



Excel Industries Ltd.



IS/ISO9001:2015
IS/ISO14001:2015
IS/ISO 45001:2018
Certified by BIS.

14th November, 2024

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 Unaudited Financial Results for the quarter and half year ended September 30, 2024. 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.

Thanking you,

Yours faithfully,

For Excel Industries Limited

S K Singhvi
Company Secretary
Encl: As above



EXCEL INDUSTRIES LIMITED

Investor Presentation | Q2 & H1 FY25



Safe Harbour

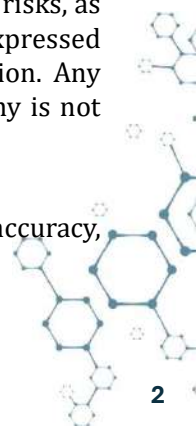


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Q2 & H1 FY25 Financial Performance



Q2 & H1FY25 Results Highlights (Standalone)



Q2FY25

₹ 269 Crs

Revenue

₹ 49 Crs

EBITDA

₹ 34 Crs

PAT

H1FY25

₹ 534 Crs

Revenue

₹ 88 Crs

EBITDA

₹ 66 Crs

PAT

- In Q2 FY25, the Company achieved a revenue of ₹269 crs representing a 1.51% increase from Q1 FY25. The increase was mainly due to higher price realizations on account of robust demand in certain key products.
- The exports revenue in Q2 grew by 21% over previous quarter driven by increased demand in polymer additives product group.
- The company's EBITDA margins stood at 18.3% & 16.6% for Q2 FY25 & H1FY25 respectively. Better margins were a result of higher price realizations and favorable product mix.
- PAT margin for the quarter was at 12.7% and 12.3% for Q2 FY25 and H1 FY25 respectively.
- The company continues to maintain market share in key products and focuses on diversification of the product portfolio.
- **Other key development:** The Company has appointed Mr Stan Berkefeld as Head of Sales & Business Development (Europe). He has worked in specialty chemicals area for 24-years. He has hands on experience in the Detergents, Oilfield, Industrial & Institutional Cleaners, and Water Treatment segments as well as managing several large key accounts spanning geographies.



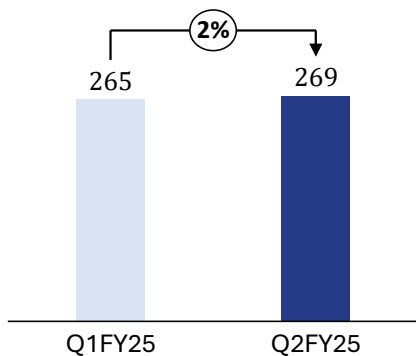
Responsible Care®
By the world's leading chemical companies



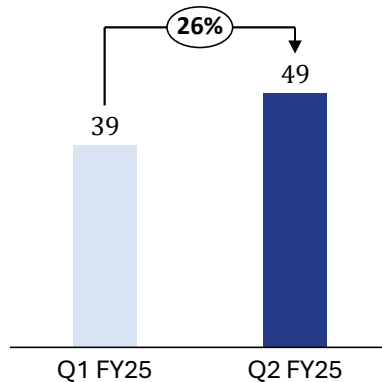
Standalone performance in Q2 FY25



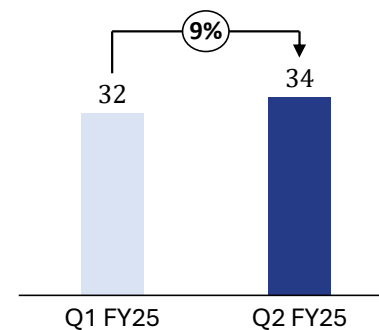
Revenue (₹ in Crs)



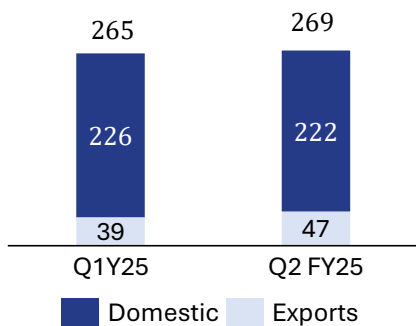
EBITDA (₹ in Crs)



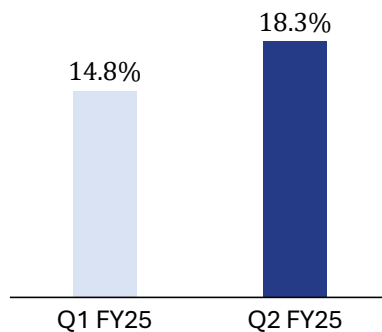
PAT (₹ in Crs)



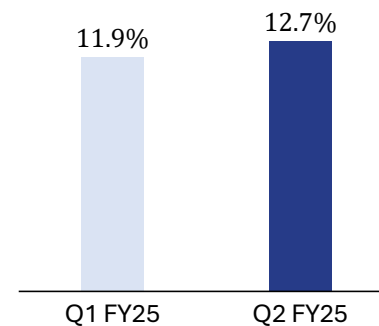
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



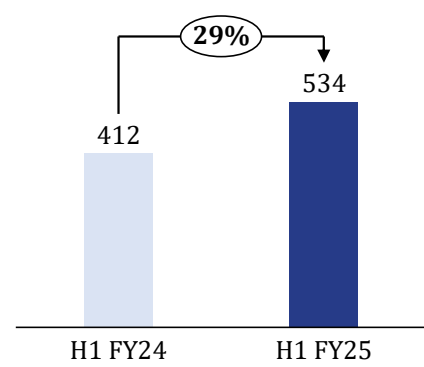
PAT Margin (%)



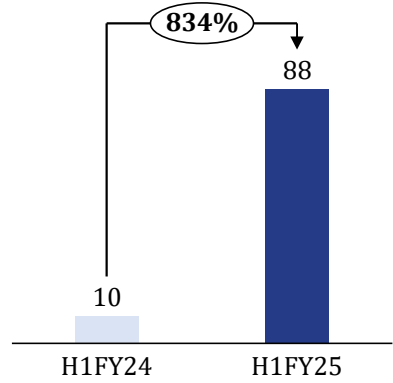


Standalone performance in H1 FY25

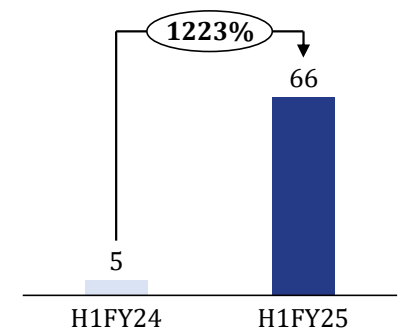
Revenue (₹ in Crs)



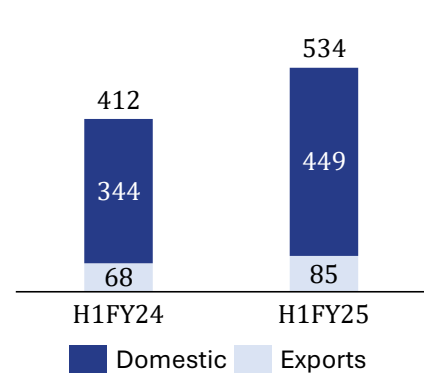
EBITDA (₹ in Crs)



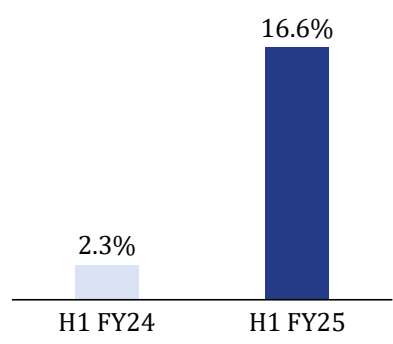
PAT (₹ in Crs)



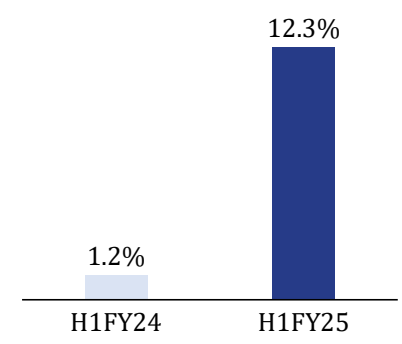
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



PAT Margin (%)



Standalone Profit and loss Statement



Particulars (₹ in Crs)	Q2 FY25	Q1 FY25	Q-o-Q	Q2 FY24	Y-o-Y	H1FY25	H1FY24	Y-o-Y
Revenue from Operations	268.9	264.9	1.5%	198.0	35.8%	533.8	412.3	29.5%
Cost of goods sold	129.9	137.9		125.1		267.8	258.9	
Gross Profit	139.1	127.0	9.5%	72.9	90.7%	266.0	153.4	73.4%
Gross Margin (%)	51.7%	47.9%		36.8%		49.8%	37.2%	
Employee Expenses	31.3	28.9		25.3		60.3	51.1	
Other Expenses	58.5	58.9		45.0		117.4	92.8	
EBITDA	49.3	39.2	25.8%	2.7	1736.0%	88.4	9.5	833.9%
EBITDA Margin (%)	18.3%	14.8%		1.4%		16.6%	2.3%	
Other Income	5.9	11.1		4.4		17.0	13.4	
Depreciation	8.6	8.0		7.8		16.6	15.6	
EBIT	46.6	42.2	10.2%	-0.7	-	88.8	7.3	1120.4%
EBIT Margin (%)	17.3%	15.9%		-0.4%		16.6%	1.8%	
Finance Cost	1.2	0.6		0.3		1.8	0.8	
Profit/(Loss) before Tax	45.3	41.6	8.9%	-1.0	-	87.0	6.4	1251.6%
Profit/(Loss) before Tax (%)	16.9%	15.7%		-0.5%		16.3%	1.6%	
Tax	11.1	10.1		-0.3		21.2	1.5	
Profit/(Loss) After Tax	34.2	31.5	8.8%	-0.6	-	65.7	5.0	1223.3%
PAT Margin (%)	12.7%	11.9%		-0.3%		12.3%	1.2%	
Earnings / (Loss) per share (EPS) (Rs.)	27.24	25.04		-0.5		52.29	3.95	



Consolidated Profit and loss Statement



Particulars (₹ in Crs)	Q2 FY25	Q1 FY25	Q-o-Q	Q2 FY24	Y-o-Y	H1FY25	H1FY24	Y-o-Y
Revenue from Operations	268.9	264.9	1.51%	198.0	35.8%	533.8	412.3	29.5%
Cost of goods sold	129.8	137.9		125.1		267.8	258.9	
Gross Profit	139.1	127.0	9.51%	72.9	90.7%	266.1	153.4	73.4%
Gross Margin (%)	51.7%	47.9%		36.8%		49.8%	37.2%	
Employee Expenses	31.3	28.9		25.3		60.3	51.1	
Other Expenses	58.7	59.1		45.0		117.8	92.9	
EBITDA	49.0	39.0	25.69%	2.7	1742.5%	87.9	9.4	837.1%
EBITDA Margin (%)	18.2%	14.7%		1.3%		16.5%	2.3%	
Other Income	8.0	11.3		7.4		19.3	16.7	
Depreciation	8.7	8.1		7.8		16.8	15.6	
EBIT	48.3	42.1	14.70%	2.3	2006.8%	90.5	10.5	760.3%
EBIT Margin (%)	18.0%	15.9%		1.2%		16.9%	2.6%	
Finance Cost	1.2	0.6		0.3		1.8	0.8	
Share of net profit/(loss) of associate	0.0	-0.4		-0.1		-0.4	0.0	
Profit before Tax	47.1	41.1	14.62%	2.0	2313.0%	88.2	9.7	813.5%
Profit before Tax(%)	17.5%	15.5%		1.0%		16.5%	2.3%	
Tax	11.4	10.1		0.2		21.5	2.0	
Profit After Tax	35.7	31.0	15.03%	1.8	1899.1%	66.7	7.7	770.7%
PAT Margin (%)	13.3%	11.7%		0.9%		12.5%	1.9%	
Earnings per share (EPS) (Rs.)	28.39	24.68		1.42		53.06	6.09	

Standalone Balance Sheet



Particulars (₹ Crs)	Sep'24	Mar'24
ASSETS		
Non - Current Assets		
Property, plant and equipment	384.9	382.9
Right of use assets	36.1	21.1
Investment Properties	0.8	0.8
Goodwill	18.9	18.9
Capital work-in-progress	15.9	18.0
Other Intangible assets	1.0	0.2
Intangible assets under development	0.5	0.5
Financial Assets		
Investments in subsidiaries and joint venture	9.4	4.3
Other Investments	505.9	406.9
Loans	0.0	0.0
Other Financial Assets	8.9	8.1
Non-current tax assets (net)	10.8	29.5
Other non-current assets	7.8	6.6
Total Non - Current Assets	1000.8	897.8
Current Assets		
Inventories	115.0	106.4
Financial Assets		
(i) Investments	221.3	192.2
(ii) Trade receivables	210.6	184.7
(iii) Cash and cash equivalents	9.3	7.4
(iv) Bank balances other than (ii) above	4.5	4.5
(v) Loans	0.4	0.2
(vi) Other current financial assets	14.9	7.6
Other current assets	27.9	11.0
Total Current Assets	603.9	514.0
TOTAL ASSETS	1604.7	1411.8

Particulars (₹ Crs.)	Sep'24	Mar'24
Equity		
(a) Equity share capital	6.3	6.3
(b) Other equity	1239.1	1069.4
Total Equity	1245.4	1075.7
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Lease liabilities	7.4	1.8
Employee benefit obligations	14.0	13.3
Deferred Tax Liabilities	108.9	120.2
Total Non - Current Liabilities	130.3	135.3
Current Liabilities		
Financial liabilities		
(i) Borrowings	0.0	0.0
(ii) Lease liabilities	6.3	0.0
(iii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	14.1	7.0
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	184.4	178.1
(iv) Other financial liabilities	5.2	4.4
Other current liabilities	9.0	4.5
Employee benefit obligations	7.2	6.4
Current tax liabilities (net)	2.8	0.4
Total Current Liabilities	229.0	200.8
Total Equity and Liabilities	1604.7	1411.8



Consolidated Balance Sheet



Particulars (₹ Crs)	Sep'24	Mar'24
Assets		
Non - Current Assets		
Property, plant and equipment	387.7	385.5
Right of use assets	37.2	22.1
Investment Properties	0.8	0.8
Goodwil	18.9	18.9
Capital work-in-progress	15.9	18.0
Other Intangible assets	1.0	0.2
Intangible assets under development	0.5	0.5
Investments accounted for using the equity method	0.0	0.0
Financial Assets		
Other Investments	885.8	785.4
Loans	0.0	0.0
Other Financial Assets	8.9	8.1
Deferred Tax Assets	0.1	0.1
Non-current tax assets (net)	10.8	29.5
Other non-current assets	7.9	6.6
Total Non - Current Assets	1375.4	1275.8
Current Assets		
Inventories	115.0	106.4
Financial Assets		
(i) Investments	225.0	196.1
(ii) Trade receivables	210.6	184.8
(iii) Cash and cash equivalents	10.3	7.8
(iv) Bank balances other than (ii) above	4.7	4.6
(v) Loans	1.4	1.2
(vi) Other current financial assets	16.5	7.5
Other current assets	28.3	11.3
Total Current Assets	611.8	519.7
Total Assets	1987.2	1795.5

Particulars (₹ Crs.)	Sep'24	Mar'24
Equity		
(a) Equity share capital	6.3	6.3
(b) Other equity	1584.3	1420.8
Total Equity	1590.6	1427.1
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Lease liabilities	7.4	1.8
Employee benefit obligations	14.0	13.3
Deferred Tax Liabilities	145.4	150.3
Total Non - Current Liabilities	166.9	165.4
Current Liabilities		
Financial liabilities		
(i) Borrowings	0.0	0.0
(ii) Lease liabilities	6.3	0.0
(iii) Trade payables	0.0	0.0
(a) total outstanding dues of micro enterprises and small enterprises	14.1	7.0
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	184.4	178.2
(iv) Other financial liabilities	5.6	6.5
Other current liabilities	9.0	4.5
Employee benefit obligations	7.2	6.4
Current tax liabilities (net)	3.0	0.6
Total Current Liabilities	229.7	203.1
Total Equity and Liabilities	1987.2	1795.5



Excel Industries Ltd.

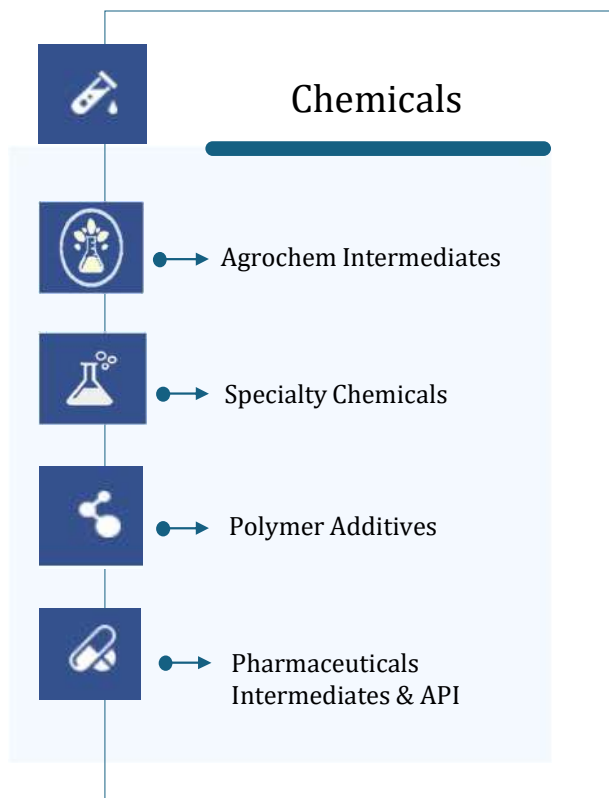
Pioneer in Chemical and Environment Management business



Diversified Business Segments...



Excel Industries Limited



... Diversified Product Portfolio



Chemicals

01

Agrochemical intermediates

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

02

Speciality Chemicals

- HEDP, HEDP 4Na, ATMP, DTPMP, Acetyl Chloride, Specialty mining additives, Phenolic & Non-Phenolic Biocides, Phenyl Hydrazine, PCI3, PCI5

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



Responsible Care®
the commitment to excellence

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



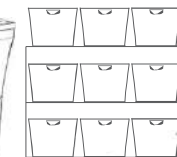
Application

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

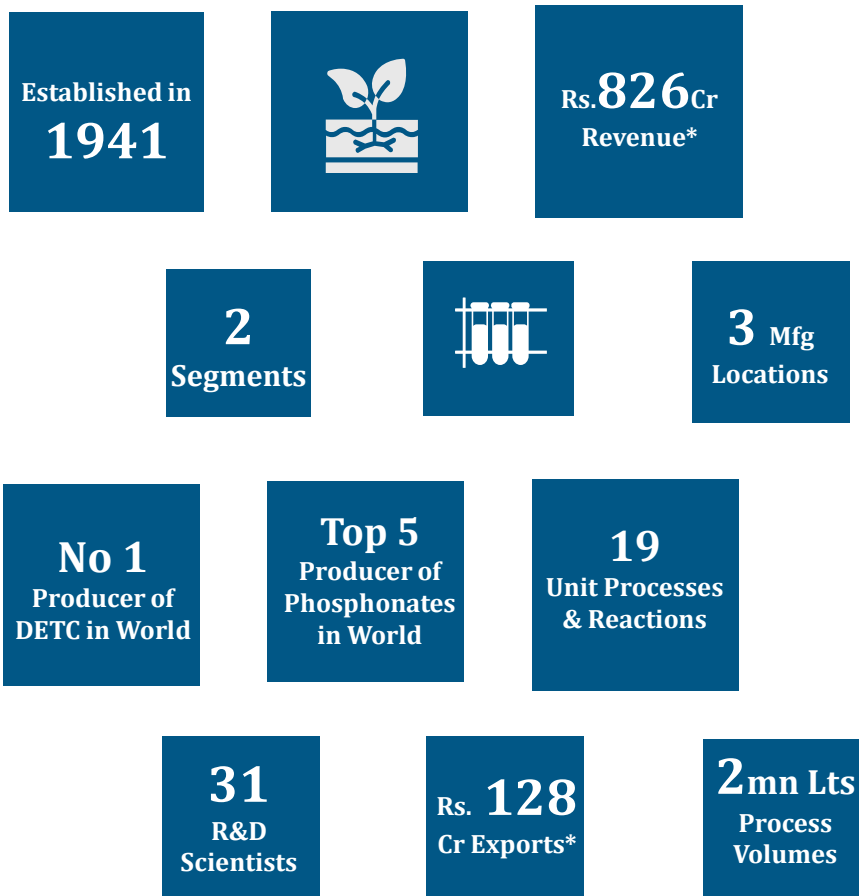


Company Overview





Excel Industries At Glance



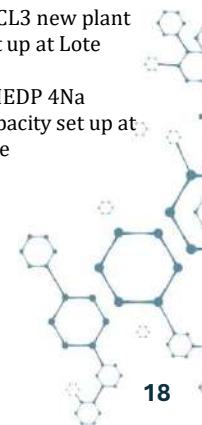
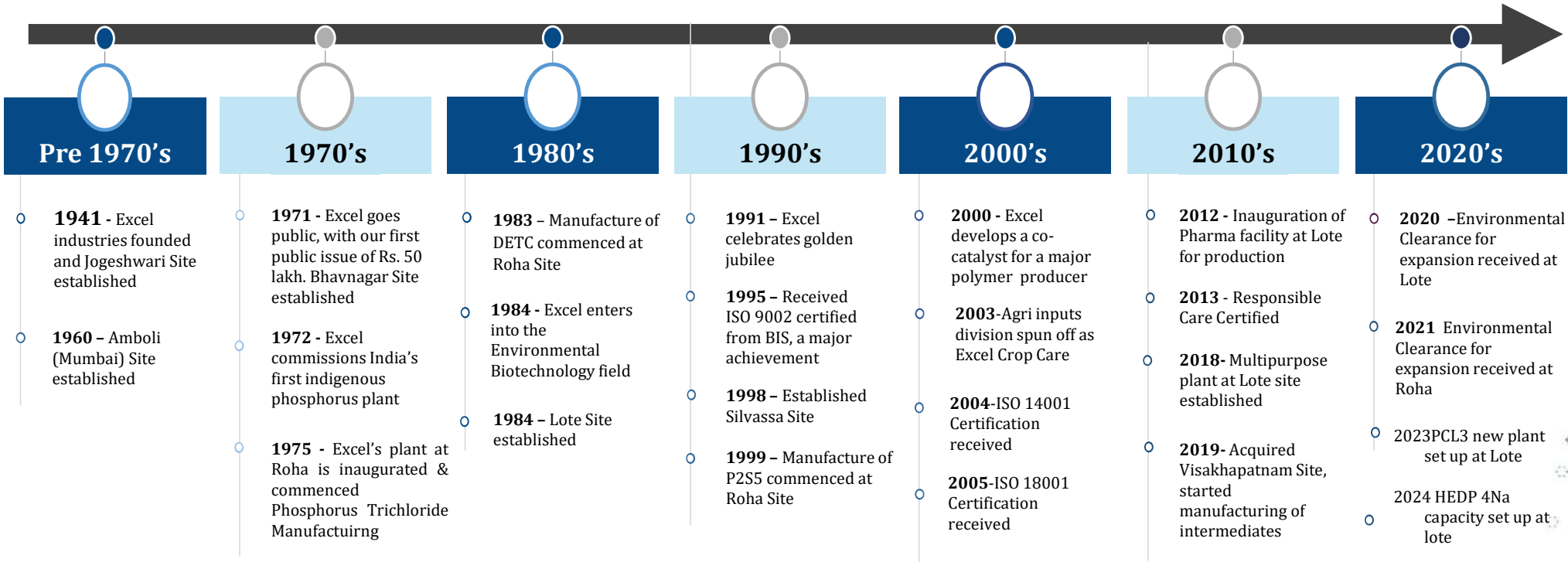
- Established in 1941 with an objective to make India self reliant in chemicals by developing indigenous chemical technologies
- Excel Industries manufactures complex products through the best-in-class technological setup
- Involved in manufacturing Agrochemical intermediates and Specialty Chemicals. 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 FY24





Journey So Far



Executive Leadership Team



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. Pradeep Ghattu

President & Chief Operating Officer

- He is a graduate in Electronics with a post graduate degree (M.B.A.) in Management. He has more than three decades of Industry experience.
- He has been associated with Excel Industries since 2004 in various functions including Corporate Affairs (M.D.'s office), International and Domestic Sales, ERP Implementation, Product Group Management, Heading the delivery function as Chief Operating Officer (COO) and long term strategy formulation.





Eminent Board



Mr. Ninad D. Gupte

Mr. Ninad D. Gupte is a Bachelor of Science from Bombay University, PGDBM from XLRI-Jamshedpur and has Diploma in Tax Management. He has a vast experience of 49 years in Agri and Specialty Chemicals Industry. He is currently a Director in Sumitomo Chemical India Ltd., Excel Crop Care (Africa) Ltd. and Transpek Industry Limited

Mr. Vihang Virkar

Mr. Vihang Virkar holds a degree in Bachelor of Legal Studies (BLS) and a degree in Master of Laws (LLM). He has a vast experience of 22 years as corporate and commercial lawyer. He is the Lead Partner of the Mumbai Corporate practice of DMD Advocates .

Mr. Rajesh Varma

Mr. Rajesh Varma holds a Bachelor of Commerce (B. Com) degree and is a Fellow Chartered Accountant (FCA). He has vast experience of 33 years with expertise in Corporate Governance and Enterprise Risk Management. Currently he is a Managing Partner of RVCO Consultants, LLP and an Independent Director in Shilchar Technologies.

Mr. Shekhar Khanolkar

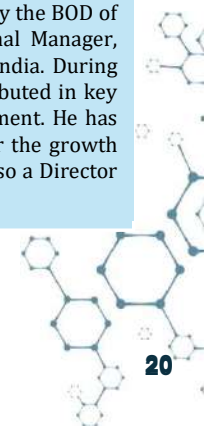
Mr. Shekhar Khanolkar holds degree in B.E. (Petroleum and Petrochemical Engineering) M.N.S. (Marketing) and AMP from Harvard Business School. He has vast experience of 30 years in Leadership, People Management, Strategy, Operation & Projects. Currently he is an Independent Director and member of the audit committee with Aarti Industries Limited.

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.





State Of The Art Manufacturing Facilities



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.

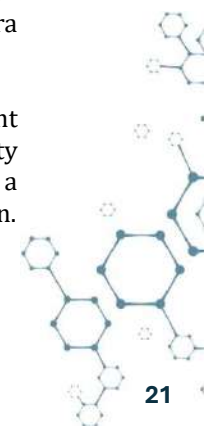
LOTE

- 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



Jamnadal 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 Management
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



Award of Excellence in Sub-Sector Agro-Chemicals



Our Chairman Shri. Ashwin C.Shroff was nominated with the Lifetime Contribution (Individual) honouring his eminent contribution to the chemical industry



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 : Management of Health and Safety 2021



Received Bronze medal for sustainability from Ecovadis



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



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



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



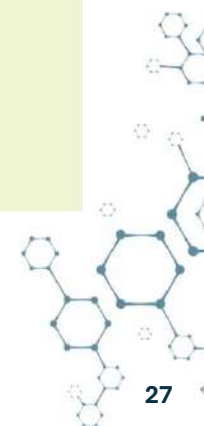


Corporate Social Responsibility



- 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.

₹ 12+ Crs
spent on CSR activities
in last 5 years



Protecting the Environment



Water Security Through Community



Drinking Water Facility Sand Filter
At – Pale khurd Village Roha - Raigad



Repairs of Water Wells, At- Nivi Adivasiwadi ,
Roha Raigad

Animal Husbandry



Fish Farming Pond follow-up Visit –
Yashwantkhar, Taluka- Roha, Raigad



Goat farming – Bhise Taluka Roha - Raigad

Rural Development – Agriculture & Community



Kharif seeds Distribution, Karivane,
Khateliwadi Roha Taluka, Raigad



Turmeric Cultivation, Roha Taluka, Raigad



Rabbi Season Land Preparation,
Bahe, Roha Taluka, Raigad



Vegetable Transporting Vehicle,
Khateliwadi, Roha Taluka, Raigad





Social Upliftment



Women Empowerment



Millets Cakes Training, VRTI Training Hall, Roha Taluka, Raigad



Nauvari Training , VRTI Hall, Roha Taluka, Raigad



Flower making training, VRTI Hall Roha Taluka, Raigad



Support to bussiness stall, Bhat Hall, Roha Taluka , Raigad

Education



School Head Master Teacher Meeting,VRTI Office, Roha Taluka, Raigad



Sport Material Distribution ,Shramik Vidyalay Chilhe High School, Roha Taluka, Raigad

Health



Batch 1 Nursing Training Class Material Support, VRTI Training Hall, Roha Taluka, Raigad



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



Industry has a Huge Potential



Global Industry Overview...

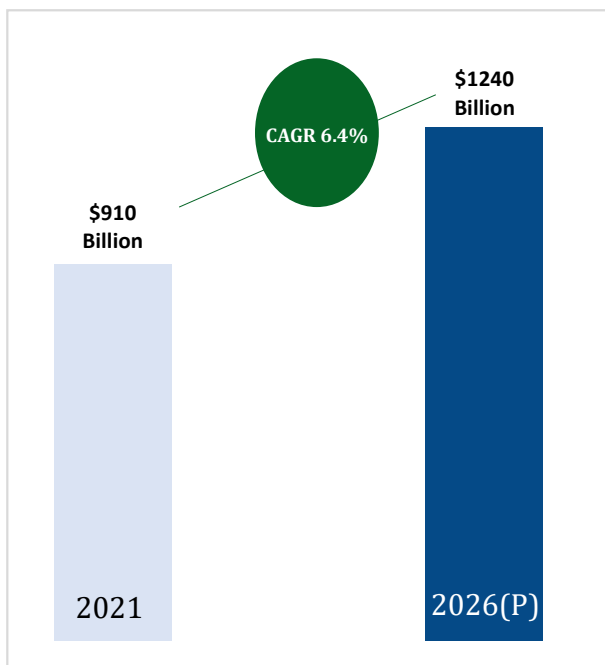


The Global Specialty Chemical Industry was valued at **\$910Bn** in **2021** and is projected to reach **\$1240Bn** by **2026**, growing at a **CAGR of 6.4%** from **2021 to 2026***.



MARKET SEGEMENTATION

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



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.

OUTLOOK

- Asia-Pacific market is expected to grow fastest.
- China is expected to keep specialty chemical imports high.
- The Indian specialty chemicals industry will outpace its Chinese counterpart and double its share of the global market to ~6% by 2026 from 3-4% in fiscal 2021.*

Source:

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





...Indian industry growing at double digit



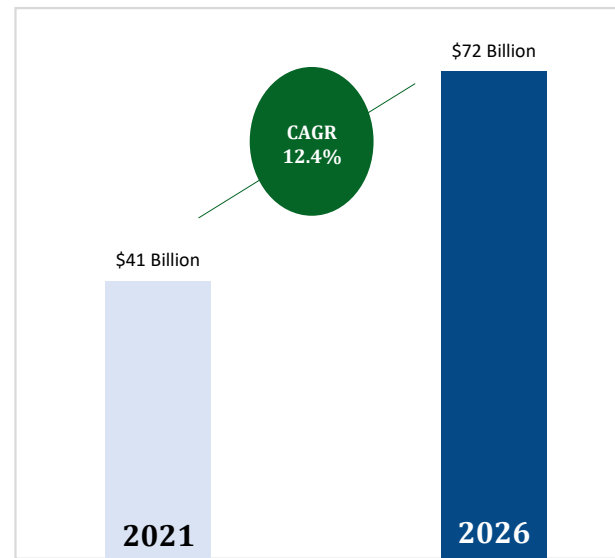
- The Indian chemical industry is expected to reach \$304 billion by 2025, growing at a CAGR of 9.3%. (Source: TOI)
- Market share of India to grow to 6% by 2026. (Source: CRISIL)
- Domestic growth in the sector is predicted to be at 13-15% . (Source: CRISIL)
- Exports and revenue from India are predicted to grow 18-20% . (Source: CRISIL)
- Under the Interim Budget 2024-25 the government allocated Rs. 192.21 crore (US\$ 23.13 million) to the Department of Chemicals and Petrochemicals.

India is expected to remain a driving force in Asia for chemical demand in 2024 given its strong economic growth and resilient industrial production and greater demand. India's specialty chemicals companies are expanding their capacities to cater to rising demand from domestic and overseas

An investment of Rs. 8 lakh crore (US\$ 107.38 billion) is estimated in the Indian chemicals and petrochemicals sector by 2025 & 7-9% growth is expected in FY25 (Source: IBEF & TOI)

As the global economy strengthens, demand for chemicals in expected to rise, benefiting the Indian exporters.

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 Avendus Report
 2. @ IBEF
 3. # McKinsey report 2019

Historical Financial Performance

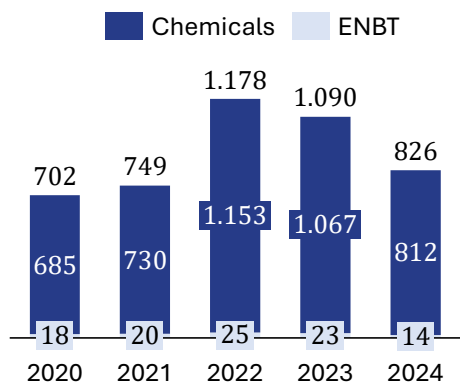


Historical Performance

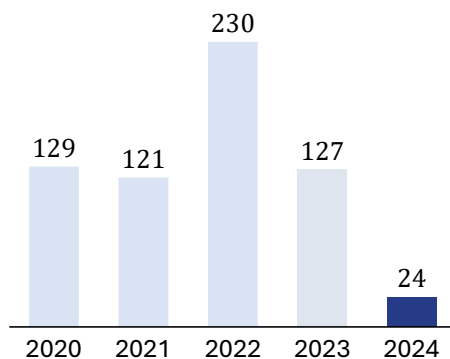


(Standalone)

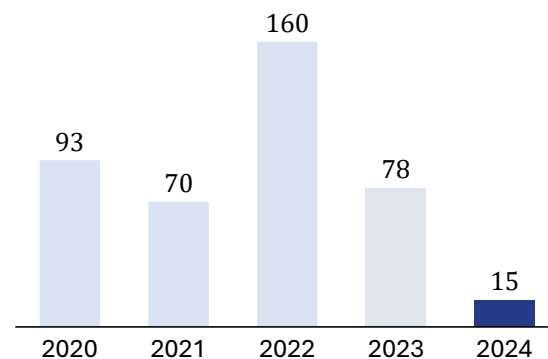
REVENUE (Rs in Crs)



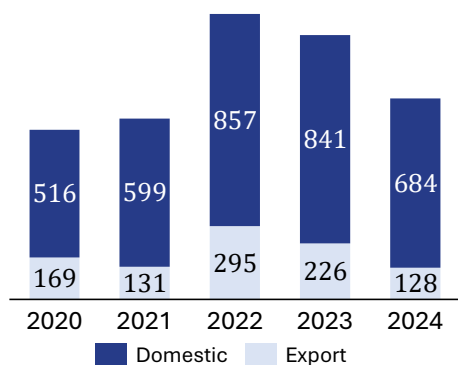
EBITDA (Rs in Crs)



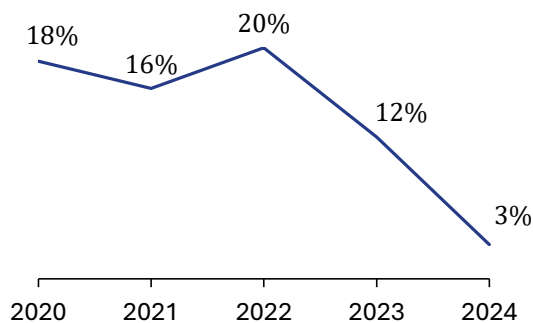
PAT (Rs in Crs)



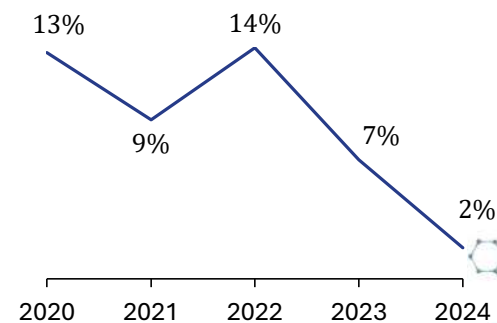
REVENUE MIX Chemicals (Rs in Crs)



EBITDA Margin (%)



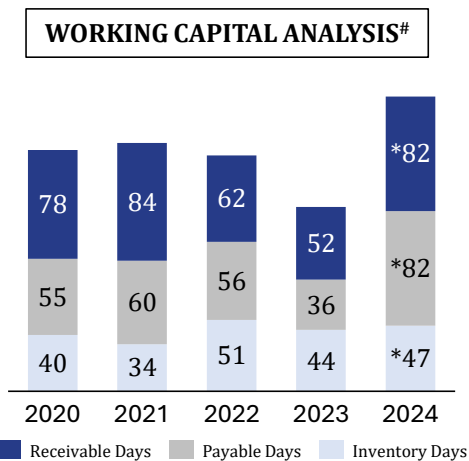
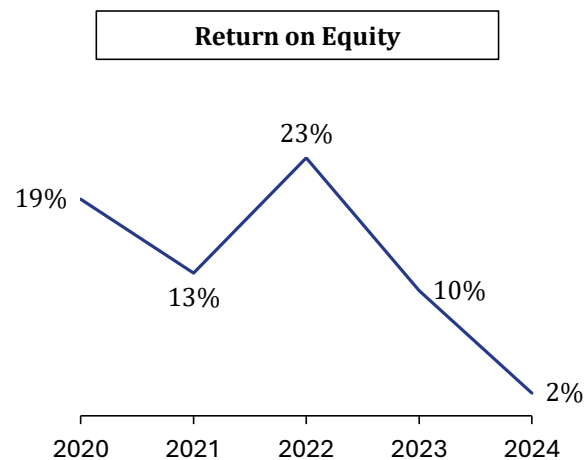
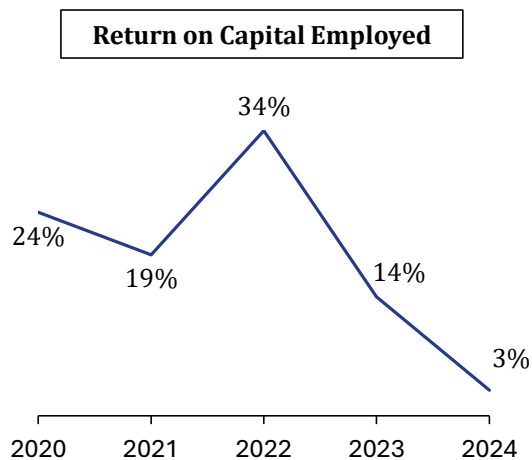
PAT Margin (%)



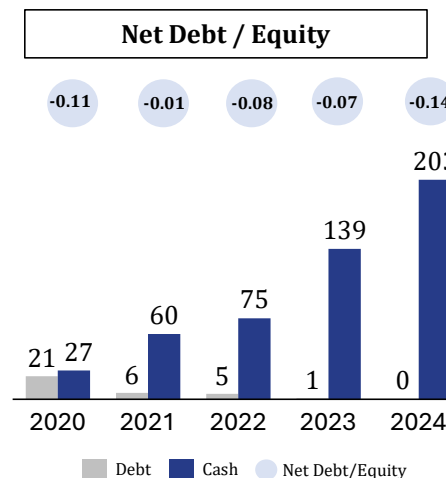
Historical Performance



(Standalone)



*Higher due to increase in operations in Q4 FY 24 in comparison to yearly average



Long-term debt free & Cash-rich company

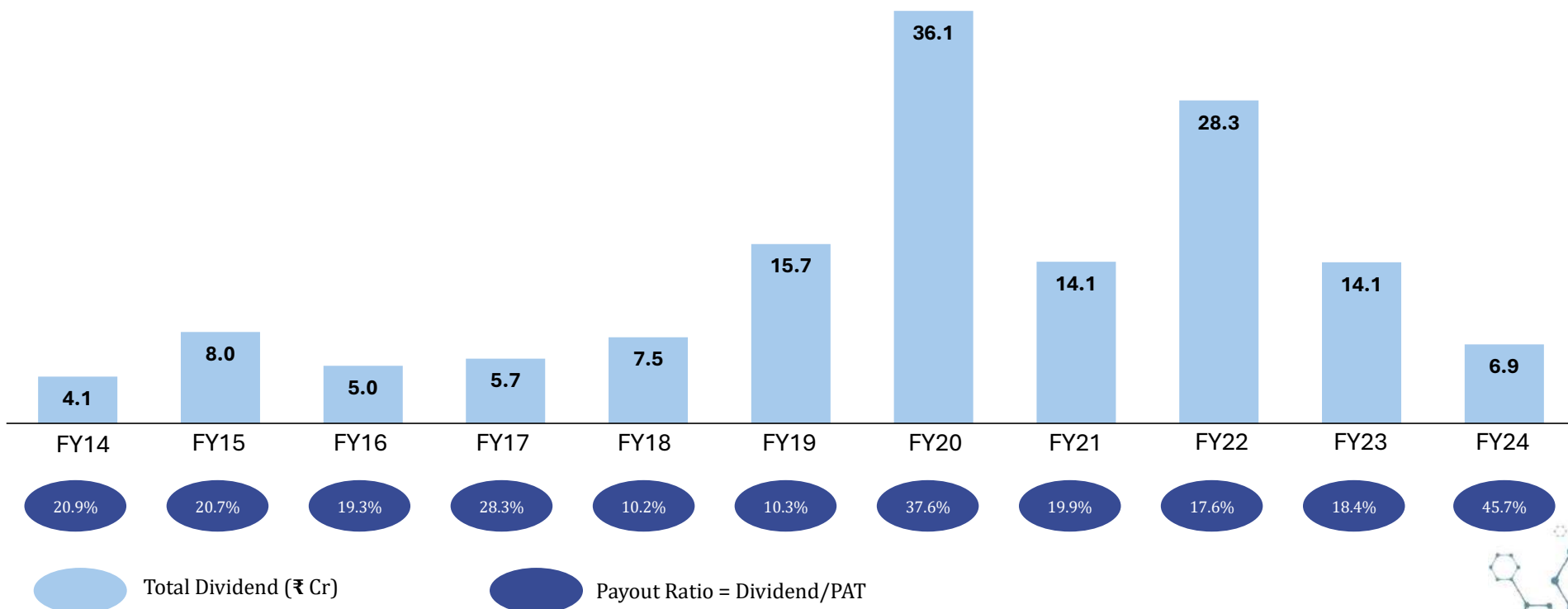


(a) ROCE=EBIT/Avg Capital employed [Capital Employed=Net worth excluding other comprehensive income + total debt]. (b) ROE= PAT/Net worth excluding other comprehensive income. #Calculated on the basis of revenue from operations

Consistent shareholder returns



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	FY24 Rs 6.91 crore Dividend Payout	Rs 145.5 crores Returned to shareholders in the last 10 years; 28% CAGR growth
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Capital allocation over the last few years



Capital Expenditure

The company executed Rs 346 Crs of Capex throughout the course of the four-year term (2019–24), 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, Phosphonates 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 :



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CIN: L24200MH1960PLC011807

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