



Excel Industries Ltd.



IS/ISO9001:2015
IS/ISO14001:2015
IS18001:2007
Certified by BIS.

18th May, 2023

BSE Ltd.
Listing Department,
Pheeroze Jeejeebhoy Towers,
Dalal Street,
Fort,
Mumbai-400 001

National Stock Exchange of India Ltd.
Listing Department,
Exchange Plaza,
Bandra-Kurla Complex, Bandra (E),
Mumbai-400 051

Sub: Investor Presentation

Ref: BSE Scrip Code: 500650; NSE Scrip Code: EXCELINDUS

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Company's Financial Performance for the fourth quarter and financial year ended March 31, 2023. The Investor Presentation will also be available on the website of the Company i.e. www.excelind.co.in

We request you to take the above information on record.

Kindly take the information on record.

Thanking you,

Yours faithfully,

For Excel Industries Limited

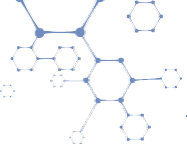
S K Singhvi
Company Secretary
Encl: As above



EXCEL INDUSTRIES LIMITED

Q4 & FY23 INVESTOR PRESENTATION



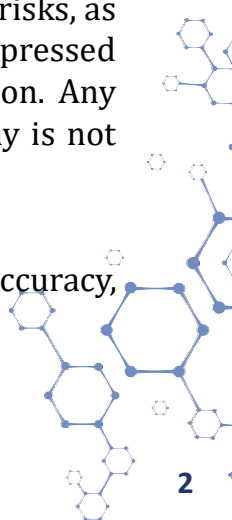


This presentation and the accompanying slides (the “Presentation”), which have been prepared by Excel Industries Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



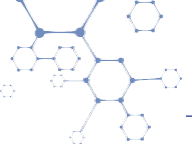
Q4 & FY23 Financial Performance



Business Chart

160
140
120
100
80
60

W33 W34 W35 W38 W39 W40



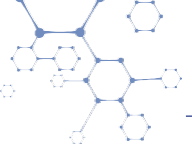
Q4 & FY23 Results Highlights (Standalone)



Q4 FY23			FY23		
₹ 226 Cr	₹ 11 Cr	₹ 2 Cr	₹ 1090 Cr	₹ 127 Cr	₹ 78 Cr
Revenue	EBITDA	PAT	Revenue	EBITDA	PAT

- The company achieved a revenue of **Rs 226 Cr** for Q4 FY 23 and **Rs 1090 Cr** for FY23. This has been in the backdrop of reduction in realizations and headwinds in International business.
- Export market contributed **20 % and 21 %** of the total revenue during the Q4 & FY23 respectively.
- EBITDA margins stood at **5 % for Q4 FY 23 and 12 % for FY23**. Margins in Q4 have declined over the previous quarter due to reduction in sales realizations, headwinds in Exports volumes and also due to temporary mismatch in the sales prices and input material cost.
- PAT margin for the quarter was at **1.0 % for Q4 and 7.2 % for FY23**.
- The Company has given closure notice of MSW processing plant to Ahmedabad Municipal Corporation effective from 1st Oct 23. Impairment provision of Rs 1.25 Cr has been accounted for in the ENBT segment.
- We continue to diversify our product portfolio and sharpen our R&D focus for creating sustainable growth

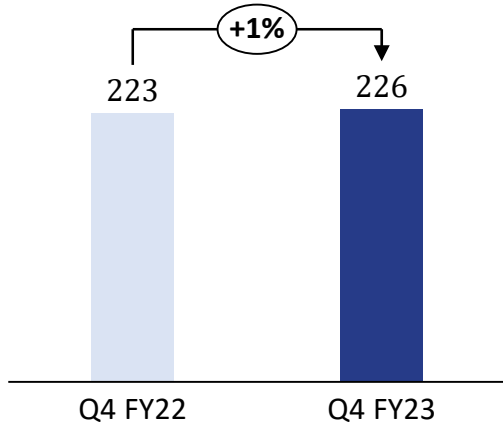




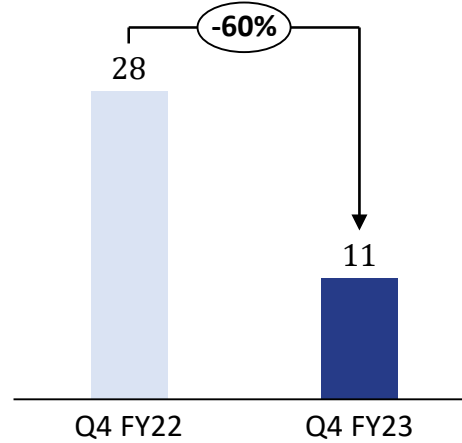
Standalone performance in Q4FY23



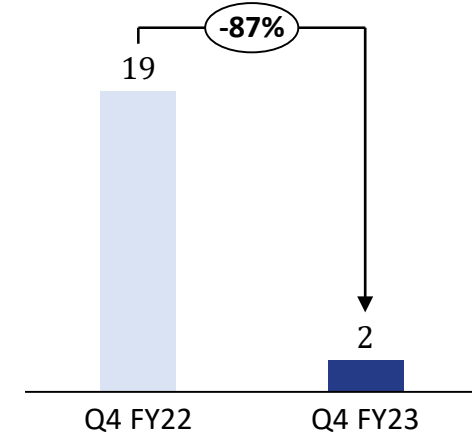
Revenue (Rs in Crs)



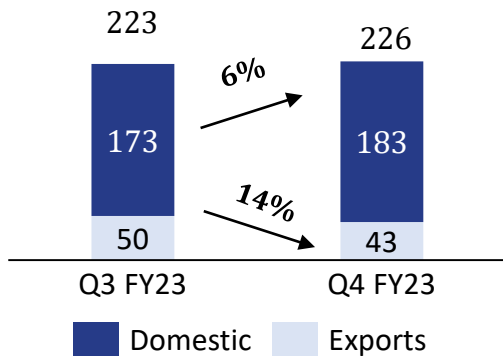
EBITDA (Rs in Crs)



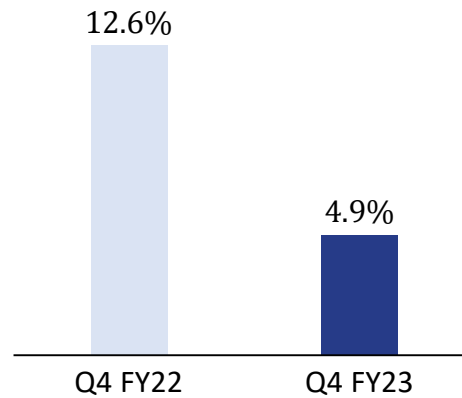
PAT (Rs in Crs)



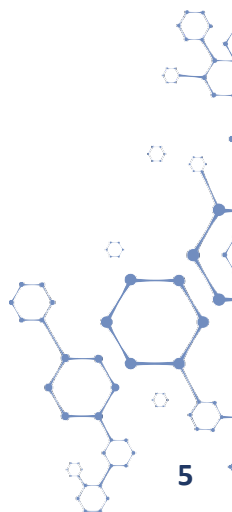
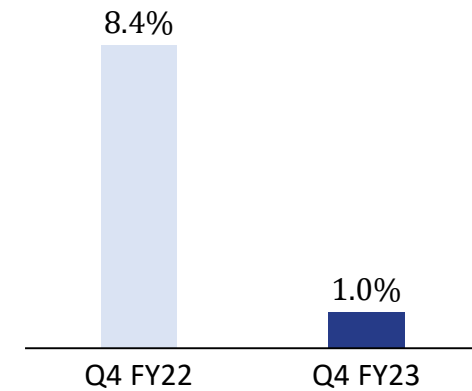
Revenue Profile (Rs in Crs)

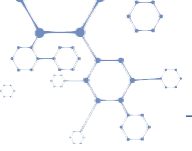


EBITDA Margin (%)



PAT Margin (%)

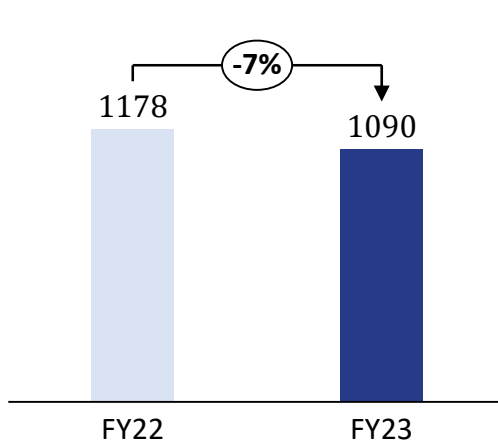




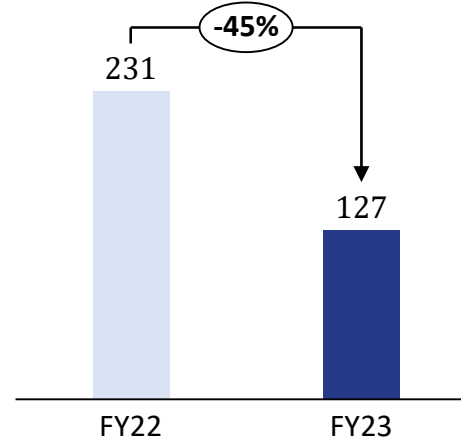
Standalone performance in FY23



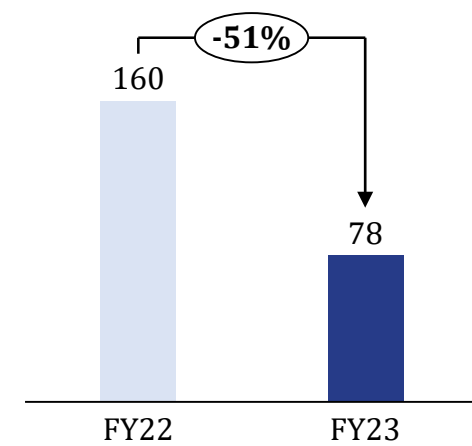
Revenue (Rs in Crs)



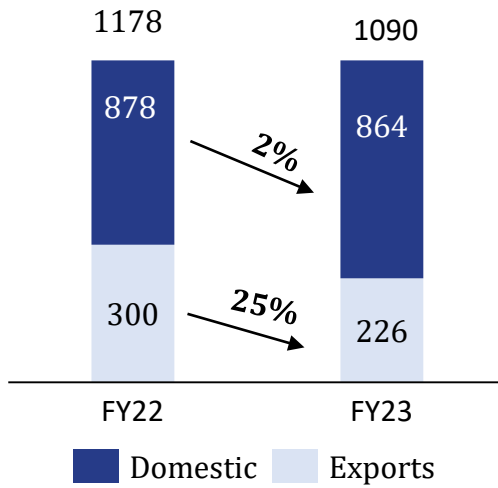
EBITDA (Rs in Crs)



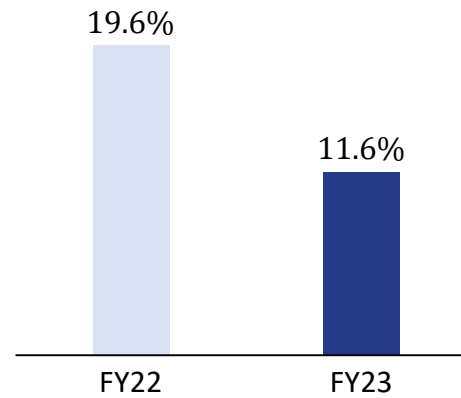
PAT (Rs in Crs)



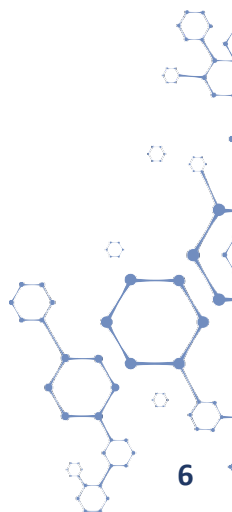
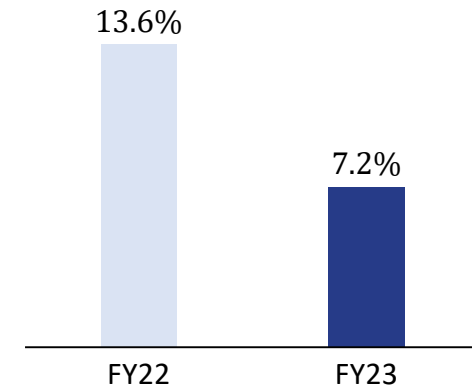
Revenue Profile (Rs in Crs)



EBITDA Margin (%)



PAT Margin (%)



Standalone Profit and loss Statement



Particulars (₹.Cr.)	Q4 FY23	Q3 FY23	Q-o-Q	Q4 FY22	Y-o-Y	FY23	FY22	Y-o-Y
Revenue from Operations	226.1	223.0	1.4%	364.7	-38.0%	1089.8	1178.0	-7.5%
Cost of goods sold	140.0	120.4		202.0		630.8	606.9	
Gross Profit	86.1	102.5	-16.0%	162.7	-47.1%	459.0	571.1	-19.6%
Gross Margin (%)	38.1%	46.0%		44.6%		42.1%	48.5%	
Employee Expenses	24.4	26.2		28.8		104.9	106.2	
Other Expenses	50.7	48.3		67.1		227.2	234.5	
EBITDA	11.0	28.1	-60.9%	66.8	-83.6%	126.9	230.5	-44.9%
EBITDA Margin (%)	4.9%	12.6%		18.3%		11.6%	19.6%	
Other Income	2.6	1.8		1.1		10.6	14.2	
Depreciation	7.8	7.9		7.7		31.4	30.7	
EBIT	5.7	22.1	-74.2%	60.2	-90.5%	106.1	214.0	-50.4%
EBIT Margin (%)	2.5%	9.9%		16.5%		9.7%	18.2%	
Finance Cost	0.4	0.4		0.4		2.2	1.9	
Profit before Tax	5.3	21.8	-75.6%	59.7	-91.1%	104.0	212.1	-51.0%
Profit before Tax(%)	2.4%	9.8%		16.4%		9.5%	18.0%	
Tax	3.0	3.0		15.0		25.5	51.9	
Profit After Tax	2.3	18.7	-87.5%	44.7	-94.8%	78.5	160.2	-51.0%
PAT Margin (%)	1.0%	8.4%		12.3%		7.2%	13.6%	
Earnings per share (EPS) (Rs.)	1.9	14.9		35.6		62.4	127.4	

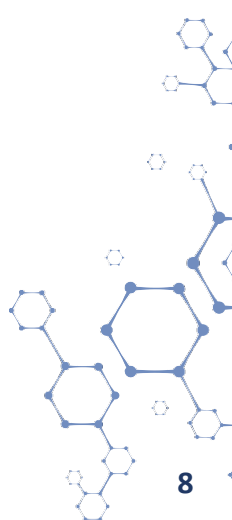


Standalone Balance Sheet



Assets (₹.Cr.)	FY23	FY22
Non-Current Assets		
Property, plant and equipment	386.1	384.6
Right-of-use assets	21.5	22.2
Capital work-in-progress	19.3	21.2
Investment properties	0.8	0.8
Goodwill	18.9	18.9
Other intangible assets	0.3	0.3
Financial assets		
(i) Investments in subsidiaries and joint venture	4.2	4.2
(ii) Other Investments	301.8	281.7
(iii) Loans	0.0	0.0
(iv) Other financial assets	7.9	6.3
Non-current tax assets (net)	20.5	17.8
Other non-current assets	1.6	1.2
Total Non-Current Assets	783.0	759.3
Current Assets		
Inventories	131.4	165.2
Financial assets		
(i) Investments	53.0	9.1
(ii) Trade receivables	156.5	199.2
(iii) Cash and cash equivalents	3.3	28.4
(iv) Bank balances other than Cash and cash equivalents	83.2	37.5
(v) Loans	0.2	0.3
(vi) Other financial assets	6.4	2.4
Other current assets	7.8	30.3
Total Current Assets	441.8	472.4
Total Assets	1224.8	1231.8

Equity & Liabilities (₹.Cr.)	FY23	FY22
Equity		
Equity share capital	6.3	6.3
Other equity	985.4	926.4
Total Equity	991.7	932.7
Liabilities		
Non-current liabilities		
Financial liabilities		
(i) Lease liabilities	1.8	1.8
Employee benefit obligations	13.1	14.2
Deferred tax liabilities (net)	95.1	80.8
Total Non-Current Liabilities	110.0	96.8
Current liabilities		
Financial liabilities		
(i) Borrowings	0.9	5.2
(ii) Trade payable		
(a) total outstanding dues of micro and small enterprises	6.8	14.3
(b) total outstanding dues other than (ii) (a) above	100.0	166.1
(iii) Lease liabilities	0.0	0.4
(iv) Other financial liabilities	5.5	4.6
Employee benefit obligations	5.0	5.1
Current tax liabilities (net)	0.5	2.9
Other current liabilities	4.3	3.6
Total Current Liabilities	123.0	202.3
Total Equity and Liabilities	1224.8	1231.8



Consolidated Profit and loss Statement



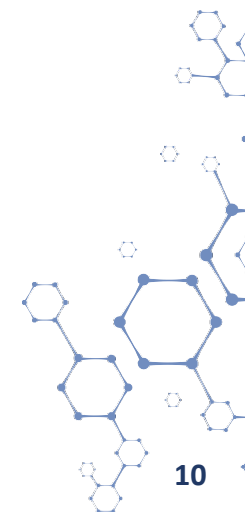
Particulars (₹.Cr.)	Q4 FY23	Q3 FY23	Q-o-Q	Q4 FY22	Y-o-Y	FY23	FY22	Y-o-Y
Revenue from Operations	226.1	223.0	1.4%	364.7	-38.0%	1089.8	1178.0	-7.5%
Total Revenue	226.1	223.0	1.4%	364.7	-38.0%	1089.8	1178.0	-7.5%
Cost of goods sold	140.0	120.4		202.0		630.8	606.9	
Gross Profit	86.1	102.5	-16.0%	162.7	-47.1%	459.0	571.1	-19.6%
Gross Margin (%)	38.1%	46.0%		44.6%		42.1%	48.5%	
Employee Expenses	24.4	26.2		28.8		104.9	106.2	
Other Expenses	50.7	48.3		67.1		227.3	234.5	
EBITDA	11.0	28.1	-61.0%	66.8	-83.6%	126.8	230.4	-45.0%
EBITDA Margin (%)	4.8%	12.6%		18.3%		11.6%	19.6%	
Other Income	2.6	1.9		1.2		12.9	15.6	
Depreciation	7.8	7.9		7.7		31.4	30.7	
EBIT	5.5	22.1	-75.3%	60.2	-91.0%	107.9	215.4	-49.9%
EBIT Margin (%)	2.4%	9.9%		16.5%		9.9%	18.3%	
Finance Cost	0.4	0.4		0.4		2.2	1.9	
Share of net profit/ (loss) of associate	-0.3	-0.1		0.0		-0.4	0.0	
Profit before Tax	5.1	21.7	-76.7%	59.8	-91.5%	105.8	213.5	-50.4%
Profit before Tax(%)	2.2%	9.7%	-77.0%	16.4%	-86.4%	9.7%	18.1%	-46.4%
Tax	2.9	3.0		15.0		25.8	52.3	
Profit After Tax	2.2	18.7	-88.4%	44.8	-95.2%	79.9	161.2	-50.4%
PAT Margin (%)	1.0%	8.4%	-88.6%	12.3%	-92.2%	7.3%	13.7%	-46.4%
Earnings per share (EPS) (Rs.)	1.7	14.9		35.6		63.6	128.2	

Consolidated Balance Sheet



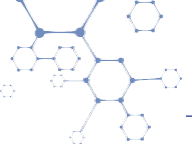
Assets (₹.Cr.)	FY23	FY22
Non-Current Assets		
Property, plant and equipment	386.1	384.6
Right-of-use assets	21.5	22.2
Capital work-in-progress	19.3	21.2
Investment properties	0.8	0.8
Goodwill	18.9	18.9
Other intangible assets	0.3	0.3
Financial assets		
(i) Investments in Joint venture and associates	0.1	0.0
(ii) Other Investments	568.1	534.7
(iii) Loans	0.0	0.0
(iv) Other financial assets	7.9	6.3
Non-current tax assets (net)	20.5	17.9
Other non-current assets	1.6	1.2
Total Non-Current Assets	1045.2	1008.2
Current Assets		
Inventories	131.4	165.2
Financial assets		
(i) Investments	56.4	12.0
(ii) Trade receivables	156.5	199.2
(iii) Cash and cash equivalents	3.6	30.3
(iv) Bank balances other than Cash and cash equivalents	83.4	37.7
(v) Loans	1.2	1.3
(vi) Other financial assets	6.5	2.4
Other current assets	8.4	30.4
Total Current Assets	447.4	478.5
Total Assets	1492.6	1486.6

Equity & Liabilities (₹.Cr.)	FY23	FY22
Equity		
Equity share capital	6.3	6.3
Other equity	1235.5	1143.1
Total Equity	1241.7	1149.3
Liabilities		
Non-current liabilities		
Financial liabilities		
(i) Lease liabilities	1.8	1.8
Employee benefit obligations	13.1	14.2
Deferred tax liabilities (net)	112.5	118.8
Total Non-Current Liabilities	127.5	134.8
Current liabilities		
Financial liabilities		
(i) Borrowings	0.9	5.2
(ii) Trade payable		
(a) total outstanding dues of micro and small enterprises	6.8	14.3
(b) total outstanding dues other than (ii) (a) above	100.1	166.1
(iii) Lease liabilities	0.0	0.4
(iv) Other financial liabilities	5.5	4.6
Employee benefit obligations	5.0	5.1
Current tax liabilities (net)	0.8	3.1
Other current liabilities	4.3	3.6
Total Current Liabilities	123.4	202.5
Total Equity and Liabilities	1492.6	1486.6



Excel Industries Ltd.
Pioneer in Chemical and Environment Management business





Excel Industries Limited



Chemicals



→ Agrochem Intermediates

→ Specialty Chemicals

→ Polymer Additives

→ Pharmaceuticals Intermediates & API

Environment & Biotech



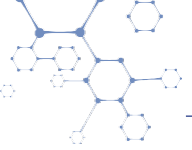
← Organic Waste Management Composting & Biogas

← Municipal Solid Waste Management

← Plastic Waste Management

← Construction & Demolition Waste Management





Chemicals

01

Agrochemical intermediates

- P2S5, PCI3, PCI5, PSCI3, DETC, DMTC, DMPAT, NaTCP

02

Speciality Chemicals

- HEDP, ATMP, DTPMP, Acetyl Chloride, Specialty mining additives, Phenolic & Non-Phenolic Biocides, Phenyl Hydrazine

03

Polymer Additives

- Property modifiers and functional additives

04

Pharma Intermediates & API

- Febuxostat, Teneligliptin API and Butaphosphan

ENVIRON - BIOTECH

01

Integrated MSW

- Manufacturing of Compost, Refuse derived fuel (RDF), Recovery of Metals and Plastics recovery & recycling

02

Excel OWC

- The machine takes organic waste and Excel Bioculum as input and to create manure starter

03

Sanitreat

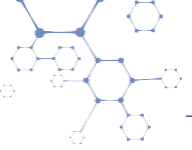
- A non hazardous mixture of mineral and herbal components that control the putrefaction process of organic waste materials

04

Bioculum

- Bioculum speeds up natural composting process and rapidly converts waste into a rich manure





... Diversified Product Applications



Agrochemical Intermediates



Corrosion Inhibitors & Chelating Agents



Polymer Aids and Property modifiers



Pharma & Veterinary



Other Organic Intermediates

Organophosphorus Insecticides and Herbicides

Water treatment

Soaps & Detergents

Oilfield and Lube additive chemicals

Mining additives

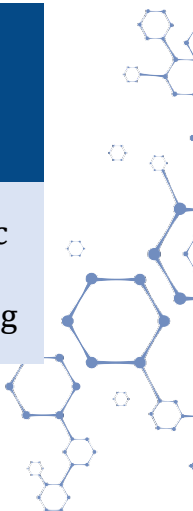
Hospital and Industrial & Institutional cleaning

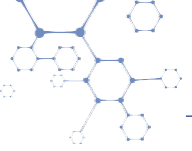
Textiles

Polymer product manufacturing or as property modifiers

API for Gout, Diabetics and veterinary nutritional supplements

Phosphorus based Organic and Inorganics for downstream manufacturing





EXCEL ORGANIC WASTE CONVERTOR

Description

- Can handle waste quantities up to 2 MT per day.
- Decentralized organic waste treatment system.
- Processes organic waste into rich compost
- Convert spoil to soil.

Product



Uses

- Residential societies
- Hotels/Restaurants
- Educational Institutes
- Omce Canteens
- Hospital Kitchen/Canteen
- Industrial Canteens
- Agriculture Markets
- Places of Worship

Process



Segregate



Input wet waste



Raw compost



Curing



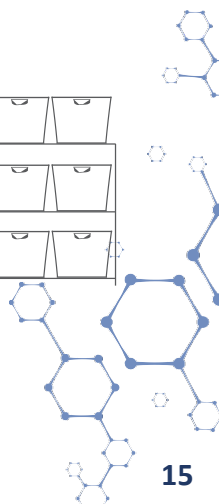
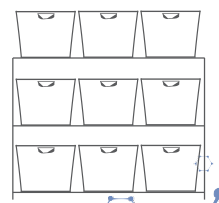
Application

EXCEL ORCO

- Convert segregated organic waste to quality compost.
- Smart, robust and efficient solution to composting needs

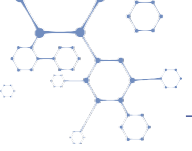


- Small Residential societies
- Cafes/Restaurants
- Corporate Omces
- Places of Worship
- Schools/Colleges
- Clubs/Resorts



Company Overview

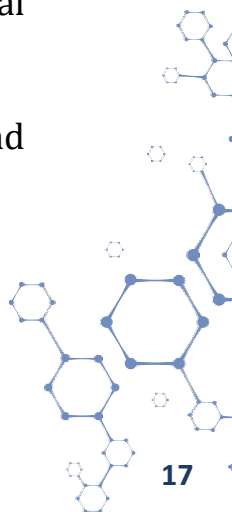




Excel Industries At Glance

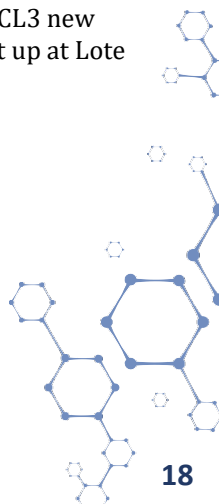
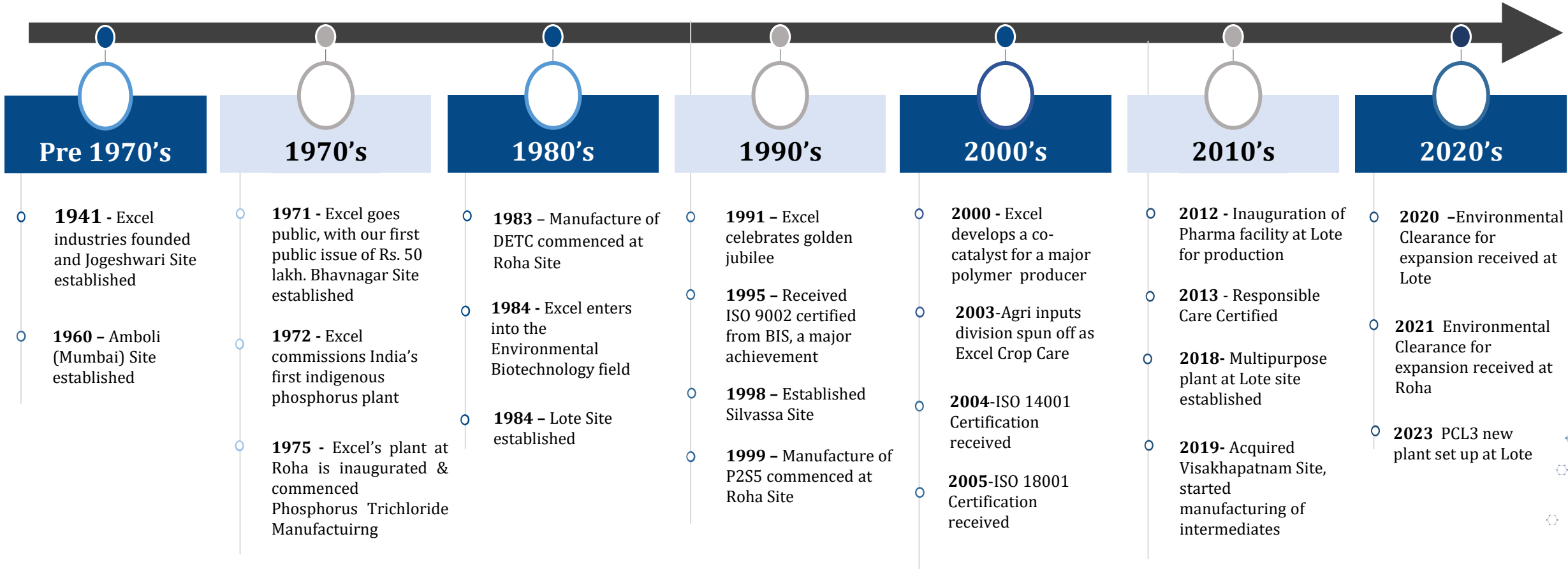


- Established in 1941 with an objective to make India self reliant in chemicals by developing indigenous chemical technologies
- Excel Industries manufactures complex products through the best-in-class technological setup
- Involved in manufacturing Agrochemical intermediates and Specialty Chemicals. Also manufactures polymer inputs, pharmaceutical intermediates and APIs (Active Pharma Ingredients)
- Pioneer in Organic Waste Management and Municipal Solid waste management in India
- Manufacturing facilities located at Roha, Lote, and Vishakhapatnam.



* figures are of FY23

Journey So Far





Mr. Ashwin C. Shroff

Executive Chairman

- He has been part of the Company since 1965 and his leadership continues to inspire the entire group to march ahead
- He has been richly recognized for his contributions to the growth of the Indian Chemical industry and received the ICC Lifetime achievement award in 2018
- He previously held the position of President for Indian Chemical Council and Chairman Environment Committee at Federation of Indian Chambers of Commerce & Industry (FICCI)



Mr. Ravi A. Shroff

Managing Director

- He is a third generation industrialist who is qualified as a Chemical Engineer with Masters in Chemistry
- His areas of strengths are Strategy, New business development, R&D and Finance
- He is currently the Managing Director of Excel Industries and also on Board of other companies
- He is well connected with Startup Ecosystems and actively participates in it
- He is also Executive Committee member of Indian Chemical Council (ICC)



Mr. Hrishit A. Shroff

Executive Director

- He is a Chartered Accountant and an alumni of Harvard Business School having completed the Owner President Management program
- Has a prior business leadership experience in Agrochemicals as Executive Director of erstwhile Excel Crop Care Ltd
- He is currently the Executive Director of Excel Industries Ltd and also on Board of other companies
- He has been heading and steering the Environment and Biotech Division in addition to Human resources and people development in the Company
- He is Co-chair of CII'S National Committee of Waste to Worth



Mr. N. R. Kannan

Chief Executive Officer

- He is holding B.Sc & B. Sc Tech (UDCT) degrees and has over 34 years of experience in Indian and MNC Chemical companies
- He worked with reputed companies such as Cibatul, Hoechst, ICI, Atul & Sanmar Speciality Chemicals
- His experience includes Production, EHS, Custom Manufacturing, Strategic procurement, Marketing & Business Development and P&L responsibility

Eminent Board



Mr. Dipesh K. Shroff

An industrialist with vast experience in the Chemicals and Agrochemicals Industries, Mr. Dipesh K Shroff serves as the Non-Executive Director, he holds diploma in civil Engineering and Owners'/ Presidents' Management Programme from Harvard Business School

Mr. Atul G. Shroff

A highly experienced Industrialist, Mr. Atul Shroff is the promoter Director of Transpek Industry Limited. He is actively involved with the Excel Group. He is part of the Board of Transchem Agritech Private Limited and Madison Investments Private Limited

Mr. Harish N. Motiwalla

Mr. Motiwalla is a Chartered Accountant and a highly respected professional in corporate India. He serves as an Independent Director for Excel Industries and also is a senior partner of H. N. Motiwalla & Co. and Chajjed & Doshi. Mr. Motiwalla has vast experience in the field of Accounting, Audit, Finance, Taxation, Corporate Governance and Company Law

Mr. Priyam S. Jhaveri

Mr. Jhaveri is an industrialist with vast experience in chemicals and textile auxiliary industry. He has been a Director of Excel Industries Limited since 20th October, 2002. Apart from serving as the Chairman and Managing Director of Phthalo Colours & Chemicals (I) Limited he also holds directorship in quite a few companies

Mr. Ramchandra N. Bhogale

Mr. Bhogale holds a Bachelor's degree in Mechanical Engineering and has a vast experience in auto components and kitchenware industries. He is an Independent Director with Excel Industries Ltd. He is an eminent industrialist and possesses versatile skills, experience and knowledge in the field of management and administration

Mr. Rajeev M. Pandia

Mr. Rajeev M. Pandia is a highly respected corporate professional in the chemical industry and is well known for his contribution to the industry through various forums. He is a graduate in Chemical Engineering from Indian Institute of Technology (IIT), Mumbai, India and holds the Master's degree in the same field from Stanford University, California

Mr. Shailesh S. Vaidya

Mr. S. S. Vaidya is a practicing advocate and solicitor. He is a partner in Messrs. Kanga and Company, a 125-year-old reputed law firm of advocates and solicitors. He was the President of Indian Merchants' Chamber. He has been an Independent Director on the Board of the Company since 8th August 2014.

Mr. Madhukar B. Parekh

Mr. M. B. Parekh holds a Post Graduate degree in Chemical Engineering from University of Wisconsin, USA, and he is an industrialist with rich experience in the chemical industry and consumer products. He is the Executive Chairman of Pidilite Industries Limited and Chairman and Managing Director of Vinyl Chemicals

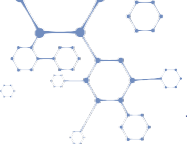
Dr. Meena A. Galliara

Dr. Meena A. Galliara was appointed as an Independent Director with effect from 27th June 2019. She is a Director at Jasani Center for Social Entrepreneurship & Sustainability Management, Narsee Monjee Institute of Management Studies (NMIMS). She is alumna of Tata Institute of Social Sciences (TISS).

Mr. Dinesh Kumar Bhagat

Mr. Dinesh Kumar Bhagat is appointed as an additional Director with effect from on 24th March, 2023 by the BOD of the Company. He is presently working as Zonal Manager, Northern Zone, Life Insurance Corporation of India. During his illustrious stint in LIC, he has largely contributed in key areas of Marketing and Personnel HR Development. He has been richly recognized for his contributions for the growth of Pension & Group Schemes in the LIC. He is also a Director in LIC of Bangladesh Ltd.





ROHA

- One of Excel's first large scale facilities.
- The Roha site is the main production hub of a number of key phosphorus-based products, and it handles one of the highest quantities of yellow phosphorus in India.
- Wide range of chemical inputs and Veterinary APIs are manufactured at Roha along with key polymer additives and specialty chemicals.

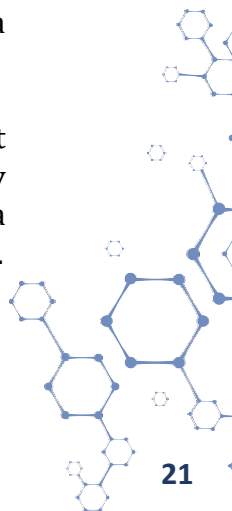
LOTE

- This site is a leading producer of Organo phosphonates which are used as chelating agents in a wide range of applications including water treatment, soaps and detergents, textile auxiliaries and I & I cleaners.
- Products manufactured in this site are also used as Biocides and find application in Coatings, MDF Boards and Adhesives.

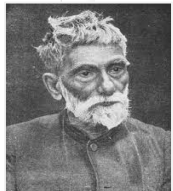


VIZAG

- This site was acquired in 2019 and is located in Special Economic Zone (SEZ, Atchutapuram) near Visakhapatnam in Andhra Pradesh.
- Currently the Plant Manufactures Specialty Intermediates and it has a potential for future expansion.



Awards & Accolades



PC Ray award for Indigenous Technology
1965



Jamnalal Bajaj fair business Practices Award
1992



ENCON, Govt of India Award for Energy Efficiency
2004



ICC Lifetime Achievement Award to Mr. Ashwin Shroff
2018



JSW Earth Care Award to Excel's NGO, VRTI for CSR Initiatives
2018



ICC Product Stewardship Award
2019



National Safety Council of India Award
2020



ICC Award for Excellence in Management of Human Resources and Environment
2020



FICCI : Joint Runner Up "Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals"
2021



Awards & Accolades



Shrestha Suraksha Puraskar in Chemical Manufacturing Sector for the year 2021 from National Safety Council of India



Certificate of Appreciation from National Safety Council of India



Certificate for Longest Accident Free period & Lowest Frequency Rate



ICC Responsible Care "Pollution Prevention Code" 2021 & Category : I Management of Health and Safety 2021



ICC Excellence in Management of Environment 2019



Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals 2021 from FICCI



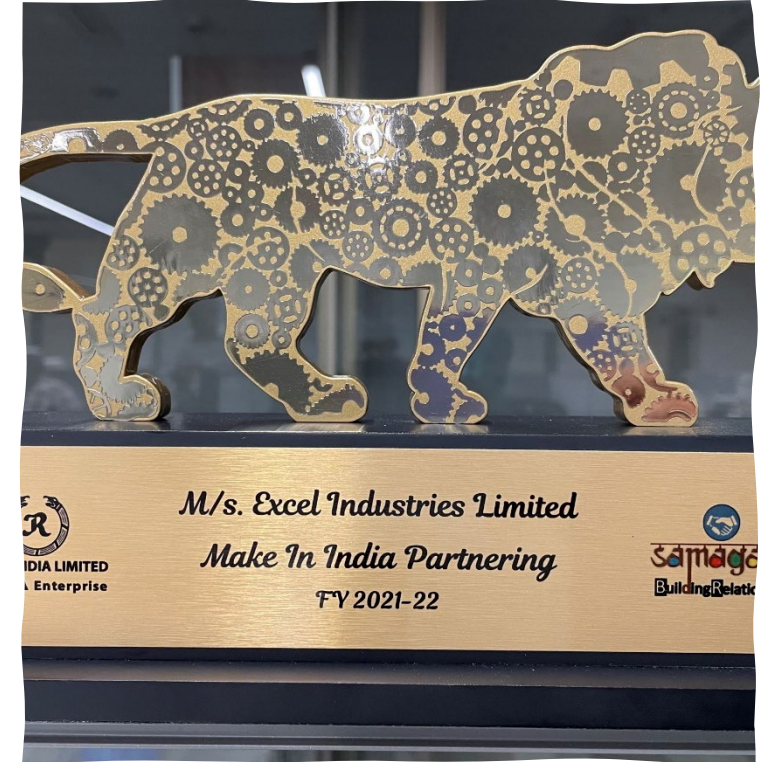
Awards & Accolades (2/2)



2022 : ICC Certificate of Merit. Category : I
Management of Health and Safety 2021



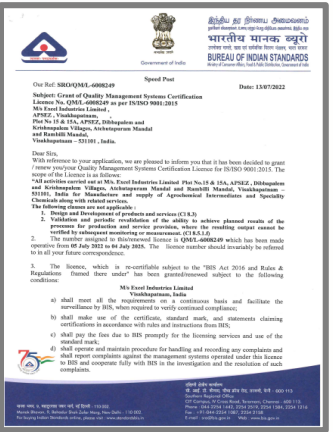
FICCI Chemicals and Petrochemicals
Awards 2022" Category "Sustainability :
Excellence in Safety



"Make in India Partnering Award" was
presented to Excel during Rallis' Annual
vendor meet

Certifications & Accreditations

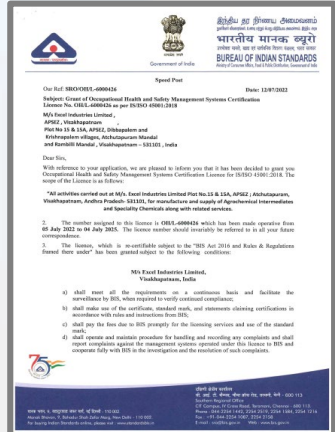
ISO Accreditations



ISO 9001:2015

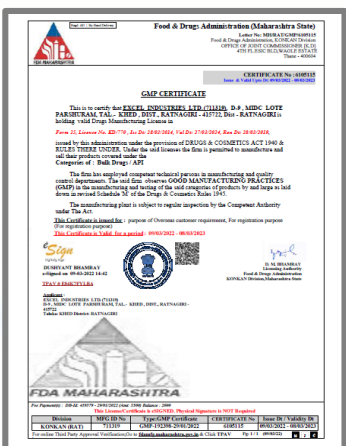


ISO 14001:2015

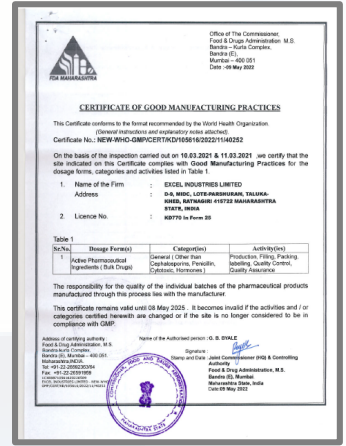


ISO 45001:2018

GMP Certificate



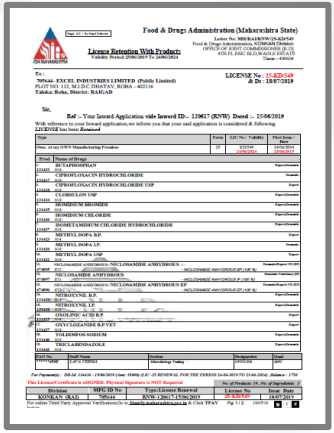
Local GMP



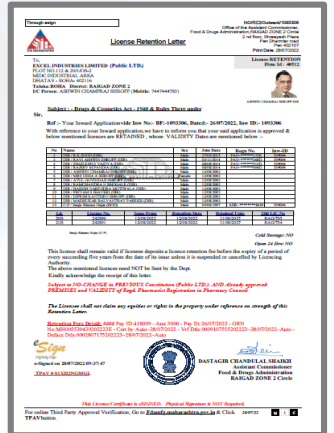
WHO GMP



Responsible Care Certificate



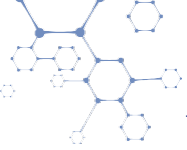
Drug Manufacturing License



Pharma Stock and Sale license

**Ethical responsibility
- Pillar of our CSR**





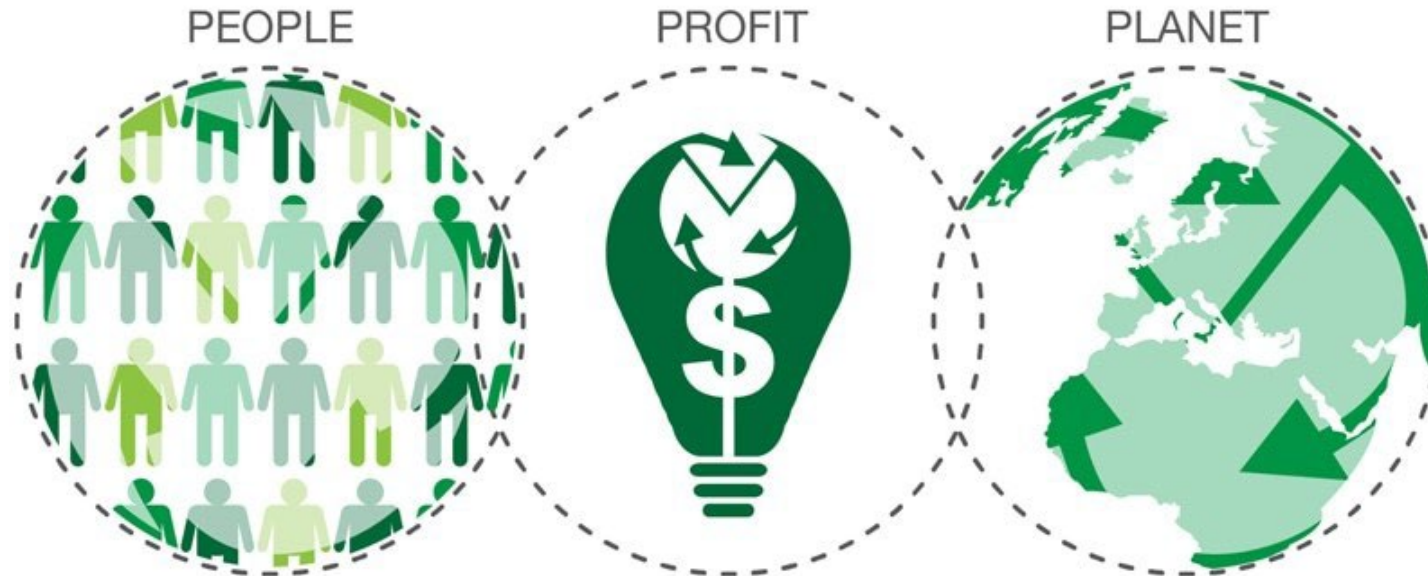
Excel's Three Pillars of Sustainability



All Three Aspects – People, Profit and Planet – must be balanced to ensure Sustainability

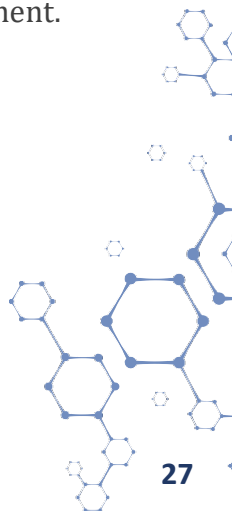
People in Excel Industries

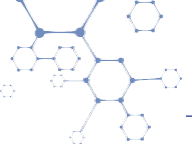
are guaranteed a work environment where employees find value in what they do everyday. Beyond a safe, healthy work environment, opportunities to develop one's potential are provided through education and participation.



Planet refers to the commitment by **Excel Industries** to implement environmentally sustainable practices and they continually look for ways to go beyond what is expected in order to safeguard and enhance the natural environment.

Protecting the interests of all our stakeholders



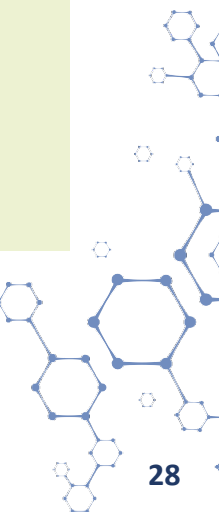


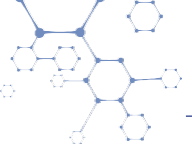
Corporate Social Responsibility



- Engaged in CSR initiatives since inception.
- Endeavors towards creating positive change for the environment and the communities we serve.
- Committed to the UN's Sustainability Development Goals.

₹ 10+ Crs
spent on CSR activities
in last 5 years





Protecting the Environment



Water Security Through Community



Check Dam: Moravane, Chiplun, Ratnagiri



Drinking Water Facility: Sakhar, Khed, Ratnagiri

Animal Husbandry



Biofloc Units : Yashwantkhar, Roha, Raigad



Kadba Kutti - Animal Fodder Distribution - Dhamansai, Belwadi, Gavthan, Roha, Raigad

Rural Development – Agriculture & Community



Group Farming Production - Karivane, Roha, Raigad



Seed Distribution: Moravane, Chiplun, Ratnagiri

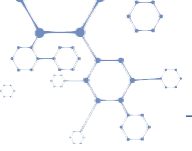


Food and water given to locals of Mahad during the flood



Solar Street Light - Garbat Adiwasi Wadi, Roha, Raigad





Women Empowerment



Skylamp Training, Natunagar, Khed, Ratnagiri



Masala Preparation Training Programme : Devkanha, Roha, Raigad



Cake Training Certificats Programme : VRTI training hall, Roha, Raigad



Support For Cashew Processing Machine, Sangmeshwar, Ratnagiri

Education



Gunvatta Vikas Training Programme : Ambadas, Khed, Ratnagiri



Education - Pradnya Vikas Programme : (Jana Prabhodini, Pune) Khamb, Roha, Raigad

Health



Eye Check Up Camp at Mhatarkhadi, Guhagar, Ratnagiri



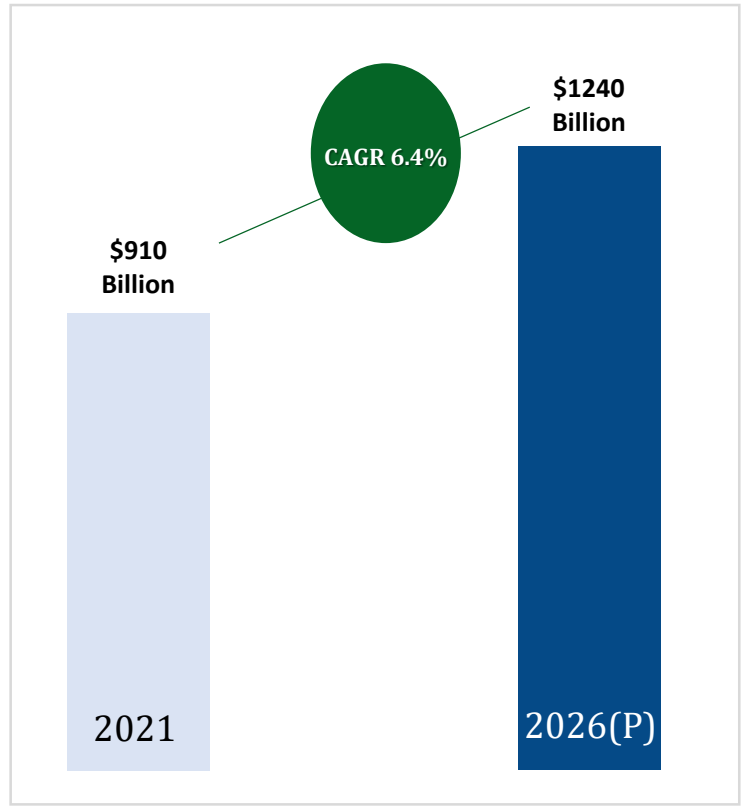
Kits Distribution to ASHA Workers (Health Workers) : VRTI training hall, Roha, Raigad

Industry has a Huge Potential



Global Industry Overview...

The Global Specialty Chemical Industry was valued at **\$910Bn** in **2021** and is projected to reach **\$1240Bn** by **2026**, growing at a **CAGR of 6.4%** from **2021 to 2026***.



KEY INSIGHTS*

- >> China holds 40% share in global chemical industry. #
- >> Asia Pacific accounted for a revenue share of 46.8% in the market for specialty chemicals.
- >> Exportable specialty chemicals accounts for ~15-17% of the industry.

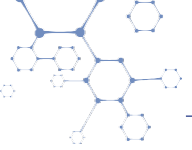
MARKET SEGEMENTATION

- Agrochemicals
- Specialty Polymers
- Surfactants
- Dyes and Pigments
- Textile chemicals
- Water treatment
- Construction Chemicals
- Base Ingredients
- Functional Ingredients

OUTLOOK

- Asia-Pacific market is expected to grow fastest.
- China is expected to keep specialty chemical imports high.
- Production is expected to recover to pre-covid levels in FY23.
- Sluggish demand in key markets like EU, USA, China and disruptions due to the energy crisis in the EU can have adverse impact on the production and exports of Specialty Chemicals in 2022-2023.





...Indian industry growing at double digit



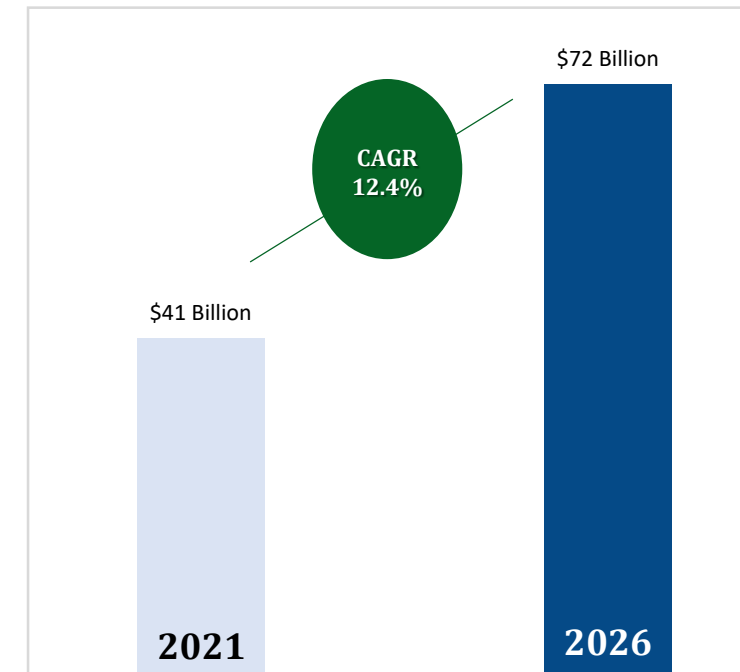
- FDI inflows in the chemicals sector reached US\$ 19.09 billion from 2000 to 2021. *(Source: IBEF)*
- The domestic chemicals sector's MSMEs are expected to showcase 18-23% revenue growth in FY23.
- Market share of India to grow to 6% by 2026, up from 3-4% in FY23. *(Source: CRISIL)*
- Domestic growth in the sector is predicted to be at 13-15% . *(Source: CRISIL)*
- *Exports* and revenue from India are predicted to grow 18-20% . *(Source: CRISIL)*
- Union Budget 2022-23 the government allocated Rs. 209 crores (US\$ 27.43 million) to the Department of Chemicals and Petrochemicals.

The Indian Chemical Industry promised investors prior to COVID 19 return of close to 17% CAGR.

A revival in domestic demand and robust exports will spur a 50 percent year-on-year increase in the capex of specialty chemicals manufacturers in FY23. *(Source: CRISIL)*

The long-term prospects of the Indian chemical industry are bright. However, FY 2022-2023 is challenging due to pricing and demand concerns in key markets like the EU and USA.

The Indian Specialty Chemical Industry was valued at \$41Bn in 2021 and is projected to reach \$72Bn by 2026, growing at a CAGR of 12.4% from 2021 to 2026.

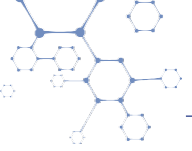


Source:

1. * FICCI Aventus Report
2. @ IBEF
3. # McKinsey report 2019

Resilient Financial Performance





Strong performance over the decade



(Standalone)



10%

CAGR Revenue Growth
in last 10 years



**Consistent dividend
pay out**

Over the last 10
years.



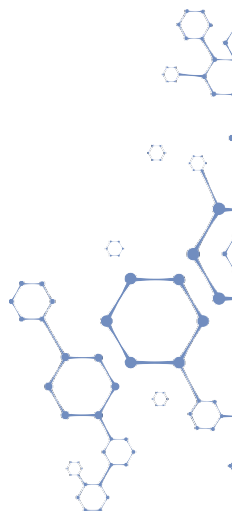
28%

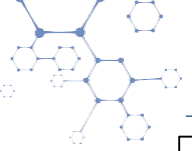
CAGR Growth in
shareholder wealth in
last 10 years



16%

CAGR PAT Growth in
last 10 years



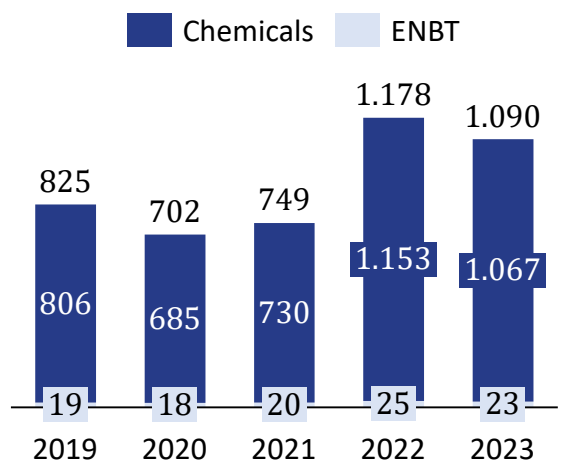


Resilience in business visible in numbers

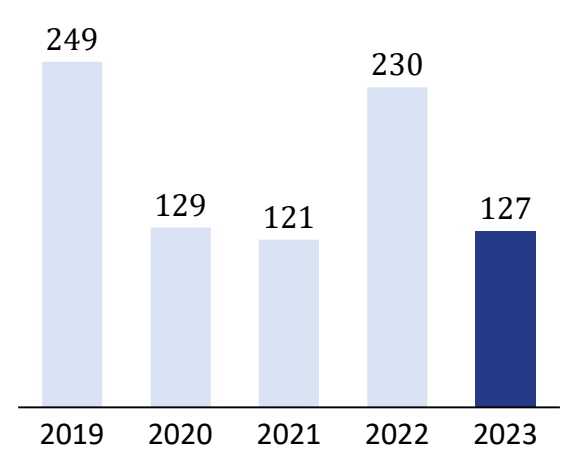


(Standalone)

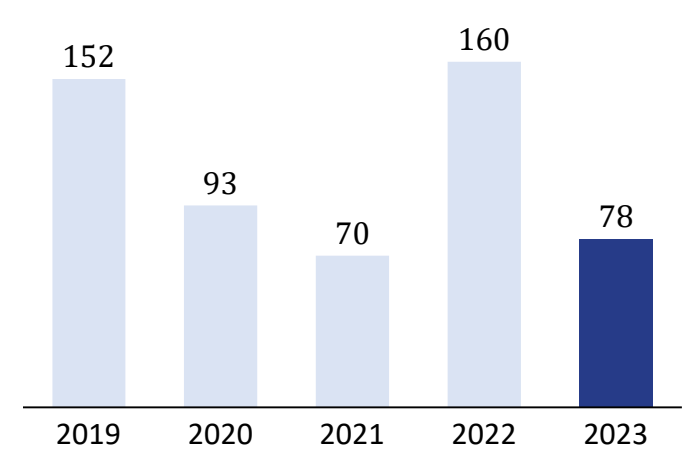
REVENUE (Rs in Crs)



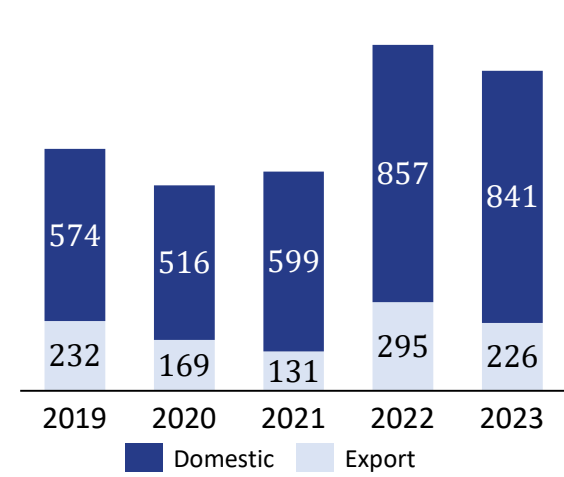
EBITDA (Rs in Crs)



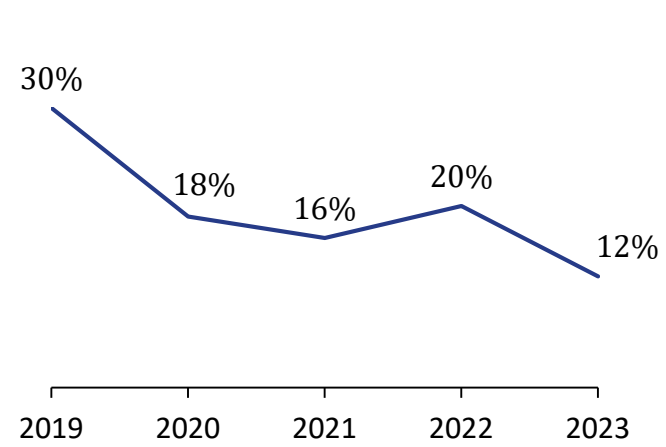
PAT (Rs in Crs)



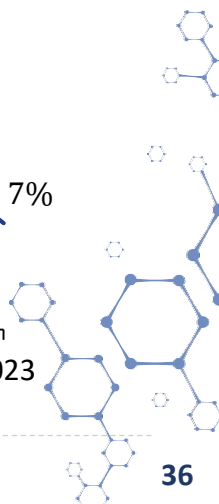
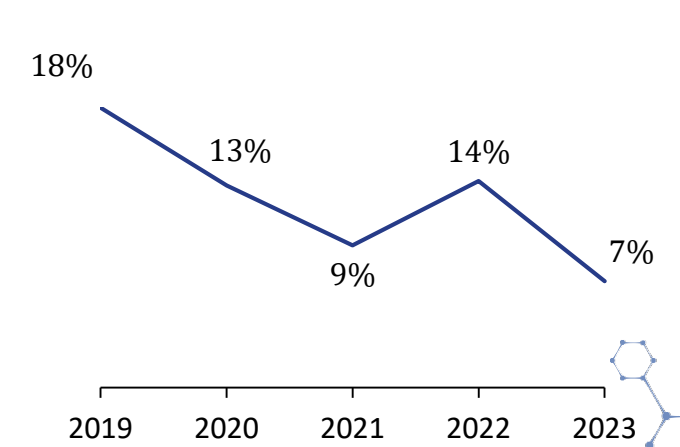
REVENUE MIX Chemicals(Rs in Crs)



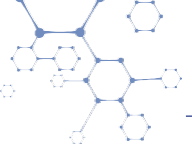
EBITDA Margin (%)



PAT Margin (%)



Responsible Care®
OUR COMMITMENT TO SUSTAINABILITY

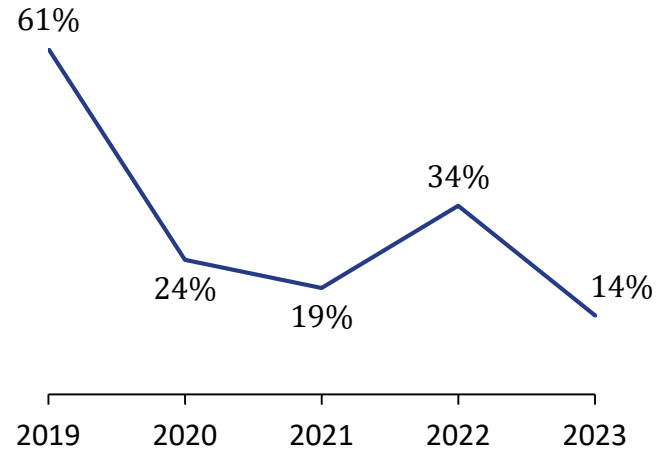


Disciplined capital allocation

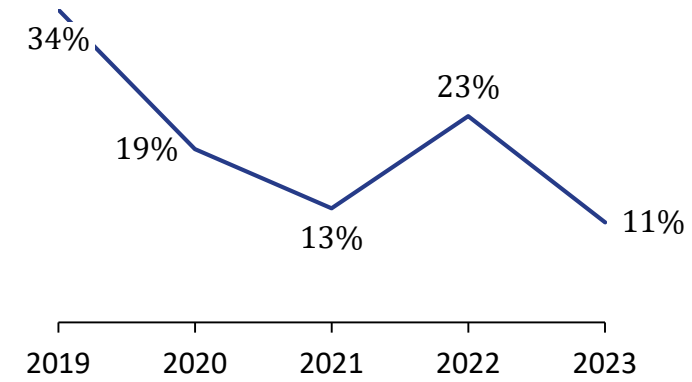


(Standalone)

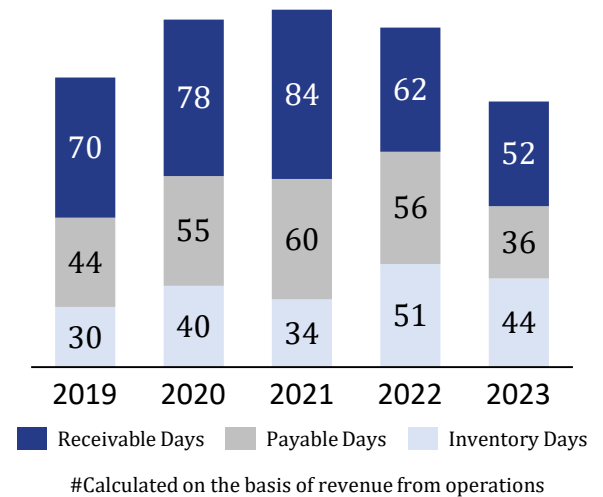
Return on Capital Employed



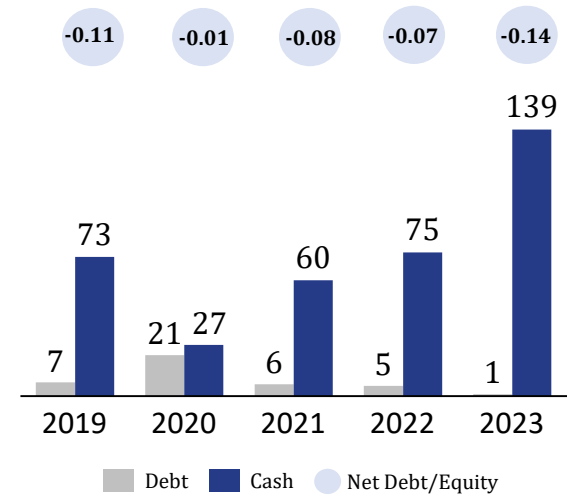
Return on Equity



WORKING CAPITAL ANALYSIS#



Net Debt / Equity



Long-term debt free & Cash-rich company

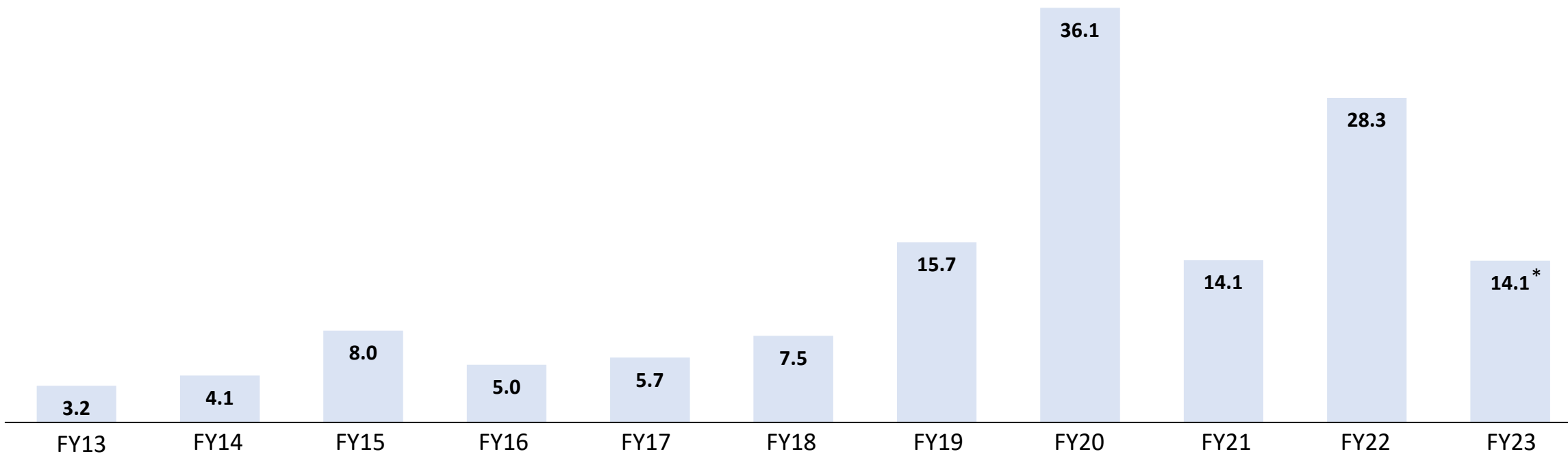


(a) ROCE=EBIT/Avg Capital employed [Capital Employed=Net worth excluding other comprehensive income + total debt]. (b) ROE= PAT/Net worth excluding other comprehensive income.

Consistent shareholder returns



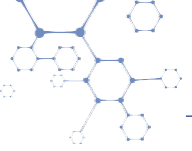
FY19 Rs 15.7 crore Dividend Payout	FY20 Rs 36.1 crore Dividend Payout	FY21 Rs 14.1 crore Dividend Payout	FY22 Rs 28.3 crore Dividend Payout	FY23 Rs 14.1 crore Dividend Payout	Rs 138.6 crores Returned to shareholders in the last 10 years
---	---	---	---	---	---



Total Dividend (₹ Cr)
 Payout Ratio = Dividend/PAT

(* - subject to the approval of the shareholders at the Annual General Meeting)





Capital allocation over the last few years



Capital Expenditure

The company executed Rs 316 Crs of Capex throughout the course of the four-year term (2019–23), which included the acquisition of Visakhapatnam site. Further, the company is in the process of setting up a state of the art R&D facility at Mumbai.



Capacity Expansion

Received EC from regulatory bodies to increase its production capabilities and product offerings. Few of the products are Phosphorus Pentasulphide, Diethyldithiophosphoryl Chloride, Diazotization Chemistry platform, Phosponates and Pharma capacities.



New Products

Introduced capacities for new products like Sodium Trichloro Pyridinol (NaTCP), DMPAT and a polymer additive.



Waste-water treatment

Upgraded its waste-water treatment capabilities in line with the expanded volumes.



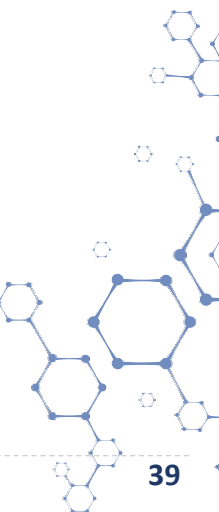
Lote and Roha Sites

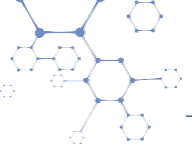
Undergone technological advancements and asset maintenance.



Vizag Facility

Added volume capabilities for its existing and few new products.






Key takeaways




Sustainable solutions

Delivering sustainable solutions for a better environmental footprint



Industrial processes

Sustainability helps to reduce carbon footprint and increases operational excellence



Enhancing R&D

Enhancing R&D facility with capable teams across diverse functions will help in expansion



Changing landscapes

Recognizes the changing landscape and strategically aligned to leverage from them



Capturing opportunities

Many companies are slated to go off patent during the next 5 – 6 years. Your company can expand upon these opportunities.



Consumer oriented approach

The new product development strategy is centered around new chemistry platforms with focus on export & consumer-oriented approach



Thank You



Company :



Excel Industries Limited

CIN: L24200MH1960PLC011807

Mr. Devendra Dosi, CFO
Chief Financial Officer

Email: devendra.dosi@excelind.com

www.excelind.co.in

Investor Relations Advisors :



Mr. Bhavya Shah: +91 8082748577
bhavya.shah@linkintime.co.in

Mr. Nachiket Kale : +91 9769060608
nachiket.kale@linkintime.co.in

www.orientcap.com
