

May 18, 2023

<b>The National Stock Exchange of India Ltd.</b> Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051  <b>Company Symbol: DMCC</b>	<b>BSE Limited</b> Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001  <b>Scrip Code : 506405</b>
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**Sub:** Investor Presentation for Q4FY23

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 Q4FY23.

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

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 Dharamsi Morarji Chemical Company Limited

**BSE - 506405**  
**NSE - DMCC**

# Navigating Uncertainty with Resilience and Purpose



**Investor Presentation**  
May 2023

# Safe Harbour

This investor presentation has been prepared by DMCC Speciality Chemicals Limited (“DMCC”) and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the general business plans and strategy of DMCC, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. DMCC may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.



## pg25 Sustainability



Learn more in  
our website  
[www.dmcc.com](http://www.dmcc.com)



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# Q4 & FY23 Highlights





# Financial Statement Summary

(Consolidated Profit and Loss Statement)

₹ In Crore

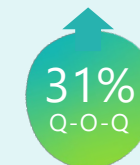
Particular	Q4 FY22	Q3 FY23	Q4 FY23	Q-o-Q	Y-o-Y
Revenue from Operations	101.64	72.04	94.59	31.30%	-6.94%
<b>Total Income</b>	<b>104.82</b>	<b>72.98</b>	<b>97.29</b>	<b>33.31%</b>	<b>-7.18%</b>
Total Operating Expense	90.54	70.85	80.22	13.23%	-11.40%
<b>EBITDA (Including OI)</b>	<b>14.28</b>	<b>2.13</b>	<b>17.07</b>	<b>701.41%</b>	<b>19.54%</b>
<b>EBITDA Margin %</b>	<b>14.05%</b>	<b>2.96%</b>	<b>18.05%</b>	<b>1509 bps</b>	<b>400 bps</b>
Interest Cost	2.46	3.16	3.29	4.11%	33.74%
Depreciation and Amortisation	2.64	4.81	4.54	-5.61%	71.97%
Profit Before Taxes	9.18	-5.84	9.24	258.22%	0.65%
<b>Profit After Taxes</b>	<b>3.70</b>	<b>-3.16</b>	<b>6.69</b>	<b>311.71%</b>	<b>80.81%</b>

[Click Here](#) to view the financial Results

## Consolidated Revenue

₹ In Crore

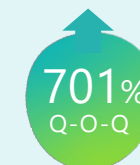
# 94.59



## Consolidated EBITDA

₹ In Crore

# 17.07



## Consolidated PAT

₹ In Crore

# 6.69



# Financial Statement Summary

(Consolidated Profit and Loss Statement)

Particular	₹ In Crore		
	FY22	FY23	Y-o-Y
Revenue from Operations	326.30	384.74	17.91%
<b>Total Income</b>	<b>332.36</b>	<b>389.59</b>	<b>17.22%</b>
Total Operating Expense	286.27	350.80	22.54%
<b>EBITDA (Including OI)</b>	<b>46.09</b>	<b>38.79</b>	<b>-15.84%</b>
<b>EBITDA Margin %</b>	<b>14.13%</b>	<b>10.08%</b>	<b>(405) bps</b>
Interest Cost	3.89	10.58	171.98%
Depreciation and Amortisation	8.06	17.61	118.49%
Profit Before Taxes	34.14	10.60	-68.95%
<b>Profit After Taxes</b>	<b>21.34</b>	<b>6.93</b>	<b>-67.53%</b>

[Click Here](#) to view the financial Results

**Consolidated Revenue**  
₹ In Crore

## 384.74



**Consolidated EBITDA**  
₹ In Crore

## 38.79



**Consolidated PAT**  
₹ In Crore

## 6.93



# Financial Statement Summary

(Consolidated Balance Sheet)

₹ In Crore

Particular	As on 31 <sup>st</sup> March 2022	As on 31 <sup>st</sup> March 2023
Shareholders Fund	193.62	198.25
Non-Current Liability	63.01	70.27
Current Liability	127.16	132.46
<b>Total</b>	<b>383.79</b>	<b>400.98</b>
Non-Current Assets	258.10	263.70
Current Assets	125.70	137.28
<b>Total</b>	<b>383.79</b>	<b>400.98</b>



[Click Here](#) to view  
the financial Results



# Financial Statement Summary

(Consolidated Cash Flow Statement)

₹ In Crore

Particular	As on 31 <sup>st</sup> March 2022	As on 31 <sup>st</sup> March 2023
Cash Flow from Operating Activities	51.13	29.88
Cash Flow from Investing Activities	-98.28	-20.56
Cash Flow from Financing Activities	45.48	-9.99
Net Increase/ decrease in cash and cash equivalents	-1.67	-0.67
<b>Cash and cash Equivalents at the beginning of year</b>	<b>3.92</b>	<b>2.25</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>2.25</b>	<b>1.58</b>



[Click Here](#) to view  
the financial Results

# Management Remarks



## Dear Shareholders,

I am pleased to provide you with an update on the financial performance of DMCC Speciality Chemicals Limited for the fourth quarter of FY23. Against the backdrop of an exceptionally challenging operating environment, our company has delivered a strong performance.

Slowdown in Europe and high interest rates in various economies have affected the demand at the global level. In addition to these challenges, we have been confronted with intensified competition due to China operating at full capacity. This has led to the dumping of certain products at remarkably low prices. China's optimal production levels, coupled with relatively lower consumption, pose a potential threat to select segments of our speciality chemical products. As a result, we anticipate increased competition in the near future.

While we had previously guided that the destocking phase had come to an end, it is important to note that the revival of demand to previous normal levels has been hindered by prevailing macro conditions.

On the domestic front, industries such as pigments and dyes continued to suffer. However, we witnessed a recovery in demand from the agrochemicals, pharmaceuticals, and select polymer industries.

Both our plants operated at optimum capacity utilization during the quarter. However, it is important to acknowledge that our financial performance may not accurately reflect this achievement, given the significant drop in realizations compared to the historical highs recorded last year.

While our Q4FY23 top-line figures may appear lower than Q4FY22, it is essential to highlight that we have recorded robust volumetric growth.

During the quarter, we observed stability in raw material pricing within our bulk chemicals business, which contributed to consistent end realizations. However, the volumes remained muted in the speciality chemicals business, largely due to the unstable macro environment globally.

With the recent decrease in freight rates, we have witnessed an improvement in the availability of raw materials for our boron business. Consequently, we expect this segment to gain traction and contribute positively to our performance in the current financial year.

In conclusion, we are confident in our ability to stage a strong comeback with new capacities in place. However, we will remain cautious until the macro environment demonstrates significant improvement.

*Best wishes,*

**Mr. Bimal L Goculdas**

MD & CEO

## Q4FY23 Export Revenues

# 37%

## Q4FY23 Domestic Revenues

# 63%

## Q4FY23 Sale of Speciality Chemicals

# 60%

## Q4FY23 Sale of Bulk Chemicals

# 40%



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# About the Company

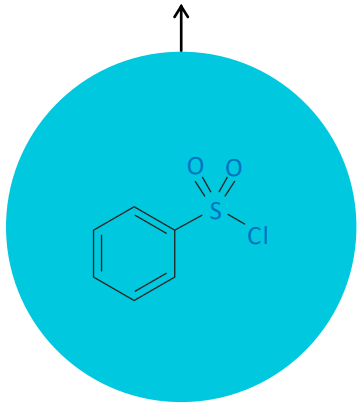


## Company at a Glance

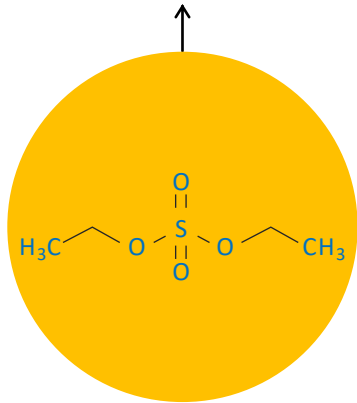
Incorporated in 1919, DMCC was the first producer of Sulphuric Acid & Phosphate Fertilizers in the country. Predominantly known for Single Superphosphate (fertilizer) for almost entirety of its life, DMCC currently is a fully-integrated Speciality chemical player in Sulphur, Boron and Ethanol chemistry.

### Globally Relevant Manufacturers of

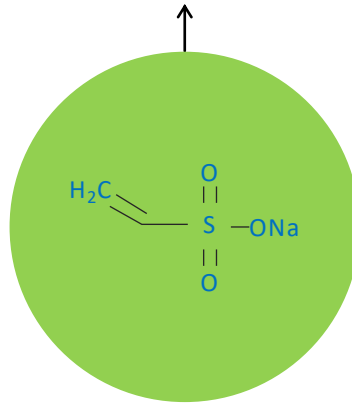
**Benzene Sulfonyl Chloride**



**Diethyl Sulfate**



**Sodium Vinyl Sulfonate**



02

Manufacturing  
units

16

Countries  
exported to

400+

Team  
strength

32

Products  
manufactured

48%

Share of bulk  
chemicals in FY23

52%

Share of speciality  
chemicals in FY23

## Evolution of DMCC

1

### 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.

2

### 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.

3

### 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.



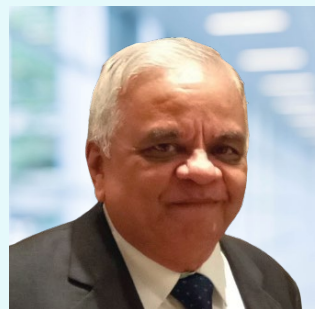
## Management Team (1/2)



1

**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 31+ years and has handled production, technology, supply chain management, marketing both domestic & export and finance.

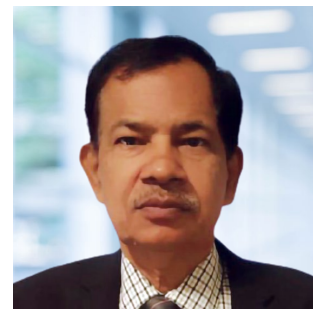


2

**Mr. Dilip T. Gokhale**  
Executive Director

Mr. Dilip T. Gokhale is a B. Com, LLB, CAIIB, FCS and has work experience of more than 34 years. Mr. Gokhale is handling various diversified activities like. Secretarial, legal, Corporate Governance, Finance, HR & Administration, Insurance and Internal Audit etc.

He is ably supported by Mr. Anilkumar Pillai, Manager Internal Audit & Corporate Affairs.



3

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

Mr. Ashok R. Nagarch, Technical Advisor to MD and CEO, heads the Research & Development team. He has nearly four decades of experience in Sulphur chemistry.



4

**Mr. Shirish Pandit**  
Sr. Vice President – Projects

Mr. Shirish Pandit, heads the engineering services segment at DMCC. A B.sc in, He has 44 years of experience in plant operation management, factory operation management and project management. He is also an Associate Member of Indian Institute of Chemical Engineers.



## Management Team (2/2)



5

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

Mr. S. N. Jadhav heads the Roha unit. He is a postgraduate in Inorganic Chemistry with nearly three decades of experience in chemical industries with main focus on sulphur-based chemicals.



6

**Mr. Kuldeep Kumar Tiwari**  
Vice President - Operations

Mr. Kuldeep Kumar Tiwari heads the Dahej Unit. He is a Science Graduate with nearly 25 years experience of project and operations in sulphuric Acid Industry in India and Abroad.



7

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

Shri Sunil Kumar Goyal is a Bachelor of Business Administration (BBA) and Qualified Chartered Accountant and Company Secretary. He has over 14+ 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.



8

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

Mr. Omkar Mhamunkar is a Commerce and Law graduate and Associate Member of the Institute of Company Secretaries of India, New Delhi. He has got over 12 years of experience in various listed companies and has handled Secretarial, Legal and Compliance functions. He is ably supported by Ms. Reshma Shetty - Executive Secretarial.

9

**Mr. Jitesh Doshi**  
Heads the Chemicals  
Business

10

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

## Board of Directors (1/2)



1

**Mr. Laxmikumar N. Goculdas**  
Chairman

Mr. Laxmikumar Narottam Goculdas, Chairman of the Company has wide knowledge and experience in industry, trade, finance, commerce, corporate affairs, and international trade.



2

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

Ms. Mitika Laxmikumar Goculdas, is an MBA (Finance) from Pennsylvania State University, USA. She has total work experience of 26 years including her stint as Vice President with Merrill Lynch, both in the USA and Dubai. She has experience in Finance, Industry, and International Trade.



3

**Mrs. Dr. Janaki Patwardhan**  
Non-Executive, Independent

Dr. Janaki Ashwin Patwardhan is a doctorate chemical engineer from Mumbai University Institute of Chemical Technology. She holds an Advanced Diploma in Industrial Safety. Since 2009, she has served as an independent Consultant for various spans of time, to companies such as Lupin Ltd., Embio Ltd., India Glycols Ltd., Hindustan Polyamides & Fibres Limited (now Eternis Fine Chemicals Limited), Kevin Enterprises, Basell Polyolefins India Pvt. Ltd. amongst others.



4

**Mr. Mukul M. Taly**  
Non-Executive, Independent

Mr. Mukul Manoharlal Taly is B.Sc., L.L.M practicing over 37 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.

## Board of Directors (2/2)



5

**Mr. Madhu T. Ankleshwaria**  
Non-Executive, Independent

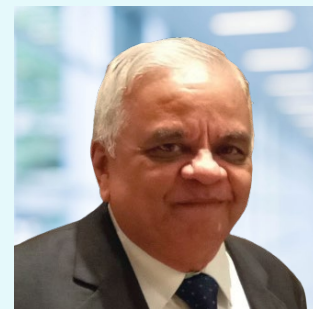
Mr. Madhu Thakorlal Ankleshwaria is a B.Com.(Hons), F.C.A. practicing Chartered Accountant for over three decades and was Head of the Department of "Accountancy" at N.M. College of Commerce & Economics, Mumbai. He has in-depth knowledge in Finance and Accounting and has been practicing as a Chartered Accountant.



6

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

Mr. Sanjeev Vishwanath Joshi is a B.Com, practicing Chartered Accountant for over 36 years. Shri Sanjeev Vishwanath Joshi has in-depth knowledge in finance and accounting and taxation.



7

**Mr. Dilip T. Gokhale**  
Executive Director

Mr. Dilip T. Gokhale is a B. Com, LLB, CAIIB, FCS and has work experience of more than 34 years. Mr. Gokhale is handling various diversified activities like. Secretarial, legal, Corporate Governance, Finance, HR & Administration, Insurance and Internal Audit etc. He is ably supported by Mr. Anilkumar Pillai, Manager Internal Audit & Corporate Affairs.



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# Product Portfolio

	Bulk Chemicals	Speciality Chemicals	Product from Boron Chemistry
About	The company is one of the oldest manufacturers of Sulphuric acid in the country. These products are sold domestically, within a limited radius from the manufacturing site. Almost 50% of the production is sold off in the markets and rest is consumed captively.	The sulfonating agents manufactured by the company are reacted with organic substrates like Phenol, Benzene, and Methanol to get down stream products. 65-70% of these products are exported. The company is backward integrated into this process.	Boron Chemistry is handled by Borax Morarji. The company is working to add downstream products in Boron Chemistry as well.
Key Products	<ul style="list-style-type: none"> <li>▪ Sulphuric Acid</li> <li>▪ Sulphuric Anhydride</li> <li>▪ Oleum</li> <li>▪ Chloro Sulphonic Acid</li> </ul>	<b>BENZENE SULFONYL CHLORIDE</b> <ul style="list-style-type: none"> <li>▪ Benzene Sulfonic Acid</li> <li>▪ Phenol Sulfonic Acid</li> <li>▪ Sodium Benzene Sulfonate</li> <li>▪ Sodium Phenol Sulfonate</li> <li>▪ Menthyl Lactate</li> <li>▪ Methane Sulfonic Anhydride</li> <li>▪ Diphenyl Disulfide</li> <li>▪ Diethyl Sulfate</li> <li>▪ Diphenyl Sulfone</li> <li>▪ Sodium Vinyl Sulfonate</li> </ul>	<ul style="list-style-type: none"> <li>▪ Boric Acid</li> <li>▪ Borax Pentahydrate</li> <li>▪ Borax Decahydrate</li> <li>▪ Trimethyl Borate</li> <li>▪ Zinc Borate</li> </ul>
Application	<ul style="list-style-type: none"> <li>▪ Detergents</li> <li>▪ Dyes</li> <li>▪ Fertilizers, etc.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Agro-chemicals</li> <li>▪ Detergents</li> <li>▪ Dyes</li> <li>▪ Pigments</li> <li>▪ Pharmaceuticals</li> <li>▪ Cosmetics, etc.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Thermal Power Stations</li> <li>▪ Detergents</li> <li>▪ Ceramic &amp; Tiles Industries</li> <li>▪ Steel Industries</li> <li>▪ Electroplating, etc.</li> </ul>

# Our Clientele



Alkyl Amines Chemicals Limited



apcotex industries limited  
AN ISO 9001 : 2008, ISO 14001 : 2004 & OHSAS 18001 : 2007 CERTIFIED COMPANY



DEEPAK FERTILISERS  
AND PETROCHEMICALS  
CORPORATION LIMITED



VINATI ORGANICS LIMITED



# Global Footprint

# 37.0%

Total Revenue derived from Exports

North America  
Revenue from Exports

## 30.16%



South America  
Revenue from Exports

## 0.21%



Europe  
Revenue from Exports

## 63.54%



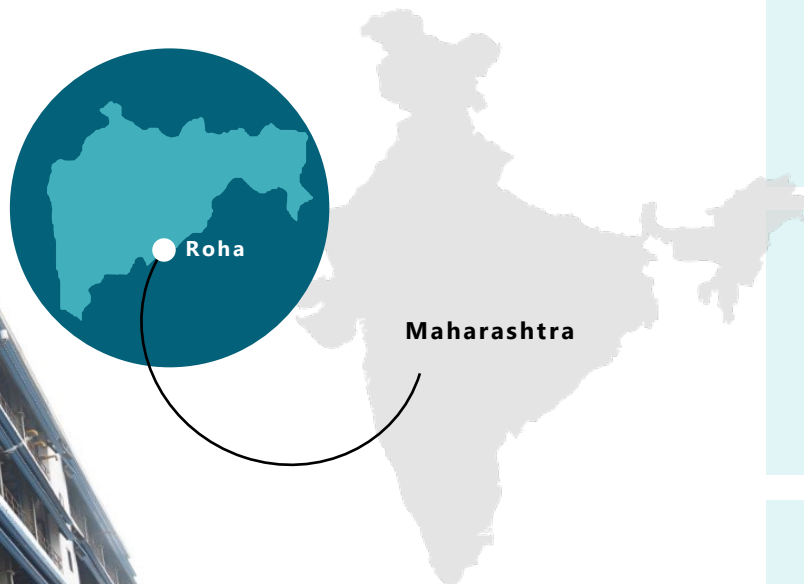
Asia  
Revenue from Exports

## 6.09%





# Manufacturing Facility - Roha Site



Roha Manufacturing Facility

Setup in  
**1978**

Situated on a  
**88,355**  
sq. mt. plot

In-house R&D  
center at site  
**R&D** Center

Product category  
**Sulphur** Chemistry

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

**10+3**

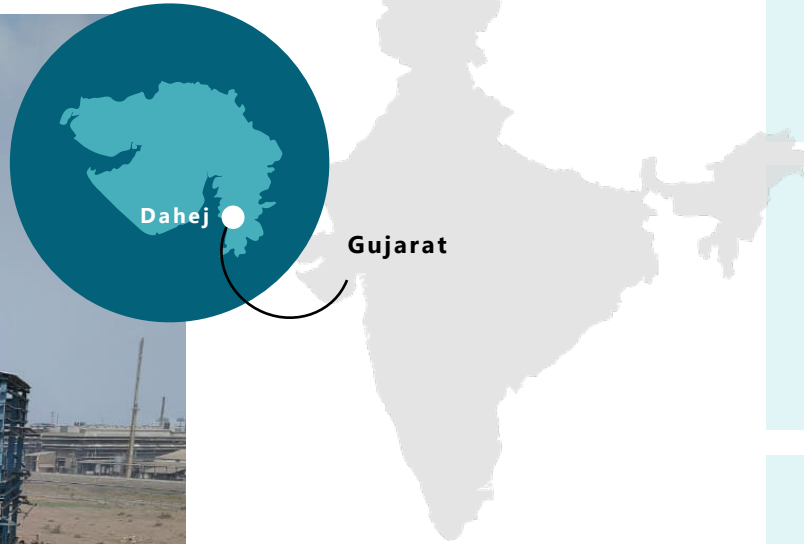
Team  
strength  
**249**

Capacity to produce sulphuric acid  
**300** MT/day

25% of total area  
available for expansion  
**25%**

Waste affluent treatment  
facility available  
**ZLD + STP**

# Manufacturing Facility - Dahej Site



Dahej

Gujarat

Dahej Manufacturing Facility

Setup in  
**2013**

Acquired through  
amalgamation of  
**Borax Morarji  
Limited**

Team  
strength  
**156**

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

Situated on a  
**1,03,327**  
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**

## 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

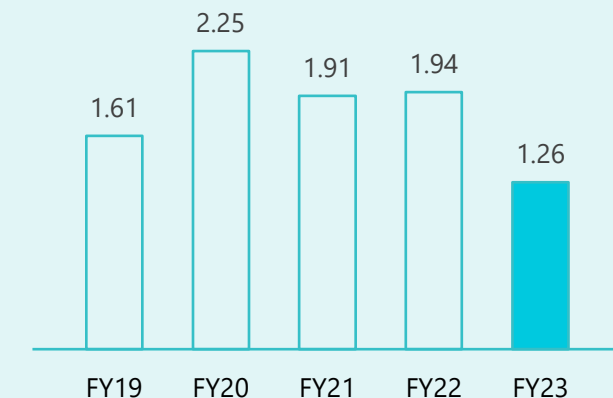
Team size

25



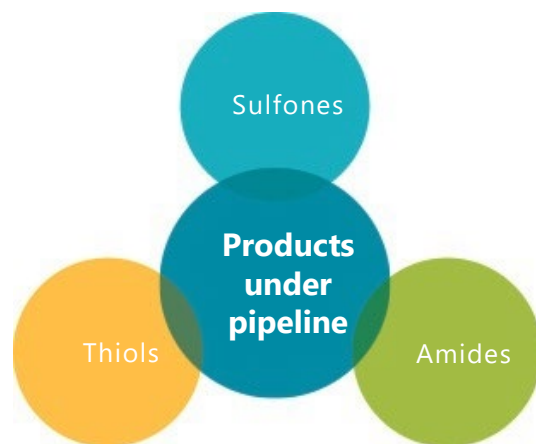
### R&D expenditure as a % of Revenue ₹ In Crore

□ R&D Expenditure  
(in ₹ Cr.)

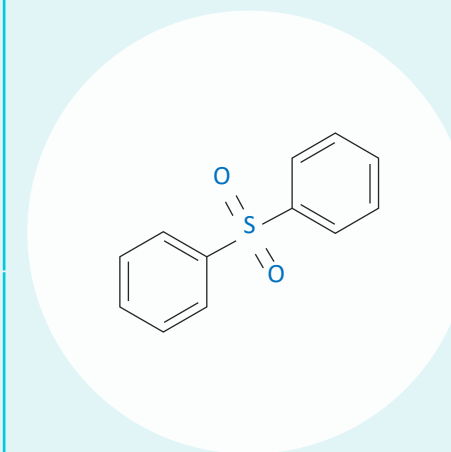


Recognised by

Department of  
Science and  
Industrial Research



Product category



→ Sulfones




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



# Awards and Recognition


## Responsible Care Certification

ICC Membership No: **ICC-WR/RM/D-06** RC Logo No: **040**



**Responsible Care**<sup>®</sup>  
OUR COMMITMENT TO SUSTAINABILITY  
Presented to  
**THE DHARAMSI MORARJI CHEMICAL CO. LTD**

With permission to use the RC Logo  
[Valid from APRIL 2022 TO MARCH 2025]



## Certificate from National Safety Council




**NATIONAL SAFETY COUNCIL - MAHARASHTRA CHAPTER**  
**MAHARASHTRA SAFETY AWARDS - 2020**

This Certificate of MERIT is presented to  
**The Dharamsi Morarji Chemical Co. Ltd.**  
Dhatav, Roha, Raigad  
for  
**MERITORIOUS PERFORMANCE IN INDUSTRIAL SAFETY DURING THE YEAR - 2020**  
in  
**Chemicals & Fertilizers Industrial Group**  
Mumbai, This Twenty-Third Day of April, 2022

*P.R. Masurkar*  
SHRI P.R. MASURKAR  
HON. SECRETARY

*Shri Arvind R. Doshi*  
SHRI ARVIND R. DOSHI  
CHAIRMAN

## Chemical Award



**CHEMEXCIL**  
एक उत्तम, अद्यतन, रसायन विज्ञान क्षेत्रातील (एक उत्तम अद्यतन रसायन क्षेत्रातील) (एक उत्तम अद्यतन रसायन क्षेत्रातील)  
BASIC CHEMICALS, COSMETICS & DYES EXPORT PROMOTION COUNCIL.  
(Set up by Ministry of Commerce & Industry, Govt. of India)  
Postal Code: 400 001 Floor: 7 Colaba Road, Mumbai-400 001 India.  
Tel: +91 22 2202 1280 • Fax: +91 22 2202 8894 • Web: <http://chemexcil.com>  
CIN: U51102MH2006PC10017 • GSTIN: 27AAAT8896C101

**Ajay Kadakia**  
Chairman

DO NO EPOEXPORT AWARD 2017-18 24<sup>th</sup> July 2019

Dear *Shri Laxmikumar N. Goculdas*

I have great pleasure to inform you that your Esteemed Company has been aptly selected for the 'Certificate of Merit' awarded by the Council under the category of 'Panel - II: BASIC INORGANIC AND ORGANIC CHEMICALS INCLUDING AGRO CHEMICALS (LSM)' for the outstanding export performance for the year 2017-18.

Myself and my peers and colleagues in the Committee of Administration join me in extending our warm felicitations and heartfelt congratulations to you on being conferred this Prestigious Award.

In the meanwhile, may I take this opportunity and pleasure to inform you that CHEMEXCIL will be inviting the Hon'ble Union Minister of Railways & Commerce and Industry, Government of India Shri Piyush Goyal, as Chief Guest to distribute the Awards at a Special Gliding Function to be held in the month of September, 2019.

As a first step therefore and in order to commence the preparatory work related to completion of Custom book, we request you to kindly furnish to us the following details by e-mail ([info@chemexcil.com](mailto:info@chemexcil.com)), together with the hard copy by courier

1. About your Company in brief - (not more than 100 words)
2. 2 Passport size colour photographs, name and designation of the person, receiving the Award

Needless to mention, I am sure you will be pleased that this Award will indeed help you and provide you the much needed imp to energize your achievements during the coming years.

I once again convey my Heartiest Congratulations.

With kind regards,

Yours sincerely,  
*Ajay Kadakia*  
(AJAY KADAKIA)

**MR. LAXMIKUMAR N. GOCULDAS**  
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The Dharamsi Morarji Chemical Co Ltd  
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Add: +91 22 2202022 E-mail: [www@dmcc.com](mailto:www@dmcc.com), [chairman@chemexcil.com](mailto:chairman@chemexcil.com)

## Certificate of Merit for Water Resource Management

**ICC CERTIFICATE OF MERIT FOR EXCELLENCE IN ENERGY CONSERVATION AND MANAGEMENT - 2017**  
Conferred on  
**THE DHARAMSI MORARJI CHEMICAL COMPANY LTD.**

**CITATION**

The Dharamsi Morarji Chemical Company Limited (DMCC) is a pioneer in sulphuric acid manufacture in India. DMCC started its first plant at Anandnagar, Maharashtra in 1952 and followed into manufacture of phosphorus based fertilizers. After several decades viz. to, DMCC shifted their focus to specialty & fine chemicals and industrial intermediates. It produced their specialty chemicals: nickel sulphate acid (Duan 27), Oxam-42% stabilized liquid SO<sub>3</sub> and Chlorosulphonic acid. The specialty chemicals include: absorber and huge variety of sulfur based chemicals and derivatives.

DMCC is a Responsible Care certified company and also allowed to use the RC Logo by ICC.

Based on an integrated all round approach the energy conservation schemes implemented have included new heat pump based boiler, improved boiler vector system, replacement of old motor motor system with new ultra vacuum system, replacement of inefficient waste heat recovery system with new higher efficiency system, enhanced condenser recovery, improvements in elimination of hot and cold and hot and cold pumps in cylinders and installation of variable speed drives and variable frequency drives.

It was ensured that heat pump based boiler, heat pump based SO<sub>3</sub> system and new waste heat recovery system in sulphuric acid plant were all designed and executed to attain maximum energy efficiency.

In recognition of the above, Indian Chemical Council is pleased to confer the ICC CERTIFICATE OF MERIT for Excellence in Energy Conservation & Management for the year 2017 on THE DHARAMSI MORARJI CHEMICAL COMPANY LIMITED, Mumbai.



ICC CHEMICAL AWARDS 2017



# Sustainability





## Sustainability Approach

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 of International chemical companies for sustainable supply chains
-  Responsible Care®  
OUR COMMITMENT TO SUSTAINABILITY  
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 Approach



Green cover at our factory



Zero Liquid Discharge



Solar Panels at Roha



Waste heat recovery system



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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.

## 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.

## 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.

## 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.

## R&D led Innovation

Increasing investments for development of new products and processes.

## 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.

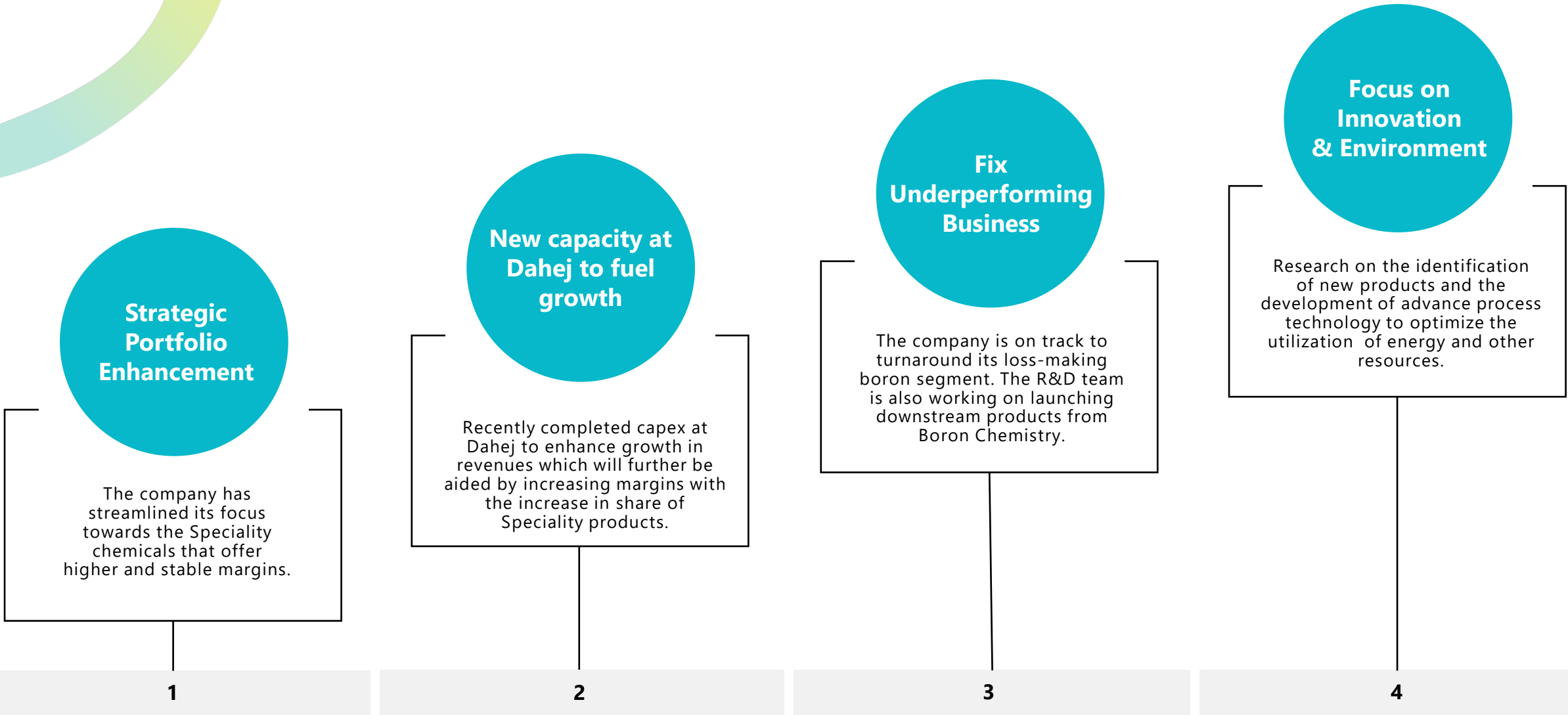
## Handling of Hazardous Chemicals

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.

## 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.

# Growth Drivers





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# Financial Highlights





# Financial Statement Summary

(Consolidated Profit & Loss Statement)

₹ In Crore

Particular	FY19	FY20	FY21	FY22	FY23
Revenue from Operations	227.57	187.66	200.15	326.30	384.74
<b>Total Income</b>	<b>228.57</b>	<b>193.90</b>	<b>207.93</b>	<b>332.36</b>	<b>389.59</b>
Total operating expense	175.07	159.85	164.65	286.27	350.80
<b>EBITDA</b>	<b>54.5</b>	<b>34.05</b>	<b>43.27</b>	<b>46.09</b>	<b>38.79</b>
<b>EBITDA margin %</b>	<b>23.95%</b>	<b>18.14%</b>	<b>21.62%</b>	<b>14.13%</b>	<b>10.08%</b>
Interest Cost	2.77	2.03	2.40	3.89	10.58
Depreciation and amortisation	4.51	6.16	6.83	8.06	17.61
Profit Before Taxes	47.22	25.85	34.04	34.14	10.60
<b>Profit After Taxes</b>	<b>46.14</b>	<b>31.46</b>	<b>32.58</b>	<b>21.34</b>	<b>6.93</b>

# Financial Statement Summary

(Consolidated Balance Sheet)

₹ In Crore

Particular	FY19	FY20	FY21	FY22	FY23
Shareholders Fund	115.78	144.88	173.18	193.62	198.25
Non-Current Liabilities	19.53	20.22	21.85	63.01	70.27
Current Liabilities	52.96	46.78	68.67	127.16	132.46
<b>Total</b>	<b>188.27</b>	<b>211.88</b>	<b>263.71</b>	<b>383.79</b>	<b>400.98</b>
Non-Current Assets	101.63	112.48	148.56	258.10	263.70
Current Assets	86.64	99.40	115.15	125.70	137.28
<b>Total</b>	<b>188.27</b>	<b>211.88</b>	<b>263.71</b>	<b>383.79</b>	<b>400.98</b>

# Financial Statement Summary

(Consolidated Cash Flow Statement)

₹ In Crore

Particular	FY19	FY20	FY21	FY22	FY23
Cash flow from operating Activities	20.85	27	32.25	51.13	29.88
Cash flow from Investing Activities	(12.69)	(16.84)	(39.66)	-98.28	-20.56
Cash flow from Financing Activities	(8.13)	(5.66)	3.02	45.48	-9.99
Net Increase/Decrease in cash and cash Equivalents	0.03	4.50	(4.39)	-1.67	-0.67
<b>Cash and Cash equivalents at the beginning of year</b>	<b>3.78</b>	<b>3.82</b>	<b>8.31</b>	<b>3.92</b>	<b>2.25</b>
<b>Cash and Cash equivalents at the end of year</b>	<b>3.81</b>	<b>8.31</b>	<b>3.92</b>	<b>2.25</b>	<b>1.58</b>

# Get in Touch

→ **Mr. Omkar Mhamunkar**  
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