



August 25, 2021

The Manager (CRD) The BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai- 400 001	The Manager – Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051
Scrip Code: 530117	Symbol: PRIVISCL

Dear Sir,

Sub: Presentation on our Company - Intimation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable regulations we are enclosing herewith a PDF file containing a presentation on our Company. Please note that we have not arranged any Investors meet and the said presentation will also be available on Company's website at www.privi.com.

Kindly ignore the earlier presentation uploaded via letter dated August 25, 2021 and consider the presentation attached herewith as final.

Thanking you,

Yours Sincerely,
For Privi Speciality Chemical Limited
(Formerly Known as Fairchem Speciality Limited)


Ramesh Kathuria
Company Secretary & Compliance Officer
Membership No. A11214



PRIVI SPECIALITY CHEMICALS LIMITED

(Formerly known as Fairchem Speciality Limited)

Knowledge Centre & Regd. Office : Privi House, A-71, TTC, Thane Belapur Road, Near Kopar Khairane Railway Station, Navi Mumbai - 400 710, India | Tel. : +91 22 68713200 / 33043500 / 33043600 / 27783040 / 27783041 / 27783045
Fax: +91 22 27783049 / 68713232 | Email: enquiry@privi.co.in | Web: www.privi.com | CIN: L15140MH1985PLC286828



Privi Speciality Chemicals Ltd

Presentation

August 2021

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PRIVI SPECIALITY CHEMICALS LIMITED

- 01 Company Overview
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About Privi



PRIVI SPECIALITY CHEMICALS LIMITED



Fast growing manufacturer of Aroma Chemicals (specialty chemicals forming key ingredients in formulation of fragrances)



Global leaders in key products we manufacture



Top Aroma Chemical manufacturer in India



Marquee customer base – supplying to top players of Flavours & Fragrance market across globe

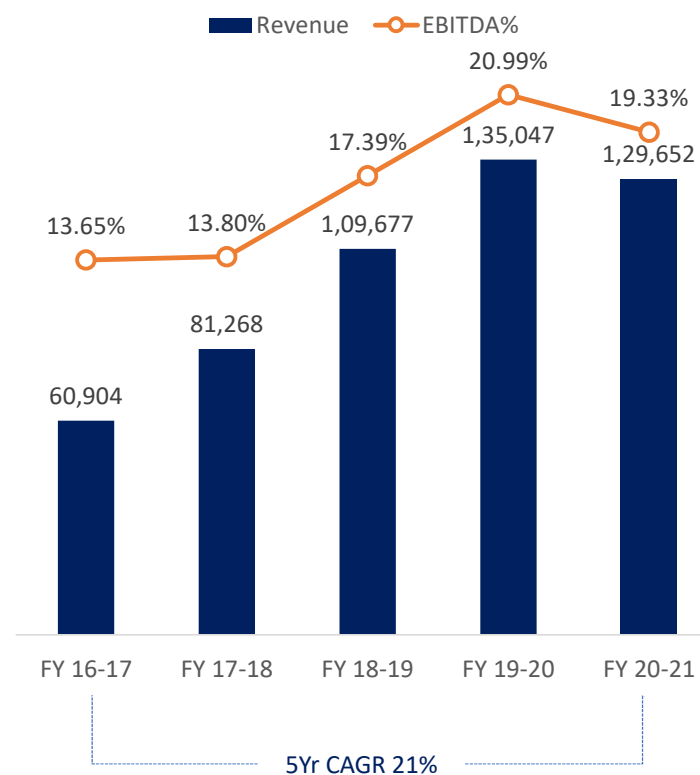


Fully integrated manufacturing facility



Consistently delivering profitable growth to our investors

Revenue (Rs lakhs) and EBITDA margin



Subsidiaries



PRIVI SPECIALITY CHEMICALS LIMITED



PRIVI BIOTECHNOLOGIES PVT LTD

- Fully equipped biotechnology center at Nerul, Navi Mumbai with highly skilled and qualified operational team of 30 odd scientists
- Research areas in biotechnology including fermentation, enzymology, biotransformation, and chromatography.
- Technology collaboration with Institute of Chemical Technology (ICT)
- Jointly working on different biotechnology projects with Department of Biotechnology (DBT), Department of Science & Technology (DST), Indo-German Science & Technology center (IGSTC), Government of India



PRIVI ORGANICS USA CORP

- Incorporated in 2013, based out of New Jersey, USA
- To identify and utilize opportunities in Privi's target markets, both in North and South America
- Strong team of around 10 people
- Strengthening its position as a market leader through continuous customer engagement and its formal presence in the US market

Branch Office and warehouse in Amsterdam, Netherland (Europe) to facilitate customers, widening the scope of Privi products across globe

Board of Directors



PRIVI SPECIALITY CHEMICALS LIMITED



Mr. Mahesh Babani

**Chairman &
Managing Director**



Mr. D. B. Rao

**Executive
Director**



Mr. Rajesh Budhrani

**Independent
Director**



Mr. Dwarko Khilnani

**Independent
Director**



Mr. P. R. Barpande

**Independent
Director**



Mr. Anurag Surana

**Independent
Director**



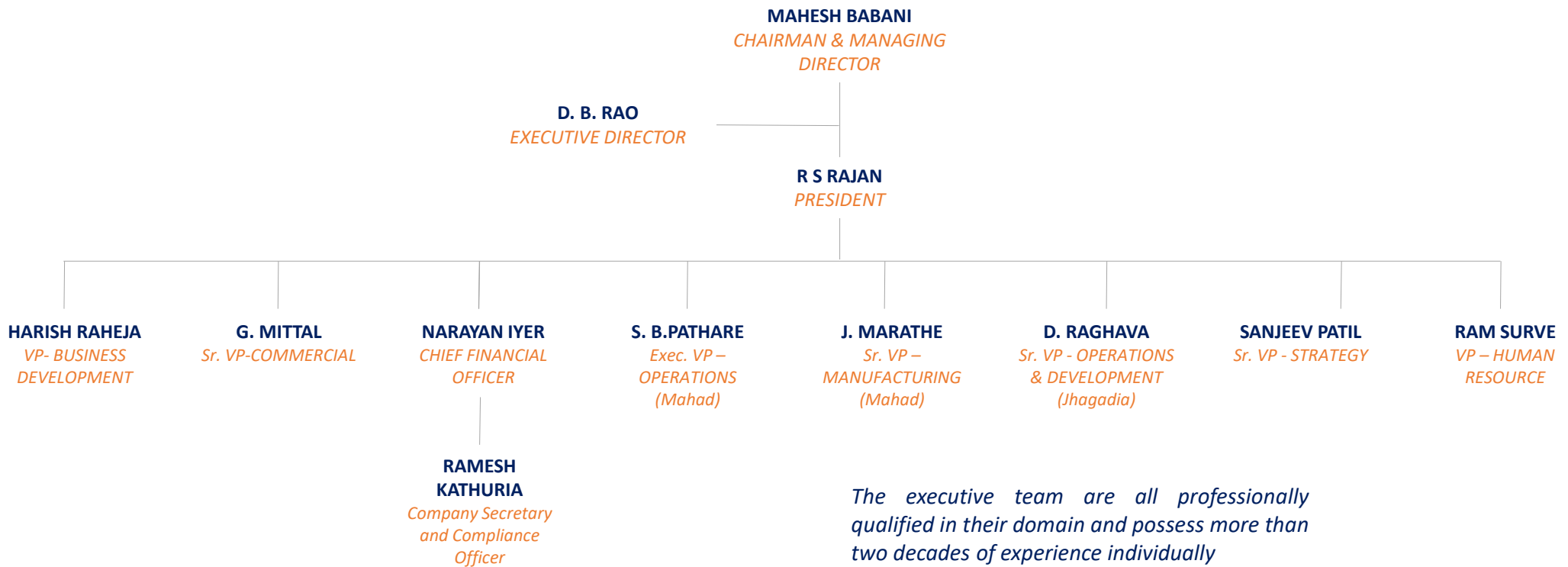
**Mrs. Anuradha
Thakur**

**Independent
Director**

Executive Team



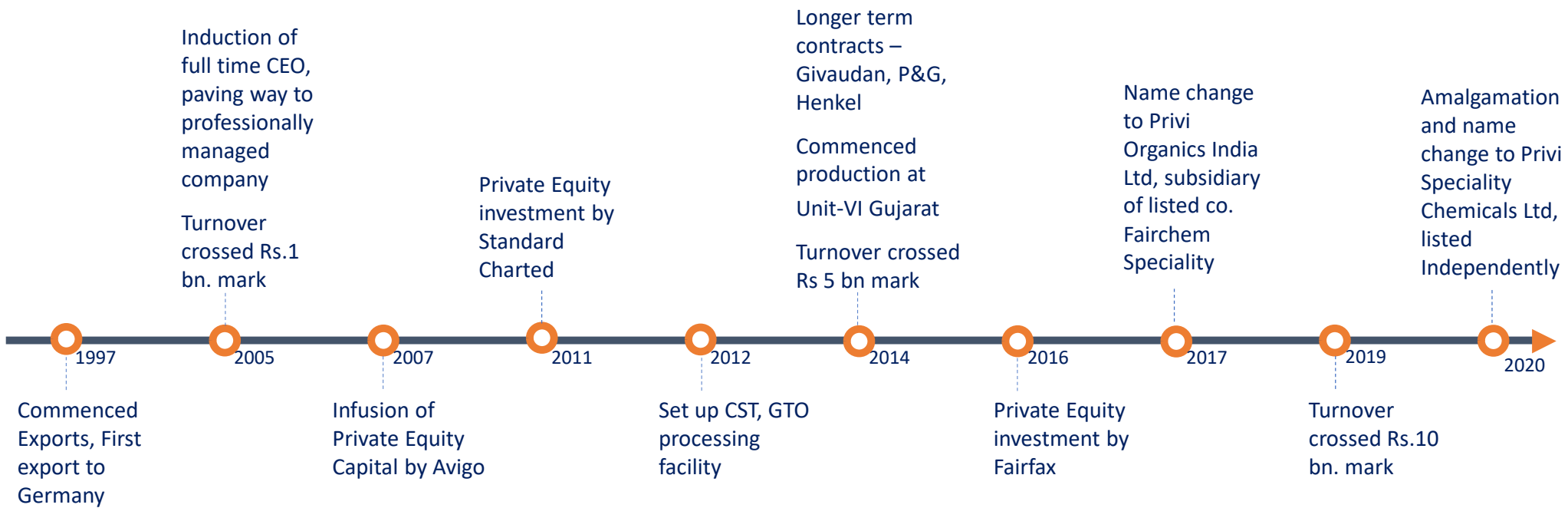
PRIVI SPECIALITY CHEMICALS LIMITED



Key Milestones



PRIVI SPECIALITY CHEMICALS LIMITED



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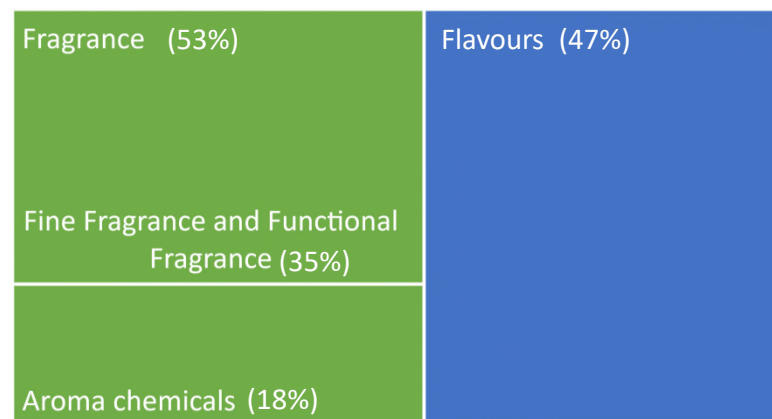
Industry Overview



PRIVI SPECIALITY CHEMICALS LIMITED

- Privi operates in Aroma chemicals (Fragrance Ingredients) market which is a part Flavour and Fragrance (F&F) Industry
- Global F&F market size is about USD 30.4 Bn
- Fragrance accounts for about USD 16.1 Bn (53%) of the total F&F market
- Within Fragrance, Aroma chemicals market size is about USD 5.5 Bn
- The Aroma chemicals market is expected to grow at an compounded annual growth rate of 5.8% from 2020 to 2027 (value based).
- Rising importance of personal hygiene and grooming is expected to remain one of the key driver of growth
- Rapid urbanisation coupled with increased consumer spending has led to augmented demand with fragrance being a prominent factor

USD 30.4 Bn Flavour and Fragrance Market



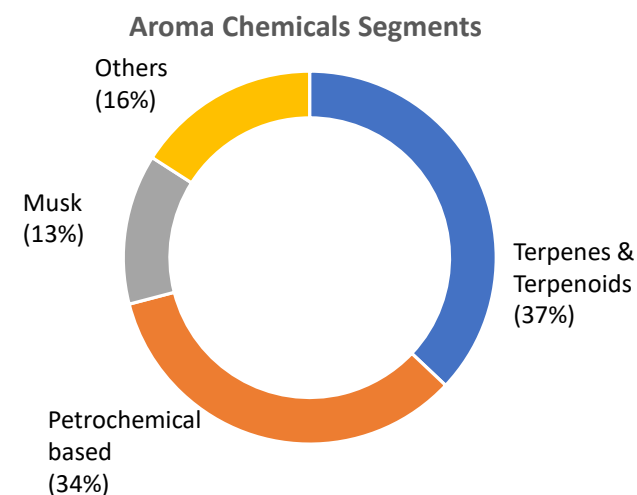
Source: Grand View Research and Company's internal estimates

Industry Overview



PRIVI SPECIALITY CHEMICALS LIMITED

- Terpenes & Terpenoids possess effective medicinal properties, such as antiseptic, anti-carcinogen, and anti-microbial properties
- Musk chemicals find scope in different applications, such as soap, detergents, cosmetics and personal care, food, and household products.
- COVID 19 has caused change in lifestyle necessitating increased hand washing frequencies, better hygiene in general – including more cleaning of floors, more frequent washing of clothes etc.
- The global perfume market size was valued at USD 32 billion in 2018 and is expected to expand at a CAGR of 3.9% from 2019 to 2025
- Increased working-class population in developing economies like China and India is expected to enhance the scope of personal care products including perfumes and deodorants.

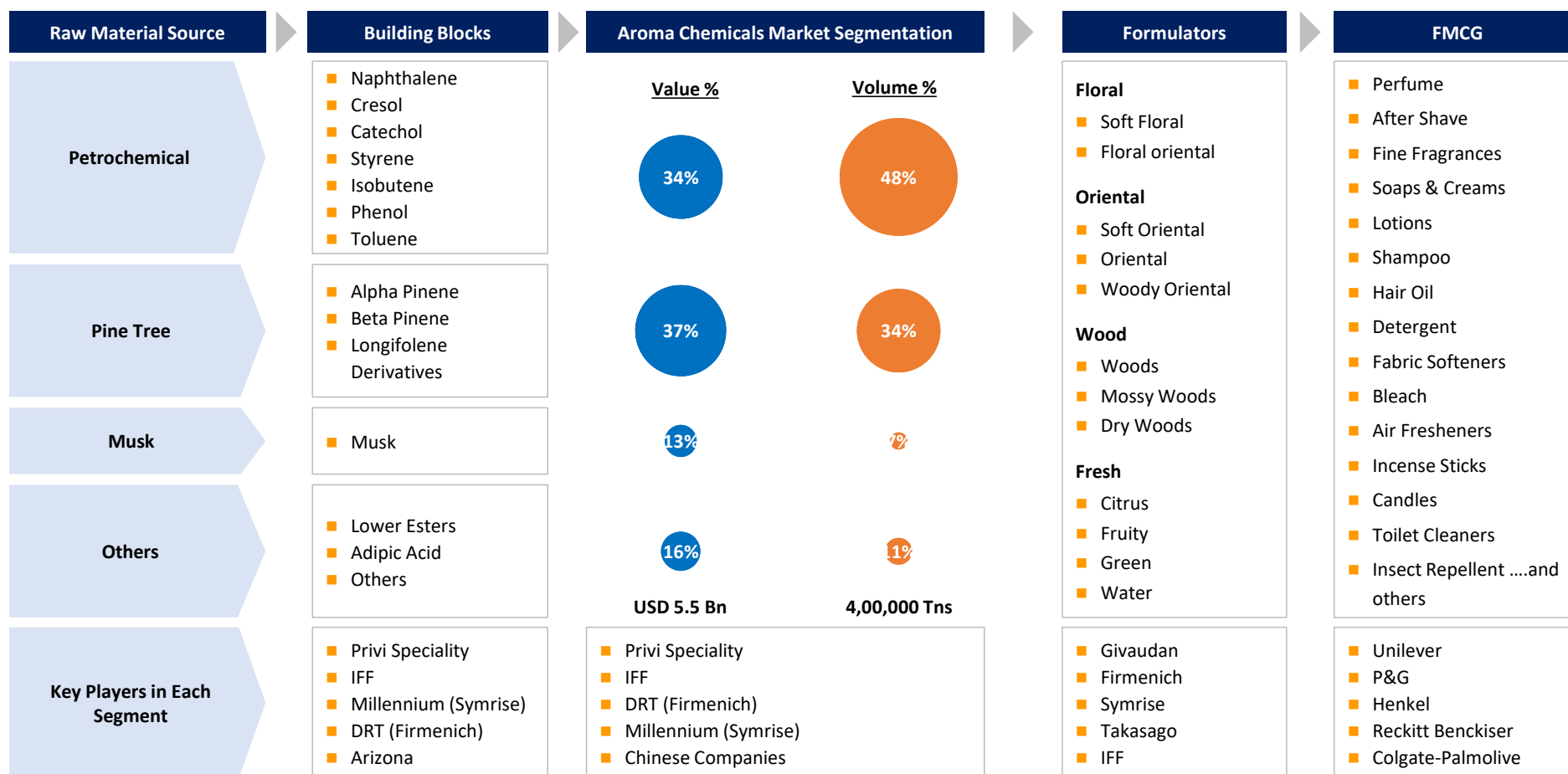


Source: Grand View Research and Company's internal estimates

Aroma Chemicals Value Chain



PRIVI SPECIALITY CHEMICALS LIMITED



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Product Segment



PRIVI SPECIALITY CHEMICALS LIMITED

PINENE



- Dihydromyrcenol
- Amber Fleur
- Pine Oil
- Terpineol
- Terpinen-4-ol

PHENOL



- Ortho Tertiary Butyl Cyclo Hexyl Acetate
- Para Tertiary Butyl Cyclo Hexyl Acetate

CITRAL



- Cyclocitral
- Citronellal
- Citronellol
- Citronellyl Nitrile
- Timber Touch & Forte

SPECIALITY



- Damascones
- Sandal Products
- Ionones
- Nimberol

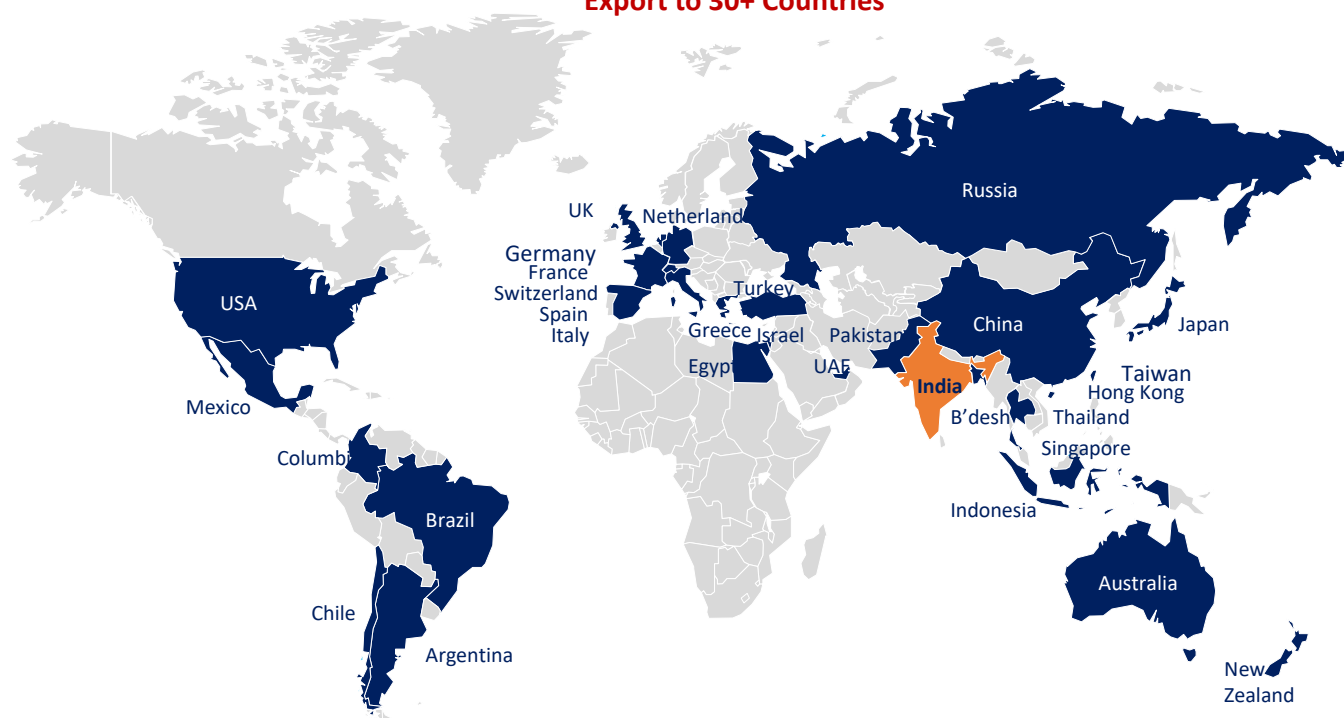
In Privi's product portfolio, Pinene segment forms the major part of sales. Approximately 70% of the sales comes from Pinene segment

Sales Geography



PRIVI SPECIALITY CHEMICALS LIMITED

Export to 30+ Countries



Global Delivery Capabilities

Stocking Points

- ❖ India
- ❖ Rotterdam (Netherland)
- ❖ New Jersey (USA)

Distribution Points

- ❖ Singapore (Asia Pacific)
- ❖ Shanghai (Asia Pacific)
- ❖ Grasse (Europe)
- ❖ Milano (Europe)
- ❖ Manchester (Europe)
- ❖ Mexico (LATAM)
- ❖ Brazil (LATAM)

SMOI/JIT

- ❖ Geneva (Switzerland)

Key Strengths



PRIVI SPECIALITY CHEMICALS LIMITED



Sustainability



PRIVI SPECIALITY CHEMICALS LIMITED



We contribute towards the skill development of the people in the surrounding villages so that they can obtain employment to secure their source of income.



We focus on improving the health care facilities in the nearby areas by arranging health check-up camps, distributing free medicines, building gymnasiums, spreading health awareness, as well as providing safe drinking water, etc



Augmenting the education system with focus on digital education – we focus on digital education at Zila Parishad Schools by providing them the requisite software



We provide assistance in the construction and repair of toilets in the surrounding areas & works to create awareness about hygiene



We believe in remaining one step ahead in the efforts of conserving natural resources, recycle & reuse of materials, and creating waste to wealth.



We ensure that all our operations, effluents, discharges are properly treated, controlled, and meeting legal norms. We also work on implementing advanced technologies to reduce the emissions

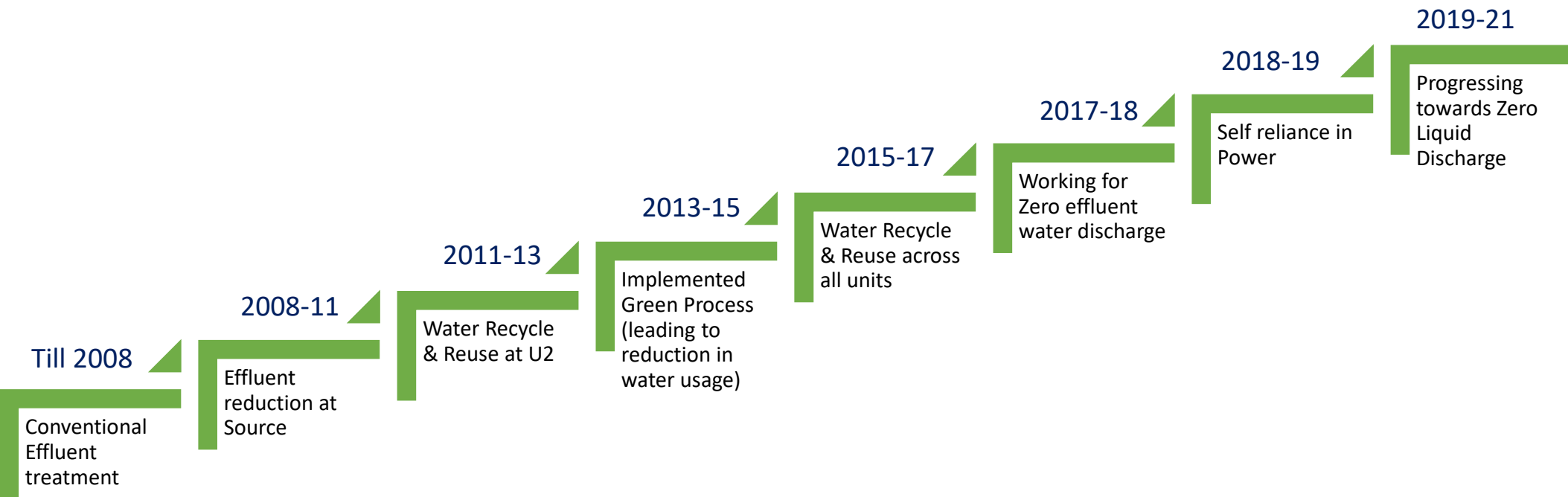


We have been planting a large number of trees in our vicinity as well as on land taken on lease specifically for creating natural habitat for the growth of flora and fauna and maintenance of ecological balance.

Sustainability



PRIVI SPECIALITY CHEMICALS LIMITED



Corporate Social Responsibility



PRIVI SPECIALITY CHEMICALS LIMITED



Education



- Facilitating education of school children from underprivileged families.
- Distribution of stationery, syllabus books, and learning materials.
- Enhancing scholastic performance.
- Setting up toy libraries in Balwadi.
- Enriched education through multimedia and mobile exhibition



Healthcare



- Health check-up camps, blood donation camps and cataract operation camps.
- Aid and assistance in the area of medical research.
- Diet and nutritional counselling for expectant and new mothers.
- Safe drinking water for children and communities.
- Distribution of clothes, blankets and other necessities to shelter from weather extremities



Environment



- Plantation of trees.
- Cleaning drives and sanitization practices.
- Solar lights for school and communities.
- Conserving the ecosystem.

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Infrastructure

- OPTIMUM PRODUCTION CAPACITY - 37,000 MTPA
- CST PROCESSING CAPACITY - 36,000 MTPA
- TOTAL PLANT AREA - 226,500 Sq mt
- TOTAL REACTION CAPACITY - 500 KL
- TOTAL DISTILLATION CAPACITY - 900 KL/Day
- BLENDING CAPACITY - 500 KL
- STEAM GENERATION - 78 Tons/Hour
- CONNECTED POWER - 13,400 KVA
- GENERATOR BACK-UP - 5 085 KVA
- EFFLUENT TREATMENT PLANT CAPACITY - 650 M3/Day



Unit 1 and 3



PRIVI SPECIALITY CHEMICALS LIMITED

Unit 1 - Amber Fleur

Unit 3 - Pine oil and Terpineol



Unit 2



PRIVI SPECIALITY CHEMICALS LIMITED

Unit 2 is the largest unit of Privi. Products like DHMOL, Citral based and speciality products are manufactured at this site. It also houses the Crude sulphated turpentine and Gum turpentine processing facility (Single largest refinery globally).

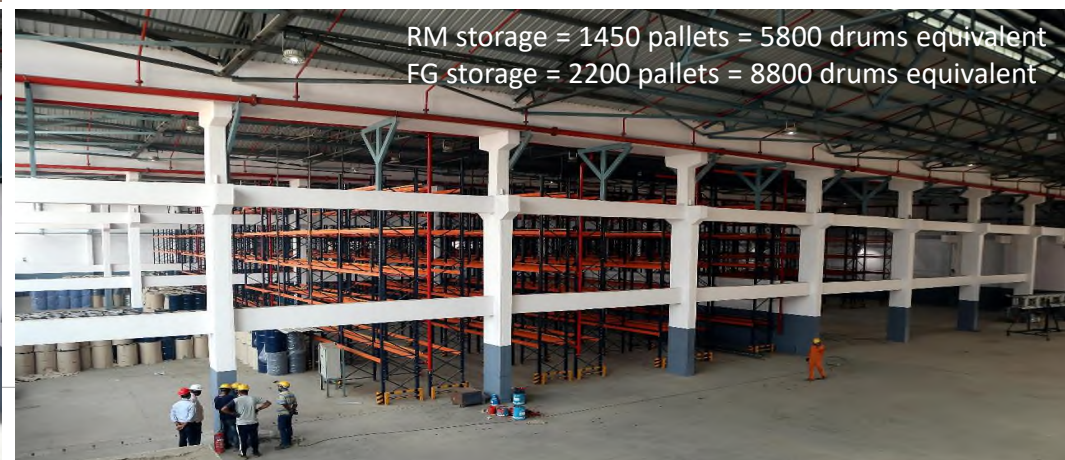


Unit 10



PRIVI SPECIALITY CHEMICALS LIMITED

Unit 10 is the newly constructed Supply chain excellence centre. Raw materials and Finished goods are stored here.



Ongoing Projects



PRIVI SPECIALITY CHEMICALS LIMITED

GALAXMUSK



Capacity -4800 TPA

Start - April 2022

Location - Jhagadia, Gujarat

CAMPHOR



Capacity – 4800 TPA

Start – April 2022

Location - Mahad, Maharashtra

PRIONYL



Capacity – 120 TPA

Start – April 2022

Location - Mahad, Maharashtra

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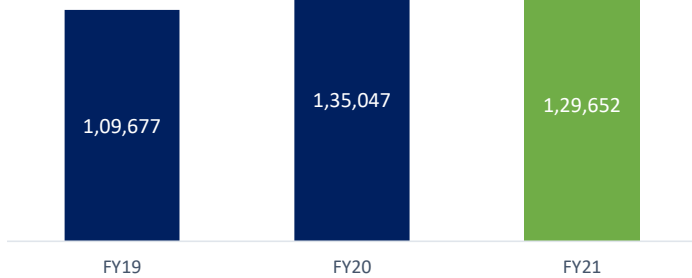
Financial Highlight



PRIVI SPECIALITY CHEMICALS LIMITED

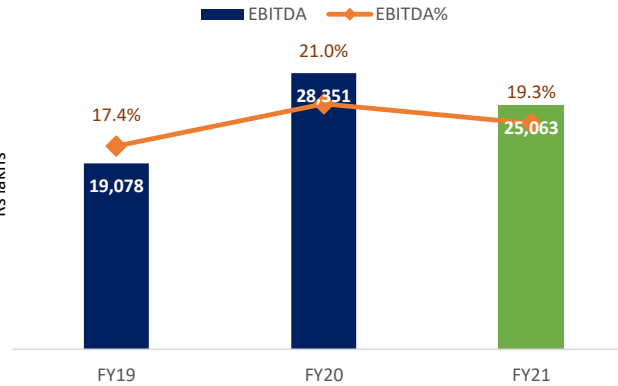
Revenue

Rs lakhs



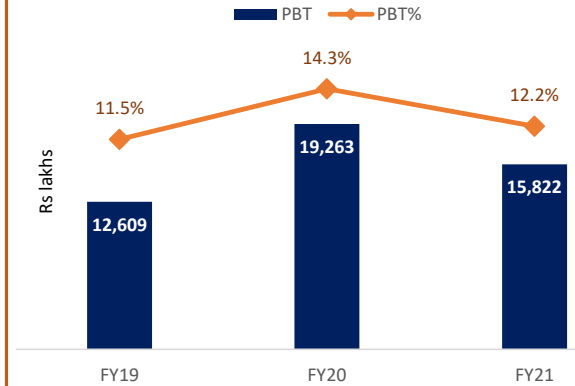
EBITDA

Rs lakhs



PBT

Rs lakhs



Financial Highlight



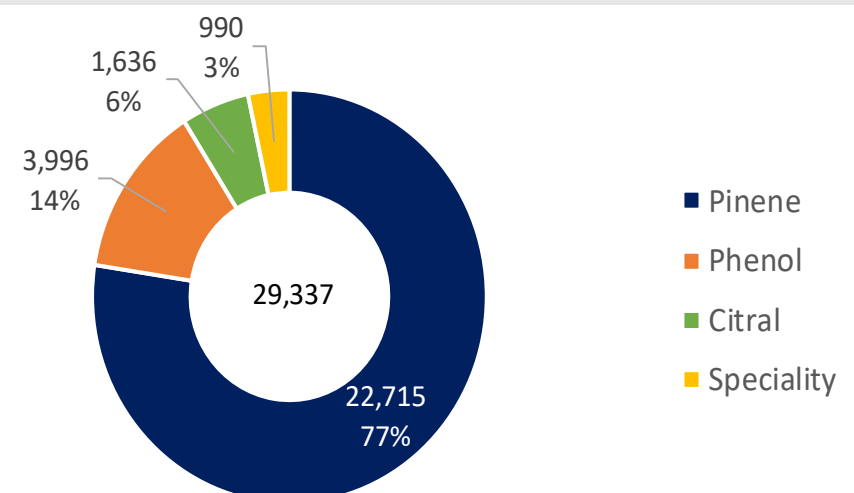
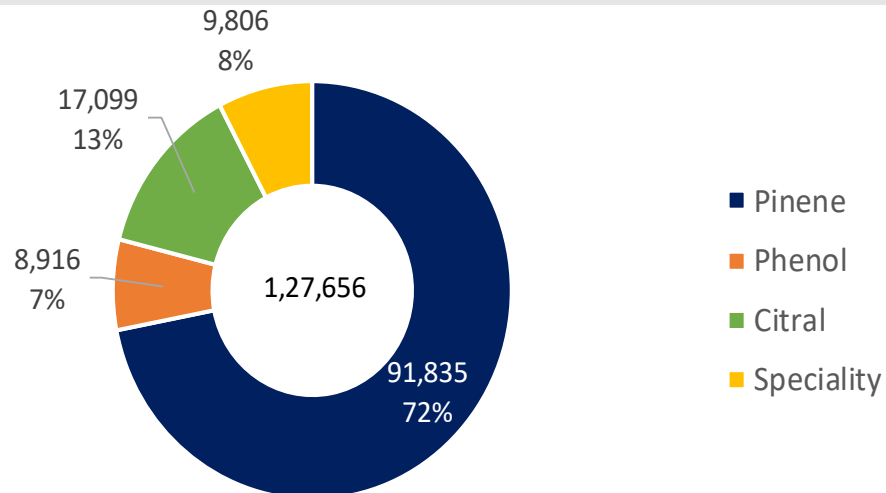
PRIVI SPECIALITY CHEMICALS LIMITED

Figures in Rs lakhs

Figures in Tons

Sales breakup - Segment wise

Volume breakup - Segment wise

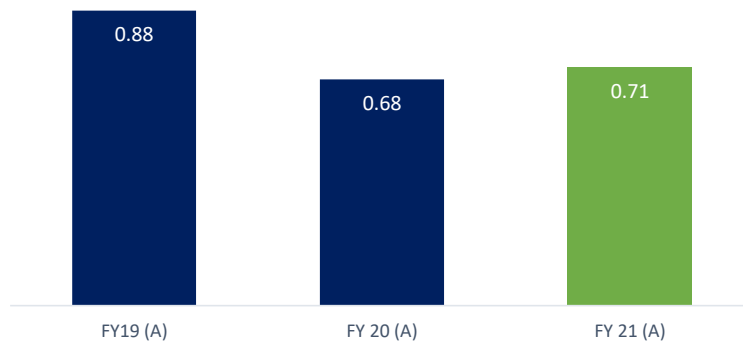


Financial Highlight

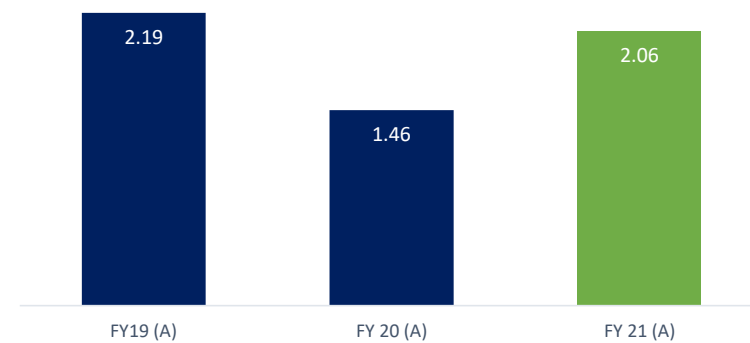


PRIVI SPECIALITY CHEMICALS LIMITED

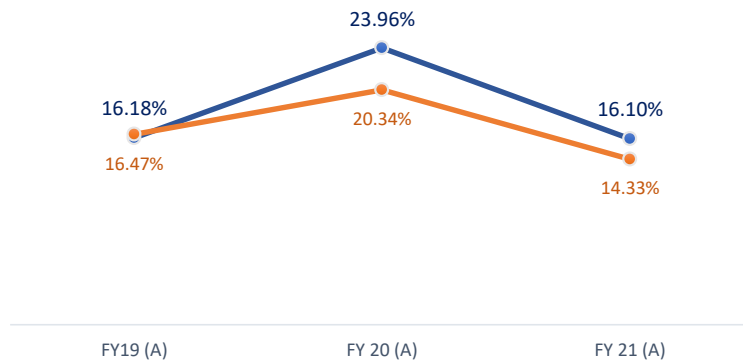
Net Debt/Equity



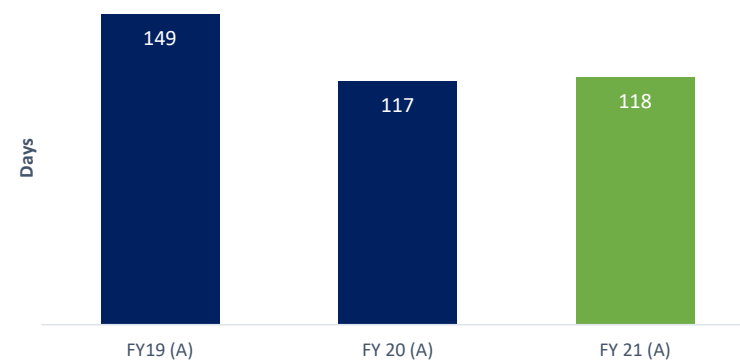
Net Debt/EBITDA



—●— ROE —●— ROCE



Cash Conversion Days



Income Statement



PRIVI SPECIALITY CHEMICALS LIMITED

Figures in Rs lakhs

Description	FY 18-19	FY 19-20	FY 20-21
Revenue	1,09,117	1,32,411	1,27,656
Other income	560	2,636	1,996
Total Income	1,09,677	1,35,047	1,29,652
Cost of goods sold	66,161	80,313	75,109
Employee benefits expense	5,610	6,503	6,987
Finance cost	2,328	3,411	2,141
Depreciation and amortisation expense	4,141	5,677	7,100
Other expenses	19,734	23,879	24,802
Total Expenses	97,973	1,19,784	1,16,139
Profit before exceptional item & tax	11,704	15,263	13,513
Exceptional income	905	4,000	2,309
Profit before tax	12,609	19,263	15,822
Tax expense	4,961	4,660	4,132
Net Profit for the period	7,648	14,603	11,690
Other comprehensive income /(Loss)	5	63	-58
Total comprehensive Income	7,653	14,666	11,633

Balance Sheet



PRIVI SPECIALITY CHEMICALS LIMITED

Figures in Rs lakhs

Description	FY 18-19	FY 19-20	FY 20-21
ASSETS			
Non-current assets			
Property, plant and equipment	37,374	55,929	56,021
Capital Work in Progress	9,378	3,027	17,445
Right to use assets	870	3,187	3,052
Intangible assets	0	701	713
Intangible assets under development		20	14
Financial assets			
Loans	806	817	993
Other financial assets	326	135	93
Income tax assets (net)	1,157	1,160	1,157
Other non-current assets	742	624	4,518
Total Non-Current Assets	50,651	65,600	84,005
Current assets			
Inventories	33,023	32,871	34,253
Financial assets	0	105	0
Investments	0	105	0
Trade receivables	29,856	22,890	23,904
Cash and cash equivalents	1,624	8,472	1,545
Bank balances	671	360	429
Other current assets	7,972	8,071	9,885
Total current assets	73,145	72,769	70,016
TOTAL ASSETS	1,23,797	1,38,369	1,54,021

Description	FY 18-19	FY 19-20	FY 20-21
EQUITY AND LIABILITIES			
EQUITY			
Equity share capital	1	3,906	3,906
Other equity	47,304	57,299	68,346
Total equity	47,305	61,205	72,252
LIABILITIES			
Non-current liabilities			
Borrowings	17,254	23,191	33,616
Provisions	960	1,292	1,468
Deferred tax liabilities (net)	1,652	1,343	1,326
Total non-current liabilities	19,865	25,826	36,410
Current Liabilities			
Financial liabilities			
i) Borrowings	23,999	25,539	16,433
ii) Trade payables	18,385	14,972	16,739
iii) Other financial liabilities	11,162	9,495	10,538
iv) Lease liabilities		80	156
Other current liabilities	529	406	431
Provisions	94	102	136
Current tax liabilities (net)	2,457	743	925
Total current liabilities	56,626	51,337	45,359
Total Liabilities	76,491	77,164	81,769
Total Equity and Liabilities	1,23,797	1,38,369	1,54,021

Cashflow Statement



PRIVI SPECIALITY CHEMICALS LIMITED

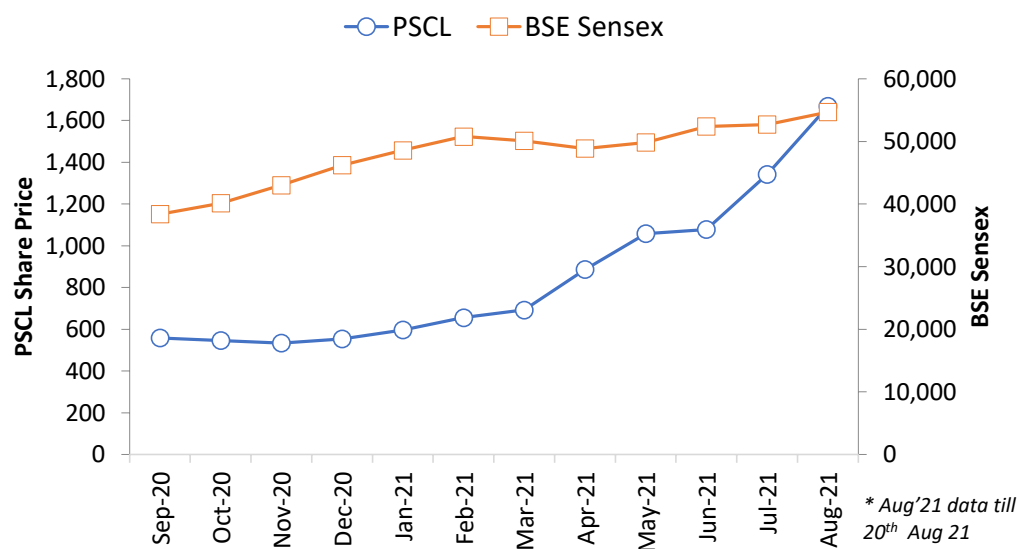
Figures in Rs lakhs

Description	FY 18-19	FY 19-20	FY 20-21
Profit before tax	12,609	19,263	15,822
Depreciation and amortisation	4,141	5,677	7,100
Interest expense	2,328	3,334	2,093
Other non-cash, non-operating items	303	-1,127	1,317
Taxes paid	-2,526	-6,655	-3,968
Cash flow before working capital changes	16,855	20,492	22,364
(Incr) / Decr in inventories	-12,674	152	-1,381
(Incr) / Decr in trade receivables	-9,777	8,061	-1,671
(Incr) / Decr in loans and advances	-3,835	-105	-1,939
(Decr) / Incr in trade payables	6,504	-5,087	1,857
(Decr) / Incr in other liabilities	1,602	-1,907	-2,020
Cash flow from operating activities	-1,324	21,606	17,210
(Purchase) / Sale of fixed assets (net)	-15,149	-18,033	-24,278
Other Investing Activities	3,036	476	126
Cash flow from investing activities	-12,112	-17,557	-24,152
Proceeds/(Repayment) of borrowings	17,039	7,154	3,033
Other financing activities	-3,189	-4,355	-3,017
Cash flow from financing activities	13,850	2,799	15
Net cash inflow / (outflow)	413	6,848	-6,927
Cash and cash equivalents at the beginning of the year	1,210	1,624	8,472
Cash and cash equivalents at the end of the year	1,624	8,472	1,545

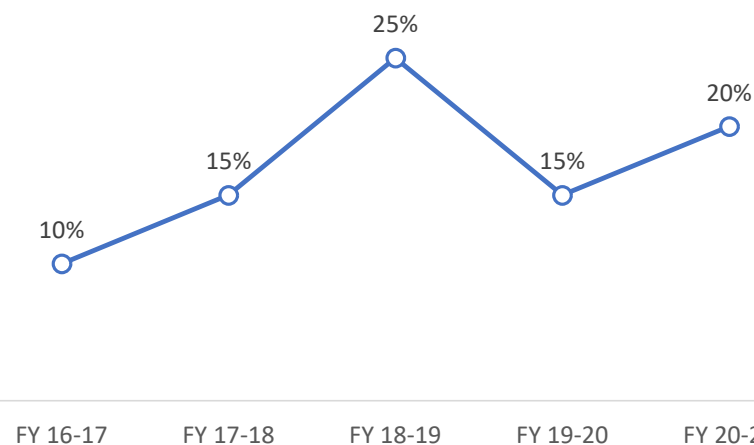
Capital Market



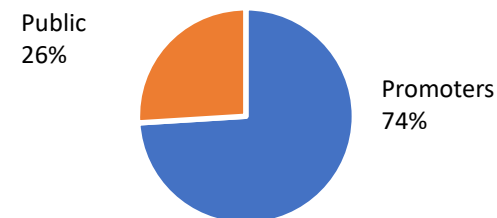
PRIVI SPECIALITY CHEMICALS LIMITED



Dividend Percentage



Shareholding



Price Data	INR
Face Value	10
Market Price (20 th Aug 21)	1528.80
52 Week H/L	1,950.20 / 505.00
Market Cap (Rs lakhs)	5,97,191
Equity Shares Outstanding (#)	3,90,62,706



DISCLAIMER

“This Presentation, except for the historical information, may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of Privi Speciality Chemicals Limited, its direct and indirect subsidiaries and its associates. Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand / supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors. You are urged to view all statements contained herein with caution. Privi Speciality Chemicals Limited does not undertake any obligation to update or revise forward look statements, whether as a result of new information, future events or otherwise”