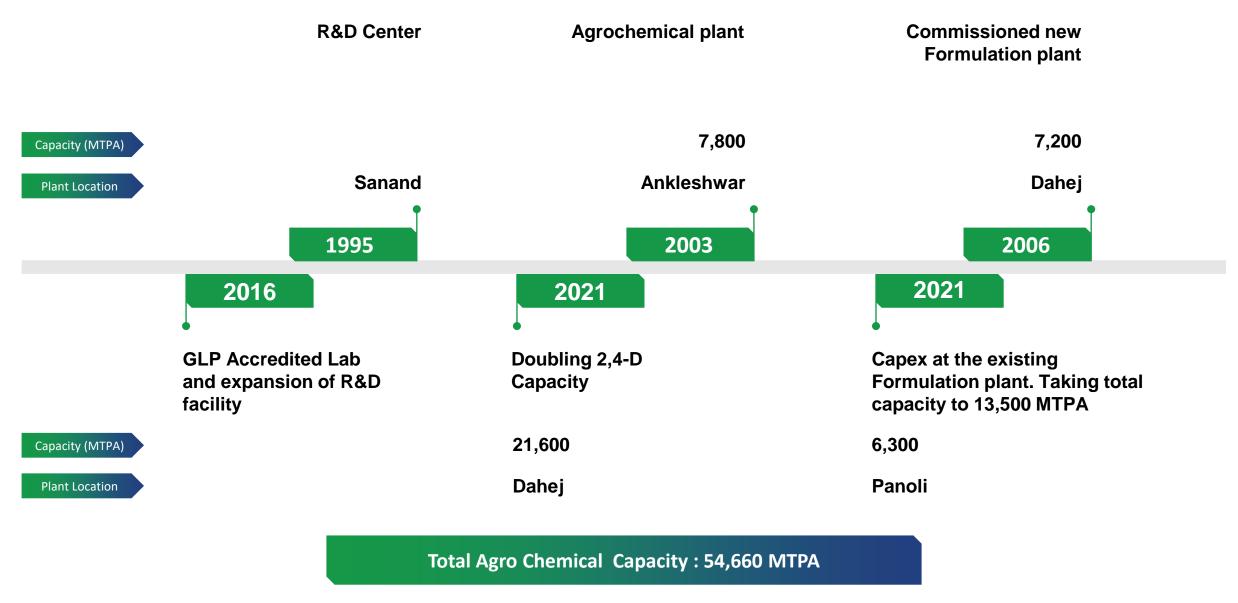




Remarkable scale & value in Agrochemicals; an industry sensitive towards Agriculture

### **Agro Chemical Division Overview: Key Milestones**



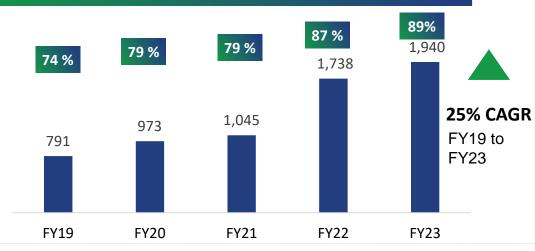


**CERTIFIED FOR ISO 9001, ISO 14001, ISO 18001 AND ISO 45001.** 

### **Agro Chemical: Business Model & Performance**







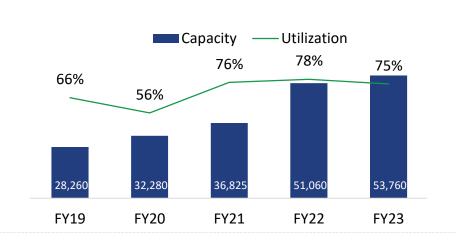


- Global presence across 90+ countries viz. Africa, Brazil, LatAm, US and Europe
- 45% demand comes from US & Brazil
- 400+ marquee customers
- Setting-up a subsidiary in Brazil with objective to cater to that market and representative office in China.

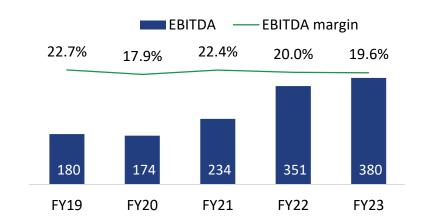
#### **DOMESTIC**

- Pan-India presence across 19 states, with 3,000 + distributors and dealers network
- Extensive Network with 3 manufacturing units, 19 warehouses across India
- MOL reaches out to approximately 10 million Indian farmers with its products and services.

#### Capacity (MTPA) & Utilization (%)



#### **EBIDTA (₹ Crore) & EBITDA margin (%)**



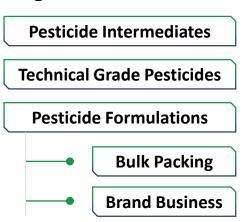
# Agro Chemicals: MOL's Positioning in the Industry Landscape



Leading manufacturer of Pesticides with products across entire value chain

Capability to develop newer molecules at competitive cost backed up by in-house product development efforts

#### **Integrated Agro Chemical manufacturer**



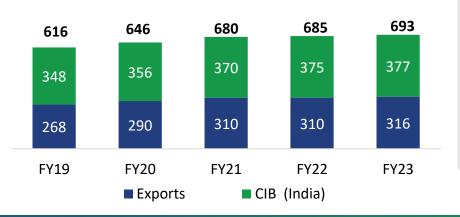
- MOL has facilities for manufacturing of pyrethroid and herbicide pesticides.
- Key intermediates are cypermethric acid chloride, meta phenoxy benzaldehyde and meta phenoxy benzyl alcohol, which are used in crop-protection products, thus reducing reliance on imports.
- MOL has in-house R&D facility and GLP accredited laboratory helping in reducing cost & cycle time for data for registrations.

#### **Well-recognized Formulation brands**

Megacyper, Megaban, Synergy, Courage, Megaclaim, Megastar Power, Megakill, Megastar



### **Registration Base**



#### **Wide Basket of Products**

- 2,4-D, Cypermethrin, Permethrin, Bifenthrin, Lambda cyhalothrin, Profenophos, Chlorpyrifos, Flumendamide, Pymetrozine,
- 15%-20% revenue from 2,4-D having 22,000 MTPA capacity with 80% Utilization

### **Geographically Diversified**

Deep and sustained penetration of over 3
 decades in Agro based World economies like
 Brazil and Latin American countries besides
 Asian, European and African countries having
 different Agri cycles has supported MOL's
 business growth in Agro Chemical all round
 the year.

## Agro Chemicals: Investing in the Next Phase of Growth



### Multi purpose product (MPP) plant got commissioned in Q3FY23

#### **Total Capex of ₹ 390 crore**

- Installed capacity of 5,000 MTPA.
- The plant is located in Dahej as part of backward integration
- Will manufacture high value new-age insecticides.
- Major Products: Lambdacyhalothrin Tech, Flubendamide & Beta Cyfluthrin, Cyfluthrin & Spiromesifen

#### Rationale:

- The existing manufacturing units running at optimum capacity of 80%+.
- With this capex, MOL has entered the competitive landscape of competing with MNCs and will have fist mover advantage:
- MOL is either the only manufacturer in India after MNC or is the 2<sup>nd</sup> manufacturer to produce these products.
- MOL has build an infrastructure for sustainable supply to global customers to take advantage of China+1 strategy.



### **Agro Chemicals: Industry Overview**



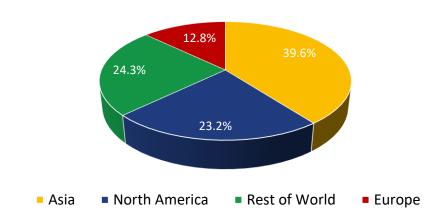
#### **Global Crop Protection Market**

- Global market is expected to garner revenue of ~USD 250-270 Bn by 2025 with a CAGR of 5.5-6%. FY20-FY25.
- Major chemicals used in agriculture to regulate plant growth are synthetic fertilizers, pesticides, and hormones, etc.
- Key demand drivers
  - Declining arable land & requirement to improve crop yields to ensure food security
  - Rising pest concerns
  - Growing population, rapid industrialisation
  - Increase in awareness levels of farmers
  - In the Global Market, there is growing preference towards Indian Chemical Manufacturers due to China+1 policy.

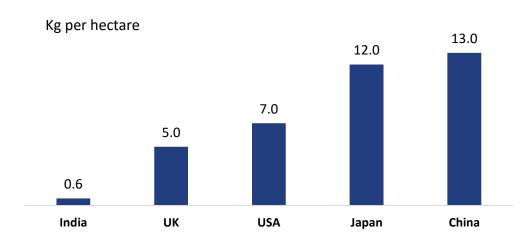
#### Key success factors:

- o R&D capabilities of a company to develop new molecules,
- Satisfying stringent environment regulations & government norms
- Backward integration of technical active ingredients,
- Strong distribution network,
- Comprehensive product portfolio.
- As per FICCI 9<sup>th</sup> Agrochemical Conference 2020 report, India is the fourth-largest producer of agrochemicals in the world
- India's agrochemicals market is valued at ₹ 42.0 Bn in FY20 (Domestic Market: ₹ 20 Bn and Exports: ₹ 22 Bn). The industry is expected to grow at 8-10% CAGR till 2025

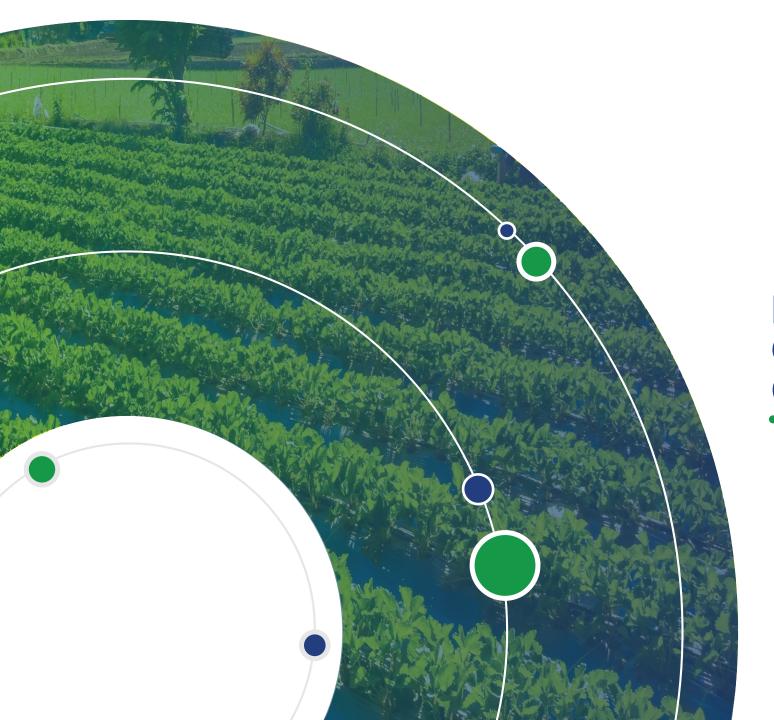
#### **Region Wise Global Crop Protection Market**



#### **Pesticide Consumption is still Lowest in India**



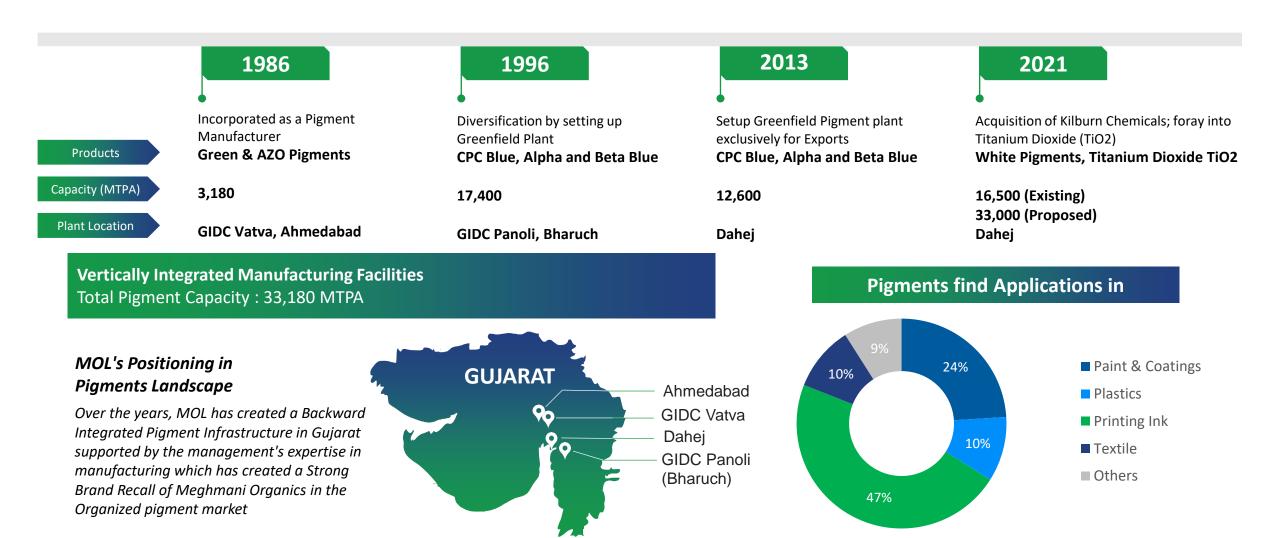
Source – Magma Information Centre



Evolution of Meghmani Organics over the years as a Chemical Behemoth

## **Pigment Division Overview: Key Milestones**



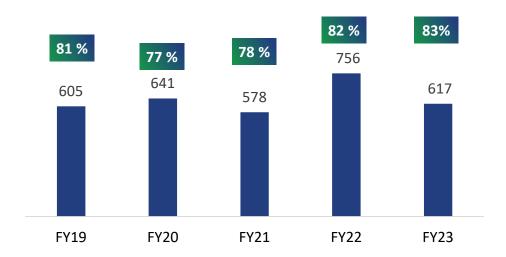


"Largest manufacturers of Phthalocyanine-based pigments with 14% global market share & amongst top 3 (capacity wise) global pigments players"

# **Pigments: Business Model & Performance**



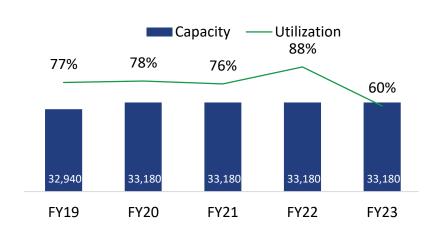
#### **Revenue from Operations (₹ Crore) & \*Exports %**



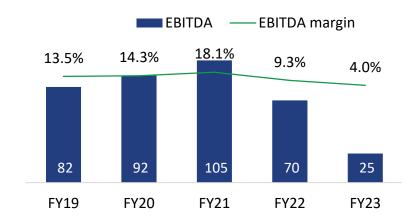
- Global presence in 85+ countries
- Global Distribution Network Direct presence across countries
- Subsidiary in the US to cater to international demand and to enable supply chain management.
- Client Stickiness: 90% business is from repeat clients.

MOL has created brand value amongst its customers by providing product customisation, consistent quality and adhered to compliance regulations.

#### Capacity (MTPA) & Utilization (%)



#### **EBIDTA (₹ Crore) and EBIDTA margin (%)**



\*Denotes Exports

### **Pigments: Investing in Next Phase of Growth**



# Foray into Titanium Dioxide (TiO2) / White Pigments By Acquiring Kilburn Chemicals Limited (KCL) for ₹ 132 Crore in December 2021

#### **TiO2 Features**

- It is the most widely used white pigment because of its brightness and its strong UV light absorbing capabilities.
- lt is used to provide whiteness and opacity to products such as paints, coatings, plastics, papers, inks, foods, medicines, toothpastes.
- TiO2 pigments are inert, do not react with other materials and are thermally stable, non-flammable and nontoxic.
- TiO2 is majorly available in two grades: Rutile Grade and Anatase Grade.
- Key raw materials are ilmenite ore and sulphuric acid. Most of the ilmenite mined today is from beach sands with a heavy mineral concentration.



#### **DEMAND DRIVERS**

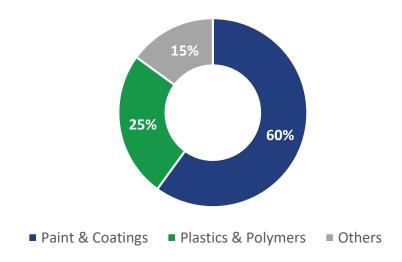
- It is an Import Substitute
- End-use industry growing at double digit



#### **TECHNOLOGY**

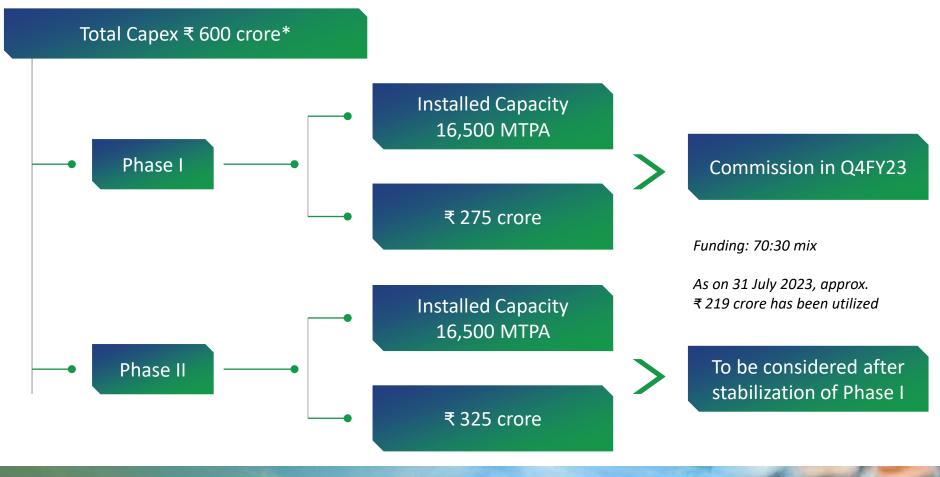
- TiO2 is produced through two routes: Sulphate and Chloride.
- KCL will use Sulphate process

#### **END USER INDUSTRY APPLICATION**



# **Pigments: Investing in Next Phase of Growth**







## **Pigments: Rationale for Foraying into TiO2**



# GROW IN PIGMENT VALUE CHAIN

- To increase the products in pigments basket.
- To enter into higher margin accretive product.
- TiO2 does not have any threat from alternate product or product replacement application.

## INORGANIC GROWTH OPPORTUNITY

- Location advantage as near to port for sourcing key RM.
- MOL's existing presence in Dahej, the chemical hub of Gujarat.
- Low Gestation period.
- Land available for future growth.

#### **IMPORT SUBSTITUTE**

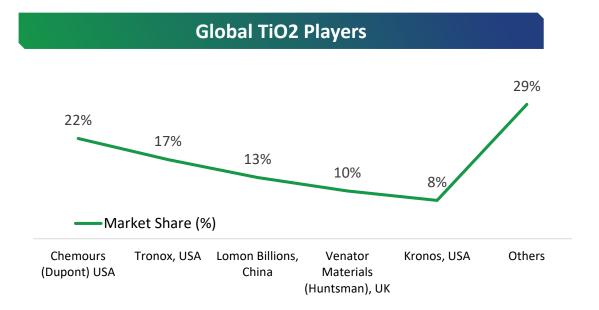
- Meghmani's foray into TiO2 is to promote import substitution thereby contributing to the government's 'Make in India' and Atmanirbhar Bharat vision.
- Currently, 73% of TiO2 is being imported in India.
- MOL will be one of the few manufacturer of TiO2 in India garnering approx. 29% market share capacity-wise.

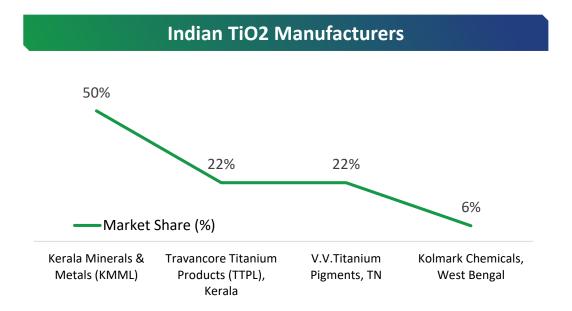
#### **HIGH ENTRY BARRIER**

- Capital intensive project.
- Require expertise of handling of bulk volume of Ilmenite & Sulphuric acid.
- Product require specialize technical know-how of sulphate process which is a big challenge for a new player.

### **Industry Overview Of TiO2**

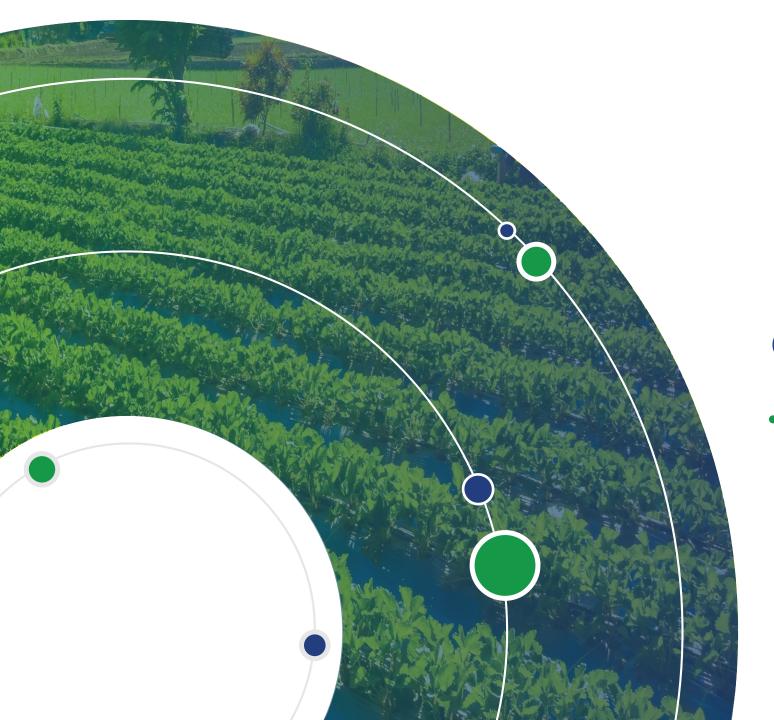






#### **Expected Market**

- India's Titanium Dioxide (TiO2) expected to grow at 4.2% CAGR reaching 3,29,000 MTPA by 2025.
- Capex announcement in paint sector will further accelerate the growth.
- ~75% of TiO2 requirement was being imported to India. Post commissioning, KCL will be one of the few manufacturer of TiO2 in India.



# **Quarterly Highlights**

### Q1 FY24 Results: Key Highlights (Standalone)



➤ During Q1 FY24, the Company revenues stood at ₹ 422 Crore, impacted by prolonged challenging global macro-economic environment, demand slowdown and decline in prices across industry. EBITDA stood at ₹ (15) Crore during the quarter owning to higher cost of operation due to lower capacity utilization coupled with destocking of inventory.

**Agrochemicals** constitutes ~71% of the overall company's revenue during Q1 FY24. The segment was impacted by global headwinds in agrochemicals on account of excess supply in the market causing pricing pressure. Subdued demand led to lower capacity utilization impacting operational efficiencies and high overheads has impacted the profitability.

**Pigments** constitutes ~29% of the overall company's revenue in Q1 FY24. The pigment industry is witnessing weaker global demands and dropping prices resulting into companies cutting down the inventory pipelines which is further hampering the demand and causing pricing pressure. China has imposed antidumping which has impacted offtake from Indian players.

#### Capex Update

**Crop Nutrition:** Meghmani Crop Nutrition Limited's (MCNL) 'Nano Urea' capex plan is progressing as planned. The commercial production of 'Nano Urea' is expected by Q4 FY24.

Agrochemicals: Phase II capex will be announced after Q4 FY24.

### Q1 FY24 Results: Key Highlights (Standalone)



#### > Capex Update

**Pigment :** The Company's Titanium Dioxide (TiO<sub>2</sub>) plant has been commissioned and is under trial production. The capacity ramp up will be done gradually. **Commissioning of Co-gen Power Plant** expected by Q3 FY24. Phase II capacity enhancement capex will be taken up after stabilization of the Phase I.

The near term scenario looks challenging due to unfavourable global macro-environment. We have adopted certain strategies such as cost rationalization wherein the management has proactively undertaken cost control measures, clearing the high-priced inventory, optimizing the working capital utilization, and enhancing cash conversion cycle to maintain its balance sheet strength.

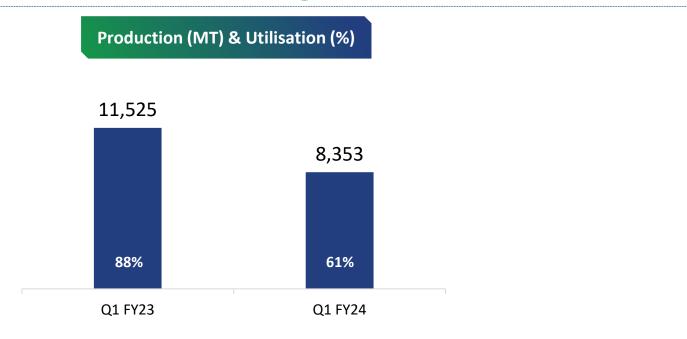
# Q1 FY24 Results: Key Highlights (Standalone)

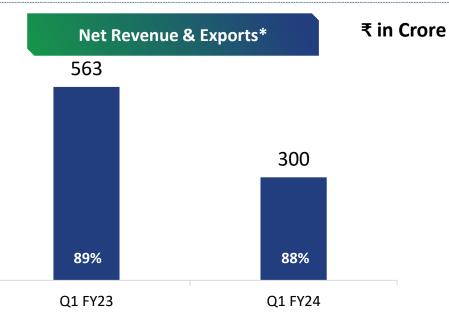




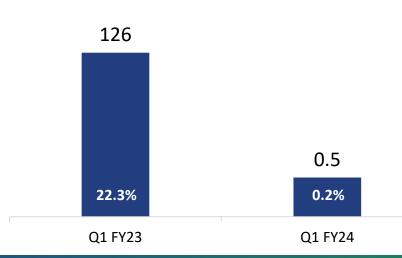
## **Q1 FY24 Results: Agrochemicals**





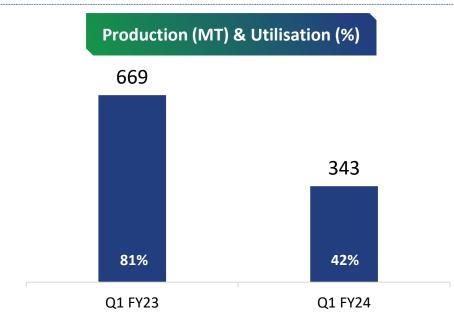


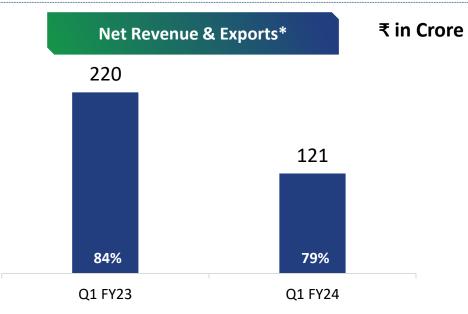




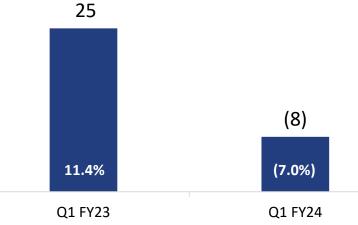
## **Q1 FY24 Results: Pigment**











# **P&L Statement**



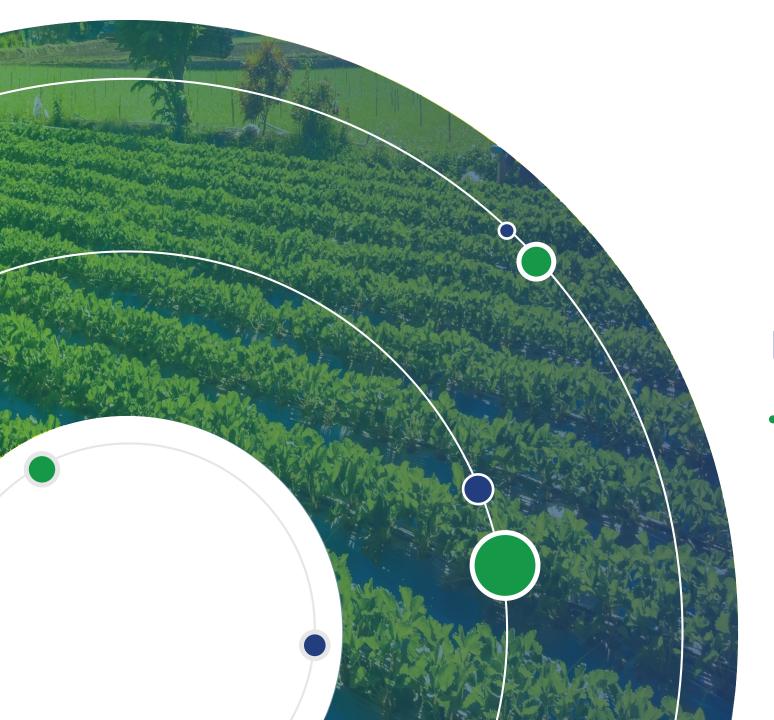
Particulars (₹ in Crore)	Q1 FY24	Q1 FY23	YoY%	FY23	FY22	YoY%
Revenue from Operations	422	783	(46.2%)	2,557	2,494	2.5%
COGS	305	439	(30.4%)	1,515	1,454	4.2%
Gross Profit	116	345	(66.3%)	1,042	1,040	0.1%
Gross Margins %	27.6%	44.0%		40.7%	41.7%	
Employee Expenses	26	39	(32.8%)	121	117	3.1%
Other Expenses	105	171	(38.7%)	557	544	2.4%
EBITDA	-15	134	(111.3%)	364	379	(4.1%)
EBITDA Margin %	-3.6%	17.1%		14.2%	15.2%	
Depreciation	21	16	34.9%	68	60	13.5%
EBIT	-36	118	130.8%	296	319	(7.4%)
Finance Cost	4	9	(58.1%)	64	9	590.1%
Other Income	7	38	(82.4%)	96	96	(0.3%)
Exceptional Items	_	-	-	_	(6)	N.A.
PBT	-34	146	N.A.	327	412	(20.6%)
Taxes	-8	33	N.A.	77	104	(26.2%)
PAT	-25	114	N.A.	250	308	(18.7%)
PAT Margin %	-6.0%	14.6%		9.8%	12.3%	
EPS	-0.99	4.48	N.A.	9.85	12.11	(18.7%)

# **Balance Sheet**



Particulars (₹ in Crore)	Mar 23	Mar 22
Equity & Liabilities		
Share Capital	25	25
Reserves & Surplus	1,631	1,415
Shareholder's Funds	1,656	1,440
Long-term borrowings	274	209
Other financial liabilities	19	5
Provisions	16	16
Deferred tax liabilities (Net)	60	62
Non - Current Liabilities	368	291
Short-term Borrowings	419	286
Trade Payables	440	572
Other Current Liabilities	99	125
Current Tax Liabilities (Net)	18	19
Current Liabilities	976	1,001
Total Equity & Liabilities	3,001	2,733

Particulars (₹ in Crore)	Mar 23	Mar 22
Assets		
Property, Plant & Equipment	997	732
Capital WIP	135	179
Intangible Assets	12	11
Financial Assets	160	224
Other Non-current assets	9	17
Non-current assets (Tax)	23	21
Investment in Subsidiaries	259	137
Non - Current Assets	1,596	1,320
Inventories	618	628
Trade Receivables	541	543
Cash & Cash Equivalents	29	10
Investment	30	
Loans and advances	6	1
Other Current Assets	181	232
Current Assets	1,405	1,413
Total Assets	3,001	2,733

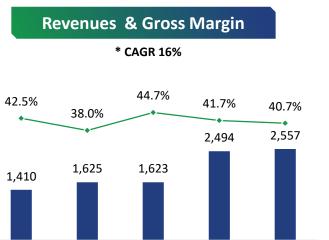


# **Financial Performance**

### **Standalone Financial Performance**



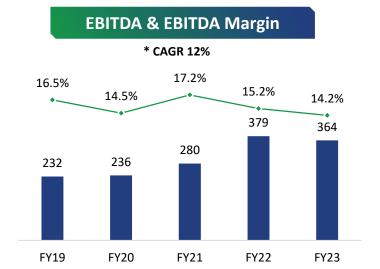
#### ₹ in Crore

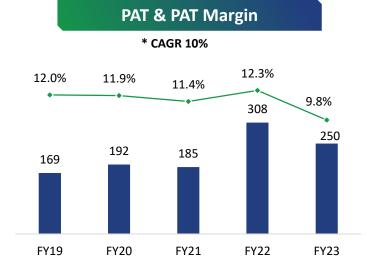


FY21

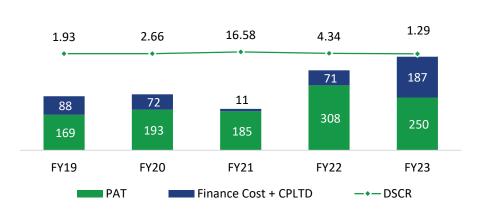
FY22

FY23

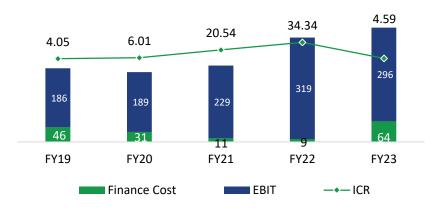




#### **Debt Service Coverage Ratio (DSCR)**



#### **Interest Coverage Ratio (ICR)**



\*FY18 to FY23

FY19

FY20

### **Focus on Creating Shareholders Wealth**



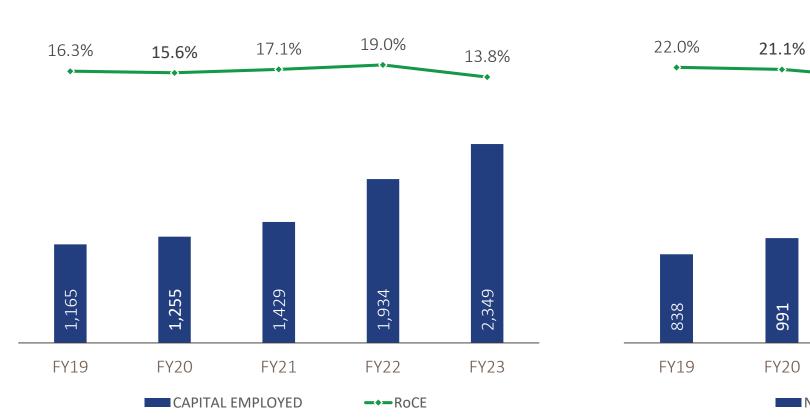
16.2%



### **NET WORTH (IN ₹ Crore) & RoE (%)**

17.2%

23.6%

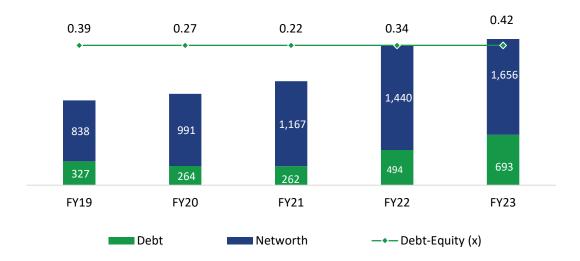


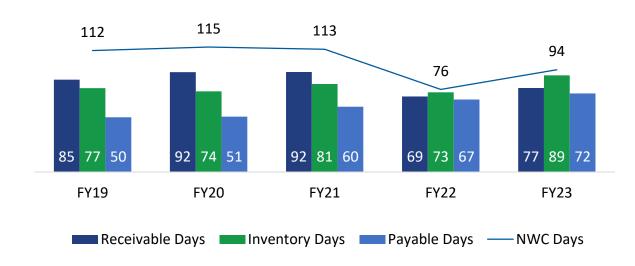


<sup>\*</sup> Calculated on Net Sales, ROCE = EBIT / Average Capital Employed (Debt + Equity + Minority Interest), ROE = PAT / Average (Equity + Minority Interest)

### **Comfortable Debt Position & Prudent Working Capital Cycle**







- The Company's has continued to maintain it low debt stance and has funded its capex plan through an appropriate mix of internal accruals and debt
- MOL has large WC requirement as its key businesses are seasonal
- Large proportion of agrochemical sales in the domestic market and pigment sales in the overseas market are made in the second and fourth quarters, respectively, of the fiscal.
- Although export partially offsets dependence on the seasonal domestic agrochemicals market, it exerts pressure on working capital management as the group has to provide credit of 3-4 months to overseas clients, resulting in large receivables

### **To Summarize the Financial Performance**





EBDITA above industry average in both AgroChem and Pigments

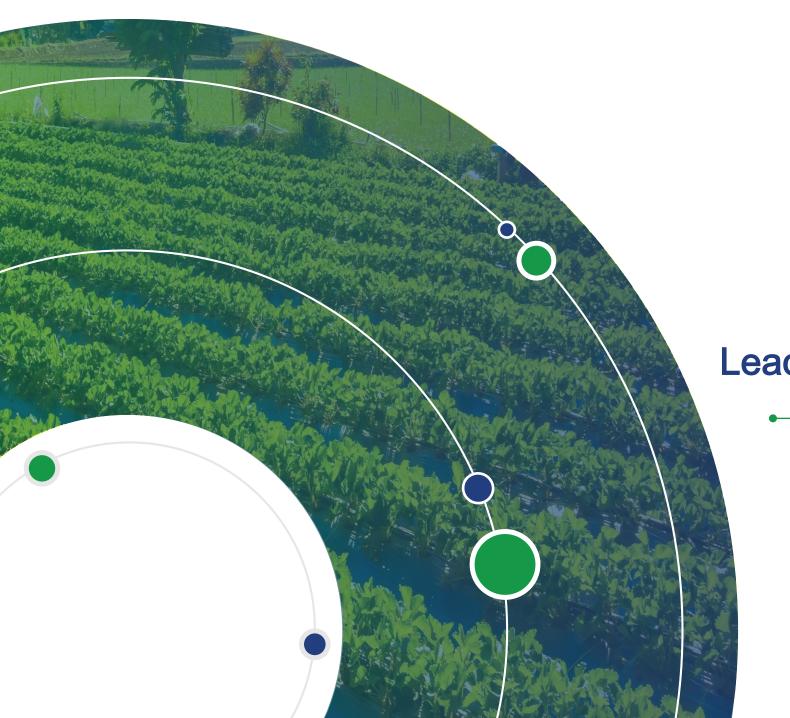
Consistently paying dividend.

Consistently Improving debt to equity. D/E of less than 0.5 in past 3 years.

ROCE above 13.5%+ for last 3 years. Endeavour is to improve RoCE.

Consistent financial policies for most appropriate Capital Allocations in core business, with focus on projects having 20%+ RoE and less than 5 years pay back period.

ROE of 16 % + for last 3 years



**Leadership and Management** 

### **Succession and Management Transition**



Our announcement is the result of a deliberate and thoughtful succession planning process. Since past few years, the second generation were heading different business operations and now the management has decided that in order to manage the affairs of the Company independently and to consolidate functional responsibility it is important to induct second generation viz.,

- Mr. Ankit Patel as Chairman and Managing Director,
- Mr. Karana Patel as Executive Director,
- Mr. Darshan Patel as Executive Director,
- Mr. Maulik Patel and Mr. Kaushal Soparkar as Directors of MOL

Effective 14 August 2023, on conclusion of the board meeting the new Board of Directors will be inducted.

### **Leadership and Management : Founders**





#### Mr. Jayanti Patel

- 47 yrs of experience
- Overseas international marketing
- B.E (Chemical)



### Mr. Ashish Soparkar

- 46 yrs of experience
- Overseas corporate affairs & finance
- B.E (Chemical



#### Mr. Natwarlal Patel

- 45 yrs of experience
- Overseas technical matters & marketing in Agrochemical division
- MSc degree



Mr. Ramesh Patel

- 44 yrs of experience
- Overseas purchasing function & liaisons with govt.
   / regulatory bodies
- B.A degree



Mr. Anand Patel

- 35 yrs of experience
- · Overseas pigments marketing, manufacturing
- BSc degree

### **Leadership and Management: New Board Members**





Mr. Ankit Patel
Chairman & Managing Director

- More than 12 yrs of experience
- M.S. (Engg Management) from Australia
   & MBA from Singapore



Mr. Karana Patel
Executive Director

- More than 12 yrs of experience
- Heads Operations, Projects & procurement
- Diploma (Chemical), B.E. (Chemical) from USA



Mr. Darshan Patel
Executive Director

- More than 10 yrs of experience
- Heads Pigments
- M.S. (Engg Management) from Australia and MBA from USA



Mr. Maulik Patel
Director

- More than 14 yrs of experience
- Masters of Science (Chemical Engineering) & MBA from USA



# Mr. Kaushal Soparkar Director

- More than 13 yrs of experience
- M.S. (Engg Management) from USA

### **Leadership and Management: Independent Board**





Sri Manubhai K. Patel

CA with 37+ years of experience in Forex, Treasury and Credit Management.

On board of MFL, GVFL Trustee Company Private Limited, Paryavaran Edutech, Zydus BSV Pharma Private Limited, Dial for Health Unity Limited, ACME Diet Care Private Limited.



#### **Prof. (Dr.) Ganapati Yadav**

Vice Chancellor of the Institute of Chemical Technology. With numerous honours and distinctions for his contributions to green chemistry and engineering, catalysis science and engineering, chemical reaction engineering, nanotechnology and energy engineering, he has authored over 300 original research papers in 51 cross-disciplinary international peer-reviewed journals



Mr. Shalin Mehta

B.Com from H.L.College of Commerce and L.L.B from Gujarat University and Master in Law from Columbia University, New York. Practicing Advocate since 2003.

Senior Standing Counsel for High Court of Gujarat, GSRTC,GHB and AAI. Visiting faculty of law in Nirma University, Ahmedabad



#### Dr. Varesh Sinha

Master in Science from Lucknow University and Ph.D in Statistics. Joined IAS in 1977 and retired in 2014.

Held eminent positions as MD in various Government companies. Additional Chief Secretary and Chief Secretary – Government of Gujarat chairmanship of GSFC, GACL, GSPC, Gujarat Gas Limited, etc.

After the superannuation, he served as State Election Commissioner from 2014 to 2019



Ms. Urvashi Dhirubhai Shah

Bachelor of Arts (BA) Degree with Economics and having First class First rank of Gujarat University.

Practicing with Income Tax appellate Tribunal since last 15 years.

On board of Brady & Morris Engineering Co Ltd. (Bombay).

### **Group's Core Values**





### **Integrity**

The Company will maintain complete honesty and integrity in all its endevours.



# **Environment, Health and Safety**

The Company is committed to take all the safety measures to prevent adverse impact for health and safety and adverse effect on environment.



### **Credibility**

The Company will make efforts towards building a trusted brand for all its stakeholders.



### Law abiding

The Company respects and ensures compliances of all the applicable laws.



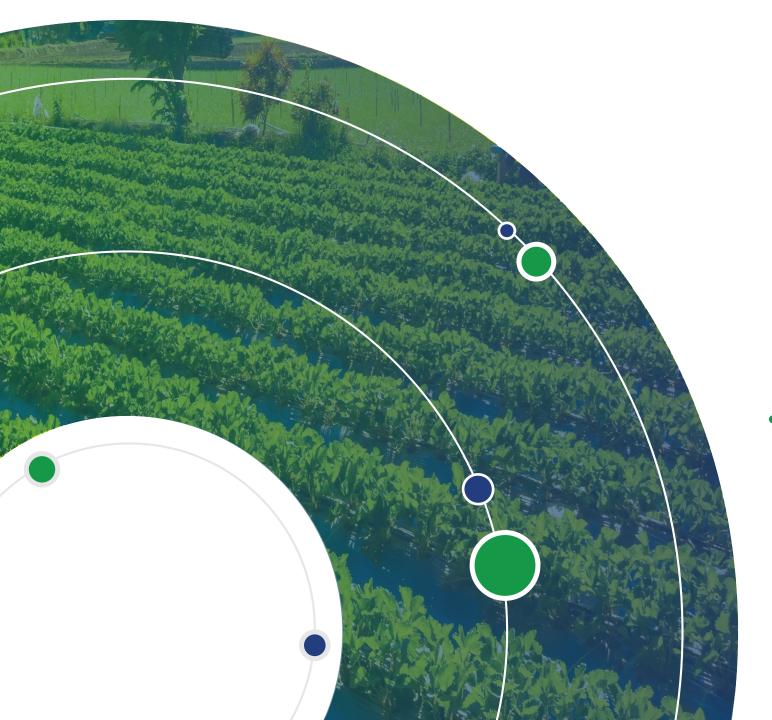
#### **Being Human**

The Company abides by the principle of humanity towards its employees and the Society.



### **The Corporate Vision**

To constantly endeavour to create sustainable position as one of the leading and diversified chemical companies with strong manufacturing base in 'Organic Chemistry' aiming global presence with worldwide product acceptability



# **Investment Rationale**

## **Why Meghmani Organics**



Understands Chemicals since 1986, Established Market Position along with management expertise across Pigments, Agro Chemicals and Basic Chemicals

- largest producer of copper phthalocyanine (CPC) blue and is among the top 3 pigment blue players globally
- largest, Integrated manufacturer of pesticides in India having presence across the value chain in both technical and formulations with 650+ product registrations

Backward Integrated, Versatile, Manufacturing Facility located in the Chemical belt of Gujarat. In-house R&D, GLP Lab supported with 35+ researchers.

# Diverse pool of Product Basket across Geographies resulting in Diversified Revenue profile

- Product reach and distribution are well diversified geographically with presence in many countries
- Company's endeavour is to expand product portfolio to build globally competitive and comprehensive range
- Setting-up subsidiary in Brazil with objective to cater to world's largest Agro Chemical market

# Capex program to drive future growth and bring in EBITDA improvement

- Appropriate capital allocation across business segments
- Robust Pipeline- Focus on margin accretive product portfolio over the years.

# Comfortable Financial Risk Profile despite continual capex over the years in Pigments and Agro Chemical

 Credit metrics are expected to remain adequate on the back of healthy margins, improving cash generation, and scheduled repayment of term debt.

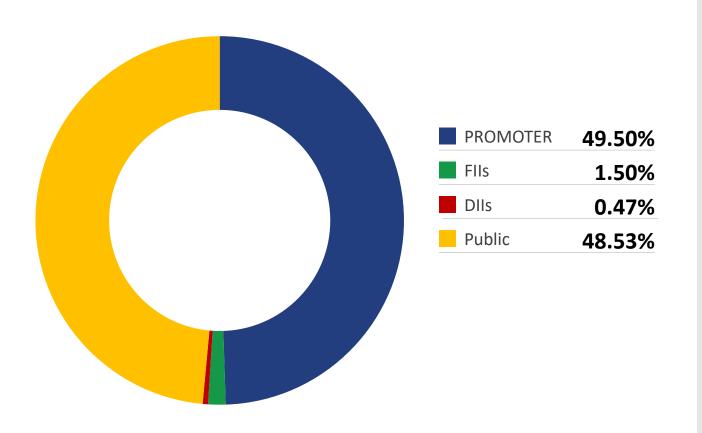
Both Agro Chemical as well as Pigment industries are poised for sustainable growth for the next foreseeable 3-5 years time span. The China plus one factors strengthens this premise



### **Shareholder Information**



### **SHAREHOLDING PATTERN- June 2023** (IN %)



NSE Ticker	MOL	
BSE Ticker	MOL   543331	
Share Price (₹)^	89.4	
Market Cap (₹ Crore)^	2,274	
% Free Float <sup>^</sup>	50.50	
Free float market cap (₹ Crore)^	1,148	
Shares outstanding <sup>^</sup>	25.4 Crores	
3M ADTV (Shares) as on 30 <sup>th</sup> June	6,75,629	
3M ADTV (₹ Crore) as on 30 <sup>th</sup> June	5.9	
Industry	Chemicals	

Source: NSE, ^As on 30 June 2023





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