



Excel Industries Ltd.



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

29th May, 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 year ended March 31, 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

Q4 & FY24 INVESTOR PRESENTATION





Safe Harbour

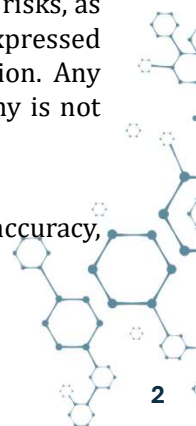


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Q4 & FY24 Financial Performance





Q4 & FY24 Results Highlights (Standalone)



Q4 FY24

₹ 233.5 Cr

Revenue

₹ 12.9 Cr

EBITDA

₹ 7.3 Cr

PAT

FY24

₹ 826.1 Cr

Revenue

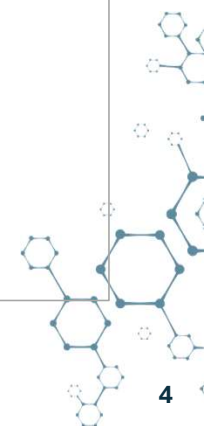
₹ 24.1 Cr

EBITDA

₹ 15.1 Cr

PAT

- In Q4 FY24, the Company generated a revenue of ₹ 233.5 Cr, reflecting a 30% growth from Q3 FY 24 attributed mainly to the increase in the volumes in domestic as well as export market.
- The exports revenue in Q4 grew by 70% over previous quarter due to improved demand in international business. Total exports for FY 24 stands at Rs 130 Crs.
- The company's EBITDA margins stood at 5.5% for Q4 FY24 compared to 1% in Q3 FY 24, largely on the account of higher volumes and improved realizations.
- PAT margin for the quarter was at **3.1 % for Q4 FY24 and 1.8% for FY 24.**
- The company continues to maintain market share in key products and focuses on diversification of the product portfolio

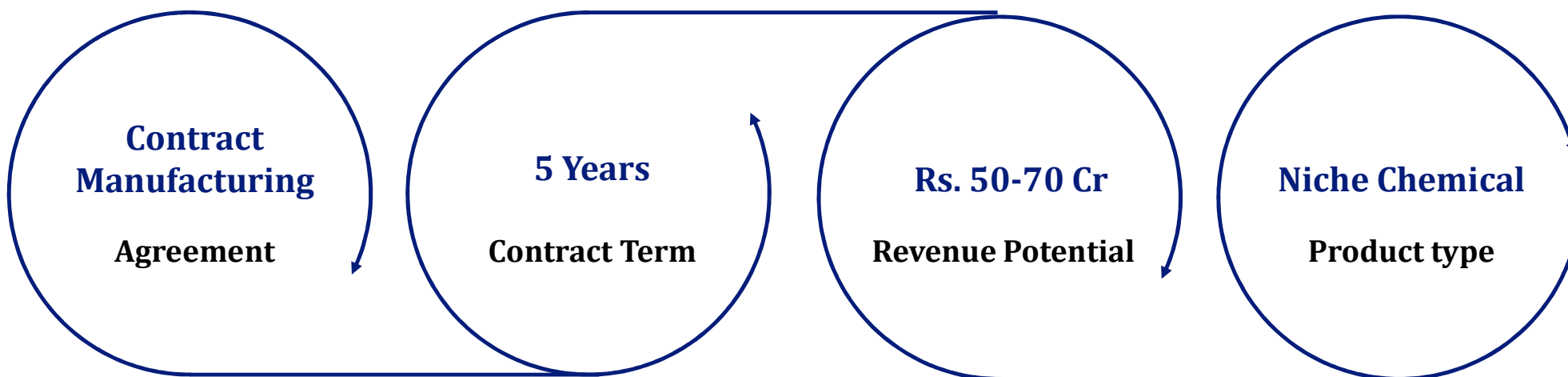




Contract Manufacturing - A promising growth driver



The Company has recently signed a long-term agreement with a leading Multinational Company.



Commenting on this development, **Mr. Ravi Ashwin Shroff – Managing Director** said, “We are pleased to announce this long-term supply agreement with a **reputed Multinational Company**. We firmly believe that opportunities like these will open up pathways for a significant growth in Contract Manufacturing, and we are confident that our expertise in diverse chemistries will continue to unlock new opportunities for us. We look forward to exploring new avenues for growth in manufacturing opportunities in the high-value chemical space.

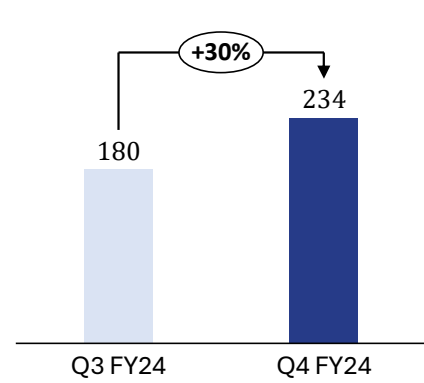
We believe contract manufacturing would be promising growth driver for Excel Industries in the future. We will continue to engage with customers to expand the business in Excel Industries in the coming years”



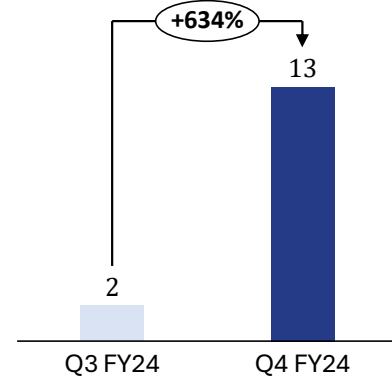


Standalone performance in Q4 FY24

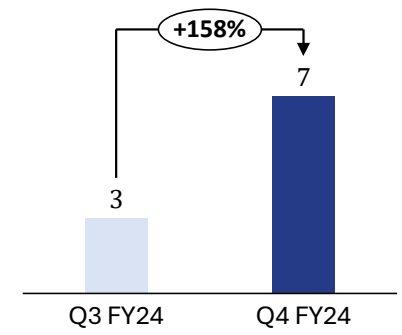
Revenue (₹ in Crs)



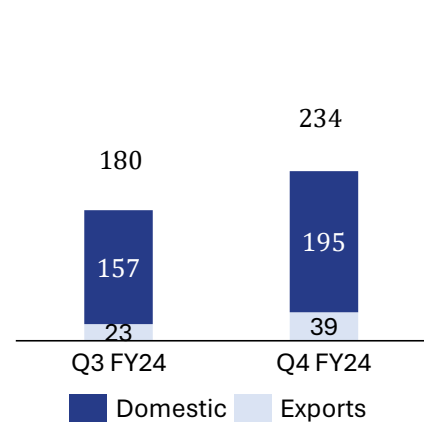
EBITDA (₹ in Crs)



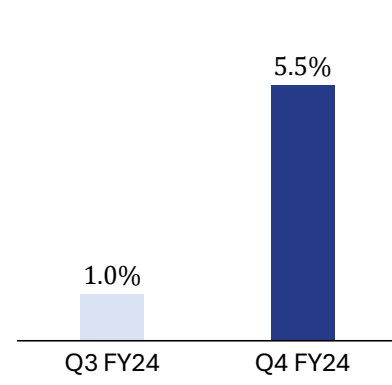
PAT (₹ in Crs)



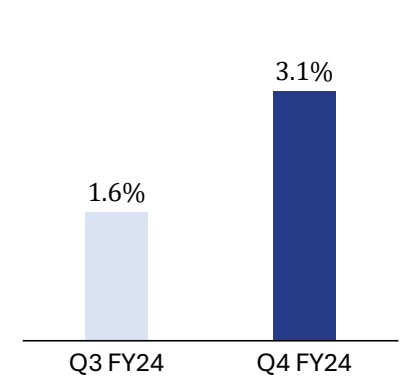
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



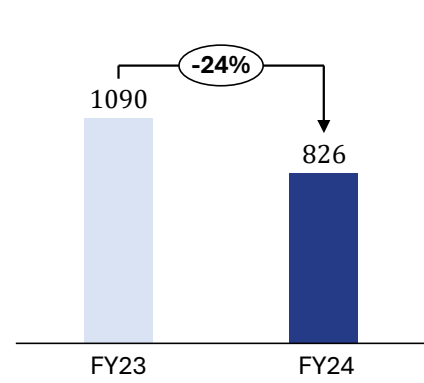
PAT Margin (%)



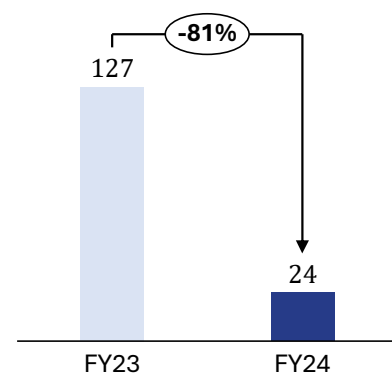


Standalone performance in FY24

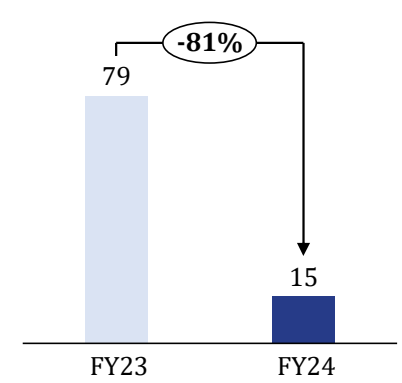
Revenue (₹ in Crs)



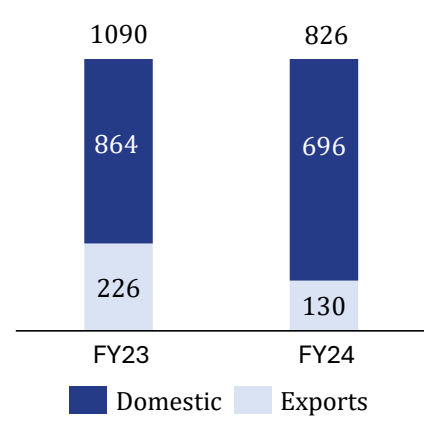
EBITDA (₹ in Crs)



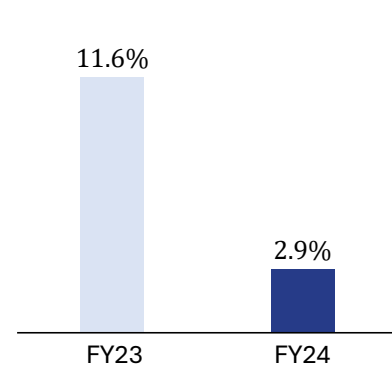
PAT (₹ in Crs)



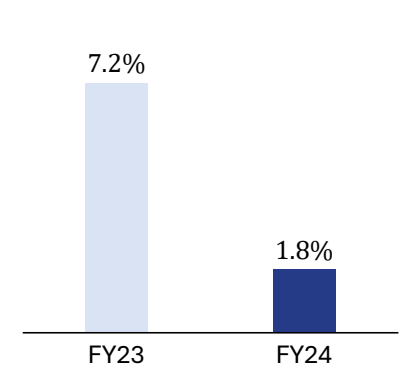
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



PAT Margin (%)



Standalone Profit and loss Statement



Particulars (₹ in Crs)	Q4 FY24	Q3 FY24	Q-o-Q	Q4 FY23	Y-o-Y	FY24	FY23	Y-o-Y
Revenue from Operations	233.5	180.3	29.5%	226.1	3.3%	826.1	1089.8	-24.2%
Cost of goods sold	138.8	105.4		140.0		503.1	630.8	
Gross Profit	94.8	74.9	26.5%	86.1	10.1%	323.1	459.0	-29.6%
Gross Margin (%)	40.6%	41.5%		38.1%		39.1%	42.1%	
Employee Expenses	26.8	27.4		24.4		105.3	104.9	
Other Expenses	55.1	45.7		50.7		193.7	227.2	
EBITDA	12.9	1.8	633.6%	11.0	17.1%	24.1	126.9	-81.0%
EBITDA Margin (%)	5.5%	1.0%		4.9%		2.9%	11.6%	
Other Income	4.9	11.0		2.6		29.3	10.6	
Depreciation	8.0	7.9		7.8		31.4	31.4	
EBIT	9.8	5.0	98.0%	5.7	72.0%	22.0	106.1	-79.2%
EBIT Margin (%)	4.2%	2.7%		2.5%		2.7%	9.7%	
Finance Cost	0.3	0.7		0.4		1.8	2.2	
Profit/(Loss) before Tax	9.5	4.2	125.9%	5.3	80.0%	20.2	104.0	-80.6%
Profit/(Loss) before Tax(%)	4.1%	2.3%		2.4%		2.4%	9.5%	
Tax	2.2	1.4		3.0		5.1	25.5	
Profit/(Loss) After Tax	7.3	2.8	157.7%	2.3	211.5%	15.1	78.5	-80.8%
PAT Margin (%)	3.1%	1.6%		1.0%		1.8%	7.2%	
Earnings / (Loss) per share (EPS) (Rs.)	5.8	2.3		1.9		12.0	62.4	

Standalone Balance Sheet



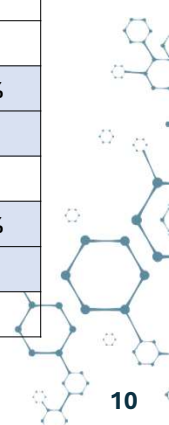
Particulars (₹ Crs)	FY24	FY23
ASSETS		
Non - Current Assets		
Property, plant and equipment	382.9	386.1
Right of use assets	21.1	21.5
Investment Properties	0.8	0.8
Goodwill	18.9	18.9
Capital work-in-progress	18.0	19.3
Other Intangible assets	0.2	0.3
Intangible assets under development	0.5	-
Financial Assets		
Investments in subsidiaries and joint venture	4.3	4.2
Other Investments	406.9	301.8
Loans	0.0	0.0
Other Financial Assets	8.1	7.9
Non-current tax assets (net)	29.5	20.5
Other non-current assets	6.6	1.6
Total Non - Current Assets	897.8	782.9
Current Assets		
Inventories	106.4	131.4
Financial Assets		
(i) Investments	172.2	53.0
(ii) Trade receivables	184.7	156.5
(iii) Cash and cash equivalents	7.4	3.3
(iv) Bank balances other than (ii) above	4.5	83.2
(v) Loans	0.2	0.2
(vi) Other current financial assets	27.6	6.4
Other current assets	11.0	7.8
Total Current Assets	514.0	441.8
TOTAL ASSETS	1,411.8	1,224.7

Particulars (₹ Crs.)	FY24	FY23
Equity		
(a) Equity share capital	6.3	6.3
(b) Other equity	1069.4	985.4
Total Equity	1,075.7	991.7
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Lease liabilities	1.8	1.8
Employee benefit obligations	13.3	13.1
Deferred Tax Liabilities	120.2	95.1
Total Non - Current Liabilities	135.3	110.0
Current Liabilities		
Financial liabilities		
(i) Borrowings	0.0	0.9
(ii) Lease liabilities	0.0	0.0
(iii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	7.0	6.8
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	178.1	100.0
(iv) Other financial liabilities	4.4	5.5
Other current liabilities	4.5	4.3
Employee benefit obligations	6.4	5.0
Current tax liabilities (net)	0.4	0.5
Total Current Liabilities	200.8	123.0
Total Equity and Liabilities	1,411.8	1,224.7

Consolidated Profit and loss Statement



Particulars (₹ in Crs)	Q4 FY24	Q3 FY24	Q-o-Q	Q4 FY23	Y-o-Y	FY24	FY23	Y-o-Y
Revenue from Operations	233.5	180.3	29.5%	226.1	3.3%	826.1	1,089.8	-24.2%
Cost of goods sold	138.8	105.4		140.0		503.1	630.8	
Gross Profit	94.8	74.9	26.5%	86.1	10.0%	323.1	459	-29.6%
Gross Margin (%)	40.6%	41.5%		38.1%		39.1%	42.1%	
Employee Expenses	26.8	27.4		24.4		105.3	104.9	
Other Expenses	55.4	45.8		50.7		194.1	227.3	
EBITDA	12.6	1.7	660.2%	11.0	15.1%	23.7	126.8	-81.3%
EBITDA Margin (%)	5.4%	0.9%		4.9%		2.9%	11.6%	
Other Income	5.0	11.3		2.6		33.0	12.9	
Depreciation	8.0	7.9		7.8		31.4	31.4	
EBIT	9.6	5.1	87.4%	5.8	68.0%	25.2	108.3	-76.6%
EBIT Margin (%)	4.1%	2.8%		2.6%		3.1%	9.9%	
Finance Cost	0.3	0.7		0.4		1.9	2.2	
Share of net profit/(loss) of associate	-0.4	-0.3		-0.3		-0.7	-0.4	
Profit before Tax	8.9	4.1	117.8%	5.1	76.0%	22.7	105.8	-78.6%
Profit before Tax(%)	3.8%	2.3%		2.3%		2.7%	9.7%	
Tax	2.2	1.4		2.9		5.6	25.8	
Profit After Tax	6.7	2.7	149.4%	2.2	208%	17.0	79.9	-78.7%
PAT Margin (%)	2.9%	1.5%		1.0%		2.1%	7.3%	
Earnings per share (EPS) (Rs.)	5.3	2.1		1.7		13.5	63.6	

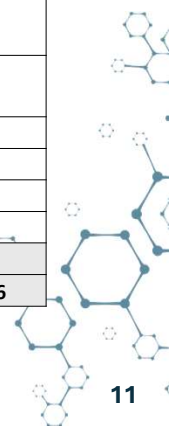


Consolidated Balance Sheet



Particulars (₹ Crs)	FY24	FY23
Assets		
Non - Current Assets		
Property, plant and equipment	385.5	386.1
Right of use assets	22.1	21.5
Investment Properties	0.8	0.8
Goodwill	18.9	18.9
Capital work-in-progress	18.0	19.3
Other Intangible assets	0.2	0.3
Intangible assets under development	0.5	0.0
Investments accounted for using the equity method	0.0	0.1
Financial Assets		
Other Investments	785.4	568.1
Loans	0.0	0.0
Other Financial Assets	8.1	7.9
Deferred Tax Assets	0.1	0.0
Non-current tax assets (net)	29.5	20.5
Other non-current assets	6.6	1.6
Total Non - Current Assets	1,275.8	1,045.2
Current Assets		
Inventories	106.4	131.4
Financial Assets		
(i) Investments	176.1	56.4
(ii) Trade receivables	184.8	156.5
(iii) Cash and cash equivalents	7.8	3.6
(iv) Bank balances other than (ii) above	4.6	83.4
(v) Loans	1.2	1.2
(vi) Other current financial assets	27.5	6.5
Other current assets	11.3	8.4
Total Current Assets	519.7	447.4
Total Assets	1,795.5	1,492.6

Particulars (₹ Crs.)	FY24	FY23
Equity		
(a) Equity share capital	6.3	6.3
(b) Other equity	1420.8	1235.5
Total Equity	1427.1	1241.8
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Lease liabilities	1.8	1.8
Employee benefit obligations	13.3	13.1
Deferred Tax Liabilities	150.3	112.5
Total Non - Current Liabilities	165.4	127.4
Current Liabilities		
Financial liabilities		
(i) Borrowings	0.0	0.9
(ii) Lease liabilities	0.0	0.0
(iii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	7.0	6.8
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	178.2	100.1
(iv) Other financial liabilities	6.5	5.5
Other current liabilities	4.5	4.3
Employee benefit obligations	6.4	5.0
Current tax liabilities (net)	0.6	0.8
Total Current Liabilities	203.1	123.4
Total Equity and Liabilities	1,795.5	1,492.6



Excel Industries Ltd.

Pioneer in Chemical and Environment Management business

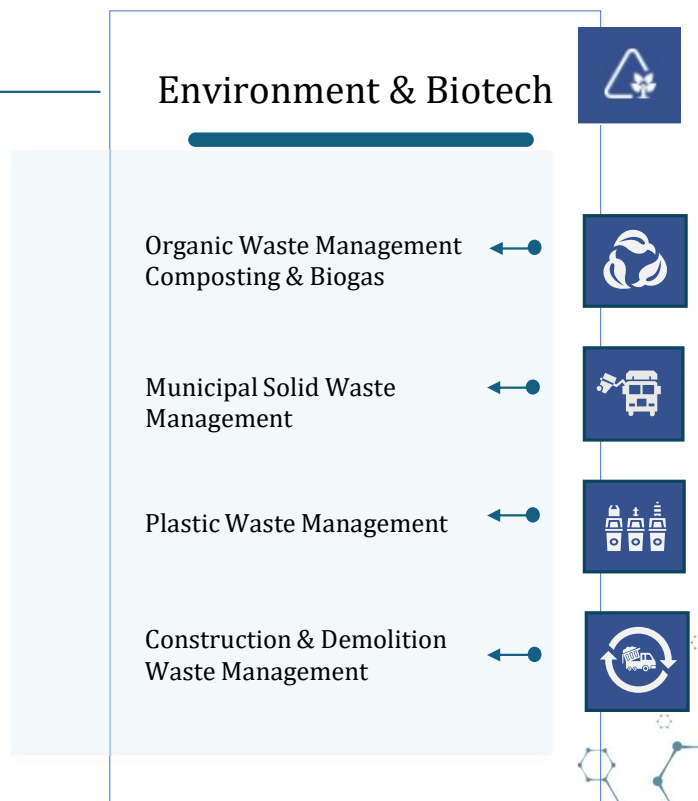
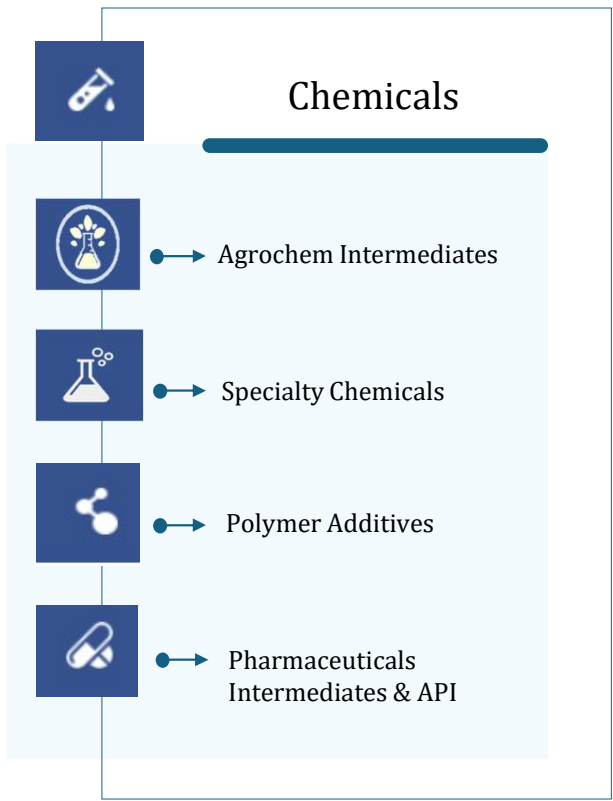




Diversified Business Segments...



Excel Industries Limited





... Diversified Product Portfolio



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



Responsible Care®
FOR CHEMISTRY'S FUTURE



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.

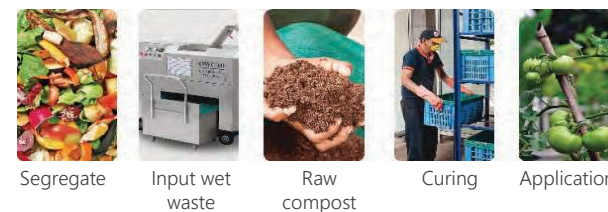


Product

Uses

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

Process



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

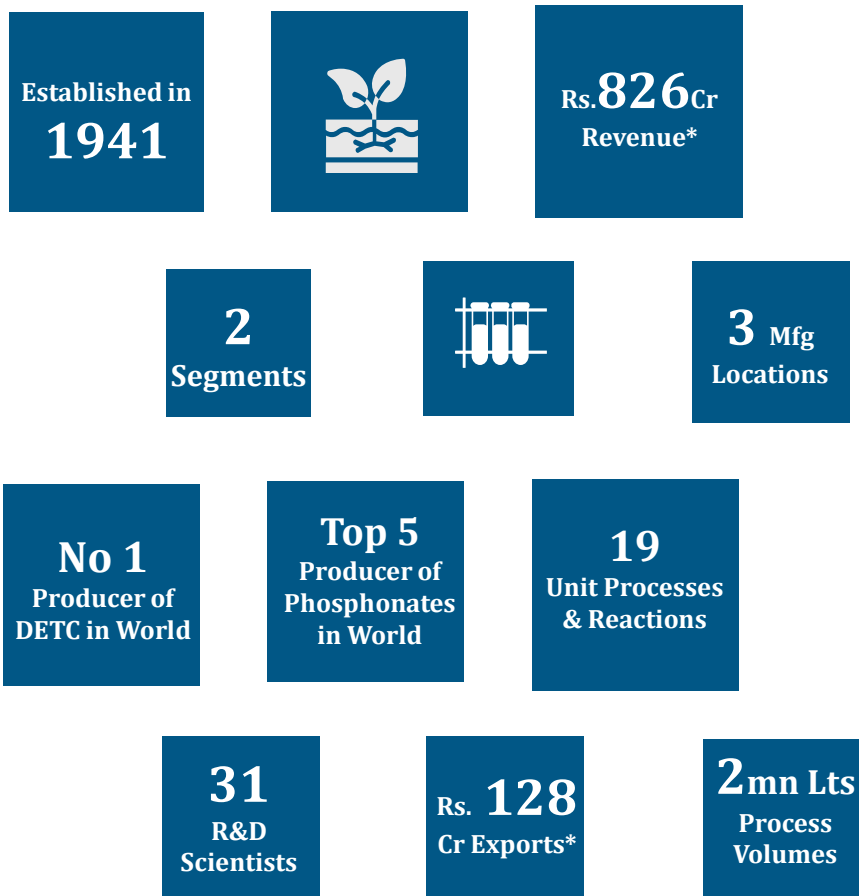


Company Overview



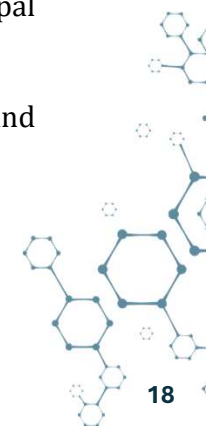


Excel Industries At Glance



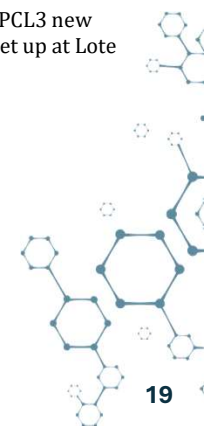
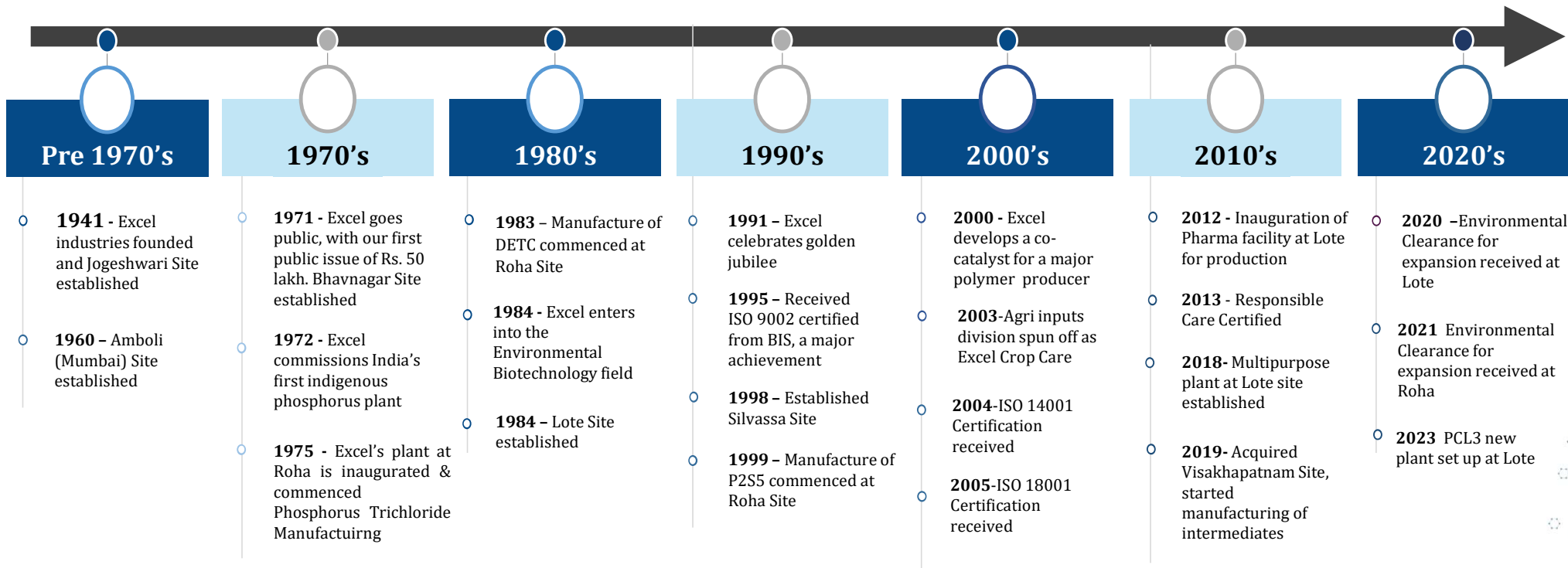
- Established in 1941 with an objective to make India self reliant in chemicals by developing indigenous chemical technologies
- Excel Industries manufactures complex products through the best-in-class technological setup
- Involved in manufacturing Agrochemical intermediates and Specialty Chemicals.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

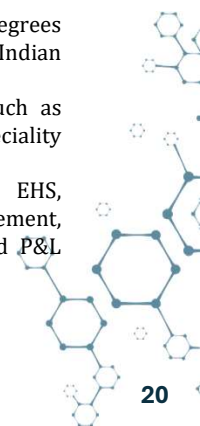
- He is a Chartered Accountant and an alumni of Harvard Business School having completed the Owner President Management program
- Has a prior business leadership experience in Agrochemicals as Executive Director of erstwhile Excel Crop Care Ltd
- He is currently the Executive Director of Excel Industries 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. 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.





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.

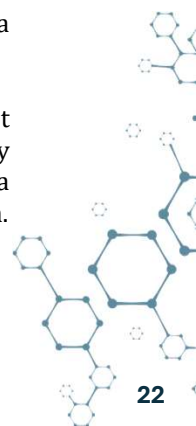
LOTE

- 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.

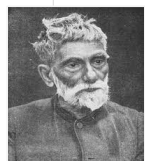


VIZAG

- 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



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 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



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



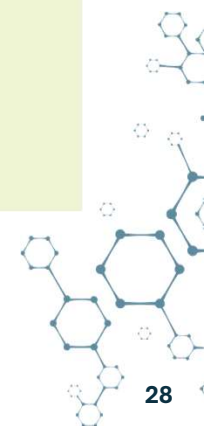


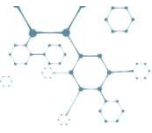
Corporate Social Responsibility



- 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 khurdi 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 Preperation, 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...

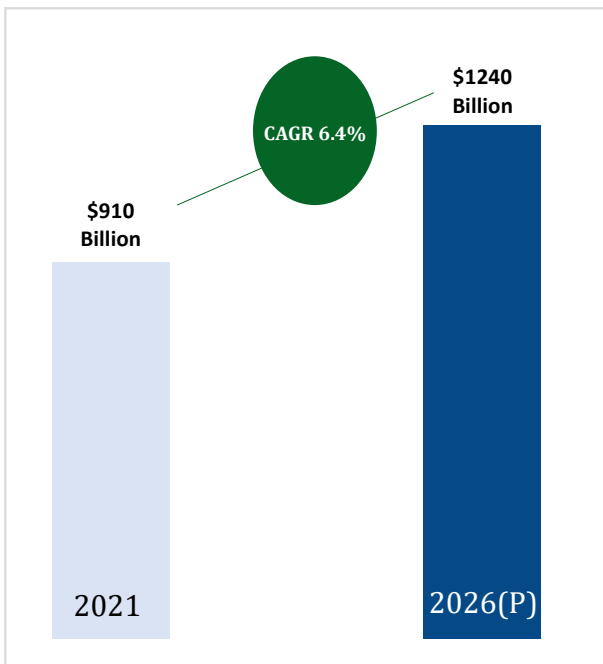


The **Global Specialty Chemical Industry** was valued at **\$910Bn** in **2021** and is projected to reach **\$1240Bn** by **2026**, growing at a **CAGR of 6.4%** from **2021 to 2026***.



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.
- 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.



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



...Indian industry growing at double digit



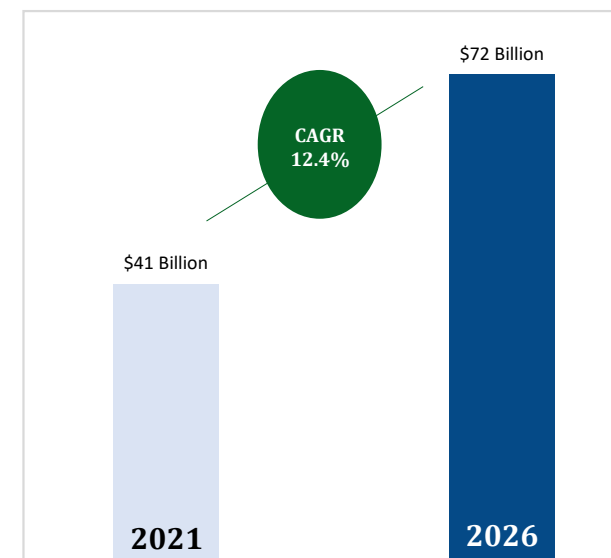
- The Indian chemical industry is expected to reach \$304 billion by 2025, growing at a CAGR of 9.3%. *(Source: TOI)*
- The domestic chemicals sector's MSMEs are expected to showcase 7% revenue growth in FY24. *(Source : Economics times)*
- Market share of India to grow to 6% by 2026. *(Source: CRISIL)*
- 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)*
- Union Budget 2022-23 the government allocated Rs. 173.45 crores 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.

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)*

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



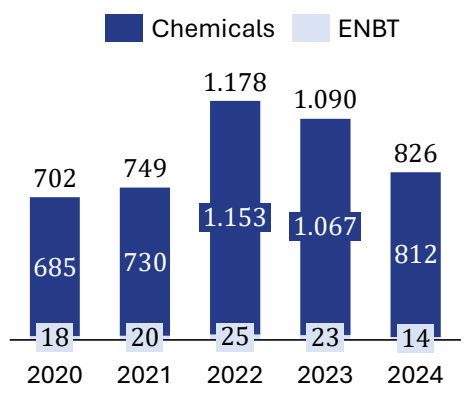


Historical Performance

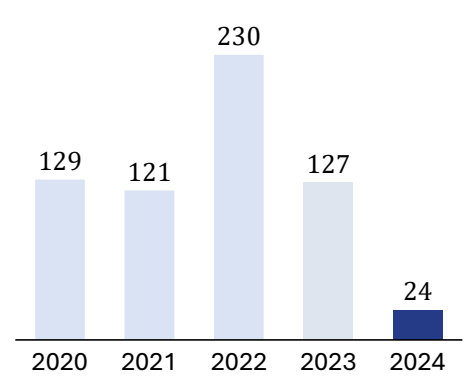


(Standalone)

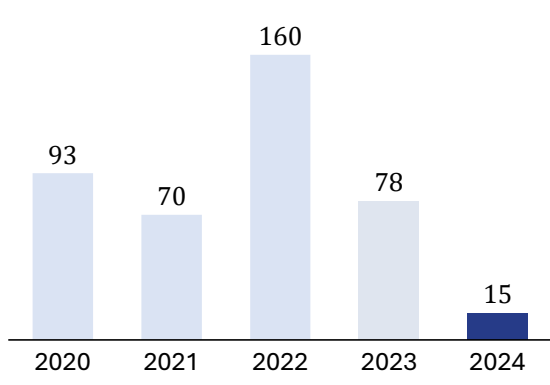
REVENUE (Rs in Crs)



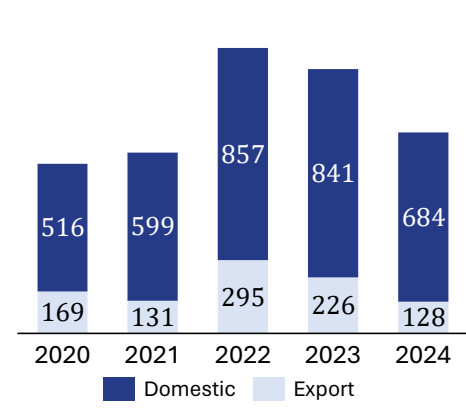
EBITDA (Rs in Crs)



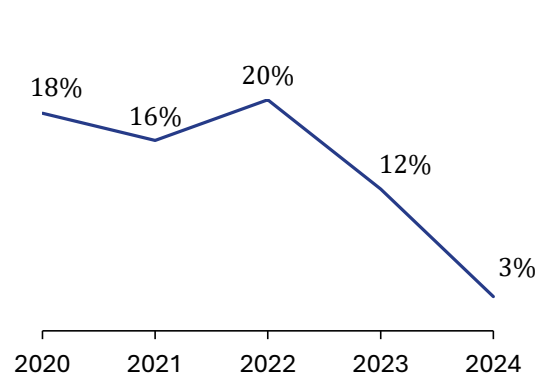
PAT (Rs in Crs)



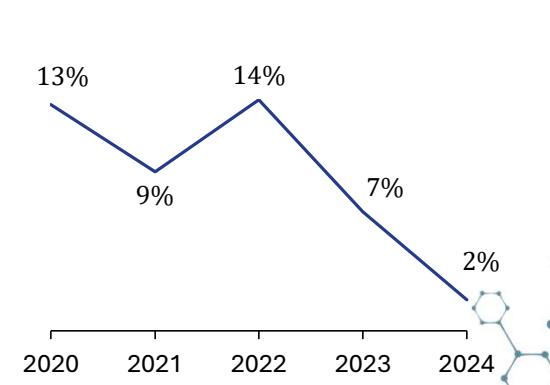
REVENUE MIX Chemicals (Rs in Crs)



EBITDA Margin (%)



PAT Margin (%)

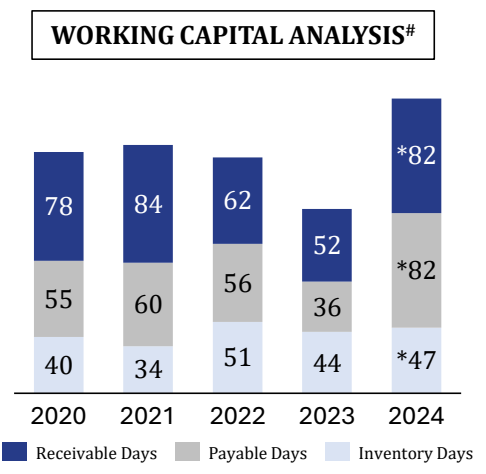
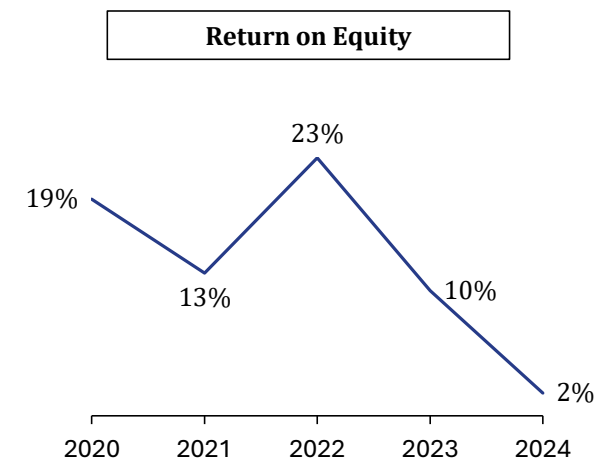
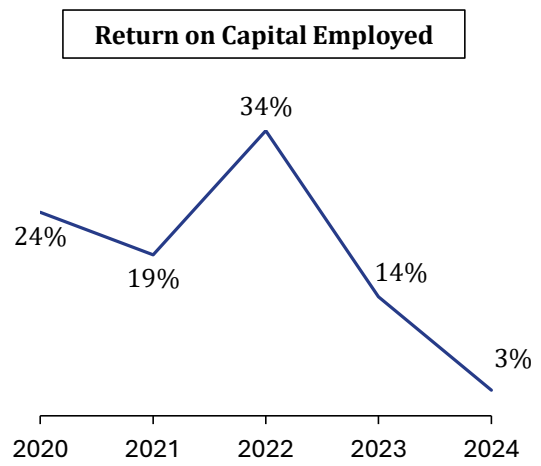




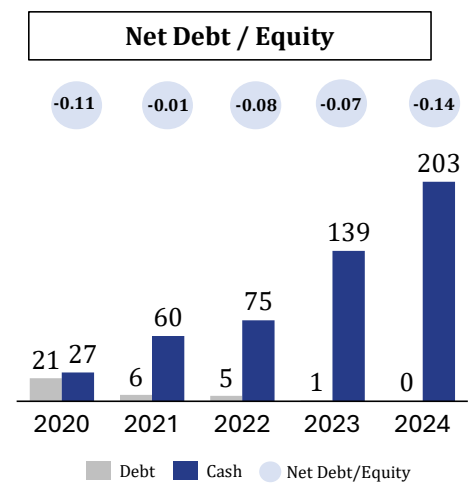
Historical Performance



(Standalone)



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



Long-term debt free & Cash-rich company



Responsible Care®
FOR CHEMISTRY'S FUTURE

(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

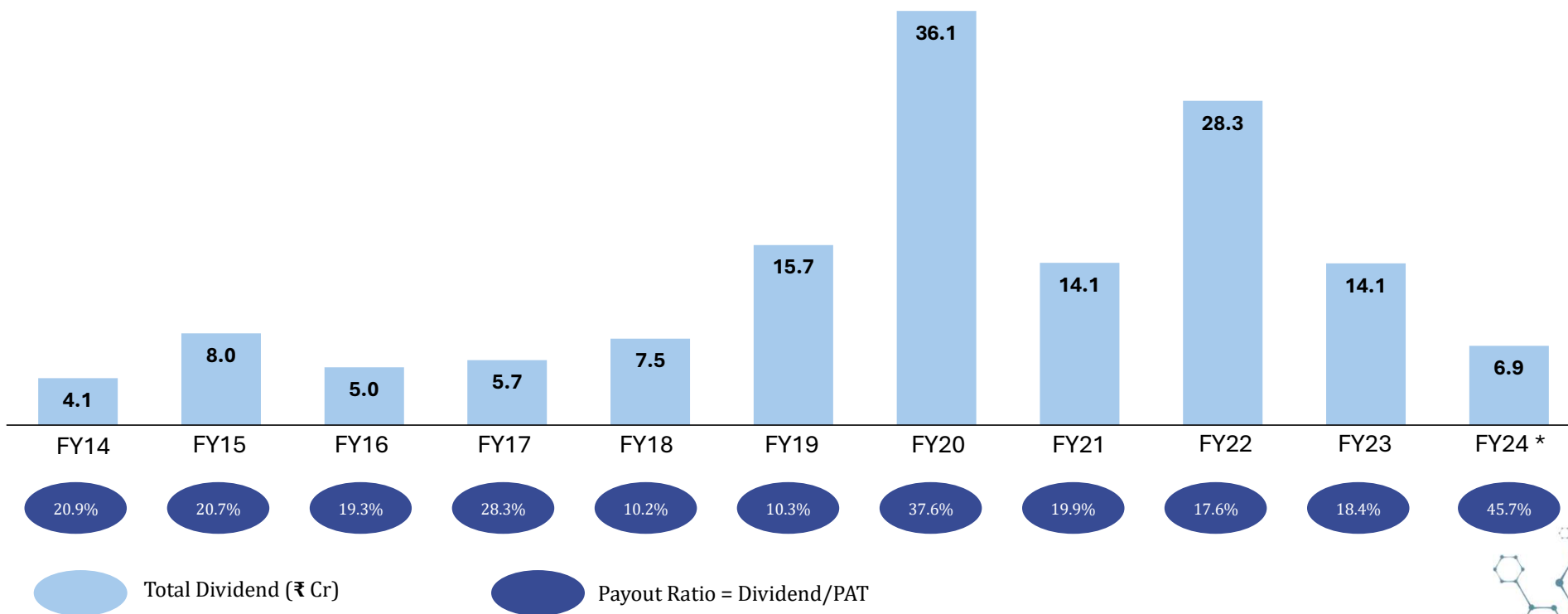
FY21
Rs 14.1 crore
Dividend
Payout

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



(* - 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 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



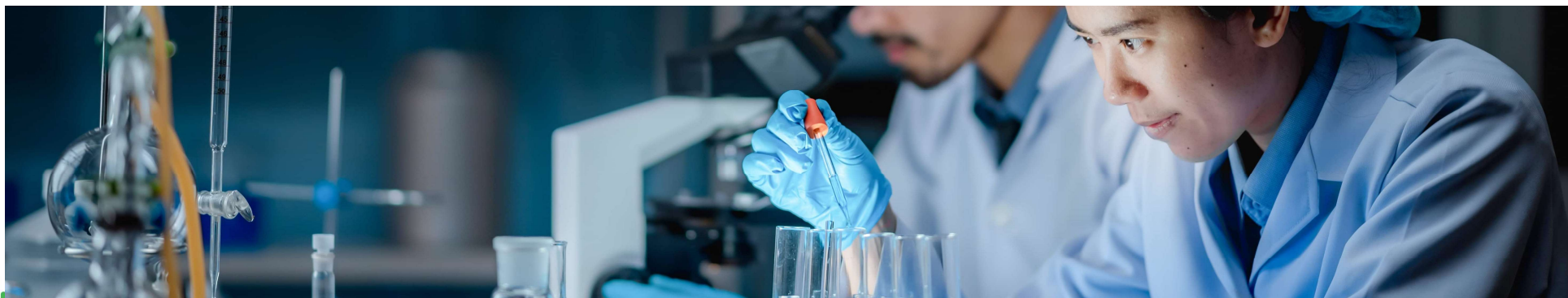
Capturing opportunities

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 :



Excel Industries Limited

CIN: L24200MH1960PLC011807

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Chief Financial Officer

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