

REF: POEL/BNS/ BSE/2024-25/39
NOVEMBER 04, 2024

BSE LIMITED
PHIROZE JEEJEEBHOY TOWERS
DALAL STREET
MUMBAI- 400001

Scrip Code - 539195

DEAR SIR,

Sub: Result Presentation for Q2 FY 2024-25
Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations,
2015.

With reference to the above captioned subject, we enclose herewith the Result Presentation for Q2 FY 2024-25. The aforesaid Result Presentation is also being disseminated on the website of the company at www.poel.in.

This is for your information and record.

Thanking You,

Yours faithfully,
For **POCL ENTERPRISES LIMITED**

AASHISH KUMAR K JAIN
COMPANY SECRETARY & FINANCE HEAD

Financial Results

Quarter Ended September 2024

Disclaimer

This communication, except for the historical information, may contain statements which reflect the Management's current views and estimates and could be construed as forward-looking statements. The future involves many risks and uncertainties that could cause actual results to differ materially from the current views being expressed. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange and commodity price fluctuations, competitive product and pricing pressures and regulatory developments.

About Us

- POCL Enterprises Limited operates with a separate management team and has created its own brand value with a registered trade name of POEL. POEL was established in 1988 and currently has 3 major divisions:
 - Metallic Oxides Division – Lead Oxides & Zinc Oxide
 - PVC Stabilisers Division – Lead Stabilisers and Calcium-Zinc Stabilisers
 - Metals Division – Lead Smelting, Refining & Alloying
- POEL currently has 4 factories as follows:
 - Unit 1 at Puducherry – Zinc Oxide, Litharge, Grey Oxide, Barton Pot Oxide & Red Lead
 - Unit 2 at Puducherry – PVC Stabilisers
 - Unit 5 at Thiruvallur – Zinc Refining & Zinc Oxide
 - Unit 6 at Maraimalai Nagar – Lead Smelting, Refining & Alloying
- POEL is a proud ISO 9001:2015, 14001:2015 and 45001:2018 certified Company. POEL is also listed on the Bombay Stock Exchange (BSE) with Scrip Code - 539195
- POEL is recognised with the esteemed Two Star Export House status and also AEO Tier-1 status which underscores POEL's significant contributions to global trade
- The brand “POEL” has been awarded the Brand Listing from the Multi Commodity Exchange (MCX) for Pure Lead manufactured at its Maraimalai Nagar facility.

Product Applications

Zinc Oxide is used as an additive in numerous materials and products including cosmetics, food supplements, rubbers, plastics, ceramics, paints, etc. It's major industrial application is towards the Tyre manufacturing industry and associated rubber products.

Lead Oxides such as **Lead Sub-Oxide & Red Lead Oxide** is primarily used in the manufacturing of Lead-acid batteries.

Litharge is primarily used in the manufacturing of PVC Lead Stabilisers and rigid and flexible PVC Piping. It is also used in the manufacturing of paints and pigments, industrial ceramics, lubricants and greases, etc.

PVC Stabilisers has wide applications which includes PVC Pipes & Fittings, Window Profiles, Cable Insulations, Footwear and Foam Boards, etc.

Lead Metal & Lead Alloys are primarily used in the manufacturing of Lead-Acid Batteries & other battery components. It is also used in the manufacturing of Cable Sheaths, Ammunition, X-Ray Shields, etc.

Promoters



Padam Bansal
Non Executive

He holds a PhD from the University of Kansas and is a gold medallist in B.Pharm from Banaras Hindu University. Additionally, he is affiliated with multinational companies like Johnson and Johnson.



Sunil Bansal
Managing Director,
Finance

He possesses over three decades of experience in the area of finance, commercial dealings and material sourcing for the zinc and lead industry.



Devakar Bansal
Managing Director,
Operations

He possesses over three decades of experience in the area of production, particularly zinc and lead oxides, PVC stabilisers, and lead recycling



Amber Bansal
Director, Finance
and Operations

He is a qualified chartered accountant with over five years of experience at KPMG. He is now in charge of company's financial decisions and overall operations of the company.

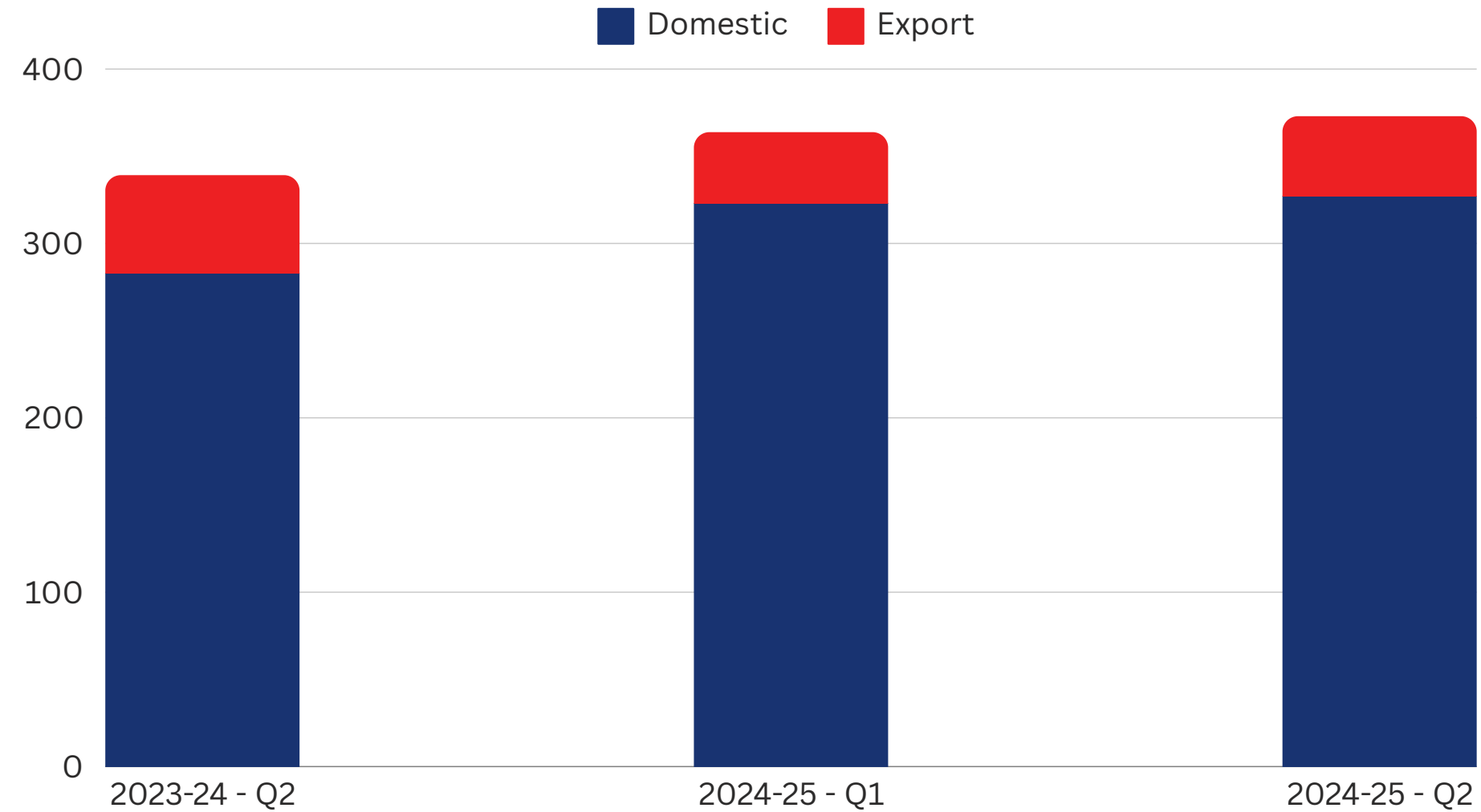


Harsh Bansal
Director,
Commercial Operations

He is an MBA from SP Jain with over eight years of experience in this lead and zinc industry. He is now in charge of company's procurement activities and expanding export client base.

Revenue - Quarterly Comparison

(Rs in Crores)

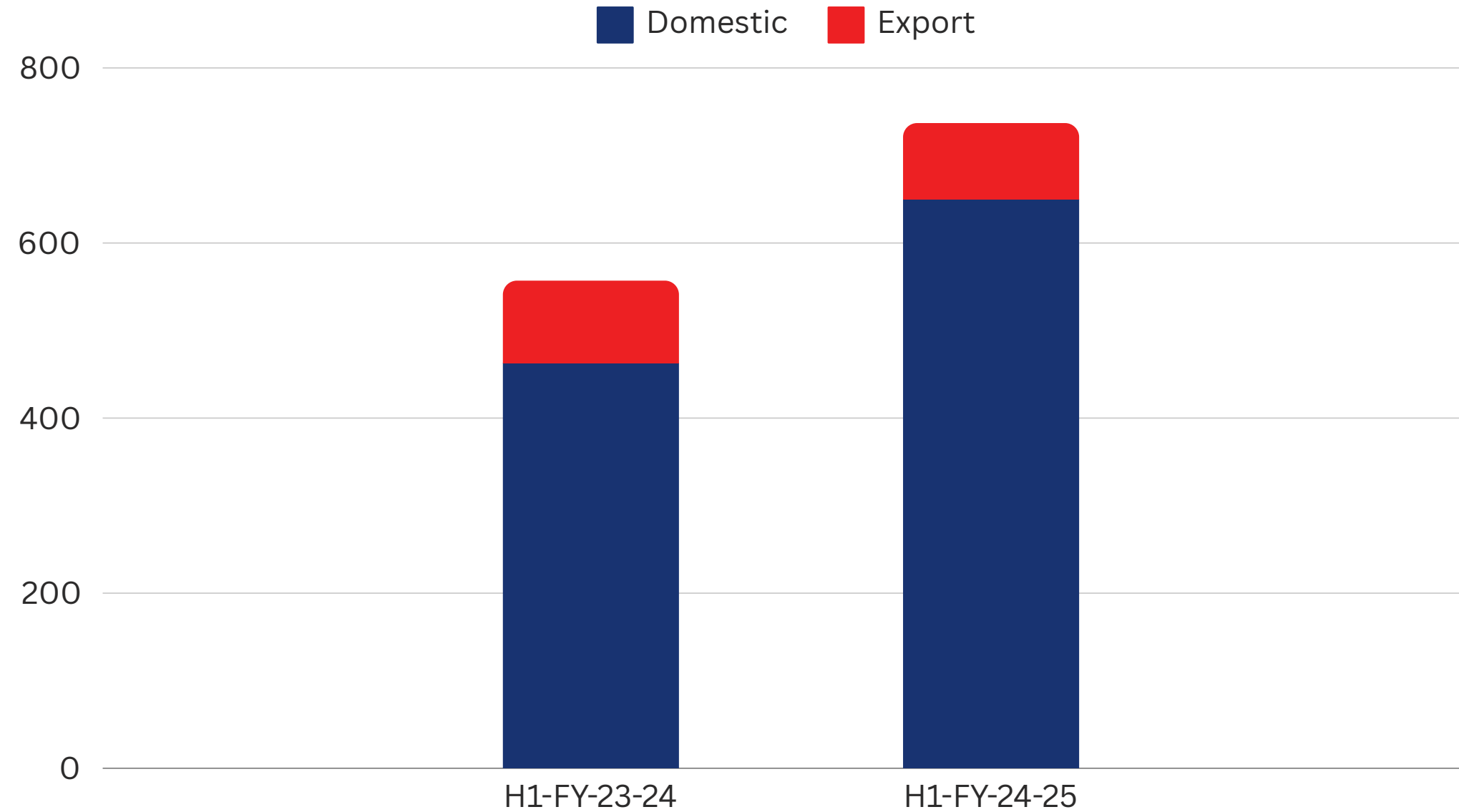


Quarter	Domestic	Export	Total
2023-24 - Q2	283	56	339
2024-25 - Q1	323	41	364
2024-25 - Q2	327	46	373

Revenue Growth: 2.54 9.97
(Q-o-Q) (Y-oY)

Revenue - Half Yearly Comparison

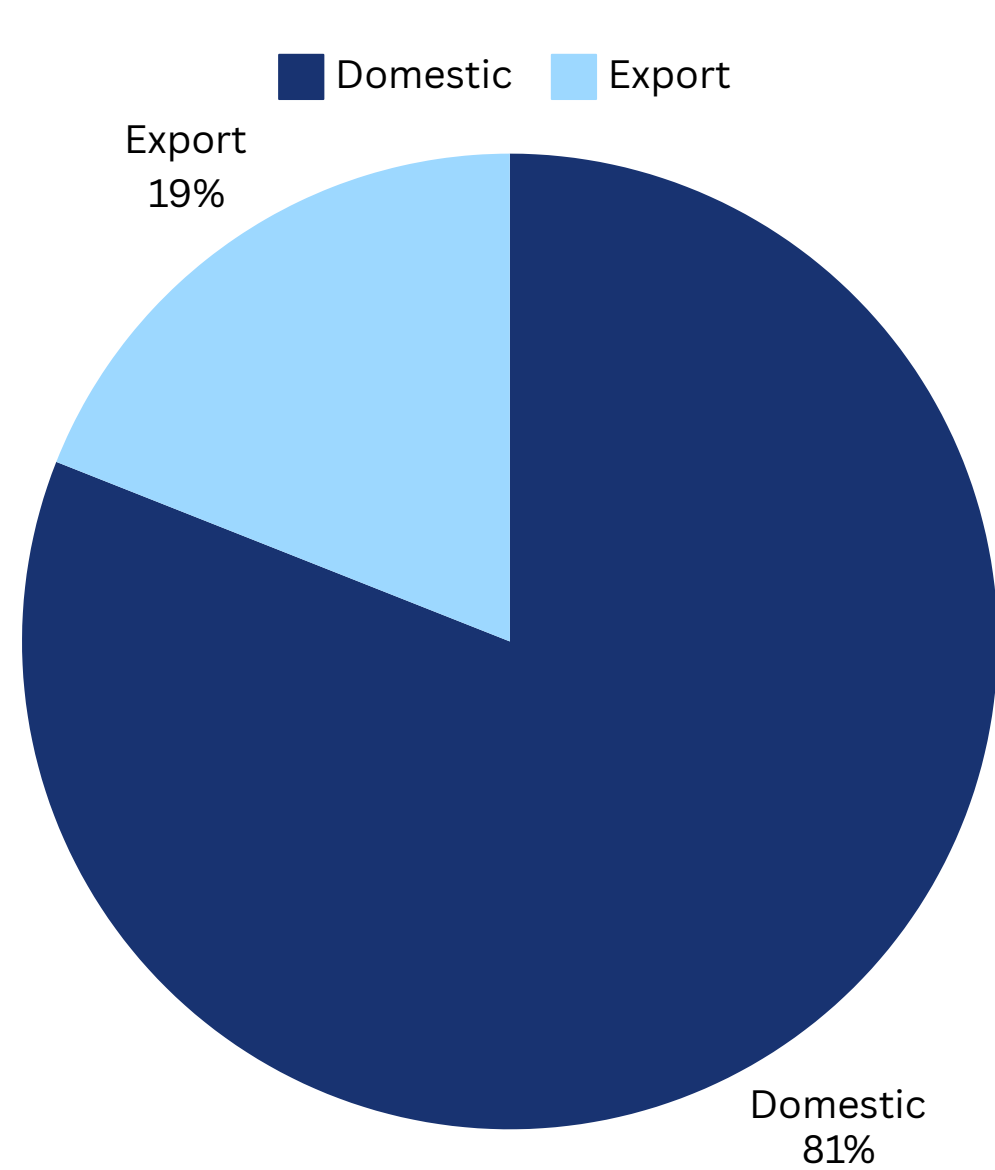
(Rs in Crores)



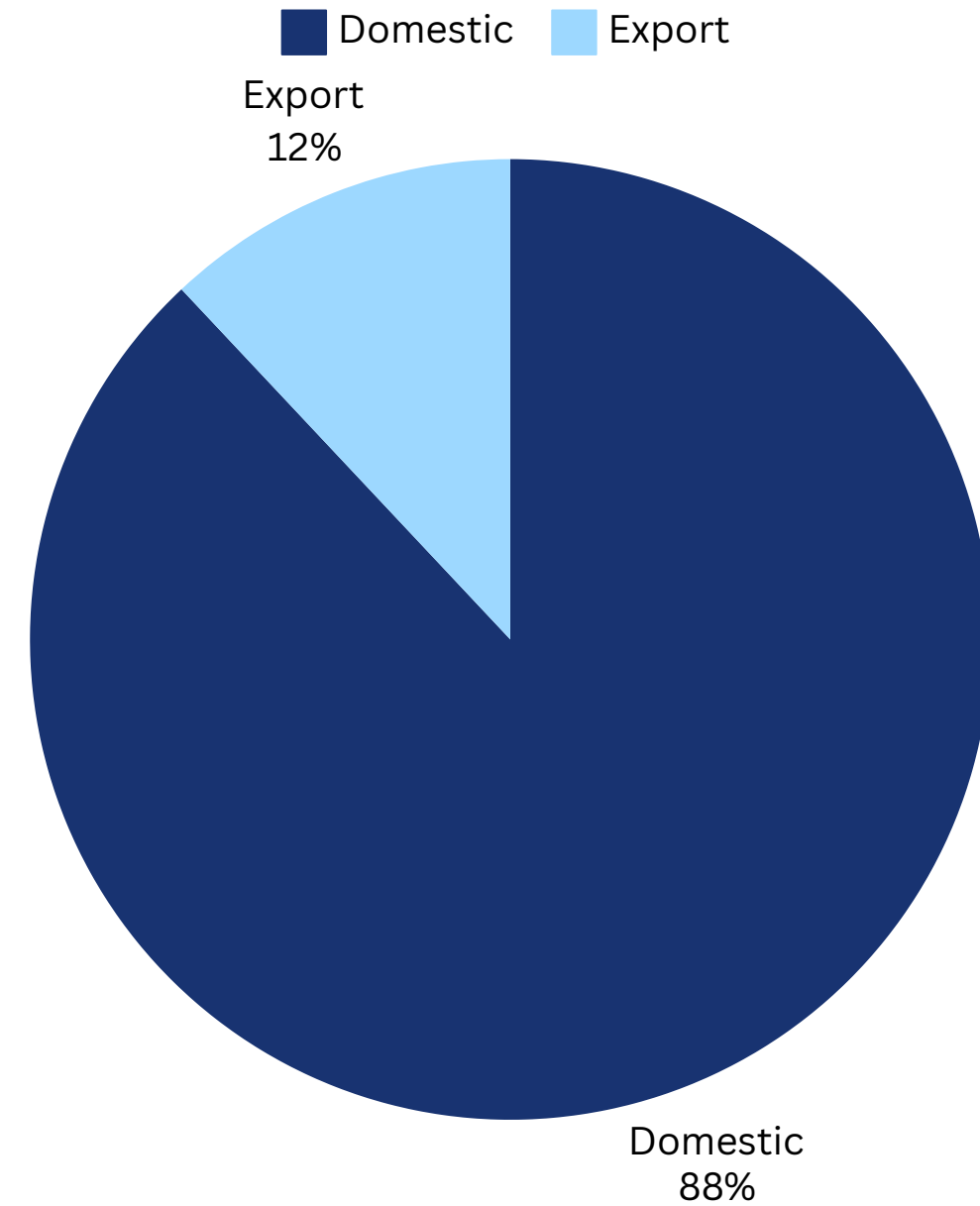
	Domestic	Export	Total
H1-FY-23-24	463	94	557
H1-FY-24-25	650	87	737

Revenue Growth: 32.33%

Revenue Share



Revenue Share - FY 2023-2024

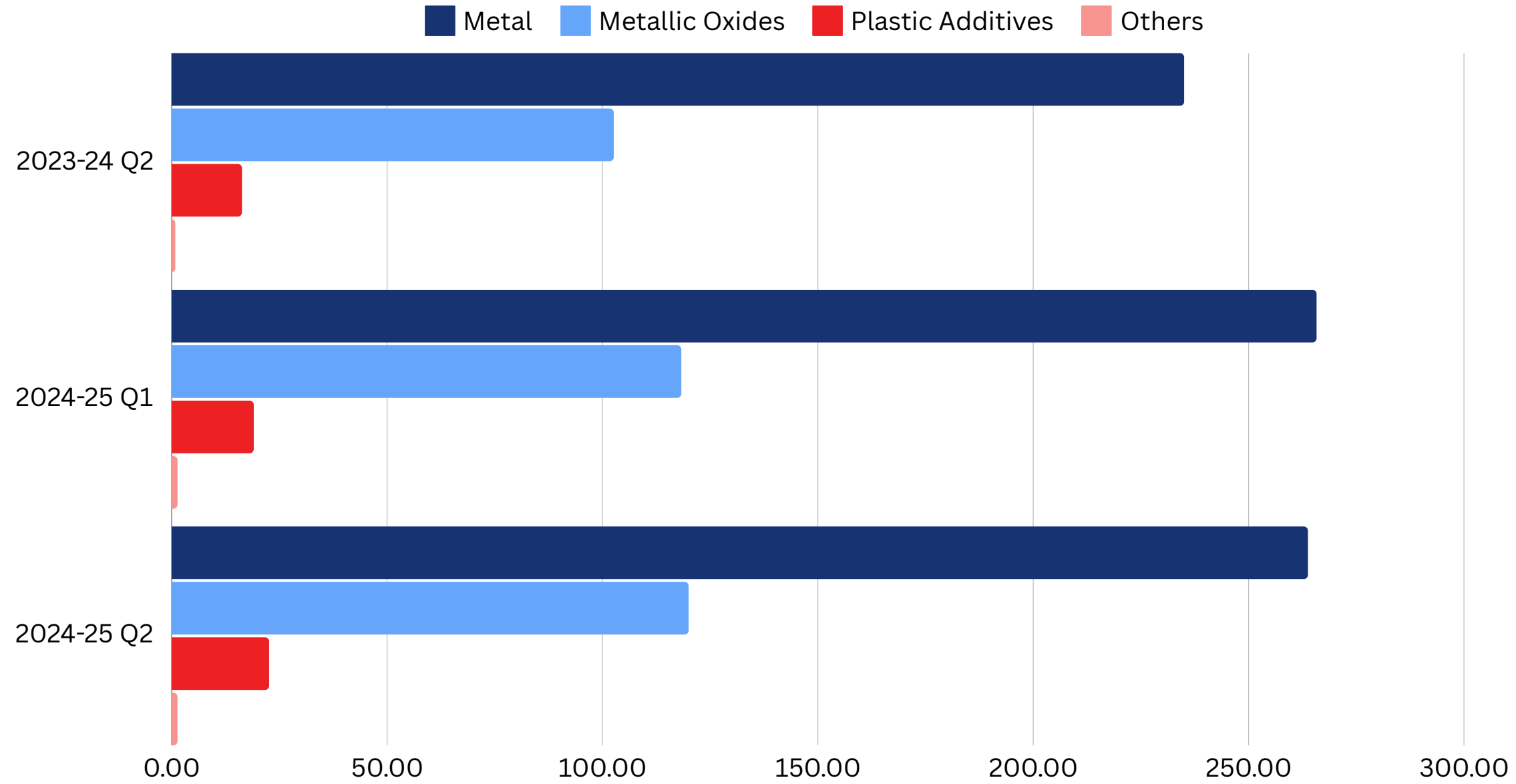


Revenue Share - FY 2024-2025

Particulars	Domestic	%	Export	%	Total
FY 2024-25	650.00	88.00	87.00	12.00	737.00
FY 2023-24	905.00	81.00	215.00	19.00	1120.00

Segmentwise Revenue - Quarterly

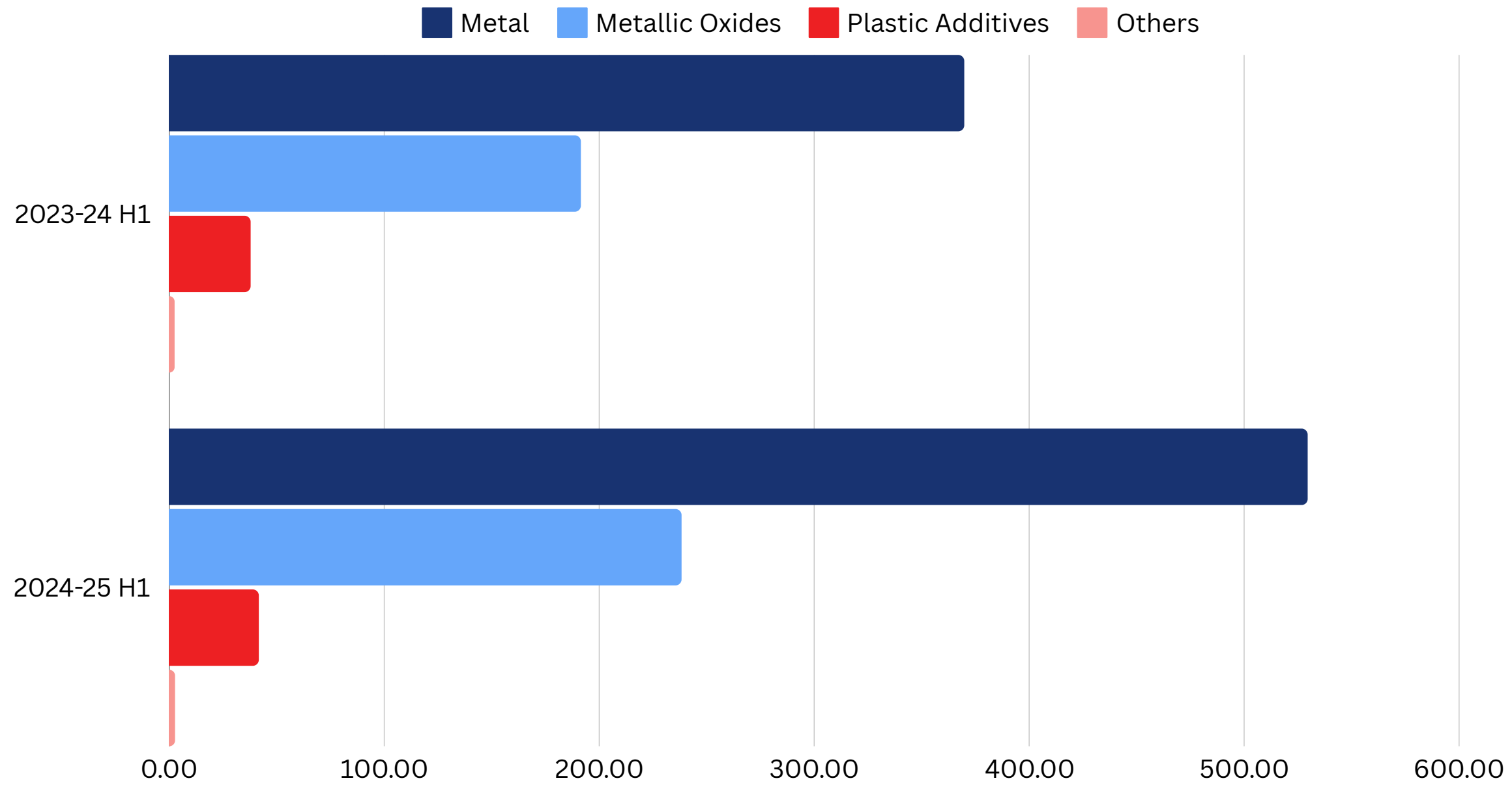
(Rs in Crores)



	Metal	Metallic Oxides	Plastic Additives	Others
2023-24 Q2	235.04	102.63	16.31	0.83
2024-25 Q1	265.78	118.31	19.05	1.36
2024-25 Q2	263.78	120.01	22.62	1.35

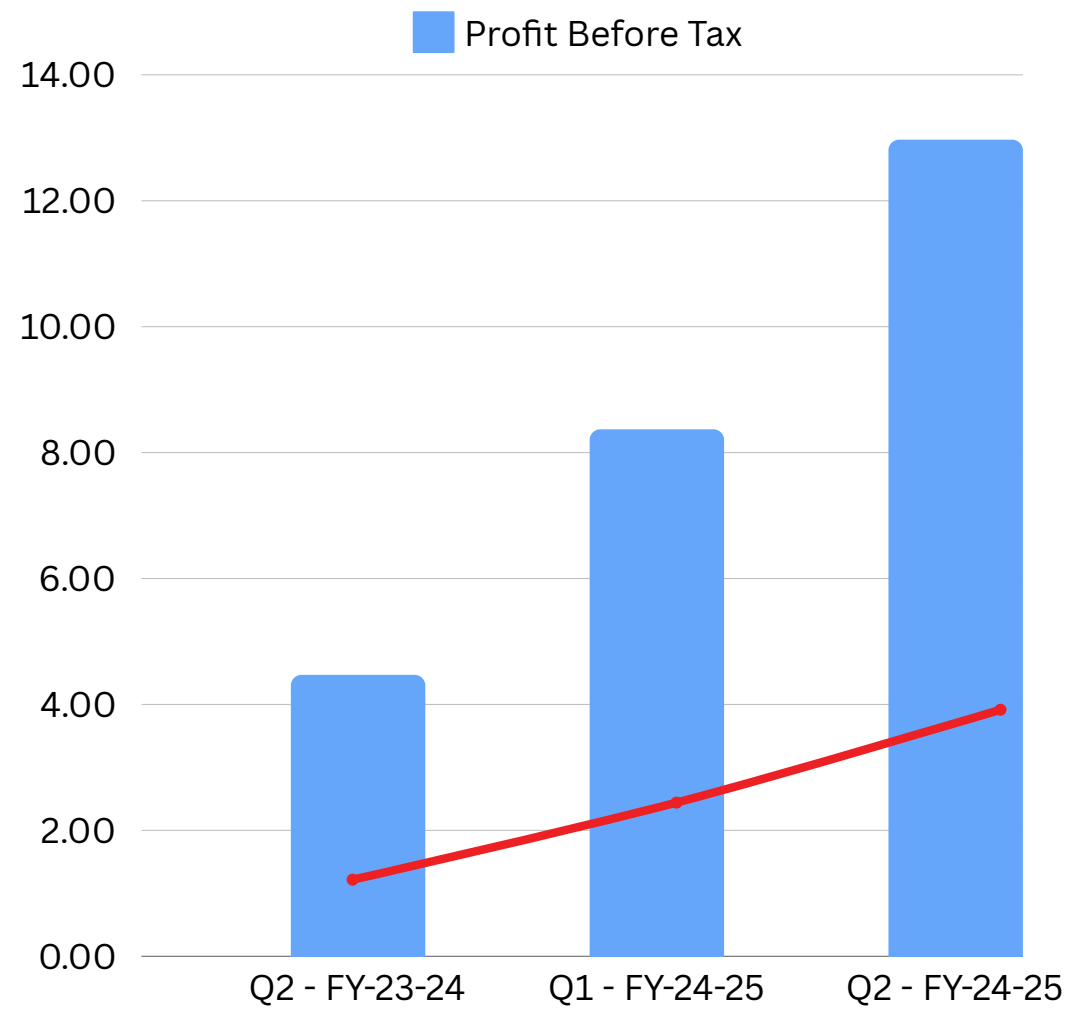
Segmentwise Revenue - Half Yearly

(Rs in Crores)

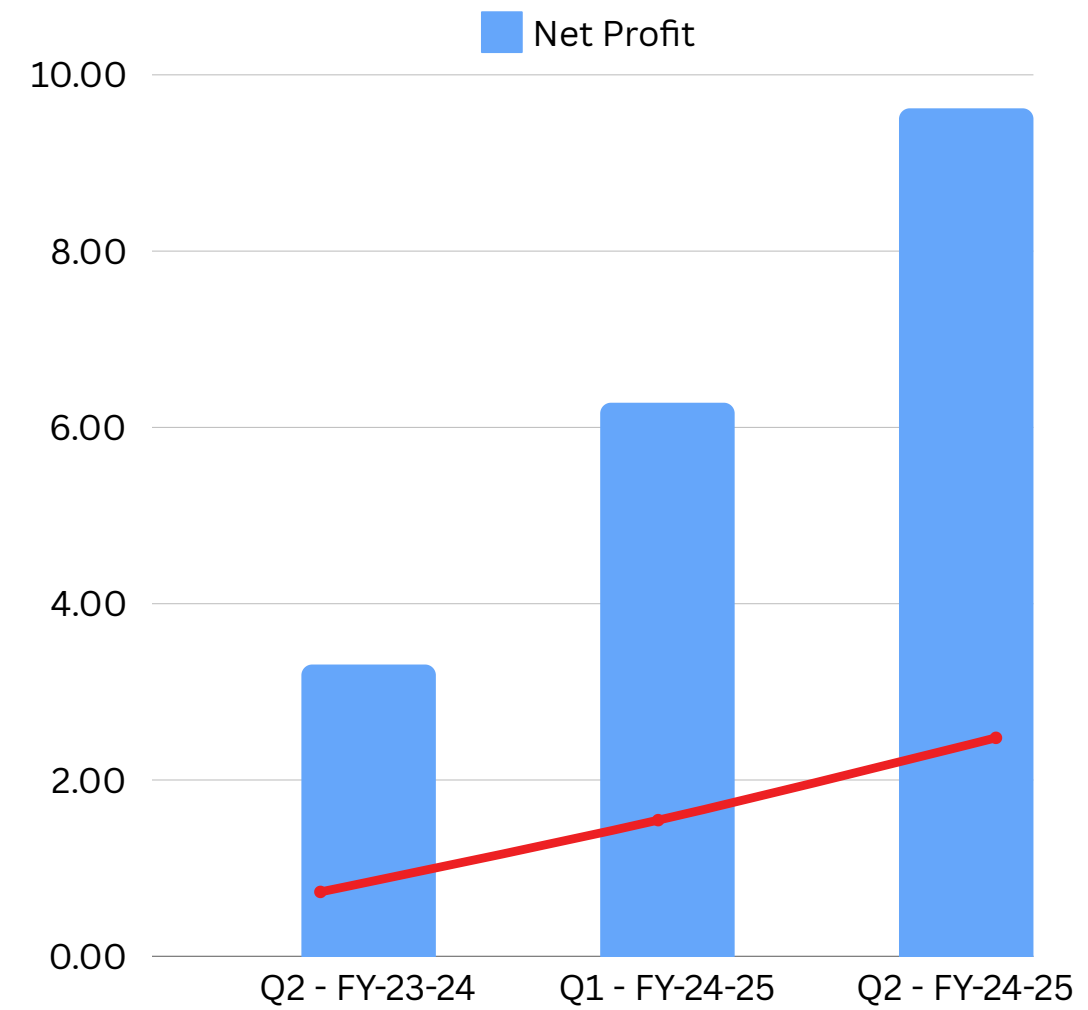


	Metal	Metallic Oxides	Plastic Additives	Others
2023-24 H1	369.82	191	37.87	2.5
2024-25 H1	529.56	238.32	41.68	2.7

Profitability



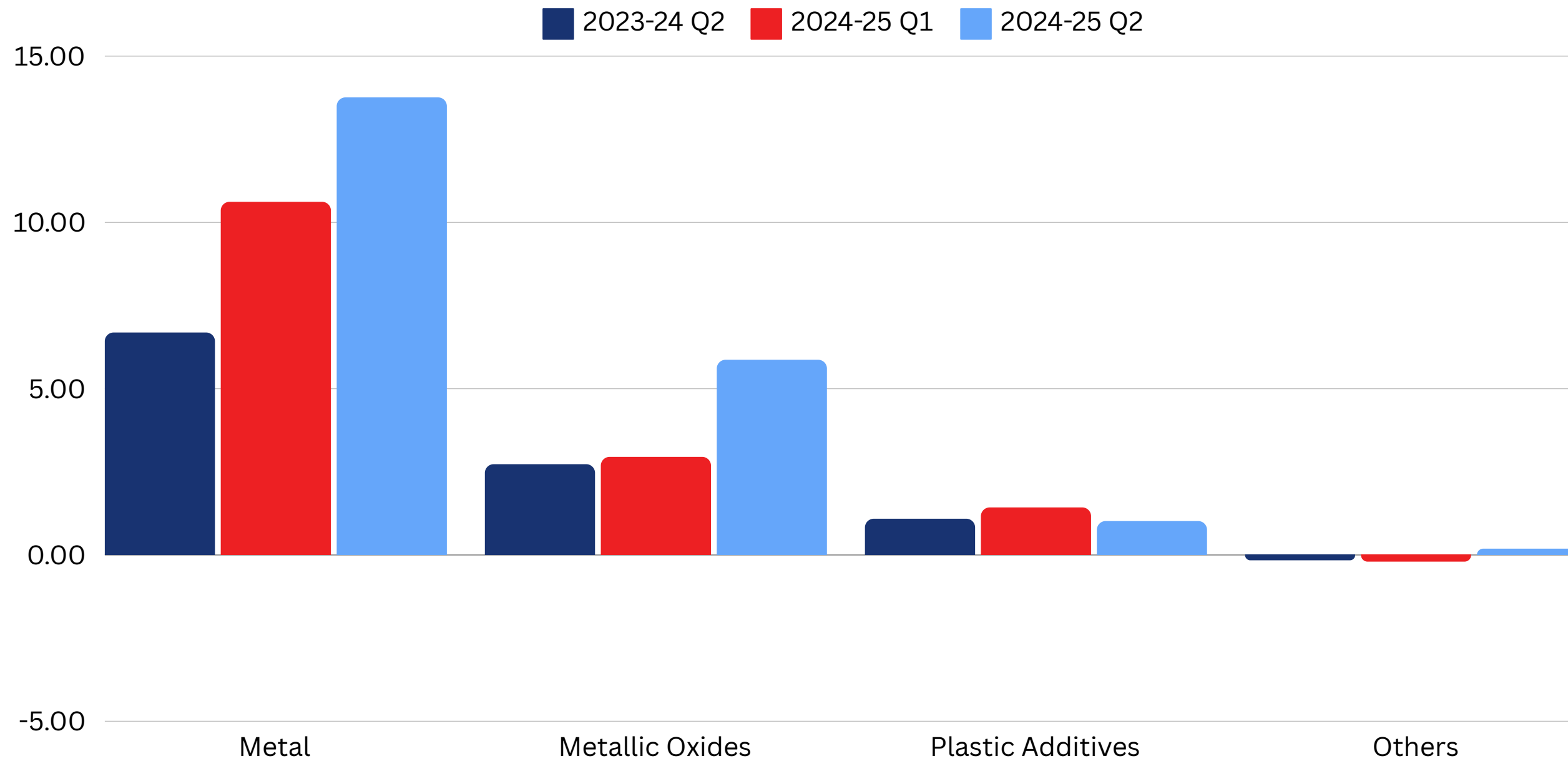
■ % of Revenue



■ % of Revenue

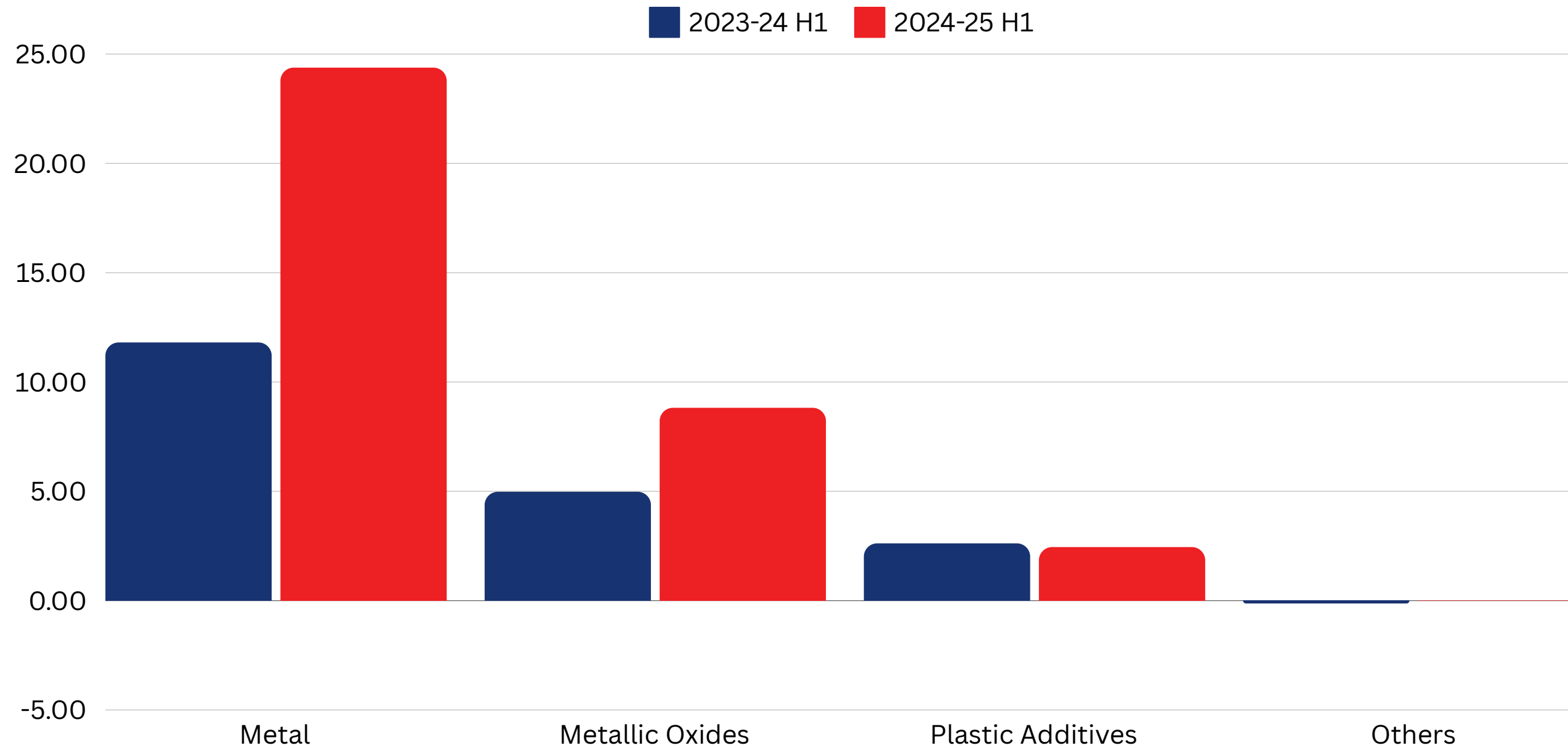
	Q2 - FY 23-24	Q1 - FY 24-25	Q2 - FY-24-25
Profit Before Tax	4.47	8.37	12.97
% on Revenue	1.32	2.30	3.48
Net Profit	3.31	6.28	9.62
% on Revenue	0.98	1.73	2.59

Segmentwise Profitability - Quarterly



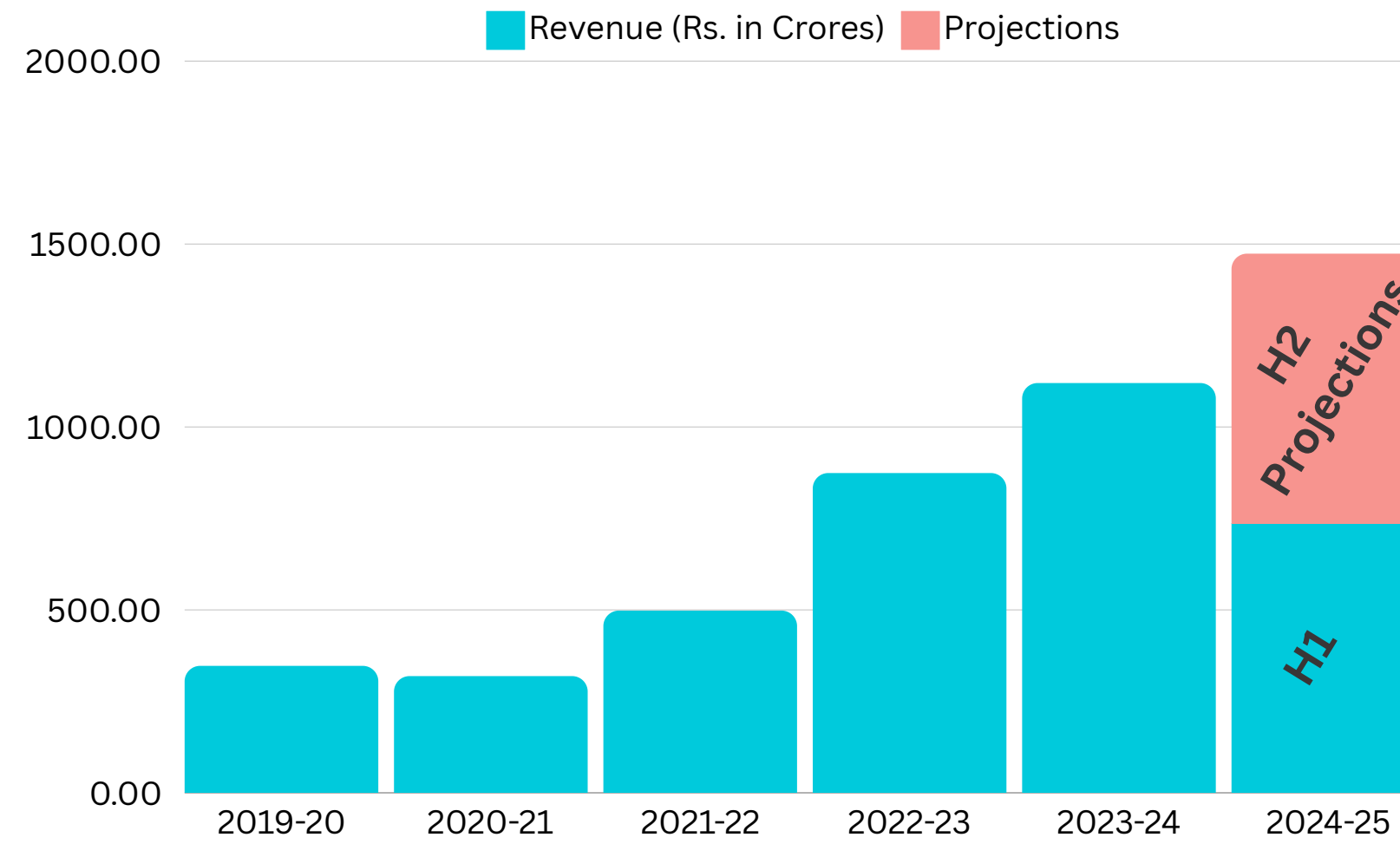
Particulars	2023-24 Q2	2024-25 Q1	2024-25 Q2
Metal	6.69	10.62	13.76
Metallic Oxides	2.72	2.95	5.87
Plastic Additives	1.09	1.43	1.02
Others	-0.16	-0.20	0.19

Segmentwise Profitability - Half Yearly



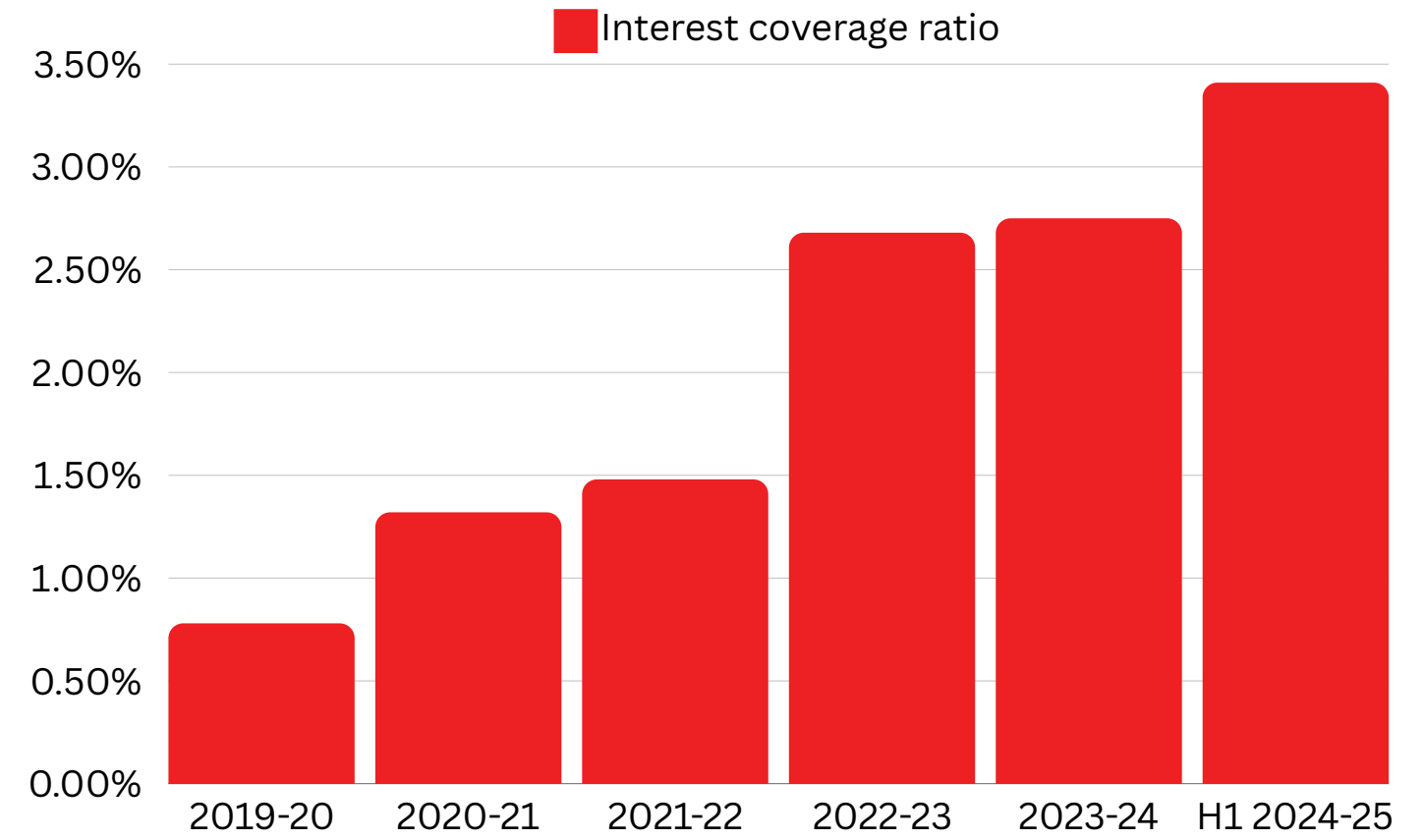
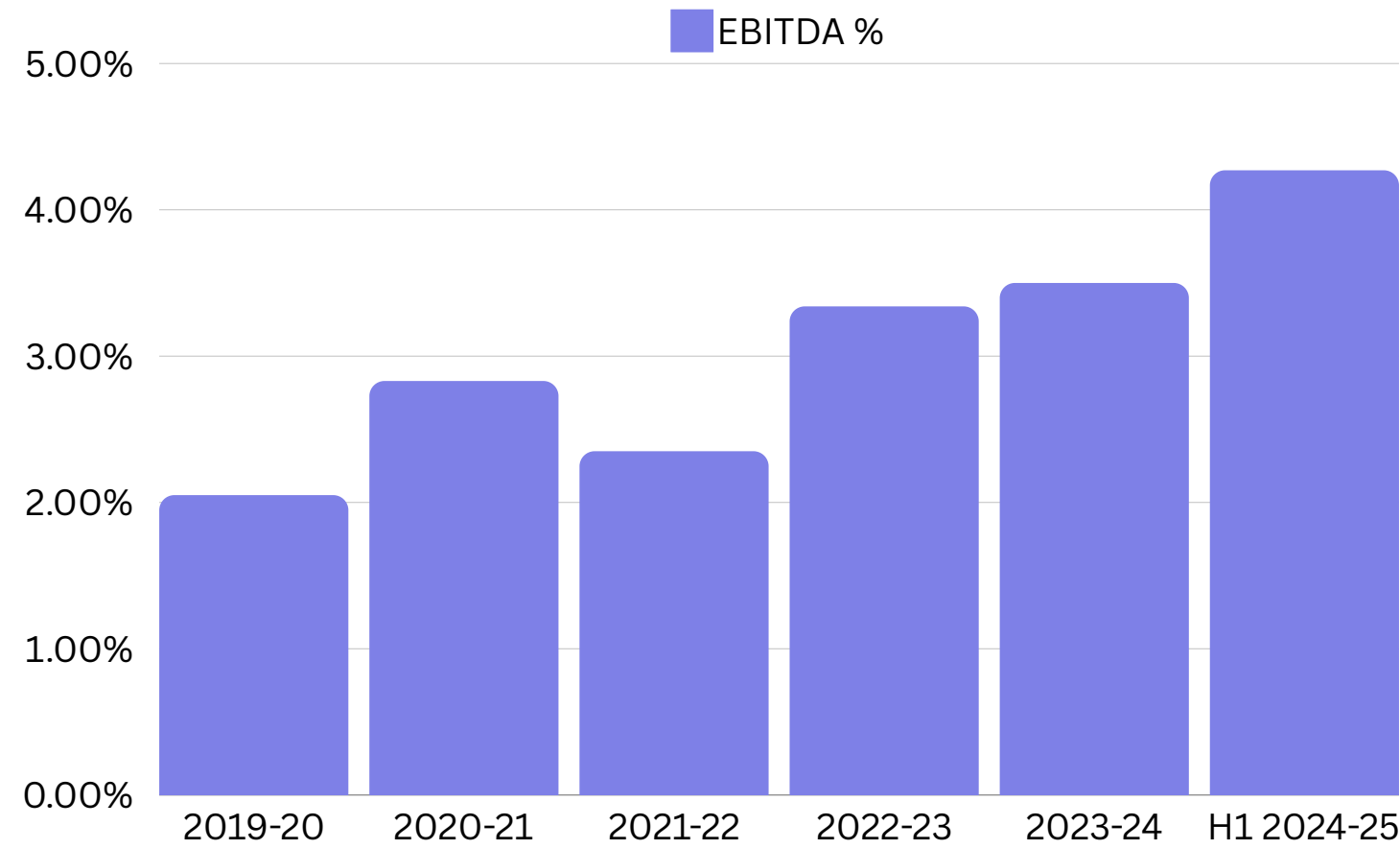
Particulars	2023-24 H1	2024-25 H1
Metal	11.81	24.38
Metallic Oxides	4.98	8.82
Plastic Additives	2.62	2.45
Others	-0.13	-0.01

Key Matrix 2019-2025



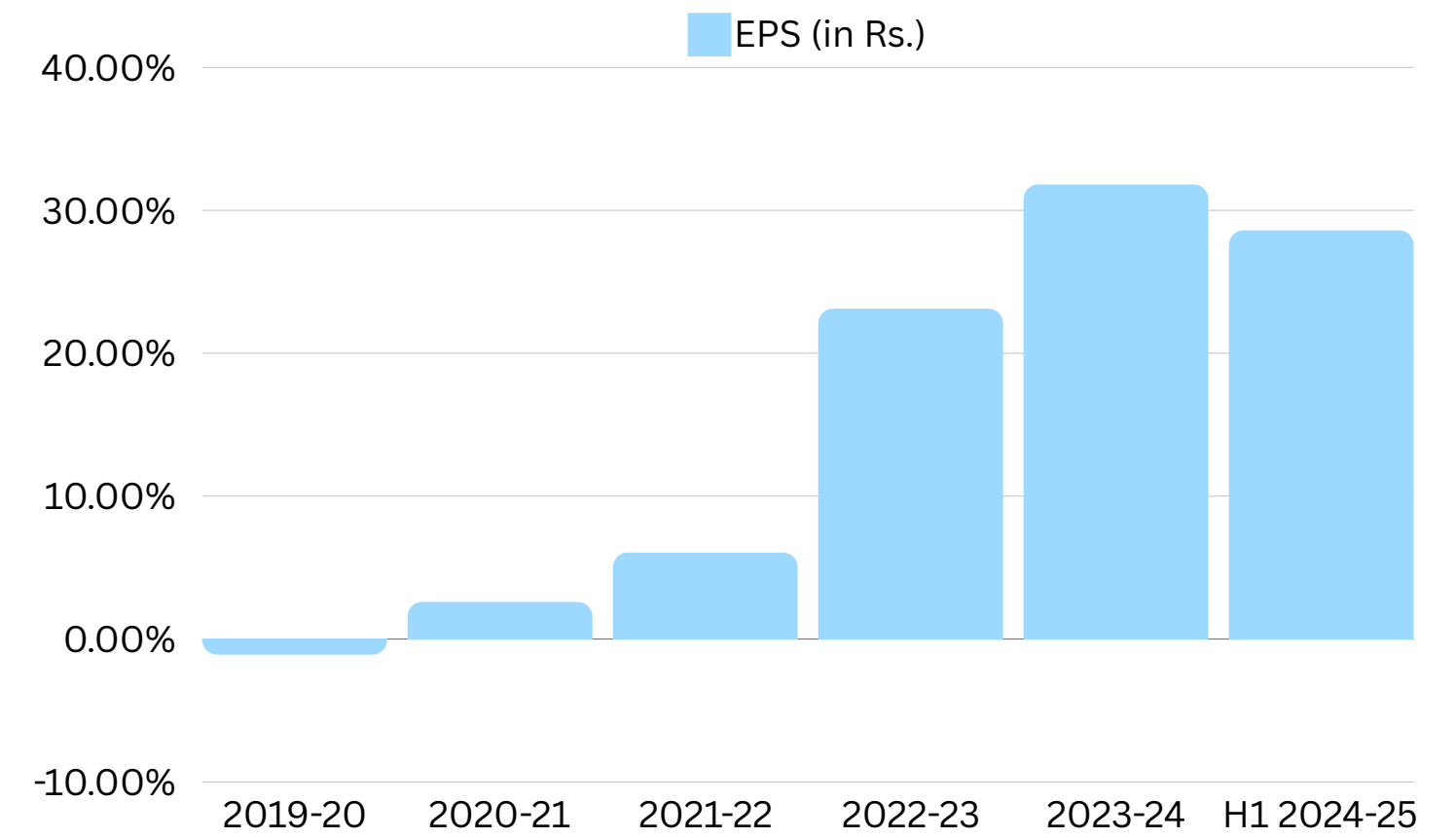
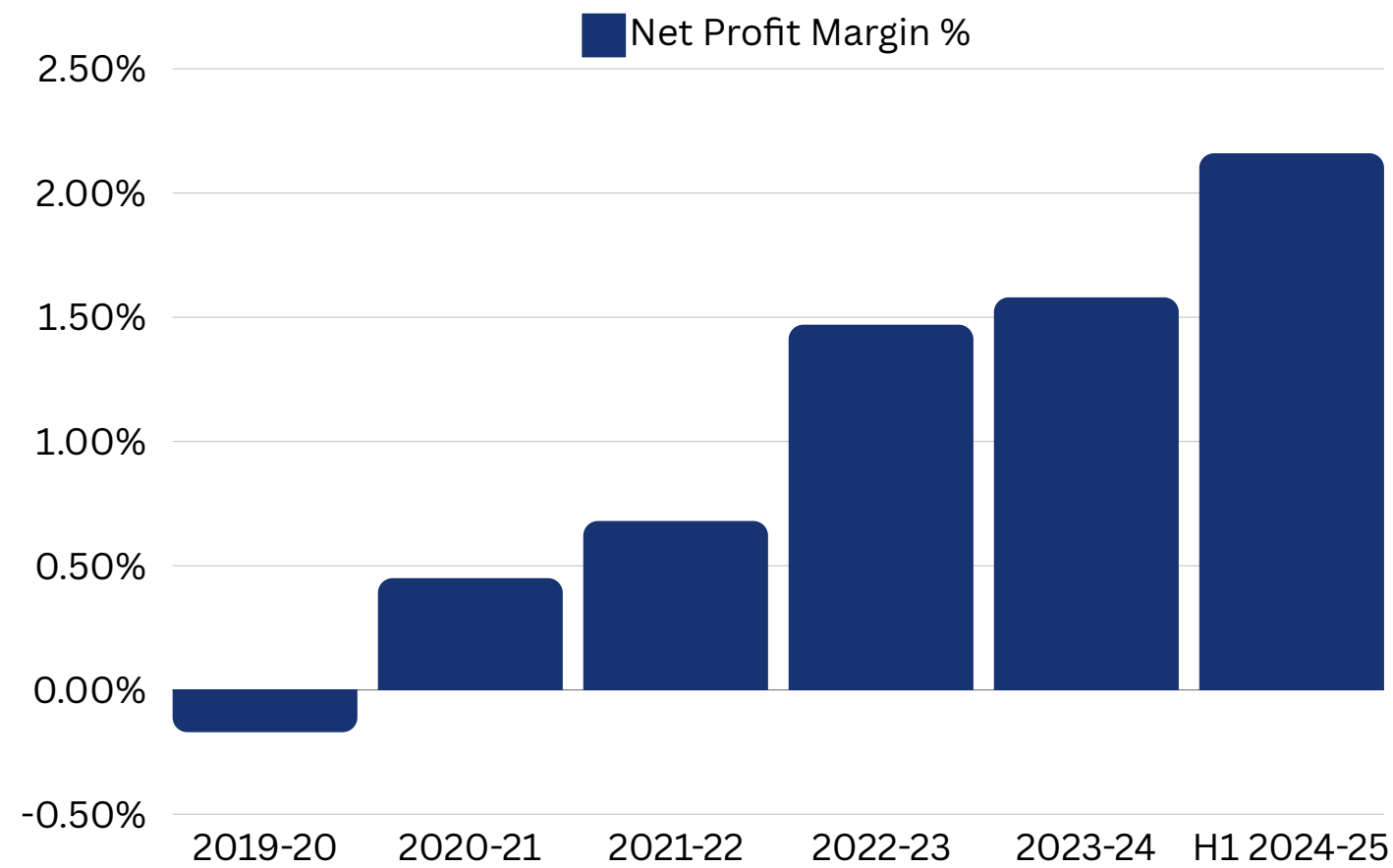
Year/Metric	Revenue (Rs. in crores)
2019-20	347
2020-21	319
2021-22	498
2022-23	874
2023-24	1120
Projected 2024-25	1473

Key Matrix 2019-2025



Year/Metric	EBITDA %	Interest coverage ratio (in times)
2019-20	2.05%	0.78
2020-21	2.83%	1.32
2021-22	2.35%	1.48
2022-23	3.34%	2.68
2023-24	3.50%	2.75
H1 2024-25	4.27%	3.41

Key Matrix 2019-2025



Year/Metric	Net Profit Margin %	EPS (in Rs.)
2019-20	-0.17%	-1.09
2020-21	0.45%	2.60
2021-22	0.68%	6.05
2022-23	1.47%	23.12
2023-24	1.58%	31.81
H1 2024-25	2.16%	28.60

Expansion Plans & Future Outlook

1. Lead Refining & Smelting Capacity Expansion at Unit 4 – Maraimalai Nagar – Our current Lead Refining & Smelting unit is running at full capacity and hence the management decided to set up an additional unit with a Refining & Smelting capacity of 11,000 MTPA & 11,000 MTPA respectively. The CAPEX was undertaken in the month of Feb 2024 and all work has been completed and commercial production will begin in Q3 2024-25. This unit has a total annual revenue potential of approx. INR 200 Crores and will also help in increasing the profit margin % as well.



2. Installation of LPG Fuel System –

We have installed and started the use of LPG Fuel as an alternative fuel to Furnace Oil & Light Diesel Oil at both our Pondicherry plants since September 2024. This will not only help reduce the carbon footprint and contribute towards a green environment but will also result in cost savings at the plant level. The full impact of this will be visible starting from Q3 2024-25.

3. Lead-Free PVC Stabilisers Unit set up at Unit 2 – Puducherry –

Based on the National Green Tribunal guidelines of phasing out the use of Lead based stabilisers in PVC Pipes & fittings, POEL is gearing up by setting up a Lead-Free PVC Stabilisers division with a capacity of 2,400 MTPA at its existing facility in Puducherry. Initial R&D has been completed and wide range of products have been approved by its customers. POEL is confident of successful commercial sales of its Lead-free stabilisers in its upcoming quarters.

4. Lead Oxides Capacity Expansion –

Considering the optimum utilisation levels of its Lead Oxide production capacities, the management is considering expansion of its capacities and modernisation of the existing set up to achieve better efficiencies

5. Commercial Sales of Zinc Metal –

Currently, POEL recycles zinc scrap and manufactures Zinc Metal for its own consumption for manufacturing Zinc Oxide. The management is now exploring the commercial sales of Zinc Metal for local as well as Export market by undertaking value addition initiatives. It is currently in a trial phase and if successful, this can become a new stream of sales for POEL which can further contribute to company's sales & profitability growth.

Our Customers



SUNACE





Thank You For Your Attention

