

Ref: MOL/2023-24/15

April 29, 2023

To, <b>National Stock Exchange of India Limited</b> "Exchange Plaza", Bandra-Kurla Complex, Bandra (East) Mumbai 400 051 <b>SYMBOL:- MOL</b>	To, <b>BSE Limited</b> Floor- 25, P J Tower, Dalal Street, Mumbai 400 001 <b>Scrip Code:- 543331</b>
---	---

Dear Sir,

**Sub: - Press Release on Financial Results for Q4 & Year FY 2023**

**Ref.: - Regulation 30 of SEBI (LODR) Regulations, 2015**

---

We are submitting herewith the Press Release on Audited Financial Results of the Company for the Quarter and Year ended on March 31, 2023 for information of the Member.

We request you to take on record.

Thanking you.

Yours faithfully,

**For Meghmani Organics Limited**

(Formerly known as Meghmani Organochem Limited)

Jayesh Patel

Company Secretary & Compliance Officer

Mem.No:A14898

Encl: As above

## Meghmani Organics Limited Reports Q4 & FY23 Results

**Operating Revenue of INR 2,557 in FY23, up 2.5% YoY  
 Declares final dividend of 140% (INR 1.40 / equity share) for FY23**

**Ahmedabad, 29 April 2023:** Meghmani Organics Limited (BSE: 543331, NSE: MOL), a publicly listed chemical company announced its financial results for the quarter and full year ended 31 March 2023.

### Financial Results at Glance:

Particulars (INR Crore)	Q4FY23	Q4FY22	YoY %	FY23	FY22	YoY %
Revenue from Operations	565	813	(30.6%)	2,557	2,494	2.5%
EBITDA	84	137	(38.9%)	364	379	(4.1%)
EBITDA Margin (%)	14.8%	16.8%		14.2%	15.2%	
Net Profit	45	107	(57.9%)	250	308	(18.7%)
Net Profit Margin (%)	8.0%	13.2%		9.8%	12.3%	
EPS	1.77	4.21		9.85	12.11	

- During FY23, the Company revenues stood at INR 2,557 Crore amidst challenging global macro-economic scenario. EBITDA stood at INR 364 Crore during the year, the EBITDA margin was at 14.2% in FY23 impacted by pigments segment which was partially offset by agrochemicals division. PAT stood at INR 250 Crore in FY23.
- **Agrochemicals**, constitutes ~76% of the overall company's revenue during FY23. Despite of multiple unfavourable global macro-economic challenges, the segment's EBITDA margins stood at 19.6% in FY23 vs. 20.2% in FY22. The Company is well positioned to benefit from 'China plus one' strategy of global players coupled with enhanced capacity eyeing on new molecules in agrochemicals.
- **Pigments** constitutes ~24% of the overall company's revenue. Currently, pigment industry is going through a challenging phase resulting slow export demand and contraction in prices. During FY23 the pigment division's performance was adversely impacted due to liquidation of high-cost inventory. The pigment division recovery is likely to be expected from the coming quarters.
- **Finance Cost:** The Company continues to maintain prudent risk management policy; 88% of the revenue comes from exports of which 55-65% of foreign currency exposure is covered by the way of natural hedge in the form of imports, forward cover and borrowing in foreign currency. During FY23 there was a huge volatility in currency movement which has led to MTM gain on receivables and MTM loss on foreign currency borrowing. As per accounting standard requirements, MTM gain of INR 76 Crore on receivables has been shown as other income. MTM loss on foreign currency borrowing INR 46 Crore has been accounted as finance cost. Out of INR 46 crore MTM loss INR 32 Crore is unrealised. During the FY23, there is net foreign currency gain of INR 30 Crore.

### **Q4FY23: Key Business Highlights**

#### **- Overall Business**

- Ranked as #1 Fortune Next 500 Company by Fortune India

-

#### **- Agrochemicals Business**

- Accredited with Responsible Care® certification by Indian Chemical Council, apex industry body representing chemical industry in India pursuing “Responsible Care Programme”
- Commenced commercial production from the backward integrated Multipurpose plant (MPP) at Dahej of new age high value products such as Lambdacyhalothrin Tech, Flubendamide and Beta Cyfluthrin, Cyfluthrin and Spiromesifen catering both domestic and export market

-

#### **- Pigment Business**

- Phase I commissioning of Titanium Dioxide (TiO<sub>2</sub>) plant with an installed capacity of 16,500 metric tons per annum (MTPA). Plant is under trial run and expected to be stabilised in Q1 FY24.

### **FY23: Key Business Highlights**

#### **- Agrochemicals Business**

- Signed supply agreement with one of the leading Global Agrochemical Company for supply of specific agrochemical products for a period of 5 years (Contract value: USD 100 million)
- Became the first company in India to sign a licensing agreement with the cooperative giant IFFCO, forms a Wholly owned subsidiary (WOS) Meghmani Crop Nutrition Limited (MNCL) for setting up a plant for manufacturing Nano Urea (Liquid) fertilizer with the annual capacity of 5 crore bottles (~500 ml)

#### **- Dividend**

- Declared final dividend of 140% (INR 1.40 / equity share) for FY23

**Commenting on FY23 performance, Mr. Ankit Patel, CEO** said “It gives me immense pleasure to share that Meghmani Organics was ranked #1 Fortune Next 500 company by Fortune India. We are grateful to all our stakeholders for their continual support in our capabilities and vision for over three decades. Despite challenging global macro-environment and inflationary pressure, Meghmani Organics top-line grew by 2.5% YoY to INR 2,557 Crore in FY23. We are adding meaningful capacities and capabilities in both pigment and agrochemical businesses gearing towards future growth. The Phase I of TiO<sub>2</sub> plant (16,500 MTPA) is getting stabilised and it will add meaningful contribution in FY24. The Company aims to commission its captive power plant in Q3 Fy24 and double its TiO<sub>2</sub> plant capacity to 33,000 MTPA in Phase II.

I am happy to share that our agrochemicals vertical has bagged the prestigious Responsible Care® certification in FY23 reflecting the Company's continuous improvement in safe chemicals management. It propels us to achieve excellence in Environmental, Health, Safety and Security (EHS&S) performance in the coming years. The MPP is getting stabilised and is expected to make notable contribution in FY24. The capex towards MNCL for manufacturing Nano Urea (Liquid) fertilizer is progressing as planned and the commercial production is expected in Q4FY24. MNCL eyes annualized revenue of INR 1,000 Crore from Nano Urea plant. The long-term supply contract for 5 years with reputed Multinational Customer for Agro Products will add INR 160 Crore annually to the top-line.

Meghmani Organics continues to retain and attract new clients with its diversified product portfolio and quality products in both pigments and agrochemicals business. We are confident achieving sustainable long-term growth for the esteemed stakeholders aided by our robust business model, financial prudence and strong balance sheet.”

**About Meghmani Organics Limited:**

Meghmani Organics Ltd. (MOL) is amongst the leading diversified chemicals company with a presence in the Pigments and Agrochemicals business. MOL is amongst the top three global Phthalocyanine based pigment players enjoying a 14% market share. The Company is amongst the top-10 manufacturers of pesticides in India with a presence across the entire value chain. MOL has 36+ brands of various pesticides formulations in India. The Company has 400+ customer base in Pigments & Agrochemicals across diverse industries. MOL has a wide distribution network of 3,000 + distributors and dealers across India. The Company garners ~85% of its topline from the export markets as on FY23. For more information, please visit: [www.meghmani.com](http://www.meghmani.com).

**For Further details, please get in touch with:**

Gurjant Singh Chahal, CFO

[ir@meghmani.com](mailto:ir@meghmani.com)

**Cautionary Statement:**

This press release contains certain forward-looking statements. Any forward-looking statement applies only on the date of this press release. By their nature, forward looking statements are subject to several known and unknown risks and uncertainties that may or may not occur in the future and as a result of which the actual results and performance may differ substantially from the expected future results or performance expressed or implied in the forward - looking statements. No warranties or representations are made as to the accuracy, achievement, or reasonableness of such statements, estimates or projections, and Meghmani Organics Limited has no obligation to update any such information or to correct any inaccuracies herein or omission here from which may become apparent.