



08th August, 2024

To,
The Manager,
Listing Department,
National Stock Exchange of India Ltd.,
Exchange Plaza,
Plot No. - C - 1, G Block,
Bandra - Kurla Complex,
Bandra (East),
Mumbai - 400051
NSE Code - JGCHEM

To,
The General Manager
Department of Corporate Services,
BSE Ltd.,
1st Floor, New Trading Ring,
Rotunda Building,
P.J. Towers,
Dalal Street, Fort,
Mumbai - 400001
BSE Code - 544138

Dear Sir/Madam,

Subject: Investor Presentation for the Quarter ended 30th June, 2024

We write to inform you that, the Unaudited Financial Results of the Company for the quarter ended 30th June, 2024 has been approved by the Board of Directors in their meeting held on 08th August, 2024. Pursuant to Regulations 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation for the quarter ended 30th June, 2024. Further, a copy of the said presentation is also being uploaded on the Company's website at www.jgchem.com.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **J.G.Chemicals Limited**

Swati Poddar
Company Secretary and Compliance Officer

J. G. Chemicals Limited

(An ISO 9001, 14001, 45001 CERTIFIED COMPANY)

Adventz Infinity@5, Unit No. 1511, Street No. 18, BN Block, Sector - V, Salt Lake City, Kolkata - 700 091, India,

Phone: +91 33 4415 0100

Email: cs@jgchem.com | Web: www.jgchem.com

Mfg. of : "LUXMI" (®) BRAND ZINC OXIDE

CIN: L24100WB2001PLC093380

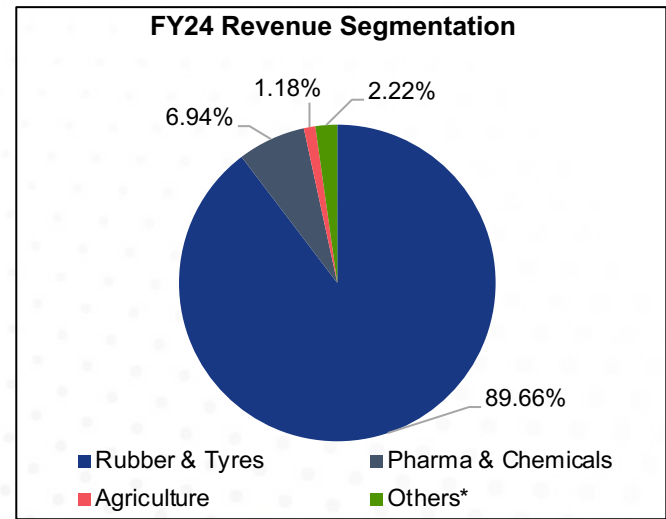
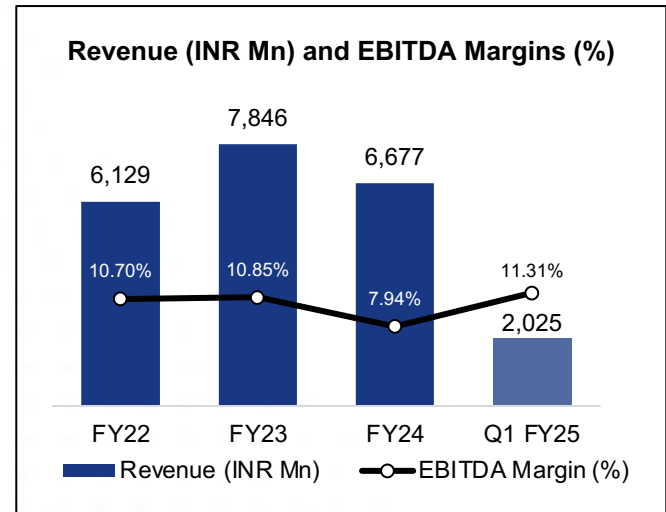


Earnings Presentation

Q1 FY25

Company Overview

- JG Chemicals Limited (JGCL), incorporated in 1975, is the largest manufacturer of Zinc Oxide in India.
- The company started off with a small plant in Kolkata in 1975 with a capacity of about 600 MTPA, and has today scaled up to become amongst the top 5 manufacturers globally and the largest in Asia*, with a capacity of 70,000 MTPA of Zinc chemicals.
- From an initial customer base of about 10, today JGCL serves the requirements of over 200 domestic customers and over 50 global customers in more than 10 countries.
- Catering to a wide spectrum of industrial applications with a high degree of customization, including Rubber and Tyre, Ceramics, Paints & Coatings, Pharmaceuticals & Cosmetics, Electronics & Batteries, Agrochemicals & Fertilizers, Specialty chemicals, Lubricants, Oil & Gas and also Animal feeds.
- It is one of the largest suppliers to the top tyre companies and other blue-chip companies in various industries.
- JGCL's subsidiary, BDJ Oxides' Naidupeta plant is the only IATF approved ZnO facility globally and also has WHO GMP certification (amongst the very few plants globally to have this); further it has also the licenses to manufacture ZnO in with IP/BP/USP/ Ph.Eu Standards.



*Others includes ceramics, paints & coatings, electronics & batteries, lubricants, oil & gas and animal feed end-user industries

Largest
Zinc Oxide (ZnO)
Manufacturer in India

~30%
Market share
(as on March 30, 2022)

Top 10
Global manufacturer of Zinc
Oxide

9/10
Global tyre manufacturers
served

Top 11
Indian tyre manufacturers
served

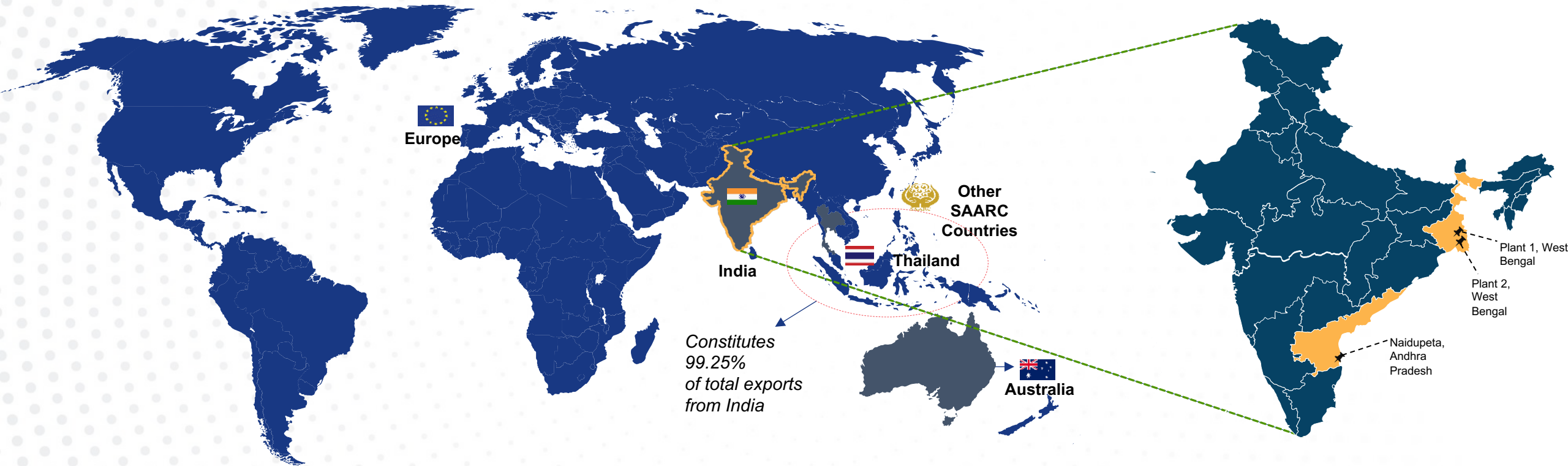
200+
Domestic Customers

50+
Global Customers

~90%+
Repeat Customers

* Excluding China

Geographical Presence



200+

Domestic customers

90%+

Repeat customers

50+

Global customers from more than 10 countries

- *Tyre industry, which accounts for 70% of the rubber industry, contributes to nearly 80% of sales.*
- *Catering to the top 10 global & all of the top 11 Indian Tyre manufacturers.*

- **Direct customer relations** – Over 95% of sales are directly to end customers, helps build strong relations.
- **Long term associations** – Strong and built over several decades.
- **Leading Market position** - Fueled by consistent product delivery, established infrastructure and strategic location of manufacturing facility.
- **Competitive Advantage** - Product pricing, economies of scale, ability to process scrap material and preferred buyer status.
- **Preferred Supplier** – Due to focus on building long term relationships.

Marquee Clients



APOLLO
TYRES LTD

CEAT

JK TYRE
TOTAL CONTROL

BRIDGESTONE



GOODYEAR



Lubrizol

asianpaints



Coromandel

Chevron



Continental

Bata



BASF

TVS TYRES

SPIC
Nourishing growth

RELAXO



COLOROBBIA

ZUARI
AGRO CHEMICALS



West Bengal

Plant 1: Jangalpur

Capacity:

14,400 MTPA for Zinc Oxide

5,040 MTPA for Zinc Ingots

Plant 2: Belur

Capacity:

1,800 MTPA for Zinc Oxide



**Naidupeta,
Andhra Pradesh**

The only IATF approved ZnO facility globally and also has WHO GMP certification (amongst the very few plants globally to have this).

Capacity:

43,704 MTPA for Zinc Oxide

2,016 MTPA for Zinc Ingots

10,080 MTPA for Zinc Sulphate and other allied chemicals

Environmentally Friendly Manufacturing Process

Environmentally Friendly Manufacturing Process



Using recycled metal instead of finite virgin ores

JGCL is the largest zinc recycling company in India. Our business exemplifies circular economy success by efficiently utilizing scrap materials through recycling. This reduces CO2 emissions, air pollution (by 80%), water pollution (by 76%), and water use (by 40%) for every unit of ZnO produced, by opting for recycled metal over finite virgin ores.



Focus on 'Green Manufacturing'

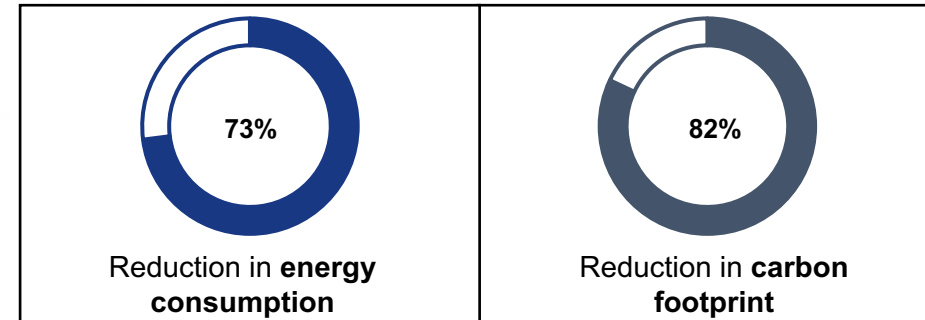
- Using the maximum amount of Zinc Scrap across all our manufacturing processes.
- ZnO produced from Zinc Dross, Ash & Scrap reduces the consumption of raw material inputs (Zinc metal) to manufacturing by returning recycled Zinc to the value chain.
- New EPR regulations bode well for JGCL since it is already using recycled RM; hence possibly no risk of reduction of zinc oxide in end user applications.



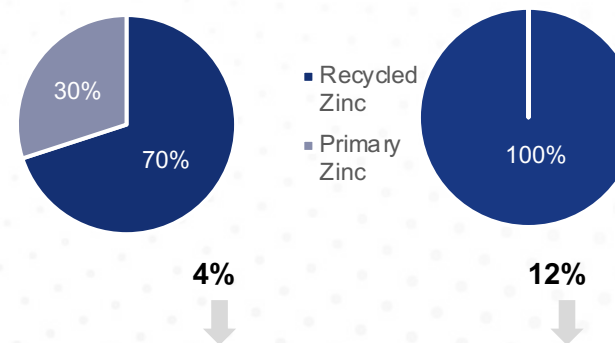
Certifications:

ISO 9001: 2015, ISO 14001: 2015, ISO 45001: 2018, IATF 16949: 2016, Ecovadis ESG assessment Silver Rating, World Health Organization GMP certification, IP / USP / BP / European Pharmacopoeia licenses, Sustainable ZED Silver Certification.

Use of recycled/ secondary zinc instead of primary Zinc



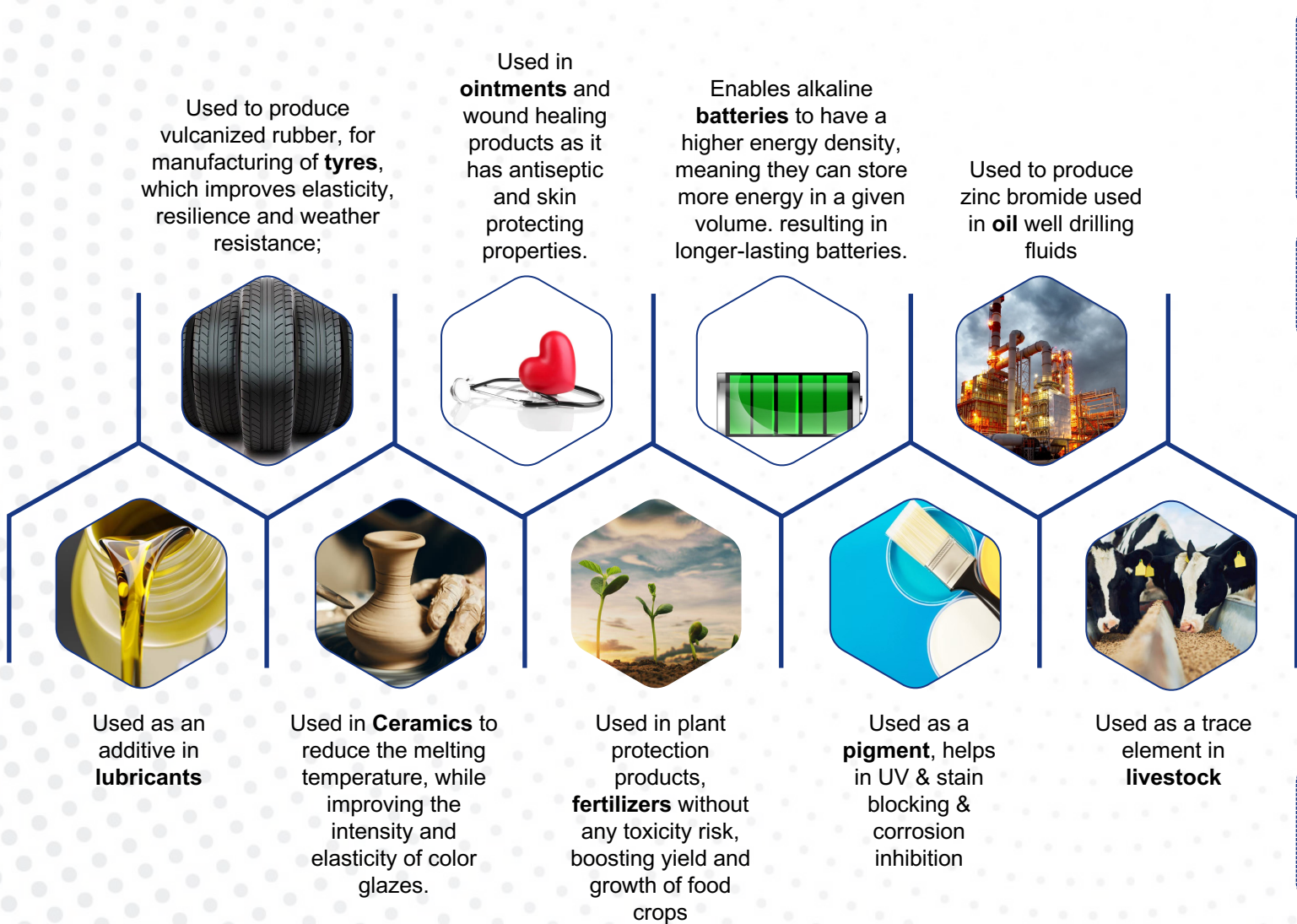
Impact of 'Zinc mix' in manufacturing of ZnO:



Reduction in energy consumption & CO2 footprint

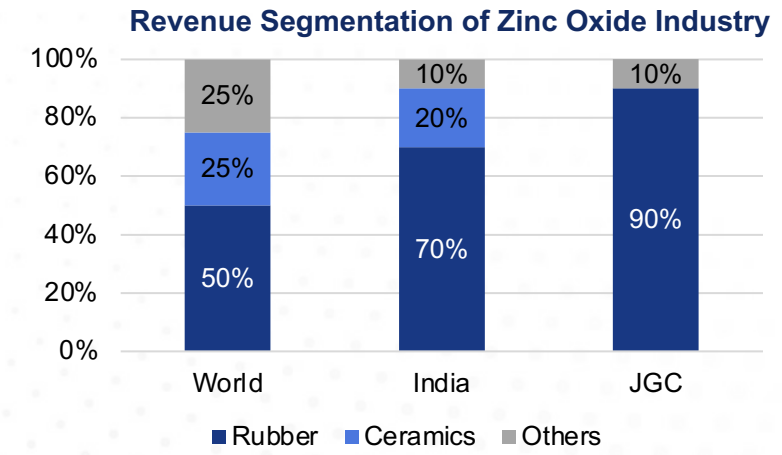
Leading Market Position With Diversified Customer Base

ZnO is a highly versatile chemical, it is used in various industries with 80+ grades sold for a wide spectrum of industrial applications requiring high customization to manufacture from zinc scrap making it a complex manufacturing process having high entry barriers



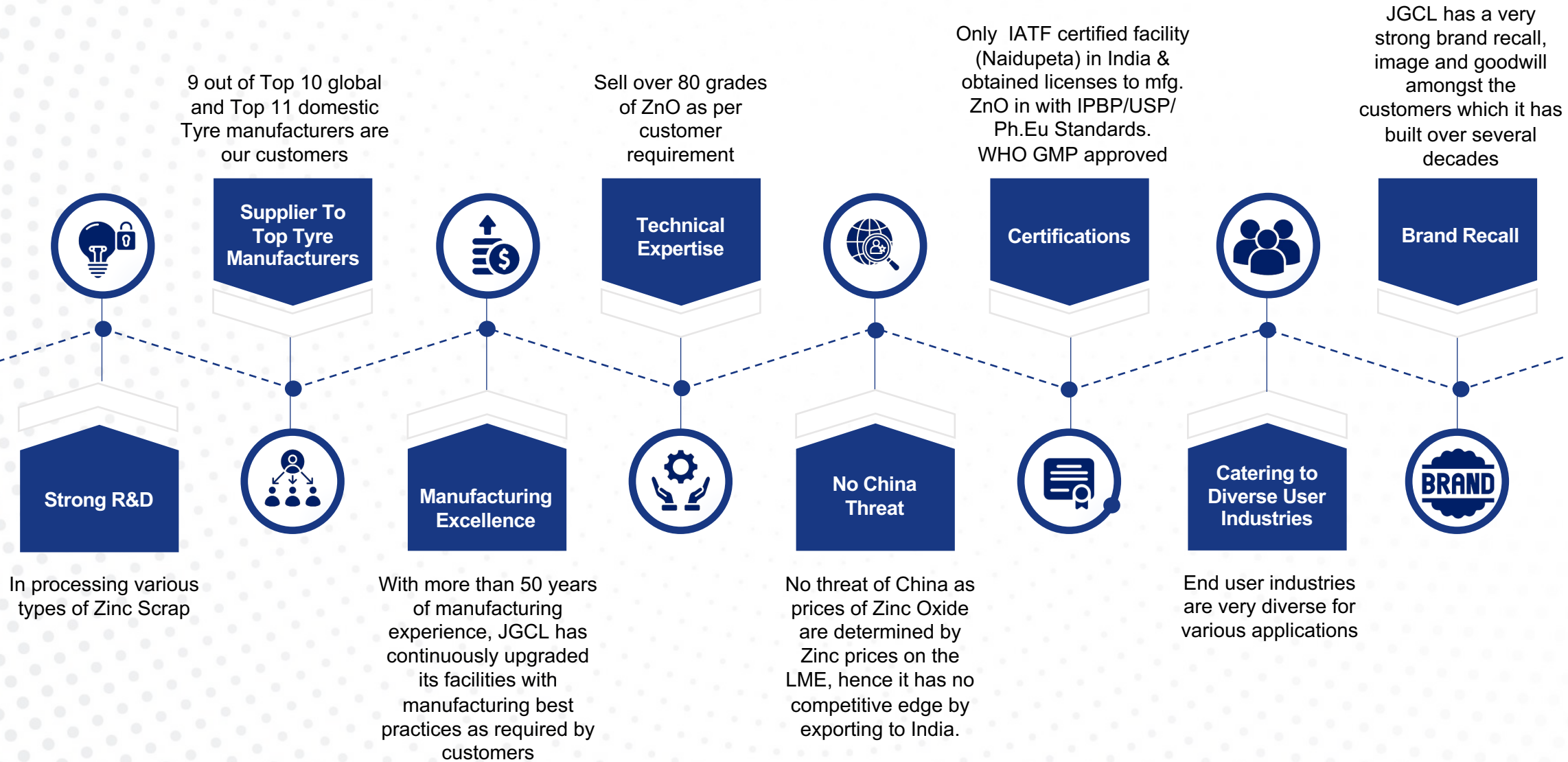
- Zinc Oxide is an inorganic compound having use in various end-use industries.
- Zinc Oxide is not a plain vanilla product where one size fits all.
- Within each user segment, each customer has different specifications and hence a customized product.

Strong focus on the rubber industry for JGCL has enabled it to gather scale and large institutional customers which offer very strong visibility in volumes and earnings; focus on increasing non rubber customers going ahead.



JGCL has a lot of scope to gain market share in non-rubber applications by substituting imports for pharmaceutical industry and also catering to the premiumization of the Indian market with newer applications across several end user industries.

Key Strengths



High Entry Barriers in the Industry



Long drawn process for Customer Approvals

On an average it takes about 4 to 5 years minimum to get approval with large Tyre accounts primarily because they are looking for established vendors with large size, production facilities and consistent quality systems. They prefer sourcing from the same vendors rather than adding new vendors. Tire manufacturers are under OEM scrutiny and resist new suppliers to establish consistent quality. Hence, for a new entrant, it virtually becomes impossible to set up a large scale facility with systems and wait for five years approximately for approvals.



Sourcing of Raw Materials

The procurement of zinc scrap is particularly challenging due to the limited availability from major steel companies domestically. Material needs to be sourced from across the globe as no single supplier / country can meet the entire demand. To establish this network of suppliers throughout the globe which is a time taking process and involves decades of establishing business, confidence and personal relationships, which is a very difficult task for a new entrant.



Stringent Regulatory Approvals

Various licenses like IATF, WHO GMP and others like the US Pharma, British Pharma , European Pharma & Indian Pharmacopeia are very difficult to secure as they require stringent manufacturing systems and also capital expenditure to ensure the plant meets the necessary norms. Some of these are necessary to cater to various customers in the pharmaceutical, cosmetics, nutraceuticals and specialty chemical segments.

Future Growth Strategies



Expand Product Portfolio

Deeper Penetration in Domestic Markets

Ramp-up of Zinc Sulphate Business

Expansion to New Geographies

Diversify Customer Applications in End-user Industries



Q1-FY25 Financial Performance

Q1-FY25 FINANCIAL HIGHLIGHTS

Revenue From Operations INR 2,025 Mn	EBITDA INR 229 Mn	EBITDA Margin 11.31 %
Net Profit INR 159 Mn	PAT Margin 7.85 %	Basic/Diluted EPS INR 3.88/share

Q1-FY25 Operational Highlights

- Healthy growth in topline was driven by good demand across all user segments in Zinc Oxide.
- The Tyre segment which represents the largest customer base for the company, is in a very strong position and is expected to grow in double digits in terms of volume.
- Zinc Sulphate segment recorded significant growth on the back of strong monsoons and is expected to continue in the on-going fiscal.
- The company is aggressively deep-mining customers across new industries and application.
- The proposed capex plans for the new manufacturing plant in Gujarat are progressing satisfactorily.
- The company is also working towards optimising cost and increasing efficiency across its manufacturing units which will help increase margins going forward.

Quarterly Financial Performance

Particulars (INR Mn)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
Revenue from Operations	2,025	1,723	17.5%	1,814	11.6%
Other Income	5	22	(77.3)%	30	(83.3)%
Total Income	2,030	1,745	16.3%	1,844	10.1%
Total Expenses	1,801	1,669	7.9%	1,644	9.5%
EBITDA*	229	76	201.3%	200	14.5%
EBITDA Margins (%)	11.31%	4.41%	690 Bps	11.03%	28 Bps
Depreciation and Amortization expenses	13	10	30.0%	13	-
Finance costs	4	15	(73.3)%	6	(33.3)%
PBT	212	51	315.7%	181	17.1%
Tax	53	12	341.7%	45	17.8%
PAT	159	39	307.7%	136	16.9%
PAT Margins (%)	7.85%	2.26%	559 Bps	7.50%	35 Bps
Other Comprehensive Income	-	-	NA	40	NA
Total Comprehensive Income	159	39	307.7%	176	(9.7)%
Diluted EPS (INR)	3.88	1.20	223.3%	4.00	(3.0)%

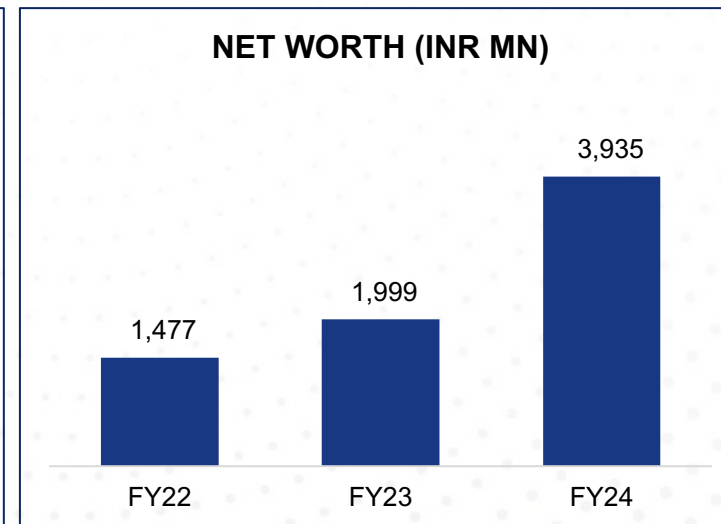
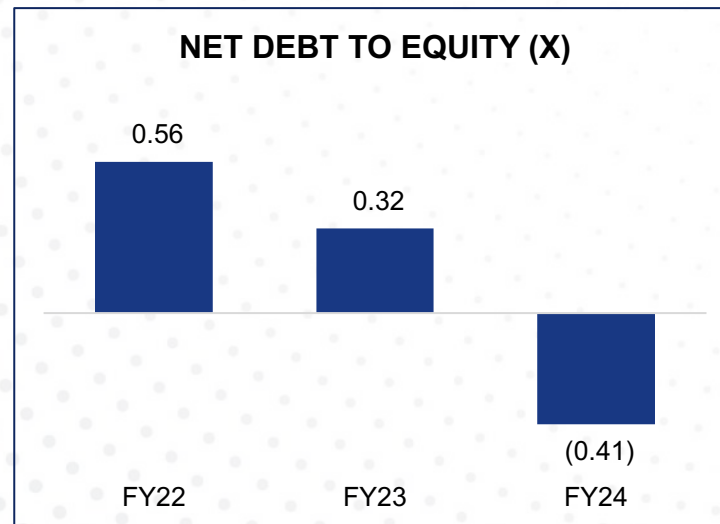
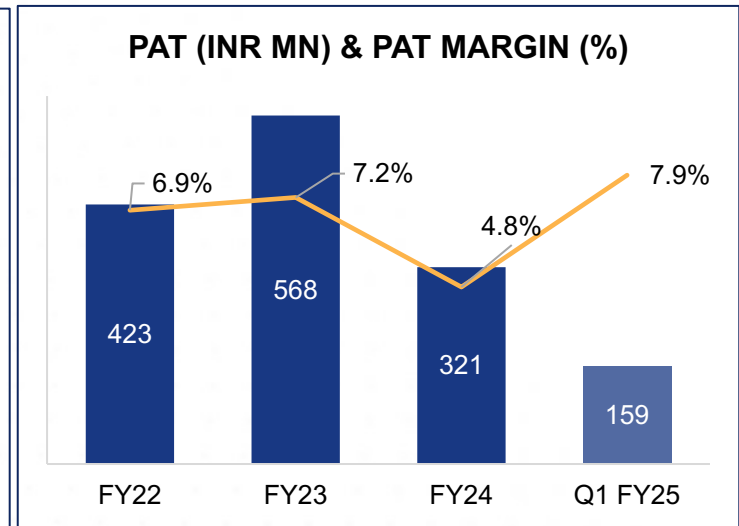
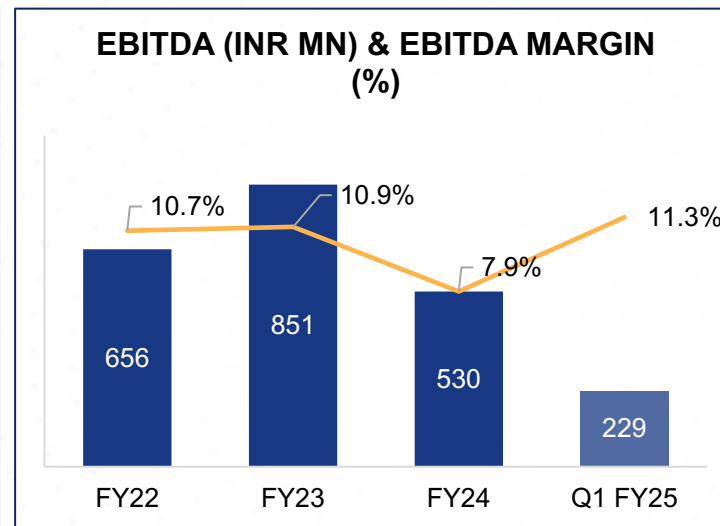
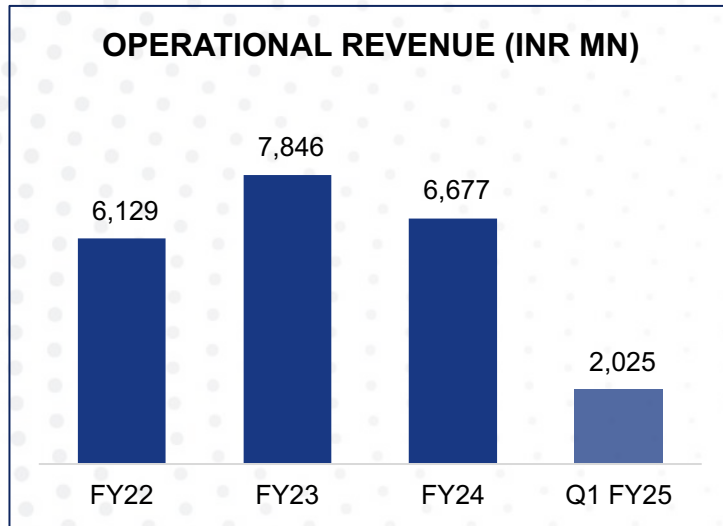
Historical Income Statement

Particulars (INR Mn)	FY22	FY23	FY24	Q1-FY25
Revenue from Operations	6,129	7,846	6,677	2,025
Other Income	102	96	77	5
Total Income	6,231	7,942	6,754	2,030
Total Expenses	5,575	7,091	6,224	1,801
EBITDA	656	851	530	229
EBITDA Margins (%)	10.70%	10.85%	7.94%	11.31%
Depreciation and amortization expenses	27	34	45	13
Finance costs	63	50	36	4
Profit before Tax and Exceptional Item	566	767	449	212
Exceptional Item	-	-	18	-
PBT	566	767	431	212
Tax	143	199	110	53
PAT	423	568	321	159
PAT Margins (%)	6.90%	7.24%	4.81%	7.85%

Historical Balance Sheet

Particulars (INR Mn)	FY23	FY24	Particulars (INR Mn)	FY23	FY24
EQUITY	2,135	4,055	NON-CURRENT ASSETS	415	551
Share Capital	317	392	(a) Property, plant & equipment	353	417
Other Equity	1,759	3,592	(b) Capital Work-in-progress	9	-
Non Controlling Interest	59	71	(c) Intangible Assets	0	0
LIABILITIES			(d) Financial assets		
NON-CURRENT LIABILITIES	76	40	I) Investments	30	112
(a) Financial Liabilities			II) Other financial assets	12	10
I) Borrowings	67	36	(e) Non-current tax assets	0	-
(b) Provisions	3	4	(f) Deferred tax assets (net)	-	7
(c) Deferred Tax Liabilities (Net)	6	-	(g) Other non-current assets	11	5
CURRENT LIABILITIES	767	395	CURRENT ASSETS	2,563	3,939
(a) Financial Liabilities			(a) Inventories	1,038	557
I) Borrowings	636	102	(b) Financial assets		
II) Trade Payables	84	82	I) Investments	-	321
III) Other Financial Liabilities	23	170	II) Trade Receivable	1,156	1,167
(b) Other Current Liabilities	5	20	III) Cash and cash equivalents	35	467
(c) Provisions	13	15	IV) Bank balances other than (iii) above	13	1,000
(d) Current Tax Liabilities (net)	6	6	V) Loans	18	-
TOTAL LIABILITIES	843	435	VI) Other financial assets	212	180
GRAND TOTAL - EQUITY AND LIABILITIES	2,978	4,490	(c) Other current assets	91	247
			GRAND TOTAL - ASSETS	2,978	4,490

Financial Highlights

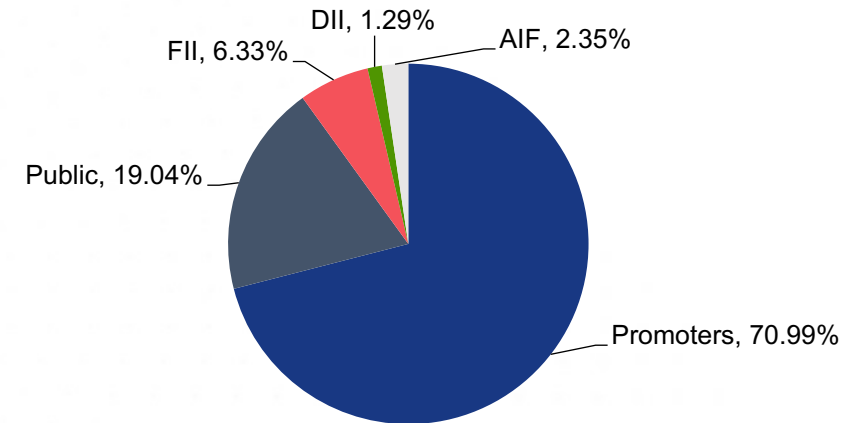


Capital Market Information

Market Data (INR) (As on 30th June, 2024)

Face Value	10.00
CMP	236.90
52 Week H/L	274.40/171.00
Market Cap (INR Mn)	9,283.18
Shares O/S (Mn)	39.19

Shareholding Pattern (As On 30th June, 2024)



Marquee Shareholders

MASSACHUSETTS INSTITUTE OF TECHNOLOGY	4.62%
CARNELIAN STRUCTURAL SHIFT FUND	1.77%
SBI GENERAL INSURANCE COMPANY LIMITED	1.29%
PINEBRIDGE GLOBAL FUNDS - PINEBRIDGE INDIA EQUITY	1.23%

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JG Chemicals Limited

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Thank You